PT Jayamas Medica Industri Tbk (OMED IJ)

Company Update 9M 2025

October 2025

Table of Contents

0	Executive Summary
1	Company Overview
2	Business Overview
3	Key Investment Highlights
4	Growth Strategies
5	Financials & Operations
6	Corporate Highlights & Public Engagements

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 **3,550 Active SKUs**, supported by a **wide-reaching distribution network, which spans across 514 cities and 34 provinces** in Indonesia.

Product Category:

Disposable and Consumables

Antiseptic and Dialysis

Diagnostic and Equipment

Walking Aids & Rehab Care

Woundcare

Biotechnology & Lab

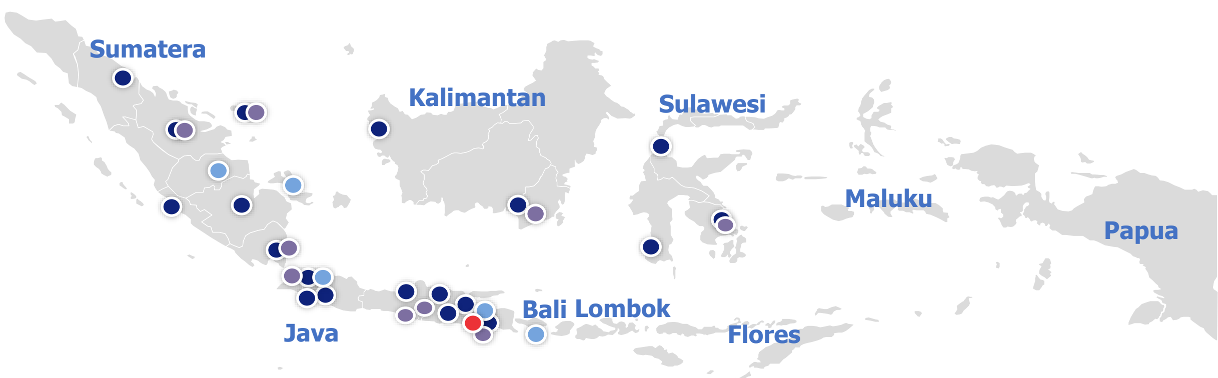
Hospital Furniture

Supported with various number of brands:

OneMed Own Brands:

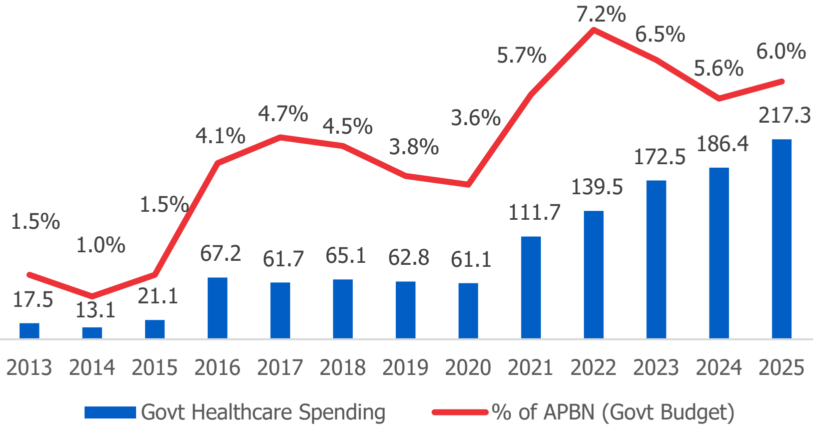
SafeGlove, Plesterin, onemed syringe, DR.J, dermafix, ONEScrub, indo dental, U Pad, A-GEL, SteriONE, my jelly, TensiOne, Aseptic, OxyCARE, OKLED, onedental, am Analogic Medical, test hamil, OneDOT, Indomed, Aseptan, OneSwabs, blueONE, Ekaplast, ECODINE, One Pet, OneMed Store, jmi, ONEMED, OneLab, Medi One Pouches, no Pain, Waterone

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:



Source: Company

COMPANY OVERVIEW

Management Profile

OneMed HEALTH CARE

Board of Commissioners

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

Universitas Udayana
Mahidol University
ASPAKI
GAKESLAB INDONESIA

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 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**

MARQUETTE UNIVERSITY
ASPAKI

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**

BABSON
GAKESLAB INDONESIA

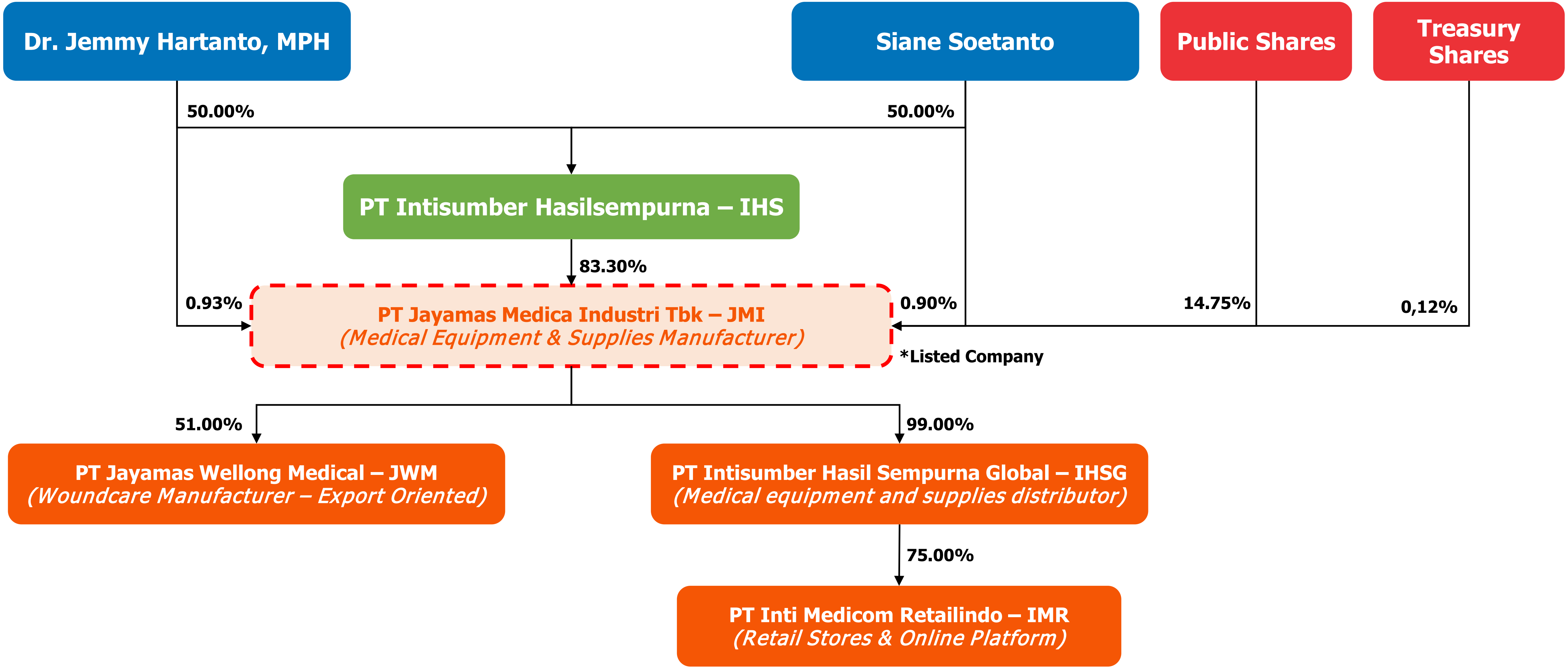
Louis Hartanto was appointed as the Marketing Director in 2021 and is the youngest son of Dr. Jemmy Hartanto. He initially started his career as the Director of PT Intisumber Hasil Sempurna since 2013.

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 as of September 30, 2025

Key Milestones

OneMed HEALTH CARE

Our Key Accomplishment Since 1992

1992 — 2000 — 2002 — 2006 — 2016 — 2022 — 2023 — 2024 - Present

VENTURED
Distribution Business

OneMed HEALTH CARE

ESTABLISHED
the Brand in 2000

KRIAN
Total Area
2,200 sqm

KRIAN EXPANSION
Total Area
8,000 sqm

MOJOAGUNG
Total Area
23,707 sqm

IDX
Indonesia Stock Exchange

IPO
IDR 828 Billion

GROUND BREAKING
New Facility
Batang, Central Java

EXPANDING
Mojoagung Facility

JOINT VENTURES
with Foreign Entities

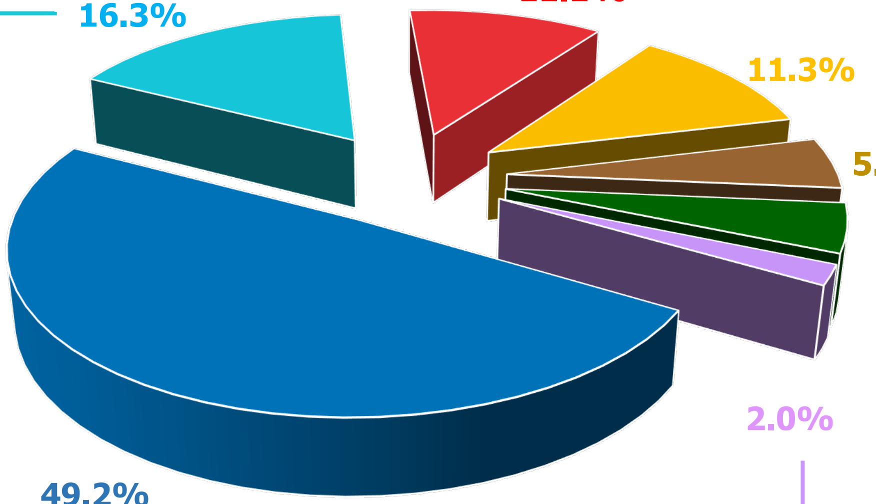
EXPANDING
Export to USA and other countries

Source: Company

BUSINESS OVERVIEW

Product Portfolio

Sales by Products – 9M 2025



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

Wound Care

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

Medical Disposable & Consumables

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

Product Portfolio

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

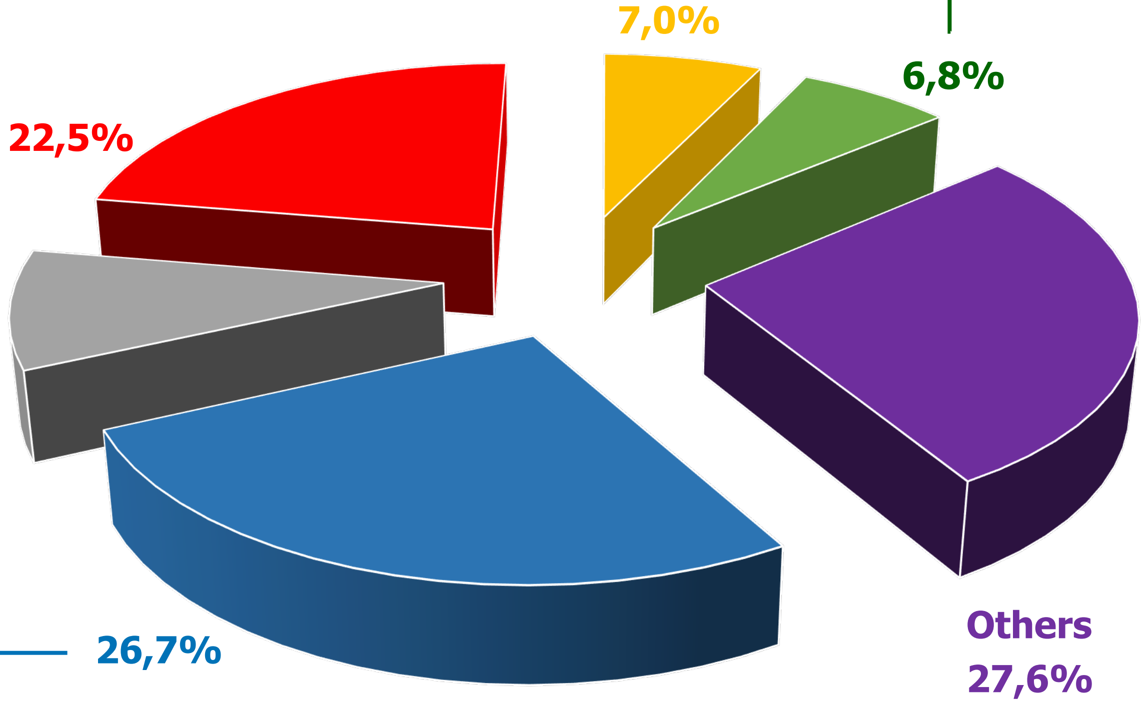
Infus Set & IV

Underpad

Syringe & Needles — 22,5%

Masks — 9,4%

Gloves — 26,7%



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	East Java	Central Java
ISO	ISO 13485 Quality Management Systems; ISO 9001 Quality Management Systems	ISO 13485 Quality Management Systems; ISO 9001 Quality Management Systems	-
Production Focus	Syringes, Needles, Patient Monitor	Mask, Infus Set, IV, Underpad, Dialysis Fluid, Antiseptic & Disinfectant, Foley Catheter, Pregnancy Test, Wound Care, BCTs	Gauze

Source: Company

Prominent Customer Profile

OneMed HEALTH CARE

Our Major Global Customer & Revenue Contribution Each Segment

9M 2025

PRIVATE — 69.2%

Mitra Keluarga; RUMAH SAKIT HERMINA; Prodia; Siloam Hospitals; APOTEK K24 Sobat Sehat Kita-Kita; PRIMAYA HOSPITAL; bmhs since 1973; mayapada hospital Experience Better Care; MURNI TEGUH MEMORIAL HOSPITAL; BRAWIJAYA HOSPITAL & CLINIC

GOVERNMENT — 30.4%

KEMENTERIAN KESEHATAN REPUBLIK INDONESIA; bkkbn; RSUP. Dr. M. HOESIN Palembang - Sumatera Selatan; Dr. MOEWARDI Rumah Sakit Umum Daerah; UNIVERSITAS AIRLANGGA Excellence with Morality; RSUD Dr. SOETOMO BUILD TRUST; RSUP Dr. Wahidin Sudirohusodo; RSUD SYARIFAH AMBAMI RATO EBU BANGKALAN; RSCM

EXPORT — 0.4%

terramed; MEDLINE

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

Revenue Channels

Sales by Channel

Distributors

- Distributor with e-Catalogue permits are able to on-sell to government, while distributor without permits may only supply our products to private institutions
- Supplies all products either directly via IHSG branches or indirectly via distributors in locations not covered by IHSG

29%

Medical Facilities

- Supplies all product for hospitals
- Supply of primarily blood collection tubes and medical supplies to private clinics, laboratories, and dentists
- Supplies all products either directly via IHSG branches or indirectly via distributors in locations not covered by IHSG

29%

Retail customers

- Includes drugstores, SME businesses and other small retailers
- Supplies medical disposable, wound care, antiseptic, and disinfectant products, among others

11%

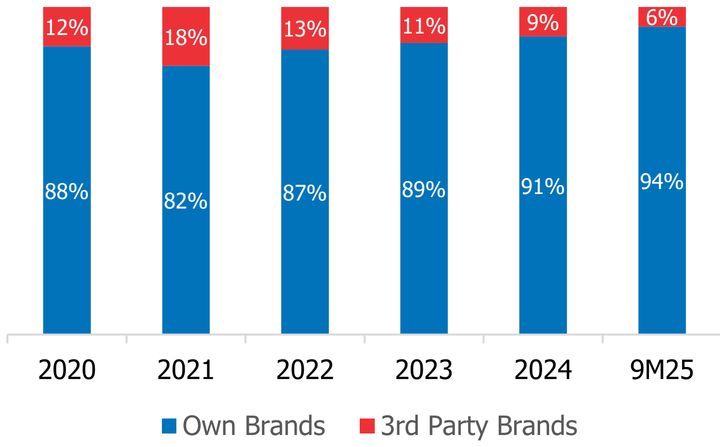
Government bodies and entities

- Supplies medical equipment and disposables to government bodies and entities such as Puskesmas

30%

Sales by Brands

Merek OneMed



KEY INVESTMENT HIGHLIGHT

Competitive Advantages

ONE STOP SHOPPING

7 Product Categories

Approximately **3,550** Active SKUs

DIVERSE SALES CHANNELS

Distributors

Retail Customers

Medical Facilities

Government Entities

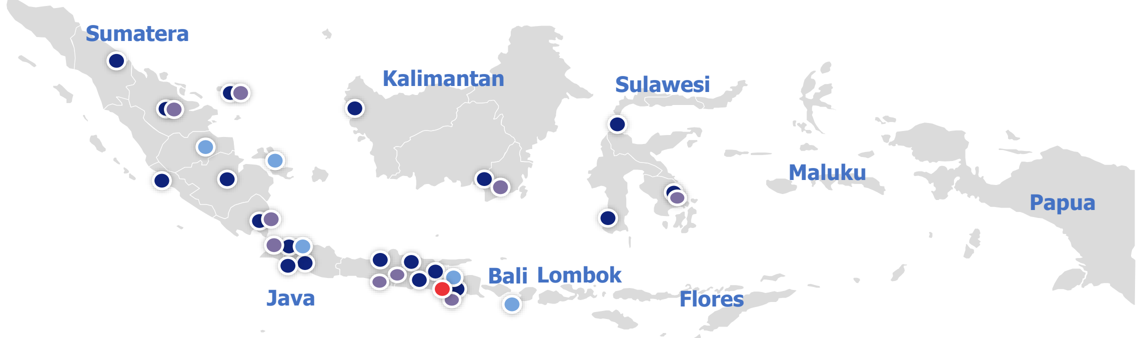
EXTENSIVE DISTRIBUTION

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)

Main Competitors' Brand

TOP-SELLING PRODUCTS	OneMed HEALTH CARE	Company B	Company C	Company D	Company E	Company F	Company G	Company H	Company I	Company J
Face Mask		✓								
Pregnancy Test			✓							
Gauze & Woundcare				✓	✓					
Piston Syringe						✓	✓			
Antiseptic								✓		
Disinfectant									✓	✓

GROWTH STRATEGIES

Capacity and Market Expansion

KRIAN	BATANG	MOJOAGUNG

Business Expansion Plan	Estimated Budget (IDR Billion)	Use of Proceed (IDR Billion)*	Details
Construction of Buildings, Procurement of Production Machinery and Equipment	IDR 425	IDR 301	New buildings in Batang, new office building in Mojoagung, new machinery in Batang and Krian
National Distribution Centre, Warehouse, and Retail Stores	IDR 100	IDR 61	Expansion of stores in Banjarmasin, Depok, Pontianak, and Bali
Development on Digital Marketing and Sales	IDR 32	IDR 16	Bali branches

Completion of the Mojoagung Plant Increases OneMed's Production Capacity by 12% of Total Capacity

Note : *) *Use of Proceed as of 1H 2025*

Global Partnership (Export)

Riding Southeast Asia's Export Momentum to the U.S.

Level Playing Field = New Opportunity

- As of August 2025, the U.S. now applies a uniform 19% tariff to major Southeast Asian exporters: Indonesia, Thailand, Malaysia, Cambodia, Philippines.
- Creates a fairer, more predictable trade environment.
- Focus shifts from tariff gaps to execution, reliability, and cost-efficiency.

OMED is well-positioned to scale in this open, competitive landscape.

Strategic Tailwinds

- U.S. buyers are diversifying away from China, turning attention to Southeast Asia
- Indonesia offers a stable environment and resilient supply chains
- OMED is well-positioned to capture upcoming export opportunities in medical consumables.

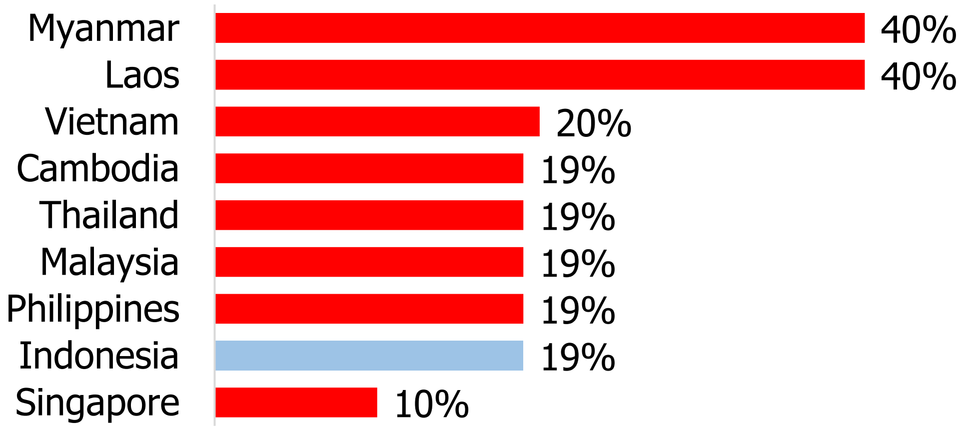
Export marks a key step for OMED, with significant growth potential in the years ahead.

Why OMED Stands Out

- One of Indonesia's largest medical disposables manufacturers
- Low-cost structure with local production and regional supply chains
- 2025–2026 roadmap: validation, mold development, machinery acquisition, export launch
- Compliance-ready and open to U.S.-focused partnerships

OMED delivers what U.S. buyers value most: cost-efficiency, reliability, and scale readiness.

Tariff Comparison (Exports to U.S.)

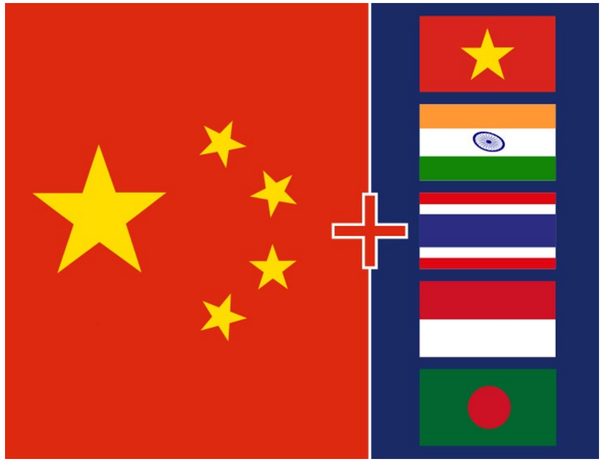


Source: Reuters. CNA

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

OneMed HEALTH CARE

American companies are diversifying supply chains beyond China to reduce geopolitical risks.
Southeast Asia, including Indonesia, is emerging as a key beneficiary of this shift.



C+1 (CHINA +1) STRATEGY OVERVIEW

- American companies diversify operations to strengthen supply chain resilience.
- Aims to mitigate unexpected political and logistical impacts.
- Southeast Asia becomes a preferred alternative manufacturing base.

POSITIVE IMPACT ON ONEMED

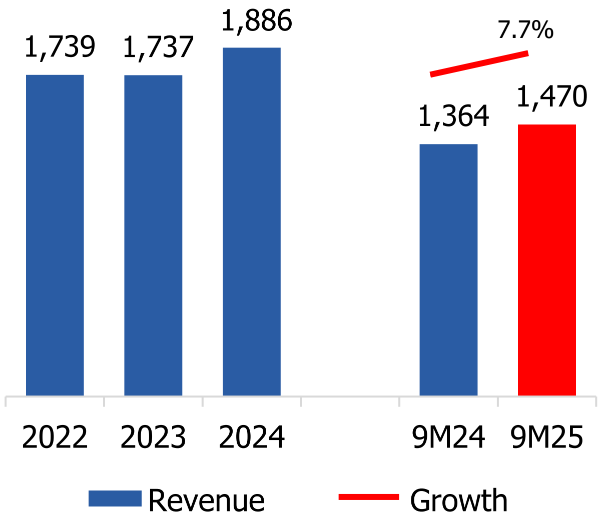
- Began export discussions to the U.S. in 2021.
- First shipment completed in April 2022.
- U.S. customer satisfied with quality and reliability.
- Additional projects under validation and approval.
- In talks with another U.S.-based company for new export opportunities.

OneMed is well-positioned as a trusted Southeast Asian partner amid the global China +1 supply chain realignment.

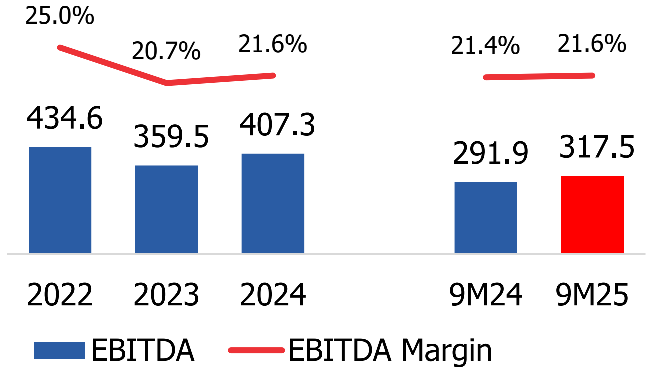
FINANCIAL & OPERATIONS

Financial Overview

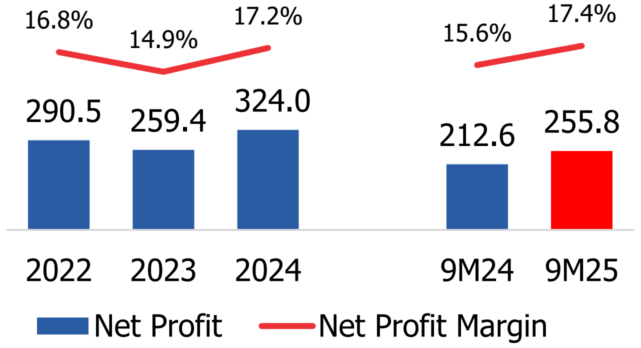
Revenue (In Billion Rupiah)



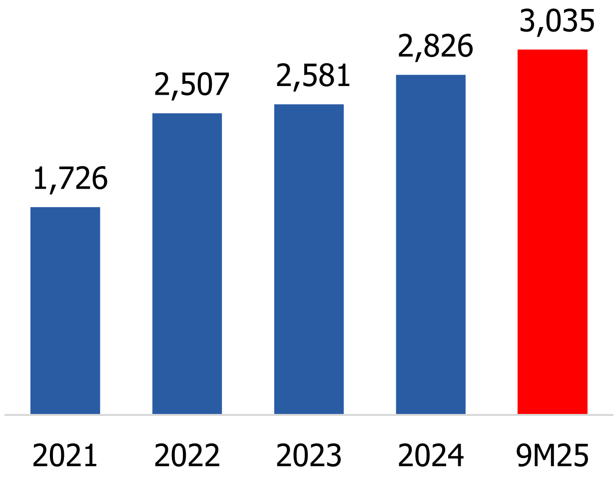
EBITDA (In Billion Rupiah)



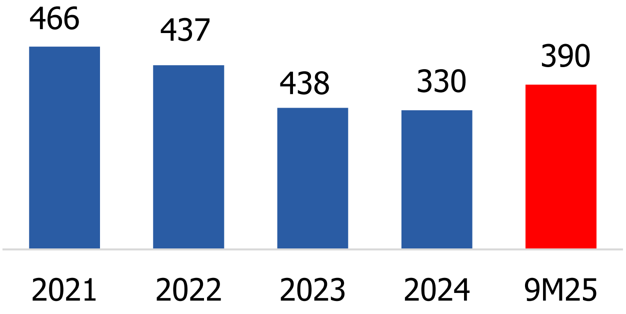
Net Profit (In Billion Rupiah)



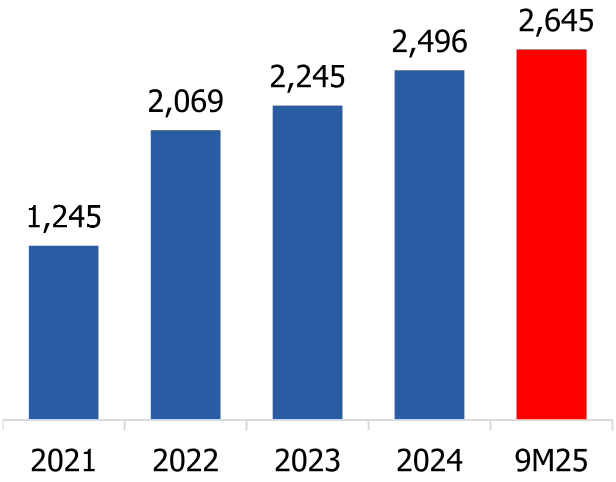
Assets (In Billion Rupiah)



Liabilities (In Billion Rupiah)



Equity (In Billion Rupiah)



Source: Company's Financial Statement

Operational Highlight

Production *(in thousand units)*	9M24	9M25	*YoY*
Sales Volume			
Disposable & Consumables	1,128,113	1,246,690	*10.5%*
Wound Care	262,252	298,400	*13.8%*
Antiseptic & Dialysis Fluid	321,358	343,391	*6.9%*
Diagnostic & Equipment	1,811	3,027	*67.1%*
Walking Aids & Rehab	1,192	1,331	*11.7%*
Biotech & Lab	105,509	130,189	*23.4%*
Hospital Furniture	53	45	*-15.1%*
Total	**1,820,289**	**2,023,073**	*11.1%*

Price *(in IDR)*	9M24	9M25	*YoY*
Average Selling Price			
Disposable & Consumables	601	580	*-3.5%*
Wound Care	803	801	*-0.2%*
Antiseptic & Dialysis Fluid	472	475	*0.7%*
Diagnostic & Equipment	94,302	54,842	*-41.8%*
Walking Aids & Rehab	50,896	54,244	*6.6%*
Biotech & Lab	608	583	*-4.0%*
Hospital Furniture	533,070	655,388	*22.9%*

Sales *(in IDR)*	9M24	9M25	*YoY*
Total Sales			
Disposable & Consumables	677,995,778	722,964,765	*6.6%*
Wound Care	210,588,582	239,061,853	*13.5%*
Antiseptic & Dialysis Fluid	151,681,075	163,241,112	*7.6%*
Diagnostic & Equipment	170,816,409	166,003,990	*-2.8%*
Walking Aids & Rehab	60,667,811	72,209,220	*19.0%*
Biotech & Lab	64,149,505	75,964,581	*18.4%*
Hospital Furniture	28,375,304	29,631,292	*4.4%*
Total	**1,364,274,464**	**1,469,076,812**	*7.7%*

Source: Company's Internal Data

Key Performance Ratios

Key Ratios	2021	2022	2023	2024	9M 2024	9M 2025
Profitability Ratios						
Revenue Growth	11.6%	-21.9%	-0.1%	8.6%	7.7%	7.7%
Gross Profit Margin	40.6%	35.1%	31.8%	33.1%	32.8%	33.9%
EBITDA Margin	34.7%	25.0%	23.1%	21.6%	21.4%	21.6%
Net Profit Margin	25.6%	16.8%	14.9%	17.2%	15.6%	17.4%
Return on Asset	33.0%	11.6%	10.0%	11.5%	7.8%	8.4%
Return on Equity	45.8%	14.0%	11.5%	13.0%	8.9%	9.7%
Liquidity and Solvency Ratios						
Current Ratio	5.5	9.6	15.2	7.7	7.2	13.9
Int. Bearing Debt to Equity Ratio	0.15	0.10	0.08	0.06	0.07	0.07
Debt to Equity Ratio	0.39	0.21	0.15	0.13	0.15	0.15
Efficiency Ratios						
Receivable Days	29	39	43	51	54	53
Inventory Days	112	161	186	174	191	181
Payable Days	48	58	29	24	28	27
Cash Conversion Cycle	93	141	200	201	217	207

Source: Company's Financial Statement

Corporate Highlights & Public Engagements

Source: Company's Social Media

THANK YOU

PT Jayamas Medica Industri Tbk (OMED IJ)

OneMed HEALTH CARE

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