



Darya-Varia
LABORATORIA

PAPARAN PUBLIK

PUBLIC EXPOSE

PT Darya-Varia Laboratoria Tbk
13 November 2020, South Quarter Tower C



- **Tinjauan Pasar**
Market Overview

- **Sekilas Tentang DVL**
DVL At A Glance

- **Tinjauan Bisnis DVL**
DVL Business Overview

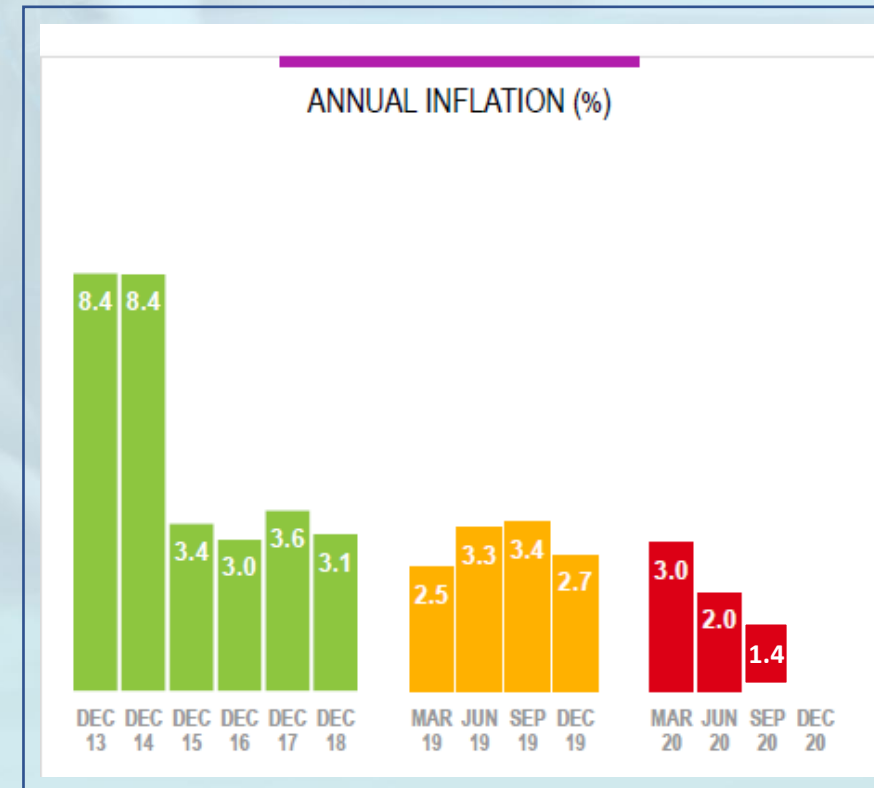
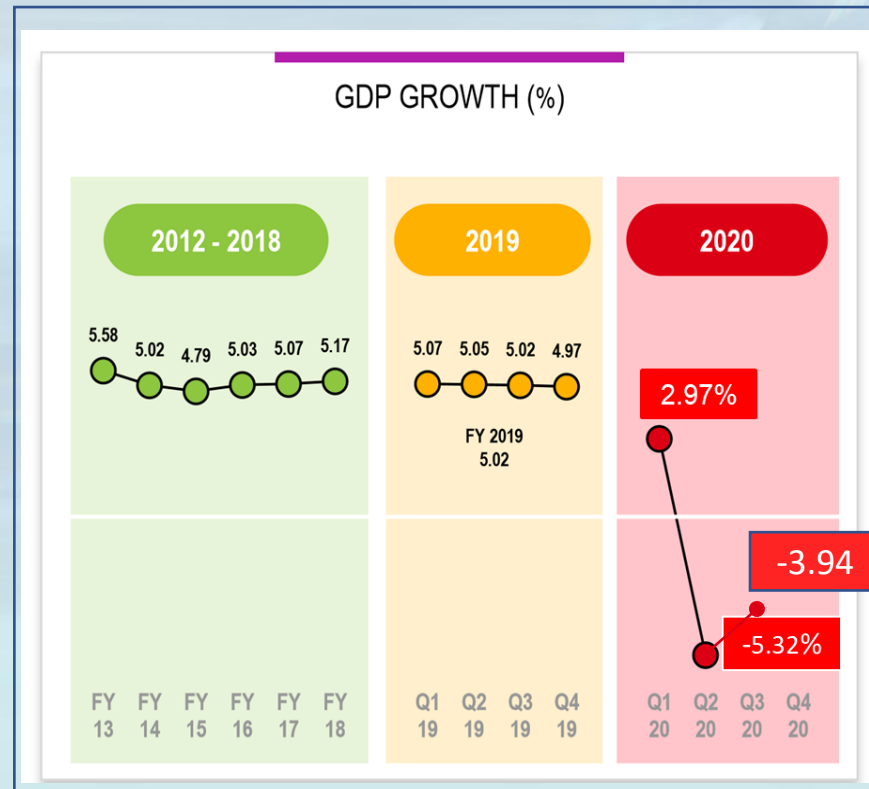


TINJAUAN PASAR

MARKET OVERVIEW

KONDISI UMUM GENERAL CONDITION

Perekonomian Indonesia berkontraksi -3,94% **Inflasi dapat dikelola di angka 1,4%**
Indonesian Economic contracted by -3.94% *Inflation managed at 1.4%*



Indonesia terus merasakan dampak dari pandemi COVID-19

Indonesia continues to feel the impact of the COVID-19 pandemic



Rupiah mengalami penurunan di kuartal III 2020 dibandingkan akhir tahun 2019

Rupiah shed value in the 2nd quarter 2020 compared to end of 2019

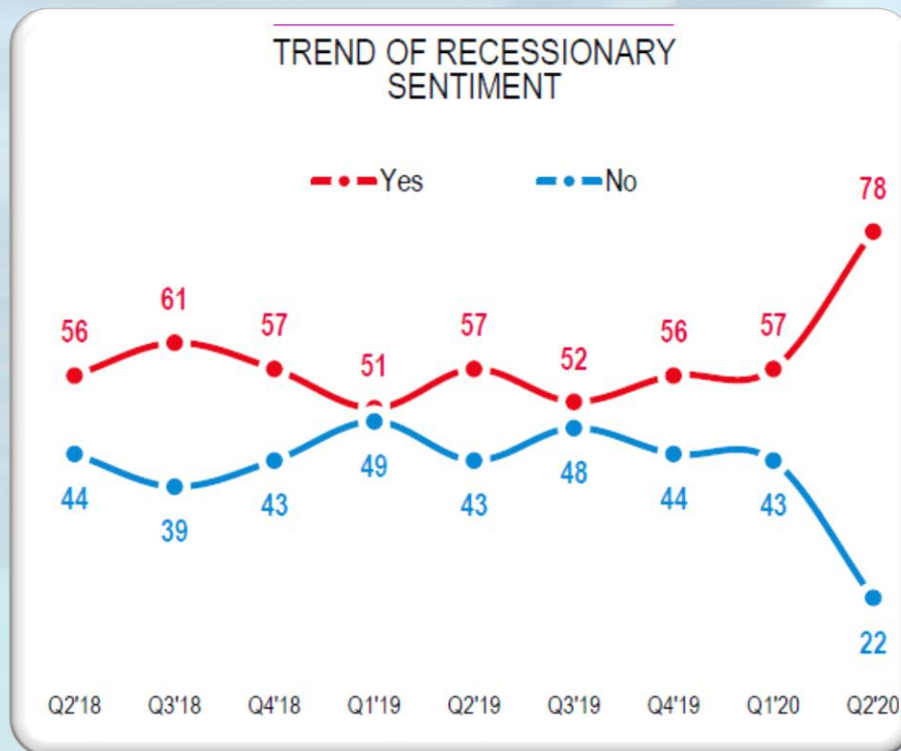


Pemerintah telah menyiapkan anggaran 695 T untuk penanganan pandemi

Government allocated 695 T to minimize the impact of the pandemic

KONDISI UMUM GENERAL CONDITION

Konsumen merasa khawatir terhadap keadaan ekonomi dan kemungkinan terjadinya resesi
Consumers are anxious about the economy and possible recessionary trend



TOP 5 MAJOR CONCERNS AMONG CONSUMER

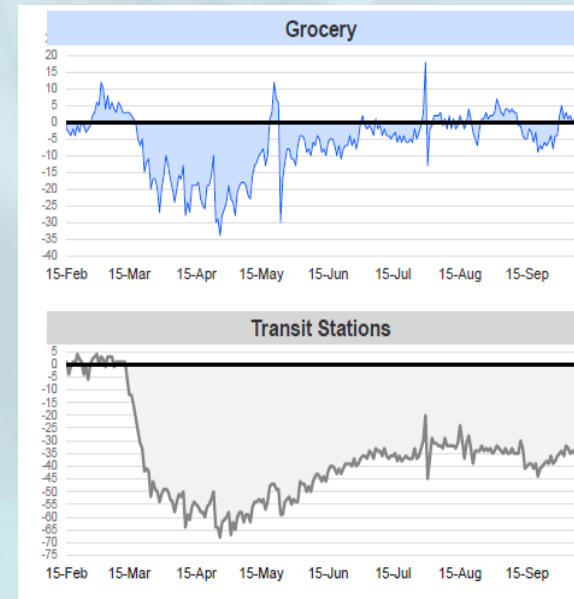
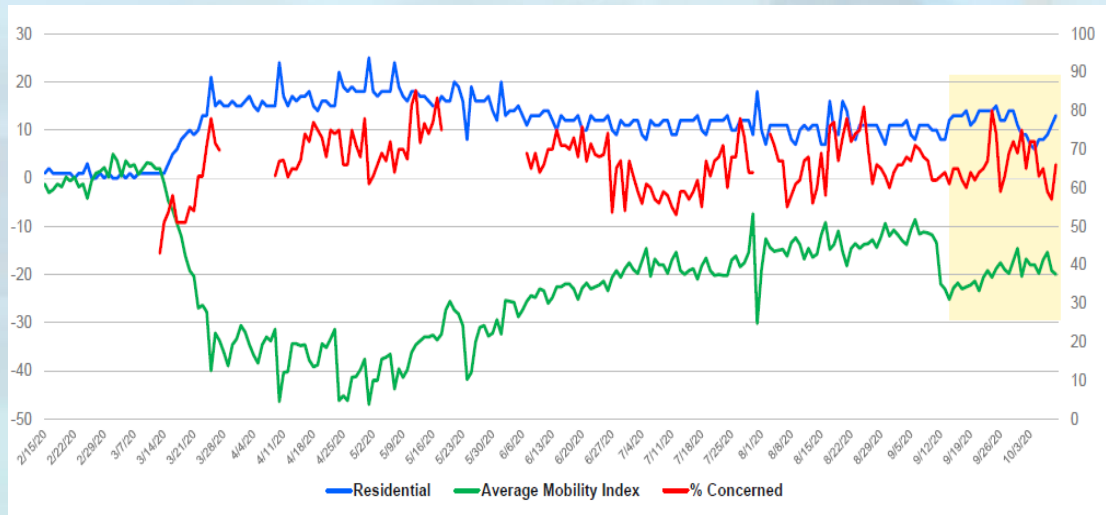
	Q2 19	Q1 20	Q2 20
THE ECONOMY	37%	35%	56% ▲
HEALTH	8%	23%	29% ▲
WORK LIFE BALANCE	16%	21%	24% ▲
CRIME	9%	9%	12%
JOB SECURITY	6%	10%	10%

KONDISI UMUM GENERAL CONDITION

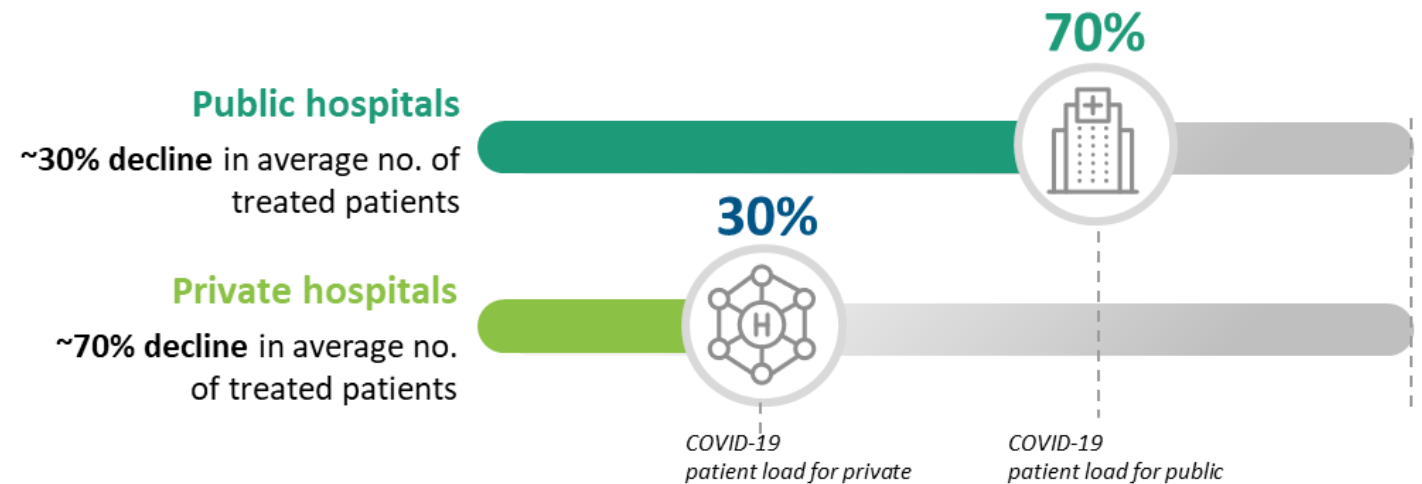
Mobilitas masyarakat masih berada di bawah masa sebelum COVID, sementara aktivitas mengalami tren membaik namun belum sampai ke tingkat sebelum COVID

People mobility remains limited, with most activities showing improvements but remaining below pre-COVID levels

Mobility Index

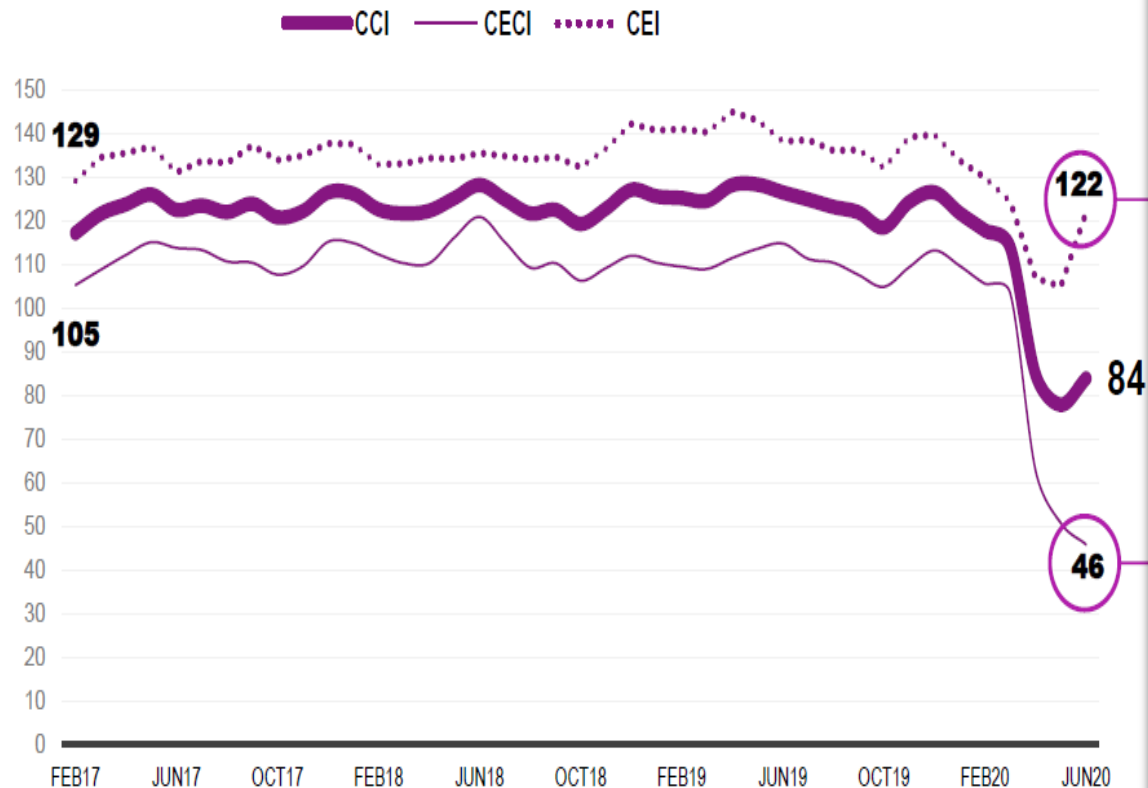


KONDISI UMUM GENERAL CONDITION

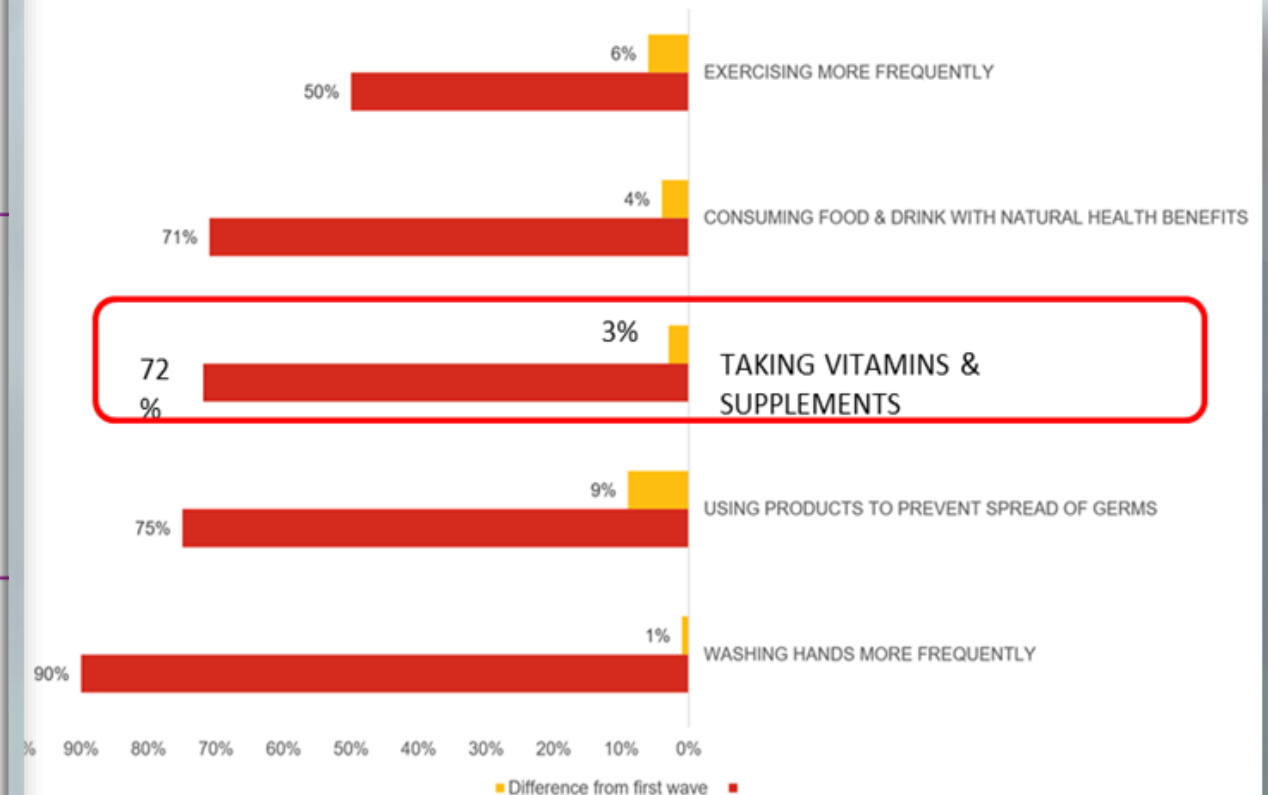


Decline in avg no. of treated patients is **greater in private hospitals** as public hospitals are largely deployed to combat COVID-19 across countries

CONSUMER CONFIDENCE INDEX



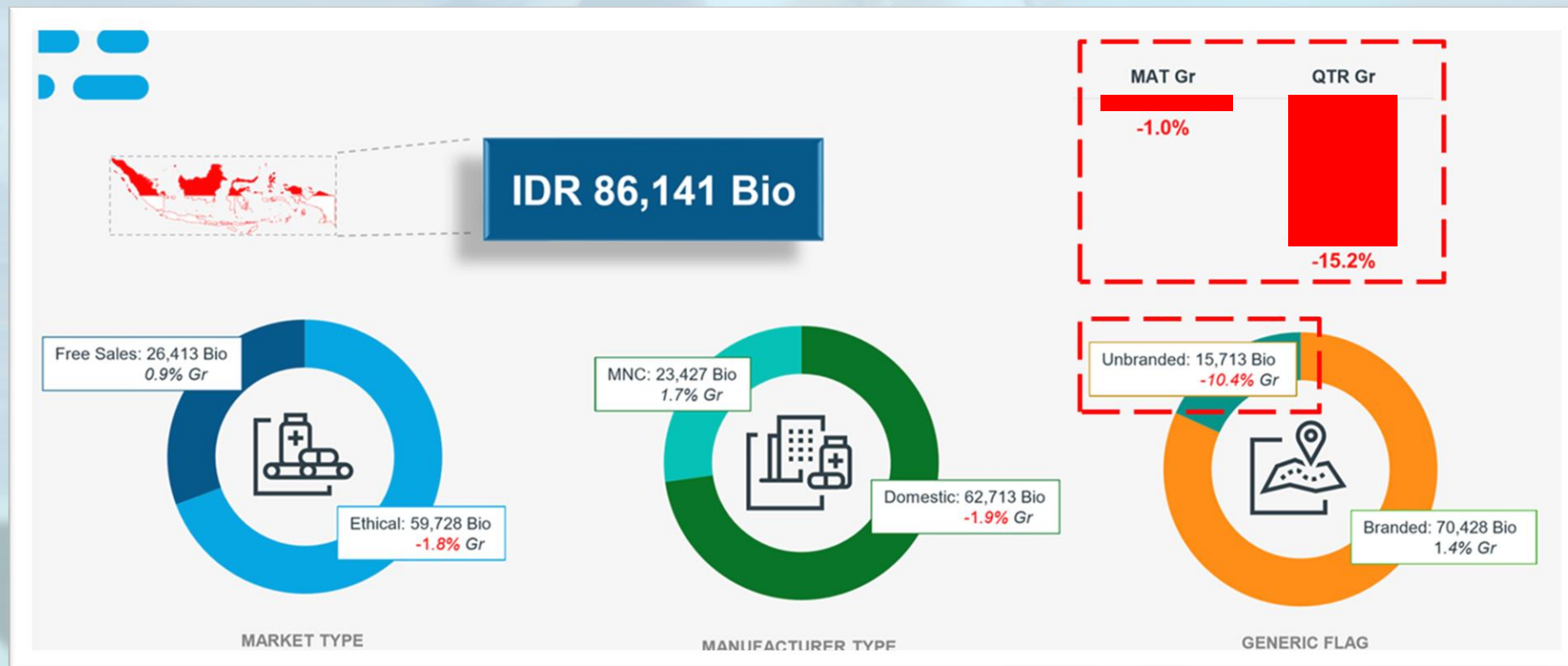
INCREASED SUPPLEMENTATION



Source: TOLUNA; The Impact of COVID-19 on Consumer Health– Wave 3 May 2020

KONDISI UMUM GENERAL CONDITION

Pasar farmasi Indonesia pada kuartal 2 2020 mengalami kontraksi -1% dipengaruhi oleh penurunan di bisnis obat resep -1,8% sementara bisnis obat bebas berada di 0,9%
Indonesian pharmaceutical market contracted by -1% in Q2 2020 with prescription business down by -1.8% and OTC segment almost flat at 0.9%





VISI, MISI DAN NILAI-NILAI PERUSAHAAN

VISION, MISSION AND CORPORATE VALUES

Visi *Vision*

Menjadi perusahaan terbaik yang menyediakan solusi kesehatan berkualitas di Indonesia

We shall be the best provider of quality health and wellness solutions in Indonesia

Misi *Mission*

Kami membangun Indonesia yang lebih sehat setiap orang di setiap waktu melalui produk dan pelayanan unggulan, bekerja sama sebagai satu keluarga “BERSATU”

We build a healthier Indonesia one person at a time with market leading products and services, working together as one “BERSATU” family

CORPORATE CORE VALUES

BAYANIHAN
LIVES BAYANIHAN
We work together to bring the company to a better place.

ETOS KETERBUKAAN
OPENNESS
We value transparent, honest and respectful communication and promote sincere collaboration within the company.

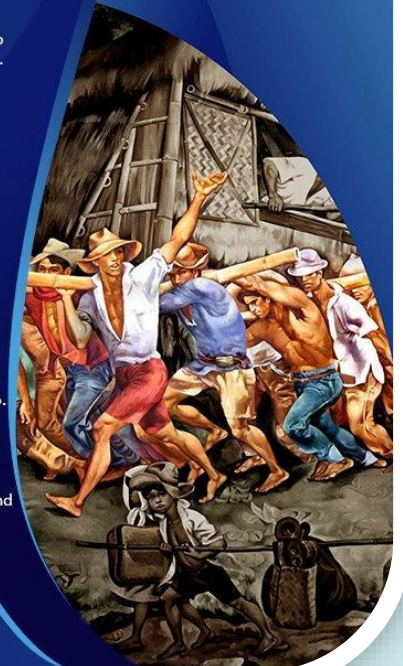
RASA PEDULI
CARING
We value people and nurture good relations to each other and with the communities we serve.

SEMANGAT UNTUK MAJU
PASSIONATE TO EXCEL
We exert our best effort at all times to exceed the expectations of our stakeholders.

AHLI DI BIDANGNYA
PROFESSIONAL
We are competent in what we do and adhere to strict guidelines of professional conduct.

TANGGUNG JAWAB
ACCOUNTABLE
We take accountability for what we say and do.

UTAMAKAN PELANGGAN
CUSTOMER-FOCUSED
We delight our customers by finding unique and relevant ways that add value to their lives.



KEJADIAN PENTING MILESTONES

1976

FEBRUARI/FEBRUARY
Perseroan didirikan
The company established

OKTOBER/OCTOBER
Penawaran Umum Perdana
sebanyak sepuluh juta saham
*Initial Public Offering
of ten million shares*

1994

DESEMBER/DECEMBER
Far East Drug (BVI) Co. Ltd.
membeli 17.716.940 saham perseroan
*Far East Drug (BVI) Co. Ltd. purchased
17,716,940 shares of the Company*

2001

Pabrik Gunung Putri dan Citeureup keduanya
mendapatkan sertifikasi GMP strata-A
*Both Gunung Putri and Citeureup Plant facilities
received strata-A GMP certification*

2005

Membukukan Rp 1 Triliun dari total penjualan
bisnis *Ethical*, OTC dan Ekspor & Toll
*Registered IDR 1 Trillion combined sales from
Ethical, OTC and Toll & Export business*

2012

NOVEMBER
Penghargaan Halal 2018
untuk Natur-E oleh LPPOM-MUI
*Halal Award 2018 for Natur-E
given by LPOM-MUI*

2018

Penghargaan *The Most Valuable
Brand* kategori Adult Multivitamin
untuk Enervon-C
*The Most Valuable Brand award in
Adult Multivitamin for Enervon-C*

2019

PENGHARGAAN 2020 2020 AWARDS



Top Corporate Award 2020
by Infobrand



Top 5 CSR
Indonesia CSRxPKBL Award 2020
by Warta Ekonomi

BISNIS UTAMA
MAIN BUSINESS



Bisnis

Consumer Health

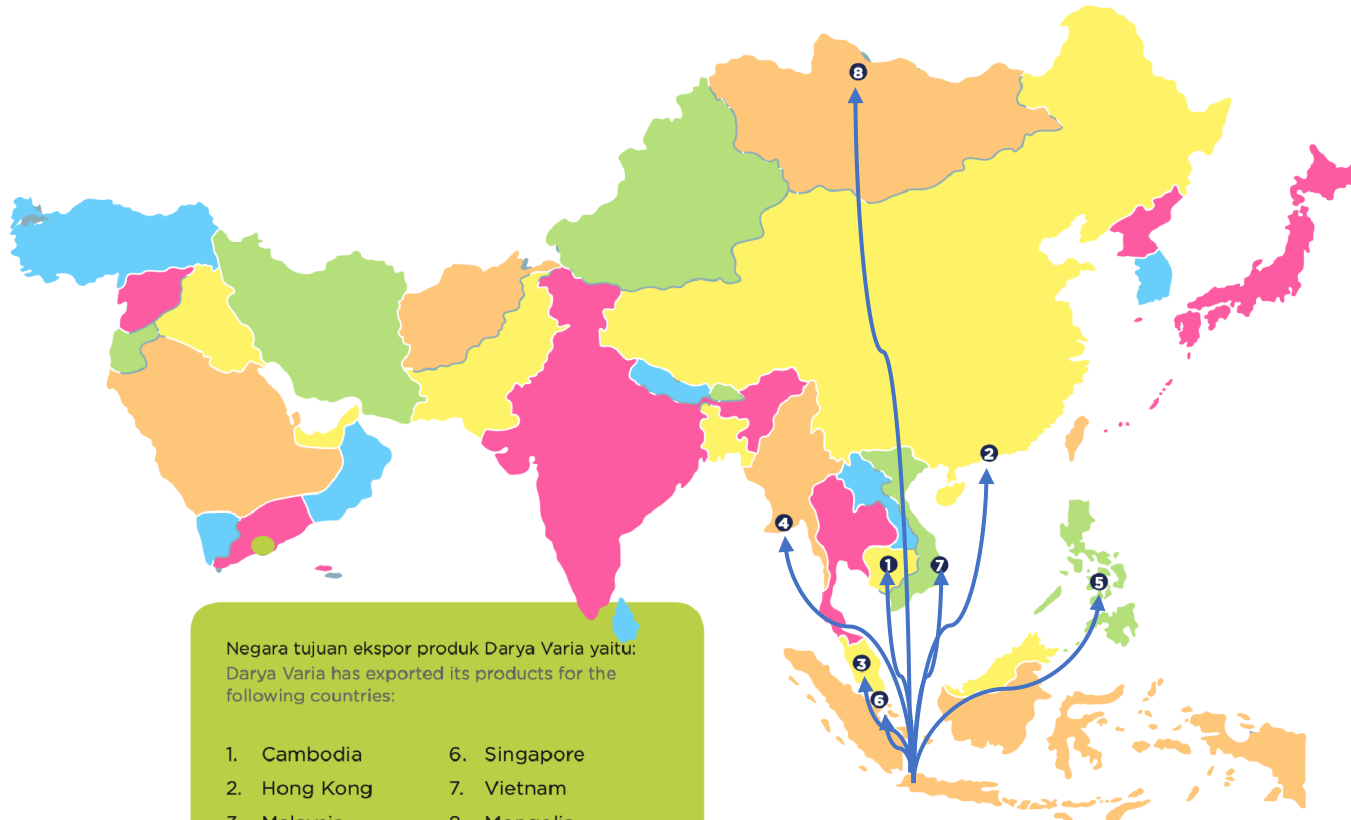
Consumer Health
Business



Bisnis Obat Resep

*Prescription
Business*



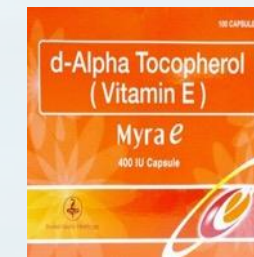


Negara tujuan ekspor produk Darya Varia yaitu:
Darya Varia has exported its products for the
following countries:

- | | |
|----------------|--------------|
| 1. Cambodia | 6. Singapore |
| 2. Hong Kong | 7. Vietnam |
| 3. Malaysia | 8. Mongolia |
| 4. Myanmar | |
| 5. Philippines | |

Bisnis Ekspor & Toll Manufacturing

*Toll Manufacturing
& Export Business*





®

9001:2015

22000:2018

14001:2015

45001:2018



®

9001:2015

17025:2017

14001:2015

45001:2018



2019



ADVANCE WOUND DRESSING



SALOFALK GRANULE



NATUR-E WHITE SERIES

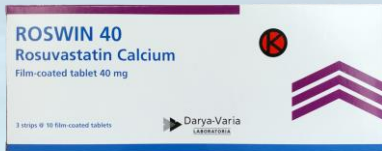
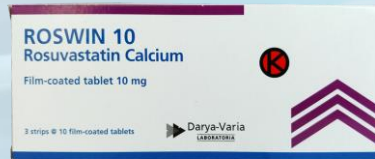


FENOFLEX, FENOFIBRATE (GENERIC)



NOMATHIC, PREGABALIN (GENERIC)

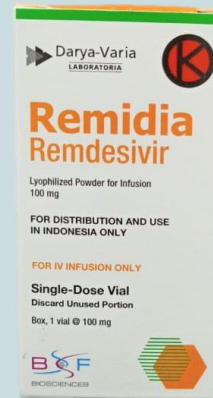
2020



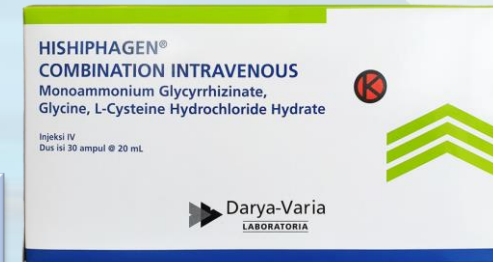
ROSWIN, ROSUVASTATIN (GENERICS)



SPASMAL



REMDIA (REMDESIVIR)



HISHIPHAGEN INJECTION



MOXIVAR, MOXIFLOXACIN

KEGIATAN PEMASARAN MARKETING ACTIVITIES

Scientific Webinars



Digital Campaigns & TVCs



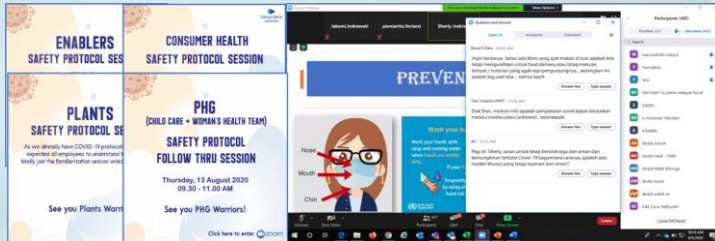
BERBAGAI INISIATIF & PROTOKOL KESEHATAN COVID DVL

DVL COVID INITIATIVES & HEALTH PROTOCOLS



BAYANIHAN
LIVES BAYANIHAN
We work together to bring the company to a better place.

DVL Gotong Royong BCP
#BERSATUlawanCOVID-19



Campaign and socialization to all employees



Plants Zero Covid Program



Weekly BCP Report



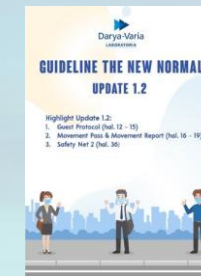
Mass Rapid Test
Employee Health Package:
(Vitamin, other basic needs)



Sembako for Plant Employees



Hotline Call



New Normal Protocol



Internal Bulletin
(Health Protocol)





natur-e^e
white

Trubright

Glutathione
in collaboration
with OPITAC

Olive +
GigaWhite™

Vitamin E
Alami

NEW!

#ShowYourTruBright

Exclusive at
watsons

www.watsons.co.id



KINERJA DVL 2019

DVL PERFORMANCE 2019

Laju Pertumbuhan Majemuk
Compounded Annual Growth (CAGR)

2014-2019

10,4 %

Pendapatan Bersih
Net Revenue

25,5 %

Pendapatan Operasional
Operating Profit

22,1 %

Laba Bersih
Net Profit



TINJAUAN KEUANGAN FINANCIAL OVERVIEW

Pendapatan Bersih Meningkat **7%**
Net Revenue Increased by

Pendapatan Bersih (Dalam Ribuan Rp)
Net Revenue (In Thousand Rp)

2017 **1,575,647,308**



2018 **1,699,657,296**



2019 **1,813,020,278**



LAPORAN LABA RUGI

STATEMENT OF PROFIT OR LOSS

Uraian <i>(dalam miliar Rupiah)</i>	2019	2018	Pertumbuhan <i>Growth</i>	Description <i>(in billion Rupiah)</i>
Laba Bruto	973	925	5 %	Gross Profit
Laba Usaha	297	267	11 %	Operating Profit
Laba Bersih	222	201	11 %	Net Profit



LAPORAN POSISI KEUANGAN

STATEMENT OF FINANCIAL POSITION

Uraian <i>(dalam miliar Rupiah)</i>	2019	2018	Peningkatan <i>Increase</i>	Description <i>(in billion Rupiah)</i>
Total Aset	1,830	1,683	9 %	Total Assets
Aset Lancar	1,280	1,203	6 %	Current Assets
Total Liabilitas	524	483	9 %	Total Liabilities
Total Ekuitas	1,306	1,200	9 %	Total Equity

LAPORAN ARUS KAS

STATEMENT OF CASH FLOW

Uraian <i>(dalam miliar Rupiah)</i>	2019	2018	Peningkatan/ Penurunan <i>Increase/ Decrease</i>	Description <i>(in billion Rupiah)</i>
Arus kas dari Operasional	273	27	912 %	<i>Cash flow from operations</i>
Arus kas untuk aktivitas investasi	125	59	111 %	<i>Cash flow used in investing activities</i>
Arus kas untuk aktivitas pendanaan	113	119	(5 %)	<i>Cash flow used in financing activities</i>



Dengan **1000 mg Vitamin C** dan **B kompleks** serta rasa jeruk yang menyegarkan, **Enervon-C Effervescent** hadir untuk membantu menjaga daya tahan tubuh biar ga gampang sakit



KINERJA DVL KUARTAL 2 2020

DVL PERFORMANCE Q2 2020



KINERJA DVL KUARTAL 2 TAHUN 2020

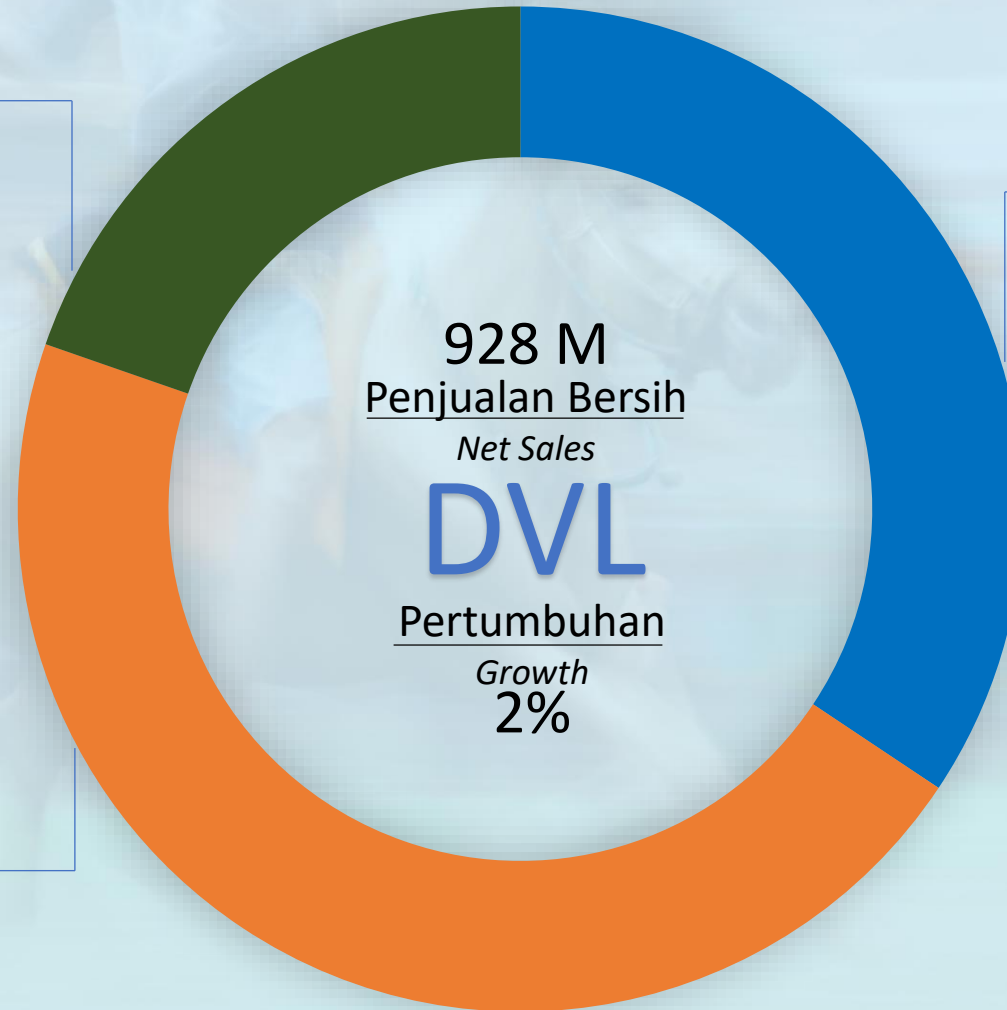
DVL PERFORMANCE 2nd QUARTER 2020

Bisnis Ekspor & Toll Manufacturing
(Export & Toll Manufacturing Business)

181 M
-28%

Bisnis Obat Resep
(Prescription Business)

331 M
2%



Bisnis Obat Bebas
(Consumer Health Business)

416 M
23%

YTD Pharma Industry
Growth
-5%





KINERJA DVL KUARTAL 3 2020

DVL PERFORMANCE Q3 2020



KINERJA DVL KUARTAL 3 TAHUN 2020

DVL PERFORMANCE 3rd QUARTER 2020

Bisnis Ekspor & Toll Manufacturing
(Export & Toll Manufacturing Business)

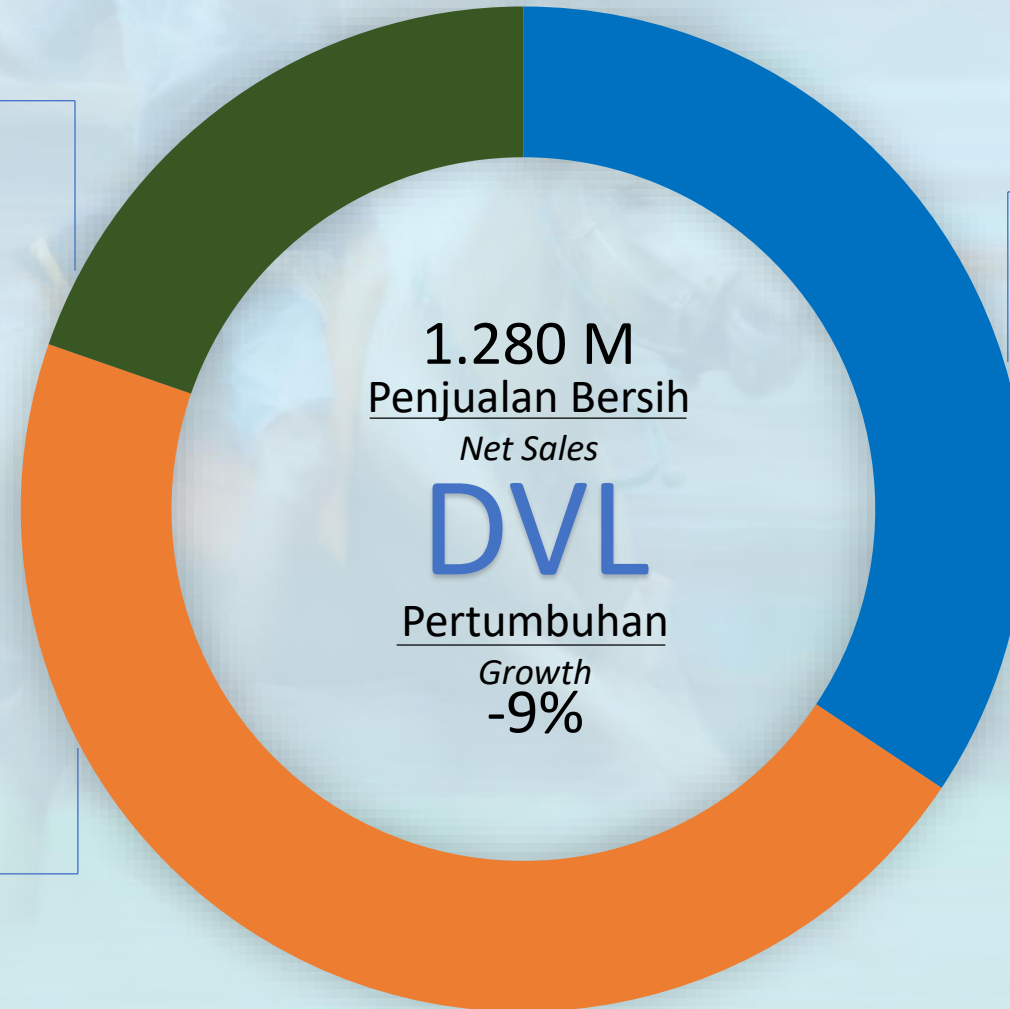
252 M
-32%

Bisnis Obat Resep
(Prescription Business)

440 M
-15%

Bisnis Obat Bebas
(Consumer Health Business)

588 M
13%



KINERJA DVL KUARTAL 3 TAHUN 2020

DVL PERFORMANCE 3RD QUARTER 2020

- I. Total Penjualan Bersih DVL sebesar Rp 1.280 milyar**
- DVL menurun sebesar 9%

- I. Total DVL Net Sales at Rp 1,280 bio*
- *DVL contracted by 9%*

- II. Apa yang mendukung kinerja bisnis?**
- *Consumer Health*

- II. What drove the business?*
- *Consumer Health Business*

- III. Tantangan bisnis**
- **Bisnis obat resep**
 - **Ekspor dan Toll Manufacturing**

- III. Business challenges*
- *Prescription Business*
 - *Export and Toll Manufacturing*

- IV. Keuangan**
- **Situasi COVID-19 mempengaruhi kinerja Laba Bruto, Laba Usaha & Laba Bersih DVL**

- IV. Financials*
- *DVL Gross Profit, Operating Profit & Net Profit were affected by the COVID-19 situation*

- V. Program sampai dengan akhir tahun yang terencana**

- V. Balance year program in place*







PT Darya-Varia Laboratoria Tbk

Head Office
South Quarter Tower C
18th - 19th Floor
Jl. R.A. Kartini Kav. 8
Jakarta 12430
Indonesia

www.darya-varia.com