

EHS – UAE Corporate Profile



ABOUT EHS



Emitac Group of Companies

Jointly owned by the well-known Bukhatir & Ghobash Group, Emitac Group was established in 1976. The company has been growing & flourishing by meeting the most challenging requirements of a fast-evolving landscape through impeccable business acumen and technology.

We have established our presence within the region in countries like the United Arab Emirates, Kingdom of Saudi Arabia, & The Sultanate of Oman, where our branches operate as independent affiliates of EHS.



UNITED ARAB EMIRATES



REGIONAL



EHS Territories



Founded by the esteemed Bukhatir (BIL) and Ghobash (GTI) Group of Companies, **EHS** is a healthcare innovator and solutions provider that strives to enrich the quality of life of every stakeholder, partner, caregiver & patient by focusing on their health, comfort, and happiness. With more than 47 years of experience in the industry, EHS has consulted and enabled numerous caregivers in the UAE, through an array of healthcare management solutions, helping them operate seamlessly.

Bukhatir Group is one of the most diversified business houses in the UAE. Its main interests straddle construction, education, information technology, real estate, shopping, commercial and retail development, sports and leisure, and services.

With over half a century of history, success, distinction and excellence, the geographical domain of the Bukhatir Group spans over half the GCC region and North Africa. The group has an employee base of over 5,000. **The Annual turn-over of the group is AED 1.5+ Billion.**

Ghobash Group was established in 1981 in alignment with the UAE's objective to diversify its economy. Since then, the company has added new business activities and has grown by building long-lasting partnerships with its customers, suppliers, and other key stakeholders.

Today, over 1,750 people are employed across seven different industries including Technology, Energy, Healthcare, Chemicals, Business-to-Consumer, Real Estate, and Investments. **Ghobash Group also has an annual turn-over of AED 1.5+ Billion.**

Bukhatir Group of Companies:



Bukhatir & Ghobash-owned Companies:



Ghobash Group of Companies:



Vision and Mission

Vision

We aim to be the **partner-of-choice** for **best-in-class** healthcare innovative solutions providers in the Middle East.

Mission

To provide superior quality cost-effective services & solutions to the healthcare community, contribute to transforming care delivery and improving partners experience through innovative & digitalized concepts to be executed by passionate employees who strive to support customers and are proud of working for us. EHS will ensure growth, profitability, continuity, and satisfaction of all its stakeholders.



Our Growth Values

Our values are the foundation and direction for the company and the tools to our success, future growth and rise to any challenge.

EHS VALUES ARE SUPPORTED BY SIX PILLARS:

| Quality | Business Ethics | Customer Focus | Innovation | Efficiency | People |
|--|--|--|--|--|--|
| We dedicate ourselves to deliver meaningful / valuable solutions and services that resonate with patients and customers. | Conducting business with the highest standards of professional behaviour, ethics and integrity. We are transparent, honest, ethical and fair in all of our interactions; people trust us to adhere to our word, this should be the backbone for our reputation and growth. | We measure ourselves and our actions through the lens of our customers and patients. | Innovation is essential, as we search out new ways and continuously identify opportunities to adapt to market changes that are timely and effective. | Focus and execution enable us to drive productivity, identify areas for improvement and deliver value without compromising on quality. | Our employees work together collaboratively, they come to work each day focused on improving people's lives. They are essential to the success of the organization. We strive to build and retain a strong team by recognizing and rewarding excellence, and by creating fair opportunities. |

Our Core Team

We are a team of loyal, highly-skilled employees with years of experience and an inborn passion for providing the best solutions needed to improve the healthcare industry and enable caregivers to help patients recover effectively.



Mohd Kenanah
CEO



Soud Essa
Sales Director - UAE



Ziad Qudaisat
Commercial Director
- KSA



Motasem Attalah
Commercial Director
- OMAN



Essam Al Shadfan
Director,
DHT - Regional



S. N. Venkataraman
Director,
PMO & Operations -
Regional



Abdulla Kiswani
Director,
Services - Regional



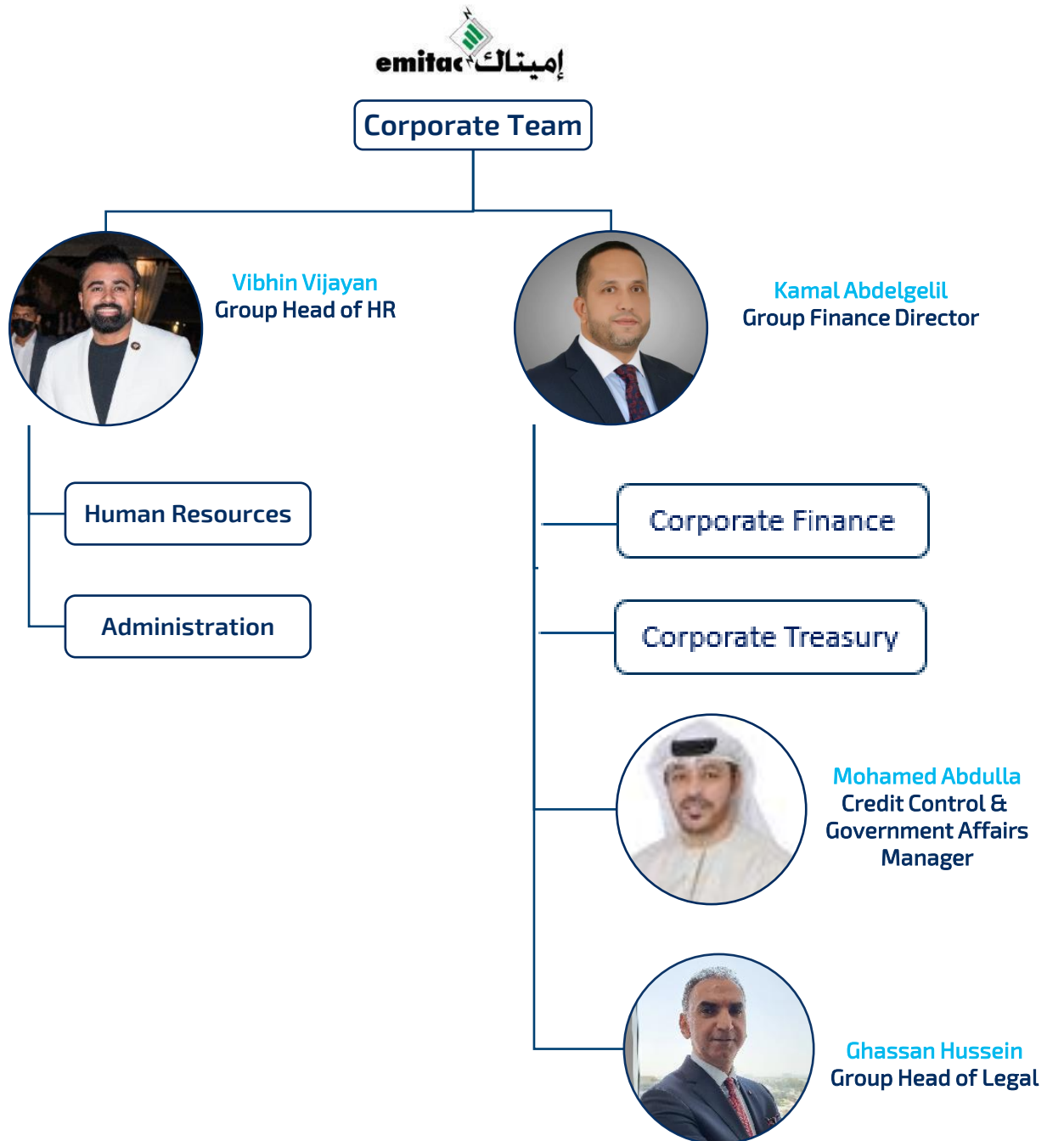
Kauser Batliwala
Commercial
Operations Manager
- Regional



Ahmed Qawasmeh
Director, Business
Development -
Regional

Corporate Team

EHS is supported in the back-end by a well-structured Corporate Team which covers its requirement on Finance, Treasury, Legal, Administration and HR. The Corporate Team is an umbrella to support the various businesses of Emitac Group in UAE, as well as in KSA, Oman and Jordan.



Establishment Aesthetic
business units

Honeywell

EHS-Oman
established



AMNOTECH
INTERNATIONAL MEDICAL

veritas
Medical Solutions



Ritter
[THE DENTAL EXPERTS]

The Journey
Continues...



2022

SAMSUNG



Aesculap – a B. Braun company.

B | BRAUN
SHARING EXPERTISE

Zimmer
MedizinSysteme



matachana

2023

2021

FLUKE



Emitac rebrands
to EHS



2018



varian
Wolters Kluwer

First overseas project:
King Hussain Cancer
Centre, Jordan



Neurology solutions and
Neonatal Solutions were
added to business focus



2019

2020

2017

2016

2015

2014

2013

Establishment of
EMS Projects
team



Healthcare informatics
Incorporated within EHS



Foundation of
Etqan Healthcare
Solutions (KSA)



2007

2008

2009

2011

2012

PHILIPS

EHS incorporation
into Emitac group



Establishment of
Emirates Trading &
Contracting Co.



2000

1994

1985

1983

1974

UAE Customers | Government



EHS | مؤسسة الإمارات للخدمات الصحية
Emirates Health Services



مؤسسة دبي الصحية الأكاديمية
Dubai Academic Health Corporation



مستشفى المفرق
Mafraq Hospital



UAE Customers | Private



KSA Customers | Government & Private



OMAN Customers | Government & Private





EHS VERTICALS

Total Healthcare Solutions

- Critical Care & Patient Monitoring
- Patient Care & Hospital Furniture
- Medical Consumables & Sensors
- Imaging & Ultrasound
- Oncology & Nuclear Medicine
- Neurology & Surgical
- CSSD
- Physiotherapy
- Aesthetics & Cosmetics
- Dental Health Solutions



DIGITAL HEALTH TRANSFORMATION & HEALTHCARE I.T.

- Healthcare Informatics & Technology
- Digital Health & AI Solutions



EHS SERVICES

Technical Services & Customer Support

- Bio Medical Testing & Radiation Calibration Solutions

Annual Maintenance Contracts

- Predictive Maintenance
- Safety tests
- Turnkey service contracts
- Planned preventive maintenance (PPM)
- Round the clock services
- CUSTOMER SUPPORT : 800 – EMITAC (364 822)



PROJECTS & TURNKEY SOLUTIONS



MANAGED SERVICES

Managed Services

- Sahara Visa Screening Center



EHS VERTICALS

Total Healthcare Solutions

- Critical Care & Patient Monitoring
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- Medical Consumables & Sensors
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- Neurology & Surgical
- CSSD
- Physiotherapy
- Aesthetics & Cosmetics
- Dental Health Solutions

EHS: Total Healthcare Solutions Provider

At EHS, we intend to equip as many healthcare providers with products, technology, and solutions from our reliable partners so that we can reach, assist and treat as many patients as we can.

This particular segment focuses on all of our products that equip hospitals and healthcare institutions to enable and facilitate the day to day operations.

Critical Care & Patient Monitoring

Through our partnerships with industry-leading suppliers, EHS offers state-of-the-art, personalized, end-to-end Critical Care & Patients Monitoring solutions that are inclusive of clinical informatics provided by highly skilled and experienced professionals.

These solutions are provided, but not limited to the following segments like:

- Clinics acute care
- Stepdown/HDU
- ICU
- NICU
- CCU
- Burns
- Cardiology
- Neurology
- Respiratory
- Urology
- Pulmonology
- Anesthesia

Over the years EHS has created an enviable track record of successfully deploying solutions in hospitals under the supervision of:

PHILIPS

Masimo



Hill-Rom





Patient Care & Hospital Furniture

The look and feel of a healthcare environment play a meaningful role in shaping the patients' experiences and can be an important factor in assessing their future healthcare provider. With this in mind, healthcare companies are now studying & implementing ways to enhance the patient room experience with modern and comforting ambiances. At EHS, we are proud to have partnered with leading and reliable brands - such as:



PHILIPS

Through our knowledge & expertise of managing patient room requirements, we offer an unmatched experience for our patients. We have proven expertise to provide total room solutions including managing and executing VIP room fit-outs in the region.

Our Hospital Room Solutions adhere to the strictest quality standards (FDA, CE & UL Listing) as well as Greenguard standards.

Medical Consumables & Sensors

We deliver the most advanced and reliable sensors, medical consumables, disposables to all medical institutions we serve. Our products are gentle on the body as well as easy to maintain and use - making them comfortable for both end users and caregivers.

matachana

Westfield
Medical
Sterilisation Barrier Solutions

AESCULAP® - a B. Braun brand
B. BRAUN
SHARING EXPERTISE

PHILIPS

Masimo

natus.





Imaging & Ultrasound

EHS offers a full range of Imaging & Ultrasound solutions that facilitate high-resolution imaging across different specialties in the healthcare environment. We share exclusive partner-ships with market leaders and standard bearers such as: /

SHIMADZU

BARCO

PHILIPS

SAMSUNG
SAMSUNG MEDISON

Our current portfolio of products in this sector includes:

- Digital Xray
- Mobile DR & Xray
- Fluoroscopy
- Mobile Carm
- General Xray
- Ultrasound Scanner
- Digital Angiography system, PACS
- QA Products
- Radiology Accessories

Our experienced and professional team has equipped and installed these solutions within the strict FDA and CE regulations in numerous leading hospitals across the UAE including MOH, SEHA, DHA, and Military Hospitals as well as in well-known private clinics and hospitals in the region.



Oncology & Nuclear Medicine Solutions



We have gone the extra mile and partnered with world-class Oncology & Nuclear Medicine solution providers to understand cancer better and offer products and services that provide a complete treatment process. Our oncology team ensures we keep up to date with the latest industry trends, thus being at the forefront of our industry and being able to advise treatment centers their strategy on their offerings.



varian



macromedics



veritas
Medical Solutions

Neurology & Surgical Solutions

As part of our ongoing journey to establish a global medical standard by delivering high technology products and providing advanced healthcare, we strive to restore control and improve balance for patients with a variety of conditions.

Our products provide highly specialized and individualized care; offering technology in the fields of:

- Image-guided cranio-maxillofacial (CMF)
- ENT
- Orthopedic
- Spine
- Trauma
- Neurosurgery
- Intraoperative Imaging
- Integrated Operating Room Solutions
- Treatment Planning
- Medical Image Sharing and Enhancement.



CSSD

EHS, is a leading distributor of CSSD equipment, with a wealth of experience and expertise, EHS is fully equipped to handle full-scale CSSD projects, offering a comprehensive range of solutions to meet the diverse needs of clients.

Among the CSSD equipment that EHS distributes are:

- steam sterilizers
- washer disinfectors
- low-temperature sterilizers (plasma and formaldehyde)
- sealing machines
- ultrasonic cleaners
- Workstations
- stainless steel work surfaces.

These state-of-the-art CSSD solutions are designed to ensure the highest standards of hygiene and sterilization, while maximizing efficiency and productivity. EHS prides itself on its commitment to providing its clients with the best possible CSSD equipment and services, making it a trusted partner for hospitals, clinics, and other healthcare institutions.



●●● **matachana**

Physiotherapy



Zimmer
MedizinSysteme

EHS offers vast range of physiotherapy equipment and machines, and a comprehensive range of products to meet the needs of its clients.

EHS is proud to offer cutting-edge solutions that enable physiotherapists to deliver effective treatments and improve patient outcomes.

EHS physiotherapy portfolio includes but not limited to:

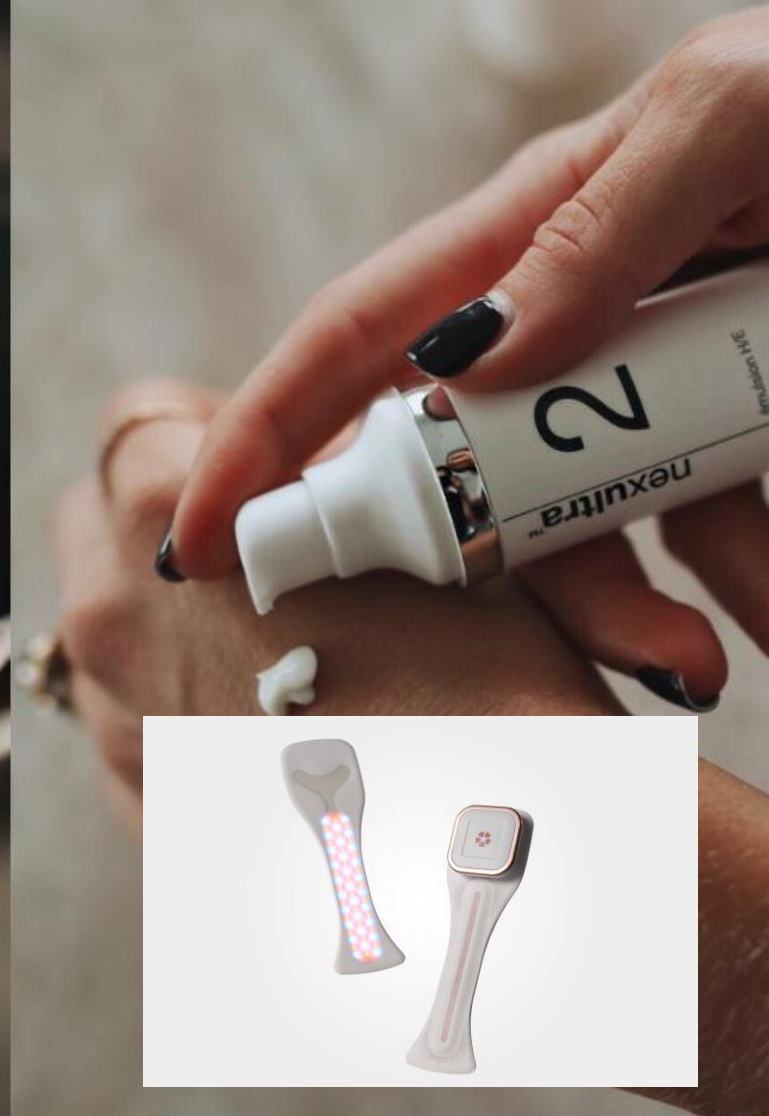
- magnetic therapy devices
- laser therapy machines
- shockwave machines
- combination therapy equipment

With EHS, clients can be assured that they are getting high-quality products and exceptional service. Also EHS is capable of equipping a fully-fledged physiotherapy facility with everything that is needed to deliver optimal care and help patients achieve their goals.

Aesthetics & Cosmetology

Our Aesthetics & Cosmetology business unit caters to healthcare providers and individuals within several lines:

- Personalized skincare
- Fillers & bio revitalizers
- Hypoxia reduction technology (HRT)
- Hair treatment
- Home care beauty devices

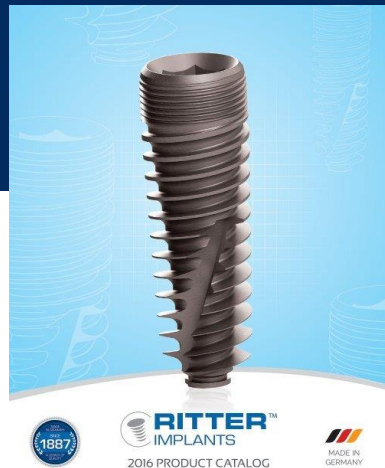


Dental Health Solutions

EHS has partnered with Ritter, the oldest premium brand of dental chairs worldwide. It was founded in 1887 by the German Frank Ritter in New York.

In 1917 Ritter introduced the integrated treatment system; chair with control panel, drill, cuspidor, saliva ejector, tray table and air/water syringes – all instruments in one unit! This system delivered for the first time the modern dental system, the core concept of which has not changed even today.

Ritter remains one of the leading dental equipment providers, always striving for innovation, excellent product quality and a model line that allows every dentist to enjoy the benefits of owning a "Ritter".



DIGITAL HEALTH TRANSFORMATION & HEALTHCARE I.T.

- Healthcare Informatics & Technology
- Digital Health & AI Solutions

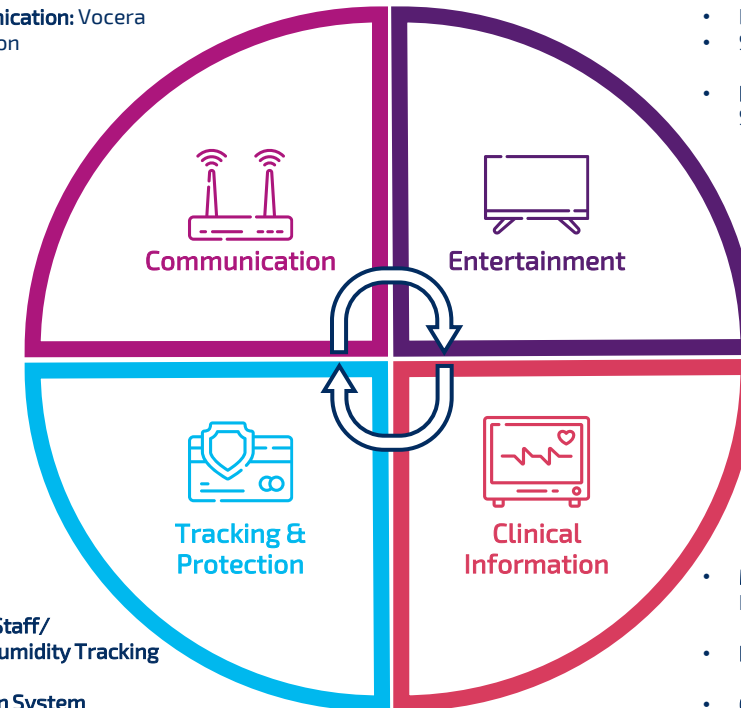


Healthcare Informatics & Technology

Through our Healthcare & Information Technology solutions, we empower healthcare providers to optimize their operations and achieve greater efficiencies across all aspects of healthcare management. Our comprehensive range of technological solutions caters to the needs of modern healthcare providers, from clinical information solutions to the implementation of cutting-edge communications systems. Through our research and development initiatives, we are continually innovating and refining our solutions to meet the evolving needs of the healthcare industry.

- Communication
- Entertainment & Patient Engagement
- Clinical Information & Imaging Solutions
- Tracking, Protection & Utilization
- Process Automation

- **Nurse Call System:**
Ascom & Hillrom
- **Critical Communication:** Vocera High-end Solution



- **IPTV:** Exterity UK
- **Media Linc:** IPTV with Basic Entertainment System
- **PES:** Integrated Entertainment System With Clinical Access

- **Asset/Patient/Staff/ Temperature/Humidity Tracking**
- **Infant Protection System**
- **Access Control**
- **SpaceTrax Inventory System with No Count:**
Stanley Healthcare
- **Porter Management**
- **Track & Trace Solution**
- **IDT Security**

- **Medical Device Integration:**
Philips
- **PACs:** Philips
- **Cardiac Imaging:** Philips
- **Digital Pathology**
- **Computing Carts:** Capsa
- **Digital or Telemedicine**
- **TeleICU**
- **Clinical Decision Support Tools**
- **Specialised Solutions**
- **AI**



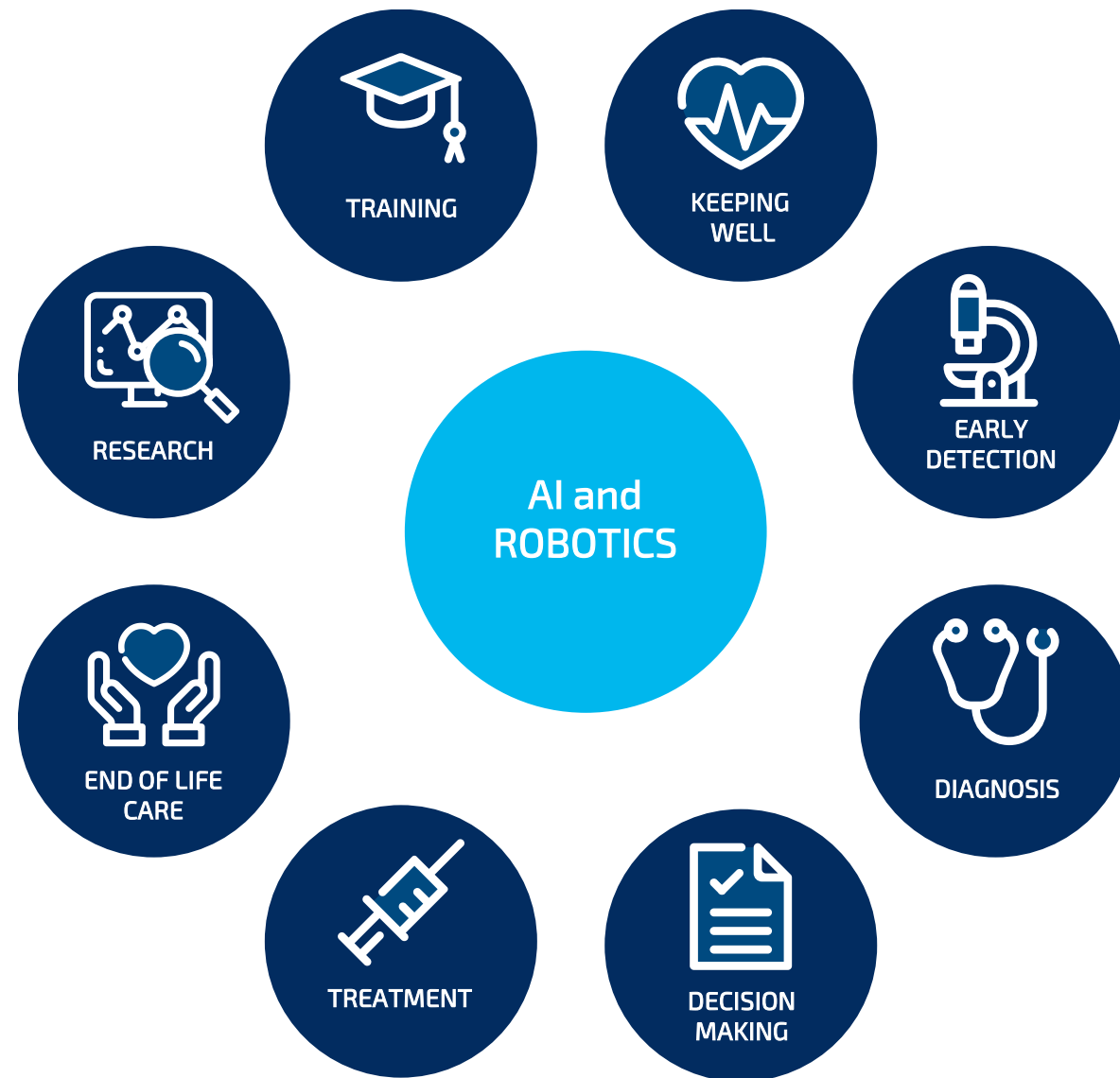
Digital Health & AI Solutions

EHS is ready to introduce its Robotics and AI solutions to the healthcare market in the UAE and KSA by partnering with well-established brands. Our esteemed partners have equipped us with the necessary clinical resources and skilled professionals to achieve excellence and revolutionize the healthcare industry through innovation and technology.

PHILIPS

mydoc
Simplify Healthcare

BioMind



Project Department & Turnkey Solutions

EHS turnkey projects department plays a significant role offering comprehensive Solutions to create medical facilities that suit the client's requests and requirements while adhering to industry environment standards, partner product installation standards and customer quality standards. Over the years, we have executed several large, full spectrum healthcare assignments for public and private sectors, such as Ministry of Public Works, Ministry of Health, Dubai Health Authority, CCAD, ADNOC, SEHA and has set an

excellent track-record in deploying full-fledged healthcare turnkey operations in the region. Led by a committed team of professionals, consisting of PMP certified project managers, qualified architects, designers and medical equipment planners this business unit takes full responsibility of the entire project cycle; right from Analysis, Estimation, Value Engineering, Securing, Implementation and Issue Management till Project Handover.



Consultancy & Management

We offer enhanced support through our consultancy and management team for projects that require and include:

- Turnkey Maintenance & Contract Solutions
- Medical equipment planning
- Medical Infrastructure Solutions
- Medical Engineering Solutions
- Design & Planning
- Project management
- Procurement
- Logistics planning
- Execution
- Installations
- Training
- Warranty maintenance
- Value engineering study

- **Turnkey Project Management**
- **Medical Engineering Solutions**

We have executed large, full spectrum healthcare assignments for the public and private sector as one of the Design Consultants for the region and are supported by GENESIS (P+W), a renowned leader providing in medical equipment planning and architectural designing solutions.



UNITED ARAB EMIRATES
MINISTRY OF PUBLIC WORKS



هيئة الصحة بدبي
DUBAI HEALTH AUTHORITY



مدينة دبي الطبية
Dubai Healthcare City



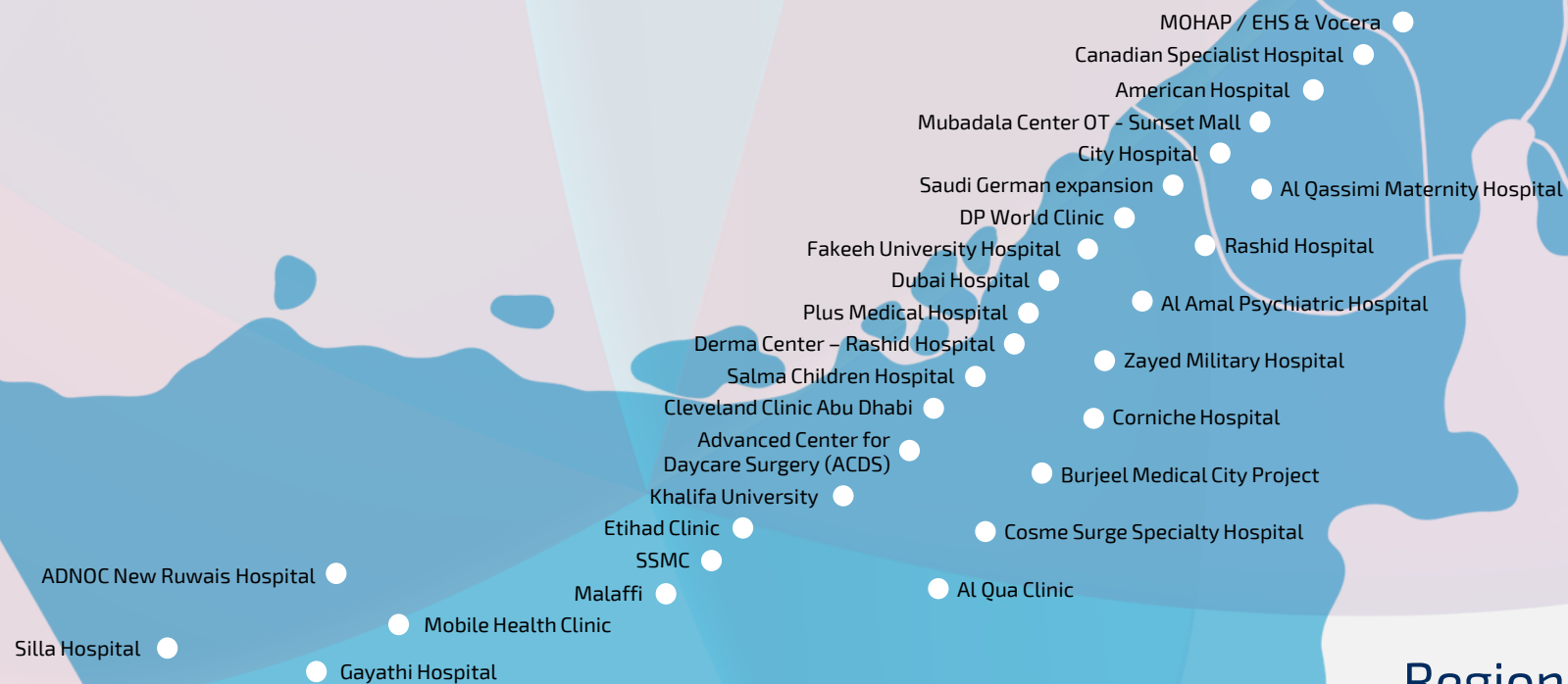
وزارة الصحة
MINISTRY OF HEALTH



Medical Engineering Solutions

EHS offers a unique full Package medical engineering solutions consist of Medical Gas piping system , Modular Operating Rooms with OR integration , Pneumatic tube system and Architectural Products (BHU, Pendants, NCS). This business unit work closely with planning engineers at early stages of the project sand offer design, load calculations, HVAC pressure calculations, purity testing etc. to ensure full compliance to the authority requirements and implement the project as per the standards with aesthetic feel.

Our Main Projects



60+
Projects

AED 1+
Billion

Regional



King Hussein Cancer Center - Jordan



EHS SERVICES



EHS Services

Technical Services Group

- Bio Medical Testing & Radiation Calibration Solutions

Customer Support

800 – EMITAC (364 822)

Technical Services Group & Customer Support



We commit to consistently enhance our products to improve their sustainability and make them effective for the long-run by providing periodical technical maintenance support to ensure that all of our equipment and supplies are maintained for seamless operation.

The Technical Services Group is accredited with ISO 9001: 2015 certification extends 24/ 7 support to the medical facilities by manufacturer trained & certified engineers.

 800 EMITAC (364 822)



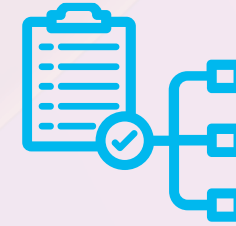
Predictive Maintenance

We conduct Corrective Maintenance on medical equipment upon the detection of failures; these can be identified during routine inspections or flagged by the client/end user. The team fixes the issue by manufacturer recommended procedure & using dedicated test tools.



Safety Tests

Patient safety is at the heart of what EHS does and is the primary focus for our Bio-Medical Equipment Maintenance Service. To ensure the highest safety levels, we carry out electrical safety tests & other specific parameter tests after every Planned Preventative Maintenance works.



Turnkey Service Contracts

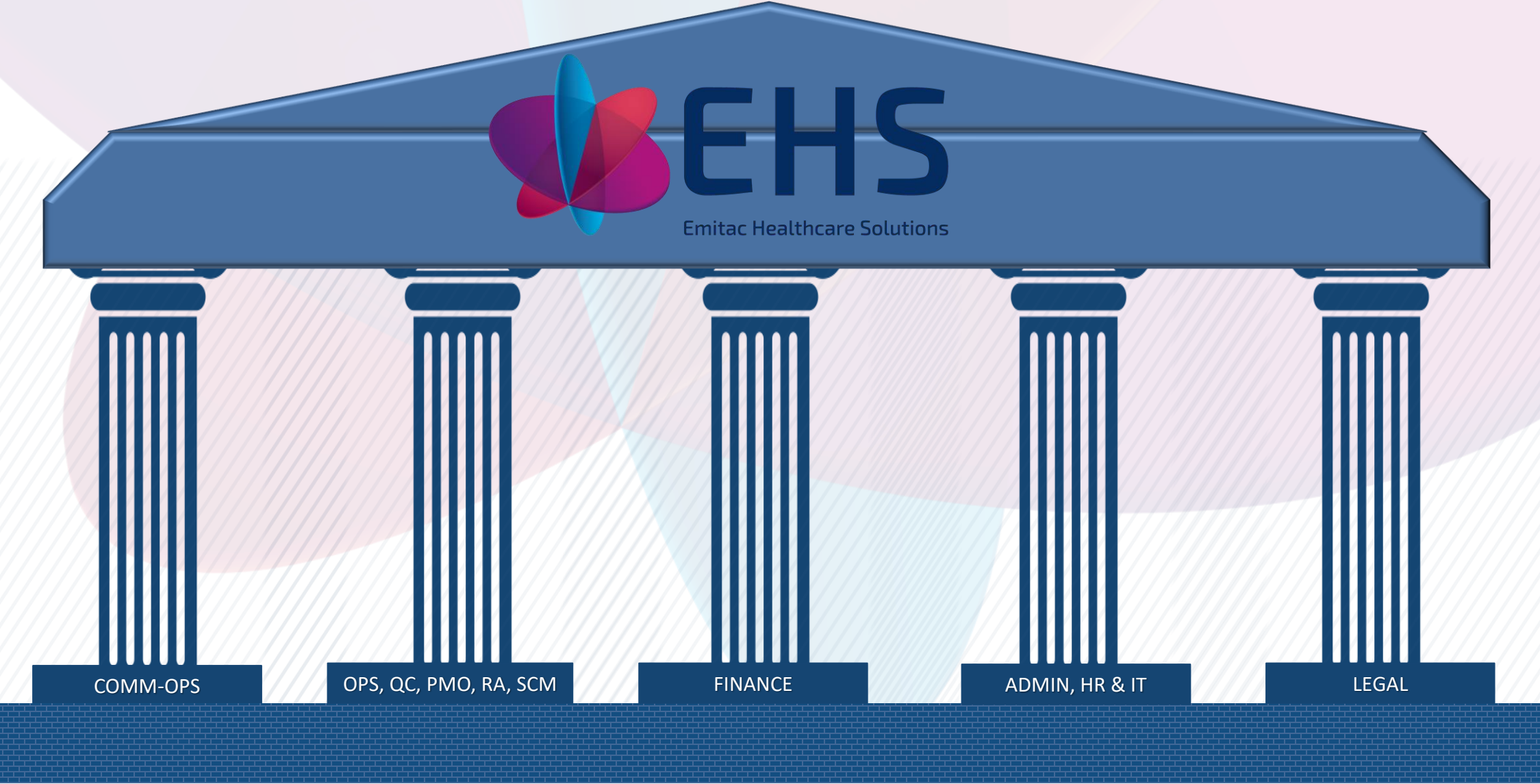
EHS specializes in the installation of various projects ranging from radiology to health informatics. We take care of the whole project life cycle, from design to installation, as per the client's requirements. As a business, we also provide & manage turnkey contract support.

Managed Services / PPP

Devoted to our sustainable business plan, EHS now manages the MOH Medical Screening for Residency at Sahara Center, where we offer the services below:

- Visa Medical Examination
- Typing Medical Application for residency
- Typing Visa Application for all emirates
- Typing Emirates ID Application
- Vaccination
- Medical Fitness for Embassy
- Change Status
- Golden Visa
- Health Insurance





Commercial Operations Department “EHS Umbrella”

QUOTE & TENDER

- * Define standard Contract templates.
- * Contracts Review (with Group Head of Legal)
- * Quotations approvals/control
- * Assign executive to each vertical & improve productivity of quote & tender

MONITORING & REVIEW MECHANISM

- * Formulate KPIs for commercial team
- * Regular review to deliver targets by Sales Team
- * Deep Dive Analysis with all functions.
- * Working with all departments to match company policies and DOA.

SIMPLIFICATION/SOP

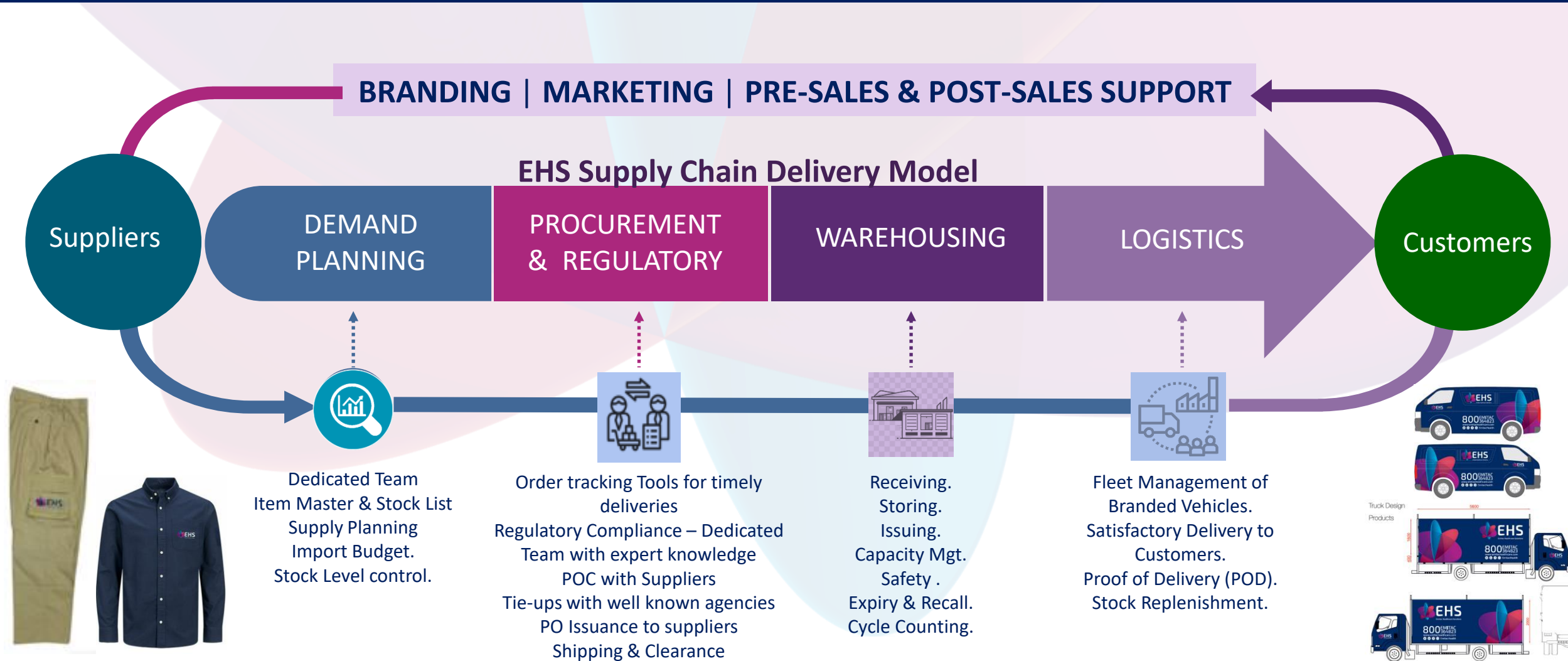
- * Strong customer database & quick customer onboarding process.
- * Monitor & Comply the SOPs of all departments as per company policy.
- * Suppliers' Portal – fast onboarding for the suppliers.

RISK MITIGATION

- Timely execution of customer orders
- Vendor commitments on order delivery
- Credit control policy for timely payment
- Margin Management



OUR SUPPLY CHAIN MODEL



Total Quality Management (TQM) @ EHS

01

Create, Maintain and Manage important company documents related to Total Quality Assurance.
(SOPs, Contracts, Process Flowcharts, etc)

02

Ensure that the quality management system complies with the requirements of the international standards of the organization.

03

Customer satisfaction & good company reputation.

04

To assess operations continually and to advise and guide the team towards full compliance with all applicable internal and external regulations.

Design

Control

Improvement

Assurance

TQM

Leadership
Involvement
People
System Approach
Process Approach
Continual Improvement

05

Support in identifying and preparing the necessary SOPs, Process flowcharts, Policies and Procedures relative to the control of quality of services

06

Understanding the Organization and determine its purpose and its strategic direction to design its quality management system

07

Understanding the Needs and Expectations of Interested Parties to consistently provide products and services that meet customer satisfaction & regulatory requirements

08

Ensure that the company's quality is maintained during the planning, additions, renewal and change phases.

ISO CERTIFICATES



Expires January 2026



Expires August 2026

EMPLOYER OF THE YEAR



QATAR



BEST EMPLOYEE ENGAGEMENT STRATEGY



هيئة الزكاة والضريبة والجمارك
Zakat, Tax and Customs Authority

Certificate



WINNER

Emitac Healthcare Solutions
(EHS)

Best Employee Engagement Strategy
15 November 2022

Organised By



* The Future Workplace Awards is the Biggest HR Event in the Middle East Region"

**DON'T
WAIT FOR
OPPORTUNITY.
CREATE
IT.**



**We have
built a
future-
ready
organization**

Thank you!





Let's Improve the Quality of Life Together

Block A, Hudaiba Awards building
5th Floor, P.O. Box 8391, Dubai – UAE
Tel: 971 4 605 8250 Fax: 971 4 605 8251

Hamdan Street, Al Masaood Tower
11th Floor, P.O. Box 2711, Abu Dhabi - UAE
Tel: 971 2 441 8808 Fax: 971 2 441 8805

Etqan Medical Healthcare Solutions
P.O.Box 64271, Riyadh 11536, KSA
Tel: 966 11 4631561

Emitac Healthcare Solutions SPC
Office 31, 3rd Floor, AL Noor Bldg, Al Qurum
Muscat, OMAN

Speed, Innovation, Team Spirit



New Partners Onboarding Process

New Partners Onboarding:

www.ehssuppliers.com

❖ TRAINING:

- ☐ Clinical & Application
- ☐ Sales
- ☐ Service Support

❖ BRANDING:

- ☐ Digital Channels
- ☐ KOLs
- ☐ Awareness Programs
- ☐ Workshops & Roadshows
- ☐ Physical Promotions

❖ BUSINESS NEEDS:

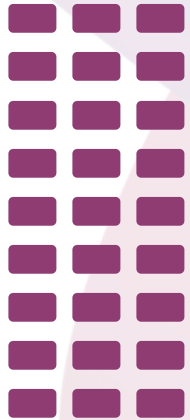
- ☐ Warehouse & Logistics
- ☐ Inventory & Stock
- ☐ Product / Customer / Supplier Creations
- ☐ Product Registrations

❖ BUSINESS MODEL/ APPROACH/Go-To-Market:

- ☐ Regular Flow
- ☐ Project-based Solution
- ☐ OPEX vs. CAPEX
- ☐ PPP
- ☐ Managed Services
- ☐ Leasing



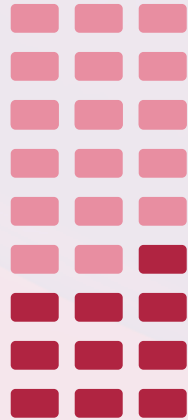
EHS Financial Powerhouse



3B

3 Billion AED

Bukhatir Group & Ghobash Group each has a turn-over of more than **AED 1.5 Billion.**



.45B

Turnover

Emitac annual turn-over is over **AED .45 Billion.**
One of the top performers in the UAE.



.3B

Banks

Backed by 4 (four) reputed local banks with facility size of over **.3 Billion AED.**

Global Financial Standards

- ✓ Centralized Financial shared services for the Group.
- ✓ Well defined Emitac Group Accounting Policy in line with IFRS.
- ✓ Financials are audited by PWC (Big four firm).
- ✓ Internal audit team in place to ensure adherence to Emitac Group DOA.
- ✓ Tax compliance through EY in KSA and PWC in UAE.



Warehousing

Warehousing is a critical component of our supply chain management process, as it enables Emitac to efficiently manage inventory, reduce our transportation costs, and improve the quality of our customer service by ensuring that products are available when customers need them.



OTR - Order to Remittance

Our Order to Remittance (OTR) process is one of our key business process where we manage and track the complete lifecycle of our customer's orders, from the initial order placement to the final receipt of payment for the solutions, goods or services that we provide.



PMO

Our Project Management Office business process is designed to improve the management of projects within Emitac. The PMO is responsible for ensuring that projects are delivered on time, within budget, and to the required quality standards.



RA - QA Regulatory Affairs & Quality Assurance

Responsible for ensuring that the company's products meet all applicable regulatory requirements and quality standards.

- Regulatory Affairs
- Quality Assurance
- Total Quality Management
- Product Registrations
- ISO Certifications