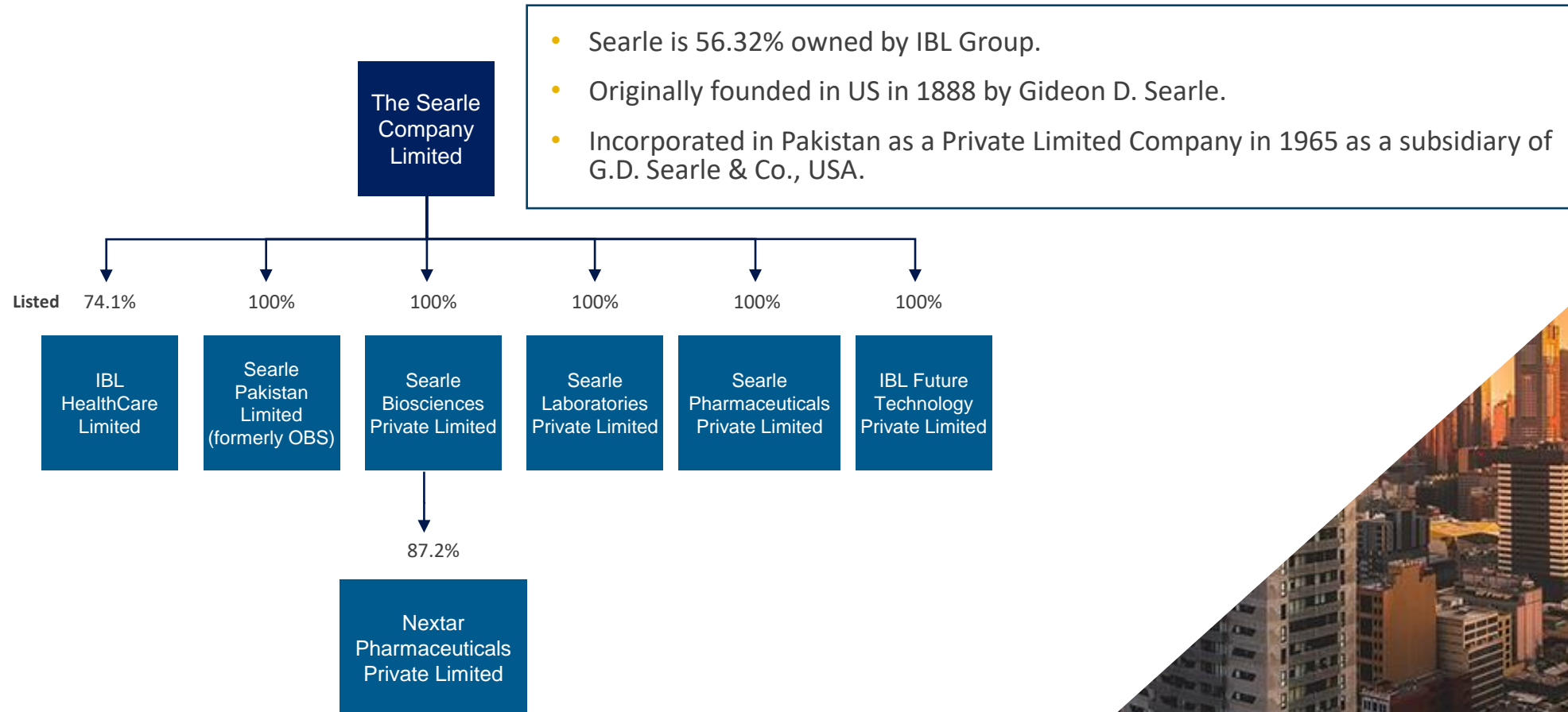




The Searle Company

TO LEAD IN IMPROVING THE
QUALITY OF HUMAN LIFE

Subsidiaries of Searle



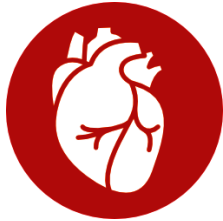
Our Footprint

SEARLE

TOUCHING LIFE OF MILLIONS BY BRINGING EXCELLENCE IN
COMMERCIAL OPERATIONS

No.

1



- i. Cardiovascular
- ii. Pain Management
- iii. Gynae
- 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

>503,000



Prescriptions are prescribed by Doctors

A Passionate Team of



2,000

Medical Sales Professionals Serving the Nation



Billion Rupee Club

3

Brands



500 Million Plus Club

6

Brands



CAGR 5 YR

18%

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.

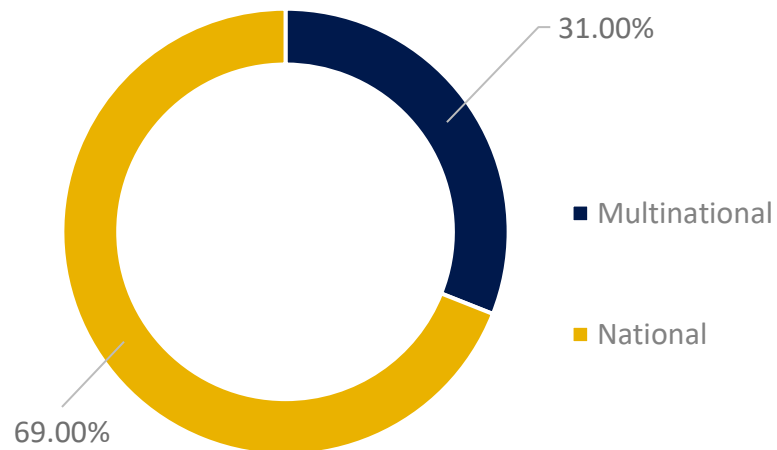


Searle won Asia's Best Performing Companies 2021, category of Asia Corporate Excellence & Sustainability Awards.

Pharmaceutical Industry

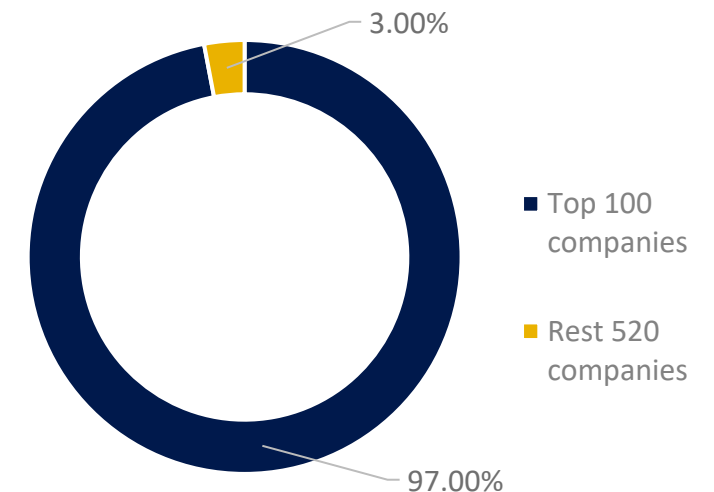
Pharmaceutical sector recorded a revenue of PKR 559bn (USD 3.2 bn) during FY21 with YoY growth of 23% (FY20: PKR 453bn).

Market share of Multinational & National



No. of Companies	
Multinational	26
National	600

Market share of Top 100 companies



Our Product Portfolio

MARKETING AUTHORIZATION

SEARLE



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

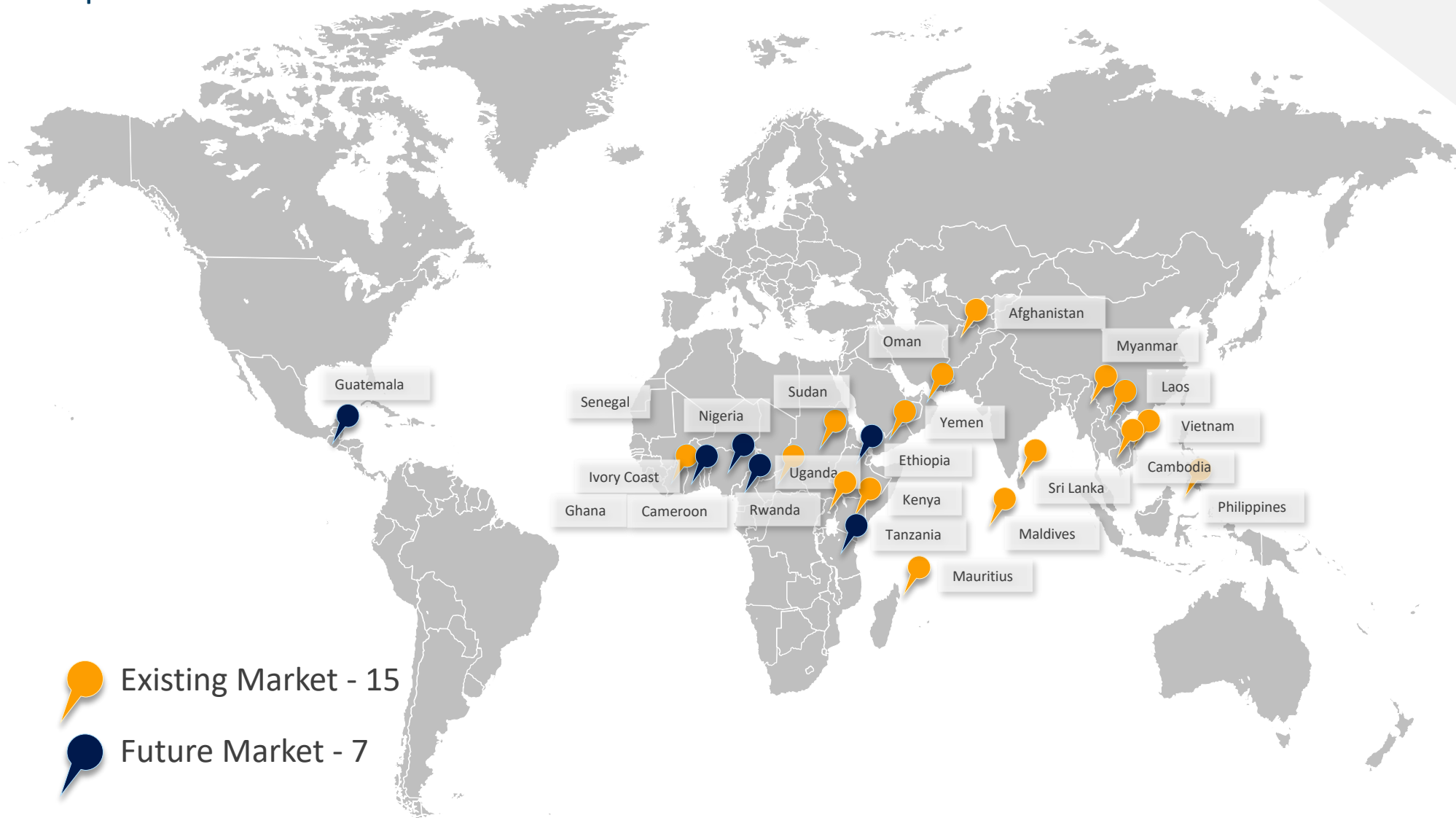
TRUST OF OUR AFFILIATORS



Our Presence

Export contributes 10% to our revenue

SEARLE



Industry Rankings

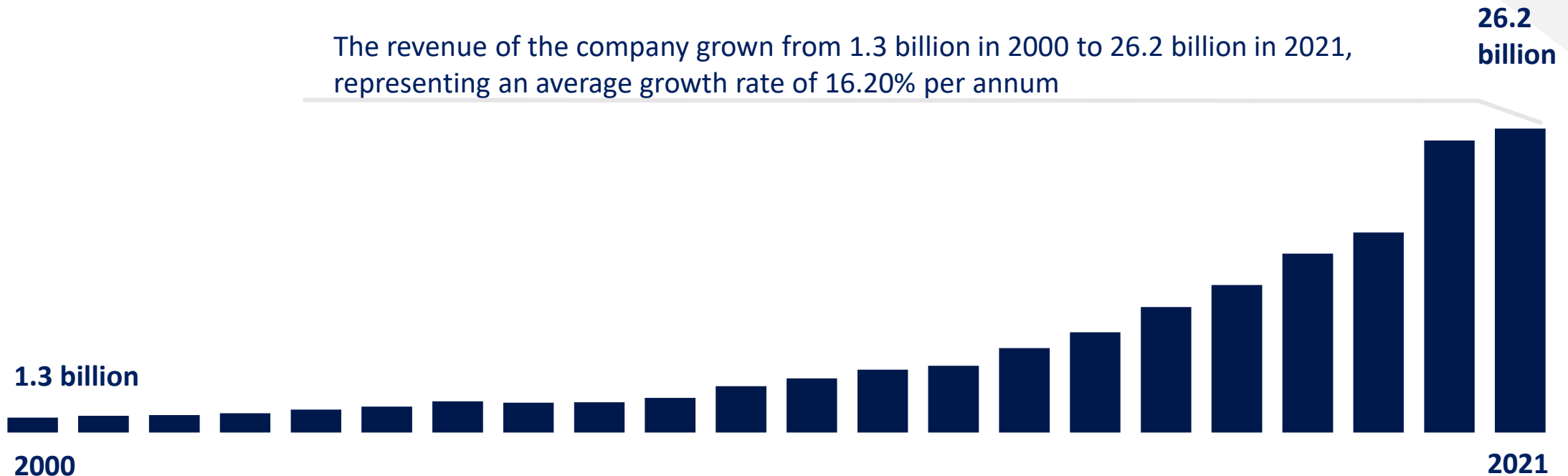
SEARLE IS RANKED NUMBER 2ND IN TERMS OF VOLUME AND RANKEND 5TH IN TERMS OF VALUE

2021 – VOLUME IMS MAT OCT				2021 – VALUE IMS MAT OCT			
		Market Share	Growth %			Market Share	Growth % CAGR
GSK	349,229,924	10.66%	2.63%	Getz	37,462,694,384	6.29%	21.71% 16.07%
Searle	208,058,344	6.35%	7.22%	GSK	37,313,874,669	6.26%	11.35% 11.86%
Abbot	207,759,075	6.34%	7.20%	Abbott	35,455,666,393	5.95%	17.83% 14.64%
Sami	189,026,978	5.77	16.12%	Sami	34,646,581,417	5.81%	27.61% 19.45%
GSK Con	139,376,454	4.25%	9.94%	Searle	32,950,632,421	5.53%	18.70% 19.36%
Getz	136,973,506	4.18%	10.55%	Martin Dow	24,192,894,633	4.06%	14.53% 14.57%
Martin Dow	130,594,559	3.99%	3.04%	GSK CON	19,870,986,937	3.33%	21.58% 25.75%
Atco	98,477,644	3.01%	6.78%	Hilton	18,170,889,317	3.05	29.59% 14.28%
Bosch	95,406,588	2.91%	13.19%	High-Q	18,019,483,006	3.02%	18.42% 14.62%
Barret	93,582,436	2.86%	8.57%	Bosch	17,532,878,250	2.94%	28.6% 17.72%

Our Revenue

THE REVENUE IN SEARLE INCREASED RAPIDLY DURING THE LAST 21 YEARS

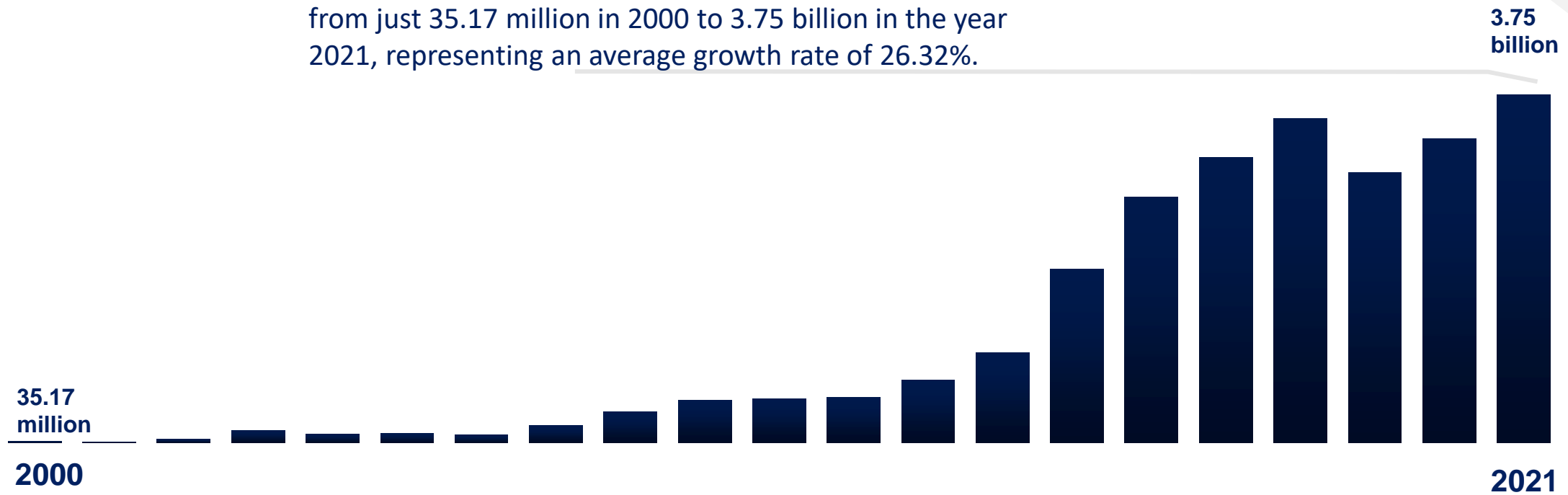
The revenue of the company grown from 1.3 billion in 2000 to 26.2 billion in 2021, representing an average growth rate of 16.20% per annum



Our Profits

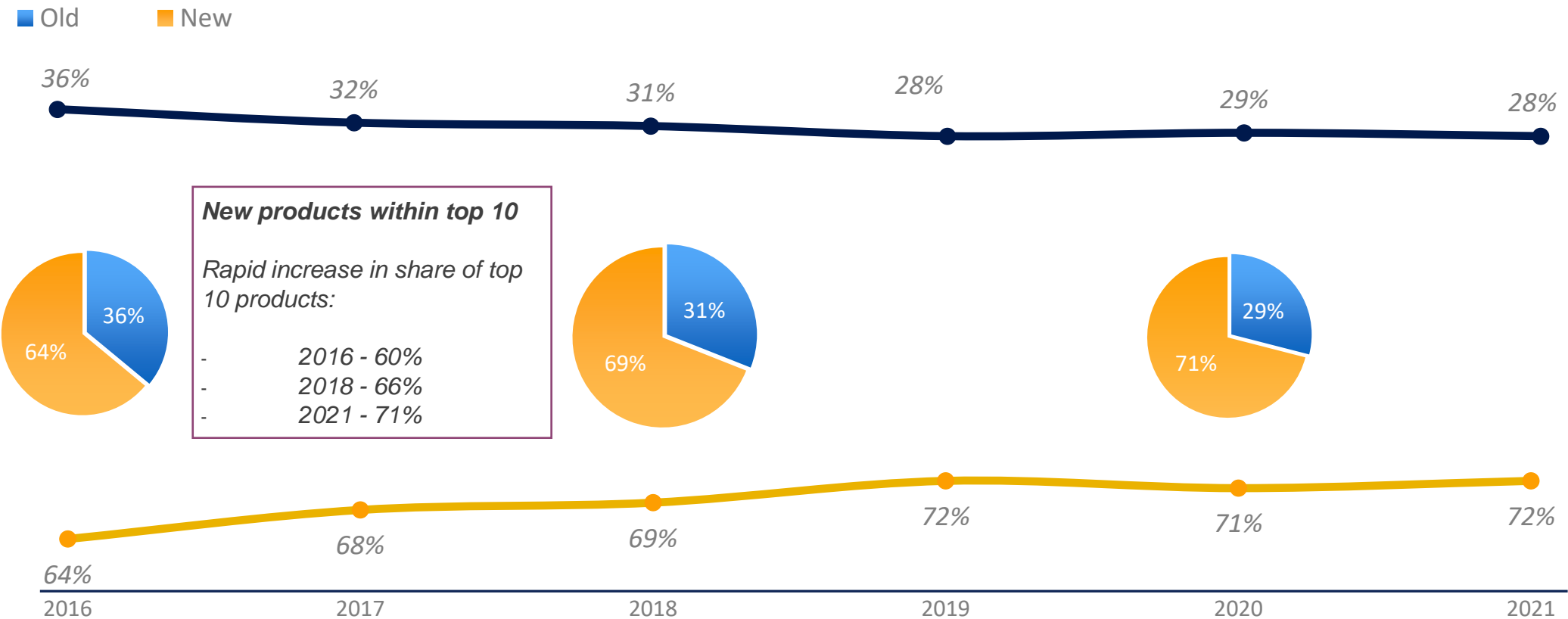
THE PROFIT WHICH SEARLE USED TO MAKE IN 2000 NOW REPRESENTS ONLY 5 DAYS OF PROFIT

The profits increased sharply during the last 21 years from just 35.17 million in 2000 to 3.75 billion in the year 2021, representing an average growth rate of 26.32%.



Our Strategy

NEW VS. EXISTING PRODUCT PERCENTAGE



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



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.



Our Collaboration

Institute of Business Administration, Karachi &
NED University of Engineering and Technology

- IBA Karachi, signed an agreement with The Searle Company, to establish the Rashid Abdulla Consumer Neuroscience Lab, at IBA Main Campus.
- The Company is supporting NED University of Engineering & Technology in the Urban & Infrastructure Development Project. Searle also intends to establish a novel state-of-the-art research facility called Rashid Abdullah Research Centre for the engineering students of NED University to accelerate research discoveries into innovative technologies and commercial realities.



Financial Information

Standalone Financials

	2021	2020	2019
Revenue	16,569,596	16,567,219	14,537,198
SG&A %	31.93%	29.65%	31.53%
Operating Profit %	24.48%	23.82%	22.41%
PAT %	12.81%	14.82%	18.17%
EPS	9.11	11.25	12.44
Cash Dividend	20.00%	25.00%	25.00%
Bonus Dividend	30.00%	0.00%	0.00%

Consolidated Financials

	2021	2020	2019
Revenue	26,219,656	20,474,842	18,062,107
SG&A %	25.67%	27.38%	29.83%
Operating Profit %	24.74%	21.22%	18.11%
PAT %	14.29%	12.44%	12.54%
EPS	15.80	11.46	10.55

Financial Information

Standalone Financials

	2022 (1Q)	2021 (1Q)	2020 (1Q)
Revenue	4,662,307	4,068,860	4,062,321
SG&A %	29.54%	27.15%	29.57%
Operating profit %	21.72%	25.29%	21.16%
PAT %	10.02%	14.55%	13.47%
EPS	1.95	2.47	2.58

Consolidated Financials

	2022 (1Q)	2021 (1Q)	2020 (1Q)
Revenue	7,677,861	5,562,484	4,962,130
SG&A %	21.55%	23.93%	28.23%
Operating profit %	22.13%	21.57%	19.39%
PAT %	11.78%	11.66%	11.18%
EPS	3.69	2.65	2.57

Thank you

Financial Performance- Standalone

	2021	2020	2019	2018
Net Sales	16,569,596	16,567,219	14,537,198	12,675,110
Cost of sales	(8,020,891)	(8,278,627)	(9,690,063)	(8,239,863)
Gross profit	8,548,705	8,288,592	4,847,135	4,435,247
GP%	52%	50%	33%	35%
Distribution costs	(4,106,608)	(3,802,951)	(3,647,507)	(3,163,868)
Administrative expenses	(1,183,530)	(1,109,013)	(935,871)	(934,359)
Other operating expenses	(206,816)	(261,841)	(153,869)	(177,601)
Other income	1,005,284	811,515	3,148,328	3,278,714
Profit from operations	4,057,035	3,926,302	3,258,216	3,438,133
Finance cost	(1,322,366)	(621,826)	(428,036)	(204,910)
Profit before income tax	2,734,669	3,304,476	2,830,180	3,233,223
Income tax expense	(611,745)	(849,399)	(188,234)	(184,059)
Profit after tax	2,122,924	2,455,077	2,641,946	3,049,164
PAT %	13%	15%	18%	24%

Financial Performance- Standalone (1st Quarter)

	2022 (1Q)	2021 (1Q)	Variance	Var%
Net Sales	4,662,307	4,068,860	593,447	15%
Cost of sales	(2,307,896)	(2,057,411)	(250,485)	12%
Gross profit	2,354,411	2,011,449	342,962	17%
GP%	50%	49%		
Distribution costs	(1,106,033)	(815,656)	(290,377)	36%
Administrative expenses	(271,348)	(289,143)	17,795	-6%
Other operating expenses	(51,238)	(61,145)	9,907	-16%
Other income	86,781	183,567	(96,786)	-53%
Profit from operations	1,012,573	1,029,072	(16,499)	-2%
Finance cost	(378,314)	(252,389)	(125,925)	50%
Profit before income tax	634,259	776,683	(142,424)	-18%
Income tax expense	(167,190)	(184,623)	17,433	-9%
Profit after tax	467,069	592,060	(124,991)	-21%
PAT %	10%	15%		

Financial Performance- Consolidated

	2021	2020	2019	2018
Net Sales	26,219,656	20,474,842	18,062,107	16,148,468
Cost of sales	(14,028,488)	(10,769,089)	(9,462,243)	(7,817,504)
Gross profit	12,191,168	9,705,753	8,599,864	8,330,964
GP%	46%	47%	48%	52%
Distribution costs	(5,348,136)	(4,417,290)	(4,284,999)	(3,742,496)
Administrative expenses	(1,382,871)	(1,188,766)	(1,103,218)	(1,078,295)
Other operating expenses	(326,467)	(261,841)	(174,994)	(195,407)
Other income	1,353,192	505,957	234,445	156,393
Profit from operations	6,486,886	4,343,813	3,271,098	3,471,159
Finance cost	(1,451,588)	(684,953)	(438,870)	(216,736)
Profit before income tax	5,035,298	3,658,860	2,832,228	3,254,423
Income tax expense	(1,288,450)	(1,110,813)	(566,932)	(537,823)
Profit after tax	3,746,848	2,548,047	2,265,296	2,716,600
PAT %	14%	12%	13%	17%

Financial Performance- Consolidated (1st Quarter)

	2022 (1Q)	2021 (1Q)	Variance	Var%
Net Sales	7,677,861	5,562,484	2,115,377	38%
Cost of sales	(4,272,631)	(3,002,386)	(1,270,245)	42%
Gross profit	3,405,230	2,560,098	845,132	33%
GP%	44%	46%		
Distribution costs	(1,310,738)	(1,015,026)	(295,712)	29%
Administrative expenses	(343,867)	(315,867)	(28,000)	9%
Other operating expenses	(92,536)	(72,497)	(20,039)	28%
Other income	40,829	42,886	(2,057)	-5%
Profit from operations	1,698,918	1,199,594	499,324	42%
Finance cost	(422,603)	(272,479)	(150,124)	55%
Profit before income tax	1,276,315	927,115	349,200	38%
Income tax expense	(371,846)	(278,779)	(93,067)	33%
Profit after tax	904,469	648,336	256,133	40%
PAT %	12%	12%		