



Tabiat Zendeh Distribution Company

We are a team of specialists and professionals distributing cosmetic and healthcare products, as well as pharmaceutical supplements, from both manufacturing and importing companies in the beauty and healthcare industry.

18 years of experience

Distribution of
pharmaceutical, Cosmetics ,
Hygiene and detergents
Industry

1993

Tabiat Zنده Company was founded in 1993 with the aim of producing high-quality, plant-based cosmetics and hygiene products, focusing on the care and preservation of consumers' skin and hair beauty. Tabiat Zنده introduced its products to the market under the brand name 'Cinere'. Through the recruitment of specialized personnel and continuous efforts, the company established itself as a leading brand in the market by 2009.



2011

2012

2013

Winning the
titles of

Top brand
Top Quality.



Receiving the
Diamond
Trophy
from the
Distribution
Management
Festival



Receiving the
National Congress
Trophy for Customer
Responsiveness and
Obtaining ISO
10004:2010
Certification (Quality
Management and
Customer
Satisfaction) in 2012



ISO

10004:2010



2014

Two-Star Certificate of Appreciation in the Twelfth
National Excellence Award for Being a Popular
Consumer Brand in the Cosmetics and Hygiene
Industry



"Cinere, INlay, Dermaclean, Supplus Meds, Zardband, Elio , WITH YOU and Phitomed pharmaceutical products are manufactured by two production factories located in Eshtehard and Yasuj. These factories produce pharmaceuticals, supplements, cosmetics, and hygiene products.



Tabiat Zنده Distribution Company, a subsidiary of Tabiat Zنده Company with years of experience in distributing pharmaceuticals, cosmetics, hygiene products, and dietary supplements, leverages the competitive advantages of its parent company. With access to modern warehousing, logistics, and sales technologies, the company obtained a license from the Food and Drug Administration in 1394 (2015) to distribute a wide range of high-quality pharmaceuticals, medicinal supplements, and dietary products nationwide.

2015 Tabiat Zنده Distribution Company

2016

Receiving the Digital Excellence Award at the First Digital Advertising Conference."



Having the necessary conditions and facilities in compliance with standards and regulations for cold chain storage and distribution of pharmaceuticals, the company obtained the license to distribute cold chain pharmaceuticals to medical centers and pharmacies.



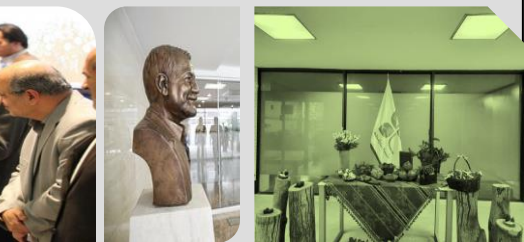
Obtaining ISO 10002 certification for customer complaint handling processes and ISO 10004 certification for customer satisfaction measurement from SGS company.



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2017

The Popular Brand Award from the Perspective of Employees and Job Seekers



Earning a Two-Star Certificate of Excellence in Quality at the Sixth National Food, Drug, and Health Quality Award.



2018

National Award for Best Social Responsibility in Supporting Children's Rights.

Receiving the Excellence Award in Human Resources



The Golden Phoenix: Creative Management in Producing Top Cosmetic and Hygiene Products.

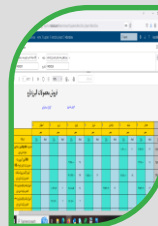


Our Capital

Sales Data Analysis and Monitoring.

1200

Expert Human Resources



Real-time
Sales and
Inventory
Reporting
through
an **Online
Panel** for
Suppliers.

Implementation and Installation of
GPS for Controlling and Monitoring
the Movement Routes of Distribution
Vehicles and Salespersons at the City
Level.

Equipping all Medical
representatives with online
gadget for online ordering
to expedite the sales
process and timely delivery
of goods to **customers**, and
utilizing web-based
software in all branches

18

experience in
distribution

10

Collaborative Partner

Manufacturing and importing
supplier with a diverse
portfolio including
pharmaceuticals, supplements,
cosmetics, detergents and
hygiene products

2024
sales

10

M QTY

2023
Sales

8

M QTY

22 %

Sales growth percentage

BI
ERP
Qlik View
software



By relying on our own capabilities, we have implemented a suitable and reasonable approach to market conditions. Since 2015, we have expanded our geographical coverage to all the provinces and counties. We have equipped our warehouses with CCTV cameras and electronic sensors to register and control temperature and humidity levels, ensuring near-zero product spoilage rates.



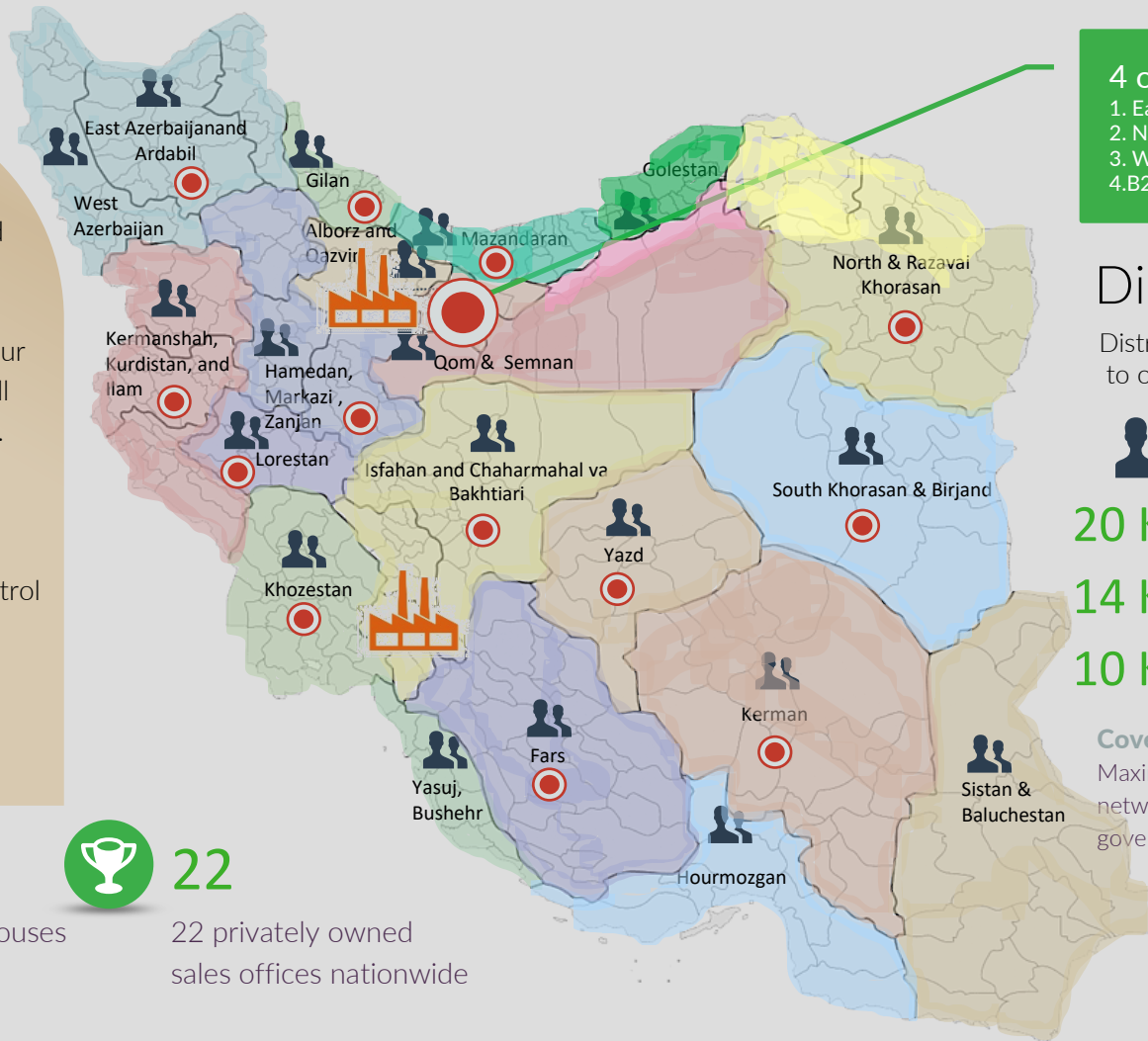
14

14 privately warehouses nationwide



22

22 privately owned sales offices nationwide



4 offices in Tehran

1. East Tehran
2. North Tehran
3. West Tehran
4. B2B & B2G



Distribution map

Distribution of products to over 355 cities

 87%

20 K Gallery

14 K Drugstore

10 K Grade-A Supermarket

Coverage of over 85 percent

Maximum coverage of the sales network, excluding hospitals and government pharmacies.

Vision

Become the leading platform for distributing pharmaceutical, cosmetic, hygiene, and detergent products in the country, with a focus on private units.



Receiving the Organizational Excellence Award, Popular Brand Award from the Perspective of Employees and Job Seekers



Human Resource

1200 specialized human resources

500

**Sales & Marketing
Sales ,Med Rep Team**



177 BA



64 MedRep

Establishment of a comprehensive training system, providing direct, specialized, and periodic training for employees to enhance quality standards and increase employee expertise



Sales

Sales deputy, regional managers, and sales lines managers in the pharmaceutical and cosmetics & hygiene departments.

Three separate sales lines, each with its own independent order-taking process, are operating within the company.



Business Development

Sales engineering, sales targeting, brand management, sales project tracking, and trade marketing follow-up.



Financial

Management, financial profit and loss, and sales accounting (distribution and settlement are independently managed within this unit)



Human Resources

Recruitment and training, retention, and performance evaluation



We strive to maintain a dynamic and motivated work environment by selecting top talent, fostering a culture of respect and professional growth, and rewarding employees based on performance. As one of our greatest assets, their creativity ensures the effective execution of operations.

Distribution Matrix

Deployed at the distribution company

Commerce and procurement



Negotiation with suppliers, sales, and acquiring new suppliers

Planning



Sales planning, distribution planning from procurement to delivery, and process optimization

Distribution and settlement



The company fully owns and operates its entire transportation fleet.

Warehouses



Product storage according to pharmaceutical and cosmetic hygiene standards, equipped with modern systems and infrastructure, and fully compliant with international Food and Drug standards.

2025

Partner brands

18 years of collaboration in distributing cosmetics , detergents, hygiene, pharmaceutical, and supplement products with leading suppliers.



Partnership Opportunities



Partnership Opportunities



➤ **IRAN Exclusive Distribution**

- Confy Baby
- Confy Adults
- Confy Lady
- Confy Lac

➤ **Joint Production Partnership in Iran**

- Confy Production
- TEZ Labs' Cosmetics Products under the ALTUNKAYA brand

➤ **Manufacturing Joint Venture in Iraq**

- Tez Labs hygienic, cosmetics, and detergent products under both brand names



Headquarters

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Knowledge within the realm of nature

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