OneMed
HEALTH CARE









9M2026

Company Update

PT Jayamas Medica Industri Tbk

Ticker: OMED.IJ

Oktober 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

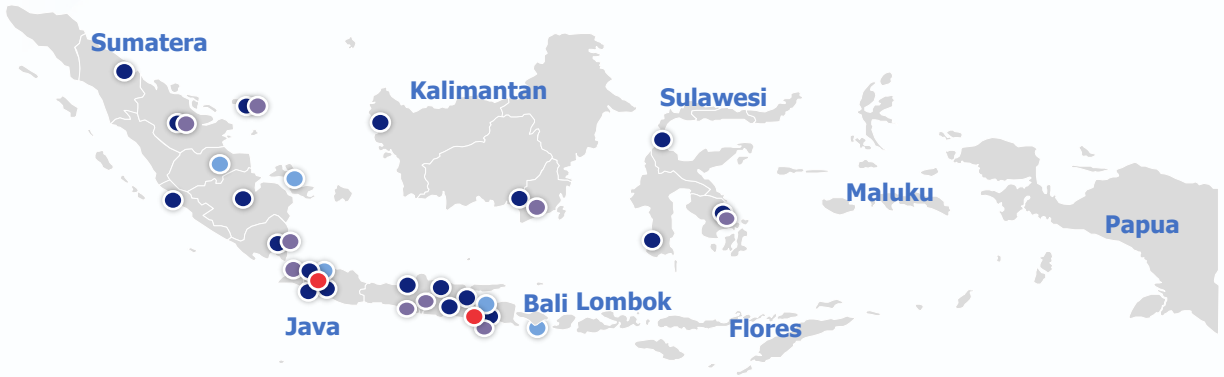


Supported with various number of brands:

Merek OneMed :

SafeGlove Latex Examination Glove · Plesterin · onemed syringe · Dr. J Underpad · dermafix · ONEScrub · indo dental · U Pad · A-GEL · SteriONE · my Jelly · TensiOne · Aseptic · OxyCARE · OKLED · onedental · am Analogic Medical · test hamil · OneDOT · Indomed · Aseptan · OneSwabs · blueONE · Ekaplast · Larutan Antiseptik ECODINE Povidone Iodine · One Pet · OneMed Store · jmi · ONEMED · OneLab · Medi One Pouches Self Sealing Sterilization Pouches · no Pain · Onelab Waterone

Serving customers across Indonesia:



- **2 National Distribution Centers**
- **23 Branch offices and warehouses**
- **12 Sales offices**
- **28 Omnichannel Stores**

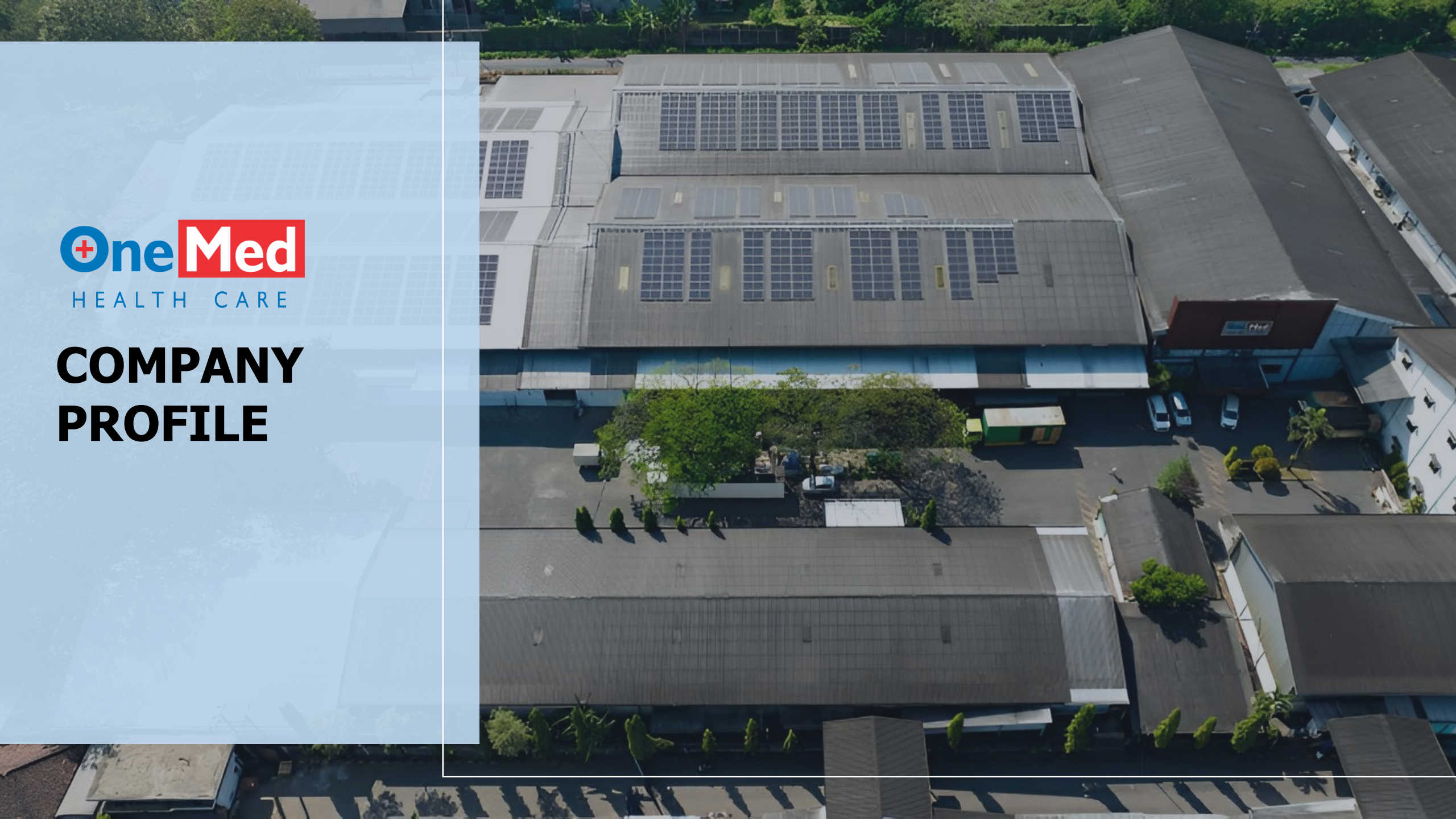
Backed with increasing awareness on healthcare:



Source: Company

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COMPANY PROFILE



Management Profile



Dr. Yacobus Jemmy Hartanto, MPH
President Commissioner

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

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

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.



Dra. Herlien Sri Ariani
President Director

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
Direktur Operasional

Leonard joined in 2013 as purchasing staff. He has served as Directorr since 2018. He was heavily involved in OMED IPO process in 2022. He was involved in expanding the company from 1 manufacturing locations to 3 locations.



Louis Hartanto
Direktur Marketing

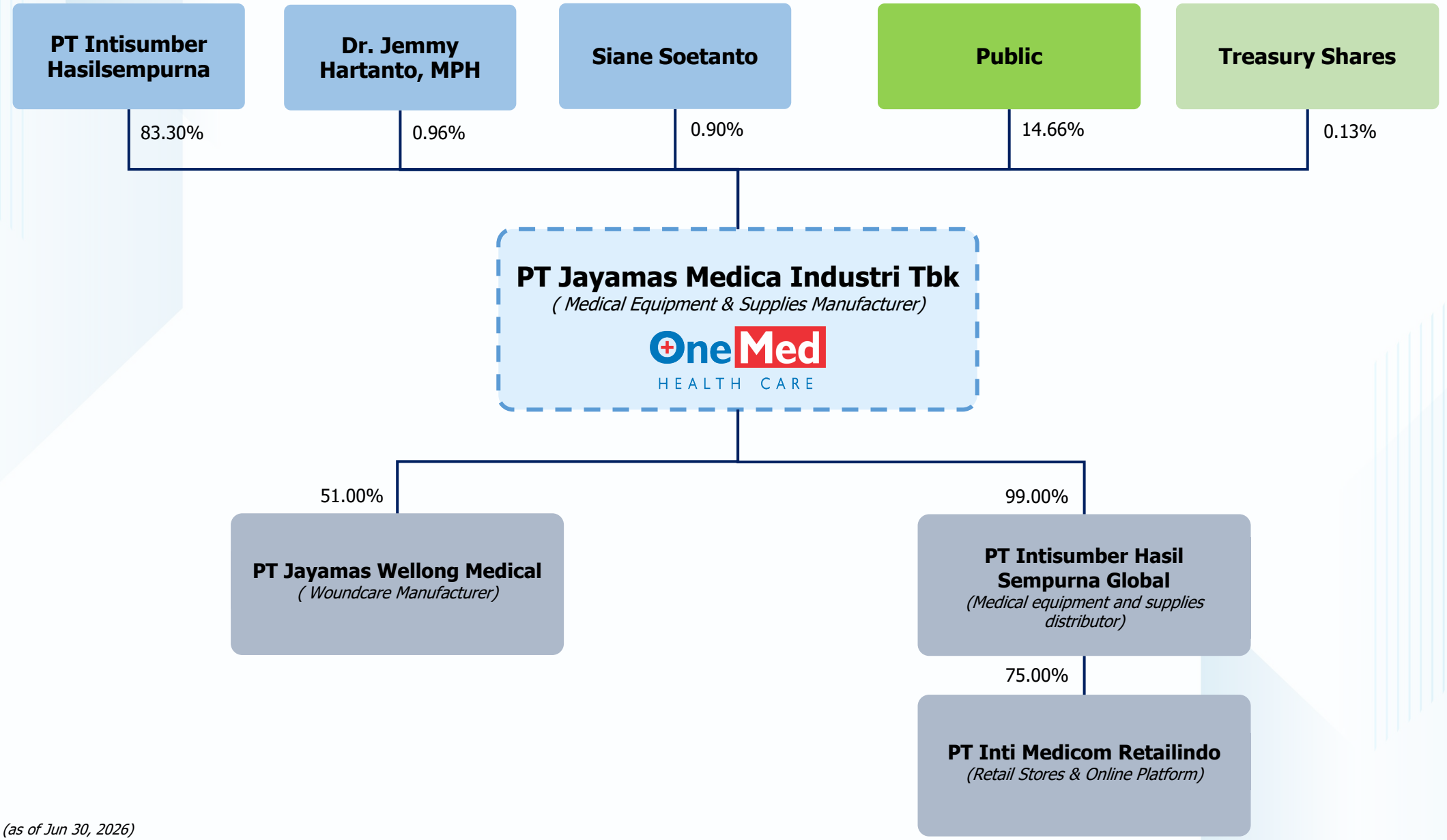
Louis Hartanto was appointed as the Marketing Director in 2021. He initially started his career as the Director of PT Intisumber Hasil Sempurna since 2013.



Eka Suwignyoo
Direktur Keuangan

Eka Suwignyoo was appointed as the Finance Director in 2022. He worked at PT HM Sampoerna Tbk dan PT Guntner Indonesia.

Shareholders Structure



Source: Company (as of Jun 30, 2026)

Key Milestones

1992 | 2000 | 2002 | 2016 | 2022 | 2023 | 2024 - Present

1992 — VENTURED
Distribution Business

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2000 — ESTABLISHED
the Brand in 2000

2002 — GROUND BREAKING



KRIAN
Total Area
21,000 sqm



MOJOAGUNG
Total Area
23,707 sqm

2016 — IPO
IDX Indonesia Stock Exchange

IDR 828 Billion

2022 — GROUND BREAKING



BATANG
Total Area
35,560 m²

2023 — EXPANDING
Mojoagung
Total Area
67,846 m²

2024 - Present — JOINT VENTURES
with Foreign Entities

EXPANDING
Export to USA and other countries

COMMENCEMENT
of Jakarta NDC

LAUNCHING
New product
Intraocular Lens (IOL)

Source: Company

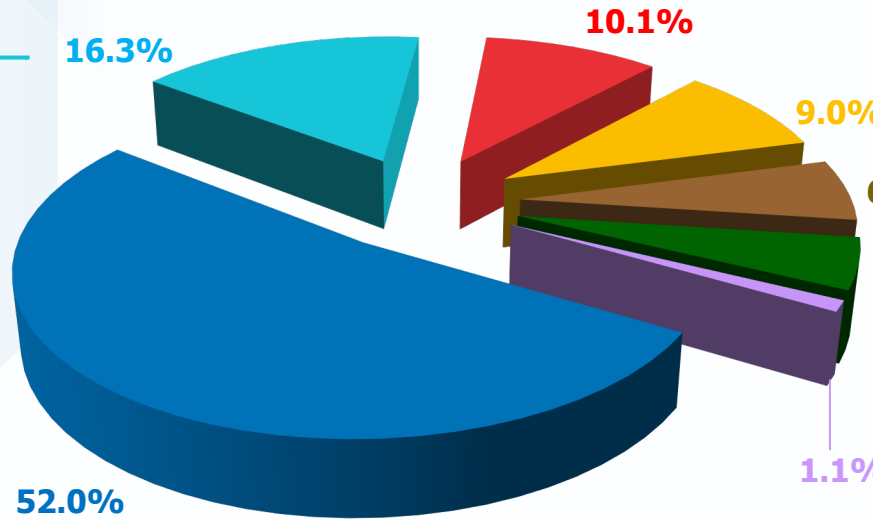
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BUSINESS OVERVIEW



Product Portfolio

Sales by Products – 9M26



Antiseptic & Dialysis

Liquid antiseptics and disinfectants, dialysis fluid, swabs and antiseptic wipes and gel



Diagnostic & Equipment

Thermometers, digital and manual tensimeters, weight scales



Biotechnology & Laboratory

Blood collection tubes, pregnancy tests, lab disposables, object glass



Walking Aids & Rehabilitation Care

Arm slings, crutches and hernia pants



Hospital Furniture

Commode chairs, wheelchairs, and electric and non-electric patient beds



Wound Care

Medical Cotton, Wound Bandage, First Aid Kit, Dressing Kit, gauze



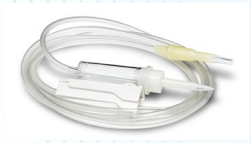
Medical Disposable & Consumables

Medical gloves, masks, gowns and caps, syringes and needles



Product Portfolio

Top 5 Sales on Medical Disposable & Consumables – 9M26





Infus Set & IV







Dlain





Syringe & Needles







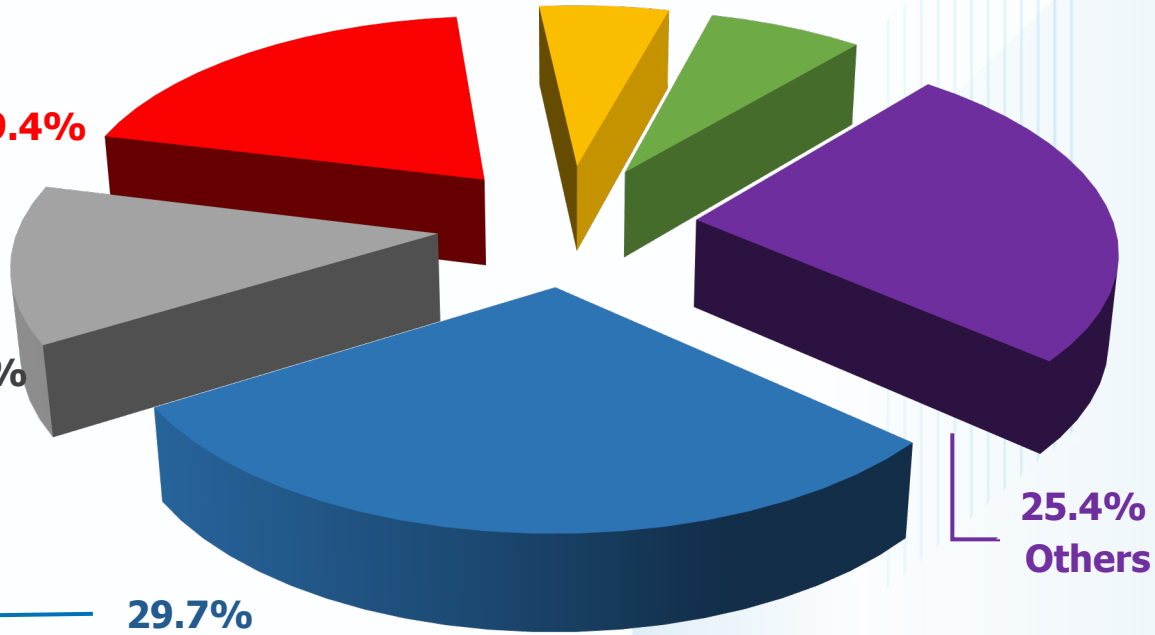
Mask







Gloves



Production Facility

KRIAN	MOJOAGUNG	BATANG	NGRIMBI









	Krian	Mojoagung	Batang	Ngrimbi
Year of Commencing	2002	2016	2024	
Manufacturing Facilities	21,000 m²	67,846 m²	35,650 m²	
Location	East Java	East Java	Central Java	
ISO	ISO 13485, ISO 9001	ISO 13485, ISO 9001	-	
Product	Syringes, Needles, Patient Monitor	Mask, Infus Set, IV, Underpad, Dialysis Fluid, Antiseptic & Disinfectant, Foley Catheter, Pregnancy Test, Wound Care, BCTs	Gauze	

COMING SOON

Source: Company

National Distribution Center (NDC)

GRESIK, EAST JAVA



Year of Commencing	2007
Total Area	±30,000 m²
Location	East Java
Service Coverage	Eastern Indonesia

PULO GADUNG, JAKARTA



Year of Commencing	2026
Total Area	±5,000 m²
Location	Jakarta
Service Coverage	Western Indonesia

Source: Company

Customer Profile

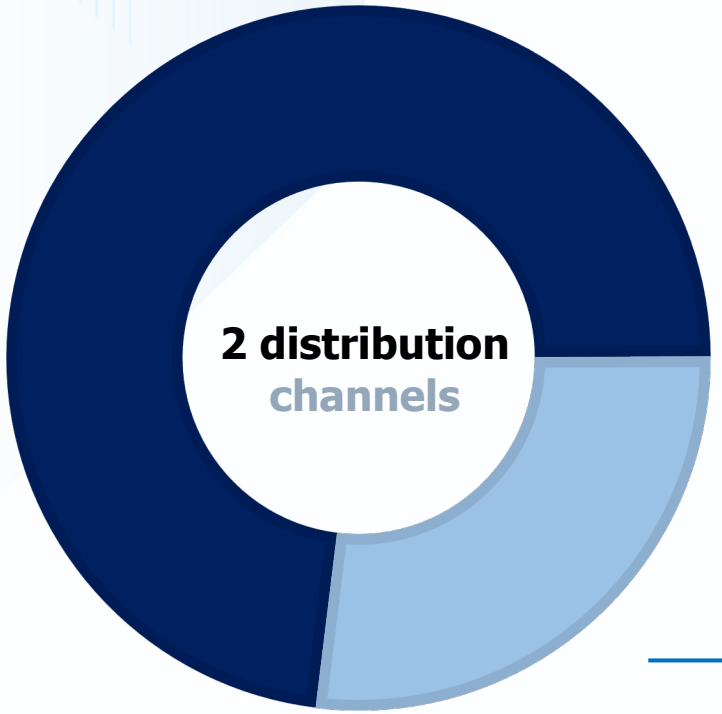
Serving 2000+ private and government hospitals

PRIVATE	GOVERNMENT	EXPORT
66.3%	32.4%	1.3%

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

Customer Segmentation

Sales by Distribution Channel – 9M26



70% **Direct Sales**

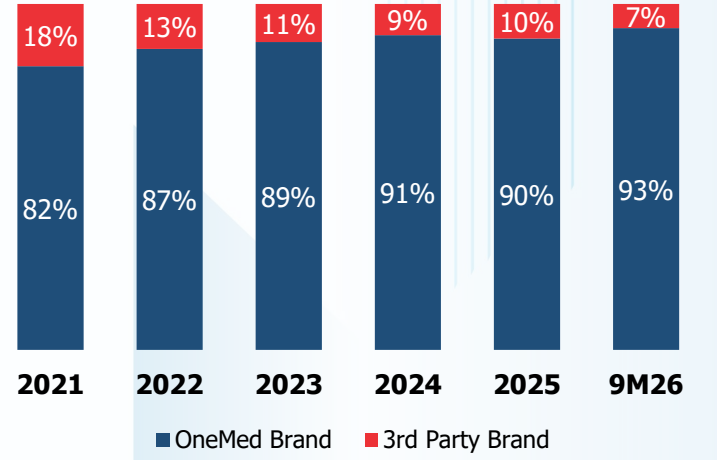
Direct sales to hospitals, clinics, pharmacies, retail stores, and government institutions to build stronger customer relationships, enhance service quality, and optimize distribution.

30% **Distribution Partner**

Reaching customers through an official distributor partners to expand nationwide market coverage and increase penetration across various regions throughout Indonesia.

Sales by Brands





Source: Company

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KEY INVESTMENT HIGHLIGHTS



Competitive Advantages

Why OneMed leads the Indonesian healthcare supply market

ONE-STOP SHOP

7 Product Categories

~3,750 Active SKUs

- Medical Disposable & Consumables
- Wound Care
- Diagnostic & Equipment
- Antiseptic & Dialysis
- Walking Aids & Rehabilitation Care
- Biotechnology & Laboratory
- Hospital Furniture

DIVERSE SALES CHANNELS

- Distributors
- Retail Customers
- Export
- Medical Facilities
- Government Entities

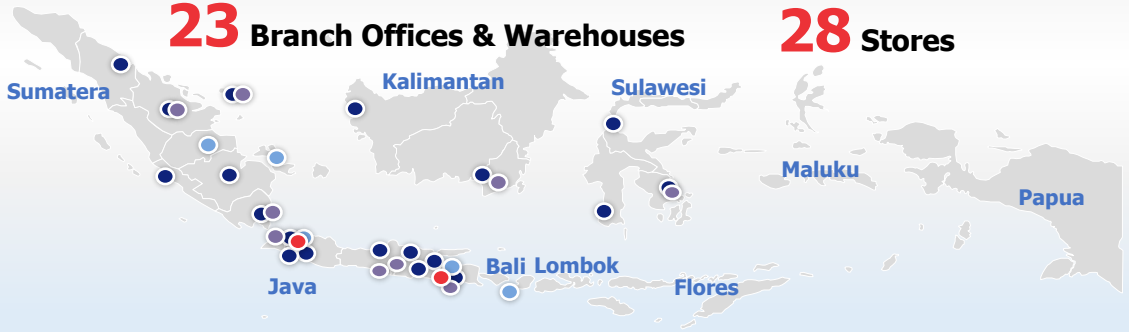
EXTENSIVE DISTRIBUTION

2 National Distribution Centers

23 Branch Offices & Warehouses

12 Sales Offices

28 Stores



MANUFACTURING FACILITIES

>40% Locally Manufactured Products (TKDN)



KRIAN
Focus in Syringes Production



MOJOAGUNG
Labor-intensive Production



BATANG
Fabrication Material (Gauze)



NGRIMBI
Coming Soon

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GROWTH STRATEGY



Growth Strategy

NEW PRODUCT

IOL



EXPORT

The Philippines

Large, Underpenetrated, and Fast-Growing



110 million+ population
7,640+ islands

NEW RETAIL STORES



JAKARTA NDC



2026 organic growth catalysts rely on 4 main strategies:
Product development, exports, retail store expansion, and strengthening distribution.

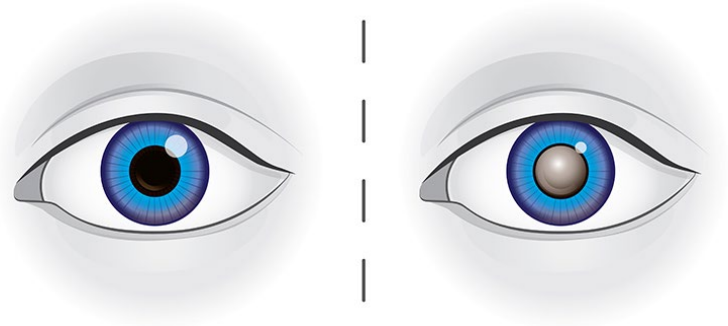
Source: Company

Indonesia's Cataract Market: Large and Still Underserved

Cataracts: A Leading Cause of Preventable Blindness

A cataract is a condition in which the eye's natural lens becomes cloudy, gradually impairing vision and ultimately causing blindness if left untreated. Treatment requires surgery to replace the lens with an intraocular lens (IOL) — a routine, high-volume procedure with proven clinical outcomes.

Cataracts are generally associated with aging and remain one of the most common causes of vision impairment in the world, especially in developing countries with large elderly populations and uneven access to healthcare.



Healthy Eye **Eye with Cataract**

80%
of blindness in Indonesia is caused by untreated cataracts

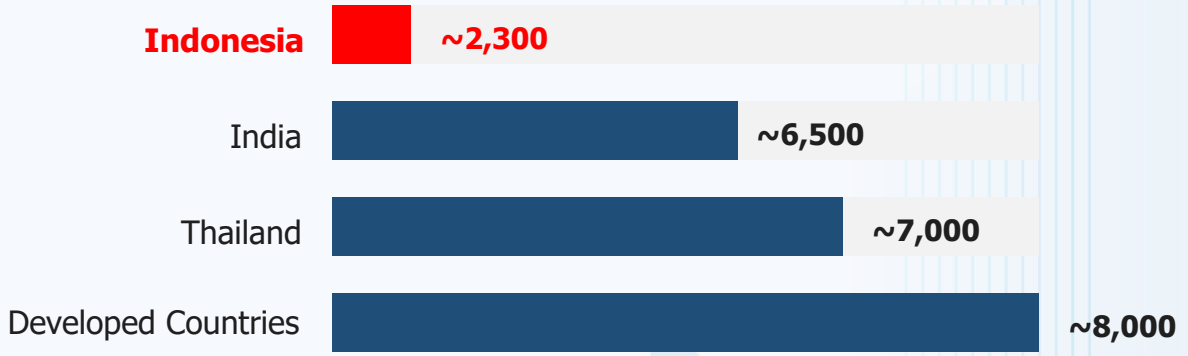
1.6M
Indonesians are affected by cataracts

50%
of cataract cases remain untreated

CSR - CATARACTS SURGICAL RATE

Indonesia lags peers by 2–3x

Number of cataract surgeries per million population per year



Indonesia's CSR remains significantly below regional peers, highlighting substantial unmet demand and a long-term structural growth opportunity for cataract procedures as healthcare access, awareness, and surgical capacity continue to improve.

Source: International Agency for the Prevention of Blindness (IAPB), BPJS, Ministry of Health, Company's Research

IOL Market Opportunity Driven by Structural Cataract Demand

IOL: The Primary Solution for Cataracts

The only treatment for cataracts is surgical replacement of the clouded natural lens with an Intraocular Lens (IOL) — a routine, high-volume procedure with proven outcomes.

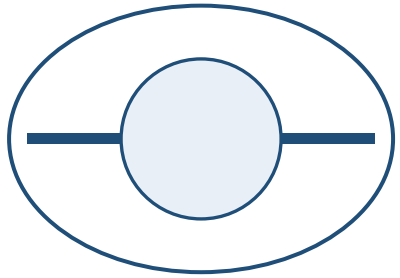
As cataract prevalence continues to rise alongside Indonesia's aging population and improving healthcare access, demand for affordable and accessible IOL solutions is expected to increase structurally over the long term.

Q4 2026

OneMed will begin mass-producing IOLs in Q4 2026 to meet high domestic demand, which is expected to improve product accessibility and affordability and help reduce cataract cases in Indonesia.

01 — IOL DEVICE

Optic
Lens Body for vision correction



Haptic
Stabilizes lens within capsule bag

PMMA / Acrylic
biocompatible

11–13 mm
overall length

02 — IMPLANT PROCEDURE

1 → 2 → 3 → 4

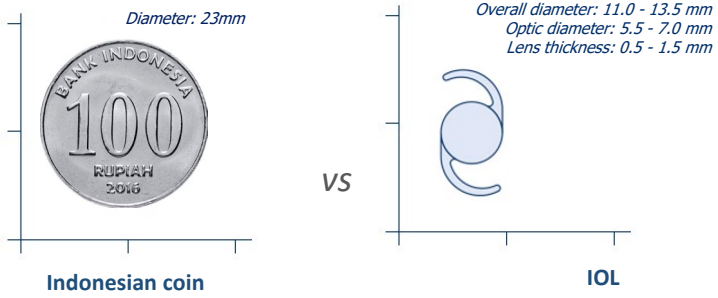
Incision
Micro-incision in cornea

Removal
Phacoemulsification of clouded lens

Insertion
IOL injected, folded into eye

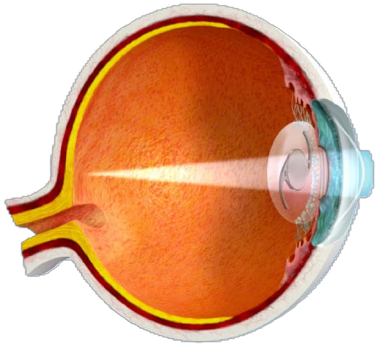
Recovery
Lens unfolds & self-positions

03 — SIZE COMPARISON



~4× smaller than a 100-rupiah coin — engineered for micro-incision insertion

04 — PATIENT OUTCOME





Source: Biotech Healthcare, JEC, Company's Research

Capacity and Market Expansion

KRIAN





BATANG





MOJOAGUNG



Business Expansion Plan	Estimated Capex (IDR Bn)	*Use of Proceed* (IDR Bn)*	Keterangan
Construction of Buildings, Procurement of Production Machinery and Equipment	IDR 425	IDR 359	Fixed assets acquisition (Mojoagung)
National Distribution Centre, Warehouse, and Retail Stores	IDR 100	IDR 85	Inventory for new branch expansion
Development on Digital Marketing and Sales	IDR 32	IDR 26	Additional branch rentals in Balikpapan, Pontianak, Depok, and Purwokerto.

6M26 Use of Proceeds primarily supported business expansion initiatives, including fixed asset acquisition, inventory purchases, and additional branch rental expenses.

Notes : *) *Use of Proceed per June 2026*

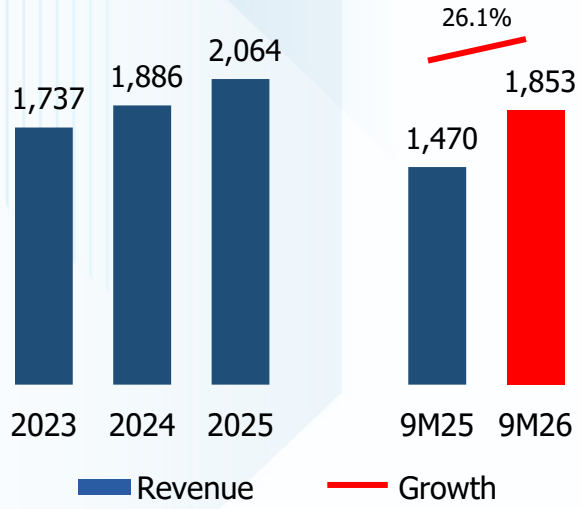
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FINANCIAL AND OPERATIONS

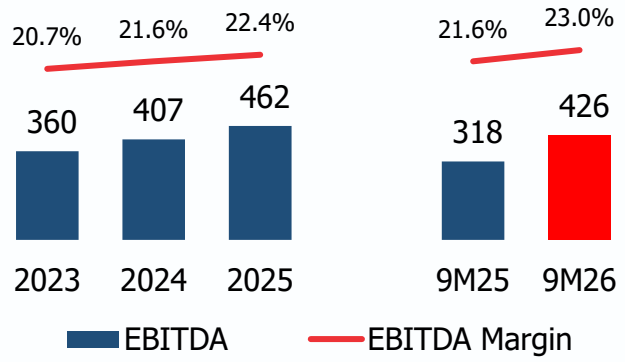


Financial Overview (IDR Bn)

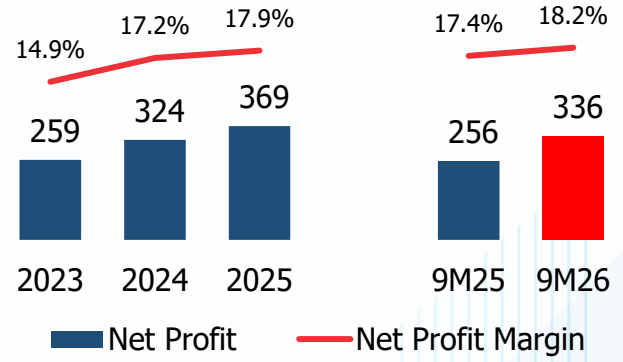
Revenue



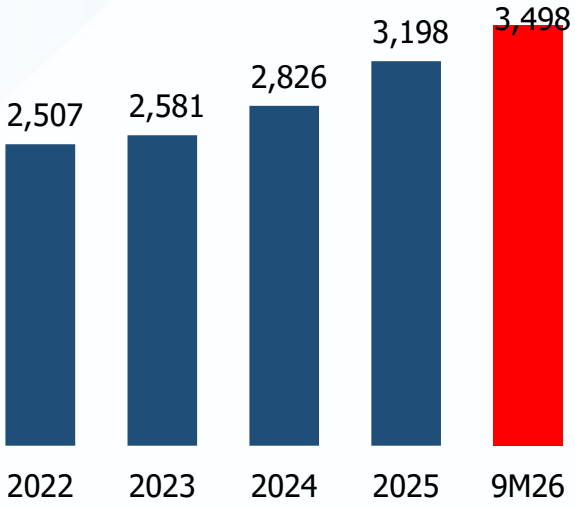
EBITDA



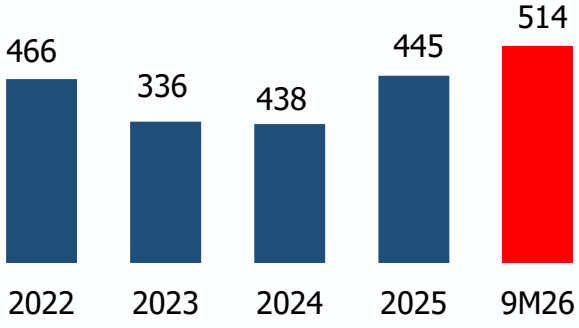
Net Profit



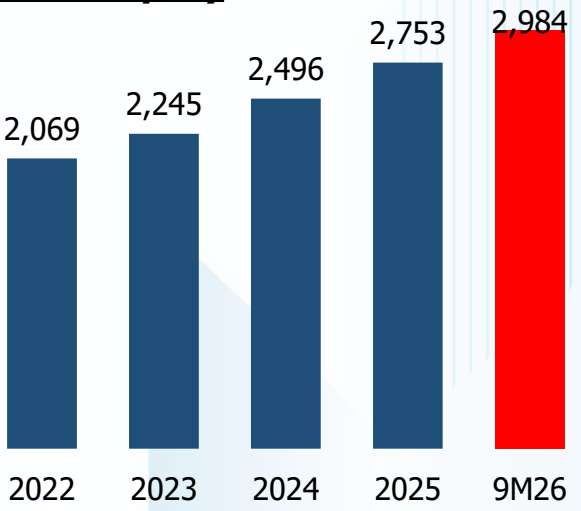
Total Asset



Total Liabilities



Total Equity



Source: Company's Financial Statement 9M26 (Unaudited)

Operational Highlight

Volume *(in thousand units)*	9M25	9M26	YoY
Sales Volume			
Disposable & Consumables	1,246,690	1,687,444	*35.4%*
Wound Care	298,400	375,446	*25.8%*
Antiseptic & Dialysis Fluid	343,391	404,130	*17.7%*
Diagnostic & Equipment	3,027	4,831	*59.6%*
Walking Aids & Rehab	1,331	1,628	*22.3%*
Biotech & Lab	130,189	127,747	*-1.9%*
Hospital Furniture	45	47	*3.4%*
Total	**2,023,073**	**2,601,273**	*28.6%*

Price *(in IDR)*	9M25	9M26	YoY
Average Selling Price			
Disposable & Consumables	580	572	*-1.3%*
Wound Care	801	806	*0.6%*
Antiseptic & Dialysis Fluid	475	461	*-2.9%*
Diagnostic & Equipment	54,842	34,675	*-36.8%*
Walking Aids & Rehab	54,244	58,415	*7.7%*
Biotech & Lab	583	899	*54.1%*
Hospital Furniture	655,388	438,860	*-33.0%*

Sales *(in thousand IDR)*	9M25	9M26	YoY
Sales Value			
Disposable & Consumables	722,964,765	965,924,194	*33.6%*
Wound Care	239,061,853	302,552,747	*26.6%*
Antiseptic & Dialysis Fluid	163,241,112	186,471,572	*14.2%*
Diagnostic & Equipment	166,003,990	167,509,863	*0.9%*
Walking Aids & Rehab	72,209,220	95,072,147	*31.7%*
Biotech & Lab	75,964,581	114,876,776	*51.2%*
Hospital Furniture	29,631,292	20,513,300	*-30.8%*
Total	**1,469,076,812**	**1,852,920,599**	*26.1%*

Source: Company

Financial Metrics

Key Ratios	2022	2023	2024	2025	9M25	9M26
Profitability Ratios						
Revenue Growth (YoY)	-21.9%	-0.1%	8.6%	9.4%	7.7%	26.1%
Gross Profit Margin	35.1%	31.8%	33.1%	34.8%	33.9%	35.5%
EBITDA Margin	25.0%	23.1%	21.6%	22.4%	21.6%	23.0%
Net Profit Margin	16.8%	14.9%	17.2%	17.9%	17.4%	18.2%
Return on Asset	11.6%	10.0%	11.5%	11.5%	8.4%	9.6%
Return on Equity	14.0%	11.5%	13.0%	13.4%	9.7%	11.3%
Liquidity and Solvency Ratios						
Current Ratio	9.6	15.2	7.7	10.4	13.9	9.5
Int. Bearing Debt to Equity Ratio	0.1	0.08	0.06	0.01	0.07	0.01
Debt to Equity Ratio	0.21	0.15	0.13	0.16	0.15	0.17
Efficiency Ratios						
Receivable Days	39	43	51	48	53	47
Inventory Days	161	186	174	202	181	166
Payable Days	58	29	24	31	27	33
Cash Conversion Cycle	141	200	201	220	207	179

Source: Company's Financial Statement 6M26 (Unaudited)

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CORPORATE ACTIVITIES



CORPORATE ACTIVITIES



Surabaya Hospital Expo 2026: Largest annual healthcare exhibition in Eastern Indonesia



Annual General Meeting of Shareholders (AGMS): Held in June 2026 in Mojoagung, marking OMED's strategic steps toward sustainable growth.



Phlebotomy Workshop: In collaboration with Surabaya DPC Patelki, organized a Phlebotomy Workshop.

Source: Company's Social Media

CONTACT US

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