



1Q2022 Results Update



**EMBRACING
FUTURE HEALTHCARE**
GOING STRONGER THROUGH PANDEMIC



DISCLAIMER



This presentation has been prepared by PT Prodia Widyahusada (the "Company") solely for use in connection with the analyst presentation relating to the Company. The information contained in this presentation is strictly confidential and is provided to you solely for your reference. By viewing all or part of this presentation, you agree to maintain confidentiality regarding the information disclosed in this presentation as set out in the confidentiality agreement signed by you and to be bound by the limitations set forth herein. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

This presentation is for information purposes only and does not constitute or form part of an offer, solicitation or invitation of any offer, to buy or subscribe for any securities, nor should it or any part of it from the basis of, or be relied in any connection with, any contract or commitment whatsoever. Any such purchase should be made solely on the basis of the information contained in the final offering memorandum relating to such securities.

Neither this presentation nor any copy of portion of it may be sent or taken, transmitted or distributed, directly or indirectly, in or into Japan, Australia, Canada or the United States or any other jurisdiction which prohibits the same. The securities have not been, and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or the securities laws of any state of the United States or any other jurisdictions and the securities may not be offered or sold within the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and applicable state or local securities laws. This presentation is not for distribution in, nor does it constitute an offer for sale of the securities in the United States. The Company does not intend to offer or sell the securities of the Company to the public in the United States. Any public offering of securities to be made in the United States would be made by means of a prospectus that could be obtained from the Company and that would contain detailed information about the Company and management as well as financial statements.

This presentation may not be forwarded or distributed to any other person and may not be copied or reproduced in any manner. Failure to comply with this directive may violate applicable laws.

This presentation includes forward-looking statements. These statements contain the words "anticipate", "believe", "intend", "estimate", "expect", "plan" and words of similar meaning. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding the Company's financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to the Company's business and services) are forward-looking statements. Such forward looking statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to be materially different from results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on the numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company will operate, and must be read together with those assumptions. These forward-looking statements speak only as at the date of this presentation. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of the Company. Past performance is not necessarily indicative of future performance.

The information and opinions contained in this presentation noted above are subject to change without notice.



LIST OF FIGURES



Corporate Overview

04

Company Highlight

05

Company History

06

Investment Highlight

07

Market Share

08

Operational Track Record

09

Service Offering

10

Business Model

11

Relationship with Medical Community

12

One of the Largest Digital Healthcare Platform in Indonesia

13

Management Team

14

Shareholder Composition

15

Market Overview and Growth Strategy

16

Indonesia Economy Outlook

17

Indonesia Healthcare Market

18

Global Trend in Diagnostic Lab Market

19

Growth Strategy

20

Leader in Next Gen Technology

21

Response to Business Landscape

22

Prodia Sustainability Action Plan

23

Business Update

24

Solution for Consumer Needs

25

Customer Centric Model

26

Digital Transformation

27

Outlet Development

29

Revenue

30

Financial Update

31

Gross Profit and Net Income

32

COGS and OPEX

33

Financial Summary

34

Contact Us

43

1

CORPORATE OVERVIEW



- **More than 49 years experience** in Clinical Lab Industry since 1973
- Has the **most recognized Brand** in Indonesia
- **Largest** private independent clinical lab chain by size of network and revenue, with **39.5% market share in Indonesia**
- The **first and the only** Clinical Independent Lab with **CAP (College of American Pathologists) accreditation** in Indonesia since 2012

IDR 556.1 Billion

1Q2022 Revenue (-11.1% yoy; 3yrs CAGR +11.7%)

>777K

1Q2022 Visit (-6.7% yoy; 3yrs CAGR +8.6%)

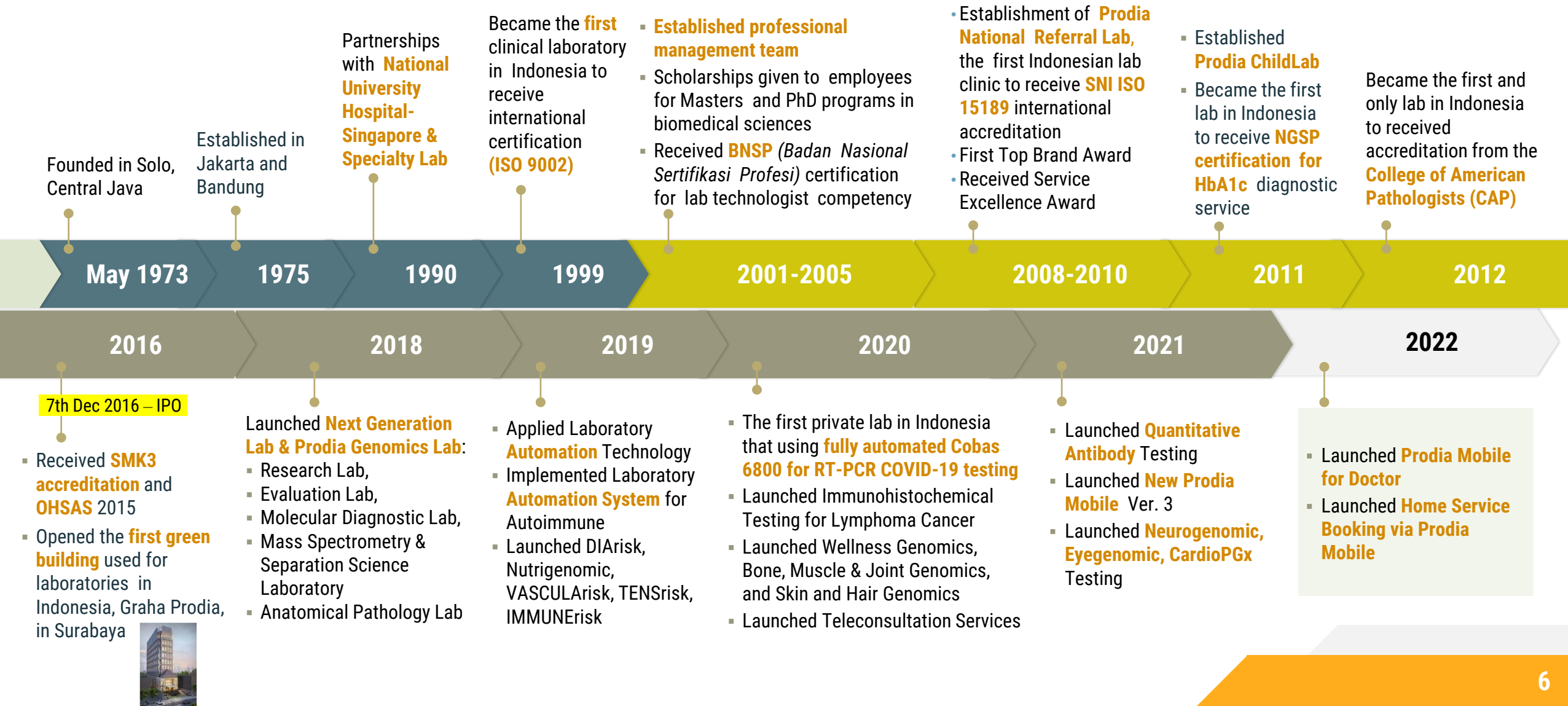
> 4.3 Million

1Q2022 Volume (+1.8% yoy; 3yrs CAGR +7.4%)

255 Outlets

in 34 Provinces throughout Indonesia

Strong Track Record in Clinical Laboratory Testing



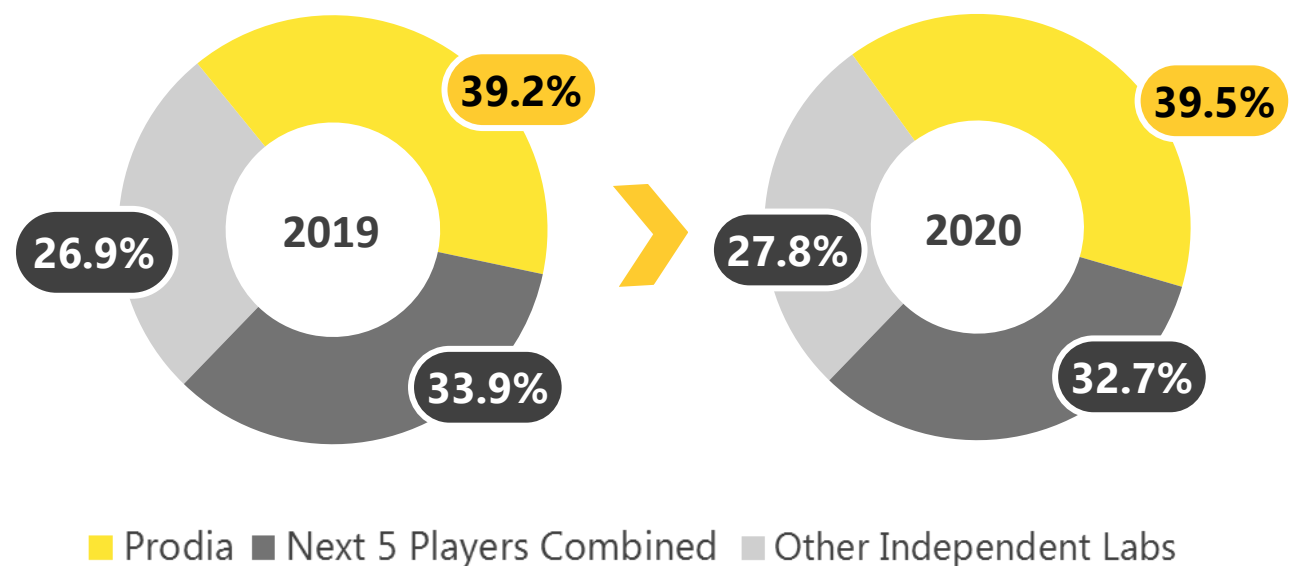
2

INVESTMENT HIGHLIGHT

Largest Network & Market Share in Independent Clinical Lab Industry

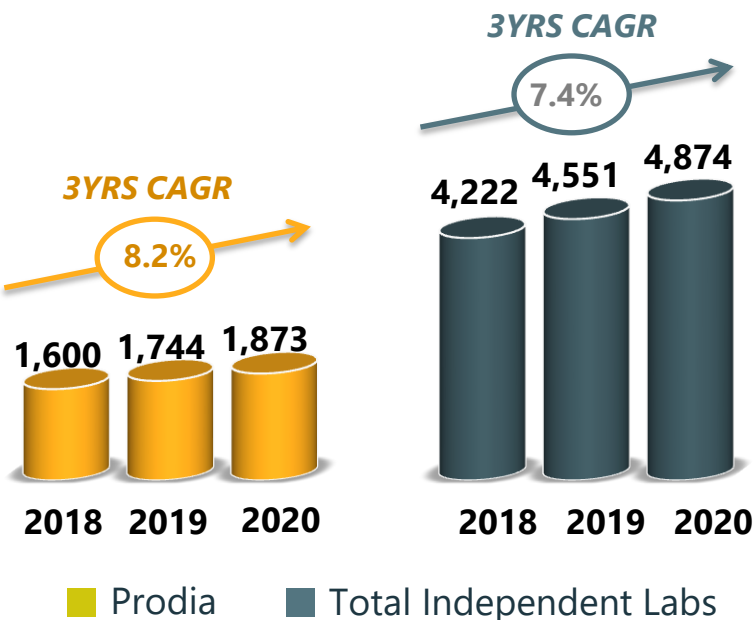


Market Share by Revenue
Independent Clinical Labs (2019 & 2020)



Source: IQVIA Analysis (2021)

Prodia vs Total Independent Labs
(Billion IDR)

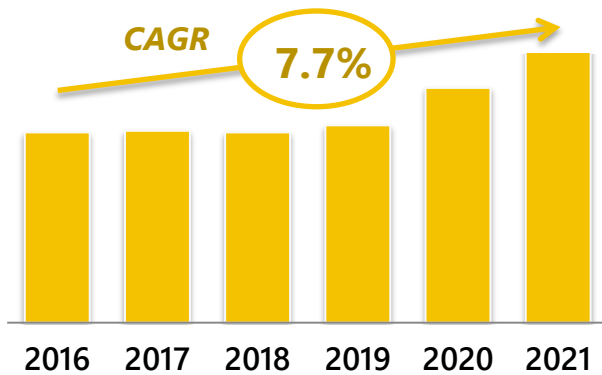


Source: IQVIA Analysis (2021), Company calculation

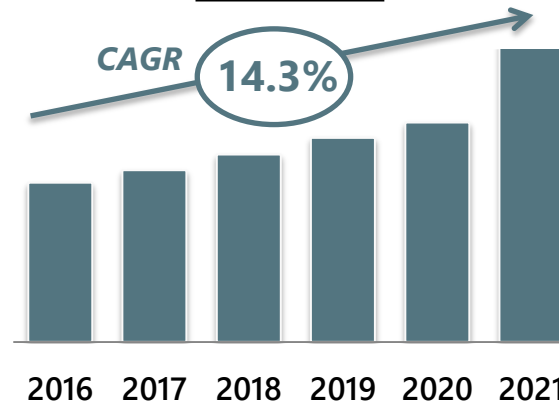
Strong Operational Track Record



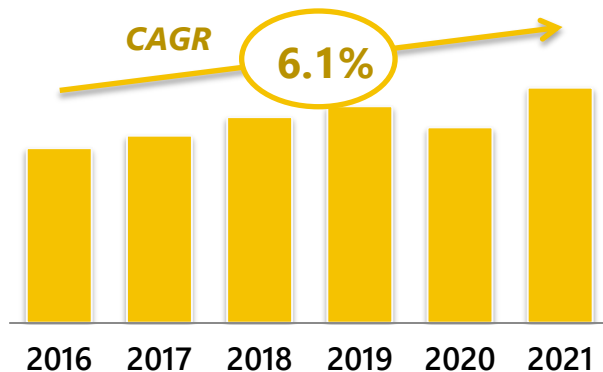
VISITS



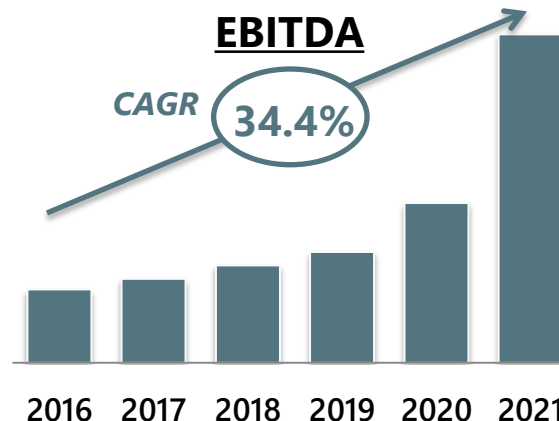
REVENUE



REVENUE PER VISIT












EBITDA



Prodia has **generated continuous revenue growth and increasing number of visits** that supported Company's profitability

Comprehensive Service Offering with Multiple Customer Segments



 Routine Testing	 Non-Laboratory Testing	 Specialty Clinics
 Esoteric Testing	 Referral Lab Services	 Doctor Consultation
 Predictive, Preventive, Personalized Package Testing	 General Medical Check-Up Services	 Preventive Treatment

Walk-In Customers

- Individual Walk-In Patients
- Payment made out-of-pocket

Doctor Referrals

- Patients referred by their doctors
- Payment made out-of-pocket

External Referrals

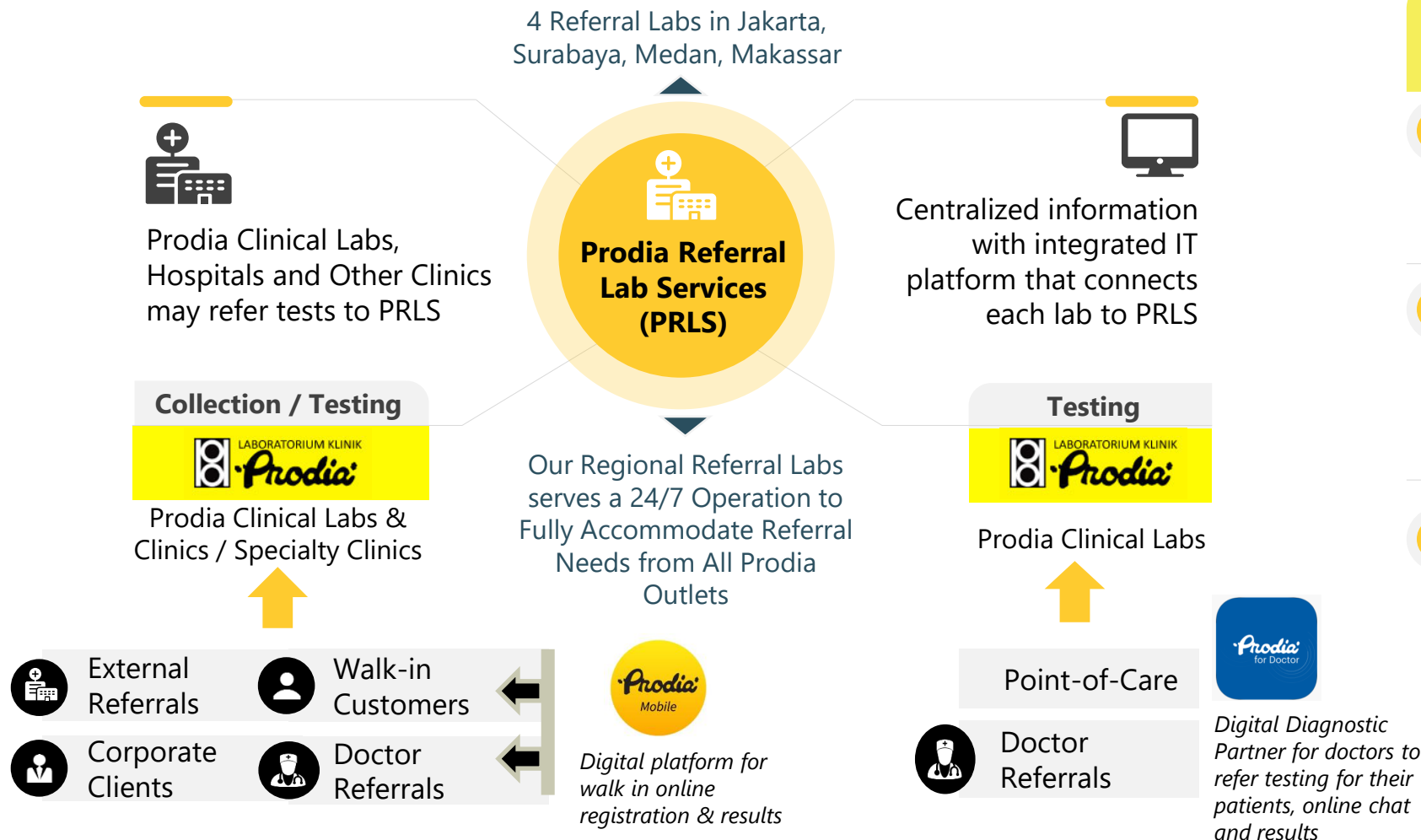
- Samples referred by other healthcare providers (i.e.: labs, hospitals)
- Funded by healthcare providers

Corporate Clients

- Customers whose employers offer them access to diagnostic testing as form of compensation
- Funded by corporate clients and private insurance

One-stop shop, offering the **most comprehensive range of clinical lab tests** in Indonesia, allowing us to meet the needs of a wide range of customers

Scalable Hub and Spoke Business Model



Significant Economies of Scale Achieved

- ✓ "Hub and spoke" model offers scalable platform **reducing turnaround time and cost**
- ✓ Spokes facilitate **deeper penetration within region** strengthening brand and driving higher volumes
- ✓ **Efficiency of a clinical laboratory improves** with increasing test volumes making automated tests less expensive and labs more cost efficient

Strong Relationship with Medical Community



Strong relationships through the work of **more than 500 Marketing and Laboratory Information Service personnel**

Quality Service

Introduced new tests, such as NIPT ProSafe, Amino Acid Profile, Fatty Acid Profile, CARisk, DIARisk, Liquid biopsy EGFR Mutation, New Born Screening, 17OH Progesterone & PKU

New Test Introduction

Prodia has developed long-term relationships with healthcare practitioners and medical and scientific community, which **generated an ongoing source of referrals and scientific breakthrough.**



Ongoing Referrals

Received referrals from **>21,000 doctors in 1Q2022)**

Research Collaboration

Entered into agreement with **43 institutions**: 38 Faculty of Medicines, 1 Faculty of Pharmacy, 1 Faculty of Health Sciences, 1 Institution in Science and Tech., 1 Institution in Molecular Biology, and 1 Professional Organization

One of the Largest Digital Healthcare Platform in Indonesia



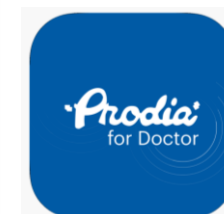
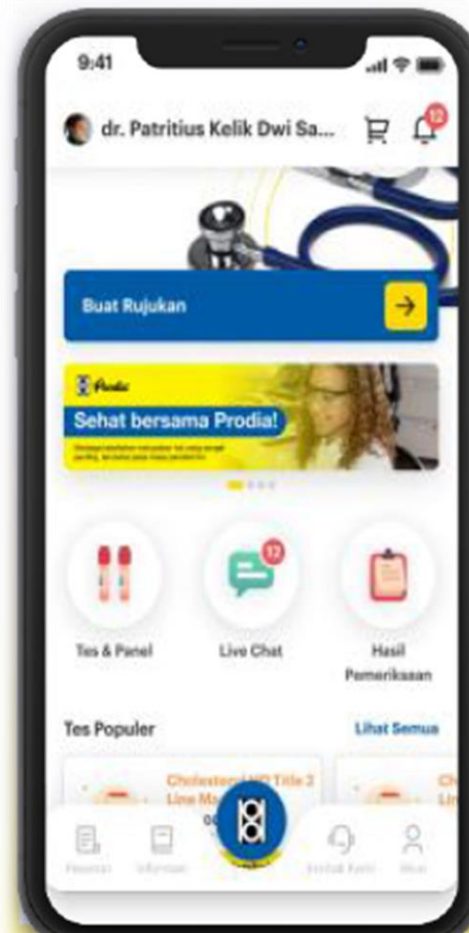
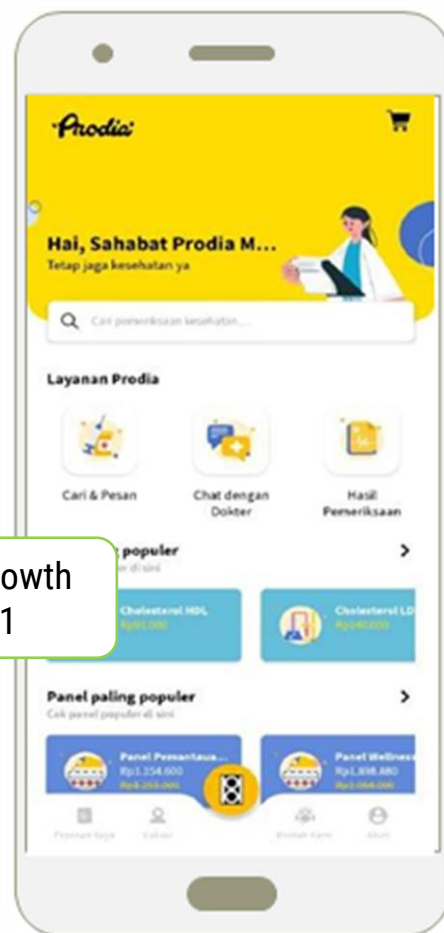
Walk-in Apps Prodia Mobile



More than 944K
downloaders

- Online registration
- Online Payment
- Online Results
- Chat with Doctors
- Home Service Booking

152.9% Patient's Growth
in 1Q22 VS 1Q21



Doctor Referral Apps Prodia Mobile for Doctor

Launched in April 2022

- Online Referral
- Online Chat
- Online Results

Experienced Senior Leadership and Management Team



Professional Management Team with Strong Track Record in Delivering Superior Growth and Innovation



48 Years of Experience

Andi Wijaya

Co-Founder and Chairman



48 Years of Experience

Gunawan Prawiro Soeharto

Co-Founder and Commissioner



38 Years of Experience

Endang Hoyaranda

Commissioner



30 Years of Experience

Kemal Imam Santoso

Independent Commissioner



30 Years of Experience

Keri Lestari Dandan

Independent Commissioner



34 Years of Experience

Dewi Muliaty

President Director



25 Years of Experience

Liana Kuswandi

Finance Director



25 Years of Experience

Indriyanti Rafi Sukmawati

Business & Marketing Director



24 Years of Experience

Andri Hidayat

Digital Service Transformation & IT Director



20 Years of Experience

Ida Zuraida

Human Capital & GA Director

Shareholder Composition



Contract
Research
Organization



Research, therapy
and banking of
stem cell



Distributor for
healthcare
products



Occupational
Health
Service



In Vitro
Diagnostics
(IVD) industry

In 2015, Prodia disposed the 4 non-core subsidiaries to Prodia Group, in order to focus on core clinical lab business



Untuk Diagnosa Lebih Baik

PT Prodia Widyahusada Tbk
Nationwide Outlet Network across Indonesia

- ✓ **No.1 clinical lab chain in Indonesia⁽¹⁾**
- ✓ **Premium clinical laboratory brand**
- ✓ **Dominant and industry pioneer**

(1) Based on revenue share and network size

3

MARKET OVERVIEW & GROWTH STRATEGY

4.5% – 5.4%

Indonesia's GDP Growth Projection for 2022

GDP Growth Projection 2022

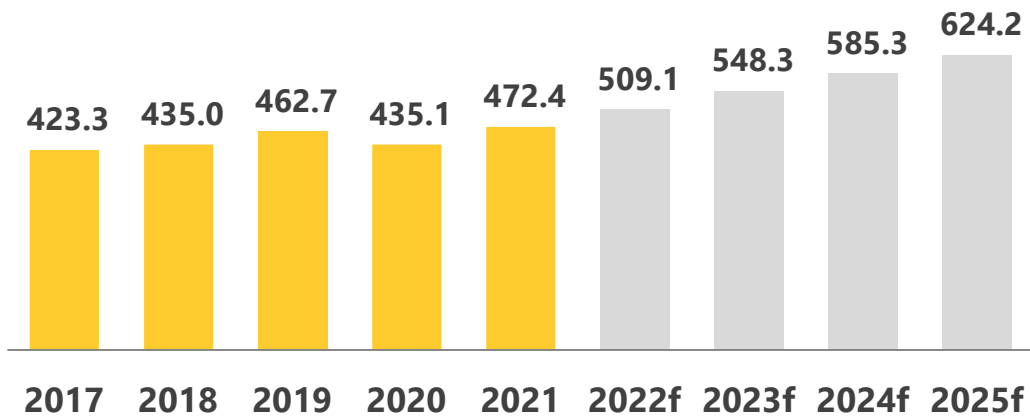
	Indonesia	World
Indonesia's Govt'	4.5% - 5.3%	N/A
World Bank	5.2%	4.1%
Organization for Economic Cooperation and Development (OECD)	5.1%	3.4%
Asian Development Bank	5.0%	N/A
International Monetary Fund (IMF)	5.4%	3.6%

Indonesia's economic recovery and improvement in 2022 will be supported by the **stability to control COVID-19 pandemic, response on fiscal and monetary policies, as well as job creation and readiness for transformation.**

Indonesia Healthcare Market



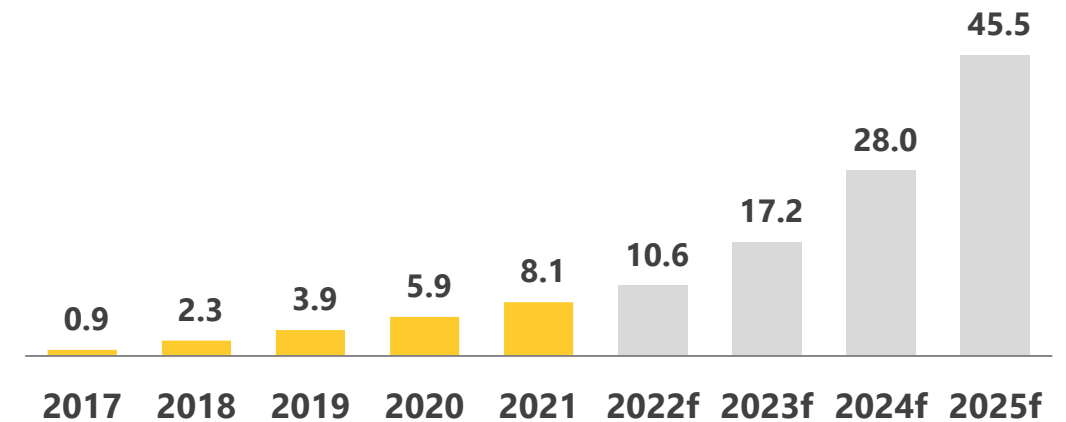
Indonesia Healthcare Market (IDR Trillion)



Year	2018	2019	2020	2021	2022f	2023f	2024f	2025f
Growth	2.8%	6.4%	-6.0%	8.6%	7.8%	7.7%	6.7%	6.6%

Source: Statista Report 2021

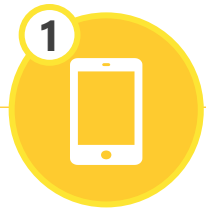
Indonesia Digital Healthcare Market (IDR Trillion)



Year	2018	2019	2020	2021	2022f	2023f	2024f	2025f
Growth	155.6%	69.6%	51.3%	37.3%	30.9%	62.3%	62.8%	62.5%

The development of Indonesia Digital Healthcare Market creates good opportunity for Healthcare Players to **expand Healthcare Digital Service** in Indonesia.

Global Trend in Diagnostic Lab Market



Creating Digital Ecosystem

Healthcare Platform

Electronic Health Record

Care & Management
Disease



Strategic Partnership and Collaboration

B2B Business Expansion

Market Consolidation



Customer Centric Model

Digital Customer Journey

Retail Customer and POC
Expansion

Wellness for Corporate
Clients



Development of testing technology and AI

Preventive Genomics

Medical Genomics

The use of AI

Company's Growth Strategy



A

Near-term



Expand our presence and grow our **network of outlets** in both physical and digital channel in Indonesia



Upgrade existing clinical laboratories to provide wider range of tests and services and increase volume



Strengthen **digital capabilities** to enable business growth



Develop **data & analytics capabilities** to create business values



Enhance internal **operating efficiency**



Focus on providing **quality diagnostic** and related healthcare tests and services

B

Long-term

Transform Health Delivery in Indonesia



Focus on the development of **next-generation diagnostic technologies** for precision medicine



Transform B2C Model through Omnichannel customer journey and POC as growth engine



Build **new growth pillars**

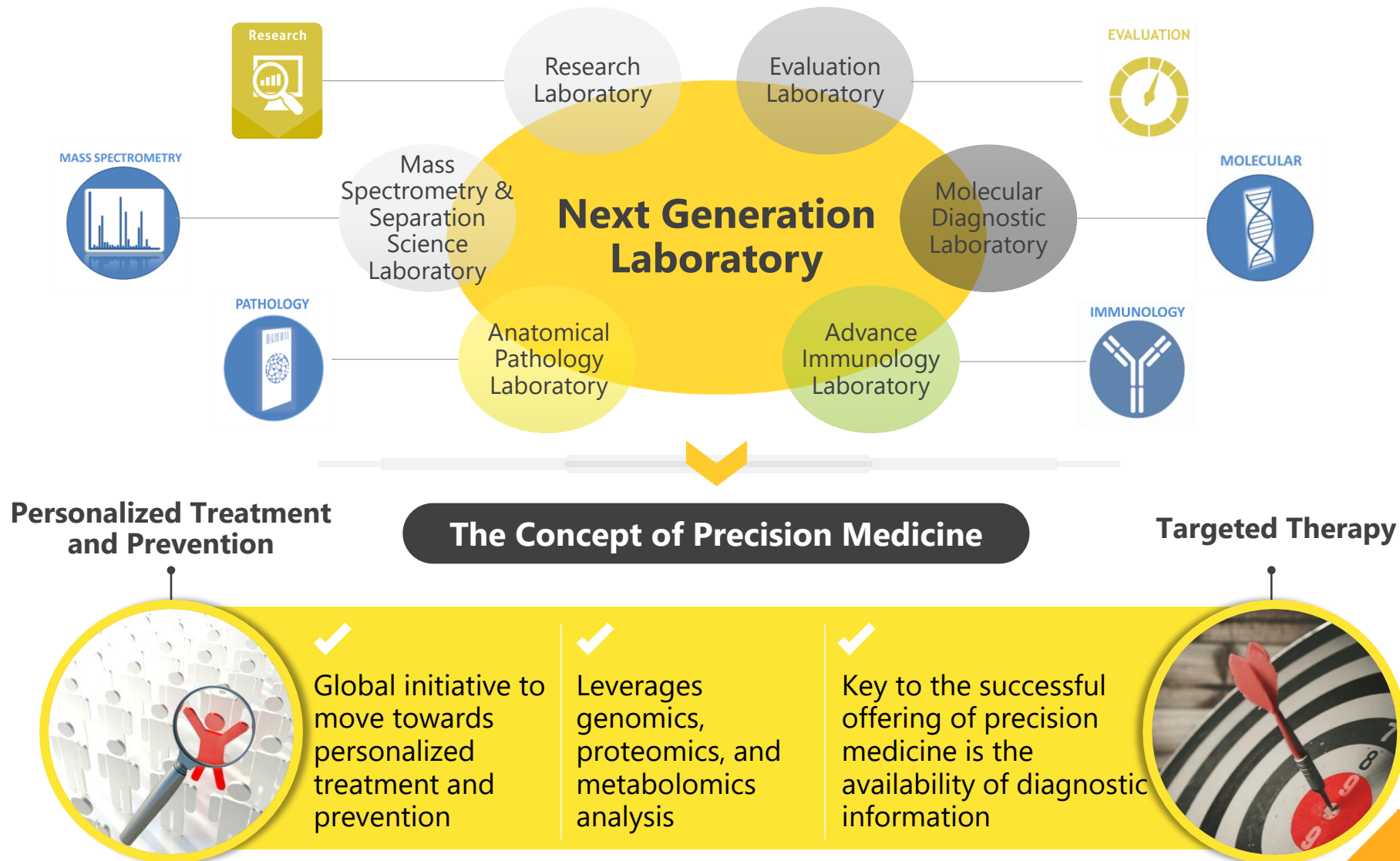


Orchestrate highest quality **health ecosystem**



Be industry-**leader on cost**

Leader in Next Generation Technology



Our Response to Business Landscape



- Wellness Package
- Genomic Tests



Product and Lab Testing Innovation

- License Upgrade
- Adjusted Facilities related to Safety and Hybrid Service Model



Upgrade Building & Service Facilities

Lab Market: New Players Coming



Digital Service Development

- Upgrade Prodia apps
- Prodia Mobile for Doctor
- ProdiaLink for External Referral
- Ethos – HS platform
- Prodia in Your Car



- Added more HS phlebotomists

Home Service Expansion



Prodia Sustainable Action Plan

Prodia Sustainable Action Plan is an initiative and effort made by Prodia in order to achieve sustainable business growth so as to create added value for stakeholders including shareholders, customers, medical personnel, regulators, the communities and the environment. This program contains our contribution in the fields of health, education and environment in line with the Sustainable Development Goals (SDGs) in Indonesia.



Enhancing the Health Quality of Indonesian People



Ensuring the Quality of Product and Healthcare



Promoting Health Paradigm



Thalassaemia Screening & Medical Check Up



Responds to COVID-19 Pandemic



Managing Competitive Human Capital in Health Sector



Prodia Education Research Institute & Research Collaboration



Prodia Corporate University



Healthy Workforce (Employee Wellness) & Safety Workplace



Women Leadership



Managing Competitive Human Capital in Health Sector



Reducing Environmental Impact



Waste Management



Prodia in U



Green Infrastructure



Coral Reef Revitalization

4

BUSINESS UPDATE

DELIVER SOLUTION FOR CUSTOMER NEEDS

Respond to People Behavior Changing and Customer's Voice



Services & Lab Facilities

- Safety, Quality & Cleanliness of Our Lab/Facilities/Staffs
- Prodia Mobile
- Home/Office Service
- ProdiaLink
- Teleconsultation
- Prodia in Your Car
- Kontak Prodia/Tania
- Prodia Mobile for Doctor



Product Innovation

- Complete Testing from Routine to Esoteric Test, Genomics Testing
- Testing package value for customer
- Specific Testing for New Born, Children, Women, Senior
- Add more Testing for Autoimmune Disease



Online Marketing and Education Activities

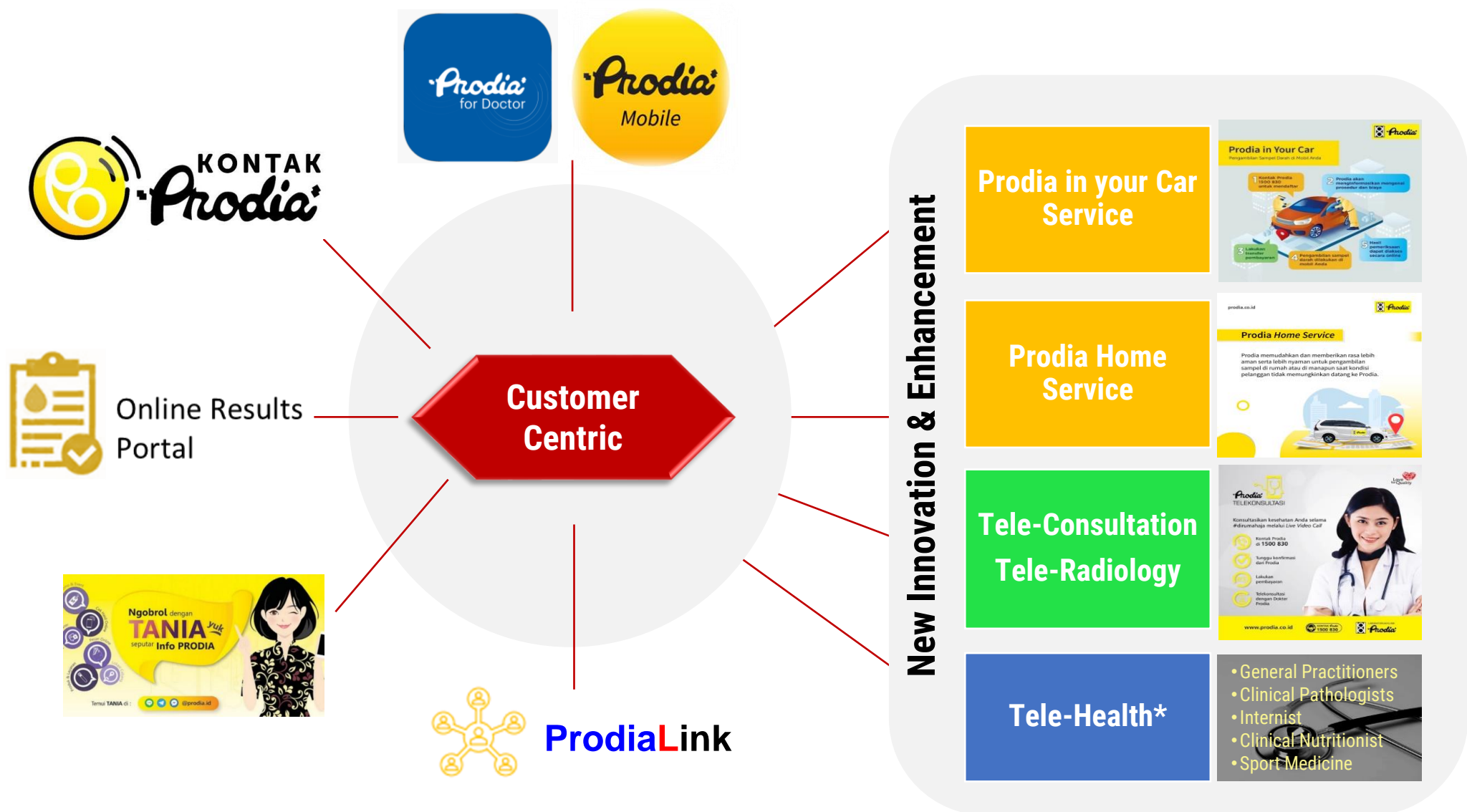
- Digital Communication
- Digital Promotion
- Digital Education
- RTD with Professional Lab Association, HCP, and Vendors



Lab Testing in COVID-19 Pandemic

- COVID-19 Testing
- COVID-19 Related Testing
- Immunity, Vitamin-mineral anti-oxidant Testing
- Vulnerable risk for COVID-19 Testing (comorbidity)
- Collateral damage of COVID-19 Testing

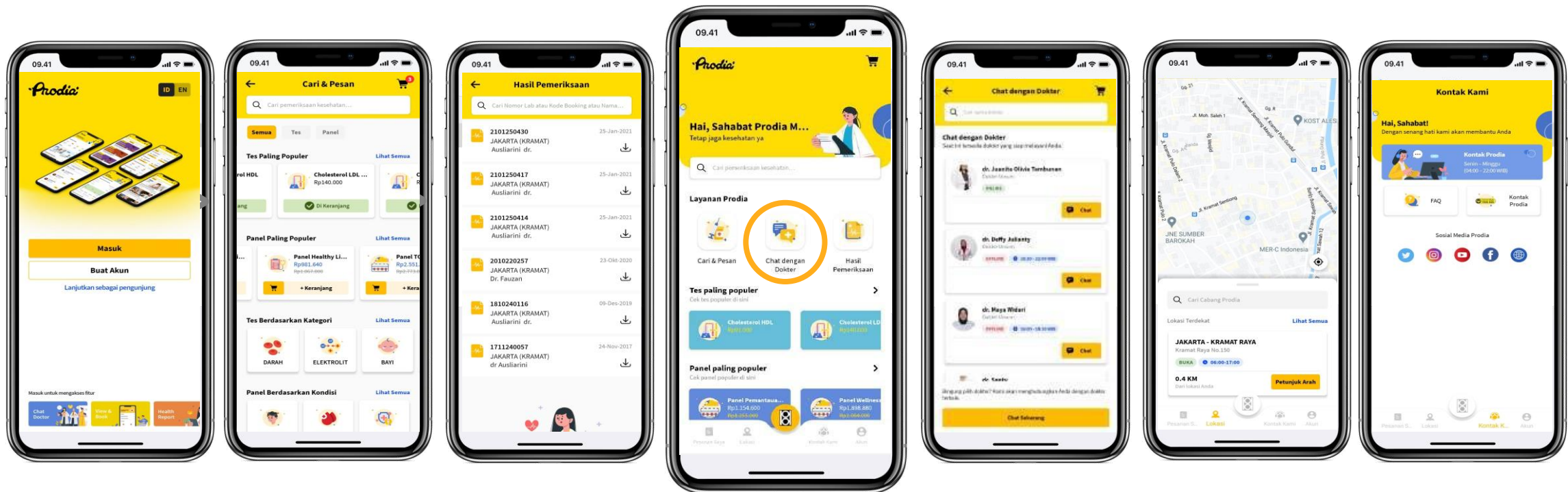
Customer Centric Model



Digital Transformation to Fulfill Customer Needs



Prodia Mobile apps provides online registration/booking, online payment, online results, chat with doctors, and home service booking.



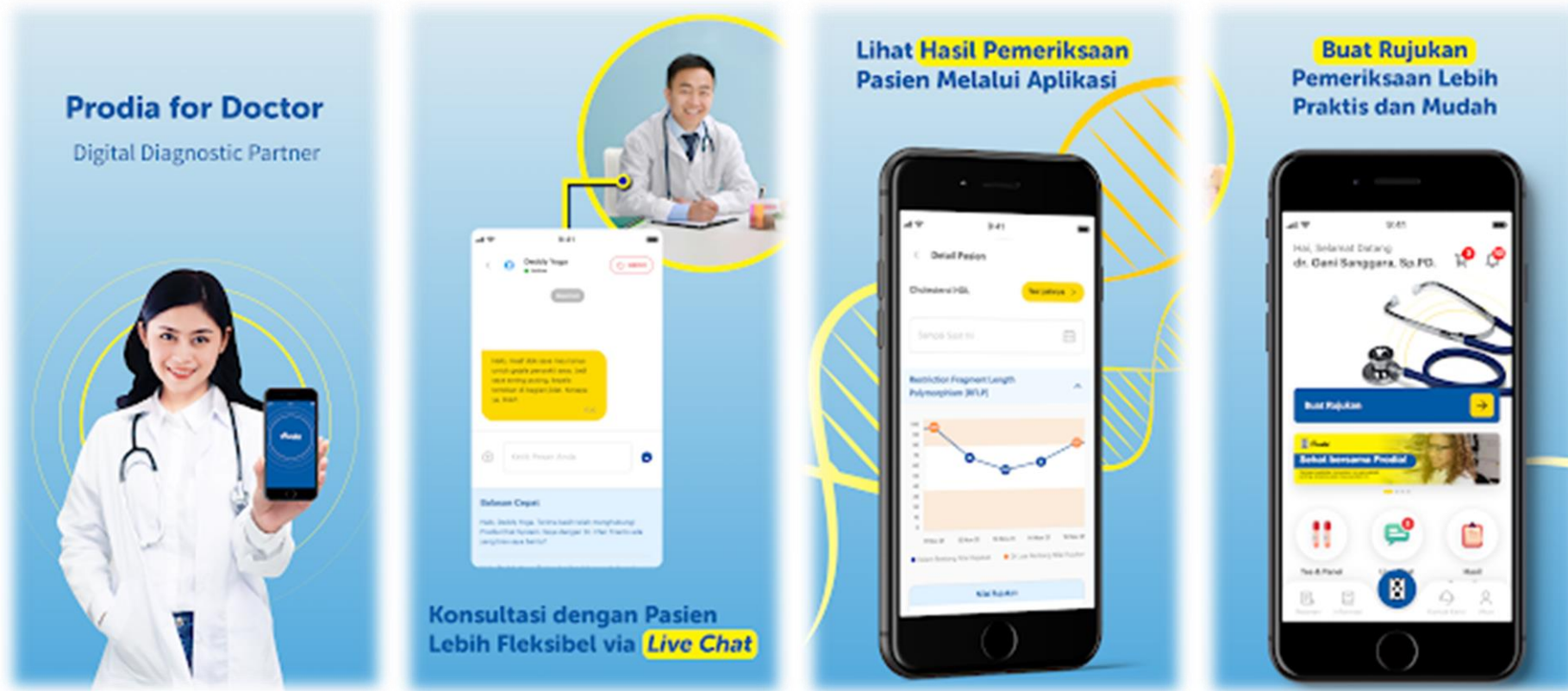
Prodia has enhanced its digital platform services
New Prodia Mobile Ver. 3.3.0 – Updated in April 2022



Digital Diagnostic Partner for Doctors



Prodia Mobile for Doctor apps assist doctors to create testing referral to all Prodia's Lab Services, provides live chat and manage their patient's online health report.



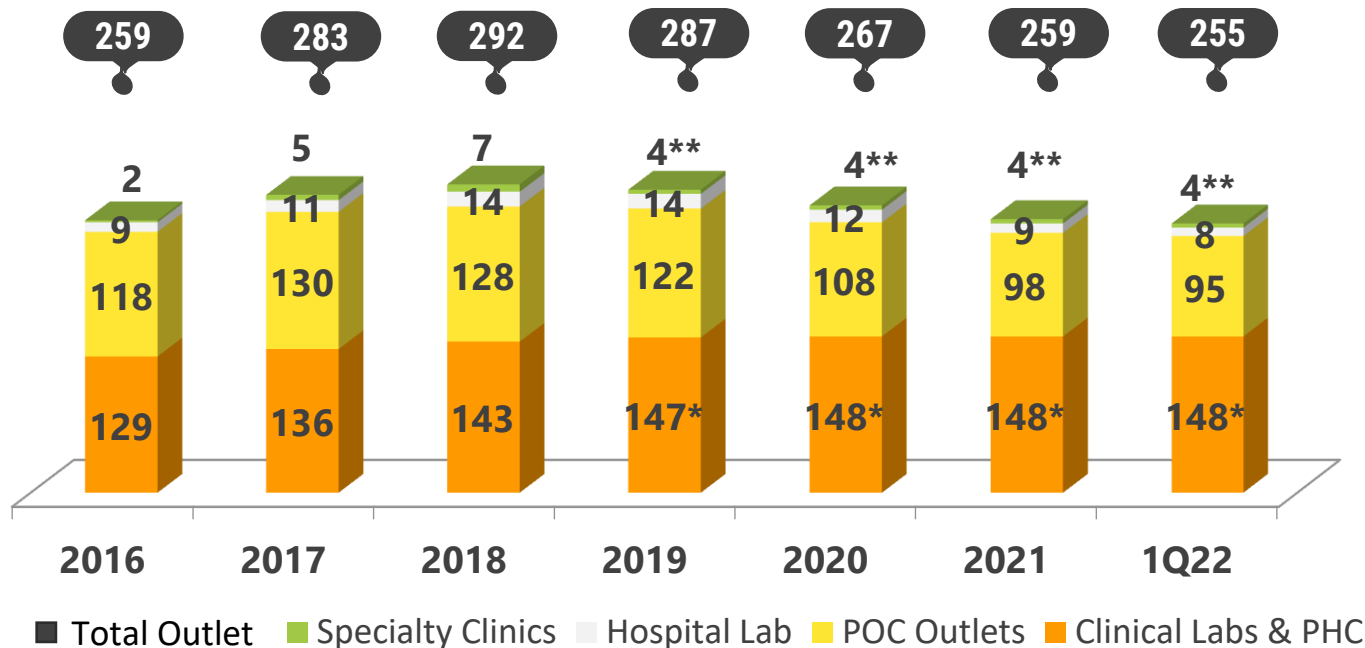
Launched in April 2022



Outlet Development



2016-2022 Outlet Development



*includes 1 (one) Standalone PHC Kemang, and 4 (four) specialty clinics that operate in existing clinical lab branches: 1)PCHC Jakarta, 2) PCHC Medan, 3) PWHC Medan, 4) PCHC Surabaya. **consists of standalone specialty clinics (PWHC and PSHC Surabaya, PWHC and PSHC Jakarta)

2022 Outlet Development Target



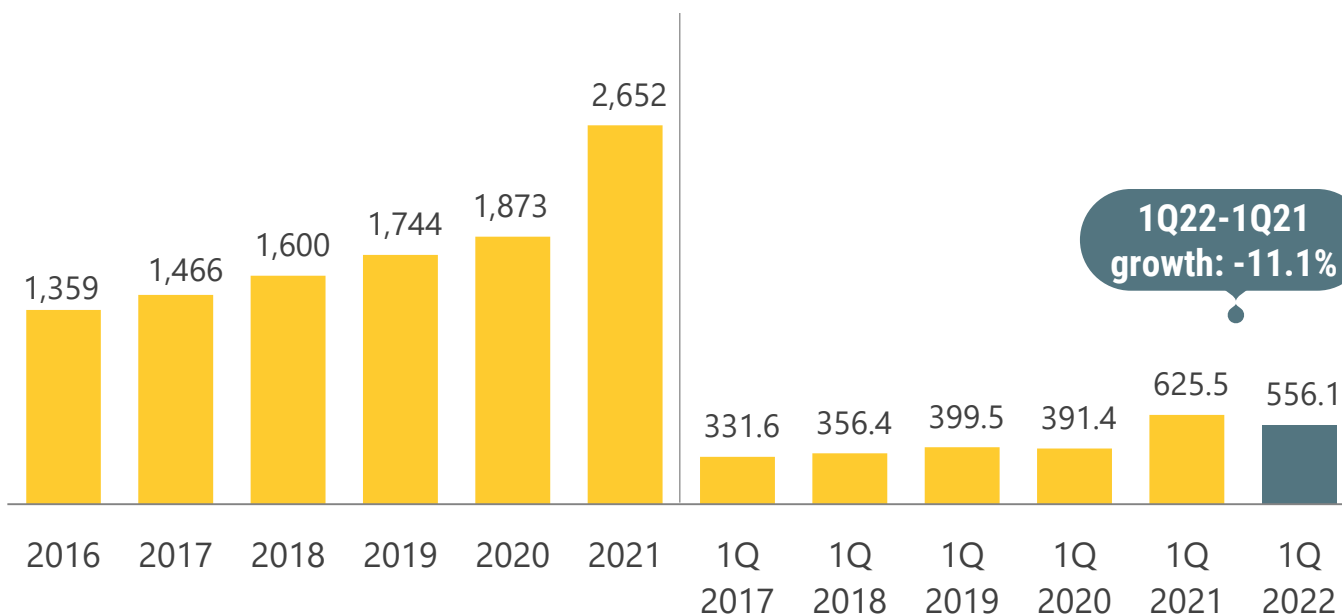
“Prodia not only focus to develop physical outlets but also the digital network to create **omnichannel presence** for our customers”

1Q2022 Revenue (Unaudited)

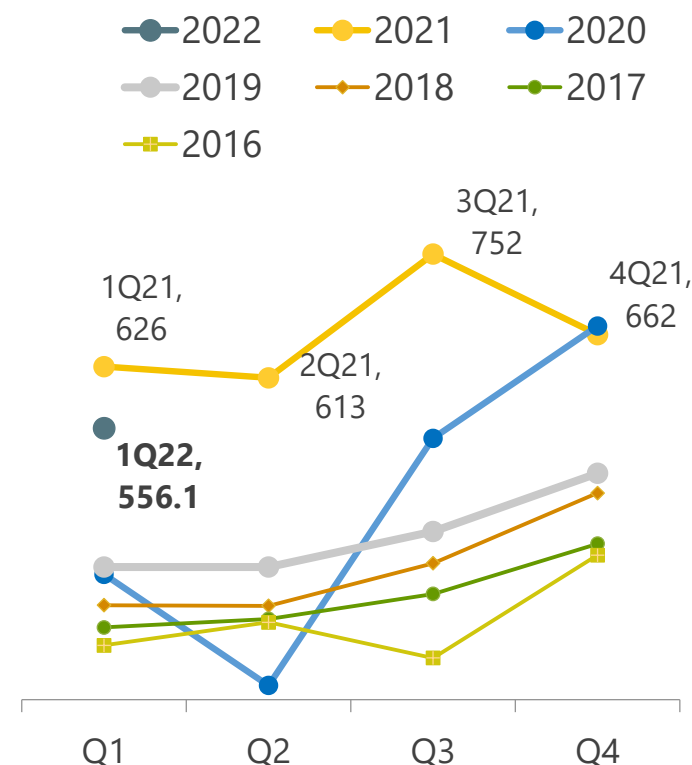
Revenue
in IDR Billion

FY16-FY21 CAGR +14.3%

1Q17-1Q22 CAGR +10.9%



Quarterly Revenue
in IDR Billion



- Revenue slowing down by -11.1% yoy, due to healthcare market normalization along with the stable pandemic situation.
- We still observed positive revenue growth on routine tests and non lab in 1Q22 amid a set back on esoteric and covid tests.

5

FINANCIAL UPDATE

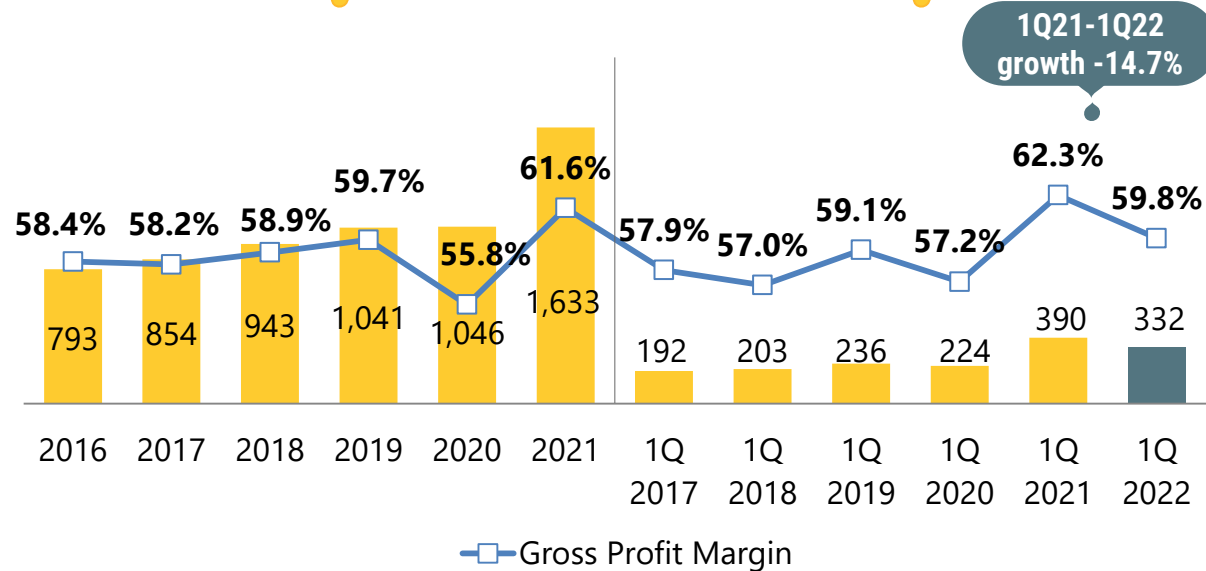
1Q2022 Gross Profit & Net Income (Unaudited)



Gross Profit (in IDR Billion)

FY16-FY21 CAGR +15.5%

1Q17-1Q22 CAGR +11.6%



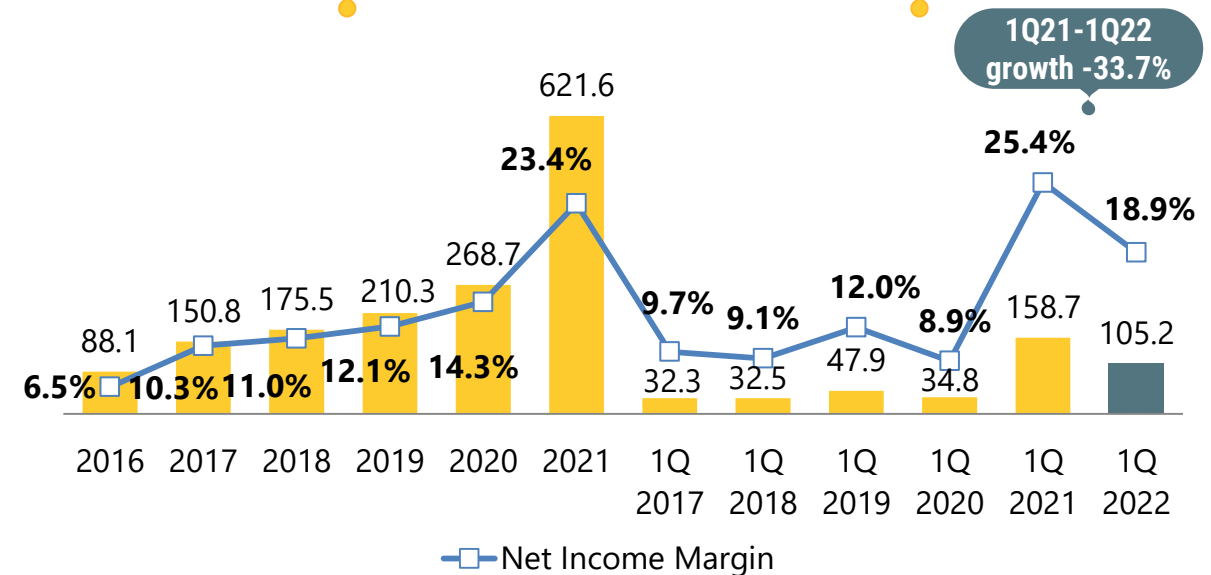
Gross Profit slow down due to top line drop and increase on indirect cost of sales.



Net Income (in IDR Billion)

FY16-FY21 CAGR +47.8%

1Q17-1Q22 CAGR +26.6%



Net income decreased as impact of the decline in top line and increase in OPEX.



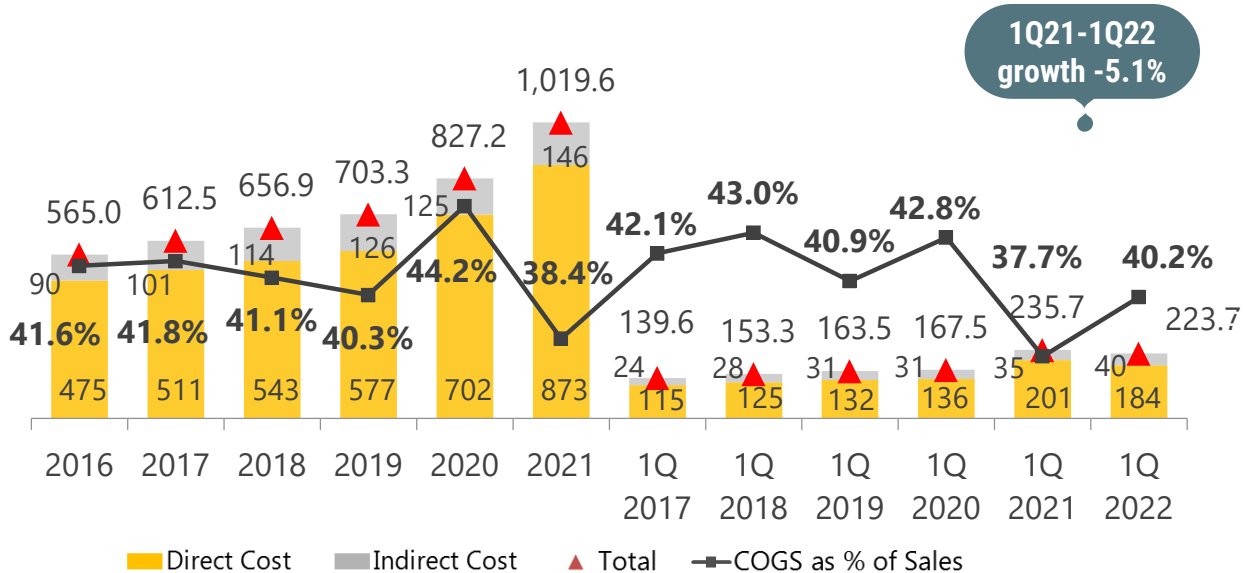
1Q2022 COGS & OPEX (Unaudited)



COGS (in IDR Billion)

FY16-FY21 CAGR +12.5%

1Q17-1Q22 CAGR +9.9%



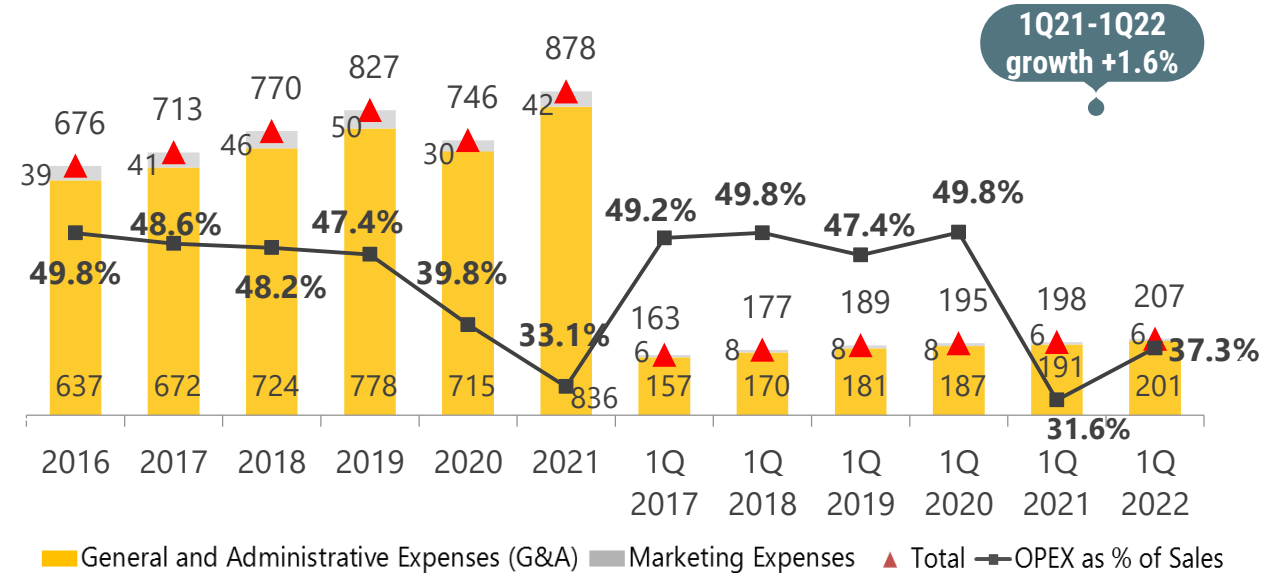
COGS per sales increase as the impact of revenue decline in 1Q22.



OPEX (in IDR Billion)

FY16-FY21 CAGR +5.4%

1Q17-1Q22 CAGR +4.9%



OPEX per sales increase due to the rise of some G&A costs.



1Q2022 Financial Summary (Unaudited)



(in IDR Bn)	1Q2022	1Q2021	Change
Revenue	556.1	625.5	-11.1%
Gross Profit	332.4	389.8	-14.7%
EBIT	125.3	192.9	-35.0%
EBT	132.7	201.1	-34.0%
Net Income	105.2	158.7	-33.7%
EPS	112.24	169.33	-33.7%
EBITDA	167.3	230.4	-27.4%

(in IDR Bn)	1Q2022	1Q2021	Change
Total Asset	2,834.3	2,401.4	+18.0%
Total Equity	2,350.7	1,953.5	+20.3%

THANK YOU!

For more information :

PT Prodia Widyahusada Tbk

investor.relation@prodia.co.id

Prodia Tower, Jl. Kramat Raya No. 150

Jakarta 10430, Indonesia

www.prodia.co.id