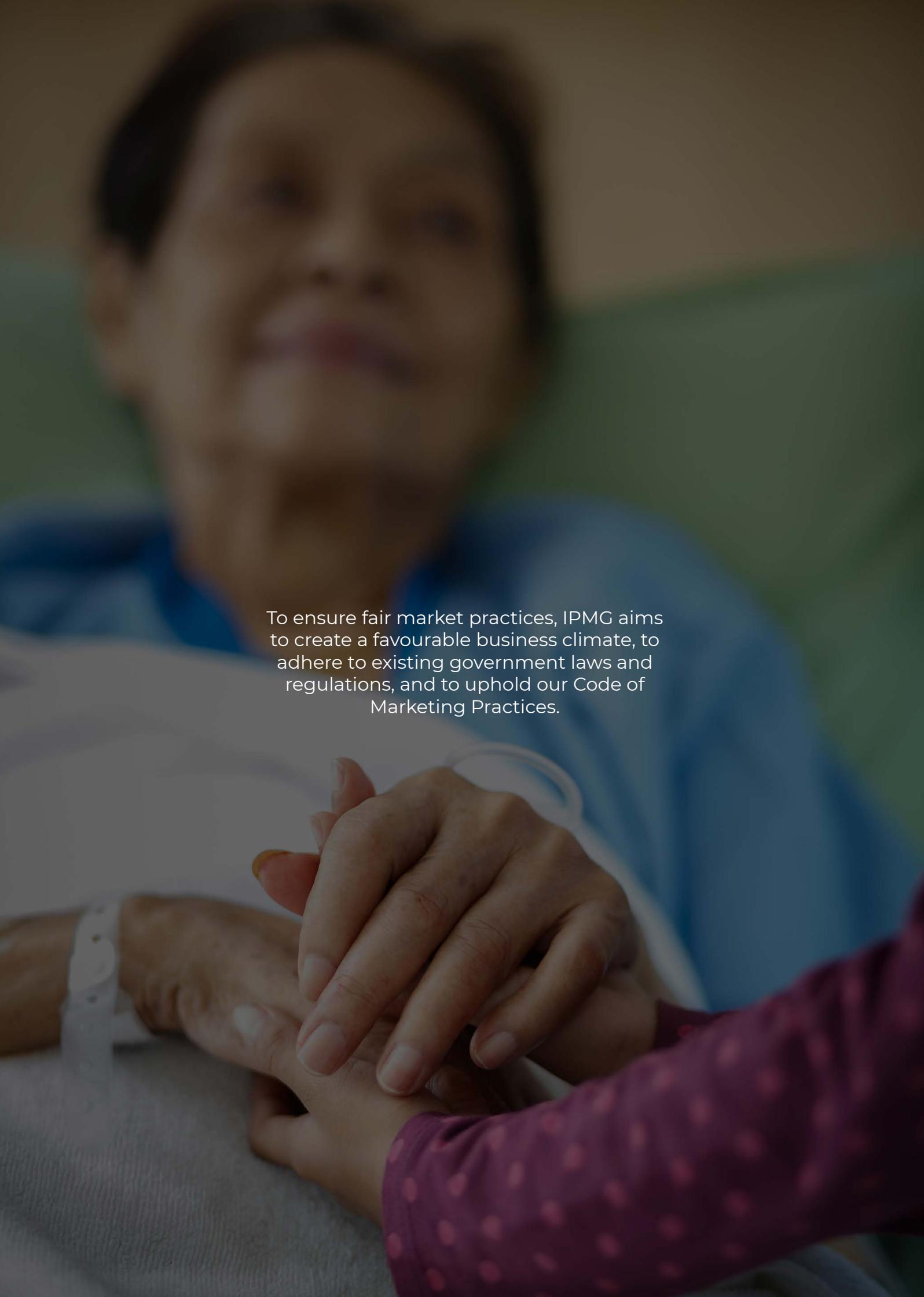




IPMG 2022  
**Annual Report**







To ensure fair market practices, IPMG aims to create a favourable business climate, to adhere to existing government laws and regulations, and to uphold our Code of Marketing Practices.



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IPMG is committed to working with all healthcare sector stakeholders and to fully supporting government programs and regulations.

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# Remarks by the Director General of Pharmaceutical and Medical Devices of the Ministry of Health of the Republic of Indonesia



Director General of Pharmaceutical and Medical Devices of the Ministry of Health of the Republic of Indonesia  
**Dra. Lucia Rizka Andalusia, Apt, M.Pharm, MARS**

2022 was a challenging year for every component of the nation, including the health sector. 2022 determined the success of how the country dealt with the COVID-19 pandemic. The government collaborated with academia, industries, public and civil society organisations, as well as the media to carry out steps and efforts to handle the pandemic. Therefore, Indonesia is gradually entering a new era.

Certainly, 2022 was also a year of learning from the pandemic. The COVID-19 pandemic has taught us the importance of strengthening the national health system's resilience. The Ministry of Health (MoH) took lessons from this carefully and established Health Transformation through Primary Care Transformation, Secondary Care Transformation, Health Resilience Systems, Health Financing Systems, Health Human Resources, and Health Technology. Health Transformation collaborates with various stakeholders, including the research-based multinational pharmaceutical industry – as a contributor to access innovative medicines.

Additionally, it supports building a resilient and responsive health products supply chain to promulgate and bolster the national health system. As a result, Indonesia would be primed to respond to the next challenges in the health sector. The MoH appreciates IPMG's initiative, recognised

in a series of programs and activities synergistic with Health Transformation. I warmly welcome the publication of IPMG's 2022 Annual Report, a documentation of the support from the multinational research-based pharmaceutical industry in Indonesia.

**Through collaboration, we have increased access to innovative drugs, encouraged the implementation of research in Indonesia, and actuated production localisation.**

I hope that IPMG's 2022 Annual Report will encourage more positive collaborations between the global and local industries, supporting industrial growth and national health security. Stay safe and healthy.

**Dra. Lucia Rizka Andalusia, Apt, M.Pharm, MARS**  
Director General of Pharmaceutical and Medical Devices of the Ministry of Health of the Republic of Indonesia

April 2023

# Interview: Ait-Allah Mejri, IPMG Chair



Chairperson  
Ait-Allah Mejri

**“Collaboration, communication, and an ecosystem that promotes pro-innovation policies are key.”**

The International Pharmaceutical Manufacturers Group (IPMG) has undergone a great deal of change over the past year – from new branding, a new committee structure, a new office in Pondok Indah, a new executive director, and a new approach which emphasises the need for true partnership, enabling public recognition of the full value our medicines deliver.

## **What has been IPMG’s most important accomplishment in 2022?**

Over the past year, IPMG has undertaken a fundamental review of all aspects of how to best serve and catalyse change in our industry and its environment in Indonesia.

A new IPMG organisation has been put in place and functions in a fresh new way. We have launched partnership initiatives and projects under the six strategic imperatives adopted by the MoH, as part of its new four-year health transformation roadmap. IPMG’s efforts have short- and long-term measurable outcomes.

These six imperatives are also a call to action for IPMG member companies to get involved and promote a major change in Indonesia’s healthcare environment.

On the business front, 2022 was a challenging year for everyone. However, for IPMG, the challenges were balanced by positive news. I believe the year will be seen as one in which we laid the groundwork for significantly better relationships and dialogue with the government, the MoH, and other stakeholders.

## **Indonesia started the implementation of universal health coverage (UHC) in 2014. How has JKN impacted the innovative biopharmaceutical industry?**

With almost 90 percent of the population being covered since the implementation of JKN in 2014, Indonesia’s achievement is no easy feat and deserves wide recognition. There is no doubt domestic generic manufacturers have benefited from the BPJS rollout, as the key element of the government’s essential medicines strategy is the promotion of local generic medicines. Currently, only 15 percent of all JKN-listed drugs are supplied by IPMG member companies.

IPMG fully supports the use of savings measures for off-patent medicines, provided that patients are not disadvantaged in any way. IPMG is concerned that despite significant savings since 2014, Indonesia continues to restrict access to new medicines, taking a narrow approach which undervalues innovation. We believe the national formularies (FORNAS) need to reform its approach to value medicines to better capture the full benefit of innovative therapies.

A strong presence in the innovative pharmaceutical industry

will not only help Indonesians access innovative medicines and improve standards of care, but it will also attract critical investment for research and development.

### **What is the status of access to innovative medicines in Indonesia?**

According to a new report prepared for the G20 health ministers' meeting, Indonesia has the lowest availability of new medicines among G20 countries, behind India and South Africa, with only nine percent of new drugs launched in the last decade. Indonesia also ranks last in the ASEAN markets, far behind Singapore, Thailand, and Malaysia – the three regional leaders in medical tourism.

**We believe that reducing the many barriers to access to new medicines is a priority for policymakers in Indonesia.**

It is important to remember that the country continues to lose approximately US\$50 billion a year as a result of citizens travelling abroad for medical treatment due to lack of trust in the local system and the low availability of new medicines. Notably, it is urgent for the government to address this critical barrier hindering the national aspiration to develop the country into a health tourism destination.

### **What measures should Indonesia implement to accelerate the transition towards universal access to affordable and quality healthcare services?**

We know the MoH has outlined a very ambitious health system transformation strategy. The challenge will now reside in tackling implementation barriers, lack of accountability or clarity on roles and responsibilities, etc. The government needs to focus its efforts on updating standards of care – facilitating the uptake of innovation and digital health, allocating resources efficiently, ensuring human and system capacities are gradually in place, as well as promoting the environment that enables innovation.

It should do so while fostering collaboration among all stakeholders and leveraging the skills and expertise of other parties, such as for the development of new pricing and reimbursement models or innovative financing solutions. In addition, other stakeholders, including academia and other knowledge-based institutions, patient organisations, and non-governmental organisations, can further support progress by outcome measurement and evidence creation, advocating increased accountability and equity in patient access.

### **How can IPMG support UHC in Indonesia?**

Access to quality healthcare is a shared responsibility requiring all stakeholders to work together. JKN has enabled access to medicines for millions of Indonesians. IPMG supports its continued role and recognises the need for the national health system to be financially sustainable.

Sustaining the momentum of UHC in Indonesia will

require cooperation from the biopharmaceutical industry. The entire innovative biopharmaceutical industry stands together with the government in its efforts to achieve UHC. Contrary to widespread belief, we are part of the solution because support for UHC is not simply our social responsibility; it is how we do business. Our focus continues to be on developing quality medicines and diagnostics which integrate into a comprehensive approach to care.

We create innovations, like digital applications that enhance capacity, and deliver value to patients. We collaborate to expand continuous medical knowledge and patient access, as well as to promote sustainable healthcare financing. We also prioritise capacity building by enhancing health workforce skills and ensuring that investments on healthcare system infrastructure are adequate. This year alone, IPMG member companies launched 22,325 capacity building programs in collaboration with the MoH and other institutions to enhance health care capacity nationwide.

### **In your opinion, what would need to happen to realise Indonesia's independence in the pharmaceutical sector?**

I think it is more accurate to talk about "sustainable resilience" instead of independence. The concept of pharmaceutical self-reliance has proven to be a myth in an interconnected world. Most active pharmaceutical ingredients (API) are sourced globally and even the most developed countries cannot consider themselves entirely self-sufficient in pharmaceutical and medical devices production. Of course, it is legitimate to expect Indonesia to play a significant role in its own drug supply chain. To do so, I believe it is important that Indonesia defines its own "sustainable resilience" in ways which do not underestimate the significant time, resources, as well as other feasibility challenges and complexities involved. The MoH has formulated a four-year roadmap to boost local manufacturing of selected molecules – not only the final drug products, but also the ingredients that go into them. The direction the government is moving towards focuses on reducing API imports. It is different from reducing the importation of innovative medicines. However, that distinction is not always clear during priority setting or policy-making.

A "sustainable resilience" should foster non-discriminatory incentive-based policies which promote conditions that enable innovation (scientific capability, R&D framework and infrastructure, international standards of regulatory systems, and a robust legal/intellectual property environment), direct incentives for access, as well as equal treatment for local and foreign companies.

### **Could you share IPMG's top priorities for 2023?**

The past year has provided a strong platform on which to build, but many challenges lie ahead. Five imperatives will be firmly at the centre of our efforts throughout 2023. They are access to innovative medicines, efficient and transparent procurement of quality medicine, education on the limits of localisation policies, promotion of positive non-discriminatory incentives for a thriving industry, and boosting the value of innovation.

IPMG initiated a genuine dialogue about JKN financing. We propose a review of the system to ensure that it strikes the appropriate balance between fiscal sustainability and reinvestment of savings, delivering access to innovative treatments that improve patient outcomes. Investment in JKN needs to be sustainable, grow in line with the economic resources of Indonesia, address the needs of an ageing population, and appropriately target where the value for healthcare and the community is greatest. We are also supporting continuous improvement of Health Technology Assessment (HTA) to better value new medicines and re-prioritise investment to improve access to medicines for patients. We are committed to ongoing dialogues and partnerships with the government to achieve our shared objectives around these five imperatives.

#### **What is your message to IPMG members?**

In the current environment, there is no room for complacency of any kind.

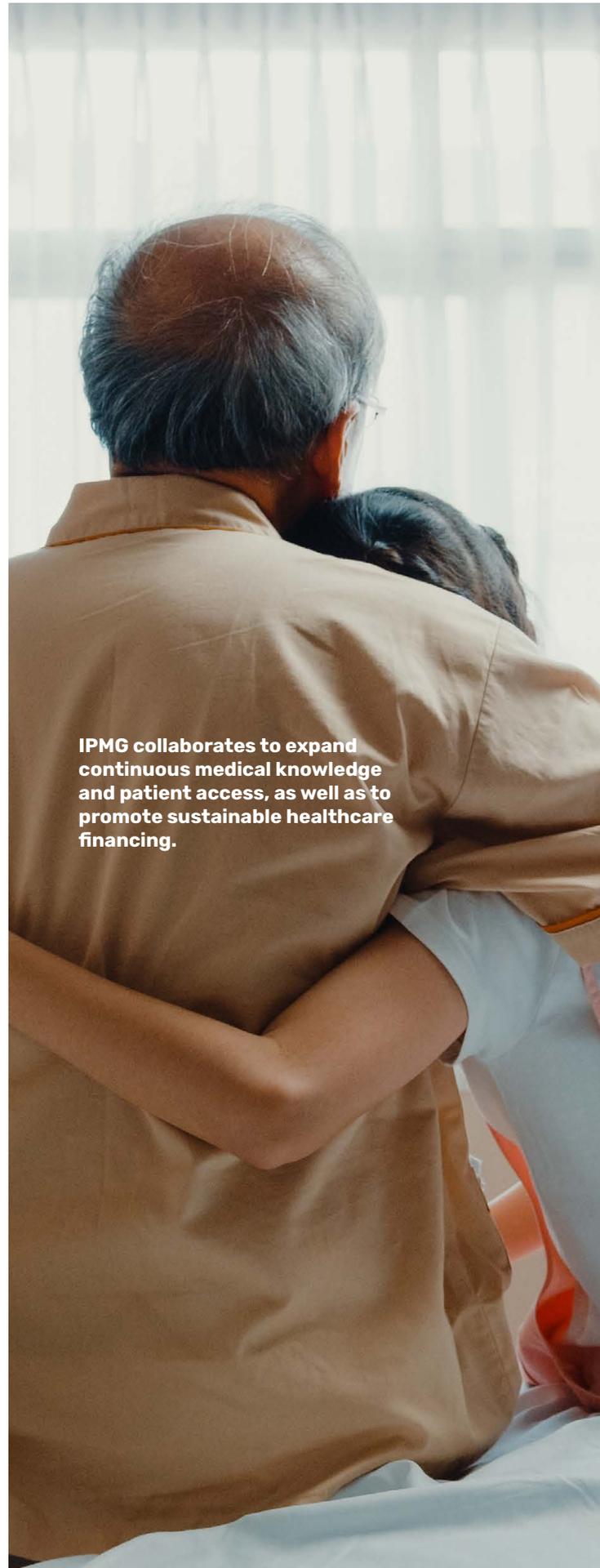
**We need to get deeply involved, so Indonesia becomes a country that supports the life sciences and rewards innovation.**

With our strategic imperatives well defined, 2023 will be a critical year for IPMG, its members, the industry, and the healthcare sector as a whole. If IPMG can be viewed as a true partner, there is a solid opportunity to achieve what I believe is a mutual goal of all stakeholders; to improve patient outcomes and more efficient healthcare delivery.

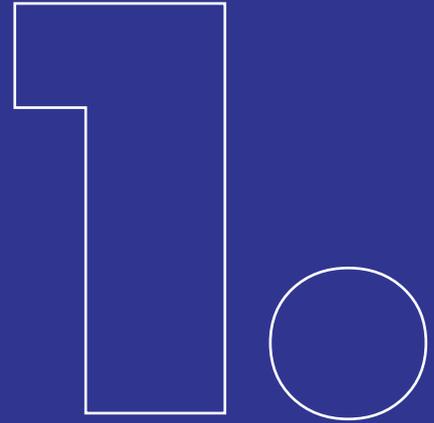
Be a part of this agenda – for the sake of all patients in Indonesia as well as the R&D industry.

**Ait-Allah Mejri**  
IPMG Chairman

March 2023



**IPMG collaborates to expand continuous medical knowledge and patient access, as well as to promote sustainable healthcare financing.**



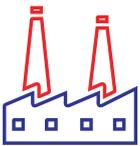
**IPMG's Contribution  
to Indonesia's  
Healthcare System  
Transformation in  
2022**

# IPMG's Contribution to Indonesia's Healthcare System Transformation in 2022

Since its establishment in 2014, IPMG stands committed to working with all healthcare sector stakeholders and to fully support government programs and regulations. IPMG and its members assiduously strive to deliver a stronger, more resilient, affordable, and equitable healthcare system for all. The dynamics of the applicable regulations can affect the ways they operate; however, IPMG members remain hopeful and ambitious in their mission to deliver quality healthcare products to Indonesian patients.

Manifesting a shared vision and mission to be a true partner towards the goal of making Indonesia a developed nation by 2045, each IPMG member and task force has achieved remarkable milestones in terms of our contribution and presence.

## A SNAPSHOT OF IPMG's 2022 MILESTONES



**16**

local manufacturing sites



**60,110**

distributors ensure the equal distribution across Indonesia



**57**

local warehouses

## TOTAL JKN LISTED PRODUCTS



**224**

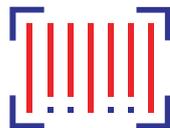
products and brands listed in JKN

## TOTAL PORTFOLIO



**640**

products/brands from all IPMG members



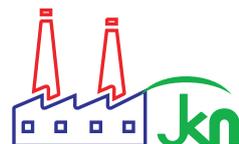
**1,082**

Stock Keeping Units (SKU)



**245**

portfolios locally manufactured



**336**

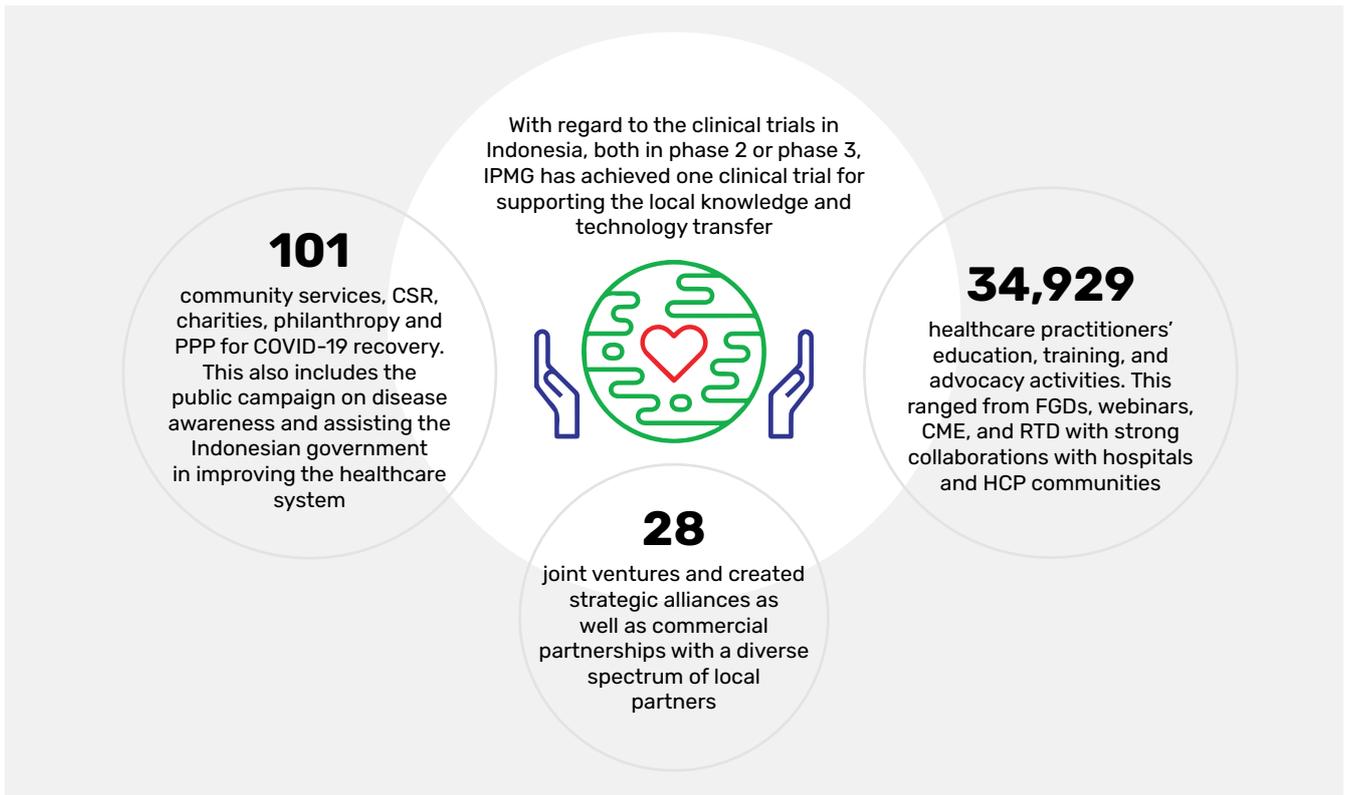
JKN listed products



**137**

JKN listed portfolios locally manufactured

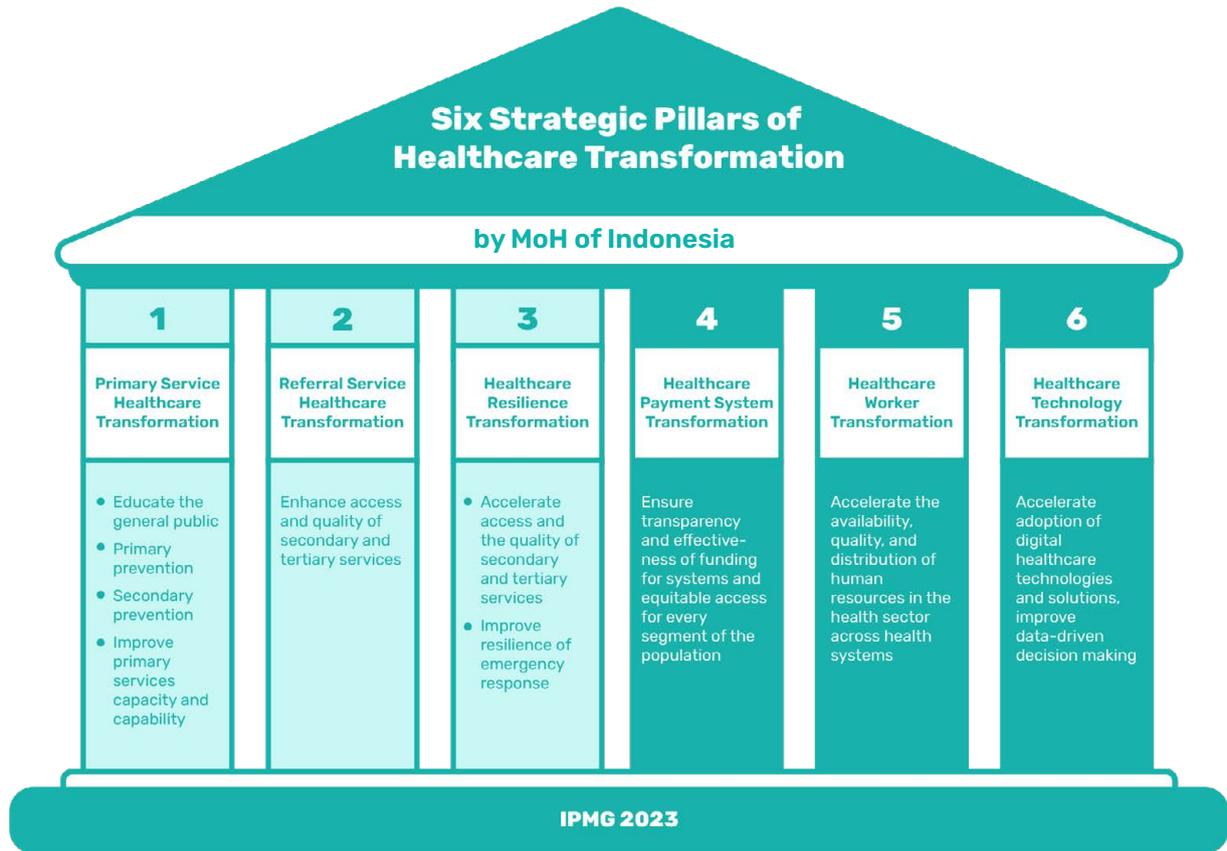
This is in line with the government's agenda to accelerate the domestic production of healthcare products portfolio and absorb the local content requirements (TKDN).



These milestones were achieved by IPMG member companies as a form of support towards the improvement of health and quality of life of the Indonesian people. These initiatives play an active role in strengthening the country's economy. These achievements were made possible with the support of the government and our partners.

Indonesia has undergone a significant healthcare system transformation over the years. The country has made impressive strides in improving access to healthcare services, reducing maternal and child mortality rates, combatting infectious diseases, and controlling non-communicable diseases – which have become the leading cause of death in the country, such as cardiovascular disease, stroke, cancer, and renal failure. In addition, the COVID-19 pandemic has revealed the disparities and gap as it relates to the public's access to healthcare services.

The key learnings from the journey, with regard to management and control of the pandemic, did not go wasted. The government has demonstrated even greater commitment through prevention initiatives. The improvement of the Indonesian healthcare system is constructed on the foundation of its six pillars of the Healthcare System Transformation. The six pillars of the healthcare system transformation are as follows:



Under the six pillars of the Healthcare System Transformation, the government has dissected challenges and explored opportunities to achieve a meaningful transformation in its efforts to improve Indonesia's health outcomes. Through its seven task forces, IPMG is confident in supporting the government's agenda through its operations and meaningful participation in various forums to strengthen the government's policy.

To expedite the transformation of the healthcare pillars in Primary Service Healthcare Transformation (#1), Referral Service Healthcare Transformation (#2), and Healthcare Payment System Transformation (#4), IPMG member companies conducted education, training, and advocacy activities for:

**34,929**

healthcare practitioners and hospitals combined.

The activities ranged from FGDs and webinars to CME and RTD, with strong collaboration from hospitals and HCP communities.

#### **Affordability Task Force**

The Affordability Task Force has been engaging actively with key stakeholders, including BPJS Healthcare, DJSN, the MoH, House of Representatives (DPR) Commission IX, and PAMJAKI, since 2019 to gain insight. The task force provides input on innovative financing models as a mechanism to improve the access and affordability of

innovative medicine within the NHI system.

FGDs related to Coordination on Benefit (CoB) have been done annually to gain insight and raise awareness from decision makers. In October 2022, a policy dialogue webinar was successfully conducted by the Affordability Task Force with the theme "Providing Sustainable Financing Solutions for Drug Services in NHI Through Innovative Financing Models and an Insurance Top-up Mechanism".

Speakers and panellists from various stakeholders and policymakers, including Pusjak PDK of the MoH, the Directorate General of Pharmaceutical and Medical Devices of the MoH, BPJS Healthcare, DJSN, BKF of the Ministry of Finance; expert academicians and associations from KPMAC - Gajah Mada University, InaHEA, PAMJAKI, ARSSI, and private insurance practitioners were all in attendance.

The events were well received by the participants, resulting in the dissemination of policy dialogue policymakers -

becoming useful input and recommendations aimed at strengthening healthcare financing in the NHI system. After the series of engagements, advocacy, and FGDs since 2019, the top-up insurance scheme and mechanisms which were lobbied for were finally adopted as MoH Regulation No. 3 of 2023, recently released by the MoH in January 2023.

#### Industrial Policy Task Force

The Industrial Policy Task Force hosted a media briefing on Top Up Medication / Coordination of Benefits with the insurance industry.

With regard to the Healthcare Resilience Transformation (#3), 35% of IPMG members' products (224/640) are listed in the JKN catalogue and are accessible to BPJS patients.

Two thirds of this group of products are manufactured locally, as evidence of IPMG's commitment and concrete contribution to support the national resiliency pharmaceutical agenda and ensure a sustainable supply chain.

Our JKN Drug Enlistment Task Force has also accelerated drug listings, i.e., chronic disease/PRB on online drug stores to ensure claim process engagement with the MoH and BPJS. Moreover, our task force has contributed to the discussion on drug purchasing at clinics. This is to ensure a smooth procurement process through engagement with the MoH and LKPP.

Our members are also proactive in strengthening emergency response resiliency. Throughout 2022, 101 community service activities were held. The activities included CSR, charity, philanthropy, public campaigns on disease awareness, and Public Private Partnership (PPP) for COVID-19 recovery, as well as prompt response to acute kidney injury cases and the Cianjur Earthquake.

#### Affordability Task Force

Our Affordability Task Force believes ensuring access to and affordability of medicine is the foundation to strengthening healthcare resilience in pharmaceuticals. As part of the continuous engagement to support access to innovative medicine, in February 2022, the Affordability Task Force successfully hosted a webinar entitled "The Implementation of HTA to Strengthen Drug Access in Indonesia" in collaboration with the Centre for Health Economics and Policy Studies (CHEPS) at the University of Indonesia and the Centre for Health Financing and Decentralization Policies of the MoH (Pusjak PDK - Kementerian Kesehatan), which fostered a consensus on the importance of HTA expansion. The results from this webinar became a policy paper on HTA, which was disseminated to stakeholders as part of the recommendations for better HTA policy implementation.

Our recommendation for Indonesia's HTA Committee (KPTK), which they also acknowledge, is to strengthen the HTA process, ensuring a value-based approach for health technologies and enhancing HTA technical capabilities.

#### Regulatory Task Force

The Regulatory Affairs Task Force, in order to support the MoH's transformation pillars, has supported the dual/

multi-sourcing policy advocacy, orphan drug guidelines, and non-halal labelling.

#### Industrial Policy Task Force

The Industrial Policy Task Force has conducted a multi-stakeholder forum on local content requirements (LCR), halal certification, and multi sourcing; a seminar on LCR with Geneva Network and a local university; and an engagement with the Directorate of Pharmaceutical Production and Distribution on halal certification requirements.

#### JKN Drug Enlistment Task Force

The JKN Drug Enlistment Task Force published an opinion editorial regarding Presidential Decree No. 12 of 2021.

#### Partnering for Health Advancement Task Force

The IPMG Executive Director was appointed by the Ministry of Health as an external consultant of the Pharmaceutical and Medical Devices Resiliency.

In supporting Healthcare Technology Transformation (#6), with regard to the clinical trials conducted in Indonesia, both in phase 2 or phase 3, IPMG achieved one clinical trial for supporting the local knowledge and technology transfer. In 2022, IPMG rolled out a total of 28 joint ventures and created strategic alliances, as well as ventured into a diverse spectrum of local commercial partnerships.

#### Regulatory Affairs Task Force

The Regulatory Affairs Task Force advocated the e-labelling pilot project proposal, Real World Evidence (RWE) data utilisation for registration.

#### Industrial Policy Task Force

The Industrial Policy Task Force created a stakeholders' roundtable on "Why IP Matters" and "Localization as Barriers to Access".

Furthermore, this transformation gained support from the House of Representatives (DPR) upon its launch as an initiative to issue Health Bills earlier this year. This bill is a concrete and concerted effort by the Indonesian government and DPR to provide improved quality and affordable healthcare services to all Indonesians, as well as the improvement of access to medicine. Despite opposing opinions between stakeholders during the series of public hearings, this momentum of developing the Health Bills had built high hopes of addressing the healthcare system's biggest challenges and maintaining a great balance among stakeholders – all while achieving the government's agenda of creating a resilient and robust healthcare system, without compromising health outcomes.



20

**IPMG's Task  
Force Advocacy  
Priorities for  
2023**

# IPMG's Task Force Advocacy Priorities for 2023



**±15%**

JKN-listed drugs are supplied by IPMG member companies which are manufactured locally to comply with LCR (local content requirements).

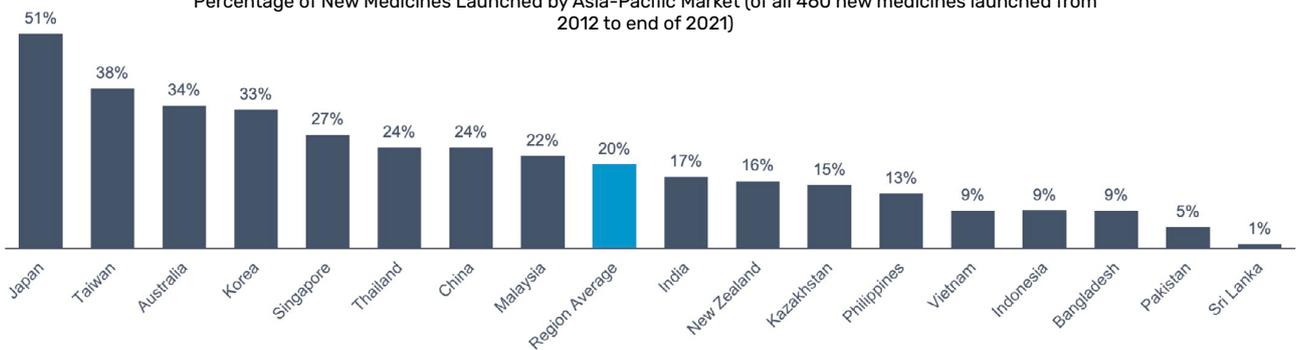
Towards the end of 2022, a study conducted by Pharmaceutical Research and Manufacturers of America (PhRMA) surprised IPMG. It had become more evident that Indonesia has below average availability of new drugs amongst Asia-Pacific countries, placing Indonesia comparable to Vietnam and Bangladesh. Of the 460 new medicines which have been launched globally between 2012-2021, merely nine percent (41 new medicines) of this number is available in the country. Meanwhile, the average level of new medicines available in the Asia-Pacific region is at 20 percent.

The study also found that new and innovative drugs would take up to 40 months after its first launch globally prior to entering the Indonesian market and being accessible to patients. This makes Indonesia one of the countries with the lowest access to drugs in Southeast Asia.

The low availability of new medicines in Indonesia is due to multi-factorial issues, including low market attractiveness. These factors range from low disease prevalence, low demand, producers' lack of presence in Indonesia, limited to no market access, patent issues, and uncertainty or unclear regulatory reviews.

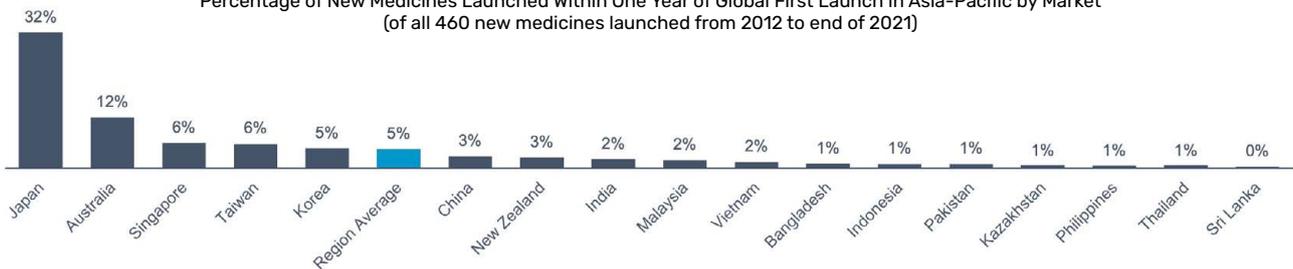
### On Average, Asia-Pacific Markets Have 20% of New Medicines Available

Percentage of New Medicines Launched by Asia-Pacific Market (of all 460 new medicines launched from 2012 to end of 2021)



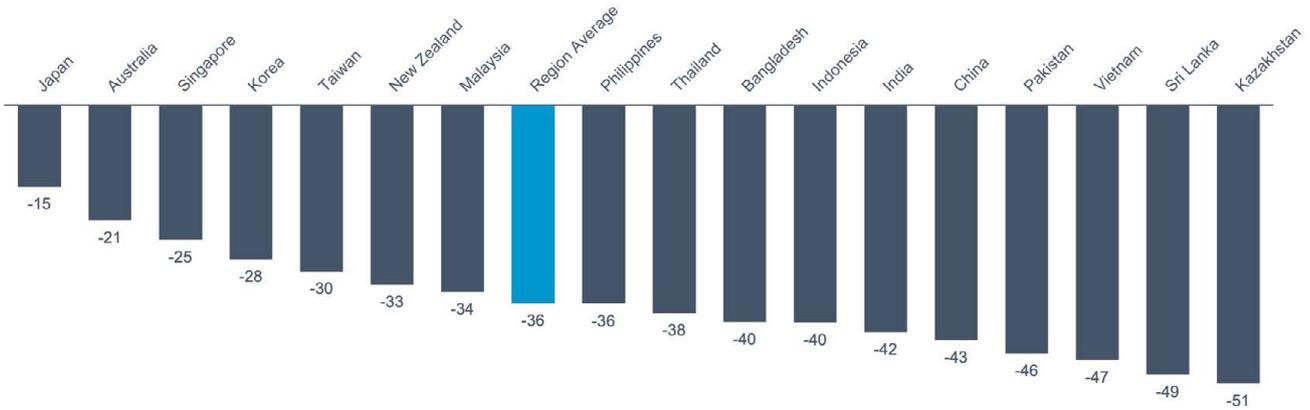
### On Average, Asia-Pacific Markets Have 5% of New Medicines Available Within One Year of Global First Launch

Percentage of New Medicines Launched Within One Year of Global First Launch in Asia-Pacific by Market (of all 460 new medicines launched from 2012 to end of 2021)



### On Average, New Medicines Launch 36 Months After Global First Launch Among Asia-Pacific Markets

Average Months from Global First Launch to Local Launch by Asia-Pacific Market (of new medicines launched by market from 2012 to end of 2021)



The low availability of new medicines may result in lower health outcomes and economic loss due to low productivity caused by the burden of illness. This condition has also promoted parallel imports (*jastip* and / or through eCommerce platforms) which may also put patients at risk due to uncontrollable and questionable authenticity of the products. The total loss of revenue from outbound medical tourism is estimated to reach between US\$12-48 billion, which includes but is not limited to airfare, accommodations, and healthcare costs.

However, IPMG is confident and optimistic that these issues can be addressed through stakeholder collaboration of various policies. These policies range from

regulatory barriers to market entry and local requirements to lack of listing in the public sector, insufficient budget, and absence of a value assessment process.

As a group of research-and-technology-based international pharmaceutical manufacturers, IPMG and its members demonstrated its unwavering support to the government's transformation agenda by establishing seven task forces. The objective of these seven task forces is to enable IPMG's ability to fully identify issues, challenges, and opportunities within the healthcare system, as well as to explore the appropriate solutions for improving the system.

### IPMG'S PRIORITIES

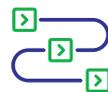
For 2023, as an organisation, IPMG is strongly committed to advocating four advocacy priorities. Each task force has come up with a robust recommendation.



**1**  
Access to Innovative Medicines



**2**  
Clarity and Transparency in the Government Procurement



**3**  
Shaping Localisation Procurement



**4**  
Value of Innovation in Pharmaceutical Resilience



#### ACCESS TO INNOVATIVE MEDICINES

Access to innovative medicines: Suitable drugs and pharmaceutical products which are always in accordance with patient needs as well as staying ahead of the high-risk disease profile.

- The Affordability Task Force is strongly recommending the following recommendations:

1. With the government's release of the MoH regulation on tariff on NHI services (MoH Regulation No. 3 of 2023), strong advocacy and engagement activities have been done and continue to drive the implementation of CoB/ Top-up insurance schemes. MoH ensures access to innovative medicines and continued engagement with policymakers and experts for smooth policy implementation.
2. The Affordability Task Force will continue with innovation pricing solutions and solidify mechanisms for improved access to innovative

medicines, implemented within the NHI system. The introduction of innovative pricing solutions will improve NHI's service quality, outcomes, and cost effectiveness through risk-sharing, the price-volume agreement, budget capping, and pay for performance schemes.

- The IPMG Communications Task Force is committed to applying the following recommendations in 2023:
  1. IPMG supports evidence-based decision-making, which is designed to ensure patients receive the most appropriate treatments to meet their needs. IPMG members have extensive experience with various approaches to HTA in many markets and are willing to work with the government to design an appropriate HTA system for Indonesia.
- The Industrial Policy Task Force supports and encourages the advocacy of the Omnibus Health Bill and Patent Law Amendment.
- The JKN Drug Enlistment Task Force recommends the alignment of the MoH, BPJS, and private insurance for improved COB policy implementation, which is applicable to medicines and medical services.
- Last but not the least, the Partnering for Health Advancement Task Force conducted HTA capacity building with various stakeholders.



### CLARITY AND TRANSPARENCY IN THE GOVERNMENT PROCUREMENT

To be a strategic partner of the Indonesian government, IPMG consistently advocates for clarity and transparency throughout the government procurement spectrum. This ranges from the procurement aspect, purchasing, and distribution.

- According to the IPMG Communications Task Force, Indonesia has a once-in-a-generation opportunity to transform health services by increasing its investment in the health sector, especially in preventive medicine and primary care. Additionally, efforts need to be made to expand public access to life-saving products, which are essential medicines, and maintain current standards with innovations.
- The IPMG Industrial Policy Task Force believes there is a need to create advocacy for a government-proposed procurement bill.
- In addition, the JKN Drug Enlistment Task Force has made several recommendations, such as a functional and integrated online drug store and e-catalogue system, a simplified and centralised negotiation process, as well as to create a transparent and efficient procedure for an e-catalogue contract.



### SHAPING LOCALISATION REQUIREMENTS

In line with the government's ambition to enhance domestic resourcing and improve the domestic content rate, IPMG advocates the agenda below in 2023.

The Industrial Policy Task Force leveraged a study conducted by an independent think tank regarding the economic impact from Local Content Requirements (LCR) to better provide alternative policy to the decision makers.



### VALUE OF INNOVATION IN PHARMACEUTICAL RESILIENCE

Resilience should not be limited to healthcare infrastructure, but should also cover the innovation value of pharmaceutical products. To achieve this, IPMG advocates the following agenda in 2023:

- To get the intended outcomes of valuable innovation within the pharmaceuticals sector, the Affordability Task Force is specifically suggesting HTA. HTA has been regarded as a policy process to ensure the efficiency of health services, while allowing equal access and value to health services. IPMG, as an industry association, is committed to acting as a trusted partner and as a champion for creating a more inclusive HTA. The future includes equal participation in process-to-decision making, ensuring a value-based approach to health technologies, enhancing HTA technical capabilities and quality assessment, as well as the introduction of innovative pricing solutions for price negotiation of the adoption of reimbursement for drugs.
- Meanwhile, according to the Industrial Policy Task Force, there is a need for advocacy for the Omnibus Health Bill, Procurement Bill, and Patent Law Amendment.



3.

**About  
IPMG**

# Foreword

## IPMG AT A GLANCE

# 26

companies committed to researching

# 10,000+

skilled Indonesians employed by IPMG members

# 640

products/brands from all IPMG members

Established in August 2002, IPMG is a non-profit association of international R&D-based pharmaceutical companies operating in Indonesia.

**As a partner and supporter of the government's efforts to improve the healthcare system in Indonesia and to provide all Indonesians with access to innovative, safe, and high-quality international-standard medicines, IPMG works with the medical community in a scientific manner and complies with all relevant laws and regulations.**

Our members are multinational companies that are good corporate citizens committed to actively supporting community health programs and public education on diseases and promoting healthcare throughout Indonesia.

IPMG communicates the role and contribution of R&D-based pharmaceutical manufacturers by helping people improve their quality of life, as well as pushing for advancement of an effective and integrated healthcare system in Indonesia.

The group represents the views of its members in discussions with the government and other stakeholders about healthcare issues. IPMG maintains close contact – and works closely – with the government, parliamentarians, academics, professional bodies, health organisations, the media, and other partners in a continuous effort to improve Indonesia's healthcare systems.

IPMG members and their headquarters continue to invest in research and development to provide Indonesia with the latest medical innovations, which are safe and on par with international standards of quality. The safety and quality of our medicines have been proven through extensive clinical trials at our certified, state-of-the-art manufacturing facilities.

While striving to provide Indonesians with full access to innovative medicines, IPMG members respect and comply with the prevailing laws and regulations in Indonesia and keep their business in line with the highest ethical marketing codes.

Meanwhile, as an active member of KADIN, MIAP, and IFPMA, IPMG reaches out to the public and other stakeholders through the regular issuance of quality content (press releases and position papers) and through its website.

### IPMG MEMBER COMPANIES ACTIVELY



Engage with local communities



Support local health programs



Carry out public education campaigns on diseases and health promotion

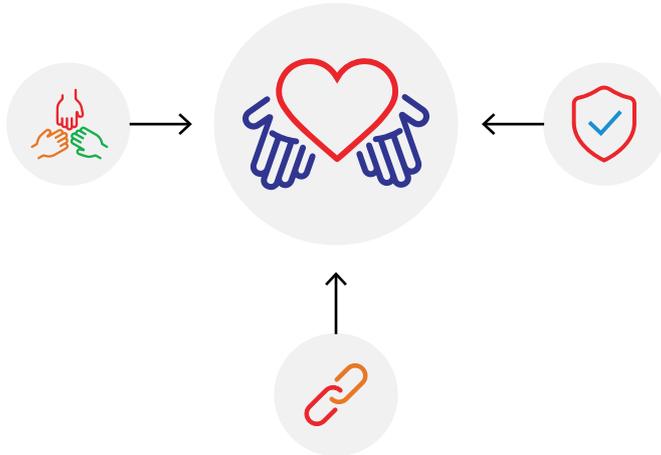
# Vision and Mission

**To be a true partner towards the Republic of Indonesia being a developed nation in 2045.**



## IPMG'S ROLE

We will work together with the Indonesian government to **achieve the best possible health outcome for citizens**, while maintaining the sustainability of JKN and supporting the government's priority to develop the pharmaceutical industry.



IPMG seeks to **uphold the highest ethical and safety standards** and comply with all applicable domestic and foreign laws and regulations, consistent with the trust placed in our industry by patients and the public.

IPMG is committed to working as a **true partner of the Indonesian government** in order to promote pro-growth and pro-innovation policies for the benefit of Indonesian patients and the economy.

## IPMG'S COMMITMENT

Over the years, pharmaceutical companies have developed countless new drugs to manage diseases and mitigate patient suffering. With the specter of new diseases constantly on the horizon, this commitment to research and development is an ever-present imperative. IPMG members assume such responsibility with passion and commitment.

As an organisation, IPMG is committed to working with all healthcare sector stakeholders and to fully supporting government programs and regulations. IPMG and its

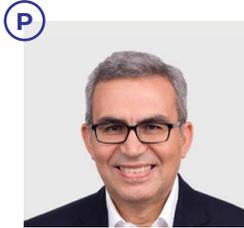
members assiduously strive to ensure Indonesians have access to quality healthcare products.

To ensure fair market practices, IPMG aims to create a favourable business climate, to adhere to existing government laws and regulations, and to uphold our Code of Ethical Practices.

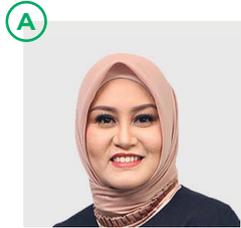
[Read more Vision and Mission](#)

# Board Composition

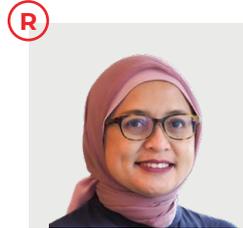
## BOARD OF MANAGEMENT



**Ait-Allah Mejri**  
Chairman  
Roche Indonesia



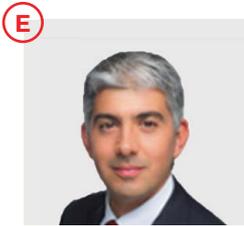
**Evie Yulin**  
Vice Chairwoman  
Merck Indonesia



**Selly Kartika**  
Honorary Secretary  
Abbott Indonesia

### Task Force Structure & Sponsorship

- Enhance Value Propositions
- Expedite Access to Novel Medicines & Vaccines
- Set Foundation
  
- P Partnering for Health Advancement Task Force
- C Communications Task Force
- A Affordability Task Force
- J JKN Drug Enlistment Task Force
- R Regulatory Affairs Task Force
- E Ethics, Medical, and Patient Safety Task Force
- I Industrial Policy Task Force



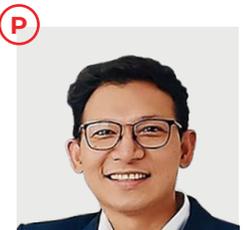
**Khalid Ibrahim**  
Novartis Indonesia



**Andreas Gutknecht**  
Honorary Treasurer  
Takeda Indonesia



**Nora T Siagian**  
Pfizer Indonesia



**M Idham Hamzah**  
Transfarma Medika  
Indah



**George Stylianou**  
MSD Indonesia

## BOARD OF SUPERVISORS



**Hanadi Setiarto**  
Chairman of Supervisors  
Actavis Indonesia



**Rithesh Kumar Mishra**  
Boehringer Ingelheim  
Indonesia

# IPMG Task Force



# 7

task forces work together to improve the quality of health in Indonesia

**IPMG collaborates to expand continuous medical knowledge and patient access, as well as to promote sustainable healthcare financing.**



## 1. Affordability Task Force

In order to ensure healthcare services for all Indonesians, IPMG's Affordability Task Force exists to promote equal and fair pricing for healthcare services. They also plan, promote, and observe multiple Indonesian government programs with regard to innovative medicines and diagnostic procedures.

The task force ensures improvement for, and patients' sustainable access to, innovative medicines and diagnostic procedures. We also optimise current resources through research of dynamic funding solutions, identification of potential streams, and provide multidimensional financing for public health. Mobilisation of the private sector finances infrastructure. Affordability is achieved through the improved efficiency and effectiveness of public expenditure within various sectors and the correction of systemic constraints.

### MEMBERS

Evie Yulin (Chair)	PT Merck Tbk
1. Rosalina Saleh (Task Force Lead)	PT Novartis Indonesia
2. Andri Kusandri (Deputy)	PT Merck Tbk
3. Danika Kartasasmita	PT Pfizer Indonesia
4. Henny Mansjur	PT B Braun Indonesia

### IN 2023

Our advocacy priorities involved active participation and advocacy for NHI policy shaping, a strong focus on CoB or top-up insurance scheme implementation (KAPJ) and HTA to ensure access to innovative medicine.

Moving forward, the Affordability Task Force will collaboratively focus on the acceleration and promotion of innovative medicines and diagnostic procedures, in a mission to make healthcare services within reach for all Indonesian patients. Our advocacy metrics are as follows:

### ADVOCACY METRICS FOR 2023



Clarity and smooth CoB/Top-up scheme implementation



Clarity on JKN Standard Class regulation implementation as well as budget clarity



Industry involvement, transparency of the HTA process and improved capability building, following National HTA Roadmap



## 2. Communications Task Force

To build more meaningful conversations and establish positive endorsements from relevant parties, the IPMG Communications Task Force exists to promote and socialise IPMG's key initiatives throughout the year, utilising multiple channels of communications. The IPMG Communications Task Force has conducted various initiatives to better position the organisation as the key strategic partner in the healthcare sector.

We share IPMG's values and contributions with internal and external stakeholders. Effective dialogue and stakeholder engagement further strengthens the industry's relationships, positions, and positive external impact. By assembling materials built on solid data, developing key messages, and public image – while also strongly developing an understanding of medicine and the pharmaceutical industry – the framework of a robust health care system is improved. This task force develops, plans, and delivers key messages for wide consumption.

During 2022, the Communications Task Force accomplished the finalisation of the 2021 IPMG Annual Report and held a media gathering in December 2022. We highlight the need for the government to implement policies and decisions that facilitate access to high quality, effective, and safe medicines. These measures are designed to improve healthcare outcomes and the country's economy.

### IN 2023

For 2023, our advocacy priorities are:

1. Amplification of IPMG's members and task forces' aspirations and contributions to bring healthcare innovation through compelling and strategic narratives described in our annual report
2. Position IPMG as a true partner of key stakeholders in the realisation of Indonesia achieving its healthcare transformation through multi-channelled approaches



The above key advocacies and activities of the IPMG Communications Task Force will be executed consistently throughout the year, with the ultimate objective of building more trust for IPMG as an organisation.

### MEMBERS

George Stylianou (Chair)	PT MSD Indonesia
1. Reswita Dery Gisriani (Task Force Lead)	PT Glaxo Wellcome Indonesia (GSK)
2. Sri Libri (Deputy)	PT Bayer Indonesia
3. Ferdo Pratama	PT Takeda Indonesia
4. Hanum Yahya	PT Novartis Indonesia
5. Nabila Astari	PT MSD Indonesia
6. Millatul Hanifiyyah	PT Glaxo Wellcome Indonesia (GSK)



## 3. Ethics, Medical, and Patient Safety Task Force

As patient safety, high quality standards, and ethical treatment are the core DNA of the healthcare ecosystem, the Ethics, Medical, and Patient Safety Task Force of IPMG exists to firmly uphold the highest professional standards and monitor healthcare industry activity to deliver proper advocacy for patients.

The Ethics, Medical, and Patient Safety Task Force's role is to oversee industry activities and uphold the highest

professional standards for the promotion of medicine, as well as to improve the local clinical research landscape and contribute to the implementation of international standards of clinical trials. The task force must ensure that IPMG's Code of Ethics (CoE) is always in alignment with global compliance standards and local laws and regulations. Through education and information sharing, a culture of compliance is fostered by knowledgeable leadership with high standards. The task force maintains

a level playing field and encourages responsible self regulation. We are instrumental in forming alliances with healthcare stakeholders to advocate the IPMG CoE to a broader audience.

**IN 2023**

In 2023, our advocacy priorities include:

1. Ensuring IPMG’s CoE aligns with any updated IFPMA guidelines and local regulations
2. Exploration to develop a possible online training

3. Strengthening of local evidence generation related to innovative medicines

As a call to action, the IPMG Ethics, Medical, and Patient Safety Task Force will remain tenacious in its advocacy of adherence to the highest standards for the healthcare sector. A standard that will be honoured due to the IPMG CoE, for all involved parties.

**MEMBERS**

<b>Khalid Ibrahim (Chair)</b>	<b>PT Novartis Indonesia</b>
1. Miranda Andamsari (Task Force Lead)	PT Merck Tbk
2. Rospita Dian (Deputy)	PT Johnson & Johnson Indonesia
3. Aprillia de Leon	PT Roche Indonesia
4. Emidawati	PT Novartis Indonesia
5. Sucipto Kuntoro	PT Astellas Pharma Indonesia
6. Ute Nurdin	PT Mitsubishi Tanabe Pharma Indonesia
7. Wiratsari Pinastika	PT Boehringer Ingelheim Indonesia
8. Richard Santoso	PT Novartis Indonesia
9. Deviyana Veronica	PT Merck Tbk
10. Mayuresh Fegade	PT Novartis Indonesia
11. Fachriaevi Yanthi	PT Pfizer Indonesia
12. Febria Rehinatha	PT AstraZeneca Indonesia

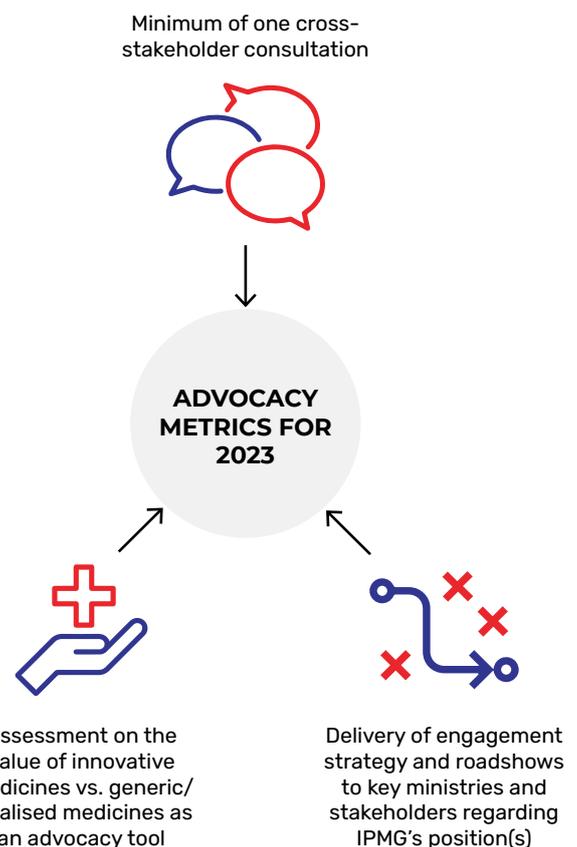
**ADVOCACY METRICS FOR 2023**



**4. Industrial Policy Task Force**

In supporting the Indonesian government’s agenda to expedite the industrialisation and transformation of its healthcare system, the IPMG Industrial Policy Task Force is always present, both to observe and advocate for government policies conducive for a healthy business environment. This applies to both national and multinational entities. With highly experienced members and sponsors in the industry, the task force is up to date with many results that leave an impact.

Our role is to encourage government policies which support a conducive business environment for multinational entities, fostering innovation and increasing healthy growth of the pharmaceutical industry as a whole. The statutes and regulations addressed include the TKDN, the halal certification, IP (Patent Law), Health Minister Decree 10/10, and others.



## IN 2023

Our advocacy priorities will be policy advocacy on government procurement and the Omnibus Health Bill.

Having a clear strategy and advocacy metrics for 2023, the IPMG Industrial Policy Task Force believes some of the policies, such as TKDN, the halal certification, the IP patent law, the 1010 decree, among others, should be shaped for the greater purpose of nurturing a conducive business climate.

## MEMBERS

### Idham Hamzah (Chair) PT Transfarma Medika Indah

1. Bambang Chriswanto (Task Force Lead)	PT Pfizer Indonesia
2. Rizman Abudaeri (Deputy)	PT AstraZeneca Indonesia
3. Khoirul Amin	PT Pfizer Indonesia
4. Rosalina Saleh	PT Novartis Indonesia
5. Marendra Sadikin	PT MSD Indonesia
6. Widya Argarini	PT MSD Indonesia
7. Wanda Harahap	PT Abbott Indonesia



## 5. JKN Drug Enlistment Task Force

The IPMG JKN Drug Enlistment Task Force's main assignment is to improve transparency, enable better decision making, and streamline the process of the drug enlistment system in BPJS. It is part of IPMG's noble purpose to ensure the effective implementation of universal coverage for all of Indonesia.

Preventing any poorly executed value assessment or HTA program that would reduce access to medical technology and removing disincentives to the introduction of healthcare innovation are strategic keystones for the foundation of a robust healthcare system. This task force applies best practices in order to ensure drug enlistment for FORNAS (and HTA or other value assessment programs) to better contribute to improved patient and public

health. This supports evidence-based decision making by policymakers, payers, and healthcare providers.

Over the last year, the JKN Drug Enlistment Task Force has accomplished the following milestones:

- Published an opinion editorial regarding Presidential Decree No. 12 of year 2021; released with national media coverage (Jan 2022) regarding Government Procurement of Goods and Services
- Conducted a Healthcare Outlook joint webinar with INAHEA (Q1 2022)
- Drug Purchasing Discussion Clinic: Key stakeholder engagement and consultation to obtain guidance of drug purchasing

### ADVOCACY METRICS FOR 2023



Readiness of relevant system as of new cycle of e-catalog:

- Maintain current price until 31<sup>st</sup> March 2023
- Flawless access to all systems on e-catalog and BPJS claim system by April 2023



Drug Purchasing system for Hospital negotiation:

- Exclusion of products listed in the MoH decree for chronic, cytostatic, and referral products from hospital negotiations
- Innovative products in e-catalog which have unique/distinctive profiles should be considered to be excluded from hospital negotiations



Pricing and tariffs for JKN:

- Industry voice/input is considered in the development of the JKN pricing policy
- Issued MOH Decree on new JKN tariffs
- A transparent FORNAS process



Clarity on definition and categorisation of chronic category drugs:

- Clear understanding on categorisation and process of submission on chronic drugs

**IN 2023**

The task force's advocacy priorities will be as follows:

1. Readiness of any relevant system for a new cycle of e-catalog (esp. on Apotek Online)
2. Drug Purchasing system implementation for hospitals, as an aid to drug procurement negotiation
3. Pricing and tariffs for JKN
4. Clarity on definition and categorisation of chronic category drugs

With a seasoned team, sponsors, and members, the JKN Drug Enlistment Task Force will continue to support evidence-based decision making by policymakers, payers, and healthcare providers. Through data aggregation and analysis, the implementation of Indonesia's universal healthcare coverage could be fully optimised.

**MEMBERS**

<b>Nora Siagian (Chair)</b>	<b>PT Pfizer Indonesia</b>
1. Banarsono Trimandojo (Task Force Lead)	PT Novo Nordisk Indonesia
2. Andy Prabowo (Deputy)	PT Boehringer Ingelheim Indonesia
3. Bram Baan	PT Glaxo Wellcome Indonesia (GSK)
4. Eko Wahyudi	PT Merck Tbk
5. Yulita Witantina	PT MSD Indonesia



## 6. Partnering for Health Advancement Task Force

As collaboration and partnership with stakeholders are the keys to success for impactful results, the IPMG Partnering for Health Advancement Task Force aims to encourage more and varied partnerships. This ranges from providing tools and guidelines, to conducting capacity building sessions, and even promoting the integration of big data and technology.

The Partnering for Health Advancement Task Force partners with stakeholders to build a resilient and sustainable health system and a conducive eco-system for health (medical) technology advancement. Building blocks of the agenda include providing tools, guidelines, capacity building, and strengthening collaboration. Additionally, the integration of big data, RWE, and innovative medical solutions, such as telemedicine and digital technologies, all form a solid foundation to build a solid network of partners and stakeholders. Additionally, the integration of big data, RWE, and innovative medical solutions, such as telemedicine and digital technologies, all form a solid foundation to build a solid network of partners and stakeholders.

**IN 2023**

Our advocacy priorities for 2023 is partnering with stakeholders for health system sustainability and resilience and a conducive eco-system for health

(medical) technology advancement.

Moving forward, the IPMG Partnering for Health Advancement Task Force will focus on advocating to obtain a more solid foundation and network with various partners and stakeholders.

**MEMBERS**

<b>Ait-Allah Mejri (Chair)</b>	<b>PT Roche Indonesia</b>
1. Lucia Erniawati (Task Force Lead)	PT Roche Indonesia
2. Reswita Dery Gisriani	PT Glaxo Wellcome Indonesia (GSK)
3. Wanda Harahap	PT Abbott Indonesia
4. Eko Senanda	PT Organon Indonesia
5. Hendra Wijaya	PT Pfizer Indonesia
6. Khoirul Amin	PT Pfizer Indonesia



## 7. Regulatory Affairs Task Force

With a long history and experience in healthcare and pharmaceutical research and development, the IPMG Regulatory Affairs Task Force aims to support the expedience, diligence, and safety of the pharmaceutical products being processed for approval - through a more seamless and reliable regulatory framework. It encapsulates the efficiency of processes, heightens safety, improves quality, and speeds drug approvals all while on par with the best international practices.

To ensure swift drug approvals and international best practices, the task force offers recommendations, anticipates and investigates bottlenecks, explores safety measures, as well as analyses regulations.

In 2022, the Regulatory Task Force accomplished the following contributions:

1. The IPMG e-labelling pilot project proposal was approved by BPOM with limited mitigation strategies
2. The dual sourcing policy was verbally accepted by BPOM into the Brown Book revision
3. BPOM revisited regulation HK.03.1.23.06.10.5166 and to consider IPMG's proposed streamlining of non-halal labelling
4. IPMG submitted and discussed the proposed draft of the Orphan Drug guidelines with BPOM
5. Formation of real-world evidence working group and discussion of future work-plans

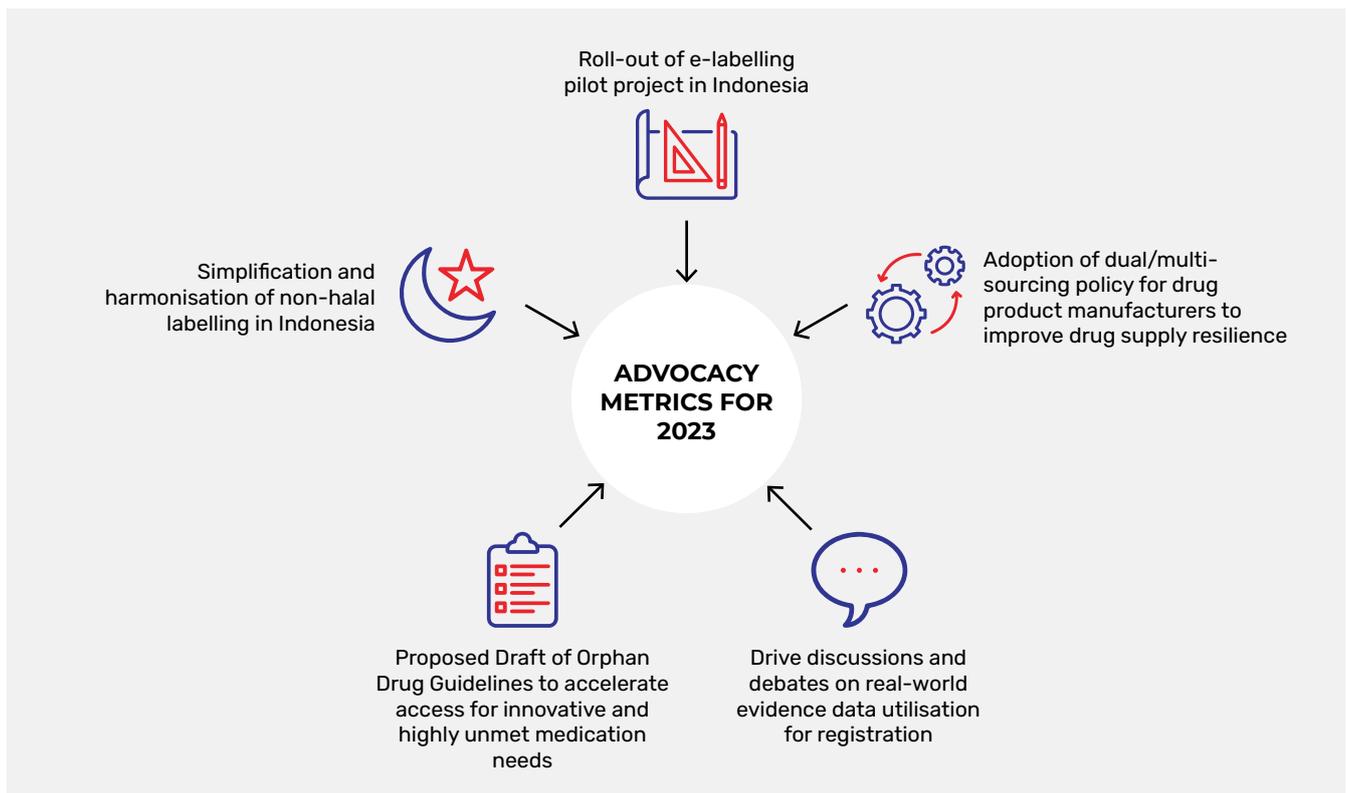
### IN 2023

Our advocacy priority for 2023 is to position IPMG as the preferred partner of choice by local health authority (HA) for advancing regulatory systems in Indonesia.

In the future, with highly experienced team sponsors and members, the IPMG Regulatory Affairs Task Force will rigorously observe and examine the government healthcare policy development framework, all for mutually beneficial results - particularly for Indonesian patients.

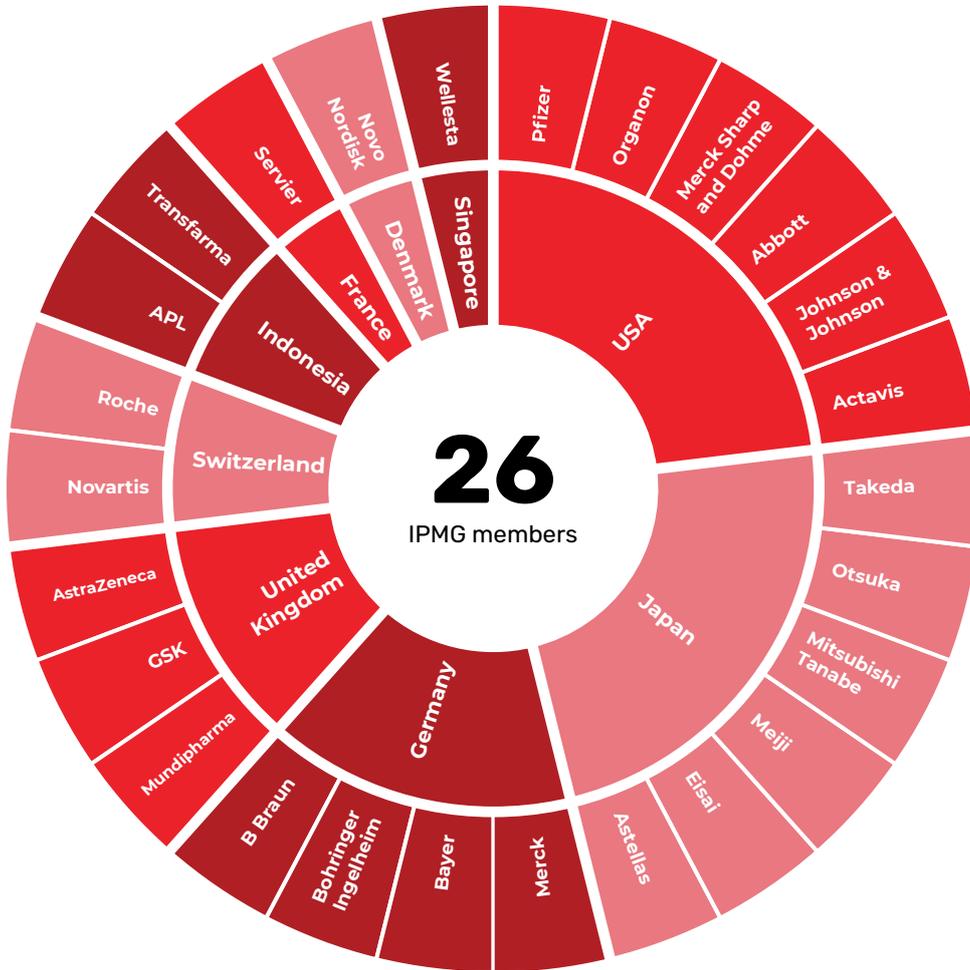
### MEMBERS

Selly Kartika (Chair)	PT Abbott Indonesia
1. Firnando Sianturi (Task Force Lead)	PT Johnson & Johnson Indonesia
2. Anna Emmy Kurniati	PT AstraZeneca Indonesia
3. Destita Khairilisani	PT Abbott Indonesia
4. Emmy Cholida	PT Servier Indonesia
5. Henny Purwantini	PT Boehringer Ingelheim Indonesia
6. Iin Nurhayati	PT Pfizer Indonesia
7. Furqoni Mahastika	PT Transfarma Medika Indah



# IPMG Members

IPMG MEMBERS' COUNTRY OF ORIGIN



IPMG members and their headquarters continue to invest in research and development to provide Indonesia with the latest medical innovations. Also, IPMG members respect and comply with the prevailing laws and regulations in Indonesia and keep their business in line with the highest ethical marketing codes.



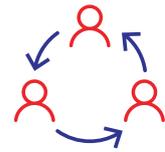


**PT Abbott Indonesia**

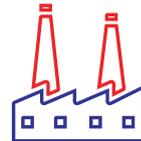
Since its establishment in 1971, PT Abbott Indonesia has served the medical community with a broad range of quality healthcare products, and strives to meet the healthcare needs of Indonesian doctors and consumers. We create breakthrough products – in diagnostics, medical devices, nutrition and established pharmaceuticals – that help you, your family, and community lead healthier lives full of unlimited possibilities. Commercial operations for PT Abbott Indonesia are headquartered in Jakarta, while manufacturing and warehousing facilities are located in Cimanggis, Depok.



**401**  
employees



**1**  
distributor & partner



**2**  
manufacturing sites & warehouses



**20**  
products/ brands



**FOCUS OF THERAPEUTIC AREAS**

- Neuroscience
- Cardiovascular
- Women’s Health
- Paediatrics
- Vaccines
- Vitamins

**CONTACT US**

**Head Office** Pondok Indah Office Tower 2, Suite 1000,  
Jl. Sultan Iskandar Muda Kav. V-TA,  
Jakarta 12310, Indonesia

**Telephone** +62 21 2758 7888

**Website** [www.abbott.co.id](http://www.abbott.co.id)





## PT Actavis Indonesia

*Sustainable, Profitable and Compliant leader in the Hospital and Retail space*

PT Actavis Indonesia is part of Actavis Generics, a global pharmaceutical company focused on developing, manufacturing, and commercialising branded pharmaceuticals, generic and over-the-counter medicines, as well as biological products.

Our portfolio consists of best-in-class products that provide valuable treatments for the central nervous system, gastroenterology, women's health, cardiovascular system, oncology, and anti-infective therapeutic categories.

We operate the biggest global generics business, providing patients around the globe with increased access to affordable, high quality medicines in approximately 80 countries. Our R&D focuses on strategic development of innovative and durable value-enhancing products within brand, generic, biological, and OTC portfolios. We are committed to increasing access to quality health solutions and have an unparalleled impact on patients and healthcare systems worldwide.



### CONTACT US

**Head Office** Jl. Raya Bogor Km. 28,  
Jakarta 13710 Indonesia

**Telephone** +62 21 871 0311

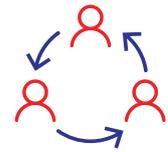
**Fax** +62 21 871 0044

**Website** [www.actavis.co.id](http://www.actavis.co.id)



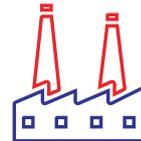
**254**

employees



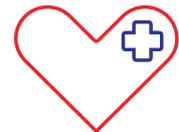
**4**

distributors &  
partners



**2**

manufacturing  
sites & warehouses



**72**

products/  
brands



### FOCUS OF THERAPEUTIC AREAS

- Nervous System
- Systemic Anti Infectionives
- Consumer Health
- OTC
- Cardiovascular System
- Musculoskeletal
- G. U. System and Sex Hormone
- Respiratory
- Oncology
- Dermatology





A Member of  
**ZUELLIG  
PHARMA**

## PT Anugerah Pharmindo Lestari

PT Anugerah Pharmindo Lestari (APL), a member of Zuellig Pharma, has been successfully serving the Indonesian healthcare market since 1985. APL was founded from DR. Biantoro Wanandi's dream to have a world-class distribution company in Indonesia. Our main purpose is to make healthcare more accessible to the community in which we serve. We provide world-class distribution, commercial, and digital services to support the growing healthcare needs across the complex geography and multi-channel environment of Indonesia. Our people serve over 60,000 medical facilities in 434 cities and work with over 60 clients, including the top 10 pharmaceutical companies in the world. We operate a state-of-the-art national distribution centre, a regional distribution centre, and 25 pharma-grade warehouses.

More recently, we launched the APL Centre of Excellence to develop new digital services and address solutions for the healthcare ecosystem in Indonesia. Since then, our teams have been focused on creating data, digital, and disease management solutions.

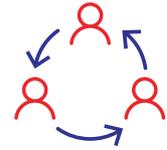
We also constantly focus on our sustainability programs in order to support, enhance, and strengthen the community in Indonesia. APL is committed to a sustainability vision of building a healthier future for Asia with our clients and customers through four key pillars: improving health outcomes, nurturing talent, respecting the environment, and setting the highest standards of integrity.

### CONTACT US

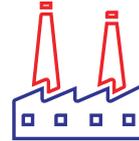
**Website** [www.aplcare.com](http://www.aplcare.com)  
**LinkedIn** PT Anugerah Pharmindo Lestari  
**Email** [info@aplcare.com](mailto:info@aplcare.com)



**3,000**  
employees



**1**  
distributor &  
partner



**27**  
manufacturing  
sites & warehouses



**31**  
products/  
brands



#### FOCUS OF THERAPEUTIC AREAS

- Oncology
- Diabetes
- Hypertension
- Cardio-metabolic
- Cough and Cold / CHC
- Pain Management
- Immunology
- Women's health





**PT Astellas Pharma Indonesia**

PT Astellas Pharma Indonesia was established in the year 2000 as PT Yamanouchi Indonesia, a subsidiary of Yamanouchi Pharmaceutical Co., Ltd., a pharmaceutical company based in Japan.

On the 1<sup>st</sup> April 2005, Astellas Pharma Inc. was established through a merger of Yamanouchi Pharmaceutical Company Limited and Fujisawa Pharmaceutical Company Limited. Following this merger, PT Yamanouchi Indonesia changed its name to PT Astellas Pharma Indonesia.

**CONTACT US**

**Head Office** Plaza Oleos, 5th Floor,  
 Jl. TB Simatupang no. 53A,  
 Jakarta Selatan 12520, Indonesia

**Telephone** +62 21 2278 0171

**Website** [www.astellas.com](http://www.astellas.com)

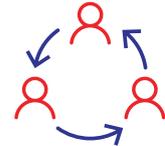


**FOCUS OF THERAPEUTIC AREAS**

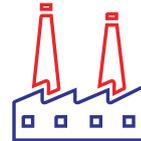
- Urology
- Oncology
- Transplantation



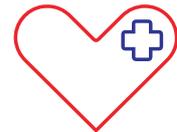
**±80**  
 employees



**1**  
 distributor & partner



**1**  
 manufacturing site & warehouse



**7**  
 products/ brands





**PT AstraZeneca Indonesia**

AstraZeneca is a global, science-led, patient-focused pharmaceutical company. AstraZeneca is one of the world’s leading biopharmaceutical companies, active in more than 100 countries and engaged in the research, development, manufacture, marketing and distribution of pharmaceutical products and the supply of healthcare services.

PT AstraZeneca Indonesia (“AZI”) was established in 1999. AZI is engaged in the sales, marketing and distribution of AstraZeneca pharmaceutical products in the Indonesian market. In 2010, AZI Cikarang production was established and inaugurated by the Indonesian Minister of Health, providing toll manufacturing services to affiliate parties.



**CONTACT US**

**Head Office** Perkantoran Hijau Arkadia Tower F, 3rd Floor,  
 Jl. TB. Simatupang Kav 88,  
 Jakarta 12520, Indonesia

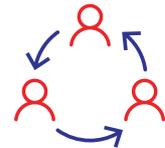
**Telephone** +62 21 2997 9000

**Website** [www.astrazeneca.com/country-sites/indonesia](http://www.astrazeneca.com/country-sites/indonesia)



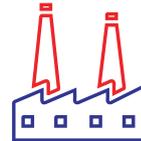
**547**

employees



**2**

distributors & partners



**2**

manufacturing sites & warehouses



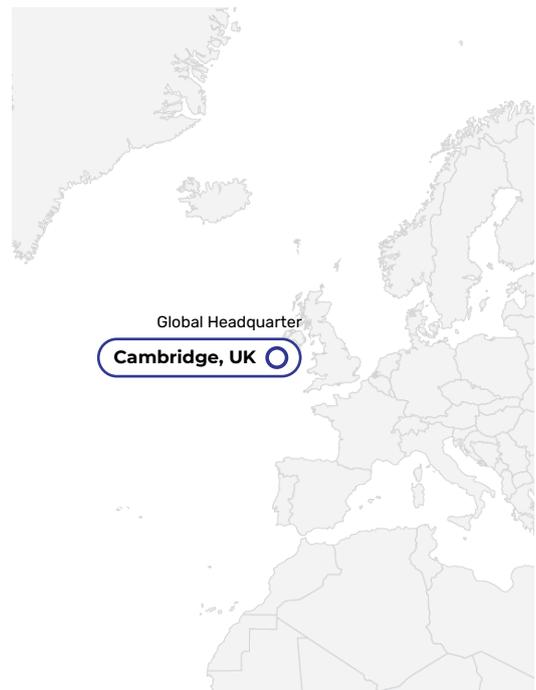
**21**

products/ brands



**FOCUS OF THERAPEUTIC AREAS**

- Cardiovascular, Renal & Metabolism
- Respiratory & Immunology
- Oncology
- Vaccines & Immunotherapy
- Central Nervous System





## PT Bayer Indonesia

Bayer is a global enterprise with core competencies in the life sciences field of healthcare and nutrition. We design our products and services to help people and the planet thrive by supporting efforts to address the unprecedented global challenges presented by a growing and aging global population.

At Bayer, we're committed to driving sustainable development and generating a positive impact with our businesses. Through bold ideas and unprecedented insights, we're pioneering new possibilities that advance life for all of us. That means reimagining how we care for ourselves and one another by empowering everyday health, improving approaches to patient care, and finding better ways to nourish our communities around the world.

Bayer products have been available in Indonesia since 1920. As a legal entity, PT Bayer Indonesia was established in 1957. Our business operations are managed in three business divisions: Pharmaceuticals, Consumer Health, and Crop Science that are supported by Business Partners in the Enabling Functions.

Bayer operates three supply centres in Indonesia that are part of the global Bayer supply chain of manufacturing facilities. The majority of products from both supply centres are exported to countries around the world, as well as marketed in Indonesia.

Our business success is largely attributable to the knowledge, skills, and passion of our employees. It is their ability to innovate and their willingness to embrace continuous professional and self-development that drive our position as a world-class innovation company. Bayer Indonesia employs about 1,000 people around Indonesia.

### CONTACT US

**Head Office** Menara Astra, 33th Floor,  
Jl. Jend. Sudirman Kav. 5-6,  
Jakarta 10220, Indonesia

**Telephone** +62 21 3049 1111

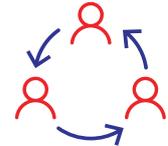
**Email** [contact.indonesia@bayer.com](mailto:contact.indonesia@bayer.com)

**Website** [www.bayer.com](http://www.bayer.com)



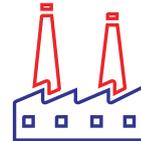
**1,000**

employees



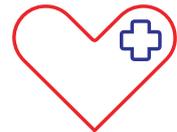
**4**

distributors &  
partners



**2**

manufacturing  
sites & warehouses



**9**

products/  
brands



### FOCUS OF THERAPEUTIC AREAS

- Cardiovascular (anticoagulant, hypertension)
- Women's Healthcare (contraceptive and gynecological therapy)
- Ophthalmology
- Men's Health
- Oncology
- Anti-infectives
- Anti-allergy
- Vitamins





## PT Boehringer Ingelheim Indonesia

Boehringer Ingelheim is a leading research-driven biopharmaceutical company creating value through innovation in areas of high unmet medical needs. Founded in 1885 and family-owned ever since, Boehringer Ingelheim takes a long-term perspective. Around 52,000 employees serve more than 130 markets in three business areas: Human Pharma, Animal Health, and Biopharmaceutical Contract Manufacturing.

Boehringer Ingelheim Indonesia entered the Indonesian market in 1997 with two businesses, namely Human Pharma and Animal Health, with a manufacturing site in Bogor. Starting July 1, 2021, Boehringer Ingelheim Indonesia changed its Human Pharma commercial model with our partner, PT Anugerah Pharmindo Lestari (APL) – a member of Zuegg Pharma, for commercial and medical activities in Indonesia.

Boehringer Ingelheim Indonesia's partner, APL, has been in Indonesia since 1985. They share a deep understanding and expertise in the local healthcare market. APL will ensure that Boehringer Ingelheim's products and services will continue to reach people who need it the most.

Boehringer Ingelheim Indonesia continues to be committed to maintaining its footprint in Indonesia and supporting effective treatment to patients.

### CONTACT US

**Head Office** Sequis Tower, Level 22 Unit 5,  
Jl. Jend. Sudirman Kav. 71,  
South Jakarta 12190, Indonesia

**Telephone** +62 21 2555 2555

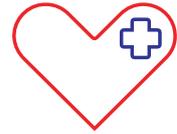
**Fax** +62 21 2555 2500

**Website** [www.boehringer-ingelheim.com](http://www.boehringer-ingelheim.com)



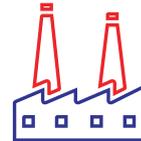
**172**

employees



**10**

products/  
brands



**3**

manufacturing  
sites & warehouses



### FOCUS OF THERAPEUTIC AREAS

- Metabolic
- Cardiovascular
- Respiratory
- Oncology
- Specialty



Ingelheim am Rhein, Germany

# B | BRAUN

SHARING EXPERTISE

## PT B. Braun Indonesia

Since entering Indonesia in the 1980's through a local distributor company, PT B. Braun Medical Indonesia has positioned itself to emerge as one of the best leading global medical technology and pharmaceutical companies in Indonesia.

In facing the road ahead, B. Braun Indonesia has undergone transformations in response to the latest medical technology, as well as establishing a new pharmaceutical factory in Karawang in July 2017. B. Braun Indonesia owns two legal entities, which are PT B. Braun Medical Indonesia and PT B. Braun Pharmaceutical Indonesia.



### CONTACT US

**Head Office** Tempo Scan Tower, 30th Floor,  
Jl. HR. Rasuna Said Kav. 3-4,  
Jakarta 12950, Indonesia

**Telephone** +62 21 5290 7177

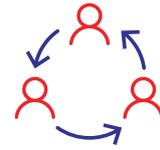
**Fax** + 62 21 5290 7178

**Website** [www.bbraun.co.id](http://www.bbraun.co.id)  
[www.braun.com](http://www.braun.com)

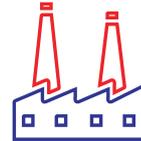
B Braun Indonesia B Braun Group



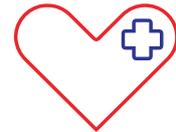
**400+**  
employees



**6**  
distributors &  
partners



**4**  
manufacturing  
sites & warehouses



**14**  
products/  
brands



### FOCUS OF THERAPEUTIC AREAS

#### Pharmaceutical TA

- Infusion Therapy
- Nutrition Therapy
- Pain Therapy

#### Medical Devices TA

- Abdominal Surgery
- Degenerative Spinal Disorders
- Infection Prevention
- Neurosurgery
- Ostomy Care
- Wound Management
- Cardio-thoracic Surgery
- Diabetes Care
- Continence Care & Urology
- Extracorporeal Blood Treatment
- Interventional Vascular Therapy
- Orthopaedic Joint Replacement
- Sterile Goods Management





## PT Eisai Indonesia

In 1968, the company established marketing operations in Indonesia, and by 1970, it was established as PT Eisai Indonesia. We developed our plantation research facility in Tjianjur in 1976, then moved to Citeureup in 1987 until present day. 1989 saw the first export to Japan.

By 1990, we had expanded exports to Thailand. Eisai has a very strong philosophy: When conducting business in human health care (hhc), it reflects our commitment to business activities aimed at increasing benefits for patients, their families, and consumers.

### CONTACT US

**Head Office** Wisma Agro Plaza 14th Floor,  
Jalan HR Rasuna Said Kav X-2 No 1,  
Jakarta Selatan 12950, Indonesia

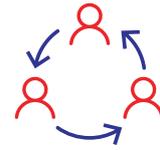


### FOCUS OF THERAPEUTIC AREAS

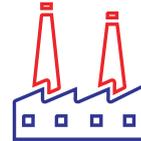
- Oncology
- Neurology
- Gastrointestinal



**300**  
employees



**2**  
distributors & partners



**1**  
manufacturing site & warehouse



**21**  
products/brands





## PT Glaxo Wellcome Indonesia (GSK)

We are a global biopharma company with a purpose to unite science, technology, and talent to get ahead of disease together. We aim to positively impact the health of 2.5 billion people over the next 10 years. We make innovative vaccines and specialty medicines to prevent and treat disease. Our R&D focuses on the science of the immune system, human genetics, and advanced technologies. We have developed monoclonal antibodies to help treat different diseases.

Our vaccines portfolio is the broadest in the industry, helping protect people from meningitis, shingles, flu, polio, measles, and many more. Two million of our vaccines are administered every day, and 40 percent of the world's children receive a GSK vaccine each year. Since 2017, we've delivered 13 major approvals and more than doubled the number of potential new vaccines and medicines we have in Phase 3 and registration to 23.

Our bold ambitions for patients are reflected in new commitments to growth and a step-change in performance. We employ over 70,000 people and have a presence in more than 80 countries worldwide. We are rank 1st in the Access to Medicine Index for people in low- to middle-income countries. This reflects the company's clear access-to-medicine strategy embedded within the overall company strategy and the application of its scientific innovation to address global health priorities. We have the largest R&D pipeline, targeting priority diseases that impact people in low- and middle-income countries.

We have been in Indonesia for more than 50 years and have invested in a manufacturing facility in Pulogadung. We have a long history of supporting our communities in times of need and have taken deliberate steps through concrete actions to partner with healthcare associations and governments. We are a company where outstanding people can thrive. Today, GSK Indonesia employs more than 400 highly skilled Indonesian talents and is committed to continuously optimising employment opportunities in Indonesia. We will continue to leverage access to innovative medicines and vaccines to positively impact millions of Indonesians and build a better healthcare ecosystem in Indonesia together.

### CONTACT US

**Head Office** Menara Standard Chartered 19th Floor,  
Jl. Prof. Dr. Satrio, No. 164,  
Setiabudi, Jakarta 12930, Indonesia

**Telephone** +62 21 2553 2350

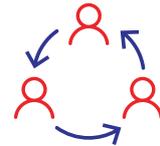
**Fax** +62 21 2553 2360

**Email** [cga.indonesia@gsk.com](mailto:cga.indonesia@gsk.com)

**Website** [www.gsk.com](http://www.gsk.com)



**400+**  
employees



**1**  
distributor &  
partner



**2**  
manufacturing  
sites & warehouses



**39**  
products/  
brands



### FOCUS OF THERAPEUTIC AREAS

#### Vaccines to protect from virus

- Pneumonia
- Rotavirus
- Diphtheria
- Tetanus
- Pertussis
- Varicella
- Hepatitis
- HPV
- Influenza

#### Pharmaceutical medicines

- Respiratory disease
- Urology
- Allergy
- Neurology



# Johnson & Johnson

## PT Johnson & Johnson Indonesia

PT Johnson And Johnson Indonesia Two (a.k.a. PT Johnson & Johnson Indonesia) is the local operating company of Johnson & Johnson, the world's largest and most broadly-based healthcare company. Established in Indonesia in 1973, the company engages in three business sectors: Consumer Health, Pharmaceuticals, and Medical Technology (incl. Vision).

### CONTACT US

**Head Office** K-Link Tower, 12th Floor,  
Jl. Jend. Gatot Subroto Kav. 59 A,  
Jakarta 12950, Indonesia

**Telephone** +62 21 2935 3935

**Website** [www.jnj.com](http://www.jnj.com)

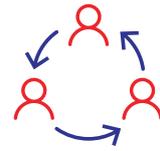


### FOCUS OF THERAPEUTIC AREAS

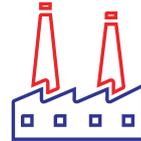
- Oncology
- Immunology
- Neuroscience (Psychiatry & Neurology)
- Infectious Diseases & Vaccines
- Pulmonary Hypertension
- Pain Management



**154**  
employees



**1**  
distributor &  
partner



**3**  
manufacturing  
sites & warehouses



# meiji

## PT Meiji Indonesia

PT Meiji Indonesia has been a pioneer of high quality antibiotics since its foundation in 1974. Initially a subsidiary of Japan-based Meiji Seika Kaisha Ltd. (now operating as Meiji Seika Pharma Co., Ltd.), PT Meiji Indonesia is currently one of the few players in the pharmaceutical sector delivering the highest quality production standards in Indonesia. After more than four decades of helping to improve the nation's health, PT Meiji Indonesia looks forward to the decades ahead.



### CONTACT US

**Head Office** Jl. Prof . Dr. Soepomo No. 40, Tebet,  
Jakarta Selatan 12870, Indonesia

**Telephone** +62 21 2138 3388

**Website** [www.meiji.co.id](http://www.meiji.co.id)

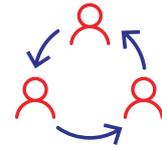


#### FOCUS OF THERAPEUTIC AREAS

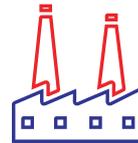
- Antibacterial
- Ophthalmology
- Lipid Regulator
- Osmotic Laxative



**801**  
employees



**3**  
distributors &  
partners



**2**  
manufacturing  
sites & warehouses



**40**  
products/  
brands





## PT Merck Tbk

PT Merck Tbk is an affiliate of Merck KGaA, Germany ("Merck"). Merck is a vibrant science and technology company with 353 years of global footprint. Science is at the heart of everything we do. It drives the discoveries we make and the technologies we create. We make a positive difference to millions of people's lives every day. Our constant curiosity and specialist approach drive our partnerships and bring new ideas to life. From advancing gene editing technologies and discovering unique ways to treat the most challenging diseases to enabling the intelligence of devices. Our work is fueled by our belief in science as a force for good. We work to enhance the human experience and create more joyful and sustainable ways to live.

We believe that scientific exploration and responsible entrepreneurship are key to technological advances that benefit us all. This is how Merck has thrived since 1668. And we will continue to push the boundaries of possibility to create opportunities for everyone. This is what drives us. This is what we work for. This is our future.

In Indonesia, Merck was established on October 14, 1970, and transformed into a public company in 1981. PT Merck Tbk runs the healthcare business of Merck and focuses on discovering, developing, manufacturing, and marketing innovative prescription medicines. For more than 50 years, we have existed in Indonesia, and we have maintained our focus in patient lives. Transformation has strengthened our focus in the changing world, re-emphasizing our respect toward life and our responsibility to improve the quality of life.

## CONTACT US

**Head Office** Jl. TB Simatupang No.8, Pasar Rebo,  
Jakarta Timur 13760, Indonesia

**Telephone** +62 21 2856 5600

**Fax** +62 21 2856 5601

**Email** [contact.id@merckgroup.com](mailto:contact.id@merckgroup.com)

**Website** [www.merck.co.id](http://www.merck.co.id)

**Marketing Office** Arkadia Green Park G Tower, 10th Floor,  
Jl. TB Simatupang Kav.88, Pasar Minggu,  
Jakarta Selatan 12520, Indonesia

**Telephone** +62 21 2856 5600

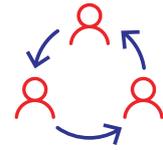
**Fax** +62 21 2856 5601

@merckindonesia Merck Indonesia MerckIndonesia  
 @merckindonesia Merck Indonesia



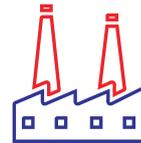
**401**

employees



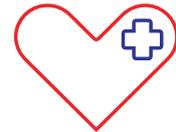
**1**

distributor &  
partner



**1**

manufacturing site  
& warehouse



**20**

products/  
brands



### FOCUS OF THERAPEUTIC AREAS

- Oncology
- Multiple Sclerosis
- Growth Hormone Disorder
- Cardiovascular Disease
- Diabetes
- Thyroid Disorders
- Infertility Treatment Portfolio
- Advanced Fertility Technologies and Devices





## PT Merck Sharp & Dohme Indonesia

Merck & Co., Inc. New Jersey (NJ), The United States (US) was founded on January 1, 1891. George Merck, age 23, established the company in the US to distribute fine chemicals throughout New York City and its neighbouring areas. Outside of the US and Canada, Merck & Co., Inc., New Jersey, US is known as MSD.

For 130 years, MSD has been inventing and bringing forward medicines and vaccines for many of the world's most challenging diseases in pursuit of our mission to save and improve lives. MSD is a trade name of Merck & Co., Inc., with headquarters in Kenilworth, New Jersey, the US PT Merck Sharp & Dohme Indonesia was established in 2005 and currently focuses on our main therapeutic areas, namely oncology, and vaccines.

### CONTACT US

**Head Office** Wisma BNI 46, 27th Floor,  
Jl. Jend. Sudirman Kav. 1,  
Jakarta 10220, Indonesia

**Telephone** +62 21 5789 7000

**Fax** +62 21 5789 7099

**Website** [www.msd-indonesia.com](http://www.msd-indonesia.com)

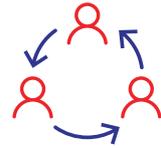


### FOCUS OF THERAPEUTIC AREAS

- Oncology
- Vaccines



**200+**  
employees



**3**  
distributors &  
partners



**14**  
products/  
brands





## PT Mitsubishi Tanabe Pharma Indonesia

We opened our doors in Indonesia on Saturday, July 25, 1970, under the company name of PT Tanabe Abadi, a joint-venture between Tanabe Seiyaku Co., Ltd., Osaka, Japan and N.V. Pharmacie Nasional, Bandung, Indonesia. PT Tanabe Abadi began its commercial production at the manufacturing site located on Jl. Dr. Setiabudi, Bandung.

To increase production capacity and maintain product quality, we decided to relocate the manufacturing site to the current Jl. Rumah Sakit, Ujungberung, Bandung on March 29, 1986.

With the change in capital structure and the aim of expanding the business network, on June 1, 2003, the company name was changed to PT Tanabe Indonesia.

On October 1, 2007, the holding company Tanabe Seiyaku Co., Ltd. merged with Mitsubishi Pharma Corporation and formed newly named Mitsubishi Tanabe Pharma Corporation. On October 1, 2018, the company name was changed to PT Mitsubishi Tanabe Pharma Indonesia.

As a subsidiary of Mitsubishi Tanabe Pharma Corporation, Osaka, Japan, we are engaged in the pharmaceutical industry with a business focus on producing and selling ethical products for domestic and overseas markets. We do our utmost to contribute to Indonesian society and to improve the quality of life of the Indonesian people by supplying them with our high-quality products.



### CONTACT US

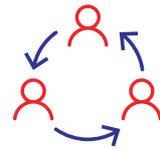
**Head Office** Jl. Tanah Abang III No. 8,  
Kelurahan Petojo Selatan, Kecamatan Gambir,  
Jakarta Pusat 10160, Indonesia

**Telephone** +62 21 3841 842

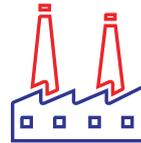
**Website** [www.mt-pharma-id.com](http://www.mt-pharma-id.com)



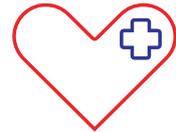
**300+**  
employees



**1**  
distributor &  
partner



**2**  
manufacturing  
sites & warehouses



**46**  
products/  
brands



#### FOCUS OF THERAPEUTIC AREAS

- Cardiovascular
- Metabolism
- Immuno-inflammatory
- Anesthetics
- Antipsychotics
- Central Nervous System





## PT Mundipharma Healthcare Indonesia

Mundipharma has more than 60 years of experience in pain management and antisepsis, with worldwide marketing reach. Mundipharma is dedicated to addressing the urgent needs of healthcare professionals and patients. Mundipharma delivers high quality products, with a mission to alleviate the suffering of patients and substantially improve their quality of life.

Mundipharma is committed to presenting patients with severe illness and pain with new treatment options in the fields of pain management, oncology, oncology supportive care, respiratory, consumer health and ophthalmology. Mundipharma is present in Indonesia through its representative office, Mundipharma Laboratories GmbH, and for consumer health business under Mundipharma Healthcare Indonesia in 2015. We are currently focusing on consumer health through the Betadine brand, which has been trusted by hospitals and households to prevent and treat infection.

### CONTACT US

**Head Office** Generali Tower Gran Rubina,  
Business Park, 20th Floor,  
Kawasan Rasuna Epicentrum,  
Jl. H. R. Rasuna Said Kav. C-22,  
Jakarta 12940, Indonesia

**Telephone** +62 21 8065 7300

**Website** [www.mundipharma.com](http://www.mundipharma.com)



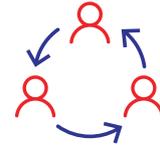
### FOCUS OF THERAPEUTIC AREAS

- Upper Respiratory Tract Infection
- Feminine Care
- Wound Care
- Supportive Care



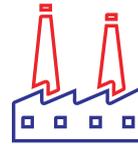
**29**

employees



**2**

distributors & partners



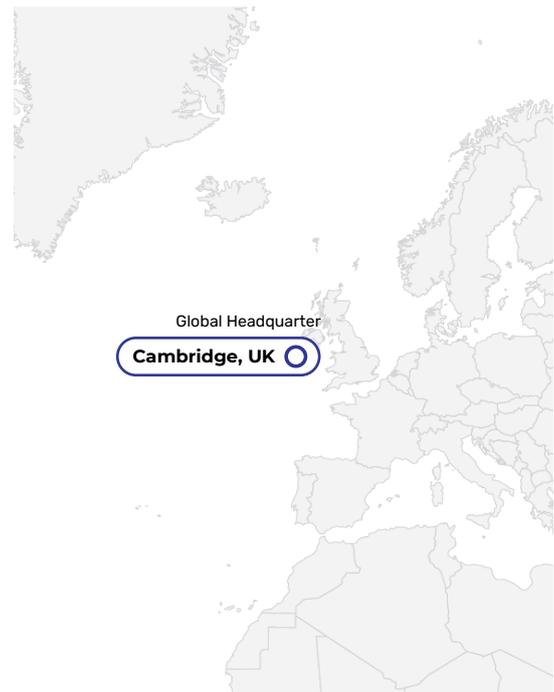
**2**

manufacturing sites & warehouses



**19**

products/ brands





## PT Novartis Indonesia

Harnessing innovation on a global scale, Novartis is reimagining medicine to improve and extend the lives of patients. Novartis' mission is to discover breakthrough treatments and find new ways to deliver them to patients.

Headquartered in Basel, Switzerland, Novartis has a rich history spanning over 200 years. In Indonesia, Novartis contributes to improving the quality of Indonesian patients' lives through its expertise in the areas of cardiovascular, dermatology, autoimmune diseases, retina, and oncology.

Through its operations in manufacturing and commercialising medicines in Indonesia, Novartis looks to its social, environmental, and economic impact. Novartis investments and activities include its manufacturing facility in Pasar Rebo, Jakarta, its contributions to the world's largest universal health coverage (JKN), the Continuing Medical Education it conducts for healthcare professionals across the country, and the Disease Awareness initiatives it conducts for laymen. Novartis Indonesia is proud to renew its longstanding commitment.

### CONTACT US

**Head Office** AXA Tower, 26th Floor, Kuningan City  
Jalan Prof. Dr. Satrio Kav. 18,  
Kuningan Setiabudi,  
Jakarta 12940, Indonesia

**Telephone** +62 21 3048 0600

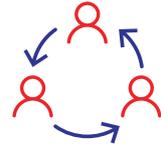
**Email** [communication.indonesia@novartis.com](mailto:communication.indonesia@novartis.com)

**Website** [www.id.novartis.com](http://www.id.novartis.com)



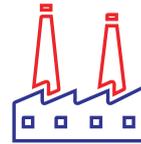
**273**

employees



**3**

distributors &  
partners



**2**

manufacturing  
sites & warehouses



**46**

products/  
brands



### FOCUS OF THERAPEUTIC AREAS

- Cardiovascular
- Oncology
- Immunology





novonordisk®

## PT Novo Nordisk Indonesia

Novo Nordisk is a global healthcare company from Denmark with 100 years of innovation and leadership in healthcare. Our purpose is to drive change to defeat diabetes and other serious chronic diseases, such as obesity and rare blood and rare endocrine diseases.

We do so by pioneering scientific breakthroughs, expanding access to our medicines, and working to prevent and ultimately cure the diseases we treat.

In Indonesia, we have been translating the unmet medical needs of people living with a serious chronic disease into innovative medicines and delivery systems, like our insulin pens. Our treatments benefit patients living with diabetes and rare diseases.

We have been working closely with the Indonesian MoH since the beginning of our establishment in Indonesia. Novo Nordisk has also been appointed as the implementing partner for the Indonesian MoH and the Danish MoH's joint action plan to address diabetes and chronic disease prevention and management in Indonesia since 2021. As the implementing partner, Novo Nordisk has started several programs to address the issue, e.g. Affordability Project, Changing Diabetes in Children, launching the TanyaGendis – a diabetes chatbot, as well as conducting real world evidence and many awareness activities, especially during the 2022 World Diabetes Day.

Novo Nordisk also supports the government's efforts to enhance public health and address affordability. All of Novo Nordisk's insulin and hemophilia products are listed in JKN, Indonesia's universal health coverage, allowing the company to serve people at all levels of the economic scale.

### CONTACT US

**Head Office** Pondok Indah Office Tower 3,  
18th Floor, Suite 1801,  
Jl. Sultan Iskandar Muda Kav. V-TA,  
Jakarta Selatan 12310, Indonesia

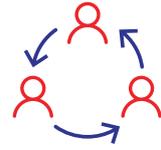
**Telephone** +62 21 2958 1000

**Email** io-apac-indonesia-contactus@novonordisk.com

**Website** [www.novonordisk.id](http://www.novonordisk.id)



**250**  
employees



**1**  
distributor &  
partner



**13**  
products/  
brands



#### FOCUS OF THERAPEUTIC AREAS

- Diabetes
- Hemophilia
- Growth Disorder





## PT Organon Pharma Indonesia

Organon was launched globally on June 1, 2021. Our head office is located in Jakarta and our manufacturing site is located in Pandaan, East Java. At Organon, we believe in a better and healthier every day for every woman. We understand that women are foundational to a healthier world.

As a new company, we will begin by listening to women's healthcare needs, big and small, enabling us to develop treatments tailored to them – because we know there is so much more we can do for women and their health. Our mission is to deliver impactful medicines and solutions for a healthier every day. We build upon our strong foundation of more than 60 medicines and solutions across a range of areas, including reproductive health, heart disease, breast cancer, allergies, and asthma. We bring these important therapies around the world, with an international footprint that serves people in more than 140 markets. The diversity of our business provides a sustainable engine of growth, so we can continue to invest and advance new medicines and solutions for women that are so urgently needed.

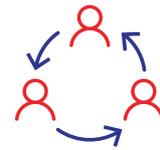
We believe the journey to improve women's health is critical to achieving a healthier world. Our people – a strong global community of thousands – are united in our drive to better support the health of women within our company and around the globe. Together, we work to deliver Organon, here for her health.

### CONTACT US

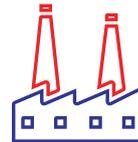
**Head Office** Sinarmas MSIG Tower, 37th Floor, Unit 102 & 106,  
JL. Jend. Sudirman Kav. 21,  
Jakarta 12920, Indonesia



**295**  
employees



**1**  
distributor &  
partner



**2**  
manufacturing  
sites & warehouses



**14**  
products/  
brands



#### FOCUS OF THERAPEUTIC AREAS

- Womens' Health
- Biosimilars
- Cardiovascular
- Dermatology
- Non Opioid Pain





## PT Otsuka Indonesia

PT Otsuka Indonesia was established in 1974 as a joint venture pharmaceutical company with Otsuka Pharmaceutical Co., Ltd., Japan. Built on an area of 48,397m<sup>2</sup> in Lawang, a small town in East Java, PT Otsuka Indonesia manufactures and markets medicinal products, such as infusion/injection fluids and ethical drugs, nutritional products for special medical purposes, as well as medical devices.

This step of business diversification undertaken by PT Otsuka Indonesia is constantly growing, not only in Indonesia. We have also expanded our production by exporting products to many countries, such as Hong Kong, Singapore, Malaysia, Myanmar, Vietnam, the Philippines, Mongolia, Sri Lanka, Thailand, India, and Egypt.

For decades, PT Otsuka Indonesia has proven itself as the leader in the infusion solutions business. To strengthen our position, we continue to challenge ourselves to develop new products that will fulfill customer needs in the future, based on our motto "Otsuka-people creating new products for better health worldwide."

### CONTACT US

**Head Office** 18 Office Park, Tower A, 9th Floor,  
Jl. Letjen TB. Simatupang No. 18,  
Jakarta Selatan 12520, Indonesia

**Telephone** +62 21 782 7660

**Fax** +62 21 7827 6634

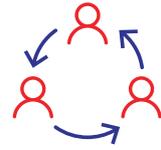


### FOCUS OF THERAPEUTIC AREAS

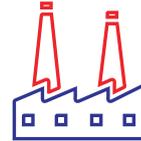
- CNS
- Cardiovascular
- Oncology
- Clinical Nutrition
- I. V. Solution



**1,000+**  
employees



**4**  
distributors &  
partners



**3**  
manufacturing  
sites & warehouses



**80**  
products/  
brands





## PT Pfizer Indonesia

Pfizer began operations in Indonesia in 1969 when the company employed only 11 employees under the auspices of Pfizer International (Pfizer Inc.). As the business grew, Pfizer Indonesia inaugurated its first manufacturing facility in 1971, highlighting the commitment to advance Indonesia's pharmaceutical industry. For more than 50 years, Pfizer Indonesia has strived to promote Indonesia's health sector's advancement through the prevention, treatment, and cure of various diseases.

Currently, Pfizer Indonesia operates as a manufacturing facility that produces various medical drugs to meet domestic and neighboring countries' needs. Supported by more than 400 employees, Pfizer Indonesia provides medicines and health solutions at every stage of life. The company's supply chain has been recognized for implementing good manufacturing practices, showcasing good production methods and environmental management advantages. Through the Pfizer Global Supply Business Unit, Pfizer Indonesia manufactures and exports products in the form of tablets, capsules, and ointments with various brands to South Korea, Malaysia, Singapore, Thailand, the Philippines, Vietnam, Brunei, and Hong Kong.

Pfizer Indonesia has set the standards for high-quality and safe medicines and vaccines. The company has been working with healthcare providers, government agencies, and local communities to expand access to various innovative therapeutics. Pfizer Indonesia has partnered with patient groups and an innovative startup in launching the first digital patient assistance program in Indonesia, also continuously collaborating with health practitioners in supporting local and global initiatives for broader and better access to quality drugs and treatments for patients.

### CONTACT US

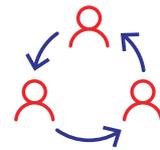
**Head Office** World Trade Center 3, 28th Floor,  
Jl. Jenderal Sudirman Kav. 29-31,  
Jakarta 12920, Indonesia

**Telephone** +62 21 8086 1400

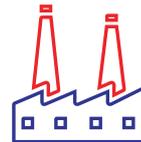
**Website** [www.pfizer.co.id](http://www.pfizer.co.id)



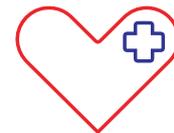
**400+**  
employees



**2**  
distributors &  
partners



**2**  
manufacturing  
sites & warehouses



**40**  
products/  
brands



#### FOCUS OF THERAPEUTIC AREAS

- COVID-19 Therapies
- Pneumonia Vaccine
- Oncology
- Hospital Products (including anti-infectives and pain management)
- Rare Disease Treatment
- Immunology & Inflammation





## PT Roche Indonesia

Throughout our 125-year history, Roche has grown into one of the world's largest biotech companies, as well as a leading provider of in-vitro diagnostics and a global supplier of transformative innovative solutions across major disease areas, including oncology, neurology, infectious diseases, and ophthalmology. With our combined strengths in pharmaceuticals and diagnostics, we are better equipped to drive personalised healthcare forward – to bring the right treatments to the right patients at the right time.

For more than 50 years in Indonesia, we continue to focus on helping patients in Indonesia live longer, better lives through prevention, diagnostics and treatment, as well as making a sustainable contribution to the nation.

### CONTACT US

**Head Office** AIA Central Building, Lantai 35,  
Jl. Jend. Sudirman Kav. 48 A,  
Jakarta 12930, Indonesia

**Telephone** +62 21 3041 3000

**Fax** +62 21 2157 2437

**Website** [www.roche.co.id](http://www.roche.co.id)

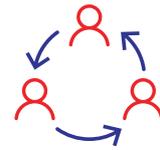


### FOCUS OF THERAPEUTIC AREAS

- Oncology
- Specialty Care
- Rare Diseases
- Ophthalmology



**237**  
employees



**1**  
distributor &  
partner



**23**  
products/  
brands



**SERVIER**  
moved by you

## PT Servier Indonesia

Servier is an independent group committed to therapeutic progress, serving patient needs and governed by a non-profit foundation. Currently, there are 150 countries, including Indonesia, in which the group's medicines are distributed.

In 1987, PT Parvico Bersaudara was established to promote Servier products. PT Servier Indonesia was legally founded in 2003. The group strongly believes that working with patients at all stages of the medicine's life cycle leads to better care and solutions to support them throughout their journey.

### CONTACT US

**Head Office** Menara Kadin Indonesia, Lantai 18,  
Jl. R. H. Rasuna Said, RT.1/RW.2, Kuningan,  
Jakarta Selatan 12950, Indonesia

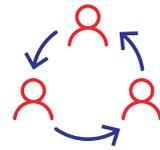


### FOCUS OF THERAPEUTIC AREAS

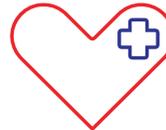
- Oncology
- Specialty Care
- Rare Diseases
- Ophthalmology



**150**  
employees



**1**  
distributor &  
partner



**15**  
products/  
brands





**PT Takeda Indonesia**

Takeda is a values-based, R&D-driven biopharmaceutical company committed to discovering and delivering life-transforming treatments and vaccines, guided by our commitment to patients, our people, and the planet.

Takeda has been in Indonesia for more than 50 years, since 1971, with its headquarter office in Jakarta and a manufacturing plant in Bekasi, West Java.

In Indonesia, Takeda focuses on oncology, gastroenterology, rare diseases, vaccines, and consumer healthcare. We are committed to timely and sustainable access to our innovative medicines and vaccines, and furthermore, partner with diverse stakeholders to improve patient outcomes and the sustainable development of the healthcare system.



**CONTACT US**

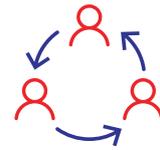
**Head Office** RDTX Tower,  
JI Prof dr Satrio Kav. E-IV No.6, Mega Kuningan,  
Jakarta Selatan, Indonesia

**Telephone** +62 21 2939 9999

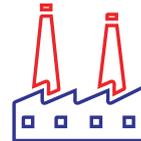
**Website** [www.takeda.com](http://www.takeda.com)



**270**  
employees



**1**  
distributor & partner



**2**  
manufacturing sites & warehouses



**14**  
products/ brands



**FOCUS OF THERAPEUTIC AREAS**

- Oncology
- Gastroenterology
- Rare Diseases
- Vaccines
- Consumer Healthcare





**MENARINI**

**PT Transfarma Medica Indah**

PT Transfarma Medica Indah is an affiliate of Menarini Group. An Italian-based global company, with a footprint in Indonesia of more than 30 years. We work towards invigorating the lives of patients and consumers across Indonesia.

The Menarini Group is present in 140 countries around the world and with over 17,000 valuable employees, we work to provide broad therapeutic treatments for cardiovascular, respiratory, pain management, paediatrics, dermatology & aesthetics, oncology, and rare diseases, as well as medical devices and consumer health.

In Indonesia, Menarini employs a total of 441 people across various functions, including operating a GMP and halal-certified facility that supplies both domestic and international markets.



**CONTACT US**

**Head Office** Unit 802, 8th Floor, Pondok Indah Office Tower 2 (d/h Wisma Pondok Indah 2), Jl. Sultan Iskandar Muda Kav. V-TA, Pondok Indah, Kebayoran Lama, Jakarta Selatan 12310, Indonesia

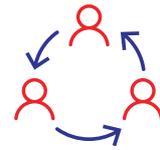
**Telephone** +62 21 7697 323 (hunting)

**Fax** +62 21 7697 528

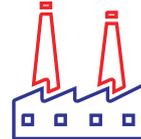
**Website** [www.menariniapac.com](http://www.menariniapac.com)



**441**  
employees



**4**  
distributors & partners



**2**  
manufacturing sites & warehouses



**FOCUS OF THERAPEUTIC AREAS**

- Cardiovascular
- Respiratory
- Pain Management
- Paediatrics
- Dermatology & Aesthetics
- Oncology
- Rare Diseases
- Medical Devices
- Consumer Health





## PT Wellesta CPI Healthcare

Wellesta Indonesia is a healthcare company headquartered in Singapore. It has operated in Indonesia since 2019.

We aim to serve clients and consumers through commercial and marketing support using an innovative approach across the Wellesta value chain. Working at full compliance and transparency is our approach to doing business.

### CONTACT US

**Head Office** Kirana Three Office Tower, Lantai 8,  
Jl. Boulevard Raya Kav. 1,  
Kelapa Gading Timur,  
Jakarta Utara 14240, Indonesia

**Website** [www.wellesta.com](http://www.wellesta.com)

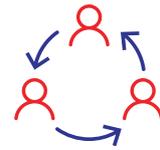


### FOCUS OF THERAPEUTIC AREAS

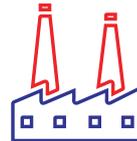
- Neuroscience
- Paediatrics
- Oncology
- Nephrology
- Primary Care



**286**  
employees



**1**  
distributor &  
partner

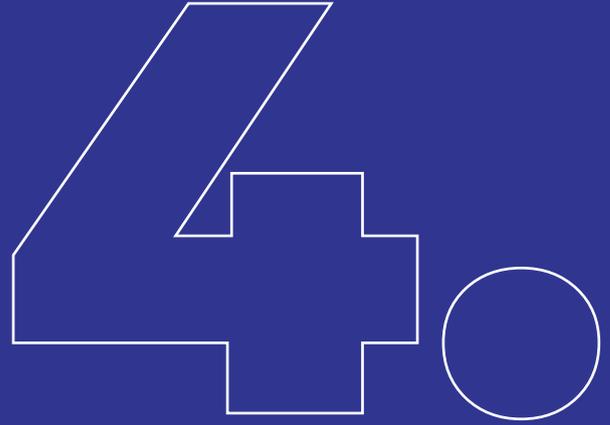


**1**  
manufacturing  
site & warehouse



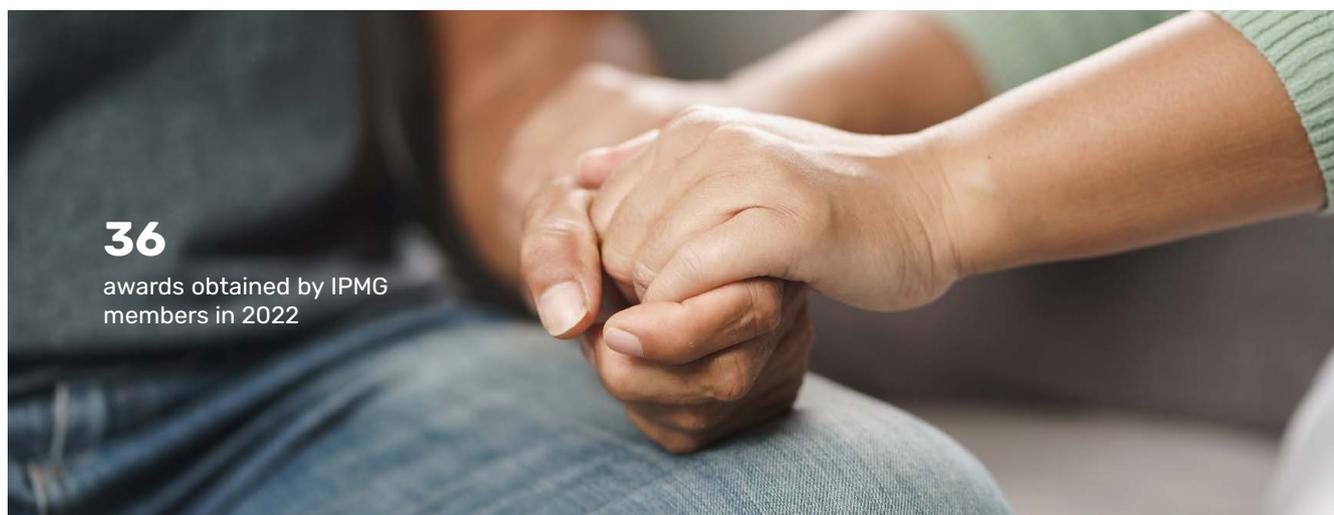
**6**  
products/  
brands





**Awards  
and  
Achievements**

# Awards and Achievements



## 36

awards obtained by IPMG members in 2022

Award		From
<b>Blue Proper Awards</b>		
Bayer	PT Bayer Indonesia	Ministry of Environment of the Republic of Indonesia
Merck	PT Merck Tbk	
Mitsubishi Tanabe	PT Mitsubishi Tanabe Pharma Indonesia	
<b>Asian Experience Awards</b>		
Customer Experience of The Year		<i>Asian Business Review Magazine</i>
AstraZeneca	PT AstraZeneca Indonesia	
<b>Award for Outstanding Company in Sustainability Community Initiative</b>		
APL	PT Anugerah Phamindo Lestari	<i>CNBC</i>
<b>Best Health Protocols in Working Area</b>		
Platinum		Regent of Malang
Otsuka	PT Otsuka Indonesia	
<b>Best Health Protocols in Working Area</b>		
Platinum		East Java Governor
Otsuka	PT Otsuka Indonesia	
<b>Best Places to Work 2022</b>		
AstraZeneca	PT AstraZeneca Indonesia	Best Places to Work
GSK	PT Glaxo Wellcome Indonesia	
Novo Nordisk	PT Novo Nordisk Indonesia	
<b>Best Places to Work for Women 2022</b>		
Novo Nordisk	PT Novo Nordisk Indonesia	Best Places to Work
<b>Blue Ribbon Company</b>		
Abbott	PT Abbott Indonesia	<i>Fortune</i>
<b>Corporate Emissions Calculation Transparency Award</b>		
Gold Category		<i>Majalah Investor, BeritaSatu Media Holding</i>
Merck	PT Merck Tbk	
<b>Digital Popular Brand</b>		
Mundipharma	PT Mundipharma Healthcare Indonesia	<i>InfoBrand</i>
<b>Disabilities Care in Working Area</b>		
Otsuka	PT Otsuka Indonesia	Regent of Malang

<b>EU Good Manufacturing Practice (GMP) Certification</b> Actavis	PT Actavis Indonesia	European Medicines Agency (EMA)
<b>E-Waste Cared Company</b> GSK	PT Glaxo Wellcome Indonesia	Governor of DKI Jakarta
<b>FOI Drug Distributor with Best Performance in 2022</b> APL	PT Anugerah Phamindo Lestari	Mandiri InHealth
<b>Global 500</b> Abbott	PT Abbott Indonesia	<i>Fortune</i>
<b>Great Place to Work 2022</b> Bayer Servier	PT Bayer Indonesia PT Servier Indonesia	Great Place to Work
<b>HR Excellence Awards 2022</b> • Silver Award for Talent Acquisition • Silver Award for Workforce Mobility GSK	PT Glaxo Wellcome Indonesia	HR Excellence Award
• Gold Medal for Excellence in Business Transformation • Gold Medal for Best HR Team • Bronze Medal for Excellence in Workforce Flexibility Pfizer	PT Pfizer Indonesia	
<b>Indonesia Sustainability Business Award</b> Sustainability Strategy, Business Ethics, and Responsibility, UN SDGs Bayer	PT Bayer Indonesia	Minister of National Development Planning
<b>Indonesia Top Digital Public Relations Award</b> Merck	PT Merck Tbk	Tras n Co & <i>InfoBrand</i>
<b>Mandiri InHealth Award</b> Best Distributors in 2022 Best Performance in 2022 APL Medan Branch	PT Anugerah Phamindo Lestari	Mandiri InHealth
<b>Pandemic Response Award 2022</b> Pfizer	PT Pfizer Indonesia	Habitat for Humanity
<b>Reforestation Program</b> Otsuka	PT Otsuka Indonesia	East Java Provincial Service
<b>The Top Employers Awards 2022</b> Novartis Takeda	PT Novartis Indonesia PT Takeda Indonesia	The Top Employers Institute
<b>Women's Empowerment Principles Awards</b> 2nd Runner Up for Gender-Inclusive Workplace Merck	PT Merck Tbk	UN Women, European Commission, and IBCWE (Indonesia Business Coalition for Women Empowerment)
<b>World Changing Ideas 2022</b> Company of The Year Abbott	PT Abbott Indonesia	<i>Fast Company</i>
<b>World's Most Admired Company</b> Abbott	PT Abbott Indonesia	<i>Fortune</i>
<b>Zero Conflict Industrial Relations</b> Otsuka	PT Otsuka Indonesia	Regent of Malang

# Glossary

## A

### ACPIA

ASEAN Confederation of Pharmaceutical Industry Associations

### Amcham

American Chamber of Commerce Indonesia

### APAC

Asia-Pacific

### API Manufacturer

Active Pharmaceutical Ingredients Manufacturer

### APRIA

ASEAN Pharmaceutical Regulatory Industry Association

### ASEAN

Association of Southeast Asian Nations

## B

### Bappenas

The National Development Planning Board

### BKPM

Investment Coordinating Board

### BPJS

Social Insurance Agency

### BPOM

National Agency for Drugs and Food Control

## C

### CHEPS

Center for Higher Education Policy

## D

### Dinkes

Health Office

### DJSN

Social Security Council

## E

### Eurocham

European Business Chamber of Commerce Indonesia

## F

### FORNAS

National Formulary

## G

### GDP

Gross Domestic Product

### GP Farmasi

Indonesian Pharmaceutical Companies Association

## H

### HPS

Temporary Estimates of Price

### HTA

Health Technology Assessment

## I

### IASMED

The Indonesian Association for the Study of Medicinals

### IDI

Indonesian Medical Association

### IFPMA

Internal Federation of Pharmaceutical Manufacturers & Associations

### IMERI

Indonesian Medical Education and Research Institute

### InaHEA

The Indonesian Health Economic Association

### IPMG

International Pharmaceutical Manufacturers Group

### IPR

Intellectual Property Rights

### IPR

International Pharmaceutical Regulatory

## J

### JKN

National Health Insurance

## K

### KADIN

Indonesian Chamber of Commerce

### Kemenko PMK

Coordinating Human Development and Cultural Ministry

### KOMNAS

National Commissioner

### KPK

Corruption Eradication Commission

### KSP

Presidential Staff Office

## L

### LKPP

State Procurement Agency

## M

### MCDA

Multiple Criteria for Decision Analysis

### MedReps

Medical Representatives

### MIAP

Indonesian Anti Counterfeit Society

### MoH

Ministry of Health

### MoI

Ministry of Industry

### MNC

Multi-National Corporations

### MSL

Medical Science Liaison

## P

### P2JK

Financing and Health Insurance Center

### PEDFI

Indonesian Pharmaceutical Doctors Association

### PERSI

Indonesian Hospital Association

### PhRMA

Pharmaceutical Research and Manufacturers of America

### Puskemas

Community Health Center

### PV

Pharmacovigilance

## R

### R&D

Research and Development

### RWE

Real-World Evidence

## S

### SJSN

National Social Security System

### SWISSCHAM

The Swiss-Indonesian Chamber of Commerce

## T

### TKDN

Local Content Requirement

### TNP2K

National Team for the Acceleration of Poverty Reduction

## U

### UMSP

Minimum Provincial Wage for Different Sectors

## Board of Secretariat

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**Ani T Rahardjo**  
Executive Director IPMG



**Jony D Radja**  
Admin & Membership  
Services Officer



**Atika Gadis  
Parengkuan**  
Communications & Public Affairs  
Senior Manager



**Nathanael Jusac  
Lie**  
Project Support Officer

## International Pharmaceutical Manufacturers Group (IPMG)

Pondok Indah Office Tower 1, 1st Floor Suite 102  
Jalan Sultan Iskandar Muda Kav V-TA  
Pondok Indah, South Jakarta, Indonesia (12310)

 Phone +62 21 7697531

 Fax +62 21 7697532

 Email [ipmg@ipmg-online.com](mailto:ipmg@ipmg-online.com)

 Website [www.ipmg-online.com](http://www.ipmg-online.com)

 Twitter [@ipmgonline](https://twitter.com/ipmgonline)

 LinkedIn [IPMG Int'l Pharma Manufacturers Group](#)



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# **ANNUAL REPORT 2022**

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