

PT Jayamas Medica Industri Tbk (OMED IJ)

Company Update 9M 2025

October 2025

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EXECUTIVE SUMMARY



EXECUTIVE SUMMARY

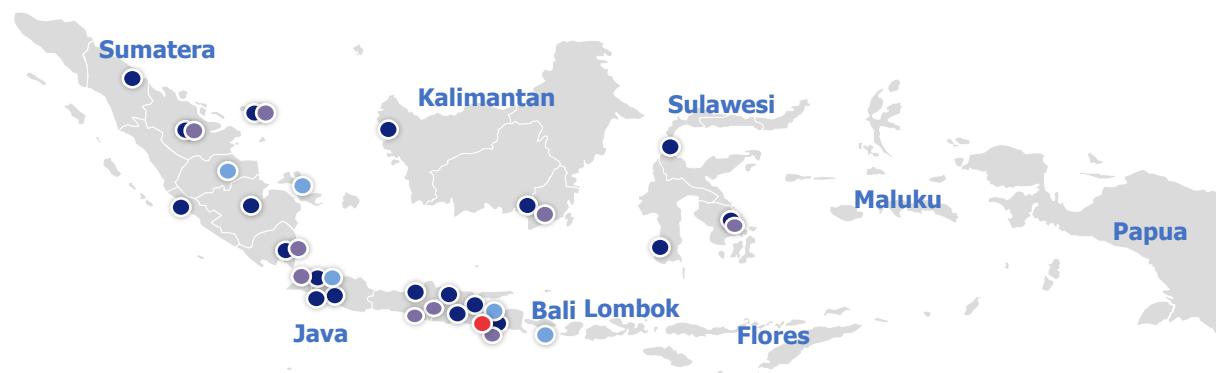


PT Jayamas Medica Industri Tbk (OMED or "The Company") founded in early 2000s. Since then, OMED has become a **market leader** in the Indonesian medical equipment and supplies market with a diverse product offering product portfolio consists of around **3,550 Active SKUs**, supported by a **wide-reaching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

Product Category:



We serve all customers across Indonesia:



1 National Distribution Center

23 Branch offices and warehouses

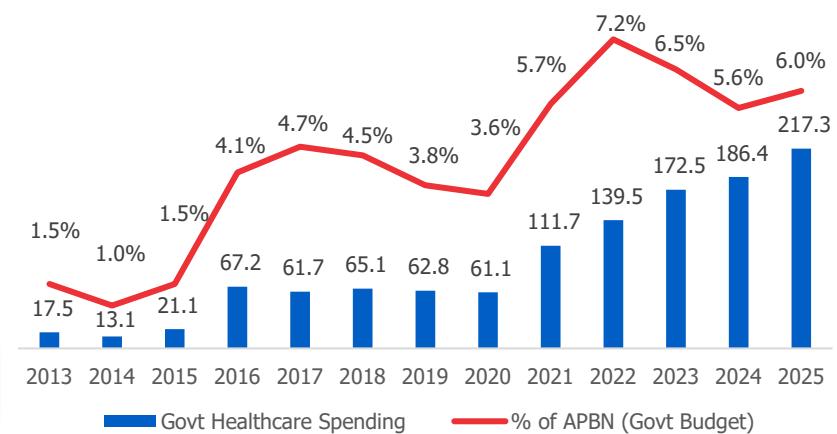
12 Sales offices

28 Omnichannel Stores

Supported with various number of brands:



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



ASPAKI
ASSOSIASI PRODUSEN ALAT KESKEMATAN INDONESIA



Siane Soetanto
Commissioner
Years of Experience: 38



UNIVERSITY
OF WOLLONGONG
AUSTRALIA



David A. Worth
Independent Commissioner
Years of Experience: 41



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 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 was appointed as the Independent Commissioner of OMED in 2024. He is also currently serving as non-executive board member at Sentosa Capital Singapore.

Board of Directors



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



Airlangga University



Leonard Hartanto
Operation Director
Years of Experience: 14



ASPAKI
ASSOSIASI PRODUSEN ALAT KESKEMATAN INDONESIA



Louis Hartanto
Marketing Director
Years of Experience: 12



GAKESLAB INDONESIA
PROFESIPIKAL PRODUSEN ALAT KESKEMATAN INDONESIA
Kesehatan Dan Laboratorium



Eka Suwignyoo
Finance Director
Years of Experience: 24



Petra Christian
University

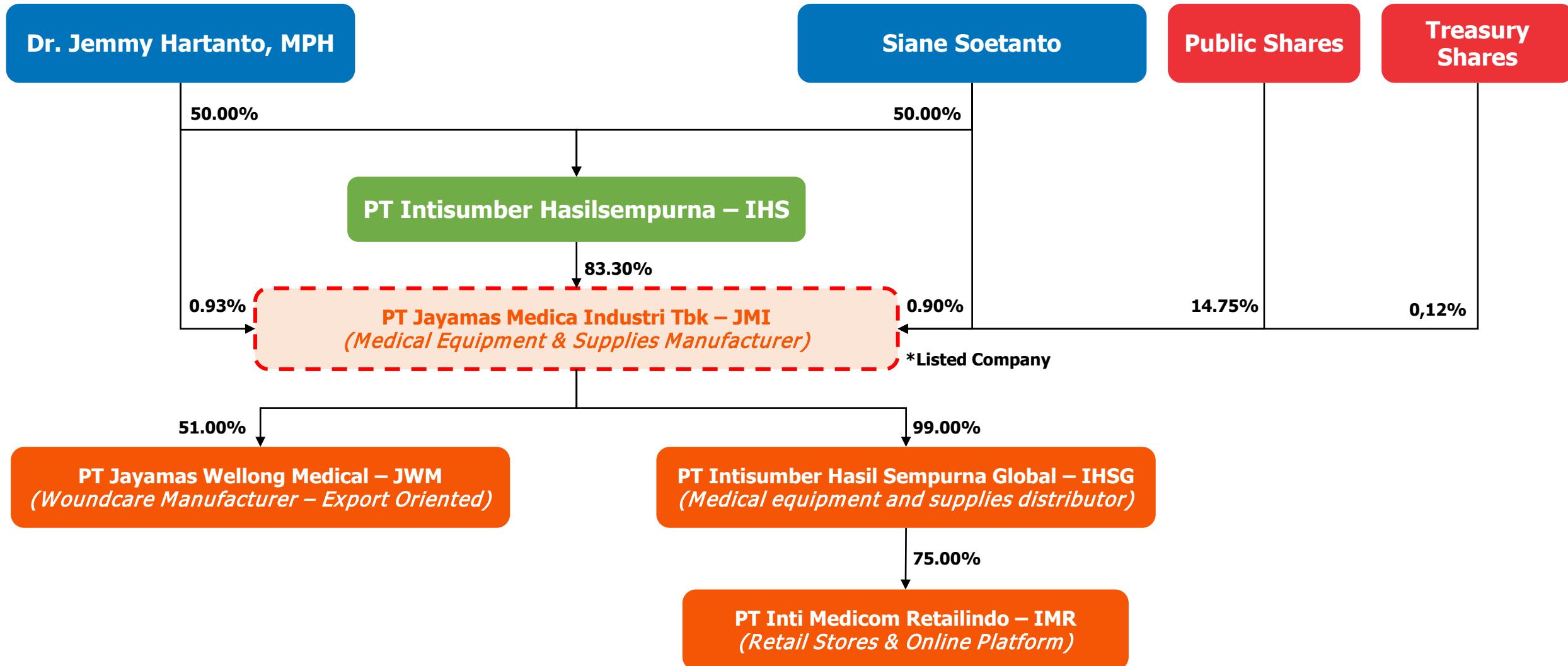
Dra. Herlien Sri Ariani was appointed as the President Director of OMED in 2018. She started joining OMED as the Head of Production since 2001.

Leonard Hartanto 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 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 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



Key Milestones

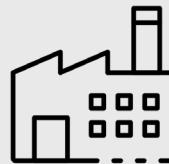
Our Key Accomplishment Since 1992

1992 → 2000 → 2002 → 2006 → 2016 → 2022 → 2023 → 2024 - Present

VENTURED
Distribution
Business



ESTABLISHED
the Brand in 2000



KRIAN
Total Area
2,200 sqm

KRIAN EXPANSION
Total Area
8,000 sqm



MOJOAGUNG
Total Area
23,707 sqm



Indonesia Stock Exchange

IPO
IDR 828 Billion

**GROUND
BREAKING**
New Facility
Batang, Central Java

**JOINT
VENTURES**
with Foreign Entities

EXPANDING
Mojoagung Facility

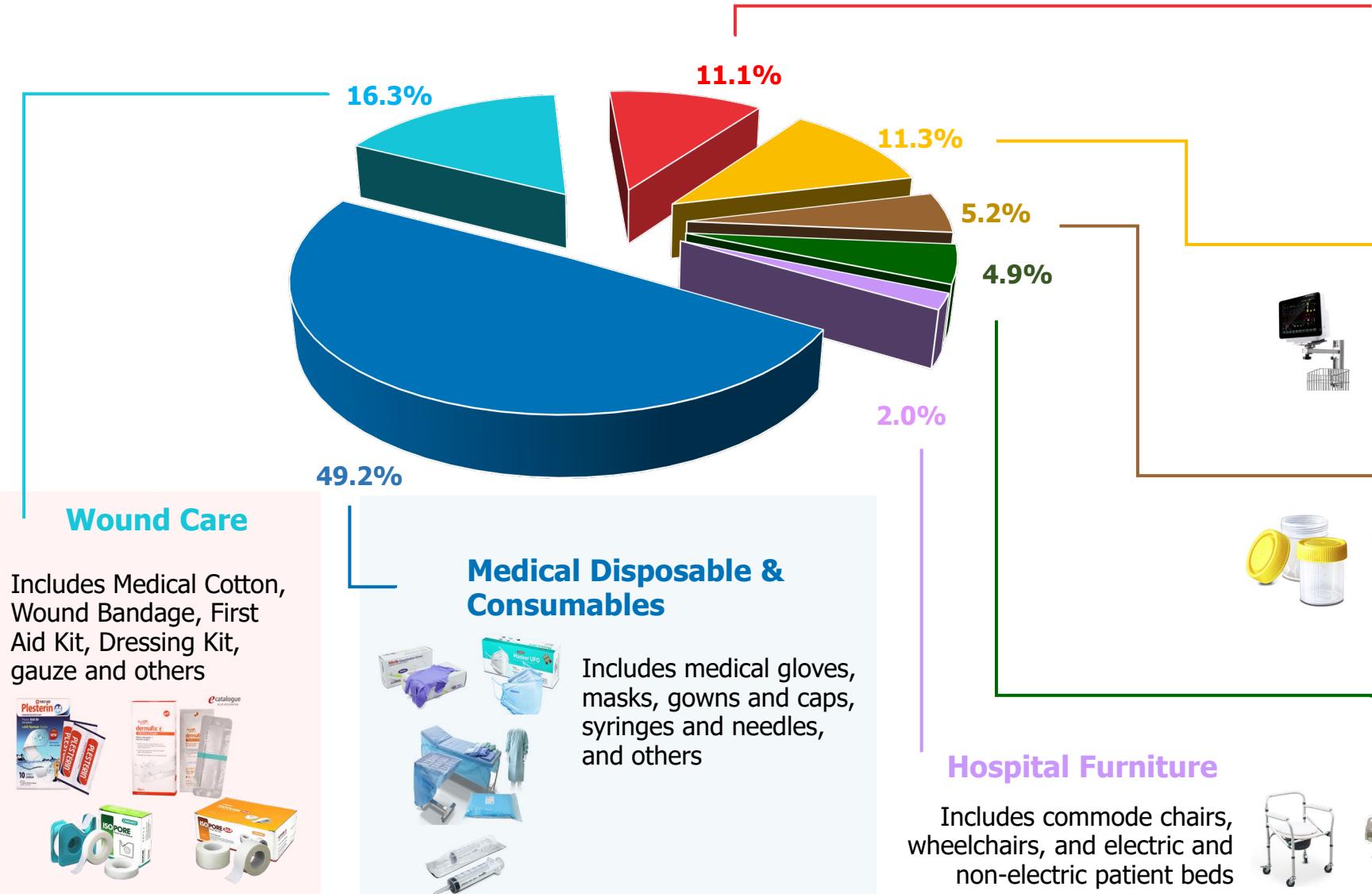
EXPANDING
Export to USA and
other countries

BUSINESS OVERVIEW



Product Portfolio

Sales by Products – 9M 2025



Antiseptic & Dialysis

Includes liquid antiseptics and disinfectants, dialysis fluid, swabs and antiseptic wipes and gel



Diagnostic & Equipment

Includes thermometers, digital and manual tensimeters, weight scales and others



Biotechnology & Laboratory

Includes blood collection tubes, pregnancy tests, lab disposables, object glass and others



Walking Aids & Rehabilitation Care



Includes arm slings, crutches and hernia pants



Product Portfolio

Sales by Products – 9M 2025 (Top 5 in Medical Disposable & Consumables)



Infus Set & IV



Underpad



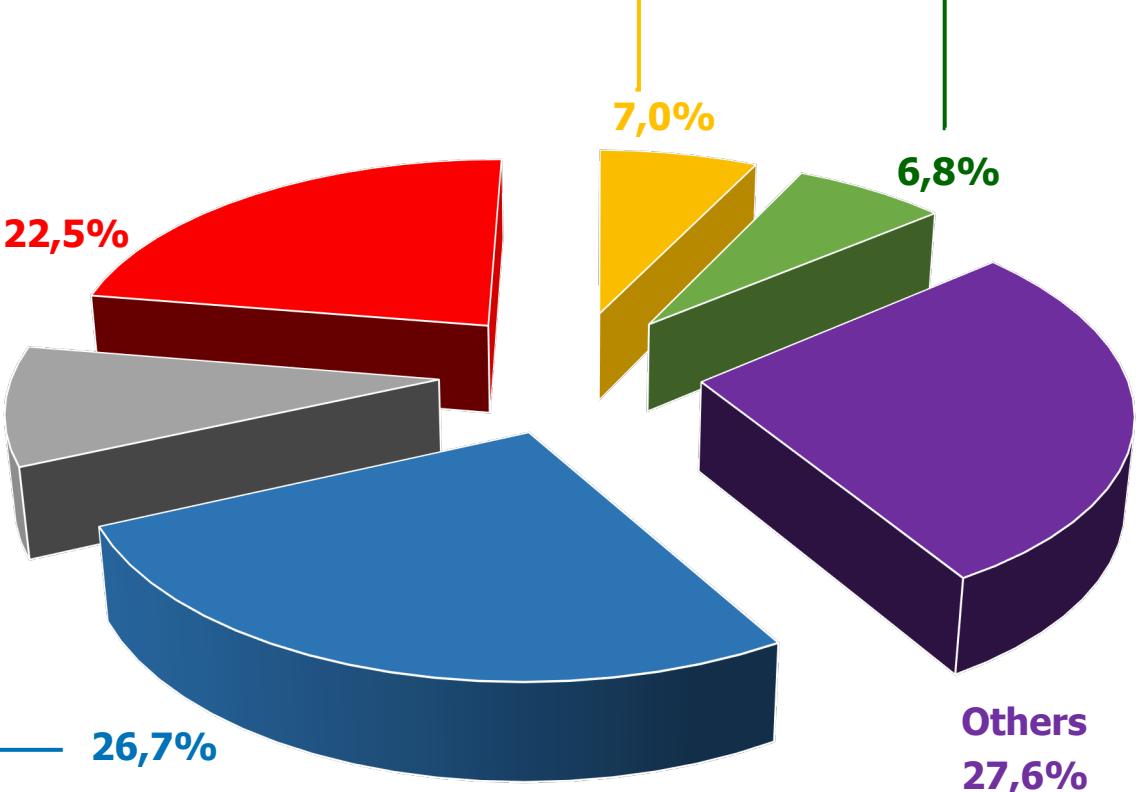
Syringe & Needles



Masks



Gloves



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

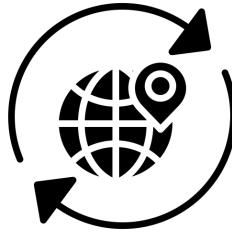
9M 2025

PRIVATE



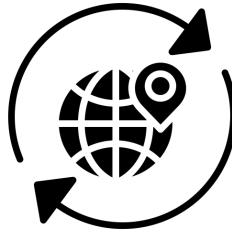
69.2%

GOVERNMENT



30.4%

EXPORT



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



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



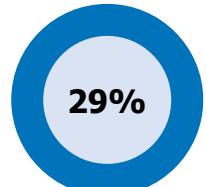
Retail customers

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

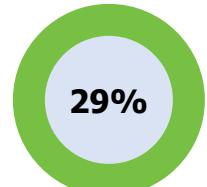


Government bodies and entities

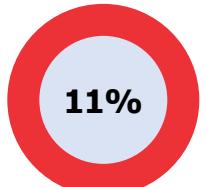
- Supplies medical equipment and disposables to government bodies and entities such as Puskesmas



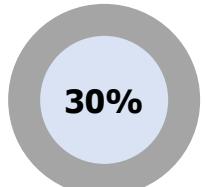
29%



29%



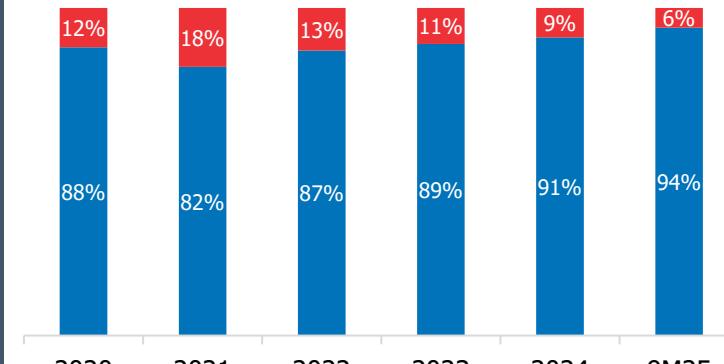
11%



30%

Sales by Brands

Merek OneMed



■ Own Brands ■ 3rd Party Brands

KEY INVESTMENT HIGHLIGHT



Competitive Advantages



ONE STOP SHOPPING

7 Product Categories

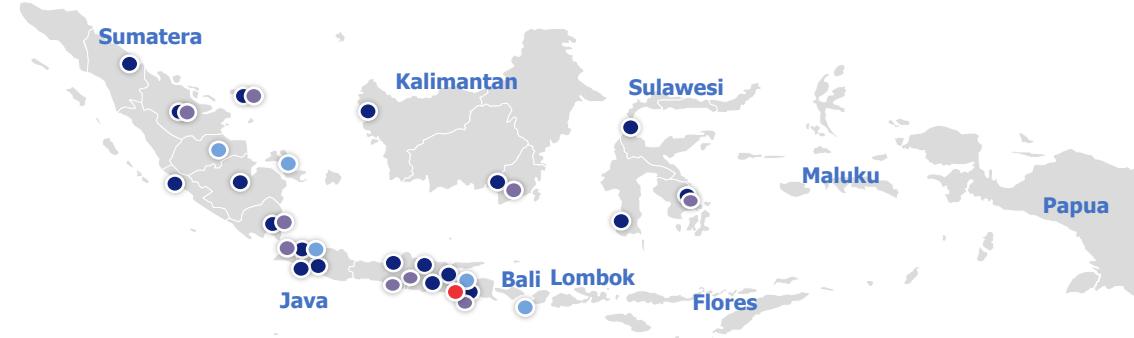
Approximately 3,550 Active SKUs



EXTENSIVE DISTRIBUTION

1 National Distribution Center

23 Branch Offices & Warehouses



12 Sales Offices

28 Stores



DIVERSE SALES CHANNELS



Distributors



Medical Facilities



Retail Customers



Government Entities

MANUFACTURING DIVISION

>40% Locally Manufactured Products (TKDN)

KRIAN



Focus in Syringes Production

MOJOAGUNG



Requires in Heavy Workers Production

BATANG



Focused in Fabrication Material (Gauze)

Main Competitors' Brand

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

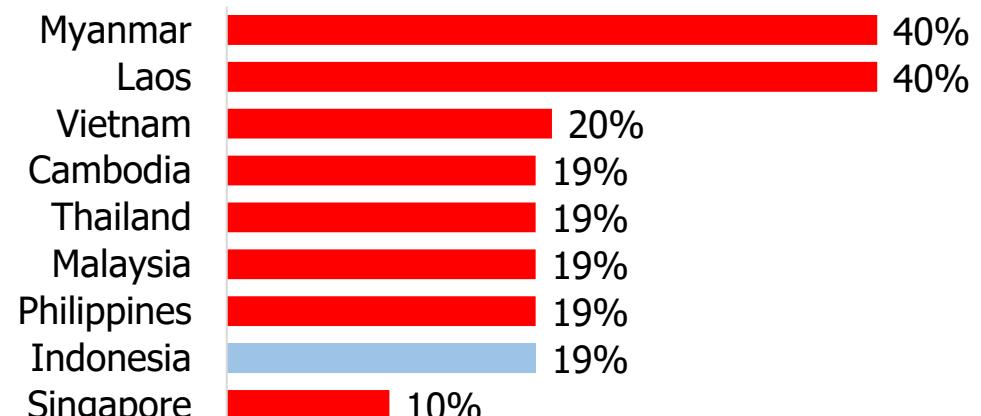
OMED delivers what U.S. buyers value most: cost-efficiency, reliability, and scale readiness.

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.

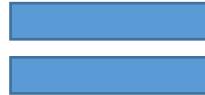
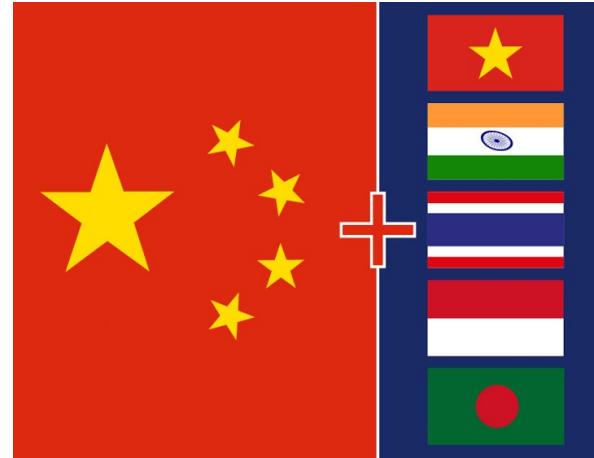
Tariff Comparison (Exports to U.S.)



Source: Reuters, CNA

Leveraging the C +1 (China +1) to Expand Global Reach

American companies are diversifying supply chains beyond China to reduce geopolitical risks. Southeast Asia, including Indonesia, is emerging as a key beneficiary of this shift.



C+1 (CHINA +1) STRATEGY OVERVIEW

- American companies diversify operations to strengthen supply chain resilience.
- Aims to mitigate unexpected political and logistical impacts.
- Southeast Asia becomes a preferred alternative manufacturing base.

POSITIVE IMPACT ON ONEMED

- Began export discussions to the U.S. in 2021.
- First shipment completed in April 2022.
- U.S. customer satisfied with quality and reliability.
- Additional projects under validation and approval.
- In talks with another U.S.-based company for new export opportunities.

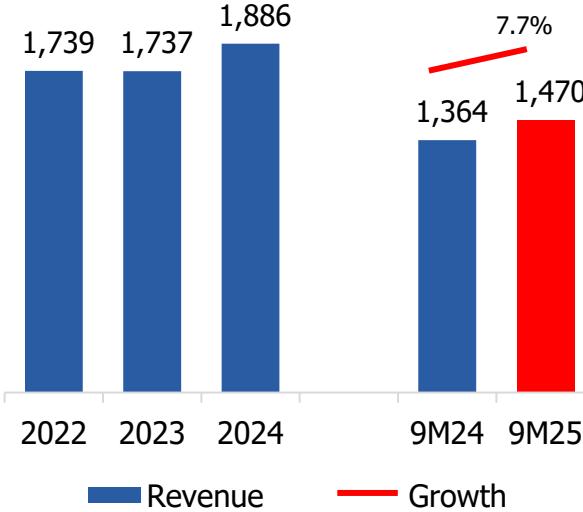
OneMed is well-positioned as a trusted Southeast Asian partner amid the global China +1 supply chain realignment.

FINANCIAL & OPERATIONS

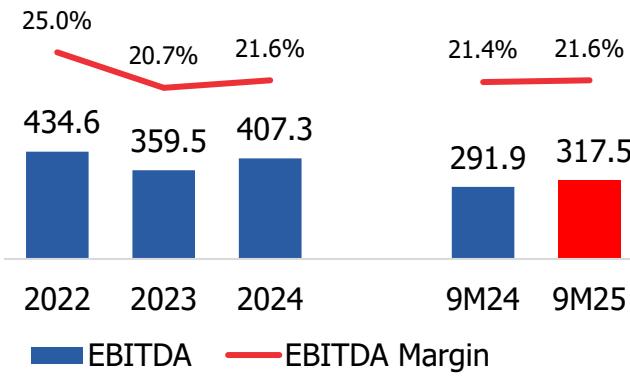


Financial Overview

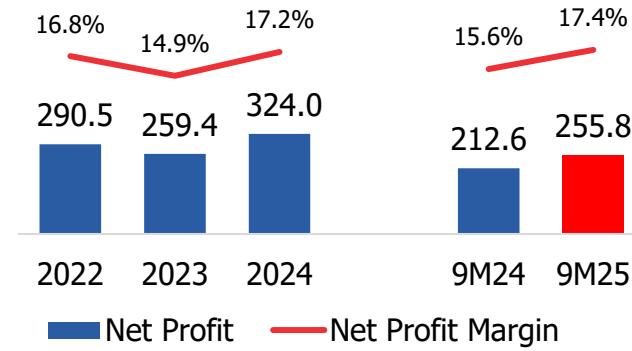
Revenue (In Billion Rupiah)



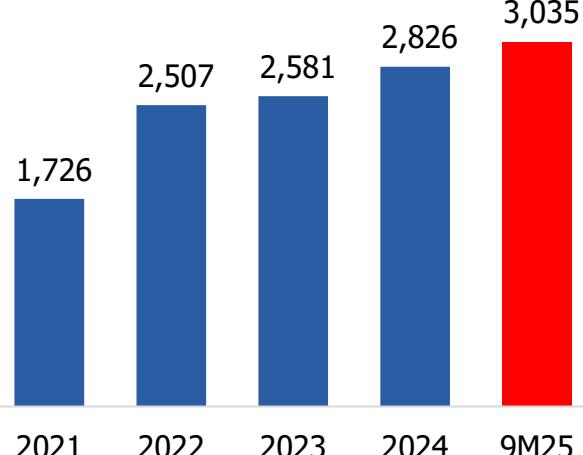
EBITDA (In Billion Rupiah)



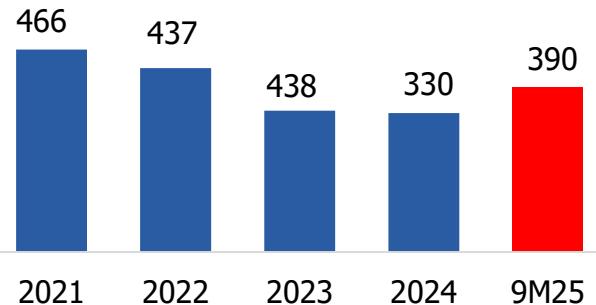
Net Profit (In Billion Rupiah)



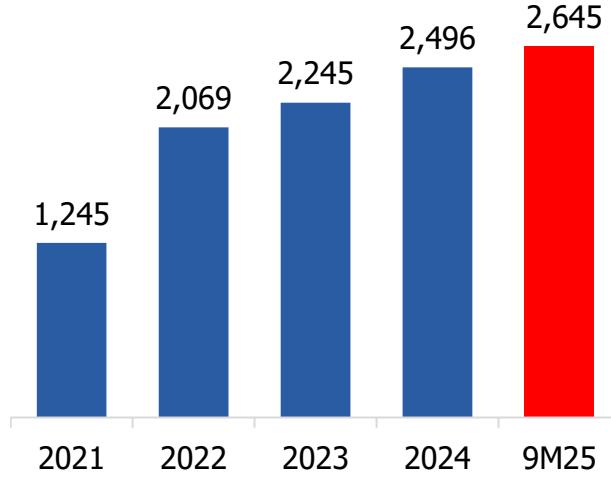
Assets (In Billion Rupiah)



Liabilities (In Billion Rupiah)



Equity (In Billion Rupiah)



Operational Highlight

Production (in thousand units)	9M24	9M25	YoY	Price (in IDR)	9M24	9M25	YoY	Sales (in IDR)	9M24	9M25	YoY
Sales Volume											
Disposable & Consumables	1,128,113	1,246,690	10.5%	Disposable & Consumables	601	580	-3.5%	Disposable & Consumables	677,995,778	722,964,765	6.6%
Wound Care	262,252	298,400	13.8%	Wound Care	803	801	-0.2%	Wound Care	210,588,582	239,061,853	13.5%
Antiseptic & Dialysis Fluid	321,358	343,391	6.9%	Antiseptic & Dialysis Fluid	472	475	0.7%	Antiseptic & Dialysis Fluid	151,681,075	163,241,112	7.6%
Diagnostic & Equipment	1,811	3,027	67.1%	Diagnostic & Equipment	94,302	54,842	-41.8%	Diagnostic & Equipment	170,816,409	166,003,990	-2.8%
Walking Aids & Rehab	1,192	1,331	11.7%	Walking Aids & Rehab	50,896	54,244	6.6%	Walking Aids & Rehab	60,667,811	72,209,220	19.0%
Biotech & Lab	105,509	130,189	23.4%	Biotech & Lab	608	583	-4.0%	Biotech & Lab	64,149,505	75,964,581	18.4%
Hospital Furniture	53	45	-15.1%	Hospital Furniture	533,070	655,388	22.9%	Hospital Furniture	28,375,304	29,631,292	4.4%
Total	1,820,289	2,023,073	11.1%					Total	1,364,274,464	1,469,076,812	7.7%

Key Performance Ratios

Key Ratios	2021	2022	2023	2024	9M 2024	9M 2025
Profitability Ratios						
Revenue Growth	11.6%	-21.9%	-0.1%	8.6%	7.7%	7.7%
Gross Profit Margin	40.6%	35.1%	31.8%	33.1%	32.8%	33.9%
EBITDA Margin	34.7%	25.0%	23.1%	21.6%	21.4%	21.6%
Net Profit Margin	25.6%	16.8%	14.9%	17.2%	15.6%	17.4%
Return on Asset	33.0%	11.6%	10.0%	11.5%	7.8%	8.4%
Return on Equity	45.8%	14.0%	11.5%	13.0%	8.9%	9.7%
Liquidity and Solvency Ratios						
Current Ratio	5.5	9.6	15.2	7.7	7.2	13.9
Int. Bearing Debt to Equity Ratio	0.15	0.10	0.08	0.06	0.07	0.07
Debt to Equity Ratio	0.39	0.21	0.15	0.13	0.15	0.15
Efficiency Ratios						
Receivable Days	29	39	43	51	54	53
Inventory Days	112	161	186	174	191	181
Payable Days	48	58	29	24	28	27
Cash Conversion Cycle	93	141	200	201	217	207

Corporate Highlights & Public Engagements



THANK YOU

PT Jayamas Medica Industri Tbk (OMED IJ)

CONTACT US



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