

PUBLIC EXPOSE 2023

PT Duta Intidaya Tbk



A member of CK Hutchison Holdings



AGENDA

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Corporate Overview

02

Activities & Initiatives

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Financial Highlights

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Sustainability Vision

look good. do good. feel great.



Company at a Glance



Established in 2005



157 Stores at the end of 2022

The Company opened 10 stores, including 8 community pharmacies



- **Watsons Own Platform (www.watsons.co.id)**
- **Watsons Official eStores at Marketplaces**

Shopee.com, Tokopedia.com, Lazada.com, Blibli.com, Bukalapak.com Marketplace, Halodoc, Bima+ App, Good Doctor App, GrabMart App, GoMart App (as at 31 December 2022)



1,315 employees as of the end of 2022



EightyEight @ Kasablanka Tower A, 28th and 37th Floor,
Jl. Casablanca Raya Kav. 88, Menteng Dalam, Tebet,
South Jakarta, 12870, Indonesia



Board of Commissioners



Alissa Qotrunnada
Munawaroh Wahid
*President Commissioner and
Independent Commissioner*



Sugito Walujo
Commissioner



Dominic Kai Ming Lai
Commissioner



Edith Shih
Commissioner



Scott John Blakemore
Commissioner



Irwan Bunyamin Afiff
Independent Commissioner



Board of Directors



Lilis Mulyawati
President Director



Erwantho Siregar
Director

Audit Committee



Alissa Qotrunnada
Munawaroh Wahid
*Chairperson of
the Audit Committee*



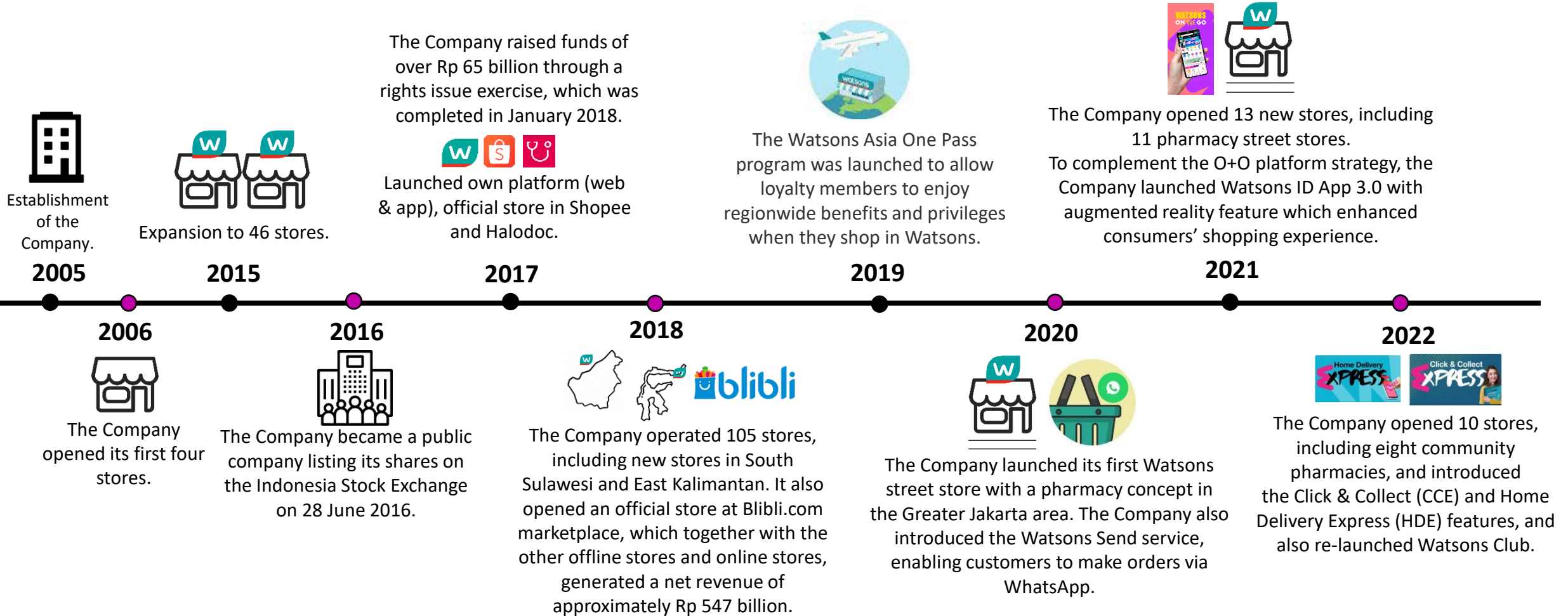
Friso Palilingan
Member



Retno Dwi Andani
Member



Company's Successful Journey



Company Awards



Economics - Indonesia Inspiring Women Awards 2022

The president director of the Company, Mrs Lilis Mulyawati was awarded the 2nd Indonesia Inspiring Women Awards 2022 by The Economics.



Hashtag Asia Awards Silver Winner

The Company won a silver award with its sustainability campaign “look good. do good. feel great.” in the Best Social Media Community Management category from Hashtag Asia Awards.



Warta Ekonomi Indonesia Millennial's 2022 Brand Choice Awards

The Company received the “Indonesia Very Good Millennial's Brand Choice 2022” award in the category of Minimarket from Warta Ekonomi.



HerStory Indonesian Mom's Favorite Brand Choice Awards 2022

The Company received an award as Top 5 Favorite Brand of Indonesian Mothers for Retail Mart Category in “On the Homeward Bound to a Stronger Family” Technology, Stores and Transportation from HerStory.



Corporate Focus





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Launched Click & Collect (CCE) and Home Delivery Express (HDE) and Super Bright Store (SBS)

The Company launched the Click & Collect (CCE) (which enables online orders to be collected at the customer's store of choice within one hour of ordering without a delivery fee) and Home Delivery Express (HDE) (which enables orders to be delivered within two hours of ordering to the customer's home) features. Super Bright Store (SBS) is the Company's newest hub outside of Jakarta, specifically designed to facilitate and speed up the delivery of orders from Watsons Online to all surrounding areas. With Super Bright Store, customers no longer need to worry about delivery delays, shipping costs or other issues.



2 PROXIMITY

Total 10 New Stores Opened in 2022



2 Watsons in Malls

Samarinda City Centrum, Serpong Paradise



8 Watsons Community Pharmacies

Sapphire Bekasi, Melati Mas, Veteran Bintaro, Bintaro Sektor 5, Pantai Indah Kapuk, Tanjung Duren, Jatisampurna, Joglo





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LOYALTY



Watsons x L'Oréal ONE FINE DAY "Empowering Women"

The Company and L'Oréal held the One Fine Day "Empowering Women" event as part of the Women Empowerment Campaign. The event was held on Jakarta's Phinisi ship which sailed during the beautiful sunset and was attended by 80 lucky Elite Members.



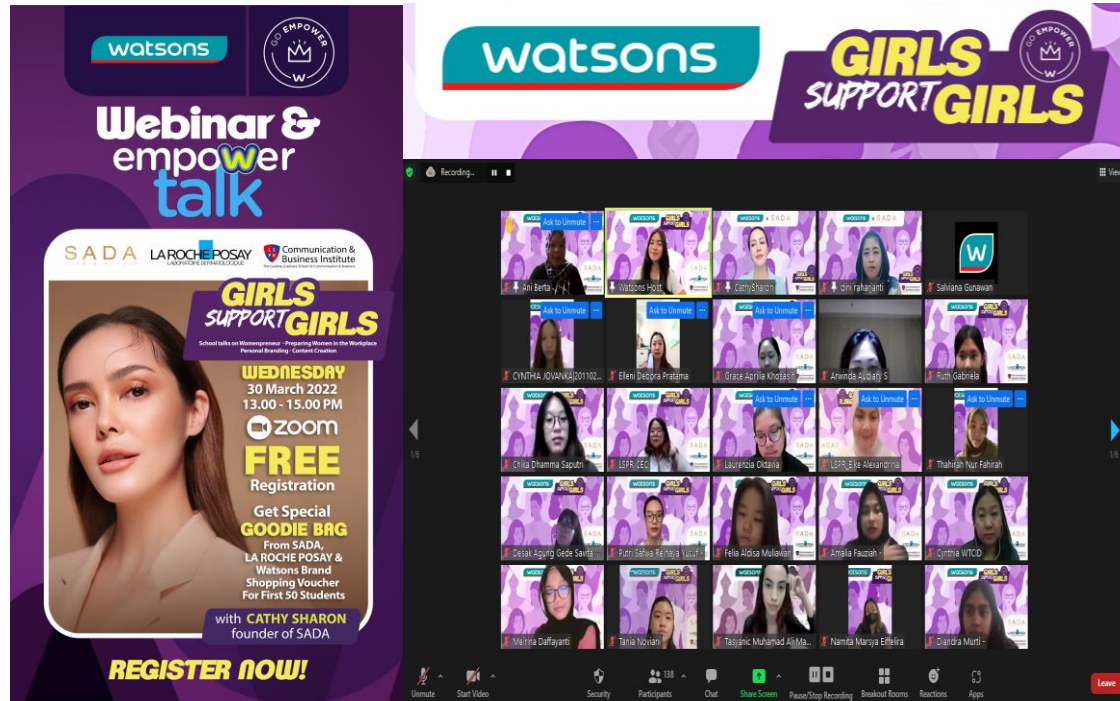
Watsons Club Relaunch

The Company invited all of its employees and 20 selected Watsons Club members to attend the Company's 16th Anniversary Celebration event held at Forum Atrium Mall Kelapa Gading on 1 October 2022 and to celebrate the new Watsons Club membership.



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COLLABORATIVE EVENTS



Women Empowerment Campaign

The Company collaborated with local and international cosmetic brands SADA and La Roche Posay and the London School of Public Relations in a webinar highlighting several topics on women empowerment which was successfully held with around 200 students attending the webinar.



SUSTAINABILITY



Collaboration to “Give a Smile”

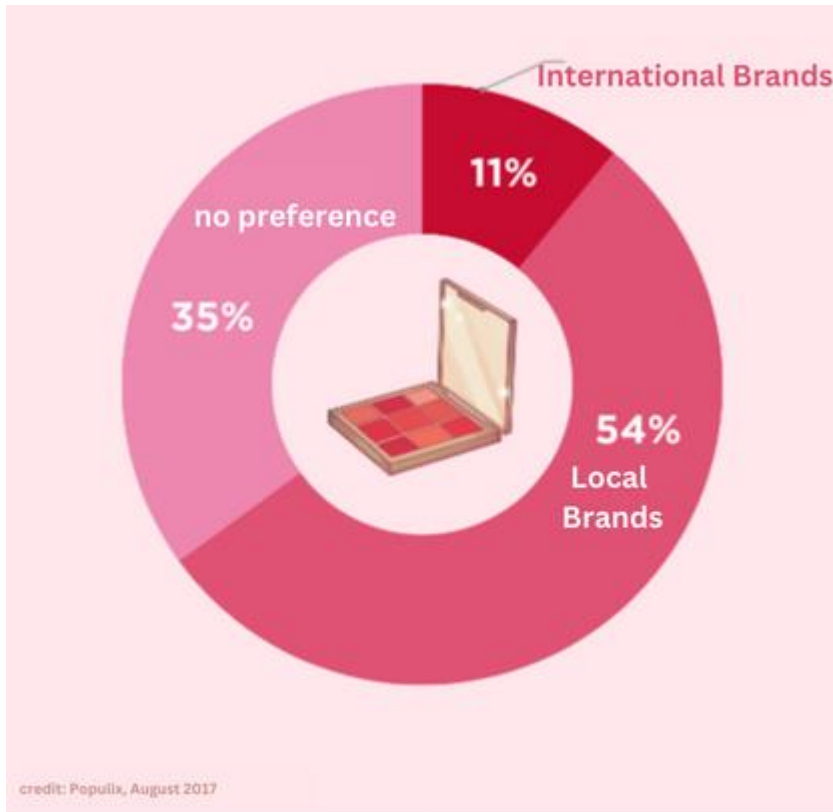
In December 2022, the Company partnered with Smile Train Indonesia organised the "Watsons Give A Smile & Cheers" event and helped 54 cleft lip and palate patients to have a cheerful smile and a healthy and productive life.



Collaboration for the “Go Green” campaign

The Company in collaboration with leading brands invited customers to participate in the Watsons Go Green Campaign by planting 1,000 mangrove seedlings in Teluk Benoa, Badung Regency and Bali.

UNDERSTANDING THE SHIFT IN RETAIL BEHAVIOR



GO LOCAL

Nationalism is caused by Indonesians' pride in local products that offer good quality at affordable prices. In addition, local products are increasingly in demand and trusted and are able to compete and even surpass global brands.

This indicates a shared passion in raising local products in Indonesia.

With this changing trend in retail behavior, the Company monitors the trend of local products in demand as a commitment to support the Indonesian government in developing micro, small and medium enterprises (MSMEs) and puts forward new local brands to potentially partner with the Company.



WATSONS SUPPORTING GOVERNMENT PROGRAM IN EMPOWERING LOCAL BRANDS

GOVERNMENT SUPPORT



Support the micro, small, and medium enterprises (MSMEs)



Push Forward Local Brands



Exceptional Quality



Innovation Level Up



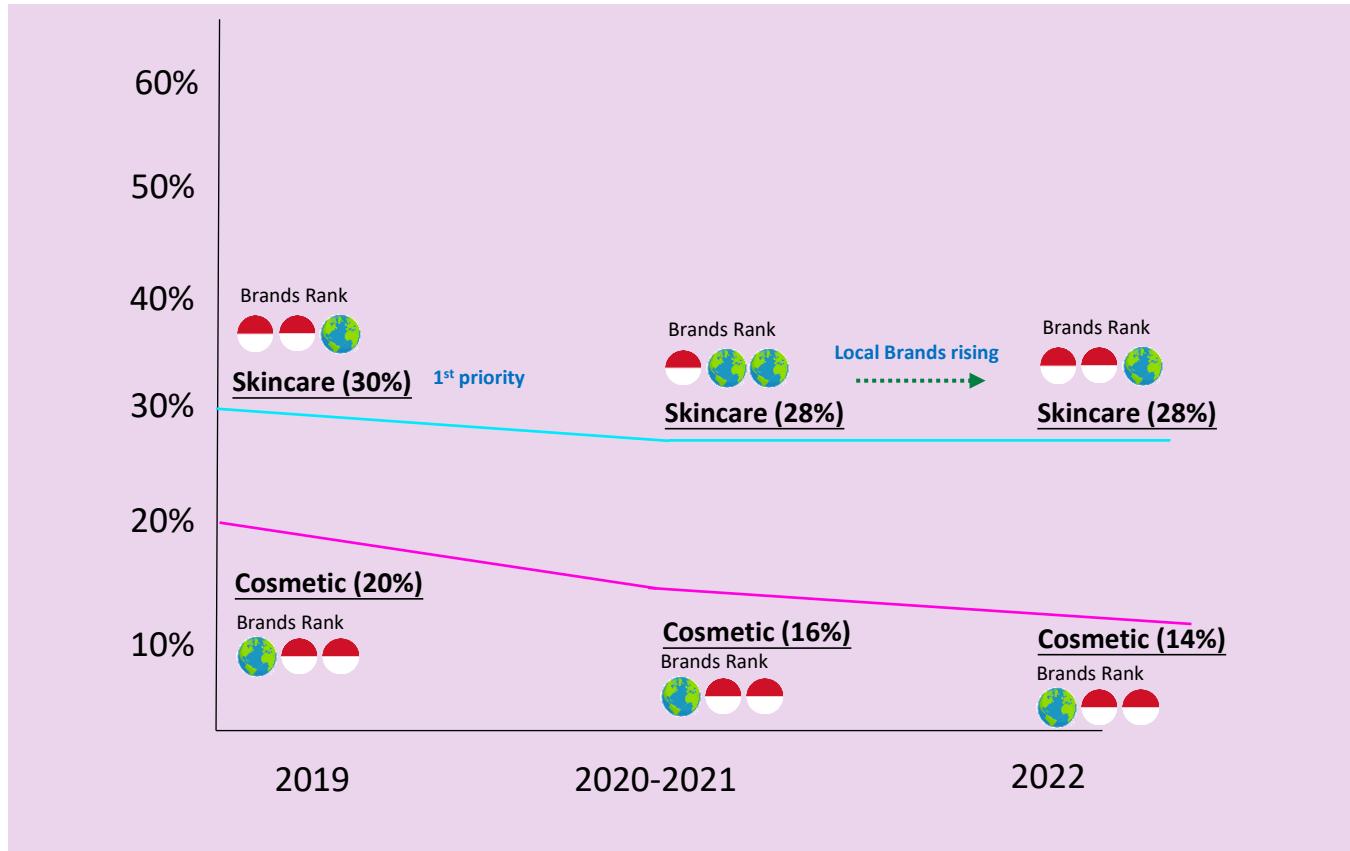
Strong branding (even utilizing K-wave)



Prominent in Digital



The Company assists MSME products in terms of marketing in the Watsons retail network (both Online and Offline (O+O)) in accordance with the Indonesian government's commitment to accelerate digital transformation and adaptation of new habits that are believed to encourage business growth through the Company's cooperation in the Kadin "Capture Opportunities" and "Wikiwirausaha" programs to assist the development of Indonesian MSMEs.



The above chart illustrates the changes in the Company's consumer preferences based on the trend of product categories in demand at the Company for the period from 2019 to 2022. The upward trend of interest in local products is a strong impetus for the Company to continue to support and further develop these local products.



2019

Beauty is the most important

2020 - 2021

Consumers become more health conscious but still pay attention to beauty

2022

Local products innovation in skincare



Local Brands



International Brands



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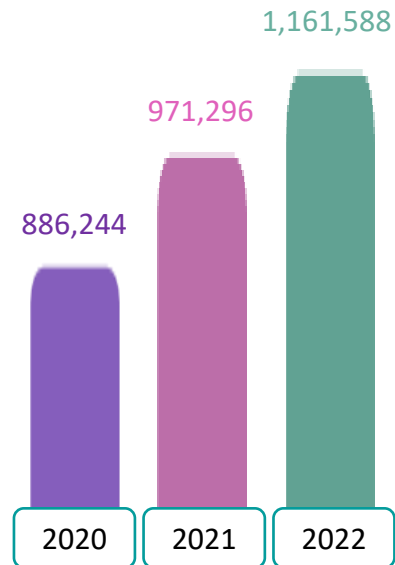
Sustainability Vision

look good. do good. feel great.

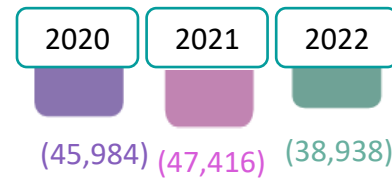


Financial Highlights

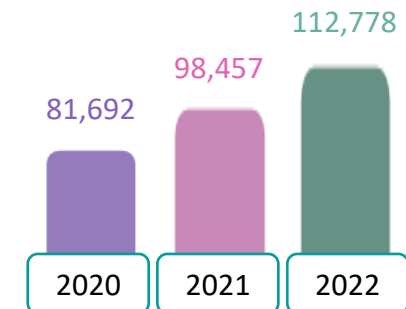
Net Revenue In million Rupiah



Loss Before Income Tax In million Rupiah



EBITDA In million Rupiah

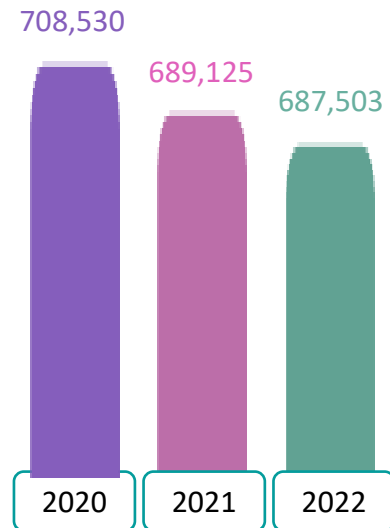




Financial Highlights

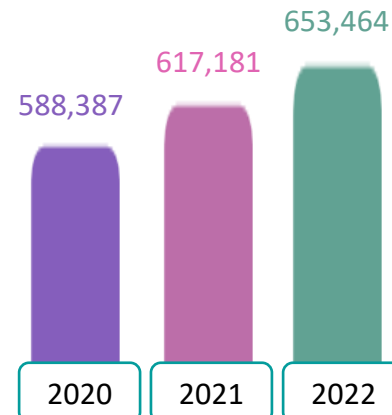
Total Assets

In million Rupiah



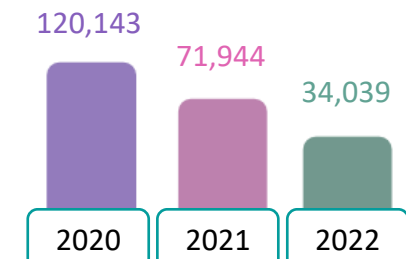
Total Liabilities

In million Rupiah






Total Equity

In million Rupiah





2022 & 2021 Cash Flows

	2022	2021
 Net Cash Flows generated from/(used in) operating activities	134,461	(25,056)
 Net Cash Flows used in investing activities	(40,596)	(19,460)
 Net Cash Flows (used in)/ generated from financing activities	(86,523)	29,716
Net Cash Flows	7,342	(14,800)



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SUSTAINABILITY VISION



Our People



Our Customers



Our Planet



Our Community



OUR PEOPLE



The Company uses the principles of equality and diversity within the Company. The Company actively creates career opportunities and competence development for the employees based on merit and supports diversity in views and backgrounds within its employees.



OUR CUSTOMERS



The Company performs its responsibility and manifests its commitment to providing excellent services and products to its customers. In practice, the Company strives to maintain the availability of a wide variety of products, especially the best-selling items to cater for the customers' growing needs.

The Company also has an email platform at customer.service@watsons.co.id to provide an access for the customers to send their suggestions, complaints or inquiries regarding the services or products of the Company. The Company has implemented a call center during office hour to further enhance communication with its customers.



OUR PLANET



End of 2022, our parent company A.S. Watson Group had its science-based targets validated by the Science-Based Target initiative as in line with a 1.5°C trajectory. As part of the A.S. Watson Group, we will be contributing to the achievement of these targets.

Grounded in the commitment to environmental sustainability, the Company consistently strives to mitigate its environmental impact through comprehensive preservation efforts in all business activities, both in its stores and the office.

Another measure taken to minimise environmental impact is the implementation of waste management system especially for warehouse waste, to reduce the waste generated and to ensure the proper disposal of waste and garbage. To ensure the effectiveness of the system, the Company works with a vendor specialising in waste management which provides specific drums for waste disposal.



Thoroughly clean empty bottles



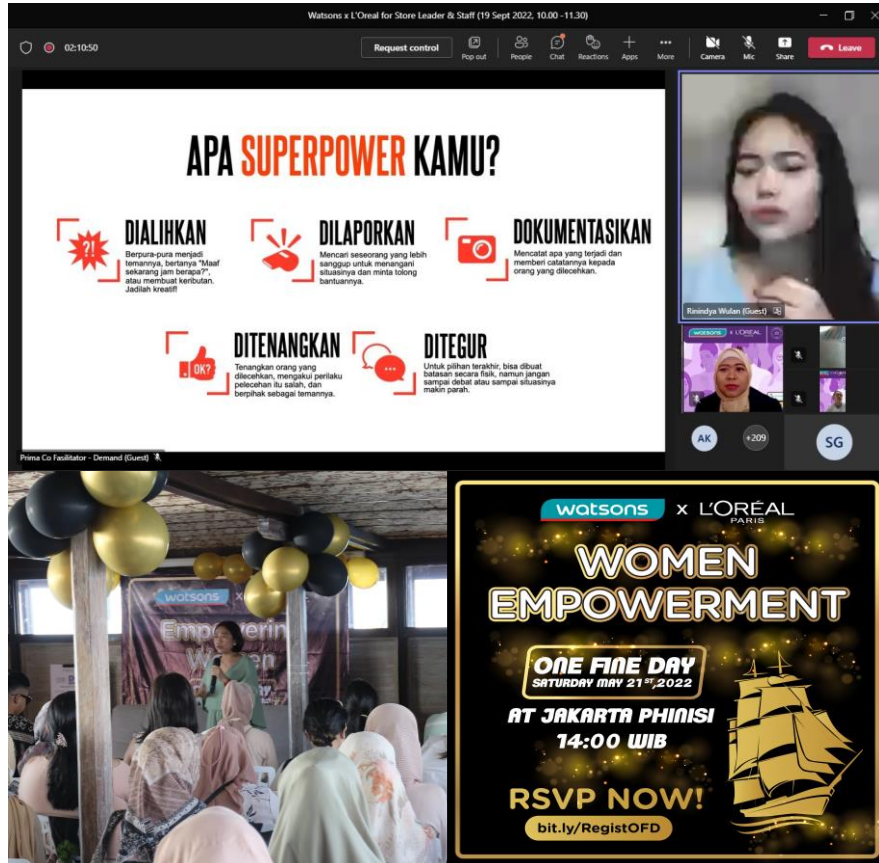
Return empties to Recycling Box at Watsons Store



Get voucher rewards with no minimum spend for brands



OUR COMMUNITY



In promoting the development of communities in Indonesia, as well as in minimising the unemployment rate, the Company prioritises the employment of Indonesians to support its operation.

The Company also promotes a corruption-free Indonesia by requiring its vendors to contractually sign anti-bribery provisions to ensure healthy cooperation and business conduct. The Company has an anti-bribery and anti-corruption commitments for all employees to meet under the A.S. Watson Group's Code of Conduct. Internally, the Company holds periodic anti-bribery and anti-corruption trainings to improve its employees' awareness and understanding of such acts.

The Watsons logo, featuring the word "watsons" in white lowercase letters on a teal rounded rectangular background with a thin red underline.

watsons

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