



## **INTRODUCTION OF “TSOMBO” LLC**

“Tsombo” LLC was established in 1996 as an importer of medicines and medical equipment and pharmaceutical product manufacturer in Mongolia. Since then it has been continuously serving in the health sector for 20 years. In 2006, “Tsombo” LLC had completed a manufacturing plant, which produce injection with vial and ampoules and supply public and private hospitals, pharmacies and drug suppliers throughout the country. “Tsombo” is a leader of pharmaceutical industry and became one of the “MONGOLIAN NATIONAL TOP 150 ENTERPRISES.”

### **Awards**

At “Tsombo”, we are very committed, highly skilled and dedicated in providing the high quality pharmaceutical products and medicines for our people and healthcare service. Due to our professional and reliable speedy service, we have been awarded many titles and awards by various government and public organizations, such as “Reliable Partner of the consumers”, Reliable Partner of Red Cross, Mongolian National Chamber of Commerce and Industry’s “Excellent marketer of the Year”, “Team, dignifying the customer as a King”, “Reliable tax payer”, “Mongolian Quality”, “The Best national manufacturer” of Health Expo -2006 exhibition, Mongolian National Chamber of Commerce and Industry’s “Advanced Technology and Know-How Introducer”, and 10% sodium salicylate -10ml has won the Second place of “The Best National Product” at Health Expo -2008 exhibition, and “The best drug manufacturer” certificate was given by the United Union of Mongolian Pharmaceutical Organizations “EM” in 2013. We were voted as one of the Top – 150 business entities of Mongolia in 2010, 2011, and 2013. In 2013, we won an award “Top standard -2013”.

### **Injection manufacturing plant**

One of the distinctive features of our company is we are the first in Mongolia, who have completed drug manufacturing plant that meets standard of GMP or "General Requirements for Pharmaceutical Industry" MNS 5524: 2005. Production lines of this plant are producing 22 parenteral injections and supplying our customers and well received by them. As a result of our dedication to expanding our operation lines, introduction of advanced technologies, pushing our country’s products to the international level and production of domestic products that are on par with high standard imports, the standards of 22 injectable drug products were developed. Now we supply our clients with these, and in return we are highly appreciated by our clients. Daily capacity of our drug manufacturing plant is 70 000 ampoules of 1ml solution for injection, 60 000 ampoules of 2ml solution for injection, 40000 ampoules of 10ml solution for injection.

We always pay special attention to the quality of our products, as manufacturer with high responsibility, we prioritize product quality, within the legislation framework and our chemical and microbiological laboratories have been organized in accordance with international standards, such as “General requirements for competence of testing and calibration laboratories” MNS ISO/IEC 17025-2007 and have been approved by authorized organization. All of 23 products and their raw materials were registered in the Mongolian Drug Register.

*List of products produced by Tsombo LLC*

№	Drug name and doses	Units
1	Ascorbic acid 5%-2ml	Box
2	Vitamin B1 5%-1ml	Box
3	Vitamin B6 5%-1ml №10	Box
4	Vitamin B12 500mkg-1ml №10	Box
5	Vitamin PP 1% - 1 ml №10	Box
6	Aloe 1мл №10	Box
7	Glucose 40% -10мл №10	Box
8	Magnesium sulfate 25%-10ml №10	Box
9	Calcium Chloride 10%-10ml №10	Box
10	Calcium gluconate 10%-10ml №10	Box
11	Sodium salicylate 10%-10ml №10	Box
12	Piracetam 10%-10ml №10	Box
13	Euphyllin 2,4%-10ml №10	Box
14	Calcium chloride 10% - 10ml	Box
15	Novokain 0,25%-2ml	Box
16	Furosemide 1%-2ml №10	Box
17	Dimedrol 1%-1ml №10	Box
18	Analgini 50%-2ml №10	Box
19	Dibazol 5%-2ml №10	Box
20	Aminocaproic acid 40%-10ml №10	Box
21	Potassium chloride 4%-10ml №10	Box
22	Riboksin 5 % - 2 ml	Box
23	Potassium chloride 4% -10 мл	Box
24	Lidocaine 2ml	Box
25	Vitamin B complex 2ml	Box

## **Tsombo as Pharmaceuticals Supplier**

As a drug supplier, "Tsombo" aims to provide high quality and safe medicines and medical devices continuously and it is importing more than 200 medicines and medical devices from 20 manufacturers of 15 countries worldwide. It is serving more than 200 private and state hospitals and more than 150 rural and urban pharmacies.

For the last eight years, "Tsombo" has been supplying more than 40 large state clinical hospitals, including the State Central Clinical Hospital, and the 3rd Clinical Hospital, National Cancer Center, regional and inter-hospital clinics of Uvs, Arkhangai, Central, Bayankhongor provinces with drugs and medical devices by bid contracts. We also have huge sales network of other cooperative pharmacies and wholesale centre including Monos pharma, MIEC, Asiapharm etc.

"Tsombo" LLC aims to introduce the internationally recognized and highly effective drugs and medical devices, test kits designed with new technology to Mongolian market.

Our partners are "Nycomed" of Austria, Hungary's "Gedeon Richter Plc", Pakistan's "Herbion International", China's "North China Pharmaceutical Corp (NCPC)", "Beijing Double-Crane Pharmaceutical" Co., Ltd, "Yanzhou Xier Kang Ta" Pharmaceutical Co., Ltd, "Yueyang Minkang Medical Materials" Shaoxing Gangfeng Hospital Products Ltd"Co., Ltd, Thailand's "Siam Sempermed Corp LTD ", "Getwell Pharmaceutical", "Hetero Drug Limited" of India, "Tysonbio" of Taiwan.

It is our great honor to serve for people's health, which we believe is the most precious thing for a human being.

### **Innovation, advanced technology and initiatives introduced by Tsombo**

In 2006, we established the first Mongolian drug manufacturing plant, which meets standard of GMP, with capacity of 13 million ampoules sterile water for injection per year. We have developed standards and technologies of 22 injectable drug products that could replace imported products and these products were already introduced in Mongolian market and appreciated by consumers. As a result, imports of these products has been decreased by 40%.

Our 25 drug products obtained trademark certificates and 9 drugs have the copyright certificates, issued by Mongolian State Intellectual Property Office.

## Financial performance

	<b>FY2014</b>	<b>FY2015</b>	<b>FY2016Q2</b>
<b>Sales Income</b>	<b>1,422,753</b>	<b>1,219,874</b>	<b>1,015,219</b>
Cost of Sales	494,256	438,268	455,131
<b>Net profit /Without Depreciation /</b>	<b>505,800</b>	<b>454,633</b>	<b>241,421</b>
<b>Net profit</b>	<b>358,638</b>	<b>307,472</b>	<b>21,774</b>
Fixed assets	3,843,889	3,696,728	3,577,176
Current assets	1,298,117	1,563,385	1,267,620
<b>TOTAL ASSETS</b>	<b>5,142,006</b>	<b>5,260,113</b>	<b>4,844,796</b>
Short term liability	264,720	335,180	493,996
Long term liability	1,155,732	895,908	300,000
<b>Total liability</b>	<b>1,420,452</b>	<b>1,231,088</b>	<b>793,996</b>
<b>Stockholders' Equity</b>	<b>3,721,554</b>	<b>4,029,026</b>	<b>4,050,800</b>
<b>TOTAL IABILITIES AND STOCKHOLDERS EQUITY</b>	<b>5,142,006</b>	<b>5,260,113</b>	<b>4,844,796</b>

## Proposal on Cooperation

We would like to register and import your product human albumin into Mongolian market.



“Tsombo” LLC

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