



Patients, Quality
and **Innovation.**



Royal Tech Group

Full-Solution Distributor for Medical and Pharmaceutical Supplies.

Royal Tech Group is one of the largest providers in the healthcare sector in Iraq, We represent the highest standards of quality and service.



RT



Eng. Hadi Alkailany
CEO



Dubai Office

The research of innovative products, and the high-quality services to our customers make the solid platform of our business, which contribute to our continuous growth in all perspective, Turnover, Number of employees and geographical expansion

Our group is focused on satisfying the needs of our customers, helping them to improve the healthcare quality. Our challenge for 2023 lies in reaffirming our leadership position that we have reached during the last years as one of the best distributors in the medical field in Iraq. Our personal motivation consists in offering the best solutions to our customers by resourcing quality suppliers.



Who We Are

Royal Tech Group is one of the largest businesses in the Iraqi healthcare field, as a distributor we represent the highest standards of quality, experience and service.

Royal Tech Group managed to focus on it's experience offering comprehensive solutions in the day-to-day healthcare sector needs, thanks to its well-defined expertise.

Royal Tech Group position itself as a completely independent group, which is achieved through high operating capacity. Our passion is to take part of every single opportunity in the Iraqi healthcare field.

For the past 20 years, we've been carefully selecting best reliable suppliers to enhance the local healthcare services in Iraq.



It's always the people who make the difference.

Our team is high educated and passionate with strong work ethic.



Our Partners

From USA and Europe





KEY POINTS

1

Quality oriented.

2

Maintaining business relations with customers & suppliers.

3

Apply business ethics & complinces.

4

Invest in knowledge transfer & education by attending congresses & workshops.

5

We do various hands-on activities inside the hospitals.



ROYAL TECH Unique selling points

- **Our dedicated team-force**
- **Trustful partnership with KOL's**
- **Delivering after sales service**





PROXIMITY

We stand close to our customers, analysing their needs and help them to increase and optimize their services.

SOCIAL & MEDICAL CREDIBILITY

Our suppliers see **Royal Tech Group** as the best ambassador to represent their brand in Iraq. As a distributor, we work hand in hand with the manufacturer to reinforce its brand image in Iraq, to improve its marketing actions and increase sales to the benefit of all parties.

MARKETING & COMMUNICATION

Royal Tech Group has a Department of sales and Strategic Marketing, we plan permanently attending in congresses, events and symposiums.

QUALITY

We have product quality and services permanent in focus.

Royal Tech Group has many international awards as best dealer and partner for different medical products.

The quality management in our group is one of our main success's factors.

WE

Put our clients first, with a relentless focus on delivering a service that excels.

Work alongside our clients every step of the way.

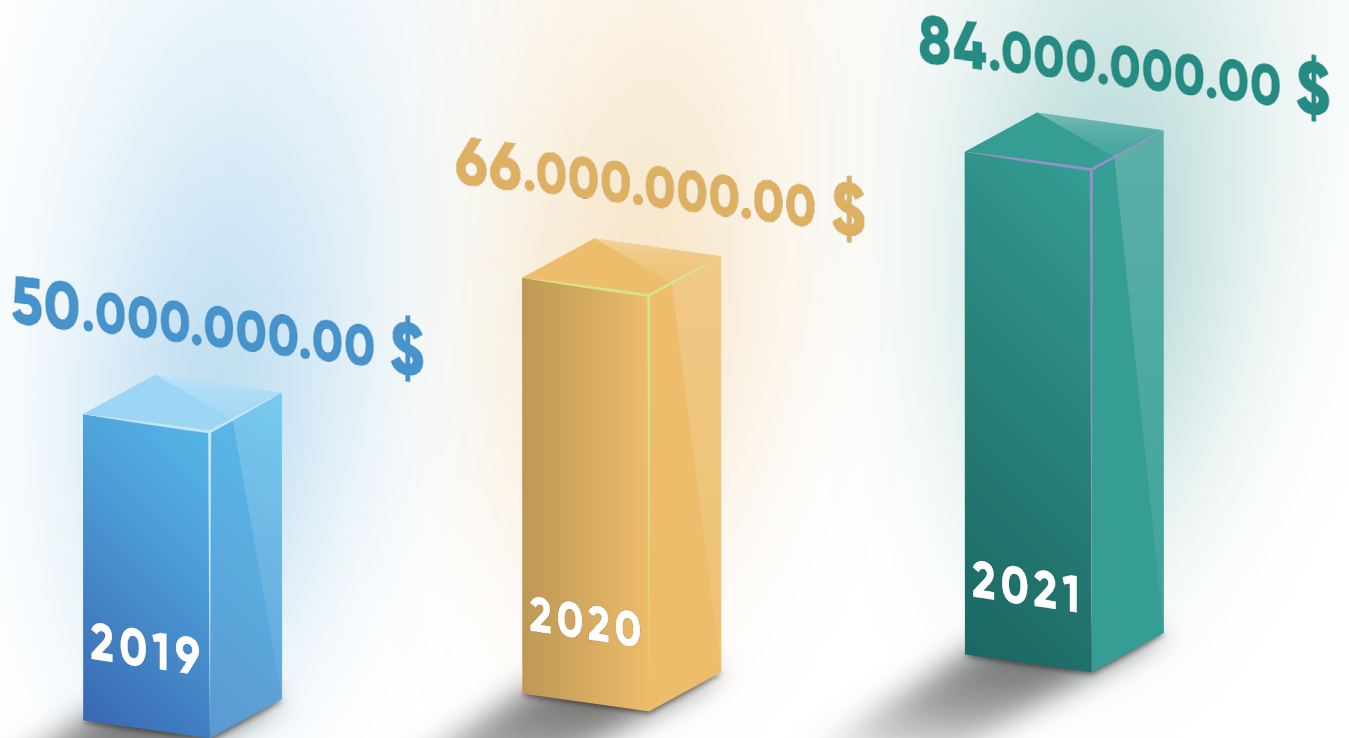
Are a big family and we all have the same common goal.

Want to expand our service international.

Always aim to meet the needs of our customers and surpass their expectations.

Are one team. one spirit.

Revenues gross for last 3 years



Royal Tech Group in Data

More than **100** partner
and supplier worldwide

More than **150** employees
(Iraq, Jordan and Germany)

2
Warehouses

More than
200 million USD
turnover in three years

More than **15** year
of experience

2 main service
centers, each
province has
its own service
team

More than **2000**
local customers

16 sales offices and
scientific bureau

100%
Geographic
coverage

Over **100,000** products
delivered by us

Our Clients :

- **Public and private hospitals.**
- **Medical institutions and clinics.**
- **Laboratories.**
- **Pharmacies.**
- **R&D centers.**



ORGANISATION STRUCTURE

Medical devices

Disposables and Consumables

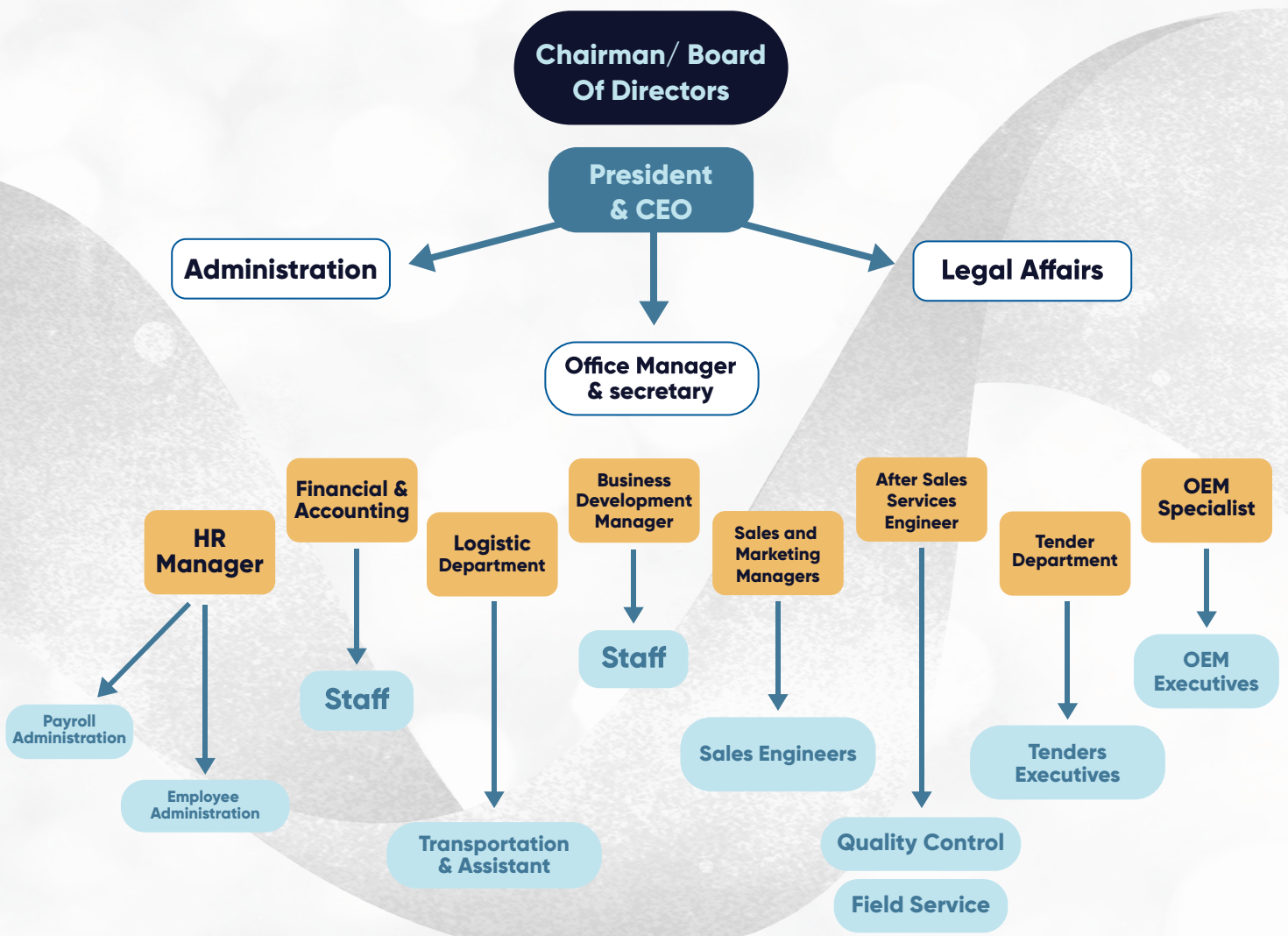
Laboratory

Dental

Cosmetics

Pharma

Electric





Structure

Royal Tech Group has a productive organizational chart, with head office located in UAE-Dubai , Italy , China , Jordan-Amman, in addition to 16 sales office in Iraq, all work together to supply the market directly. This structure is consisting by 120 highly qualified professional staff, covering total local market, which is divided into 18 provinces, and 4 customers service areas

*** Each scientific office in Iraq consists of:**

- 3 Sales specialist (1 person dedicated to KIMADIA)
- 2 Service engineers
- 1 Application specialist

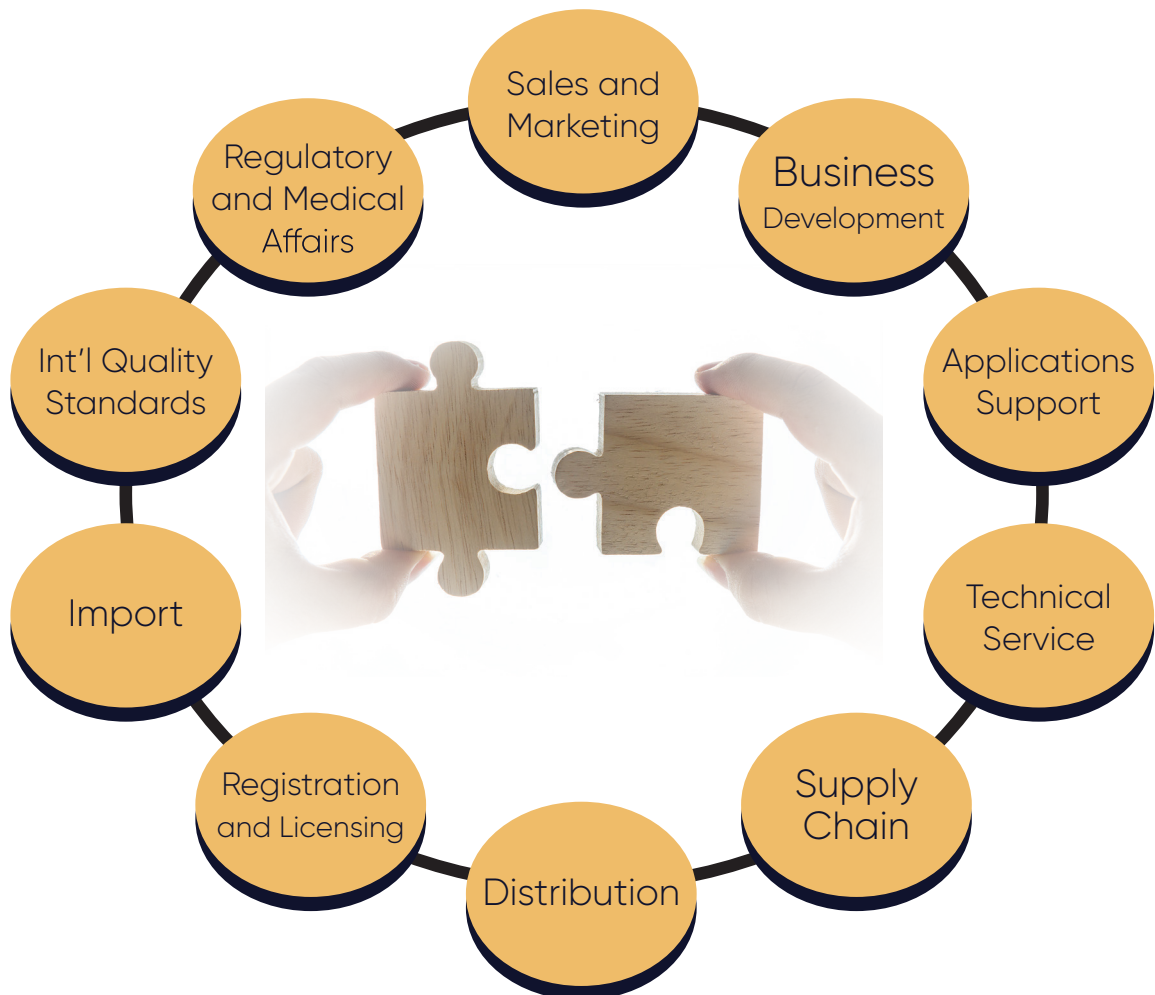
How is the sales team allocated? by territory/product!

WE DO BOTH, each of our 16 offices scattered in various provinces have a structure with Office Manager (Sales & Networking), sales & FE's. Our offices reports directly to our GM either in Iraq or Jordan. We have aswell dedicated product manager for the country and have one person responsible to manage the business collaborating with sales team.



ROYAL TECH is a fully Integrated Partner

All in one approach





Going Regional

Our success in the local market (Iraq), passionated us to go regional, we are currently operating on other markets in the middle east.

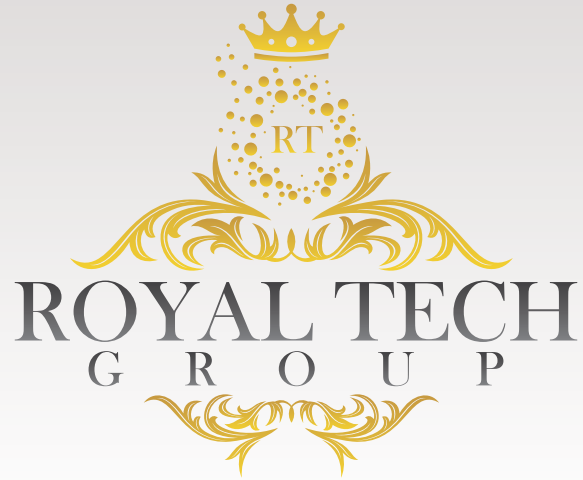
Thanks to our consolidated experience.



Future



In our 5 years business plan, we aim to be the region leaders in medical and pharmaceutical supplies, for the benefits of Patients, care givers, and reliable suppliers.



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