



Martin Dow

Serving the Changing World

Martin Dow believes in promoting the quality of life and healthcare of its existing and future stakeholders. The Company has maintained an outstanding presence for the past two decades in Pakistan's pharmaceutical industry. As a responsible corporate citizen it is dedicated to providing access to quality healthcare at all levels for the benefit of society.

Martin Dow markets 49 brands and 112 variants. It has collaborations and affiliations with some of the world's most well-known pharmaceutical companies. It maintains a process of continuous expansion and currently employs more than 1000 employees across Pakistan.

The company's approach of 'Commitment to Community' is driven by its CSR vision which focuses on supporting quality education to improve lives and maintaining healthcare for the underprivileged.

MARTIN DOW - COMMITMENT TO COMMUNITY

EDUCATION

Martin Dow fully understands that no nation can progress without education. To this end, it strives to bring improvements to the underprivileged sections of society through basic education.

Financial assistance is being given to COMMECS Institute of Business and Emerging Sciences



Artistic impression of proposed IBA Clinic.

(CIBES) for the provision of fully equipped library and computer lab. Martin Dow is also providing scholarships to deserving students at DOW University of Health Sciences. Through such endeavours, Martin Dow aims to give the coming generation hope for a better, more fulfilling future.

Pakistan Association of the Deaf (PAD) is one of the biggest representatives of the deaf community in Pakistan. Amongst the many initiatives taken by Martin Dow with PAD, the most rewarding has been the launch of DILKS (Deaf Sign Language Research Group) which is developing sign language curriculum for deaf children. So far, Man-

enatics, Islamabad and Sindh books have been published and work is being done on other subjects by the same group.

Martin Dow fully understands that no nation can progress without quality education.

patients free of charge. With our humble contribution to the hospital, we further aim to improve healthcare for our fellow citizens as basic healthcare is the right of every human being.

HEALTH

As part of 'Commitment to Community' we have provided donations for rehabilitation of TDPs and we acknowledge the efforts made by our citizens for

the safety of Pakistan. Jinnah Hospital provides quality healthcare to thousands of patients free of charge. With our humble contribution to the hospital, we further aim to improve healthcare for our fellow citizens as basic healthcare is the right of every human being.

Martin Dow also assists other non-profit organizations and serves thousands of patients every year. It includes those suffering from cardiac diseases, thalassemia, cancer, kidney, liver and related diseases.

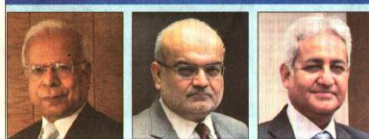
The company's major donations go to HeartLife, a non-profit NGO which focuses on policy analysis and innovative solutions for improving health systems in Pakistan. SULT, Nigrosh Civil Hospital and Kowls Cloth Hospital are also regular recipients of our donations. The company also helps burn patients through the Friends of Burns Centre Patient Welfare Society.

MARTIN DOW CLINIC AT IBA

The Company has ventured to provide the students of IBA with high quality medical facilities at the campus. It understands that rigorous academic schedules leave little time for the students to ensure that their medical needs are well-served. It has, therefore, combined its resources with IBA to establish a clinic at the campus for students, faculty and other staff.

This also shows that in addition to encouraging the promotion of academics, Martin Dow places major focus on building values and taking care of stake-

MESSAGES



Dr. Ihtesham Hussain, Dean & Director, Institute of Business Administration

M. Javed Akhal, Chairman, Martin Dow Ltd.

Tariq Wajid, Managing Director & CEO, Martin Dow Ltd.

I am pleased that Martin Dow is establishing a clinic at IBA. It will serve as a quality resource for providing a basic necessity to students and would be a welcome addition to our academic and sports facilities. It is very solicitous of Martin Dow to open the clinic which will cater particularly to 300 male and 100 female students living at the IBA hostels and to the lower grade employees of IBA.

It is expected to meet the healthcare needs of the students with quality and efficiency. I am sure that in addition to treating various basic diseases, the clinic will promote disease prevention and nurture healthy habits.

By partnering with IBA and establishing the clinic, Martin Dow has taken a pioneering step. I trust that in future they will continue to maintain the highest standards of quality in the same manner as they have done in other spheres.

Martin Dow is an institution built on the framework of responsibility and adherence to values of creating a favourable environment for economic development.

Joining hands with IBA is a privilege for us in all respects. It brings back many good memories and today we have the pride of working together to provide quality healthcare to graduates and future front-runners of our society. Facilitating IBA students through the IBA Clinic would be a small contribution by Martin Dow to ensure specific development of quality graduates. We serve to make a positive contribution in this direction so that we can develop a more enriched society. We understand the importance of education and the difference that healthy students make in taking the cause further.

Effective corporate leadership is fundamental to our success and healthy graduates will add to this. I am confident that we will continue to develop greater synergy and further reinforce our relationship with IBA through our fulfillment of responsibilities in the social sector and through support to quality education. I am sure that our longstanding commitment to excellence, leadership and innovation will be further served in this manner.

As a member of the IBA Advisory Board I have come in close contact with Dr. Ihtesham Hussain and his vision and mission. This has further solidified the belief I have in development and excellence of IBA. Considering IBA's plans, there is much more to be achieved in future. It would be a pleasure for Martin Dow if quality IBA graduates become a part of our organization. We believe it is our responsibility to play a role in the professional development of such individuals.

I have witnessed the positive approach of Martin Dow towards the development of all its stakeholders. This has energized me right from the beginning. The dedication with which we have maintained strong relationships with the leading national education and health sector institutes has set the tone of Martin Dow's future strategic direction. The most effective way to create value for the society is by developing a strong corporate culture. We firmly believe that this is the best way to create a dynamic organization. With IBA, we look forward to continuing our tradition of learning and developing together.



Dr. Ihtesham Hussain, Dean and Director, IBA (left) briefing Mr. M. Javed Akhal, Chairman, Martin Dow (center) and Mr. Tariq Wajid, MD & CEO, Martin Dow (right) regarding the proposed IBA Clinic. The ground-breaking ceremony of the IBA Clinic was performed on foundation stones provided by Mr. M. Javed Akhal.

creating distinction for health

Human health is a resource for everyday life, not the objective of living. As the world acquires a broader and a refined outlook, human health has never been more imperative. Today for us, it is more important than ever to provide the human race with effective health solutions that not only help in improving the quality of life for human beings, but also to mark a clear distinction in which human health gets better for generations to come.

We, at Martin Dow, believe that the thumb prints of our team represent our commitment to produce quality products and make them accessible in this changing world.



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World Diabetes Day

Facts about Diabetes

Diabetes can affect any age group. Currently, over 300 million people around the world have Diabetes. It is responsible for over 4 million deaths each year. Late diagnosis or poor management of Diabetes can result in disabling and life-threatening complications affecting the eyes, heart, kidneys and feet.

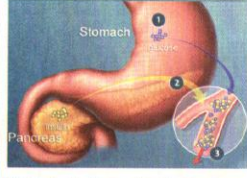
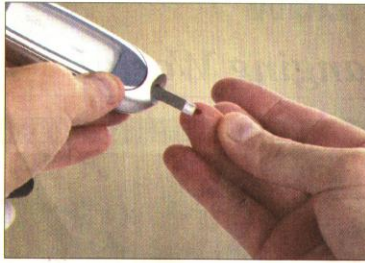
Not being able to produce insulin or use it effectively leads to raised glucose levels in the blood (known as hyperglycaemia) which damages the body and failure of various organs and tissues occurs.

Risk factors associated with Diabetes include family history, obesity or overweight, lack of exercise, unhealthy diet, increasing age, hypertension and impaired glucose tolerance.

Martin Dow and Diabetes

Martin Dow is deeply involved in the management of Diabetes and manufactures a number of medicines for this purpose. The portfolio of diabetic medications from Martin Dow contains a wide range of healthcare solutions starting from Metformin, to Sitagliptin, along with popular combinations for better compliance. Vildagliptin is another important molecule added recently to our portfolio.

As diabetes and obesity go hand in hand, Martin Dow has a



& Endocrinology, Karachi, termative activities such as a Diabetes Screening Camp at the Martin Dow head office and factory visit for employees and for members of the PCDA, Primary Care Diabetes Association) Activities would also include shields and presentation by members of the PCDA, Moreover, Martin Dow, based on the same values of maintaining health for all its stakeholders, has inaugurated a gym in its facility on November 11, 2015.

Diabetes in Pakistan

By Professor M. Zaman

Shahid

Diabetes awareness programs in schools and on popular media are urgently required for Pakistan to promote healthy physical activity and consumption of a nutrient dense diet, for the prevention of Type 2 Diabetes and metabolic syndrome. Diet and activity has the potential to prevent or delay the onset of Diabetes for most individuals.

In the general population (children and adults) a large number of people are likely to be only metabolically obese at relatively lower BMIs (Body Mass Index).

Consistent preventive measures and lifestyle changes to keep the blood glucose at normal levels are the basic steps. If this does not produce the desired results, the role of medications comes in. These are added step by step to reach the desired glycemic goals. 62% of the people manage their Diabetes by oral hypoglycemic agents. If they are unable to produce the required glycemic control, insulin injectable forms is added.



world renowned FDA approved obesity control drug (Orlistat) in its portfolio. We also have some novel molecule Rosuvastatin for lipidemia and cholesterol control in our portfolio. A number of important molecules for the diabetic portfolio are in the pipeline and will become part of the Martin Dow product portfolio. With relation to the World Diabetes Day, Martin Dow has planned various activities to raise awareness about the disease. These include Patient Awareness Program at Alkhusa Health Services, Lahore with Dr. Tahar Rasool, sponsorship of key Diabetes initiatives leading to patient awareness, Diabetes Awareness Walk at Shifa Diabetes & Foot Care Clinic, Sehwani with Dr. Ahsan Siddiqui, Diabetes Awareness Walk at Baqai Institute of Diabetology & Endocrinology, Karachi, Diabetes Awareness Walk at the National Institute of Diabetes



A pledge to help earthquake victims



Earthquake devastation.

Martin Dow is a dynamic and active member of society. In this very sad occasion, Martin Dow expresses its deep condolences for all the people who lost their lives and care victims in the hope that short and long-term measures will help in rebuilding the affected areas and restoring normalcy.

for national unity is further renewed and our awareness of the importance of disaster prevention becomes more accentuated. We share the challenge with all Pakistanis in the hope that short and long-term measures will help in rebuilding the affected areas and restoring normalcy.

Rising incidence of Diabetes

By Professor Abdul Basit

The Global Perspective

A tremendous rise in Diabetes around the world is due to rapid urbanization and adoption of more sedentary lifestyle. It is estimated that by 2025 world-wide Diabetes prevalence will rise to 592 million.

The National Perspective

Pakistan is one of the countries with a very high prevalence of Diabetes. Not only the adult population but our younger generation is equally at health risk. Nearly 9.6 million children in Pakistan are overweight and obese. In the past years, the occurrence of high blood pressure has doubled while that of obesity has



tripled in the age group of 15-25 years. Therefore even the younger population, 118 years age or even less is getting afflicted with Type 2 Diabetes. With increasing prevalence of obesity in children and ado-

lescents of the country, there is an increased risk of rise in the prevalence of Type 2 Diabetes.

The Need of the Day

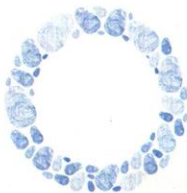
The rising number of people with Diabetes needs urgent measures to curb the epidemic proportions of the disease. Above and over, the work being done in the private sector, the Government needs to be in the frontline with a leadership role. The private sector needs to stand hand in hand to strengthen the government efforts. We need to join hands for consistent efforts at all levels. We must prioritize to curb Diabetes and other non-communicable diseases and to facilitate a strong and fit healthy nation.

IDEC 2016

Baqai Institute of Diabetology and Endocrinology (BIDE) since its inception in 1996, has been striving to establish diabetes and endocrine care in Pakistan. It is a pioneer in training and introducing the concept of Diabetes education, managing Diabetic foot with the help of multi-disciplinary team and establishing an institute of Diabetes and Endocrine. This includes international collaborations with IWGDF (International Working Group on Diabetes Foot), IDCE (International Diabetes Federation Centers of Education), IDF (International Diabetes Federation) MENA Regional Council, FEND (Federation of European Nurses in Diabetes), DIASG (Diabetes in Asia Study Group), SADIIP (South Asia Initiative for Diabetes in Pregnancy), to name a few.

Nationally BIDE has always had the privilege of strong support and collaboration from DAP (Diabetic Association of Pakistan), PES (Pakistan Endocrine Society), PINES (Pakistan Nutrition & Dietetic Society), NADFP (National Association of Diabetes Educators of Pakistan), and PWGDF (Pakistani Working Group on Diabetes Foot), PHL (Pakistan Hypertension League) and others. BIDE proudly announces an International Diabetes and Endocrine Congress (IDEC) from 19-21 August, 2016 in Pakistan. This conference is organized by BIDE to celebrate its completion of second decade of diabetes and endocrine care in its resource environment. The main aim of IDEC 2016 is to define Diabetes and endocrine management strategies throughout the country.

commitment to optimize diabetes care



world diabetes day
14 November



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What are the symptoms of diabetes?

Symptoms of Diabetes:

- Increased thirst
- Increased hunger (especially after eating)
- Dry mouth
- Frequent urination
- Unexplained weight loss (even though you are eating and feel hungry)
- Numbness or tingling of the hands or feet

Diabetes Risk Factors:

- A family history of diabetes
- Being overweight
- History of high blood pressure and high cholesterol
- History of gestational diabetes or delivery of a baby weighing more than 9 pounds (4.1 Kg)

How do you diagnose diabetes?

	Normal	Pre-diabetes	Diabetes
Fasting Glucose Test	Less than 100	100-125	126 or higher
Random (anytime) Glucose Test	Less than 140	140-199	200 or higher
A1c Test	Less than 5.6%	5.7-6.4%	6.5% or higher

Ref: American Diabetes Association 2015, IDF 2012

Having pre-diabetes means you are at increased risk for developing serious health problems such as type 2 diabetes, stroke and heart disease.