



Darya-Varia
LABORATORIA

PAPARAN PUBLIK

PUBLIC EXPOSE

PT Darya-Varia Laboratoria Tbk
15 Juni 2021
South Quarter Tower C



 **FIGHT FOR
VICTORY**
TENACIOUS
TRIUMPHANT



Topik

Topics

- **Tinjauan Pasar**
Market Overview
- **Sekilas Darya-Varia**
Darya-Varia in Brief
- **Tinjauan Bisnis**
Business Overview



Pasangan pebulu tangkis peraih emas olimpiade Brasil Liliyana Natsir (kiri) dan Tontowi Ahmad (tengah) membawa obor api pon untuk diserahkan ke atlet balap sepeda gunung Risa Suseanty (kanan) saat pembukaan PON XIX 2016 Jawa Barat di Stadion Gelora Bandung Lautan Api, Bandung, Sabtu (17/9/2016).

Rio Olympic gold medalists in badminton mixed doubles, Liliyana Natsir (left) and Tontowi Ahmad (center) carried the National Sports Week torch to be relayed to the mountain biker Risa Suseanty (right) at the opening of the 19th 2016 National Sports Week in West Java, at the Gelora Bandung Lautan Api Stadium in Bandung, on Saturday

ANTARA FOTO/Zabur Karuru.



Tinjauan Pasar

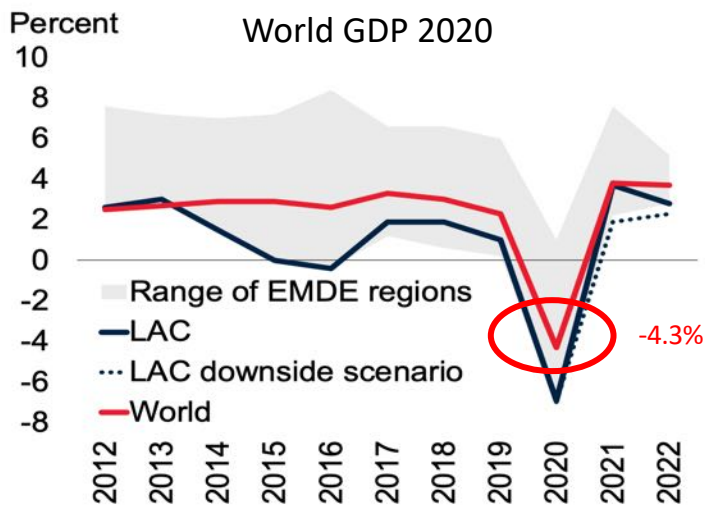
Market Overview



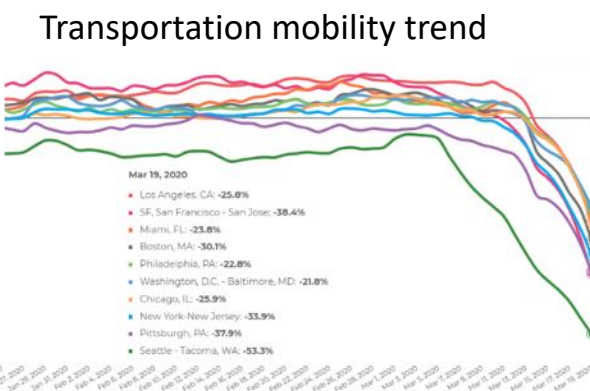
KONDISI UMUM GENERAL CONDITION

Perekonomian global di tahun 2020 dihadap oleh wabah Covid-19

The global economy in 2020 was shattered by the raging Covid-19 pandemic



Sumber : World Bank



Sumber : Moovit

Pertumbuhan ekonomi menyusut sebesar -2,1% GDP contracted by -2.1%

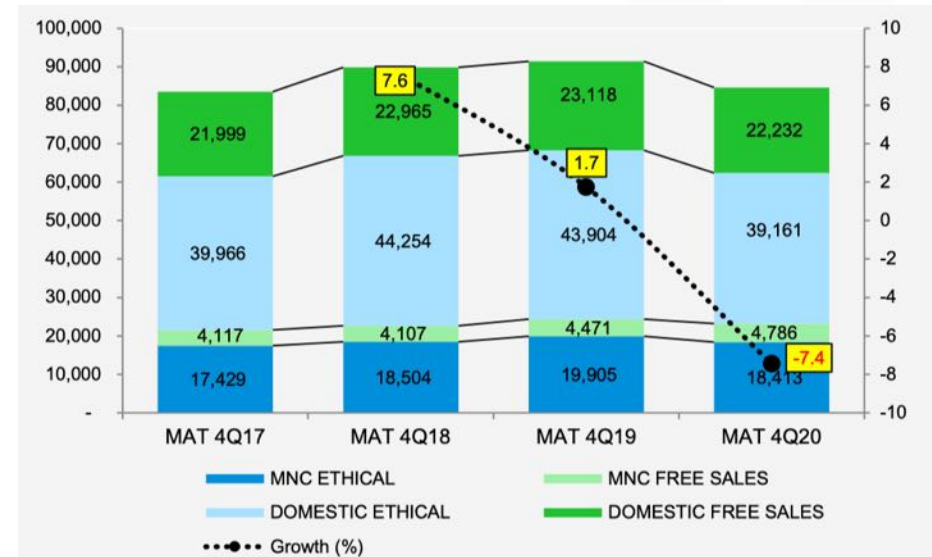
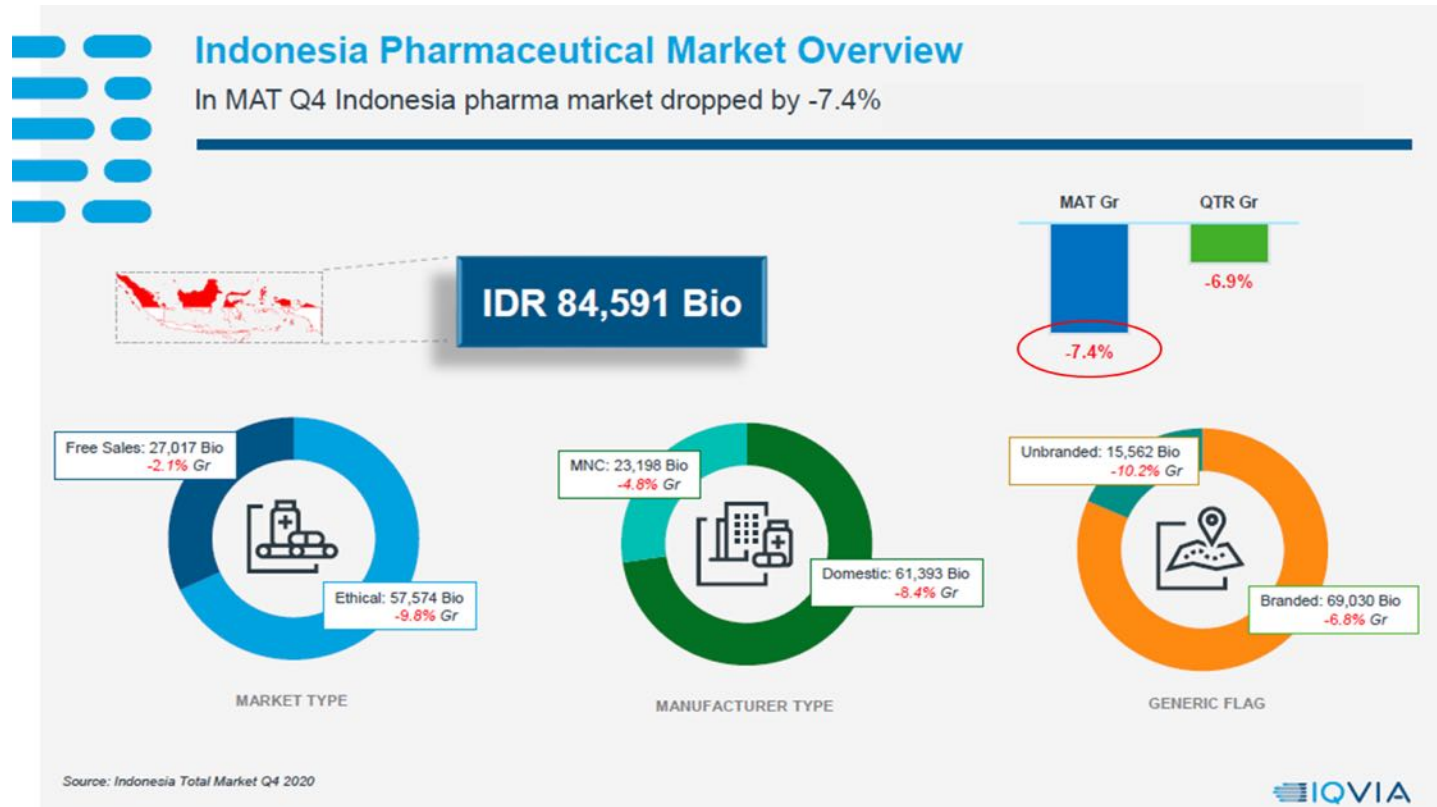


Sumber: BPS



KONDISI UMUM GENERAL CONDITION

Industri farmasi Indonesia cukup terdampak oleh pandemi, mengalami kontraksi -7,4% pada 2020
Indonesia's pharmaceutical industry was affected by the pandemic, with a -7.4% contraction in 2020

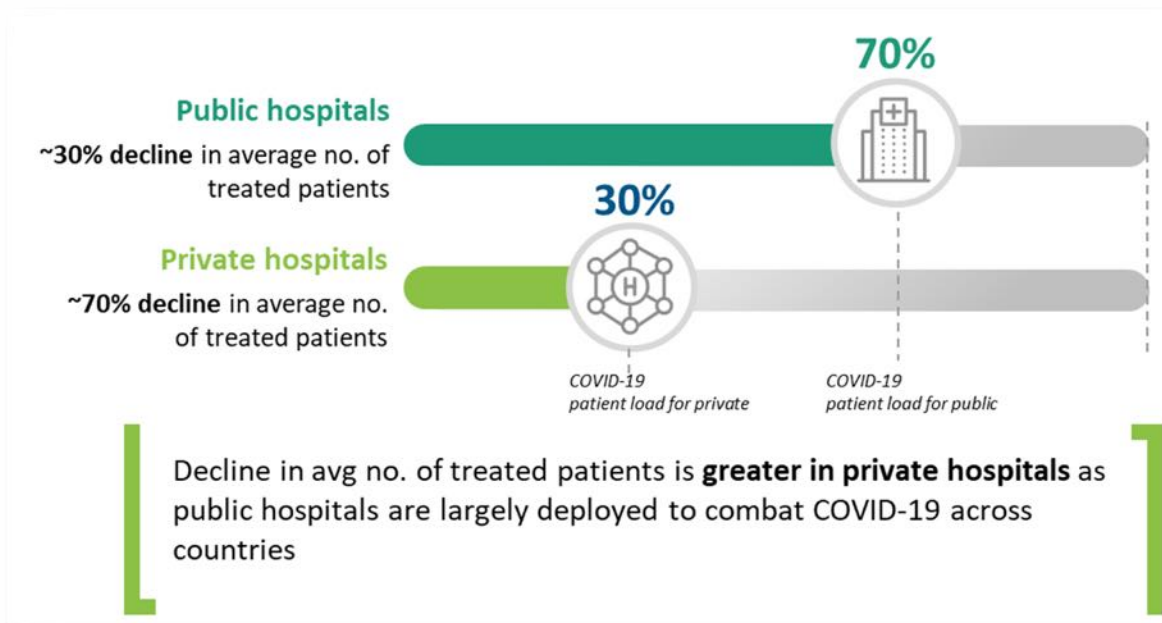




KONDISI UMUM GENERAL CONDITION

Kunjungan pasien ke rumah sakit menurun selama pandemi

Hospital patient traffic declined during the pandemic



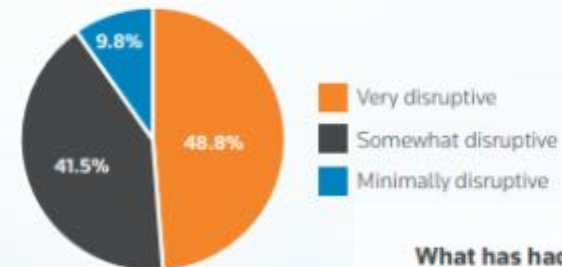
Rantai pasokan yang terganggu di seluruh dunia

Supply chains were fractured worldwide

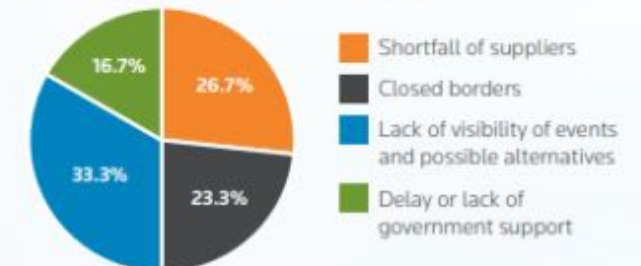
THOMSON REUTERS
ONESOURCE™

Impact of COVID-19 on Global Supply Chains

How disruptive was COVID-19 outbreak on your supply chain?



What has had the biggest impact on your supply chain since the COVID-19 outbreak?





KONDISI UMUM GENERAL CONDITION

Peningkatan produksi berbagai obat, multivitamin, suplemen, dan aneka produk perawatan kesehatan (masker dan *hand sanitizer*) terkait Covid-19

Increased production of various Covid-19-related drugs, multivitamins, supplements, and miscellaneous healthcare products (i.e. masks and hand sanitizers)

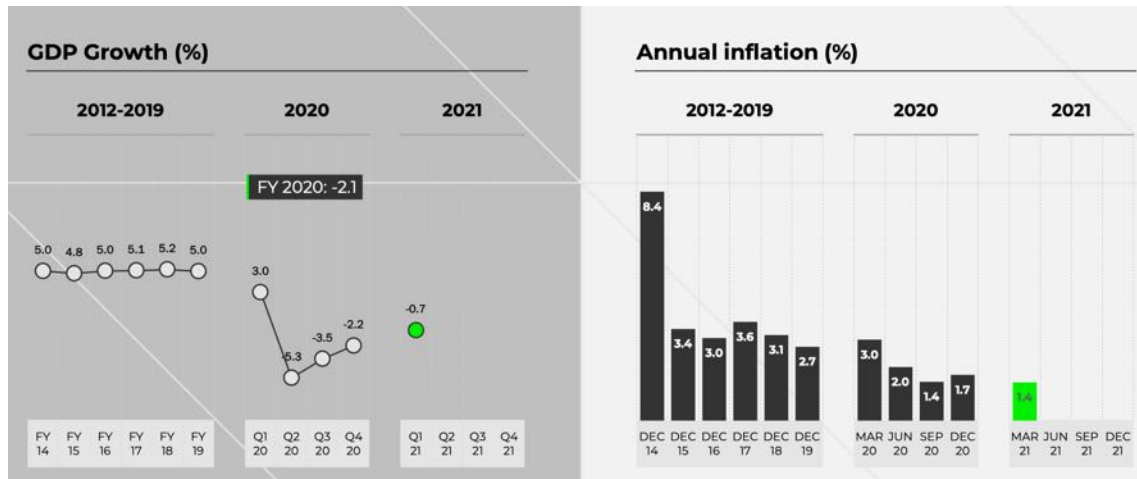




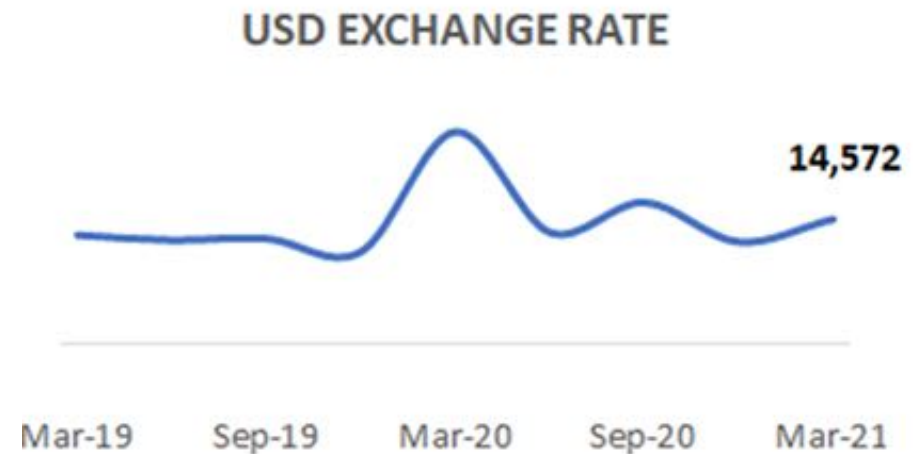
KONDISI UMUM GENERAL CONDITION

Meskipun pertumbuhan PDB negatif di -0.7% namun hal ini merupakan perbaikan dari kuartal sebelumnya
The growth of GDP though negative at -0.7%, is an improvement from prior quarter

Rupiah stabil di angka 14,572
Rupiah stable at 14,572



Sumber: Macroeconomy FMCG Q1 IQVIA

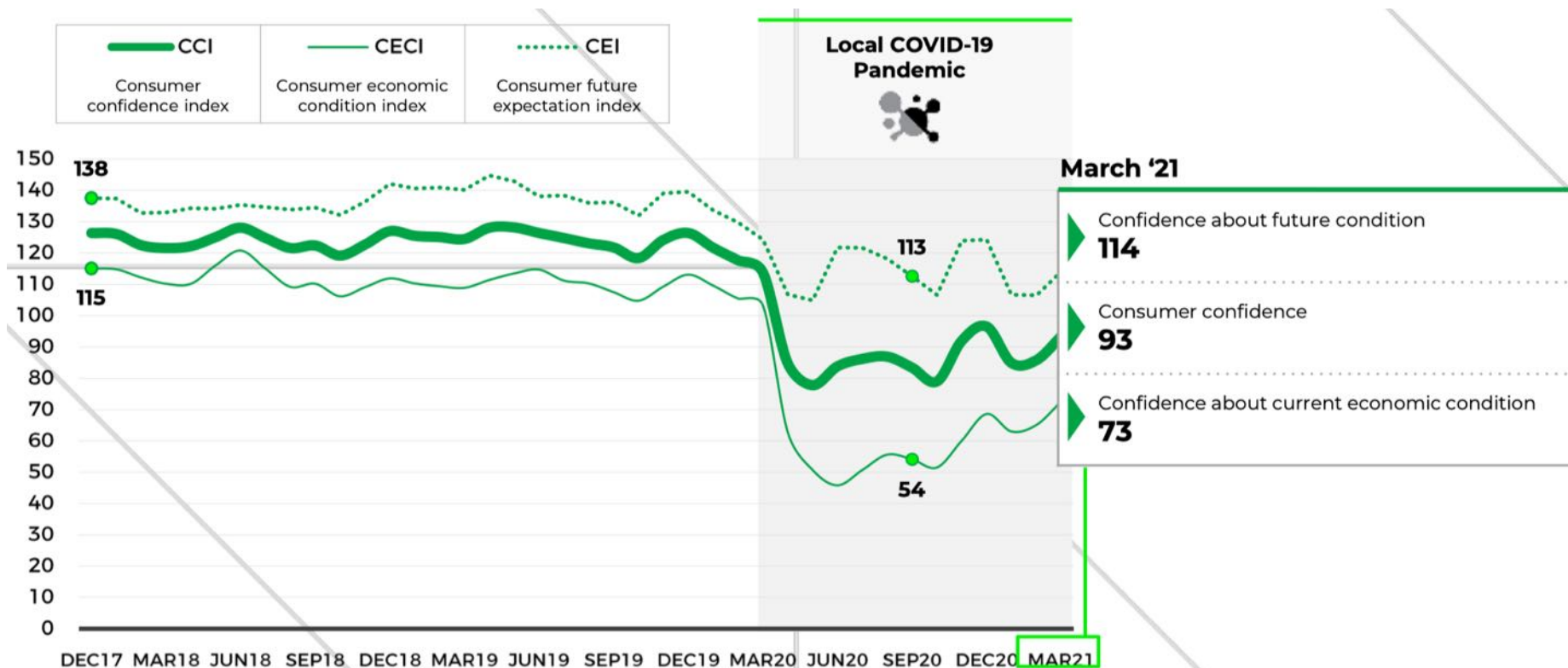


Sumber: Bank Indonesia, Maret 2021



Tingkat kepercayaan konsumen meningkat

Consumer Confidence Trending Up





Sekilas Darya-Varia

Darya-Varia in Brief





SEKILAS DARYA-VARIA

DARYA-VARIA IN BRIEF

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.

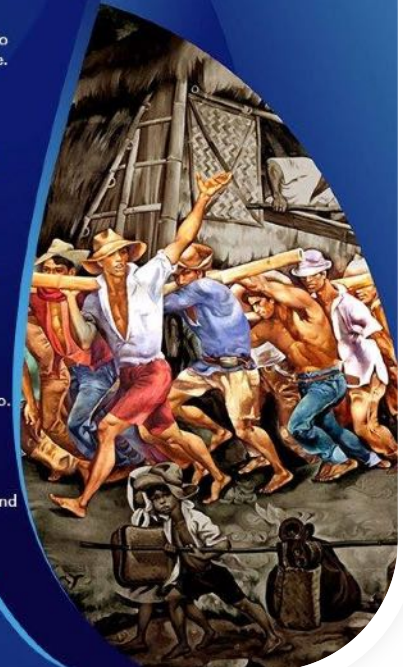
RASA PEDULI
CARING
We value people and nurture good relations to each other and with the communities we serve.

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.



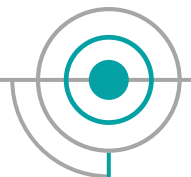


SEKILAS DARYA-VARIA

DARYA-VARIA IN BRIEF



1976



FEBRUARI/*FEBRUARY*
Perseroan didirikan
The company established

OKTOBER/*OCTOBER*
Penawaran Umum Perdana
sebanyak sepuluh juta saham

*Initial Public Offering
of ten million shares*

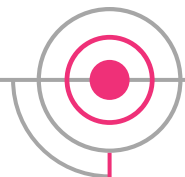


1994

DESEMBER/*DECEMBER*
Far East Drug (BVI) Co. Ltd.
membeli 17.716.940 saham perseroan

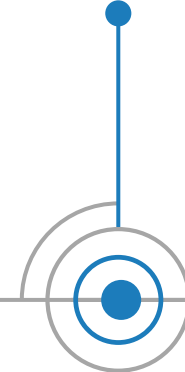
*Far East Drug (BVI) Co. Ltd. purchased
17,716,940 shares of the Company*

2001



Pabrik Gunung Putri dan Citeureup keduanya
mendapatkan sertifikasi GMP strata-A

*Both Gunung Putri and Citeureup Plant facilities
received strata-A GMP certification*

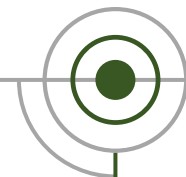


2005

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 "50 Perusahaan
Terbaik 2017" versi majalah
Forbes Indonesia
*"Best 50 Companies of 2017" by
Forbes Indonesia*

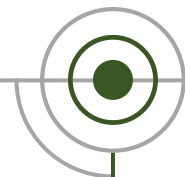


2017

Masuk dalam jajaran 9 besar
Perusahaan Farmasi Terbesar di
Indonesia*

*Joined the rank of Indonesia's Top 9
Pharmaceutical Companies**

2020



*IQVIA MAT Q4 2020



PENGHARGAAN 2020

2020 AWARDS



Top Corporate Award 2020

"The Good Performing Public Company"



Indonesia Wow Brand 2020

Gold Champion

- Natur-E
- Enervon-C

Bronze Champion

- Natur-E
- Decolgen
- Diatabs



Digital Popular Brand Award 2020

- Natur-E
- Enervon-C



PENGHARGAAN 2020

2020 AWARDS



Top 5 CSRxPKBL 2020

*“Consumer Goods and Industry
– Pharmaceuticals”*

APL Business Partner Appreciation Day



Special Recognition



Best on CHC Clients
(Consumer Health Care)



10 Years & Above
Partnership



Top Favorite Clients
(dipilih oleh pelanggan
chosen by customers)



Most Educative Clients
(dipilih oleh pelanggan
chosen by customers)



Faded text: (dipilih oleh pelanggan chosen by customers)



Faded text: (dipilih oleh pelanggan chosen by customers)









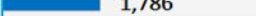
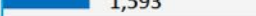





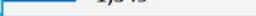
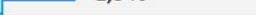
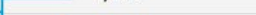
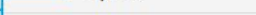





SEKILAS DARYA-VARIA

DARYA-VARIA IN BRIEF

Pertumbuhan selama 6 tahun berturut-turut membawa DVL masuk posisi 9 besar perusahaan farmasi Indonesia
6 consecutive years of growth brought DVL to the ranks of top 9 pharmaceutical companies in Indonesia

MAT Rank	Top 20 Companies	Share%	MAT GR%	CAGR 4Y%	QTR GR%	PREV QTR GR%
1	DEXA MEDICA 	5.6	-12.9	1.2	-14.4	11.8
2	SANBE 	5.5	-4.1	3.7	1.2	15.5
3	BIOFARMA 	4.7	14.8	31.6	-17.5	-25.2
4	KALBE FARMA 	4.5	-21.2	-7.3	-16.1	15.2
5	KIMIA FARMA 	3.1	4.5	11.6	18.6	33.7
6	NOVELL PHARM 	3.0	-5.8	8.7	-3.5	15.9
7	NOVARTIS 	2.6	-16.5	9.2	-13.3	31.8
8	SANOFI 	2.3	2.8	1.3	2.9	7.8
9	DARYA VARIA 	2.1	9.0	7.7	41.0	58.3
10	BAYER INDONESIA 	1.9	14.4	8.1	16.9	-9.7
11	FAHRENHEIT 	1.9	-6.8	-2.8	-2.6	15.7
12	ASTRAZENECA 	1.9	4.5	16.2	1.5	7.1
13	LAPI 	1.8	-17.3	-1.2	-22.4	23.3
14	SOHO 	1.8	19.1	7.4	0.6	14.2
15	FERRON PAR PHARM 	1.7	-14.2	3.9	-23.1	-3.4
16	INTERBAT 	1.6	-27.0	-3.9	-23.9	13.8
17	DJOJONEGORO C-1000 	1.6	-2.5	15.3	-13.4	9.8
18	PFIZER 	1.5	0.3	4.5	10.6	13.6
19	NOVO NORDISK 	1.4	2.5	13.3	8.0	16.3
20	B.INGELHEIM 	1.4	-9.1	6.2	-11.8	-0.1

Sumber: IQVIA MAT Q4 2020 Report



SEKILAS DARYA-VARIA DARYA-VARIA IN BRIEF



Bisnis
Consumer Health
Consumer Health
Business



Bisnis
Obat Resep
Prescription
Business



SEKILAS DARYA-VARIA

DARYA-VARIA IN BRIEF

Bisnis Ekspor & *Toll Manufacturing*

*Toll Manufacturing
& Export Business*





SEKILAS DARYA-VARIA

DARYA-VARIA IN BRIEF



Gunung Putri Plant

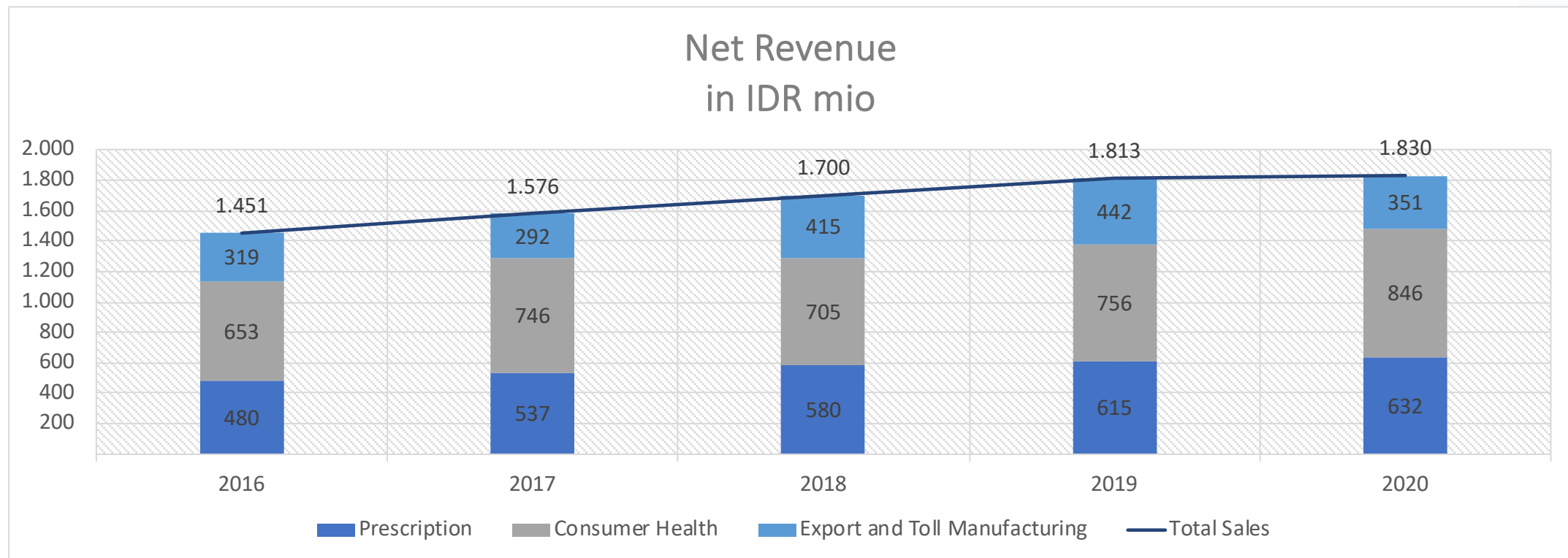


Citeureup Plant





Perseroan membukukan pertumbuhan pendapatan tahunan sebesar Rp1,83 triliun
Year-on-year growth by the Company increased revenue to Rp1.83 trillion





PORTFOLIO PRODUK DVL

DVL PRODUCTS PORTFOLIO



DVL menawarkan beragam produk kesehatan berkualitas dan terdepan dalam tiap kategori
DVL offers a diverse and category-leading portfolio of quality health products



Sumber: Halodoc



BISNIS OBAT RESEP

PRESCRIPTION BUSINESS

Pendapatan (Rp Milyar) <i>Revenue (Rp Billion)</i>	Pertumbuhan <i>Growth</i>
632	3%





Peluncuran Produk Baru

New Products Launch

- **Produk-produk baru yang diluncurkan di tahun 2020 diantaranya produk antivirus (Remdesivir) Remidia, anti-infeksi (Moxifloxacin) Moxivar, anti-kolesterol (Rosuvastatin) Roswin, antispasmodik (Hyoscine-butylbromide/Parasetamol) Spasmal, dan anti-dispepsia New Enzyplex**

New products launched in 2020 included antiviral product (Remdesivir) Remidia, anti-infective (Moxifloxacin) Moxivar, anti-cholesterol (Rosuvastatin) Roswin, antispasmodic (Hyoscine-butylbromide/Paracetamol) Spasmal, and anti-dyspepsia New Enzyplex



BISNIS OBAT RESEP PRESCRIPTION BUSINESS

> 100
CME Events

> 90 K
Doctors



Continuing Medical Education (CME)

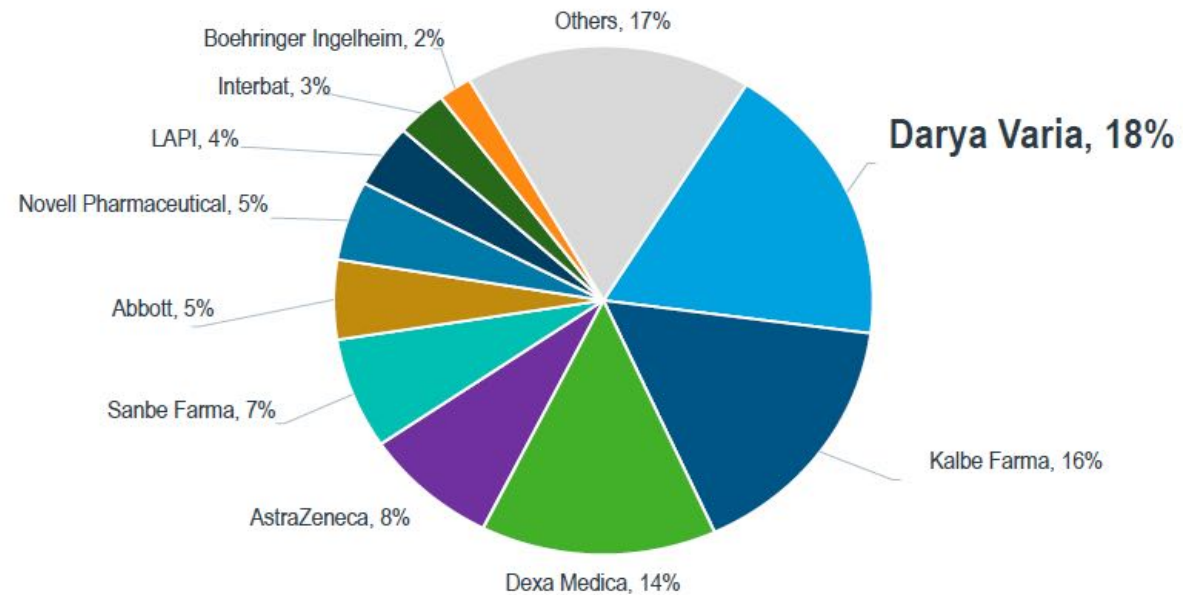




DVL sebagai *top of-mind* di kalangan Dokter Medis *DVL is 'TOP of MIND' among Medical Doctors*

The top 10 pharma companies take up more than 80% of top of mind recall at total level with Darya-Varia holding the majority of shares.

Med Rep Visit Top of Mind Recall – Total





BISNIS CONSUMER HEALTH

CONSUMER HEALTH BUSINESS

Pendapatan (Rp Milyar) <i>Revenue (Rp Billion)</i>	Pertumbuhan <i>Growth</i>
846	12%

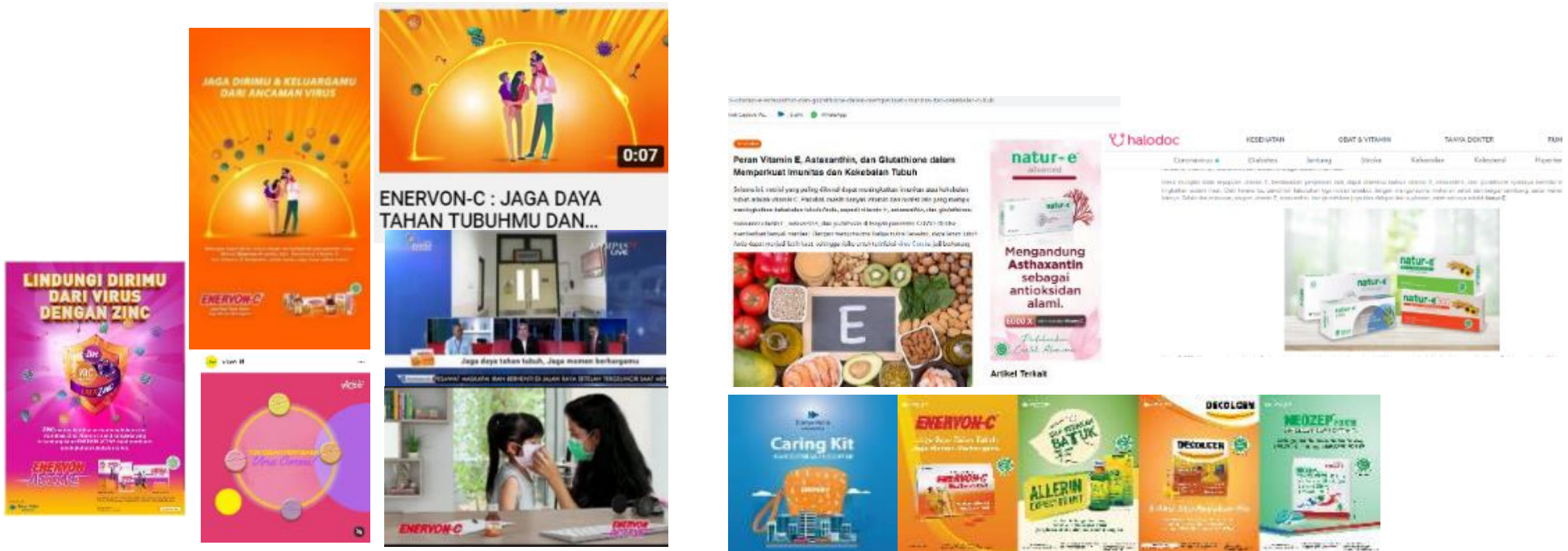




BISNIS CONSUMER HEALTH

CONSUMER HEALTH BUSINESS

Menerapkan berbagai inisiatif terkait COVID-19 untuk meningkatkan relevansi dan memperkuat peran merek di tengah pandemi
Implemented various COVID-19 related initiatives increasing relevance and strengthening the role of our brands amid the pandemic





BISNIS CONSUMER HEALTH

CONSUMER HEALTH BUSINESS



**KARENA BANGSA YANG SEHAT
ADALAH BANGSA YANG KUAT**

**JAGA KESEHATAN
UNTUK INDONESIA**

ENERVON-C **ENERVON ACTIVE**

Together, let's stay healthy, for Indonesia

Because a healthy Nation, is a strong Nation

ZINC

ALAMAT: Jl. Raya Lingsar, Lingsar, Kabupaten Lombok Tengah, Nusa Tenggara Barat

Campaign Enervon, Bangsa yang Kuat & Sehat mendorong konsumen untuk melakukan bagian mereka dalam menjaga kesehatan bersama untuk Indonesia melalui Enervon C dan Enervon Active

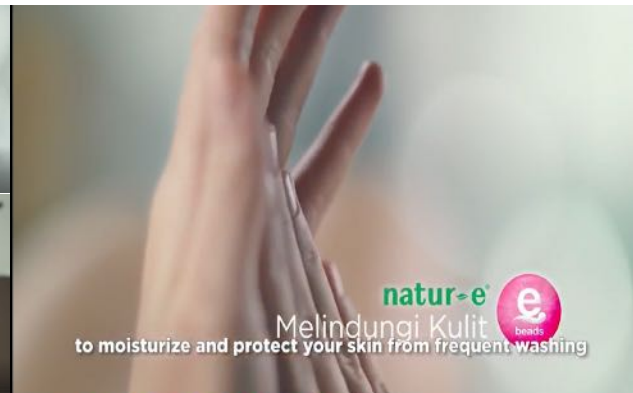
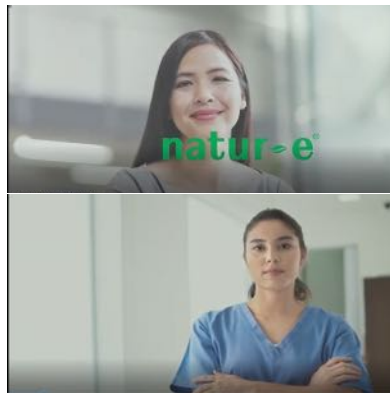
Enervon's Strong & Healthy Nation Campaign encourages consumers to do their part in staying healthy together for Indonesia through Enervon C and Enervon Active



BISNIS CONSUMER HEALTH

CONSUMER HEALTH BUSINESS

Natur-E mengedukasi konsumen mengenai pentingnya antioksidan
Natur-E educates consumers on the importance of antioxidants



Natur-E True, Kampanye Kecantikan Alami menyampaikan pesan fungsional tentang Vitamin E serta pemberdayaan wanita untuk memancarkan kecantikan di tengah pandemi
Natur-E True, Natural Beauty Campaign delivers functional message on Vitamin E as well as empowering women to radiate the beauty within amid the pandemic

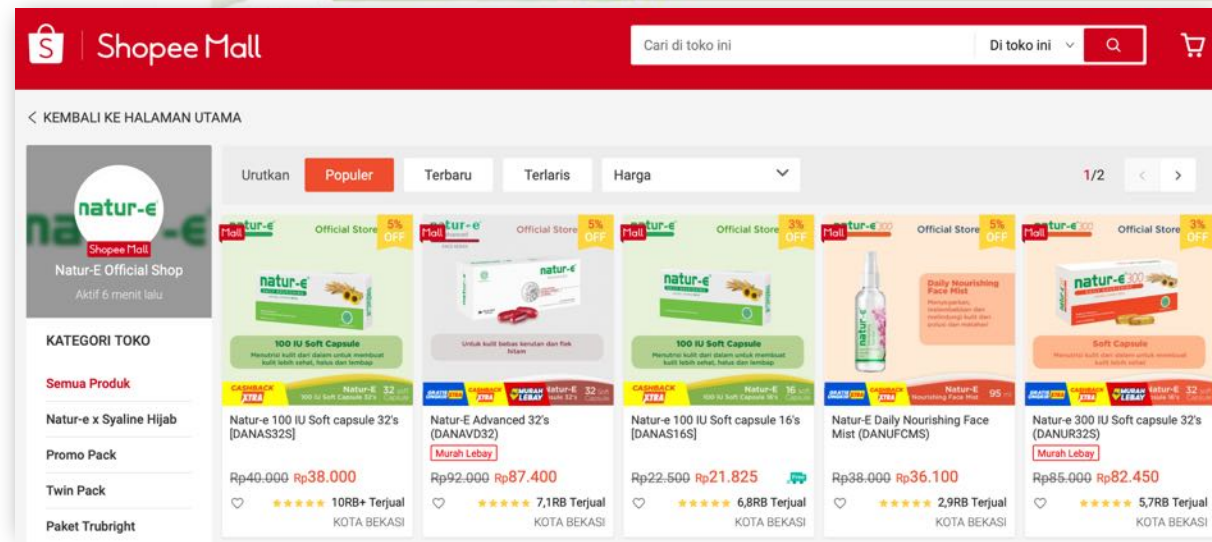


BISNIS CONSUMER HEALTH

CONSUMER HEALTH BUSINESS



Digital Engagement



Marketplace & E-commerce



BISNIS CONSUMER HEALTH

CONSUMER HEALTH BUSINESS



Enervon memperkuat pangsa pasar sebesar 31% berdasarkan volume
Enervon strengthens its market leadership at 31% volume share

Natur-e terus mendominasi pasar vitamin E sebesar 73%
Natur-e continues to dominate the vitamin E market at 73%



Vicee bertahan di posisi 2 dengan pertumbuhan 44,5%* pada kategori segmen pasar sweetlets
*Vicee strengthens its no 2 market position as it drives the growth of sweetlets category at 44.5%**



BISNIS TOLL MANUFACTURING & EKSPOR

TOLL MANUFACTURING & EXPORT

Pendapatan (Rp Milyar) <i>Revenue (Rp Billion)</i>	Pertumbuhan <i>Growth</i>
351	-21%





BISNIS TOLL MANUFACTURING & EKSPOR

TOLL MANUFACTURING & EXPORT

- **Perseroan berhasil mendorong penjualan ekspor produk suplemen untuk meningkatkan daya tahan tubuh—Conzace, Enervon Activ, Maxvit, dan Vicee—ke Filipina dan Myanmar, membukukan pertumbuhan 139%**

The Company managed to boost export sales of immunity supplement products—Conzace, Enervon Activ, Maxvit, and Vicee—to the Philippines and Myanmar, resulting in a 139% growth

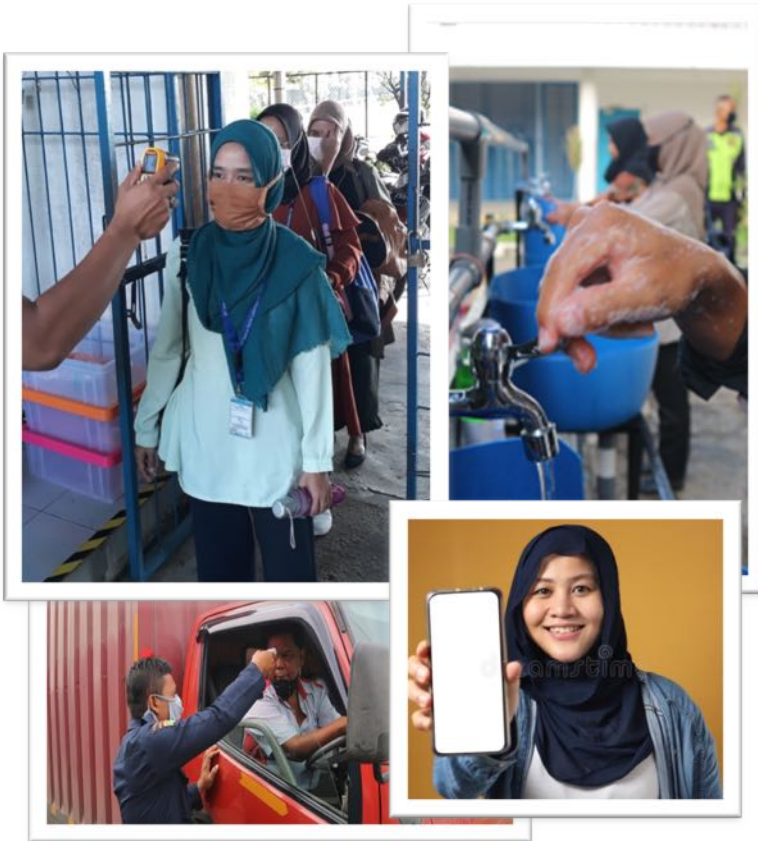
- **Pada tahun 2020, Perseroan mulai memproduksi dua produk baru, yaitu Simlev dan Nucef, dan mengekspor Degirol ke Singapura**

In 2020, the Company started to toll-manufacture two new products, namely, Simlev and Nucef and exported Degirol to Singapore



PROTOKOL COVID-19 DVL

DVL COVID-19 PROTOCOL



Pengecekan suhu & pembatasan jarak
Temperature check, Daily Passport & Distancing



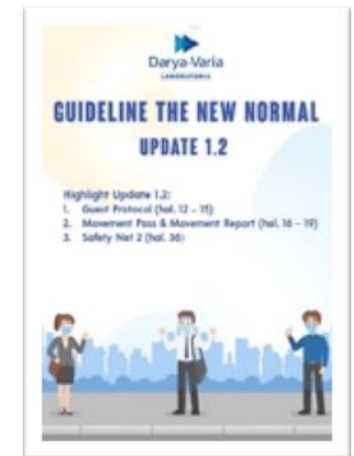
Tes Covid-19 Massal
Mass COVID-19 Testing



Sosialisasi Kepada Karyawan
Employee Socialization



Pembaruan BCP Berkala
Regular BCP Update



Protokol New Normal
New Normal Protocol



Tinjauan Bisnis

Business Overview



natur-e[®]
white

Jangan setengah-setengah!
Cerahkan kulit dengan

Natur-E White Face Series



Face Wash



Serum



Pelembab

Kinerja DVL 2020

DVL 2020 Performance



LAPORAN POSISI KEUANGAN

STATEMENT OF FINANCIAL POSITION

Uraian <i>(dalam miliar Rupiah)</i>	2020	2019	Peningkatan Increase	Description <i>(in billion Rupiah)</i>
Total Aset	1,987	1,830	9 %	Total Assets
Total Liabilitas	660	524	26 %	Total Liabilities
Total Ekuitas	1,326	1,306	2 %	Total Equity



LAPORAN ARUS KAS

STATEMENT OF CASH FLOW

Uraian <i>(dalam miliar Rupiah)</i>	2020	2019	Peningkatan/ Penurunan Increase/ Decrease	Description <i>(in billion Rupiah)</i>
Arus kas dari Operasional	107	273	(61%)	<i>Cash flow from operations</i>
Arus kas untuk aktivitas investasi	61	125	(52 %)	<i>Cash flow used in investing activities</i>
Arus kas untuk aktivitas pendanaan	120	113	6 %	<i>Cash flow used in financing activities</i>



LAPORAN LABA RUGI

STATEMENT OF PROFIT OR LOSS

Uraian <i>(dalam miliar Rupiah)</i>	2020	2019	Pertumbuhan <i>Growth</i>	Description <i>(in billion Rupiah)</i>
Laba Bruto	932	973	(4 %)	Gross Profit
Laba Usaha	211	297	(29 %)	Operating Profit
Laba Bersih	162	222	(27 %)	Net Profit



DECOLSIN

DECOLSIN
BATUK & FLU

Paracetamol 400 mg
Pseudoephedrine HCl 30 mg
Chlorphenamine Maleate 1 mg
Dextromethorphan HBr 10 mg
Guaifenesin 50 mg

Meredakan
BATUK yang Menyertai
Gejala **FLU**

DTL 1504523001A1 MI4000551214

PT. HALEX FARMA
INDONESIA

NEOZEP FORTE

PEREDA FLU

Phenylephrine HCl 15 mg
Chlorphenamine Maleate 2 mg
Paracetamol 250 mg
Salicylamide 150 mg

NEOZEP FORTE



Kinerja DVL Kuartal 1 2021

DVL Performance Q1 2021

Pentingnya **Kebugaran Jasmani** untuk Kesehatan
Lakukan Cara Ini!



- Rutin Latihan Anaerobik
- Rutin Latihan Aerobik
- Latihan Kekuatan Otot
- Lakukan Peregangan

ENERVON-C

ENERVON-C



KINERJA DVL KUARTAL 1 2021

DVL PERFORMANCE Q1 2021

Bisnis Obat Bebas
(Consumer Health Business)

209 M
+54%

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

72 M
-33%

YTD Pharma Industry
Growth
-6%*

488 M
Penjualan Bersih
Net Sales
DVL
Pertumbuhan
Growth
1%

Bisnis Obat Resep
(Prescription Business)

206 M
-14%

■ Toll Manufacturing & Export ■ Prescription ■ Consumer Health

*Estimated Pharma Growth 1st Quarter 2021



Sesi Tanya Jawab

Question and Answer Session



Lifter Indonesia Eko Yuli Irawan melakukan angkatan "clean and jerk" pada nomor angkat besi putra 62 kg Asian Games ke-18 2018 di JExpo, Jakarta, Selasa (21/8/2018). Eko Yuli Irawan meraih medali emas dengan total angkatan 311 kg.

Indonesian weightlifter Eko Yuli Irawan did a "clean and jerk" in 62-kg men's weightlifting competition at the 18th 2018 Asian Games at the JExpo, Jakarta, on Tuesday (21/8/2018). He won the gold medal, having lifted 311 kg.

ANTARA FOTO/Dhemas Reviyanto.



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Atlet panjat tebing Indonesia Fachtur Roji mengikuti babak semifinal ajang Panjat Tebing Asian Championships 2019 di Stadion Pakaneari, Bogor, Jawa Barat, Jumat (8/11/2019). Fachtur Roji berhasil melaju ke babak final kejuaraan tersebut. Indonesian wall climber Fachtur Roji participated in the wall climbing semifinal of the 2019 Asian Championships held at Pakaneari Stadium, Bogor, West Java, on Friday (8/11/2019). He made it to the final stages of the competition. ANTARA FOTO/Hendra Nurdyansyah.