



MEDIA RELEASE

Ebn Sina Medical and Novo Nordisk strengthen partnership to advance the future of healthcare in Qatar

Doha, Qatar, 29 May 2024: Ebn Sina Medical, a subsidiary of Aamal Company Q.P.S.C. and a leading supplier of pharmaceutical, hospital and healthcare products in Qatar, has signed a strategic contract renewal with its long-term partner Novo Nordisk, the Danish leading global healthcare company renowned for its expertise in treating chronic diseases such as diabetes, hemophilia, and obesity.

The signing ceremony was attended by H.E. Mr. Anders Bjørn Hansen, the Ambassador of Denmark to the UAE and Qatar, Aamal Company CEO Mr. Rashid Al Mansoori, and in the presence of Mr. Jay Thyagarajan, Corporate Vice President of Novo Nordisk (Business Area Middle East, Africa and CIS) and Mr. Venkat Kalyan, Vice President and General Manager of Novo Nordisk Pharma Gulf.

With the healthcare sector in Qatar growing rapidly, Ebn Sina Medical continues to play a pivotal role by partnering with world-renowned pharmaceutical and healthcare companies. This partnership ensures the continued supply of top-tier pharmaceutical products and healthcare consumables to both the private and public sectors in Qatar.

Since their collaboration began in 1998, Ebn Sina Medical and Novo Nordisk have launched numerous initiatives aimed at improving care for diabetes, obesity, and other chronic diseases in Qatar. The partnership has brought innovative healthcare solutions to the region and in particularly Qatar, benefiting patients and society through awareness campaigns and patient education initiatives supported by both companies.

During the ceremony, **Mr. Rashid bin Ali Al Mansoori, Aamal Company CEO**, welcomed the attendees and expressed his appreciation for the longstanding relationship between Ebn Sina Medical and Novo Nordisk which is built on mutual trust and shared vision.

Mr. Essam Faragalla, General Manager of Ebn Sina Medical, commented: “Ebn Sina Medical has been supporting Qatar’s healthcare sector since the early 1970s by providing the best pharmaceutical products through collaborations with leading global pharmaceutical manufacturers such as Novo Nordisk. We are delighted to celebrate our longstanding relationship with Novo Nordisk and sign this strategic agreement to continue supporting Qatar’s healthcare sector. Today marks not only the renewal of an agreement but a reaffirmation of our commitment to excellence in healthcare. Our partnership with Novo Nordisk embodies our dedication to providing exceptional healthcare solutions and delivering the best patient-centric care. Together, we will continue to innovate and advance the future of healthcare.”



From Novo Nordisk's side, **Mr. Jay Thyagarajan, Corporate Vice President in Novo Nordisk said:** "Novo Nordisk is a leading global healthcare company committed to drive change to defeat serious chronic diseases. Qatar is experiencing positive growth in the health care sector but faces a significant health burden with chronic diseases (prevalences ranging from 41 % in obesity, 19.5% in diabetes, and 23% in cardiovascular disease), and thus the collaboration between Novo Nordisk and Ebn Sina becomes increasingly vital to strengthen the healthcare landscape in Qatar. By combining Ebn Sina's medical infrastructure footprint and Novo Nordisk's innovative treatments, we are set to improve patient outcomes and address these pressing health challenges head-on."

Mr. Venkat Kalyan, Vice President and General Manager of Novo Nordisk Pharma Gulf added: "Our partnership with Ebn Sina in Qatar has been a longstanding success story. We deeply appreciate their dedication in delivering Novo Nordisk's treatments for many years, and we look forward to continuing to improve people's lives together."

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Contact Aamal Company:
Laura Ackel
Corporate Communications Officer
Email: laura.ackel@aamal.qa
Mobile: (+974 6671 6576)

Contact Novo Nordisk
Email: (novonordiskgulf.com)

About Ebn Sina Medical:

Ebn Sina Medical is a leading supplier of pharmaceutical supplies, hospital supplies, and health products to consumers in Qatar, with contracts with more than 70 leading international healthcare manufacturers from more than 20 countries. Healthcare manufacturers include AstraZeneca, Novo Nordisk, Sanofi, B-Brown, and Knox.

Ebn Sina Medical also operates a chain of pharmacies bearing the name Ebn Sina Pharmacy and three-Foot Care Centers. Ebn Sina Medical has successfully established several strategic partnerships with suppliers, which has enabled the company to diversify its service offering in terms of generic and biosynthetic drugs. These partnerships include Novartis Pharma, Roche and many others.

Ebn Sina Medical continues to innovate and drive efficiency installing a robot at its warehouse to enable drugs to be handled quickly and accurately.

Please visit <https://ebnsina.com/>

About Aamal Company Q.P.S.C

Aamal is one of the Gulf region's most diversified conglomerates and has been listed on the Qatar Stock Exchange since December 2007. As of 28 May 2024, the Company had a market capitalisation of QAR 4.85bn (US\$ 1.3bn).



Aamal's operations are widely diversified and comprise 32 active business units (subsidiaries and joint ventures) with market leading positions in the key industrial, retail, property, managed services, and medical equipment and pharmaceutical sectors, thereby offering investors a high quality and balanced exposure to Qatar's wider economic growth and development.

For further information on Aamal Company, please refer to the corporate website: <http://www.aamal.qa>

About Novo Nordisk:

Novo Nordisk is a leading global healthcare company, founded in 1923 and headquartered in Denmark. Our purpose is to drive change to defeat serious chronic diseases, built upon our heritage in diabetes. We do so by pioneering scientific breakthroughs, expanding access to our medicines, and working to prevent and ultimately cure disease. Novo Nordisk employs about 63,400 people in 80 countries and markets its products in around 170 countries. For more information, [visit novonordisk.com](http://novonordisk.com), [Facebook](#), [Instagram](#), [X](#), [LinkedIn](#) and [YouTube](#).

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Laura Ackel
Corporate Communications Officer
Email: laura.ackel@aamal.qa
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