

PT Jayamas Medica Industri Tbk (OMED IJ)

Company Update 3M 2025

May 2025

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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 **6,000 Active SKUs**, supported by a **wide-reaching distribution network, which spans across 514 cities and 34 provinces** in Indonesia.

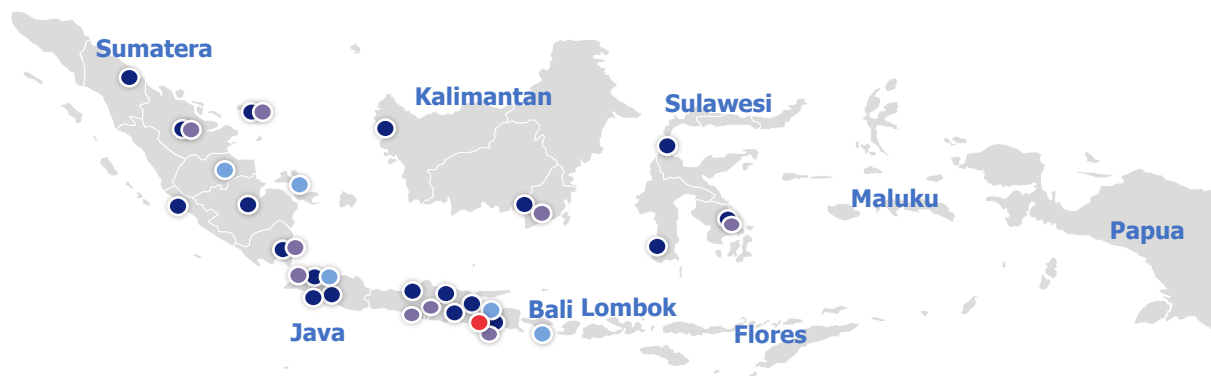
We provide the best quality products:



Supported with abundant number of brands:

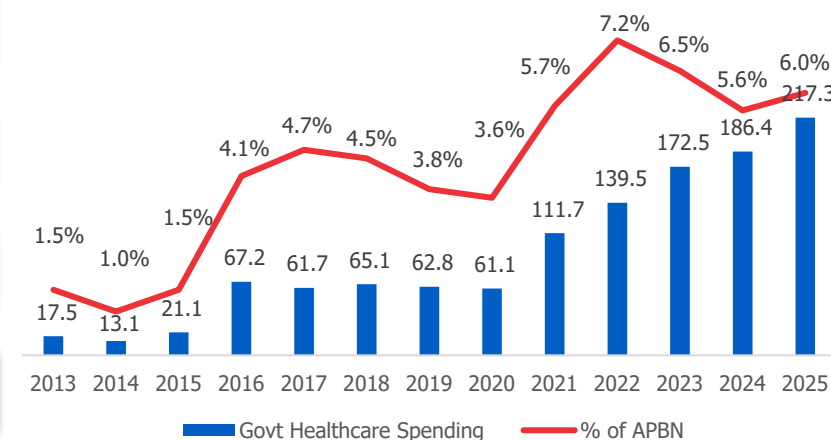


We serve all customers across Indonesia:



- 1 National Distribution Center
- 23 Branch offices and warehouses
- 12 Sales offices
- 28 Omnichannel Stores

Backed with increasing awareness on healthcare:



COMPANY OVERVIEW



Management Profile

Board of Commissioners



Dr. Yacobus Jemmy Hartanto, MPH
President Commissioner
Years of Experience: **44**



**Universitas
Udayana**



**Mahidol
University**



ASPAKI
ASOSIASI PRODUSEN ALAT KESEHATAN INDONESIA



GAKESLAB INDONESIA
Pengembangan Organisasi & Penelitian Alat Kesehatan Dan Laboratorium

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
Years of Experience: **38**



**UNIVERSITY
OF WOLLONGONG
AUSTRALIA**

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
Years of Experience: **41**



RICE UNIVERSITY

David A. Worth was appointed as the Independent Commissioner of OMED in 2024. He is also currently serving as Nominee Director at Phinma Education Manila as well as a non-executive board member at Sentosa Capital Singapore.

Board of Directors



Dra. Herlien Sri Ariani
President Director
Years of Experience: **36**



Airlangga University

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
Operation Director
Years of Experience: **14**



Leonard Hartanto serves as the Operation Director since 2018 and is the eldest son of Dr. Jemmy Hartanto. He started working in OMED as the Purchasing Manager from 2013 to 2017.



Louis Hartanto
Marketing Director
Years of Experience: **12**



Louis Hartanto was appointed as the Marketing Director in 2021 and is the youngest son of Dr. Jemmy Hartanto. He initially started his career as the Director of PT Intisumber Hasil Sempurna since 2013.



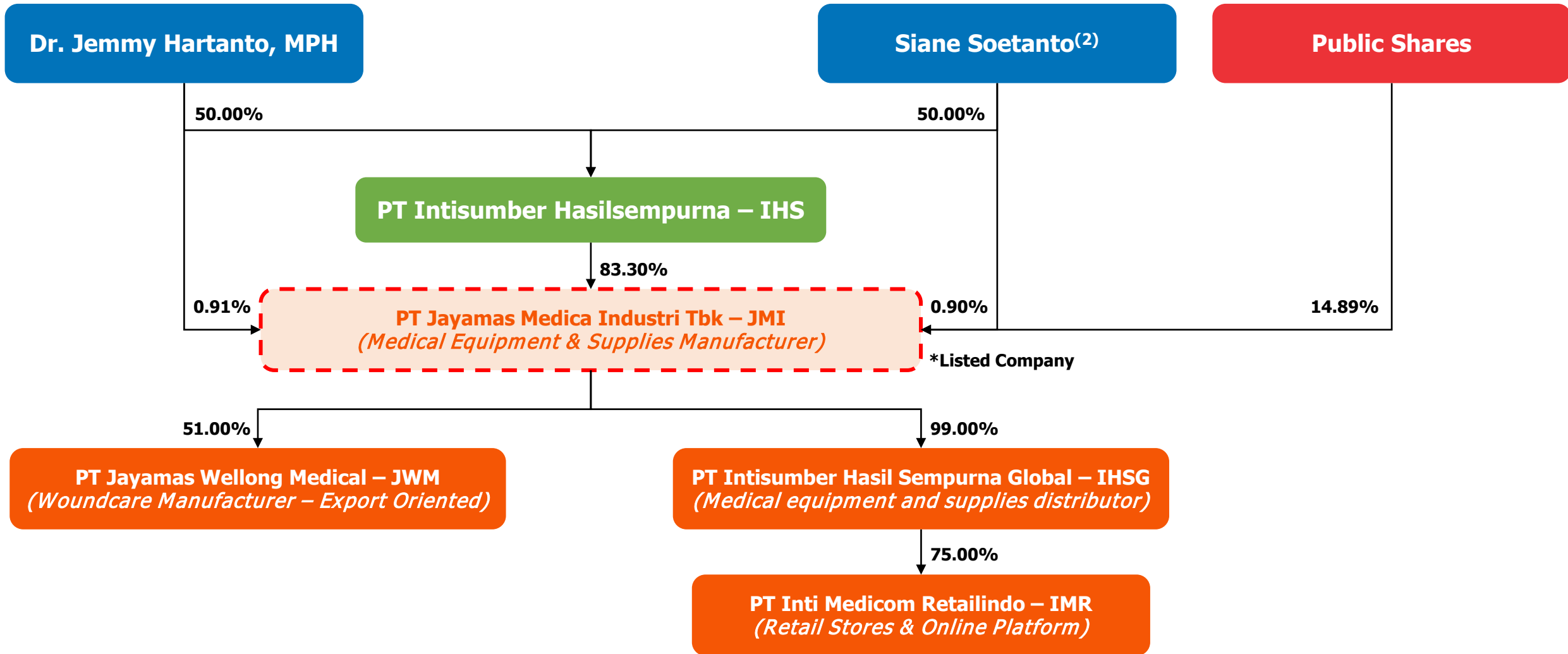
Eka Suwignyoo
Finance Director
Years of Experience: **24**



**Petra Christian
University**

Eka Suwignyoo was first appointed as the Finance Director in 2022. Prior to joining, he has worked in several companies and held strategic position such as Finance Analyst in PT HM Sampoerna.

Shareholders Structure



Source: Company information.

(1) As of March 31, 2025

(2) Siane Soetanto is the spouse of Dr. Yacobus Jemmy Hartanto M.P.H. and the mother of Leonard Hariadi Hartanto and Louis Krisnadi Hartanto

(3) JWM – Forming a joint venture with Wellong International Ltd

Key Milestones

Our Key Accomplishment Since 1992



VENTURED

Distribution
Business



ESTABLISHED

the Brand in 2000



KRIAN

- 2,200 SQM
- 50 Employees

EXPANDED KRIAN

- 8,000 SQM
- 500 Employees



MOJOAGUNG

- 23,707 SQM



IDX

Indonesia Stock Exchange

member of  WORLD FEDERATION
OF EXCHANGES

RAISED

IDR 828 Billion

GROUNDBREAKING

New Facility
Batang, Central Java

EXPANDING

Mojoagung Facilities

FORMING

Joint Ventures with
Foreign Entities

EXPORT

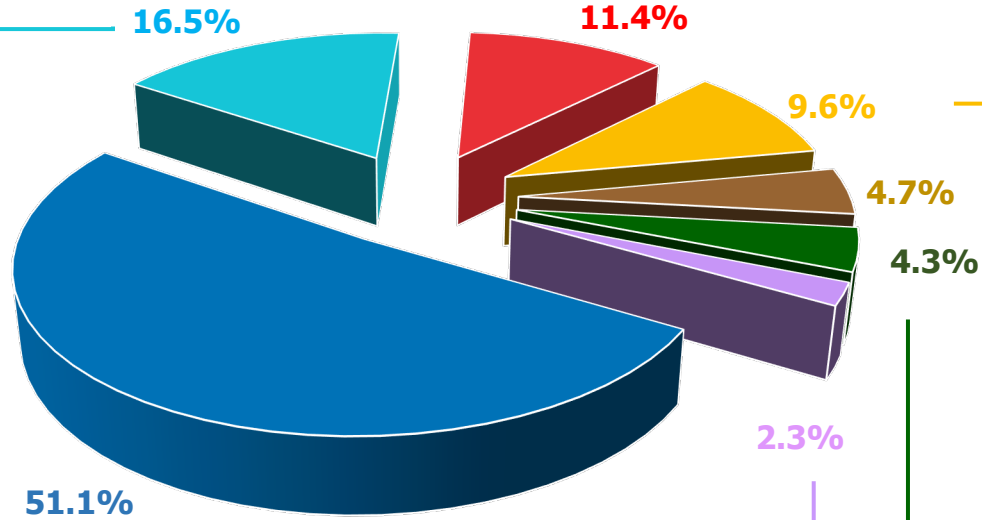
to the U.S. and other
countries

BUSINESS OVERVIEW



Product Portfolio

Sales by Products – 1Q 2025



Wound Care

Includes Medical Cotton, Wound Bandage, First Aid Kit, Dressing Kit, and others



OMED's NEW CATEGORY

Medical Disposable & Consumables

Includes medical gloves, masks, gowns and caps, syringes and needles, gauze and others



OMED's Main Products

Antiseptic & Dialysis

Includes liquid antiseptics and disinfectants, dialysis fluid, swabs and antiseptic wipes and gel



Diagnostic & Equipment

Includes thermometers, digital and manual tensimeters, weight scales and others



Biotechnology & Laboratory

Includes blood collection tubes, pregnancy tests, lab disposables, object glass and others



Walking Aids & Rehabilitation Care

Includes arm slings, crutches and hernia pants



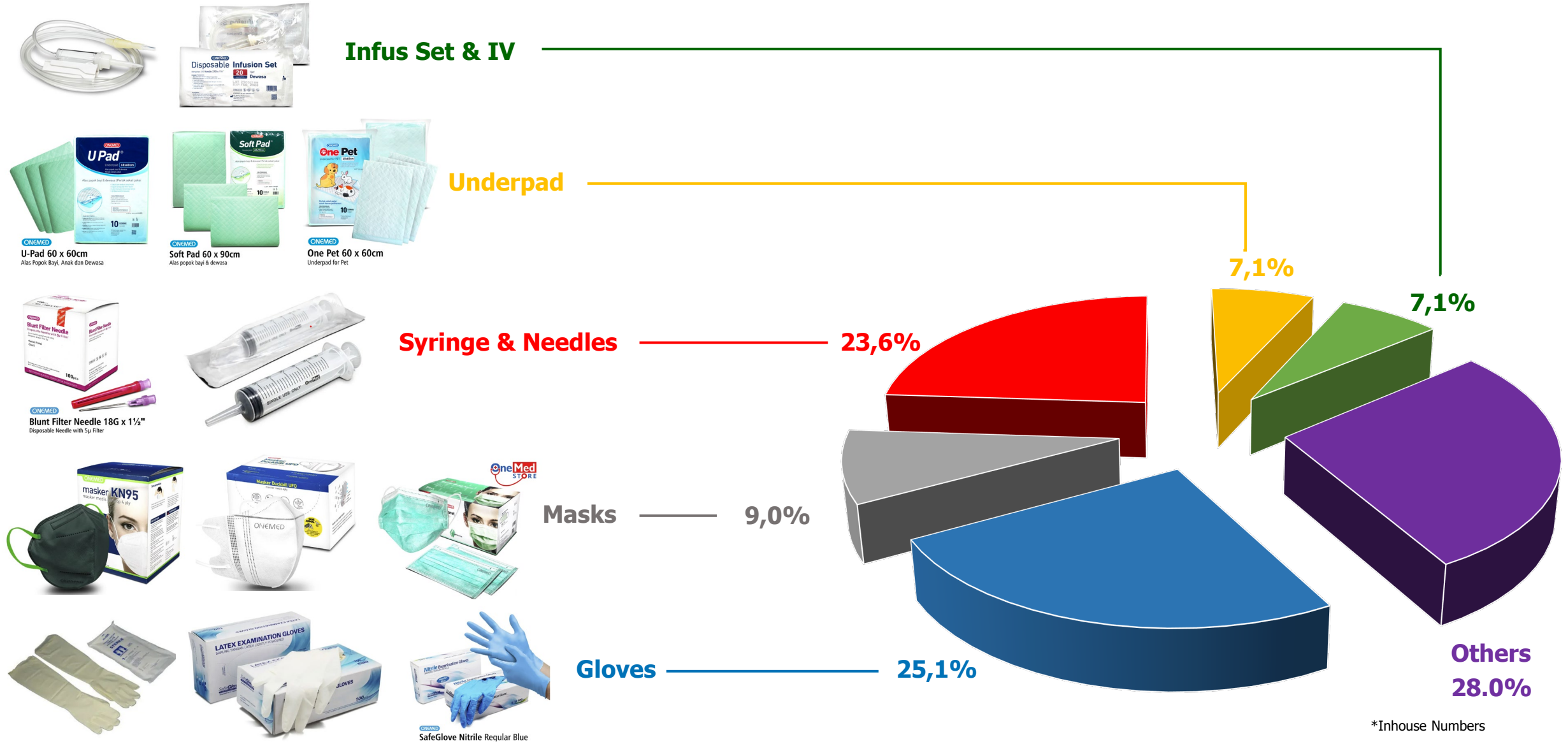
Hospital Furniture

Includes commode chairs, wheelchairs, and electric and non-electric patient beds



Product Portfolio

Sales by Products – 1Q 2025 (Top 5 in Medical Disposable & Consumables)



*Inhouse Numbers

Production Facility

KRIAN FACILITY



MOJOAGUNG FACILITY



BATANG FACILITY



	Krian	Mojoagung	Batang
Year of Commencing	2002	2016	2024
Manufacturing Facilities	21,000 Sqm	67,846 Sqm	35,650 Sqm
Location	East Java		Central Java
ISO	 	 	-
Production Focus	Syringes, Needles, Patient Monitor	Mask, Infus Set, IV, Underpad, Dialysis Fluid, Antiseptic & Disinfectant, Foley Catheter, Pregnancy Test, Wound Care, BCTs	Gauze
Yearly Capacity	▪ Syringes: 700 million units*	▪ Antiseptic Liquid: 1 billion liter ▪ Wound Care: 270 million units	▪ Gauze: 2 million sqm

**Post Expansion Capacity*

Prominent Customer Profile

Our Major Global Customer & Revenue Contribution Each Segment

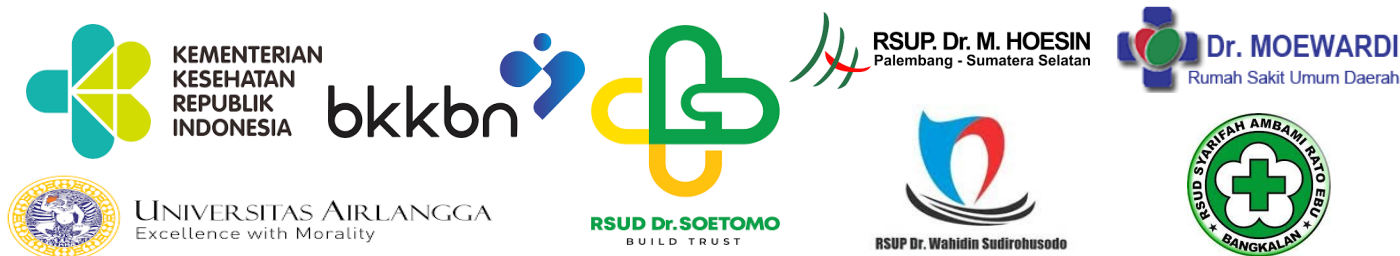
1Q 2025

PRIVATE



70.5%

GOVERNMENT



29.0%



EXPORT



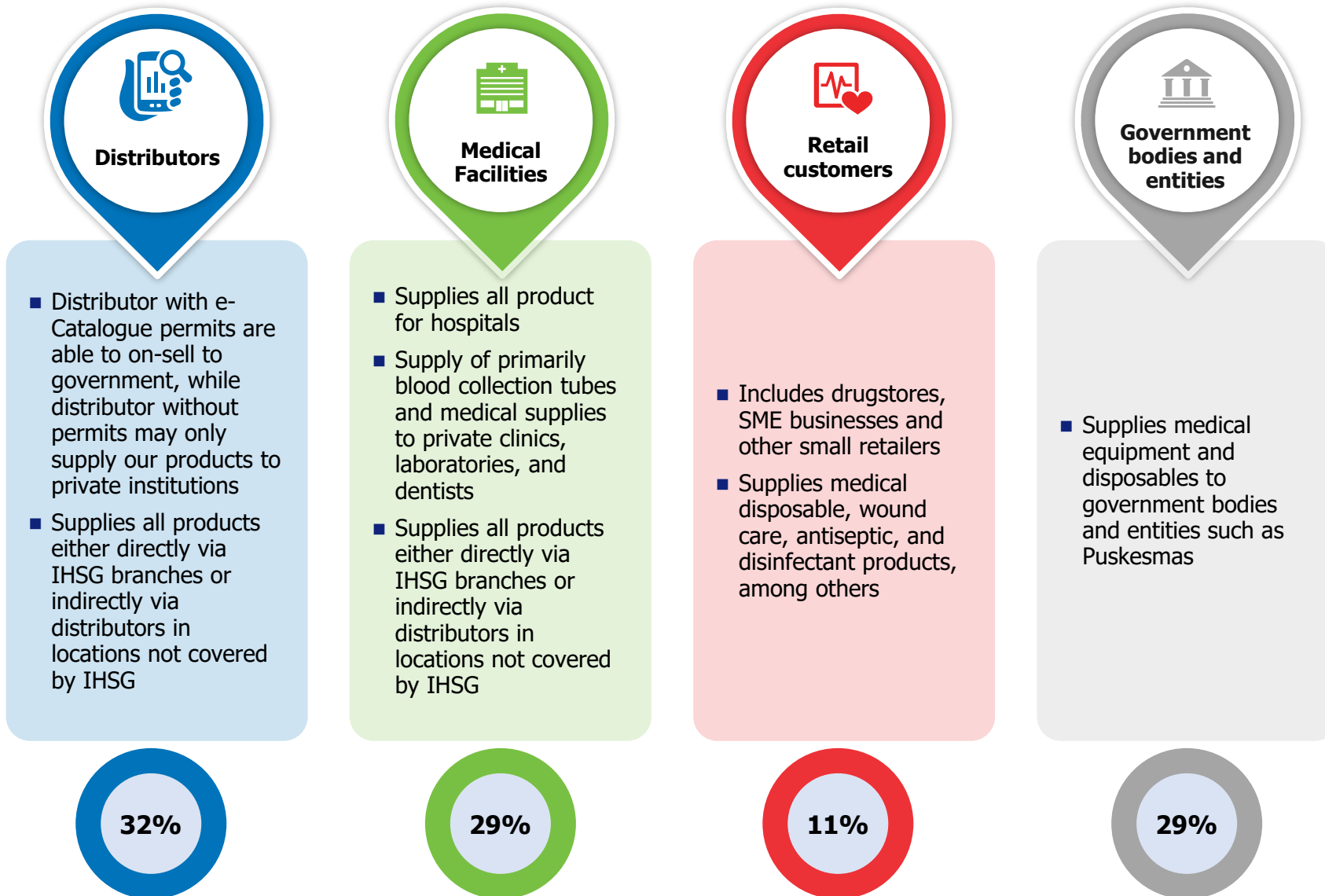
0.4%

OMED distributes its products globally, with no individual customer accounting for more than 5% of its revenue.

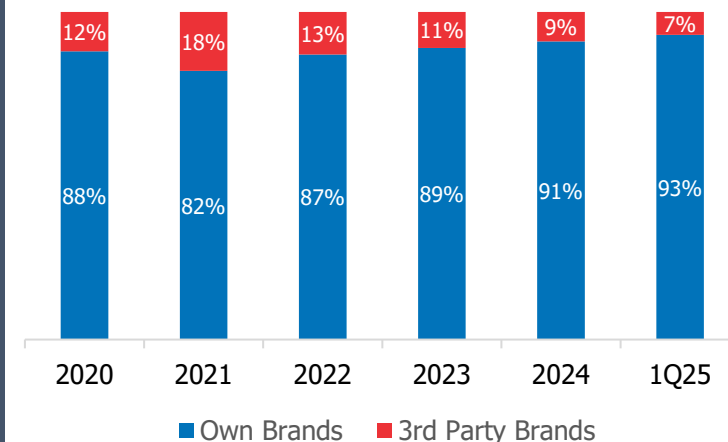
**Inhouse Numbers*

Revenue Channels

Sales by Channel*



Sales by Brands



KEY INVESTMENT HIGHLIGHT



Competitive Advantages

ONE STOP SHOPPING

7 Product Categories

Approximately **6,000** Active SKUs



DIVERSE SALES CHANNELS



Distributors



**Retail
Customers**



**Medical
Facilities**



**Government
Entities**

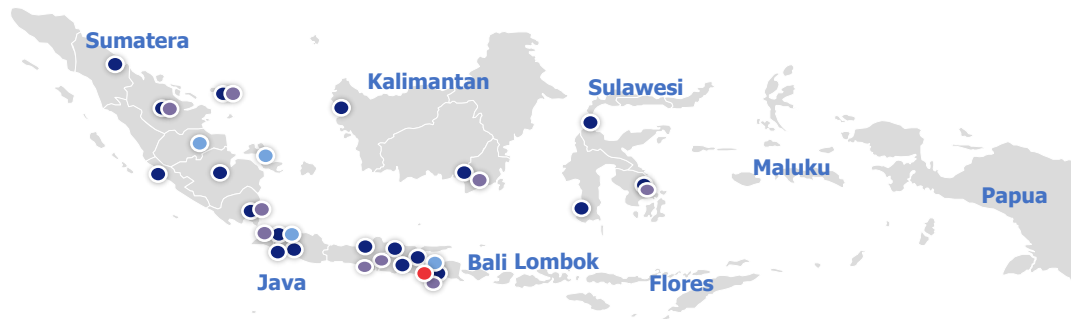
EXTENSIVE DISTRIBUTION

1 National Distribution Center

12 Sales Offices

23 Branch Offices & Warehouses

28 Stores



MANUFACTURING DIVISION

>40% Locally Manufactured Products (TKDN)

KRIAN



- Focus in Syringes Production

MOJOAGUNG



- Requires in Heavy Workers Production

BATANG



- Focused in Fabrication Material (Gauze)

Market Shares

Product category	Selected products ⁽¹⁾	Market size (IDR trillion)				Estimated market share of OneMed ⁽²⁾	Estimated ranking of OneMed ⁽²⁾	Key commentary
		2019	2020	2021E	CAGR (2021E – 2026F)			
Consumable and disposables	Piston syringe ⁽³⁾	0.84	1.01	1.31	18%	~12%	Top 3	 Universal Syringe for various applications, including vaccinations and animal care
	Disposable face mask	0.24	5.46	4.04	-3%	~9%	Top 3	 Growing health awareness has led to masks becoming a key consumable for households
	Medical glove	1.80	3.15	5.64	12%	~7%	Top 3	 Increasingly stringent regulations on the use of gloves for healthcare practitioners
	Antiseptic and disinfectant	0.26	1.41	1.48	3%	~16%	Top 3	 Heightened health awareness of frequently sanitizing hands amidst pandemic
	Pregnancy test	0.10	0.11	0.13	9%	~28%	Market Leader	 Growing population and overall growing demand for home testing products
	Infusion set	0.20	0.24	0.28	12%	~12%	Top 3	 Resumption of expansion plans for healthcare facilities in a post-pandemic world
	Gauze & wound dressing	1.33	1.44	1.57	9%	~13%	Top 5	 Growth in healthcare facilities and improved wound care practices by practitioners
Other diagnostic device	Blood pressure monitor	0.30	0.52	0.62	15%	~11%	Top 5	 Increased practice of self-monitoring at home on top of higher demand at hospitals
	Thermometer	0.46	1.05	1.37	19%	~6%	Top 5	 Higher demand by households for testing devices in a post-pandemic world
Others	Hospital furniture	0.82	0.98	1.13	13%	~4%	Top 10	 Modernization of hospitals alongside resumption of expansion plans

(1) Selected products were chosen based on the relevance for OneMed as among its largest net sales contributors in 2020.

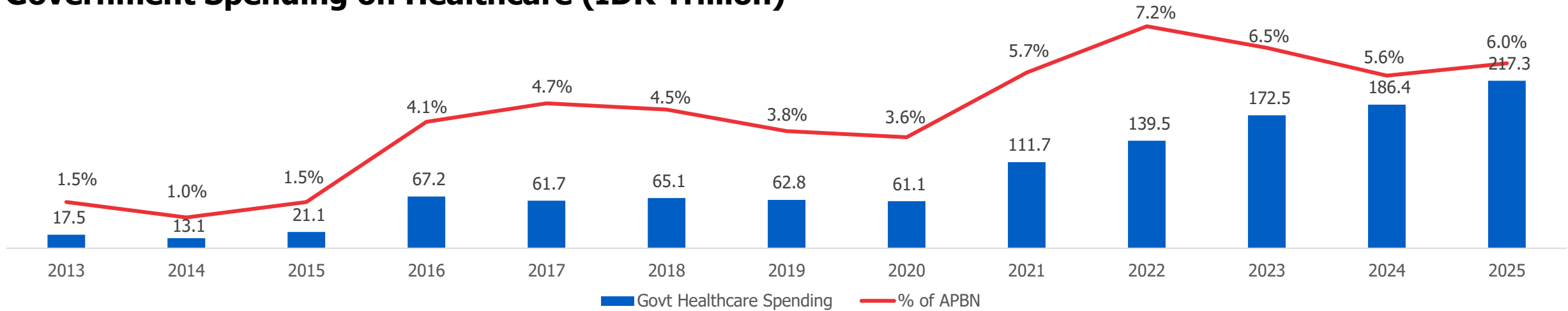
(2) Based on sales value as of 2020.

(3) Piston syringe excludes auto-disable syringes.

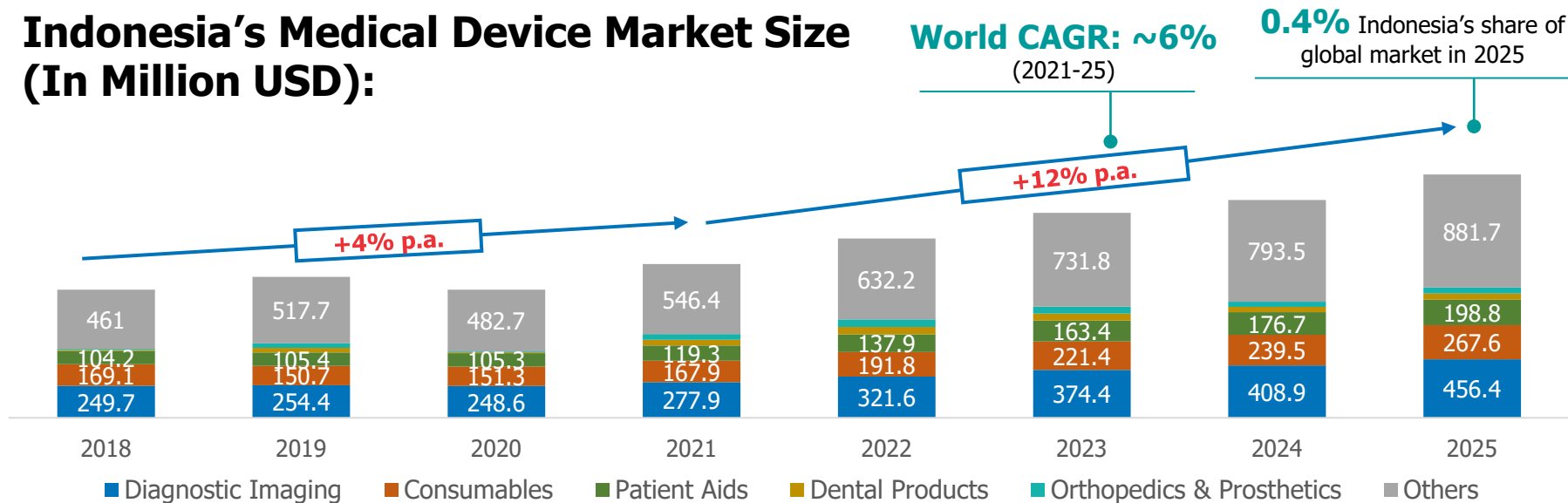
OMED's main sales value are categorized from its consumables and disposable products. OMED aims to grow and expand the rest of its categories after receiving IPO fund

Underinvested Healthcare Spending in Indonesia

Government Spending on Healthcare (IDR Trillion)



Indonesia's Medical Device Market Size (In Million USD):



Key Growth Driver

- 1 Increasing # of insured population
- 2 Expanding private providers
- 3 Rising prevalence of chronic diseases
- 4 Government initiative toward free check up initiative

Strong macroeconomic tailwinds to drive robust growth in medical equipment and supplies industry

Indonesia's Health System Transformation Agendas

VISION – To Create Healthy, Productive, Independent and Just People

Health System Outcomes

Improve maternal, children health, family planning and reproductive health

Accelerate improvement of community nutrition

Improve disease control

Healthy Movement Culture (GERMAS)

Strengthen health system and drug & food control

1. Primary Care Transformation

a

Population Education

b

Primary Prevention

c

Secondary Prevention

d

Improving capacity and capability of primary care

2. Secondary Care Transformation

Increasing access and quality of secondary health care

3. Health System Resilience Transformation

a

Improving resilience of pharma & med-devices sector

b

Strengthening emergency response resilience

4. Health Financing Transformation

- Accessible, sufficient, & sustainable
- Equitable allocation
- Effective-efficient utilization

5. Health Talent Transformation

- Medical students quota
- Local & international scholarship
- Easier access for abroad medical graduates

6. Health Technology Transformation

a Information technology **b** Biotechnology

SUPPORTED BY

Regulation of the Minister of Health No. 17/2017:

Prioritizing and guaranteeing the use of local pharmaceutical & medical devices products

Law (UU) Number 17/2023 concerning Health Sector:

Local content (TKDN) regulation
&
Healthcare Financing

Regulation of the Minister of Industry Number 46/2022:

Prioritizing the allocation of APBN budget for TKDN & increasing availability raw materials

GROWTH STRATEGIES



Current Expansion Progress

KRIAN FACILITY



BATANG FACILITY



MOJOAGUNG FACILITY



Business Expansion Plan	Estimated Budget (IDR Billion)	Use of Proceed (IDR Billion)	Mojoagung Facility	Completion
New Factory Construction in Mojoagung & Batang	IDR 425	IDR 274	Phase 1 (Building 6-9)	100%
New National Distribution Centre, Warehouse, and Retail Stores	IDR 100	IDR 40	Phase 2 (Building 10-13)	100%
Development on Digital Marketing and Sales	IDR 32	IDR 10	Phase 3 (Building 14-17)	100%

Supporting Indonesia's Healthcare Sector Transformation

Type	Description	Estimated Commencement	Partnership	Status	Potential Revenue
Co-Branding	- Manufacturing and co-branding for wound care products in Indonesia. - Japanese Company will be supplying raw materials and the technology know-how.	Q4 2024	 	Our Isopore (wound care) product has been successfully launched in the Indonesian market, receiving a strong positive response and contributing to the company's revenue growth.	IDR 6 Bn
Co-Branding	- Manufacturing and co-branding for high-level disinfectant in Indonesia. - The Company will supply the technology and validation.	Q2 2025	 	Waiting for the first batch of raw materials. Going to be registered in Q2 of 2025.	IDR 10 Bn
Cooperation Agreement	- Manufacturing electromedic products in Indonesia - The Germany Company (Fresenius-Kabi) will supply the technology	Q2 2025	 	Regulatory approval for Fresenius-Kabi branded products was issued in February 2025, paving the way for market entry.	IDR 10 Bn

Supporting Indonesia's Healthcare Sector Transformation

Type	Description	Estimated Commencement	Partnership	Status	Potential Revenue
Co-Branding	- Manufacturing and co-branding for localizing urology products in Indonesia. - Indian Company will be supplying raw materials and the technology know-how.	Q3 2025	 The partnership section features the Indian national flag (saffron, white, and green horizontal stripes with a navy blue wheel in the center) positioned above the OneMed Health Care logo.	The localization project for urology products is progressing well. Step 1, the construction of a Class 10,000 cleanroom, is complete . We are now in Step 2 , a crucial stage involving equipment delivery and staff training to ensure readiness for production. Once finalized, we'll proceed to Step 3: product registration , and finally Step 4: sales launch , targeted for Q3 2025.	IDR 15 Bn

US-China Trade War: A New Opportunity



**US-China
Trade Tension**

OMED's Export Opportunity

- ✓ Build strategic alliances with U.S. firms
- ✓ Leverage Indonesia's cost and location advantages
- ✓ Strong positioning in the healthcare and medical device sectors
- ✓ Proactive and structured international expansion

2025 Priorities

Validation, tooling development, and machinery acquisition

2026 Export Revenue Target

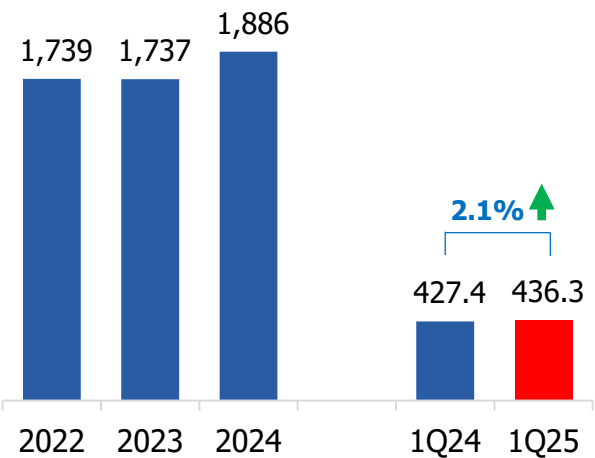
> USD 1 million

FINANCIAL & OPERATIONS

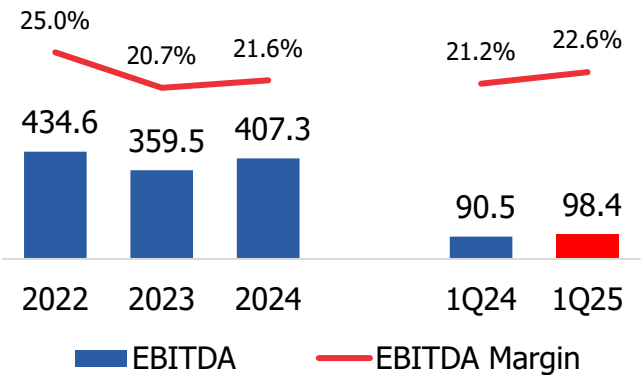


Financial Overview

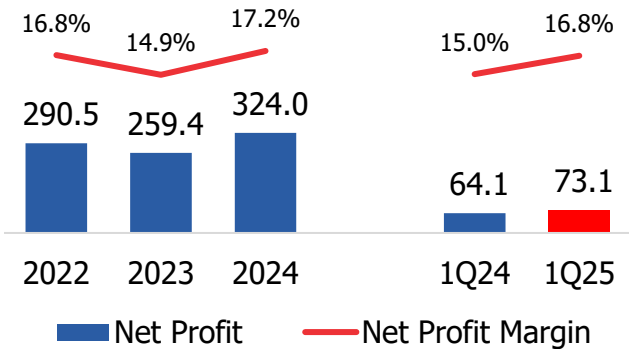
Revenue (In Billion Rupiah)



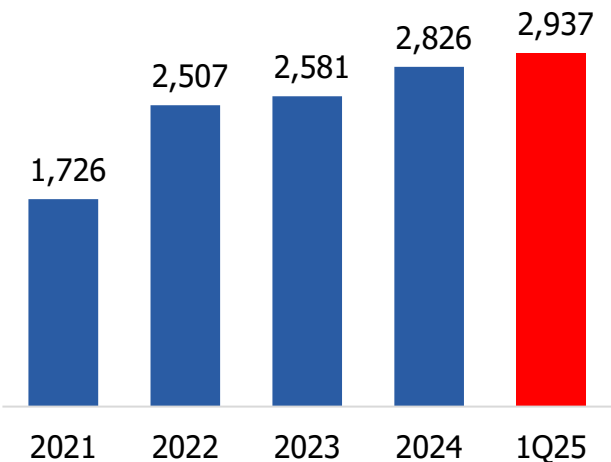
EBITDA (In Billion Rupiah)



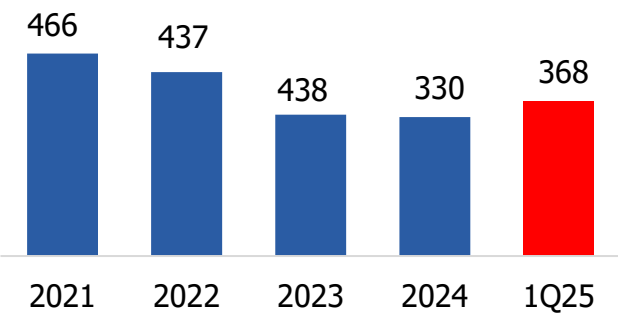
Net Profit (In Billion Rupiah)



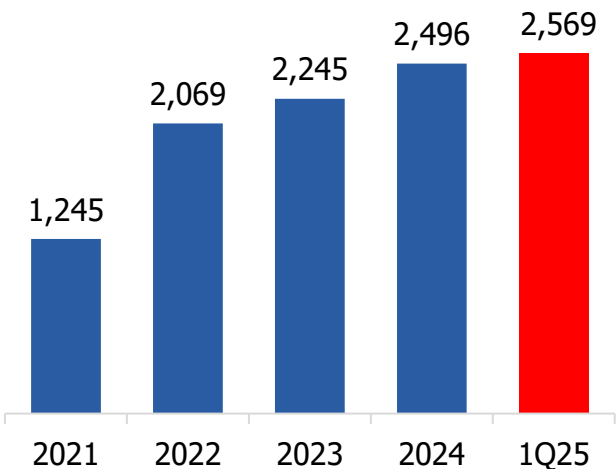
Assets (In Billion Rupiah)



Liabilities (In Billion Rupiah)



Equity (In Billion Rupiah)



Operational Highlight

Production (in thousand units)	1Q24	1Q25	YoY
Sales Volume			
Disposable & Consumables	365,276	370,758	1.50%
Wound Care	83,783	91,032	8.65%
Antiseptic & Dialysis Fluid	107,744	108,029	0.26%
Diagnostic & Equipment	721	696	-3.47%
Walking Aids & Rehab	467	468	0.21%
Biotech & Lab	28,583	40,302	41.00%
Hospital Furniture	20	13	-35.00%
Total	586,594	611,298	4.21%

Price (in IDR)	1Q24	1Q25	YoY
Average Selling Price			
Disposable & Consumables	592	602	1.69%
Wound Care	794	790	-0.50%
Antiseptic & Dialysis Fluid	465	462	-0.65%
Diagnostic & Equipment	68,261	60,492	-11.38%
Walking Aids & Rehab	41,221	43,739	6.11%
Biotech & Lab	596	467	-21.64%
Hospital Furniture	451,858	774,997	71.51%

Sales (in IDR)	1Q24	1Q25	YoY
Total Sales			
Disposable & Consumables	216,243,392	223,196,316	3.2%
Wound Care	66,523,702	71,915,280	8.1%
Antiseptic & Dialysis Fluid	50,100,960	49,909,398	-0.4%
Diagnostic & Equipment	49,216,181	42,102,432	-14.5%
Walking Aids & Rehab	19,250,207	20,469,852	6.3%
Biotech & Lab	17,035,468	18,821,034	10.5%
Hospital Furniture	9,037,160	10,074,961	11.5%
Total	427,407,070	436,489,273	2.1%

Key Performance Ratios

Key Ratios	2021	2022	2023	2024	1Q 2024	1Q 2025
Profitability Ratios						
Revenue Growth	11.6%	-21.9%	-0.1%	8.6%	7.7%	2.1%
Gross Profit Margin	40.6%	35.1%	31.8%	33.1%	32.5%	33.7%
EBITDA Margin	34.7%	25.0%	23.1%	21.6%	21.2%	22.6%
Net Profit Margin	25.6%	16.8%	14.9%	17.2%	15.0%	16.8%
Return on Asset	33.0%	11.6%	10.0%	11.5%	2.4%	2.5%
Return on Equity	45.8%	14.0%	11.5%	13.0%	2.8%	2.8%
Liquidity and Solvency Ratios						
Current Ratio	5.5	9.6	15.2	7.7	15.5	7.1
Int. Bearing Debt to Equity Ratio	0.15	0.10	0.08	0.06	0.07	0.06
Debt to Equity Ratio	0.39	0.21	0.15	0.13	0.15	0.14
Efficiency Ratios						
Receivable Days	29	39	43	51	51	53
Inventory Days	112	161	186	174	193	195
Payable Days	48	58	29	24	27	31
Cash Conversion Cycle	93	141	200	201	217	217

THANK YOU

PT Jayamas Medica Industri Tbk (OMED IJ)

CONTACT US



ir@onemed.co.id
corporate.secretary@onemed.co.id



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<https://shopee.co.id/onemed>



<https://omed.idx>