











## **PERFORMANCE UPDATE**

1H 2024



**Company Overview** 







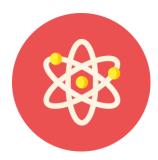
# IDR 367,8 Billion

1H 2024 Revenue (-33,7% yoy)



# IDR (49,8) Billion

1H 2024 Net Income for the Period (-743,6% yoy)



## 5 SKUs

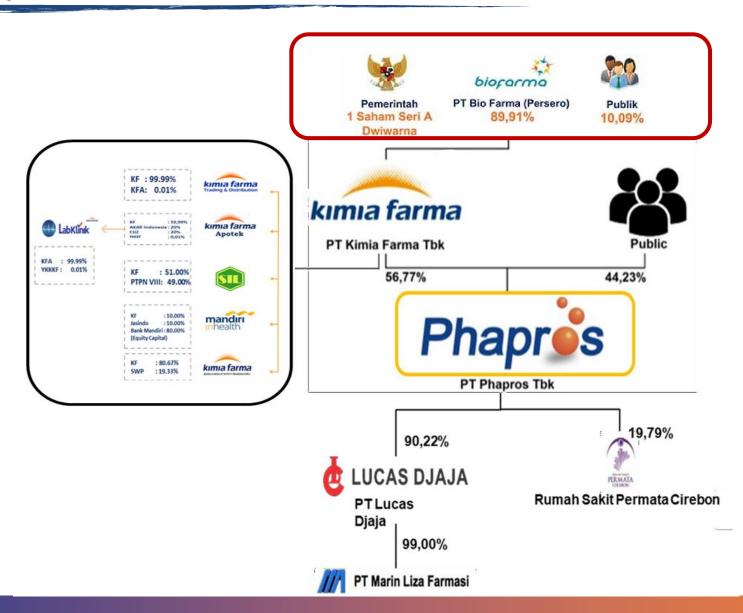
(set to be launched for 2024)

- Established in 1954 with more than
  250 products available in the market
- Antimo continues to be the market leader among competitors, dominating over 70% market share in Antiemetic & Anti-Nausea treatment
- One of few Pharmaceutical Manufacturing Industries with Certified Calibration Laboratory





### **Shareholder Composition**





## Phapres

### **Phapros' Leading Products**









**Antimo Group** 



**Tablet Tambah Darah** 



**Dextamine** 



**Livron B Plex** 



Omeprazole



**Pro TB Group** 



Noza



Dexamethasone



**Pehacain** 



Market Overview







## **GDP Growth Projection for 2024**



World Bank : 4,9%



**OECD** : 5,1%



IMF : 4,8%



ADB : 5,0%

A modest acceleration in real GDP growth is anticipated due to the easing of inflation and interest rates in 2024, which will stimulate household spending.

Bank Indonesia, is expected to implement a more relaxed monetary policy in the latter half of the same year, further bolstering economic growth.





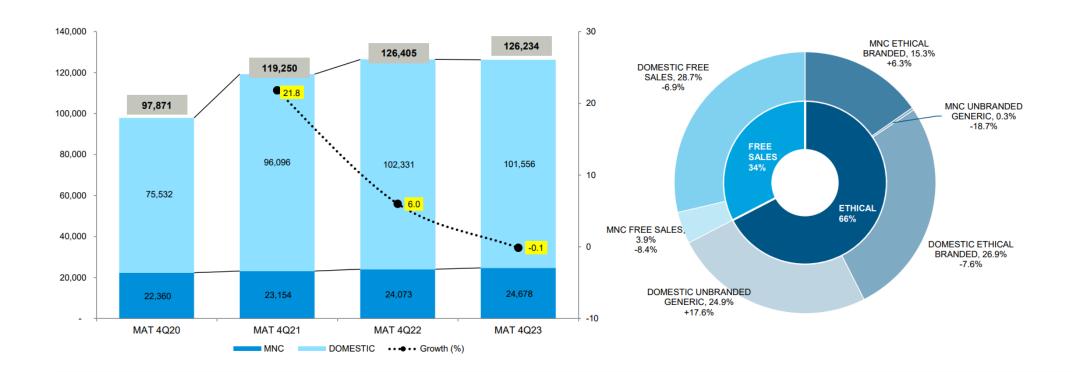
#### **Indonesia Pharmaceutical Market Overview**



Total Market Value 126,234 bio



Growth MAT: -0.1% Growth QTR: 0.5%



Despite a minuscule decline in total pharmaceutical market value, the Ethical segment continued to show positive growth

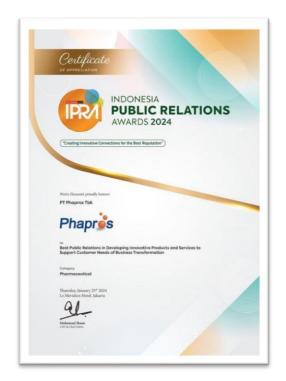


Performance Highlight





### **Corporate Event Highlights**







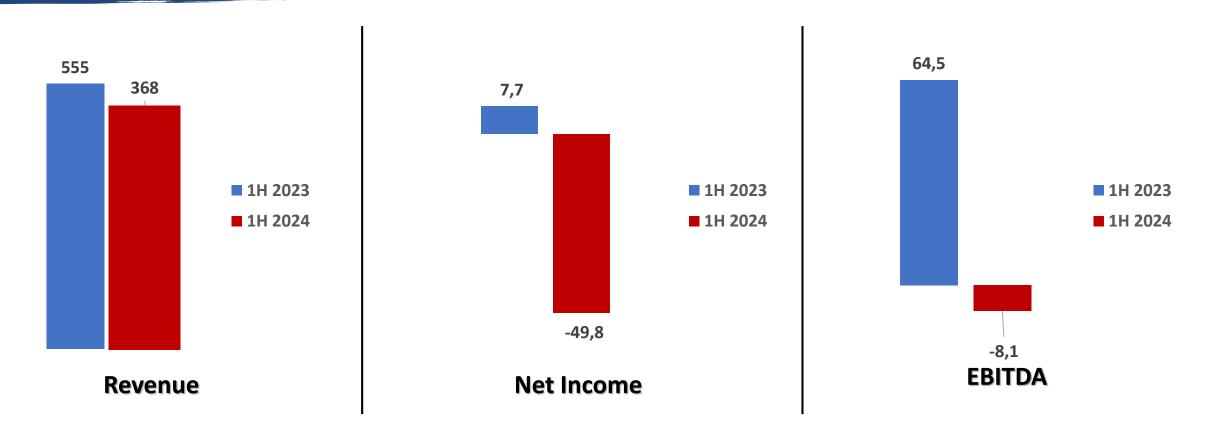


In pursuit of our aspiration to be the foremost pharmaceutical company, Phapros continues to earn various accolades throughout the first half of the year





### **Financial Update**



Despite experiencing a significant decline in both Profit and EBITDA, Phapros remains dedicated to achieving maximum results in 2024.



**Business Strategy** 

kımıa farma



I. REVENUE II. EBITDA III. CASH FLOW

#### A. COMMERCIAL EXCELLENCE

- Improving the Demand Creation Process
- Focusing on High-Margin Products
- Improving the Demand Planning Process
- · Expanding the Export Market
- Co-marketing of Subsidiary Products

#### **B. MANUFACTURING EXCELLENCE**

- Improving COGS
- Optimizing Plant Utilization
- Optimizing Projects & Investments
- Inventory Control
- Cost-saving Procurement
- Lean Manufacturing
- Accelerating NIE for New Products / Renewal of Existing Products

#### C. FINANCIAL EXCELLENCE

- Improving Cash Flow
- Improving AR Collection
- Enhancing Financial Operational Effectiveness
- Debt Restructuring

**RE-FOCUSING R&D AND BUSINESS DEVELOPMENT** 

**BUSINESS PROCESS RE-ENGINEERING & DIGITALIZATION** 

ORGANIZATIONAL EXCELLENCE (INCREASING PRODUCTIVITY OF HUMAN CAPITAL)





Phapros

**AMANAH** 

**KOMPETEN** 

**HARMONIS** 

LOYAL

**ADAPTIF** 

**KOLABORATIF**