

PT Bundamedik Tbk

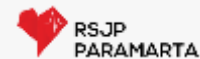
Analyst Meeting – 1Q24 Results

May 2024

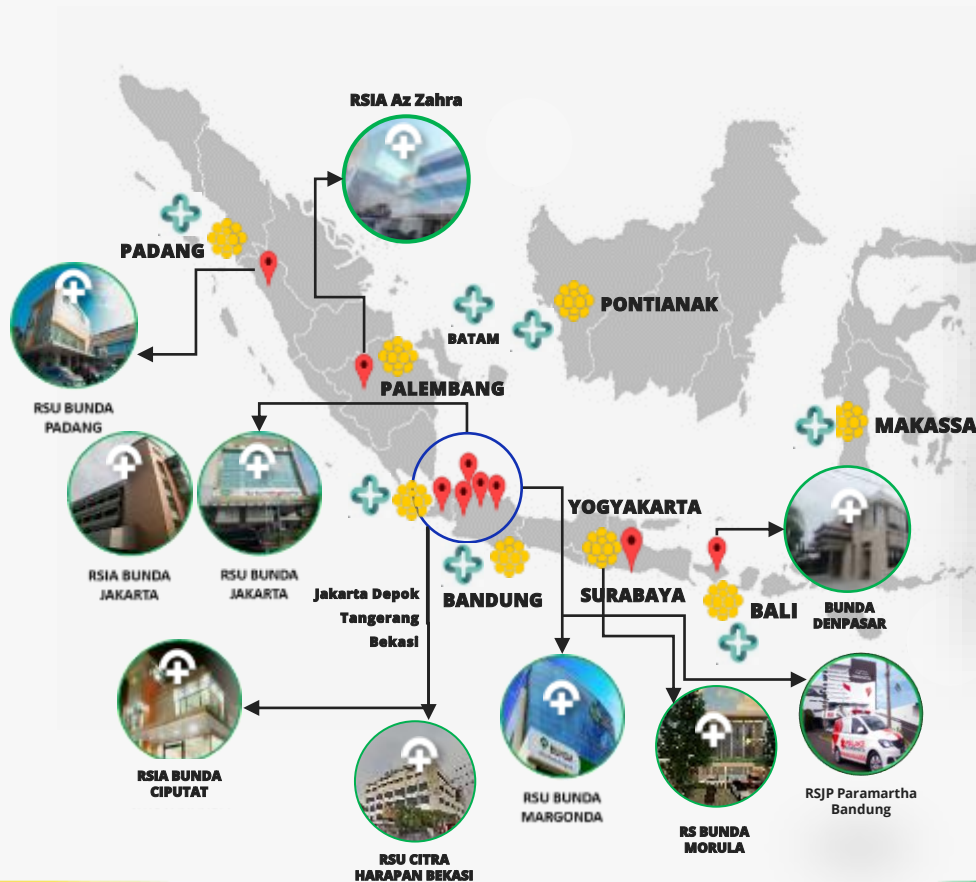
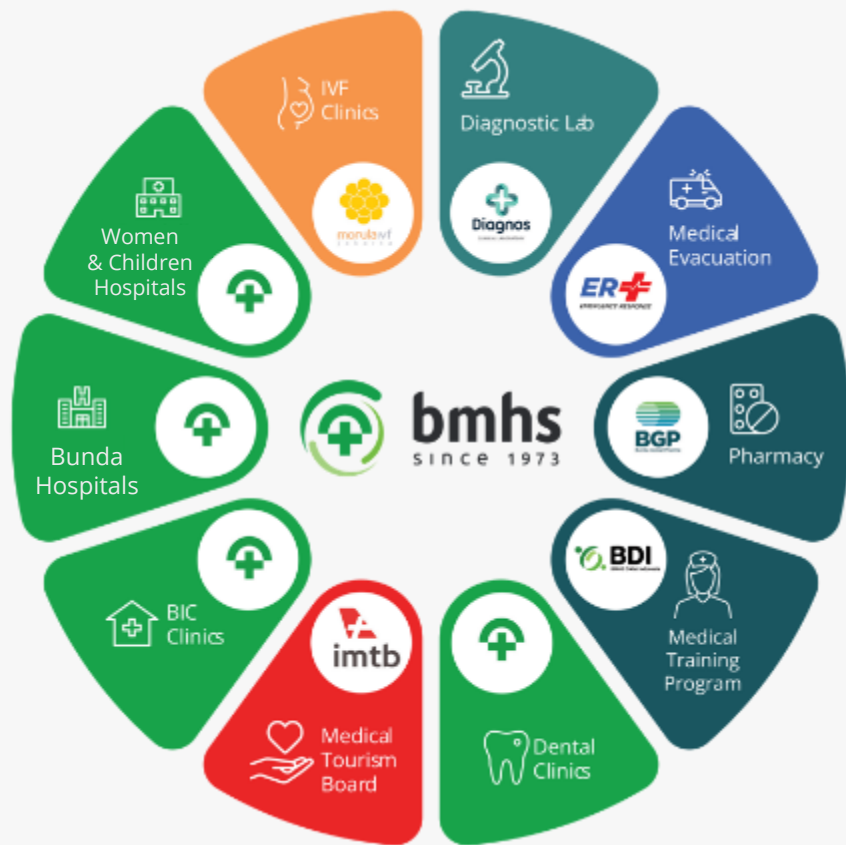
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Leading Provider in Specialized Healthcare Services since 1973



Bundamedik Tbk (BMHS) Ecosystem



Expanding Presence

10 HOSPITALS



12 IVF CLINICS



26 LABORATORIES



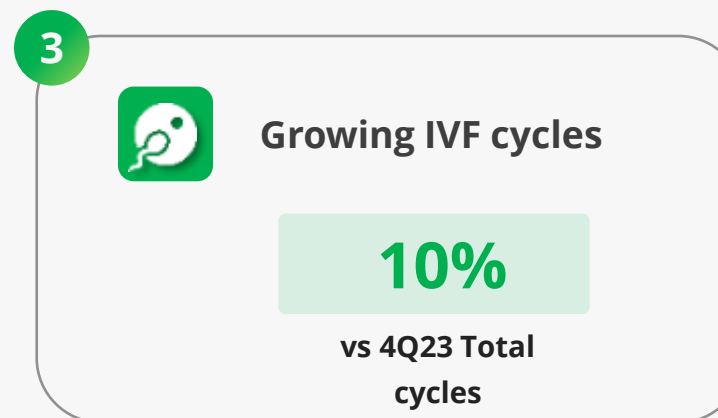
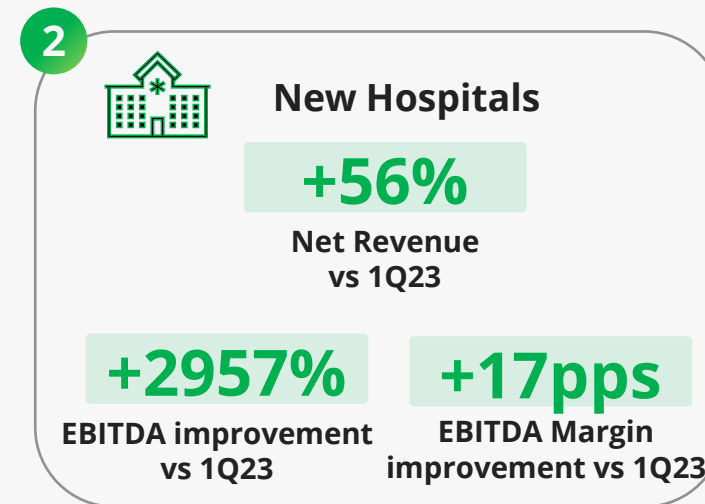
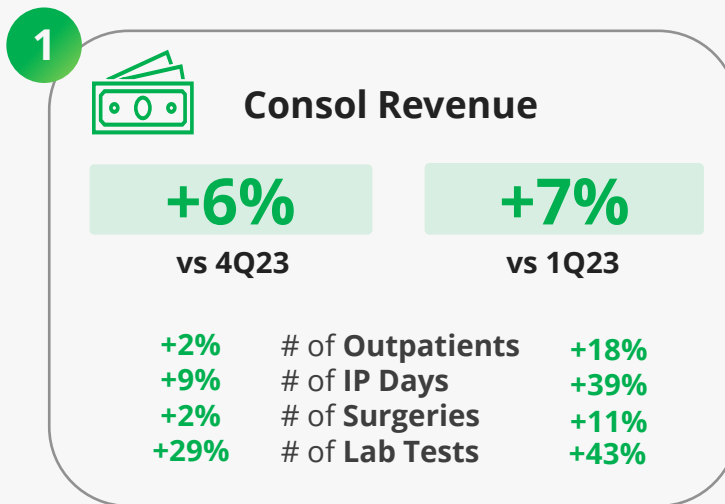
1k++ CLINICS NETWORK (KLINIK PINTAR)



126 FERTILITY CLINICS NETWORK (KFI)



1Q24 Key Highlights



*Our commitment to serve better
Because Family Matters*

1Q24 Results

Financial & Operational Performance

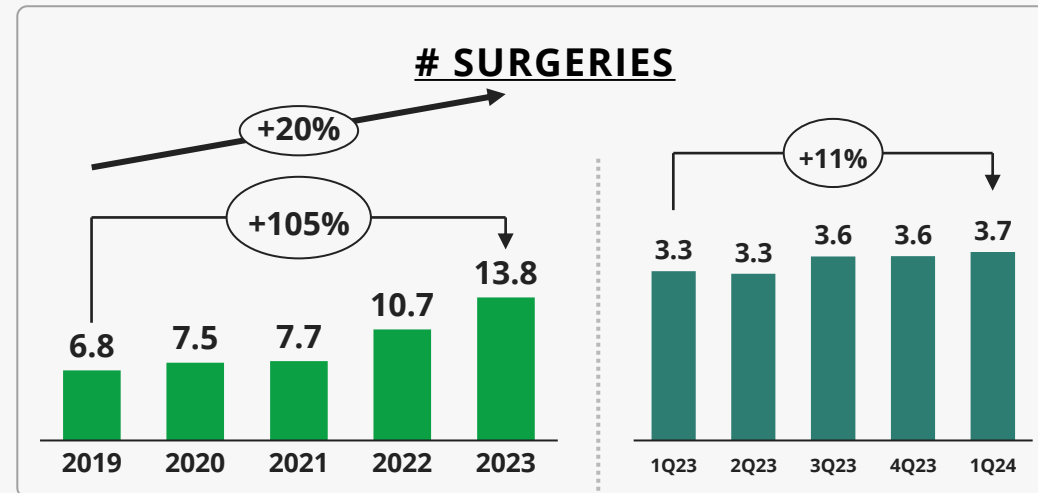
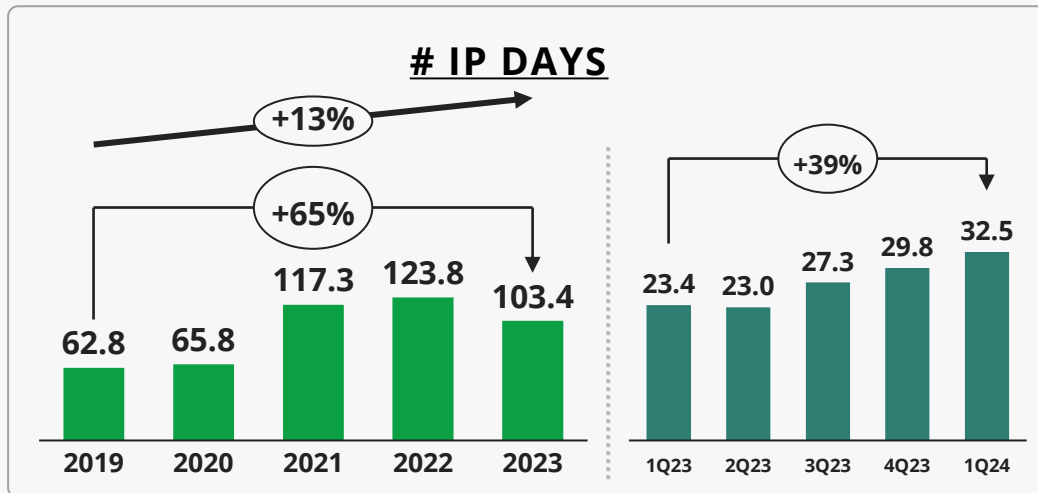
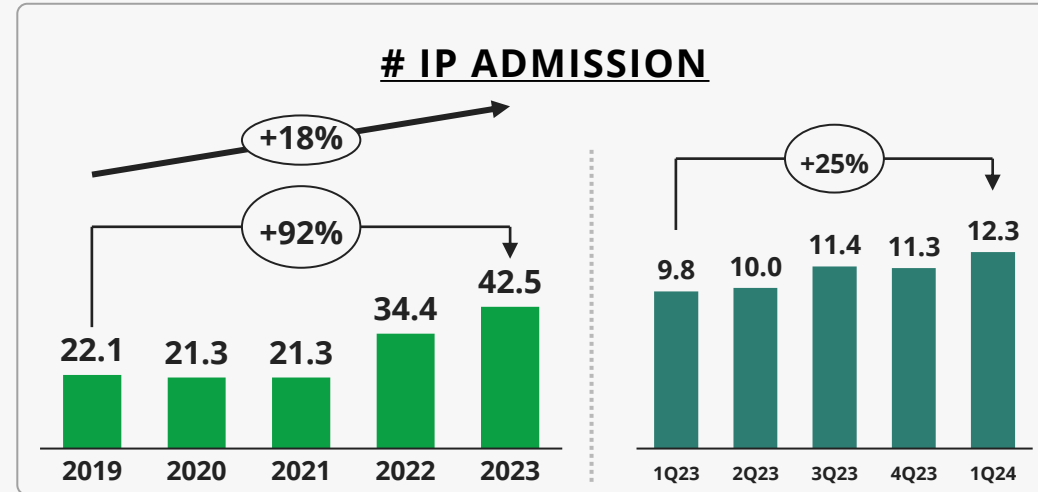
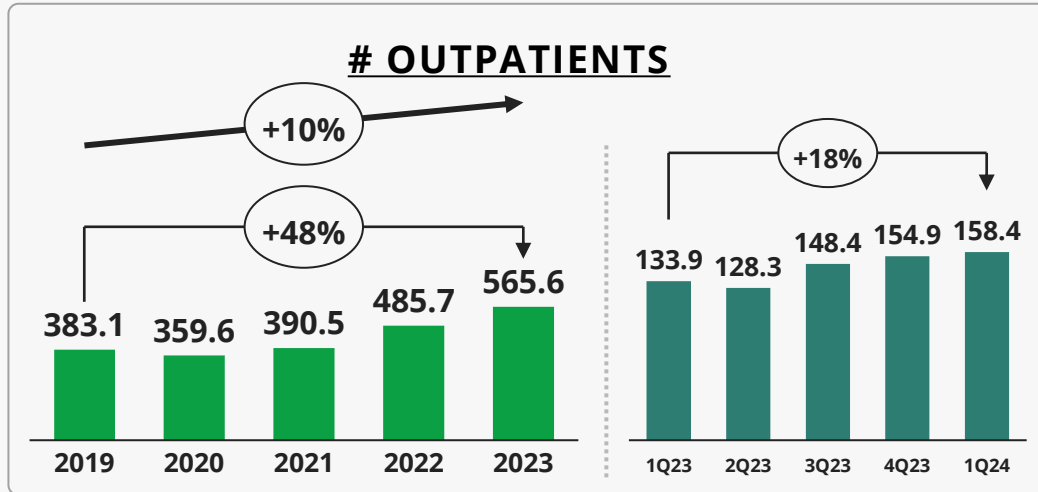
	HIGHLIGHTS OF CONSOLIDATED RESULT					
	4Q23	1Q24	QoQ (%)	YTD Mar 23	YTD Mar 24	YoY (%)
1 OPERATIONALS ('000)						
# Outpatient	154,9	158,4	2%	133,9	158,4	18%
# Inpatient Days	29,9	32,5	9%	23,4	32,5	39%
# Inpatient Admission	11,3	12,3	9%	9,8	12,3	25%
# Surgery	3,6	3,7	2%	3,3	3,7	11%
# Beds	631	631	0%	631	631	0%
BOR (%)	51%	57%		41%	57%	
BOR Existing (%)	66%	69%		47%	69%	
BOR New (%)	46%	64%		24%	64%	
# IVF Cycles	1,3	1,4	10%	1,4	1,4	0%
# Lab Test (Diagnos)	176,2	227,9	29%	171,7	227,9	33%
# Lab Test (Diagnos - non Covid)	174,7	226,2	29%	158,4	226,2	43%
2 PROFIT LOSS (Rp Bn)						
Gross Revenue	389	414	6%	385	414	7%
Net Revenue	348	356	2%	332	356	7%
Gross Profit	196	195	-1%	181	195	7%
GPM (%) to net	56%	55%		55%	55%	
3 EBITDA	71	71	0%	60	71	17%
EBITDA Margin (%) to net	21%	20%		18%	20%	
Net Profit	7,2	17,6	145%	14,6	17,6	21%
NPM (%)	2%	5%		4%	5%	
NP attributable to:				-		
Owners of the parent	1,0	10,9	987%	10,0	10,9	9%
Non-controlling interests	6,0	6,8	13%	4,6	6,8	47%

Key Notes

- Core Business in 1Q24**
 - Hospitals metrics:** Overall positive growth in #Outpatients, #IP Admission, #Surgery, and #IP Days
 - Morula** – Growth in # of cycles by +10% QoQ
 - Diagnos** – Growth in # of non Covid test volume by +43% YoY and +29% QoQ
- 1Q24 Gross Revenue +6% QoQ** due to:
 - All of QoQ operational metrics improved, majority contributed by Hospital +2%, Morula +11%, and Diagnos +8%

YTD Mar 24 Gross Revenue grew by +7% YoY majority contributed by Hospital +7%, Morula +2%, and Diagnos +11%
- 1Q24 EBITDA grew by +17% YoY due to operating leverage** (increase in revenue outweighed increase in operational costs).

Hospitals Volume



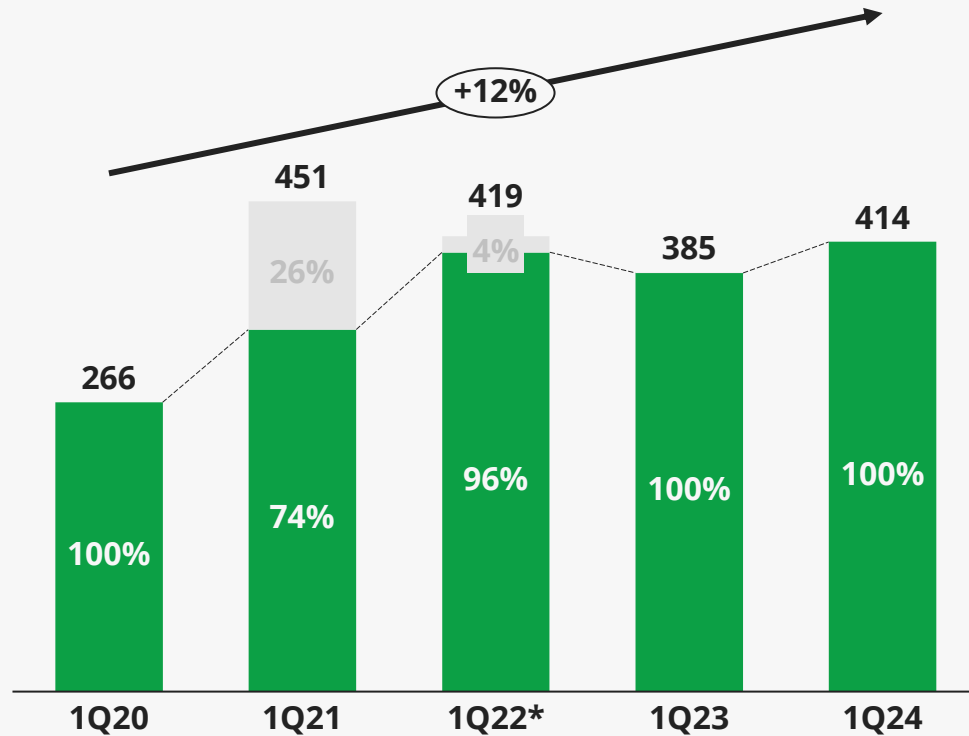
All units in '000

Financial Performance

Consolidated

REVENUE (Rp B)

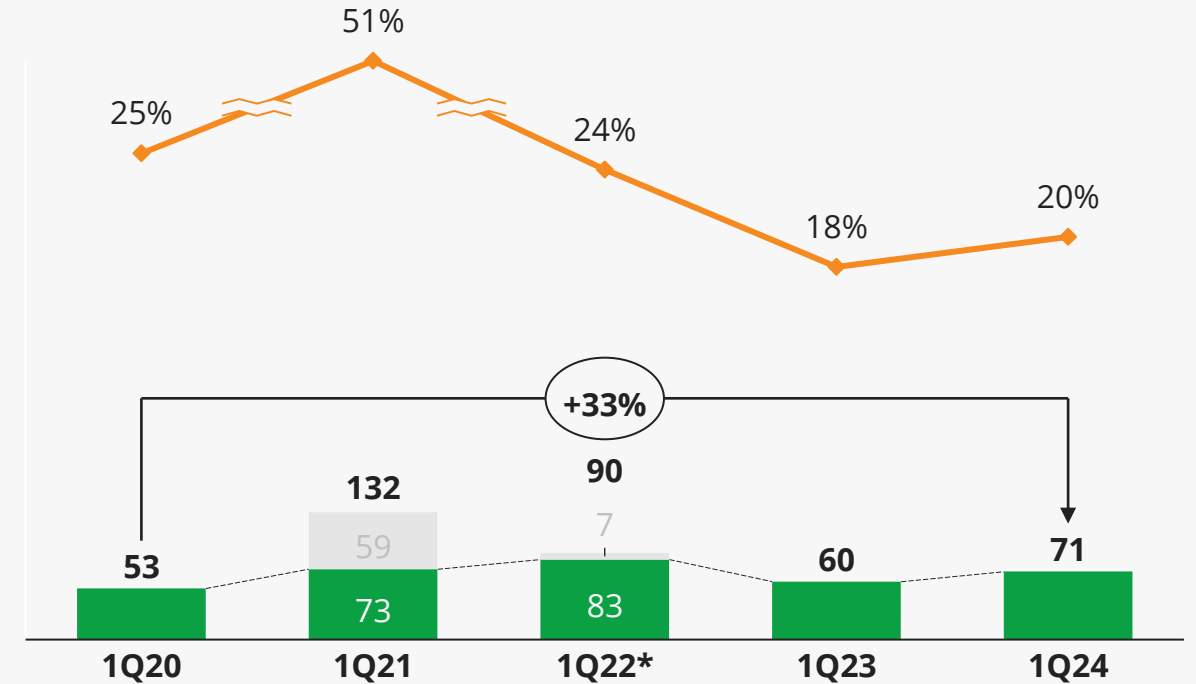
- Core Revenue
- Covid Revenue



EBITDA

(Rp B, % Margin)

- EBITDA Margin
- Non-Core EBITDA
- Core EBITDA

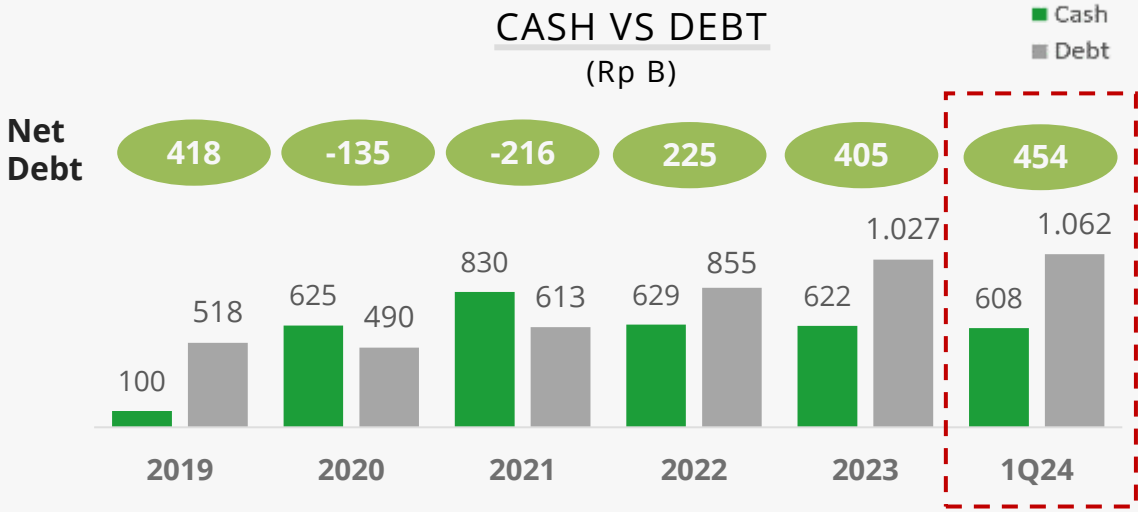


Note: *) proforma data as if Diagnos consolidated to BMHS in Jan-22

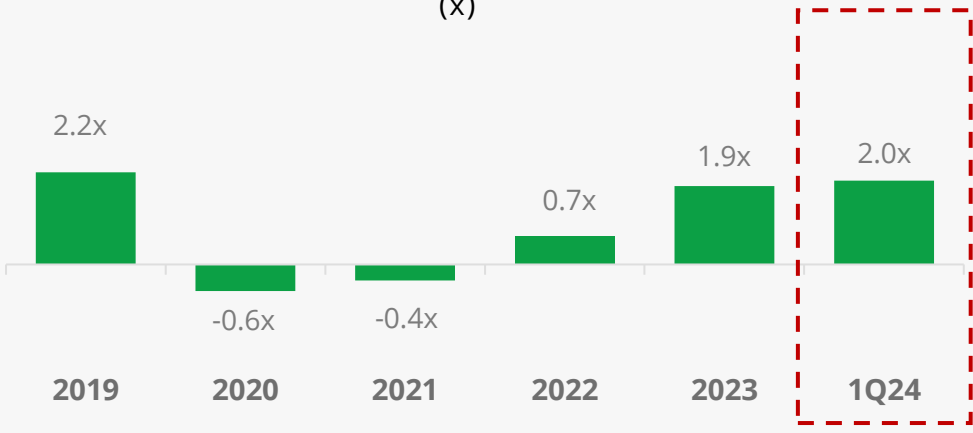
Balance Sheet

Remains healthy

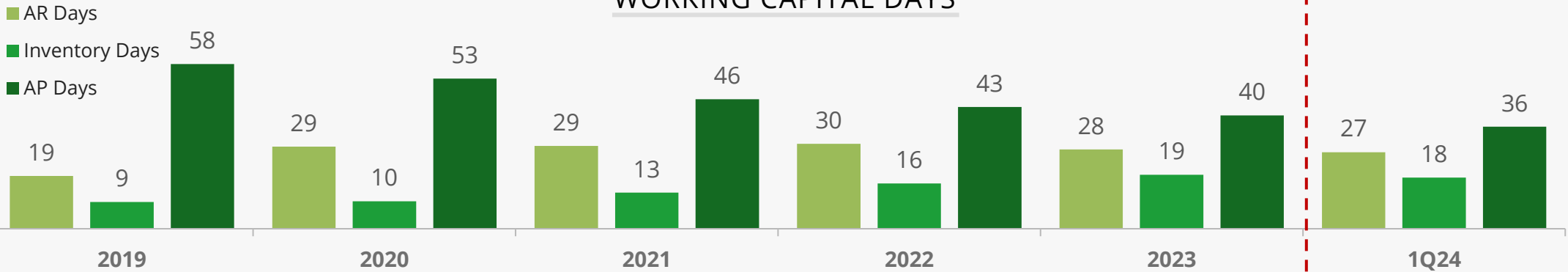
CASH VS DEBT (Rp B)



NET DEBT-TO-EBITDA (x)



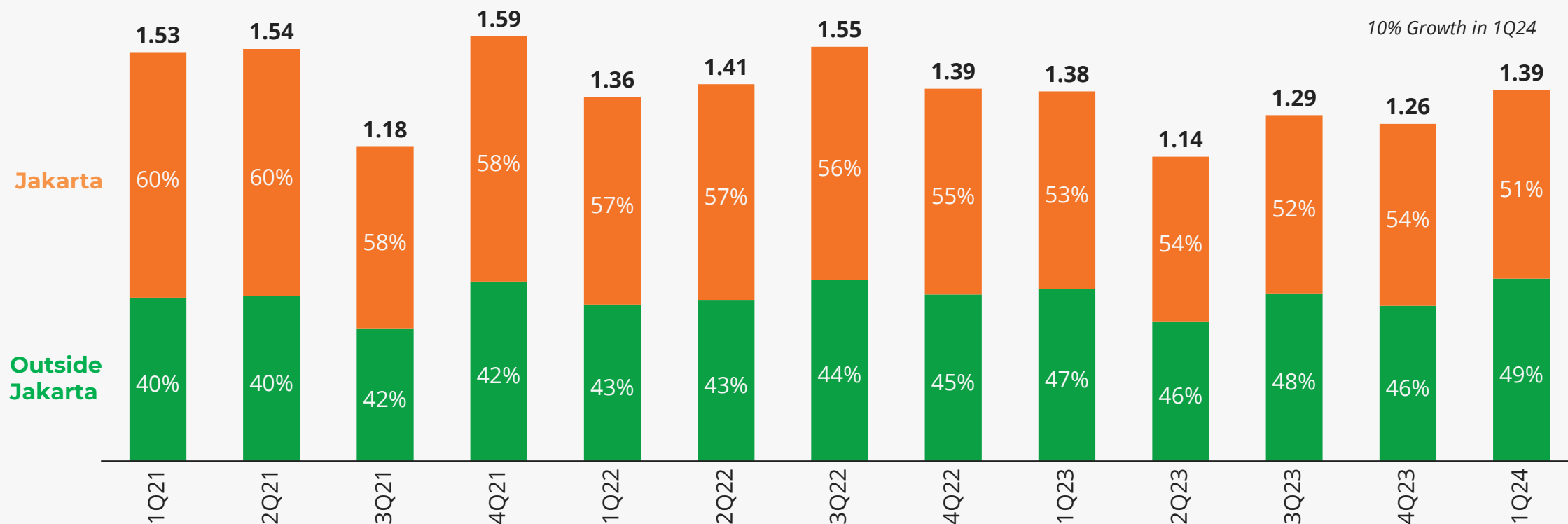
WORKING CAPITAL DAYS



IVF Cycles

Higher Contribution from Outside Jakarta Customers

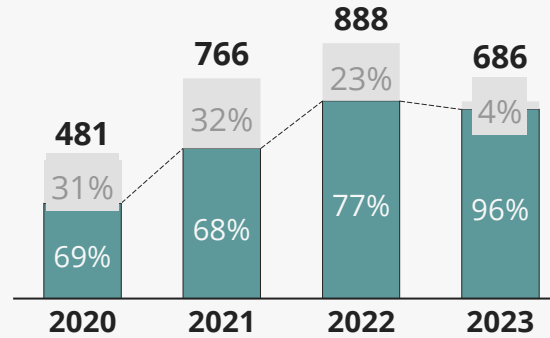
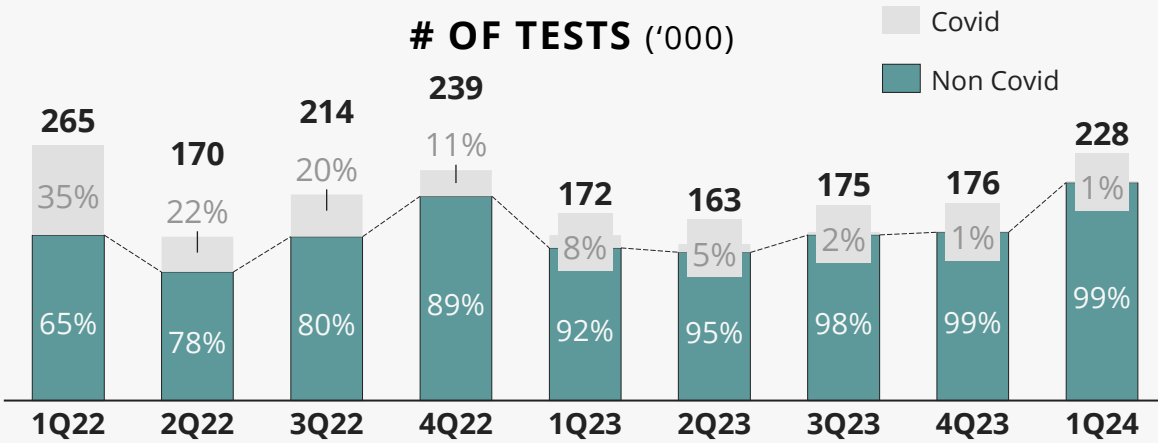
OF IVF CYCLES ('000)



Diagnos

Focusing on genomic testing

OF TESTS ('000)

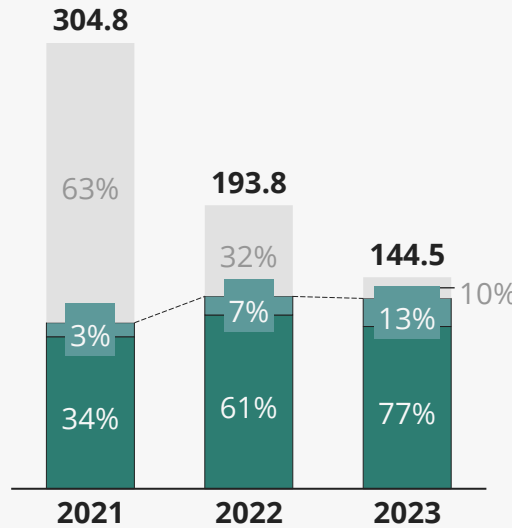
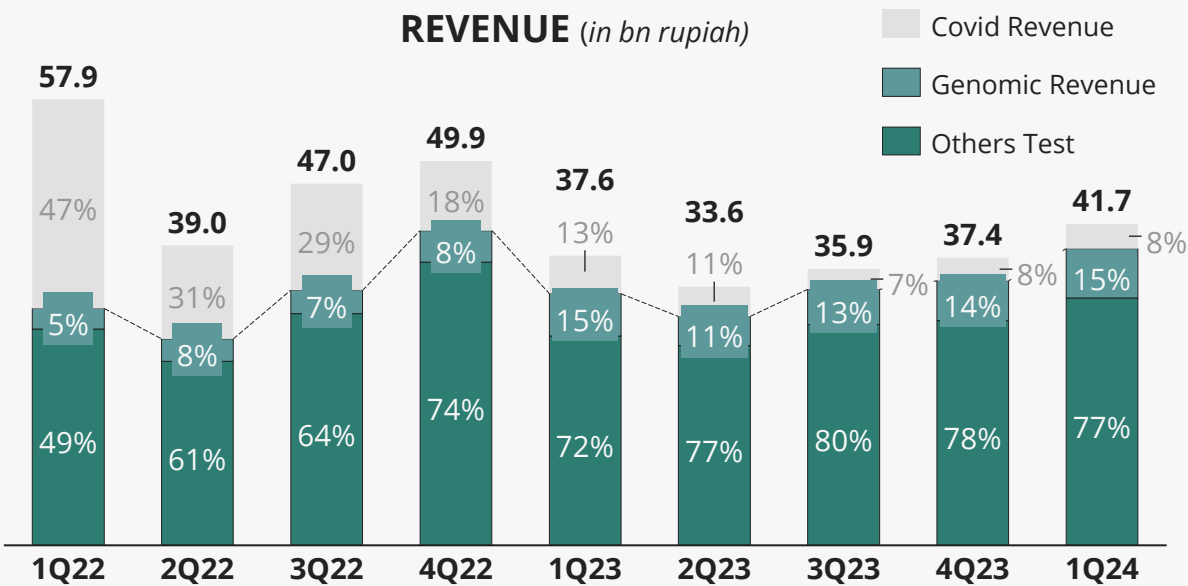


+43% ↑

YoY Non Covid
Test Volume



REVENUE (in bn rupiah)



Promising Genomic revenue YoY
increased by 18% YoY, contributing
15% of revenue

18% ↑

YoY Genomic
Revenue



Strengthening Our Core

Strengthening Our COEs



GynROSE Clinic



Robotic Surgery



Bunda Neuro Center



Eras



NICU/PICU



Laparoskopi



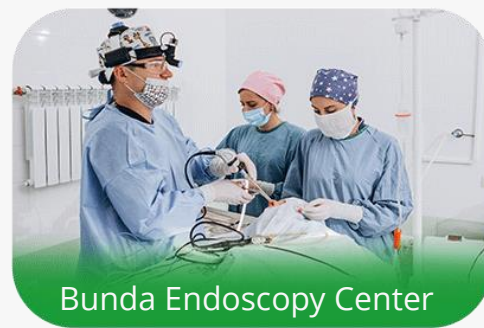
Bunda Health Center



RSM Oncology



Klinik Tumbuh Kembang Anak

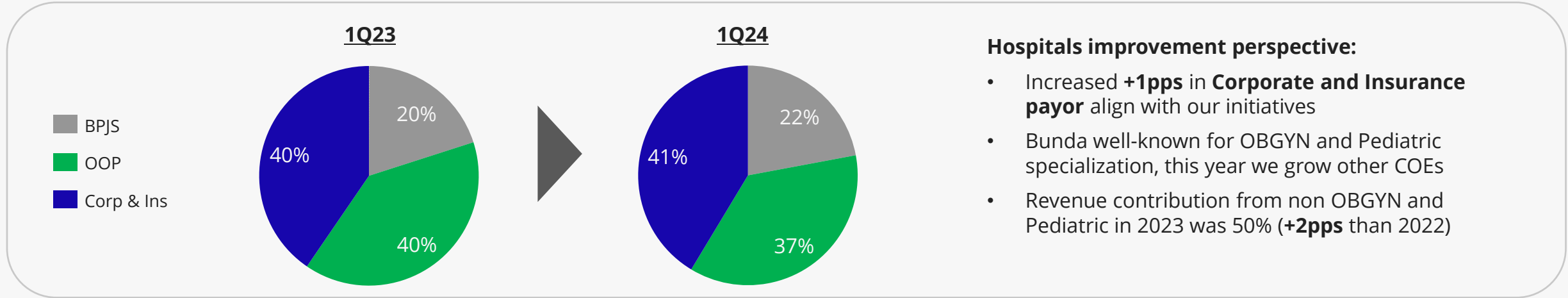


Bunda Endoscopy Center

Bunda General Hospital
Bunda Women & Children Hospital
Jakarta

Update Hospitals Result Initiatives

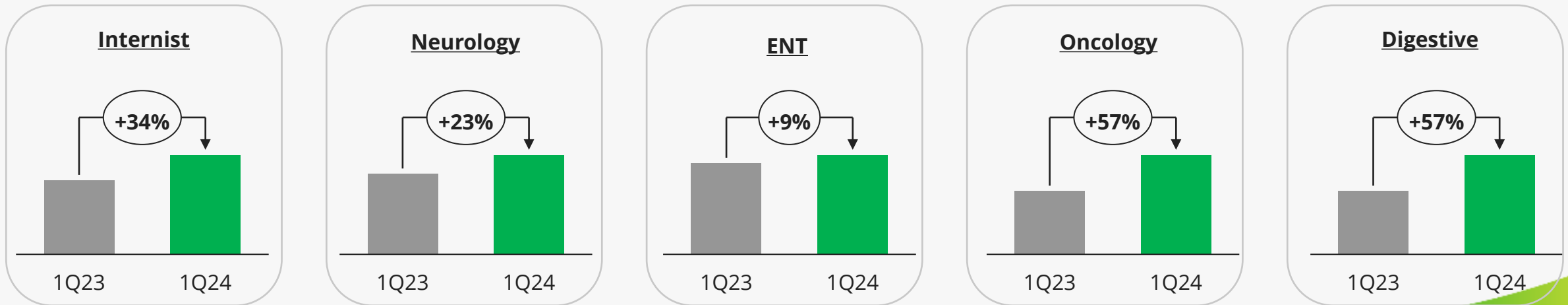
Revenue Per payor:



Hospitals improvement perspective:

- Increased **+1pps** in **Corporate and Insurance payor** align with our initiatives
- Bunda well-known for OBGYN and Pediatric specialization, this year we grow other COEs
- Revenue contribution from non OBGYN and Pediatric in 2023 was 50% (**+2pps** than 2022)

Revenue Per Specialistic:



Ensuring Standardized Quality Process



2024 Update & Initiatives

Our New Hospitals Performance



172

Beds



60++

Specialist Doctors



2

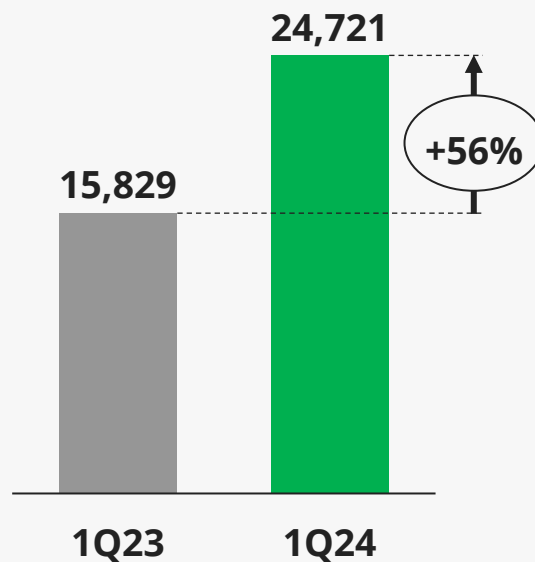
W&C Hospitals



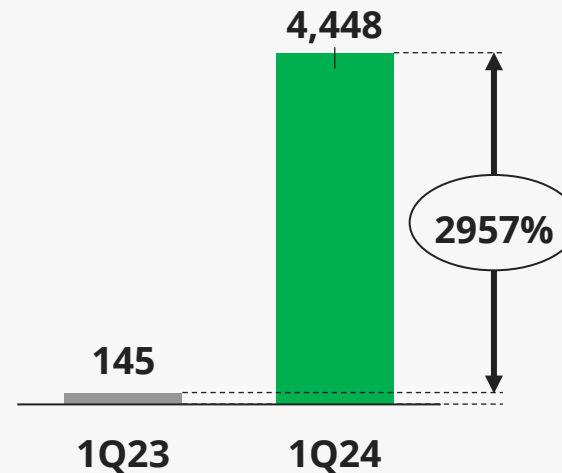
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General Hospital

Core Net Revenue



EBITDA



Financial optimization

- +56% net revenue and EBITDA grew from 145Bn to 4,448Bn from 1Q23 to 1Q24
- In line with our expectations, 1Q24 reached positive EBITDA**

Operational excellence

- Synchronized patient experience for all new hospitals
- Ongoing weekly medical review, and medical training

Data IT

- Implemented our IT software to all our new hospitals

Our new Hospitals : RSIA Bunda Palembang, RSU Citra Harapan, and RSIA Bunda Dewata

Annualized Cost Efficiency

BPJS Update

With intensive quality and cost control for BPJS services, update from two of our hospital result in before and after improvement in our Gross Margin

	Before initiative	1Q24	Improvement
BPJS GPM of Hospital 1 (%)	24%	31%	+7pps
BPJS GPM of Hospital 2 (%)	36%	40%	+4pps
BPJS GPM of Hospital 3 (%)	23%	26%	+3pps

Done: 3 Hospital
To be roll out in our 2 other hospitals

Identified potential improvement

1Q24 Initiative in 3 hospitals

Rp 1.5 Bn
Cost Efficiency

Annualised initiative

Rp 6 Bn
Cost Efficiency

Annualized Cost Efficiency

Key value	Identified potential improvement	
	1Q24 Initiative	Annualised Initiative
<p>✓ Cost transformation saving</p> <ul style="list-style-type: none"> 5-10% cost saving per specific specialization through purchase medical equipment, negotiation, and formulary change 	<p>Rp 1.9 Bn Cost Efficiency</p>	<p>Rp 7.6 Bn Cost Efficiency</p>
<p>✓ Asset tracking and utilization improvement</p> <ul style="list-style-type: none"> Enhance tracing and leverage analytics 	<p>Rp 0.08 Bn Cost Efficiency</p>	<p>Rp 0.3 Bn Cost Efficiency</p>
<p>✓ Continuous analyze GPM per specialization</p> <ul style="list-style-type: none"> Close review and monitoring margin per patient every month for continuous margin improvement 	<p>Rp 0.84 Bn Cost Efficiency</p>	<p>Rp 3.4 Bn Cost Efficiency</p>
<p>Total</p>	<p>Rp 4.36 Bn Cost efficiency</p>	<p>Rp 17.4 Bn Cost efficiency</p>

2024 Key Focus Area

Expansion of our **Center of Excellence (COE)** and **Product of Excellence (POE)**

1

Engage in more **Corporate and Insurance** partnerships

2

Improve **core functions** to achieve **operational excellence**

5

3

Ramp up the performance of our **newly acquired hospitals**

Key Focus Area
2024

4

Focusing on **the expansion on our hospital in Padang**

2024 Initiatives Update

Key Focus Area	Initiatives Update
Expansion of our COE and POE	A New COE Development: Gastro-Hepato Endoscopy in RSU Bunda Jakarta
Engage in more Corporate and Insurance partnerships	<p>We have experienced a 6% growth in the number of corporate and insurance partnerships in 1Q24 compared to 4Q23.</p> <ul style="list-style-type: none">• 4Q23: 127 Partnerships• 1Q24: 135 Partnerships

Morula 2024 Initiatives



Increase New Female Patients Acquisition

- ✓ Attract good **quality New Female Patients**
- ✓ **Patient Profiling and Segmentation**



Improve Doctor Productivity

- ✓ Initiate Team Doctor Programs
- ✓ **Acquisition and Development of Top Doctors**



Improve Quality of Service

- ✓ **Seamless patient journey**
- ✓ Implementation of CRM System



Expand through New Market Sources

- ✓ Exploring **B2B** (Corporate) and Hospital partnerships (KFI and Doctor networking) partnerships
- ✓ Development of Hospital partnerships

219.780
(Existing Non-BPJS Patients)



89.120
OneBunda's Unique Users

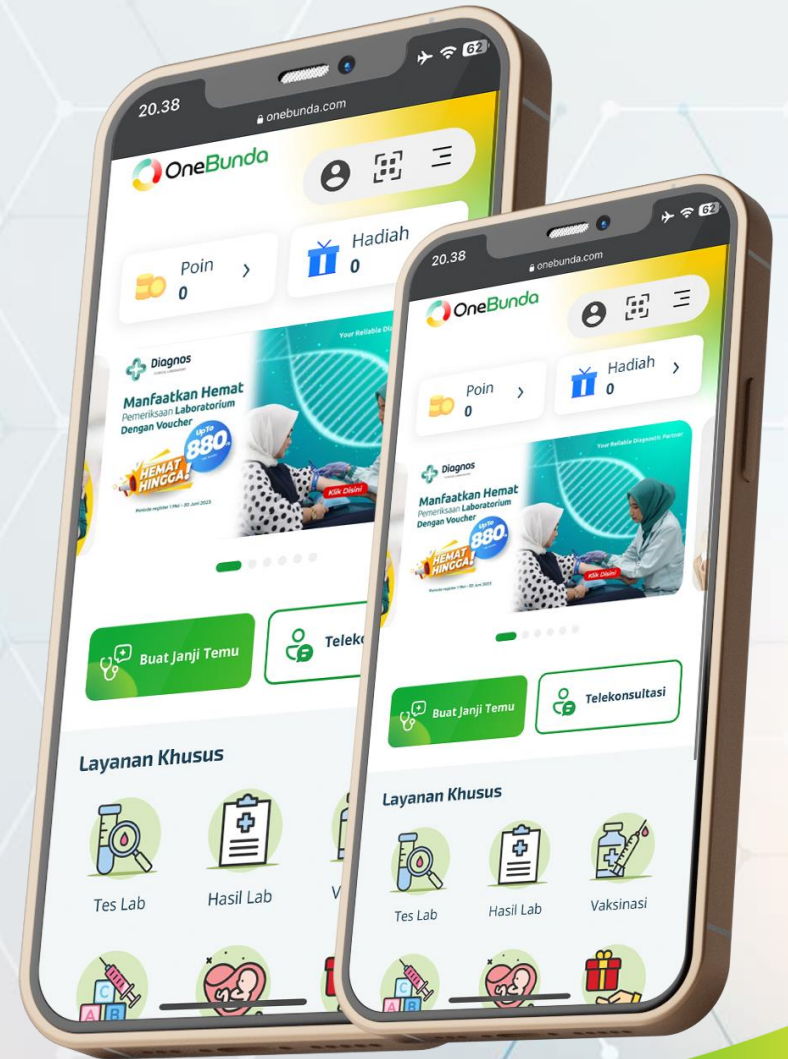
As of 31 March 2024,

41%

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

Most Frequently Used Features is Janji Temu that generate

~74K Transactions



THANK YOU

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