



# MEDICINE MAN

*With a background that spans continents, cultures and working styles,  
and a current role at a company that services 50 different markets,  
Jerome Carle is a truly international leader*

**JEROME CARLE** / GM JULPHAR

**What does Julphar do differently from its competitors?**

Julphar strives to provide a better quality of life for the entire family by delivering best-in class solutions and real value with compassion and professionalism. We are vertically integrated and have expertise across the entire pharmaceutical value

chain, along with in-depth knowledge of the pharmaceutical market and the local business culture.

**What challenges have you faced in your tenure so far?**

My journey has been very rewarding and I feel privileged to be leading such

a dedicated team of highly skilled, highly experienced and passionate individuals. I was appointed General Manager last year and while 2017 was a challenging year for the industry, especially in the MENA region, I am pleased to report that we are off to a solid start in 2018.





### **Is there anything you are especially proud of?**

We have reorganised Julphar around three business units – Julphar General Medicines, Julphar Diabetes Solutions and our CHC division, Julphar Life, successfully acquiring Gulf Inject and signing new distribution agreements in Africa and Asia. We have also recruited several key talents who will bring great experience and know-how to the business. In 2017 Julphar opened a manufacturing facility in Jeddah, Saudi Arabia adding to its overseas production bases in Ethiopia and Bangladesh, and in April we announced that we had been ranked as the number one pharmaceutical company in the UAE in terms of market share, reflecting a strong double-digit sales growth versus 2017.

**The MEA region is among the fastest growing pharmaceutical sectors globally. Where do you see yourself**

### **having the biggest impact?**

As life expectancy increases, demographic changes are both supporting market growth and contributing to pressures in the healthcare sector, particularly on pricing and access. With 15 manufacturing sites, Julphar is well-positioned to respond to the market opportunities, with a strong presence in Africa and the Middle East – the regions that are expected to experience the highest growth levels. We are seeing governments encourage the local manufacture of pharmaceutical products across the globe, which is why we are forging strategic alliances and partnerships and expanding our local manufacturing presence.

### **Research and development and expanding operations in Saudi are two key priorities – why?**

We believe that science is crucial to drive innovation and transform healthcare. Research and development (R&D) is the

lifeblood of the pharmaceutical industry and it is vital that we introduce new products to maintain our growth and profitability. Our Biotechnology Unit was launched in 2012 as a part of a \$150 million investment and the facility is one of the largest facilities to produce insulin in the world, and the only plant of its kind in the Middle East. We can produce 40 million vials of insulin per year and our products are available in 34 countries. Saudi Arabia is our biggest market and we have a strong performance in the Kingdom. The SAR 300 million state-of-the-art plant opened there last year has the capacity to produce 1 billion tablets, 300 million capsules and 30 million bottles of syrups and suspensions per year.

### **Cardiovascular issues and diabetes are rife in this region. How are you raising awareness to highlight these health issues?**

As one of the largest pharmaceutical



*“As one of the largest pharmaceutical companies in the region, we believe we have a duty to serve and lead by example”*

manufacturers in the region, we believe we have a duty to serve and lead by example and we are committed to operating with transparency and respect. Our medical professionals are experts in their respective fields and they regularly hold workshops, seminars and lectures all across the region to educate and engage with patients, consumers and thought leaders on current trends, prevention measures and the latest treatments available for prevalent diseases. Furthermore, we recently formed an alliance with one of the leading US pharmaceutical companies in Continuous Glucose Monitoring (CGM), reshaping the way patients as well as doctors look

at the management of diabetes and transferring control to patients when managing their glucose levels.

#### **How do you look to progress your relationships with suppliers?**

We see our suppliers as strategic partners. Strategic partnerships have enabled us to cultivate mutually beneficial relationships that have helped each of our businesses grow. We have always done our due diligence to ensure there is truly a synergistic, win-win relationship between what we offer and what the potential partner's business offers. We partner with organizations that enhance the work we

do and enable us to broaden our reach and scope and increase our impact in the pharmaceutical industry.

#### **A Julphar training centre (JTC) is open to both in-house employees and suppliers. How has this benefitted the company?**

JTC is recognised for preparing students for the workplace, and has an advisory role at leading educational institutions. The only center of its kind in the region., it provides a combination of technical and soft skills training and development that is open to all 5,000 of Julphar's employees. All of our training is designed to provide employees with relevant skills – giving our people the edge in today's competitive environment. The centre welcomes more than 3,000 students annually from all over the world, with sessions designed to help bridge the skills gap and foster the growth and development of the next generation of healthcare leaders. [➔](#)

# YOUR API PARTNER

C<sup>2</sup> PHARMA is a Luxembourg-based pharmaceutical group which manufactures and distributes its Active Pharmaceutical Ingredients ("API") and complex chemical compounds from phytochemical and chemical origins. We build our reputation customer by customer, with high quality standards, procedures and customer service. C<sup>2</sup> PHARMA delivers its APIs to more than 100 pharmaceutical companies across the United States, Western and Eastern Europe, Latin America, Asia, Africa and Australia.



## OUR AFFILIATES



ASM Research Chemicals is a pioneer in the synthesis of PNA Monomers (Peptide Nucleic Acid Monomers) and provides contract manufacturing services for R&D-scale synthesis of complex organic molecules and impurities. It operates a 600 m<sup>2</sup> chemistry laboratory in the Medical Park Hannover with a growing team of Ph.D's in synthetic organic chemistry as well as experienced lab technicians.



Logistics4Pharma offers highly-customized cold-chain logistics warehousing and shipping solutions for demanding pharmaceutical customers looking to work with logistics partners adhering strictly to GDP (Good Distribution Practice). For warehousing at the point of delivery, L4P maintains a worldwide partner network, so that they can make sure each product is at its optimum state from beginning to end.

## OUR RANGE OF APIS AND PHYTOCHEMICALS

NAME	PHARMACOPEIA
Atropine	USP, Ph.Eur.
Atropine Sulfate	USP, Ph.Eur., JP, CA
Digoxin & Digoxin Micron	USP, Ph.Eur., JP
Homatropine Hydrobromide	Ph.Eur.
Homatropine Methylbromide	USP, Ph.Eur., BR, MX
Hyoscine Butylbromide	Ph.Eur.
Pilocarpine Hydrochloride & Nitrate	USP, Ph.Eur.

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