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PT Bundamedik Tbk

Analyst Meeting – 9M22 Results

Nov 2022

Leading Provider in Specialized Healthcare Services since 1973

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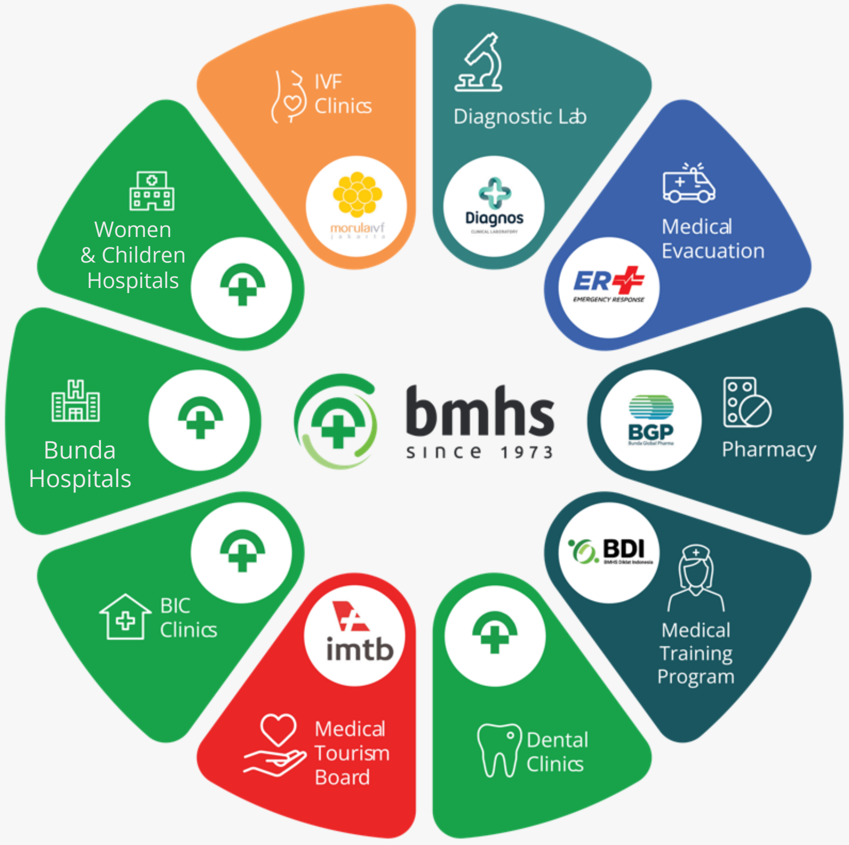
Bundamedik Tbk (BMHS) Ecosystem



Expanding Presence

- 9 HOSPITALS + 3 CLINICS
- 10 IVF CLINICS
- 46 LABORATORIES
- 200++ CLINICS NETWORK (KLINIK PINTAR)
- 126 FERTILITY CLINICS NETWORK (KFI)

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9M22 Key Highlights *)

Across all metrics, surpassed Pre-Covid level

+73%
Net revenue

- **+21%** # of **Outpatients**
- **+108%** # of **IP Days**
- **+48%** # of **Surgeries**
- **+220%** # of **Lab Tests**

EBITDA Margin Normalized to Pre-covid Level

23%
EBITDA margin
at Pre-COVID Level

24%
EBITDA margin
Excluding newly acquired hospitals

Doubling Capacity

BUNDA — **+86%** # of beds

Diagnos CLINICAL LABORATORY — **+39** # of new outlets

Record High Cycles + Expanding Coverage

morulaivf indonesia — **+19%** # of IVF cycles

Klinik Fertilitas Indonesia — **126** New Clinics

Comprehensive Facility To Support Our Business

- Comprehensive NICU & PICU
- Advance Robotic Minimal Invasive Surgery
- Urology Centre
- Oncology Centre

**) Note: comparison against 9M19, being the Pre-Covid level*

9M22 Results

Financial & Operational Performance
Core Businesses Continues to Improve

In Rp B, unless otherwise specified

HIGHLIGHTS OF CONSOLIDATED RESULT	2Q22	3Q22	QoQ (%)	9M22	9M21	YoY (%)
OPERATIONALS						
# Outpatient	109.003	130.258	19%	347.094	284.995	22%
# Inpatient Days	29.780	38.886	31%	99.024	83.752	18%
# Inpatient Admission	7.929	9.741	23%	24.843	16.032	55%
# Surgery	2.679	2.762	3%	7.877	5.515	43%
# Beds	630	631	0%	631	445	42%
BOR (%)	52%	67%		57%	69%	
BOR Existing Hospitals (%)	68%	91%		82%	69%	
BOR Newly Hospitals (%)	38%	57%		31%	n.a	
# IVF Cycles	1.425	1.544	8%	4.317	4.248	2%
# Lab Test (Diagnos)	170.086	213.797	26%	648.833	574.707	13%
# Lab Test (Diagnos - non Covid)	133.508	170.114	27%	475.521	383.774	24%
PROFIT LOSS	-	-				
Gross Revenue	395	413	4%	1.228	1.323	-7%
Net Revenue	347	362	4%	1.083	1.201	-10%
Gross Profit	**186**	**198**	**6%**	**576**	**649**	**-11%**
GPM (%)	*54%*	*55%*		*53%*	*49%*	
EBITDA	**80**	**82**	**3%**	**251**	**394**	**-36%**
EBITDA Margin (%)	*23%*	*23%*		*23%*	*33%*	
Net Profit	**33**	**29**	**-12%**	**108**	**283**	**-62%**
NPM (%)	*10%*	*8%*		*10%*	*21%*	
NP attributable to:						
Owners of the parent	23	20	-10%	74	192	-62%
Non-controlling interests	11	9	-16%	35	91	-62%

HIGHLIGHTS

1 **Hospitals:** operating metrics improved driven by non-Covid patients returning to hospital, especially for elective surgeries

2 **IVF** cycles grew 2% YoY underpinned growth from outside Jakarta & Surabaya (+29%)

Diagnos: test volume increased 13% YoY with non-Covid tests grew 24% YoY

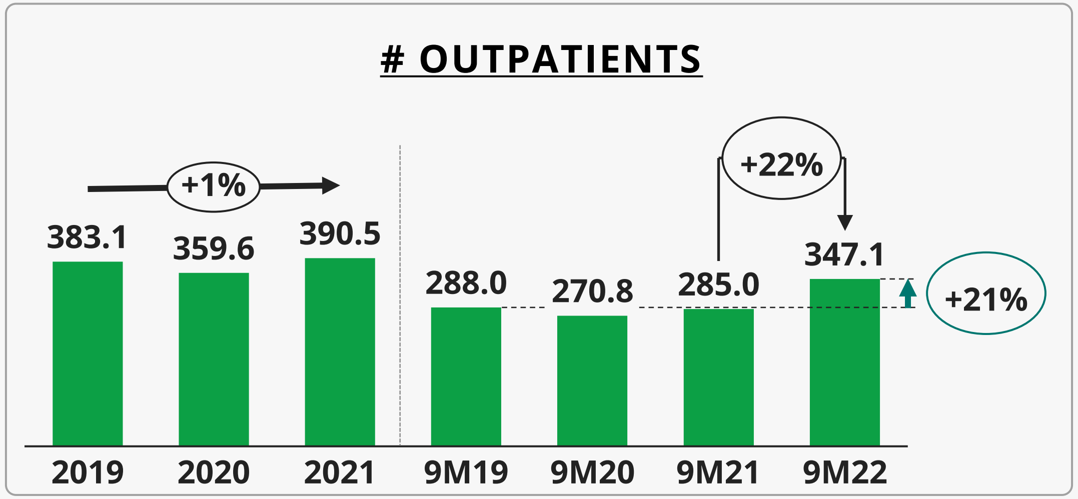
3 **9M22 core/non-Covid business net revenue increased 20% YoY** as core business operations return**;** Consolidated net revenue declined 10% YoY due to lower contribution from Covid-related revenue

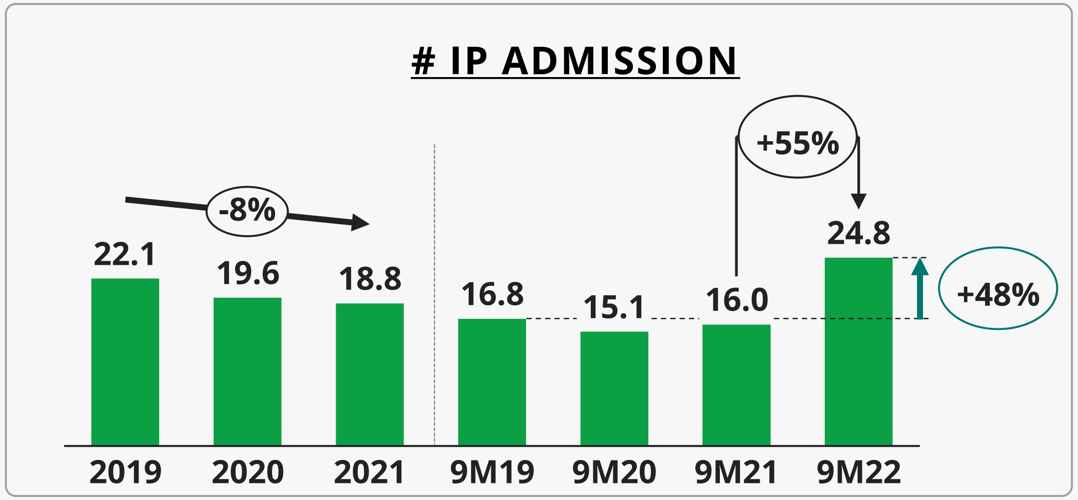
4 **4pps YoY improvement in GPM** due to efficiency program through centralized pharmacy procurement and operational improvement

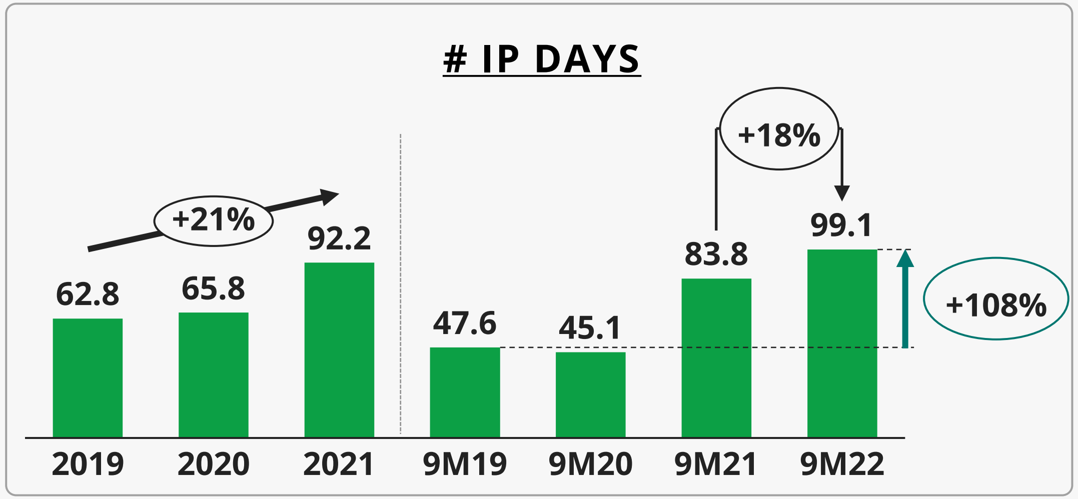
5 **9M22 EBITDA margin flat** due to drag from newly acquired assets and expansion in human resources to support growth. Excluding new assets, 9M22 EBITDA margin was at 24%

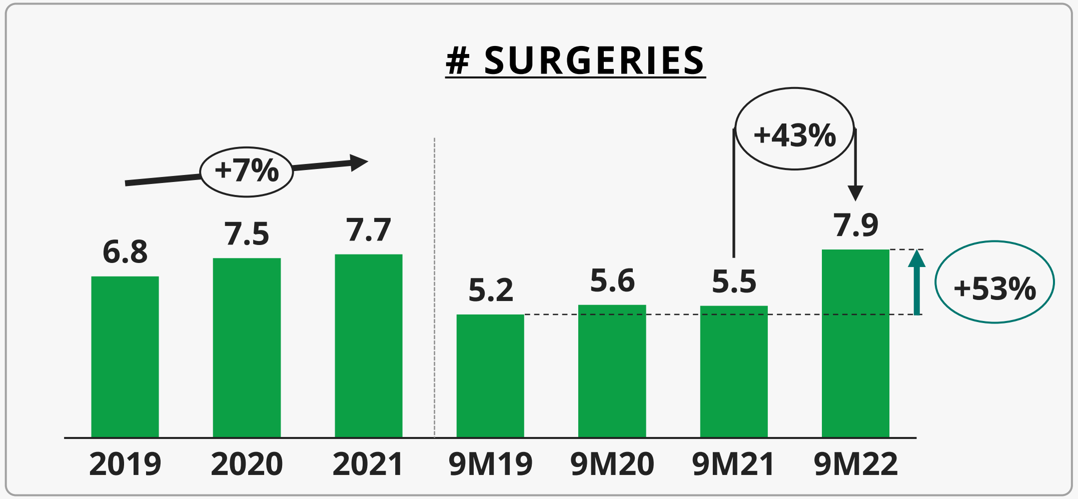
Note:
Net Revenue: Gross Revenue – Doctors' fees. All margins are based on Net Revenue;

Hospitals Volume



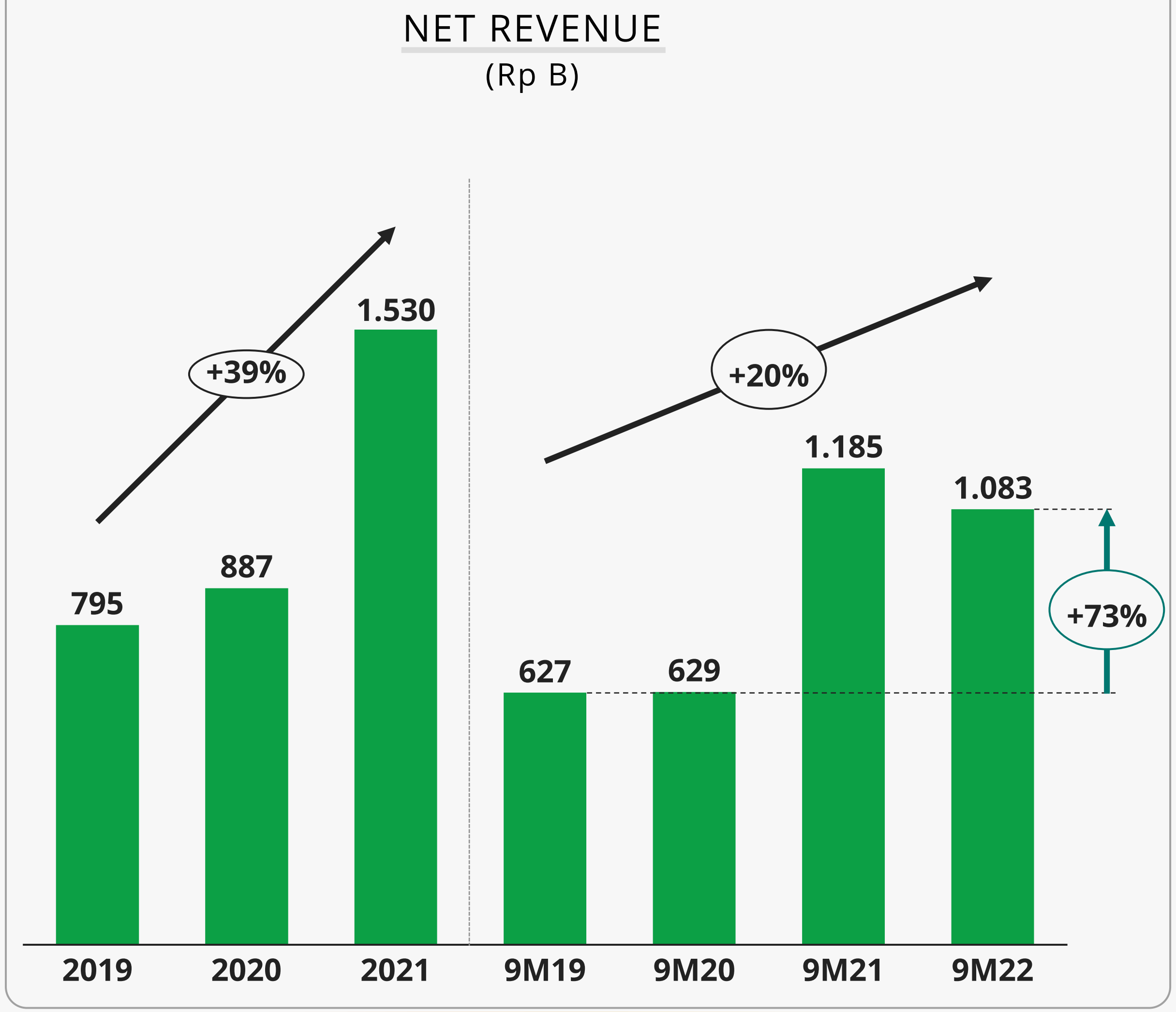


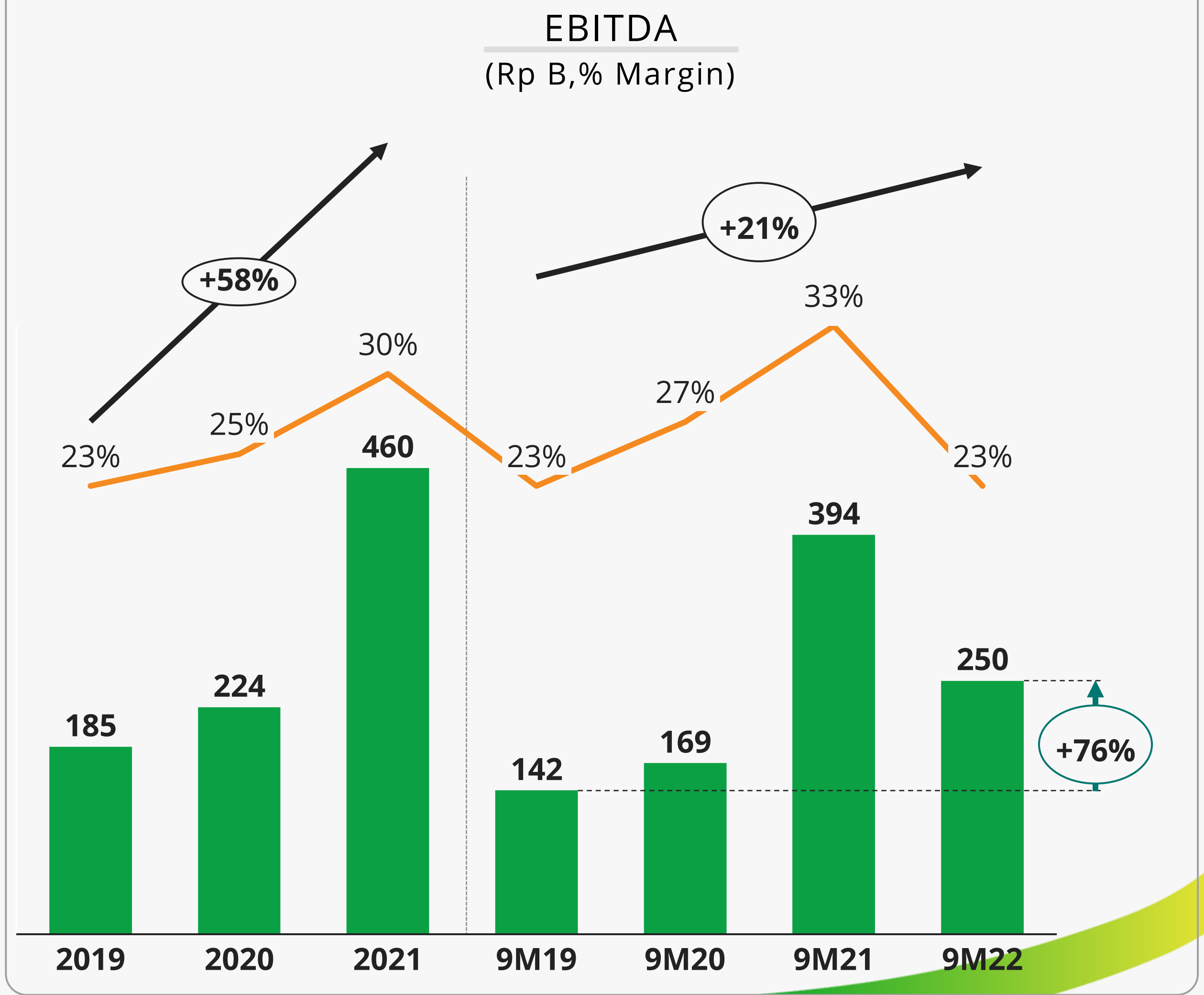




All units in '000

Financial Performance
Consolidated





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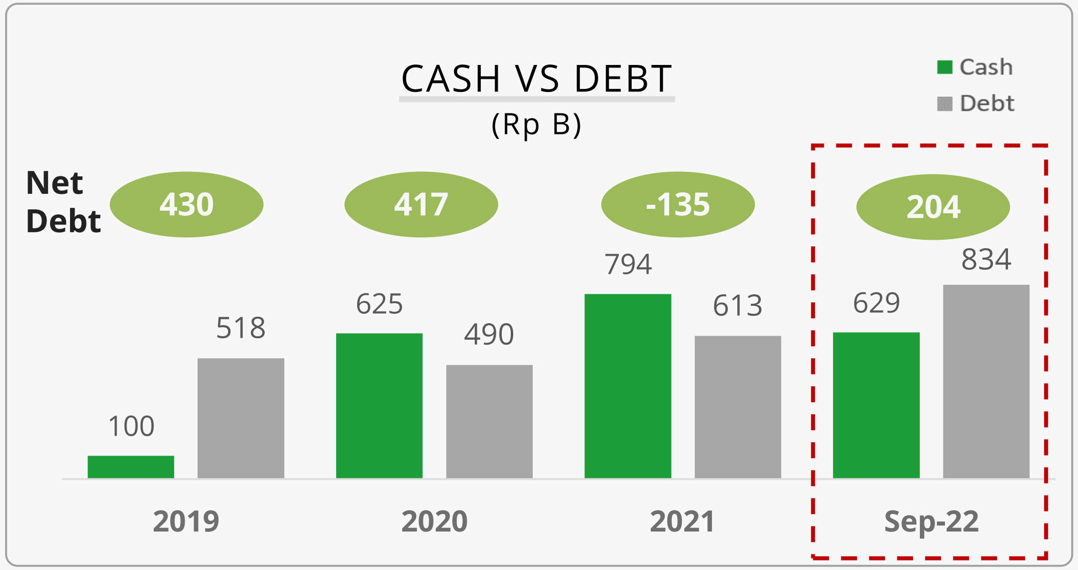
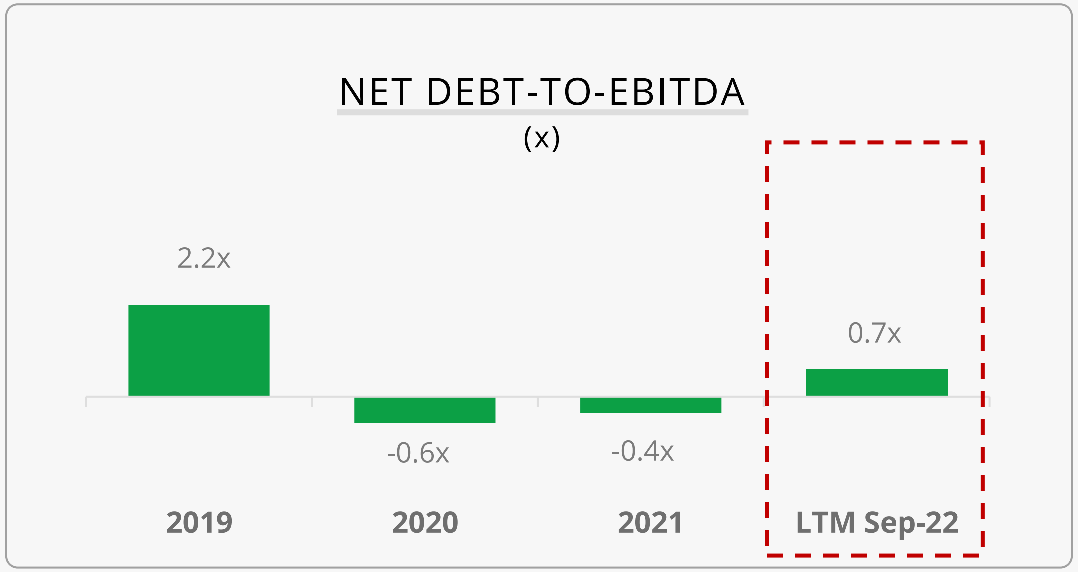
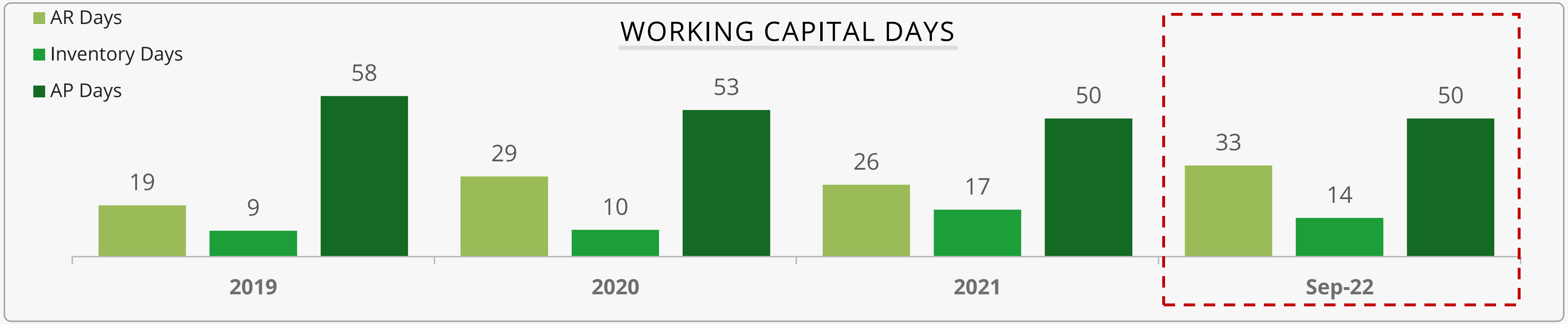
Balance Sheet
Remains robust







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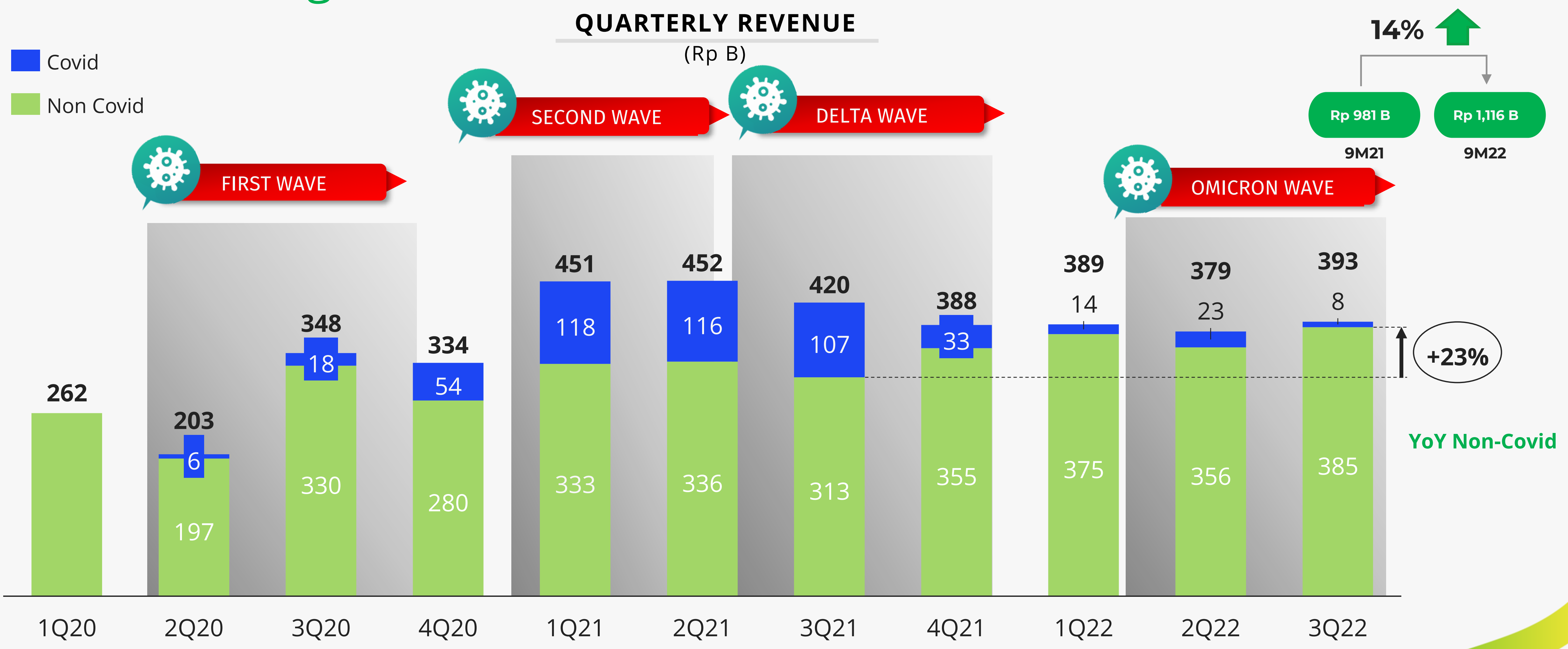
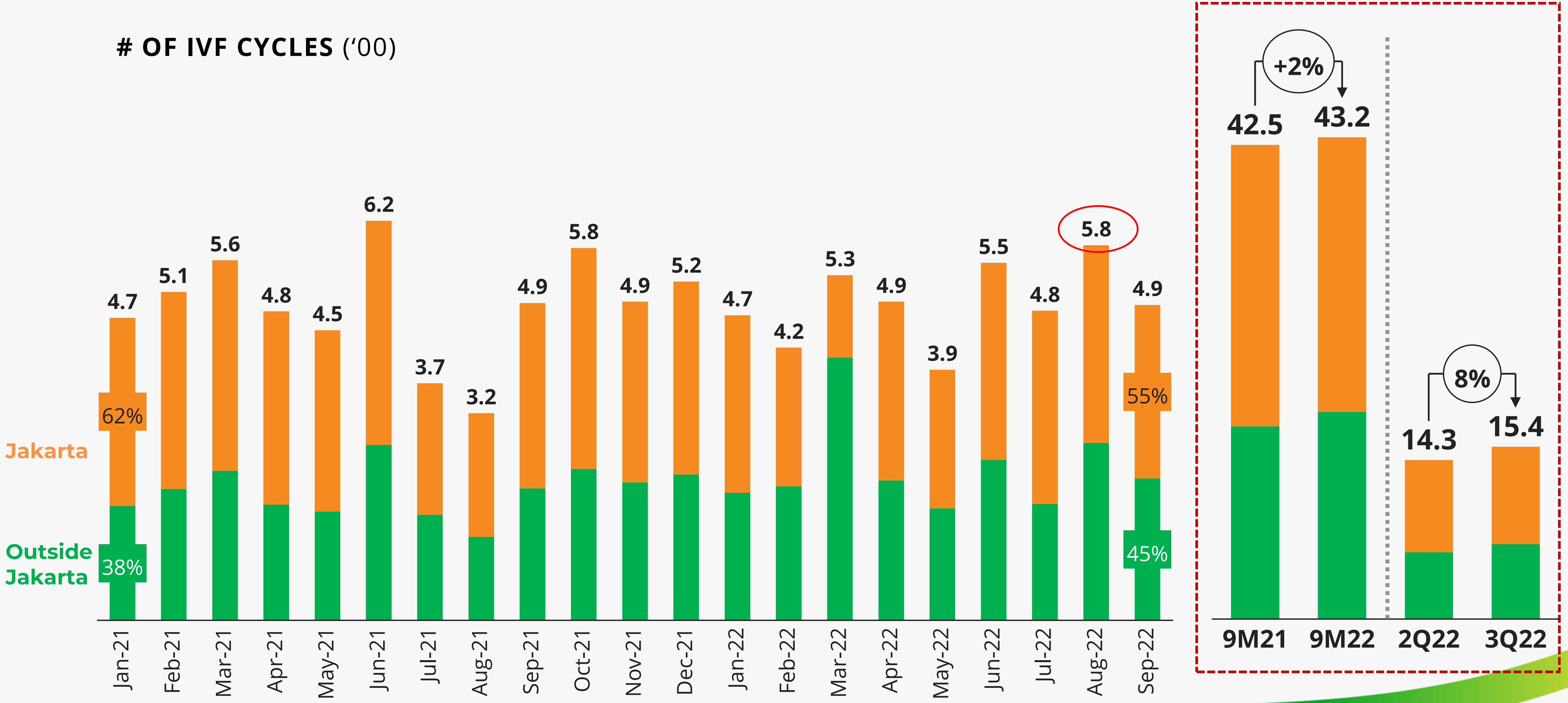
Higher contributions from core business
offset declining Covid-related businesses



Quarterly Revenue refer to Consolidated Gross Revenue exclude Diagnos

IVF Cycles: growth momentum continues

Growth diversification outside Jakarta



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Diagnos : Growing Non-Covid Tests
Offsetting rapidly declining Covid Tests

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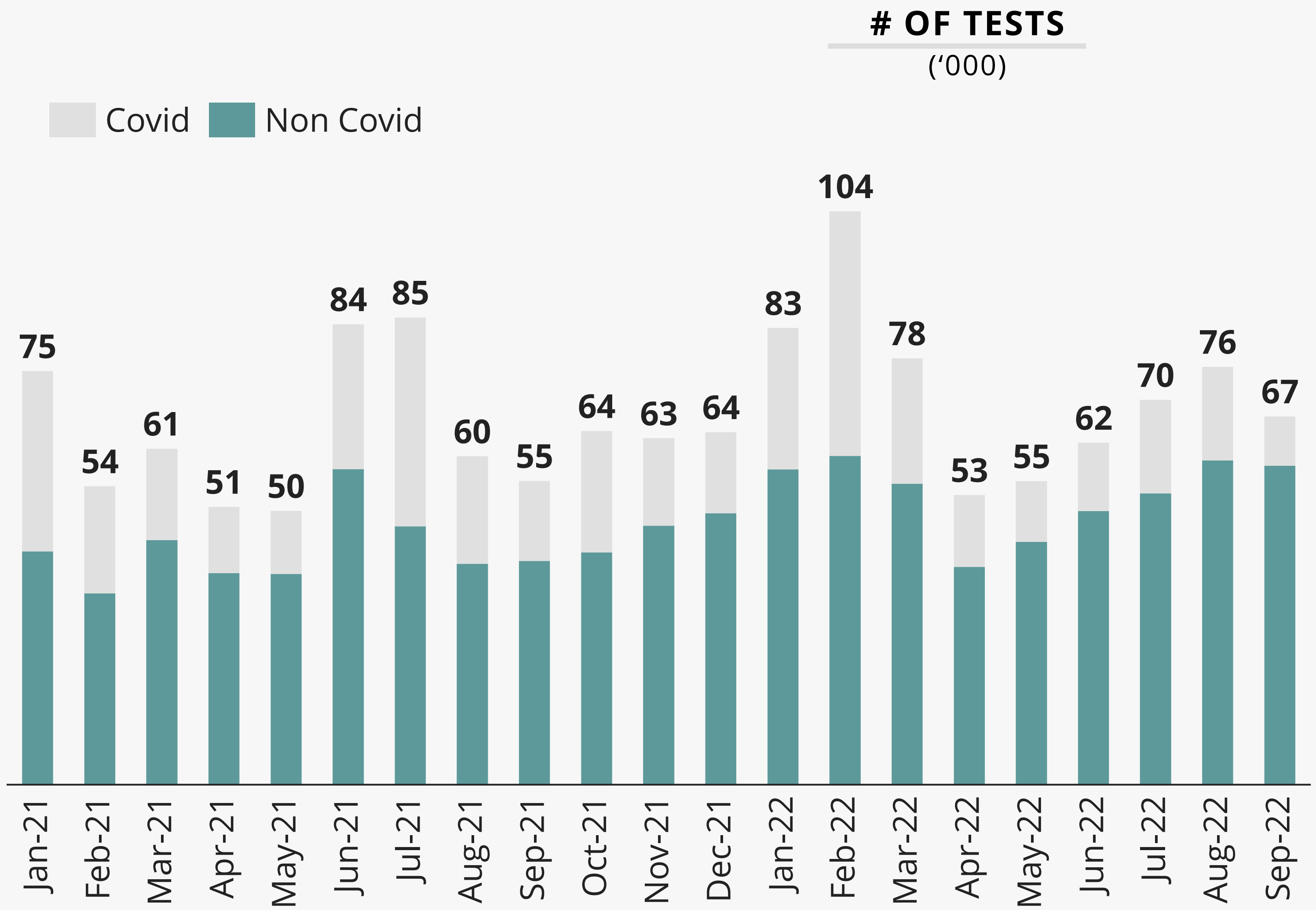

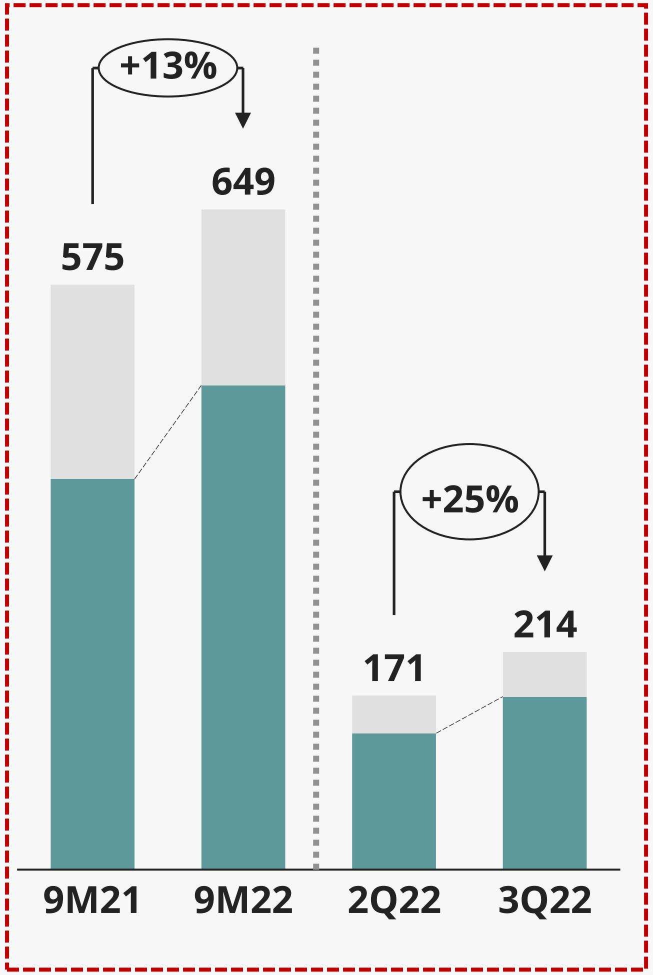

+24%

9M22 Non Covid Test YoY

Expanding Presence

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Expanding **Presence**

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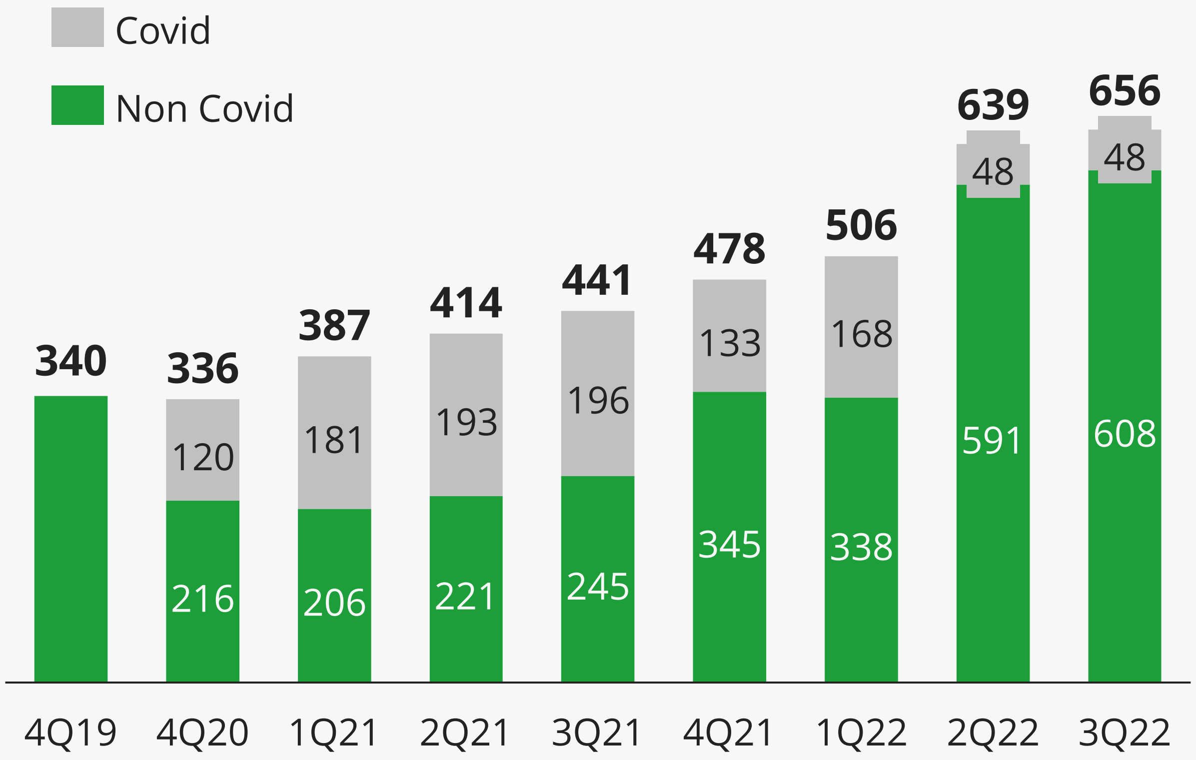
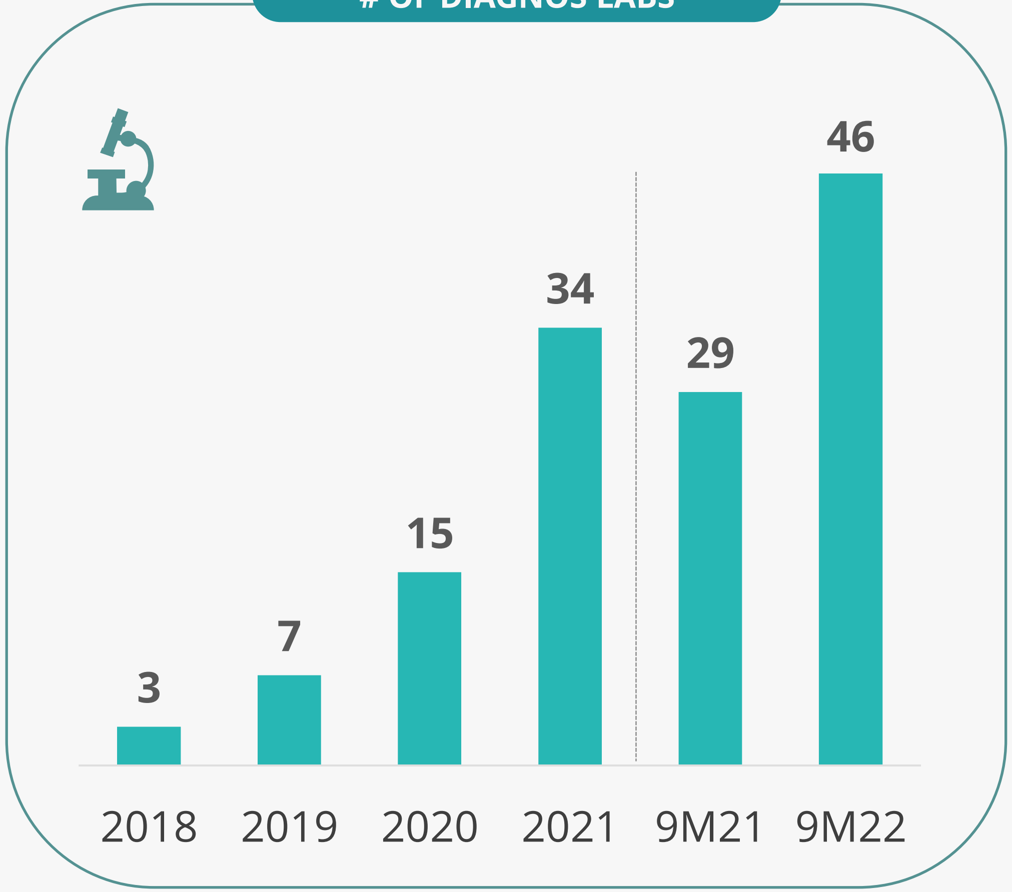
OF HOSPITAL BEDS



OF DIAGNOS LABS



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Expanding Presence
New Hospitals

Bunda Denpasar is on progress to be a Mother and Children Hospital

RS Vida Bekasi on construction progress

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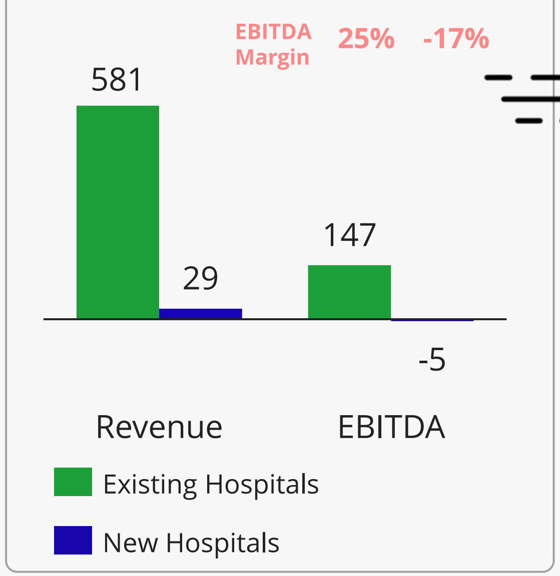
Newly acquired hospitals

Narrowing losses, expect contribution in 2023

New Hospitals[1)]

Financial Disclosure 9M22[2)]



Framework : Patient safety, service delivery, quality aligned with BMHS's standards

1. Access to healthcare
(internal expansions & development)

- Introduce **new services and Center of Excellence**
- **Standardize processes** to improve operations

2. Cost containment

- **Centralize procurement** and cost control
- **Volume purchase of materials led to discounts**

3. Outcome – based medicine

- Emphasis on **medical outcome** and **clinical pathway standard**

4. Population Health

- **Preventative medical services** which address root causes
- Introduce **emerging technologies/ next generation therapies** such as regenerative medicine

1) New hospitals are defined as hospitals built or acquired within the last 24 months
2) Net Revenue and EBITDA Core Business (exclude Covid Revenue); In Rp Bn;

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Strengthening Our Core

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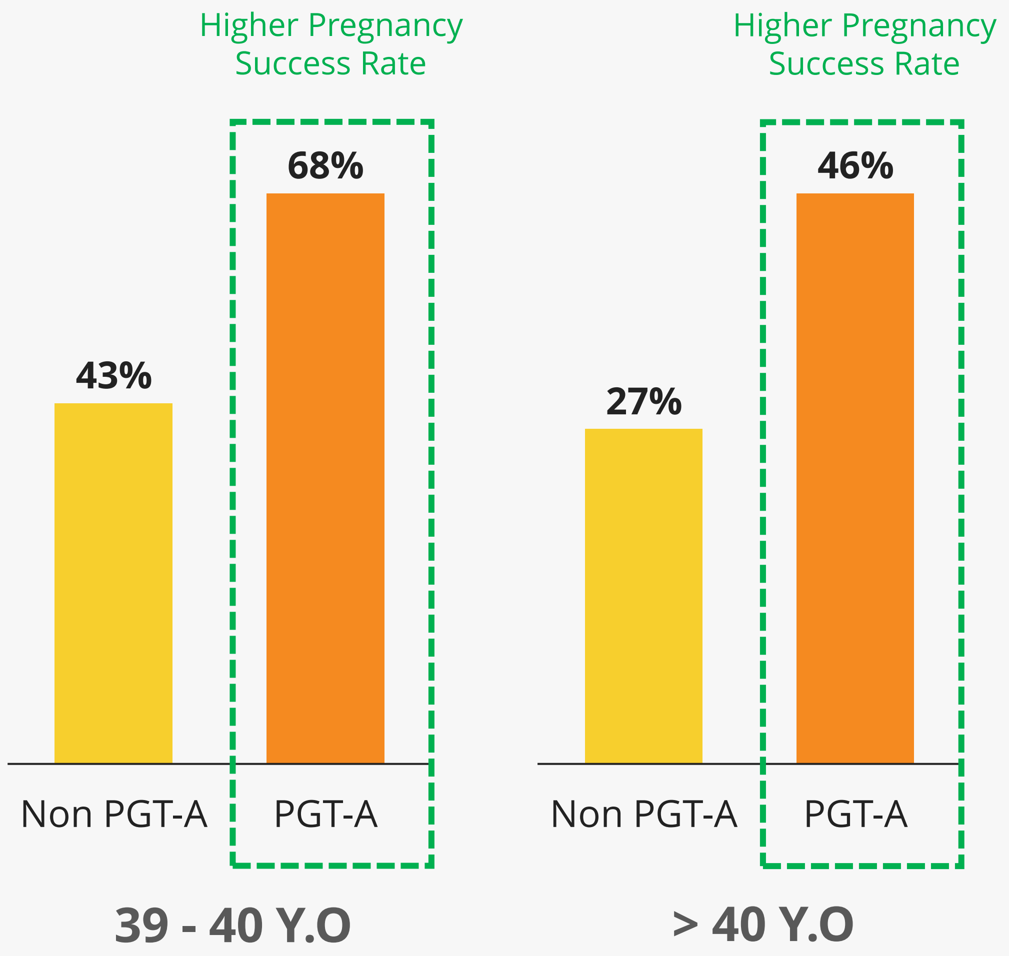
Employing Advanced Technology

Higher Success Rate



Morula is the first to offer PGT-A test which led to >50% success rate vs. non-PGT-A[1)]

PGT-A is the latest leading technology for chromosome screening in embryos **offered by Morula IVF Jakarta in collaboration with Diagnos**

Note: 1) Internal data based on 2019 – 30Sep22

Comprehensive Facility and Supporting Services

COMPREHENSIVE NICU PICU

BUNDA HEART CENTRE

UROLOGY CENTRE

CATH LAB & DSA

ONCOLOGY CENTRE

ADVANCE ROBOTIC MINIMAL INVASIVE SURGERY

BUNDA RSU Bunda Jakarta

BUNDA RSIA Bunda Jakarta

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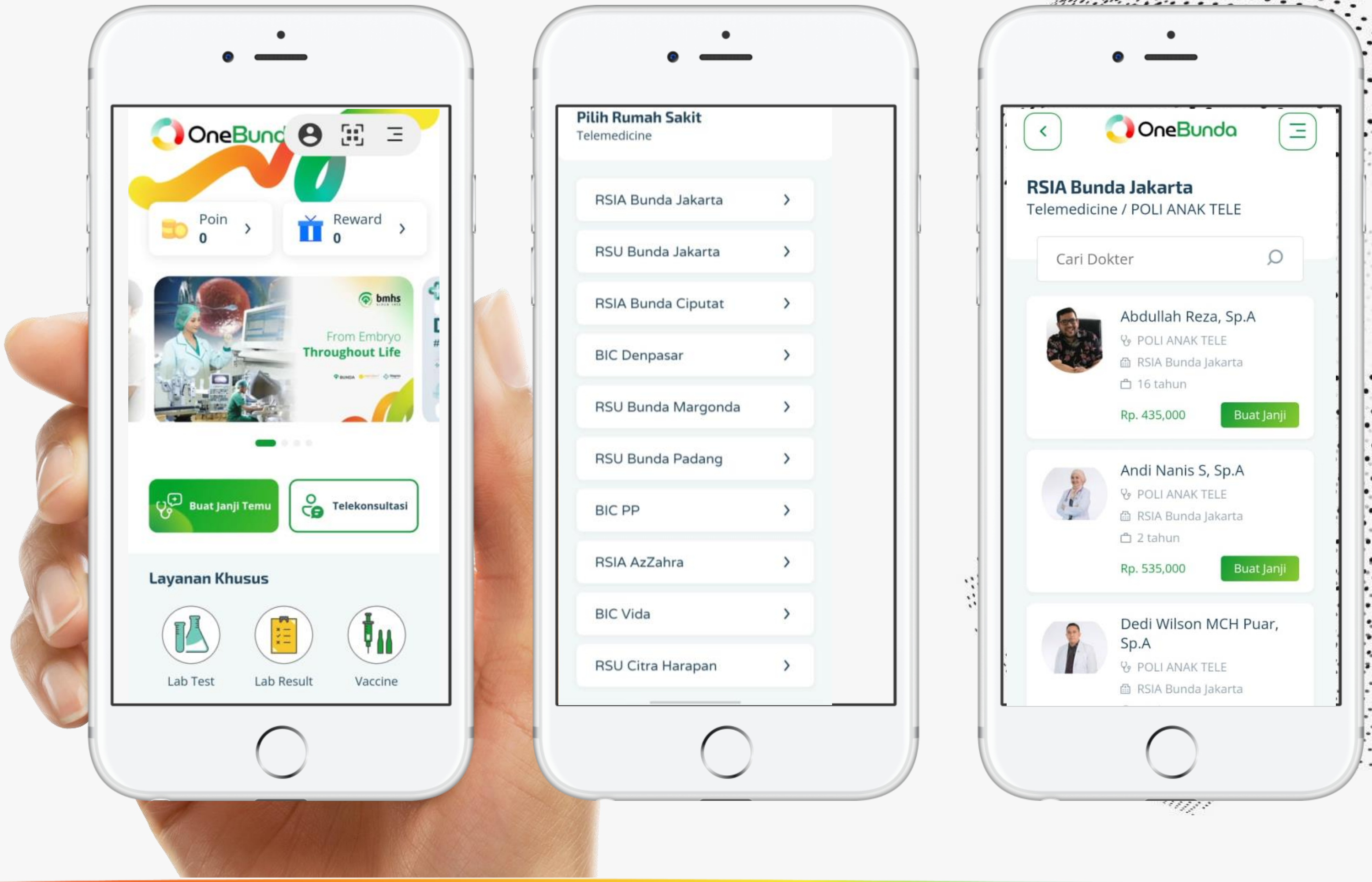

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Environmental, Social, & Governance Updates

CSR BMHS x BPJS TK

BMHS Scholarship x FKUI International

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

New partnership in 2022

Research and education partnership as part of medical professionals attraction and retention and skill enhancement program

Ensuring Standardised Quality Process

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ATAS REKOR
Edukasi Fertilitas Serentak Peserta Terbanyak dalam 10 Hari
Jakarta, 14 Juli 2022
Prof. Dr. (H.C.) KP Jaya Suprana

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Strategic Partnership

Enhancing Our Ecosystem: Klinik Fertilitas Indonesia (KFI)

Rising referral and conversion to IVF Treatment

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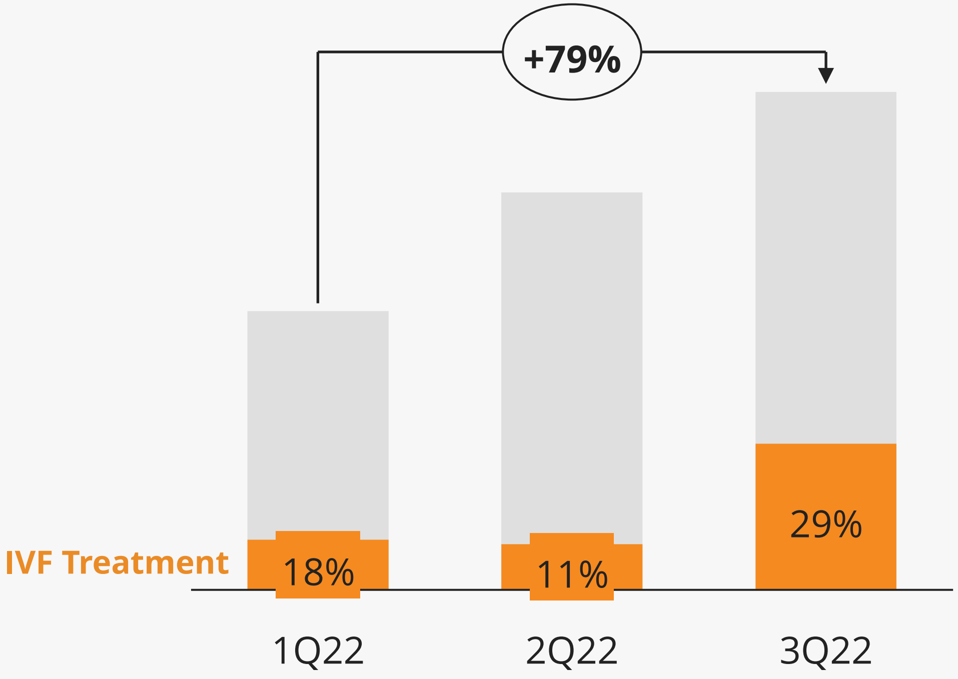
Partnership with local Obgyn clinics

- 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

Klinik Fertilitas Indonesia

Morula strong presence through extensive KFI networks

PATIENTS REFERRED TO MORULA
(x)



126 KFI Clinics
Across Indonesia

Continuous education on fertility via KFI led to rising # patients referred to Morula and rising conversion to IVF treatment

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2023 Key Focus Area

1. **Improve the performance** of our **newly acquired hospitals**
2. Continue with **cost efficiency initiatives** to **improve profitability**
3. Optimize **productivity and performance** of our network**: KFI** (satellite clinics for Morula) and **Diagnos lab outlets**
4. Enhance our **competitive edge** through **better service, better medical outcome and technology**
5. **Selectively** pursue growth opportunities through M&A

Key Take Away

- **Integrated Healthcare Ecosystem** – well positioned to capture rapid growth in Indonesia Healthcare sector
- **Strong Core Offerings** – leader in Women & Children and IVF, developing other engines of growth
- **Proven Track Record** with strong and professional management team
- **Robust Financials and Healthy Balance Sheet** to support growth

THANK YOU

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