



# PT Bundamedik Tbk (BMHS)


## Investor Presentation FY 2021 Results

April 2021


*From Embryo Throughout Life*




# Leading Provider in Specialized Healthcare



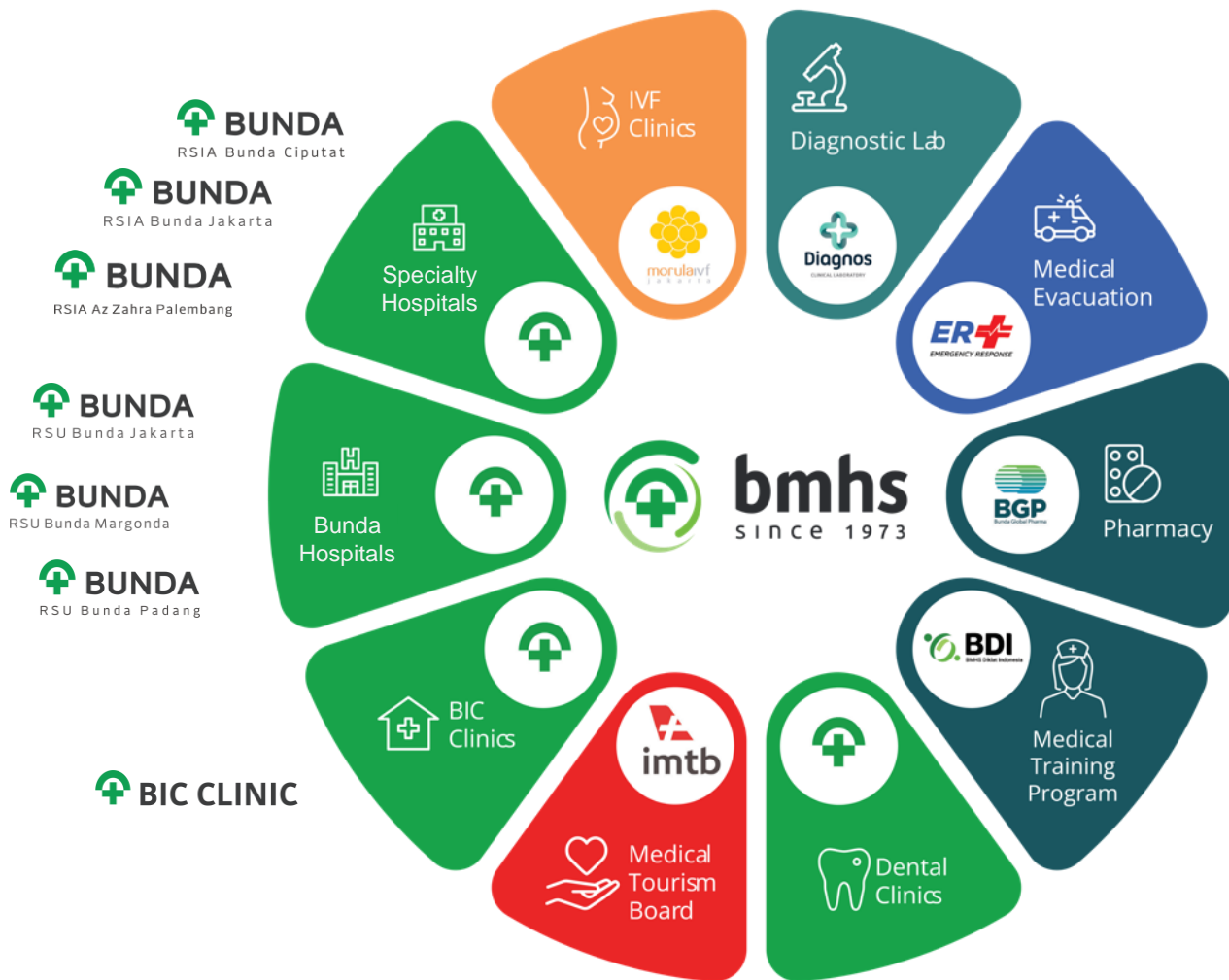
6 Hospitals



10 IVF Centers



34 Diagnostic Outlets

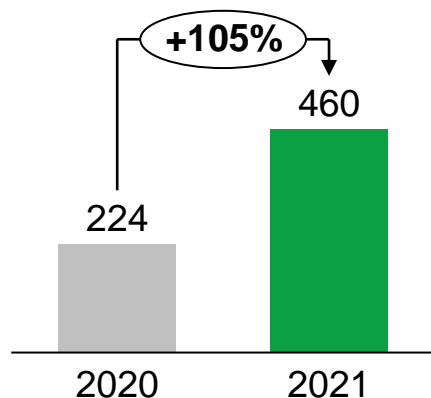
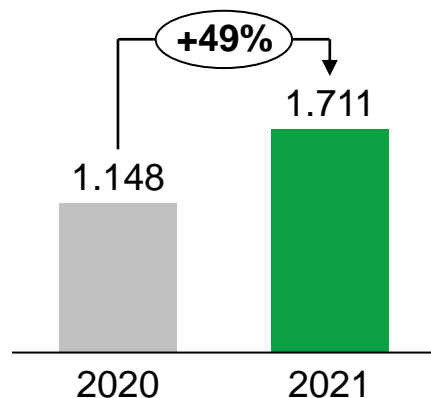


# 2021 Key Highlights

## Strong FY 2021 Results

Consolidated Revenue (RP BN)

Consolidated EBITDA (RP BN)



## Expanding Presence

 **BUNDA**

**+42%**

Increase in #  
of beds

 **Diagnos**  
CLINICAL LABORATORY

**+19**

# of new  
laboratories,  
doubled YoY

 **BUNDA**

**+2**

New hospitals  
(Bali and  
Palembang)

## Strengthening Our Core



**Robotic  
Surgery**



**ACHSI  
Accreditations<sup>1</sup>**



**IVF CYCLES YoY 20-21 +42%**



**LAB TEST YoY 20-21 +59%**

<sup>1</sup> Australian Council on Healthcare Standard International for Bunda General Hospital and Bunda Mother & Child Hospital

## Enhancing Our Ecosystem



**150+**  
clinics



**100+**  
clinics

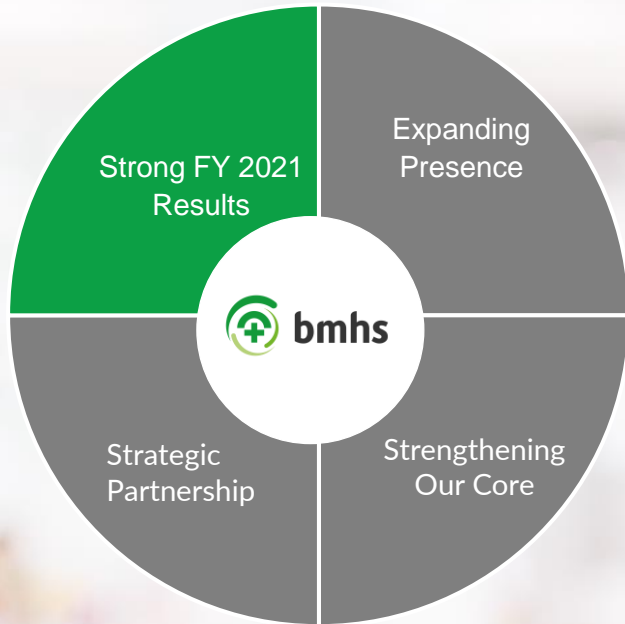
**+24%**  
Increase in # of  
insurance  
partners



**Partnership** with leading medical school  
in Indonesia (UNAIR)



# Strong FY 2021 Results



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# Robust Financial and Operational Performance

## HIGHLIGHTS OF CONSOLIDATED RESULT

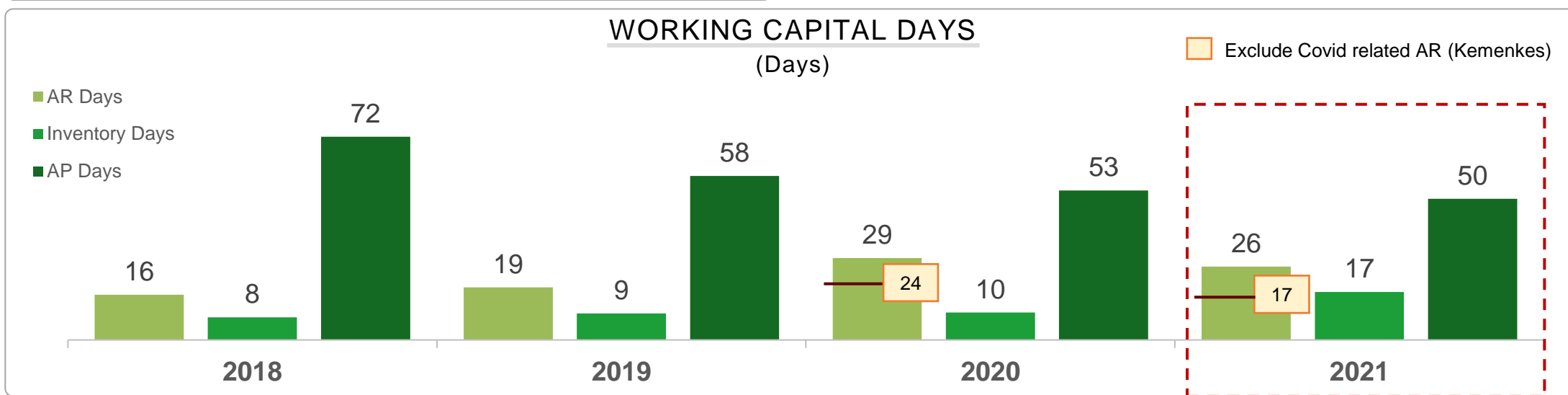
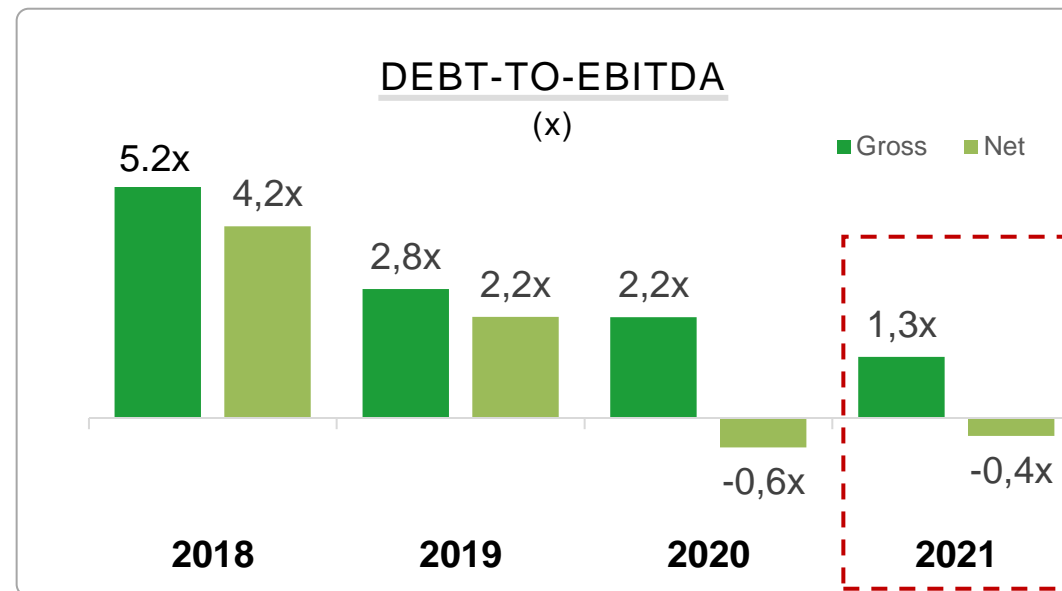
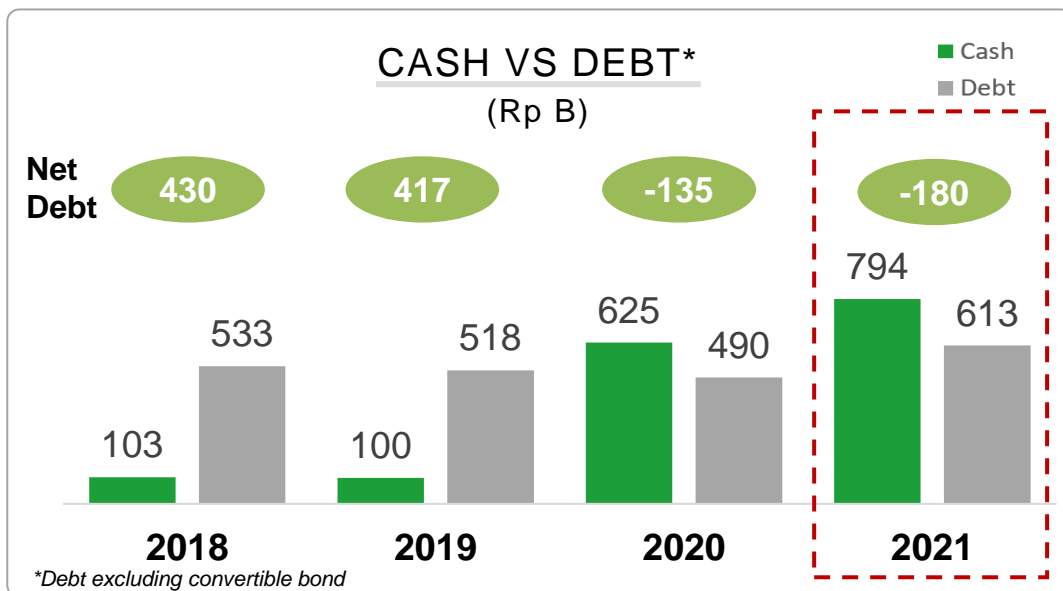
	FY20	FY21	YoY (%)
<b>OPERATIONAL</b>			
# Outpatient	359,604	390,526	9%
# Inpatient Days	65,849	92,454	40%
# Beds	336	478	42%
BOR (%)	54%	53%	
# IVF Cycles	4,120	5,838	42%
# Lab Test (Diagnos)	481,058	766,162	59%
# Inpatient Admission	19,565	21,276	9%

<b>PROFIT LOSS (RP BN)</b>			
Revenue	1,148	1,711	49%
<b>Gross Profit</b>	<b>493</b>	<b>824</b>	<b>67%</b>
GPM (%)	43.0%	48.1%	
<b>EBITDA</b>	<b>224</b>	<b>460</b>	<b>105%</b>
EBITDA Margin (%)	19.5%	26.9%	
<b>Net Profit</b>	<b>118</b>	<b>315</b>	<b>166%</b>
NPM (%)	10.3%	18.4%	
NP attributable to:			
Owners of the parent	89	215	142%
Non-controlling interests	30	100	237%

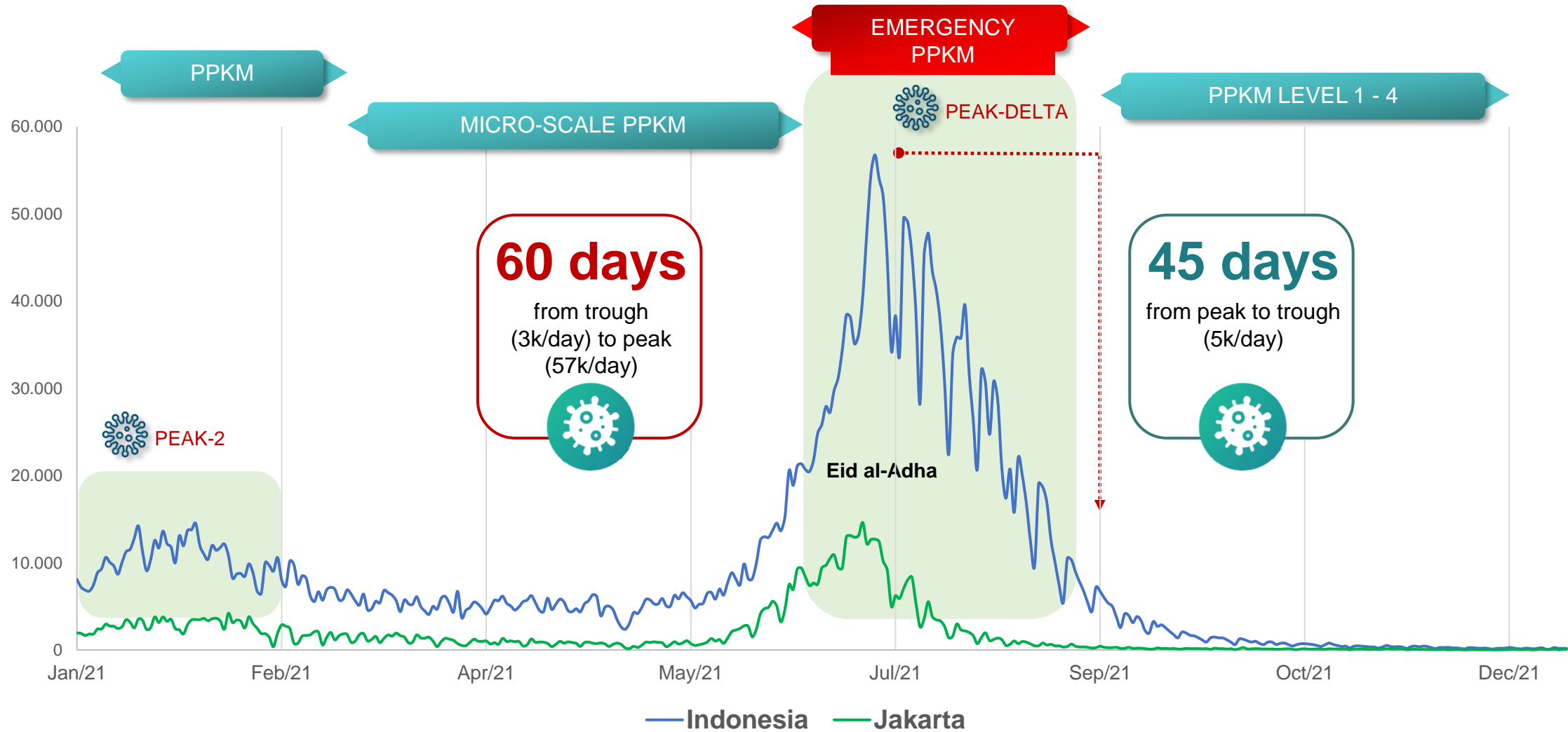
## HIGHLIGHTS

- 1 Inpatient days Increased 40% YoY mainly from Covid patients
- 2 IVF growth mainly from Jakarta, Surabaya and Makassar area
- 3 Lab test increased 59% YoY mainly from Non Covid tests increased 57% YoY
- 4 **67% of Revenue growth** mainly from **Hospital** (increased Rp 376 Bn or +47%) and **30% of Revenue growth** from **Morula** (increased Rp 169 B or +50%)
- 5 Gross Profit Margin expanded by **520bps**
- 6 **78% Contribution of EBITDA growth** mainly from **Hospital** (increased Rp 184 Bn or +94%), **37% Contribution of EBITDA growth** from **Morula** (increased Rp 88 Bn or +134%) while -15% of EBITDA growth from Subs

# Healthy Balance Sheet with Ample Room to Grow

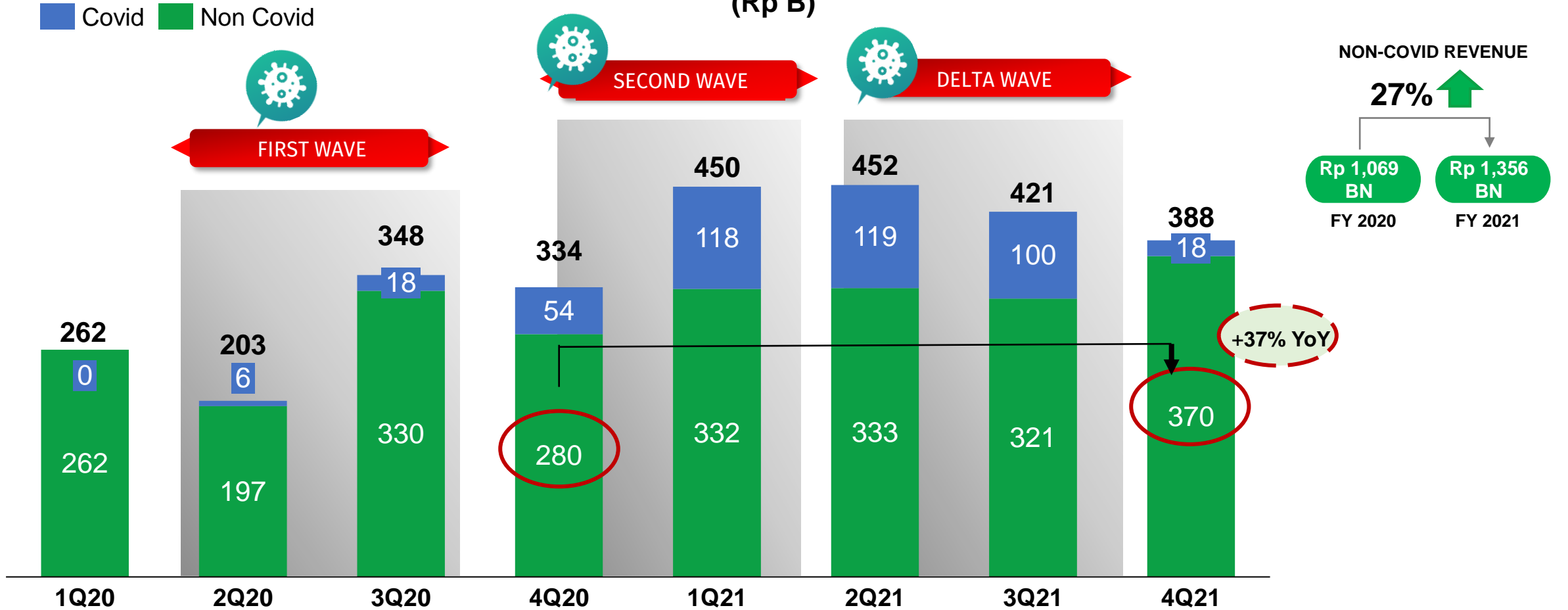


# 2021 Covid-19 Waves



# Resilient Core Businesses

## CONSOLIDATED REVENUE (Rp B)

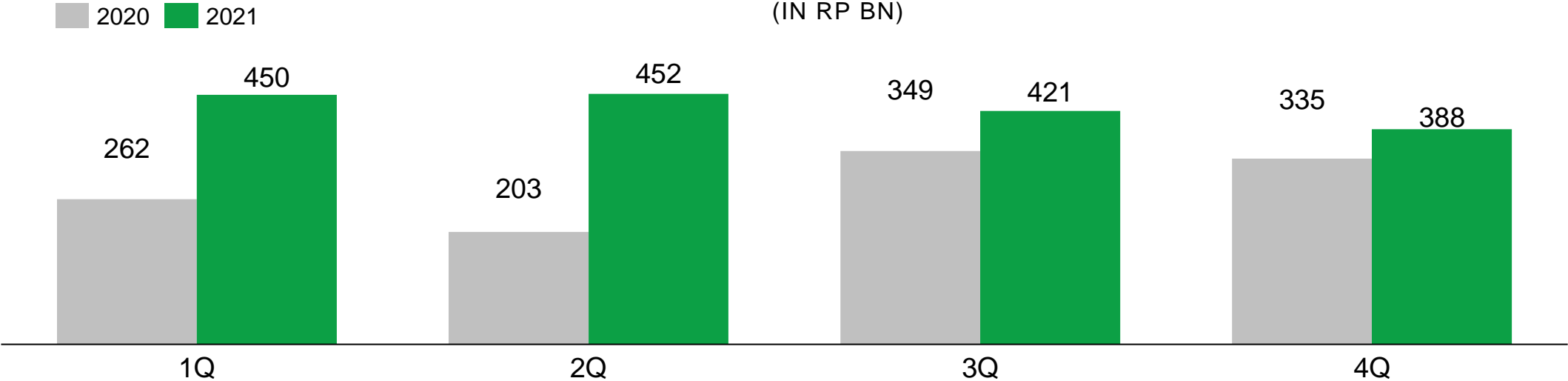


**STRONG GROWTH OF CORE (NON COVID REVENUE) WHILE CAPTURING REVENUE DURING COVID WAVE**

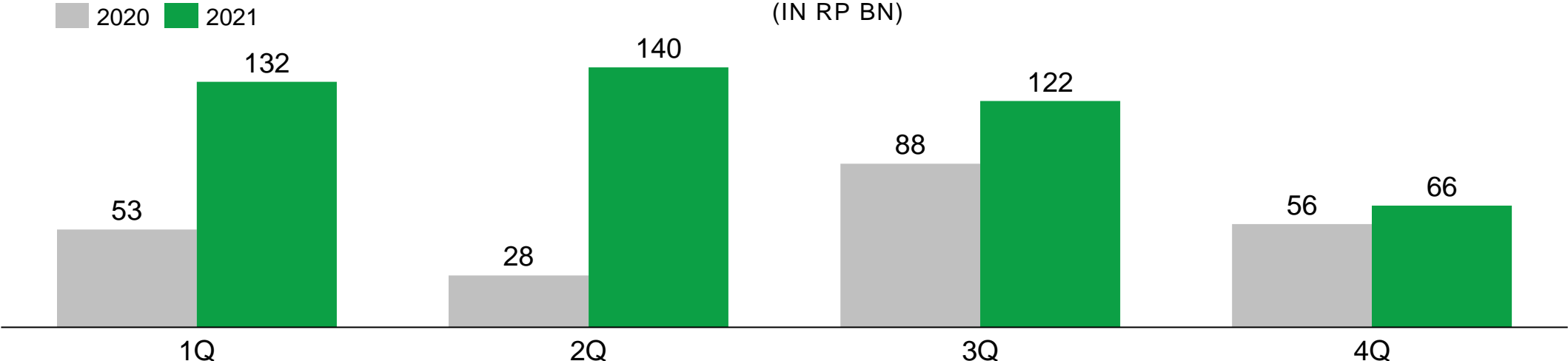


# Quarterly Revenue and EBITDA Consolidated

## REVENUE (IN RP BN)



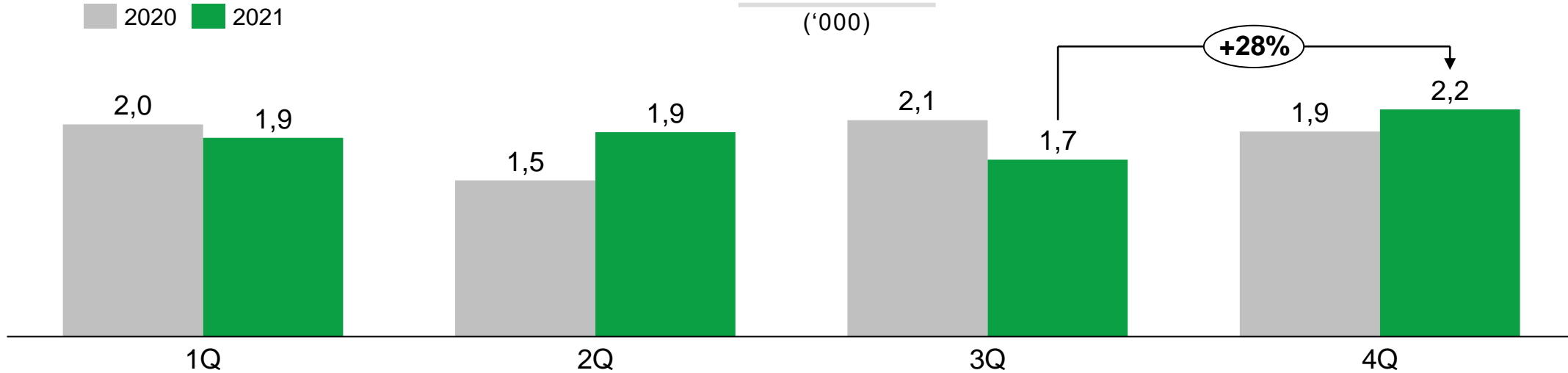
## EBITDA (IN RP BN)



# Hospital Operational Metrics

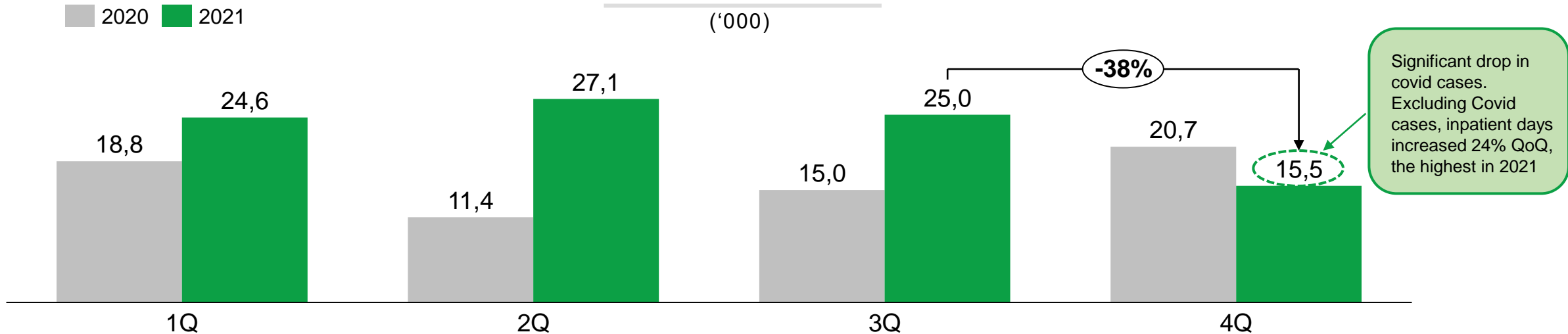
## # OF SURGERY

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## # INPATIENT DAYS

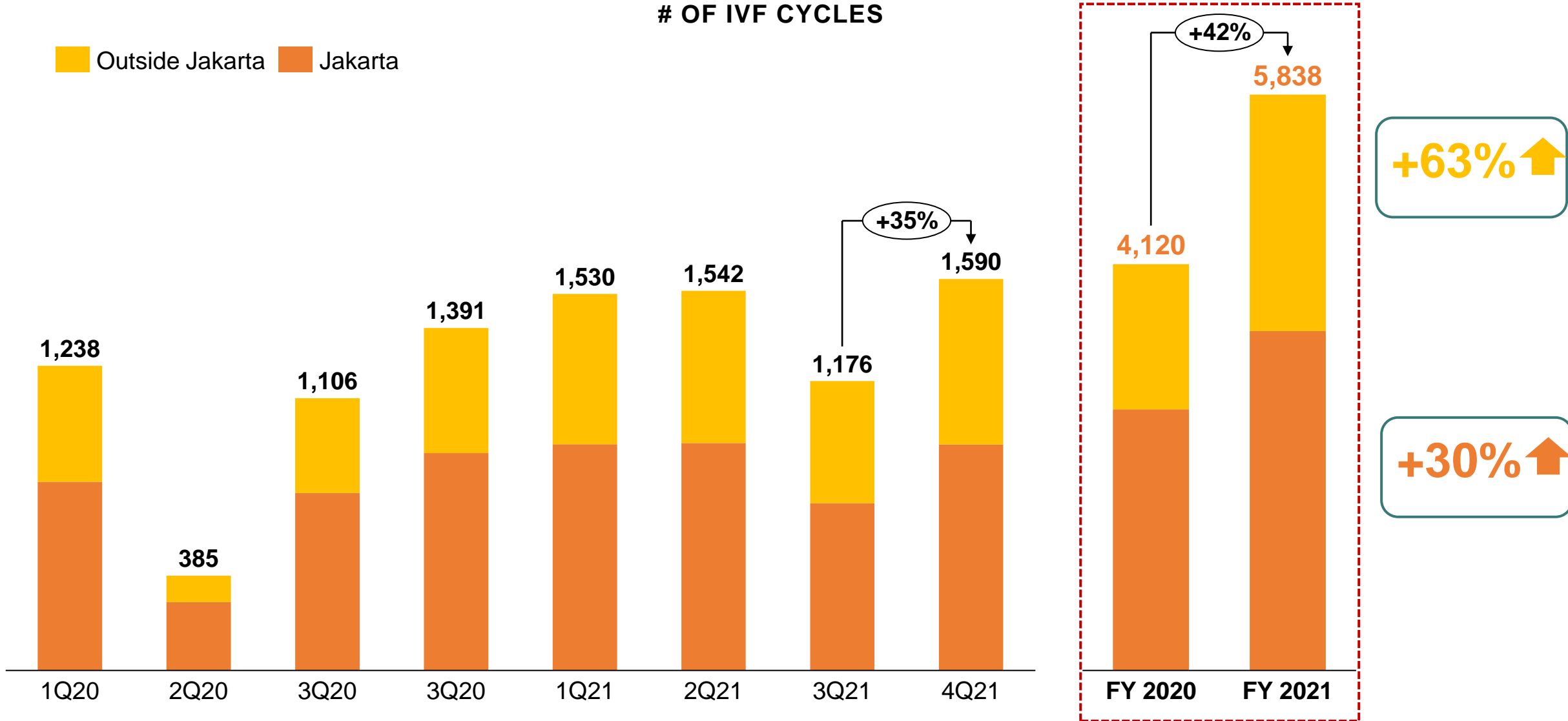
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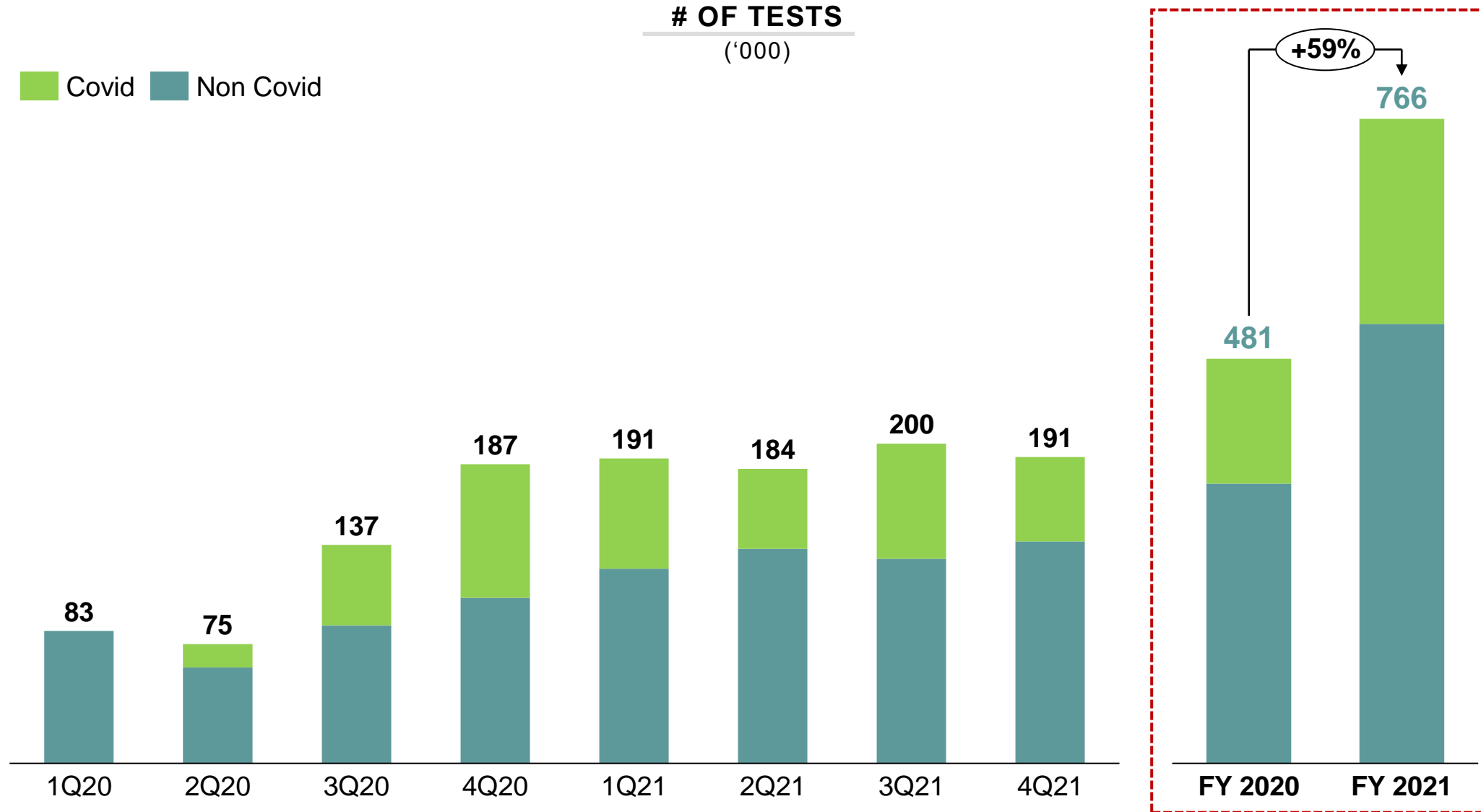
# Strong rebound in IVF cycles

# OF IVF CYCLES

■ Outside Jakarta 
 ■ Jakarta




# Diagnos: Strong Growth on Non Covid tests



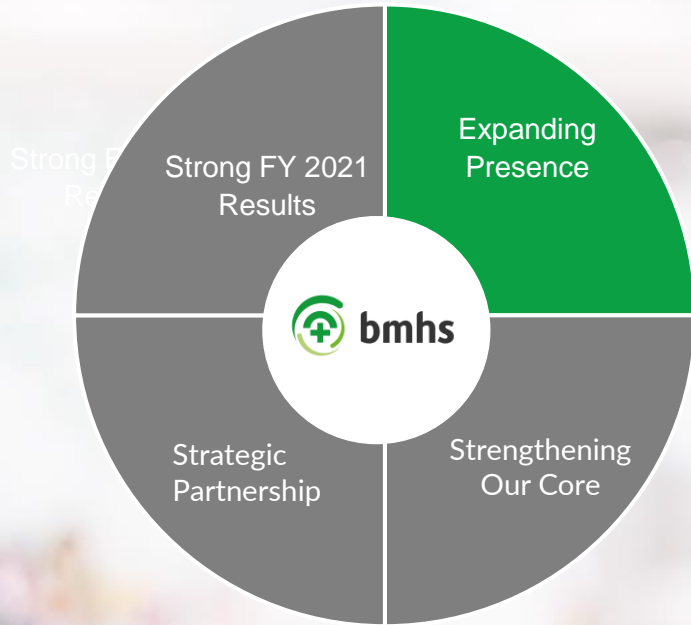
**+57%** ↑

Non Covid Test in  
FY 2021





# Expanding Presence

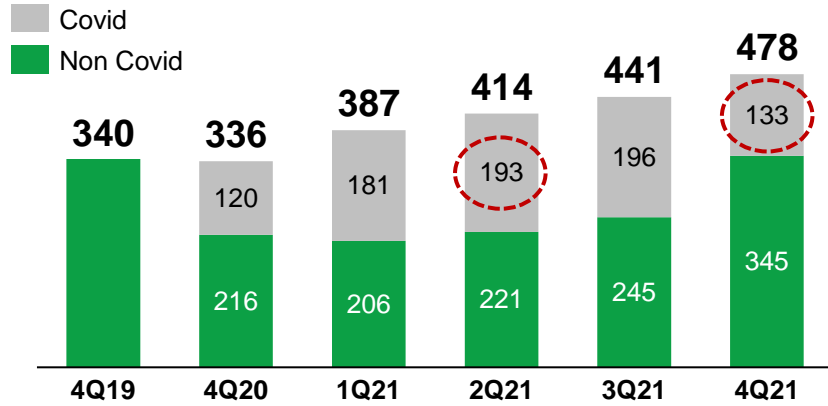


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# Expanding Presence

## # OF HOSPITAL BEDS



## BUNDA HOSPITALS

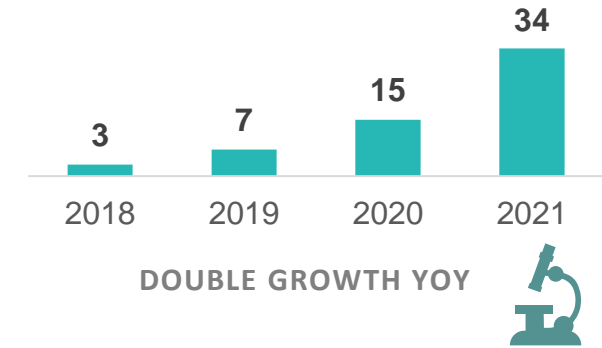


Palembang Area



Bali Area

## # OF DIAGNOS LABS



BUNDA DENPASAR





# Strengthening Our Core



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## BUNDA HOSPITAL

### CONTINUOUS IMPROVEMENT IN CORE CAPABILITIES AND OFFERINGS

CNBC Indonesia > News > Berita

#### Pertama di RI, Operasi Prostat Pakai Robotik di Bunda Jakarta

NEWS - Teti Purwanti, CNBC Indonesia

04 January 2022 14:05

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## BMHS

### SKILLS AND CAPABILITIES ENHANCEMENT THROUGH PARTNERSHIP PROGRAM WITH TOP MEDICAL SCHOOL IN INDONESIA



BMHS and UNAIR are partnering to enhance the medical skills through research and education

Retain and attract top medical professionals

PARTNERSHIP WITH AIRLANGGA MEDICAL UNIVERSITY

## INTERNATIONAL ACCREDITATION



ACCREDITED  
**2021**

Morula IVF the only IVF Clinic in Indonesia that is (RTAC) accredited by The Fertility Society of Australia



ONLY 3 HOSPITALS IN INDONESIA ACCREDITED BY AUSTRALIAN COUNCIL ON HEALTHCARE STANDARD INTERNATIONAL



# Strategic Partnership



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# Enhancing Our Ecosystem: Klinik Pintar



**GP  
EMPOWERMENT**

In partnership with



LAB OUTLETS

PHARMACEUTICAL  
SUPPLY CHAIN



**150 ++  
CLINICS**

FEEDER



**BUNDA**

RSIA BUNDA JAKARTA – RSU BUNDA JAKARTA  
RSIA BUNDA CIPUTAT – RSU BUNDA MARGONDA  
RSU BUNDA PADANG – RSIA AZ ZAHRA PALEMBANG  
BUNDA BALI

# Enhancing Our Ecosystem: Klinik Fertilitas Indonesia

10  
Centers



100  
KFI Clinics



Morula strong presence through  
extensive KFI networks

46%  
Market share

In 2020

## Partnership with local Obgyn clinics

- Efficient way to scale up Morula's business
- Promote Morula's branding across Indonesia
- Increase referrals from obgyn/clinics for advance treatment at Morula Centers
- Empowerment and enablement for Indonesia fertility services



20+

More than 20  
years of  
experience in IVF

41%

The average  
success rate for  
IVF fresh cycle



1

## Expanding Our Ecosystem

### Network Expansion

- Additional 2-3 Hospitals
- Additional 1-2 Morula Center, 30% growth in KFI Clinics
- Additional 20 Diagnos Outlets

2

## Strategic Partnership

Deepening our relationship and business development with our strategic partners, government and schools

3

## Strengthening Our Core

- Strengthening our COE through organic or acquisition
- Continuous improvement: process integration and service to customers



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