



1H2021 Results Update



EMBRACING
FUTURE
HEALTHCARE



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Corporate Overview

1



IDR 1.24 Trillion

1H2021 Revenue (+88.4% yoy)



>1.6 Million

Patient Visits in 1H2021 (+73.9% yoy)



>8.8 Million

Tests Volume Performed in 1H2021
(+64.2% yoy)



263 Outlets

in 34 Provinces throughout
Indonesia (as per June 2021)

- Established in 1973 with strong track record for **more than 48 years experiences** in Clinical Lab Industry
- Pioneer and the leading clinical laboratory testing Company with 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⁽¹⁾** (College of American Pathologists) **accreditation** in Indonesia since 2012
- 1st clinical laboratory in Indonesia to received **NGSP⁽²⁾ certification for HbA1c⁽³⁾ testing** as well as **SNI ISO 15189⁽⁴⁾**

*Based on revenue, IQVIA Analysis (2021)

(1) CAP considered as the highest accreditation in the clinical lab industry worldwide (2) NGSP stands for the National Glycohemoglobin Standardization Program; (3) blood test that gives indication on how well your diabetes is being controlled; (4) for Prodia National Reference Laboratory



Strong Track Record in Clinical Laboratory Testing



Market Overview

2



Indonesia Economic Outlook

3.7% – 4.7%

Indonesia's GDP Growth Projection for 2021

GDP Growth Projection 2021		
	Indonesia	World
Indonesia's Govt'	3.7% - 4.5%	N/A
World Bank	4.4%	5.6%
Organization for Economic Cooperation and Development (OECD)	4.7%	5.8%
Asian Development Bank (ADB)	4.1%	N/A
International Monetary Fund (IMF)	4.3%	6.0%

Indonesia's economic recovery and improvement in 2021 will be supported by the **effectiveness of COVID-19 pandemic containment efforts**, including the vaccination programs.

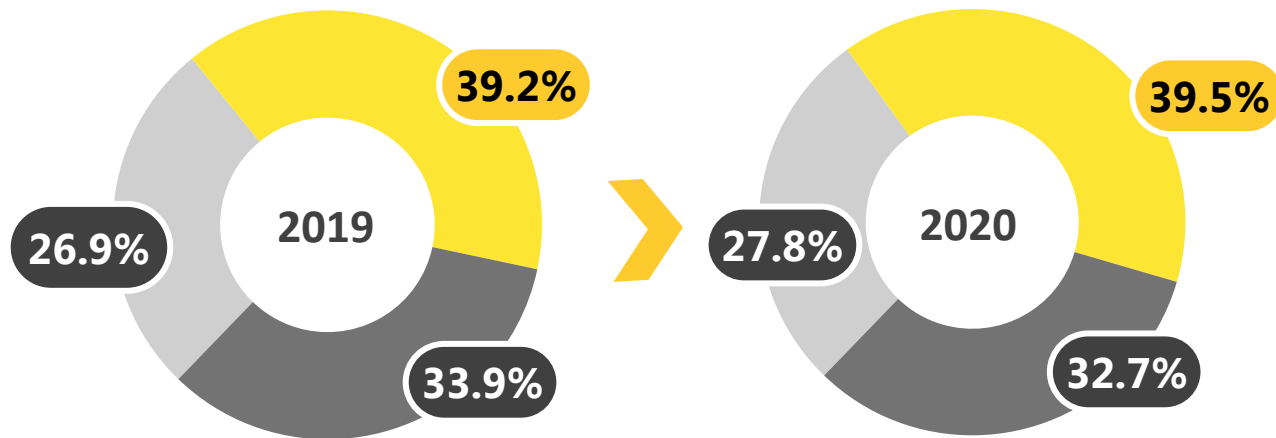
Investment Highlight

3

Largest Network & Market Share in Independent Clinical Lab Industry

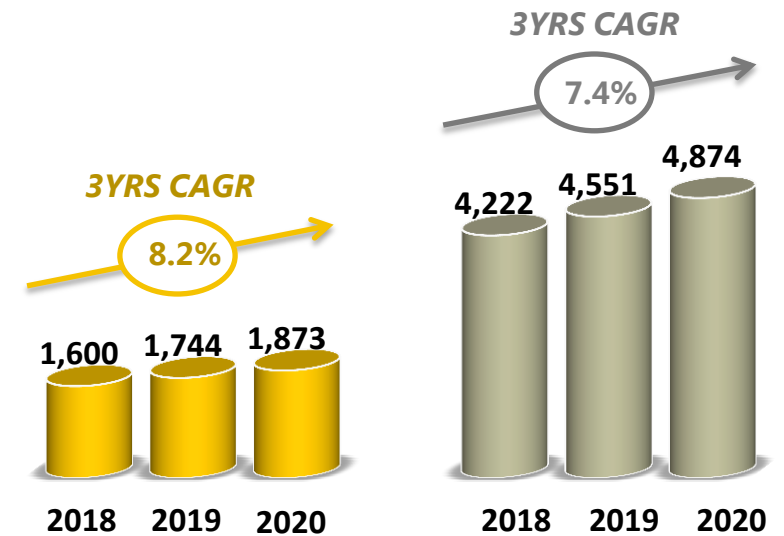


Market Share by Revenue
Independent Clinical Labs (2019 & 2020)



■ Prodia ■ Next 5 Players Combined ■ Other Independent Labs

Prodia vs Total Independent Labs
(Billion IDR)



■ Prodia ■ Total Independent Labs

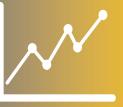
Source: IQVIA Analysis (2021)

Note: Next 5 Players consists of: 1) Kimia Farma, 2) Pramita, 3) Parahita, 4) BioMedika, 5) Cito

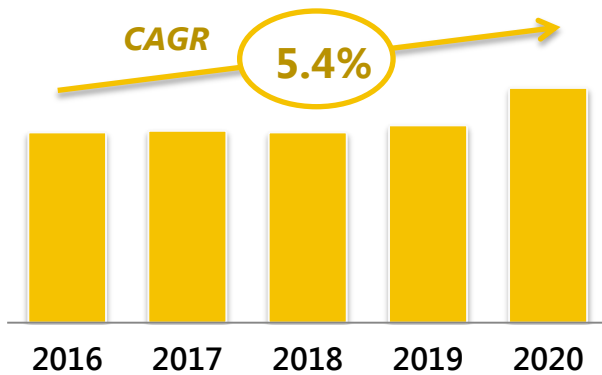
Source: IQVIA Analysis (2021), Company calculation



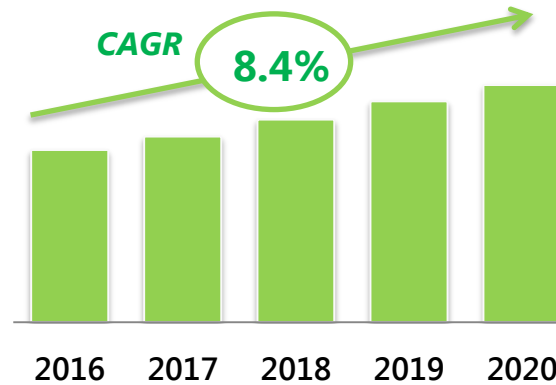
Strong Operational Track Record



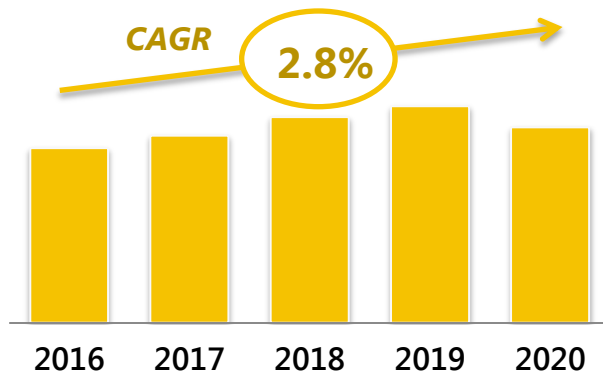
VISITS



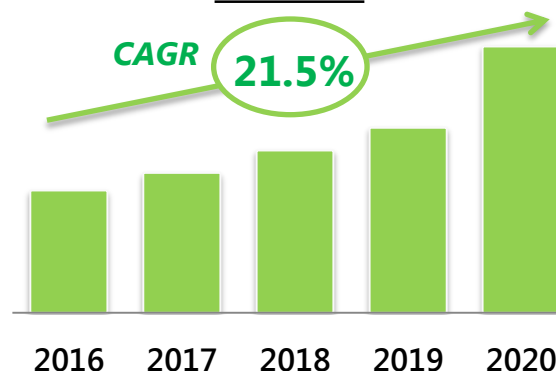
REVENUE



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

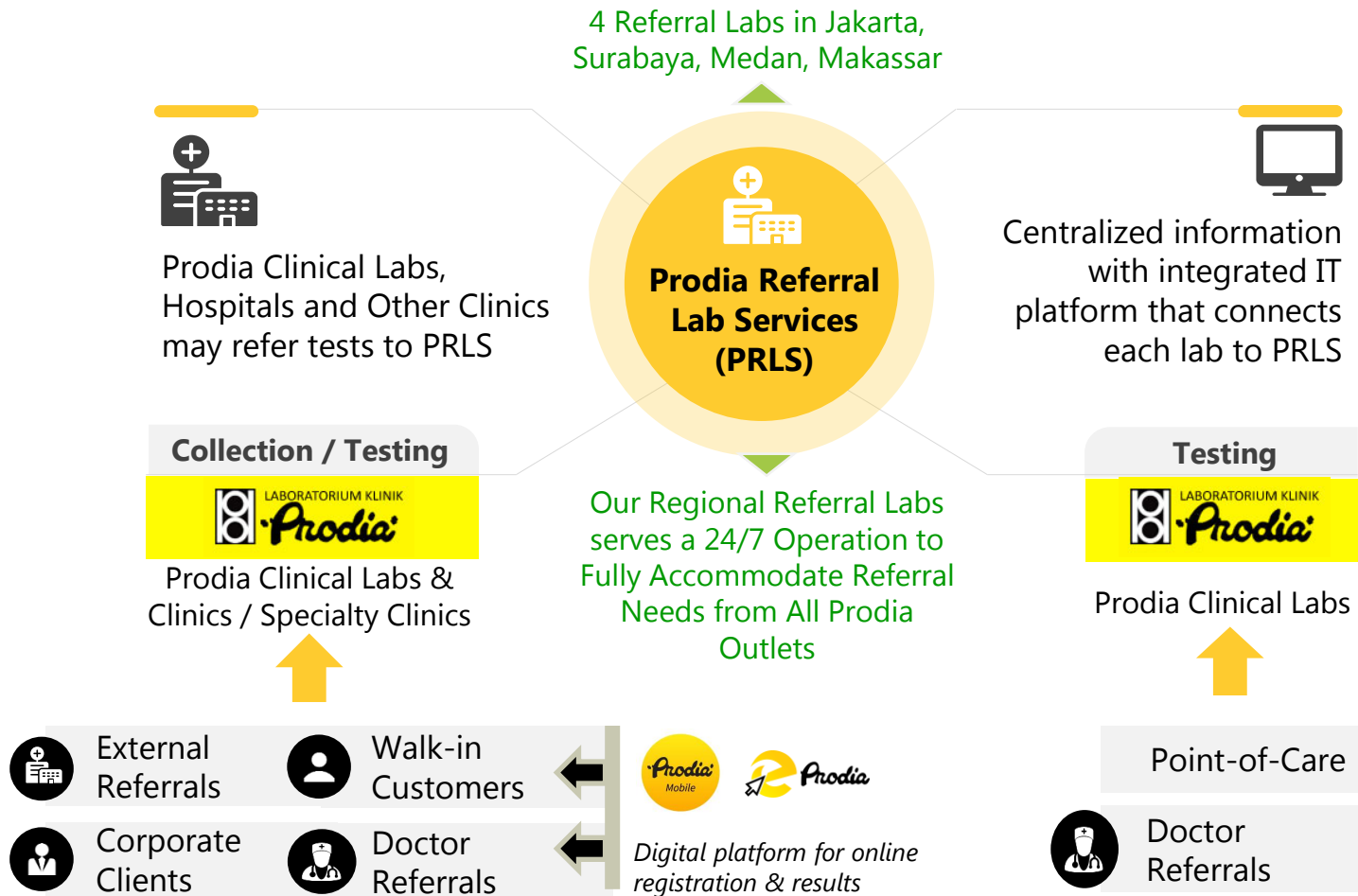


 Routine Testing	 Non-Laboratory Testing	 Specialty Clinics
 Esoteric Testing	 Referral Lab Services	 Doctor Consultation
 Predictive, Preventive, Personalized Package Testing	 General Medical Check-Up Services	 Preventive Treatment

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

- | | | | |
|---|---|---|--|
|  Walk-In Customers <ul style="list-style-type: none">• Individual Walk-In Patients• Payment made out-of-pocket |  Doctor Referrals <ul style="list-style-type: none">• Patients referred by their doctors• Payment made out-of-pocket |  External Referrals <ul style="list-style-type: none">• Samples referred by other healthcare providers (i.e.: labs, hospitals)• Funded by healthcare providers |  Corporate Clients <ul style="list-style-type: none">• Customers whose employers offer them access to diagnostic testing as form of compensation• Funded by corporate clients and private insurance |
|---|---|---|--|

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



Ongoing Referrals

Received referrals from
> 73,000 doctors in 1H2021
(increased by 19% vs. 2020)

Research Collaboration

Entered into agreement with **38 institutions**: 36 Faculty of Medicines, 1 Institution in Science and Tech. and 1 Faculty of Pharmacy at leading Universities in Indonesia for collaboration on research and education

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

Experienced Senior Leadership and Management Team



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



**Andi
Wijaya**
Co-Founder and
Chairman



**Gunawan
Prawiro Soeharto**
Co-Founder and
Commissioner



**Endang
Hoyaranda**
Commissioner



**Kemal Imam
Santoso**
Independent
Commissioner



**Keri Lestari
Dandan**
Independent
Commissioner



**Dewi
Muliaty**
President Director



**Liana
Kuswandi**
Finance Director



**Indriyanti Rafi
Sukmawati**
Business &
Marketing Director



**Andri
Hidayat**
Digital Service
Transformation & IT Director



**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



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



Growth Strategy

4

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**

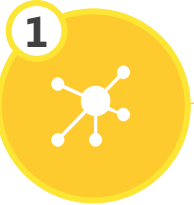


Orchestrate highest quality **health ecosystem**



Be industry-**leader on cost**

Prodia's Network Expansion Plan 2016 - 2021



Expand Network of Outlets

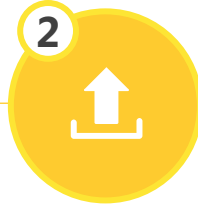
3¹ regional referral labs

Up to **33** additional clinical labs over next five years

Up to **20** new POC collection centers per year

1-2 new hospital labs per year

10¹ new specialty clinics² over next five years



Upgrade Clinical Labs

Upgrade up to **39** clinical labs to PHC³ Clinics

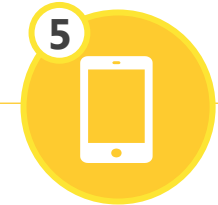
24 Clinical Lab Improvements



Enhance Operating Efficiency



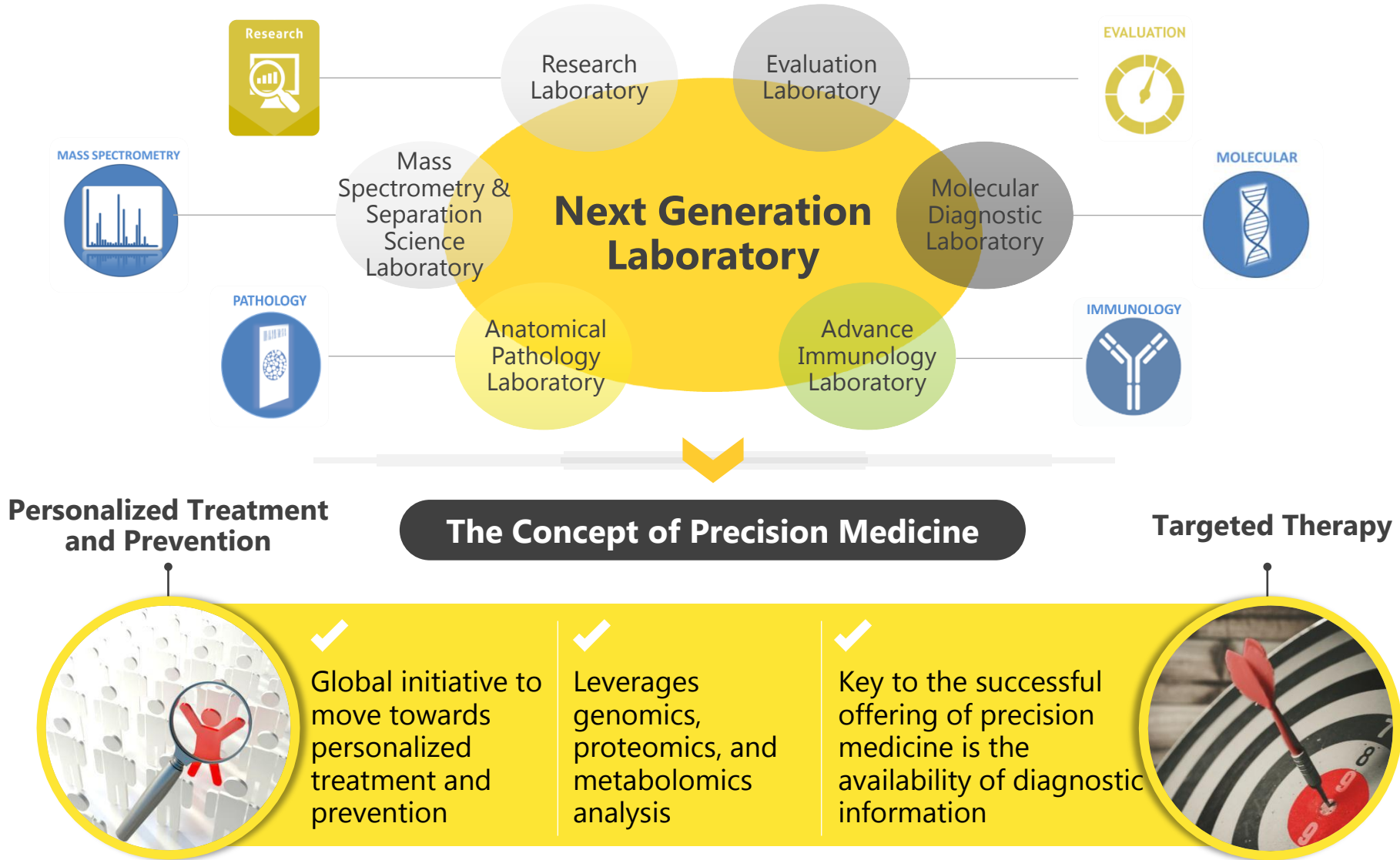
Focus on Quality



Digital Service Development

Mobile apps and other digital services

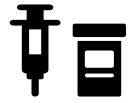
Leader in Next Generation Technology



Business Update

5

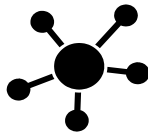
Response to COVID-19 Pandemic



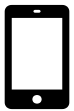
Develop COVID-19 Related Test:
RT-PCR, Antibody, Antigen testing



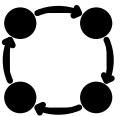
Create New Ways of Service:
Cleanliness, Safety, Convenience



Broaden Access Channel for Customer:
Physical & On-line



Accelerate Digital Transformation:
Enhance Digital Platform



Strengthen Internal Business Process:
Agile and enhance internal Business Process for supporting digital workspace (eq. WFH)



Expand More Collaboration and Partnership:
More Hospital Referral especially for COVID-19 test and for Swab Sampling



Revisit Budget and Strategy:
Prudent Cost Management



People Management during Pandemic:
Continue Hybrid Working Scheme, Employee Health Management (wellness, COVID-19 prevention protocol), Digital Employee Services (for learning, transaction, engagement)



Preparing the Next Normal and Post COVID-19 with Value for Customers:
Continue to innovate on new testing and IT projects

DELIVER SOLUTION FOR CUSTOMER NEEDS

Respond to People Behavior Changing and Customer's Voice



Services & Lab Facilities

- Prodia Mobile
- Home/Office Service
- ProdiaLink
- TeleConsultation
- Safety, Quality & Cleanliness of Our Lab/Facilities/Staffs
- Prodia in Your Car



Online Marketing and Education Activities

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



Product Innovation

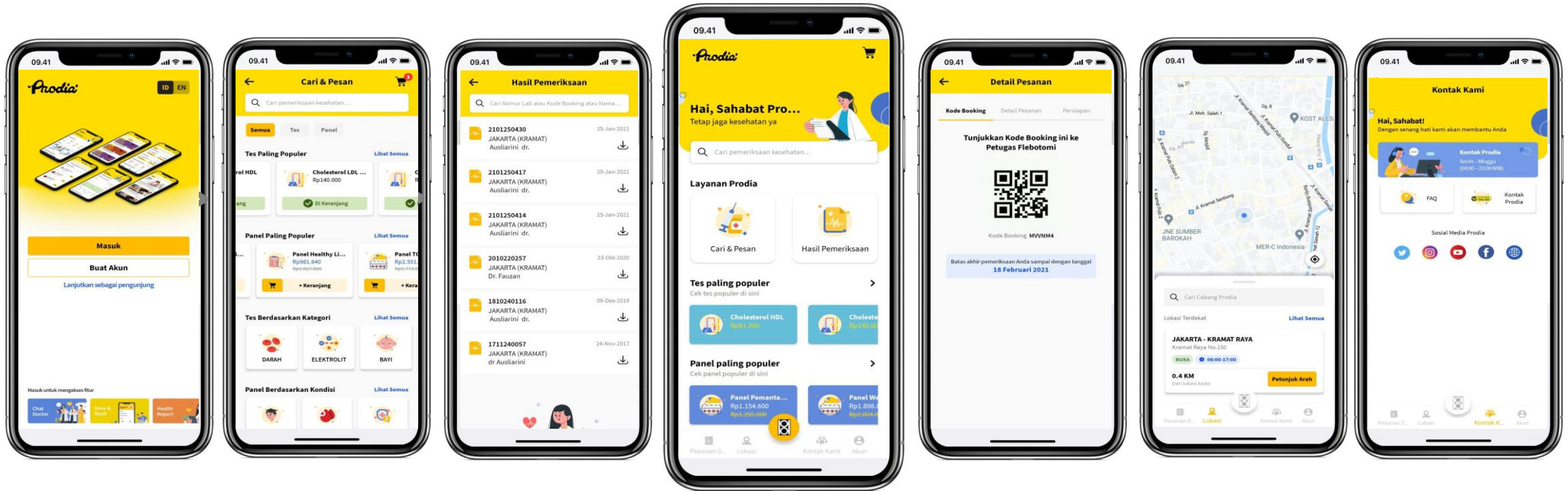
- Complete Testing from Routine to Esoteric Test, Genomics Testing
- Testing package value for customer
- Specific Testing for New Born, Children, Women, Senior
- Add more Testing for Autoimmune Disease



Lab Testing in COVID-19 Pandemic

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

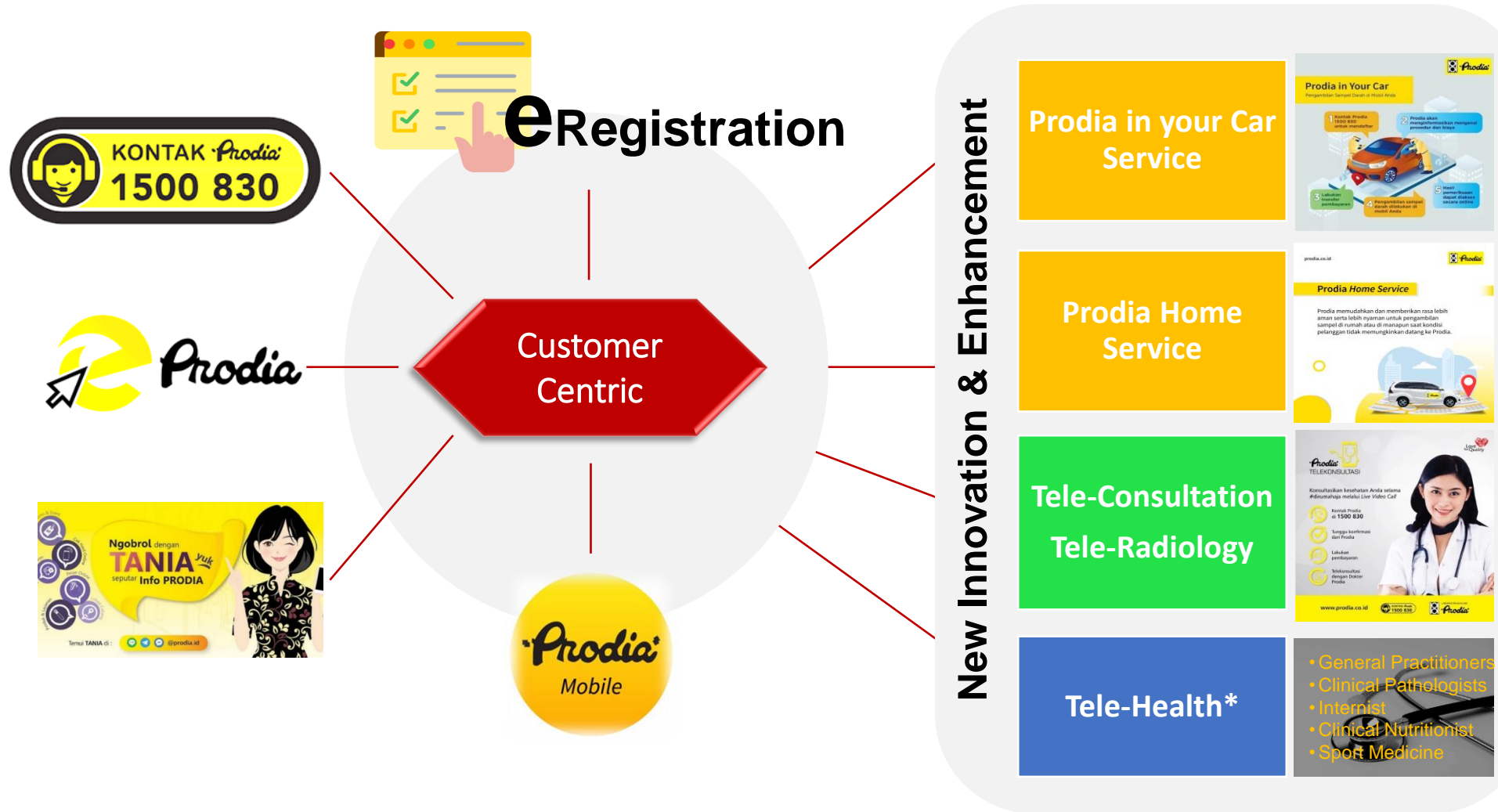
Digital Transformation to Fulfill Customer Needs



Prodia has enhanced its digital platform services
New Prodia Mobile Ver. 3 – Launched in Jan 2021

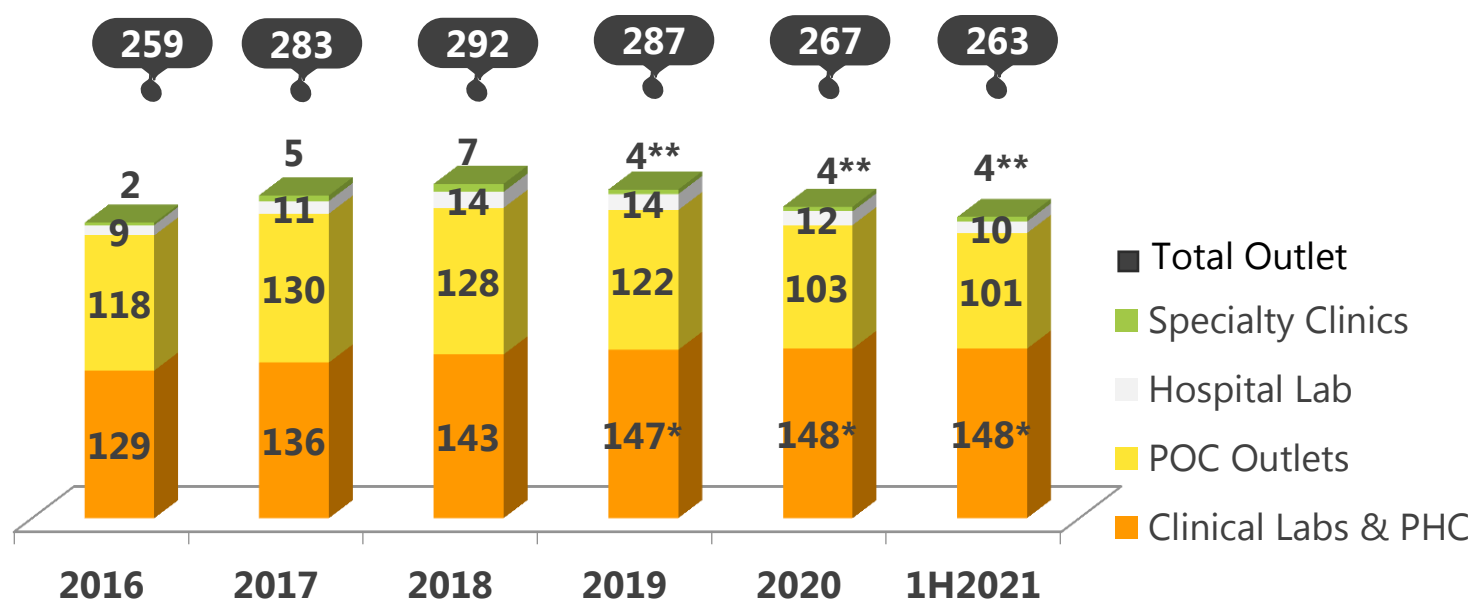


Customer Centric Model



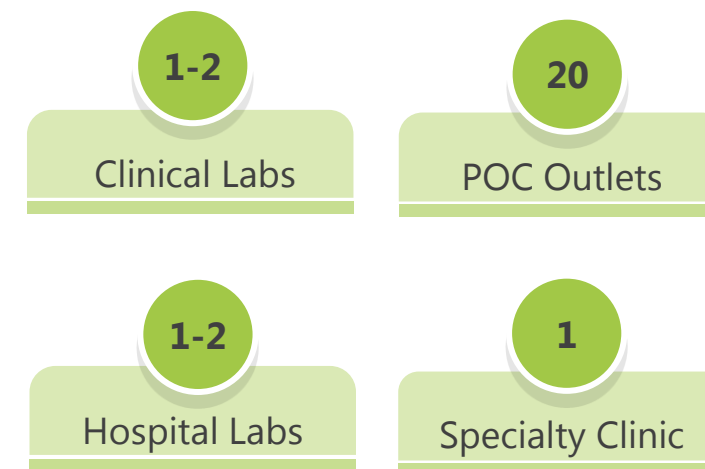
Outlet Development

2016-2021 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)

2021 Outlet Development Target



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



Predictive, Preventive & Screening

1. NIPT (ProSafe)
2. Telomere Analysis
3. Vitamin A & E
4. ProHealthy Gut (GCMS)
5. Varicella Zoster IgG
6. Fenilalanin Neonatus
7. 17-OH Progesteron Neonatus
8. CA Risk
9. DIARisk
10. Prodia Nutrigenomics
11. VASCULARisk
12. Nutrition Panel (Urine)
13. Toxic Panel (Urine)
14. Amino Profile – 19
15. Vitamin B1 & B6
16. Rasio s-Flt1/PIGF
17. NBS Amino Acid
18. TENSrisk
19. IMMUNERisk
20. Prodia PULS Cardiac Marker
21. Expanded Lipid Profile
22. Prodia Wellness Genomic
23. Prodia Muscle Bone Genomic
24. Anti SARS-CoV-2 IgM/IgG
25. Anti SARS-CoV-2
26. ADMA/SDMA
27. Prodia Skin and Hair Genomics
28. SARS-CoV-2 Ag
29. **Anti SARS-CoV-2 Quantitative**
30. **Cortisol Urine**
31. **Neurogenomics**
32. **Leptospira IgM**
33. **Anti SARS-coV-2 IgG Kuantitatif**



Diagnostic

32. Jak2 Mutation
33. Kidney Stone Analysis (FTIR)
34. AMA & ASMA IF
35. CT/NG RT PCR (Geneexpert)
36. MTB/MOTT-DNA PCR
37. Fragmentation of DNA Sperm
38. Rotavirus Antigen
39. Anti-AChR Binding
40. ANCA IF
41. Lymphoma Panel
42. SARS-CoV-2 RNA
43. Analysis of Gallstones (FTIR)
44. Systemic Sclerosis Profile
45. Interleukin -6 (IL-6)
46. **Blood Chromosome Analysis (G-Banding)**
47. **Leukimia Phenotyping**

**added in 2021*



Targeted Therapy

47. Jak 2 Mutation
48. Mutation EGFR
49. Mutation EGFR ctDNA
50. Estrogen Receptor
51. Progesteron Receptor
52. HER2/neu
53. Ki67
54. BCR ABL (Geneexpert)
55. Ultrasensitive Mutation EGFR ctDNA (T790M)
56. Oncoprecise



Pharmacogenomics

57. Warfarin Indiv Test (CYP2C9 & VCORC1 genotype)
58. CYP2C19

New Tests Development

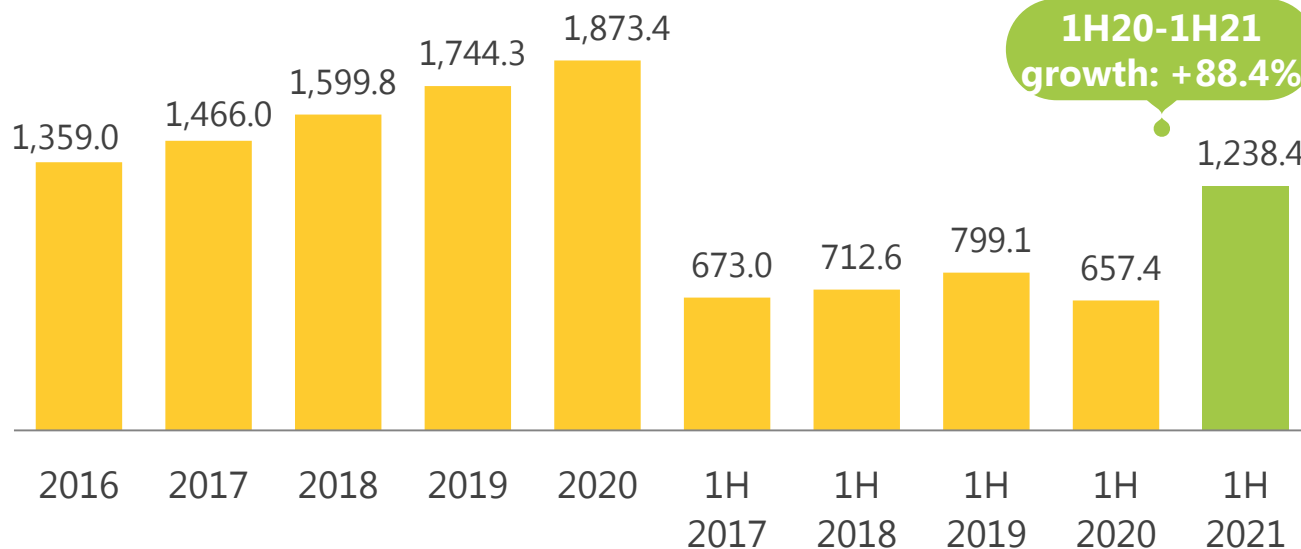
7 New Tests Launched in 1H2021

1H2021 Revenue

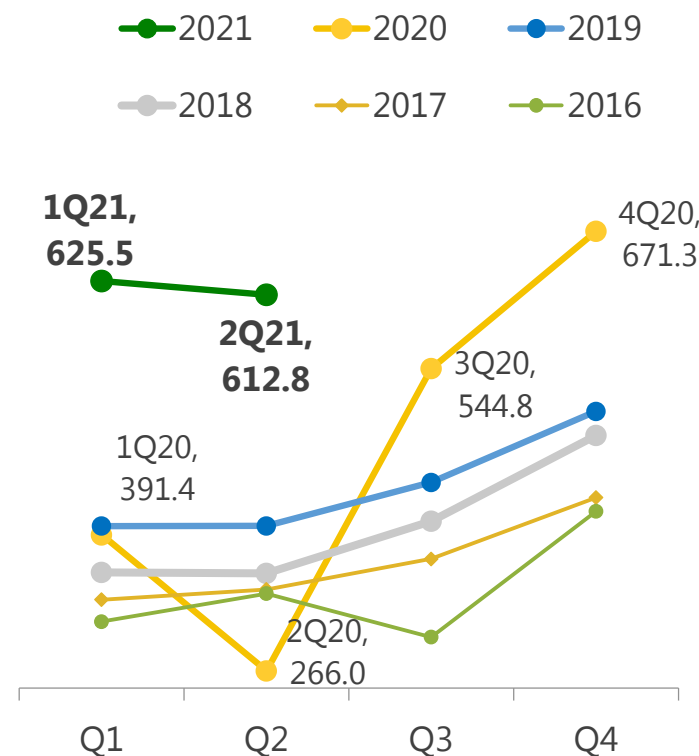
Revenue (Unaudited)
in IDR Billion

FY16-FY20 CAGR +8.4%

1H17-1H21 CAGR +16.5%



Quarterly Revenue
(Unaudited)
in IDR Billion



- Revenue grew sharply by +88.4% in 1H21 yoy, mostly driven by walk in, doctor referrals and corporate clients customer segment.
- Top line improvement in 1H21 also impacted by volume growth both on routine esoteric testing.

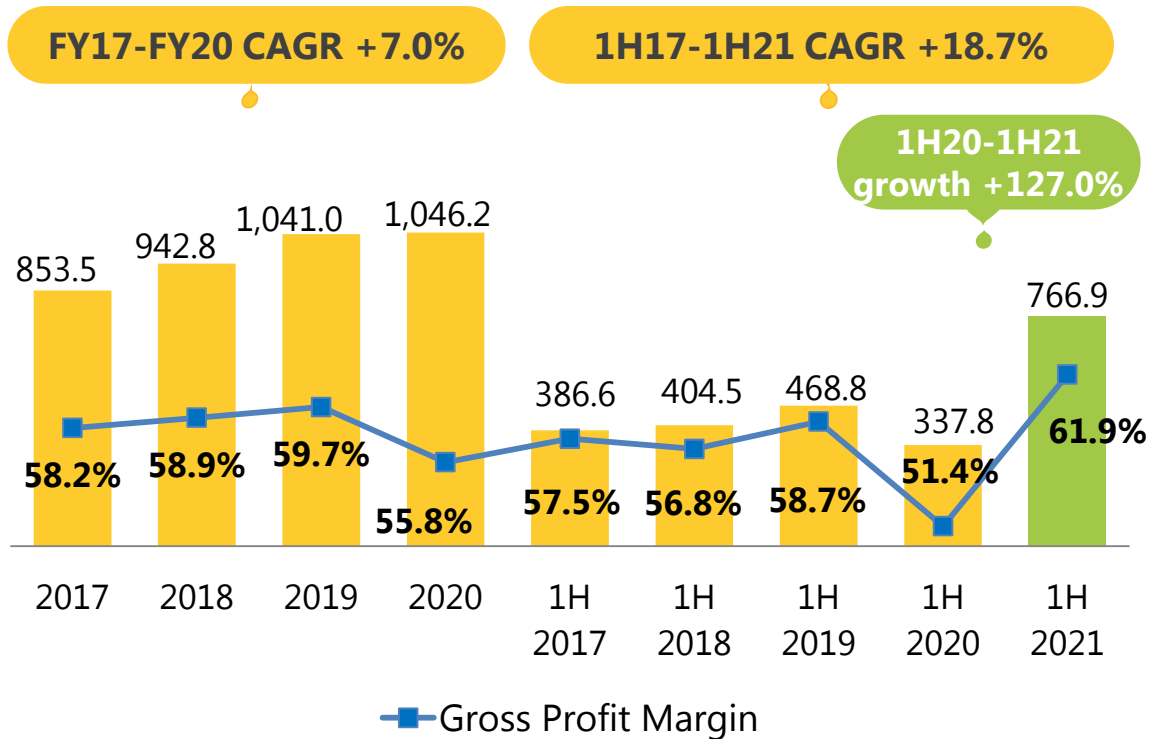
Financial Update

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1H2021 Gross Profit & Net Income (Unaudited)



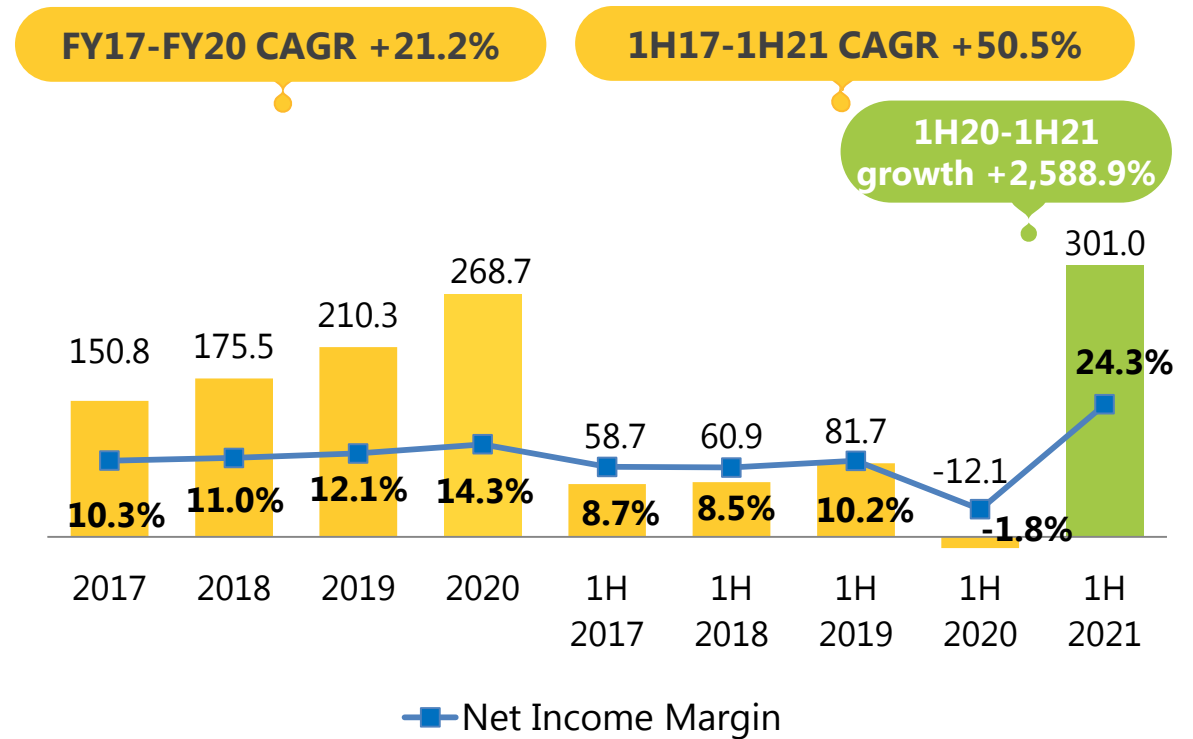
Gross Profit (in IDR Billion)



Gross Profit grew by 127% due to high volume and revenue growth both in routine and esoteric testing.



Net Income (in IDR Billion)



Net income improve as impact of top line growth and cost efficiencies.

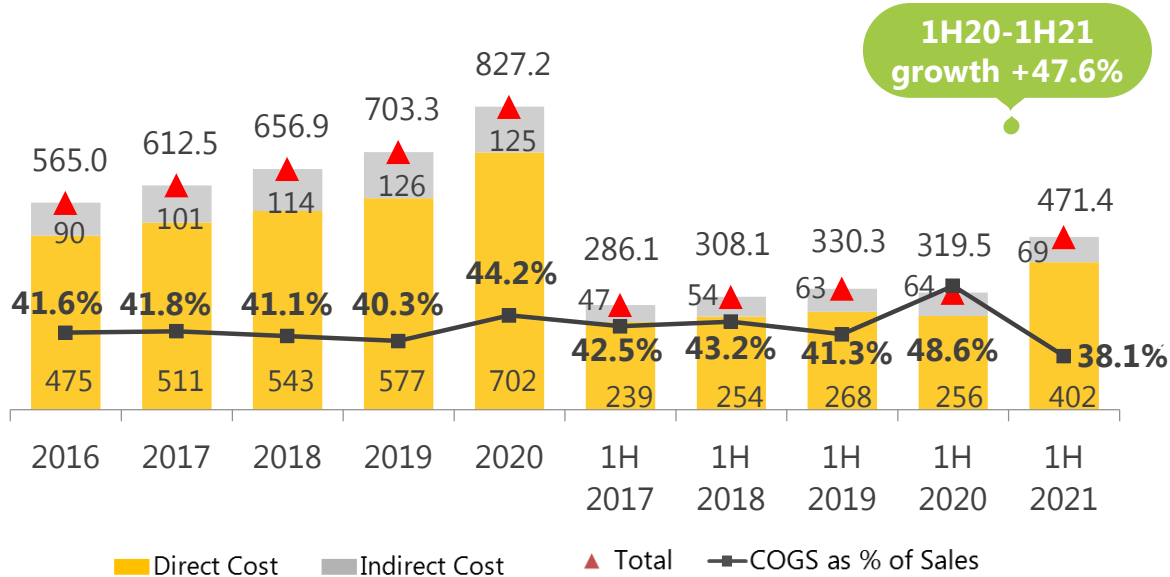
1H2021 COGS & OPEX (Unaudited)



COGS (in IDR Billion)

FY16-FY20 CAGR+10.0%

1H17-1H21 CAGR+13.3%



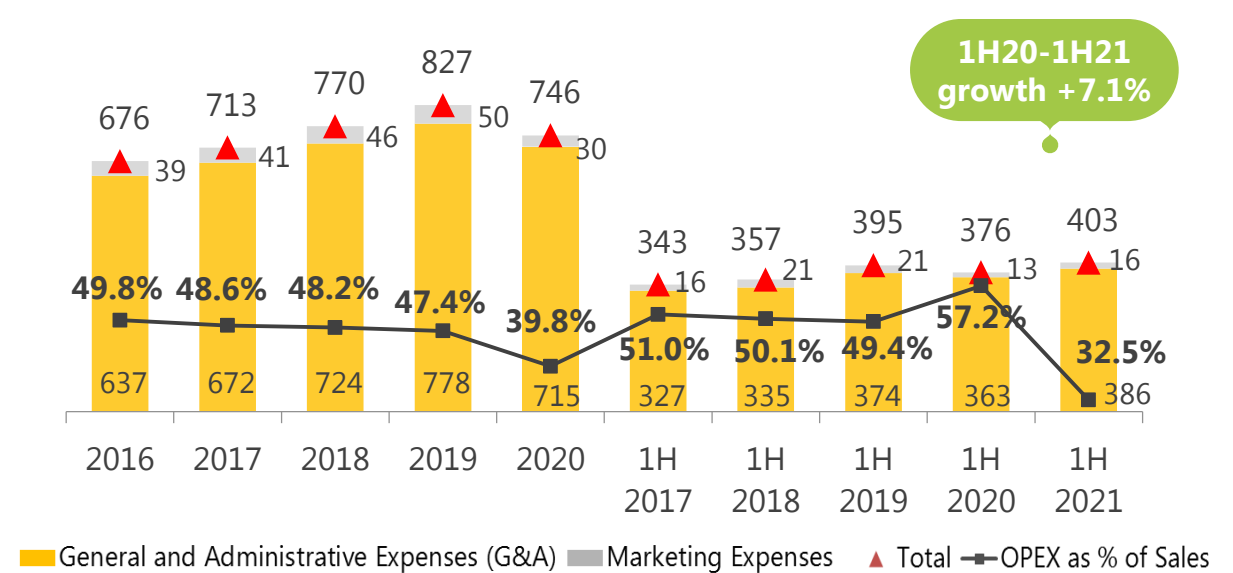
COGS per sales was reduced to 38.1% in 1H2021 due to scale efficiency, both in direct and indirect cost.



OPEX (in IDR Billion)

FY16-FY20 CAGR +3.3%

1H17-1H21 CAGR +4.1%



OPEX per sales decline due to cost efficiency, both in G&A and marketing cost.



1H2021 Financial Summary (Unaudited)



(in IDR Bn) 1H2021 1H2020 Change

Revenue 1,238.4 657.3 +88.4%

Gross Profit 766.9 337.8 +127.0%

EBIT 365.5 -36.9 +1091.2%

EBT 381.2 -16.8 +2368.5%

Net Income 301.0 -12.1 +2588.9%

EPS 321.09 -12.90 +2589.1%

EBITDA 444.3 55.3 +703.3%

(in IDR Bn) 1H2021 1H2020 Change

Total Asset 2,391.8 1,881.4 +27.1%

Total Equity 1,928.8 1,534.3 +25.7%

Thank You!

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