

# Corporate Presentation

## Macter International Limited





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Beautiful Pakistan

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Macter International Ltd.



## Facts About Pakistan

Pakistan has the World's Largest Salt Mine:

**Khewra salt mine** has proven reserves of 300 million tons. This reserve could not be consumed in 600 years even at the rate of 5 lac tons production per annually.





## Facts About Pakistan

Pakistan has the World's 2nd Largest Coal Reserve:

**Thar Coal** Reserve are around 850 trillion cubic feet which are equal 400 Billion barrels of oil equal to the oil. coal reserves equal 618 billion barrels of oil.

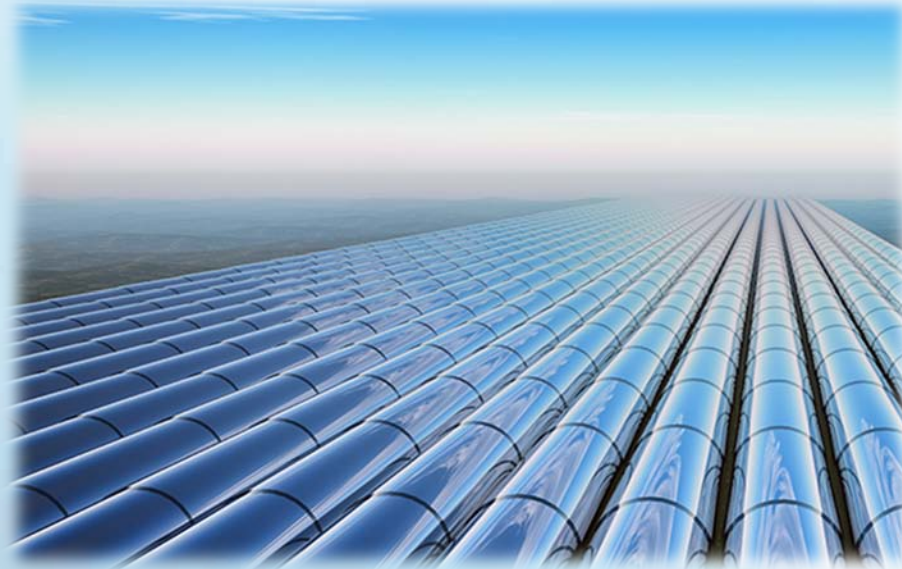




## Facts About Pakistan

Pakistan has the World's 3rd Largest Gas Reserves::

Pakistan with **gas reserves** of 28tcf (current reserves 32.8tcf) So far about 52.7 TCF of gas reserves have been discovered of which ... In view of large indigenous reserves.





## Facts About Pakistan

- Pakistan is the World's 4th Largest Cotton Producer.
- Pakistan has the World's 5th largest Copper & Gold Reserves.
- Pakistan has the World's 5th largest Army.
- Pakistan is the World's 5th largest milk producer.
- Pakistan is the World's 7th Nuclear Power.
- Pakistan is the World's 11th largest wheat producer.
- Pakistan is the World's 12th largest rice producer.



# Beautiful Pakistan





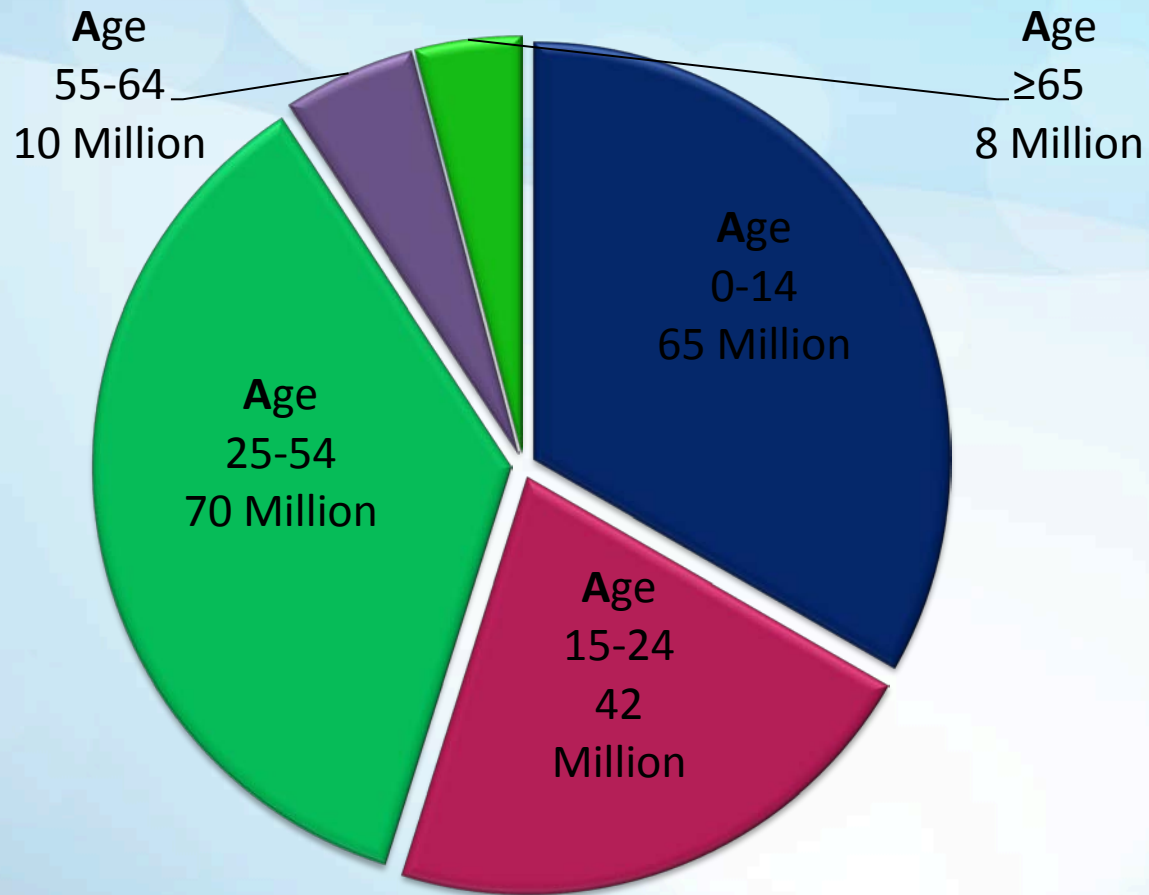
## Demographic Data

- Area : 796,095 sq. km
- Population : Over 200 million
- Population Growth Rate : 1.67%
- GDP Growth rate : 4.17%
- Per Capita Income (PPP) : 2900 USD
- Currency : Pak Rupee
- Language : Urdu (National Language)  
: English (Official)





# Population Overview





# Demographic Data

## Public Sector

Hospitals : 920

Dispensaries : 4,600

Basic Health Units : 5,300

Maternity & Child Health Centers : 906

Rural Health Centers : 552

T B Centers : 289

Hospital beds : 99,908

## Private Sector

Hospitals : 1,000

Clinics : 38,000

Beds : 30,000

Pharmacies : 43,000



# Health Care Facilities





## Health Care Facilities

Primary care centers are available at district level but tertiary care centres are available only in selected major cities

Private hospitals have state-of-the-art facilities, but these are only accessible to an affording segment of population

Limited national or public reimbursement policy, private health insurance provide incomplete coverage

Employees (& families) of state-run institutions & some large private corporations are covered to varying degrees



# Market Overview

**Pakistan is ranked # 5 in volume (standard units) and # 09 by value in Asia Pacific region**

**Total sales in 2014, PKR 247billion (IMS)**

**Growth over last year rate in 2014, 12%**

**National companies contribute 60% of Industry sales**



**Macter International Limited**





## Company Profile

We are amongst the Top 20 National Pharmaceutical companies of Pakistan.

We are Public Limited Company and has a successful 32 years track record in the manufacturing of pharma formulations.

We are amongst the top 5 manufacturers of the country by volume.



## Company Profile

We are the largest contract manufacturer of the country.

Macter's contract manufacturing clients include a number of blue chips multinationals.

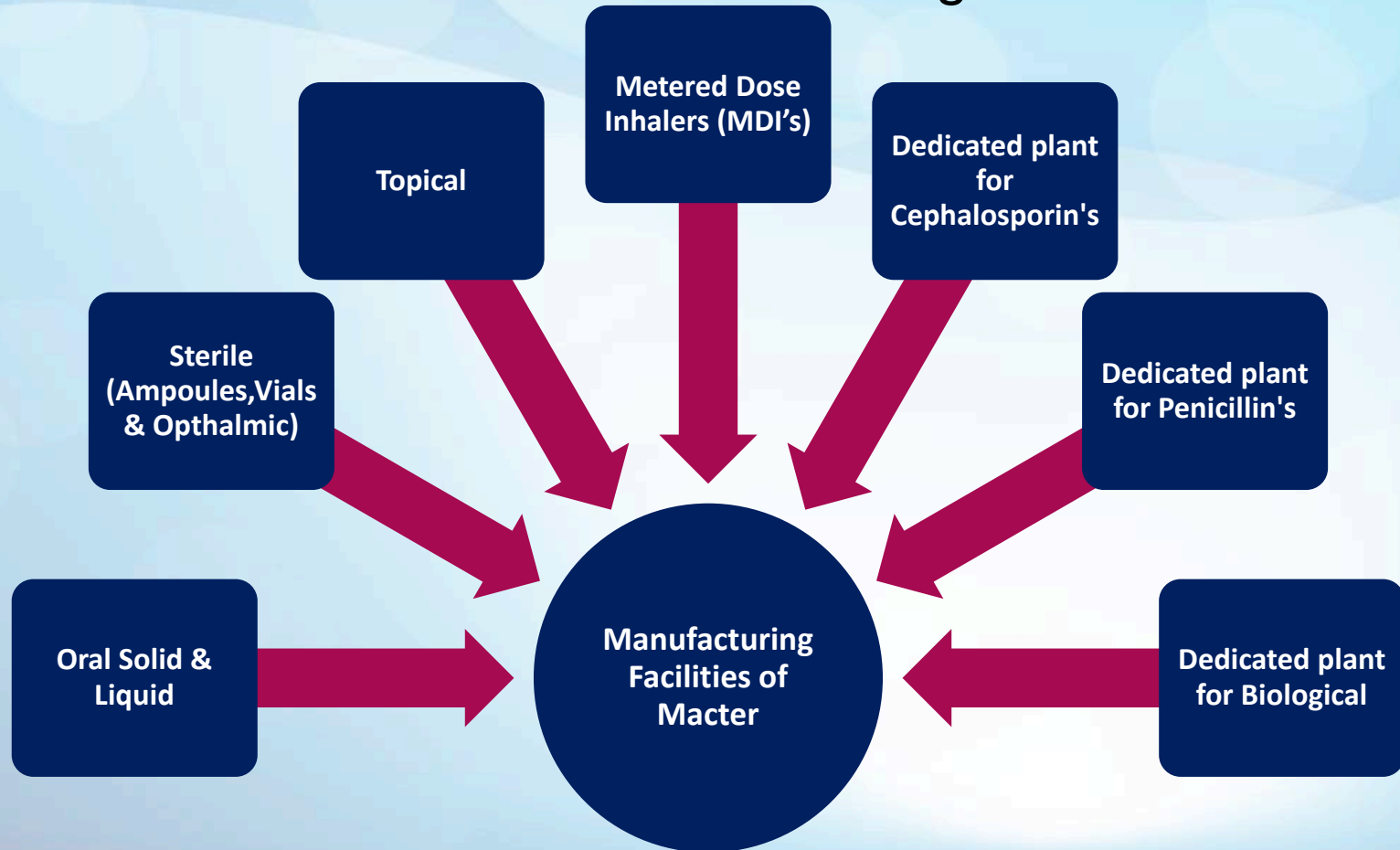






# Manufacturing at Macter

We have the most advanced manufacturing facilities which includes





## Macter Milestones

We are the only company in Pakistan having the dedicated CFC Free MDI facility.

We are the only company in Pakistan having the facility for the lyophiization of protein.

We are the top trusted partner of multinational for the manufacturing of multinational products.

Macter sales highest number of antibiotic injectable in Institutions

Out of 450 manufacturing units in the country only 5 have dedicated Biotech facility & we are one of them.



ENTERING INTO A NEW ERA



PAKISTAN'S 1<sup>ST</sup>  
Manufacturing Plant for Lyophilized  
BIOLOGICAL (rDNA) PRODUCTS

OUR CORE PHILOSOPHIES OF HONESTY, INTEGRITY AND COMMITMENT  
TO OUR NATION MAKE MACTER AN EMBLEM OF CONFIDENCE



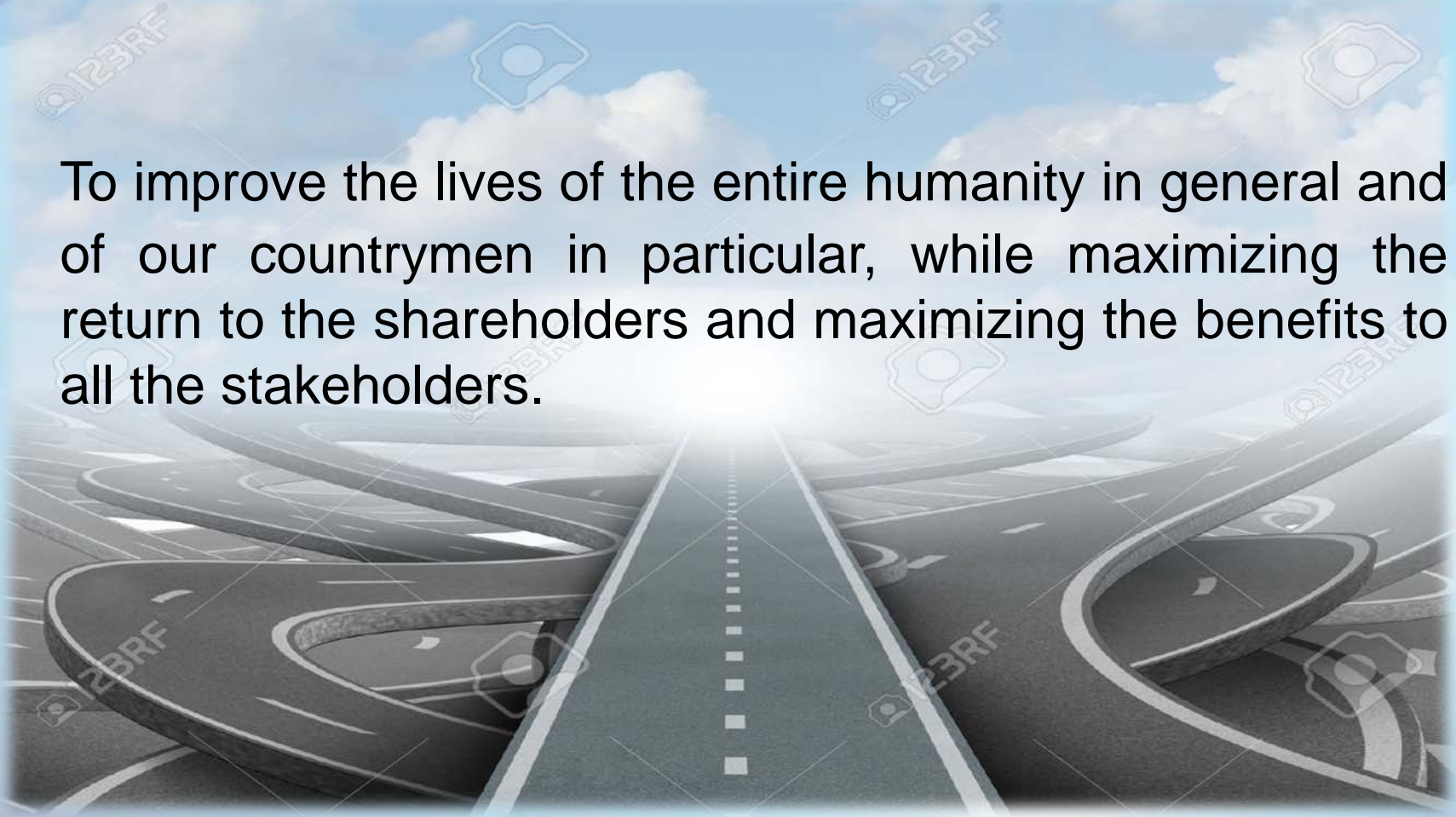
AMONGST THE LEADING PHARMACEUTICAL COMPANIES OF PAKISTAN  
LARGEST CONTRACT MANUFACTURER FOR MNCs





## Vision

To improve the lives of the entire humanity in general and of our countrymen in particular, while maximizing the return to the shareholders and maximizing the benefits to all the stakeholders.





## Mission

To be amongst top pharmaceutical manufacturers in Pakistan by providing innovative, high quality and affordable healthcare solutions, winning the trust of our national and international clients and serve the humanity at large.





# Focus Segment



Pediatrics



Pulmonology



Gastroenterology &  
Hepatology



## Focus Segment



Rheumatology &  
Orthopedics



Cardiology



Diabetics &  
Endocrinology

# Leading Brands





# Leading Brands



# Leading Brands



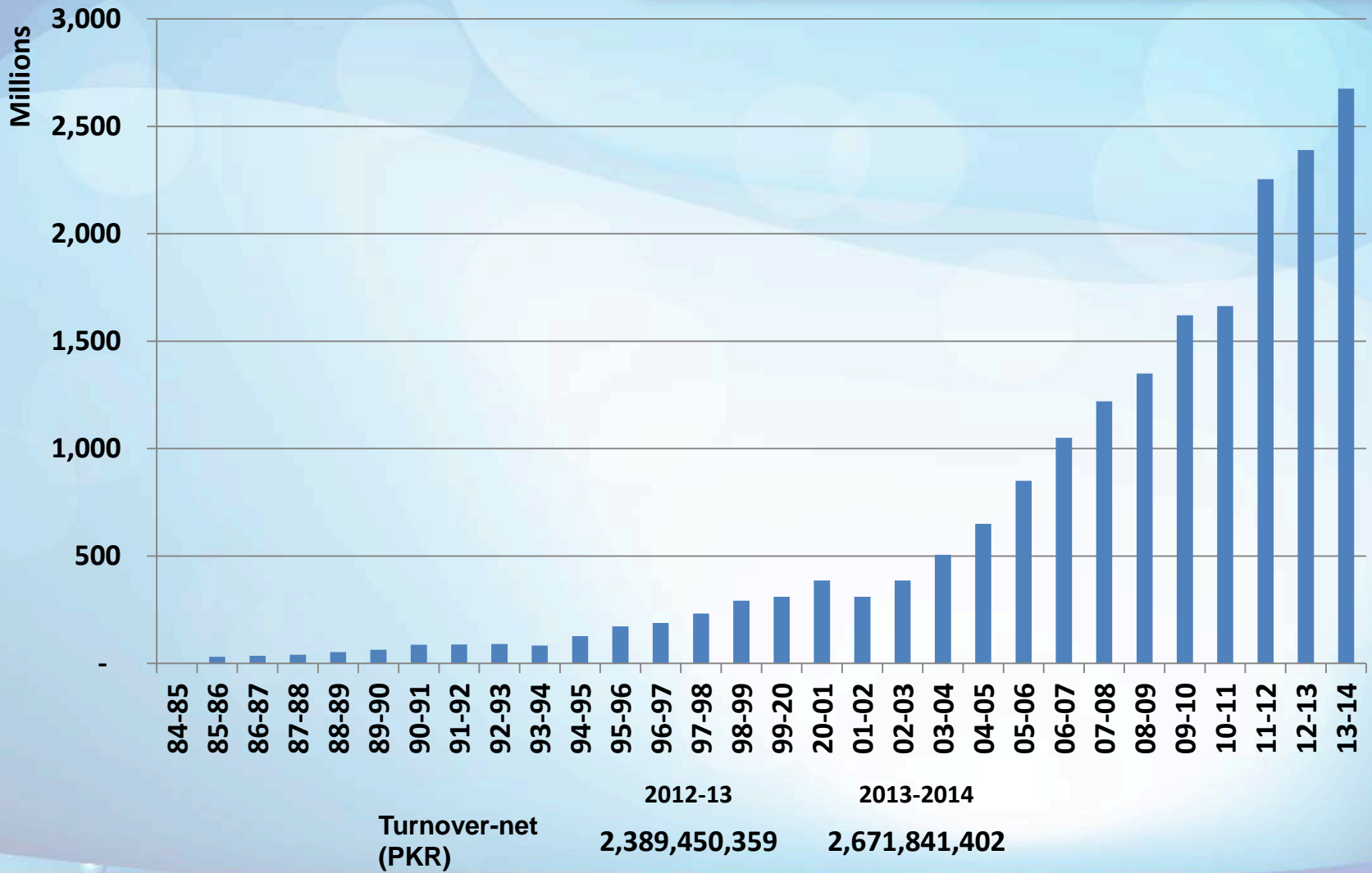


# Upcoming Launch





# Sales Trend



# Distribution Network

Nation-wide Distribution Network.  
Covering all potential chemists,  
through a customer oriented supply  
system.

136 Distributors and outlets  
(commercial 50, Institutional 21 and  
specialty 65).

Coverage of chemists across Pakistan  
is around 28,000.





## Call Tracking System from Doctors' chamber... to the Head Office

Live call tracking system based on text messages provides:

- Real time call management capability across the hierarchy.
- Efficient and effective utilization of calls and promotional inputs.





# Sales Analysis

Linked with distributors across the country to provide daily sales and stock position.

Reporting hierarchy from Company down to chemist-level SKU sales.

Customized and special reporting for micro analysis of sales variations





# Macter Facility view



**Fully Automated Vial Filling Machine**





# Macter Facility view





# Macter Facility view



**Vial Filling**



# Macter Facility view



**Vial Sterilizing tunnel**



# Macter Facility view



**Auto-Cartoning**



# Macter Facility view



**Dispensing of Biotech Material**



# Macter Facility view



**Automated Vial Washing**



# Macter Facility view



**Vial Filling**



# Our Valuable Partners







**Thank You**

