

Q&A

Ayman Tamar,
Chairman, Tamer Group

What would your grandfather say if he could see Tamer Group now?

My grandfather's dream was to localize pharmaceutical manufacturing in Saudi Arabia. I wish he were here to see not only what we have done, but what Saudi Arabia has achieved and all the opportunities the country is providing for its people. It is beyond his wildest dreams.

Did you ever think the changes would take place so quickly?

I had a strong conviction that Saudi Arabia would undergo change. I told my daughter, who was born in 2000, that women would be allowed to drive before she turned 18. And in 2018, it finally happened.

As group chairman, what makes you most proud?

I am most proud not of growing the business, because the Saudi market has always grown, but of growing our market share because of the talents of the team we have here. We have a meritocratic, diverse, and caring culture. We invest in attracting, retaining, and developing talented local people. They are our most important asset and I am proud of the environment that I have helped create for them.

What is your message for foreign companies interested in entering the Saudi market?

It is an exciting time to be in Saudi Arabia. Under the umbrella of Vision 2030, we are witnessing a renaissance of creativity, innovation, and entrepreneurship. Saudi Arabia is a market of extraordinary promise and amazing opportunities.



TAMER TARGETS THE NEXT 100 YEARS

In 1922, in the historic city of Jeddah, Saudi Arabia, Dr. Mohammed Said Tamer opened the very first pharmacy on the Arabian Peninsula. He was inspired by a vision of giving his community access to the latest medical products, and by a dream of one day producing modern pharmaceuticals in his own country.

One hundred years later, under the stewardship of his grandson, Ayman Tamar, the business that he founded is one of the largest distributors and producers of

pharmaceuticals, vaccines, and medical devices in Saudi Arabia, a pioneer in commerce, and a standard-bearer for the kingdom's social and economic transformation.

Today, the fast-growing Tamer Group follows the same principles of innovation, entrepreneurship, and integrated health care that inspired Dr. Tamer a century ago.

"As a health care company, the needs of society, community, and employees have always been in our DNA," says Group Chairman Ayman Tamar. "Just



FOR 100 YEARS, TAMER GROUP HAS BEEN DEDICATED TO BUILDING A HEALTHY, INCLUSIVE AND PROSPEROUS SAUDI ARABIA

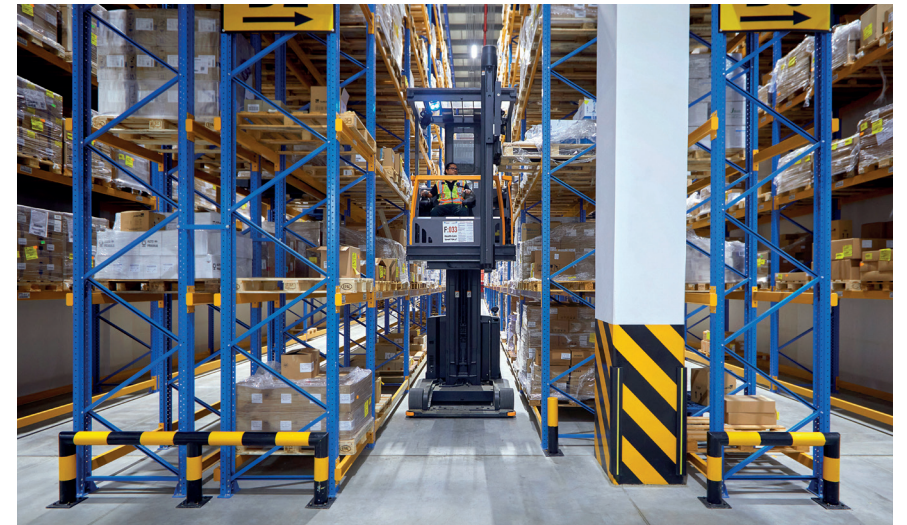
AYMAR TAMER,
CHAIRMAN, TAMER GROUP



▶▶ as it was for my grandfather, the essence of Tamer Group is caring to help bring in a brighter and healthier future for the people of Saudi Arabia."

Tamer Group focuses on the pharmaceutical, medical, nutrition, and wellness sectors, and has expanded outside Saudi Arabia to serve the entire MENA region.

As science and technology transform the business landscape in Saudi Arabia and beyond, digitalization is accelerating the company's growth rate. Tamer forecasts that its revenues will double in the next five years



Continuous investment in digitalization and logistics has taken Tamer Group to the top of its market.

through both organic and inorganic growth in these high-growth sectors.

The group recently acquired Mumzworld, the Middle East's leading vertical e-commerce platform for mother, child, and baby products, with a community of 2.5 million mothers.

"Mumzworld is not merely a footprint in the quickly growing e-commerce business in the region, and a group diversification, but is our innovation center to help the core business accelerate its digital agenda. E-commerce is no longer an option, but a business obligation," says Tamer.

As part of its Vision 2030, Saudi Arabia has embarked an ambitious digital transformation journey. "As a market leader aiming to bridge the gap in science and technology, we are in a unique position to introduce digital and technology solutions that will underpin the national transformation and sectorial reform agenda," he says.

The group doesn't underestimate the scarcity of talent and the necessity of being a talent magnet, and skilled job creation is a key objective. Building internal capacities and developing new skill sets are at the core of Tamer Academy, the group's training and development arm. Empowerment of women, diversity, and inclusion are key priorities.

"The changes in our country that are taking place thanks to Vision 2030 reflect the conviction and confidence of the Saudi people," says Tamer. "The young men and women of Saudi Arabia are driving the economic and cultural renaissance of our country and creating new opportunities for Tamer Group. For 100 years, we have grown and transformed alongside the kingdom. We are delighted to actively contribute to increasing the wellness and prosperity of our country."



Tamer Group is a major employer of local talent and is celebrated for its diverse and inclusive culture.