



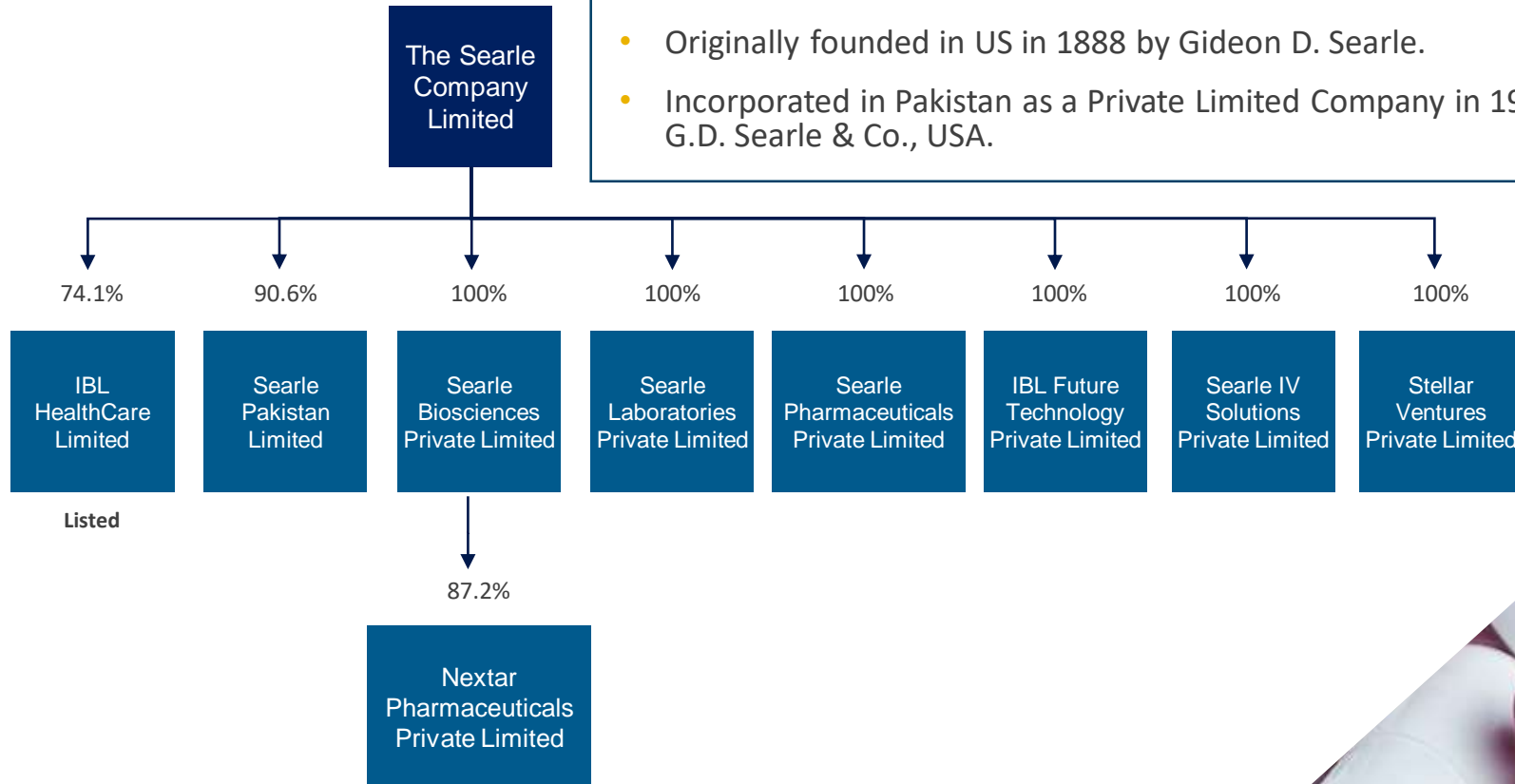
The Searle Company Limited



SEARLE

Subsidiaries of Searle

- Searle is 58.37% 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

16%

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 & 2023.



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



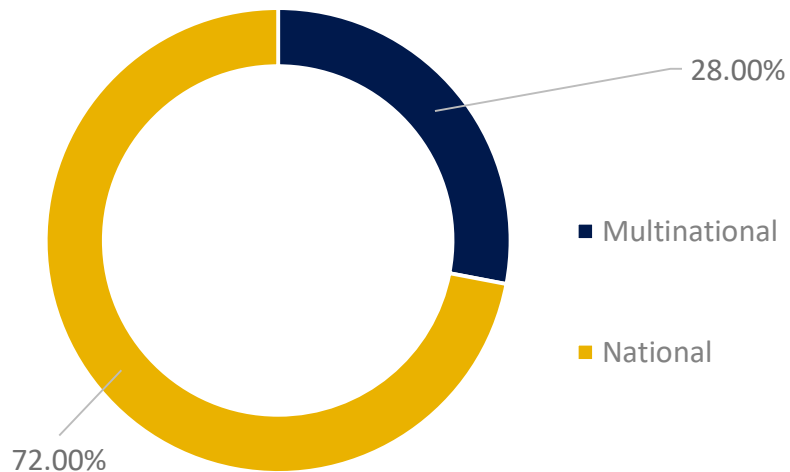
Searle won Asia's Best Performing Companies 2021, category of Asia Corporate Excellence & Sustainability Awards.



Pharmaceutical Industry

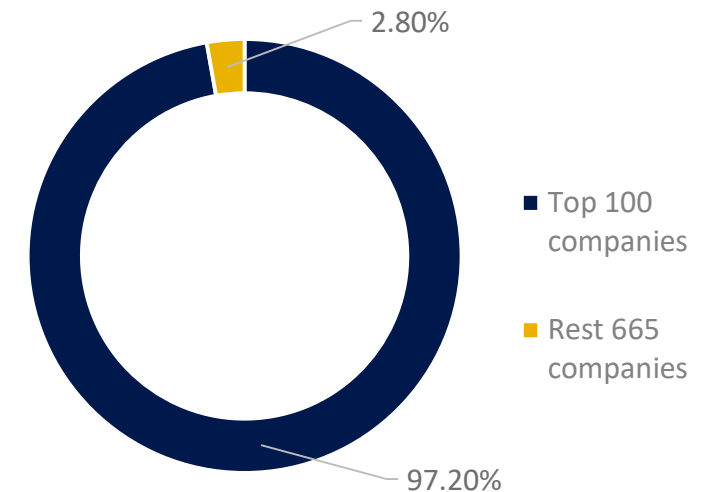
The pharmaceutical sector recorded revenue of PKR 786bn (USD 2.8 bn) in last 12 months with YoY growth of 16.5% (against PKR 675bn in last year).

Market share of Multinational & National



No. of Companies	
Multinational	26
National	739

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

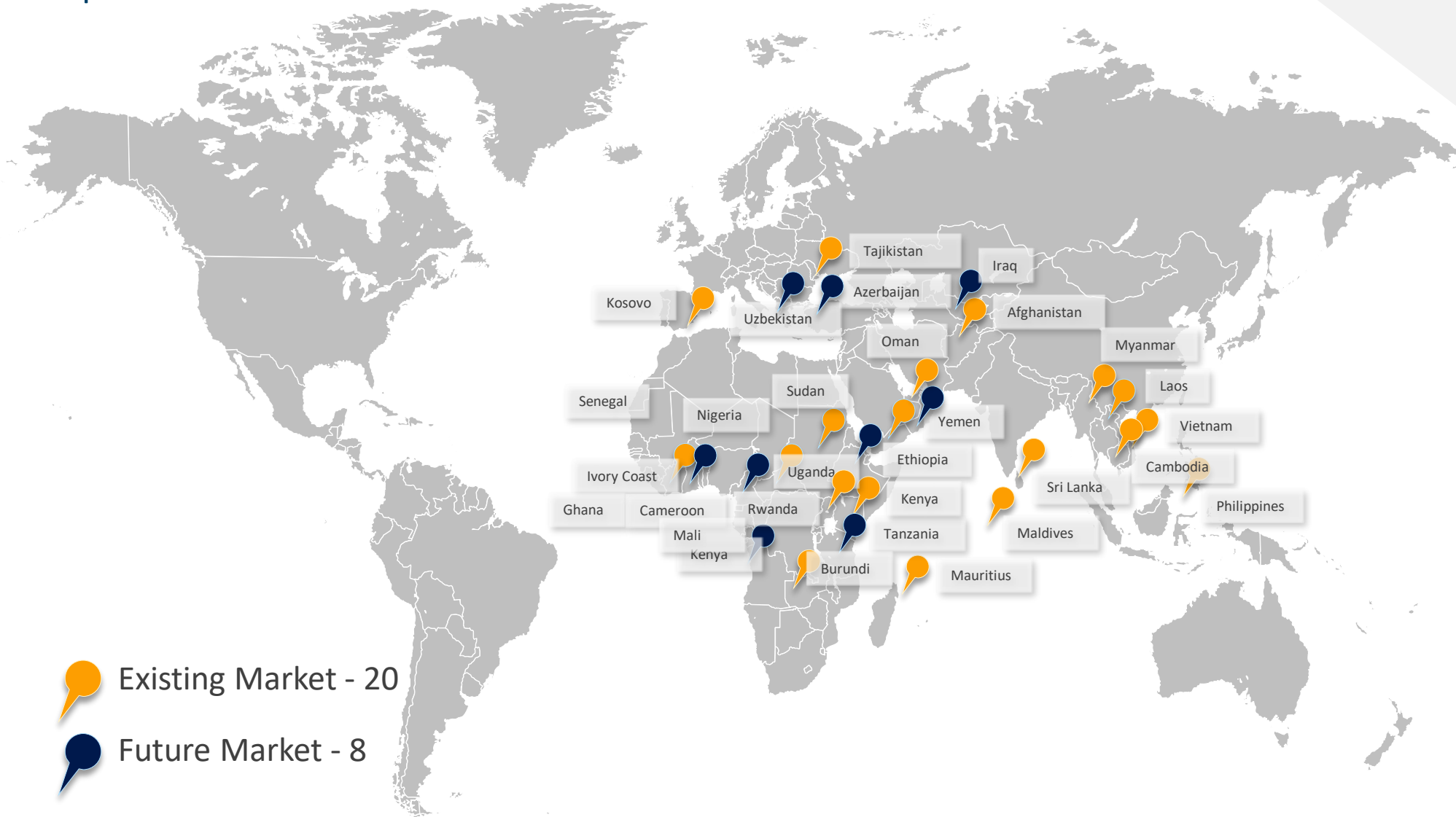
Our Partners

TRUST OF OUR AFFILIATORS

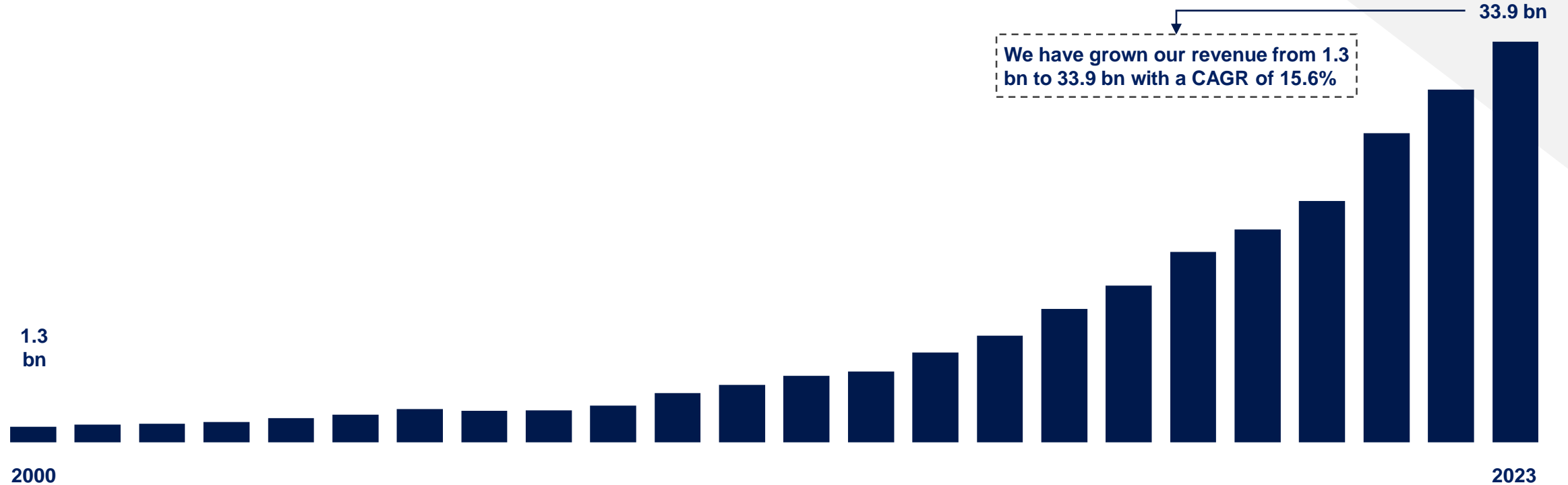


Our Presence

Export contributes 10% to our revenue



Our Revenue



'Mn	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenue	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	33,969

CAGR – 15.6%

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

	2023*	2022	2021
Revenue	21,641,282	17,737,282	16,569,596
GOLY%	22.01%	7.05%	
SG&A %	31.00%	34.45%	31.93%
Operating profit %	17.36%	23.98%	24.48%
PAT %	1.40%	11.79%	12.81%
EPS	0.77	5.36	7.01
Cash Dividend	-	-	20.00%
Stock Dividend	-	25.00%	30.00%

Consolidated

	2023*	2022	2021
Revenue	33,969,510	29,909,659	26,219,656
GOLY%	13.57%	14.07%	
SG&A %	24.85%	24.98%	25.67%
Operating profit %	14.53%	19.32%	24.74%
PAT %	1.22%	8.08%	14.29%
EPS	0.80	7.54	12.15

**Unusual year due to massive currency devaluation which led to unprecedented inflation.*

This year...

- The Searle Company Limited became first Pakistani Pharmaceutical company to get the GMP approval for its manufacturing facility from the Ministry of Health, Sultanate of Oman.
- The Searle Company Limited has entered into license agreement with Mabwell Pharmaceuticals, China under which company will manufacture, register and market the Denosumab Biosimilar drugs in Pakistan.
- The Searle Company Limited has registered a manufacturing site at UAE, which has been approved Ministry of Health and Prevention, United Arab Emirates.

Thank you