

INVESTOR BULLETIN

OPERATION UPDATE 1H 2025
Aug 4th 2025

Share Price Data (as of Aug 4, 2025):

Ticker on IDX	OMED
Last Closing Price (IDR):	183
Outstanding Shares:	27,058,850,000
Market Cap (IDR Bn):	4,952

Shareholder Structure:

PT Intisumber Hasilsempurna (%):	83.30
Yacobus Jemmy Hartanto (%):	0.93
Siane Soetanto (%):	0.90
Treasury Shares (%):	0.04
Public (%):	14.84

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COMPANY OVERVIEW

PT Jayamas Medica Industri Tbk (OMED), established in the early 2000s, has grown into a leading player in Indonesia's medical equipment and supplies industry. OMED's extensive product portfolio includes approximately 3,550 active SKUs, supported by a comprehensive distribution network that reaches 514 cities across all 34 provinces in Indonesia.

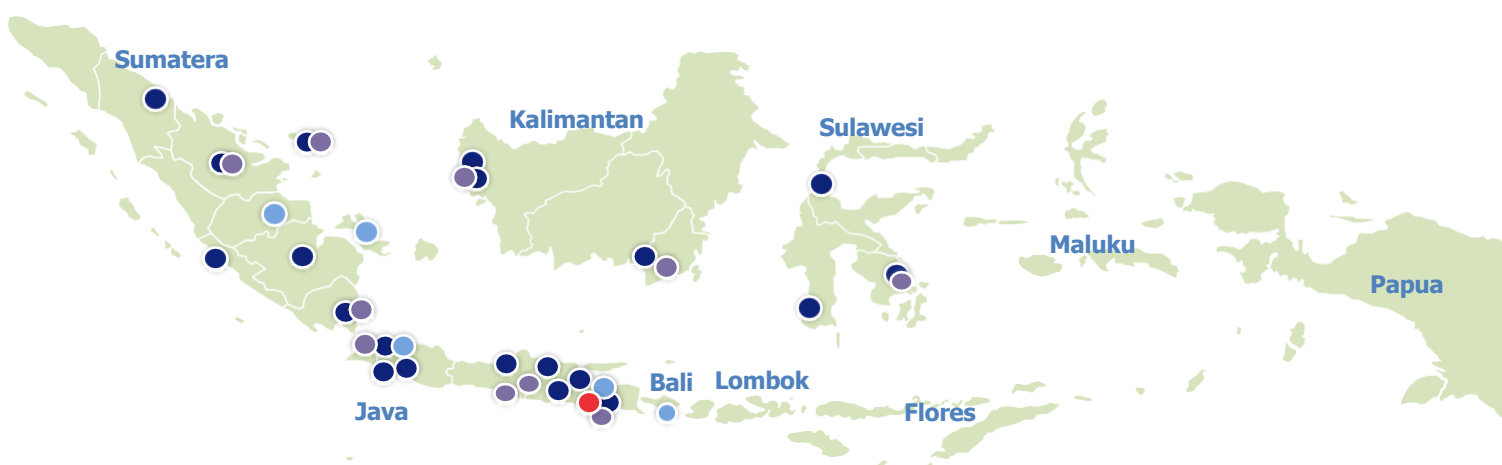
COMPANY HIGHLIGHTS

PT Jayamas Medica Industri Tbk (OMED) posted resilient financial and operational performance in the first half of 2025, Revenue reached IDR 925.8 billion, up 5.25% from IDR 879.6 billion in 1H24. EBITDA grew to IDR 195.2 billion with a 21.1% margin, while net profit increased to IDR 154.7 billion, with a slight margin improvement to 16.7%. These results were driven by improved operational efficiency and cost management.

Operationally, OMED recorded a 7.95% YoY growth in total sales volume, reaching 1.29 billion units in 1H25. This growth is driven by surging demand in the Diagnostic & Equipment segment (+84.87%), as well as robust growth in Biotech & Lab (+23.98%) and Wound Care (+11.93%), offsetting a decline in Hospital Furniture (-19.18%). Disposable & Consumables segment, which remains the company's sales backbone, also recorded a solid growth of 6.78%. On pricing, the company maintained a stable ASP across most segments, with notable increases in Hospital Furniture (+71.51%) and Walking Aids & Rehab (+6.11%).

Export performance was a standout achievement this period, with a significant YoY increase of 133.4% to IDR 3.3 billion, fueled by strong demand from the United States and Latin American countries. This achievement reflects OMED's readiness to accelerate its international expansion.

Company's Presence Across Country



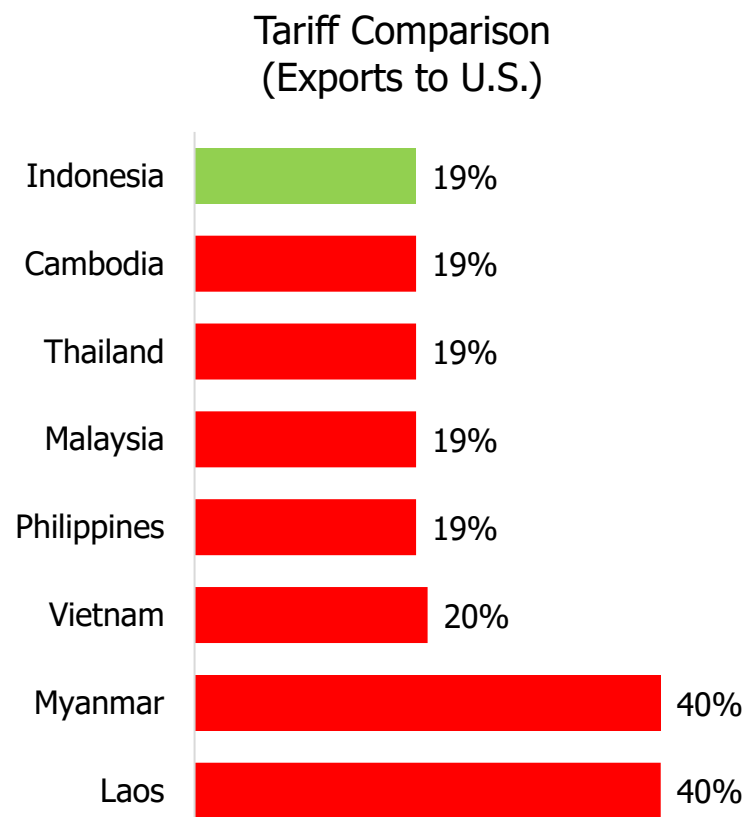
1 National Distribution Center

23 Branch offices and warehouses

11 Sales offices

28 Omnichannel Stores

Turning Global Trade Shifts into Long-Term Opportunity



Source: Reuters, CNA

The shift in global trade patterns—driven by **U.S. efforts to diversify supply chains away from China**—has turned Southeast Asia into a strategic sourcing hub for medical consumables. Indonesia stands out within the region due to its political stability, mature manufacturing ecosystem, and recently standardized 19% tariff rate, which now applies uniformly across key ASEAN exporters. This creates a **more predictable and competitive trade landscape** for companies looking to scale exports to the U.S. market.

OMED is well-positioned to capture this momentum. As one of Indonesia’s largest medical disposables manufacturers, we **bring scale, operational maturity, and compliance readiness**—key requirements for U.S. buyers. Our existing export footprint, combined with 2025 initiatives in validation, mold development, and capacity expansion, underpins our strategy to serve rising international demand. Export is not merely an incremental channel—it is a long-term growth engine that aligns with global supply chain realignment and OMED’s next phase of expansion.

While the 0% import tariff may lead to increased entry of U.S. medical devices into Indonesia, **OMED is unlikely to be impacted**, as these imports are expected to focus on advanced equipment like MRI and CT scanners—products that require specialized capabilities not yet widely developed in Indonesia. Our core business in disposables and consumables (BMHP) remains well-insulated, supported by resilient domestic demand, and accelerating international traction. As quoted by Bisnis Indonesia, we remain confident that this policy shift will have minimal effect on our operations. *(Read the full article here: [Bisnis.com](https://bisnis.com) – July 25, 2025)*

Building a Strong Domestic Foundation with Scalable and Reliable Operations

While the **domestic market remains at the core of our business**, OMED continue to strengthen operations with a dual strategy that includes expanding into global markets. To support this, we focus not only on increasing production capacity but also on improving efficiency and operational stability. A key part of this strategy is leveraging our production facility in Batang, Central Java. The Batang facility, which is now operational, covers 35,650 square meters and is dedicated to the production of medical gauze, with an annual capacity of 2 million square meters. This facility enhances our domestic supply chain, reduces reliance on external resources, and increases capacity to meet the growing market demand.



Operational Highlights

Unaudited

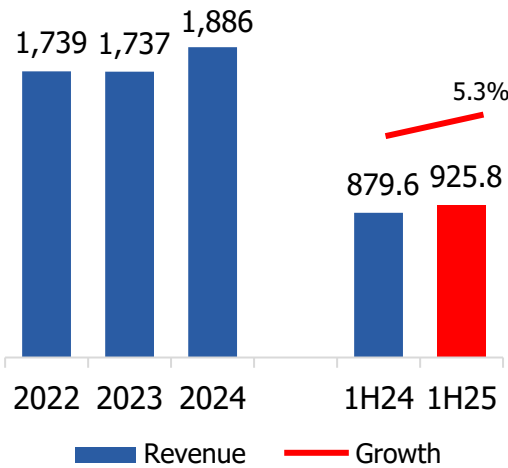
Production (in thousand units)	1H 2024	1H 2025	YoY
Sales Volume			
Disposable & Consumables	754,618	805,795	6.78%
Wound Care	168,750	188,676	11.93%
Antiseptic & Dialysis Fluid	208,877	216,343	3.57%
Diagnostic & Equipment	1,209	2,236	84.87%
Walking Aids & Rehab	758	843	11.26%
Biotech & Lab	64,534	80,012	23.98%
Hospital Furniture	36	29	(19.18%)
Total	1,198,602	1,293,934	7.95%

Price (in IDR)	1H 2024	1H 2025	YoY
Average Selling Price			
Disposable & Consumables	592	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%

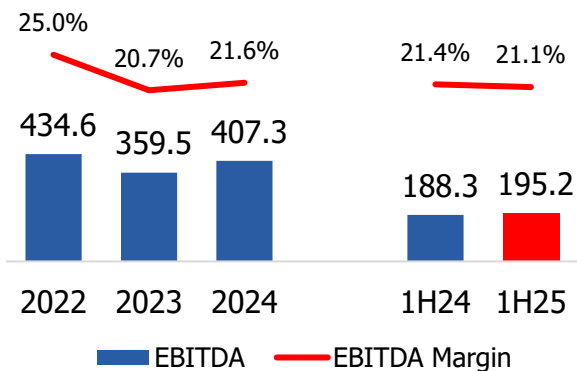
Source: Company's Internal Data

Financial Highlights

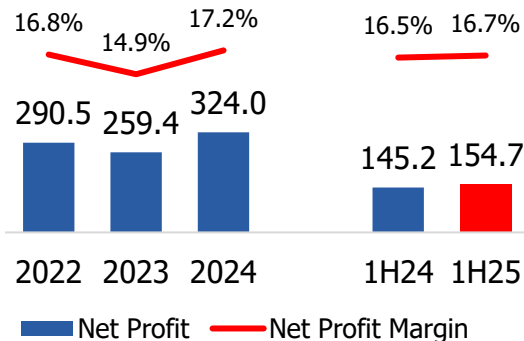
Revenue (In Billion Rupiah)



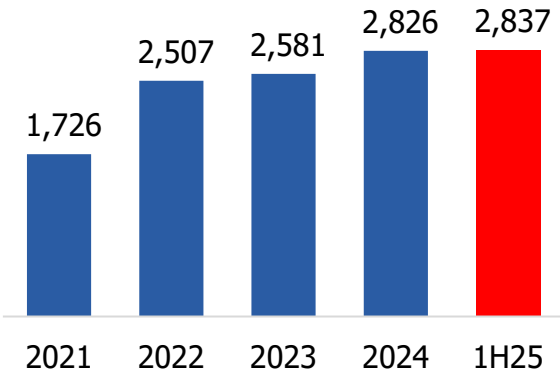
EBITDA (In Billion Rupiah)



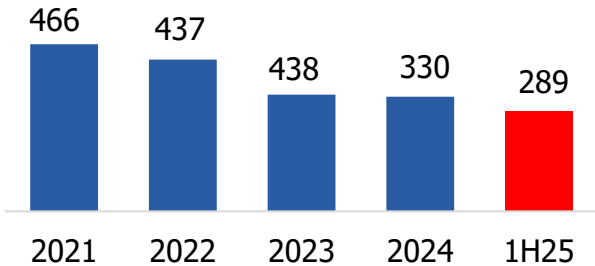
Net Profit (In Billion Rupiah)



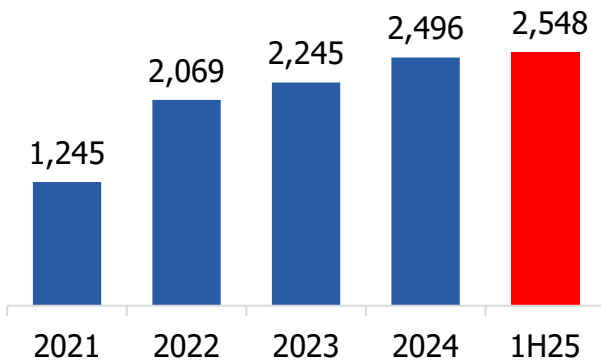
Assets (In Billion Rupiah)



Liabilities (In Billion Rupiah)



Equity (In Billion Rupiah)



Source: Company's Financial Statement