

PT Jayamas Medica Industri Tbk (OMED IJ)

Company Update 3M 2026

Mei 2026

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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 **3,750 Active SKUs**, supported by a **wide-reaching distribution network, which spans across 514 cities and 34 provinces** in Indonesia.

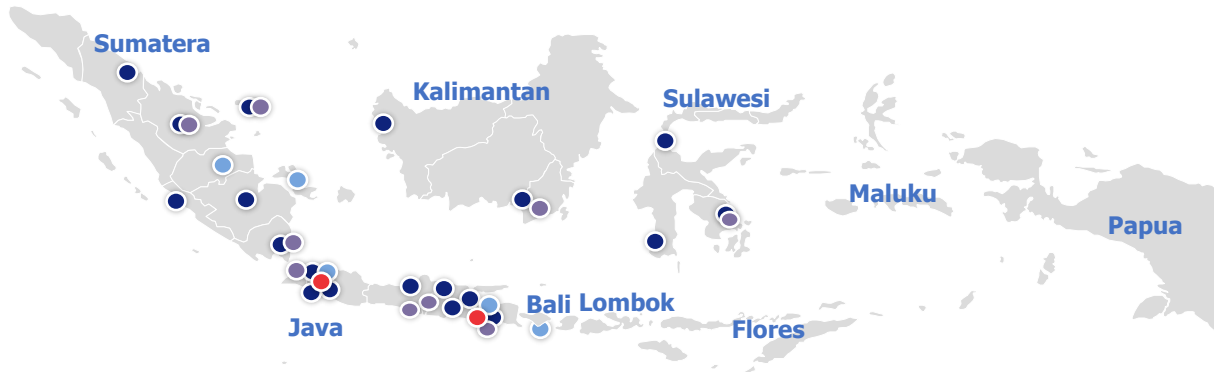
Product Category:

Disposable and Consumables 	Antiseptic and Dialysis 	Diagnostic and Equipment 	
Walking Aids & Rehab Care 	Woundcare 	Biotechnology & Lab 	Hospital Furniture

Supported with various number of brands:

OneMed Own Brands:

We serve all customers across Indonesia:



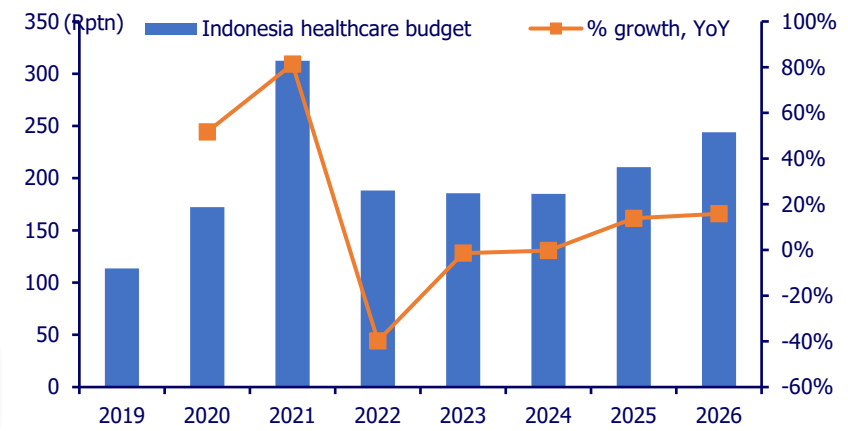
2 National Distribution Centers (1 Under Renovation)

22 Branch offices and warehouses

10 Sales offices

27 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: 45



Universitas Udayana



Mahidol University



ASPAKI
ASOSIASI PRODUSEN ALAM ESTERAMEN INDONESIA



GAKESLAB INDONESIA
Pengembangan Organisasi 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: 39



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: 42



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: 37



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: 15



MARQUETTE UNIVERSITY

ASPAKI
ASOSIASI PRODUSEN ALAM ESTERAMEN INDONESIA

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: 13



BABSON

GAKESLAB INDONESIA
Pengembangan Organisasi Kesehatan dan Laboratorium

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

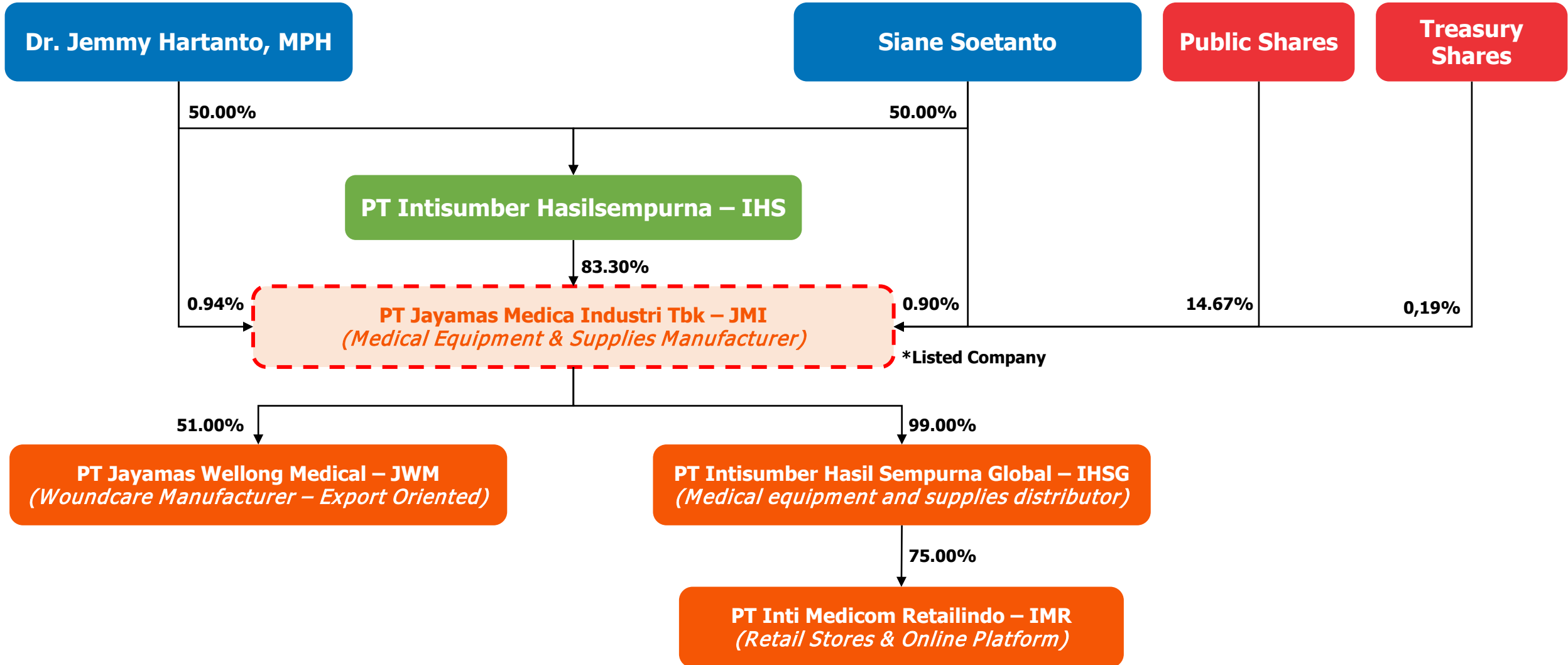
Years of Experience: 25



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



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



IDX
Indonesia Stock Exchange

IPO
IDR 828 Billion

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

EXPANDING
Mojoagung Facility

**JOINT
VENTURES**
with Foreign Entities

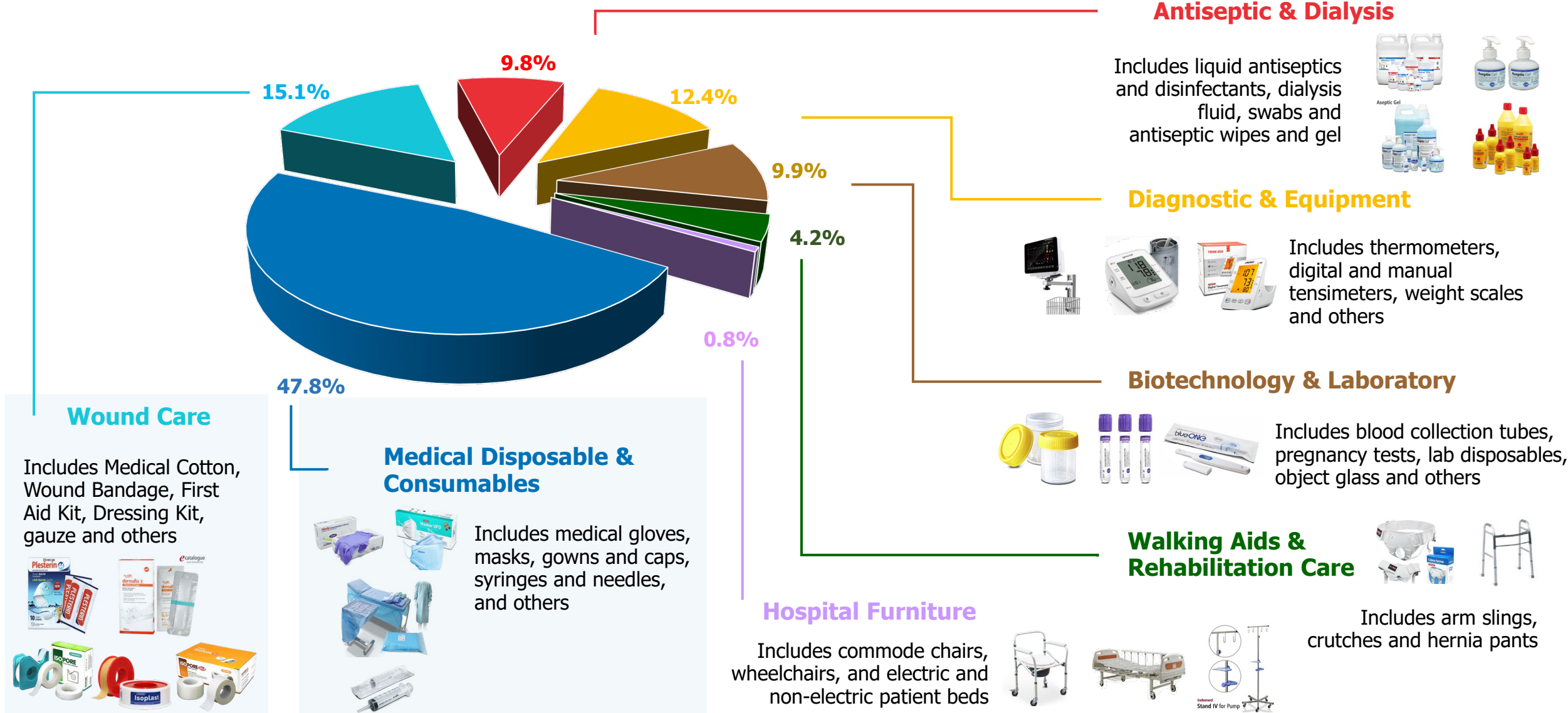
EXPANDING
Export to USA
and other
countries

COMMENCEMENT
of Jakarta NDC
(Coming Soon)

BUSINESS OVERVIEW



Sales by Products – 3M2026



Wound Care

Includes Medical Cotton, Wound Bandage, First Aid Kit, Dressing Kit, gauze and others



Medical Disposable & Consumables

Includes medical gloves, masks, gowns and caps, syringes and needles, and others



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



Hospital Furniture

Includes commode chairs, wheelchairs, and electric and non-electric patient beds



Sales by Products – 3M 2026 (Top 5 in Medical Disposable & Consumables)



Infus Set & IV



Underpad



Syringe & Needles

19,1%



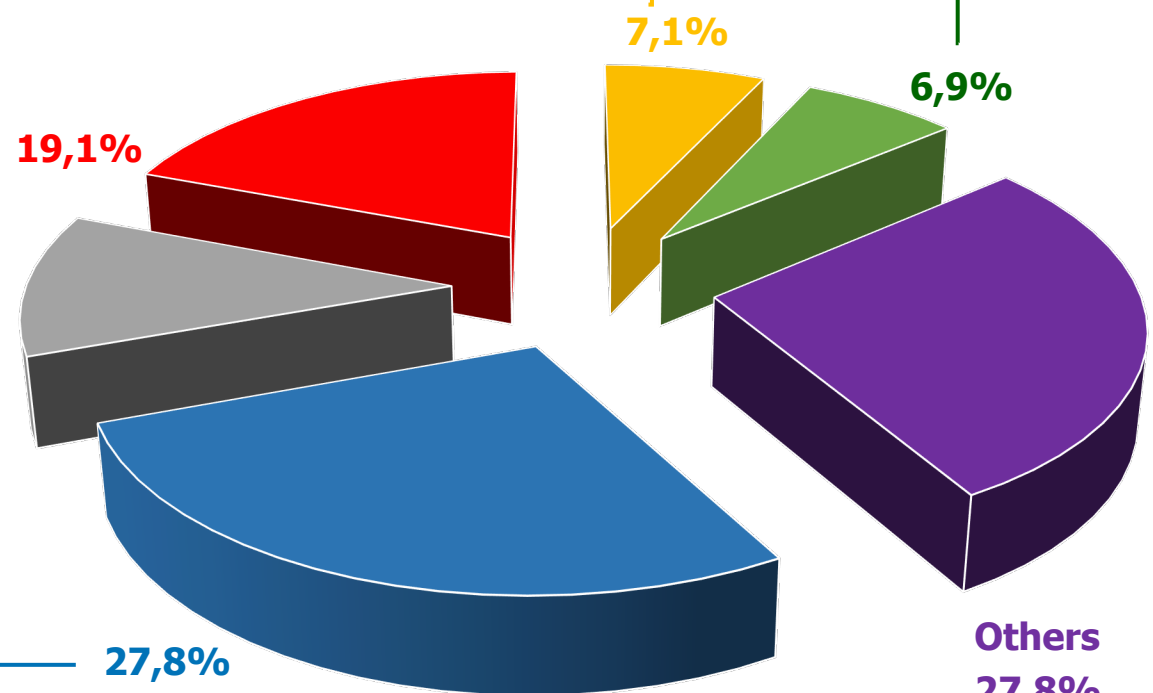
Dlain

11,3%



Gloves

27,8%



Production Capacity and Utilization Rate

Product Category	Product	Production Capacity (Unit '000.000)			Utilization Rate
		2023	2024	2025	2025
Disposable & Consumable	Mask	550	599	599	60.1%
	Underpad	60	75	75	34.6%
	Infusion Set and IV	50	50	50	58.0%
	Syringes and Needles	500	500	567	75.7%
	Foley Catheter	1,2	2,7	2,7	29.6%
Antiseptic & Dialysis	Antiseptic Liquid	24	24	24	84.2%
	Swab Products	770	964	964	50.6%
	Antiseptic Gel	5,0	5,0	5,0	48.0%
	Dialysis Fluid	2,7	2,7	2,7	33.3%
Biotechnology & Laboratory	Pregnancy Test	75	75	75	41.3%
	Blood Collection Tube	10	10	10	2.0%
Diagnostic & Equipment	Patient Monitors	0,003	0,003	0,003	33.3%
Wound Care	Wound Care	270	327	344	86.0%

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

National Distribution Center

GRESIK, EAST JAVA



PULO GADUNG, JAKARTA



	Gresik	Jakarta
Year of Commencing	2007	May 2026 (Estimated)
Warehouse Size	±30,000 Sqm	±5,000 Sqm
Location	East Java	Jakarta
Coverage Area	Eastern Part of Indonesia	Western Part of Indonesia

Prominent Customer Profile

Our Major Global Customer & Revenue Contribution Each Segment

3M 2026

PRIVATE



63.2%

GOVERNMENT



36.2%



EXPORT



0.5%

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

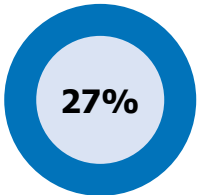
Revenue Channels

Sales by Channel



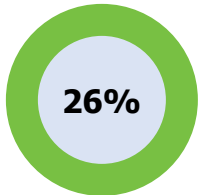
Distributors

- 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



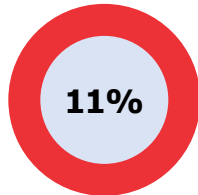
Medical Facilities

- 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



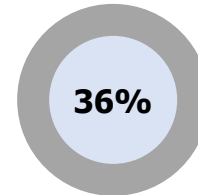
Retail customers

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

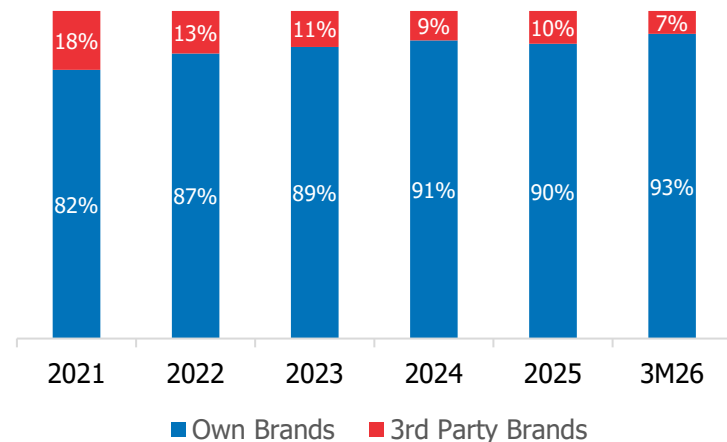


Government bodies and entities

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



Sales by Brands



KEY INVESTMENT HIGHLIGHT



Competitive Advantages

ONE STOP SHOPPING

7 Product Categories

Approximately **3,750** Active SKUs



DIVERSE SALES CHANNELS



Distributors



Retail Customers



Export



Medical Facilities



Government Entities

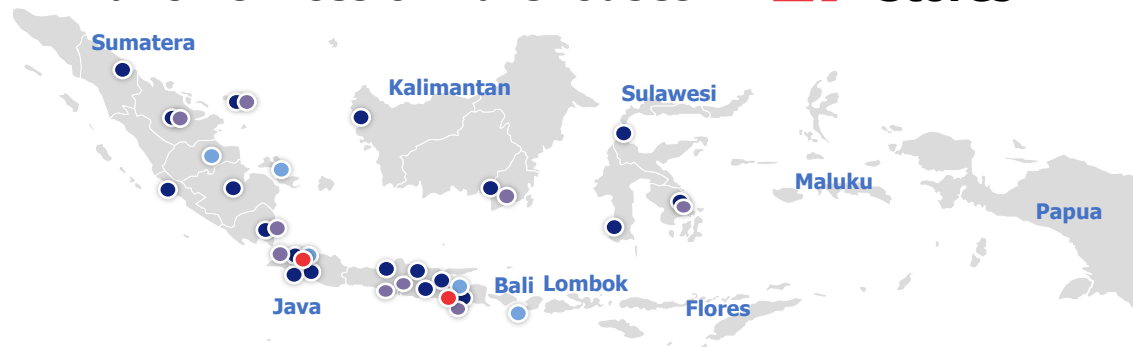
EXTENSIVE DISTRIBUTION

2 NDCs (1 Under Renovation)

13 Sales Offices

22 Branch Offices & Warehouses

27 Stores



MANUFACTURING FACILITIES

>40% Locally Manufactured Products (TKDN)

KRIAN



Focus in Syringes Production

MOJOAGUNG



Requires in Heavy Workers Production

BATANG



Focused in Fabrication Material (Gauze)

GROWTH STRATEGIES



Growth Strategies

IOL



Export to Philippines



New Store



OneMed HEALTH CARE **medicom**

NEW LOCATION

OneMed Medicom Purwokerto

Jl. Kom. Bambang Suprpto 21-23 Purwokerto

+62 811-3010-3451 | medicom.pwt@onemed.co.id

Advertisement for a new OneMed store location in Purwokerto. The ad features the OneMed and medicom logos, the text 'NEW LOCATION OneMed Medicom Purwokerto', the address 'Jl. Kom. Bambang Suprpto 21-23 Purwokerto', and contact information '+62 811-3010-3451' and 'medicom.pwt@onemed.co.id'. Below the text are images of medical supplies including a wheelchair, a blood pressure monitor, a bottle of disinfectant, and a box of Plaster. A map shows the location with a blue pin and nearby landmarks like Astatama, RSIA Anugerah, Indomaret, and Osmosis Bakery.

NDC Jakarta

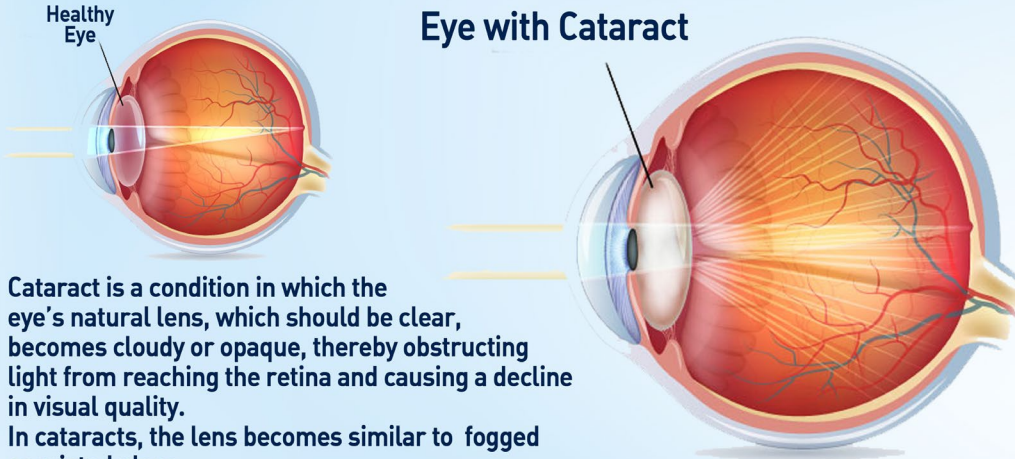


COMING SOON

Several growth initiatives are underway to strengthen our market position, including the upcoming launch of locally manufactured IOL, exports to the Philippines, new retail store openings, and establishment of a new NDC in Jakarta.

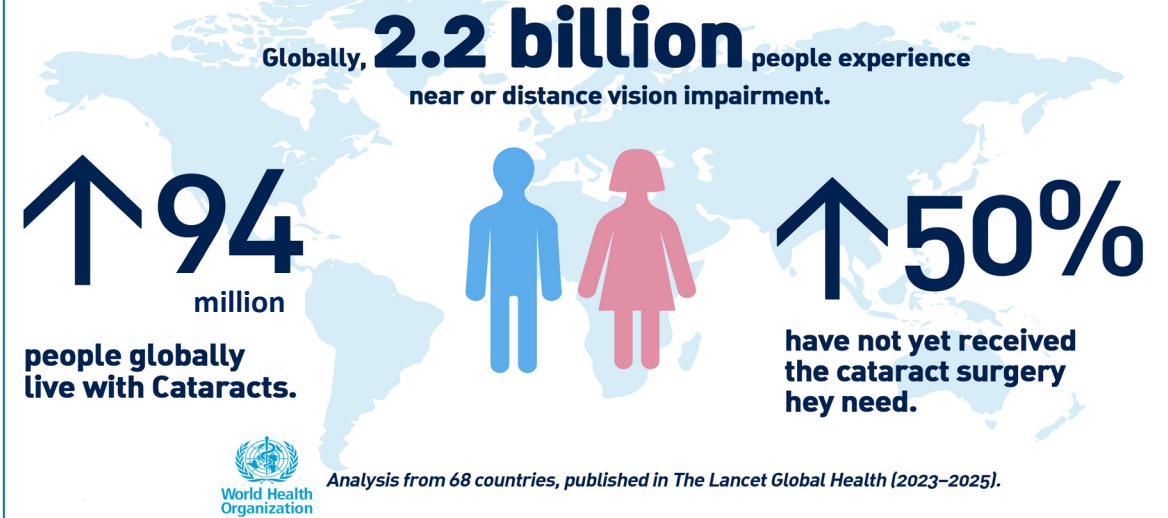
Large and Underserved Cataract Market : Indonesia

WHAT IS CATARACT?

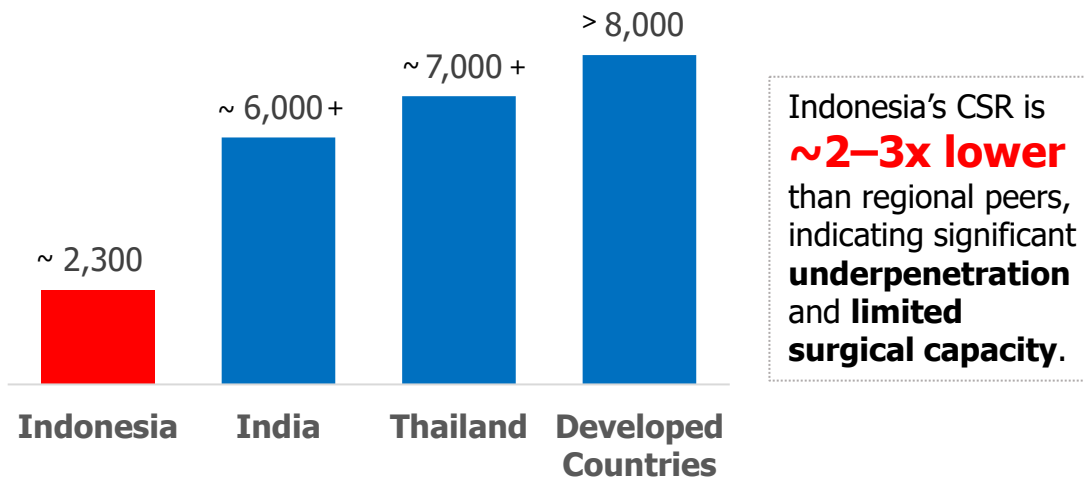


Cataract is a condition in which the eye's natural lens, which should be clear, becomes cloudy or opaque, thereby obstructing light from reaching the retina and causing a decline in visual quality. In cataracts, the lens becomes similar to fogged or misted glass.

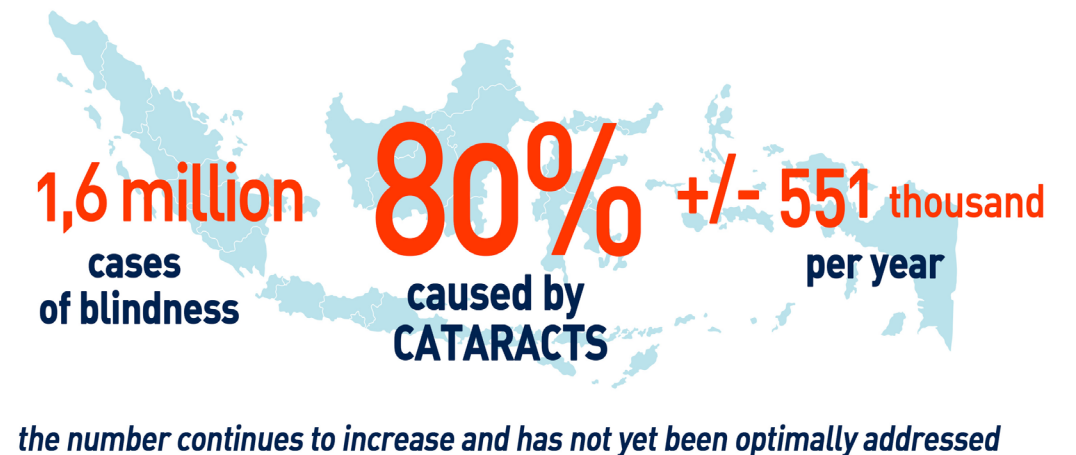
GLOBAL CATARACT STATISTICS



CATARACT SURGICAL RATE (CSR)



CATARACT IN INDONESIA



IOL: Essential Solution for Cataract Treatment

Launch Q4-2026

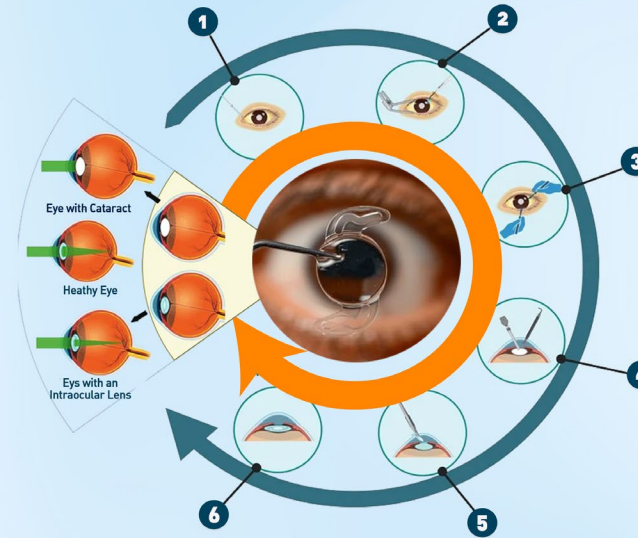
IOL AS THE SOLUTION

The only solution for cataracts is to remove the cloudy natural lens and replace it with a clear artificial lens, known as

IOL (Intraocular Lens)



IOL IMPLANT PROCEDURE



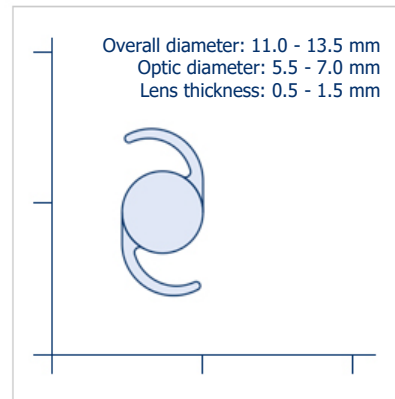
Stages of Intraocular Lens (IOL) Implantation

- 1 Anesthetic injection to the eye area to numb the patient's eye.
- 2 Use of an eyelid speculum before cleaning the surface of the eye with a saline solution.
- 3 Creation of a primary incision and a small auxiliary incision at the corneal margin.
- 4 Opening the lens capsule to expose the lens, followed by phacoemulsification (ultrasonic technique) to break up the lens, and subsequent removal of the fragments.
- 5 Implantation of the artificial intraocular lens into the appropriate position within the lens capsule.
- 6 Closure of the corneal incision to complete the surgical procedure.

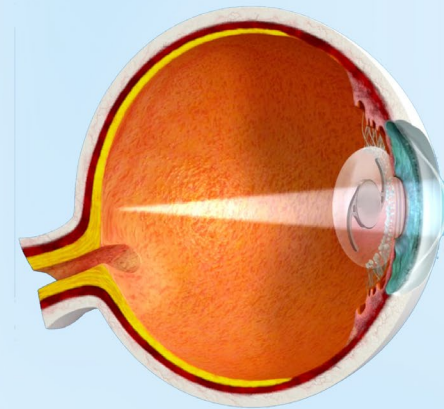
IOL SIZE COMPARISON

IMPLANTS

Size comparison
Dimensions in mm



BEFORE VS AFTER IOL IMPLANT



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 321	Machinery acquisition (Mojoagung & Krian)
National Distribution Centre, Warehouse, and Retail Stores	IDR 100	IDR 80	Inventory for distribution network expansion
Development on Digital Marketing and Sales	IDR 32	IDR 20	Retail branches network expansion

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

Note : *) Use of Proceed as of FY2025

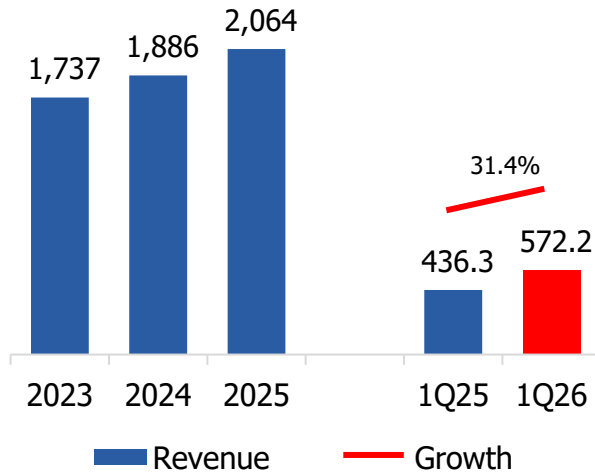
FINANCIAL & OPERATIONS



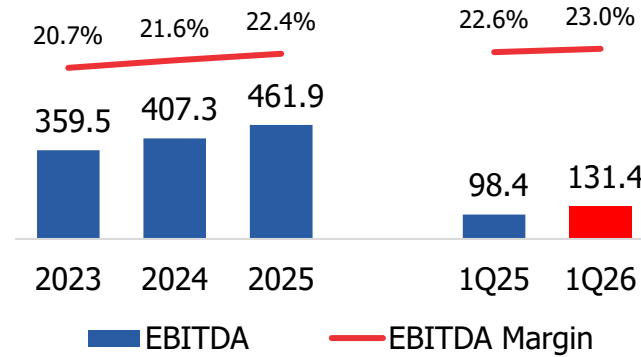
Financial Overview



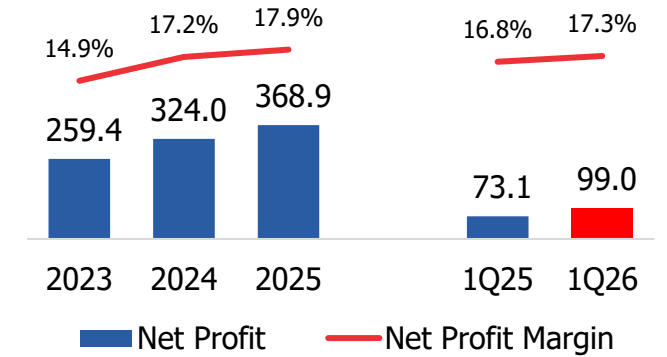
Revenue (In Billion Rupiah)



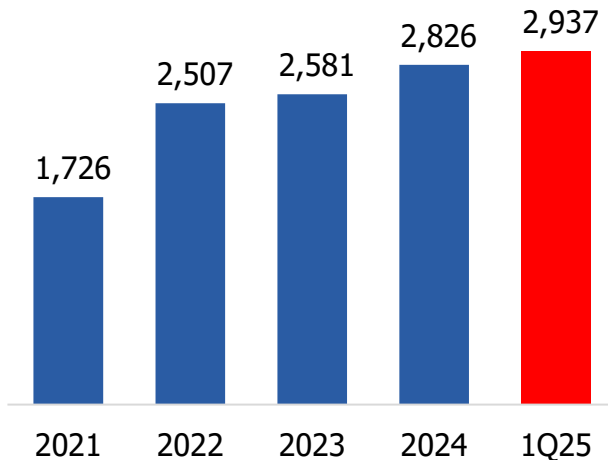
EBITDA (In Billion Rupiah)



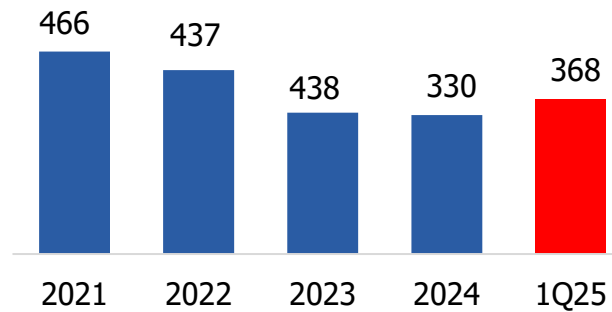
Net Profit (In Billion Rupiah)



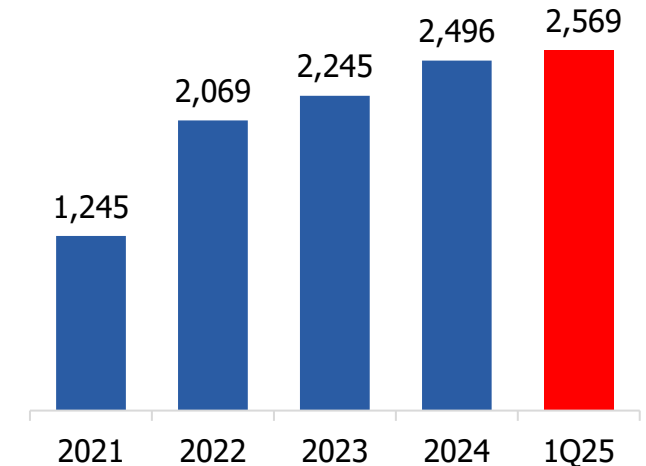
Assets (In Billion Rupiah)



Liabilities (In Billion Rupiah)



Equity (In Billion Rupiah)



Operational Highlight

Volume <i>(in thousand units)</i>	3M2025	3M2026	YoY
Sales Volume			
Disposable & Consumables	370,758	679,253	83.2%
Wound Care	91,032	101,285	11.3%
Antiseptic & Dialysis Fluid	108,029	120,506	11.5%
Diagnostic & Equipment	696	4,711	577.2%
Walking Aids & Rehab	468	514	9.8%
Biotech & Lab	40,302	35,617	-11.6%
Hospital Furniture	13	11	-12.9%
Total	611,298	941,897	54.1%

Price <i>(in IDR)</i>	3M2025	3M2026	YoY
Average Selling Price			
Disposable & Consumables	602	403	-33.1%
Wound Care	790	851	7.7%
Antiseptic & Dialysis Fluid	462	467	0.9%
Diagnostic & Equipment	60,492	15,066	-75.1%
Walking Aids & Rehab	43,739	47,150	7.8%
Biotech & Lab	467	1,584	239.2%
Hospital Furniture	774,997	406,228	-47.6%

Sales <i>(in thousand IDR)</i>	3M2025	3M2026	YoY
Sales Value			
Disposable & Consumables	223,246,225	273,722,113	22.6%
Wound Care	71,915,624	86,193,811	19.9%
Antiseptic & Dialysis Fluid	49,951,700	56,229,815	12.6%
Diagnostic & Equipment	42,086,962	70,980,365	68.7%
Walking Aids & Rehab	20,468,993	24,221,172	18.3%
Biotech & Lab	18,825,578	56,415,228	199.7%
Hospital Furniture	9,820,384	4,485,781	-54.3%
Total	436,315,465	572,248,286	31.2%

Key Performance Ratios

Key Ratios	2022	2023	2024	2025	1Q 2025	1Q 2026
Profitability Ratios						
Revenue Growth (YoY)	-21.9%	-0.1%	8.6%	9.4%	2.1%	31.2%
Gross Profit Margin	35.1%	31.8%	33.1%	34.8%	33.7%	36.0%
EBITDA Margin	25.0%	23.1%	21.6%	22.4%	22.6%	23.0%
Net Profit Margin	16.8%	14.9%	17.2%	17.8%	16.8%	17.3%
Return on Asset	11.6%	10.0%	11.5%	11.5%	2.5%	3.0%
Return on Equity	14.0%	11.5%	13.0%	13.4%	2.8%	3.5%
Liquidity and Solvency Ratios						
Current Ratio	9.6	15.2	7.7	10.4	7.1	11.1
Int. Bearing Debt to	0.1	0.08	0.06	0.01	0.06	0.01
Debt to Equity Ratio	0.21	0.15	0.13	0.16	0.14	0.16
Efficiency Ratios						
Receivable Days	39	43	51	48	53	46
Inventory Days	161	186	174	202	195	186
Payable Days	58	29	24	31	31	30
Cash Conversion Cycle	141	200	201	220	217	202

3M 2026 Financial Highlights

Strong Start to 2026 with Accelerated Growth and Improving Profitability

- 1. Revenue** recorded solid growth of 31.1% YoY to IDR 572.2 billion, driven by significant volume expansion of 54.1% across key segments
- 2. Volume growth broad-based** across portfolio, led by:
 - **Biotech & Lab (+199.7%)** and **Diagnostic & Equipment (+68.6%)**
 - **Medical Disposable and Consumables / BMHP (+22.6%)**
- 3. ASP adjustments** observed in several segments, particularly:
 - Diagnostic & Equipment (-75.1%) and Disposable & Consumables (-33.1%)
→ reflecting product mix changes
- 4. Profitability improved across all levels:**
 - Gross profit increased 40.2% YoY with margin expansion to 36.0%
 - EBITDA margin improved to 23.0%
 - Net income grew 35.4% YoY with stable margin at 17.3%
- 5. Core segments remain resilient:**
 - Disposable & Consumables (+22.6%)
 - Wound Care (+19.9%)
 - Walking Aids & Rehab (+18.3%)
- 6. CCC improved to 202 days** (vs. 217 days in 1Q2025), driven by faster receivable collection (46 days vs. 53 days) and improved inventory days (186 days vs. 195 days), partially offset by slightly lower payable days (30 days vs. 31 days).
- 7. Overall positioning:**
→ **Strong volume-led growth, supported by government healthcare spending tailwinds, with improving margins and disciplined working capital management**

CORPORATE HIGHLIGHTS & PUBLIC ENGAGEMENTS



Corporate Highlights & Public Engagements



Public Education:
OMED X Magister Kenotariatan UBAYA

Behind The Chart Podcast:
OMED X YB Sekuritas

Healthcare Forum PwC Indonesia:
Innovative strategies to improve hospital operations and patient experience

THANK YOU

PT Jayamas Medica Industri Tbk (OMED IJ)

CONTACT US



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<https://www.onemed.co.id/>



<https://www.tokopedia.com/onemed>



<https://shopee.co.id/onemed>



<https://omed.idx>