BUNDA

Because *Family Matters*

PT Bundamedik Tbk

Earnings Call – 9M24 Results

Nov 2024

Leading Provider in Specialized Healthcare Services since 1973

BUNDA | Diagnos | morula ivf jakarta | BGP | BIC CLINIC | ER | BDI | RSJP PARAMARTA | imtb | BUNDA PINTAR

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bmhs
since 1973

Bundamedik Tbk (BMHS) Ecosystem

Expanding Presence

- 10 HOSPITALS
- 12 IVF CLINICS
- 25 LABORATORIES
- 3k++ CLINICS NETWORK (KLINIK PINTAR)
- 126 FERTILITY CLINICS NETWORK (KFI)

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9M24 Key Highlights

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1

Consol Revenue

+5%
vs 9M23

+12%	# of **Outpatients**
+26%	# of **IP Days**
+9%	# of **Surgeries**
+25%	# of **Lab Tests**

2

Consolidated Gross Margin

55%

Higher +1% vs 9M23

3

EBITDA

+21%
vs 9M23

Net Profit

+123%
vs 9M23

4

New Hospitals

+62%
Net Revenue
vs 9M23

+1975%
EBITDA improvement
vs 9M23

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9M24 Results

Financial & Operational Performance

	HIGHLIGHTS OF CONSOLIDATED RESULT					
	2Q24	3Q24	QoQ (%)	9M23	9M24	YoY (%)
OPERATIONALS ('000)						
# Outpatient	148.3	153.7	4%	410.7	460.5	12%
# Inpatient Days	31.2	28.9	-8%	73.6	92.6	26%
# Inpatient Admission	11.7	11.1	-5%	31.2	35.1	12%
# Surgery	3.6	3.8	5%	10.2	11.1	9%
# Beds	631	631	0%	631	631	0%
BOR (%)	54%	50%		43%	54%	
BOR Existing (%)	60%	56%		55%	61%	
BOR New (%)	68%	61%		29%	64%	
# IVF Cycles	1.1	1.2	4%	3.8	3.7	-3%
# Lab Test (Diagnos)	205.2	206.2	0%	509.5	639.3	25%
PROFIT LOSS (Rp Bn)						
Gross Revenue	371	372	0%	1,099	1,157	5%
Net Revenue	315	315	0%	941	986	5%
Gross Profit	**175**	**175**	0%	**512**	**545**	**6%**
GPM (%) to net	*56%*	*56%*		*54%*	*55%*	
EBITDA	**52**	**52**	0%	**145**	**175**	**21%**
EBITDA Margin (%) to net	*17%*	*17%*		*15%*	*18%*	
Net Profit	**1.0**	**1.5**	55%	**9.0**	**20.2**	**123%**
NPM (%)	*0%*	*0%*		*1%*	*2%*	
NP attributable to:						
Owners of the parent	0.1	0.8	732%	6.2	11.8	90%
Non-controlling interests	0.9	0.7	-21%	2.8	8.4	199%

Key Notes

1 **Core Business in 9M24**
- **Hospitals metrics:** Overall positive growth in #Outpatients, #Surgery, and #IP Days
- **Morula –** # of cycles declined by -3% due to flat market growth but 3Q has shown improvement QoQ
- **Diagnos –** Growth in # of lab test volume by +25% vs 9M23

2 **9M24 Gross Revenue improved by +5% YoY** due to:
- Improvement operational metrics resulted growth in all business units (Hospital +4% YoY; Morula +3% YoY; Diagnos +15% YoY)

3 **9M24 EBITDA grew by +21% YoY due to:**
- EBITDA margin improvement in 9M24 by +3% resulted from impact of various initiatives in early 2024.

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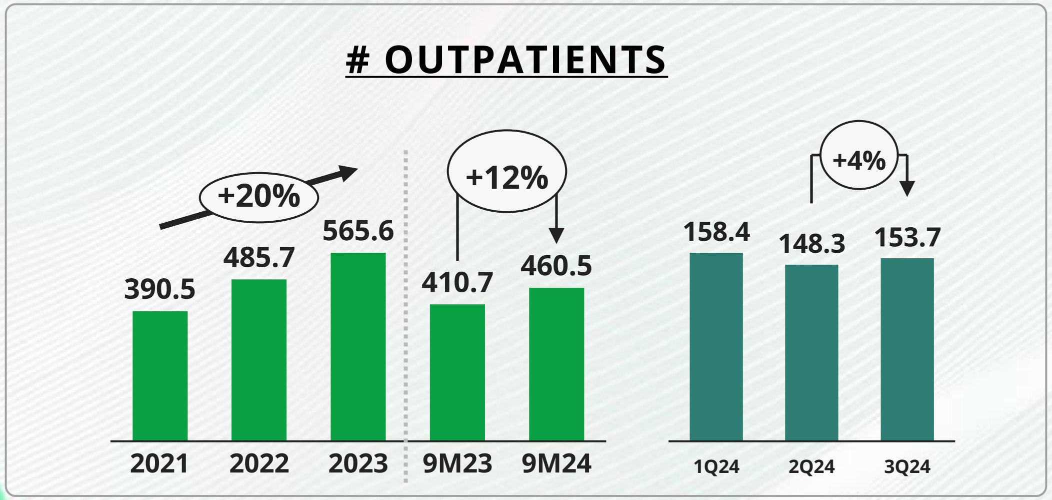
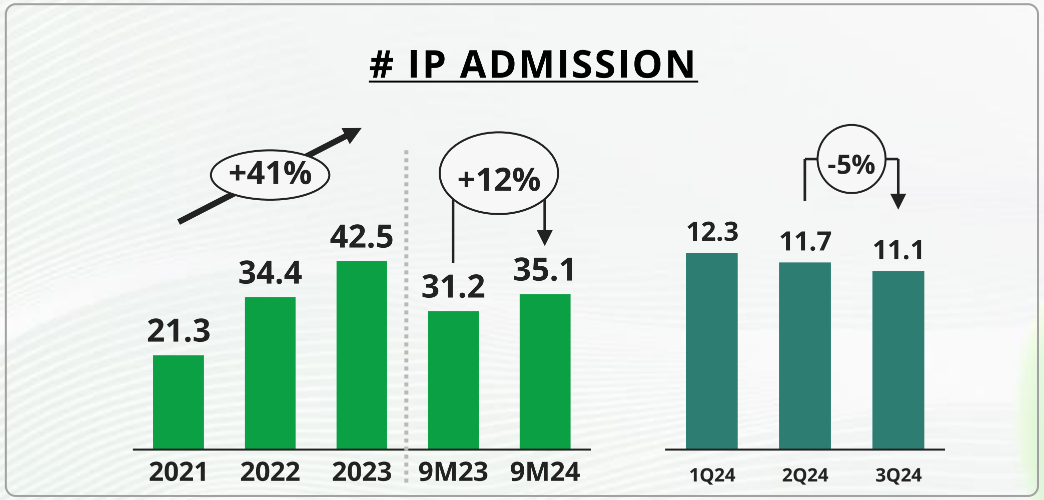
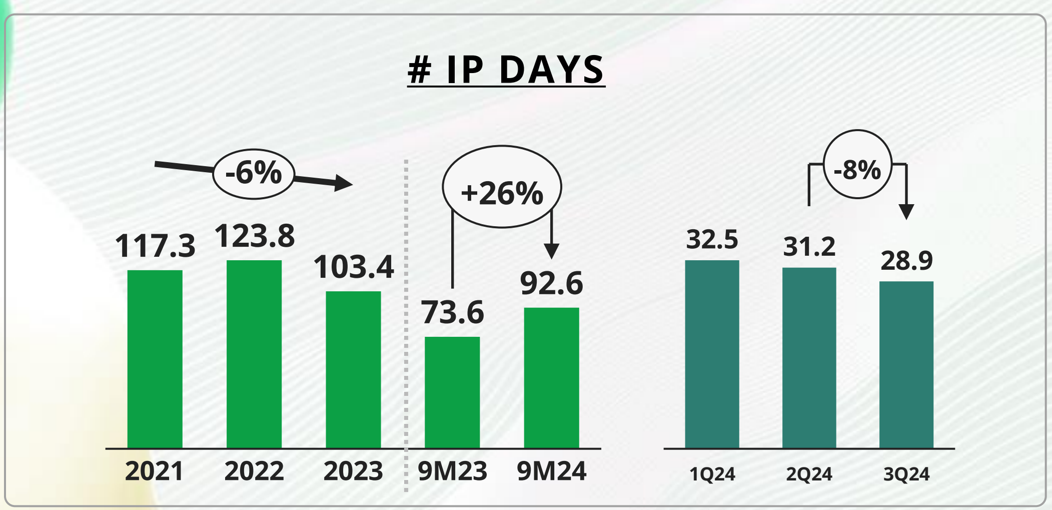
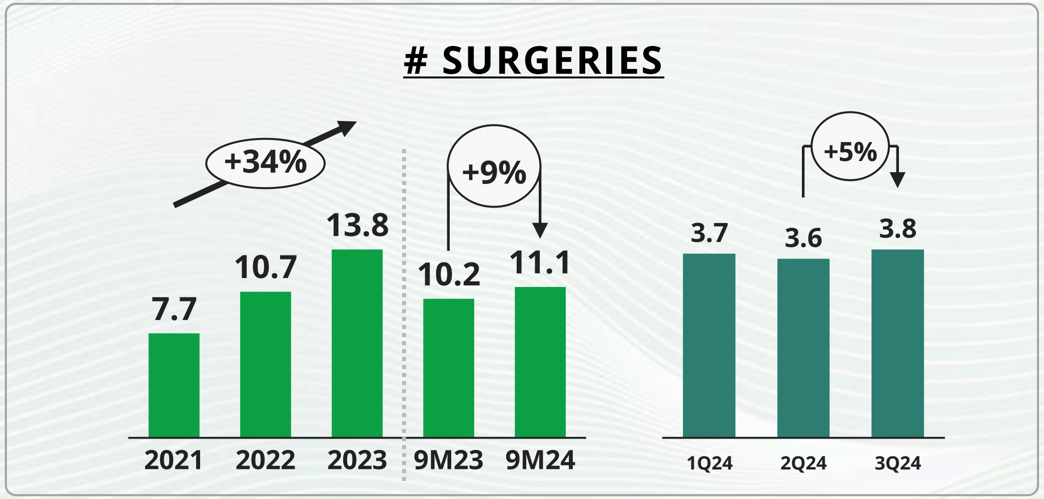
Hospital Volume









All units in '000

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Financial Performance
Consolidated

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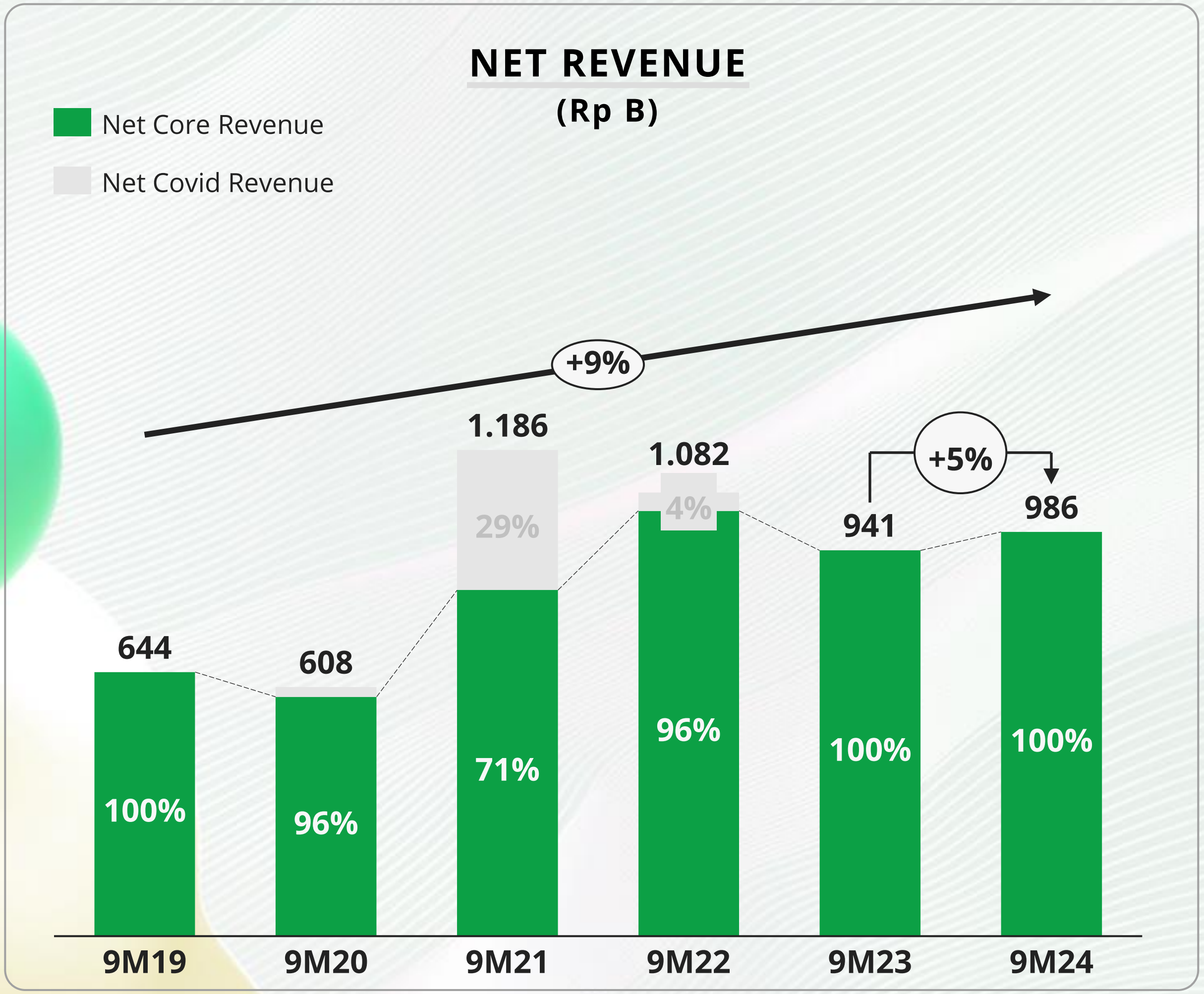

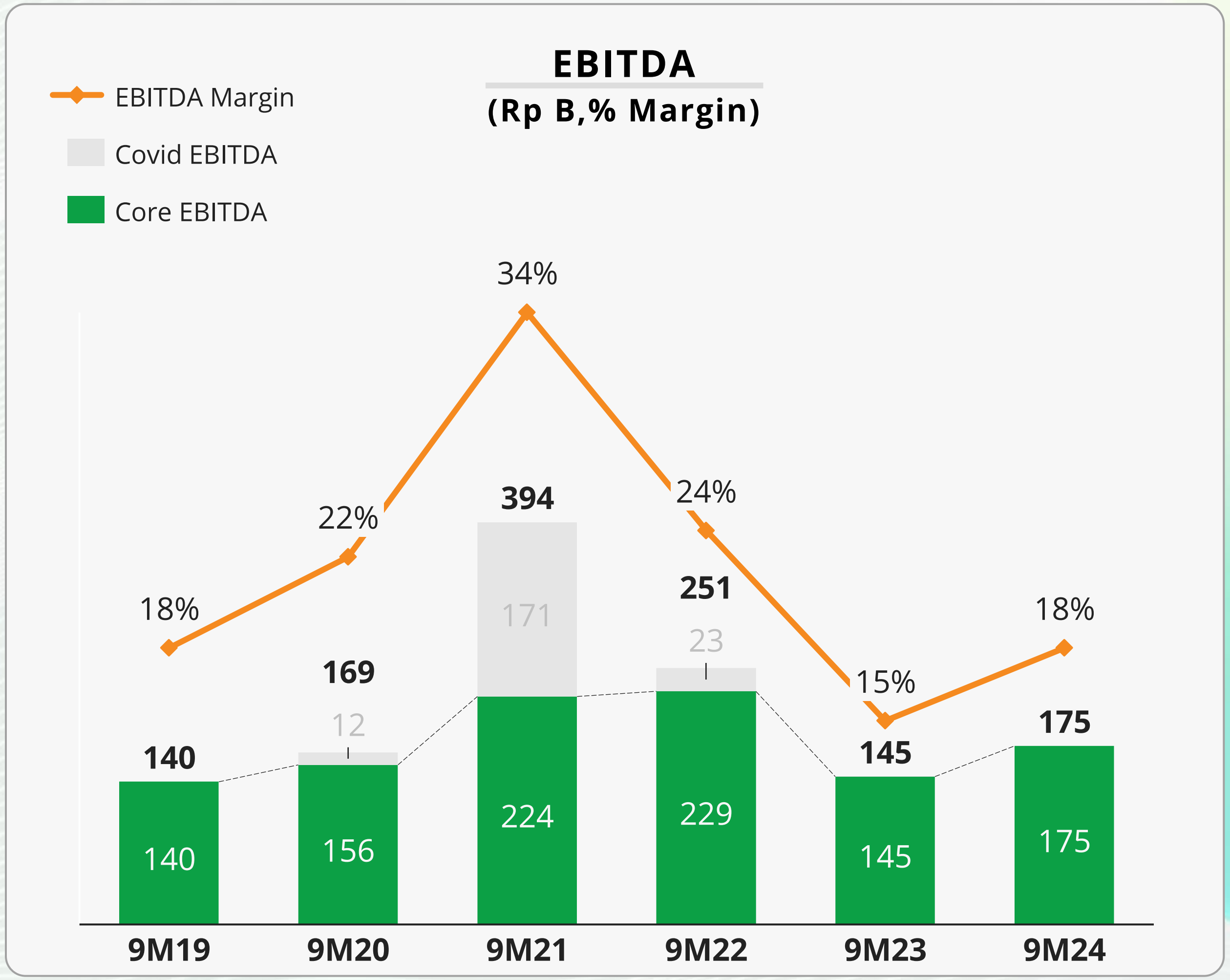

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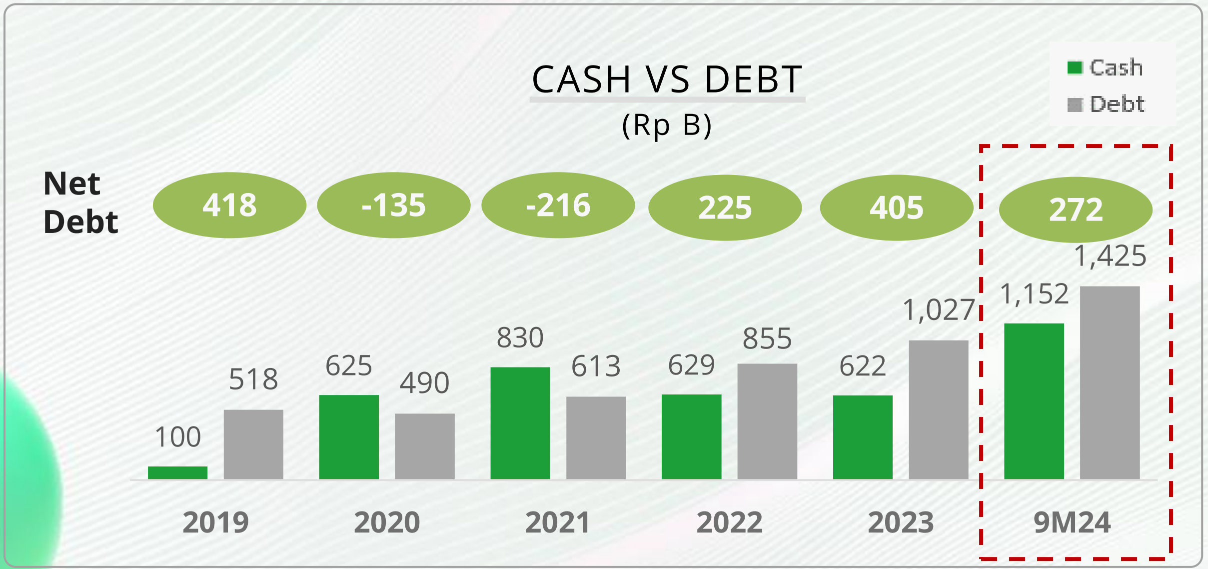
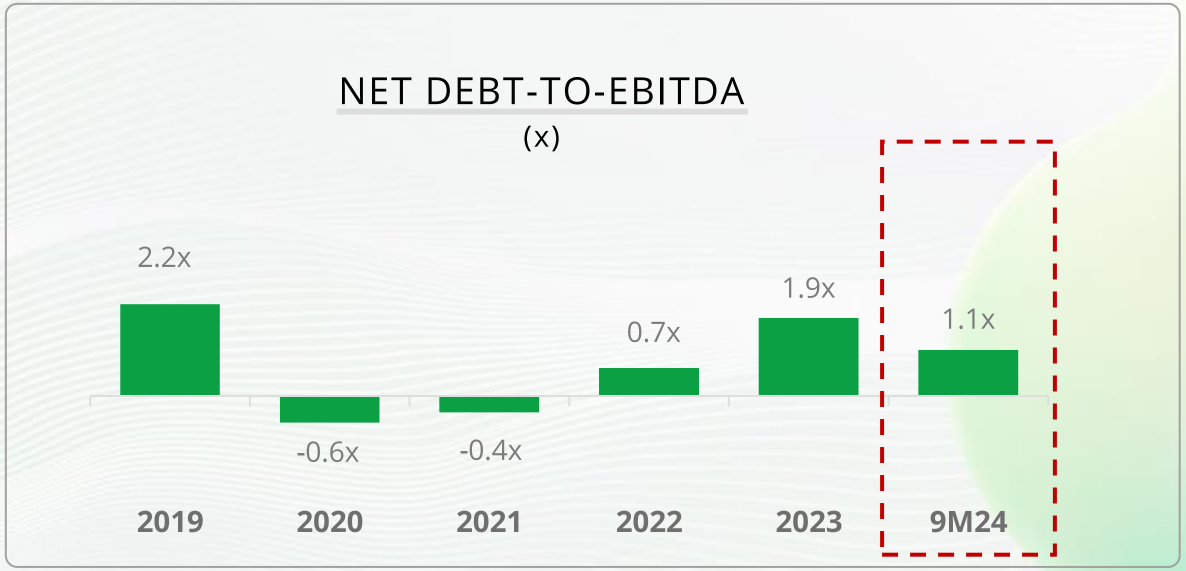
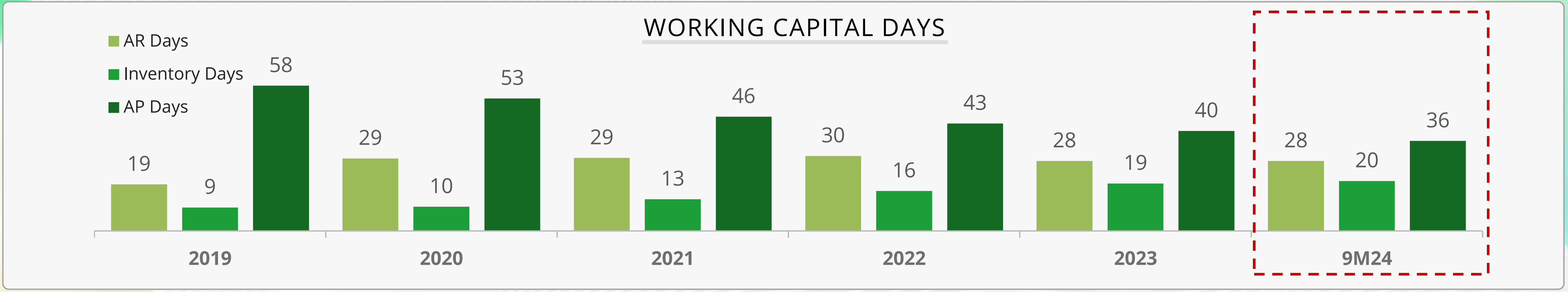
Balance Sheet
Remains healthy







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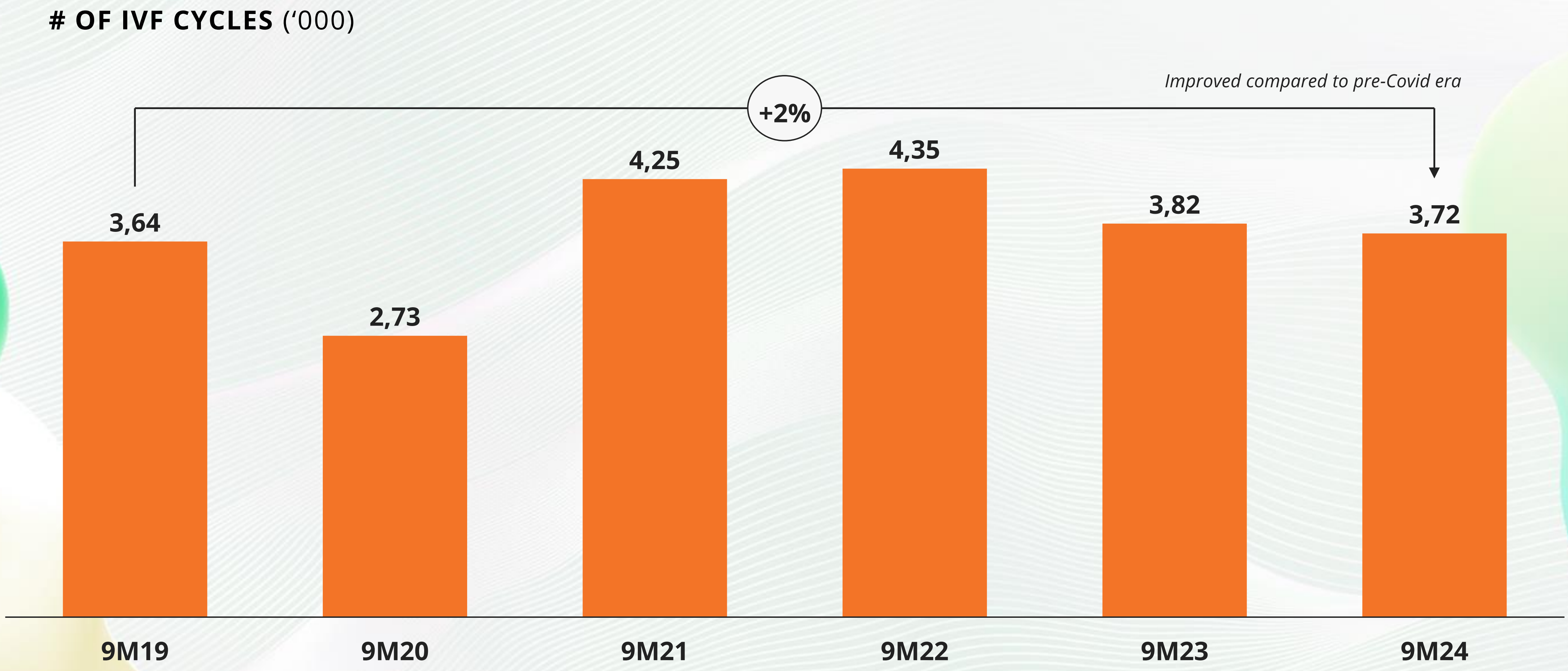
IVF Cycles



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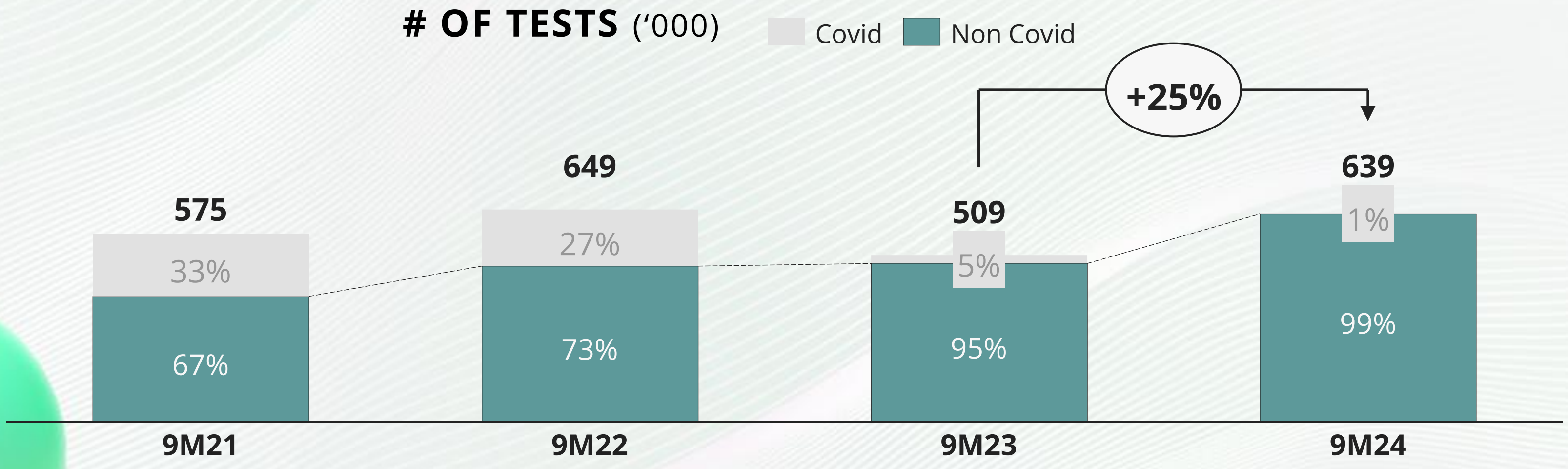
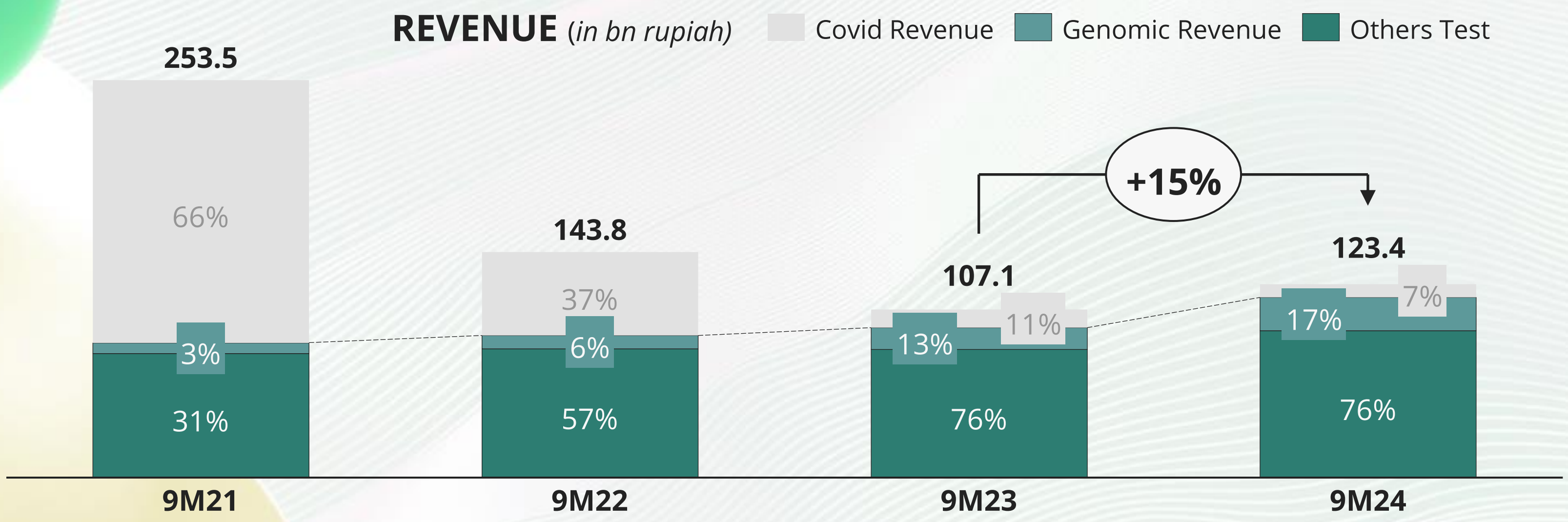
Diagnos
Focusing on genomic testing



+25%

YoY Number of Test Volume

Promising Genomic revenue YoY increased by 53% YoY, contributing 17% of revenue



+15%

YoY Revenue

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Strengthening Our Core

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Strengthening Our COEs

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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

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Update Hospitals Result Initiatives

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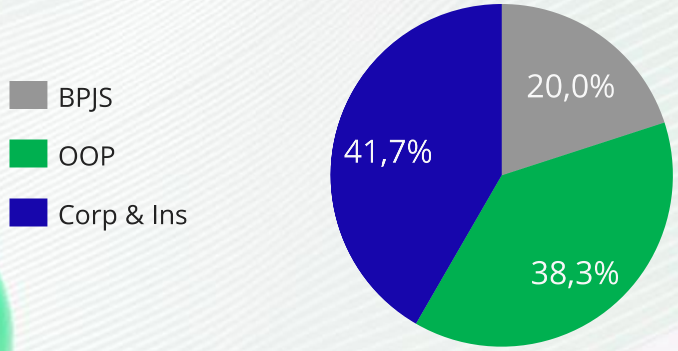
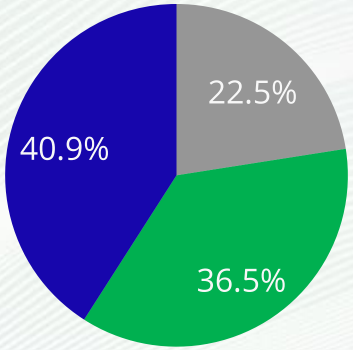
Revenue Per payor in Hospital:

9M23



9M24

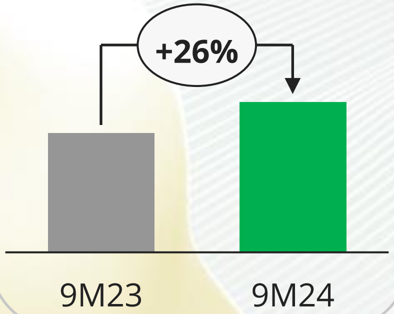


Hospitals improvement perspective:

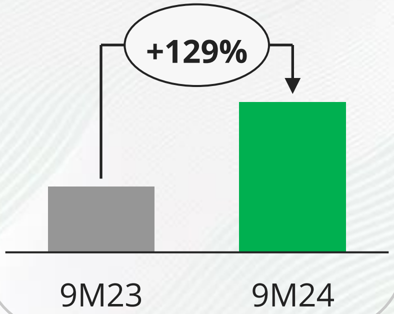
- Increased **+2.5pps** in **BPJS payor** as our new hospitals mainly serves BPJS
- Bunda well-known for OBGYN and Pediatric specialization, this year we grow other COEs
- Revenue contribution from non OBGYN and Pediatric in 9M24 was 48% (**+9pps higher** than 9M23)

Revenue Per Specialistic:

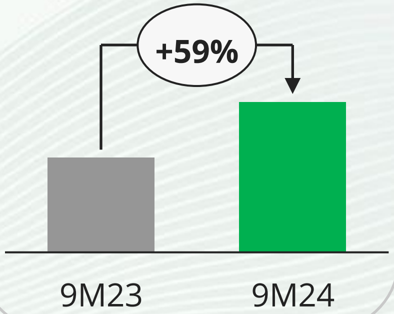
Internist



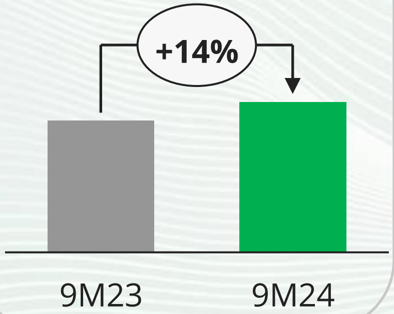
Plastic Surgery



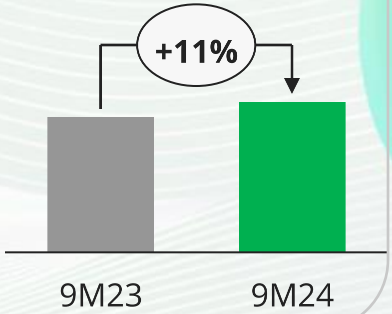
General Surgery



Oncology



Cardiology



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Ensuring Standardized Quality Process

bmhs
since 1973


REKOR INDONESIA

MURI

PIAGAM PENGHARGAAN
MUSEUM REKOR-DUNIA
INDONESIA

No. 10436/R.MURI/VII/2022

Dianugerahkan kepada

morula ivf
indonesia

ATAS REKOR

Edukasi Fertilitas Serentak Peserta Terbanyak dalam 10 Hari

Jakarta, 14 Juli 2022

ACHS INTERNATIONAL
ACCREDITATION
EQuIP 6

KARS

RTAC
REPRODUCTIVE TECHNOLOGY
ACCREDITATION COMMITTEE

Accredited Facility - Code of Practice
Global-Mark.com.au®

KAN
Komite Akreditasi Nasional

ISO 15189
ACCREDITATION
MEDICAL
LABORATORY

SYSTEM CERTIFICATION
ISO 9001:2008
SGS

International Organization for Standardization
ISO
45001

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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**

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2024 One Bunda

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since 1973

276.165
(Existing Non-BPJS Patients)

115.315
OneBunda's Unique Users

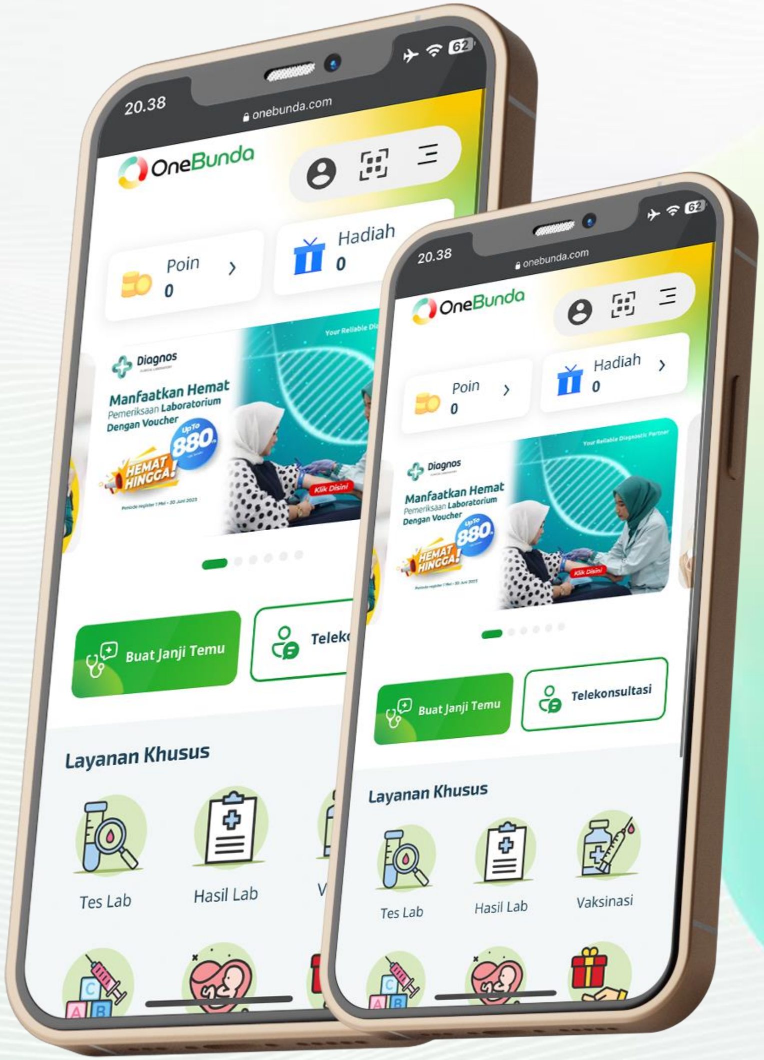
As of 31 September 2024,

41%

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

Most Frequently Used Features is Janji Temu that generate

~107K Transactions



OneBunda

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imtb Medical Concierge · ER EMERGENCY RESPONSE · BGP Bunda Global Pharma · Diagnos CLINICAL LABORATORY

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