

BECAUSE DISEASE KNOWS NO BOUNDARIES...
OUR COMMITMENT IS WORLDWIDE

A pair of hands, one on the left and one on the right, are shown from the wrist up, holding a glowing, stylized world map. The map is composed of bright yellow and orange outlines of continents, set against a dark blue background. The map is surrounded by a network of glowing white lines and small, bright white stars, suggesting a global network or communication. The hands are positioned as if they are presenting or supporting the map.

The success of the Pharmaceutical industry in Pakistan

Dr. Shahzad Khan

Director Marketing and Sales

Getz Pharma



Getz Pharma is a Research Driven,
Branded Generic, Manufacturing
Pharmaceutical company with a Global outlook.



Getz Pharma is the 3rd largest pharmaceutical company of Pakistan. It is the largest importer, the largest payer, largest employer and the largest investor in the pharmaceutical sector of Pakistan.

An Adverse business & manufacturing environment



Govt. Policy

Lack of Institutionalization at DRAP

Lack and delay of consensus pricing policy

Lack of global harmonization

Lack of human resources

The total pharmaceutical market of Pakistan is **US \$ 2.47 Billion** and is **growing by 10.5%**.

There are a **total** of **680** pharmaceutical organizations and over **400** pharmaceutical manufacturing units.

The pharmaceutical industry caters to and fulfills **90% requirements of the country**.

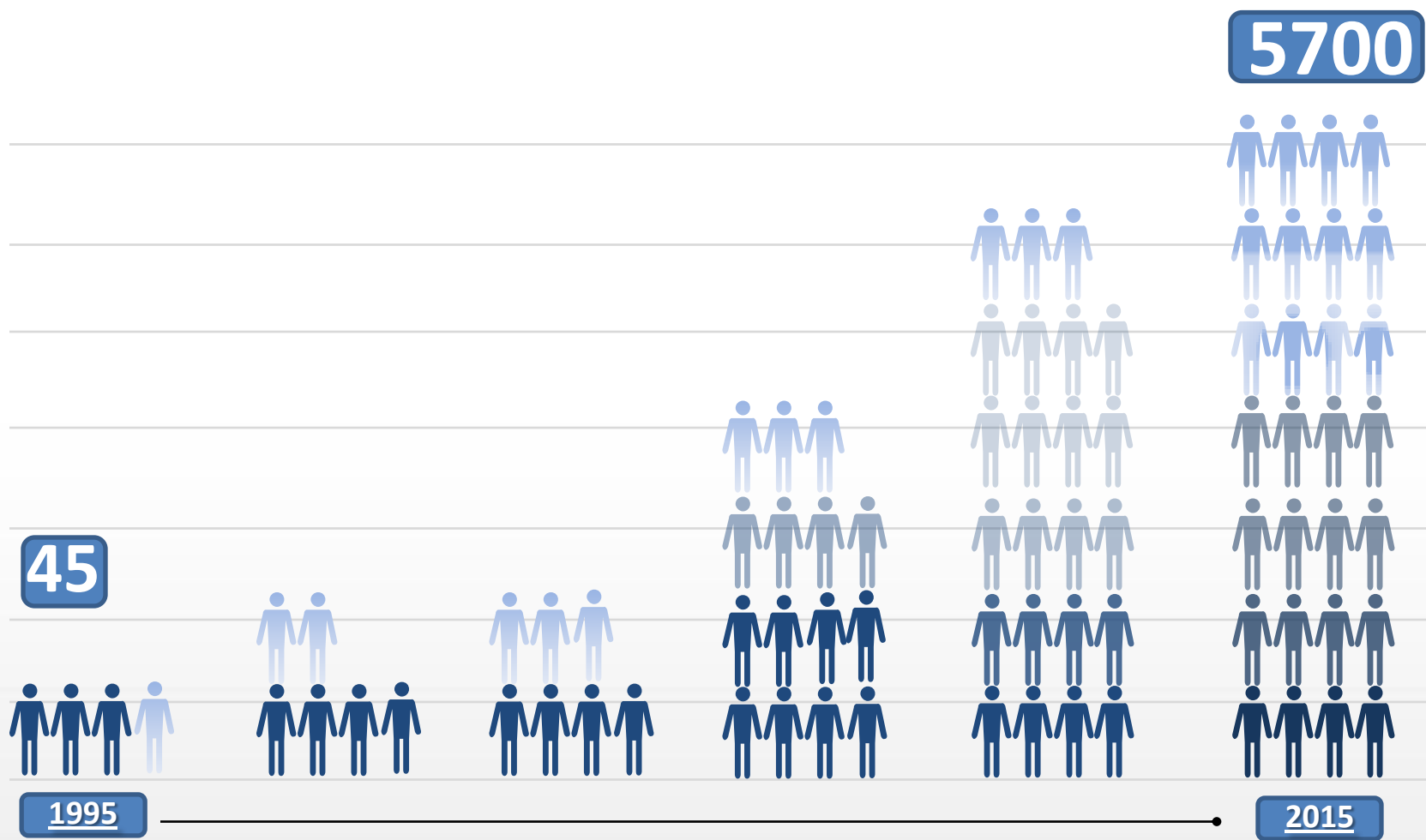
Currently the total pharmaceutical exports from Pakistan are **USD 200 million and 80 million (40%) are from one organization Getz Pharma**.



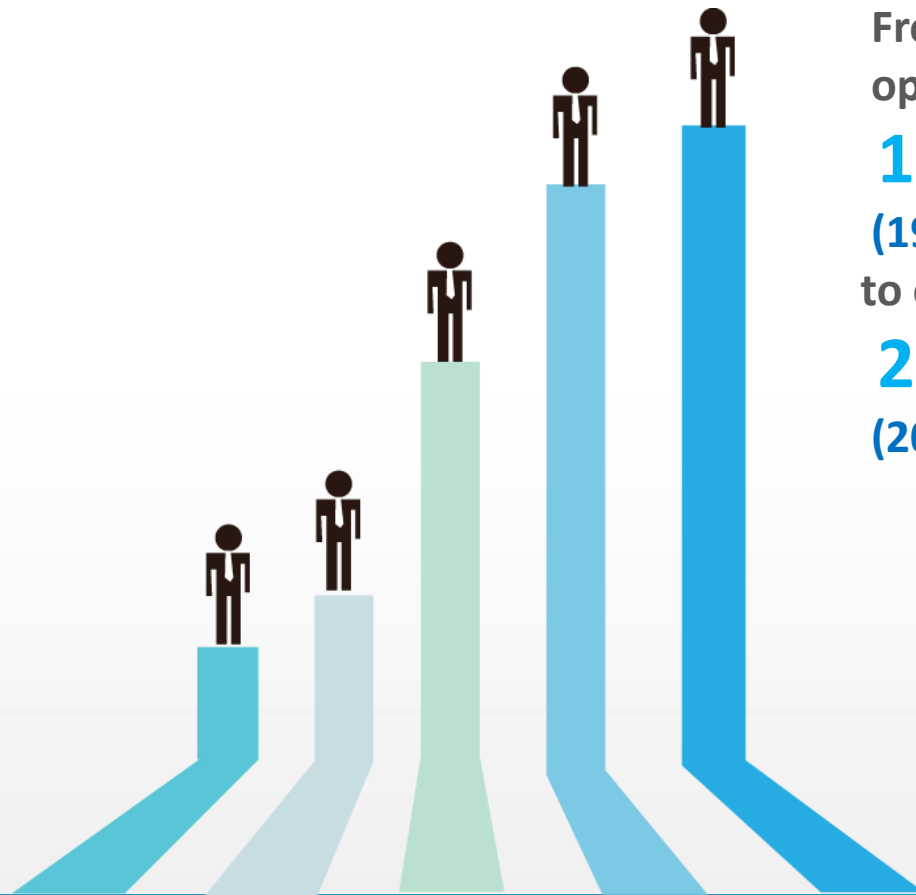
Our Achievement distinguishes us



Getz Pharma employee strength



Getz Pharma Operations

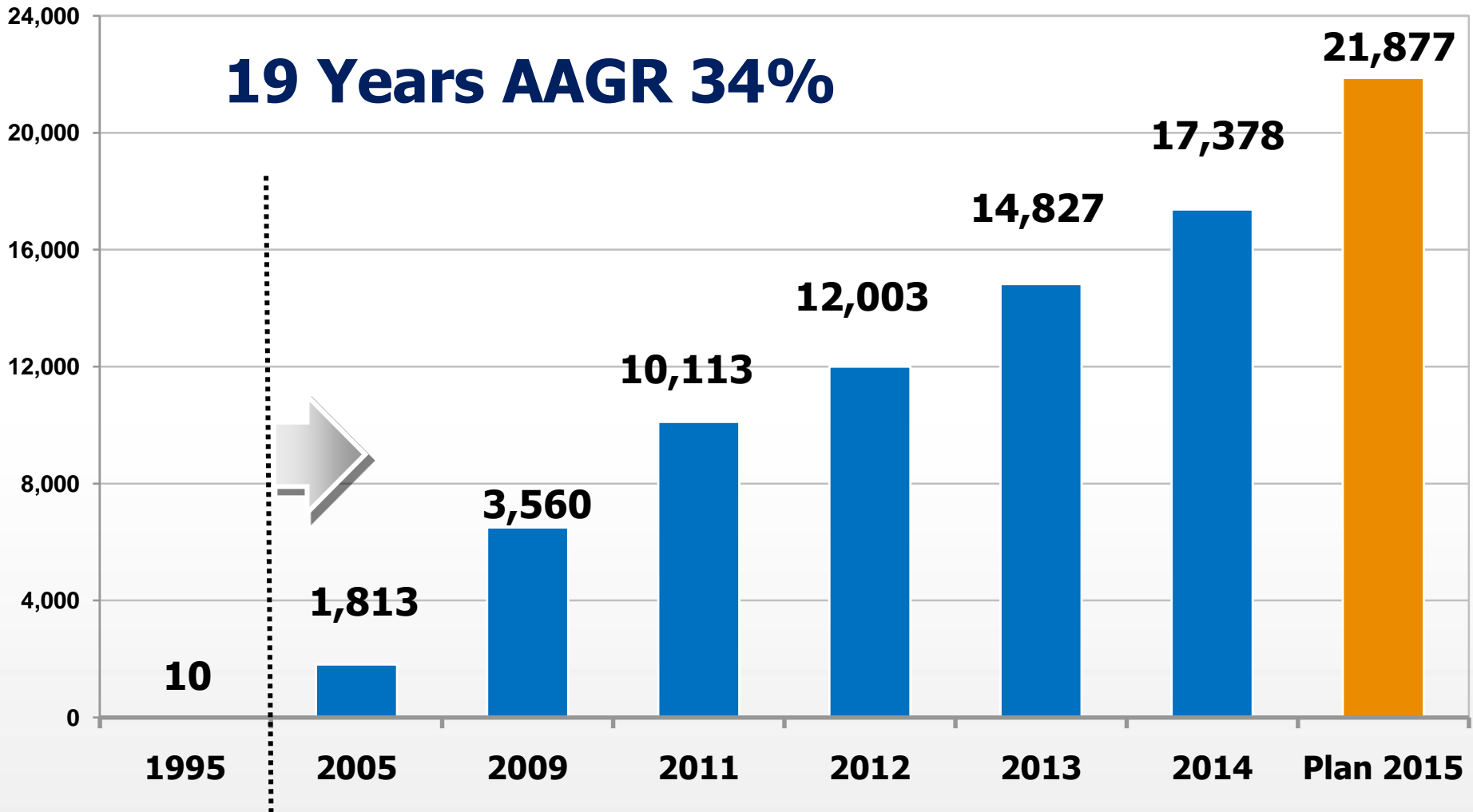


From
operations in
1 country
(1995)

to operations in over
22 countries
(2015)

Revenues 19 Year journey of creating value through our brands

Sales in PKR Million



Getz Pharma brands

From

4 brands

(1995)

to more than

542 brands

(2015)

Globally



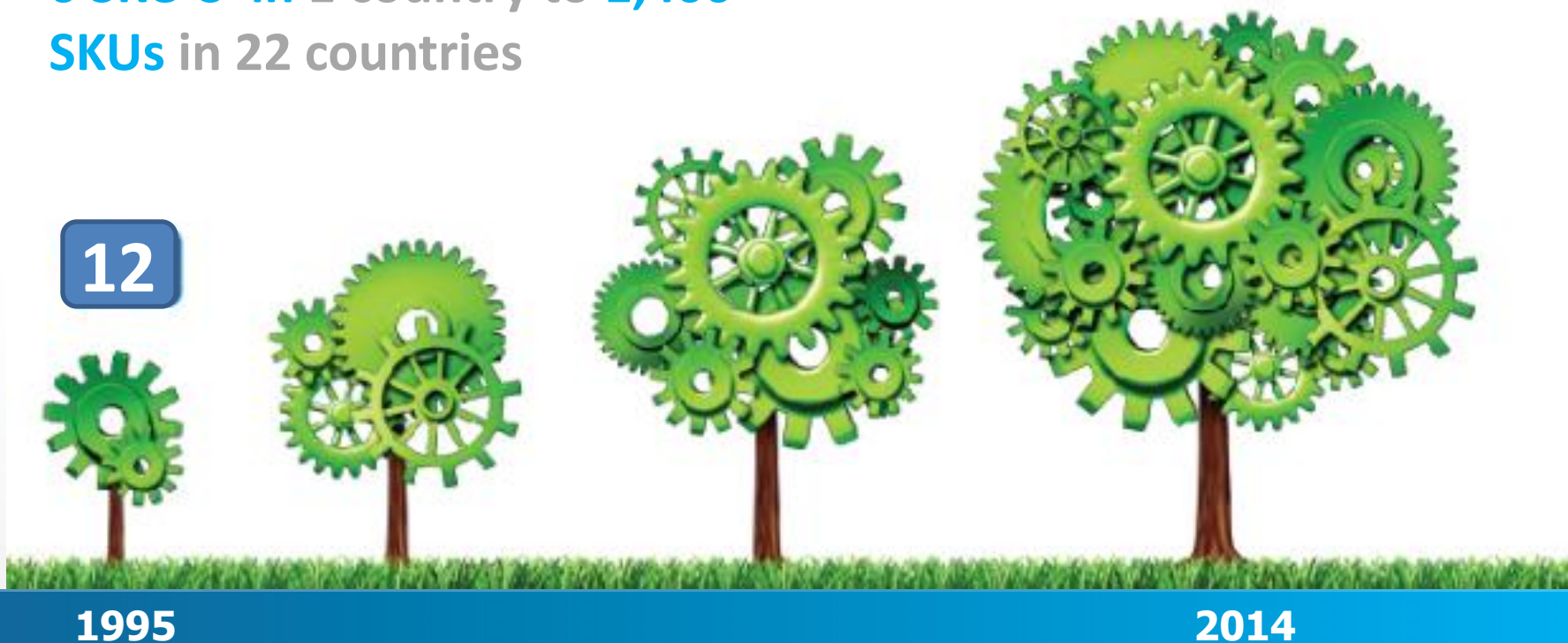
Our Brand SKUs

From

6 SKU'S in 1 country to **1,400**
SKUs in 22 countries

1,400

12



Market Leadership



Getz Pharma operates in **over 22 countries**,
with a strong presence in **Asia, Central Asia, South East Asia and Africa.**



Our 'X' factor

In addition to our mission, values and guiding principles

Unlike competition, our focus has always been on our vision from day one and we have continuously raised the bar

Our belief that regardless of size, industry and nationality, the future of an organization is determined by its vision, leadership and a culture that reinforces the core values of the company

To achieve our vision:

Re - investing

» We are continuously ~~investing~~ in
state-of-the-art technology, systems, people and facilities

Re-investing in people



Training Hours at Getz Pharma

In 2014 we have provided **141862.7**
hours of need based training to
Getz Pharma employees!

The best for our people

*In-House Fitness and Medical
Center for Employees
Cafeteria Facility*



In-House Fitness Club



In-House Medical Center



In-House Medical Care



State of the art kitchen equipment



Hygienic Kitchens and skilled chefs



In-House Cafeteria

Re-investing in Processes and facilities

SAP ERP at Getz Pharma

Implemented SAP ERP, the world's best Enterprise Resource Planning Software

Region's First Implementation of SAP Flexframe Technology

Fastest SAP Implementation in the Region using A-SAP Accelerated Implementation Program

Getz Pharma – Investments in Manufacturing Infrastructure

Invested **Rs. 5 billion (US\$ 65 million)** in the past **three years**

- ★ Dedicated biotechnology plant
 - ★ New injectable facility
 - ★ Segregated Penicillin facility
- ★ Warehouse and offices
 - ★ New facility for oral suspensions



Getz Pharma's latest manufacturing facility

Getz Pharma's Quality Control Laboratory is pre-qualified and certified by the World Health Organization (WHO) – The **only one** in Pakistan, **2nd** in the Eastern Mediterranean region and one of **33** in the world.



Pre-qualified Quality Control Laboratory

Getz Pharma is the **first** and **only** manufacturing company in Pakistan and amongst few in the region to be certified by **PIC/s**.

Pharmaceutical Inspection Convention (PIC/s) was founded in October 1970 by European Federation of Trade Association (EFTA) to certify Pharmaceutical manufacturing Plants.

There are **46** highly regulated agencies in developed countries which include USFDA, Health Canada, TGA of Australia, European countries, Singapore, Malaysia, Russia, Ukraine, South Africa.



Astola Project -3D drawing

Astola project - 2018

The **largest pharmaceutical** plant to be constructed in **South Asia** at one site

PKR **30 Billion Project** – the largest investment in the **manufacturing sector of Pakistan**

It is being designed and built to attain **WHO**, US **FDA** and **EU** certifications

Our Vision

A Top-10 regional, research-driven, branded-generic, pharmaceutical company with a global outlook.

Region includes Asia, Asia-Pacific and Middle East;
Excluding Australia, China, India, Japan and
The Koreas.

Thank you