



SEARLE

CORPORATE BRIEFING SESSION

The Searle Company

TO LEAD IN IMPROVING THE
QUALITY OF HUMAN LIFE

Brief history of IBL

PARTNERSHIP, INTEGRITY, PASSION & EXCELLENCE

- The Group began its operations several generations ago with the inception of a distribution house. In 1887 it became distributors for W.D. & H.O. Wills cigarettes for all the pre-partition Indian sub-continent including Burma and Ceylon. As the business progressed over the next few decades, the Group established offices in several major cities, including Karachi and Lahore
- In 1993 IBL, bought the local operations of G.D. Searle, an American pharmaceutical manufacturer and successfully manages that operations to date.
- Other new companies were established to manage IBL's businesses according to product lines and industries in a better and more organized way, and thus, IBL became the IBL Group.

IBL Business Operations

OUR FAMILY AND THEIR AFFILIATES



Brief history of Searle

PARTNERSHIP, INTEGRITY, PASSION & EXCELLENCE

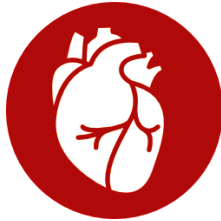
- Originally founded in US in 1888 by Gideon D. Searle.
- Incorporated in Pakistan as a Private Limited Company in 1965 as a subsidiary of G.D. Searle & Co., USA.

Our Footprint

TOUCHING LIFE OF MILLIONS BY BRINGING EXCELLENCE IN COMMERCIAL OPERATIONS

No.

1



- i. Cardiovascular
- ii. Pain Management
- iii. Gynae and Obs
- iv. Cough Suppressant

No.

2



- i. Pulmonology
- ii. Neurology and Pediatrics

No.

3



- i. Anti-Infectives

ND

2



Largest Pharmaceutical Company
In terms of Product Consumptions(Unit)

Everyday

>650,000



Prescriptions are prescribed by Doctors

A Passionate Team of

1,900



Medical Sales Professionals Serving the Nation



Billion Rupee Club

4

Brands



500 Million Plus Club

7

Brands



CAGR 13 YR

18%

Growing with Double Digit on 13 yr horizon

Our Promise

COMMITMENT TO EXCELLENCE

As per MSCI, Searle was top ranked listed entity of Pakistan with the highest performance growth of 52% in share prices.

01

Searle was ranked as the most outstanding company in Pakistan as per Asiamoney's Outstanding Companies Poll, 2018.

ASIAMONEY

Forbes**02**

Searle since 2018, has been a part of Forbes Asia's Best Under A Billion rankings for four consecutive years.

04

MSCI

**FTSE**

Searle was included in Financial Times Stock Exchange Index, a London based index, for international investors to track their funds in 2017.

03

Our Product Portfolio

SEARLE

MARKETING AUTHORIZATION



Our Brands

LEADING BRANDS IN THEIR THERAPEUTIC AREA

Cough	• Hydryllin
Muscle Relaxant	• Nuberol
ORS	• Peditral
Cardiovascular	• Extor, Spiromide, Byscard
Analgesic	• Tramal, Rotec
Gastrointestinal	• Gravinate, Lomotil, Selanz

Iron Plain	• Venofer, Ferinject
Antibiotics	• Tainem, Invanz
Corticosteroid	• Decaderon
Nitrites & Nitrates	• Sustec
Anti Parkinson	• Sinemet

Our Partners

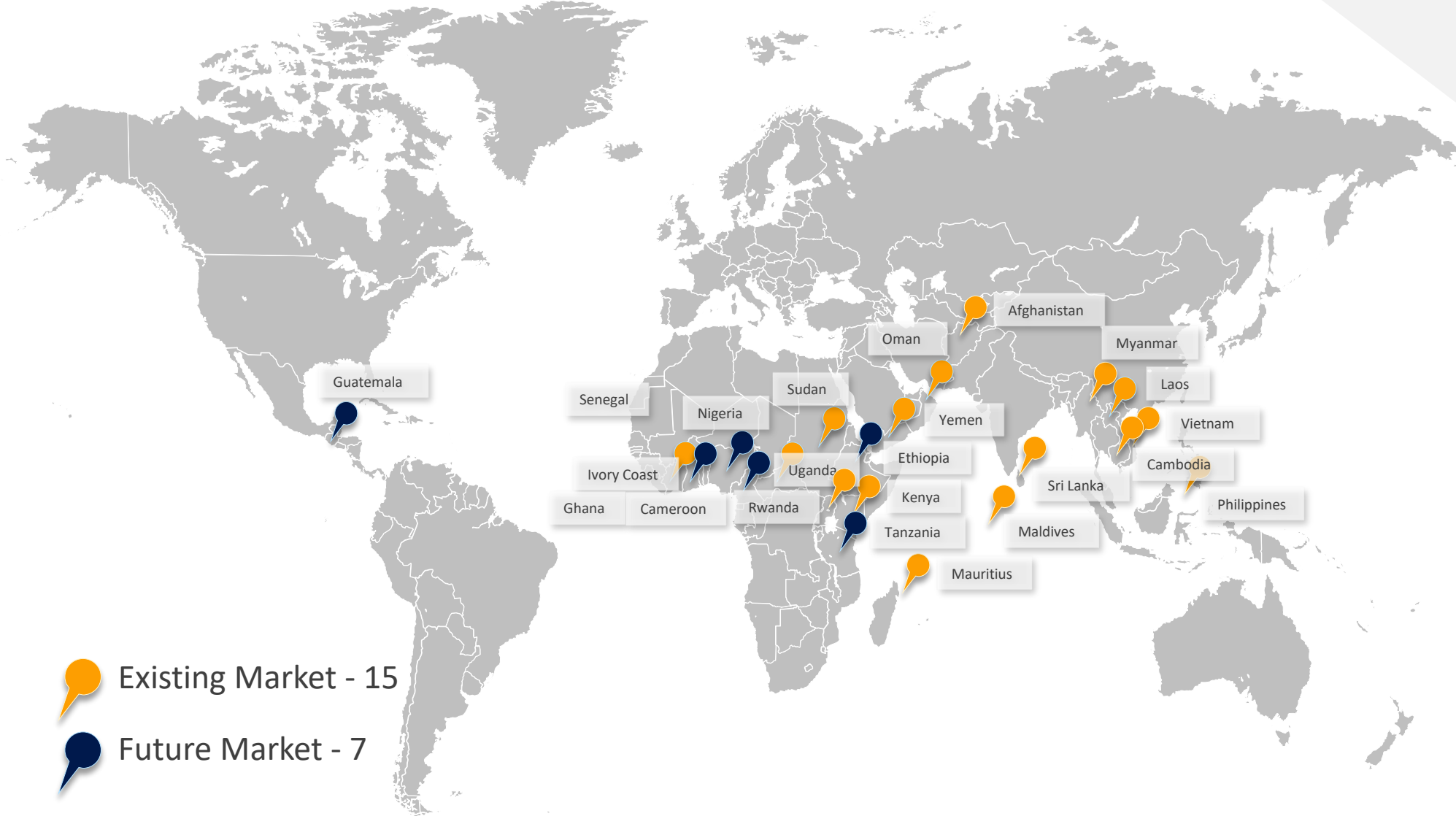
TRUST OF OUR AFFILIATORS




Our Presence

OUR BOND WITH THE GLOBAL VILLAGE

SEARLE



 Existing Market - 15

 Future Market - 7

Our Facilities

STATE-OF-THE-ART FACILITIES

SEARLE

Searle Company Limited

- Karachi Plant 1 (GD Searle)
- Karachi Plant 2 (MSD)
- Lahore Plant 1; Lahore Plant 2

Searle Biosciences

- Nextar Plant Port Qasim

Searle Laboratories

- Lahore IV Facility

Searle Consumer

- Consumer Facility



6 Manufacturing Facilities
Producing
>250 Million
Units Annually

CERTIFICATIONS



Our R&D CENTER

INTERNATIONAL CENTER FOR CHEMICAL AND BIOLOGICAL SCIENCES (ICCBS), UNIVERSITY OF KARACHI

TSCL has established a state-of-the-art Research & Development Centre at ICCBS Technology Park with first of its kind technology incubator in Pakistan.



Industry Rankings

SEARLE IS RANKED NUMBER 2ND IN TERMS OF VOLUME AND RANKED 4TH IN TERMS OF VALUE

2020 – VOLUME IMS MAT SEPTEMBER

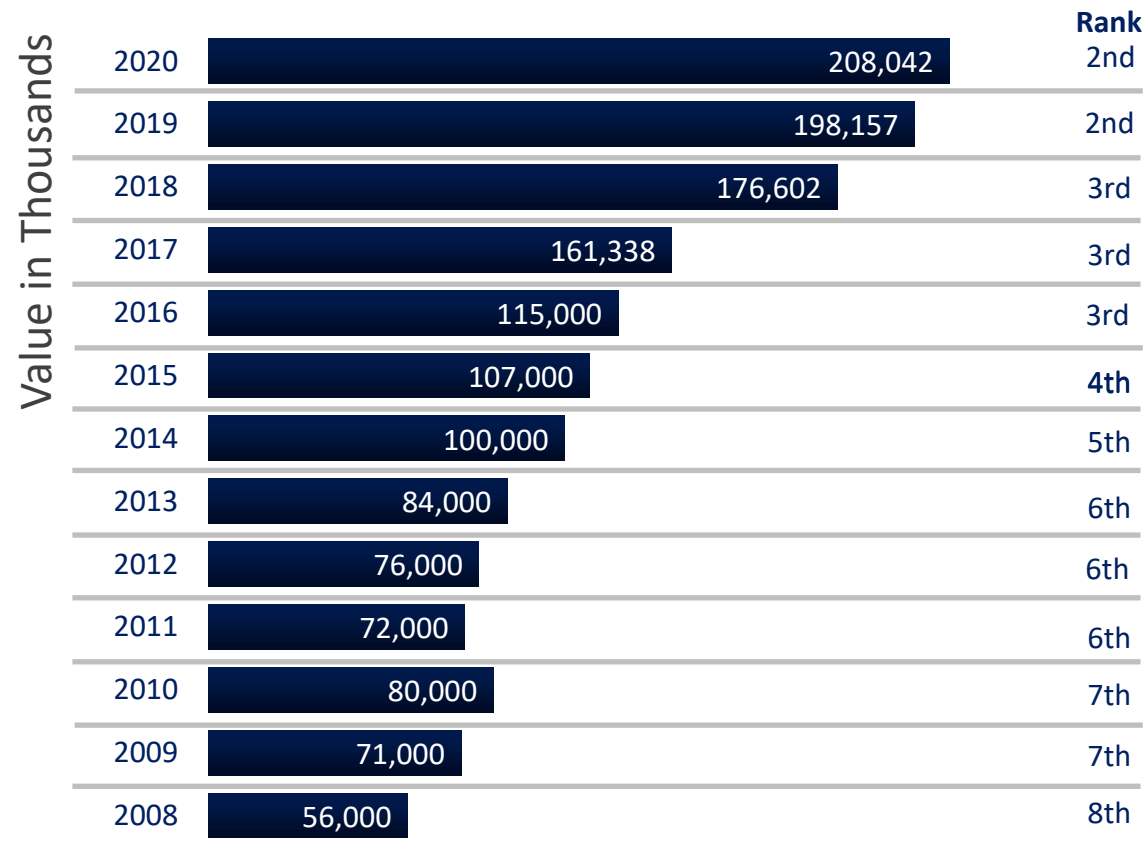
		Market Share	Growth %
GSK	340,499,281	11.52%	-4.23%
Searle	208,042,622	7.04%	17.95%
Abbot	192,321,726	6.51%	0.53%
Sami	160,995,167	5.45%	7.60%
Martin Dow	126,603,463	4.28%	7.25%
GSK Con	125,350,831	4.24%	8.05%
Getz	123,038,392	4.16%	2.88%
Atco	91,256,969	3.09%	3.51%
Barret	85,934,218	2.91%	-0.46%
Bosch	84,158,023	2.85%	-1.48%
			10.31%

2020 – VALUE IMS MAT SEPTEMBER

		Market Share	Growth %
GSK	33,435,849,263	6.88%	7.20%
Getz	30,474,276,785	6.28%	12.05%
Abbott	29,749,584,139	6.13%	13.48%
Searle	28,084,578,651	5.79%	17.31%
Sami	26,775,274,409	5.52%	16.63%
Martin Dow	21,009,215,334	4.33%	16.95%
GSK Con	16,016,737,326	3.30%	26.66%
High-Q	15,197,233,436	3.13%	3.95%
Hilton	14,007,419,618	2.89%	3.05%
Bosch	13,572,637,277	2.80%	9.69%
			0.94%

Our Volume

SEARLE JUMPED FROM BEING AT NUMBER 8TH IN 2008 TO NUMBER 2ND IN 2020 IN THE IMS RANKING WITH REFERENCE TO REVENUE IN TERMS OF UNITS SOLD



Searle has a large and sustainable customer base because of more focus on the treatment of chronic diseases.

Our Position

SEARLE JUMPED FROM BEING AT NUMBER 11TH IN 2008 TO NUMBER 4TH IN 2020 IN THE IMS RANKING WITH REFERENCE TO REVENUE IN TERMS OF VALUE

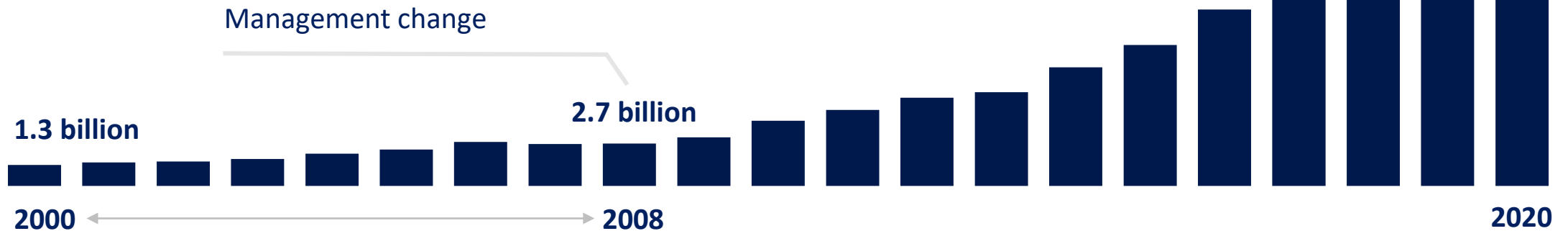
Value in Millions

		Rank
2020	28,084	4th
2019	26,776	4th
2018	22,843	5th
2017	17,163	6th
2016	12,811	5th
2015	11,790	6th
2014	9,809	7th
2013	8,078	8th
2012	6,849	8th
2011	5,696	8th
2010	5,000	8th
2009	4,300	9th
2008	3,300	11th

Our Revenue

THE REVENUE IN SEARLE INCREASED RAPIDLY DURING THE LAST 20 YEARS

The revenue of the company grown from 2.7 billion in 2008 to 20.4 billion in 2020, representing an average growth rate of 18.31% per annum



The revenue in 2000 was 1.3 billion and were 2.0 billion till 2008 representing an average growth of only 9.2%

Our Profits

THE PROFIT WHICH SEARLE USED TO MAKE IN 2007 NOW REPRESENTS ONLY NINE DAYS OF PROFIT

The profits increased sharply during the last 13 years from just 64 million in 2007 to 2.54 billion in the year 2020, representing an average growth rate of 32.84%.

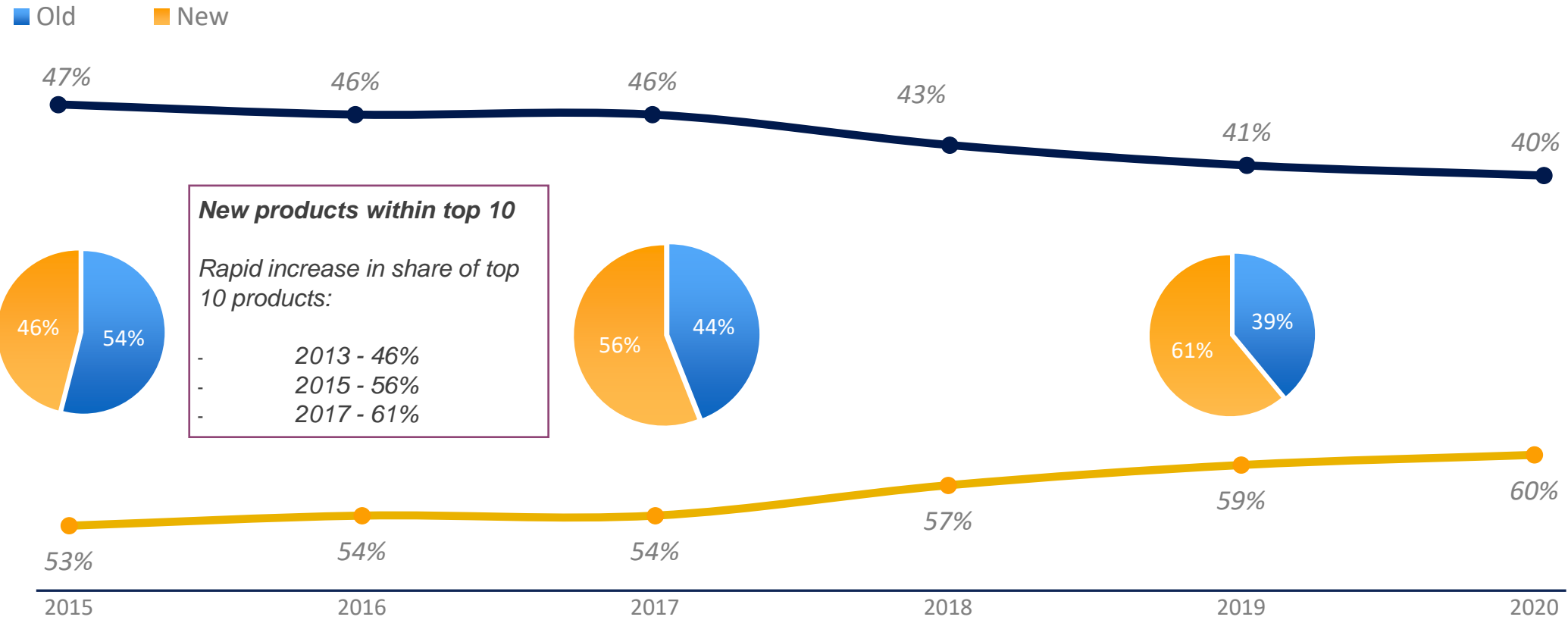
The reduction in net profits from 2018 is mainly due to increase in PKR-USD exchange rate (121/\$-168/\$) and increase in finance cost due to a sharp rise in inter-bank borrowing rates.



Profits were unstable during 2000 to 2007 representing a much lower average growth rate of 10%.

Our Strategy

NEW VS. EXISTING PRODUCT PERCENTAGE



Financial Information

Standalone Financials

	2020	2019	2018
Revenue	16,567,219	14,537,198	12,675,110
PFO %	23.82%	22.41%	27.13%
PAT %	14.82%	18.17%	24.06%
EPS	11.56	12.44	14.35
Cash Dividend	25.00%	25.00%	50.00%
Bonus Dividend	0.00%	0.00%	15.00%

Consolidated Financials

	2020	2019	2018
Revenue	20,474,842	18,062,107	16,148,468
PFO %	21.22%	18.11%	21.50%
PAT %	12.44%	12.54%	16.82%
EPS	11.77	10.55	12.65

Our Future

BLAZING TOWARDS A RADIANT FUTURE

01	Will be the number 1 pharmaceutical company in Pakistan	
02	Will have global presence in more than 50 countries	
03	Will have the largest field force of highly trained medical representatives	
04	Will have FDA approved manufacturing facilities	

Corporate Social Responsibility

RESEARCH IN THE SERVICE OF MANKIND

- Searle is committed towards saving environment and creating a sustainable clean future. Searle plans to plant 300 thousands trees in various parks around the city of Karachi.
- Searle won the National Forum for Environment and Health CSR Awards in 2016, for those who have contributed to the society and science.
- Searle awarded a substantial grant to ICCBS for strengthening of genomic research.
- Renovated AKAR Hospital located in Karachi, as total non-profit organization working entirely on donations from the company, and restocked medicines for the hospital pharmacy.



Our Commitment to Society

RESEARCH IN THE SERVICE OF MANKIND



Searle to provide ICCBS substantial research grant



KARACHI: The International Center for Chemical and Biological Sciences (ICCBS) University of Karachi signed an agreement with The Searle Company Limited (TSCL) to support the strengthening of genomic research at the ICCBS.

As per the agreement, TSCL will provide the international center a substantial research grant in five years on the basis of yearly instalments.

The agreement will enable TSCL to support the strengthening and upgradation of Jamil-ur-Rahman Center for Genomic Research (JRCGR), ICCBS - University of Karachi.

The ICCBS has setup JRCGR, a dedicated genomics center as a part of Dr Panjwani Center for Molecular Medicine and Drug Research (FCMMMDR) to strengthen the ongoing molecular medicine research efforts and to train the manpower in this cutting edge area of biology.

Director ICCBS, Prof Dr Muhammad Iqbal Choudhary on behalf of the international centre and Chief Executive Officer TSCL Syed Nadeem Ahmed signed the MoU in a meeting held on Tuesday at the office of the Searle Company, Dr Hina

