

# INVESTOR BULLETIN

## OPERATION UPDATE 9M 2025

November 07<sup>th</sup> 2025

### Share Price Data (per 06<sup>th</sup> of November 2025):

<b>Ticker on IDX</b>	<b>OMED</b>
<b>Last Closing Price (IDR):</b>	<b>195</b>
<b>Outstanding Shares:</b>	<b>27,058,850,000</b>
<b>Market Cap (IDR Bn):</b>	<b>5,270</b>

### Shareholder Structure:

<b>PT Intisumber Hasilsempurna (%):</b>	<b>83.30</b>
<b>Yacobus Jemmy Hartanto (%):</b>	<b>0.93</b>
<b>Siane Soetanto (%):</b>	<b>0.90</b>
<b>Treasury Shares (%):</b>	<b>0.12</b>
<b>Public (%):</b>	<b>14.75</b>

### Contact us:

#### Corporate Secretary & Investor Relation

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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

- OMED posted resilient financial and operational performance in 9M25.** Revenue reached IDR 1.47 trillion, an increase of 7.7% from IDR 1.36 trillion in 9M24. EBITDA grew to IDR 318 billion with a 21.6% margin, while net profit increased to IDR 256 billion, reflecting a margin improvement to 17.4%.
- Operationally, OMED recorded an 11.14% YoY growth in total sales volume, reaching 2.02 billion units in 9M25.** The growth was driven by solid performances across key product segments such as Diagnostic & Equipment (+67.11%), Biotech & Lab (+23.39%), Wound Care (+13.78%), and Walking Aids & Rehab (+11.68%). On pricing, the company maintained a stable average selling price across most segments, with notable increases in Hospital Furniture (+22.95%) and Walking Aids & Rehab (+6.58%).
- OMED is well-positioned to capture new export opportunities as U.S. buyers increasingly diversify** away from China under the global China +1 strategy. Leveraging Indonesia's role as a trusted Southeast Asian manufacturing base, OMED continues to strengthen its U.S. market presence through quality, reliability, and expanding export partnerships.

## Company's Presence Across Country



**1 National Distribution Center**

**23 Branch offices and warehouses**

**11 Sales offices**

**28 Omnichannel Stores**

## OMED Maintains Solid YoY Growth Supported by Strong Private Performance and Export Expansion

Revenue by Customer Profile				Contribution	
IDR Bn	9M25	9M24	YoY	9M25	9M24
Private	1,018	864	<b>18%</b>	69.2%	63.3%
Government	447	498	<b>(10%)</b>	30.4%	36.5%
Export	5.5	2.5	<b>117%</b>	0.4%	0.2%

Source: Company's Internal Data, October 2025.

In 9M25, OMED recorded overall **year-on-year (YoY) revenue growth**, supported by strong performance in the **private segment**, which grew **18% YoY**.

The **government segment** started to pick up in 2H, yet declined **10% YoY** due to budget cuts in 2025, while the **export segment** rose sharply by **117% YoY**, reflecting strong momentum in international sales.

Overall, OMED's performance shows continued growth in private and export segments, partially offsetting the decline in government sales.

## Leveraging the C+1 (China +1) to Expand Global Reach



The global China +1 strategy presents a key opportunity for OMED to expand its export reach. As U.S. companies reduce dependence on China to mitigate geopolitical and supply chain risks, Southeast Asia including Indonesia has emerged as a strategic alternative manufacturing hub. OMED has successfully leveraged this momentum by delivering high-quality products and reliable distribution that meet global standards.

Since beginning export discussions with the U.S. in 2021 and completing its first shipment in April 2022, OMED has strengthened its position as a trusted Southeast Asian partner. Positive feedback from U.S. customers on quality and reliability has led to new projects under validation and additional partnerships with U.S. based companies to further expand export opportunities.

## Operational Highlights

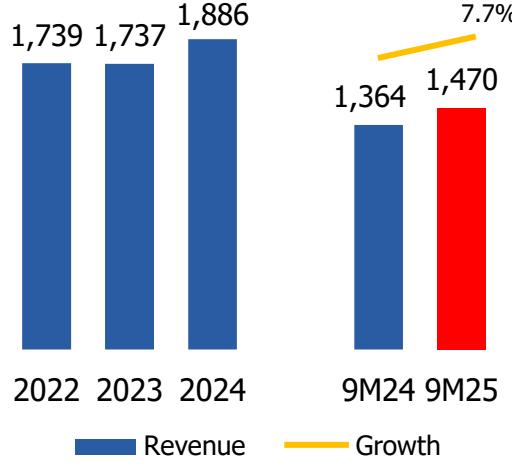
Unaudited

Production (in thousand units)	9M 2024	9M 2025	YoY	Price (in IDR)	9M 2024	9M 2025	YoY
<strong>Sales Volume</strong>							
Disposable & Consumables	1,128,113	1,246,690	10.5%	Disposable & Consumables	601	580	(3.5%)
Wound Care	262,252	298,400	13.8%	Wound Care	803	801	(0.2%)
Antiseptic & Dialysis Fluid	321,358	343,391	6.9%	Antiseptic & Dialysis Fluid	472	475	0.7%
Diagnostic & Equipment	1,811	3,027	67.1%	Diagnostic & Equipment	94,302	54,842	(41.8%)
Walking Aids & Rehab	1,192	1,331	11.7%	Walking Aids & Rehab	50,896	54,244	6.6%
Biotech & Lab	105,509	130,189	23.4%	Biotech & Lab	608	583	(4.1%)
Hospital Furniture	53	45	(15.1%)	Hospital Furniture	533,070	655,388	22.9%
<strong>Total</strong>	<strong>1,820,289</strong>	<strong>2,023,073</strong>	<strong>11.1%</strong>				

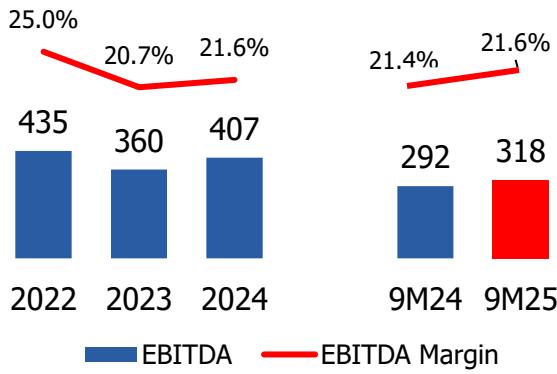
Source: Company's Internal Data, October 2025.

## Financial Highlights

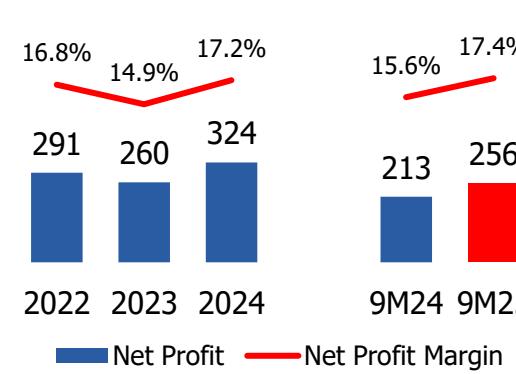
### Revenue (In Billion IDR)



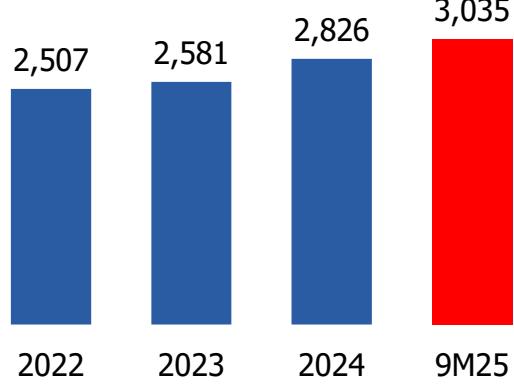
### EBITDA (In Billion IDR)



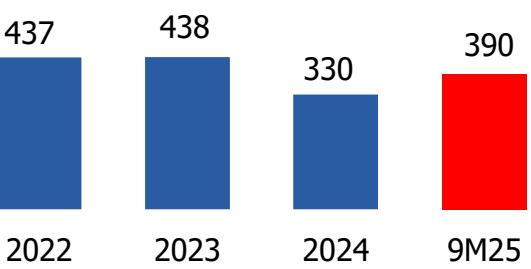
### Net Profit (In Billion IDR)



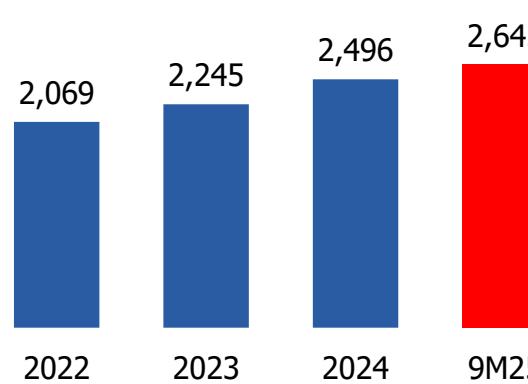
### Assets (In Billion IDR)



### Liabilities (In Billion IDR)



### Equity (In Billion IDR)



Source: Company's Financial Statement, October 2025.