



**rameda**

Quality For All

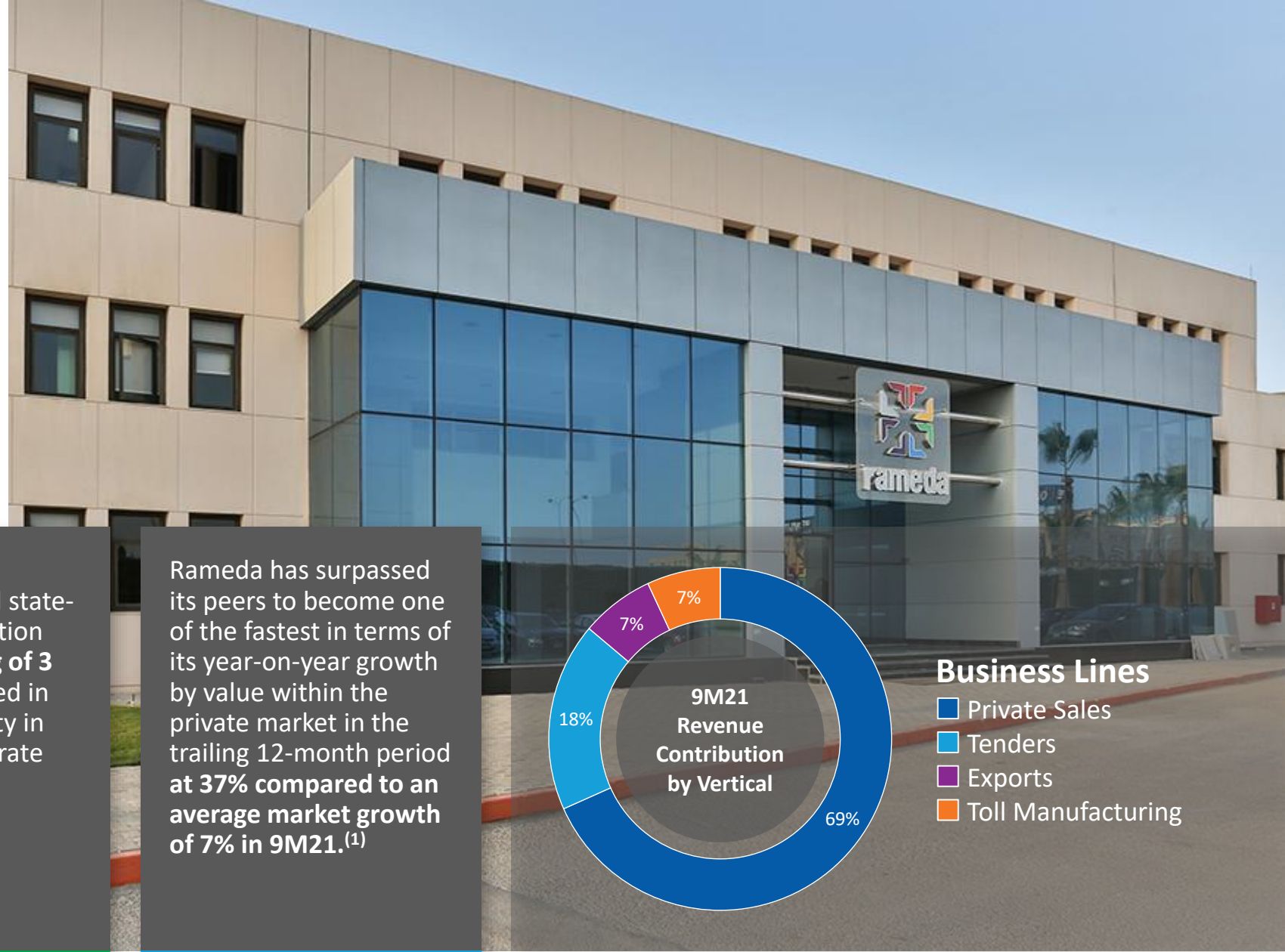
## **Natural Gas & Water Treatment Projects**

AN HSBC LIVING BUSINESS  
PRESENTATION



# Who We Are

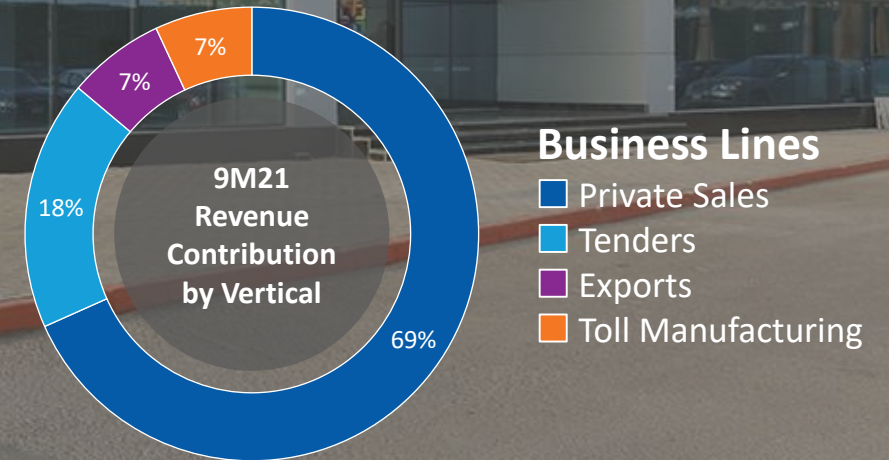
Tenth of Ramadan for Pharmaceutical Industries and Diagnostic Reagents S.A.E. ("Rameda") specializes in the manufacture and sale of a wide range of branded **generic pharmaceuticals, nutraceuticals, cosmeceuticals, food supplements, medical devices & veterinary products**



Through a **careful selection, acquisition and registration process**, Rameda's growing portfolio of products is focused on Egypt's **high growth therapeutic areas** associated with strong margins

The Group's headquarters and state-of-the-art production facility, **consisting of 3 factories**, is located in 6th of October City in the Giza Governorate west of Cairo.

Rameda has surpassed its peers to become one of the fastest in terms of its year-on-year growth by value within the private market in the trailing 12-month period **at 37% compared to an average market growth of 7% in 9M21.**<sup>(1)</sup>



(1) Source: IQVIA

# Our Alignment with Key UN Sustainability Development Goals...

	Key Stakeholders	Sustainability Objectives	Alignment with UN SDGs
In order to keep serving our patients in the best way possible, we have to grow in a manner that respects the environment, encourages social progress and contributes to long-term economic sustainability.	 Our Patients	Provide patients access to affordable quality medication	  
We believe our business is strengthened by systematically engaging and fostering relationships with our key internal and external stakeholders in social, environmental and governance matters through a wide range of communication tools.	 Our People	Attract and retain the best talent while promoting a safe and healthy work environment	  
	 Our Environment	Minimize our impact on the environment	  
This ongoing dialog provides the underpinning for our responsible business practices and efforts to develop these practices in ways that advance the cause of sustainability.	 Our Shareholders	Deliver superior returns to shareholders while ensuring the best in corporate governance practices and accountability	

# ...And Compliance with Local & International Environmental Policies

As a manufacturer with sizeable operations, Rameda is committed to building a sustainable organization that protects our community and environment. As such, we have put corporate policies in place with the objective to minimize the environmental impact of our operations



## Environmental Controls in Egypt

The Egyptian Environment Affairs Agency (EEAA) sets general policy and guidelines for environmental protection and reviews the implementation by public and private sector entities



## Rameda's Corporate Environmental Policies

Rameda's policies ensure its full compliance with guidelines set by its industrial zone of operation, Egypt's governing environmental laws, and international standards for environmental protection

ISO  
14001:2015

## Environmental Management Systems Accreditation

Rameda has attained the ISO 14001:2015 Environment Management Systems certification across all its factories, which are located adjacently within the industrial zone in 6th of October city, far from residential areas.



## Alignment with SDGs

We ensure alignment with the UN's Sustainable Development Goals (SDG) 6, 7 and 13 for clean water and sanitation, affordable and clean energy and climate action.

Egypt is a member of various multilateral conventions which cover multiple aspects of environmental protection including worker protection, climate change, conservation of nature and natural resources, marine life, oceanic and coastal conservation, oil pollution damage, and nuclear weapons testing



# Our Natural Gas Project....

After a year in development, a new project was launched in February 2021 to begin substituting our use of diesel for natural gas to power some of the key systems at our primary factory



## Project Rationale

Clean source of energy  
(releases 30% less  
carbon dioxide than oil)

Associated with  
**minimum levels of  
byproducts**  
disseminated to the  
environment.

**Abundant and less  
expensive** than non-  
renewable fuels,  
abundant, enabling  
sustainability

Aligns with **SDG 7** for  
**affordable and clean  
energy**



## ...Its Key Features...

Rameda's natural gas project was focused on switching the power source for its production facility's HVAC systems and boilers, which traditionally utilized more than 2 million liters of diesel per year, from diesel to natural gas.



### Our Providers



**Egyptian General Petroleum Corporation**  
Egypt's National Oil Company



**NATGAS**  
Egypt's largest privately owned gas distribution company



### Our Consultants



**Tabbin Institute of Metallurgical Studies (TIMS)**

Educational and research institution which provides relevant consultation services to private and public companies



### Our Regulators

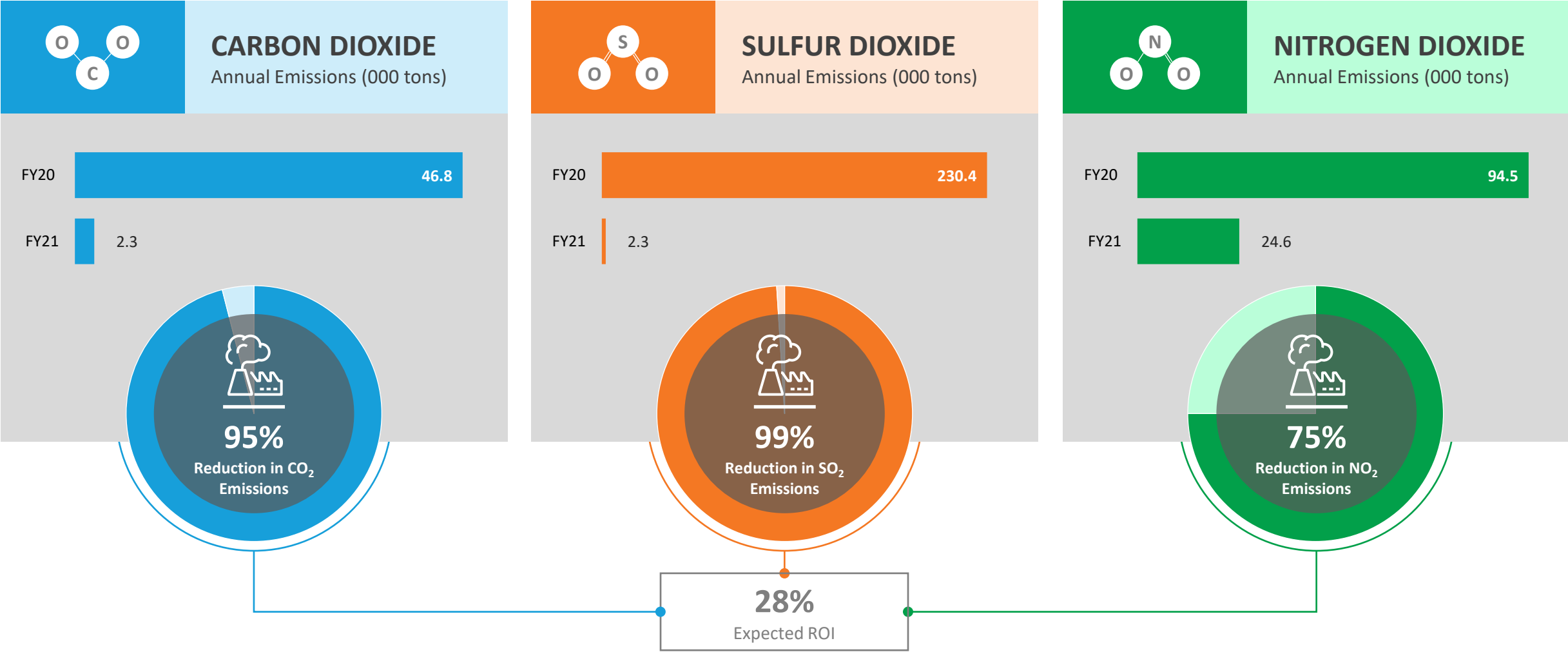


**Egypt's Industrial Development Authority**



**Egyptian Environmental Affairs Agency**

# ...And Resulting Impact





# Our Water Treatment Project

Rameda is currently in the process of installing a new in-house wastewater treatment station, expected to be fully operational before the end of 2021



## Project Rationale

liquid waste has traditionally been a **major waste stream** for the Group

Enables Rameda to **reduce its stress on freshwater sources** such as groundwater, and rivers

Rids Potential Diseases by **eliminating disease-causing bacteria** and killing harmful organisms

Aligns with **SDG 6 for clean water and sanitization.**





## ...Its Key Features...



Rameda partnered with El Watania Water Technologies for the development of a high precision a water treatment station at low cost to operation and maintenance



### Our Provider



#### El Watania Water Technologies

Egyptian-based manufacturer of integrated water treatment plants with more than 17 years of experience in the field of water technology



### The Process



Ozone is utilized as an oxidizing agent to destroy all bacteria, algae and biofilms within the water system.



The wastewater is then strained to remove suspended silt and solids and destroy pathogens



A combination of chemicals are utilized to treat the remaining water sample



Ultrafiltration and nanofiltration systems are used to remove any remaining particles



# ...And Expected Impact

Rameda’s new wastewater treatment station is expected to generate an ROI of 24% assuming a depreciation life of 10 years.

