

PT Jayamas Medica Industri Tbk (OMED IJ)

Company Update 1H 2025

July 2025

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EXECUTIVE SUMMARY



EXECUTIVE SUMMARY



PT Jayamas Medica Industri Tbk (OMED or "The Company") founded in early 2000s. Since then, OMED has become a **market leader** in the Indonesian medical equipment and supplies market with a diverse product offering product portfolio consists of around **3,550 Active SKUs**, supported by a **wide-reaching distribution network, which spans across 514 cities and 34 provinces** in Indonesia.

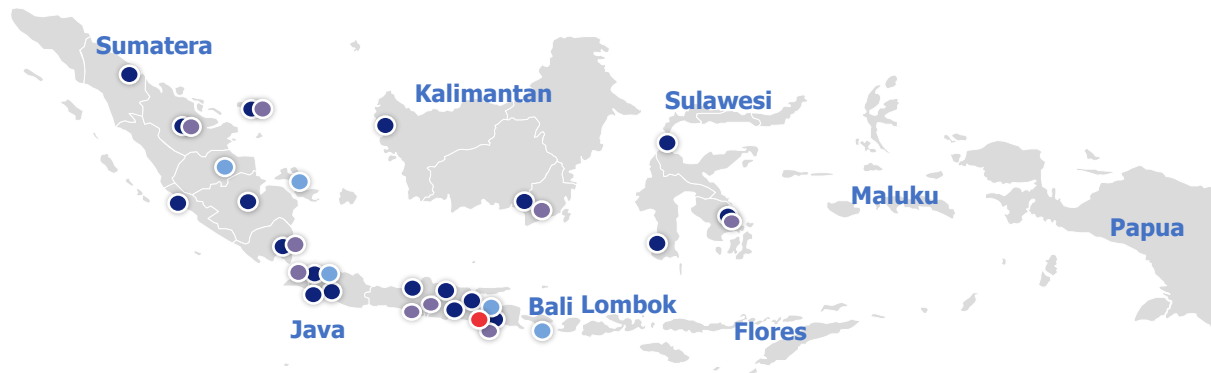
Product Category:



Supported with various number of brands:



We serve all customers across Indonesia:



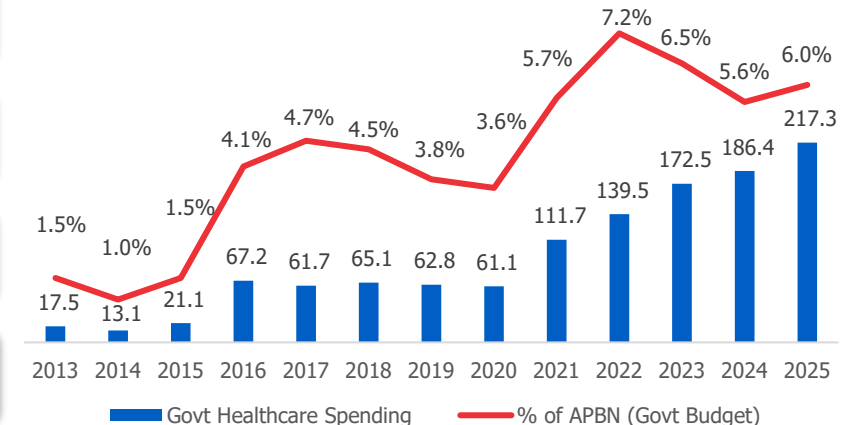
1 National Distribution Center

23 Branch offices and warehouses

12 Sales offices

28 Omnichannel Stores

Backed with increasing awareness on healthcare:



COMPANY OVERVIEW



Management Profile

Board of Commissioners



Dr. Yacobus Jemmy Hartanto, MPH
President Commissioner
Years of Experience: **44**



Universitas Udayana



Mahidol University



GAKESLAB INDONESIA
Kesehatan Dan Laboratorium

Dr. Jemmy Hartanto is the founder of PT Jayamas Medica Industri Tbk. He started his career as a Doctor and he has been serving as the President Commissioner of OMED since 2004.



Siane Soetanto
Commissioner
Years of Experience: **38**



UNIVERSITY OF WOLLONGONG AUSTRALIA

Siane Soetanto serves as the Commissioner since 2021. She worked in the banking industry as the Head of Credit Reviewer in Bank Dagang Nasional Indonesia & Marketing division in UOB Bali.



David A. Worth
Independent Commissioner
Years of Experience: **41**



RICE UNIVERSITY

David A. Worth was appointed as the Independent Commissioner of OMED in 2024. He is also currently serving as Nominee Director at Phinma Education Manila as well as a non-executive board member at Sentosa Capital Singapore.

Board of Directors



Dra. Herlien Sri Ariani
President Director
Years of Experience: **36**



Airlangga University

Dra. Herlien Sri Ariani was appointed as the President Director of OMED in 2018. She started joining OMED as the Head of Production since 2001.



Leonard Hartanto
Operation Director
Years of Experience: **14**



Leonard Hartanto serves as the Operation Director since 2018 and is the eldest son of Dr. Jemmy Hartanto. He started working in OMED as the Purchasing Manager from 2013 to 2017.



Louis Hartanto
Marketing Director
Years of Experience: **12**



Louis Hartanto was appointed as the Marketing Director in 2021 and is the youngest son of Dr. Jemmy Hartanto. He initially started his career as the Director of PT Intisumber Hasil Sempurna since 2013.



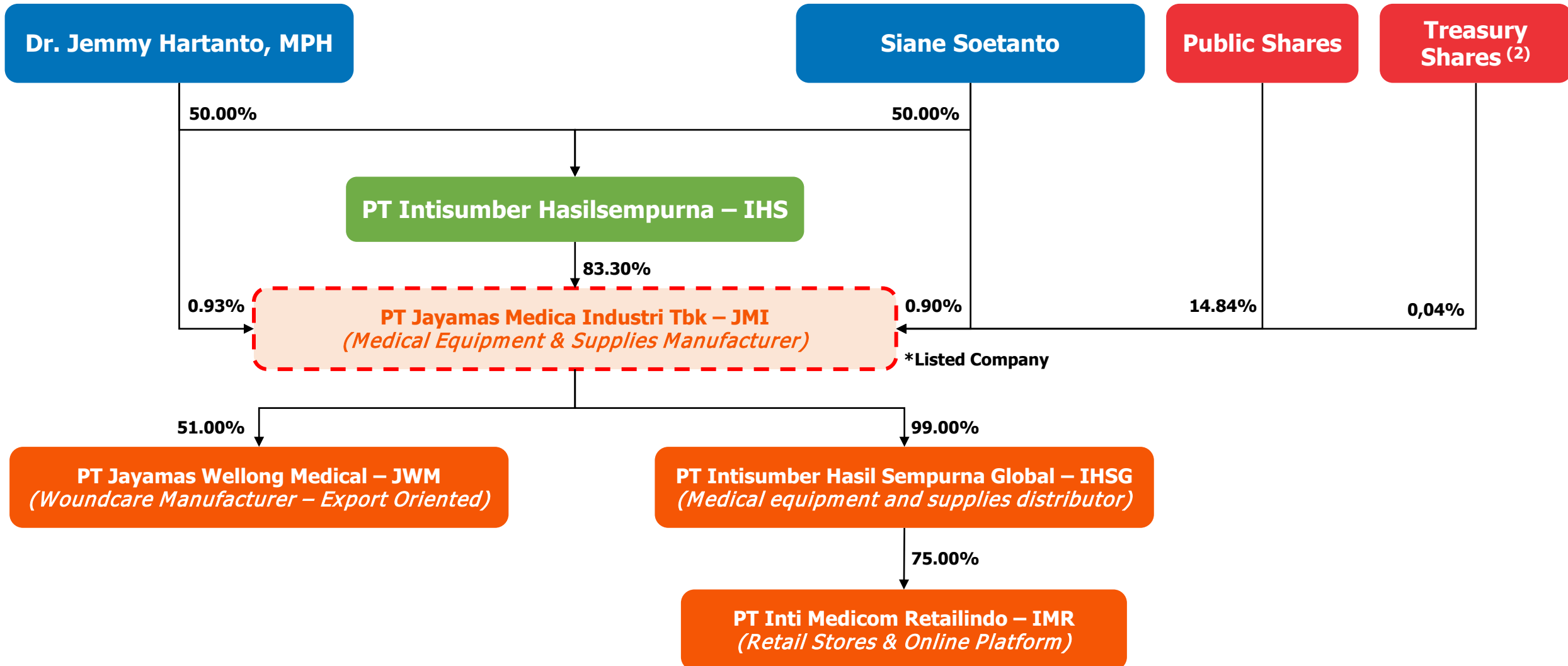
Eka Suwignyoo
Finance Director
Years of Experience: **24**



Petra Christian University

Eka Suwignyoo was first appointed as the Finance Director in 2022. Prior to joining, he has worked in several companies and held strategic position such as Finance Analyst in PT HM Sampoerna.

Shareholders Structure



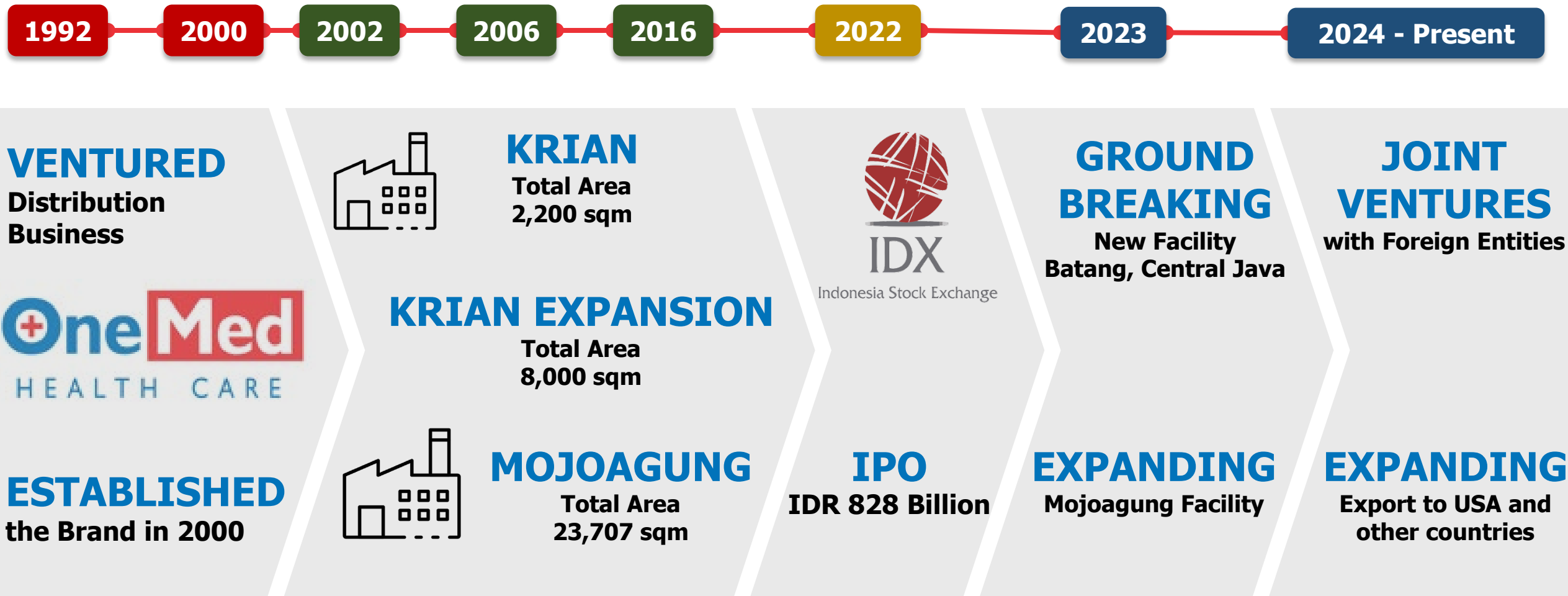
Source: Company

(1) As of June 30, 2025

(2) As of May 20, 2025 the company is conducting shares buyback in response to fluctuating marketing conditions.

Key Milestones

Our Key Accomplishment Since 1992

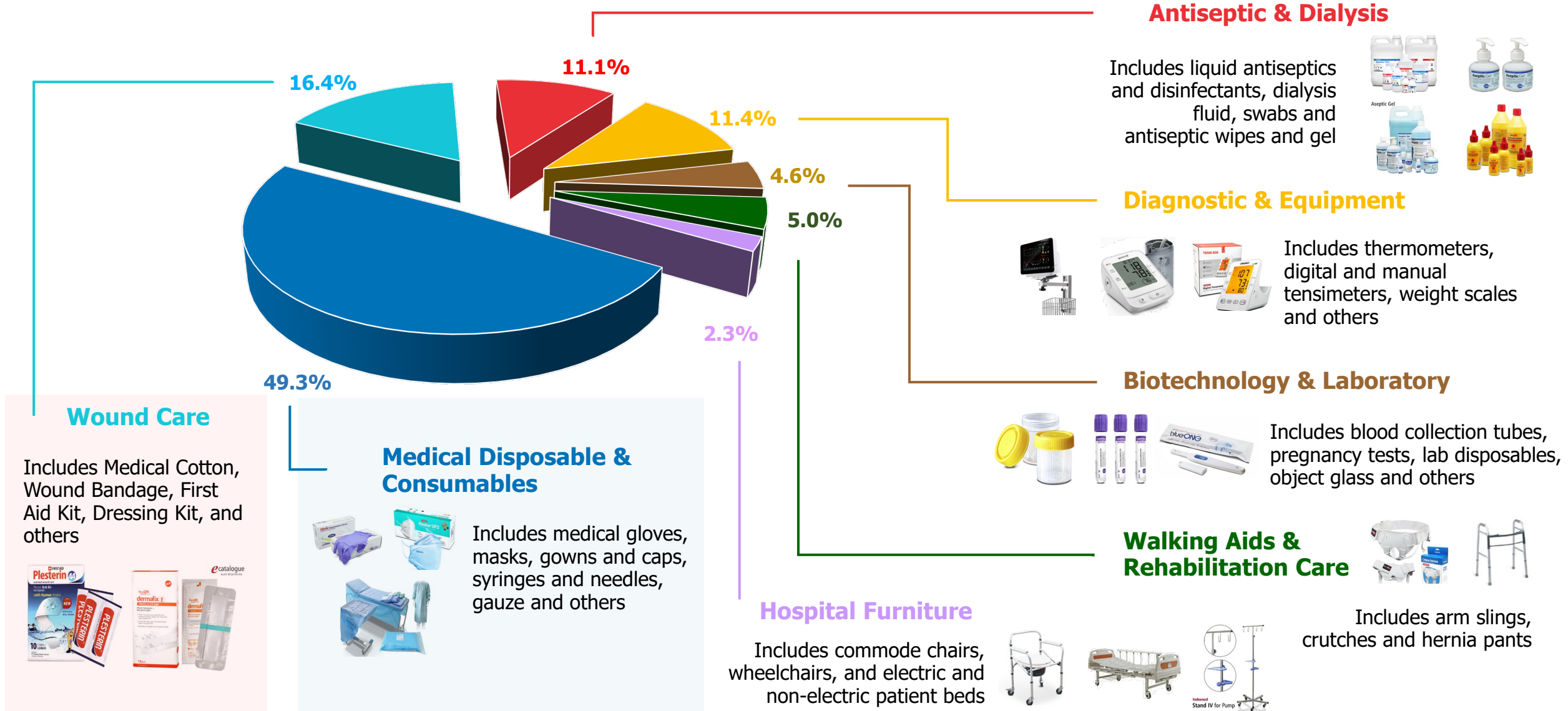


BUSINESS OVERVIEW



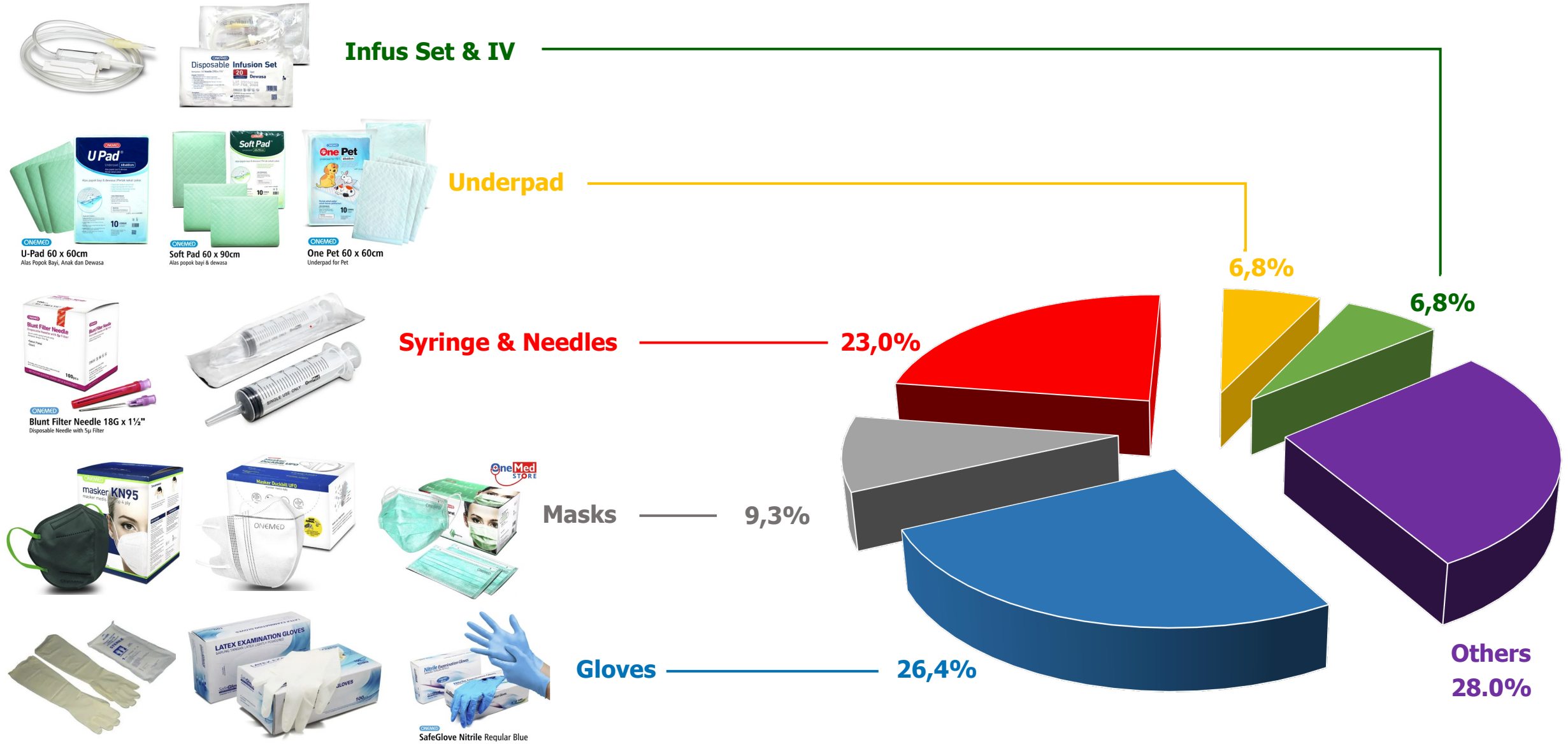
Product Portfolio

Sales by Products – 1H 2025



Product Portfolio

Sales by Products – 1H 2025 (Top 5 in Medical Disposable & Consumables)



Production Facility

KRIAN FACILITY



MOJOAGUNG FACILITY



BATANG FACILITY



	Krian		Mojoagung		Batang
Year of Commencing	2002		2016		2024
Manufacturing Facilities	21,000 Sqm		67,846 Sqm		35,650 Sqm
Location	East Java				Central Java
ISO					-
Production Focus	Syringes, Needles, Patient Monitor		Mask, Infus Set, IV, Underpad, Dialysis Fluid, Antiseptic & Disinfectant, Foley Catheter, Pregnancy Test, Wound Care, BCTs		Gauze

Prominent Customer Profile

Our Major Global Customer & Revenue Contribution Each Segment

1H 2025

PRIVATE



GOVERNMENT



UNIVERSITAS AIRLANGGA
Excellence with Morality

RSUD Dr. SOETOMO
BUILD TRUST



EXPORT



69.8%

29.9%

0.4%

OneMed's Diversified Revenue Structure Reflects Low Concentration Risk and Resilient Business Fundamentals

Revenue Channels

Sales by Channel



Distributors

- Distributor with e-Catalogue permits are able to on-sell to government, while distributor without permits may only supply our products to private institutions
- Supplies all products either directly via IHSG branches or indirectly via distributors in locations not covered by IHSG

30%



Medical Facilities

- Supplies all product for hospitals
- Supply of primarily blood collection tubes and medical supplies to private clinics, laboratories, and dentists
- Supplies all products either directly via IHSG branches or indirectly via distributors in locations not covered by IHSG

29%



Retail customers

- Includes drugstores, SME businesses and other small retailers
- Supplies medical disposable, wound care, antiseptic, and disinfectant products, among others

11%

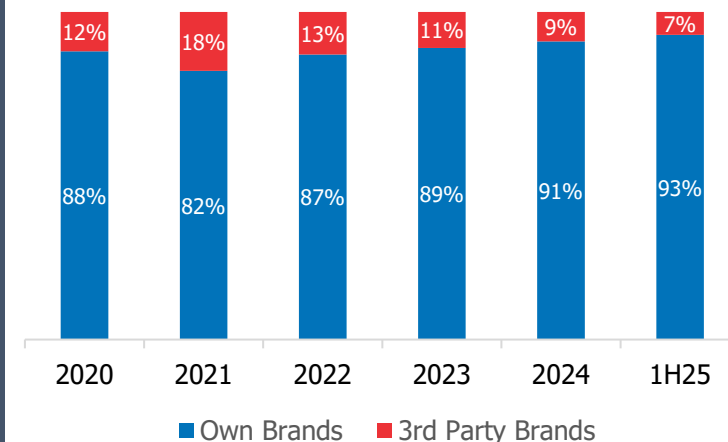


Government bodies and entities

- Supplies medical equipment and disposables to government bodies and entities such as Puskesmas

30%

Sales by Brands



KEY INVESTMENT HIGHLIGHT



Competitive Advantages

ONE STOP SHOPPING

7 Product Categories

Approximately **3,550** Active SKUs



DIVERSE SALES CHANNELS



Distributors



**Retail
Customers**



**Medical
Facilities**



**Government
Entities**

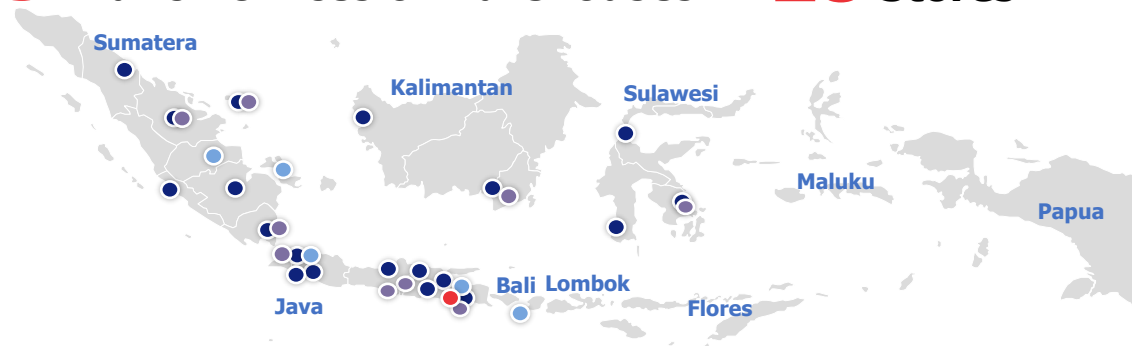
EXTENSIVE DISTRIBUTION

1 National Distribution Center

12 Sales Offices

23 Branch Offices & Warehouses

28 Stores



MANUFACTURING DIVISION

>40% Locally Manufactured Products (TKDN)

KRIAN



- Focus in Syringes Production

MOJOAGUNG



- Requires in Heavy Workers Production

BATANG



- Focused in Fabrication Material (Gauze)

GROWTH STRATEGIES



Capacity and Market Expansion

KRIAN



BATANG



MOJOAGUNG



Business Expansion Plan	Estimated Budget (IDR Billion)	Use of Proceed (IDR Billion)*	Details
Construction of Buildings, Procurement of Production Machinery and Equipment	IDR 425	IDR 301	New buildings in Batang, new office building in Mojoagung, new machinery in Batang and Krian
National Distribution Centre, Warehouse, and Retail Stores	IDR 100	IDR 61	Expansion of stores in Banjarmasin, Depok, Pontianak, and Bali
Development on Digital Marketing and Sales	IDR 32	IDR 16	Bali branches

Completion of the Mojoagung Plant Increases OneMed's Production Capacity by 12% of Total Capacity

Riding Southeast Asia's Export Momentum to the U.S.

Level Playing Field = New Opportunity

- As of August 2025, the U.S. now applies a uniform 19% tariff to major Southeast Asian exporters: Indonesia, Thailand, Malaysia, Cambodia, Philippines.
- Creates a fairer, more predictable trade environment.
- Focus shifts from tariff gaps to execution, reliability, and cost-efficiency.

OMED is well-positioned to scale in this open, competitive landscape.

Why OMED Stands Out

- One of Indonesia's largest medical disposables manufacturers
- Low-cost structure with local production and regional supply chains
- 2025–2026 roadmap: validation, mold development, machinery acquisition, export launch
- Compliance-ready and open to U.S.-focused partnerships

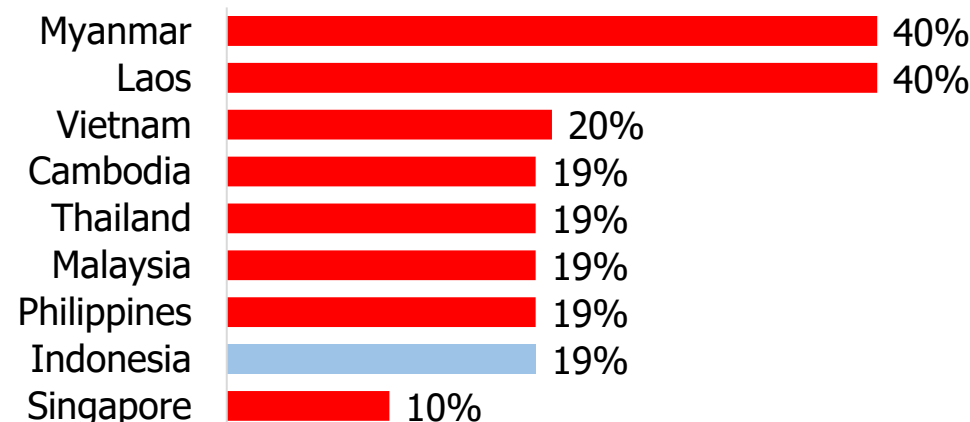
OMED delivers what U.S. buyers value most: cost-efficiency, reliability, and scale readiness.

Strategic Tailwinds

- U.S. buyers are diversifying away from China, turning attention to Southeast Asia
- Indonesia offers a stable environment and resilient supply chains
- OMED is well-positioned to capture upcoming export opportunities in medical consumables.

Export marks a key step for OMED, with significant growth potential in the years ahead.

Tariff Comparison (Exports to U.S.)



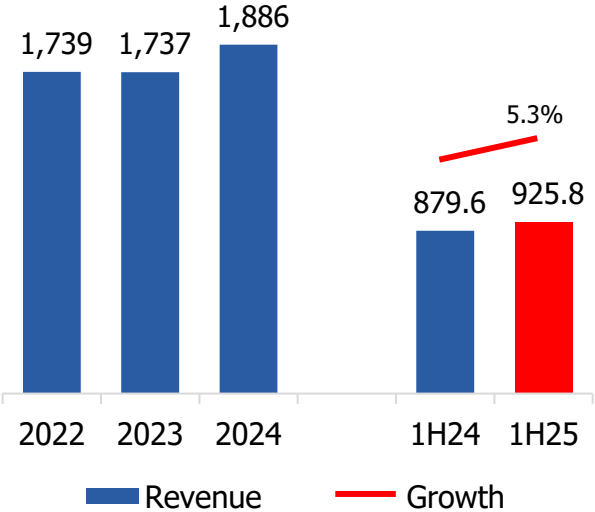
Source: Reuters. CNA

FINANCIAL & OPERATIONS

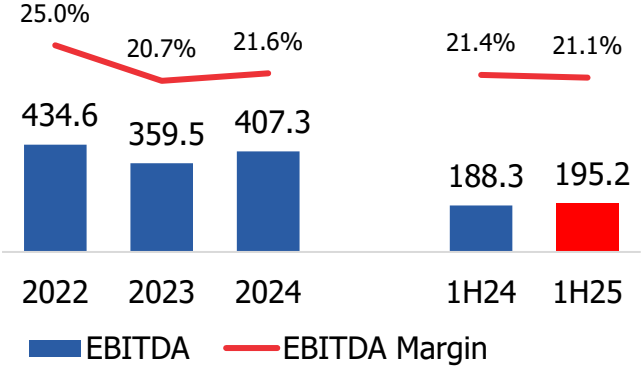


Financial Overview

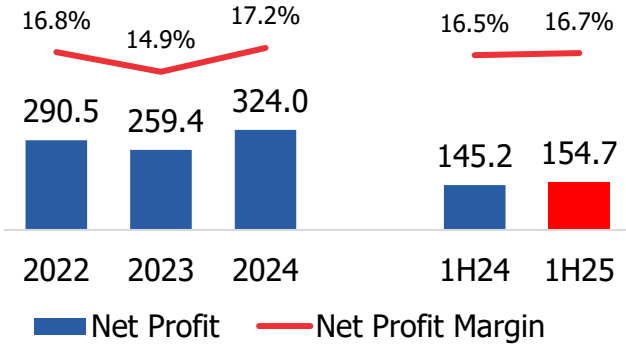
Revenue (In Billion Rupiah)



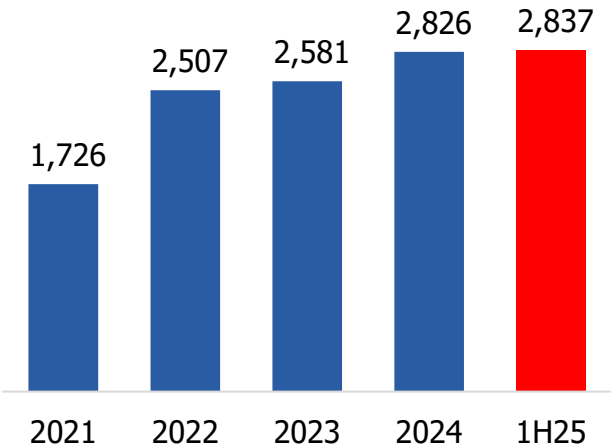
EBITDA (In Billion Rupiah)



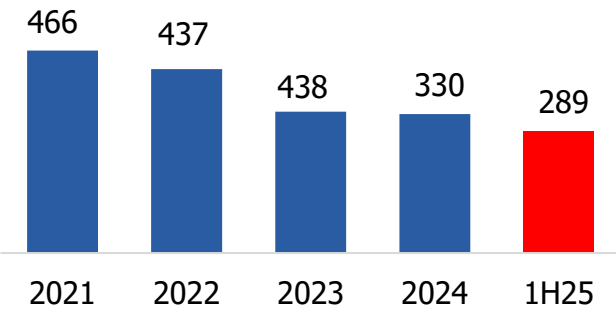
Net Profit (In Billion Rupiah)



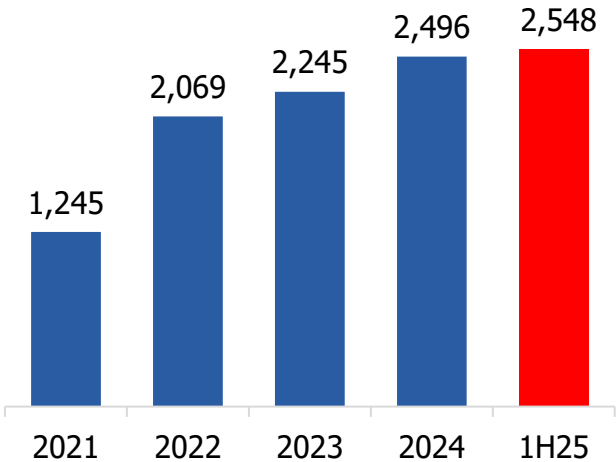
Assets (In Billion Rupiah)



Liabilities (In Billion Rupiah)



Equity (In Billion Rupiah)



Operational Highlight

Production (in thousand units)	1H24	1H25	YoY
Sales Volume			
Disposable & Consumables	754,618	805,795	6.78%
Wound Care	168,570	188,676	11.93%
Antiseptic & Dialysis Fluid	208,877	216,343	3.57%
Diagnostic & Equipment	1,209	2,236	84.87%
Walking Aids & Rehab	758	843	11.26%
Biotech & Lab	64,534	80,012	23.98%
Hospital Furniture	36	29	-19.18%
Total	1,198,602	1,293,934	7.95%

Price (in IDR)	1H24	1H25	YoY
Average Selling Price			
Disposable & Consumables	593	567	-4.45%
Wound Care	812	803	-1.05%
Antiseptic & Dialysis Fluid	473	473	-0.05%
Diagnostic & Equipment	82,025	47,274	-42.37%
Walking Aids & Rehab	51,344	54,614	6.37%
Biotech & Lab	592	532	-10.06%
Hospital Furniture	554,102	715,183	29.07%

Sales (in IDR)	1H24	1H25	YoY
Total Sales			
Disposable & Consumables	447,488,634	456,589,250	2.03%
Wound Care	136,878,815	151,599,138	10.75%
Antiseptic & Dialysis Fluid	98,798,661	102,277,088	3.52%
Diagnostic & Equipment	99,194,426	105,688,258	6.55%
Walking Aids & Rehab	38,900,718	46,037,442	18.35%
Biotech & Lab	38,204,187	42,601,797	11.51%
Hospital Furniture	20,182,620	21,053,160	4.31%
Total	879,648,061	925,846,133	5.25%

Key Performance Ratios

Key Ratios	2021	2022	2023	2024	1H 2024	1H 2025
Profitability Ratios						
Revenue Growth	11.6%	-21.9%	-0.1%	8.6%	8.4%	5.3%
Gross Profit Margin	40.6%	35.1%	31.8%	33.1%	33.2%	33.8%
EBITDA Margin	34.7%	25.0%	23.1%	21.6%	21.4%	21.1%
Net Profit Margin	25.6%	16.8%	14.9%	17.2%	16.5%	16.7%
Return on Asset	33.0%	11.6%	10.0%	11.5%	5.3%	5.4%
Return on Equity	45.8%	14.0%	11.5%	13.0%	6.3%	6.0%
Liquidity and Solvency Ratios						
Current Ratio	5.5	9.6	15.2	7.7	6.1	8.6
Int. Bearing Debt to Equity Ratio	0.15	0.10	0.08	0.06	0.08	0.02
Debt to Equity Ratio	0.39	0.21	0.15	0.13	0.18	0.11
Efficiency Ratios						
Receivable Days	29	39	43	51	55	54
Inventory Days	112	161	186	174	192	183
Payable Days	48	58	29	24	27	28
Cash Conversion Cycle	93	141	200	201	220	209

Corporate Highlights & Public Engagements



OMED proudly represented ASPAKI in a strategic dialogue with EU delegates.

Representing ASPAKI (Asosiasi Produsen Alat Kesehatan Indonesia) at the EU Commercial Counsellor Meeting with delegations from all EU member states—PT Jayamas Medica Industri Tbk (OMED) shared key insights into Indonesia's growing medical device industry.

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OMED at INSPIRE Health Forum 2025- ADB Headquarters, Philippines

Proud to be part of the conversation shaping the future of healthcare in Asia. Our Director of Marketing & Sales, Louis Hartanto, joined visionary leaders as a panelist on "Bridging Gaps: The Role of the Private Sector in Achieving Universal Health Coverage."

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OMED as a panelist at Investor Insight by Asosiasi Emiten Indonesia x ShareInvestor

Our Head of Investor Relations, Hansen Teguh, shared key insights on the topic: "IR is a Minefield!" IR is more than just delivering messages — it's a strategic role that bridges internal direction with external trust.

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Corporate Highlights & Public Engagements



OMED dukung HISFARSI Jatim dalam upaya menjaga keamanan dan mutu pelayanan rumah sakit.

PT Jayamas Medica Industri Tbk (OMED) melalui merk Onemed ikut mendukung kegiatan HISFARSI Jatim dalam sebuah Konferensi Pelayanan Kefarmasian dan Penggunaan Obat di Rumah Sakit.

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OMED siap beri dukungan untuk PMI Nasional dalam misi kemanusiaan yang lebih luas.

OMED ikut berpartisipasi dalam acara Rapat Kerja Teknis (Rakernis) dan Seminar Nasional Unit Donor Darah (UDD) Tahun 2025 di Jakarta, yang mengusung tema "Penguatan Tata Kelola Unit Donor Darah PMI yang Profesional dan Transparan untuk Mendukung Kemandirian Darah Nasional."

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OMED ikut terlibat dalam rangkaian acara 1 Abad RS RKZ Surabaya, dan Rapim PERDHAKI 2025.

PT Jayamas Medica Industri Tbk (OMED) ikut ambil bagian dalam rangkaian kegiatan 1 Abad RS RKZ Surabaya dan RAPIM PERDHAKI 2025 yang diselenggarakan di Hotel Mercure Grand Mirama Surabaya.

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THANK YOU

PT Jayamas Medica Industri Tbk (OMED IJ)

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