



Because
Family Matters

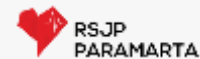
PT Bundamedik Tbk

Analyst Meeting – 1H24 Results

Aug 2024



Leading Provider in Specialized Healthcare Services since 1973



Bundamedik Tbk (BMHS) Ecosystem



Expanding Presence

10 HOSPITALS



12 IVF CLINICS



25 LABORATORIES



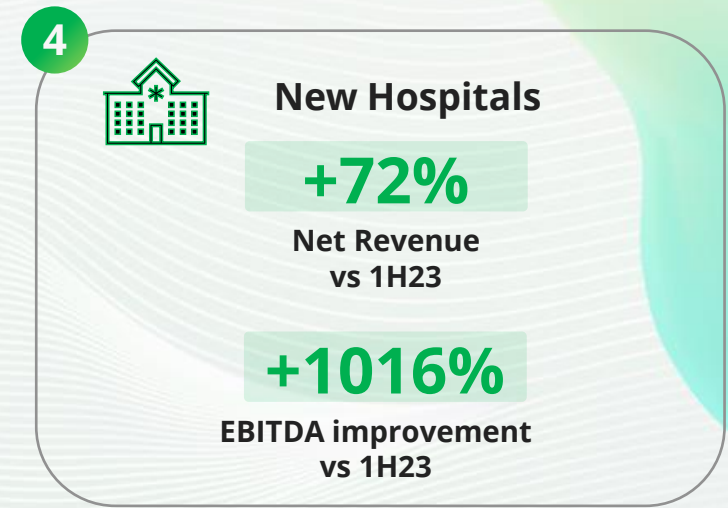
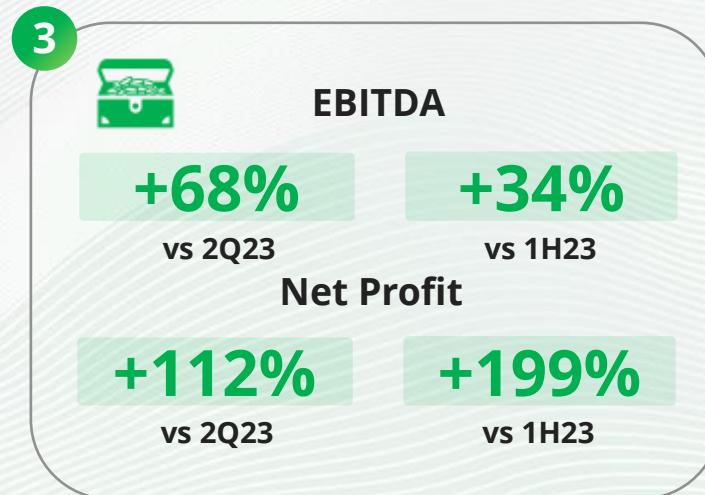
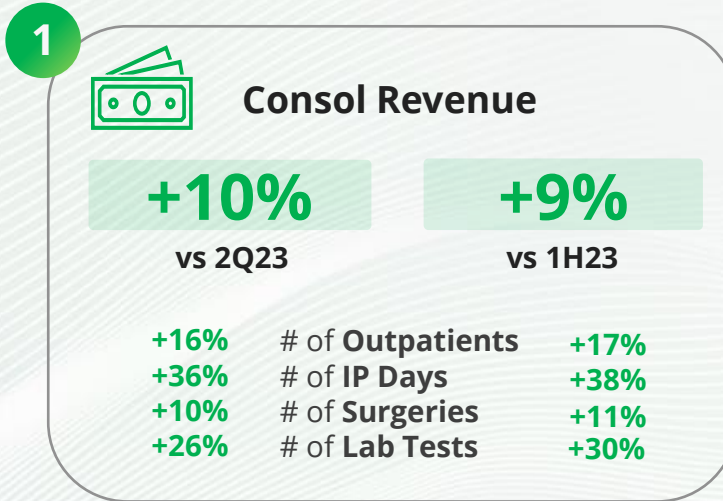
1k++ CLINICS NETWORK (KLINIK PINTAR)



126 FERTILITY CLINICS NETWORK (KFI)



2Q24 Key Highlights



*Our commitment to serve better
Because Family Matters*

#HolisticFamilyCare

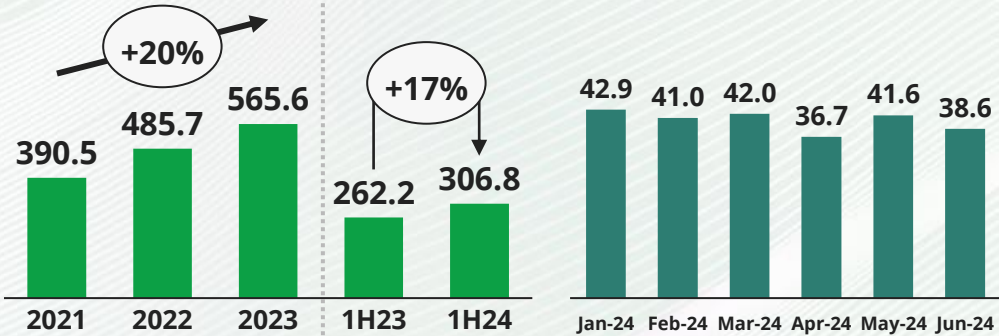
1H24 Results

	HIGHLIGHTS OF CONSOLIDATED RESULT					
	2Q23	2Q24	YoY (%)	1H23	1H24	YoY (%)
1 OPERATIONALS ('000)						
# Outpatient	128.3	148.3	16%	262.2	306.8	17%
# Inpatient Days	23.0	31.2	36%	46.3	63.8	38%
# Inpatient Admission	10.0	11.7	16%	19.9	23.9	21%
# Surgery	3.3	3.6	10%	6.6	7.3	11%
# Beds	631	631	0%	631	631	0%
BOR (%)	40%	54%		41%	56%	
BOR Existing (%)	55%	60%		51%	64%	
BOR New (%)	27%	68%		26%	66%	
# IVF Cycles	1.1	1.1	1%	2.5	2.53	0%
# Lab Test (Diagnos)	162.5	205.2	26%	334.3	433.1	30%
# Lab Test (Diagnos - non Covid)	153.8	203.7	32%	312.2	430.0	38%
2 PROFIT LOSS (Rp Bn)						
Gross Revenue	336	371	10%	722	784	9%
Net Revenue	286	315	10%	618	671	9%
Gross Profit	154	175	14%	335	370	10%
GPM (%) to net	54%	56%		54%	55%	
3 EBITDA	31	52	68%	92	123	34%
EBITDA Margin (%) to net	11%	17%		15%	18%	
Net Profit	(8.4)	1.0	112%	6.2	18.6	199%
NPM (%)	-2%	0%		1%	3%	
NP attributable to:	-	-		-	-	
Owners of the parent	(5.7)	0.1	102%	4.3	11.0	155%
Non-controlling interests	(2.7)	0.9	133%	1.9	7.7	303%

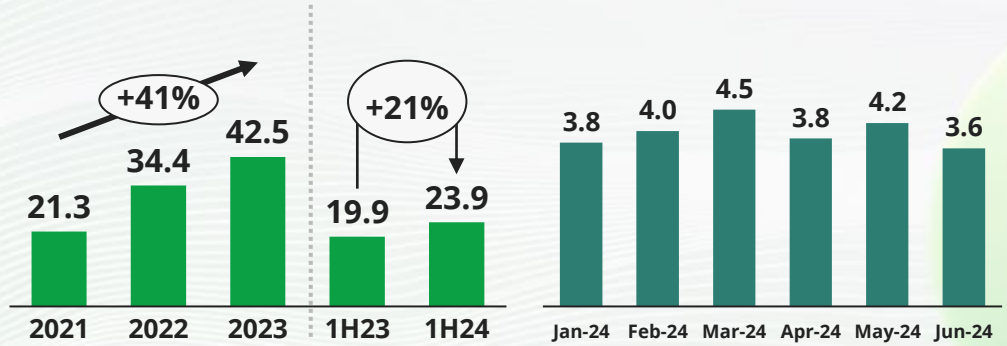
Key Notes

- 1 Core Business in 1H24**
 - Hospitals metrics:** Overall positive growth in #Outpatients, #IP Admission, #Surgery, and #IP Days
 - Morula** - # of cycles-maintained YoY
 - Diagnos** - Growth in # of lab test volume by +30% YoY
- 2 1H24 Gross Revenue improved by +9% YoY** due to:
 - Improvement operational metrics resulted growth in all business units (Hospital +8% YoY; Morula +4% YoY; Diagnos +14% YoY)
- 3 1H24 EBITDA grew by +34% YoY** due to:
 - GPM improvement in 1H24 by +1pps or +10% YoY resulted from impact of various initiatives in early 2024.

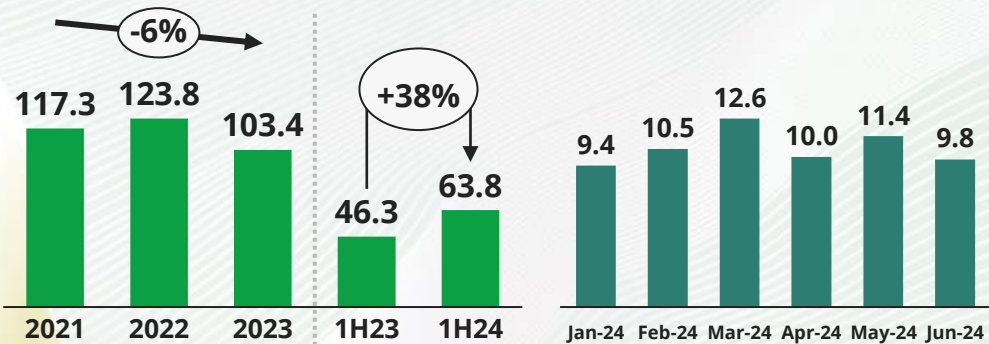
OUTPATIENTS



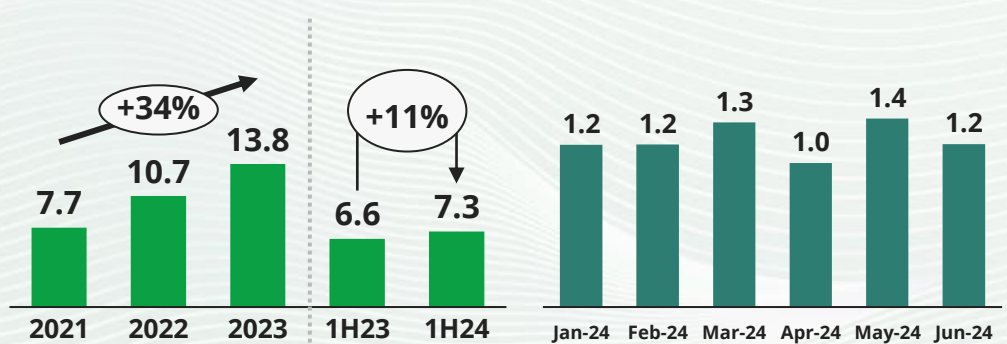
IP ADMISSION



IP DAYS



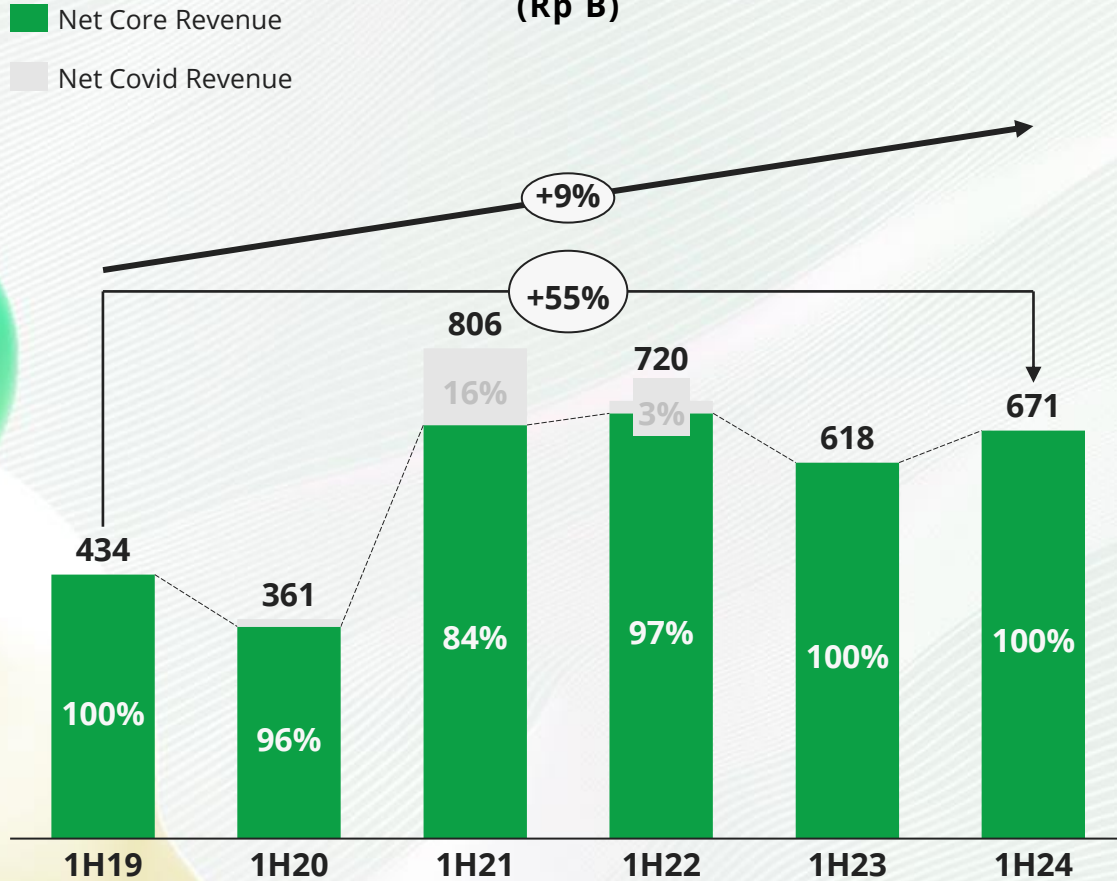
SURGERIES



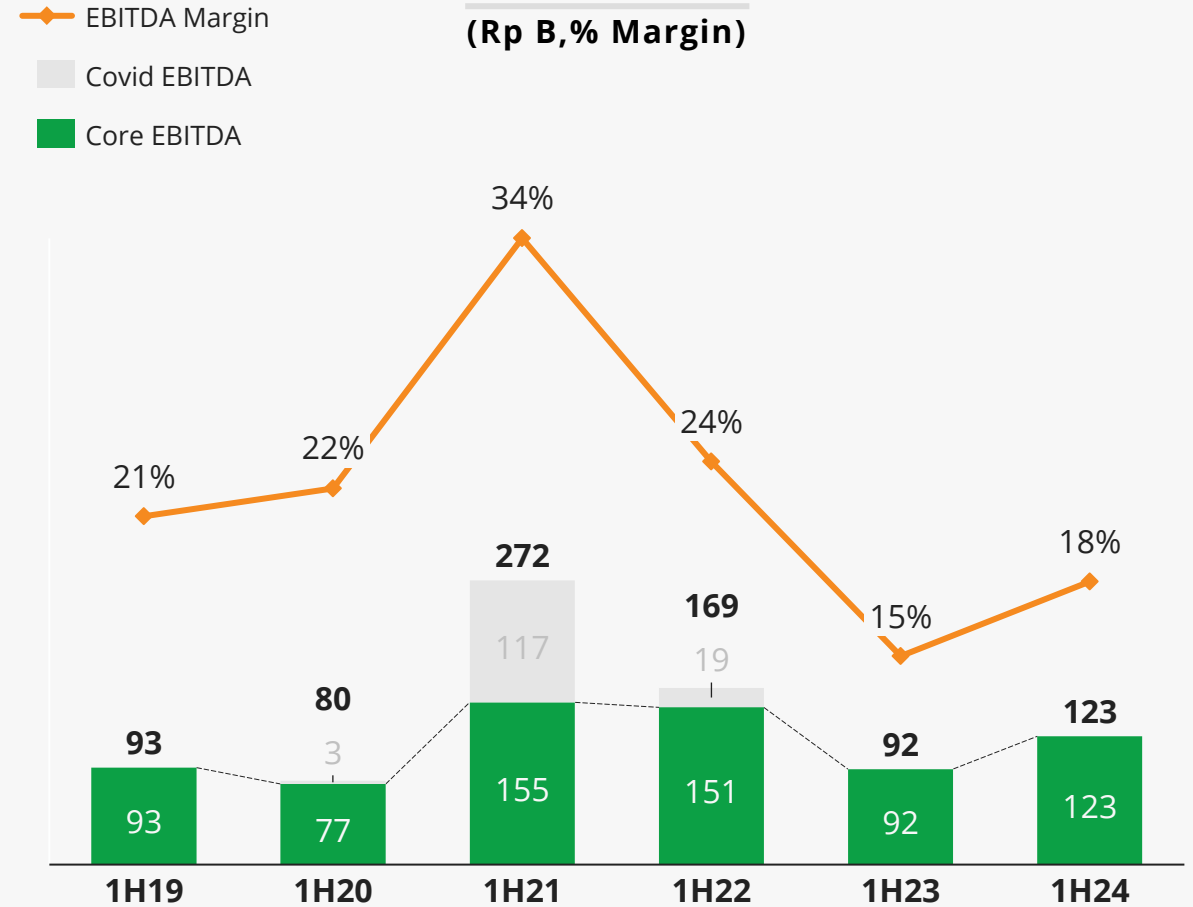
All units in '000

Financial Performance Consolidated

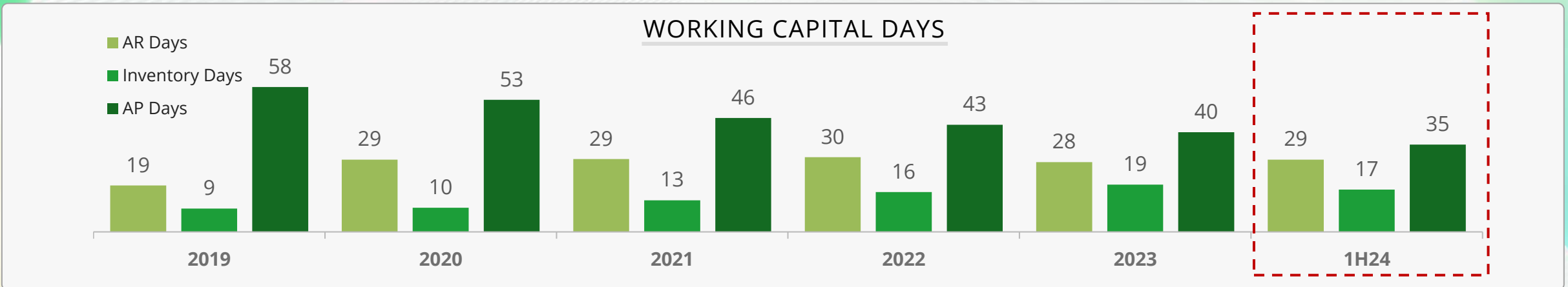
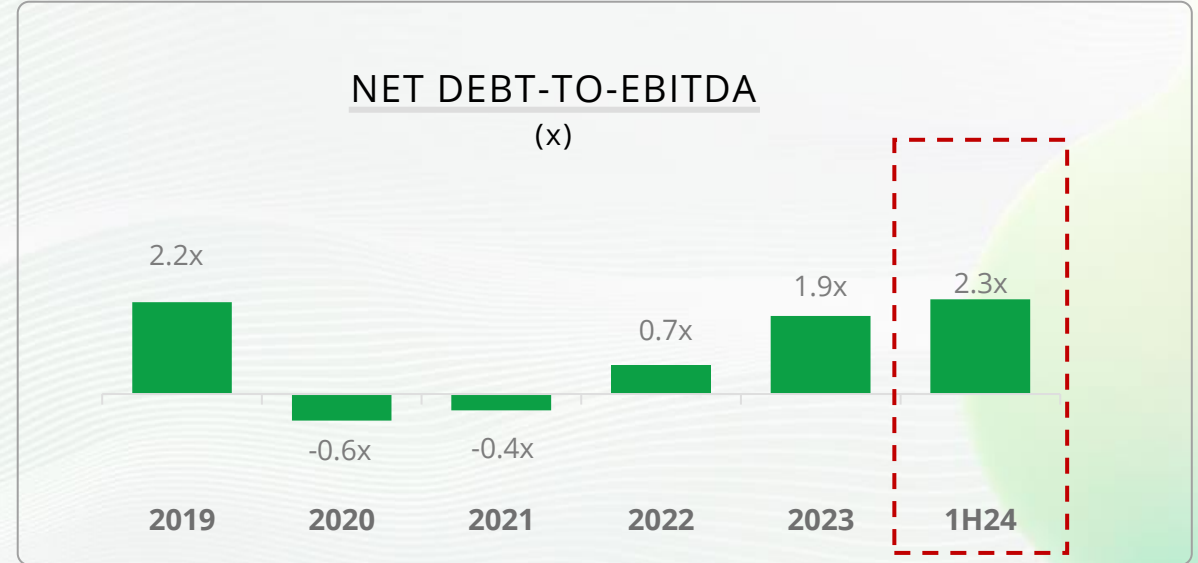
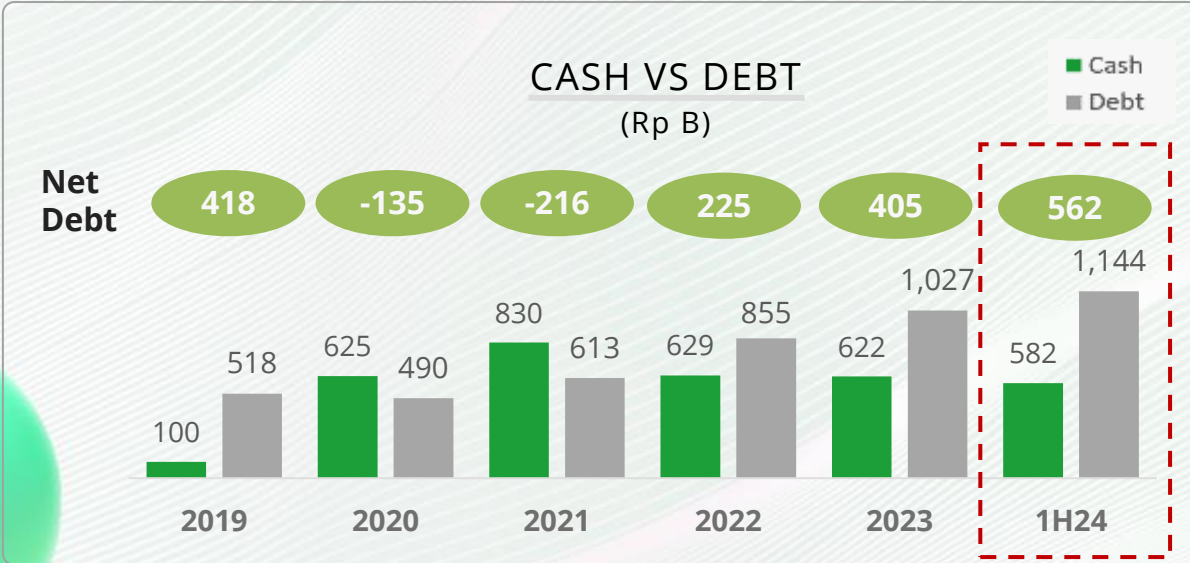
NET REVENUE (Rp B)



EBITDA (Rp B, % Margin)

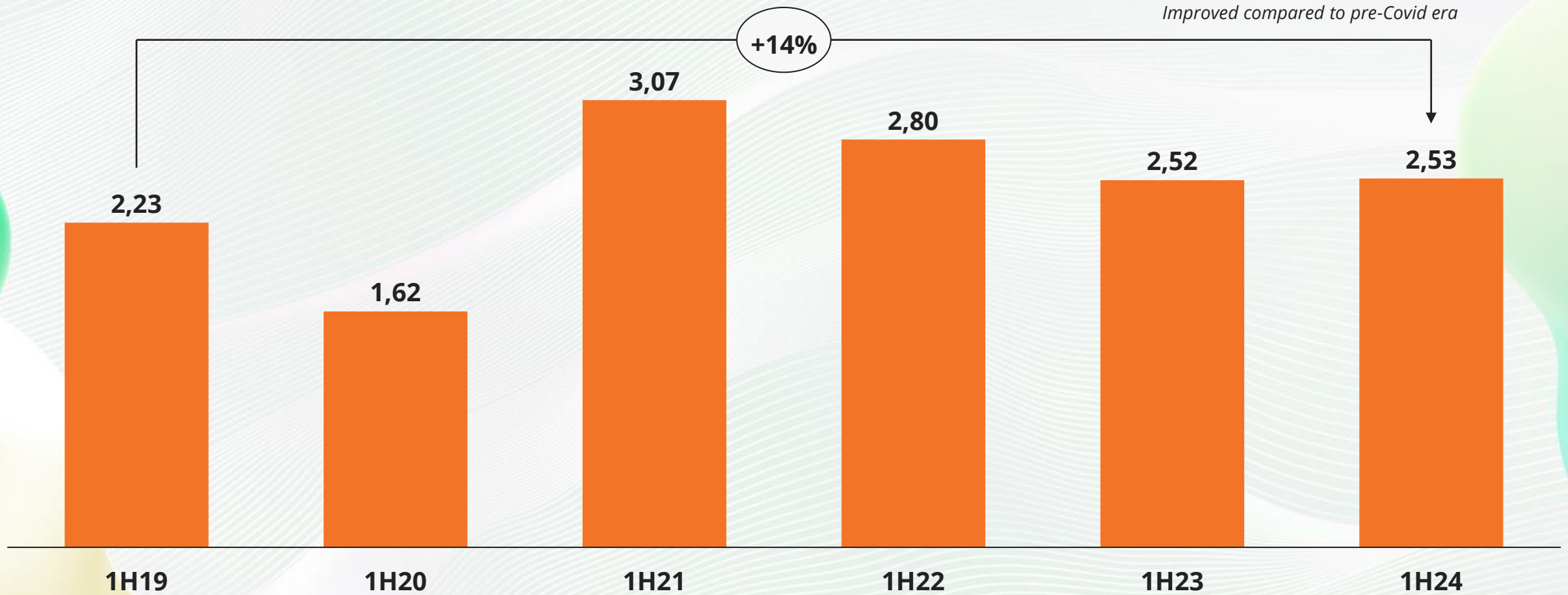


Balance Sheet Remains healthy



IVF Cycles

OF IVF CYCLES ('000)

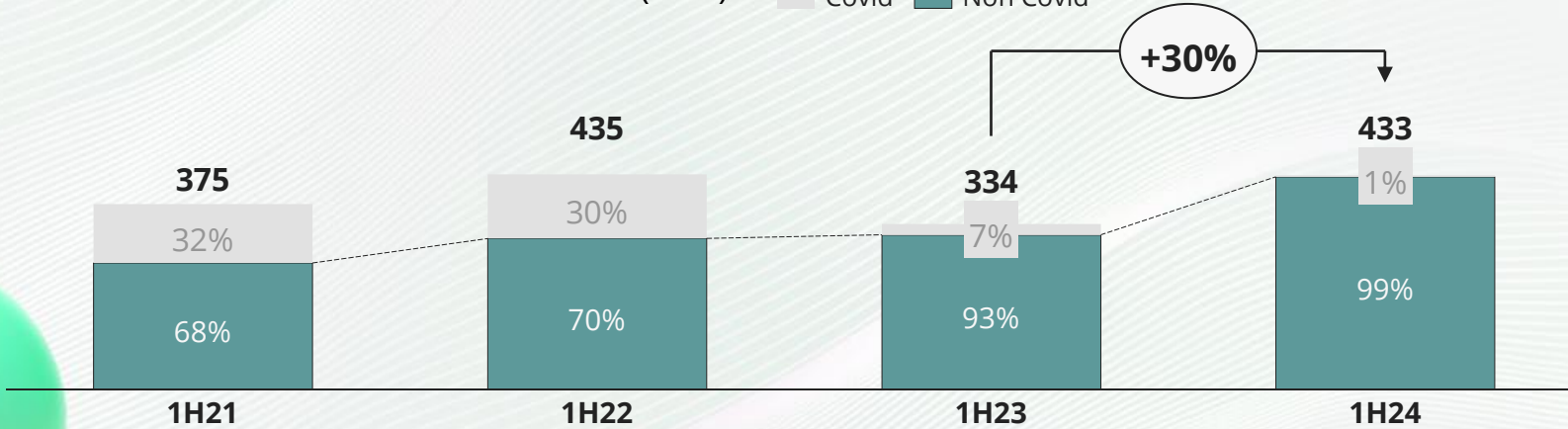


Diagnos

Focusing on genomic testing

OF TESTS ('000)

■ Covid ■ Non Covid



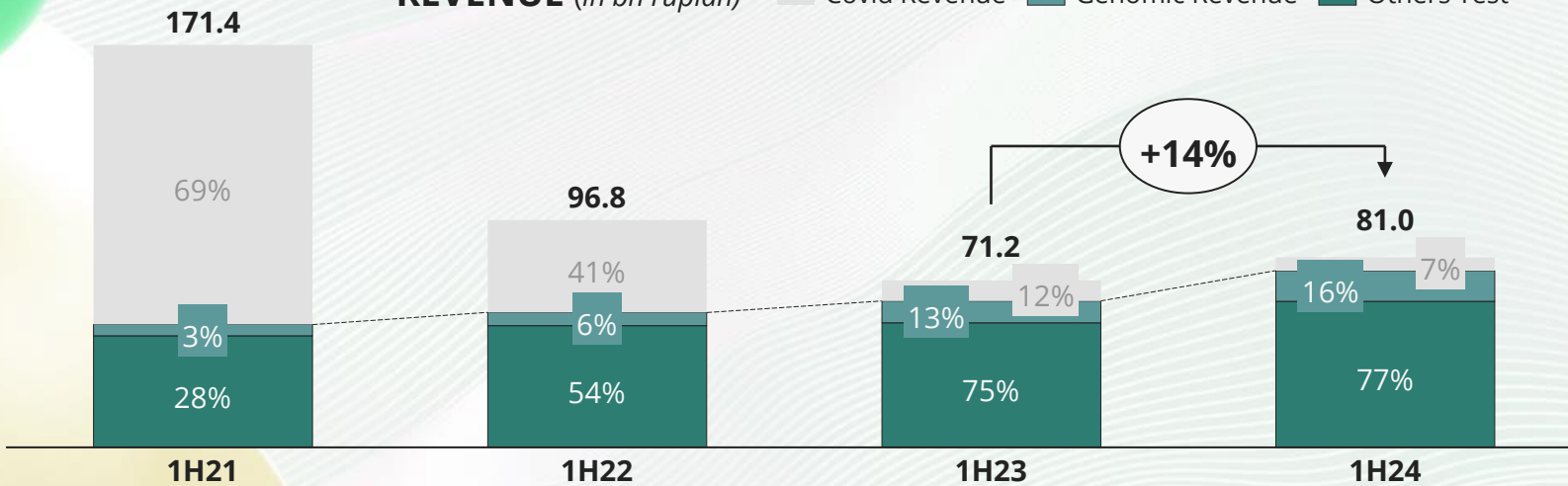
+30% ↑
YoY Number of Test Volume



Promising Genomic revenue YoY increased by 40% YoY, contributing 16% of revenue

REVENUE (in bn rupiah)

■ Covid Revenue ■ Genomic Revenue ■ Others Test



+14% ↑
YoY Revenue

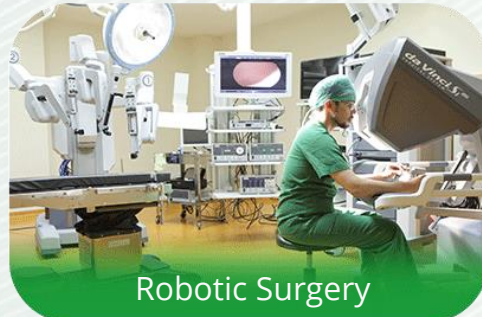


Strengthening Our Core

Strengthening Our COEs



GynROSE Clinic



Robotic Surgery



Bunda Neuro Center



Eras



NICU/PICU



Laparoskopi



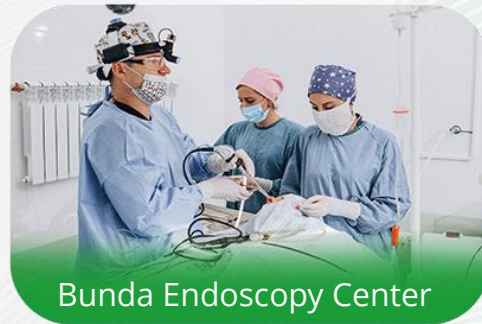
Bunda Health Center



RSM Oncology



Klinik Tumbuh Kembang Anak

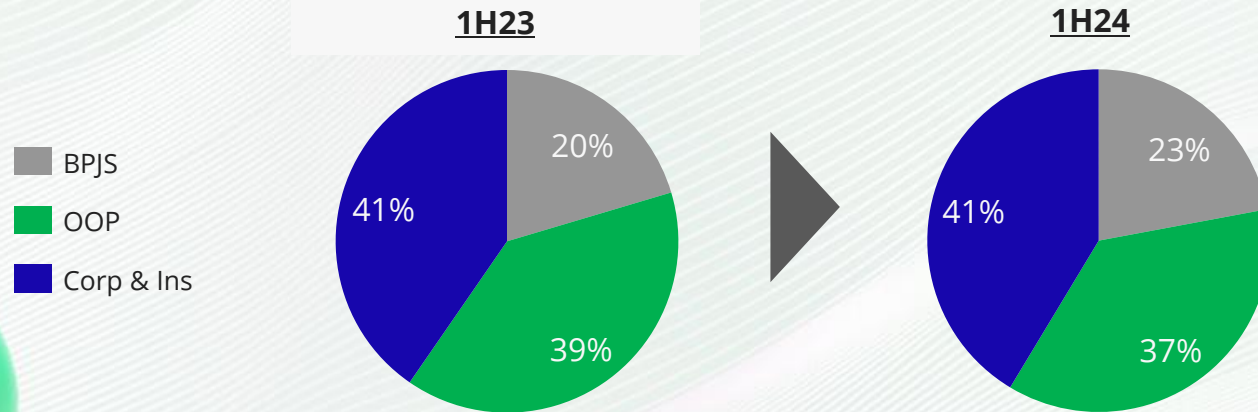


Bunda Endoscopy Center

Bunda General Hospital
Bunda Women & Children Hospital
Jakarta

Update Hospitals Result Initiatives

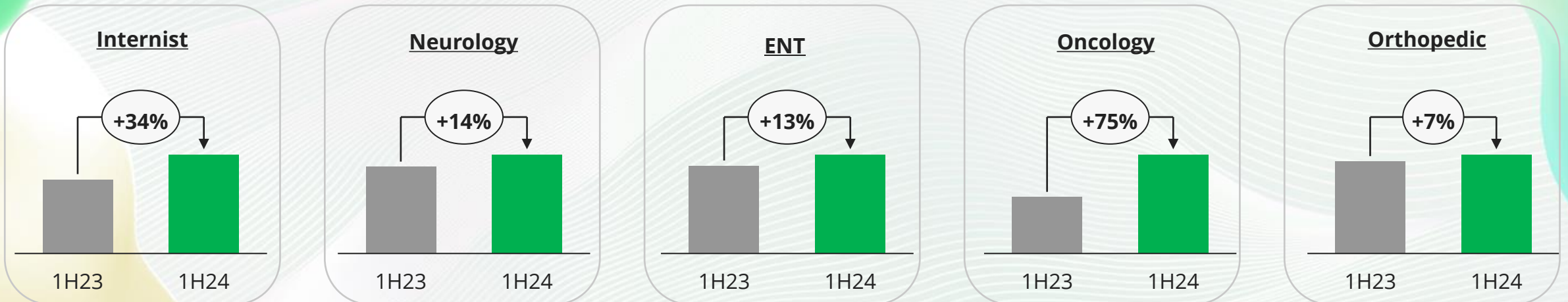
Revenue Per payor:



Hospitals improvement perspective:

- Increased **+3pps** in **BPJS payor** as our new hospitals mainly serves BPJS
- There is a **+2pps improvement** in BPJS Margin from 32% in 1H23 to 34% in 1H24
- Bunda well-known for OBGYN and Pediatric specialization, this year we grow other COEs
- Revenue contribution from non OBGYN and Pediatric in 1H24 was 49% (**+3pps higher** than 1H23)

Revenue Per Specialistic:



Ensuring Standardized Quality Process



2024 Update & Initiatives

2024 Key Initiatives

1

Optimize and standardize
pricing guideline

2

Improving overall **medical services, facilities, branding and patient experience**

3

Central procurement for
pharma and consumables

4

Implement **data integration**
throughout BMHS group

5

Establish **culture and employee engagement**

251.210
(Existing Non-BPJS Patients)



102.995
OneBunda's Unique Users

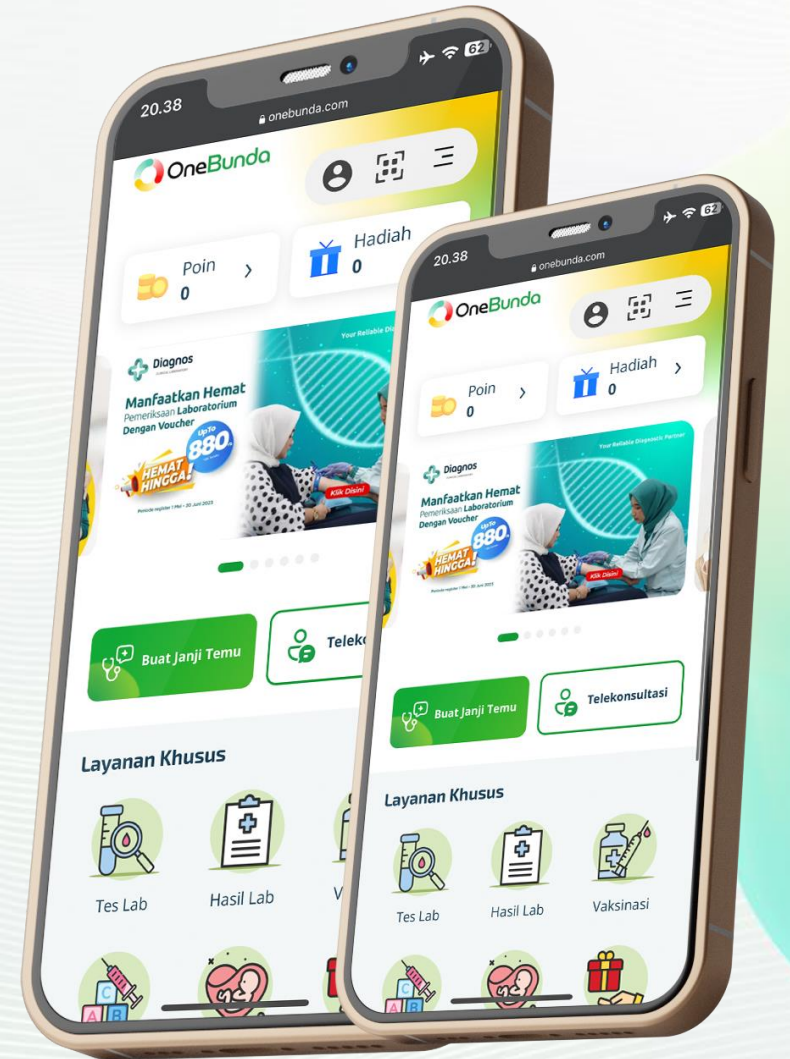
As of 30 June 2024,

41%

Of existing Bunda's patients (non BPJS) have registered and used OneBunda

Most Frequently Used Features is Janji Temu that generate

~99K Transactions



2024 Update Strategic Partnership Morula x Jinxin Fertility

Signing Agreement



Proforma Shareholding at Morula

Morula Share Ownership	Pre-Transaction	Pre-Transaction Value	Post-Transaction	Post-Transaction Value
BMHS	63,00%	Rp. 630.000.000.000	47,25%	Rp. 661.180.333.333
PT Bunda Ipiti Investama	37,00%	Rp. 370.000.000.000	22,75%	Rp. 323.556.333.333
Jinxin Fertility Group	-	-	30,00%	Rp. 422.030.000.000

Impact to BMHS

- Morula will remain under control by BMHS and its **financials will be consolidated into BMHS**
- Cash increase from share subscription by Jinxin **strengthens** consolidated balance sheet of BMHS
- Plan to widen IVF network **accelerates growth** of the group
- As part of the transaction, BMHS is providing guarantee to the implementation of the obligation of Morula as a controlled subsidiary of BMHS, subject to terms of conditions of the agreement

On 16th July 2024, signing ceremony of the strategic collaboration between Morula Indonesia and Jinxin Fertility Group



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PT Bundamedik Tbk

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