



Driving Transformation. Delivering Growth.

Mendorong Transformasi. Memacu Pertumbuhan.



PUBLIC EXPOSE
PT Darya-Varia Laboratoria Tbk
6 June 2017

Topics

- 1. Market Overview**
- 2. DVL at Glance**
- 3. DVL Business Overview FY 2016**
- 4. DVL Performance 1st Q 2017**

Market Overview

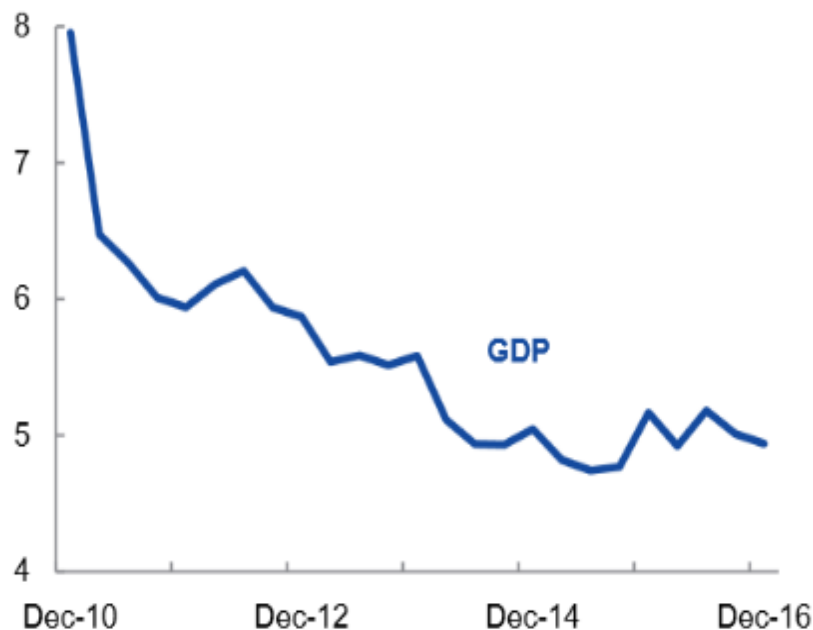


Indonesia Economy Indicators

Growth Improvement & Low Inflation

REAL GDP GROWTH

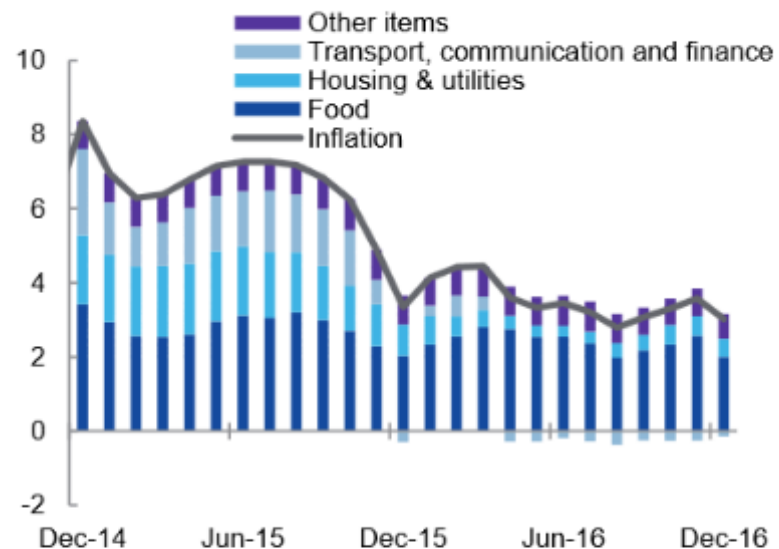
(growth quarterly yoy, percent)



Source: BPS; World Bank staff calculations

INFLATION

(contribution to growth, percent change yoy)

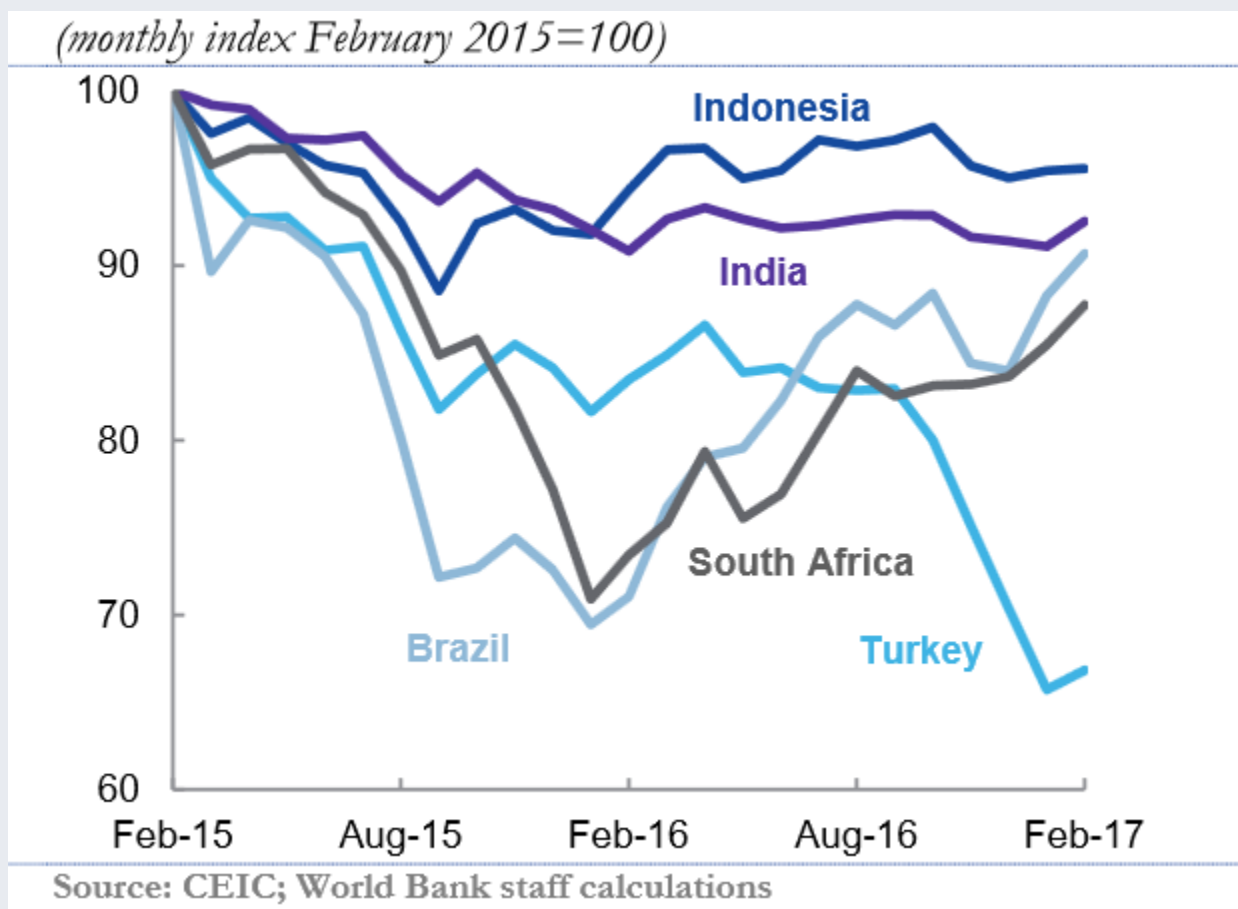


Note: The "Food" category includes both raw and processed food, while "Other items" consist of clothing, health, education, recreation, and sports.

Source: BPS; CEIC; World Bank staff calculations

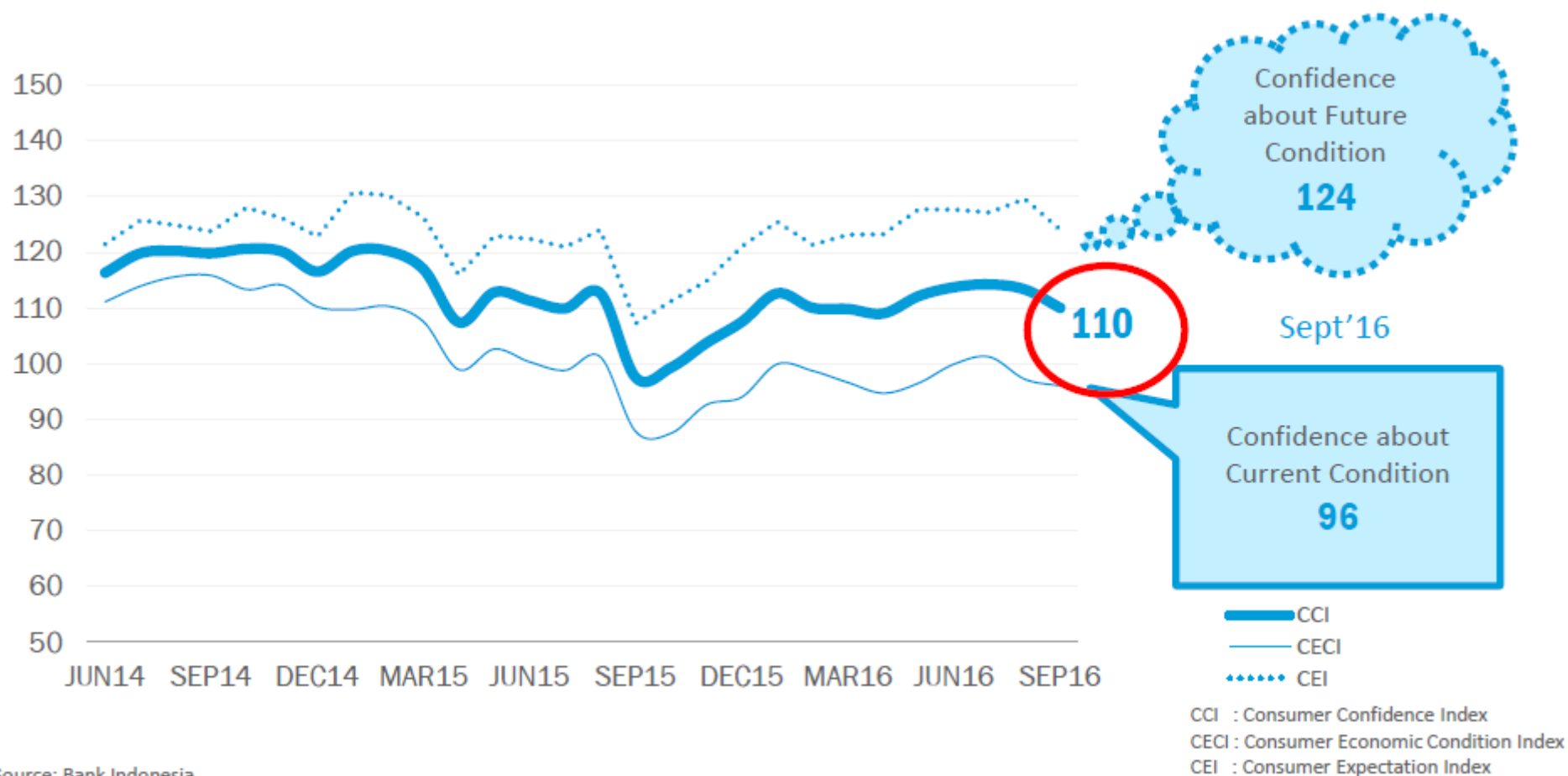
Indonesia Economy Indicators

Rupiah Strengthening in 2016



Indonesia Economy Indicators

Country With High Consumer Confidence Index



Pharmaceutical Industry Growth

In %	MAT 4Q16 vs MAT 4Q15			CAGR 5 Y		
	TOTAL	MNC	DOMESTIC	TOTAL	MNC	DOMESTIC
TOTAL	7.49	5.14	8.43	7.80	9.83	7.07
ETHICAL	8.13	4.99	9.94	8.59	10.80	7.47
ETHICAL BRANDED	5.92	4.78	6.81	7.77	10.71	5.76
UNBRANDED GENERIC	18.64	24.90	18.50	12.51	19.40	12.37
FREE SALES	6.45	5.74	6.57	6.54	6.39	6.57

Market grew mainly driven by generics,
while branded Ethical and OTC product growth are single digit

Sekilas Darya-Varia

Darya-Varia at a Glance





Menjadi perusahaan terbaik yang menyediakan solusi kesehatan berkualitas di Indonesia

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

Membangun Indonesia yang lebih sehat setiap orang di setiap waktu dengan produk dan pelayanan yang unggul, bekerja sama dalam sebuah keluarga “BERSATU”

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





1976

▶ A new partner in health.



1994

▶ Taking further step.



1998

▶ Aiming for leadership.



2012

▶ Breaking new heights.



2016

▶ Committed to a healthier Indonesia.

FOR A HEALTHIER INDONESIA

BISNIS UTAMA

MAIN BUSINESS STREAMS



Bisnis Obat Resep
Prescription Business



Bisnis Consumer Health
Consumer Health Business



Bisnis Export & Toll
Manufacturing
Export & Toll Manufacturing Business

Production Facilities



Citeureup, Bogor
(Sterile & Solid)



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



DVL Highlights

New Product Launch - PRESCRIPTION



Omeprazole
Sodium



Dextofen



Burnazin Plus



Dipitenz



Dexketopropfen



IAL System

Medical Science Center

- Journal for doctors
- Webinar
- 9 MSCs in 6 big cities
 - RSUD dr. Soetomo, Surabaya
 - RS Hasan Sadikin, Bandung
 - RS Adam Malik, Medan
 - Rs Wahidin S, Makassar
 - RS M. Hoesni, Palembang
 - RSPAD Gatot Soebroto, Jakarta
 - RS Kanker Dharmais, Jakarta
 - RS Fatmawati, Jakarta
 - RS Harapan Kita, Jakarta



New Product Launch - CONSUMER HEALTH

Suplemen Makanan

ENERVON ACTIVE



Zinc, B Kompleks dan Vitamin C Non Acidic



natur-e[®]300

DAILY NOURISHING

Communication Program

Consumer Health

Above-the-Line Advertising



TVC, Radio Talk Show, Print Ad

Below-the-Line Advertising



Educational Forum, Sponsored Events

On-Line Advertising



Social Media Marketing, Brand Website

In-Store Advertising



SPG, Point-of-Sale Merchandising & Display



DVL Business Overview FY 2016

DVL Performance FY 2016

	Sales (BIDR)	Growth
Bisnis Obat Resep <i>(Prescription Business)</i>	479	11%
Bisnis Consumer Health <i>(Consumer Health Business)</i>	653	12%
Bisnis Ekspor & Toll Manufacturing <i>(Export & Toll Manufacturing Business)</i>	319	9%
Total Net Sales	1,451	11%

LAPORAN LABA RUGI

STATEMENT OF PROFIT OR LOSS

FY 2016

Uraian (dalam miliar Rupiah)	2016	2015	% Pertumbuhan % Growth	<i>Description</i> (in billion Rupiah)
Laba Bruto	801	678	18%	<i>Gross Income</i>
Laba Usaha	204	127	61%	<i>Operating Income</i>
Laba Bersih	152	108	41%	<i>Net Income</i>
Marjin Laba Bersih	10%	8%		<i>Net Income Margin</i>
Laba bersih per saham (Rupiah penuh)	136	97	40%	<i>Net Income per Share (full rupiah)</i>

LAPORAN POSISI KEUANGAN

STATEMENT OF FINANCIAL POSITION

FY 2016

Uraian (dalam miliar Rupiah)	2016	2015	Increase/ (Decrease)	<i>Description (in billion Rupiah)</i>
Jumlah Aset	1,531	1,376	11%	<i>Total Assets</i>
Aset Lancar	1,069	1,044	2%	<i>Current Assets</i>
Jumlah Liabilitas	452	403	12%	<i>Total Liabilities</i>
Liabilitas Jangka Pendek	374	296	26%	<i>Current Liabilities</i>
Jumlah Ekuitas	1,080	974	11%	<i>Equity</i>

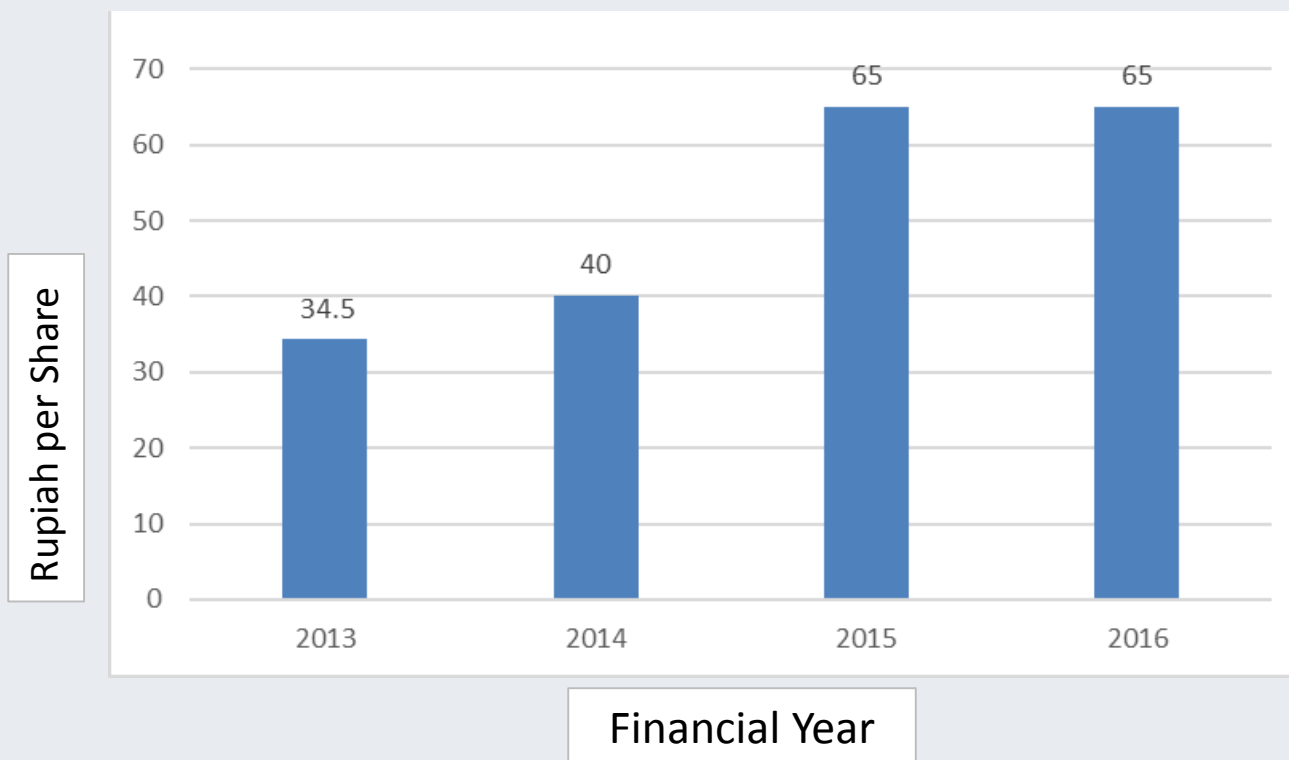
LAPORAN ARUS KAS

STATEMENT OF CASH FLOWS

FY 2016

Uraian (dalam miliar Rupiah)	2016	2015	Increase/ Decrease	Description (in billion Rupiah)
Arus kas dari aktivitas operasional	187	214	(12%)	<i>Cash flows from operations</i>
Arus kas untuk aktivitas investasi	(197)	(39)	405%	<i>Cash flows used in investing activities</i>
Arus kas untuk aktivitas pendanaan	(39)	(78)	(50%)	<i>Cash flows used in financing activities</i>

PEMBAYARAN DIVIDEN *DIVIDEND PAYMENT* *FY 2013-2016*





DVL Performance 1st Q 2017

DVL Performance Q1 2017

	Sales (BIDR)	Growth
Bisnis Obat Resep <i>(Prescription Business)</i>	156	14%
Bisnis Consumer Health <i>(Consumer Health Business)</i>	176	6%
Bisnis Ekspor & Toll Manufacturing <i>(Export & Toll Manufacturing Business)</i>	66	(14%)
Total Net Sales	398	5%

LAPORAN LABA RUGI

STATEMENT OF PROFIT OR LOSS

Q1 2017

Uraian (dalam miliar Rupiah)	Q1 2017	Q1 2016	% Pertumbuhan % Growth	Description (in billion Rupiah)
Laba Bruto	248	207	20%	<i>Gross Income</i>
Laba Usaha	106	70	51%	<i>Operating Income</i>
Laba Bersih	84	57	47%	<i>Net Income</i>
Marjin Laba Bersih	21%	15%		<i>Net Income Margin</i>
Laba bersih per saham (Rupiah penuh)	75	51	47%	<i>Net Income per Share (full rupiah)</i>

LAPORAN POSISI KEUANGAN

STATEMENT OF FINANCIAL POSITION

Q1 2017

Uraian (dalam miliar Rupiah)	Q1 2017	Q4 2016	Increase/ (Decrease)	<i>Description (in billion Rupiah)</i>
Jumlah Aset	1,721	1,531	12%	<i>Total Assets</i>
Aset Lancar	1,266	1,069	18%	<i>Current Assets</i>
Jumlah Liabilitas	559	452	24%	<i>Total Liabilities</i>
Liabilitas Jangka Pendek	477	374	28%	<i>Current Liabilities</i>
Jumlah Ekuitas	1,161	1,080	8%	<i>Equity</i>

LAPORAN ARUS KAS

STATEMENT OF CASH FLOWS

Q1 2017

Uraian (dalam miliar Rupiah)	Q1 2017	Q1 2016	Increase/ Decrease	<i>Description (in billion Rupiah)</i>
Arus kas dari aktivitas operasional	71	52	38%	<i>Cash flows from operations</i>
Arus kas untuk aktivitas investasi	(6)	(8)	24%	<i>Cash flows used in investing activities</i>
Arus kas untuk aktivitas pendanaan	-	-	-	<i>Cash flows used in financing activities</i>





Darya-Varia

LABORATORIA

FOR A
HEALTHIER
INDONESIA