



# The Searle Company Limited

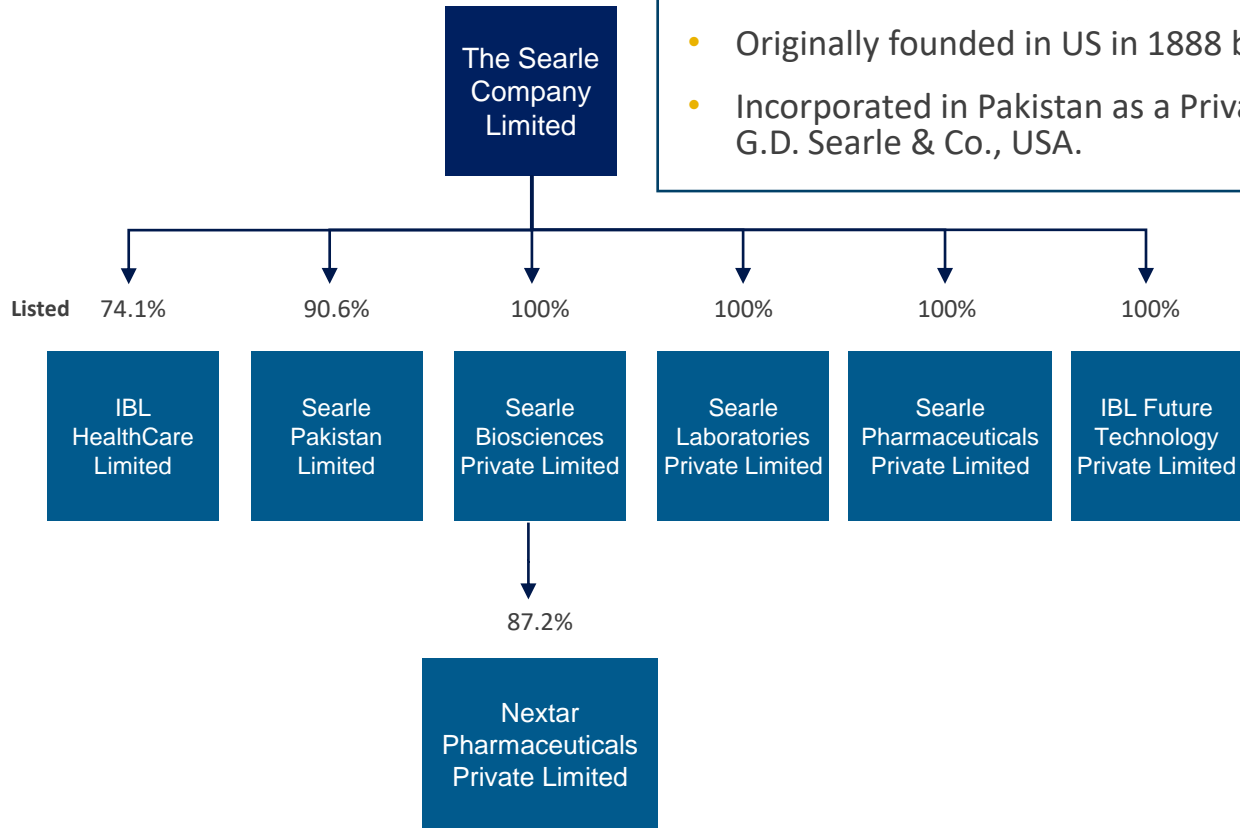
Corporate briefing 2022



**SEARLE**

# Subsidiaries of Searle

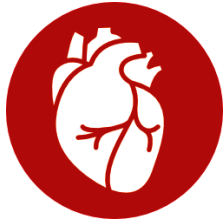
- Searle is 56.32% owned by IBL Group.
- Originally founded in US in 1888 by Gideon D. Searle.
- Incorporated in Pakistan as a Private Limited Company in 1965 as a subsidiary of G.D. Searle & Co., USA.



# Our Footprints

## EXCELLENCE IN COMMERCIAL OPERATIONS

No. **1**



- i. Cardiovascular
- ii. Pain Management
- iii. Gynae
- iv. Cough Suppressant
- v. Anaemia

No. **2**



- i. Pulmonology
- ii. Neurology and Pediatrics

No. **3**



- Anti-Infectives

ND

**2**



- Largest Pharmaceutical Company  
In terms of Product Consumptions(Unit)
- Exporter in Pakistan

Everyday

**>539,000**



Prescriptions are prescribed by Doctors

A Passionate Team of



**2,450**

Medical Sales Professionals Serving the Nation



Billion Rupee Club

**6**

Brands



500 Million Plus Club

**8**

Brands



CAGR 5 YR

**17%**

Growing with Double Digit on 5 yr horizon

# Achievements

COMMITMENT TO EXCELLENCE



Searle was ranked as the most outstanding company in Healthcare sector of Pakistan as per Asiamoney's Outstanding Companies Poll, 2018 & 2021.



Searle has been part of Forbes Asia's Best Under A Billion rankings from 2017 to 2019.



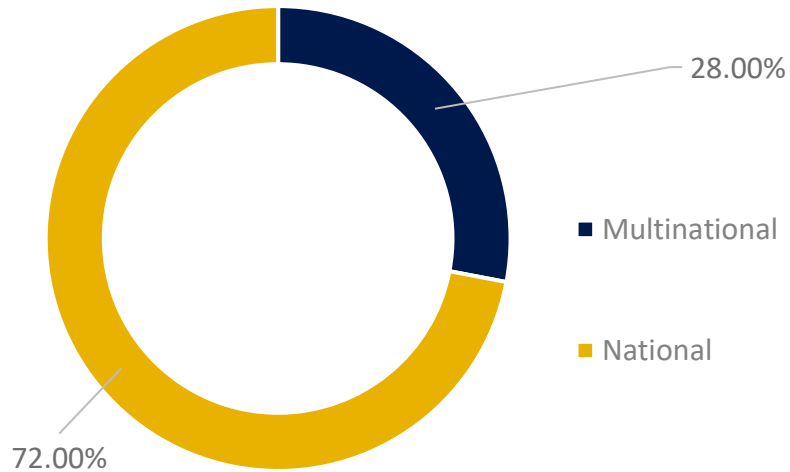
Searle won Asia's Best Performing Companies 2021, category of Asia Corporate Excellence & Sustainability Awards.



# Pharmaceutical Industry

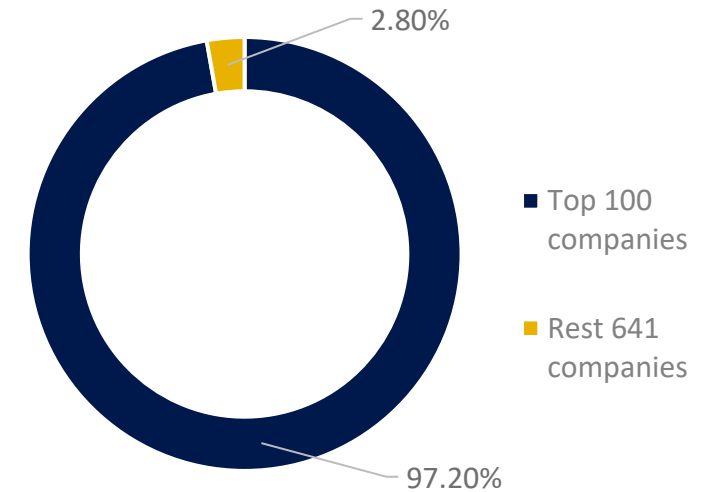
The pharmaceutical sector recorded revenue of PKR 678bn (USD 3.5 bn) in last 12 months with YoY growth of 15.29% (against PKR 588bn in last year).

Market share of Multinational & National



No. of Companies	
Multinational	26
National	741

Market share of Top 100 companies



# 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
Antibiotics	• Negram
Anaemia	• Venofer
Eye care	• Cosopt, Trusopt

# Our Partners

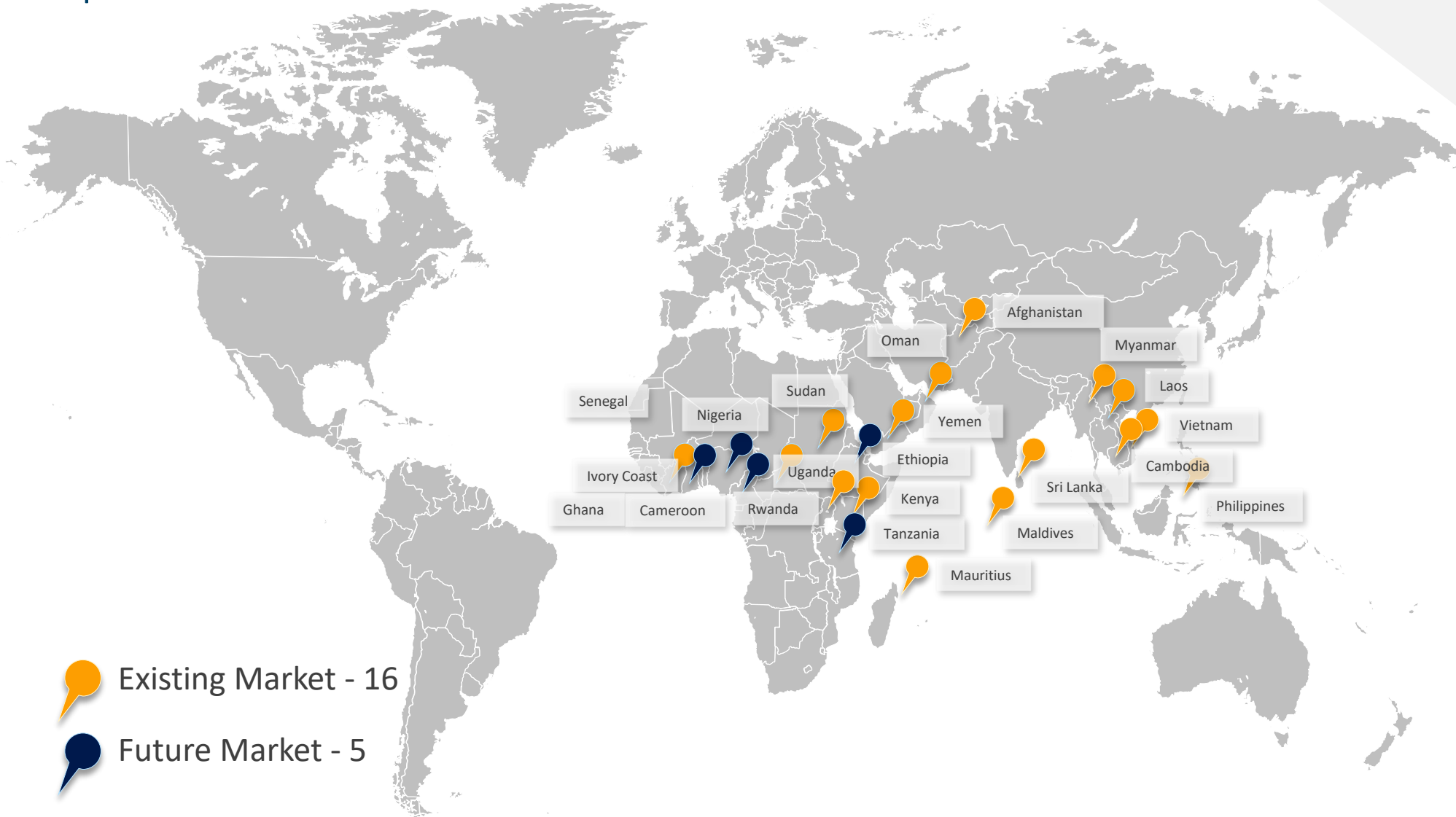
TRUST OF OUR AFFILIATORS






# Our Presence

Export contributes 10% to our revenue



 Existing Market - 16

 Future Market - 5

# Industry Rankings

SEARLE IS RANKED NUMBER 2<sup>ND</sup> IN TERMS OF VOLUME AND RANKEND 5<sup>TH</sup> IN TERMS OF VALUE

2022 – VOLUME IMS MAT SEP		Market Share%	Growth %
GSK	367,871,446	10.32%	4.97
SEARLE	231,573,000	6.49%	11.26
ABBOTT	228,644,531	6.41%	11.56
SAMI	204,322,218	5.73%	8.93
GSK CH	148,370,169	4.16%	9.04
GETZ	147,177,252	4.13%	8.22
MARTIN DOW	130,755,136	3.67%	0.44
BARRETT HODGSON	109,530,390	3.07%	18.77
ATCO	107,361,635	3.01%	8.64
BOSCH	101,393,024	2.84%	8.60

2022 – VALUE IMS MAT SEP		Market Share%	Growth %	CAGR %
GETZ	42,833,844,495	6.32	16.13	15.87
GSK	41,900,221,858	6.18	12.87	12.05
ABBOTT	40,573,836,687	5.98	16.08	14.65
SAMI	40,415,159,912	5.96	18.51	19.21
SEARLE	38,470,012,733	5.67	19.03	17.59
MARTIN DOW	26,717,546,448	3.94	11.57	13.72
HILTON	23,210,778,799	3.42	30.56	17.83
GSK CH	22,364,768,991	3.30	15.82	22.48
HIGH-Q	20,803,409,923	3.07	17.83	15.39
BOSCH	18,740,726,258	2.76	10.00	15.19

# Our Revenue & Profits



'Mn	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Revenue</b>	1,342	1,507	1,566	1,733	2,065	2,337	2,818	2,694	2,722	3,124	4,176	4,877	5,659	6,014	7,609	9,048	11,328	13,310	16,148	18,062	20,475	26,220	29,910



'Mn	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Profits</b>	35	10	6	32	101	70	78	64	141	258	357	368	377	523	753	1,452	2,058	2,393	2,717	2,265	2,548	3,747	2,416

# Corporate Social Responsibility

## Our humble CSR efforts

- Considering the importance of education and believing it to be a right of every citizen, Searle supports The Citizens Foundation to help them achieve the cause, empowering children to become agents of positive change.
- Continuing with our philosophy of being a socially responsible organization and contributing to the economy we operate in; we support the cause of skilled Pakistan being carried on by Hunar Foundation by providing financial assistance.
- Facilitating the young doctors of today with their educational needs to become masters of tomorrow, Searle contributes by providing scholarships and assistance to students in form of books, educational material and online registrations to faculty members of hospitals.
- Searle feels proud to be a source of light in the lives of needy patients with critical medical conditions, by providing financial assistance for their treatments. Contribution towards AKAR hospital for the less privileged section of the society is also a part of our saving lives initiatives.
- Searle never lags behind in supporting the development of hospitals, as better hospitals and facilities help in accommodating more patients and helps the cause of healthier Pakistan. Our assistance to National Institute of Cardiovascular diseases, Shaukat Khanum, Sindh Institute of Urology and Transplantation and Indus hospital are examples of some of our initiatives.



THE CITIZENS FOUNDATION



Scholarship



AKAR HOSPITAL  
Managed by The SEARLE Company Limited



Shaukat Khanum  
Memorial Cancer Hospital  
and Research Center



# Our Collaboration



- IBA Karachi- established the Rashid Abdulla Consumer Neuroscience Lab



- NED University - established a research facility, Rashid Abdullah Research Centre



- LUMS - Contributed to setup of MDR Laboratory



- Karachi University - Research & Development Centre at ICCBS

# Financial Information

## Standalone

	2022	2021	2020
Revenue	17,737,282	16,569,596	16,567,219
SG&A %	34.45%	31.93%	29.65%
Operating profit %	23.98%	24.48%	23.82%
PAT %	11.79%	12.81%	14.82%
EPS	6.70	7.01	7.87
Cash Dividend	Nil	20.00%	25.00%
Stock Dividend	25.00%	30.00%	Nil

## Consolidated

	2022	2021	2020
Revenue	29,909,659	26,219,656	20,474,842
SG&A %	24.98%	25.67%	27.38%
Operating profit %	19.32%	24.74%	21.22%
PAT %	8.08%	14.29%	12.44%
EPS	7.54	12.15	8.17

**Thank you**