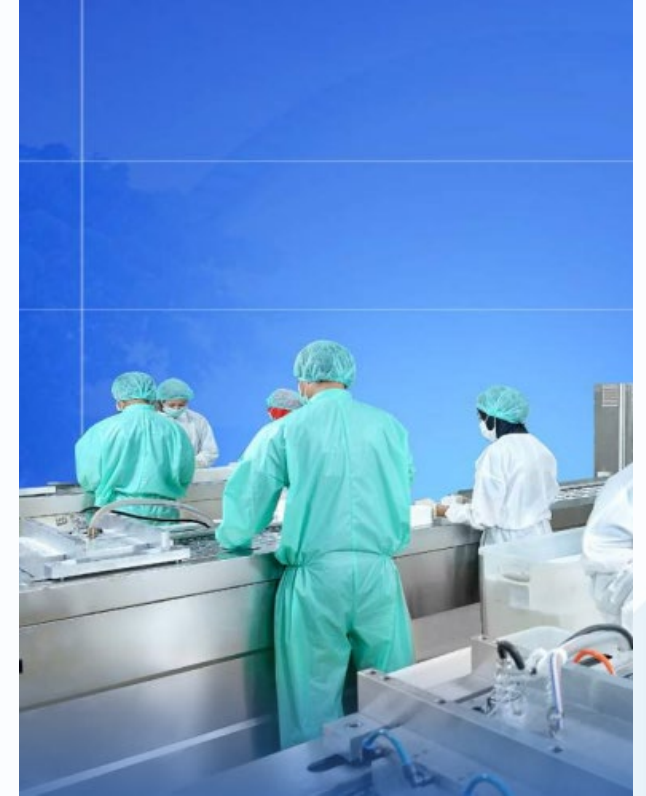




1H2026

Company Update

PT Jayamas Medica Industri Tbk

Ticker: OMED.IJ

Juli 2026



Table of Contents

1	Executive Summary About the company
2	Company Profile History, structure & leadership
3	Business Overview Services, network & operations
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5	Growth Strategy Expansion roadmap & initiatives
6	Financial & Operational Financial performance & operational metrics
7	Company Activities Company activities & major achievements





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.

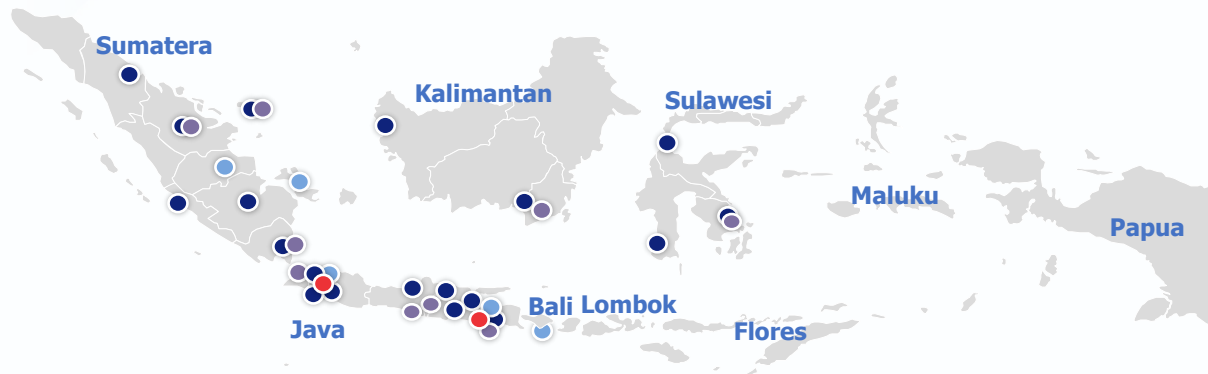
Product Category:



Supported with various number of brands:



Serving customers across Indonesia:



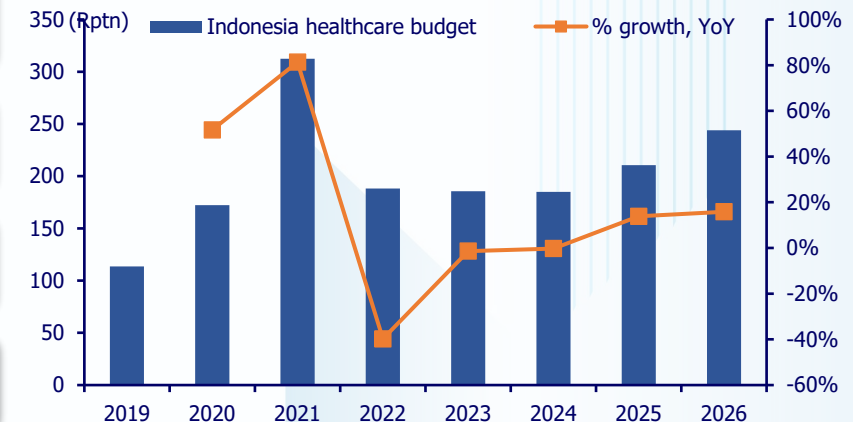
2 National Distribution Centers

23 Branch offices and warehouses

12 Sales offices

28 Omnichannel Stores

Backed with increasing awareness on healthcare:





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 Hartanto serves as the Operation Director since 2018. He started working in OMED as the Purchasing Manager from 2013 to 2017.



Louis Hartanto
Direktur Marketing

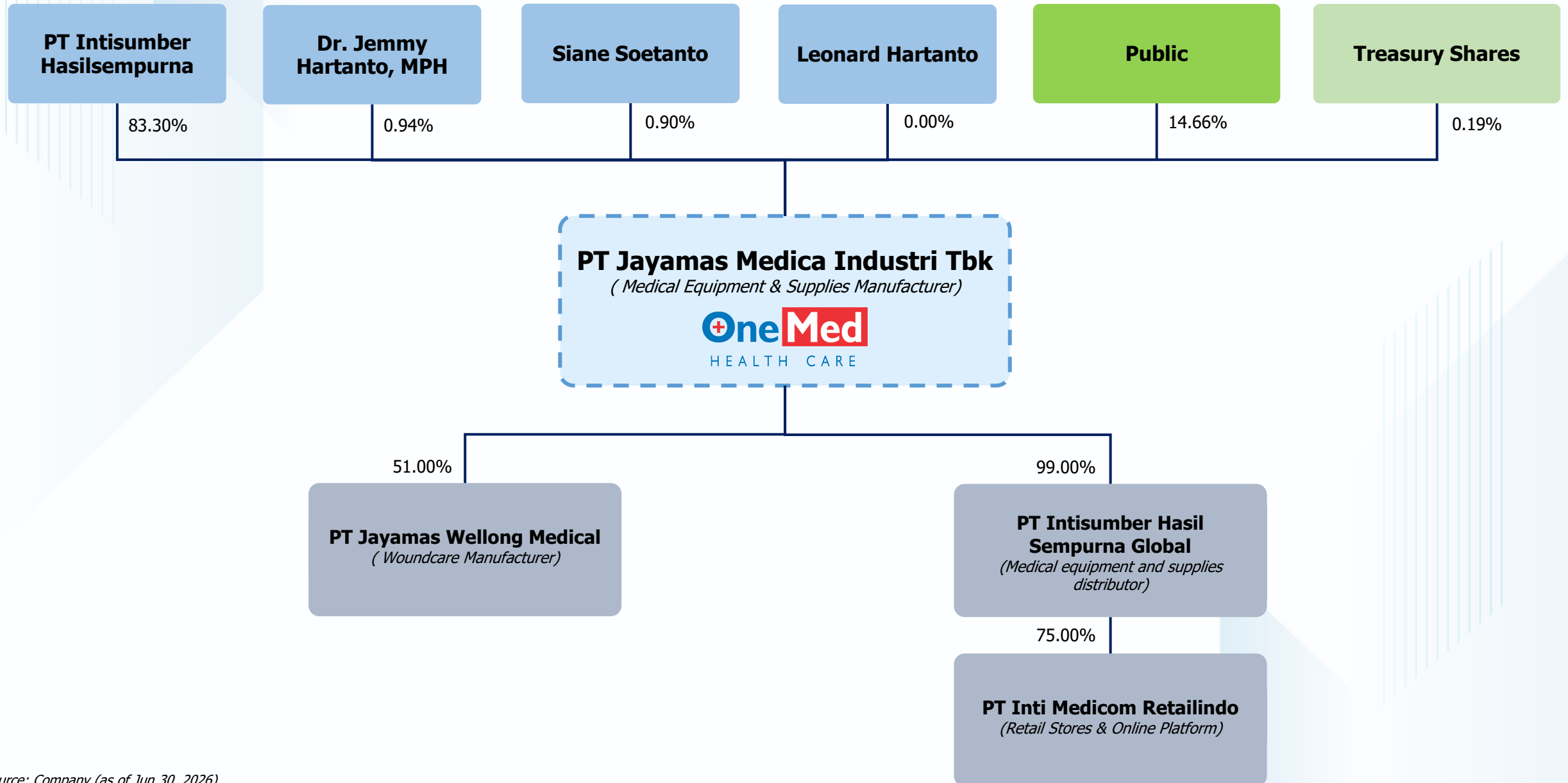
Louis Hartanto was appointed as the Marketing Director in 2021. He initially started his career as the Director of PT Intisumber Hasil Sempurna since 2013.



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



Key Milestones

1992

2000

2002

2016

2022

2023

2024 - Present

VENTURED

Distribution
Business



ESTABLISHED

the Brand in 2000

GROUND BREAKING



KRIAN

Total Area
21,000 sqm



MOJOAGUNG

Total Area
23,707 sqm

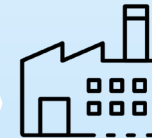


IDX
Indonesia Stock Exchange

IPO

IDR 828 Billion

GROUND BREAKING



BATANG

Total Area
35,560 m²

EXPANDING

Mojoagung
Total Area
67,846 m²

JOINT VENTURES

with Foreign Entities

EXPANDING

Export to USA
and other
countries

COMMENCEMENT
of Jakarta NDC

LAUNCHING
New product
Intraocular Lens (IOL)

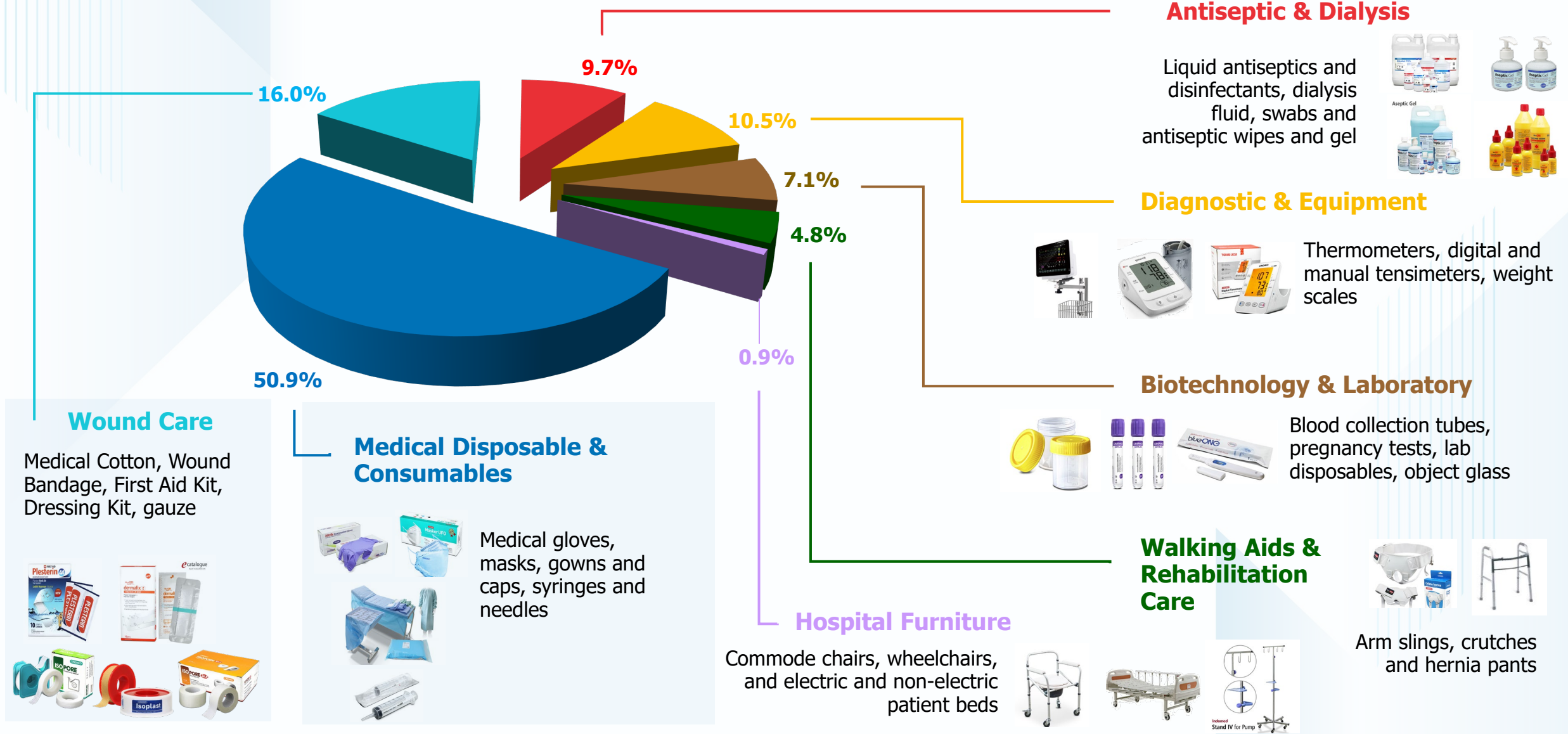


BUSINESS OVERVIEW

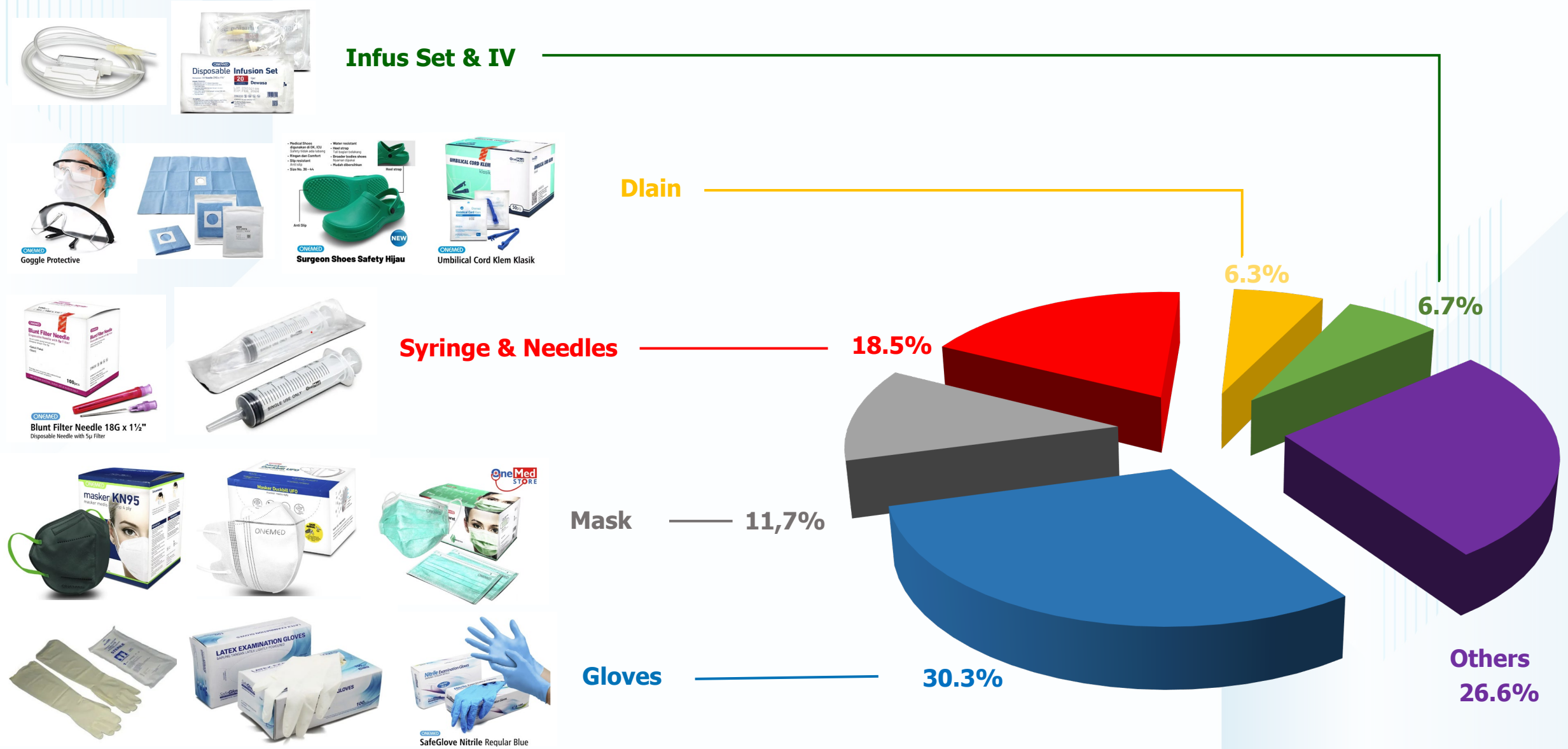


Product Portfolio

Sales by Products – 6M26



Top 5 Sales on Medical Disposable & Consumables – 6M26



Production Facility

KRIAN



MOJOAGUNG



BATANG



NGRIMBI



	Krian	Mojoagung	Batang	Ngrimbi
Year of Commencing	2002	2016	2024	
Manufacturing Facilities	21,000 m ²	67,846 m ²	35,650 m ²	
Location	East Java	East Java	Central Java	
ISO	 ISO 13485ISO 9001	 ISO 13485ISO 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

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

Customer Profile

Serving 2000+ private and government hospitals

PRIVATE

66.4%

GOVERNMENT

32.7%

EXPORT

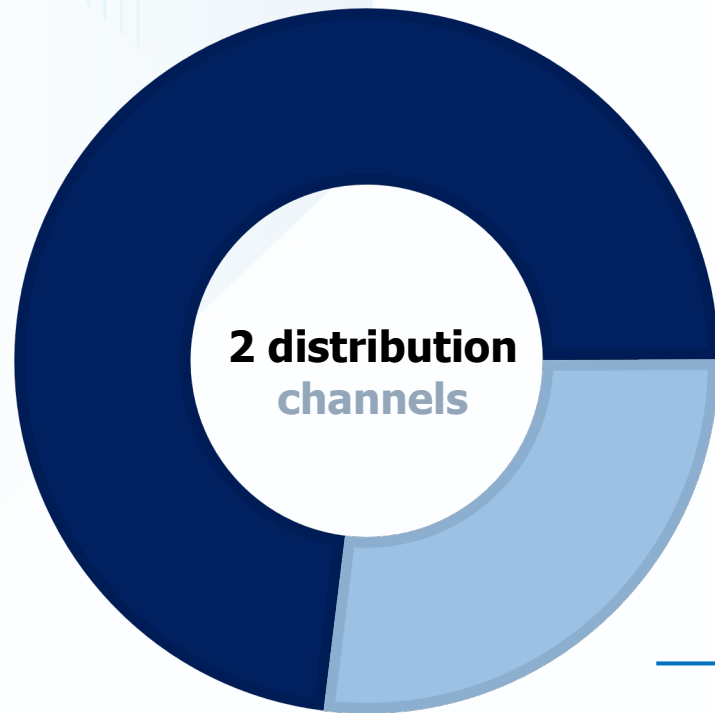
0.9%



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

Customer Segmentation

Sales by Distribution Channel – 6M26



72%

Direct Sales

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

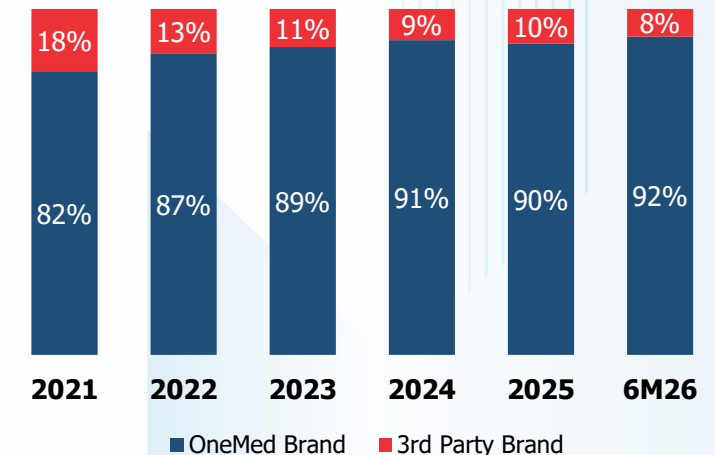
28%

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

OneMed Own Brands



■ OneMed Brand ■ 3rd Party Brand



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

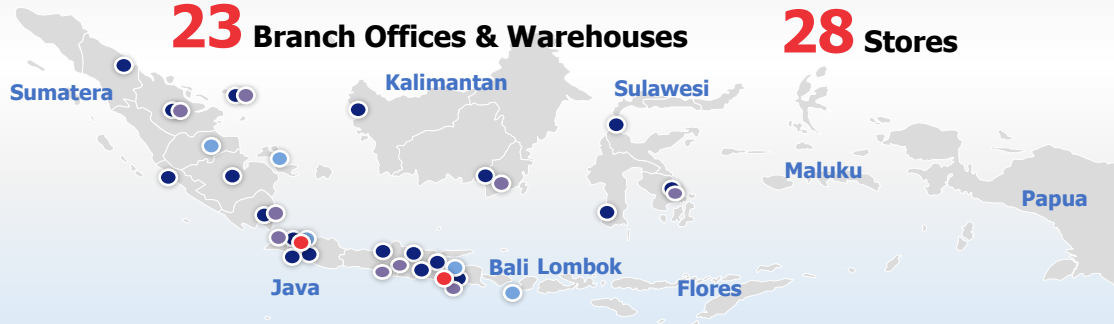


Government Entities



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



GROWTH STRATEGY



NEW PRODUCT

IOL



EXPORT

The Philippines

Large, Underpenetrated, and Fast-Growing



110 million+ population
7,640+ islands

NEW RETAIL STORES



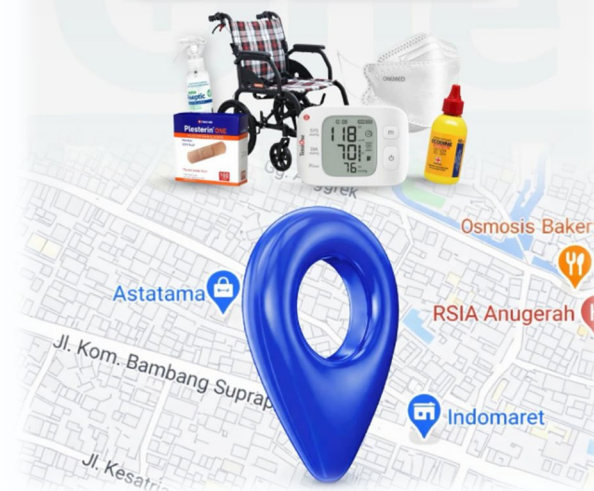
medicom

NEW LOCATION

OneMed Medicom Purwokerto

Jl. Kom. Bambang Suprpto 21-23 Purwokerto

+62 811-3010-3451 | medicom.pwt@onemed.co.id



JAKARTA NDC



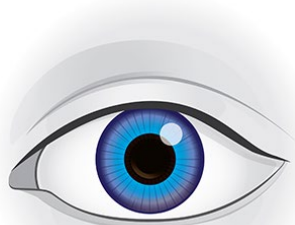
2026 organic growth catalysts rely on 4 main strategies:
Product development, exports, retail store expansion, and strengthening distribution.

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

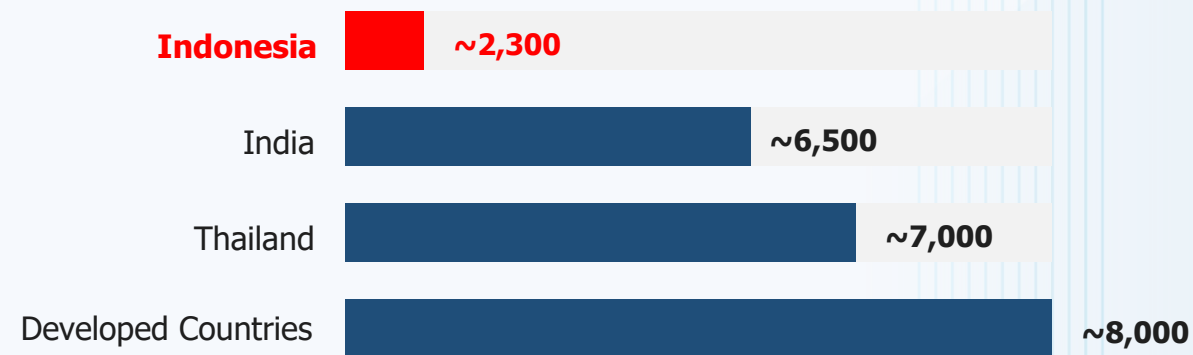
50%

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.

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.

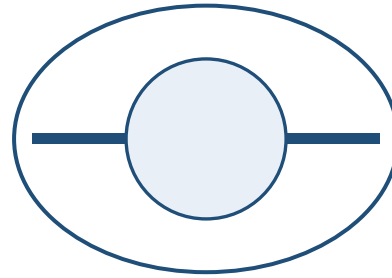
As cataract prevalence continues to rise alongside Indonesia's aging population and improving healthcare access, demand for affordable and accessible IOL solutions is expected to increase structurally over the long term.

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 Incision

Micro-incision in cornea

2 Removal

Phacoemulsification of clouded lens

3 Insertion

IOL injected, folded into eye

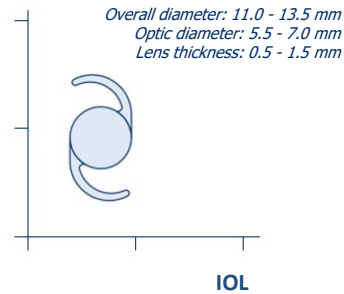
4 Recovery

Lens unfolds & self-positions

03 — SIZE COMPARISON

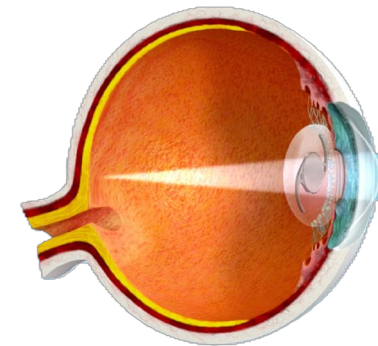


VS



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

04 — PATIENT OUTCOME



Before

After

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.

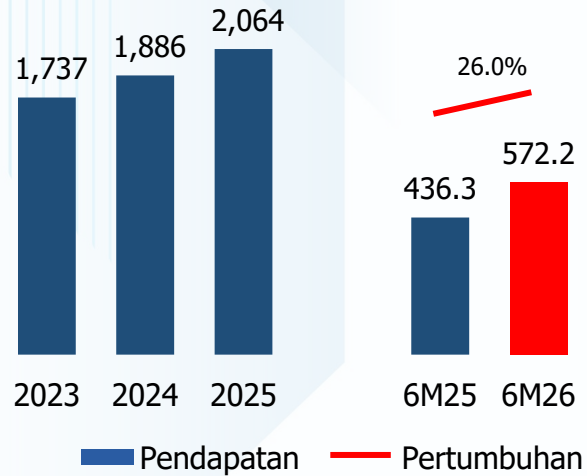


FINANCIAL AND OPERATIONS

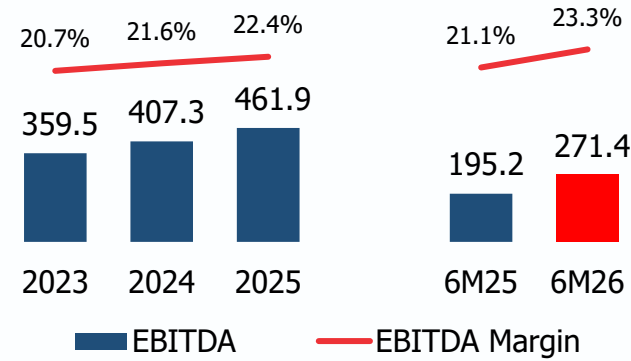


Financial Overview (IDR Bn)

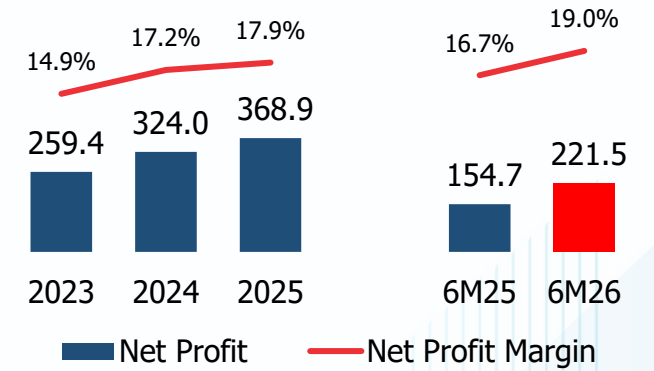
Revenue



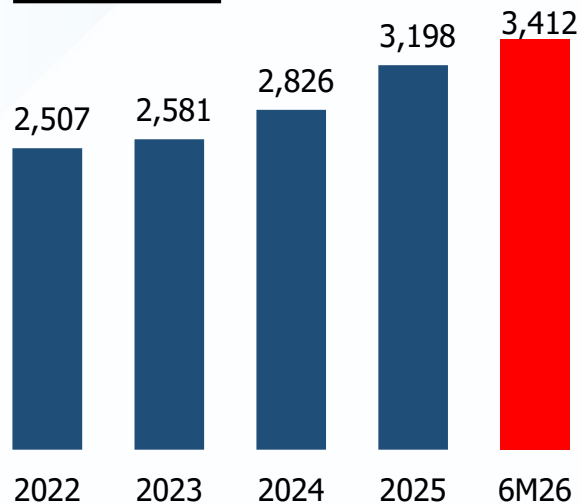
EBITDA



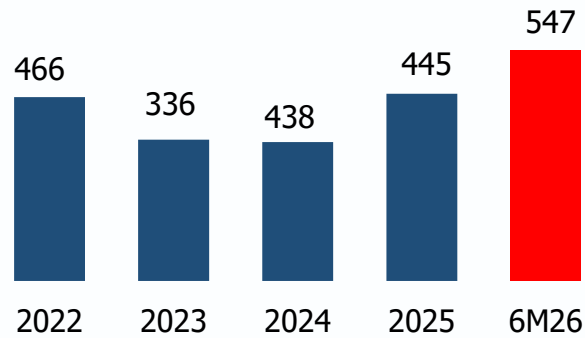
Net Profit



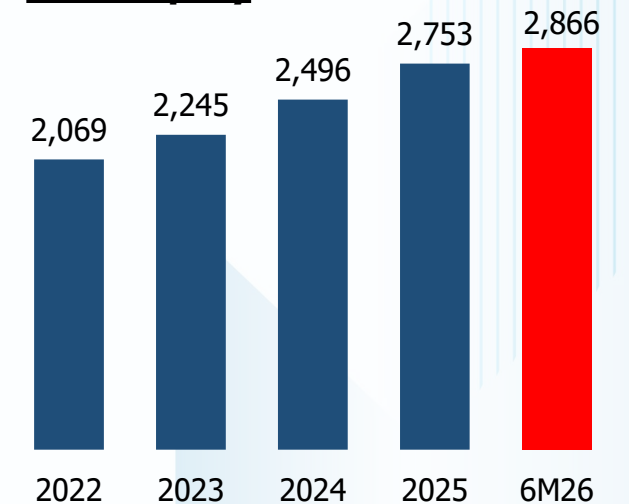
Total Asset



Total Liabilities



Total Equity



Operational Highlight

Volume (in thousand units)	1H25	1H26	YoY
Sales Volume			
Disposable & Consumables	805,795	1,156,363	43.5%
Wound Care	188,676	235,912	25.0%
Antiseptic & Dialysis Fluid	216,343	244,967	13.2%
Diagnostic & Equipment	2,236	4,243	89.8%
Walking Aids & Rehab	843	989	17.3%
Biotech & Lab	80,012	80,638	0.8%
Hospital Furniture	29	30	1.4%
Total	1,293,934	1,723,142	33.2%

Price (in IDR)	1H25	1H26	YoY
Average Selling Price			
Disposable & Consumables	567	515	-9.2%
Wound Care	803	794	-1.2%
Antiseptic & Dialysis Fluid	473	463	-2.0%
Diagnostic & Equipment	47,274	28,873	-38.9%
Walking Aids & Rehab	54,614	56,371	3.2%
Biotech & Lab	532	1,023	92.1%
Hospital Furniture	715,183	343,843	-51.9%

Sales (in thousand IDR)	1H25	1H26	YoY
Sales Value			
Disposable & Consumables	456,589,250	595,042,373	30.3%
Wound Care	151,599,138	187,234,742	23.5%
Antiseptic & Dialysis Fluid	102,277,088	113,510,541	11.0%
Diagnostic & Equipment	105,688,258	122,515,356	15.9%
Walking Aids & Rehab	46,037,442	55,738,792	21.1%
Biotech & Lab	42,601,797	82,489,229	93.6%
Hospital Furniture	21,053,160	10,262,444	-51.3%
Total	925,846,133	1,166,793,477	26.0%

Financial Metrics

Key Ratios	2022	2023	2024	2025	6M25	6M26
Profitability Ratios						
Revenue Growth (YoY)	-21.9%	-0.1%	8.6%	9.4%	5.3%	26.0%
Gross Profit Margin	35.1%	31.8%	33.1%	34.8%	33.8%	35.9%
EBITDA Margin	25.0%	23.1%	21.6%	22.4%	21.1%	23.3%
Net Profit Margin	16.8%	14.9%	17.2%	17.8%	16.7%	19.0%
Return on Asset	11.6%	10.0%	11.5%	11.5%	5.4%	6.5%
Return on Equity	14.0%	11.5%	13.0%	13.4%	6.0%	7.7%
Liquidity and Solvency Ratios						
Current Ratio	9.6	15.2	7.7	10.4	8.6	8.3
Int. Bearing Debt to Equity Ratio	0.1	0.08	0.06	0.01	0.02	0.01
Debt to Equity Ratio	0.21	0.15	0.13	0.16	0.11	0.19
Efficiency Ratios						
Receivable Days	39	43	51	48	54	47
Inventory Days	161	186	174	202	180	171
Payable Days	58	29	24	31	28	27
Cash Conversion Cycle	141	200	201	220	206	191



CORPORATE ACTIVITIES



CORPORATE ACTIVITIES



Surabaya Hospital Expo 2026:
OMED dukung Transformasi
Rumah Sakit Hadapi Tantangan
Regulasi dan Teknologi.

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



Rapat Umum Pemegang Saham Tahunan 2026 :

OMED Melangkah
Lebih Strategis Menuju
Pertumbuhan Berkelanjutan

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



Workshop Flebotomi 2026 :
PT Intisumber Hasil Sempurna Global
berkolaborasi dengan DPC Patelki
Kota Surabaya, gelar Workshop
Flebotomi.

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

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tokopedia.com/onemed



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