



## THE TEMPO GROUP

### PT. Tempo Scan Pacific Tbk

Head Office : Tempo Scan Tower, 16<sup>th</sup> Floor, Jl. H.R. Rasuna Said Kav. 3-4, Jakarta 12950, Indonesia  
Phone : 2921 8888 Fax : 2920 9999 PO Box : 3269 Jkt. 10002 No. P.B.F. : 31081/PBF/II/91  
Factory : EJIP Industrial Park, Plot 1G-H, Lemahabang, Bekasi 17550 Phone : 897 1553, 897 0801 Fax: 897 1563, 897 0764

### **PT Tempo Scan Pacific, Tbk – YTD September 30, 2017 Uphill Recovery Given The Lackluster Consumers Demand**

PT. Tempo Scan Pacific, Tbk ("Tempo Scan") Year To Date ("YTD") September 2017 net sales result was supported by its 3<sup>rd</sup> Quarter 2017 net sales recovery despite the headwind from the weak consumers buying power which had persisted during such quarter. Correspondingly, Tempo Scan's 3<sup>rd</sup> Quarter 2017 net sales amounted to Rp. 2,435.83 billion or it is higher by around 8% and 4% respectively compared to its 2<sup>nd</sup> Quarter 2017 and 1<sup>st</sup> Quarter 2017.

Given the above, Tempo Scan's YTD September 2017 net sales managed to register an increase of 3.4% and amounted to Rp. 7,033.57 billion, the said consolidated net sales growth was contributed by its Pharma division, Consumer Products & Cosmetics ("CPC") division and Distribution division net sales which respectively had risen by 2.0%, 8.3% and 1.2% compared to the corresponding period last year.

Tempo Scan's CPC division was able to resume its growth path by registering a net sales increase of 8.3% and amounted to Rp. 2,031.12 billion, this CPC division net sales result was contributed by its Consumer Products group which net sales managed to increase by 11.8% whilst its Cosmetics group's net sales was only able to rise by 2.0% compared to the same period last year.

Furthermore, Tempo Scan's Pharma division net sales managed also to recover from its negative sales growth in the preceding quarter and its net sales increased by 2.0% and amounted to Rp. 1,762.96 billion. But if such net sales result would be adjusted for the effect of a pharmaceutical licensing agreement discontinuation then this Pharma division net sales would have risen instead by 5.4%.

Moreover, as reported Tempo Scan's Pharma division Consumer Health business net sales managed to rise by 4.4%, whilst its Ethical/Prescription medicines business net sales registered a 12.2% decline, nevertheless on adjusted basis the aforesaid Prescription medicines business would have increased instead by 12.6% if the effect of a licensing agreement discontinuation would be excluded as it had been already explained hereinabove.

Moving on to Tempo Scan's distribution division, this division net sales managed to increase by a mere 1.2% and it amounted to Rp. 3,239.48 billion, commensurately its net sales contribution towards Tempo Scan's net sales had declined to become 46.1% from 47.0% in the corresponding period last year, on the other hand Tempo Scan's Pharma and CPC divisions aggregate net sales contribution had risen to 53.9% from 53.0% in the same period last year.

Moreover, Tempo Scan's gross profit result for YTD September 2017 amounted to Rp. 2,715.39 billion or an increase of 3.8%, such an increase was almost in line with its net sales growth rate, consequently its gross profit margin was 38.6% or almost identical with its gross profit margin in the same period last year which stood at 38.5%. Such gross profit result was contributed by its Pharma, CPC and Distribution divisions gross profit which contribution were respectively 40.9%, 44.2% and 14.9% toward Tempo Scan's consolidated gross profit.

Pertaining to Tempo Scan's operating expenses for YTD September 2017 which had risen by 7.8% and amounted to Rp. 2,251.70 billion, such operating expenses increase was driven by its selling expenses which had grown by 10.5% and amounted to Rp. 1,855.42 billion, this selling expenses ratio was at 26.4% versus the same ratio in the corresponding period last year which stood at almost 24.7%. Whilst the rest of its department and general administration expenses ratio was almost unchanged compared to the previous year.

Furthermore, Tempo Scan's net profit before tax result amounted to Rp. 563.53 billion or a decline of 0.6%, such a result was attributed to a higher net non operating income which amounted to Rp. 99.84 billion comprising of interest income, income from affiliated companies and one time gain from internal restructuring.

In connection with the above, Tempo Scan's net profit after tax result amounted to Rp. 441.31 billion or a decline of 3.8% when compared to the corresponding period last year. As such for YTD September 2017, its EBITDA result amounted to Rp. 603.04 billion or a decline of 9.7% correspondingly its EBITDA margin stood at 8.6%.

For the period ending 30 September 2017, Tempo Scan's cash and cash equivalent position amounted to Rp. 1,688.92 billion or an increase of 15.1%, such an increase was attributed among other by an improvement in its net operating cycle which had been reduced to 55 days down from its net operating cycle in the same period last year which stood at 61 days. In addition, Tempo Scan's total Assets amounted to Rp. 7,042.16 billion and its Shareholders' equity stood at Rp. 4,865.94 billion as of 30 September 2017.

On behalf of Tempo Scan's Board of Directors, I wish to convey our appreciation to all of our business partners, shareholders, suppliers, professional parties and to all of Tempo Scan's management and employees for their respective support and contribution which have contributed to Tempo Scan's businesses performance.

Jakarta, 31 October 2017

On behalf of the PT. Tempo Scan Pacific, Tbk.

*Handwritten signature in blue ink, appearing to be 'H.S. Muljadi'.*

**Handojo S. Muljadi**

President Director

*Handwritten initials 'H.S.' in blue ink.*