

THE SEARLE COMPANY LIMITED
One IBL Centre, 2nd Floor,
Plot # 1, Block 7 & 8, D.M.C.H.S.,
Tipu Sultan Road. Off Shahra-e-Faisal,
Karachi Postal Code-75350
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Tel: (92-21) 371 70 200, 370 70 201
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Karachi-Plant
F-319, S.I.T.E., Karachi
Tel: 32578001 (7 lines)
Fax: (92-21) 32564667

Lahore-Plant
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Tel: (92-42) 36169990, 36169992
Fax: (92-42) 35380040

Dated: November 30, 2022

Ref: C/PSX/CBS/20221130-

**The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi - 74000**

SEARLE

Dear Sir,

CORPORATE BRIEFING SESSION

This is to inform you that Corporate Briefing Session of The Searle Company Limited is scheduled to be held on Wednesday, December 07, 2022, at 05:00 p.m. through video conferencing on zoom to brief the investors/analysts about current Financial Performance and Future Outlook of the Company. The flyer and Presentation for Corporate Briefing Session 2022 are attached herewith.

We would appreciate your assistance in communicating this information to market participants/TRE certificate holders of the Exchange.

Thanking you.

Yours truly,



**Zubair Razzak Palwala
Director & Company Secretary**

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CORPORATE BRIEFING SESSION

You are cordially invited to the corporate briefing session of The Searle Company Limited

Venue:
Zoom Meeting

Date:
Wednesday, 07th Dec, 2022

Time:
05:00 – 06:00 PM

For Joining:

Meeting ID: 851 4491 8506

Passcode: 861571

[https://us02web.zoom.us/j/85144918506?
pwd=ZFZ2LzFZbWhKMkFZdldFQ1ljaFZ6Zz09](https://us02web.zoom.us/j/85144918506?pwd=ZFZ2LzFZbWhKMkFZdldFQ1ljaFZ6Zz09)

For any query, please contact

Ms. Sadia Ashraf

(Manager Corporate Compliance)

The Searle Company Limited

info@searlecompany.com

021 – 37170200 – 201



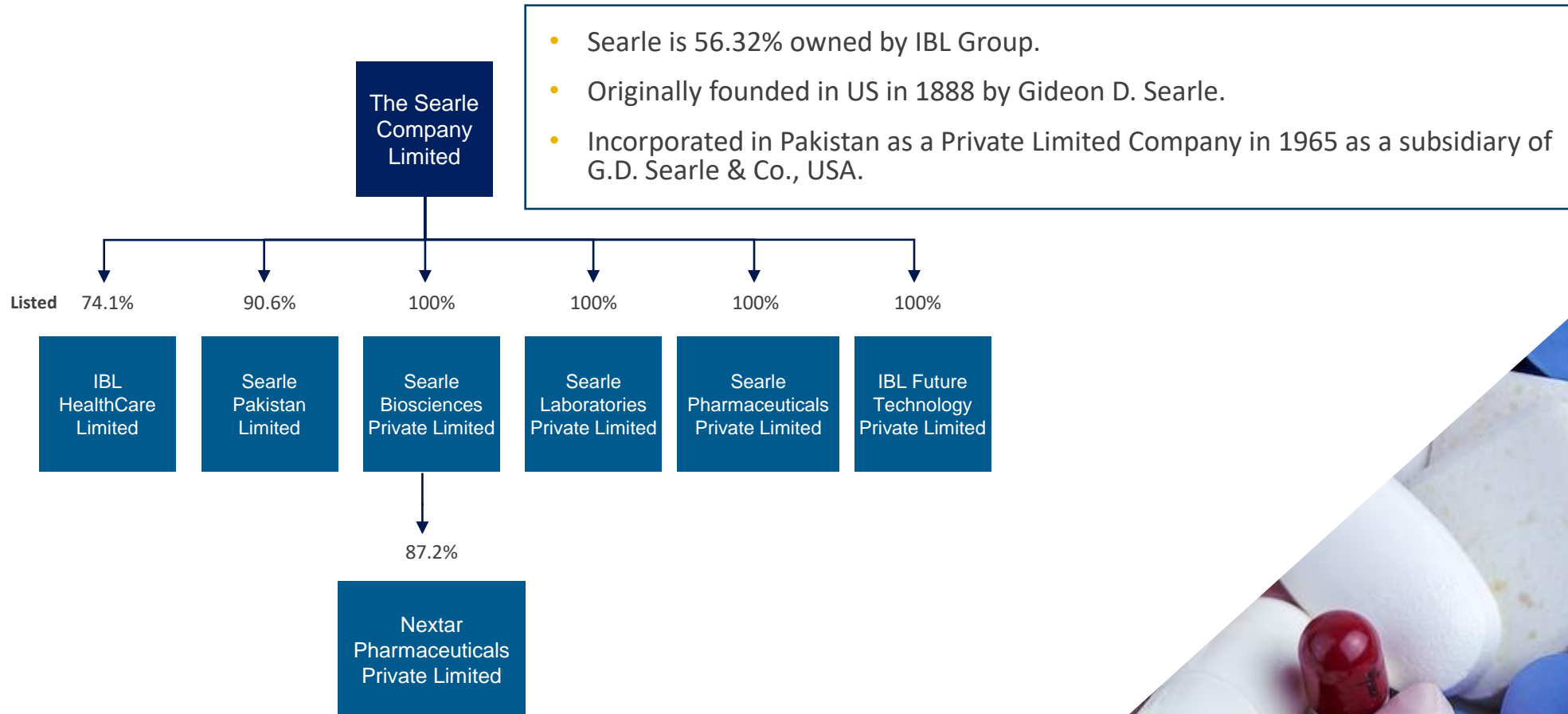
The Searle Company Limited

Corporate briefing 2022



SEARLE

Subsidiaries of Searle



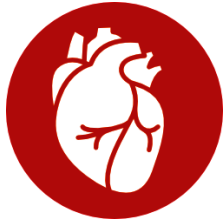
Our Footprints

SEARLE

EXCELLENCE IN COMMERCIAL OPERATIONS

No.

1



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

ND

2



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



Billion Rupee Club

6

Brands

No.

2



- i. Pulmonology
- ii. Neurology and Pediatrics

Everyday

>539,000



Prescriptions are prescribed by Doctors



500 Million Plus Club

8

Brands

No.

3



- Anti-Infectives

A Passionate Team of



2,450

Medical Sales Professionals Serving the Nation



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.



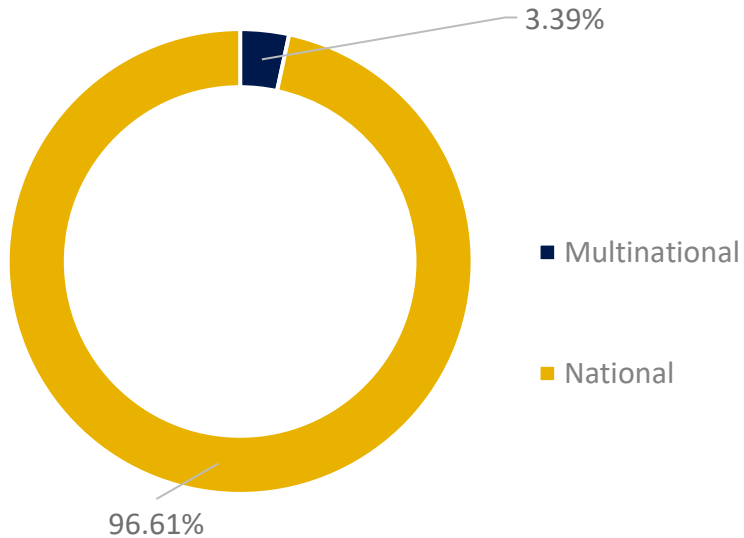
Searle won Asia's Best Performing Companies 2021, category of Asia Corporate Excellence & Sustainability Awards.



Pharmaceutical Industry

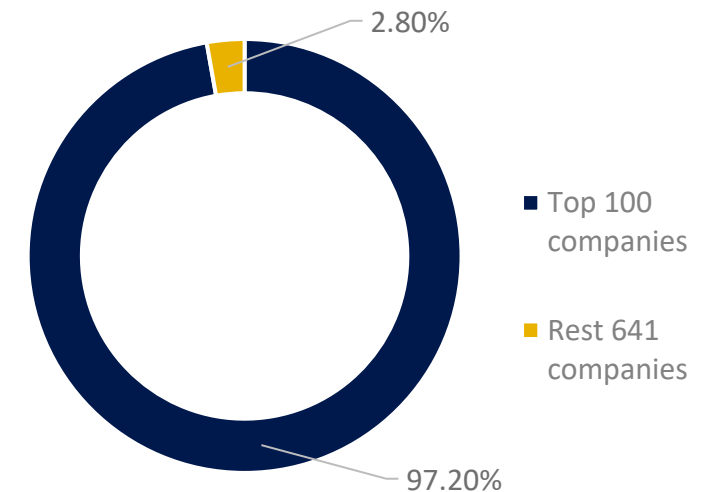
The pharmaceutical sector recorded revenue of PKR 678bn (USD 3.5 bn) in last 12 months with YoY growth of 15.29% (against PKR 588bn in last year).

Market share of Multinational & National



No. of Companies	
Multinational	26
National	741

Market share of Top 100 companies



Our Product Portfolio

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

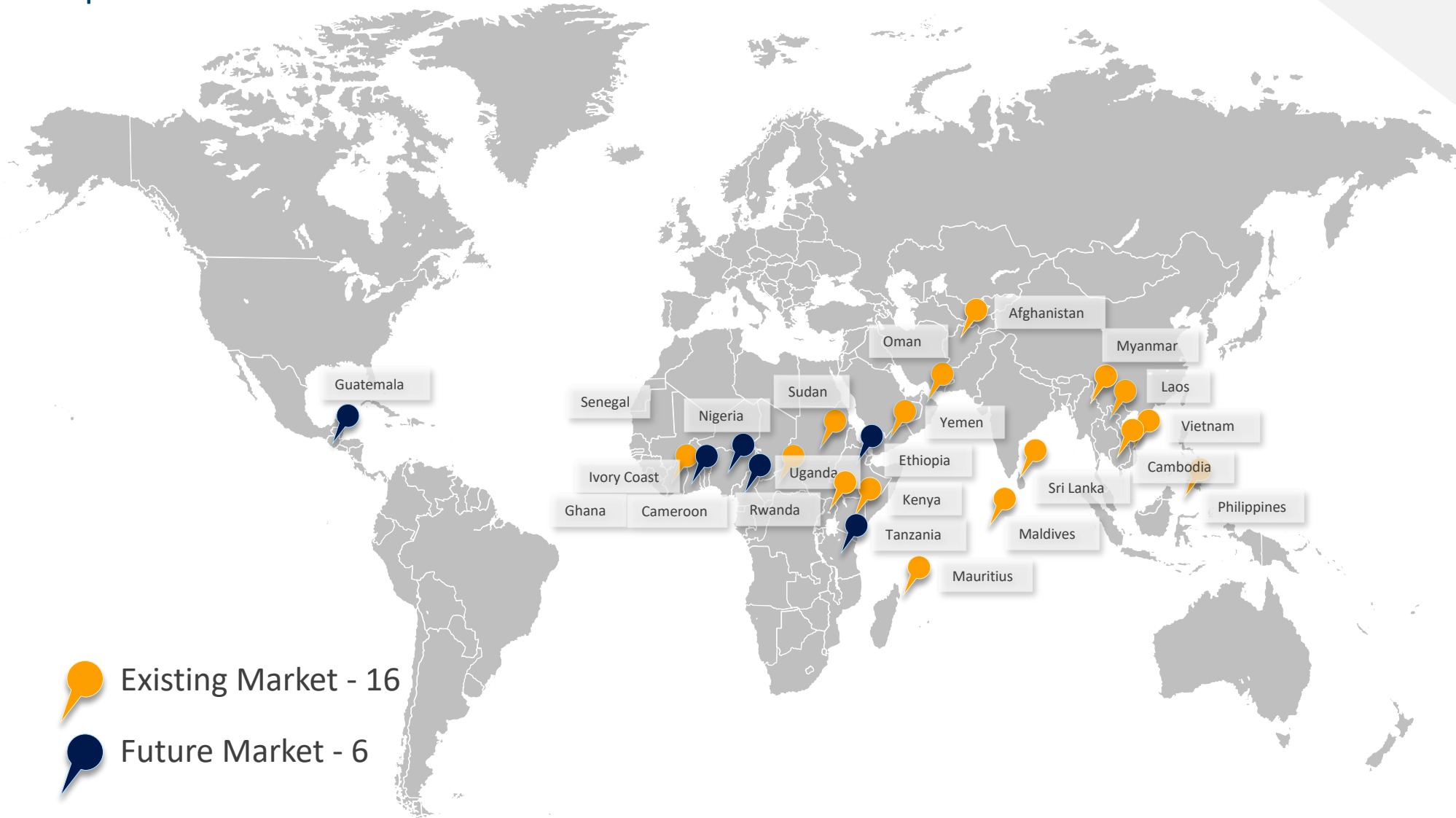
TRUST OF OUR AFFILIATORS



Our Presence

Export contributes 10% to our revenue

SEARLE



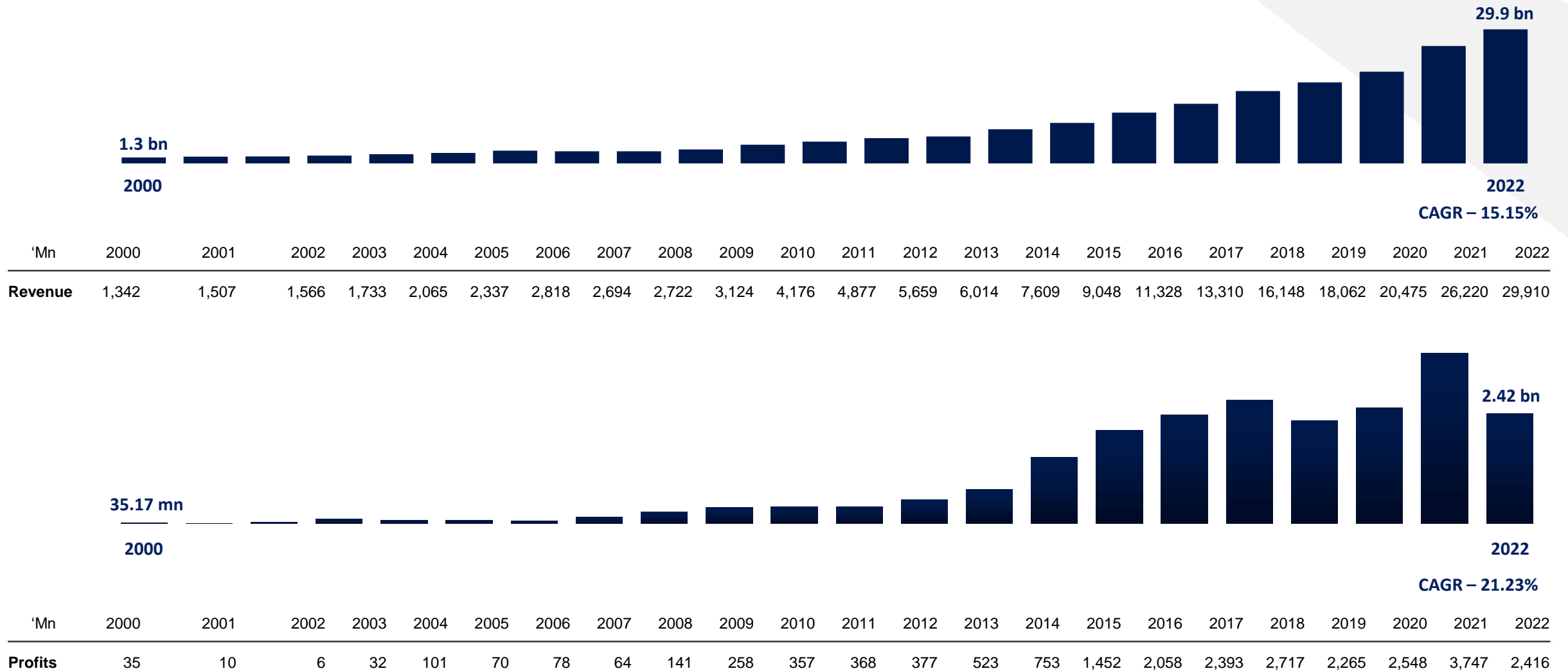
Industry Rankings

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

2022 – VOLUME IMS MAT SEP		Market Share%	Growth %
GSK	367,871,446	6.32	4.97
SEARLE	231,573,000	6.18	11.26
ABBOTT	228,644,531	5.98	11.56
SAMI	204,322,218	5.96	8.93
GSK CH	148,370,169	5.67	9.04
GETZ	147,177,252	3.94	8.22
MARTIN DOW	130,755,136	3.42	0.44
BARRETT HODGSON	109,530,390	3.30	18.77
ATCO	107,361,635	3.07	8.64
BOSCH	101,393,024	2.76	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



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 Collaboration

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



- IBA Karachi- established the Rashid Abdulla Consumer Neuroscience Lab



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



- 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