





# Financial Update 9M2021

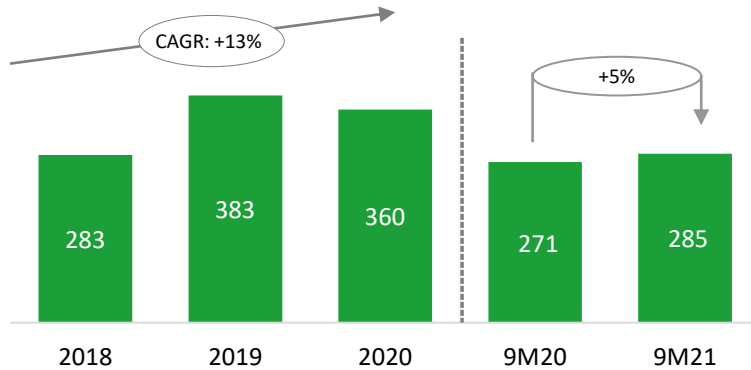


*When Dreams  
Come True*

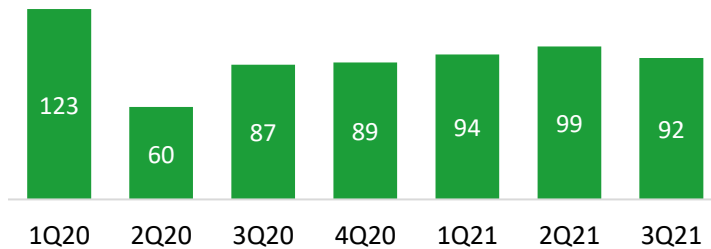
# Hospitals Operational Performance

## OUTPATIENT VOLUME

(Patients, '000)

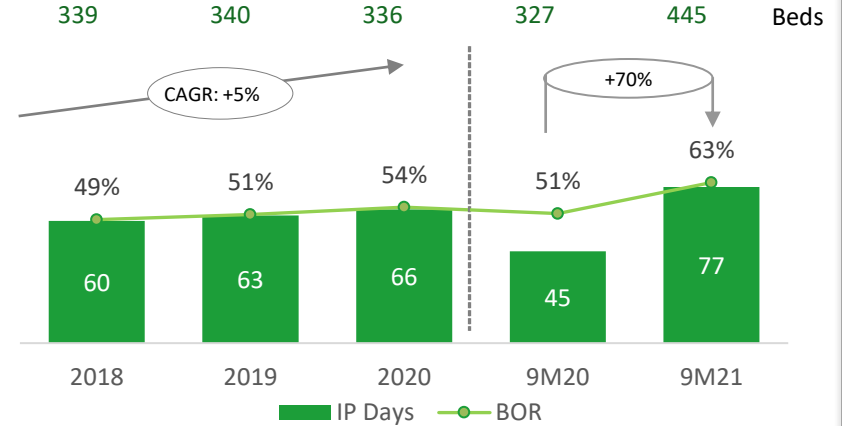


## QUARTER ON QUARTER

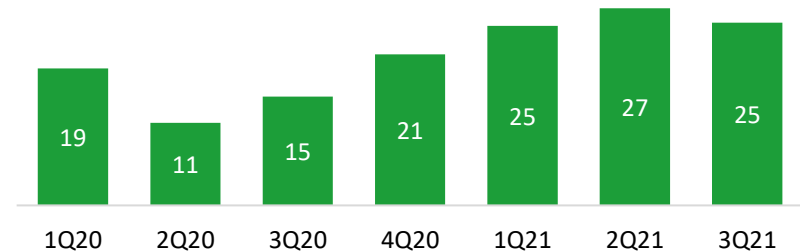


## INPATIENT DAYS VOLUME

(Days, '000)



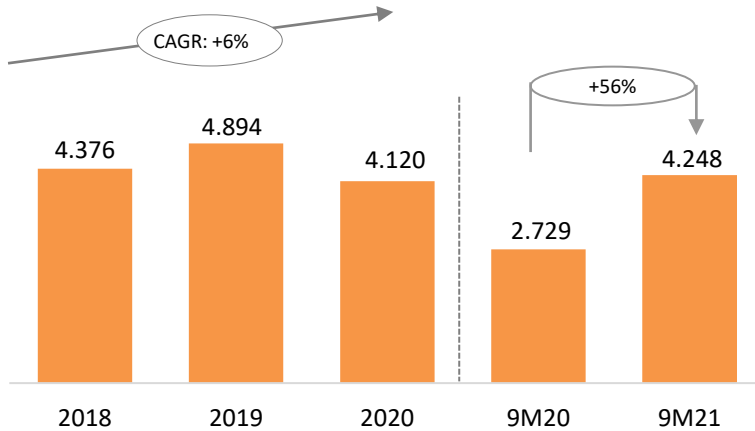
## QUARTER ON QUARTER



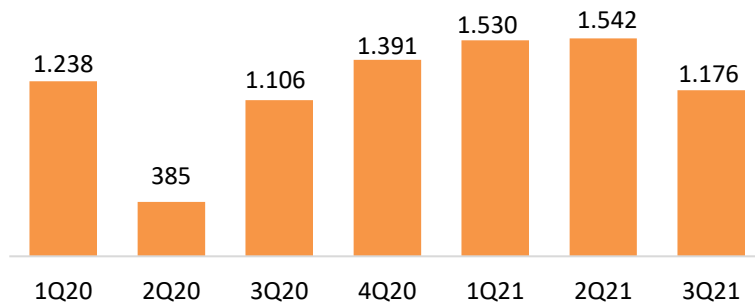
# Morula and Diagnos: Operational Performance

## IVF CYCLES

(Cycles)

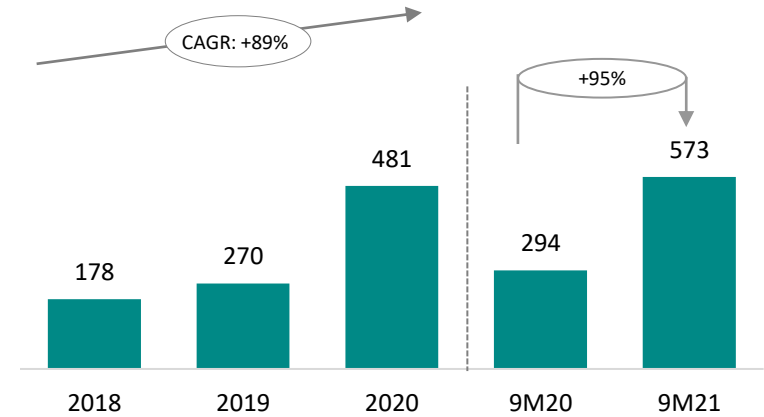


## QUARTER ON QUARTER

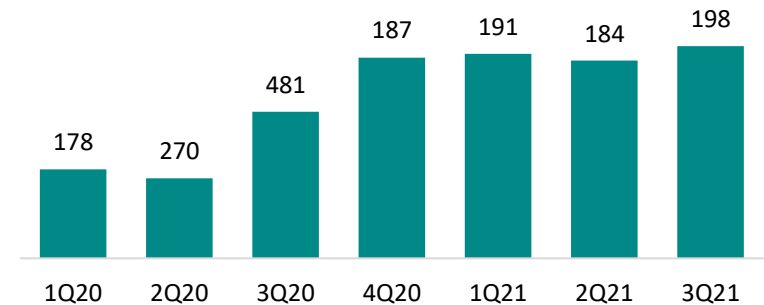


## LAB TESTS

(in Thousands)



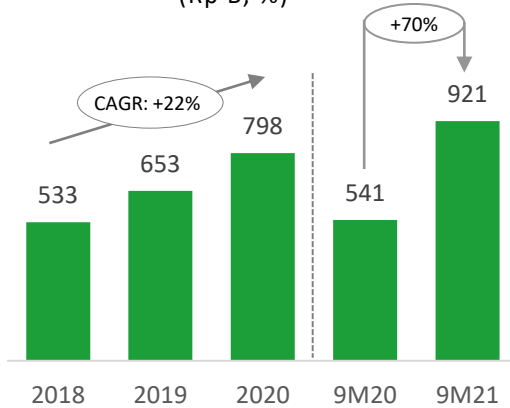
## QUARTER ON QUARTER



# Financial Performance - By Segment

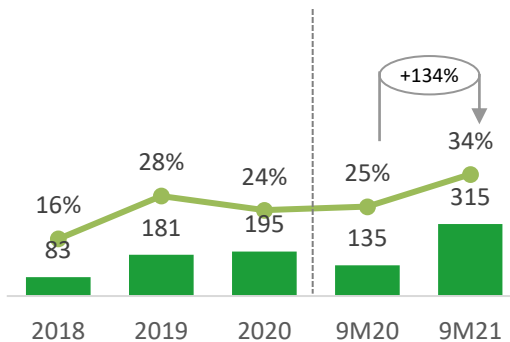
## HOSPITALS REVENUE

(Rp B, %)



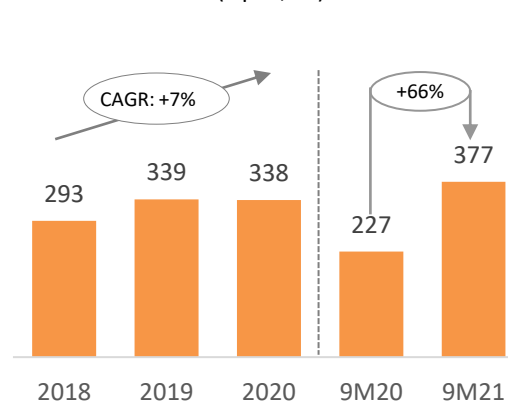
## HOSPITALS EBITDA<sup>1)</sup>

(Rp B, % Margin)



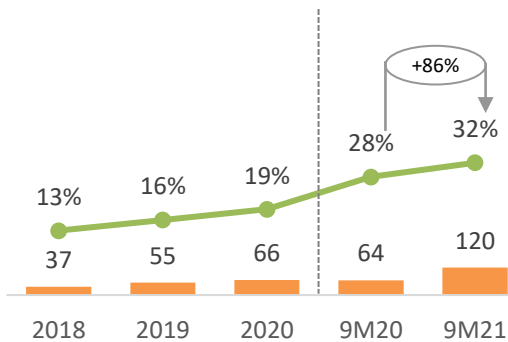
## MORULA REVENUE

(Rp B, %)



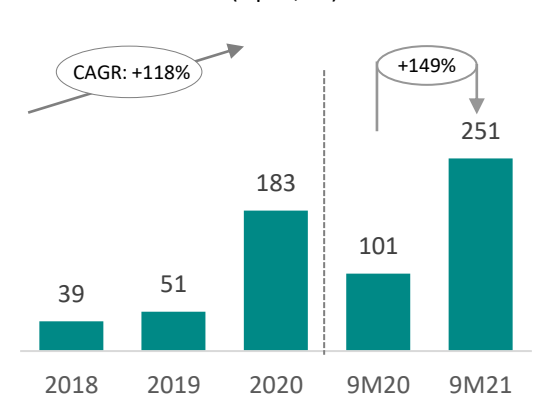
## MORULA EBITDA<sup>1)</sup>

(Rp B, % Margin)



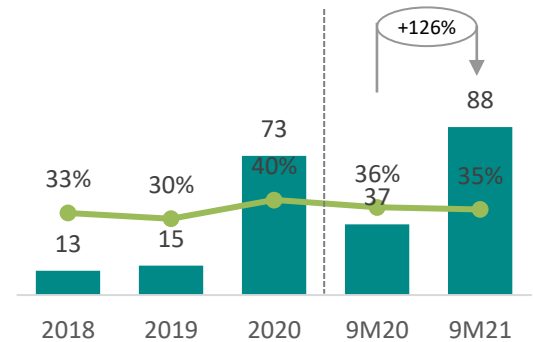
## DIAGNOS REVENUE

(Rp B, %)



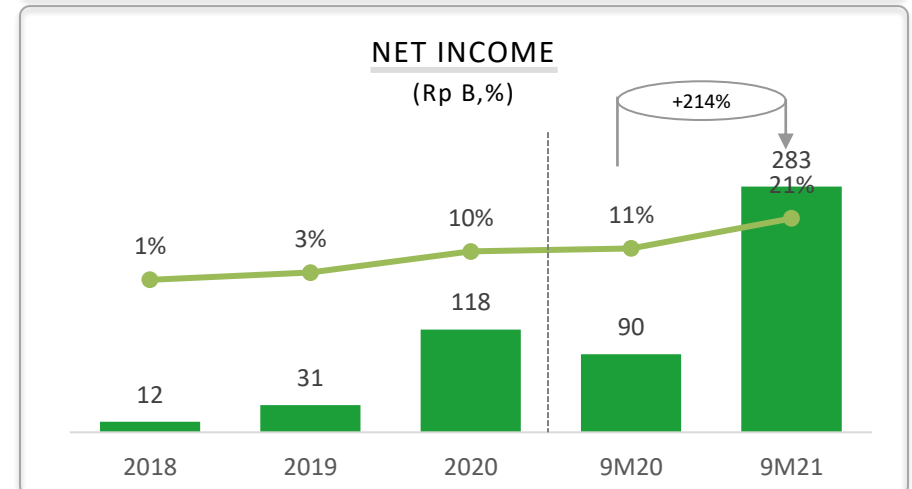
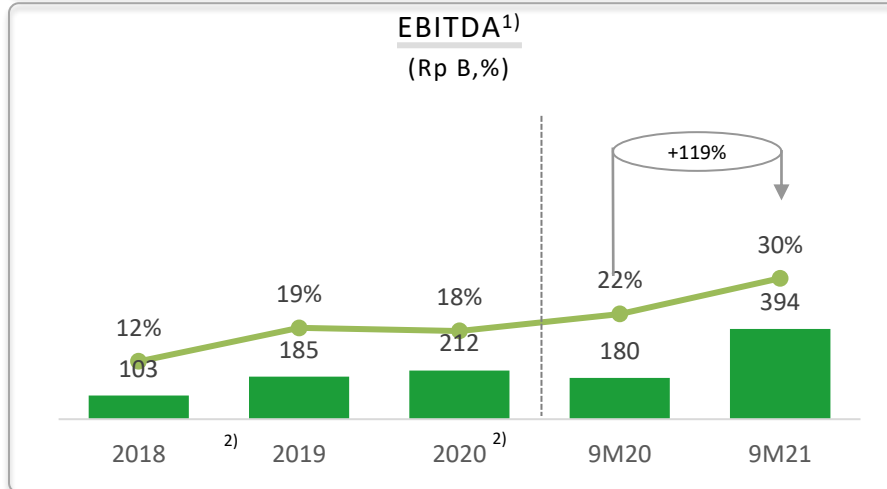
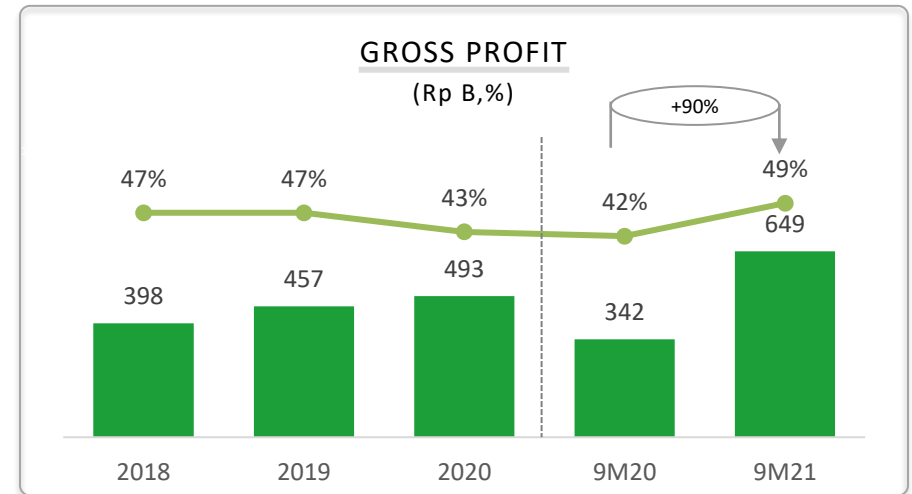
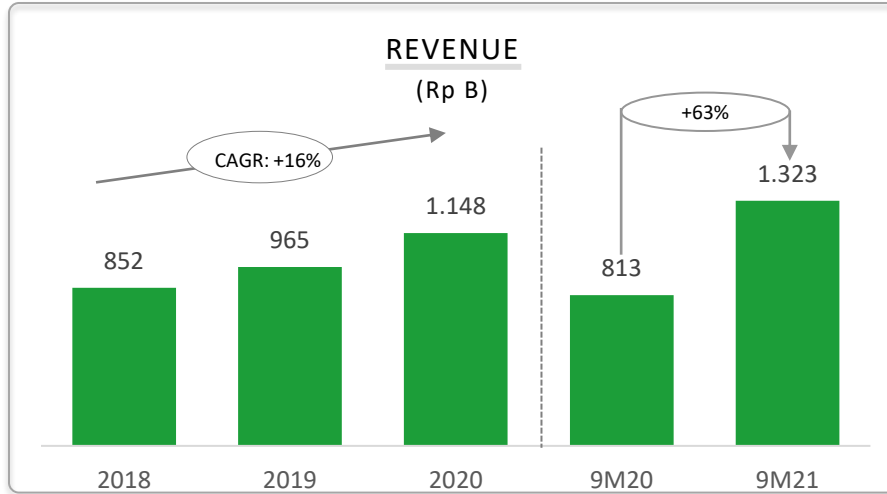
## DIAGNOS EBITDA<sup>1)</sup>

(Rp B, % Margin)



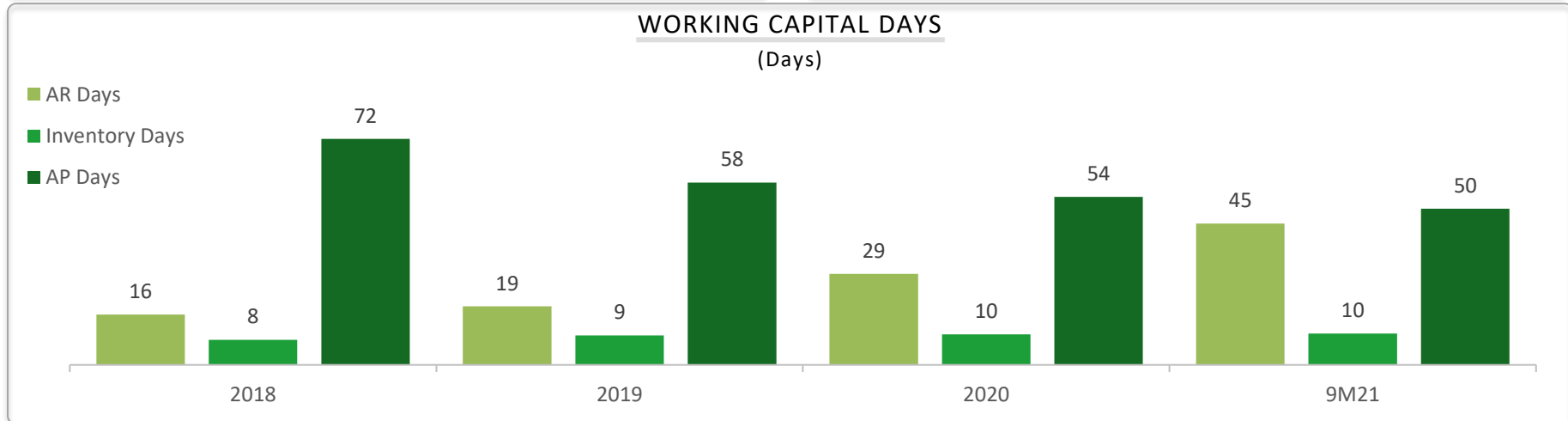
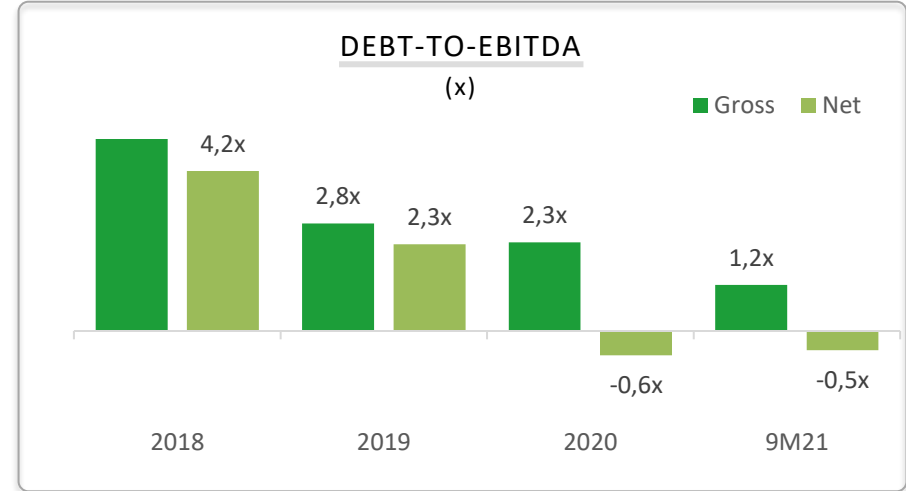
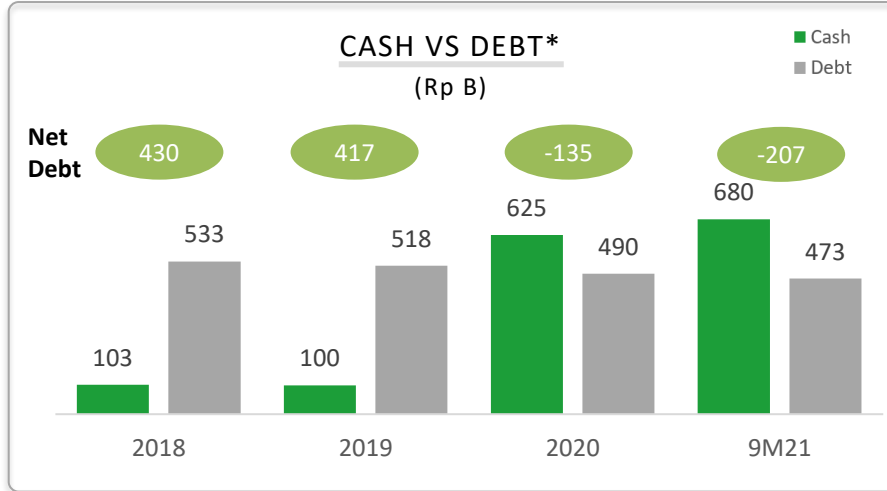
Note: 1) EBITDA is defined as operating profit plus depreciation

# Financial Performance - Overall



Note: 1) EBITDA is defined as operating profit plus depreciation

# Balance Sheet



\*Debt excluding convertible bond

# Financial Highlights

	FY20	9M20	9M21	YoY (%)
<b>OPERATIONALS</b>				
# Outpatient	359.604	270.807	284.995	5%
# Inpatient Days	65.849	45.104	76.791	70%
# Beds	336	314	445	42%
BOR (%)	54%	52%	63%	
# IVF Cycles	4.120	2.729	4.248	56%
# Lab Test (Diagnos)	481.058	294.019	572.549	95%
Revenue	1.148	813	1.323	63%
<b>Gross Profit</b>	<b>493</b>	<b>342</b>	<b>649</b>	<b>90%</b>
GPM (%)	43%	42%	49%	
<b>EBIT</b>	<b>156</b>	<b>130</b>	<b>339</b>	<b>160%</b>
EBIT Margin (%)	14%	16%	26%	
<b>EBITDA</b>	<b>212</b>	<b>180</b>	<b>394</b>	<b>119%</b>
EBITDA Margin (%)	18%	22%	30%	
<b>Net Profit</b>	<b>118</b>	<b>90</b>	<b>283</b>	<b>214%</b>
NPM (%)	10%	11%	21%	
NP attributable to:				
Owners of the parent	89	66	192	190%
Non-controlling interests	30	24	91	284%

In Rp B, unless otherwise specified

## Commentaries

- 9M21 **Revenue** grew **63% YoY**
- **75% of Revenue** growth mainly from **Hospital** (increased Rp 380 B or 70%) and **29% of Revenue growth** from **Morula** (increased Rp 150 B or 66%)
- Hospitals growth due to additional bed capacity by **36% bed increased YoY**
- Morula growth due to **increased in #IVF cycles** by **56% YoY**

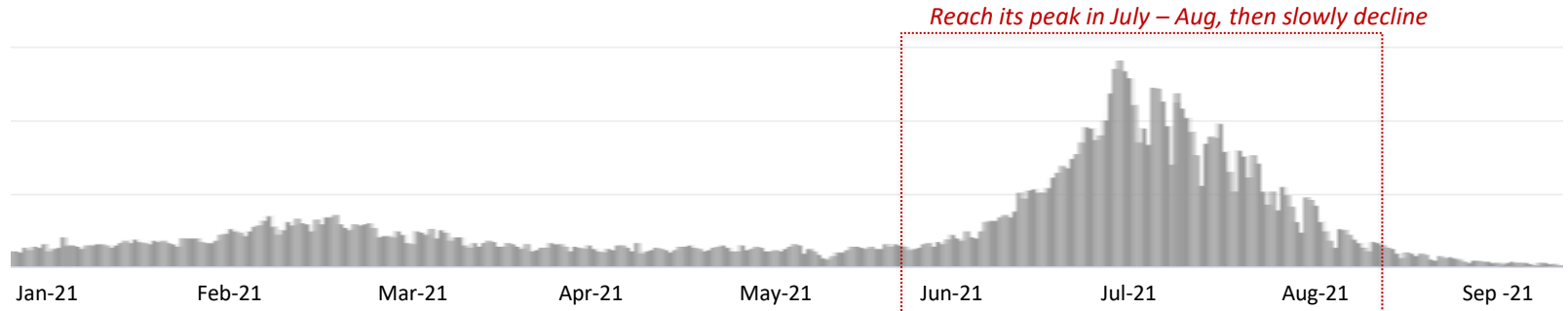
- 9M21 **EBITDA** grew **119% YoY**
- **84% of EBITDA** growth mainly from **Hospital** (increased Rp 180 B or 134%) and **26% of EBITDA growth** from **Morula** (increased Rp 55 B or 86%)

- 9M21 **Net Profit** grew **214% YoY**
- Increased in NP due to increased in EBITDA + increased in income from associates (DGNS) + lower interest expense



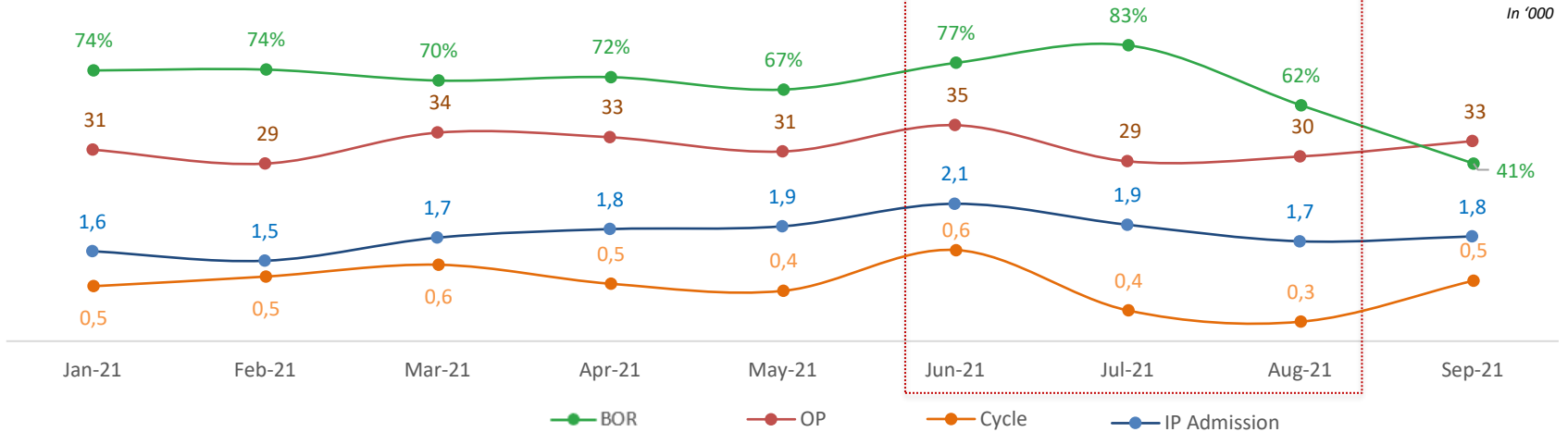
# Covid-19 Correlation to BMHS Performance

## Daily new cases Covid-19 in Indonesia



Source: worldometers.info

## Volume and BOR (%) Growth



In '000



## Business Update 9M2021



# BMHS Presence

## 5 Hospitals

### Woman and Children Hospitals

- Jakarta
- Ciputat

### General Hospitals

- Jakarta
- Margonda
- Padang



## 29 Lab Clinics

### Independent Lab Clinics

- Ciputat
- Denpasar
- Padang
- Bali

### Clinical Laboratories

- RSU Bunda Margonda
- RS Bunda Jakarta
- BIC Diagnos Lab Menteng
- Genomics - RSIA Bunda Jakarta

### Outlets

- 11 smaller lab across ID



## 10 IVF Clinics

### Morula IVF

- Jakarta
- Bandung
- Margonda
- Surabaya
- Makassar
- Pontianak
- Tangerang
- Jogjakarta
- Ciputat
- Padang



## 45 Satellite Clinics

### Morula expansion plan

- Across Indonesia



## 3 Clinics

- Pacific Place
- Vida, Bekasi
- BIC Bali

### Subsidiaries:



# Bundamedik 2021 Highlights

1



Bed capacity expansion is in line with target

2



Largest Network and Market Share in ID IVF Industry

3



Rapidly Growing Lab Network

4



3Q21 Updates

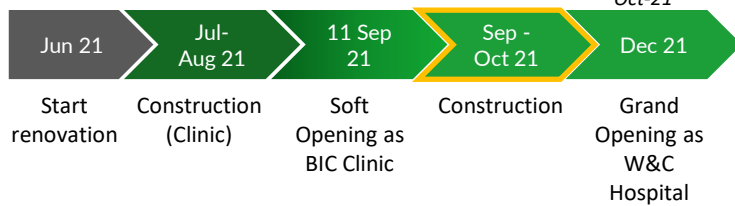
# 1 Bed capacity expansion is in line with target

## New Hospital Expansion

RSIA Bunda Denpasar



### Project Progress & Timeline



25 Beds

## Existing Hospital Expansion

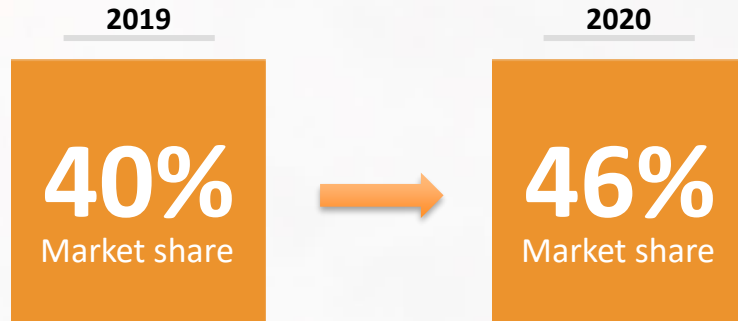
Bed Capacity	Dec-20	Sep-21
RSIA Bunda Jakarta	56	58
RSU Bunda Jakarta	62	56
RSU Bunda Margonda	93	196
RSU Bunda Padang	112	120
RSIA Bunda Citra Ananda	13	15
<b>Total Bed Capacity</b>	<b>336</b>	<b>445</b>

**32%**  
Bed capacity increase

RSU Bunda Margonda



## 2 Largest Network and Market Share in ID IVF Industry



**Morula as Market Leader** in IVF holds the highest market share in Indonesia through its nationwide clinics

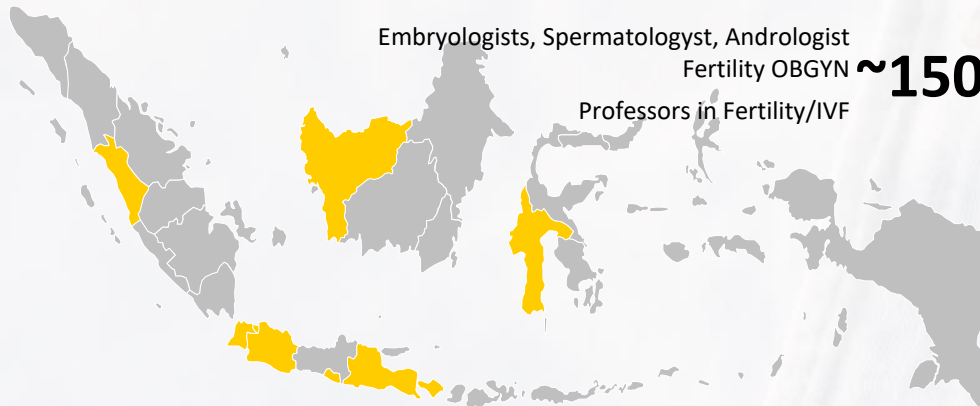
20+

More than 20 years  
of experience in IVF

39%

2020 IVF Success rate

### Nationwide Presence across Indonesia giving access to IVF



### Strategic Initiatives by Morula Indonesia



Klinik  
Fertilitas  
Indonesia

Over the last 9 months **Morula had added 45** Satellite Clinic across Indonesia.

KFI is Morula answer for more **asset-light strategy** to expand network and increase feeder / patient origination platform

- 🌸 Morula IVF Jakarta
- 🌸 Morula IVF Tangerang
- 🌸 Morula IVF Margonda
- 🌸 Morula IVF Padang
- 🌸 Morula IVF Surabaya
- 🌸 Morula IVF Melinda Bandung
- 🌸 Morula IVF Makassar
- 🌸 Morula IVF Pontianak
- 🌸 Morula IVF Yogyakarta
- 🌸 Morula IVF Ciputat

## 2 Satellite Clinic Overview 9M21



Klinik  
Fertilitas  
Indonesia

45

MoU

17

active

19

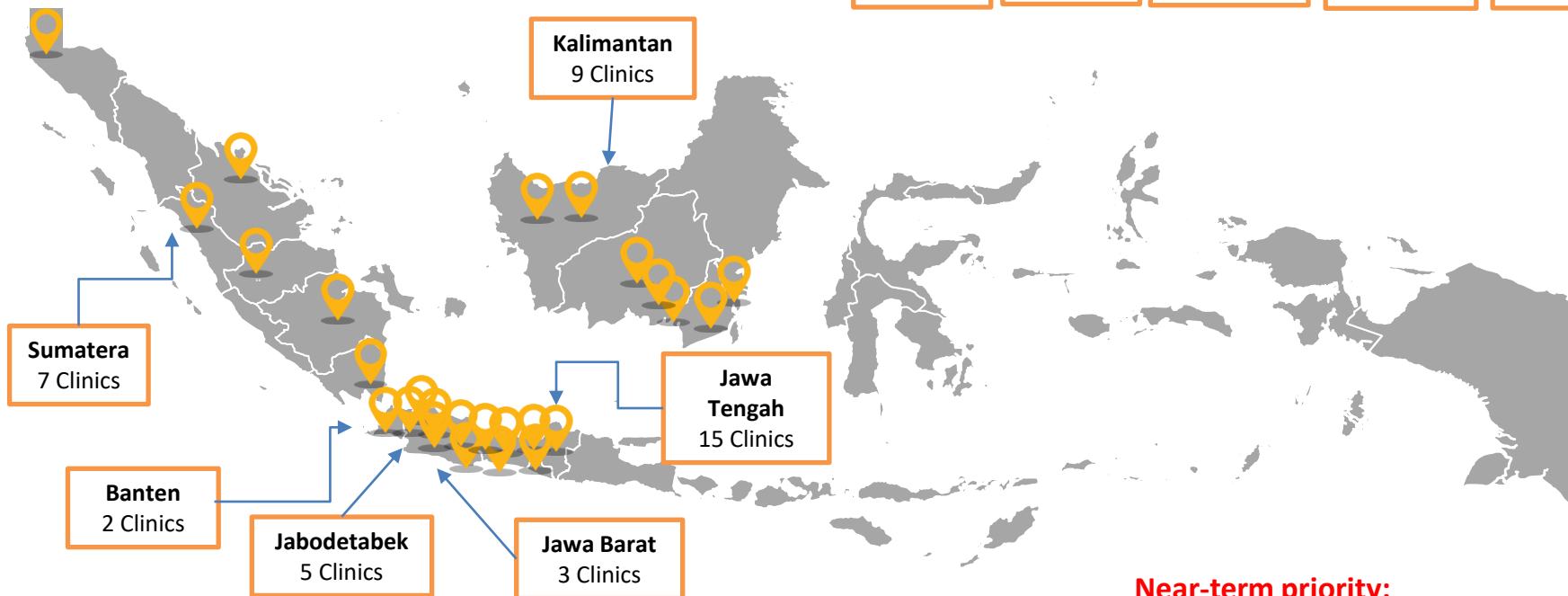
doctors

17

nurses

17

labs



**Near-term priority:**

→ Expansion to East Indonesia



## 2 Launching Ceremony Satellite Clinics



LAUNCHING RSIA RIZKI BUNDA  
LUBUK BASUNG



VIRTUAL LAUNCHING RSIA  
BUNDA ARIF PURWOKERTO



SOFT LAUNCHING RSKIA ANNISA  
BANJARMASIN



LAUNCHING RS BELLEZA  
BANDAR LAMPUNG



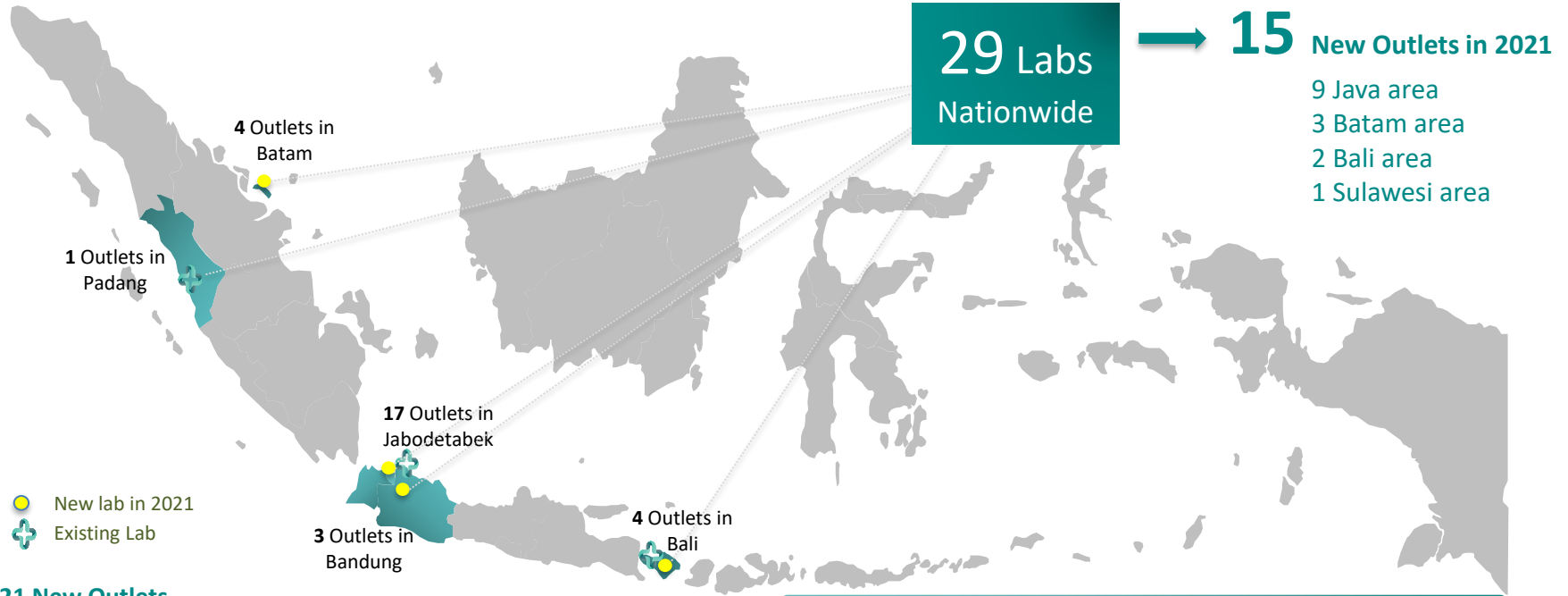
LAUNCHING RS SARI ASIH  
CIPUTAT



LAUNCHING RSIA UMMU HANI  
PURBALINGGA



# 3 Rapidly Growing Lab Network



## 2021 New Outlets

### 7 Jakarta region :

- Diagnos BIC 1 (Menteng)
- Diagnos Drive Through
- Diagnos SC RSIA Bunda Jakarta
- Diagnos SC RSU Bunda Margonda
- Diagnos SC RSIA Citra Ananda
- Diagnos Klinik Shallom BSD
- Diagnos Kizuna Clinic

### 3 Batam region:

- Diagnos SC BP Hospital
- Diagnos SC Baloi Clinic
- Diagnos Graha Jasmine

### 2 Bali region :

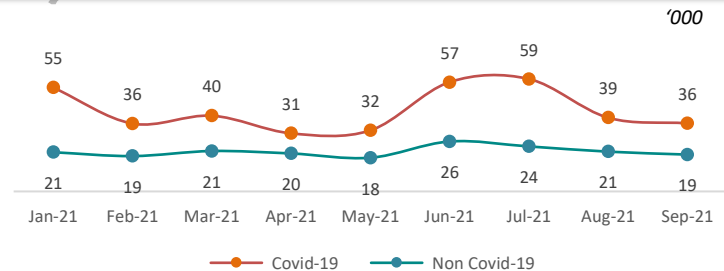
- Diagnos SC BIP Clinic
- Diagnos RSIA Bunda Bali

### 2 Bandung region :

- Diagnos SC Jasmine
- Diagnos Bona Mitra Clinic

- ### 1 Sulawesi region :
- Diagnos Makassar

## Strong organic tests performance in 2021



# 4 3Q21 Company Update

## Ecosystem Collaboration



Collaboration with one of innovative clinic start-up with more than 100+ clinics on Klinik Pintar network for a better healthcare ecosystem

## Morula Indonesia



Doubling down for Surabaya & East Java market – 100% stake on MI Surabaya

## Awards



**Won 2 categories of IDX Channel Anugerah Inovasi Indonesia 2021:**

1. **Innovative Visionary Corporate Leader - Dr. Ivan Rizal Sini**
2. **Best Product and Business Model - IMTB**

## CSR



New scholarship program from BMHS



Thank You



*When Dreams  
Come True*