



PUBLIC EXPOSE
PT Darya-Varia Laboratoria Tbk
Mulia Hotel, 25 May 2016

Agenda

- 1. Indonesia Economy**
- 2. Pharma Industry**
- 3. DVL Profile**
- 4. DVL Business Overview**
- 5. Performance 1st Q 2016**

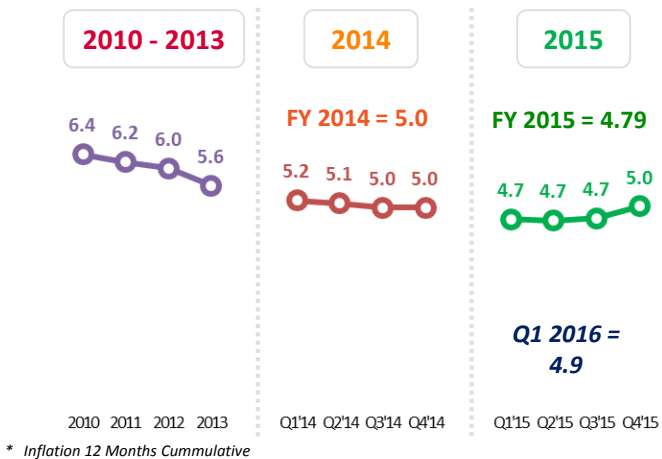
1. INDONESIA ECONOMY



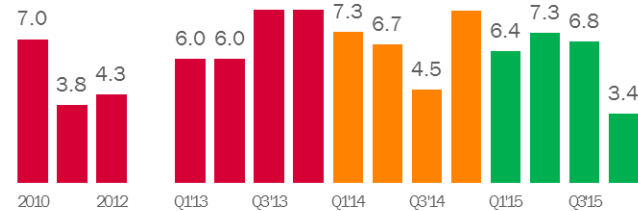
Indonesia Economy Indicator

Indonesia GDP growth slightly improved in Q4 2015 and actual inflation for 12 months in 2015 was relatively low at 3.4%

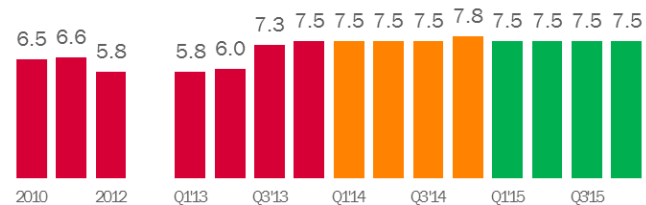
GDP Growth (%)



Inflation* (%)



BI Rate (%)

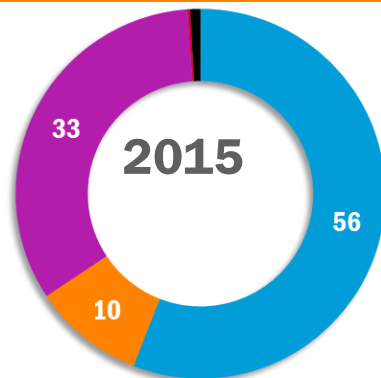


Sources: Bank of Indonesia and BPS

Indonesia GDP

Both Government Spending and Investment showed improvement.
Yet, Household Consumptions growth was slowing down.

GDP CONTRIBUTION BY SECTOR

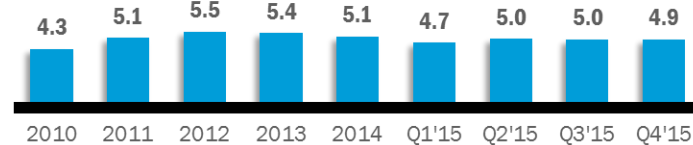


Export/GDP : 21%
Import/GDP : 21%
Net Export : 0%

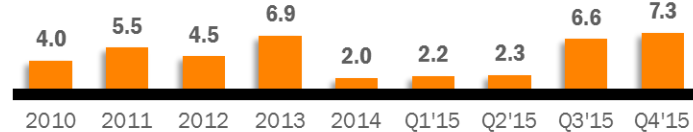
■ HH Consumption ■ Gov. Spending ■ Investment
■ Net Export/Import ■ Others

GDP SECTOR GROWTH

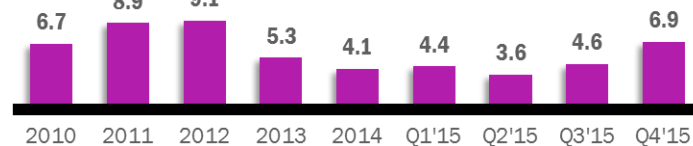
HOUSEHOLD CONSUMPTIONS



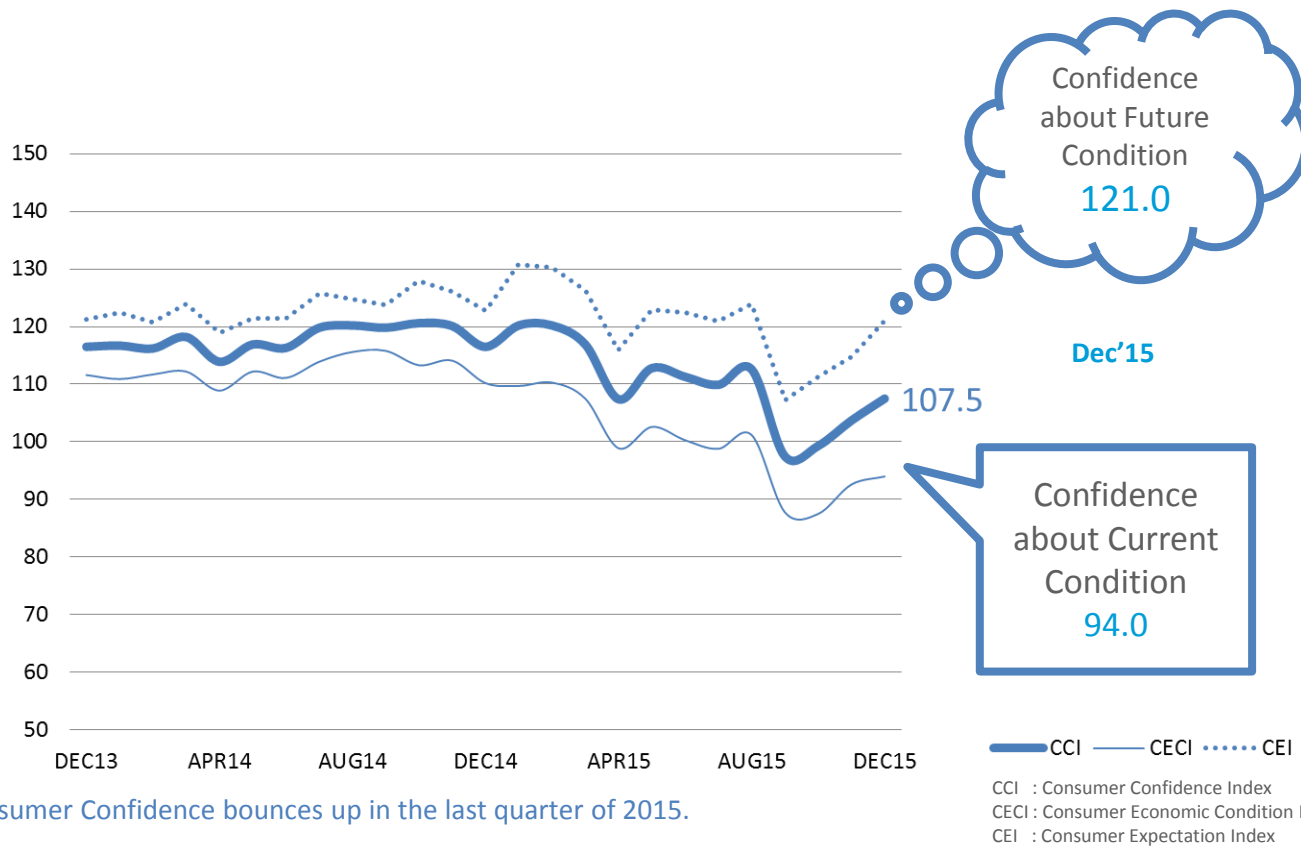
GOVERNMENT SPENDING



INVESTMENT



Consumer Confidence - BI



Based on IKK, Consumer Confidence bounces up in the last quarter of 2015.

2. INDONESIA PHARMA INDUSTRY



Pharmaceutical Industry Growth

	MAT 1Q2016		1Q2016	
	%S	%G	%S	%G
TOTAL MARKET	100.0%	3.4%	100.0%	2.4%
ETHICAL	61.8%	5.6%	61.1%	3.8%
OTC	38.2%	0.0%	38.9%	0.3%
DOMESTIC COMPANIES	72.2%	2.1%	72.0%	3.4%
MULTINATIONAL COMPANIES	27.8%	6.8%	28.0%	0.1%
BRANDED	88.2%	2.3%	89.1%	1.1%
UNBRANDED	11.8%	12.4%	10.9%	14.4%

Total market grew by 2.4%, mainly driven by generics, while OTC was stagnant

Source: IMS Health 1Q -2016

3. DVL COMPANY PROFILE

Main Business Streams

1. Bisnis Obat Resep/*Prescription Business*



2. Bisnis *Consumer Health/Consumer Health Business*



3. Bisnis Ekspor dan *Toll Manufacturing/Export and Toll Manufacturing Business*



Production Facilities



Citeureup, Bogor
(Sterile & Solid)



Gunung Putri, Bogor
(Soft Capsule, Liquid, Cosmetic)

4. DVL HIGHLIGHTS



New Product Launch Prescription



Continuing Medical Education



Branded

Imunped, Daryaven,
Alaxan, Dextofen



Generic

Doripenem, Metronidazole, Cefepime,
Ketorolac, Amiodarone



New Product Launch

Consumer Health



Natur-E Advanced
Skin supplement with
Vitamin E, Astaxanthin
& Lycopene

Communication Program Consumer Health

BARU!

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LABORATORIA

natur-e[®]
ADVANCED

Perawatan
ADVANCED
untuk Kulit Tampak
Sehat & Segar

dengan
ASTAXANTHIN
Bahan Alami dari Ganggang Merah, Natural Viti-E dan Licopene

BACA ATURAN PAKAI

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Clintak
Indonesia
Lebih Sehat

**rutin minum
ENERVON-C[®]**
pantang sakit jalani rutinitas
saat musim hujan!

ENERVON-C[®]
Multivitamin

Multiproteksi untuk Multiaktivitasku!

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**BATUK
APAKAH
INI?**

Untuk batuk,
solusinya...

Decolsin
Efektif meredakan batuk kering,
sakit pernapasan dan demam.

FUN TANPA SARIAWAN

vicee[®]

TABLET HISAP VITAMIN C 500 MG
BANTU CEGAH SARIAWAN

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Bila Diare
New
Diatabs
Pilihan Saya

“
Berkasus cekatan pada
Amper sariawan saat
sakit pernapasan dan
demam serta batuk
kering dan demam
“

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UNTUK SAKIT KEPALA
BAIKNYA **BIOGESIC**

BIOGESIC[®]
Paracetamol

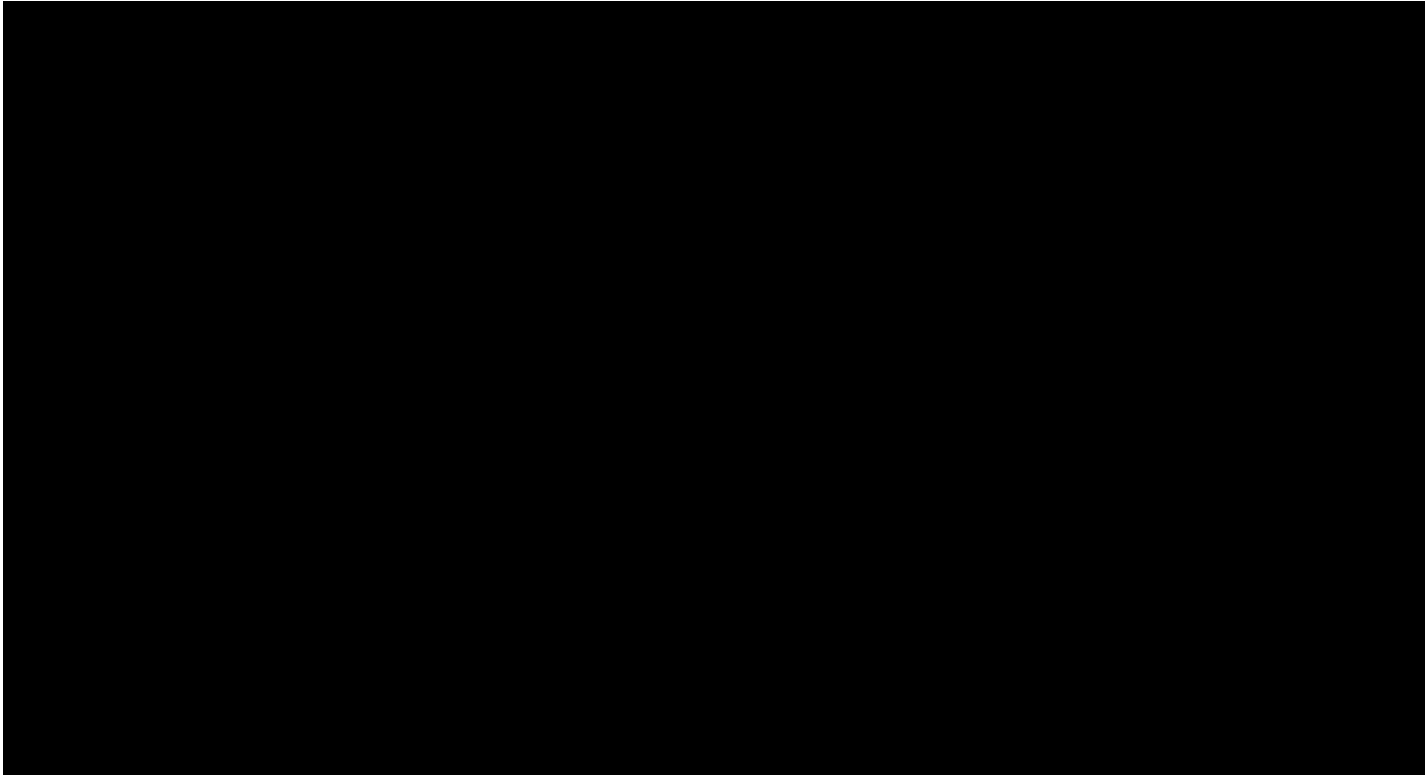
100%
PARACETAMOL

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Diatabs[®]
Activated Attapulgite

LAB 11 ANTIDIARE

Communication Program



Communication Program



5. DVL Performance



DVL Performance

Performance 2015	Sales (BIDR)	Growth
Prescription Business	580	3%
Consumer Health Business	435	41%
Total Product Sales	1,015	22%
Toll/ Export Business	292	25%
Total Gross Sales	1,307	23%

DVL Performance

Performance Q1 - 2016	Sales (BIDR)	Growth
Prescription Business	136	10.7%
Consumer Health Business	166	13.3%
Total Product Sales	302	12.1%
Toll/ Export Business	77	5.9%
Total Gross Sales	379	10.8%

End Presentation

