



THE UNIQUE GROWTH STORY



Today's Memoir





THE GLOBAL M&A

Sun Pharma – Post Acquisition

- Largest pharmaceutical company in India
- 5th largest in the world
- #1 in share of prescriptions in 13 specialty segments
- Access to US generics market

Pfizer - Post Acquisition

- Biggest acquisition in the pharmaceutical industry and the second biggest acquisition in the history of corporate America
- Largest pharmaceutical company in the world
- Estimated Revenue to Increase by 50%



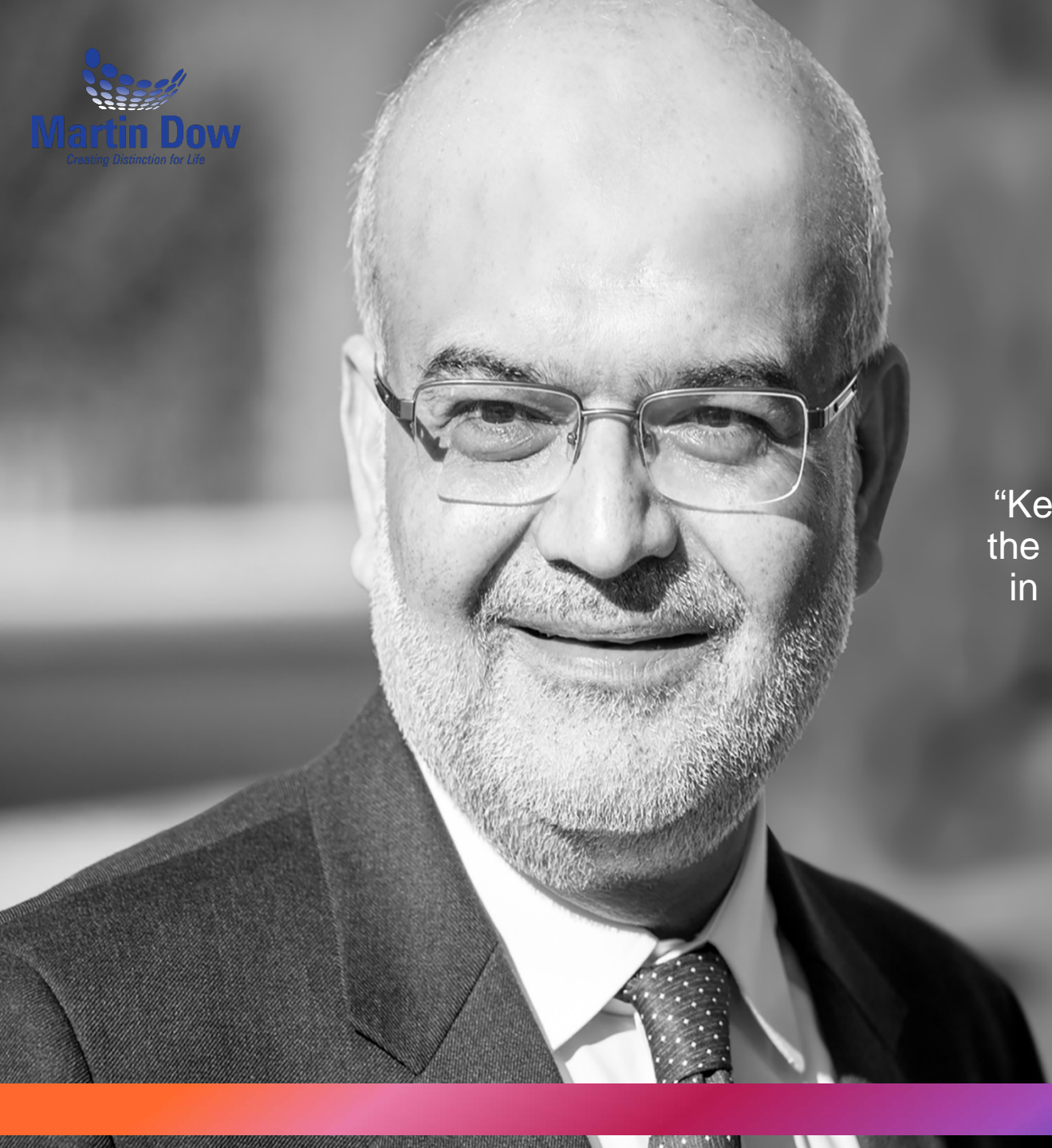
THE UNIQUE GROWTH STORY BEGINS...

VISION

To continue the legacy of ensuring sustainable growth and creating impact in the lives touched, thereby, becoming the market leader in the pharmaceutical industry



We aggressively followed the vision that was built on sustainable growth, venturing into new therapeutic areas, acquiring higher standards of technology, quality and people



“Keeping all risks & challenges in mind M. Jawed Akhai the Founding Chairman, envisioned a prosperous future in Pakistan’s Healthcare sector. His dire commitment, continuous pooling in of high-quality resources and focus on taking Pakistan across borders resulted in unstoppable growth trajectory of the Martin Dow Group”

ENVISIONED TO LEAD

Martin Dow Acquires the Leaders of the Industry



- Largest acquisition in the Pakistan pharma industry where a 300Mn Company bought a 3Bn MNC
- Acquisition of industrial assets
- Acquisition of leading brands
- Licensing rights
- The shift of business ranking from 68 to 17

- German company with manufacturing plants in Karachi and Quetta
- Business value of 9Bn
- Acquisition of state-of-the-art manufacturing facilities
- Acquisition of leading brands
- Licensing rights

Today we are...

The 6th largest group in Pakistan's Pharma Industry with annual revenue of Rs. 18.3 BN *

*IMS MAT October 2019



Today we ...

**employ over 3,500 employees.
None of the employees were laid off
because of the acquisitions**



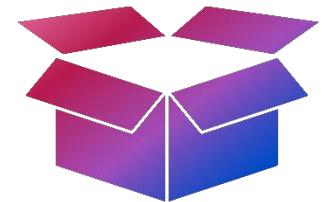
Today we ...

**own 4 state-of-the-art manufacturing facilities in
Pakistan, situated in the hubs of 3 provinces**



Today we are...

**The Market leader in molecular category
with 40 brands**



Today we are...

Market leader in 13 Therapeutic Classes



Today we have...

**Over 200,000 prescriptions written for
our brands**



Today...

**Every 23rd prescription in Pakistan is
our prescription**



This Journey was not easy...

But with the **RIGHT** strategy, we overcame the challenges



OUR SUCCESS MODEL

Sustainable
Growth of
Brand Portfolio

Unprecedented
Expansion of
Customer Base

Effective
Integration of
Diversified
Cultures

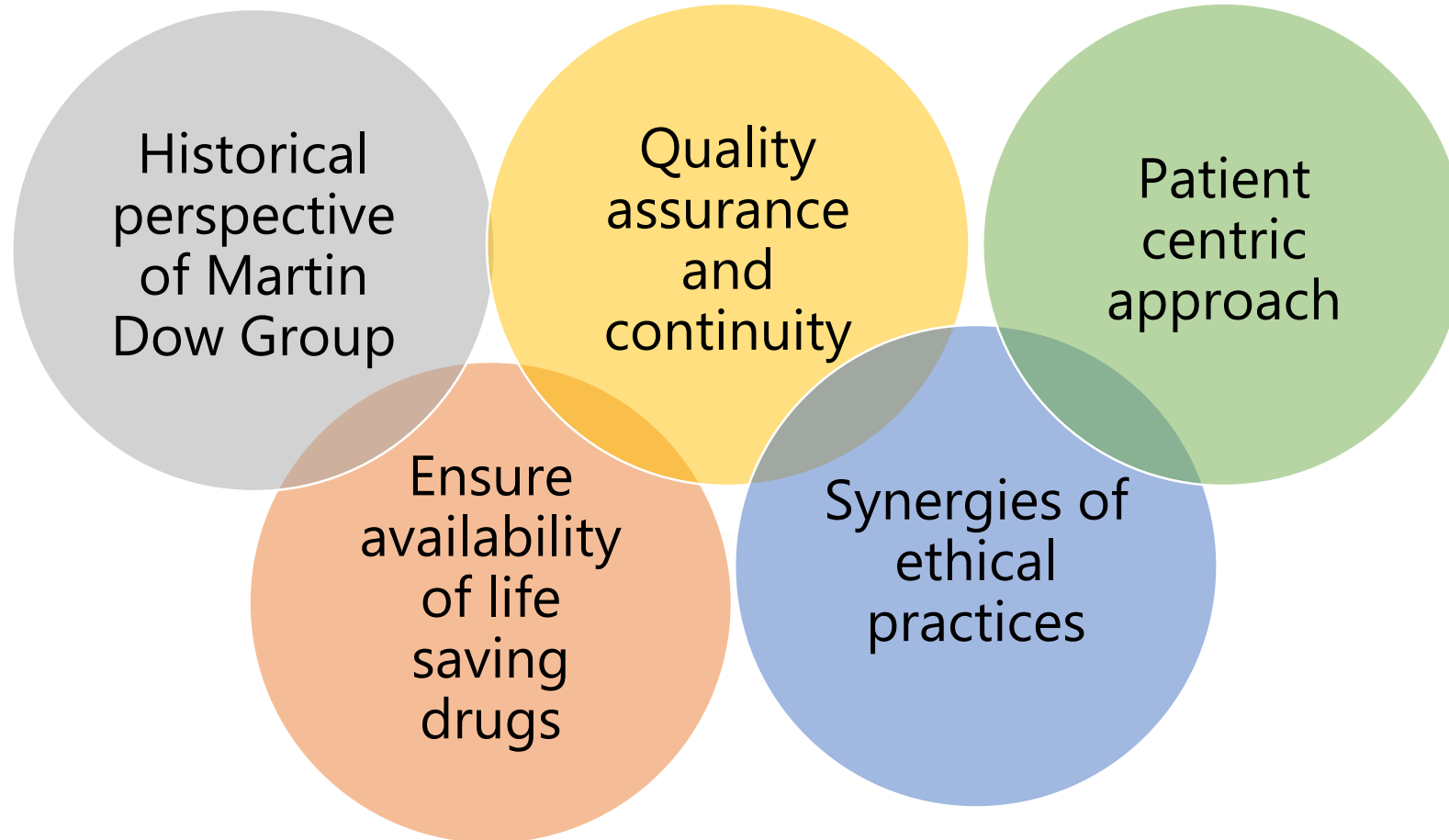
Seamless
Amalgamation
of International
Technology &
Brands with our
Local
Commercial
Expertise

**Talent
Retention &
Development**

Strengthening
Financial
Position

Upgradation to
state-of-the-art
Technology &
Quality Standards

Why our Business Partners selected us?



Our M&A strategy based on two fundamental areas:

Generating sustainable growth

Long-term relationship building and value creation



GROWING BEYOND BORDERS...

Achieving a **STRONGHOLD** position in the domestic economy, we are now aiming to imprint our success **CROSS BORDERS** too





**Acquisition
of a Pharmaceutical plant
formerly Bristol-Myers Squibb**




Martin Dow
Creating Distinction for Life

**Acquisition
of a Nutraceutical
plant**



Martin Dow Pharmaceuticals

Meymac - Jeudi 16 Mars 2017



*M. François HOLLANDE,
Président de la République,
a inauguré le site de
Martin Dow Pharmaceuticals
à Meymac, le 16 Mars 2017*

—

*François HOLLANDE,
President of the Republic,
inaugurated the site of
Martin Dow Pharmaceuticals
in Meymac, on March 16th, 2017*



THE RIGHT STRATEGIC FIT

Presence in
Europe

Access to EU, the
second largest
Pharmaceutical
market of the
world with value
of \$178 billion

Easy gateway to
USA, China,
Middle East and
the Rest of the
World

Exploring new
avenues in
Nutraceuticals/
Health
Supplements

Access to
state-of-the-art
Resources and
International
Technologies

INTERNATIONAL MILESTONES

- Represent **20** leading French companies as their manufacturing partner
- Upgraded manufacturing facility to comply with European and other **international standards**
- From **10 to 100** employees in 3 years
- Launched **Soft Gel** manufacturing sector section in our manufacturing facility
- Catering to **80%** requirement of French market for Prednisolone (Pharma product)
- Successfully passed **audit** of our business partners and regulatory body



GROWTH STRATEGY

- Developing our own Product Portfolio for European and other developed markets of the world
- Expansion to niche technologies such as Hormones, Injectable and Oncology
- Expand our reach as CMO for other European countries
- Set up formulation research and development capabilities



With 24 years of uninterrupted legacy, Martin Dow Group has bagged many milestones, yet the journey has just begun. With our vision of becoming the market leader in the pharmaceutical industry, there is a long way to go

A man with glasses, wearing a dark suit, white shirt, and a red patterned tie, stands at a white podium. He is looking towards the camera. The background is a blurred blue wall with the text "WORLD ECONOMIC FORUM" visible. A semi-transparent blue box is overlaid on the left side of the image, containing a quote and the man's name and title.

“Take a
decision and
make it RIGHT”

- M. Jawed Akhai

Founding Chairman MARTIN DOW GROUP