



# 1Q2022 Performance Update

# 01

## Company Overview



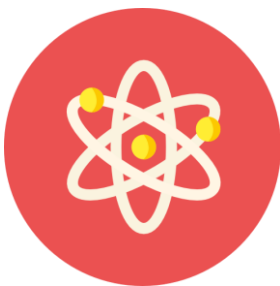
# IDR 269,26 Billion

1Q2022 Revenue (+19.5% yoy)



# IDR 176,97 Billion

1Q2022 Cash or Cash Equivalents (+146.6% yoy)



# 1 Product Launched

*Bonefill Powder (as per March 2022)*

- 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**

## Board of Commissioners

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**Maxi Rein Rondonuwu**  
President Commissioner



**Masrizal Achmad Syarief**  
Commissioner



**Chrisma Aryani Albandjar**  
Independent Commissioner



**Bimo Wijayanto**  
Independent Commissioner



## Board of Directors

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**Hadi Kardoko**  
President Director



**David Sidjabat**  
Director of Finance, Risk  
Management & Human Capital

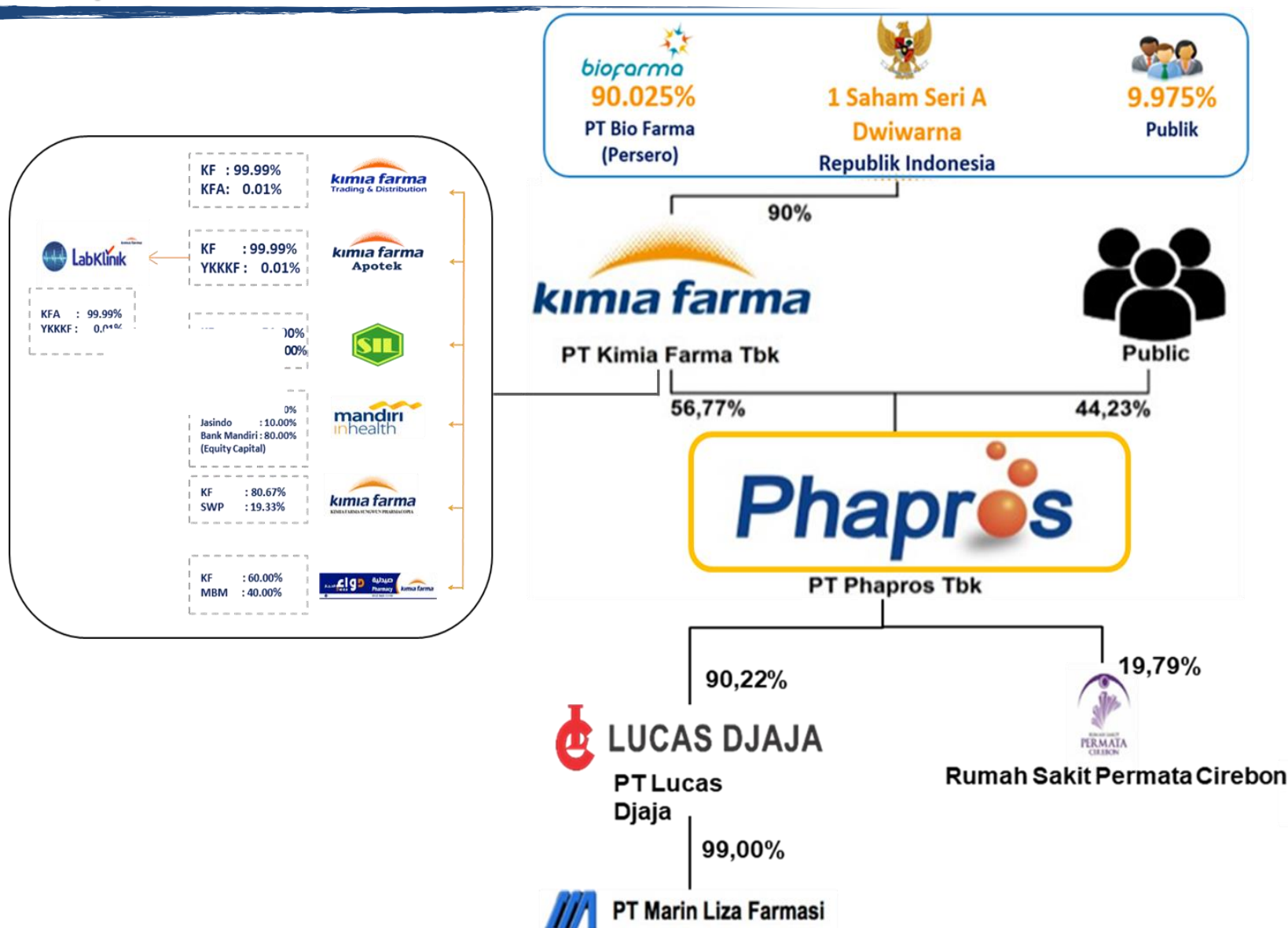


**Imelda Alini Pohan**  
Marketing Director



**Ida Rahmi Kurniasih**  
Production Director

## Shareholder Composition



## Pareto Products

### ANTIMO



- **Indications** : Nausea and vomiting during travelling by motor vehicles [car, bus], ships, and aircraft
- **Ingredients** : Dimenhydrinate tablet 50 mg
- **Packing** : 1 strip @ 10 tablets

### BECEFORT



- **Indications** : Vitamin supplement of vitamin C, B, and Calcium deficiency i.e growth step, healing step, malnutrition, pregnancy and nursing women.
- **Ingredients** : Vit-B1, Vit-B2, Vit-B6, Vit-B12, Vit-C, Vit-E, Calcium
- **Packing** : 1 strip @ 4 caplets

### TABLET TAMBAH DARAH



- **Indications** : For Iron Deficiency and to reduce megaloblastic anemia
- **Ingredients** : Ferrous Fumarate 180mg, Folic Acid 400mg
- **Packing** : 3 strips @ 10 tablets

### PEHACAIN



- **Indications** : local anesthesia for dental procedures
- **Ingredients** : Lidocaine HCl 20mg, Epinephrine 0,0125mg
- **Packing** : 20 Ampoules @ 20ml

### DEXTAMINE



- **Indications** : Corticosteroid Therapy and to relieve symptoms of allergies
- **Ingredients** : Dexamethasone 0,5mg, Dexchlorpheniramine maleate
- **Packing** : 30 blisters @ 10 caplets

### PRO TB



- **Indications** : Treatment for TB Disease
- **Ingredients** : Rifampicin, Isoniazide, Pyrazinamide, Ethambutol
- **Packing** : 1 blister @ 28 film coated caplets

### PANTOPRAZOLE



- **Indications** : Duodenal ulcer, gastric ulcer, reflux esophagitis
- **Ingredients** : Pantoprazole Sodium 124mg/Pantoprazole 40mg
- **Packing** : 1 vial @ 40mg

### RANITIDINE



- **Indications** : Hypersecretory conditions
- **Ingredients** : Ranitidine 25 mg
- **Packing** : 25 Ampoules @ 2ml





02



Market  
Overview



## Economic Outlook

## Indonesia's GDP for 2022



5 – 5,4%



World Bank : 5,2%



OECD : 5,1%



IMF : 5,4%



ADB : 5,0%

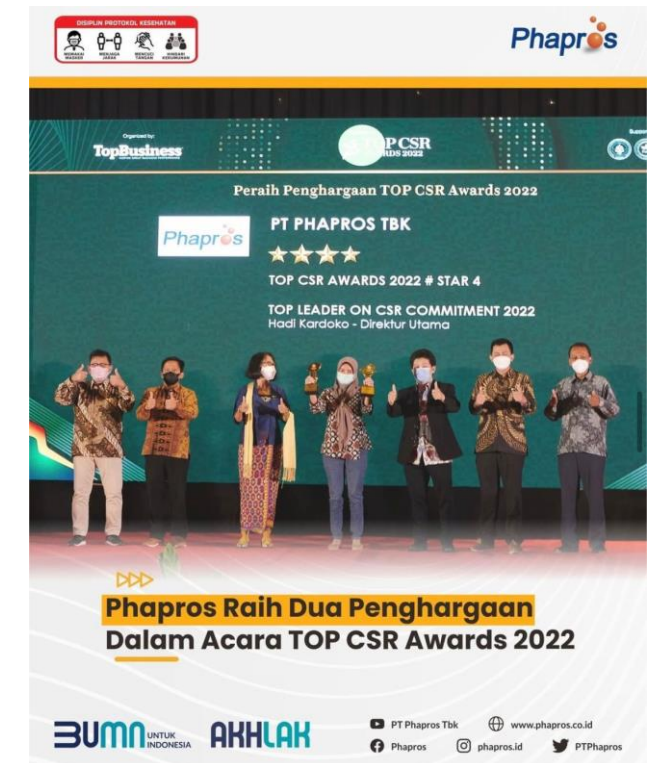
*“This positive economic performance is reflected by the solid cooperation between the government and all stakeholders in controlling COVID-19 and participating in the National Economic Recovery Program”*



# 03

## Performance Highlight

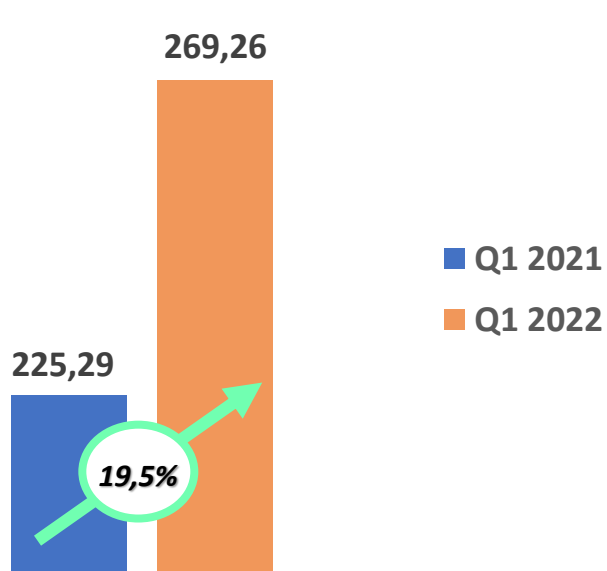
## Awards



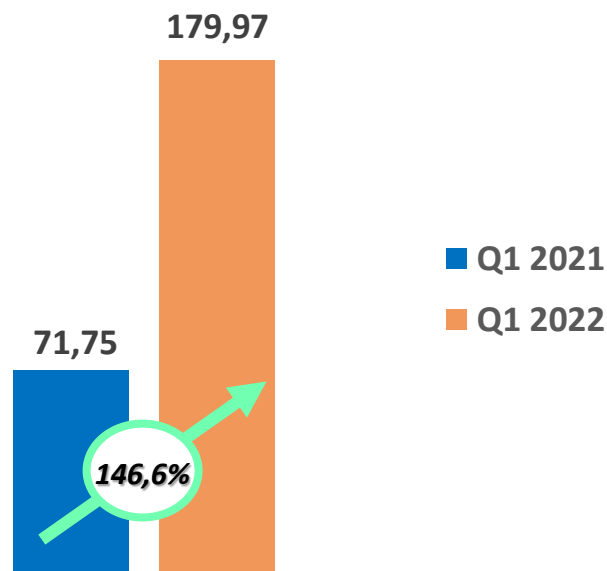
Phapros aspires to be the Company that contributes endlessly to society. Throughout 1Q2022, the Company has achieved numerous awards, including awards in CSR (Corporate Social Responsibility) and Corporate PR (Public Relations)



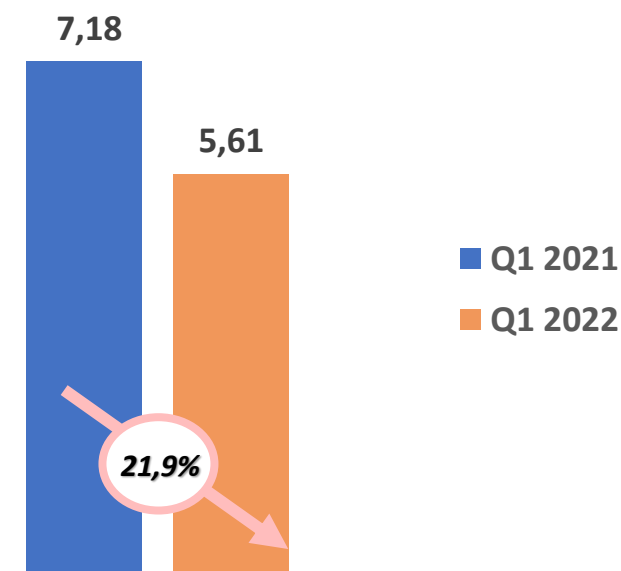
## Financial Update



Revenue



Cash or Cash  
Equivalents



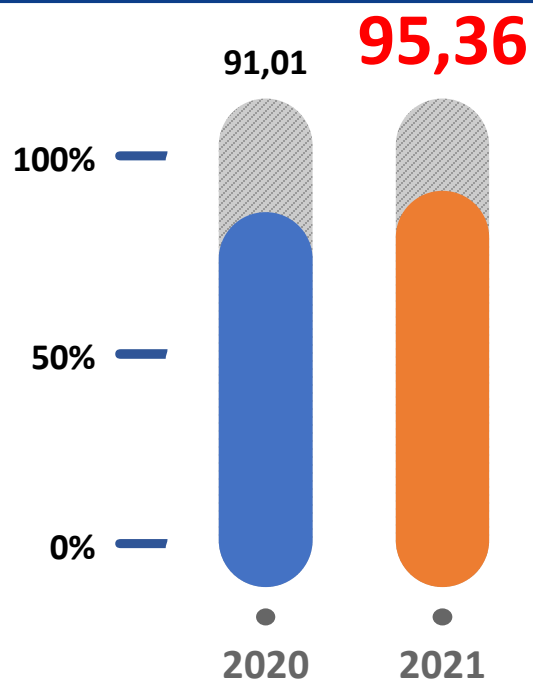
Net Income

Having recovered gradually from the impacts of Covid-19, Phapros still achieved substantial growth in revenue and cash throughout 1Q2022

## Other Highlighted Performance



### GCG Score



### Training Costs

2021

Rp **1,05**  
Billion



### Trees Planted

2021

**1.473**  
Trees



**87**

KPI Score



**540,75** KPKU Score

Assessment for FY 2020, conducted in 2021



### CSR Funds

2021

Rp **4,35**  
Billion



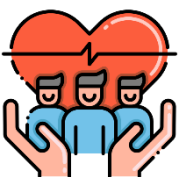
### Distribution of Partnership Funds

**Rp 3,615,000,000**

To



**68 Partner SMEs**



**90,96%**

Occupational Safety and Health  
Management System Score

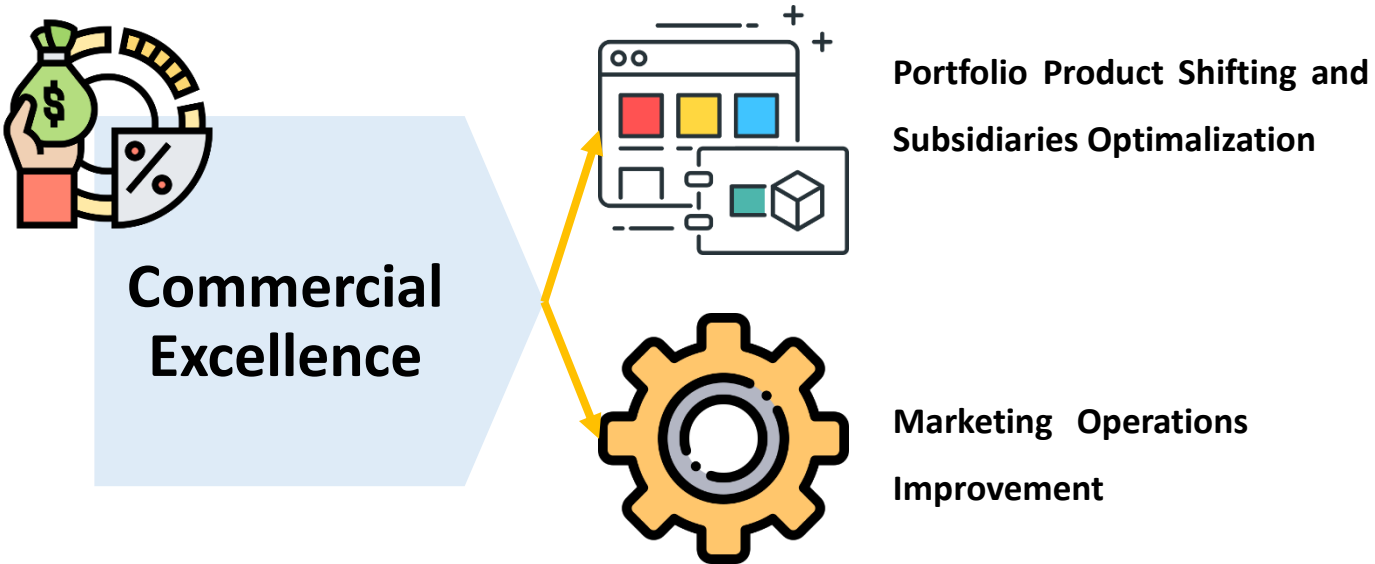


# 04

## Business Development



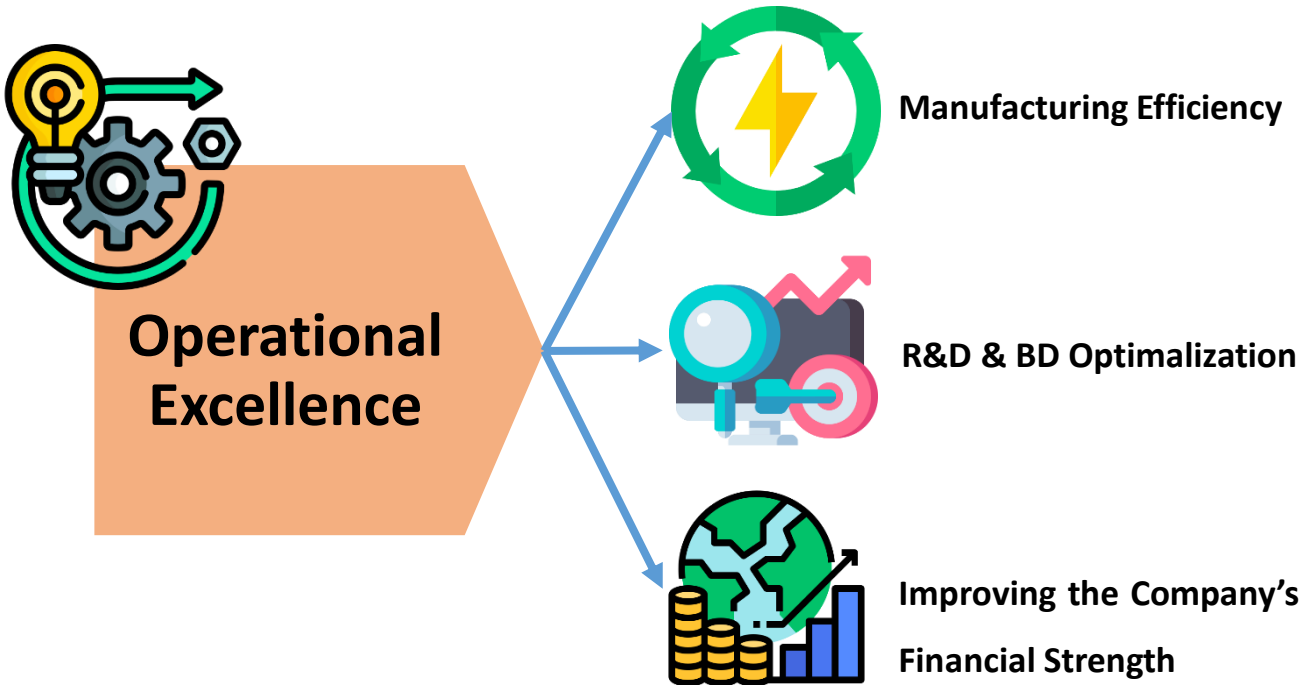
## Optimalization Strategies of PT Phapros Tbk – *Commercial Excellence*



- a. Product Shifting from Generic to Branded
- b. Focusing on High Margin Products
- c. Streamline Program for Non-Performing Products
- d. Co-Marketing Program for Lucas Djaja Group Products
- e. Reinforcing specified TCs (Orthopedic, Antibiotic, Oncology, and Anti-diabetes)
- f. Expanding Export Markets
- g. Generating more Revenue Through New Products

- a. Sales & Field Force Automation
- b. Strengthening Evaluation Process on Marketing Budget Planning, in line with sales targets and brand building activities
- c. Making use of *Marketing Insight data as a part of the Company's Business Intelligence*

## Optimalization Strategies of PT Phapros Tbk – *Operational Excellence*

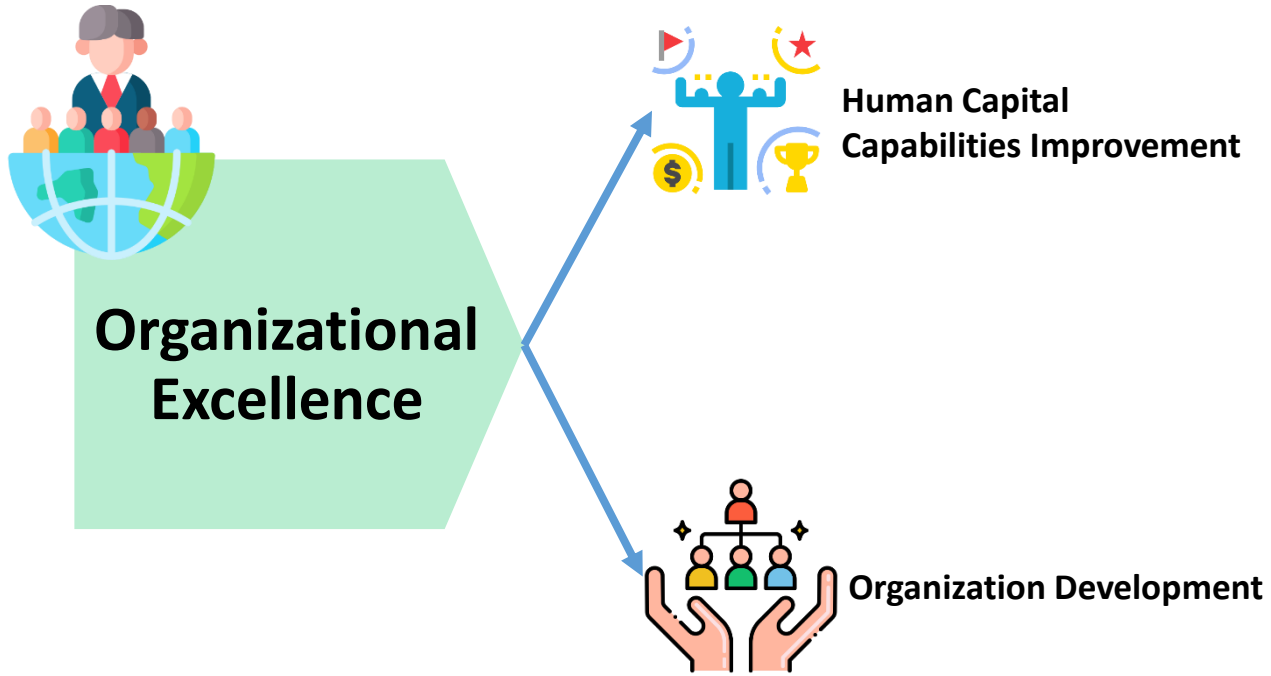


- a. Digitalization and Automation Programs on Manufacturing Ops.
- b. Aligning Production Facilities and *Lean Manufacturing*
- c. Increasing Capacity Utilization through Toll-Manufacturing across BUMN Farmasi
- d. Accelerating the use of Alternative Raw Materials
- e. Energy-Efficient Program (Solar Panel and CNG)

Product Development Acceleration through internal expertise or with third-party capabilities

- a. Converting Short-Term Debt into Long-Term Debt
- b. Average Collection Period (within 60 days)

## Optimalization Strategies of PT Phapros Tbk – *Organizational Excellence*

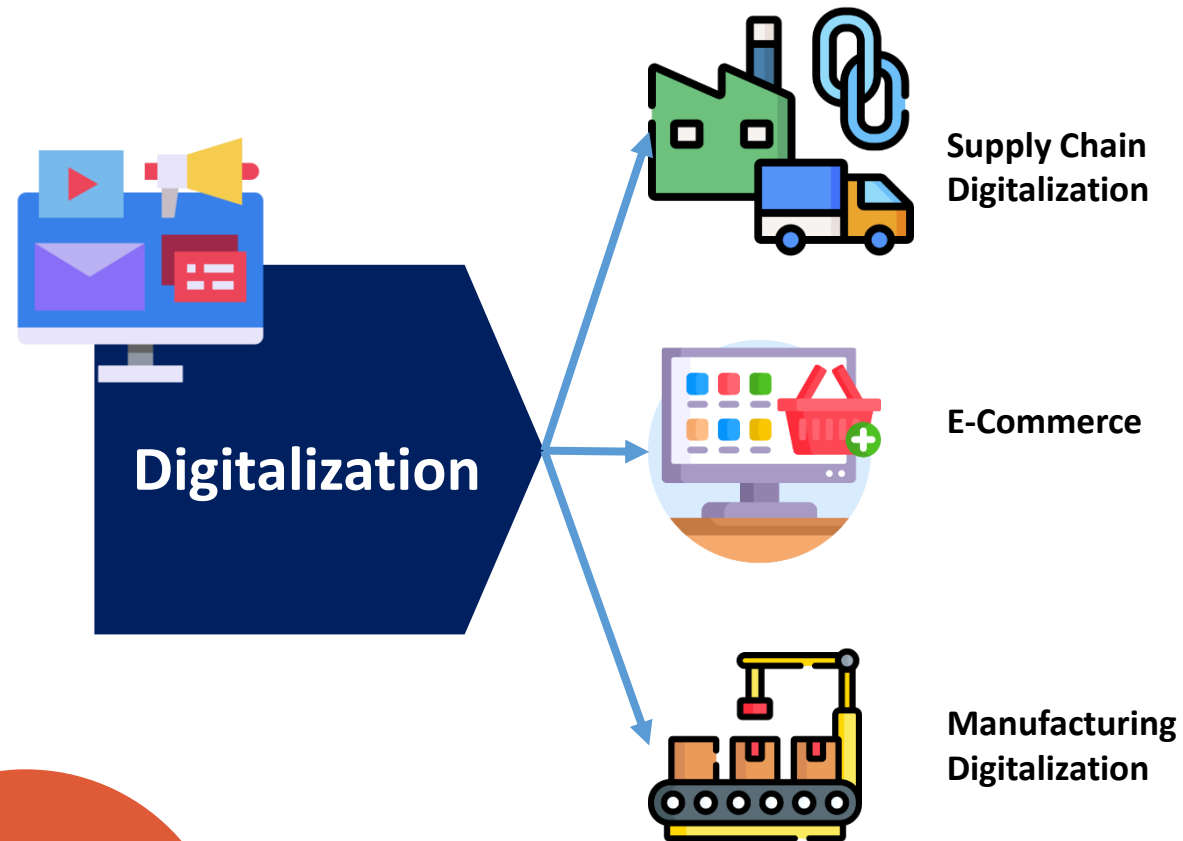


- a. Corporate Culture Internalization
- b. Measuring & Developing Technical Competencies & Talent Pool
- c. BUMN Farmasi Talent Exchange
- d. Sharing Knowledge & Sharing Expert Program

- a. Increasing Parenting Capabilities for Subsidiaries
- b. Aligning Employee KPIs with Corporate Goals by monitoring each performance
- c. *Updating Job Evaluation & Workload Analysis* for all positions in organizational structure



## Optimalization Strategies of PT Phapros Tbk – *Digitalization*



- a. Synchronizing and Integrating data between Manufacturing Information Systems (*E-CPB timbang* & QAD)
- b. Integrating Manufacturing & Sales data to monitor product availability (Providing source of information to facilitate decision making)
- c. Bridging principal & distributor data through API (*Application Programming Interface*)

Implementing Electronic Batch Manufacturing Record (E-CPB)



**BUMI** UNTUK INDONESIA

**kimia farma**

**Phapros**

**Thank You &  
Wish You Well !**

**Factory**

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**AKHLAK**

**AMANAHAH**

**KOMPETEN**

**HARMONIS**

**LOYAL**

**ADAPTIF**

**KOLABORATIF**