

Paparan Publik *Public Expose*

PT Darya-Varia Laboratoria Tbk

Jakarta, 22 June 2023





Tinjauan Pasar / Market Overview



Sekilas Darya-Varia / Darya-Varia in a Brief



Tinjauan Bisnis / Business Overview



TINJAUAN PASAR MARKET OVERVIEW

Laju pertumbuhan PDB global di tahun 2022 melambat dari 6,1% menjadi 3,4%

Global GDP growth pace in 2022 experienced a slowdown, from 6.1% down to 3.4%



Inflasi melonjak baik di negara maju maupun berkembang, bahkan mencapai dua digit di sejumlah negara

Inflation soared in many parts of the world, affecting both developed and developing economies, and even reaching double digits in some

Pertumbuhan PDB Indonesia menyentuh titik tertingginya dalam sembilan tahun, sebesar 5,31%

Indonesia's GDP growth to a nine-year best, at 5.31%

Indonesia	2019	2020	2021	2022
Inflasi/ Inflation	2.7%	1.7%	1.9%	5.5%

Sumber: Bank Indonesia, BPS

Indonesia	2019	2020	2021	2022
PDB/ GDP	5%	(2.1%)	3.7%	5.3%

Sumber: Bank Indonesia, BPS

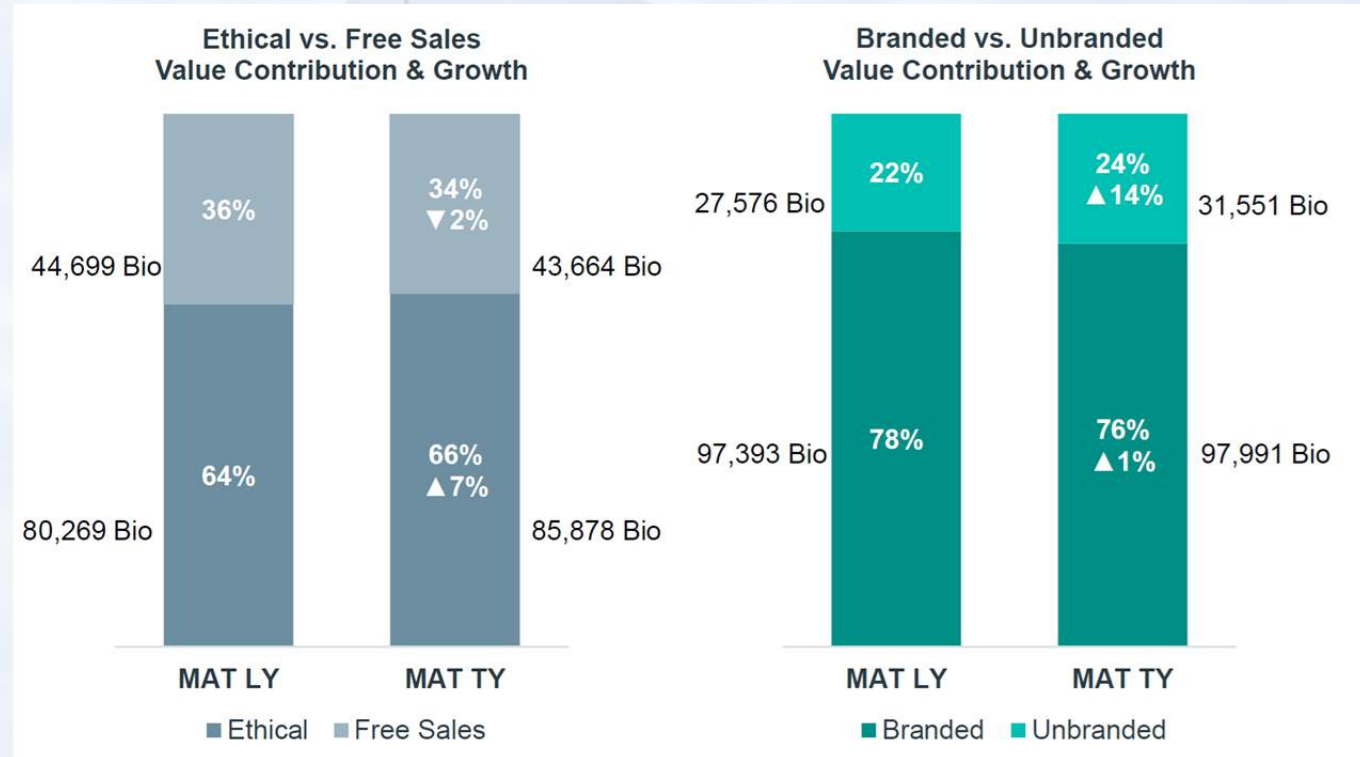
Pertumbuhan 2022/ Growth



Industri Farmasi: 3.7%



PDB Indonesia 5.31%



Industri farmasi Indonesia tumbuh 3,7% di tahun 2022
Indonesia's pharmaceutical industry grew by 3,7% in 2022



SEKILAS DARYA-VARIA
DARYA-VARIA AT A GLANCE

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 BAYAMHAN
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.

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

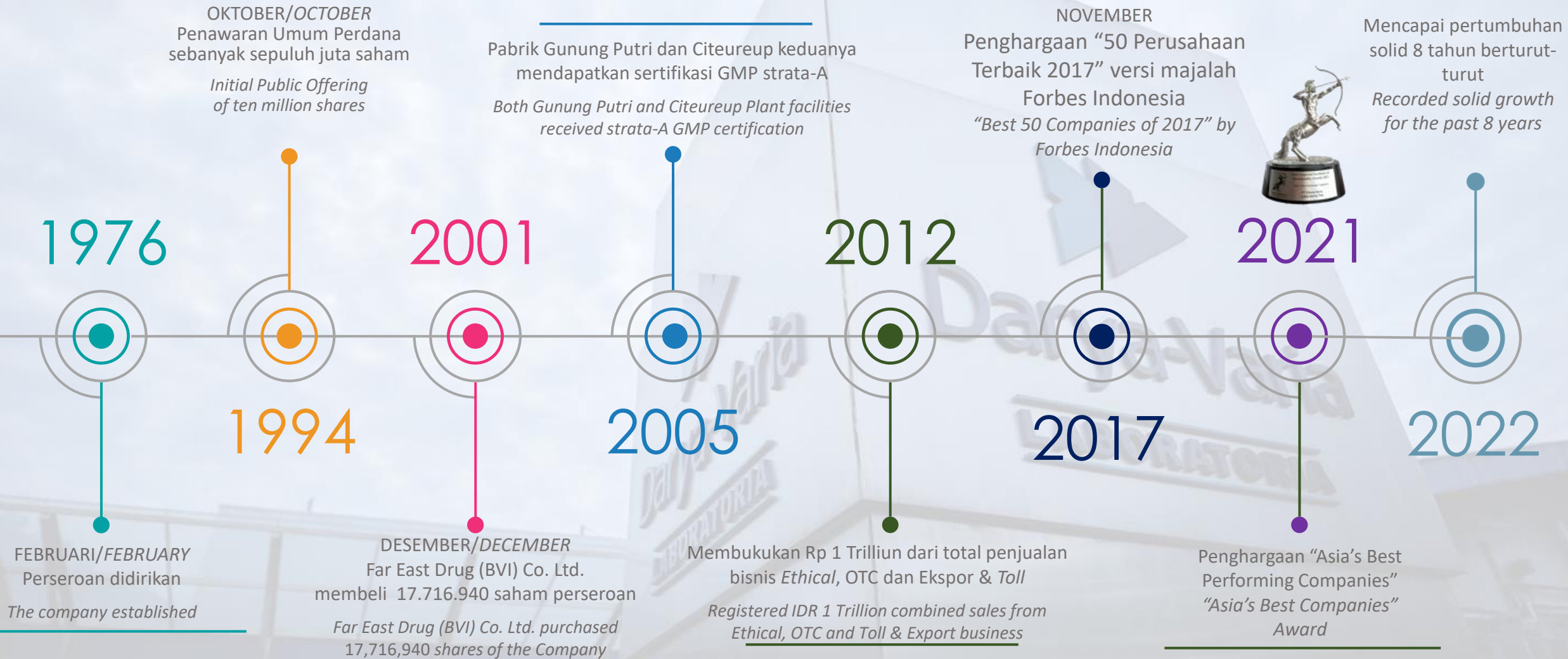
TANGGUNG JAWAB
ACCOUNTABLE
We take accountability for what we say and do.

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 AT A GLANCE



SEKILAS DARYA-VARIA

DARYA-VARIA AT A GLANCE



Gunung Putri Plant



Citeureup Plant



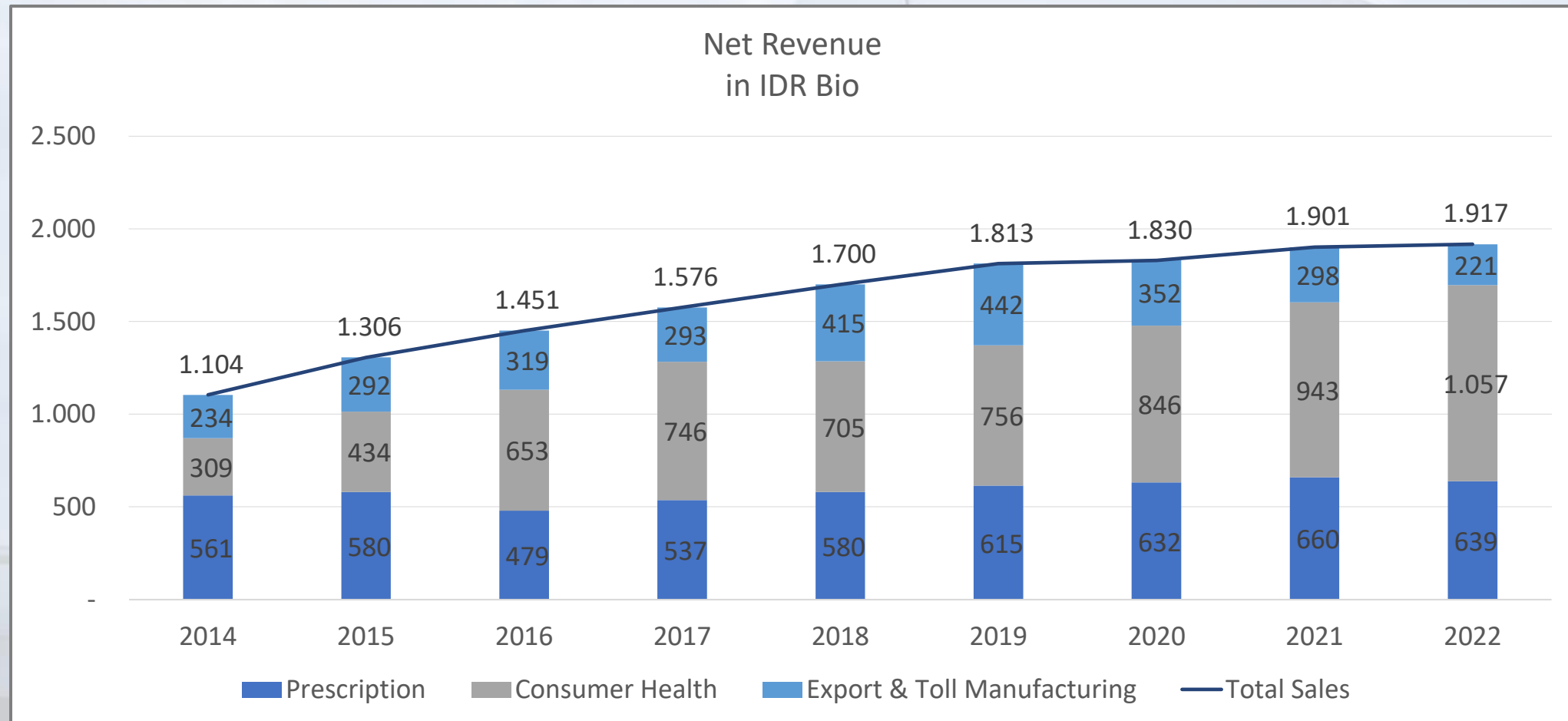


TINJAUAN BISNIS

BUSINESS REVIEW

Perseroan berhasil mencapai “8-Peat”: tumbuh selama delapan tahun berturut-turut secara konsisten

The company was able to pull off an “8-Peat”, growing consistently for eight years in a row.





**TOP Corporate Award
2022**



**Indonesia Halal Industry
Award 2022**



**Indonesia CSR
Awards 2022**



**TOP SDGs Award
2022**



**APL Business Partner
Award 2022**



**Penghargaan Gubernur Jawa Barat &
Penghargaan Kabupaten Bogor untuk
Pabrik Gunung Putri & Citeureup**



**Indonesia Best Workplace
for Women Awards 2022**



**Penghargaan untuk Brand
Natur-E dan Enervon-C**



**Indonesia Best
Workplace for Women
Awards 2023**



natur-e[®]

**Natur-E - Best Beauty Supplements
Popbela Beauty Awards 2023**

SEKILAS DARYA-VARIA

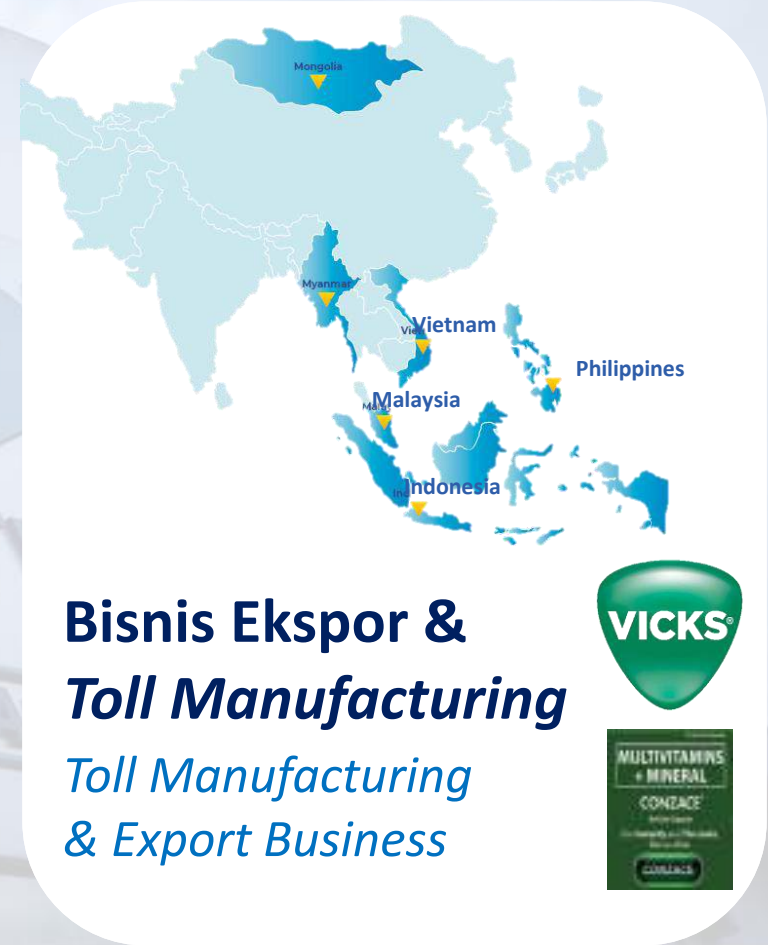
DARYA-VARIA AT A GLANCE



**Bisnis
Obat Resep**
*Prescription
Business*



**Bisnis
Consumer
Health**
*Consumer
Health
Business*



**Bisnis Ekspor &
Toll Manufacturing**
*Toll Manufacturing
& Export Business*

Pertumbuhan 2022/ Growth

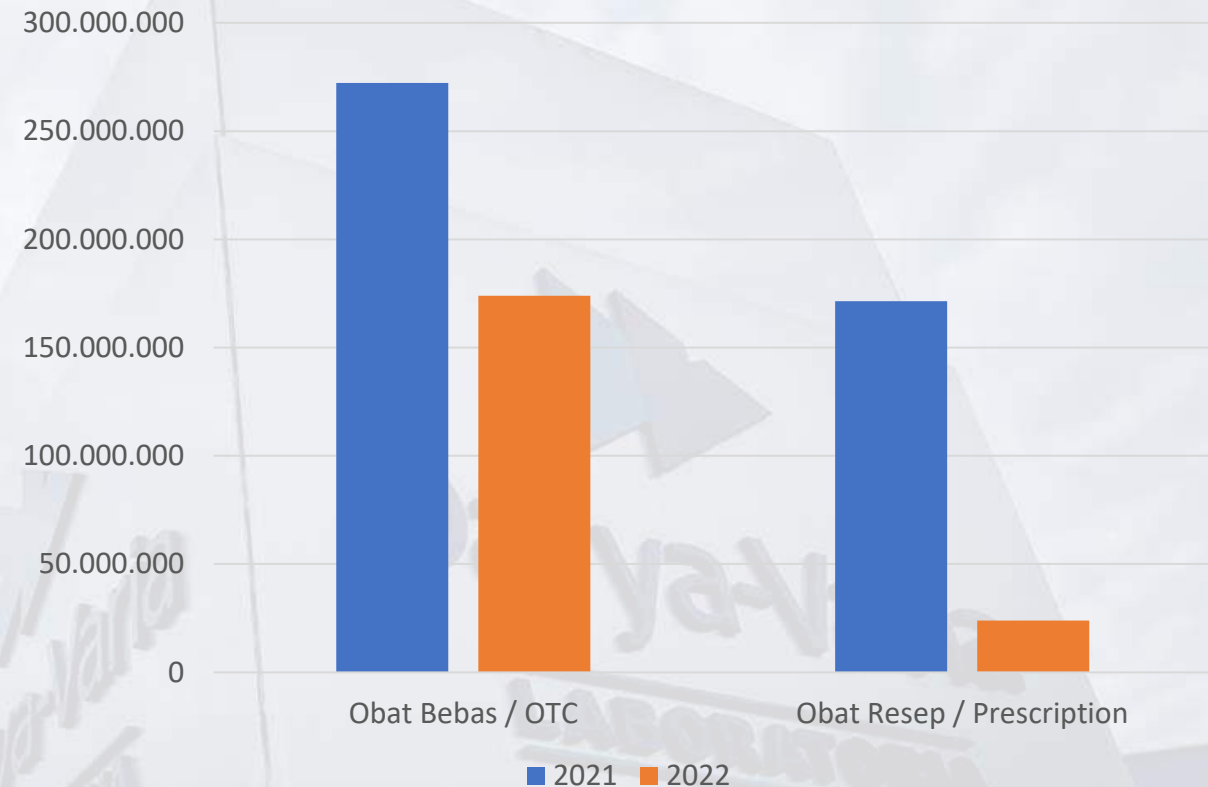


Industri Farmasi: 3.7%



PDB Indonesia 5.31%

Covid Related Product Performance



Fokus pemasaran Darya-Varia di 2022 adalah pada kategori obat yang tidak terkait pandemi, sehingga Perseroan mampu meredam dampak penurunan permintaan produk terkait Covid-19

Darya-Varia's marketing focus in 2022 was on non-pandemic-related categories, which enabled the Company to temper the impact of less-relevant Covid-19 related products

Bisnis Obat Resep *Prescription Business*

Pendapatan (Rp Miliar) <i>Revenue (Rp Billion)</i>	Pertumbuhan <i>Growth</i>
639	(3%)



Bisnis Consumer Health *Consumer Health Business*

Pendapatan (Rp Triliun) <i>Revenue (Rp Trillion)</i>	Pertumbuhan <i>Growth</i>
1.06	12%





Pangsa pasar Vicee 36%
The market share of Vicee is 36%

Pertumbuhan Vicee 24%
The growth of Vicee is 24%

Pangsa pasar Enervon adalah 27%
The market share of Enervon is 27%



Peluncuran produk sepanjang tahun 2022
New product launch in 2022



Disudrin-ped



Neostrata Retinol Peel

Bisnis Toll Manufacturing & Ekspor *Toll Manufacturing & Export Business*

Pendapatan (Rp Miliar) <i>Revenue (Rp Billion)</i>	Pertumbuhan <i>Growth</i>
221	(26%)





Perseroan menjadi salah satu dari Top 50 Excellent Suppliers yang dipilih dari lebih dari 60.000 pemasok
The Company is one of the Top 50 Excellent Suppliers out of over 60.000 suppliers



Edukasi & Intervensi Gizi Balita, Ibu Hamil & Ibu Menyusui
Nutrition Education and Intervention for Toddlers, Pregnant Women and Breastfeeding Mothers

Perayaan Desa Sehat - DVL Gunung Putri
DVL Gunung Putri - Desa Sehat Celebration



1.569,9 GJ

Efisiensi energi di Darya-Varia

Energy efficiency programs at Darya-Varia

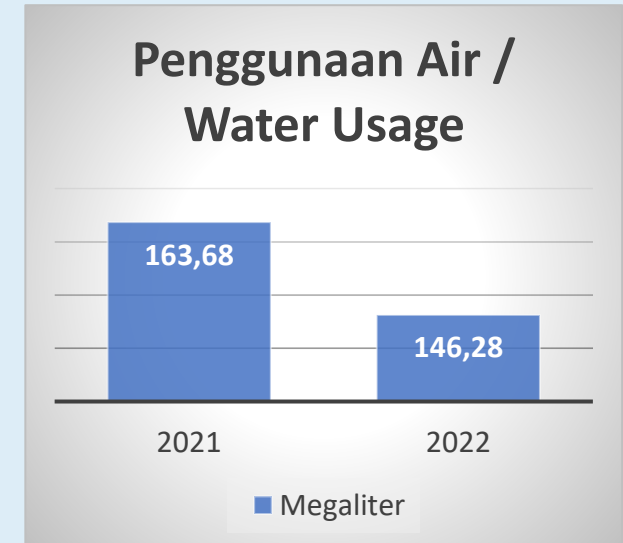


795 Kg

Donasi Pupuk ke Kampung Ramah Lingkungan (KRL) dan Desa Sehat Binaan

Fertilizer donations for Environment Friendly Kampong (KRL) and fostering Desa Sehat

**Penggunaan Air /
Water Usage**



**Efisiensi penggunaan air di
Darya-Varia**

Water usage efficiency at Darya-Varia



Laporan Tahunan 2022

Tersedia di website kami
www.darya-varia.com

2022 Annual Report

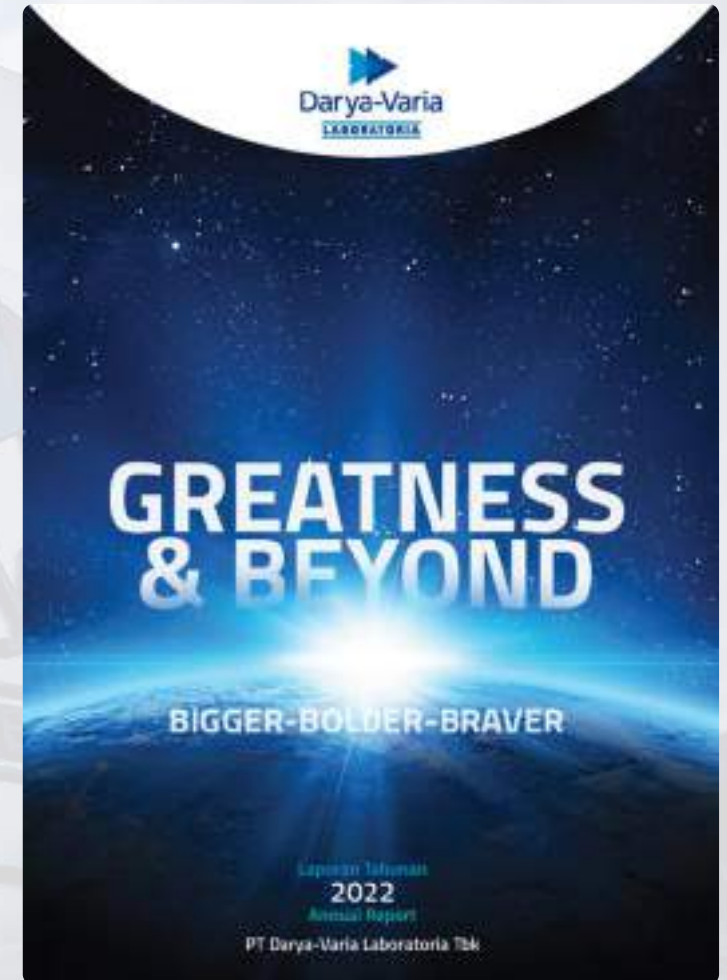
Available in our website
www.darya-varia.com

Laporan Keberlanjutan 2022

Tersedia di website kami
www.darya-varia.com

2022 Sustainability Report

Available on our website
www.darya-varia.com





TINJAUAN BISNIS (Q1 2023)
BUSINESS REVIEW (Q1 2023)

TINJAUAN BISNIS Q1 2023

BUSINESS OVERVIEW Q1 2023

Bisnis Obat Resep (Prescription Business)

241 M

Pertumbuhan rata-rata
Ave. Growth
51%

Bisnis Obat Bebas (Consumer Health Business)

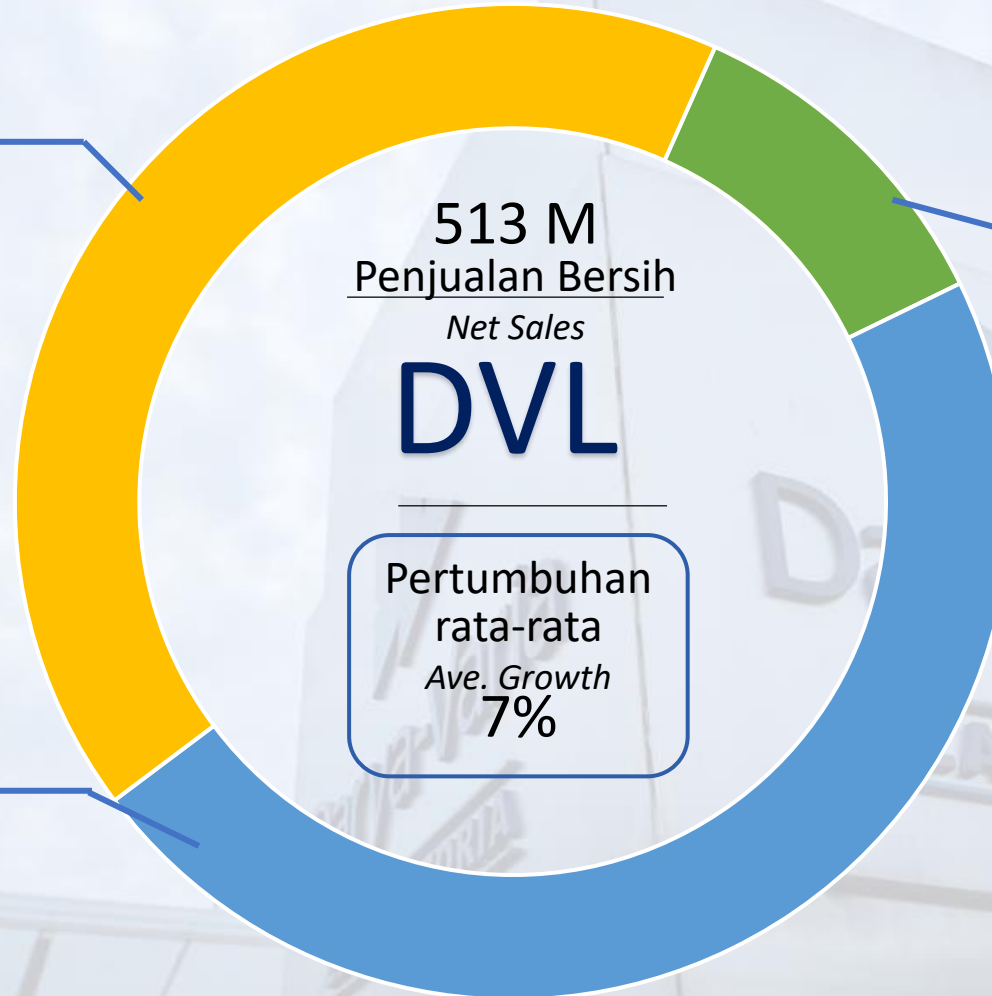
215 M

Pertumbuhan rata-rata
Ave. Growth
-18%

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

57 M

Pertumbuhan rata-rata
Ave. Growth
2%



 Toll Manufacturing & Export  Consumer Health  Prescription



SESI TANYA JAWAB
QUESTION AND ANSWER SESSION



Darya-Varia

LABORATORIA

PT Darya-Varia Laboratoria Tbk

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Indonesia

