

PT Jayamas Medica Industri Tbk (OMED IJ)

Company Update FY2024

April 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.

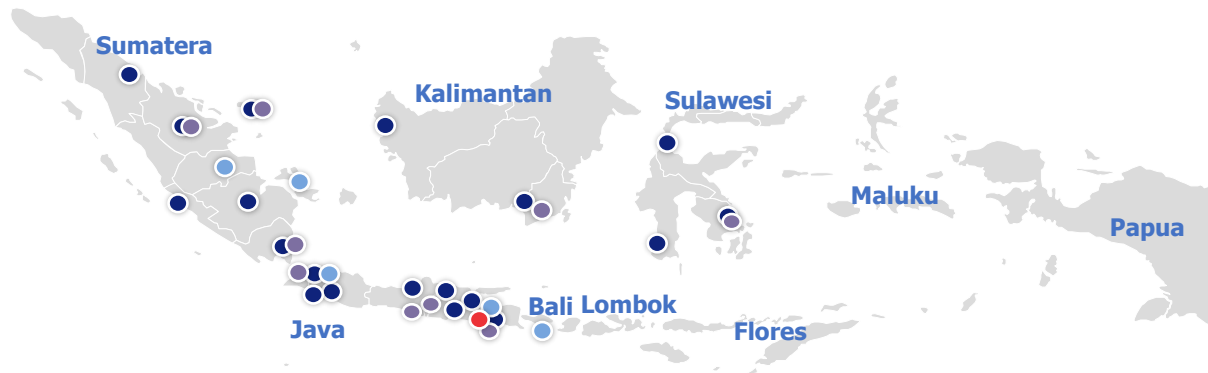
We provide the best quality products:



Supported with abundant number of brands:



We serve all customers across Indonesia:



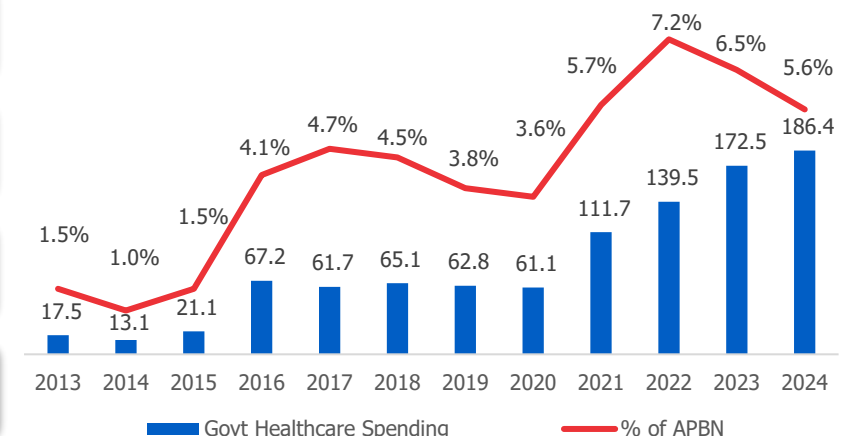
1 National Distribution Center

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: 41



**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: 35



**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: 38



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: 33



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: 11



ASPAKI
ASOSIASI PRODUSEN ALAT KESEHATAN INDONESIA

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: 9



BABSON

GAKESLAB INDONESIA
Pengembangan Organisasi & Penelitian Alat Kesehatan Dan Laboratorium

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

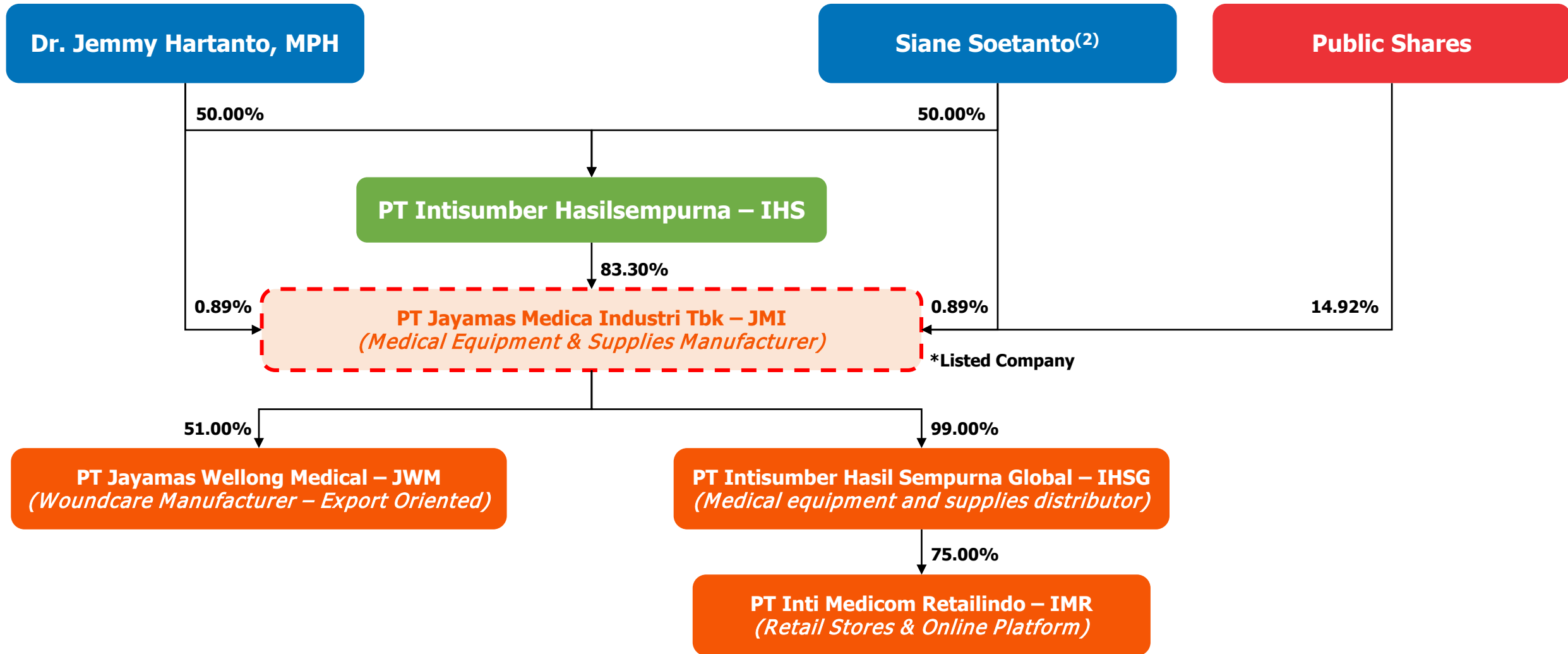
Years of Experience: 21



**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.

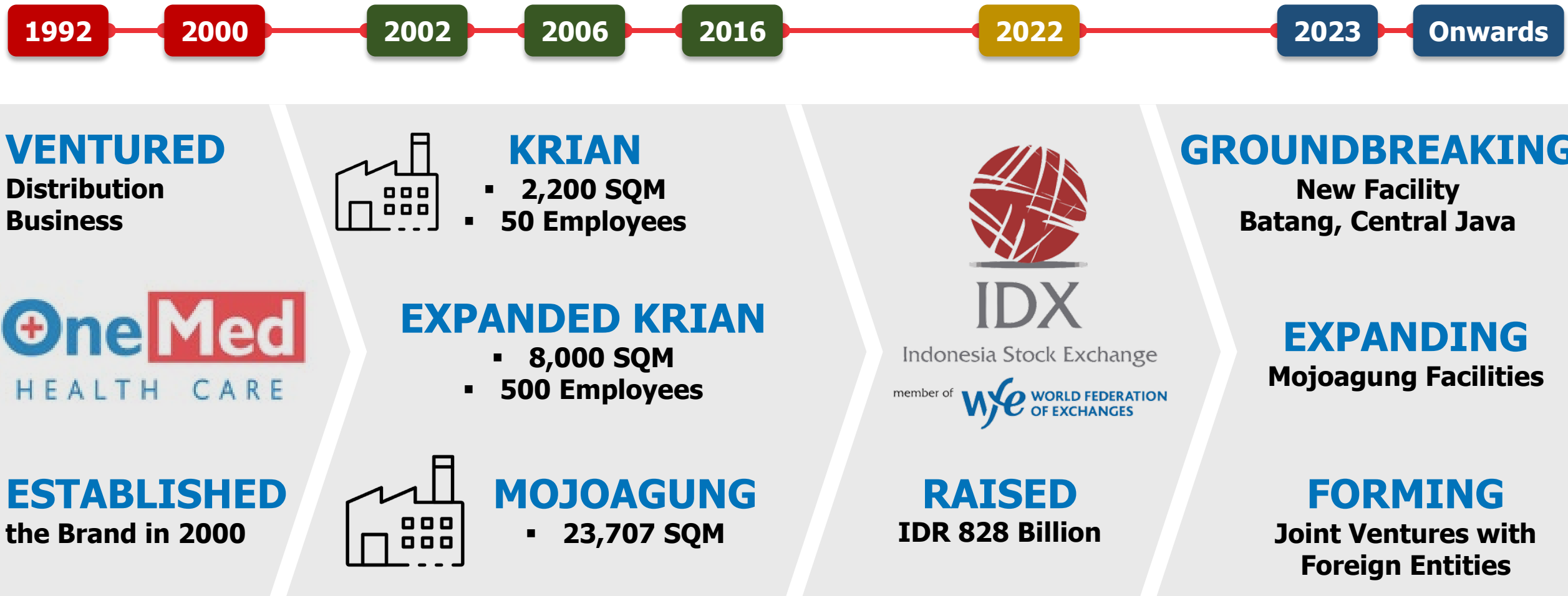
(1) As of October 31st, 2024

(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

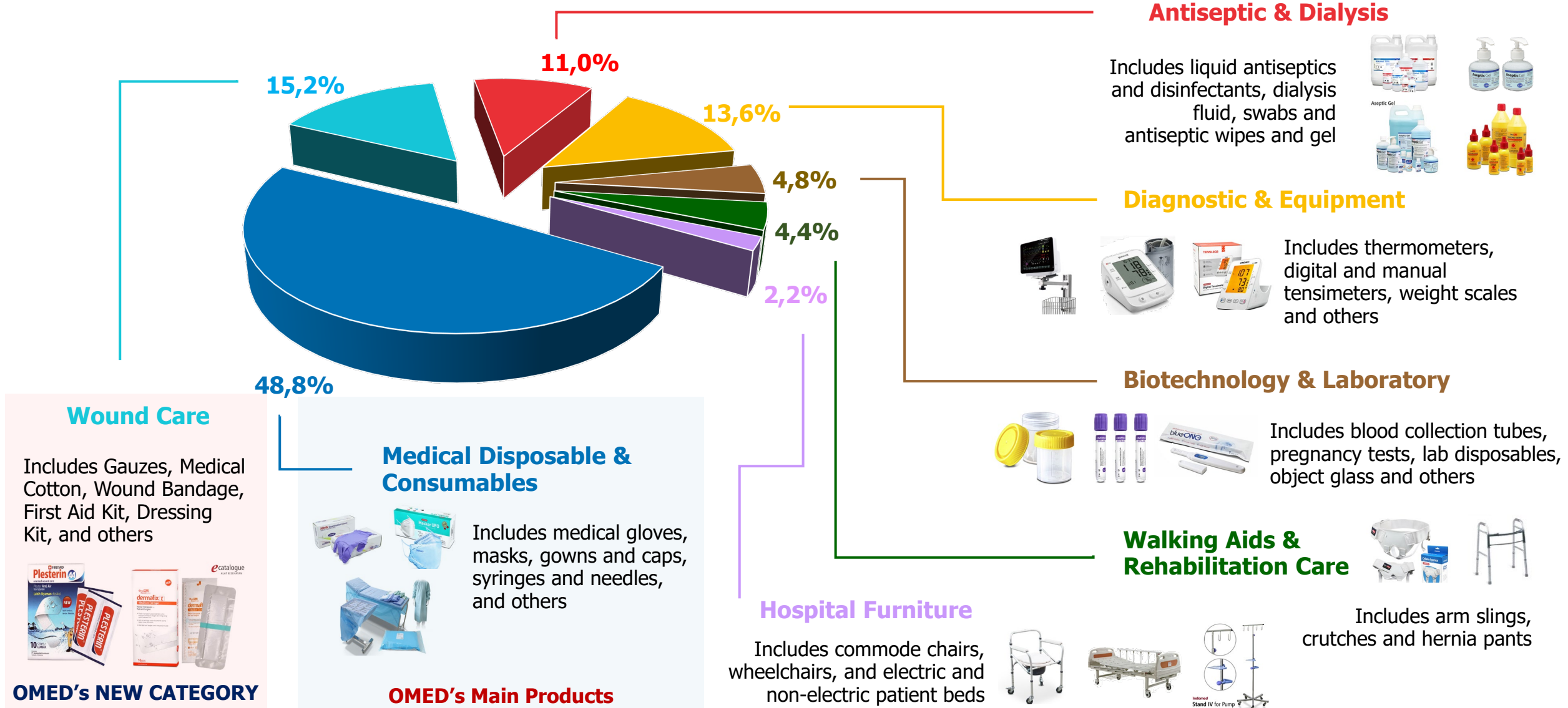


BUSINESS OVERVIEW



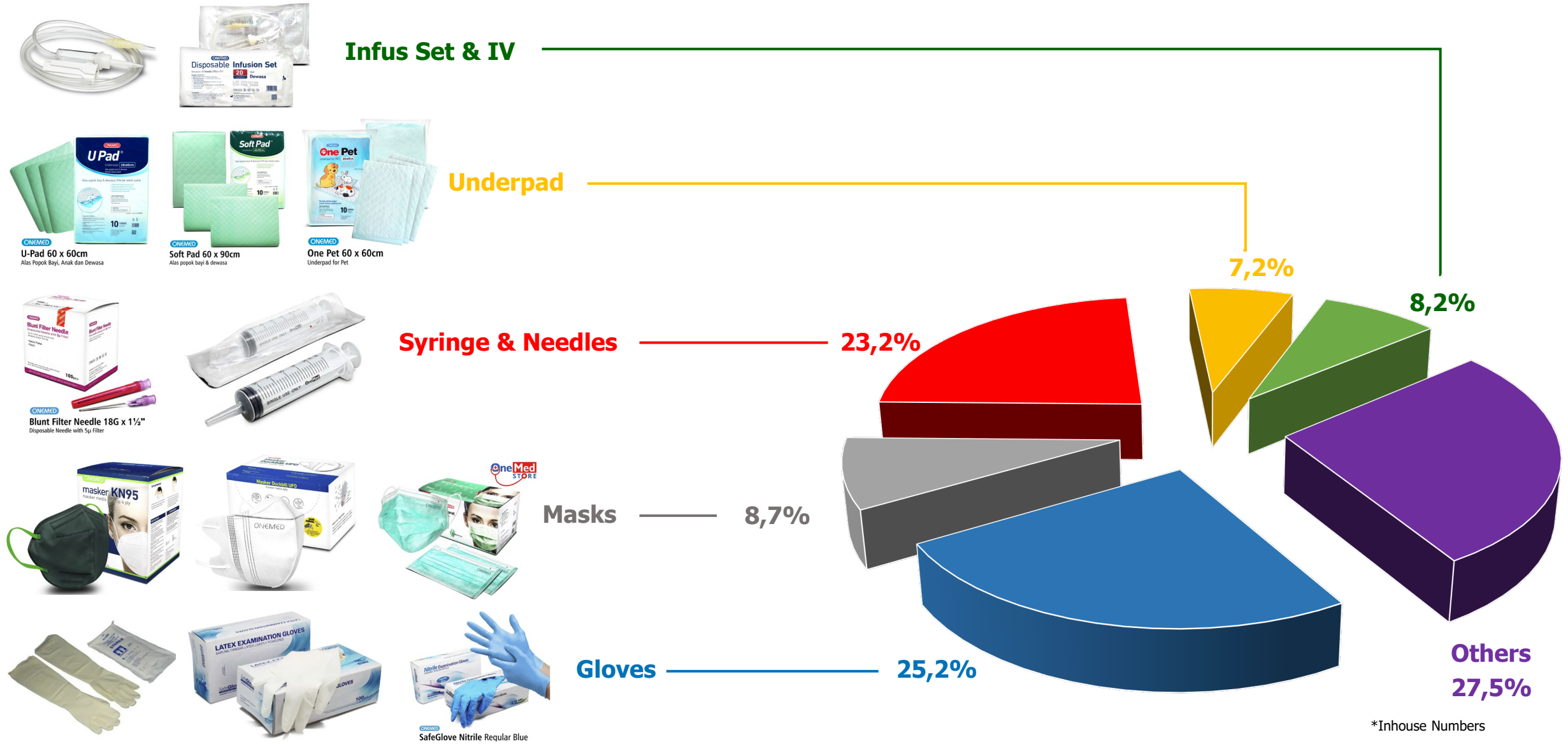
Product Portfolio

Sales by Products FY2024



Product Portfolio

Sales by Products per FY2024 (Top 5 in Medical Disposable & Consumables)

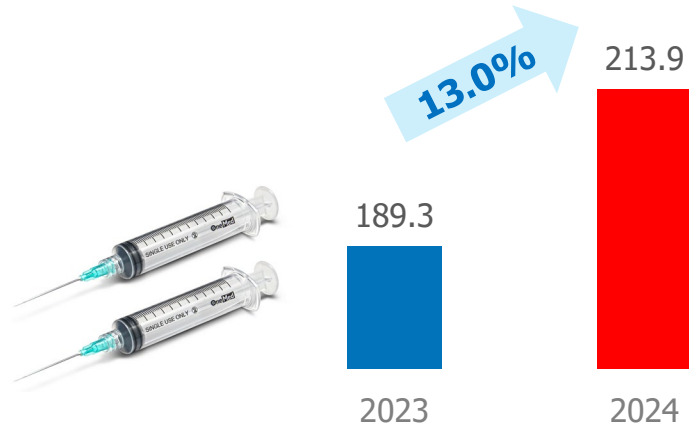


*Inhouse Numbers

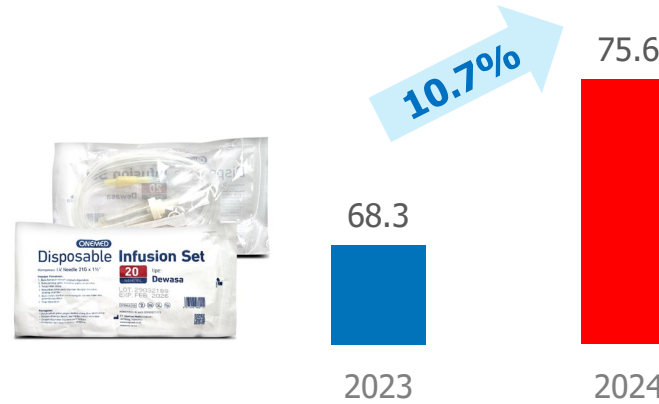
Sales Growth

Top 5 Growing Products in Medical Disposable & Consumables per FY2024

Syringe & Needles



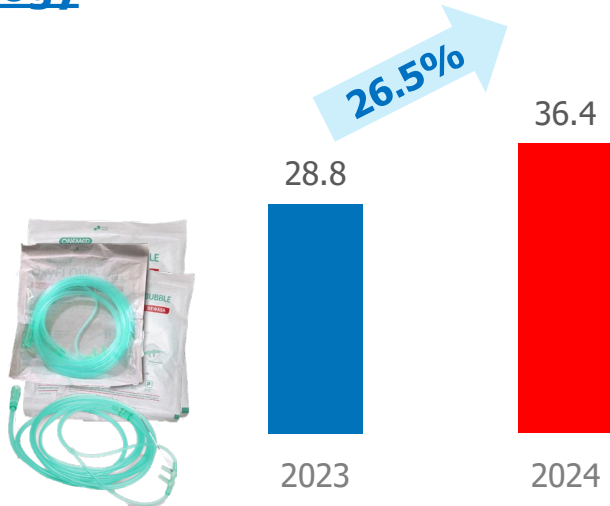
Infus Set & IV



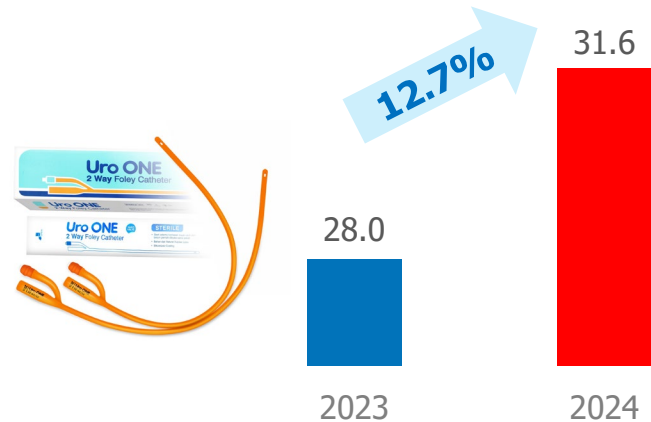
Underpads



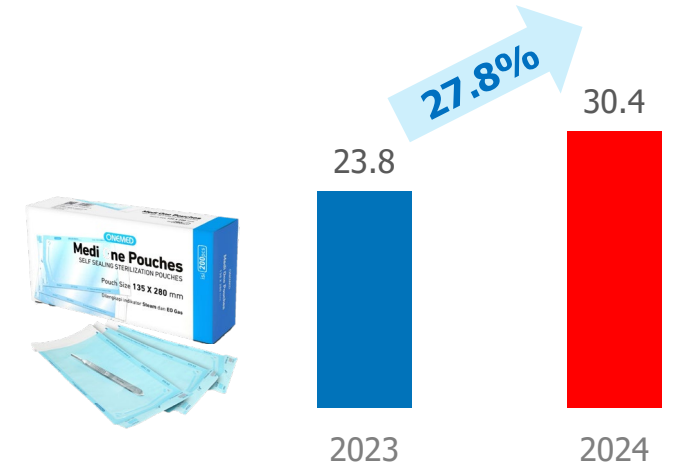
Urology



Medical Tubing



CSSD



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, Foley Catheter, Patient Monitor	Mask, Infus Set, IV, Underpad, Dialysis Fluid, Antiseptic & Disinfectant, 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

FY2024

PRIVATE



67.3%

GOVERNMENT



UNIVERSITAS AIRLANGGA
Excellence with Morality

RSUD Dr. SOETOMO
BUILD TRUST



32.5%



EXPORT



0.2%

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

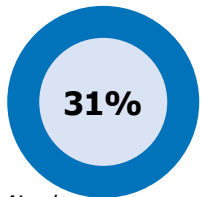
Revenue Channels

Sales by Channel*



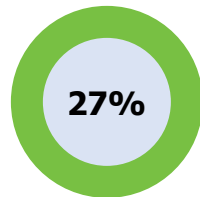
Distributors

- 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



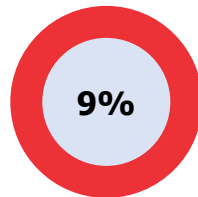
Medical Facilities

- 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



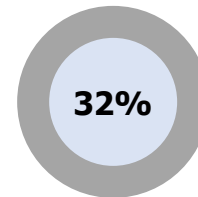
Retail customers

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

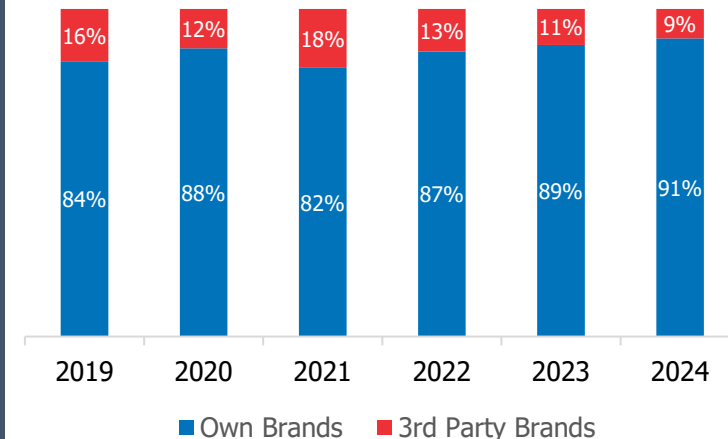


Government bodies and entities

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



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

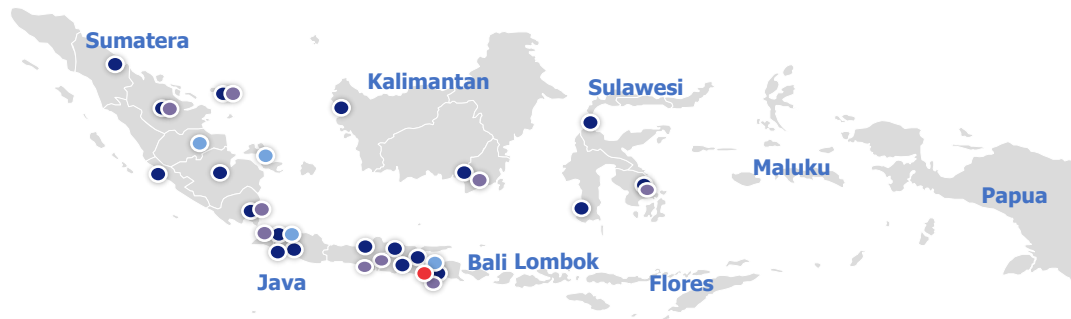
EXTENSIVE DISTRIBUTION

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)

Main Competitors' Brand

TOP-SELLING PRODUCTS		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									✓	✓

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.

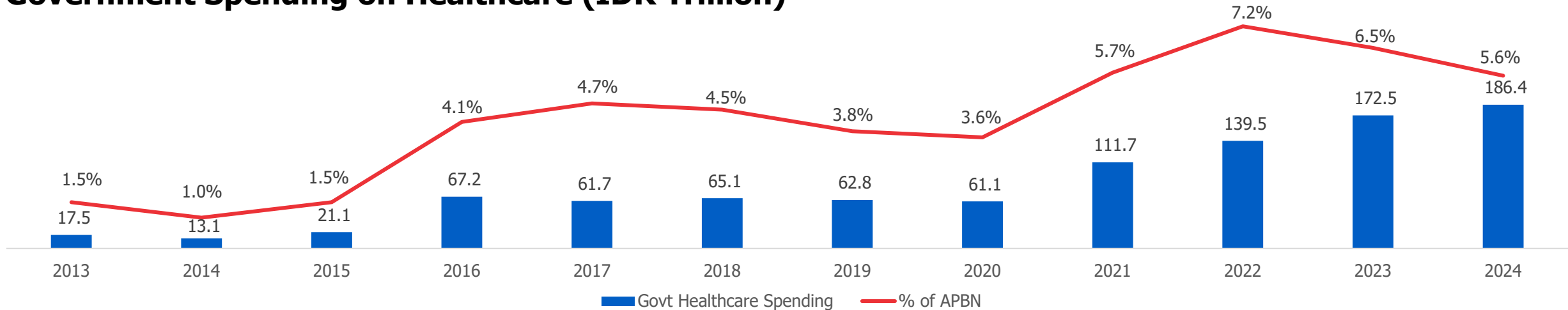
(2) Based on sales value as of 2020.

(3) Piston syringe excludes auto-disable syringes.

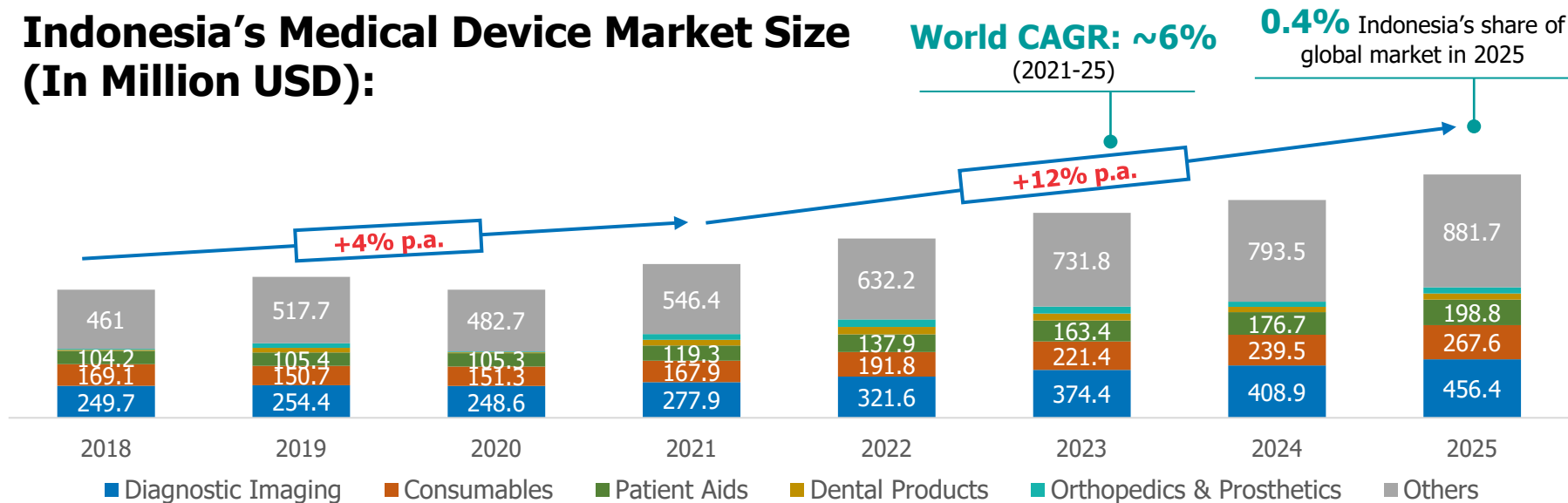
OMED's main sales value are categorized from its consumables and disposable products. OMED aims to grow and expand the rest of its categories after receiving IPO fund

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

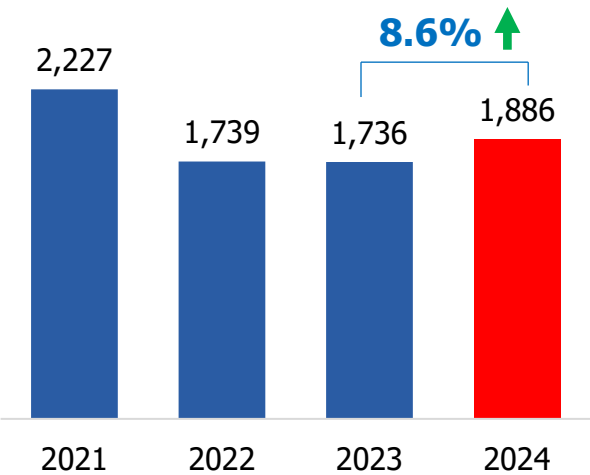
Type	Description	Estimated Commencement	Partnership	Status	Potential Revenue
Co-Branding	- Manufacturing and co-branding for localizing urology products in Indonesia. - Indian Company will be supplying raw materials and the technology know-how.	Q3 2025	 	The localization project for urology products 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

FINANCIAL & OPERATIONS

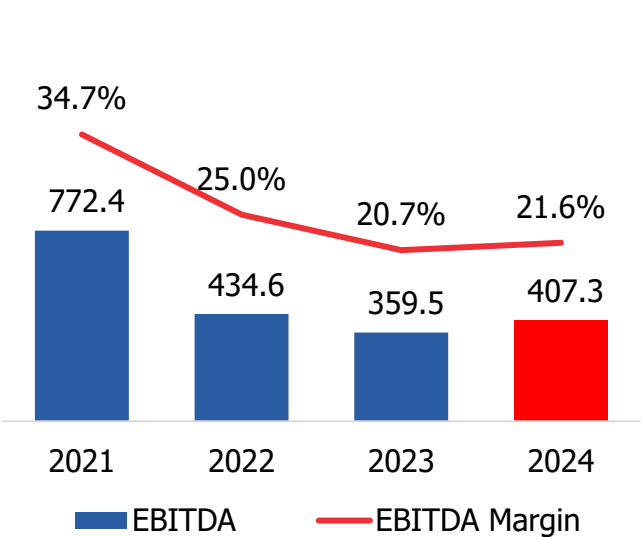


Financial Overview FY2024 (Audited)

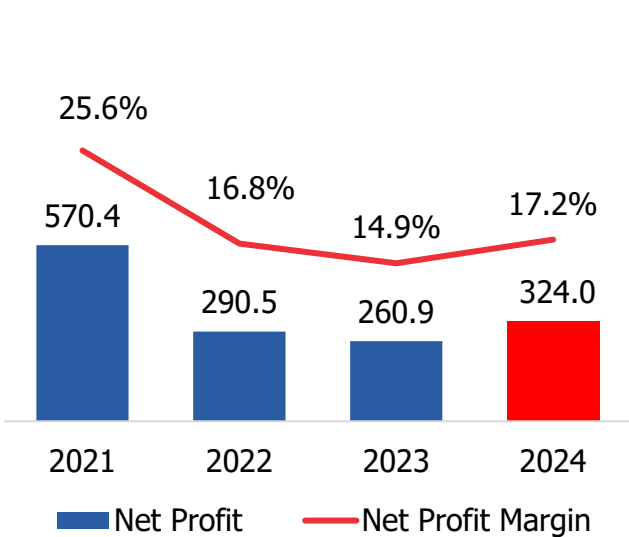
Revenue (In Billion Rupiah)



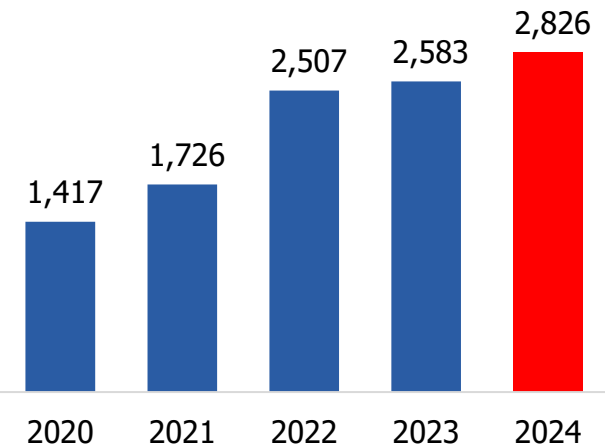
EBITDA (In Billion Rupiah)



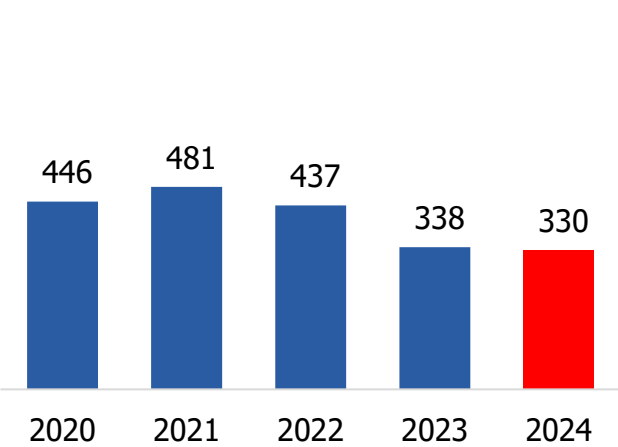
Net Profit (In Billion Rupiah)



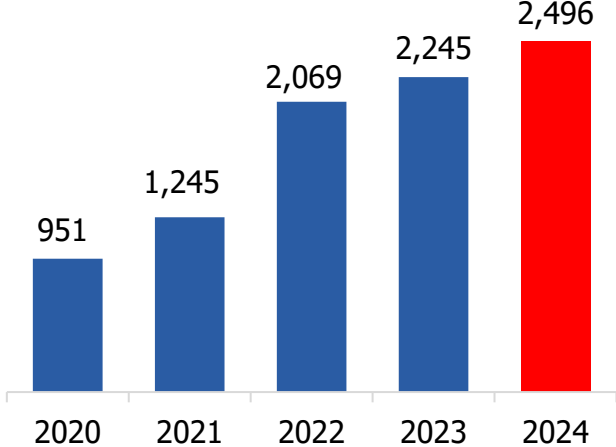
Assets (In Billion Rupiah)



Liabilities (In Billion Rupiah)



Equity (In Billion Rupiah)



Operational Highlight

Production

(in thousand units)

FY23

FY24

YoY

Sales Volume

Disposable & Consumables	1,520,193	1,570,265	3.29%	↑
Wound Care	372,237	465,627	25.09%	↑
Antiseptic & Dialysis Fluid	368,814	378,390	2.60%	↑
Diagnostic & Equipment	2,134	2,547	19.35%	↑
Walking Aids & Rehab	1,449	1,686	16.36%	↑
Biotech & Lab	142,140	122,800	(13.61%)	↓
Hospital Furniture	84	70	(16.67%)	↓
Total	2,407,051	2,541,385	5.58%	↑

Price

(in IDR)

FY23

FY24

YoY

Average Selling Price

Disposable & Consumables	578	586	1.38%	↑
Wound Care	645	617	(4.34%)	↓
Antiseptic & Dialysis Fluid	514	546	6.23%	↑
Diagnostic & Equipment	103,068	100,655	(2.34%)	↓
Walking Aids & Rehab	52,320	48,789	(6.75%)	↓
Biotech & Lab	694	739	6.48%	↑
Hospital Furniture	399,745	581,452	45.46%	↑

Key Performance Ratios

Key Ratios	2020	2021	2022	2023	2024
Profitability Ratios					
Revenue Growth	62.4%	11.6%	-21.9%	-0.1%	8.6%
Gross Profit Margin	52.0%	40.6%	35.1%	31.8%	33.1%
EBITDA Margin	44.1%	34.7%	25.0%	20.7%	21.6%
Net Profit Margin	34.7%	25.6%	16.8%	14.9%	17.2%
Return on Asset	47.9%	33.0%	11.6%	10.0%	11.5%
Return on Equity	72.9%	45.8%	14.0%	11.5%	13.0%
Liquidity and Solvency Ratios					
Current Ratio	4.8	5.5	9.6	15.2	7.7
Int. Bearing Debt to Equity Ratio	0.17	0.15	0.10	0.08	0.06
Debt to Equity Ratio	0.49	0.39	0.21	0.15	0.13
Efficiency Ratios					
Receivable Days	54	29	39	43	51
Inventory Days	91	112	161	186	174
Payable Days	64	48	58	29	24
Cash Conversion Cycle	81	93	141	200	201

THANK YOU

PT Jayamas Medica Industri Tbk (OMED IJ)

April 2025

Contact Us

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

Instagram:

[omed.idx](https://www.instagram.com/omed.idx)