



***SEARLE***

# 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 Group of Companies

OUR FAMILY



IBL HealthCare Limited  
A SEARLE Subsidiary

**SEARLE**



Pakistan



**UNISYS**



# 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.
- Till 2008 the company reached to an annual turnover of Rs. 2.7 billion after 42 years.
- In 2018 the revenue stands at Rs. 16.4 billion in just 10 more years.



# 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 was one of the only three companies, who are part of Forbes Asia's Best Under A Billion rankings in 2018.

04

MSCI



FTSE

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

03

# 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

# Our Partners

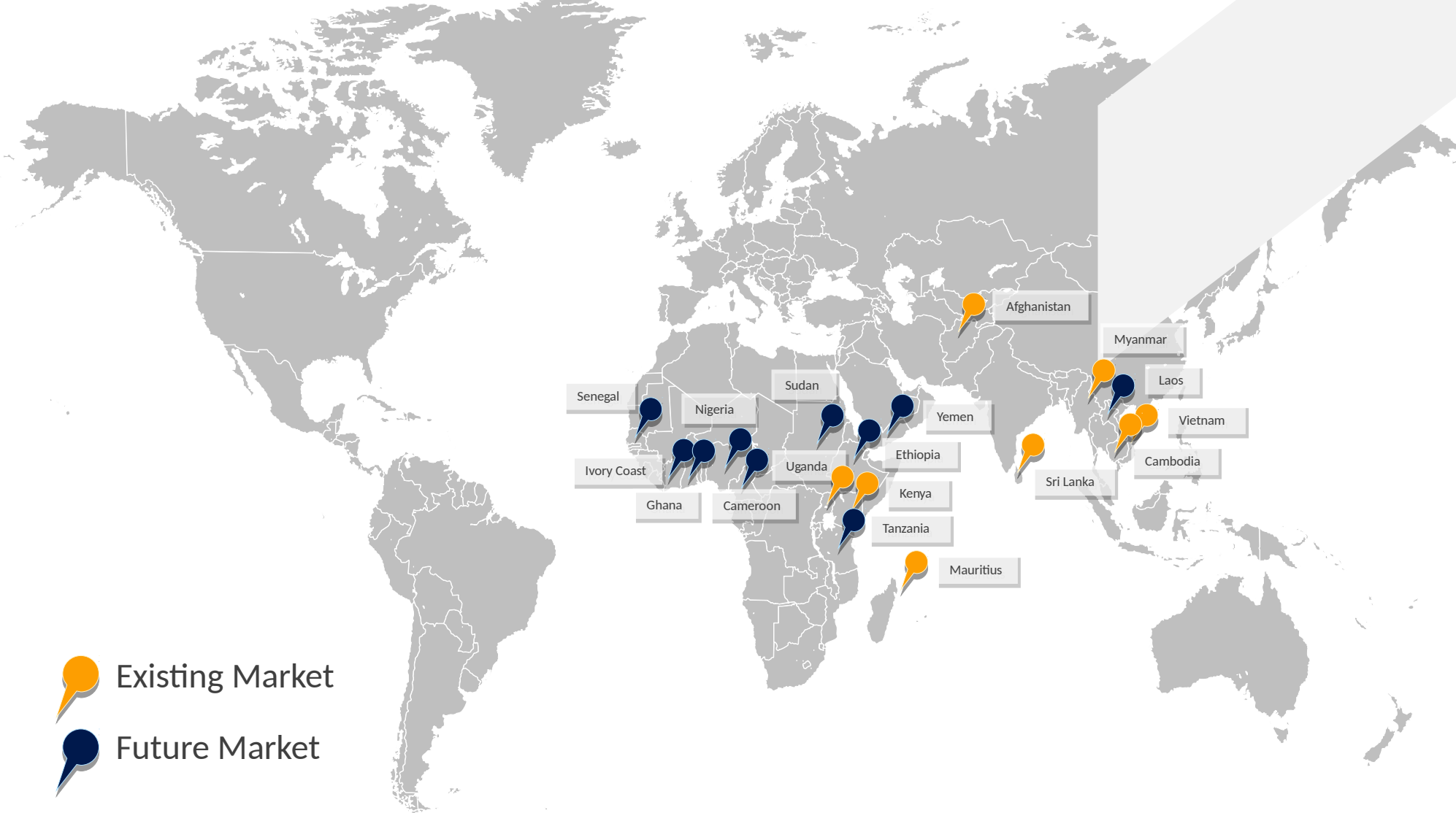
TRUST OF OUR AFFILIATORS





# Our Presence

OUR BOND WITH THE GLOBAL VILLAGE

SEARLE



-  Existing Market
-  Future Market



# Our Facilities

## STATE OF ART FACILITIES

### Searle Company Limited

- Karachi SITE Plant
- Lahore Plant 1
- Lahore Plant 2

### Searle Biosciences Private Limited

- Nextar Plant Port Qasim

### Searle Laboratories Private Limited

- Lahore IV Facility

### Searle Consumer Private Limited

- UDL Consumer Facility



# Industry Rankings

SEARLE IS RANKED NUMBER 3<sup>RD</sup> IN TERMS OF VOLUME AND RANKEND 5<sup>TH</sup> IN TERMS OF VALUE

## 2019 - VOLUME IMS MAT MARCH

		Market Share
GSK	353,555,262	12.27%
Abbot	193,672,929	6.72%
Searle	161,338,449	5.60%
Sami	143,778,940	4.99%
Martin Dow	120,185,055	4.17%
Getz	114,458,213	3.97%
GSK Con	104,451,794	3.62%
Bosch	84,984,855	2.95%
Atco	83,509,063	2.90%
Barret	81,984,234	2.84%

## 2019 - VALUE IMS MAT MARCH

		Market Share
GSK	28,204,945,704	6.93%
Getz	25,099,284,627	6.17%
Abbot	24,599,516,236	6.04%
Sami	20,991,593,745	5.16%
Searle	17,163,177,930	4.22%
Martin Dow	16,553,874,889	4.07%
High-Q	13,147,695,018	3.23%
Hilton	12,798,234,859	3.14%
OBS	12,586,914,123	3.09%
Sanofi	12,179,172,435	2.99%

# Our Volume

SEARLE JUMPED FROM BEING AT NUMBER 8TH IN 2008 TO NUMBER 3RD IN 2018 IN THE IMS RANKING WITH REFERENCE TO REVENUE IN TERMS OF UNITS SOLD

		Rank
2018	130,000	3rd
2017	115,000	3rd
2016	107,000	4th
2015	100,000	4th
2014	84,000	5th
2013	76,000	6th
2012	72,000	6th
2011	80,000	6th
2010	71,000	7th
2009	56,000	7th
2008	42,000	8th

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

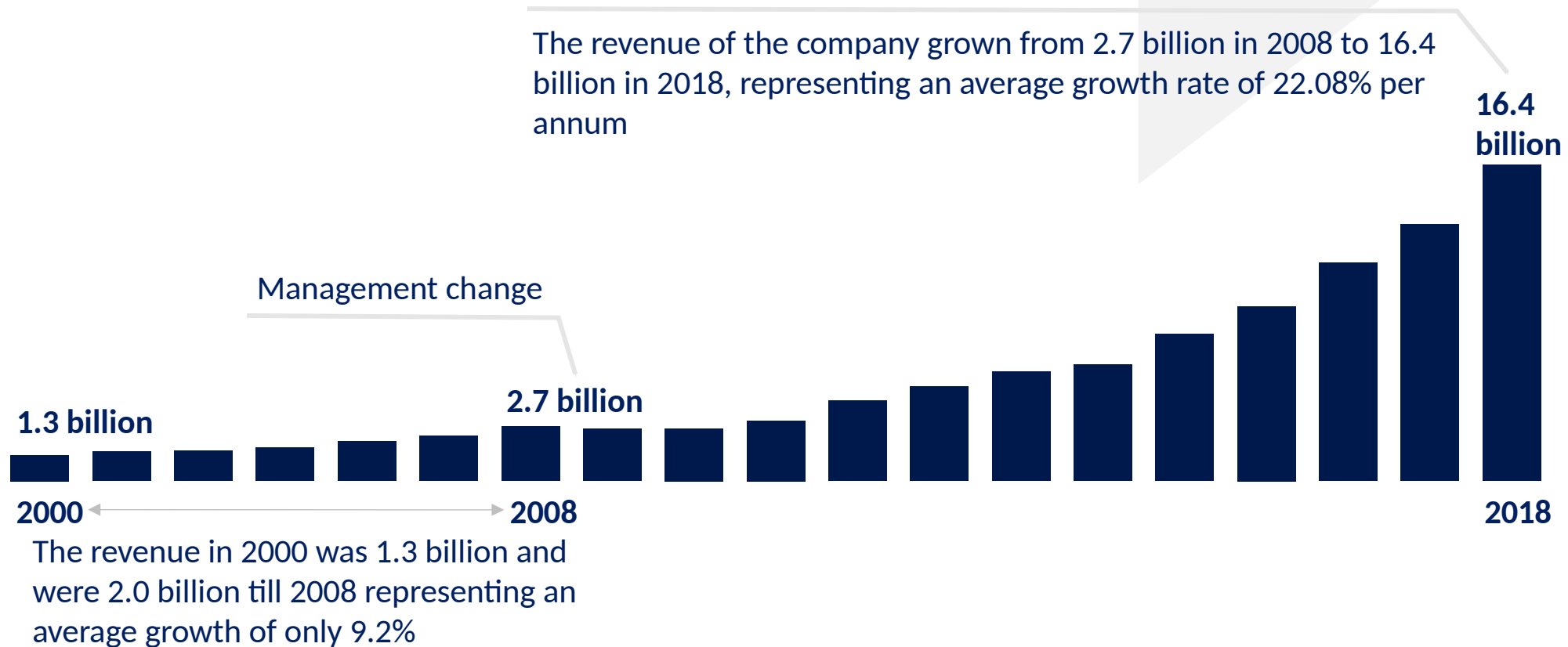
# Our Position

SEARLE JUMPED FROM BEING AT NUMBER 11TH IN 2008 TO NUMBER 5TH IN 2018 IN THE IMS RANKING WITH REFERENCE TO REVENUE IN TERMS OF VALUE

		Rank
2018	14,415	5th
2017	12,811	6th
2016	11,790	5th
2015	9,809	6th
2014	8,078	7th
2013	6,849	8th
2012	5,696	8th
2011	5,000	8th
2010	4,300	8th
2009	3,300	9th
2008	2,500	11th

# Our Revenue

THE REVENUE OF CONSOLIDATED FINANCIALS OF SEARLE INCREASED RAPIDLY DURING THE LAST 10 YEARS



# Our Profits

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

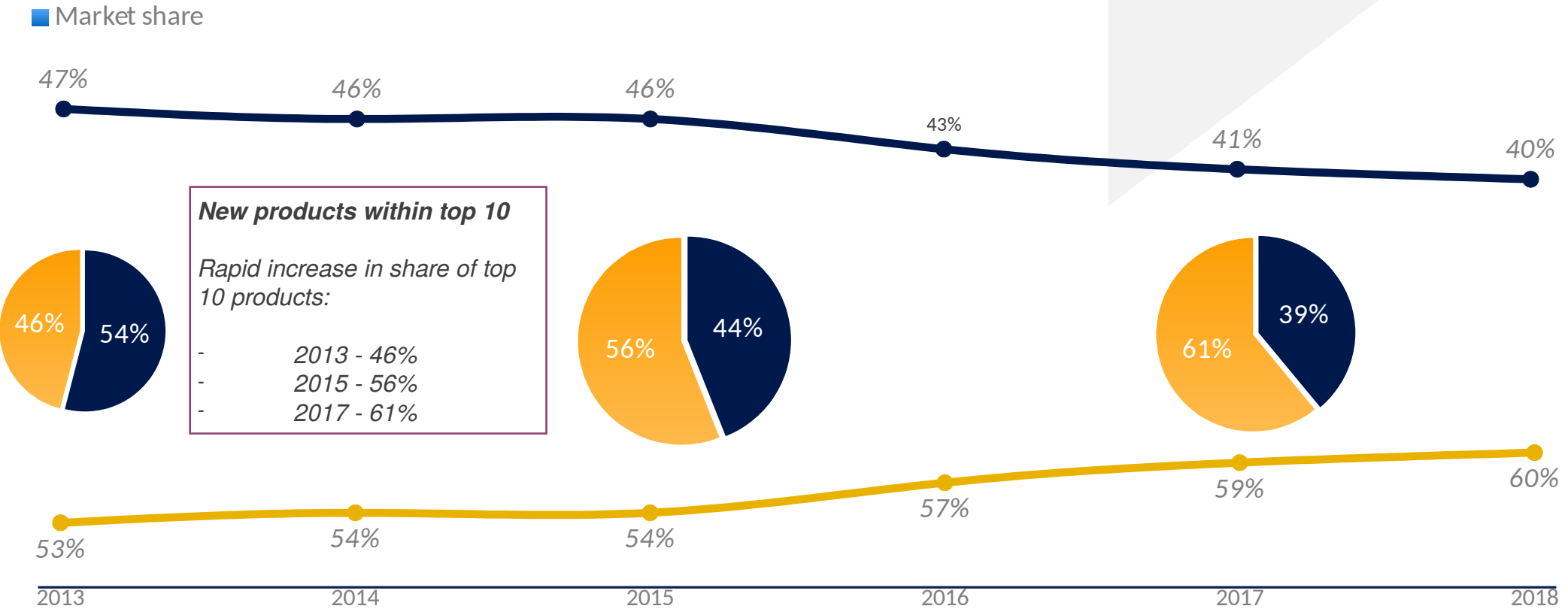
The profits increased sharply during the last 10 years from just 141 million in 2008 to 3.1 billion in the year 2018, representing an average growth rate of 32.19%.



Profits were unstable during 2003 to 2007 representing a much lower average growth rate of 10%.

# Our Strategy

## NEW VS. EXISTING PRODUCT PERCENTAGE



# Financial Information

## Standalone Financials

	2019 [9 months]	2018	2017
Revenue	10,649,253	12,911,141	10,753,751
EBITDA	25%	29%	31%
PAT	20%	25%	26%
EPS	9.80	16.51	14.29

## Consolidated Financials

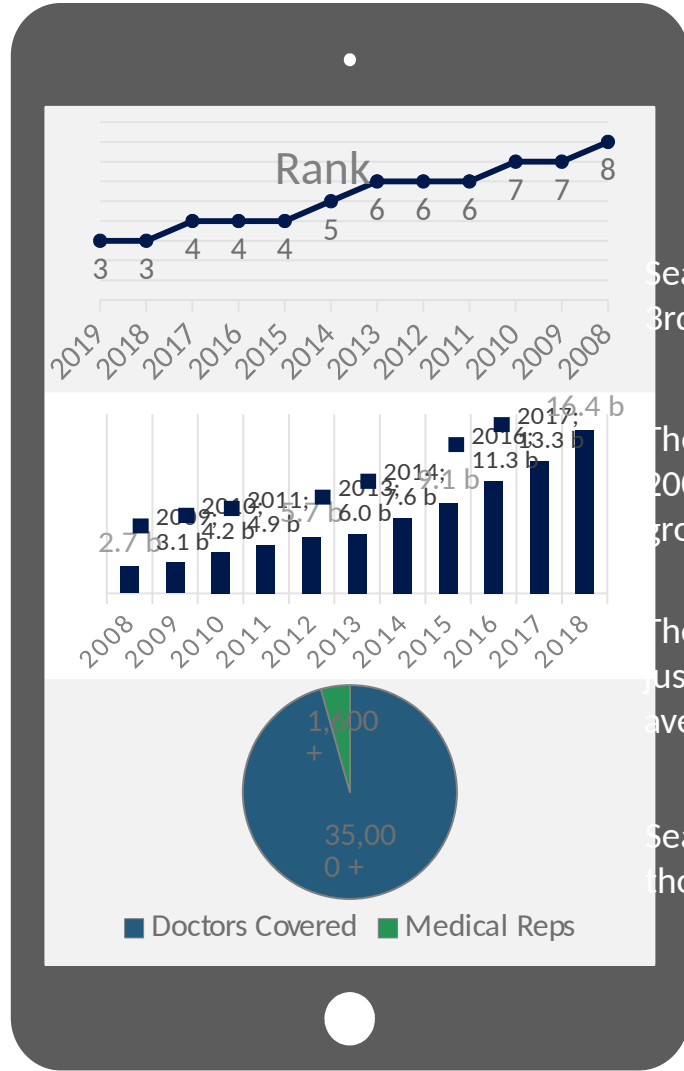
	2019 [9 months]	2018	2017
Revenue	13,374,554	16,395,639	13,309,651
EBITDA	23%	25%	26%
PAT	13%	17%	18%
EPS	8.34	14.55	12.75



# Our Promise

COMMITMENT TO EXCELLENCE

SEARLE



Searle jumped from being at 8th in terms of units sold in 2008, to 3rd in 2018.



The revenue of the company increased from 2.7 billion in 2008 to 16.4 billion in 2018, an unprecedented average growth rate of 22.08% per annum.



The net profits also increased sharply, during the last 10 years, from just 63 million in 2007 to 3.0 billion in the year 2018, representing an average growth rate of 38.06%.



Searle has more than 1600 medicals representatives and more than 35 thousand doctors covered.



# Our Future

TOWARDS FUTURE

SEARLE

01

Will be the number 1 pharmaceutical company in Pakistan



02

Will have global presence in more than 50 countries



03

Will lead a field force of more than 5000 highly talented medical operatives



04

Will have FDA approved manufacturing facilities



# Corporate Social Responsibility

## RESEARCH IN THE SERVICE OF MANKIND

- Searle is committed towards saving environment and creating sustainable clean future. Searle plans to plant 300 thousands trees in various parks around the city of Karachi.
- Searle won the NFEH CSR Awards in 2016, for those who have contributed to the society and science.
- Searle awarded a substantial grant to The Institute Center for Chemical and Biological Sciences, for strengthening of genomic research.
- Renovated AKAR Hospital, and restocked medicines for the hospital pharmacy.



# Our Commitment to Society

RESEARCH IN THE SERVICE OF MANKIND



 **CSR Award  
Winner 2016**

By the Grace of Almighty Allah we are  
recognized by Government of Pakistan  
CSR winning award is quite evident to  
mission statement of

**SEARLE**

“Research in the service of mankind”

# Our Commitment to Society

RESEARCH IN THE SERVICE OF MANKIND



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Mon October 09, 2017 TRENDING: PAKISTAN BOHONGIA MUSLIMS PARAKH LEAKS CPIC

### 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 (JROGR), ICCBS - University of Karachi.

The ICCBS has setup JROGR, a dedicated genomics center as a part of Dr Panjwani Center for Molecular Medicine and Drug Research (PCMMDR) 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

