9M 2026 Result:

Strong Growth and Wider Margins, with FY2026 Revenue Target Revised Up

INVESTOR BULLETIN

November 3, 2026

Share Price Data (as of November 2, 2026):	
Ticker on IDX	**OMED**
Last Closing Price (IDR):	**185**
Outstanding Shares (Bn):	**27.06**
Market Cap (IDR):	**5.00T**

Shareholder Structure (Sep 30, 2026):	
PT Intisumber Hasilsempurna (%):	**83.3**
Yacobus Jemmy Hartanto (%):	**0.96**
Siane Soetanto (%):	**0.90**
Treasury Shares (%):	**0.13**
Public (%):	**14.66**

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COMPANY HIGHLIGHTS

- **OMED delivered strong financial and operational performance in 9M2026**, with growth across revenue, profitability, and sales volume. Revenue reached IDR 1,853 billion, up 26.1% YoY from IDR 1,470 billion in 9M2025, supported by a 28.6% increase in total sales volume. Gross margin expanded to 35.5% from 33.9%. EBITDA grew 34.0% YoY to IDR 426 billion (margin of 23.0%). Profit for the period rose 31.6% YoY to IDR 336 billion, with a net margin of 18.2%. Basic EPS rose 30.7% YoY to IDR 12.29 from IDR 9.4.

- **Balance sheet remains solid**, with total assets of IDR 3.50 trillion, total liabilities of IDR 514 billion, and total equity of IDR 2.98 trillion. Liquidity is strong, with a current ratio of 9.5x 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 179 days in 9M2026 from 207 days in 9M2025, driven by faster receivable collection (47 vs. 53 days) and lower inventory days (166 vs. 181 days).

STRATEGIC OUTLOOK

OMED has revised up its FY2026 revenue target to approximately IDR 2.5 trillion (from IDR 2.3 trillion), or about 21% YoY growth. Four initiatives support the outlook:

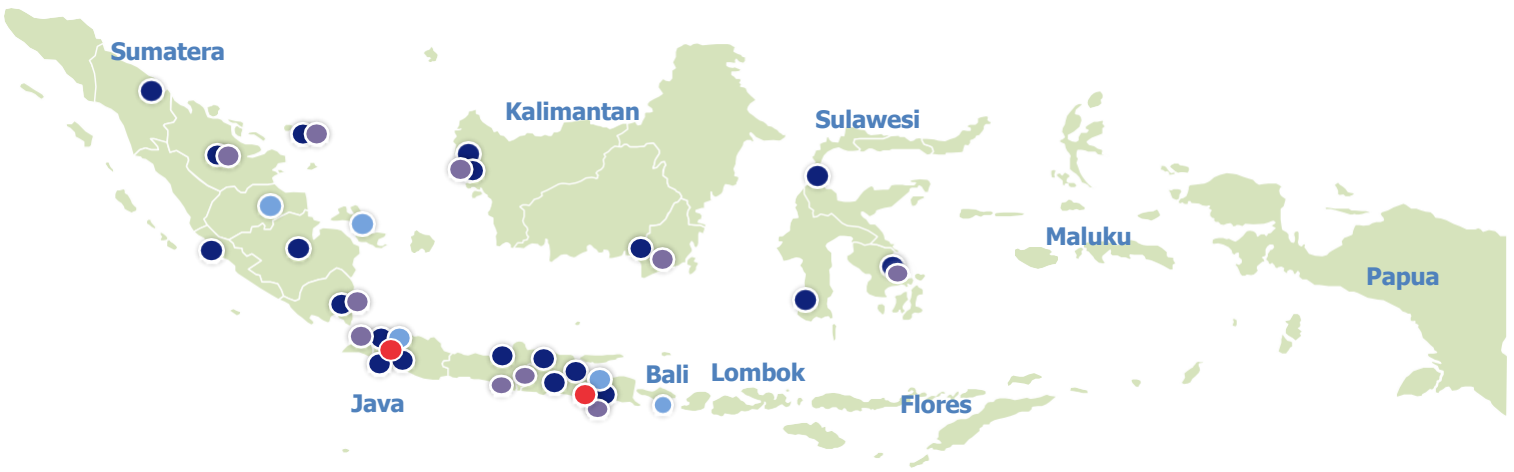
- **IOL Launch (Q4-2026).** OMED is preparing to launch a locally manufactured Intraocular Lens, targeting Indonesia's underserved cataract market, where 80% of the 1.6 million blindness cases are caused by cataracts.

- **Export Growth.** Export sales grew 328% YoY in 9M2026, led by the United States, with first-ever sales to the Philippines, reinforcing OMED's China +1 positioning.

- **Retail Expansion.** Retail sales grew 32.0% YoY to IDR 218 billion as OMED expands its OneMed Medicom retail network across Indonesia.

- **NDC Jakarta.** The new National Distribution Center in Jakarta is now fully operational, strengthening logistics capacity and supporting OMED's growing distribution scale across all customer segments.

Company's Presence Across Country



2 National Distribution Centers

23 Branch offices and warehouses

12 Sales offices

28 Omnichannel Stores

Broad-Based Growth Across All Customer Segments

Revenue by Customer Profile				Contribution	
IDR Bn	**9M25**	**9M26**	**Growth (YoY)**	**9M25**	**9M26**
Private	1,081	1,229	**21%**	69.2%	66.3%
Government	447	600	**34%**	30.4%	32.4%
Export	5.5	23.6	**328%**	0.4%	1.3%
Total	**1,470**	**1,853**	**26%**	**100%**	**100%**

Source: Company

Revenue growth in 9M2026 was broad-based, reaching IDR 1,853 billion (+26.1% YoY) on a 28.6% increase in sales volume. Biotech & Lab (+51.2%), Disposables & Consumables (+33.6%) and Walking Aids & Rehab (+31.7%) were the fastest-growing categories, with Disposables & Consumables contributing 52.1% of total sales. Retail sales rose 32.0% YoY to IDR 218 billion, while export sales grew 328% YoY from a low base, led by the United States and first-ever sales to the Philippines.

Jakarta National Distribution Center is Fully Operational

Figure 1: NDC Jakarta

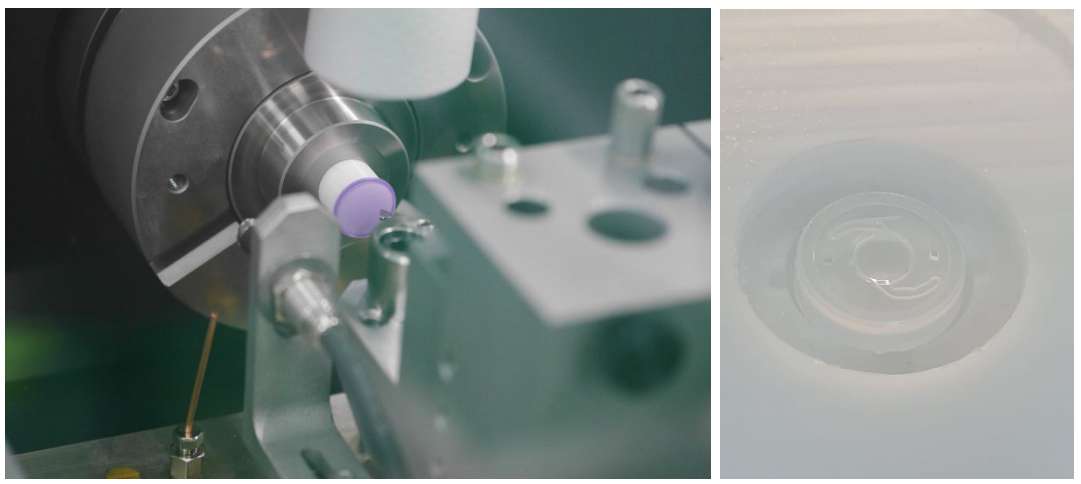


Source: Company

Second National Distribution Center (NDC) is located in Pulo Gadung, Jakarta. With a warehouse size of approximately 5,000 sqm, the Jakarta NDC will complement OMED's existing NDC in Gresik, East Java (±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.

IOL is kicking off in Q4-2026

Figure 2: Lens manufacturing machinery and IOL



Source: Company

Intraocular Lens (IOL) project is kicking off in Q4-2026, with the production machinery now installed. The precision lens-manufacturing equipment has a total capacity of 5,000 pieces per month. By manufacturing IOLs locally, OMED aims to build self-sufficiency in the country's supply of this essential cataract treatment device and reduce Indonesia's reliance on imported products, in line with the government's push for domestic healthcare self-reliance.

Operational Highlights

Unaudited

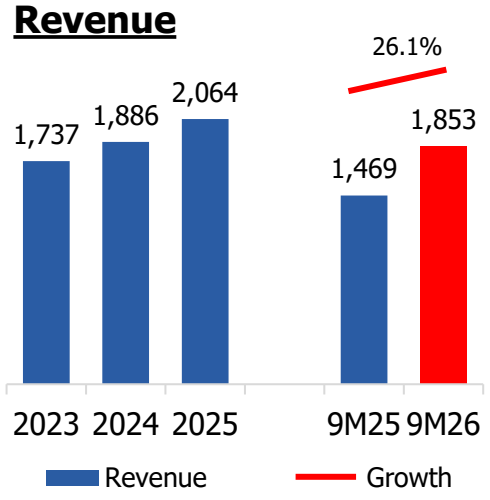
Volume (in thousand units)	9M25	9M26	YoY
Sales Volume			
Disposable & Consumables	1,246,690	1,687,444	*35.4%*
Wound Care	298,400	375,446	*25.8%*
Antiseptic & Dialysis Fluid	343,391	404,130	*17.7%*
Diagnostic & Equipment	3,027	4,831	*59.6%*
Walking Aids & Rehab	1,331	1,628	*22.3%*
Biotech & Lab	130,189	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%)*

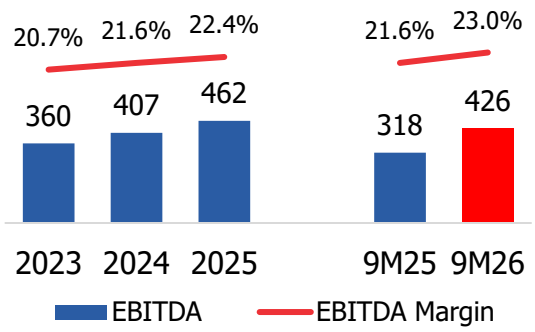
Source: Company. Average selling price reflects a wide product mix and price range within each category, so it is not a like-for-like price indicator.

Financial Highlights (IDR Bn)

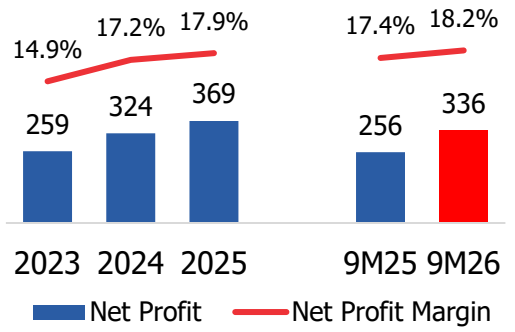
Revenue



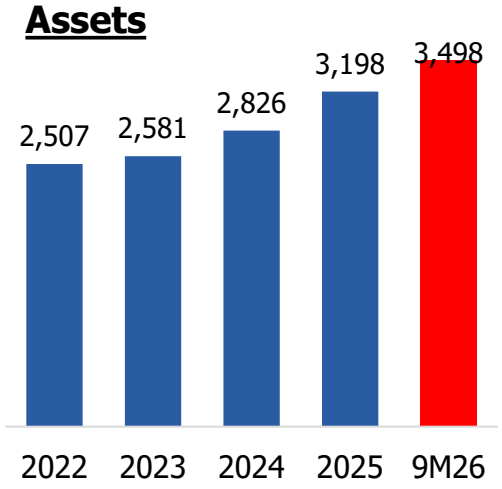
EBITDA



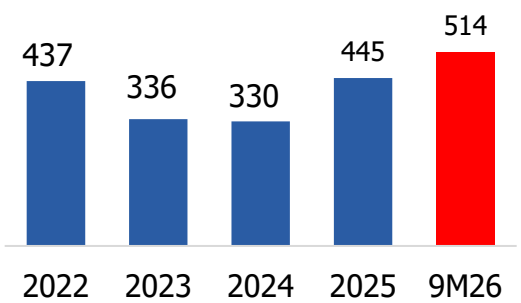
Net Profit



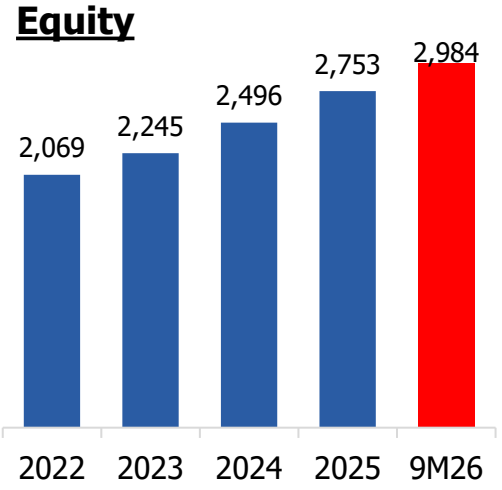
Assets



Liabilities



Equity



Source: Company

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