

INVESTOR BULLETIN

May 12, 2025

Share Price Data (as of May 12, 2026):

Ticker on IDX	OMED
Last Closing Price (IDR):	248
Outstanding Shares (Bn):	27.06
Market Cap (IDR Tn):	6.55T

Shareholder Structure (Mar 31, 2026):

PT Intisumber Hasilsempurna (%):	83.30
Yacobus Jemmy Hartanto (%):	0.94
Siane Soetanto (%):	0.90
Treasury Shares (%):	0.19
Public (%):	14.67

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COMPANY HIGHLIGHTS

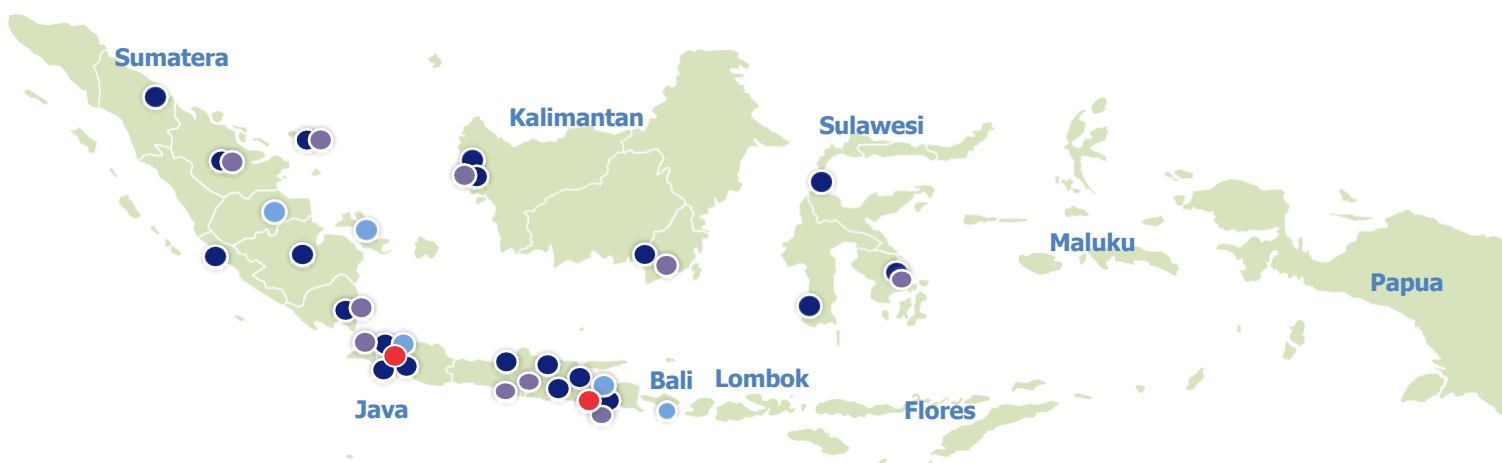
- **OMED delivered strong financial and operational performance in 1Q2026**, with broad-based growth across revenue, profitability, and sales volume. Revenue reached IDR 572 billion, a robust increase of 31.2% YoY from IDR 436 billion in 1Q2025. Gross profit grew to IDR 206 billion, with gross margin expanding to 36.0% from 33.7% in 1Q2025, driven by volume scale and improved factory overhead absorption. EBITDA reached approximately IDR 132 billion, representing a margin of 23.0%. Net profit came in at IDR 99 billion, with a net margin of 17.3%, up from 16.8% in 1Q2025.
- **Balance sheet remains solid**, with total assets of IDR 3.32 trillion, total liabilities of IDR 470 billion, and total equity of IDR 2.85 trillion. Liquidity is strong, with a current ratio of 11.1x and an interest-bearing debt-to-equity ratio of just 0.01x, underscoring OMED's virtually debt-free position. The cash conversion cycle improved to 202 days in 1Q2026 from 217 days in 1Q2025, driven by faster receivable collection (46 days vs. 53 days) and stable payable terms.

STRATEGIC OUTLOOK

OMED is executing on four key growth initiatives heading into the second half of 2026.

- **IOL Launch (Q4-2026).** OMED is preparing to launch a locally manufactured Intraocular Lens, targeting Indonesia's large and underserved cataract market. With 80% of Indonesia's 1.6 million blindness cases caused by cataracts and a Cataract Surgical Rate 2–3x below regional peers, the domestic IOL opportunity remains significantly underpenetrated.
- **Philippines Export.** OMED is extending its export reach into the Philippines, complementing its broader China +1 positioning as a reliable Southeast Asian manufacturing base for regional and U.S. buyers.
- **New Retail Stores.** OMED continues to expand its OneMed Medicom retail network, deepening last-mile access to medical supplies across Indonesia.
- **NDC Jakarta.** A new National Distribution Center in Jakarta is coming soon, set to strengthen logistics capacity and support OMED's growing distribution scale across all customer segments.

Company's Presence Across Country



2 National Distribution Centers (1 Under Renovation)

22 Branch offices and warehouses

10 Sales offices

27 Omnichannel Stores

Strong Volume-Led Growth, Supported by Government Healthcare Spending Tailwinds

Revenue by Customer Profile				Contribution	
IDR Bn	3M25	3M26	Growth (YoY)	3M25	3M26
Private	308	361	18%	70.5%	63.2%
Government	127	207	64%	29.0%	36.3%
Export	1.8	3.0	72%	0.4%	0.5%
Total	436	572	31%	100%	100%

Source: Company

Revenue growth in 1Q2026 was broad-based across all customer segments, reaching IDR 572 billion (+31.2% YoY). Government segment was the standout, surging 64% YoY to IDR 207 billion, with its revenue contribution expanding meaningfully from 29.0% to 36.3%, reflecting strengthening public healthcare spending and OMED's deepening penetration of government procurement channels. The Private segment grew a solid 18% YoY to IDR 361 billion, though its contribution moderated from 70.5% to 63.2% as government spending accelerated at a faster pace. Export revenues, while still small in absolute terms, grew 72% YoY to IDR 3 billion, with its contribution ticking up from 0.4% to 0.5%, an early signal of OMED's nascent but growing international presence.

Production Capacity & Utilization Update

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%

Source: Company

Manufacturing capacity has been expanded selectively over 2023–2025, with notable additions in Wound Care (+27.4%), Syringes & Needles (+13.4%), and Swab Products (+25.2%), all segments experiencing strong volume demand.

Utilization rates reflect a healthy operational profile, with Wound Care (86.0%), Antiseptic Liquid (84.2%), and Syringes & Needles (75.7%) running at high levels.

Meanwhile, **meaningful spare capacity** in categories such as Underpad, Dialysis Fluid, and Foley Catheter provides OMED with flexibility to absorb incremental volume growth, without near-term capex pressure.

New National Distribution Center, Jakarta

Figure 1: NDC Jakarta

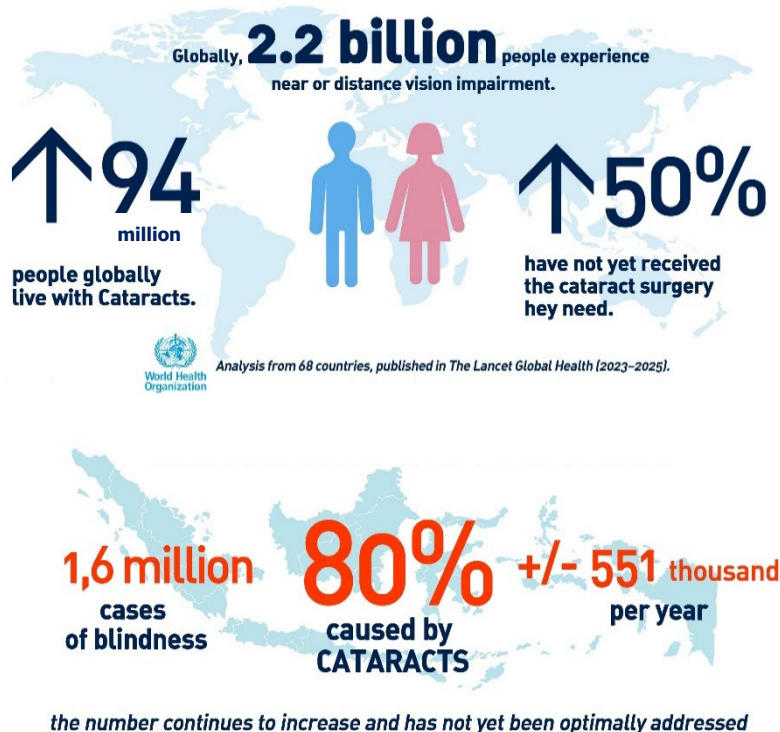


Source: Company

OMED is set to open its second National Distribution Center (NDC) in Pulo Gadung, Jakarta, estimated to commence operations in May 2026. With a warehouse size of approximately 5,000 sqm, the Jakarta NDC will complement OMED's existing NDC in Gresik, East Java ($\pm 30,000$ sqm, operational since 2007), which currently serves the eastern part of Indonesia. The new Jakarta facility will extend OMED's logistics coverage to the western part of Indonesia, enabling faster and more efficient product delivery to customers across the country's most densely populated and economically active region. This infrastructure investment directly supports OMED's growing distribution scale and reinforces its ability to serve government, private, and export customers with greater speed and reliability.

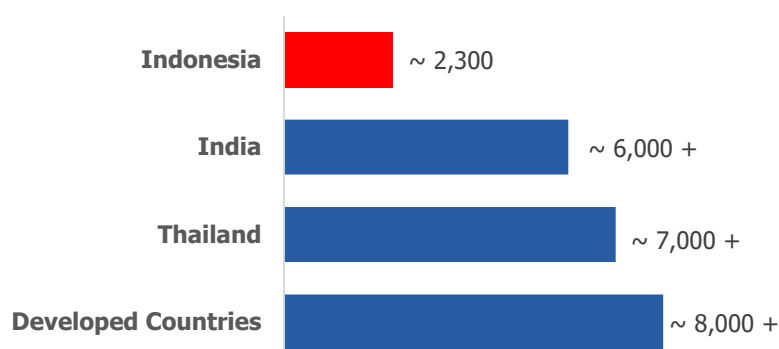
New Product: IOL (Intraocular Lens)

Figure 2: Cataract Statistics



Source: IAPB, BPJS, Ministry of Health, Company's Research

Figure 3: Cataract Surgical Rate



Source: IAPB, BPJS, Ministry of Health, Company's Research

OMED is preparing to launch a locally manufactured Intraocular Lens (IOL) in Q4-2026, entering one of Indonesia's most underpenetrated medical device segments. IOL is the only definitive solution for cataracts, a condition where the eye's natural lens becomes cloudy, obstructing light from reaching the retina and causing a decline in visual quality. The procedure involves removing the clouded lens and replacing it with a clear artificial IOL implant, restoring the patient's vision.

Globally, 94 million people live with cataracts and 50% have not yet received the surgery they need, out of 2.2 billion people experiencing near or distance vision impairment worldwide. In Indonesia, the burden is particularly acute, with approximately 1.6 million blindness cases have been recorded, of which 80% are caused by cataracts, generating an estimated 551,000 new cases per year, a number that continues to grow and has yet to be optimally addressed. Despite this significant disease burden, Indonesia's Cataract Surgical Rate stands at approximately 2,300 procedures per million population, roughly 2-3x below regional peers such as India (~6,000) and Thailand (~7,000), reflecting both limited surgical capacity and substantial unmet demand.

As the only definitive treatment for cataracts, IOL presents a structurally compelling growth opportunity. OMED's entry into domestic IOL manufacturing positions the company to capture this demand while reducing Indonesia's reliance on imported devices, aligned with the government's broader push for domestic healthcare self-sufficiency.

Operational Highlights

Unaudited

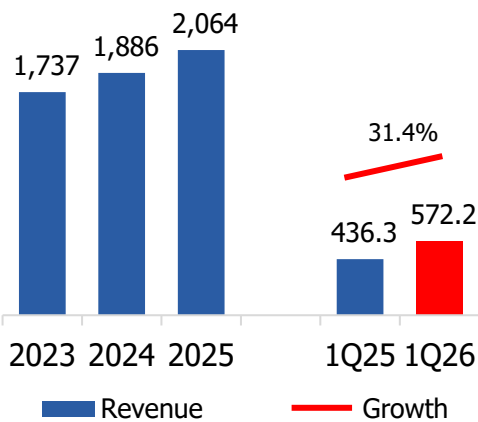
Production (in thousand units)	3M25	3M26	YoY
Sales Volume			
Disposable & Consumables	370,758	679,253	83.2%
Wound Care	91,032	101,285	11.3%
Antiseptic & Dialysis Fluid	108,029	120,506	11.5%
Diagnostic & Equipment	696	4,711	577.2%
Walking Aids & Rehab	468	514	9.8%
Biotech & Lab	40,302	35,617	(11.6%)
Hospital Furniture	13	11	(12.9%)
Total	611,298	941,897	54.1%

Price (in IDR)	3M25	3M26	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%)

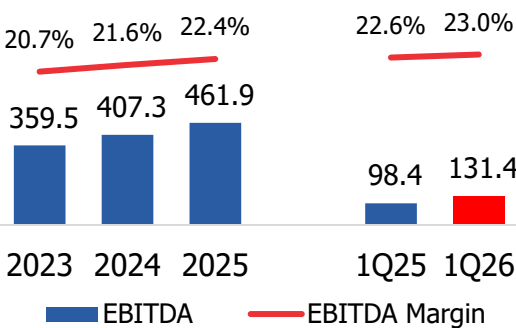
Source: Company

Financial Highlights (IDR Bn)

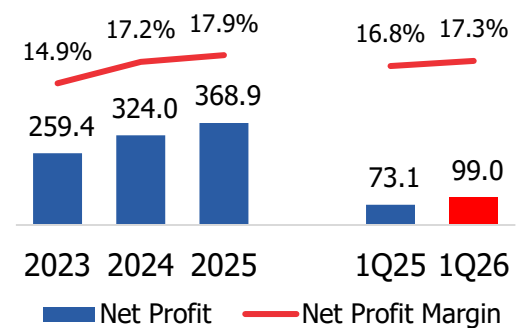
Revenue



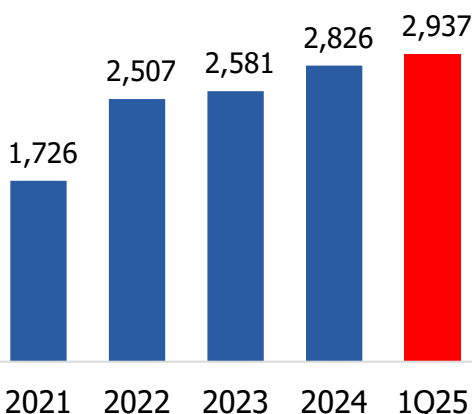
EBITDA



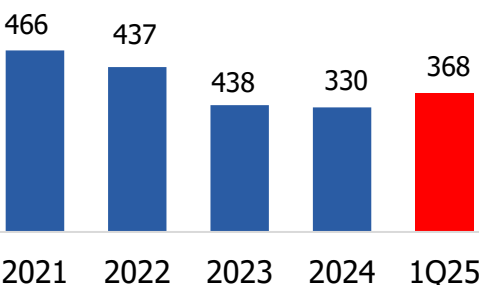
Net Profit



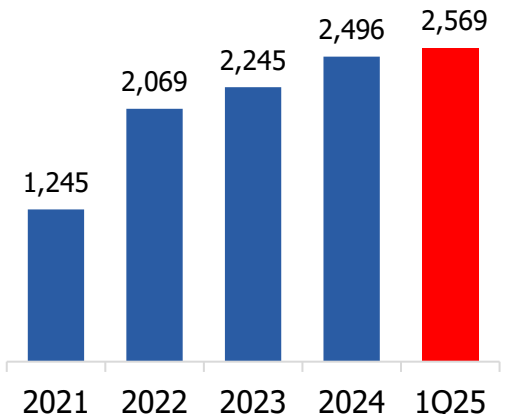
Assets



Liabilities



Equity



Source: Company

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