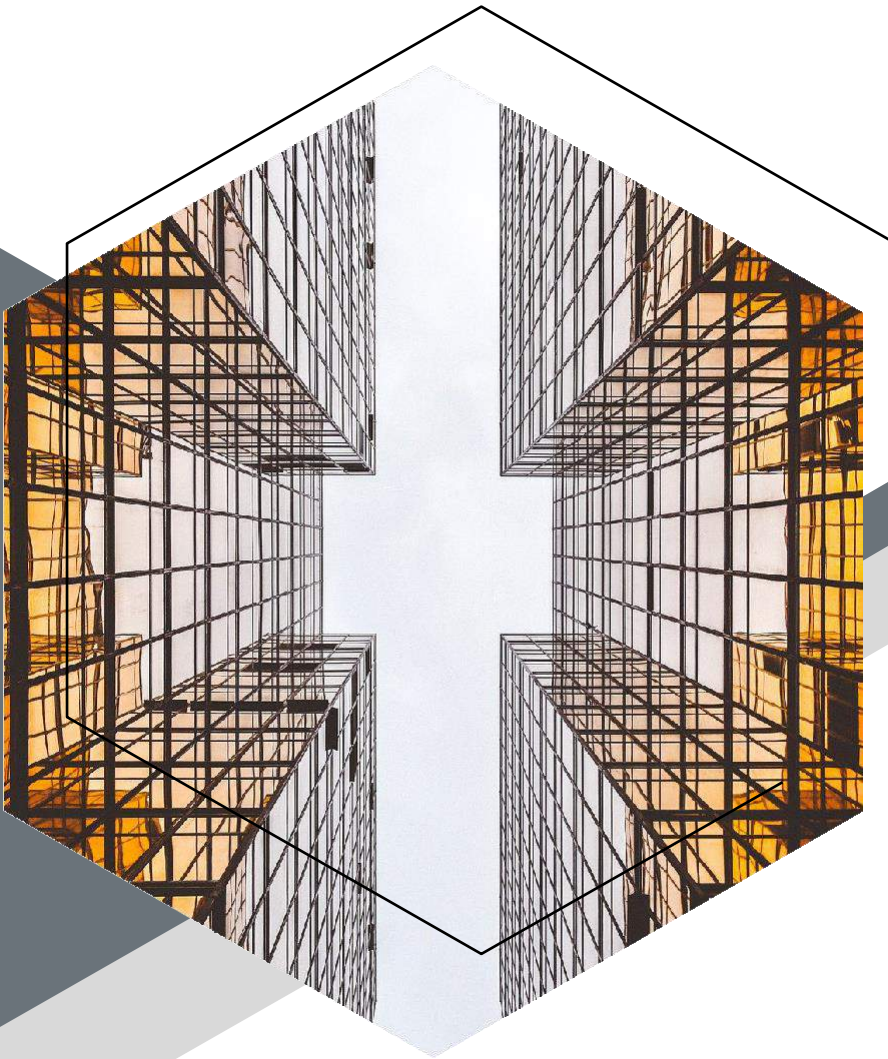


AL MOTHIEL TRADING EST.



COMPANY PROFILE

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FROM THE CEO`S DESK



“

Catalyzing positive change through innovation and unwavering commitment to excellence, we at Al Motihel aspire to make a lasting impact in our industry and beyond

DR. SALEM MOHAMMAD BAZARAH

Gastroenterologist & CEO Al Motihel Trading Establishment

We firmly hold the belief that success emanates from the unwavering adherence to our fundamental values, the ceaseless quest for innovation, and the wholehearted dedication of our exceptional team members, all of which intricately weave together to propel us towards the realization of our vision of unparalleled excellence

ABOUT US

"Al Motihel Trading Establishment stands as a distinguished Saudi enterprise specializing in the procurement and distribution of medical equipment across the discerning markets of Saudi Arabia and Oman. Established in 2017, our journey commenced in the Western Region, where our Jeddah office served as our foundational headquarters. Since our inception, we have embarked on a strategic expansion trajectory. In 2020, we inaugurated our Medina office, and further reinforced our presence with the establishment of two additional offices - one in Riyadh, bolstered by the expertise of a dedicated Sales Engineer, and another in Oman in 2022, where our team includes a seasoned sales representative and a proficient tender and logistic support specialist.

At Al Motihel Est., our unwavering commitment is underpinned by the delivery of avant-garde technology and the utmost standards of quality to our esteemed markets. We take great pride in our role as representatives of an exclusive array of internationally renowned manufacturers, ensuring that our discerning clientele consistently gains access to the pinnacle of solutions available.



OUR VISION

Unrivaled in its field, customer-oriented, without sacrificing quality, keeping up with new technologies and providing services in accordance with the needs of the market..



OUR MISSION

With the knowledge and experience we have obtained since the day we were founded; we aim to provide the high-quality products that the health sector needs, which make difference to the patients and health service providers, with esteemed service approach.

The Saudi Arabia medical device market was valued at approximately **\$ 3.73 billion** in 2023 and is projected to witness significant growth in the coming years.

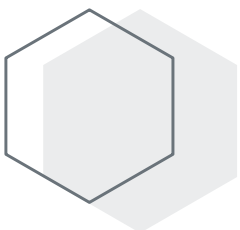


In our diverse portfolio, Al Motihel Trading Establishment excels in three key areas:

1. Medical Equipment: We specialize in sourcing and distributing advanced medical tools, elevating patient care standards in Saudi Arabia and Oman.

2. Endoscopy Accessories and Consumables: We are recognized for our excellence in providing a comprehensive range of endoscopy and surgical accessories to meet the precise needs of healthcare professionals.

At Al Motihel Est., these areas reflect our unwavering commitment to advancing healthcare.



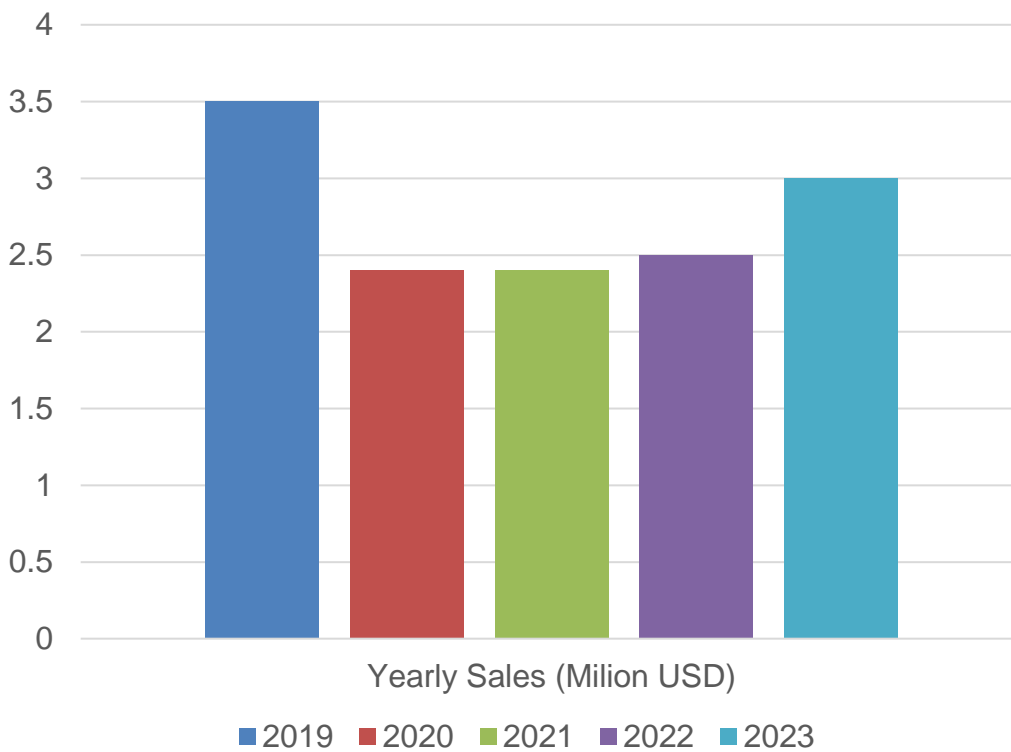
Sales Personnel and Performance Metrics:

Sales Achievement:

In the past fiscal year, our dedicated team demonstrated exceptional prowess by achieving a substantial sales volume of approximately \$2.5 million.

As we continue to stride forward with confidence, our sales projections for the ongoing fiscal year reflect our unwavering commitment to excellence, aiming to surpass the \$3 million mark.

In the pre-pandemic (2019), our sales endeavors reached an impressive pinnacle, culminating in a remarkable \$3.5 million.



Personnel Strength:

Our esteemed organization boasts a dynamic sales force comprising a total of six accomplished professionals, with three of them strategically positioned in the thriving market of Jeddah

Market Diversification:
 Our organizational acumen extends across both private and public healthcare sectors, ensuring a comprehensive market presence



Medical Equipment

Our specialization in **Gastroenterology** lies in the distribution and dissemination of cutting-edge medical equipment. This pivotal endeavor ensures that healthcare practitioners in Saudi Arabia and Oman consistently possess access to the most advanced tools and instruments, thereby elevating the standards of patient care.

FIBROTOUCH



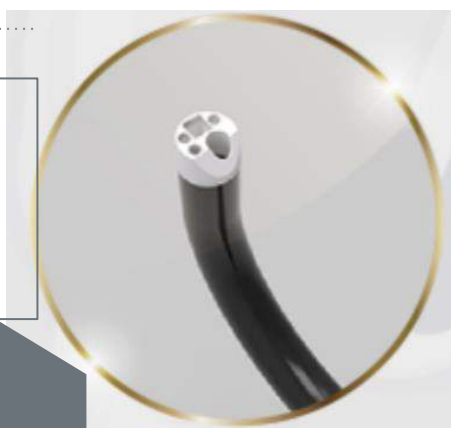
Fibrotouch is a medical device used for the non-invasive assessment of liver fibrosis (scarring) and steatosis (fatty liver). It is primarily used in the diagnosis and monitoring of liver diseases, such as hepatitis and cirrhosis. Fibrotouch employs a technology called transient elastography, which measures the stiffness of liver tissue by sending low-frequency sound waves (vibration) into the liver and then measuring how quickly they travel through the tissue.



SEEGEN CHOLEDECHOSCOPE

SEEGEN
vision borderless

The Seegen Choledochoscope, is a disposable tool for laparoscopic surgeries. It offers high-quality real-time imaging, recording capabilities, and multiple working channel options (including 1.2mm, 2.2mm, and 2.6mm). This device aims to enhance efficiency and safety in bile duct procedures, potentially reducing patient discomfort and healthcare costs.



Accessories , Consumables & Instruments

We are recognized for our strong network of customers relationships de to excellence in providing a comprehensive range of endoscopy and surgical accessories to meet the precise needs of healthcare professionals.

LINGZE



Disposable Enteral Feeding Sets

Nasogastric tubes

Enteral feeding pump

TPN Bag Disposable infusion bag for parenteral nutrition

PICC (Peripherally inserted central catheter)



LAUDABLE



Laudable Surgical Instruments are high-quality medical tools known for their precision, durability, and versatility across various surgical specialties. They prioritize innovation, ergonomic design, and safety, making them a preferred choice among surgeons and healthcare facilities for achieving positive patient outcomes.



MAJOR CUSTOMERS



Government Clients

- Ministry of Health
- King Abdulaziz University Hospital
- King Fahd General Hospital
- Royal Oman Police
- Diwan of Royal Court
- Royal Airport
- Royal Court Affairs
- Civil Defense Hospital
- Royal Hospital
- Sultan Qaboos University Hospital
- Ministry of Defence and Aviation
- Ministry of National Guard
- Ministry of Interior
- Ministry of Higher Education
- R.C.; King Faisal Specialis Hospital & reserch center



Private Clients

- Dr Sulaiman Hsbib Medical Group
- Al Manie Group
- Al Mowasat Medical Group
- Dr Erfan Hospital
- Dr. Soliman Fakeeh Hospital
- International Medical Center (IMC)
- Saudi German Hospital Jeddah
- Jeddah National Hospital
- Dallah Hospital
- Dar Al Fouad Hospital
- Biosytech Hospital
- Saudi French Hospital (SFH)
- Al Salam Hospital
- United Doctors Hospital

Jeddah - Head Office

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AL MOTHIHEL TRADING EST.

مؤسسة التوريد المدخل التجارية