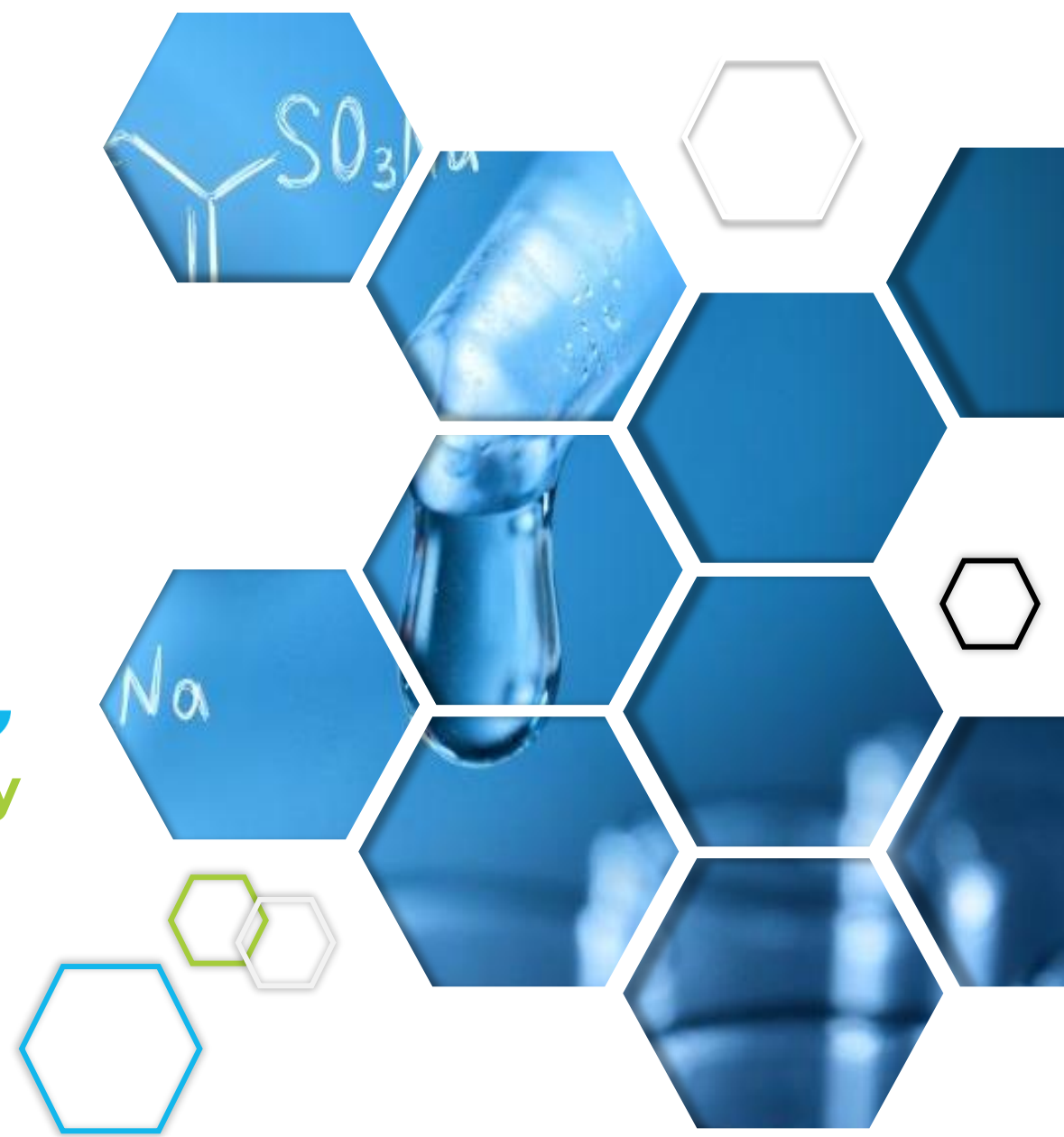




ALTAF A'OL

Empowering Health, Elevating Beauty



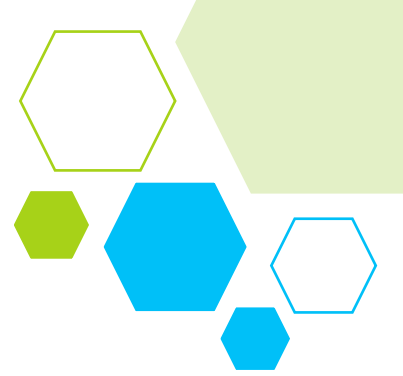


About Us

AL-TAFAO'L Trading Co (T.T.C) is a leading importer and distributor in Qatar, specializing in **pharmaceuticals, medical & laboratory equipment, Derma-cosmetics,** and **FMCG.**

With **over 35 years of experience,** we have firmly established ourselves as a trusted provider of healthcare and beauty solutions in the Qatari market.

Our portfolio includes a wide range of globally recognized brands, serving both professional and retail customers through partnering with key sales networks throughout Qatar.





Our Legacy



Sheikh Soud Bin Abdullah Al Thani
Chairman

Sheikh Soud Bin Abdullah Al Thani is a prominent Qatari entrepreneur with a **diversified portfolio** spanning multiple industries, including **healthcare, real estate, and security**.

Under his esteemed leadership T.T.C , **established in 1987**, has grown into a market leader in the distribution of pharmaceutical, cosmetic, and other healthcare products in Qatar.

The company has built a reputation for excellence over 35 years, consistently delivering high-quality products through a robust distribution network spanning 18 countries and holding over 60 exclusive distributorships.



Our Journey

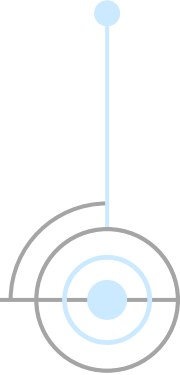
1987



Local Distributor for
(BIN HILAL TRADING UAE)

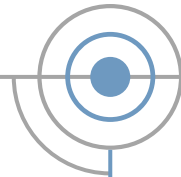
Grew to **14** Partners

1997



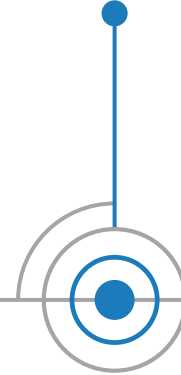
Grew to **22** Partners

2003



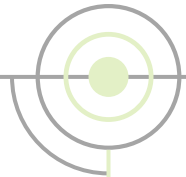
Grew to **30** Partners

2008



+ 50 Partners

2023



Our Vision & Mission.



Vision

To be the **trusted partner in healthcare and beauty**, setting standards for excellence and evolving **to meet the needs of our customers and partners**



Mission

To provide **premium healthcare and beauty solutions in Qatar**, ensuring top quality, innovation, and **customer satisfaction**

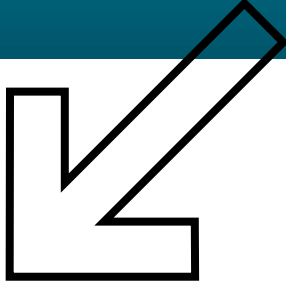


Values

Excellence | Integrity | Customer Focus | Collaboration | Respect

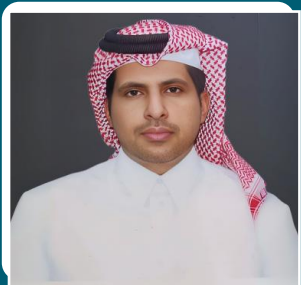
Empowering Health

Facts & Figures.



Elevating Beauty

Our Team



Sheikh Mubarak Bin Soud Al Thani

Vice Chairman



Sheikh Soud Bin Abdullah Al Thani

Chairman



Naser Alabdulla

Managing Director



Mohammed Fahed

Senior Operation Director



Hassan Harfouche

Strategy & Business Dev. Manager



Akram Hussein

Operations Manager



Sherif Basha

Pharma & Derma Manager



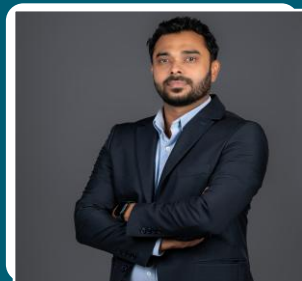
Christine El Salibi

HR & Admin Manager



Subeer Chembrathara

Finance Manager



Junaiz Odakkal

FMCG Manager



Mohammed El Naggar

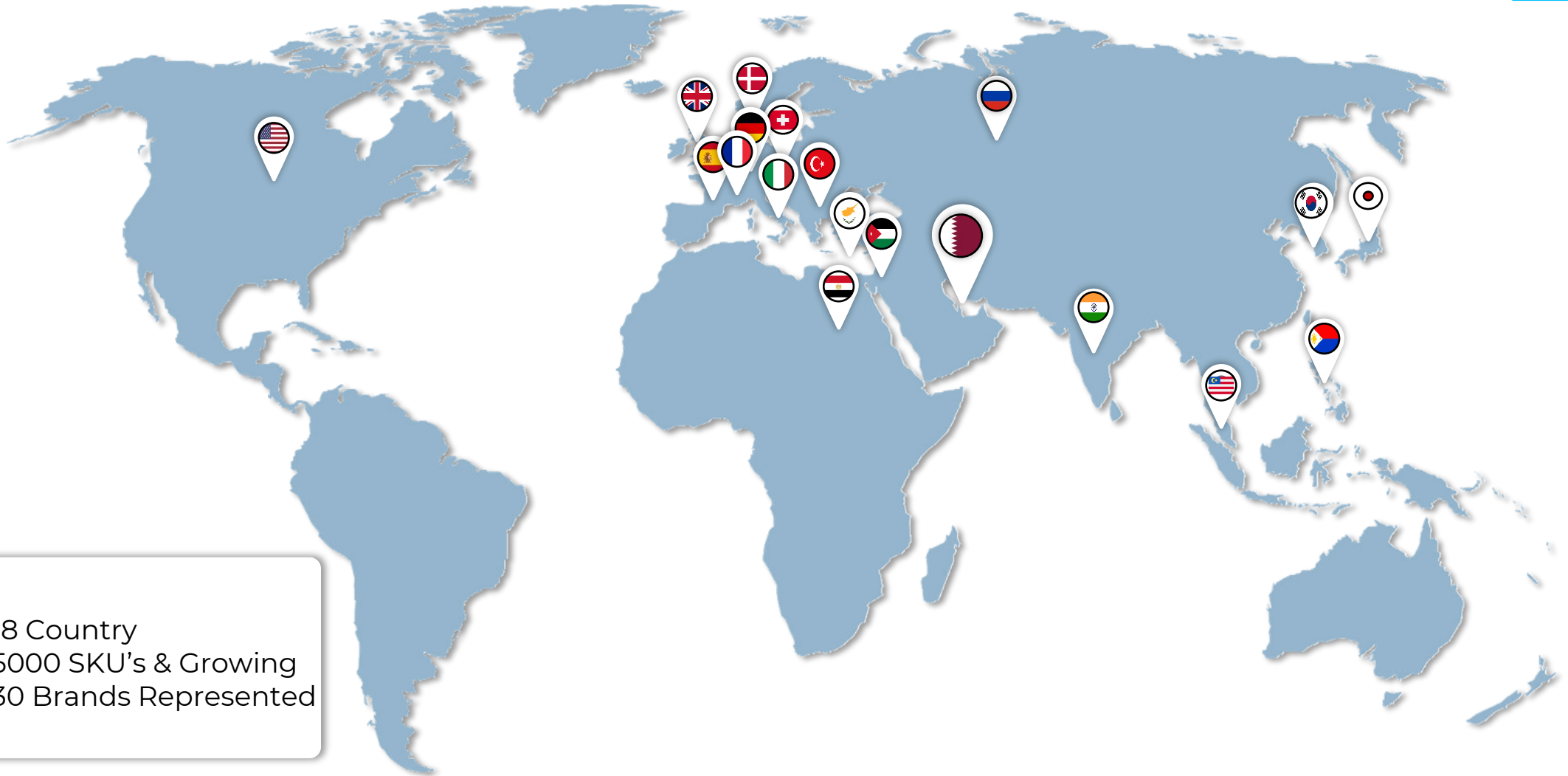
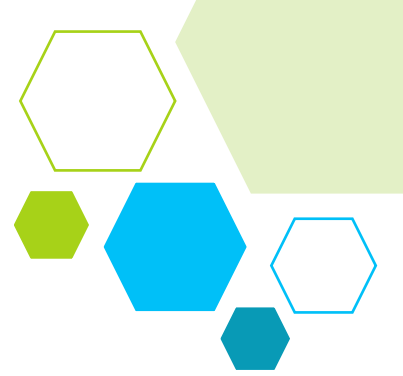
Division Manager- NAOS



Sara El Araby

Head of Regulatory & Tenders

Global Partner's Network



FACTS

- + 18 Country
- + 5000 SKU's & Growing
- + 30 Brands Represented



Our Business Model

We operates through four key divisions



PHARMACEUTICAL



DERMA-ACOSMETICS



**MEDICAL & LABORATORY
EQUIPMENT**



FMCG

Our Business Model

Our specialized departments work seamlessly, each equipped with the resources and expertise to operate independently while fostering collaboration to drive efficiency and business success. Through strategic partnerships, cutting-edge market insights, and operational excellence, we continue to lead the way in distribution, regulatory compliance, and business development.



Pharmaceutical & Healthcare

Delivering high-quality pharmaceutical and healthcare products to meet market demands.



Dermatology & Cosmetics

Offering premium skincare and cosmetic solutions tailored for diverse customer needs.



Medical & Laboratory Equipment

Supplying cutting-edge medical technologies and lab solutions.



FMCG

Distributing fast-moving consumer goods with a focus on quality and efficiency.



Strategy & Business Development

Driving innovation, partnerships, and long-term growth strategies.



HR & Administration

Empowering our workforce and ensuring operational excellence.



Logistics

Managing seamless supply chain operations for timely and efficient distribution.



Finance

Ensuring financial stability and strategic investment for sustainable business growth.



Tendering & Registration

Managing regulatory approvals and government tenders to ensure seamless market entry.



Information Technology

The Information Technology Department is the backbone of Altafa'ol digital transformation



Marketing

The Marketing Department at Altafa'ol drives brand growth, customer engagement, and market expansion.



Our Business Model

This integrated model allows us to adapt to market demands while consistently providing value to our clients and partners.



Strategic Sourcing

Partnering with top-tier international manufacturers for exclusive distribution rights.

1



Diverse Market Reach

Serving government institutions, healthcare providers, and retail customers.

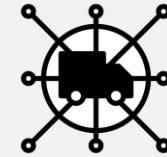
2



Customer-Centric Approach

Offering tailored product training and support to ensure the best customer experience

3



Comprehensive Distribution

Leveraging a robust logistics network to deliver products efficiently across Qatar.

4

Pharma

14
Partners



Derma-Cosmetics

6
Partners



Medical Equipment's

13
Partners



FMCG

14
Partners



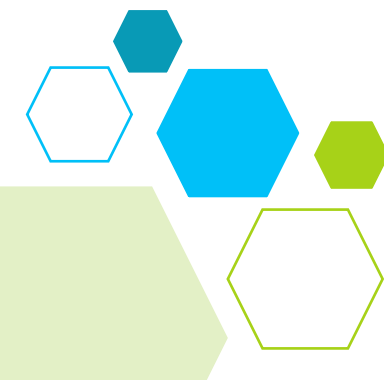
TTC
Partners



30+
BRAND

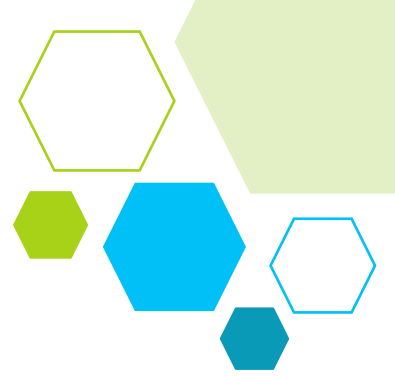
TTC Partners

PHARMA



TTC Partners

MEDICAL EQUIPMENTS



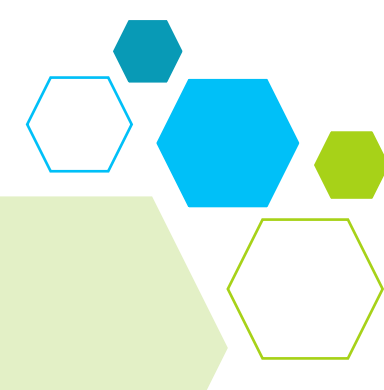
TTC Partners

DERMA-COSMETICS



TTC Partners

FMCG





400+

Private Pharmacies



20+

Hospital Pharmacies



5+

Chain Drugstores



30+

Hypermarkets



80+

Supermarkets & General Stores



13+

Governmental Organizations



23+

Private Medical Centers



48+

Spa & Wellness Centers



Customers Reach

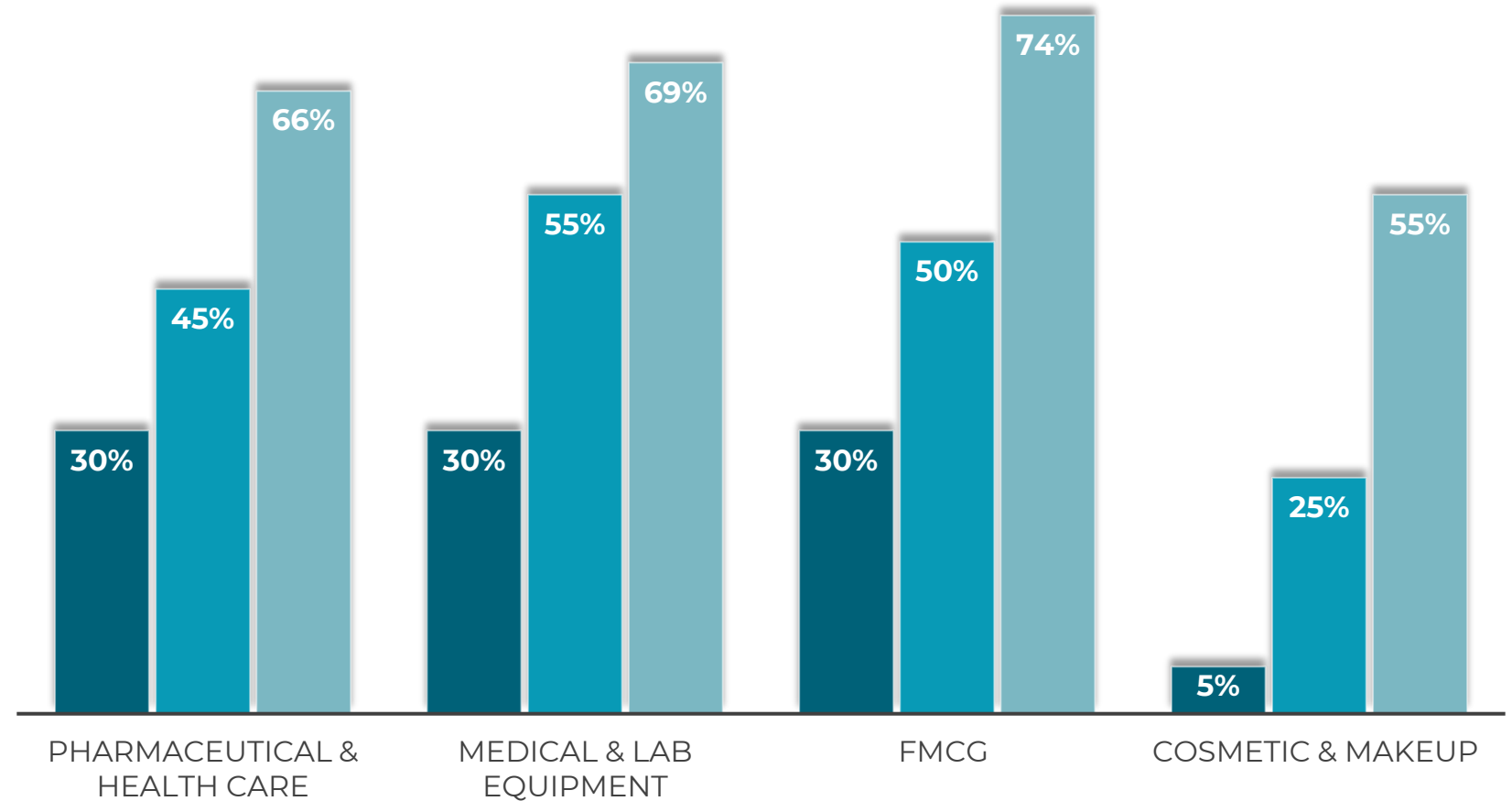


619+
Client

Our Valuable Clients



Financial Performance



Over 20% annual growth rate
over the past 3 years

Future Outlook



**Expand Market
Leadership in
Healthcare and
Beauty Sectors**



**Diversify
Product
Portfolio Across
Emerging
Categories**



**Invest in Digital
Transformation
and
E-Commerce
Solutions**



**Strengthen
Supply Chain
and Operational
Efficiency**

Thank You



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