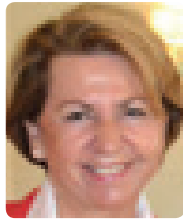




Mr. Pascal Coste
President of Corrèze County Council



H. E. Martine Dorance
Ambassador of France to Pakistan



Mr. M. Jawed Akhai
Chairman, Martin Dow



Mr. Tariq Wajid
MD & CEO, Martin Dow



Mr. Christian Bouleau
Mayor of Gien



Mr. Philippe Brugere
Mayor of Meymac

LOCATED in the heart of France, Corrèze enjoys a strategic position at the intersection of two highways.

A combination of multiple sectors of excellence from agricultural tradition to economic innovation contributes to making Corrèze a dynamic place where it is good to live and do business.

Martin Dow group made the right choice in choosing Corrèze for its first installation in France. Our county is proud to welcome this Pakistani group which will soon become one of the leading lights of Corrèze economy.

The planned investments at Meymac site are promising for the Upper-Corrèze economy. Business and employment are top priorities for the County Council which will accompany Martin Dow Group to ensure the success of its installation in Corrèze. ■

ON the auspicious occasion of the French National Day, I would like to congratulate Pakistani pharmaceutical group Martin Dow on the decision to start business in France through manufacturing of pharmaceutical and nutraceutical products. In the framework of this transaction, Martin Dow aims to make substantial investments to explore new horizons in Europe, French speaking African countries, USA, Canada, Middle East and Pakistan.

Availing of this opportunity, I wish to extend my best wishes to Martin Dow for its new adventures in France and mention that we pursue common goals: strengthen the existing bilateral relations between Pakistan and France and promote each other's country. In recognition of its valuable contribution to promote trade with France, I was proud to award Martin Dow the first prize in the Pharmaceutical category in Pakistan France Trade Award ceremony in 2015. I wish Martin Dow many more to come! ■

I feel pleasure in expressing my warmest greetings for the people of France on this very special occasion of Bastille Day. Martin Dow draws on its expertise and puts together resources to continuously meet new challenges and provide innovative solutions to health problems. Since its inception in 1995, Martin Dow has been producing and marketing high quality medicines and healthcare products in Pakistan. It is also one of the leading pharmaceutical companies in the country with products in multiple therapeutic areas serving a vast cross section of the population. Martin Dow is proud to have good business relations with France which is not only a beautiful country but, due to its very central location and highly developed infrastructure, provides excellent growth opportunities for businesses focussed on the European and global markets. Martin Dow Group looks forward to growing trade between Pakistan and France through various ventures which will be beneficial for both the countries.

It is also the right time to express my sincere commitment towards enhancing cooperation and friendship between the French and Pakistani People. On Bastille Day 2016, I wish France continued success and prosperity for years to come! ■

I would like to extend my heartfelt congratulations to France and its people on this occasion. Martin Dow has enjoyed great relations with the country through business partnership as well as other ventures which are in the pipeline. I greatly look forward to the successful completion and execution of our new ventures, which will open new doors of opportunities for both Pakistan and France.

At Martin Dow, we believe in developing a long term and transparent relationship with our business associates by entering into mutually beneficial ventures. Applying the same principle, we are honoured to further increase our ties with France. We focus on technological advancements, operational finesse and customer centric approach for providing quality healthcare solutions. I look forward to continuing our work together, making us able to serve different markets.

I would like to join France and its people on this joyous occasion to celebrate Bastille Day 2016. May Pakistan - France friendship prosper even more! ■

BASED in Gien, on the banks of the River Loire, Martin Dow has chosen France and the Valley of the Kings to develop its growth. This choice owes nothing to chance! After setting up right in the heart of Cosmetic Valley, Martin Dow will be a neighbour to major pharmaceutical and cosmetic groups such as Pierre Fabre and Shiseido and will enjoy the benefit of local know-how and Made in France label.

The exceptional quality of life in the Gien region, the charm of the Banks of the River Loire and the opportunity to take over an industrial site won over the Pakistani investors. Gien elected representatives are thrilled to welcome this new international enterprise to their land.

Once I met Jawed Akhai, Chairman of the Group, I was rapidly convinced of the quality of the project. We immediately had a good exchange and the basis for discussion was very solid and I am sure that the executives of the group will put in a lot of work into the recovery of the production unit and participate actively in local life. A real success which will surely set an example. ■

WHEN Martin Dow expressed its interest to acquire the former Bristol-Myers Squibb building it was a great source of satisfaction for the townspeople who welcomed with hope and confidence a solid and ambitious international enterprise. Martin Dow will have the benefit of a functional, well-equipped enterprise with a competent and motivated workforce used to working in pharmaceuticals. Meymac, located in the heart of France, close to highways traversing the country from east to west also presents important advantages for developing this new activity.

The arrival of the Pakistani group in Corrèze will be in line with the local development policy which was initially implemented by the **President of the Republic, Jacques Chirac** (a native of the Meymac region) and continued by his successor, **François Hollande**, also from Corrèze and particularly sensitive to the introduction of the Martin Dow group to the municipality. ■

OUR STRATEGIC PARTNERS

- F. Hoffmann-La Roche AG - Switzerland
- Riemser Pharma GmbH - Germany
- Teijin Pharma - Japan
- MEDA - Sweden
- Biocodex - France

Biocodex is a multinational pharmaceutical company that was founded in France in 1953. Martin Dow, as a partner of Biocodex, has acquired the commercial rights for its research brand Enflor, a probiotic Sacharomyces Boulardii indicated for patients suffering from diarrhea, a condition which results in thousands of deaths every year. Through this collaboration with Biocodex of France, Martin Dow has provided a life-saving solution for patients suffering from Diarrhea.

AWARDS AND RECOGNITION

- Achieved 1st position in the Pharmaceutical category in Pakistan France Trade Award ceremony in 2015
- Received Corporate Social Responsibility Award 2015 "Public Health/Safety Initiative" by NFEH in 2015
- ALLWORLD has ranked Martin Dow as the 4th fastest growing company among Arabia 500 in the year 2012 and the 4th fastest growing company among Pakistan 100 in the year 2013
- We are recognised as a Global Growth Company (GGC) of the World Economic Forum. Martin Dow is not only the first pharmaceutical company but also the first company from the entire healthcare sector of Pakistan to achieve this honour in 2013.

Martin Dow - the Hub of Top Quality Medicines

Martin Dow is one of the largest locally owned pharmaceutical companies in Pakistan, a status achieved through rigorous efforts of its management and employees. Martin Dow markets over 62 brands with more than 1000 employees countrywide. It markets research-based products and world-class branded generics which are developed, formulated and manufactured at its CGMP compliant manufacturing facility located in Karachi.

In June 2010, Martin Dow not only took over the manufacturing facility and the leading brands of Roche but also captured the legacy of operational excellence and high quality standards. With over 20 years of valuable experience, Martin Dow aims at growth and diversity by providing highest quality medicines. In a wide array of segments marketing over 62 brands, the company aims to improve lifestyles through an expanding medicine portfolio. We import Active Pharmaceutical Ingredients (APIs) from numerous destinations in Europe, Japan, India and China which aid us in manufacturing quality products each year. In turn, we hold all our supply partners to our high standards of excellence.

We follow a rigorous, supplier screening process in order to ensure compliance expectations are met. This is done to minimise risks in our supply chain. Implementation of these standards begins with our external partners and API manufacturers. Our supplier standards are as follows: CGMP Compliance, WHO Certificate, EDQM (Certificate of Suitability), USFDA Certificate (Food & Drug Administration).

Corporate Social Responsibility

Corporate Social Responsibility is one of our core values. We believe in taking care of society to grow business sustainably and make a positive difference. We strongly believe in serving the community. The key performance pillars that make us socially responsible constitute of Health and Education:

HEALTH

As part of 'Commitment to Community' we have provided donations for rehabilitation of TDPs as we acknowledge the efforts made by our citizens for the safety of Pakistan. The donation has been made to show our commitment to the citizens that we stand by them and that we value their effort to improve the situation in our country.

We have combined our resources with **Institute of Business Administration (IBA)** to establish a clinic at



M. Jawed Akhai, Chairman of Martin Dow receiving a Shield from General Raheel Sharif at GHQ in appreciation of donation for rehabilitation of TDPs

the campus for students, faculty and other staff. The contribution consists of **PKR 30 Million** for the clinic. This is because we understand that rigorous academic schedules leave little time for students to ensure that their medical needs are well-served.

Indus Hospital provides quality healthcare to thousands of patients free of charge. With our humble commitment of **PKR 70 Million** for a Ward and Malaria eradication, we aim to improve basic healthcare for our fellow citizens as we believe that it is the right of every human being. So far, **PKR 30 Million** have been paid. As part of our commitment to health, we support **Ida Rieu School & College for Deaf & Blind** by regular donations. We believe in bringing hope to patients through our contributions to **Friends of Burns Centre Patient Welfare Society** and **Sindh Institute of Urology & Transplantation (SIUT)**. We have been providing financial support to SIUT as it provides specialized medical care to patients suffering from kidney & liver related cancers and ethical transplant procedures free of cost. The donations are ongoing.

EDUCATION

One of the many projects done with **IBA** also includes sponsorship of two of its students to the International Case Competition at Maastricht (ICC@M) hosted by the Maastricht University School of Business & Economics held in Maastricht, Netherlands. Also, we are the proud sponsors of IBA's Gold Medals at their annual Convocations for ongoing period. The sponsorships expand to Overall Marketing Gold Medal, Overall Finance Gold Medal, Overall Best Student Undergraduate Program and Overall Best Student Graduate Program. Financial assistance is also being given to **COMMECS Institute of Business and Emerging**



TARIQ Wajid, MD & CEO of Martin Dow receiving 1st prize in Pharmaceutical Category at Pakistan France Trade Award ceremony 2015 from H.E. Martine Dorance Sciences (CIBES) for the provision of fully equipped library and computer lab. Martin Dow is also providing scholarship to deserving students at DOW University of Health Sciences.

Pakistan Association of the Deaf is the biggest representative of the deaf community in Pakistan. Our contribution to PAD is on going.

Another significant instance of active participation of Martin Dow in developing and promoting education sector is financial contribution to **Green Crescent Trust**, which is a non-government organization managed by a Board of Trustees comprising leading businessmen of Pakistan. The Trust, at present, is operating and managing **61 Hilal Public Schools in Sindh**, providing quality education to more than 9,000 students. Our contribution to GCT is over **PKR 30 Million**. ■

creating distinction for health



Human health is a resource for everyday life. As the world acquires a broader and more refined outlook, the focus on human health has never been more intense. Today, for us, it is more important than ever to provide effective healthcare solutions that not only help in improving the quality of life for all 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 collective commitment to produce quality products and make them easily accessible in this changing world.

We wish the people of France a Happy Bastille Day 2016!



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