

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.

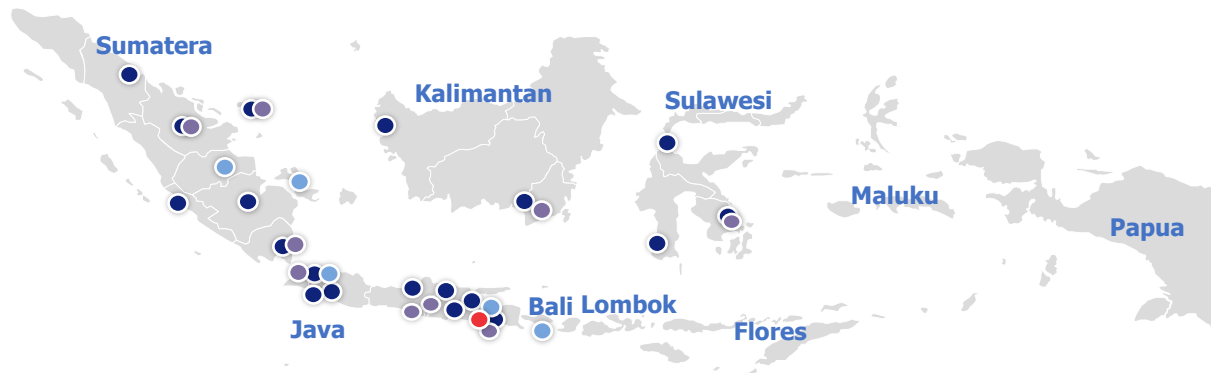
Product Category:



Supported with various number of brands:



We serve all customers across Indonesia:



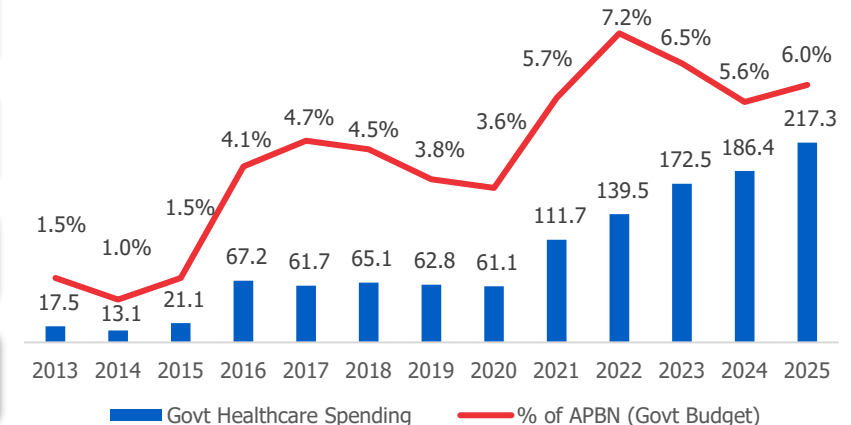
1 National Distribution Center

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 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.



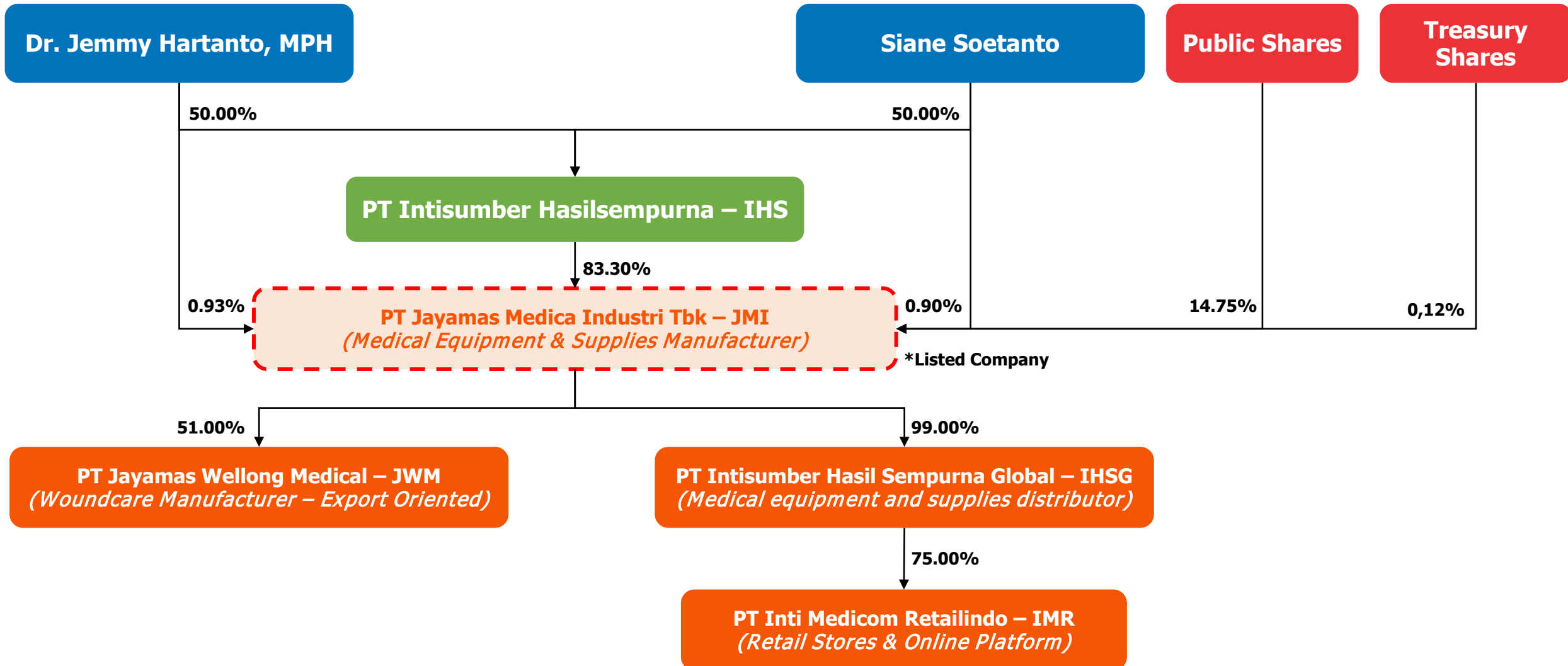
Eka Suwignyoo
Finance Director
Years of Experience: **24**



Petra Christian University

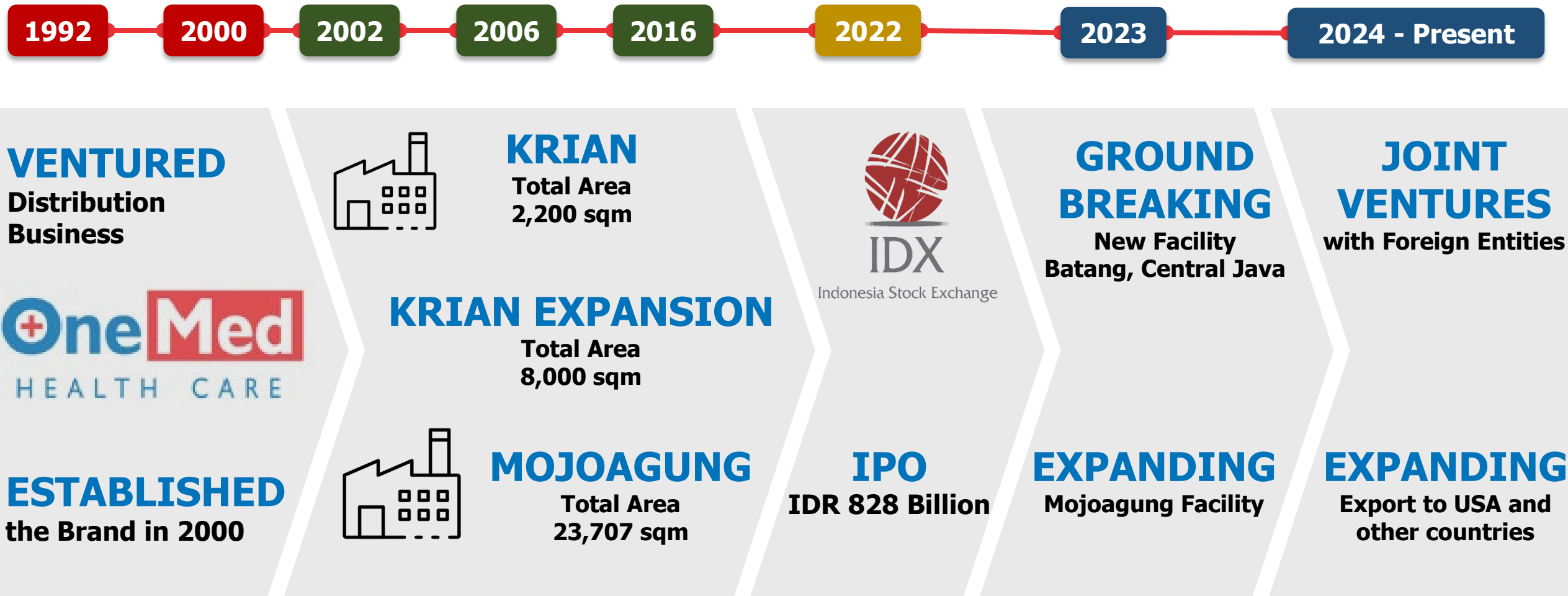
Eka Suwignyoo was first appointed as the Finance Director in 2022. Prior to joining, he has worked in several companies and held strategic position such as Finance Analyst in PT HM Sampoerna.

Shareholders Structure



Key Milestones

Our Key Accomplishment Since 1992

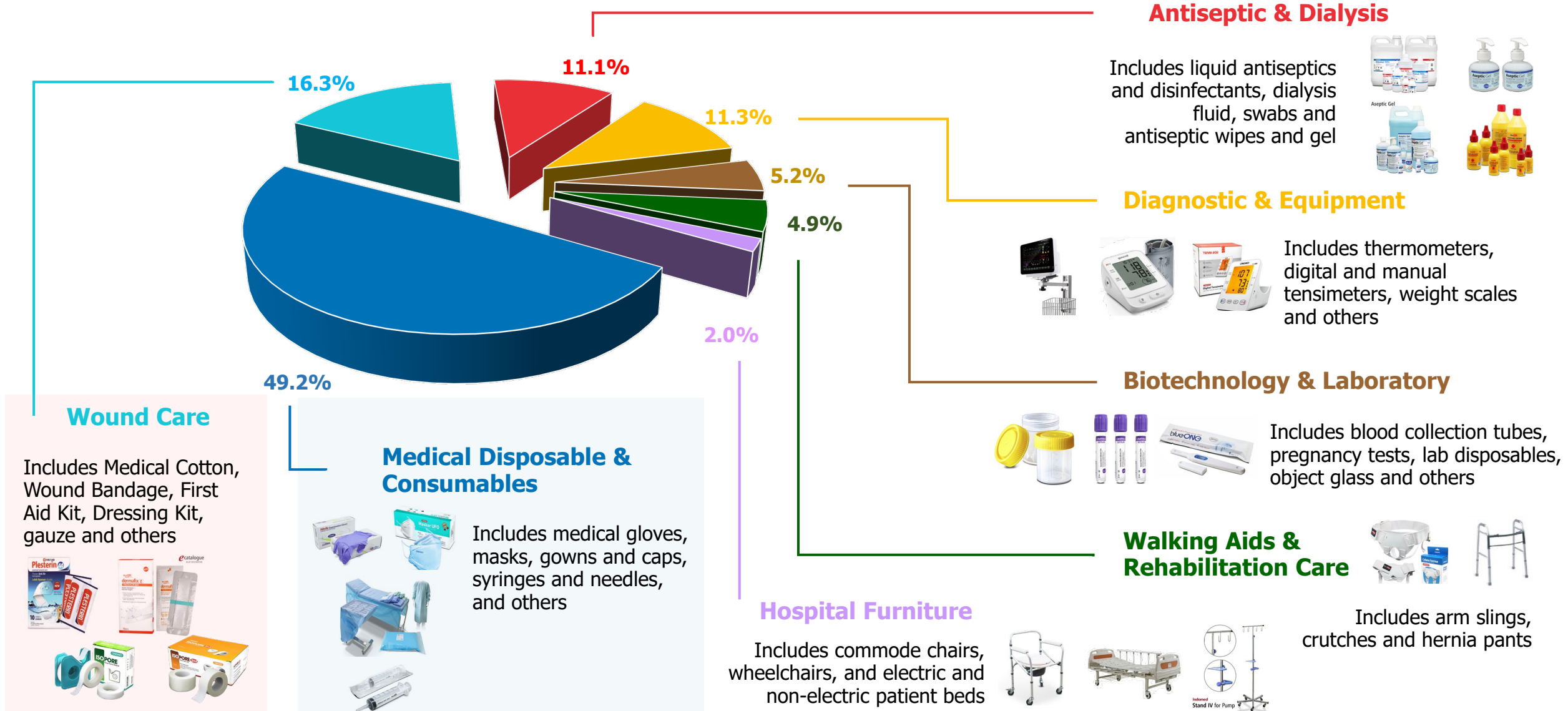


BUSINESS OVERVIEW



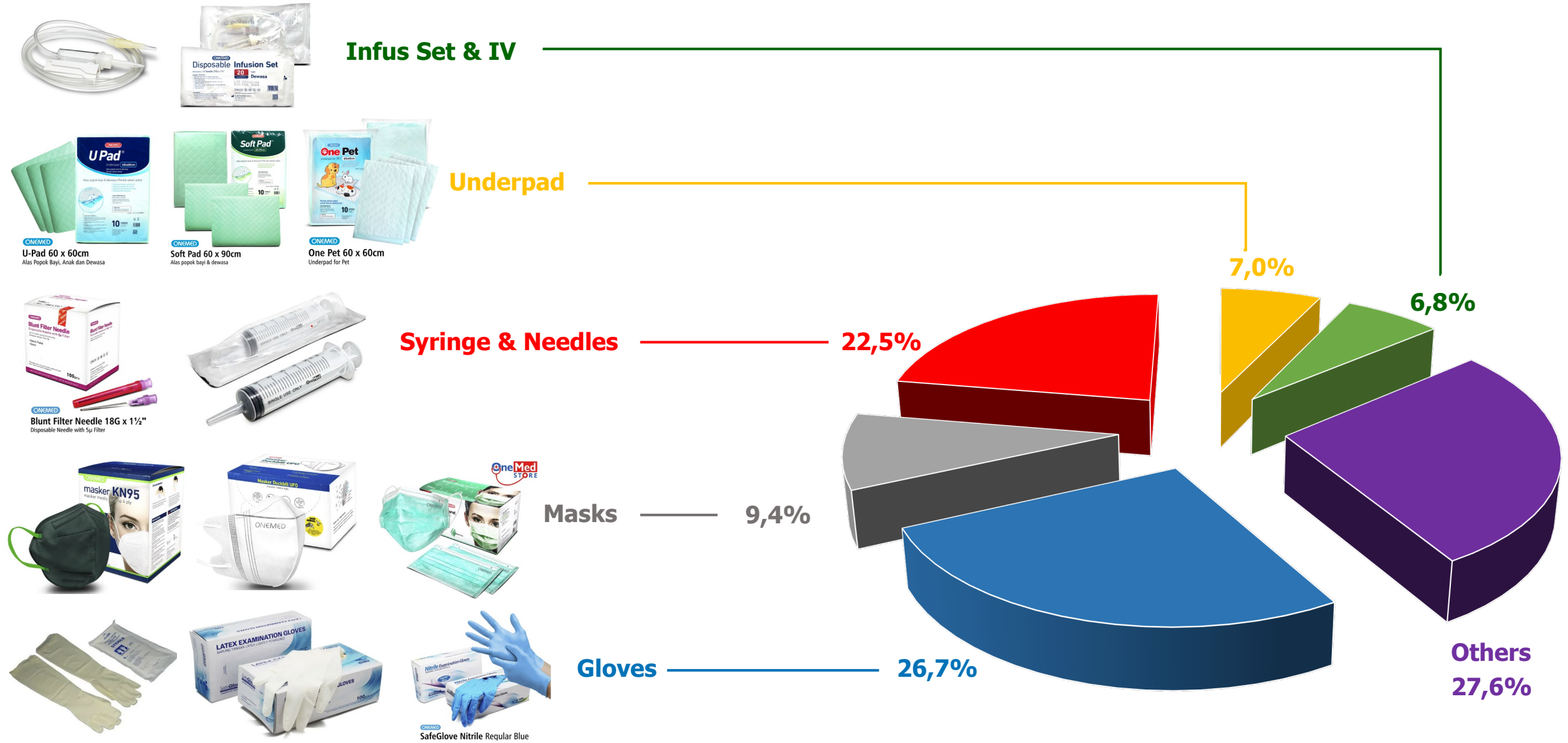
Product Portfolio

Sales by Products – 9M 2025



Product Portfolio

Sales by Products – 9M 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

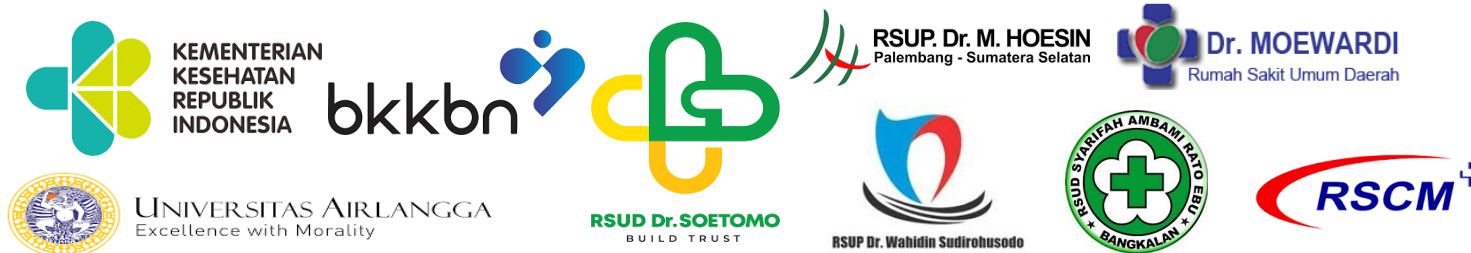
9M 2025

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

29%



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%

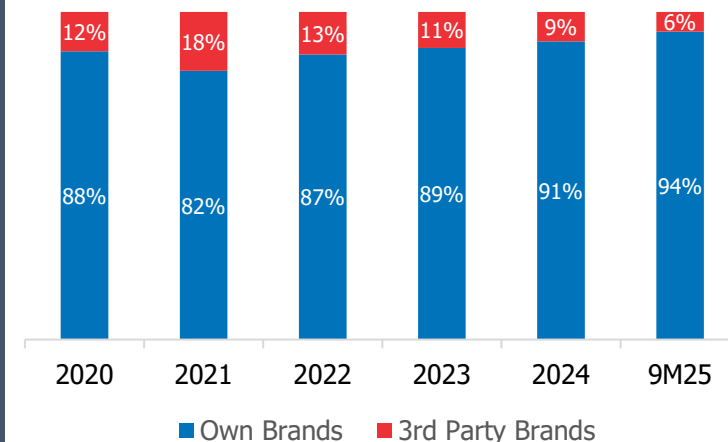


Government bodies and entities

- 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**

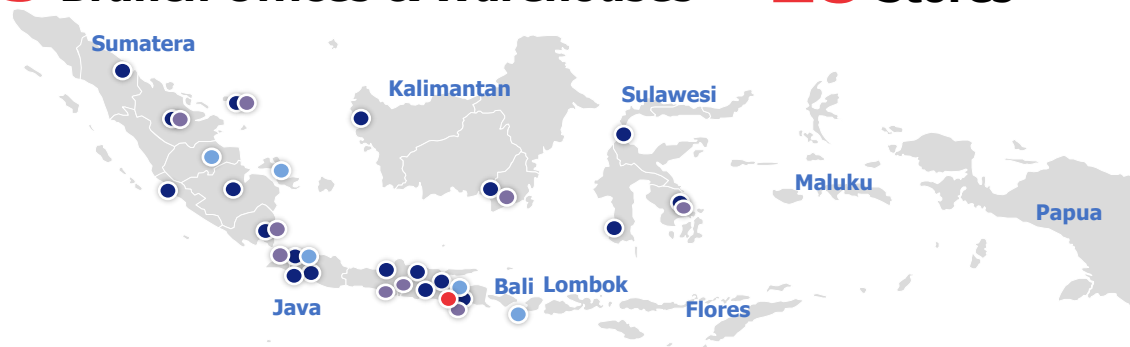
EXTENSIVE DISTRIBUTION

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

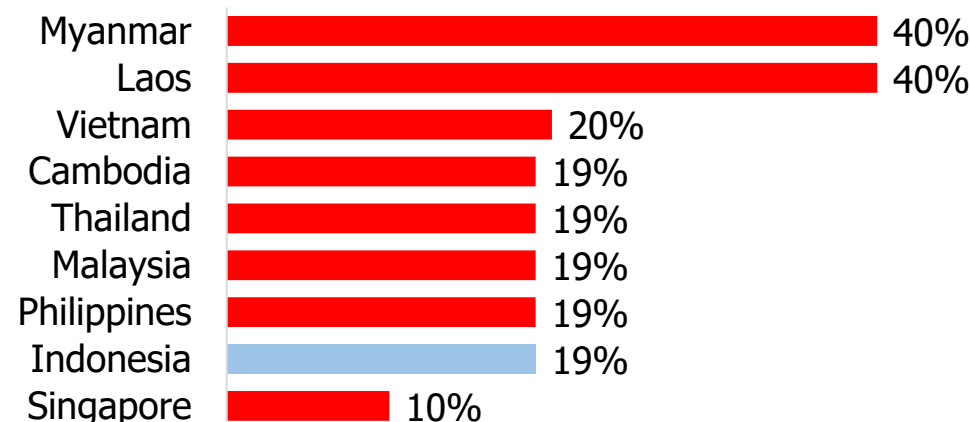
OMED delivers what U.S. buyers value most: cost-efficiency, reliability, and scale readiness.

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.

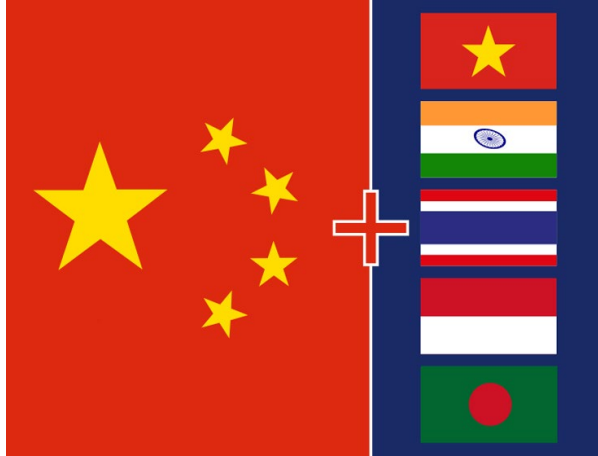
Tariff Comparison (Exports to U.S.)



Source: Reuters. CNA

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.

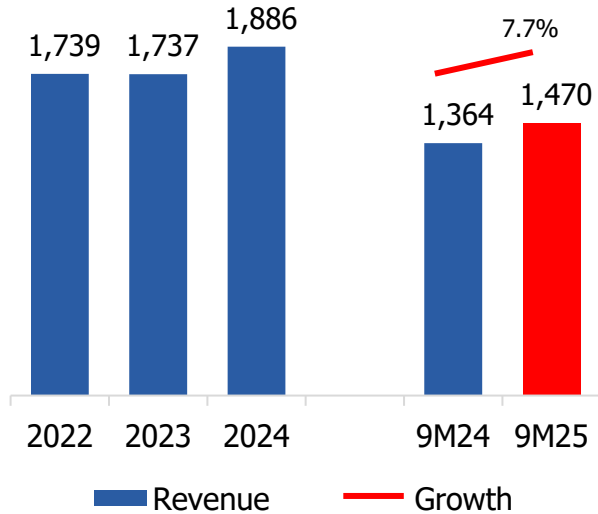
OneMed is well-positioned as a trusted Southeast Asian partner amid the global China +1 supply chain realignment.

FINANCIAL & OPERATIONS

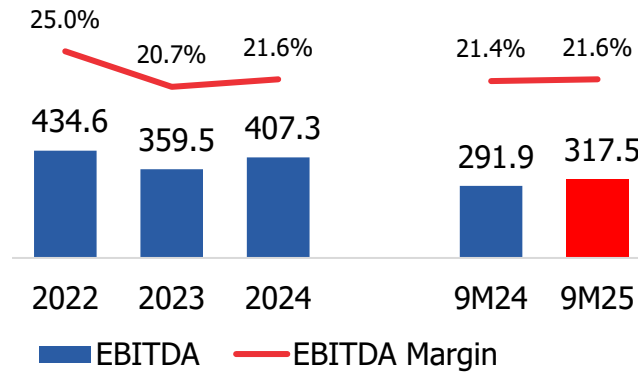


Financial Overview

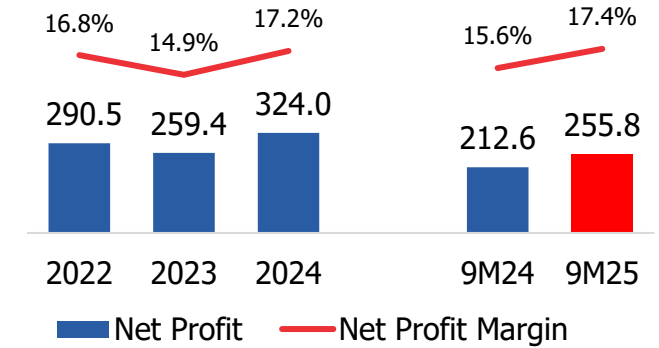
Revenue (In Billion Rupiah)



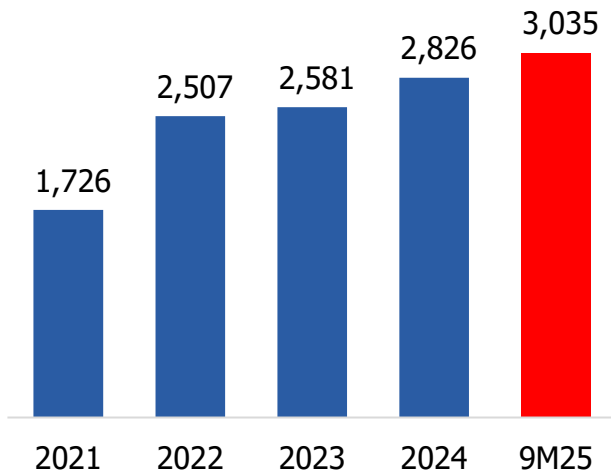
EBITDA (In Billion Rupiah)



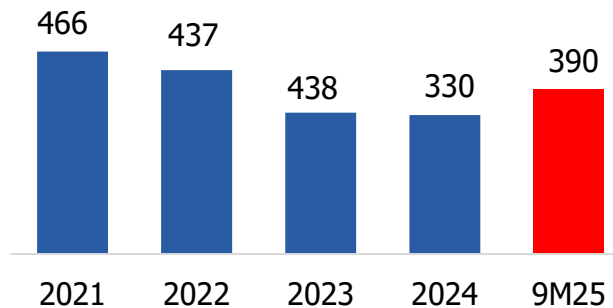
Net Profit (In Billion Rupiah)



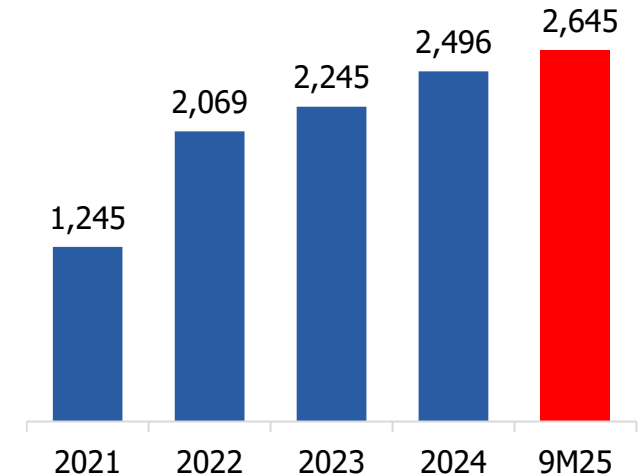
Assets (In Billion Rupiah)



Liabilities (In Billion Rupiah)



Equity (In Billion Rupiah)



Operational Highlight

Production (in thousand units)	9M24	9M25	YoY
Sales Volume			
Disposable & Consumables	1,128,113	1,246,690	10.5%
Wound Care	262,252	298,400	13.8%
Antiseptic & Dialysis Fluid	321,358	343,391	6.9%
Diagnostic & Equipment	1,811	3,027	67.1%
Walking Aids & Rehab	1,192	1,331	11.7%
Biotech & Lab	105,509	130,189	23.4%
Hospital Furniture	53	45	-15.1%
Total	1,820,289	2,023,073	11.1%

Price (in IDR)	9M24	9M25	YoY
Average Selling Price			
Disposable & Consumables	601	580	-3.5%
Wound Care	803	801	-0.2%
Antiseptic & Dialysis Fluid	472	475	0.7%
Diagnostic & Equipment	94,302	54,842	-41.8%
Walking Aids & Rehab	50,896	54,244	6.6%
Biotech & Lab	608	583	-4.0%
Hospital Furniture	533,070	655,388	22.9%

Sales (in IDR)	9M24	9M25	YoY
Total Sales			
Disposable & Consumables	677,995,778	722,964,765	6.6%
Wound Care	210,588,582	239,061,853	13.5%
Antiseptic & Dialysis Fluid	151,681,075	163,241,112	7.6%
Diagnostic & Equipment	170,816,409	166,003,990	-2.8%
Walking Aids & Rehab	60,667,811	72,209,220	19.0%
Biotech & Lab	64,149,505	75,964,581	18.4%
Hospital Furniture	28,375,304	29,631,292	4.4%
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



OMED berkolaborasi dengan Terragene di acara CSSD Association Meeting 2025 di Jakarta membawa solusi Perfect Wash.

Terragene adalah perusahaan manufaktur produk-produk pencegah infeksi yang berlokasi di Argentina. Dengan slogan menerapkan sains pada kemanusiaan, Terragene berupaya meningkatkan keselamatan pasien dan berkontribusi pada dunia yang lebih sehat selaras dengan visi dan misi OMED.

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OMED menjadi bagian dalam acara Pekan Ilmiah Nasional Perdalim 2025 “Transformasi Pengendalian Infeksi di Era Kesehatan Global: Sinergi, Inovasi, dan Ketahanan Layanan Kesehatan”

OMED menjadi bagian dalam acara yang diselenggarakan di FK Universitas Brawijaya & Hotel Santika Malang, pada 25-28 September 2025.

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OneMed is proud to be part of Hospital Expo 2025, the largest healthcare exhibition in Indonesia, held at ICE BSD on 25–28 September 2025.

This event serves as an important platform to share innovations, engage in discussions with securities analysts, and strengthen our commitment to supporting the healthcare ecosystem in Indonesia.

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THANK YOU

PT Jayamas Medica Industri Tbk (OMED IJ)

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