



Because
Family Matters

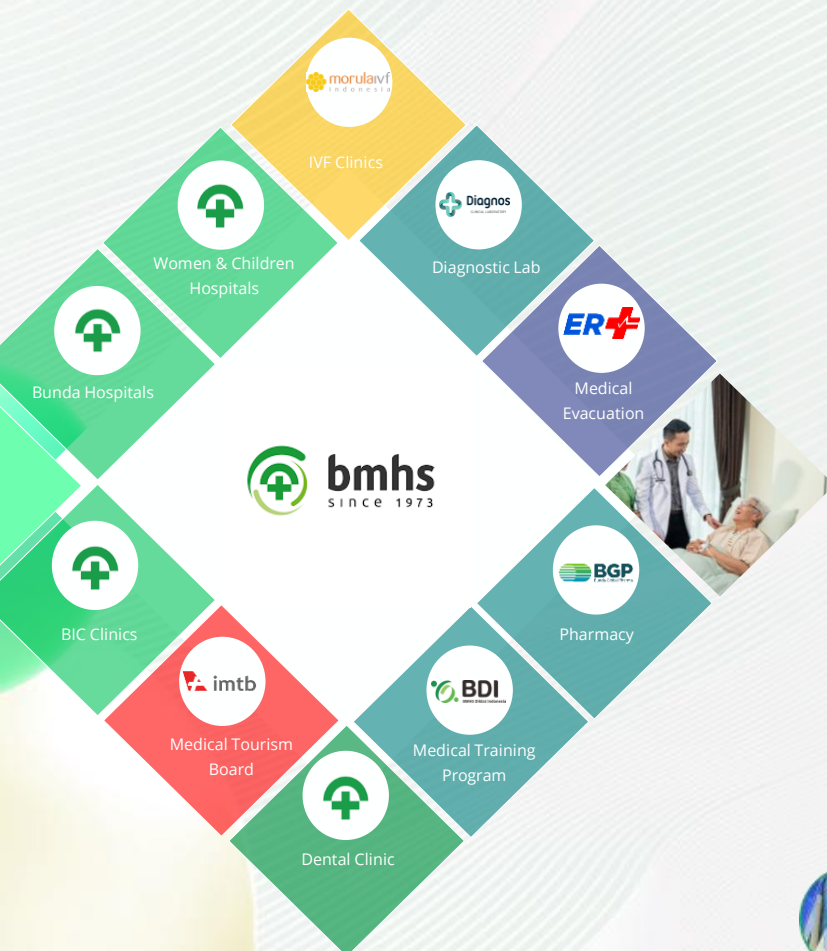
PT Bundamedik Tbk

Earnings Call – 1Q25 Results

May 2025



Bundamedik Tbk (BMHS) Ecosystem



Expanding Presence

10 HOSPITALS



11 IVF CLINICS



25 LABORATORIES



3k++ CLINICS NETWORK
(KLINIK PINTAR)



126 FERTILITY CLINICS
NETWORK (KFI)



1Q25 Results

Details	4Q24	1Q25	QoQ (%)	3M24	3M25	YoY (%)
1 OPERATIONALS ('000)						
# Outpatient	158,5	146,7	-7%	158,4	146,7	-7%
# Inpatient Days	30,9	30,8	0%	32,5	30,8	-5%
# Inpatient Admission	11,9	11,5	-3%	12,3	11,5	-6%
# Surgery	3,9	3,8	-1%	3,7	3,8	3%
# Beds	631	631	-	631	631	-
BOR (%)	53%	54%		57%	54%	
BOR Existing (%)	49%	48%		57%	48%	
BOR New (%)	64%	72%		56%	72%	
# IVF Cycles	1,2	1,2	-6%	1,4	1,2	-17%
# Lab Test (Diagnos)	228,2	172,2	-25%	227,9	172,2	-24%
2 PROFIT LOSS (Rp Bn)						
Gross Revenue	397	379	-5%	414	379	-8%
Net Revenue	339	318	-6%	356	318	-11%
Gross Profit	171	171	-1%	195	171	-12%
GPM (%) to net	51%	54%		55%	54%	
EBITDA	48	53	12%	71	53	-25%
EBITDA Margin (%) to net	14%	17%		20%	17%	
Net Profit	(1,3)	5,1	498%	17,6	5,1	-71%
NPM (%)	0%	2%		5%	2%	
NP attributable to:						
Owners of the parent	0,1	3,3	2103%	10,9	3,3	-70%
Non-controlling interests	(1,4)	1,8	227%	6,8	1,8	-73%

Key Notes

1 Core Business 1Q25:

- Hospitals metrics: Downtrend growth in #Outpatients, #IP Admission, #IP Days due to low seasonality with holiday and fasting season.
- Morula – # of cycles declined by 17% YoY due to flat market growth and low seasonality due to Ramadan season.
- Diagnos – declined in # of lab test volume by 24% vs 1Q24

2

Downtrend in 1Q25 Gross Revenue due to:

- Gross revenue decreased by 8% YoY (vs 1Q24) due to lower seasonality from Ramadan festive season.
- On quarterly basis also declined 5% YoY, impacted by Ramadan seasonality.

3

Declined on EBITDA YoY but positive trend on QoQ:

- EBITDA declined 25% on YoY basis due to lower revenue booked impacted by seasonality.
- EBITDA grew by 12% on QoQ due to higher depreciation which increased 57% QoQ and also lower OPEX (exclude depreciation).



New Hospitals Net Revenue

+1% QoQ

+20% YoY

+5% QoQ # of Outpatients +34% YoY
+11% QoQ # of IP Days +28% YoY
-1% QoQ # of Surgeries +56% YoY



New Hospitals EBITDA

+30% QoQ

+36% YoY

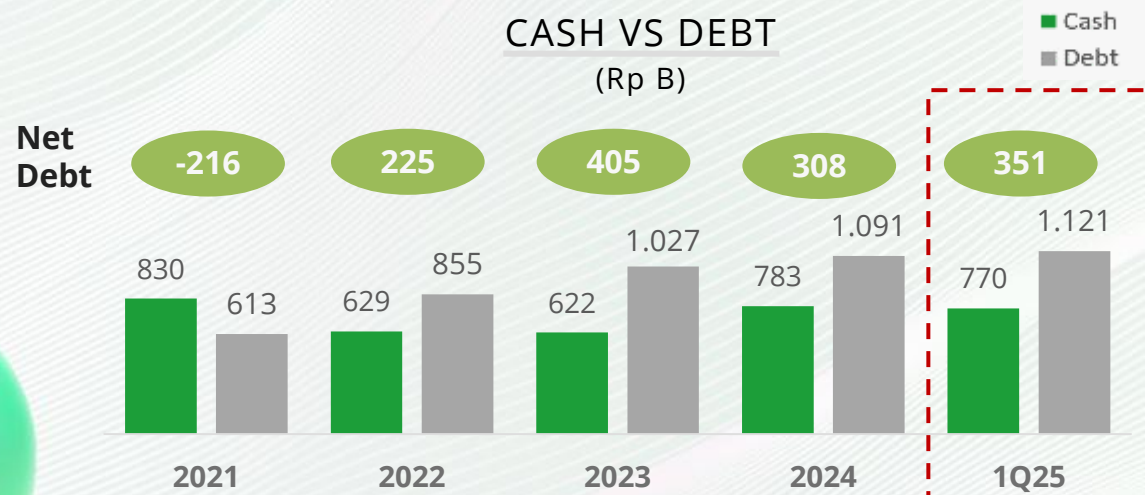
vs 4Q24

vs 1Q24

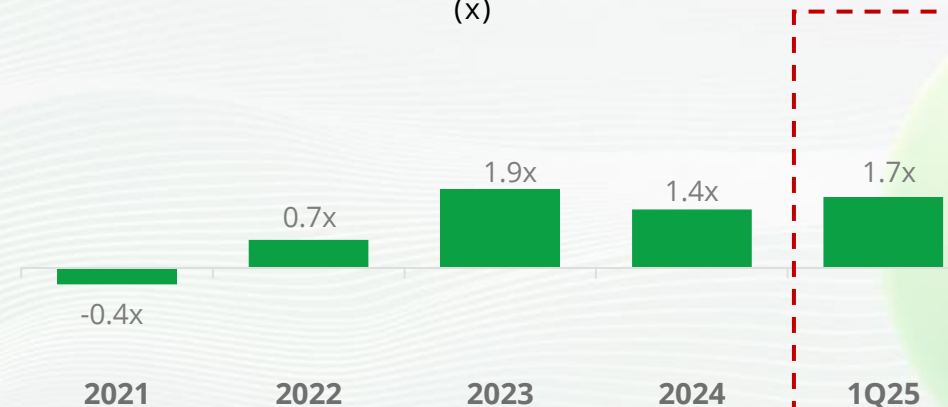
Balance Sheet

Remains healthy

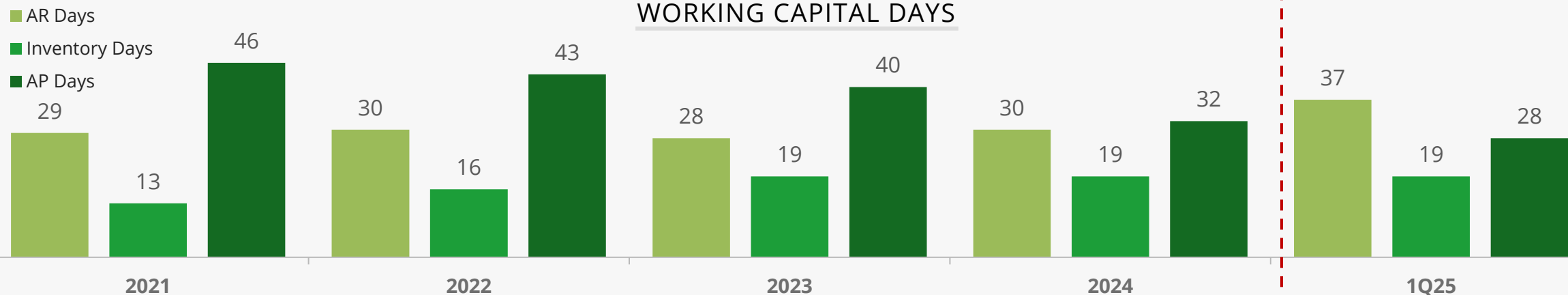
CASH VS DEBT
(Rp B)



NET DEBT-TO-EBITDA
(x)



WORKING CAPITAL DAYS



Sustainability Through Fundamental Business Operations Improvement

OUR STRATEGIC FOCUS



SERVICE IMPROVEMENT



COST ADVANTAGE



MEDICAL ALIGNMENT

KEY INITIATIVES

Align strategy, services, and marketing to boost brand impact and reach underserved markets.

Optimize efficiency by aligning operations with the service model and streamlining COGS

Boost doctor productivity and professionalism through mentorship and empathetic communication.

KEY ENABLERS

Infrastructure

Build compliant, patient-centered IT infrastructure.

Finance

Optimize cost and investment for strategic impact.

Resources

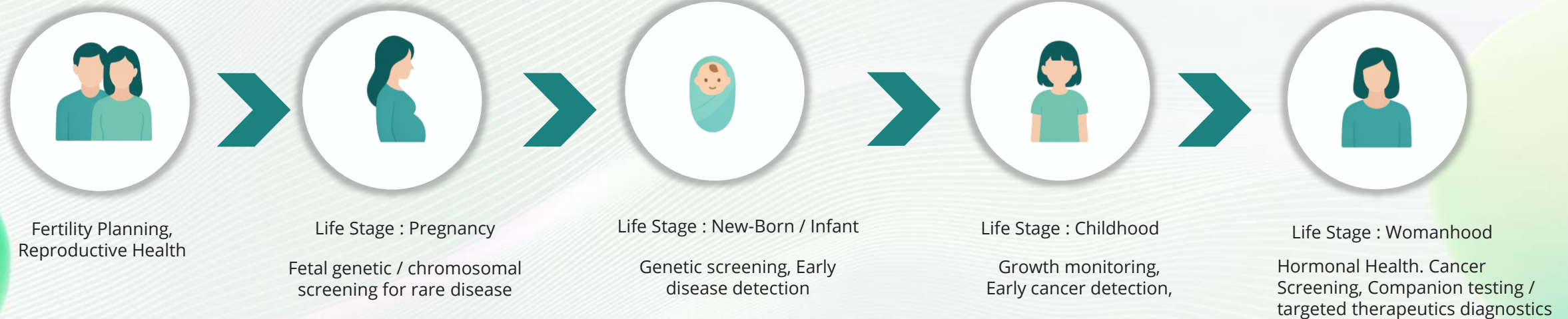
Form a dedicated execution team and upskill core and support staff

Operations

Establish robust tracking, SOPs & risk management processes

Guiding the Future of Our Clinical Laboratory Product for Woman, Mother and Children

Diagnos focuses on specialized lab products for women's, maternal, and child health as part of the BMHS ecosystem.



PRODUCT INITIATIVES

Fertility

Product Development in 2025 :

- Expanded Thalassemia detection Panel
- Expanded PGTM Panel
- LC-MS/MS Hormon/Steroid Panel

Infectious Disease

Product Development in 2025 :

- Lower Respiratory Panel
- Streptococcus Recovery
- Tissue Extraction
- Customized Microbial Detection Panel

Rare Disease

Product Development in 2025 :

- G6PD deficiency confirmatory test
- LC-MS/MS for Expanded New-Born Screening
- Carrier Genetic Screening
- Inhouse PGTM Thalassemia

Oncology

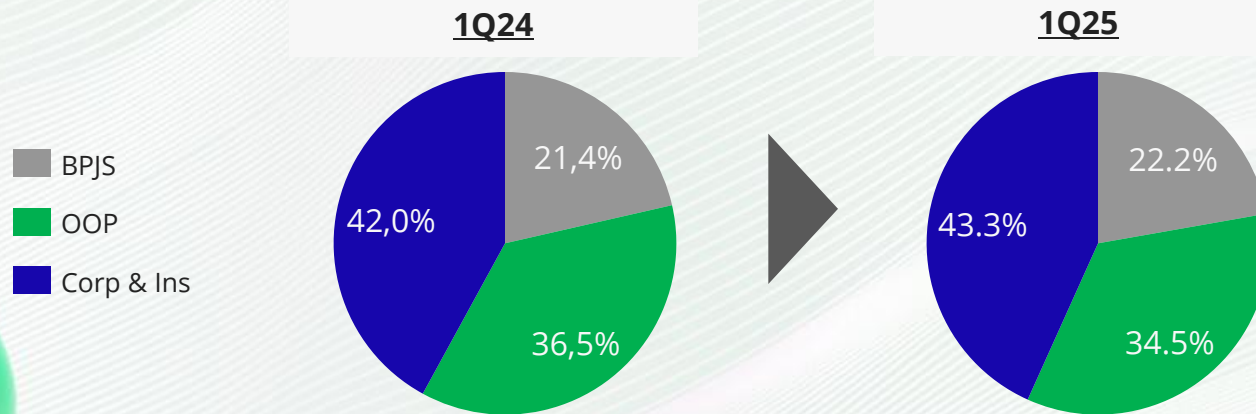
Product Development in 2025 :

- Immunohistochemistry for Breast Panel and Gastro Panel
- Flowcytometry based analysis for hematologic and solid tumor



Strengthening Our Core

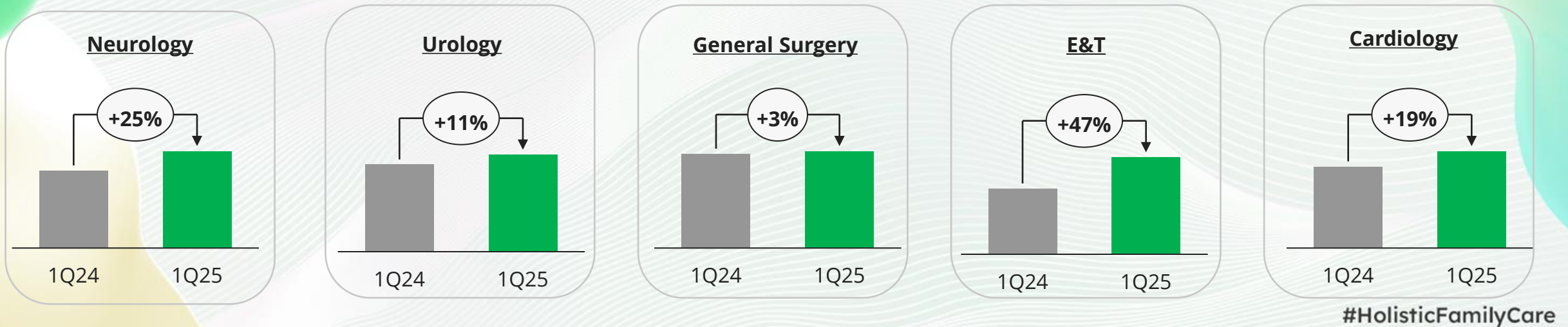
Revenue Per payor in Hospital:



Hospitals improvement perspective:

- Increased **+1.2pps** in **Corp & Ins** from our hospital in Jakarta & Bali area mostly serve Corp & Ins patients
- Bunda well-known for OBGYN and Pediatric specialization, this year we grow other COEs
- Revenue contribution from non OBGYN and Pediatric in 1Q25 was 48%
- Growth driver was coming from Neurology, E&T, Urology, Cardiology, and General Surgery.

Revenue Per Specialistic:



2025 Update & Initiatives

We're Ready to Set the Bar Higher. Again.

MEET OUR 2nd ROBOTIC SURGERY SYSTEM



INTRODUCING NEW ROBOTIC SURGERY SYSTEM

In Bunda General Hospital
Menteng, Jakarta

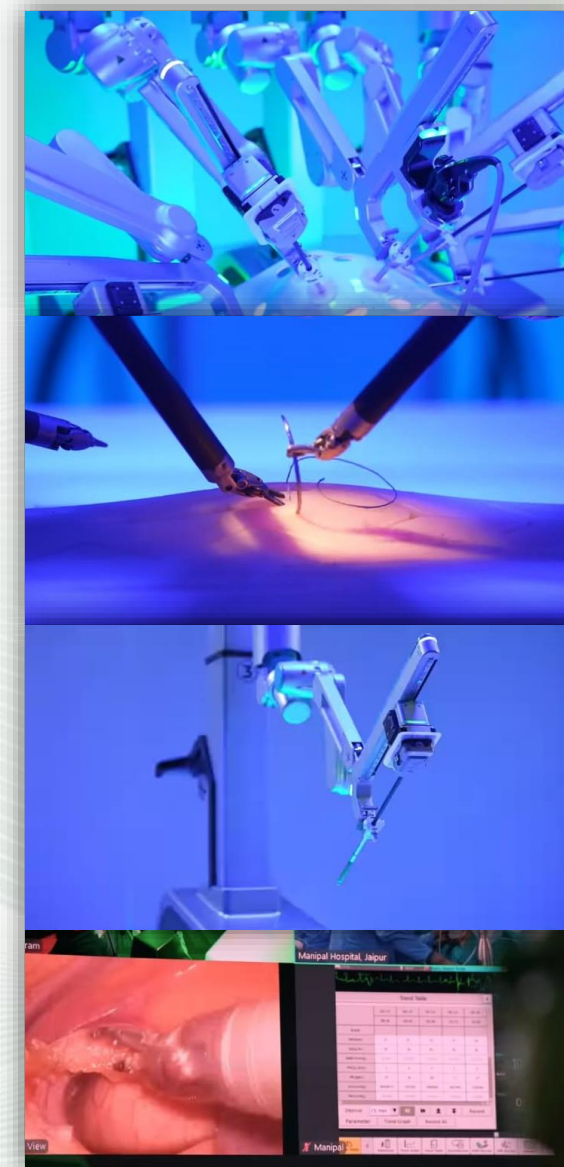
Continue our **commitment to deliver the best robotic surgery services**

*Pioneering robotic surgery in Indonesia **since 2012** now revitalizing our capabilities with New Robotic Surgery System since early 2025*

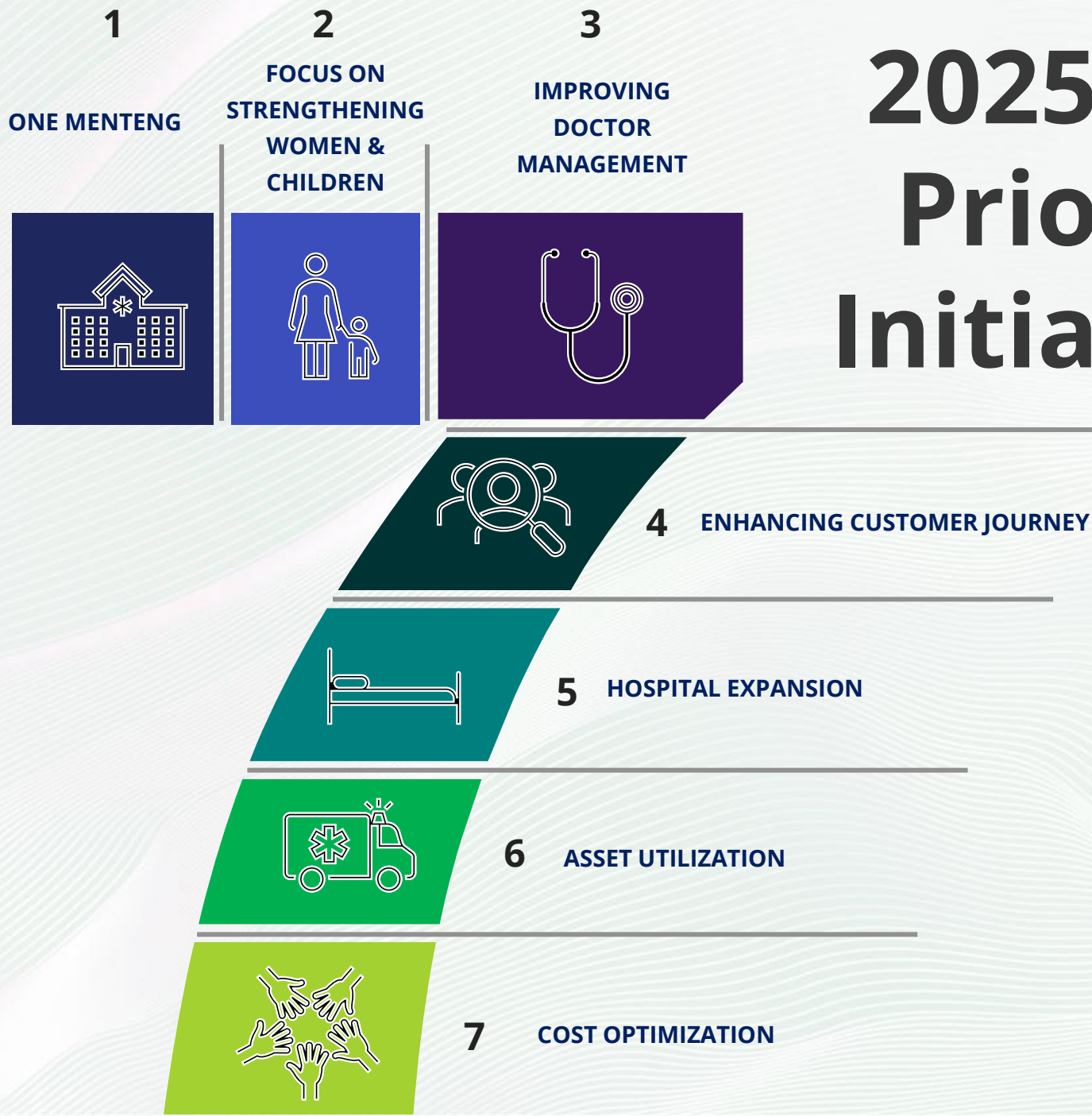
- BMHS's COE for Advanced Robotic Minimal Invasive Surgery (ARMIS) COE is supported by **16 certified specialist doctors in OB/GYN, UROLOGY, ONCOLOGY, ENT, and DIGESTIVE.**



- With 12+ years experience, the Company has **successfully** treated **750+ patients** through robotic surgery.
- BMHS focus on enhancing **capabilities, affordability, and accessibility** for patients.
- Robotic surgery has enabled BMHS to achieve **optimal surgical outcomes with precision, minimal risk, reduced pain, and faster recovery.**
- BMHS remains **committed to developing robotic surgery services and ecosystem**



2025 Key Priority Initiatives



BMHS ESG

Path towards a sustainable future.



Filosofi 5-C Diamond



FILOSOFI

Diamond:
Its Values Create Value



Berlian adalah **batu permata** atau **batu mulia mineral yang secara kimia merupakan bentuk kristal, atau alotrop, dari karbon.**



Berlian terkenal karena memiliki **sifat-sifat fisika yang istimewa**, terutama faktor kekerasannya yang bisa mencapai skala kekerasan Mohs tingkat tertinggi dan kemampuannya mendispersikan cahaya, memendarkan warna cahaya.



Berlian sangat berharga karena **kekuatan** dan **keindahannya**.



Lima (5) C yang umumnya dipakai untuk menguji kualitas berlian, yaitu **(5-C of diamond): carat, clarity, color, cut, dan certificate.**



Secara filosofis, **5-C of diamond** menjadikannya bernilai, ***its values create value.***

#HolisticFamilyCare

#HolisticFamilyCare

#1. Establish Clear Objectives and Metrics

Bundamedik ESG Framework "IBU"

Inisiator yang Adil dan Bertanggung Jawab

Menerapkan efektivitas tata kelola dalam menunjang kinerja keberlanjutan melalui praktek yang bertanggung jawab.

*Fair and Responsible Initiator
Implement effective governance to support sustainable performance through responsible practices.*

Bumi yang Asri dan Sejahtera

Memberikan dampak positif bagi lingkungan dan pemangku kepentingan melalui peningkatan kualitas hidup, serta penerapan prinsip keberlanjutan.

*A Sustainable and Prosperous Earth
Create a positive impact on the environment and stakeholders through improved quality of life and the application of sustainability principles.*

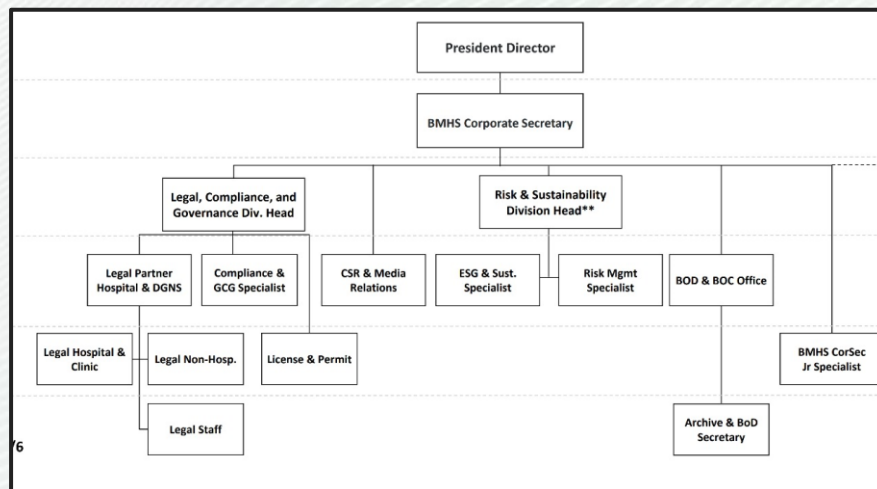
Utamakan Pelayanan Pasien

Meningkatkan kualitas pelayanan pasien melalui dedikasi yang terbaik dan terpercaya.

*Prioritize Patient Care
Enhance patient care quality through the best and most trusted dedication*

#HolisticFamilyCare

#2. Integration of ESG into Corporate Strategy



Organization Structure

Sustainability Roadmap

No	Initiative	Phase 1 2024-2025	Phase 2 2026-2028	Phase 3 2029-2030	SDG SUPPORTED	Implementation/Status (R/R/Not Started)
1	Integrating ESG into the corporate strategy	Completed	In Progress	Planned	13, 17	Completed
2	Conducting ESG risk assessment	Completed	In Progress	Planned	13, 17	Completed
3	Developing ESG policy	Completed	In Progress	Planned	13, 17	Completed
4	Implementing ESG policy	Completed	In Progress	Planned	13, 17	Completed
5	Reporting ESG performance	Completed	In Progress	Planned	13, 17	Completed
6	Engaging stakeholders	Completed	In Progress	Planned	13, 17	Completed
7	Improving ESG data management	Completed	In Progress	Planned	13, 17	Completed
8	Enhancing ESG transparency	Completed	In Progress	Planned	13, 17	Completed
9	Strengthening ESG governance	Completed	In Progress	Planned	13, 17	Completed
10	Building ESG capacity	Completed	In Progress	Planned	13, 17	Completed

#3. Invest in Employee Training and Awareness

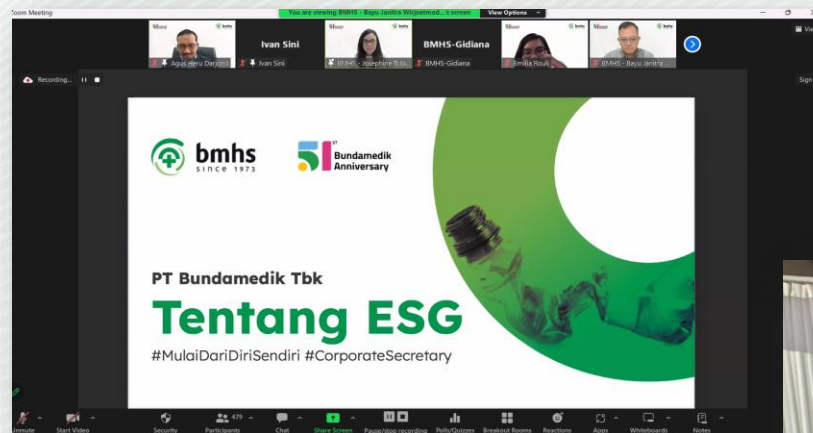


**Captain of
Sustainability**

ESG Workshop



#4. Communicate ESG Initiatives to Stakeholders

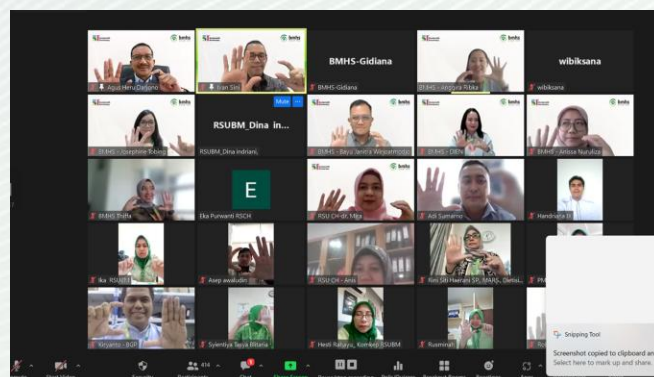


#DimulaiDariDiriSendiri



#HolisticFamilyCare

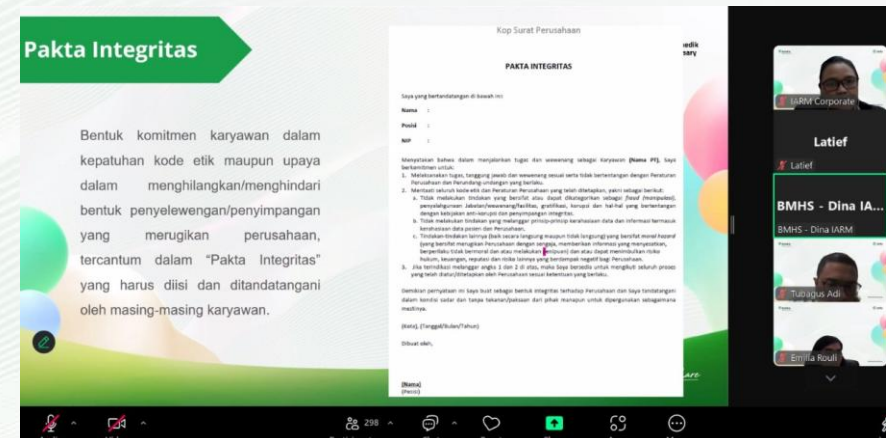
#5. Engage Leadership and Governance Bodies



Leaders
TOWNHALL



GCG
Socialization



#6. Engage and Educate Community

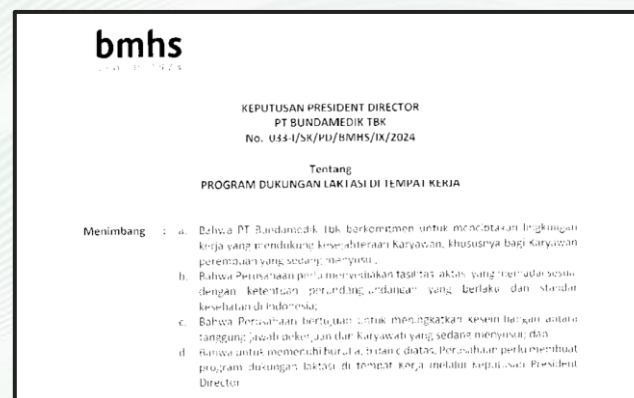
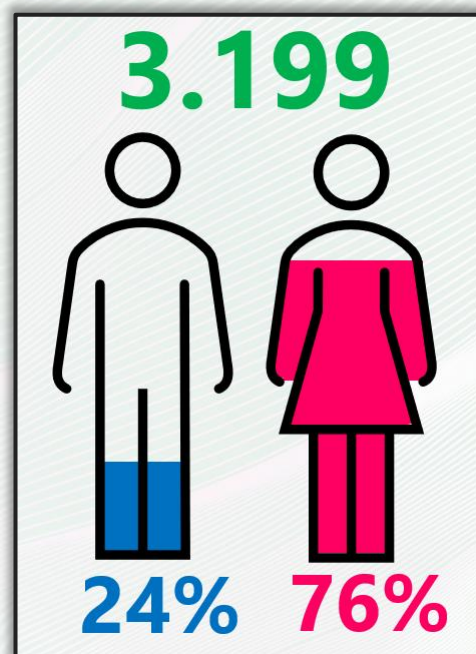


- Health check-ups
- Health education
- Donation of medicines and medical equipment
- Book donations
- River normalization



Bundamedik has organized CSR activities with a total of 5,250 beneficiaries

#7. A workplace that cares about breastfeeding mothers



Breastfeeding Policy



Lactation Room

