
	Business Unit: Middle East
	Department: Management


AGENDA AND MINUTES OF MEETING

Meeting Date & Time	Sunday September 27th, 2020 15:30-17:00
Venue	5.1.2a
Attendees	Embassy of the Kingdom of the Netherlands
	1. [Redacted] 5.1.2e
	2. [Redacted] 5.1.2e
	Unilabs
3. [Redacted] 5.1.2e	
4. [Redacted] 5.1.2e	

Agenda	Discussions
Introduction to Unilabs	<ul style="list-style-type: none"> - 5.1.2a started by thanking for the meeting and this was solely the initiative of the Embassy mainly to get to know the Unilabs group and local team and understand how this model will work. - 5.1.2a gave a brief introduction about Unilabs and its presence in the European countries, 5.1.2a - 5.1.2a wanted to understand more about the recent acquisition of Saltro by Unilabs, 5.1.2a explained that the acquisition was officially complete on September 2020. - 5.1.2a asked about the current setup of Unilabs, 5.1.2a 5.1.2a briefed both about the laboratory setup, digital pathology and the research capabilities in 5.1.2a
BGS 50 (Baynouna Gene Solution 50)	<ul style="list-style-type: none"> - 5.1.2a gave a brief summary on the BGS 50 project. she mentioned that the formula created by our swiss scientist resulted in Unilabs and KU to successfully complete phase 1 (Extraction Kit), which is the first product that manufactured locally in the region. This initiative shows that since the start of pandemic UAE is trying to secure and produce all the products locally to reach to self-sufficiency.

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	<ul style="list-style-type: none"> - 5.1.2e commented that recently NL signed an agreement with 5.1.2a to build the world's largest indoor farm as part of a major drive to bolster 5.1.2a food security and mentioned that they are working on flying in a delegation from NL. 5.1.2e added that we expect a delegation from Saltro as well on top of the extensive DD that was performed for the purpose of validating the process.
COVID-19 PCR by saliva Study	<ul style="list-style-type: none"> - 5.1.2e updated 5.1.2e about the recent study for Unilabs in collaboration with MBRU, NYAD, Cleveland Clinic AD, and NRL, which will help in mass screening and its geared to providing a solution for under 12 school age.
Providing testing services to European countries	<ul style="list-style-type: none"> - 5.1.2e stated that while working closely with the DOH, SEHA and Public Health and have successfully created the capacity 5.1.2a we have reached an understanding with the authorities that we will block a large portion of this capacity for our group's network to utilize due to the sudden unforeseen spike of demand in Europe. 5.1.2e added that not only did the 5.1.2e government approve this but they also went beyond by supporting in making this happen through the national carriers and being open initially to any required agreement from the EU to make this happen. - 5.1.2e added that we have successfully completed the trial shipment from various European countries which were successful and started receiving around 5k samples daily from Madrid and London. - 5.1.2e highlighted that one of the challenges in NL was the flights timing and schedule from Amsterdam to 5.1.2a. He added that in order to achieve the promised TAT (<24 hrs in London) we will require evening flights daily from 5.1.2a. Unilabs 5.1.2a discussed this with Etihad in which they were willing to change the flights timing or add more flights upon the approval the AMS airport authorities. - 5.1.2e mentioned that they are willing to speak to the authorities and support Unilabs to get the required approvals.

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	<ul style="list-style-type: none"> - 5.1.2b also suggested that we can arrange a meeting with 5.1.2e to support in expediting the discussions if needed, to remove any concerns from the government perspective. - 5.1.2b asked if this project will go live would that affect the price structure in Europe and reduce its cost as it is currently in 5.1.2a. 5.1.2b answered that Unilabs 5.1.2a has no influence on the prices in Europe and that the decision is for the local laboratories and business units and that Unilabs have an intercompany arrangement similar to other global companies, also stating that this may not even be possible due to the significant costs in ensuring a swift logistical process. 5.1.2b has also flagged that many governments globally would penalize laboratories for price driven competition and there is no intention in engaging similar activities.
Unilabs UAE Capacity	<ul style="list-style-type: none"> - 5.1.2b discussed about how Unilabs responded to the health authorities request in the UAE to ramp-up the capacity back in March 2020 from 5.1.1c in both laboratories 5.1.2a. He also added that with the new facility we will have the ability to ramp-up the capacity to 5.1.1c tests/day. Also mentioned that our laboratories in NL are also ramping up capacity by utilizing the group's procurement/HR leverage within a short time-frame.

Minutes submitted by: 5.1.2e