

1H 2020 Results Update

July 2020

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Market & Business Highlights

Economy Outlook 2020

The Impact of Coronavirus Outbreak

Indonesia Economy Outlook 2020-2021

Post COVID-19 Outbreak

Year		Indonesia's Govt' (Jun 20)	World Bank (Jul 20)	OECD* (Jun 20)	ADB** (Jun 20)	IMF*** (Jun 20)
2020	Global	N/A	-5.2%	-7.6% to -6.0%	N/A	-4.9%
	Indonesia	-0.4% to 1.0%	0.0%	-3.9% to -2.8%	-1.0%	-0.3%
2021	Global	N/A	4.2%	2.8% to 3.3%	N/A	5.4%
	Indonesia	4.5 to 5.5%	4.8%	2.6% to 5.2%	5.3%	6.1%



Government of Indonesia and several organizations estimate Indonesia's Economy Outlook are ranging from -3.9% to 1.0% in 2020 and 2.6% to 6.1% in 2021

*Organisation for Economic Co-operation and Development

**Asian Development Bank

***International Monetary Fund

Source: Indonesia Ministry of Finance, Dampak COVID-19 & Program Pemulihan Ekonomi Nasional (released on July 1st, 2020)

Post Launch COVID-19 Points of Impact for Healthcare System & Life Science Industry

The Southeast Asia Macro Trends



Medicine Demand & Supply

- Fluctuating demand for health products
- Unpredictability in the supply chain



Engagement with Healthcare Professionals

- Decline of healthcare services utilization
- Changing ways-of-working within the industry



Future Healthcare System and Pharmaceutical Industry Environment

- Falling private investment
- Reactive equity market



COVID-19 has had far-reaching effects on national health systems and healthcare services. Well established socio-political and economic ways of working have been disrupted due to public health and safety.

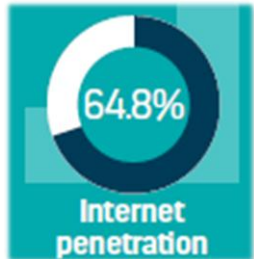
Source: COVID-19 Impact on Healthcare, IQVIA 2020

Digital Transformation in Indonesia's Healthcare Services

Accelerated on Technology Adoption for Healthcare



Indonesia is the **largest** and fastest growing internet economy in Southeast Asia. Expecting compound annual growth rate of over **40 percent**, reaching **\$174 billion** by 2025



There are **170 million** internet users in Indonesia and growing



Investment in health innovation has grown dramatically in the last 10 years, from **\$1.6 billion** in 2010 to **\$19.6 billion** in 2018.



There are **318,000 health apps** available globally on Google Play and Apple app stores, with over **200 apps** added each day



Digital health revenues in Indonesia are growing rapidly, from **\$85 million** in 2017 to an estimated **\$973 million** in 2022

Shifting to Digital Services

Indonesian Consumer Survey – Post Covid Condition

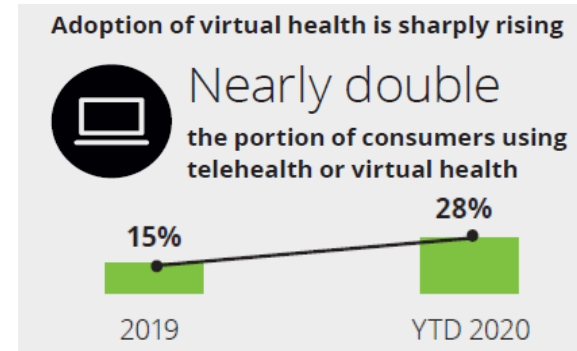
Have you used ore done any of the following since COVID-19 started?

□ Not using ■ Using less / the same ■ Using more ■ Just started using



User Growth and Intent to Use after COVID-19

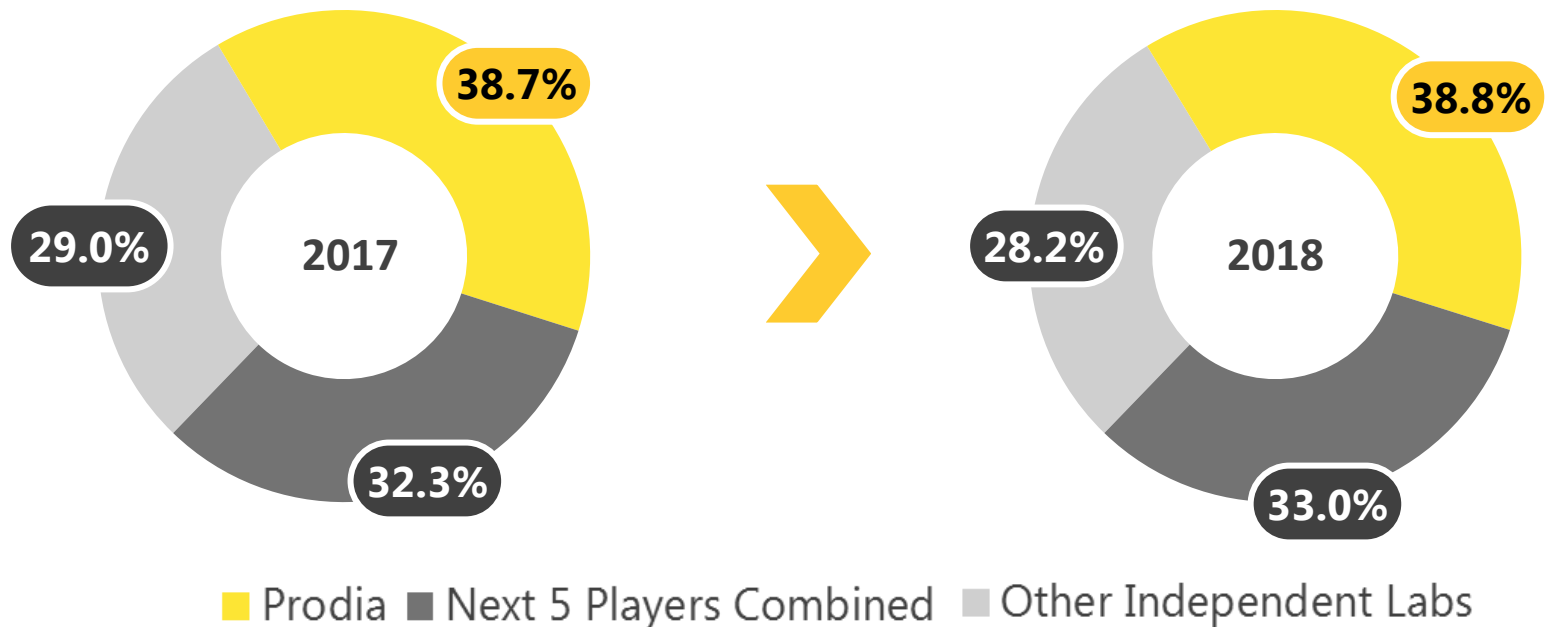
Activities	User Growth	Intent to Continue
Online fitness	29%	67%
Wellness app	35%	69%
Telemedicine: physical	62%	73%
Telemedicine: mental	42%	63%



Source: Deloitte Study of Healthcare Consumer Response to COVID-19, April/May 2020

Largest Network & Market Share in Independent Clinical Lab Industry

Market Share by Revenue
Independent Clinical Labs (2017 & 2018)
















Source: IQVIA Analysis (2019)

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

Comprehensive Service Offering

Targets Multiple Customer Segments

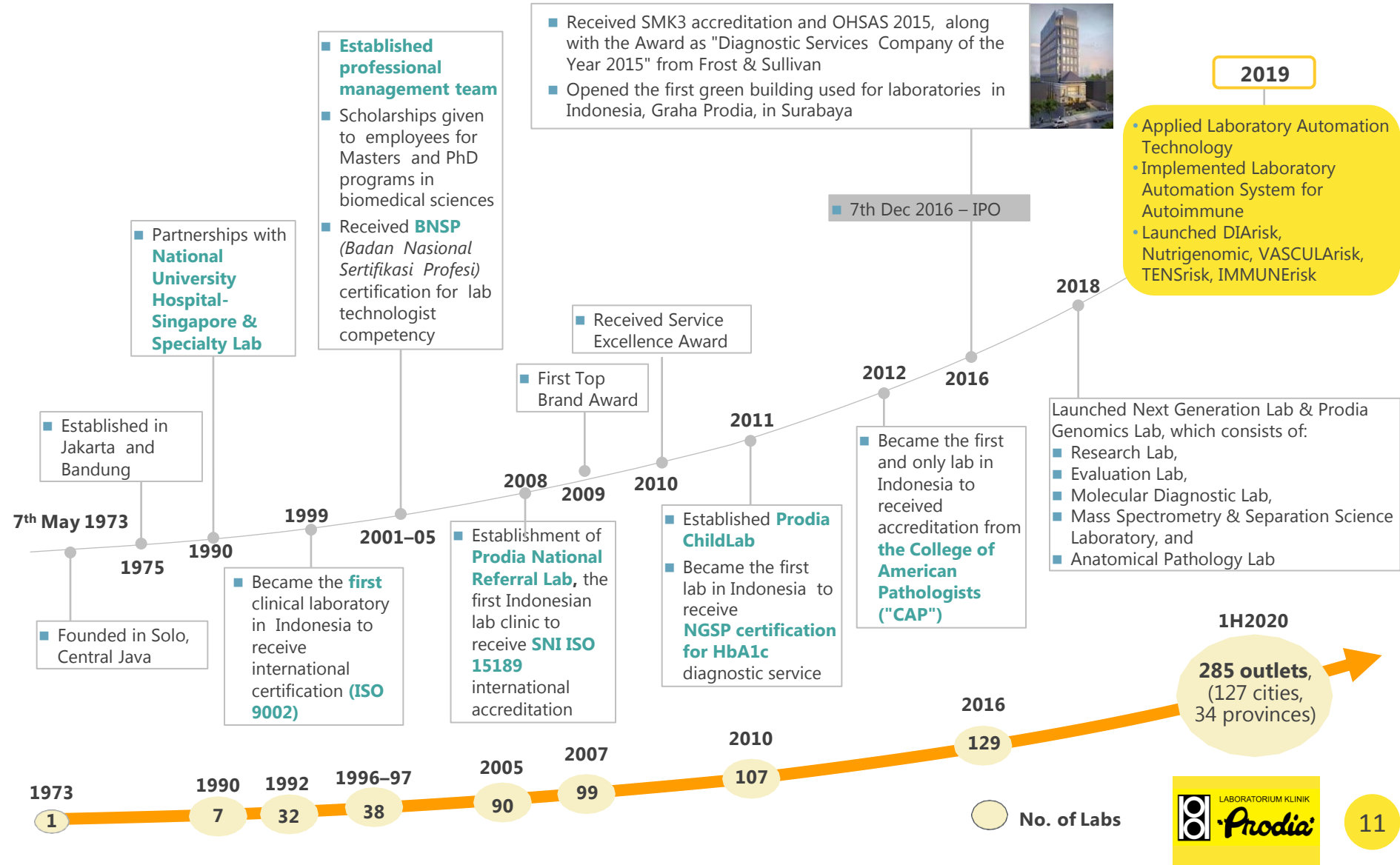
 Routine Testing	 Non-Laboratory Testing	 Specialty Clinics
 Esoteric Testing	 Referral Lab Services	 Doctor Consultation
 Predictive, Preventive, Personalized Package Testing	 General Medical Check-Up Services	 Preventive Treatment

 Walk-In Customers	 Doctor Referrals	 External Referrals	 Corporate Clients
<ul style="list-style-type: none">• Individual Walk-In Patients• Payment made out-of-pocket	<ul style="list-style-type: none">• Patients referred by their doctors• Payment made out-of-pocket	<ul style="list-style-type: none">• Samples referred by other healthcare providers (i.e.: labs, hospitals)• Funded by healthcare providers	<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

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

Prodia Laboratories

Indonesian Pioneer in Clinical Laboratory Testing



Scalable Hub and Spoke 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

2019-2020 Awards

- ☐ **WOW Brand Award**
From Markplus Inc.
- ☐ **Service Quality Award**
From Carre Service Quality Monitoring
- ☐ **Corporate Image Award**
From Frontier Consulting Group & Marketing Magazine
- ☐ **Top Brand Award**
From Frontier Consulting Group & Marketing Magazine
- ☐ **Social Media Award**
From Marketing Magazine & Mediawave
- ☐ **Digital Marketing Award**
From Marketing Magazine and Mediawave
- ☐ **Indonesia Best Brand Award**
From SWA & MARS
- ☐ **Indonesia Digital Innovation Award**
From Warta Ekonomi
- ☐ **Top Digital Company Award**
From Marketing Magazine



Senior Leadership and Management Team

Experienced, Professional Management Team with a Track Record in
Delivering Superior Growth and Innovation



47 Years of Experience

**Andi
Wijaya**

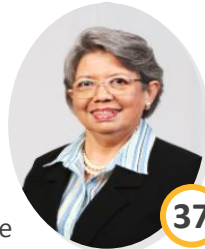
Co-Founder and
Chairman



47 Years of Experience

**Gunawan
Prawiro Soeharto**

Co-Founder and
Commissioner



37 Years of Experience

**Endang
Hoyaranda**

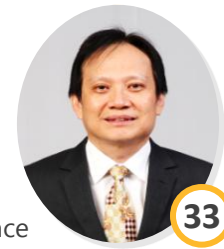
Commissioner



31 Years of Experience

**Scott Andrew
Merrillees**

Independent
Commissioner



33 Years of Experience

**Lukas Setia
Atmaja**

Independent
Commissioner



33 Years of Experience

**Dewi
Muliaty**

President Director



24 Years of Experience

**Liana
Kuswandi**

Finance Director



24 Years of Experience

**Indriyanti Rafi
Sukmawati**

Business &
Marketing Director



23 Years of Experience

**Andri
Hidayat**

Diagnostics Service
& IT Director

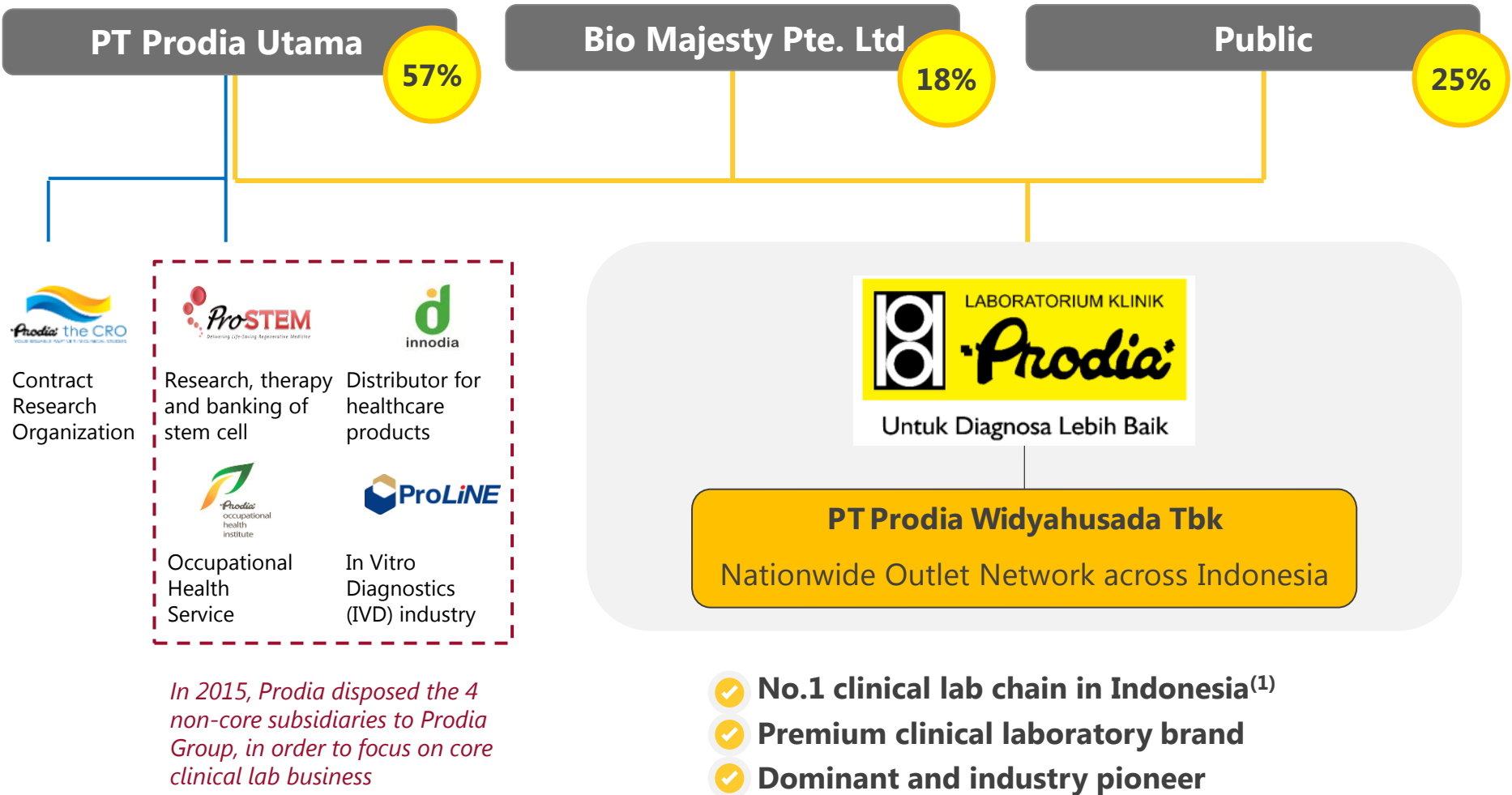


31 Years of Experience

**Tetty
Hendrawati**

Independent
Director

Shareholder Composition



(1) Based on revenue share and network size



Growth Strategy

Growth Strategy (Pre-COVID-19)

A

Near-term



Expand our presence and grow our **network of outlets** in both existing and new markets in Indonesia



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



Enhance internal **operating efficiency**



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

B

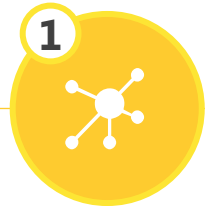
Long-term



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

Near Term Growth Plan (Pre-COVID-19)

Prodia's Network Expansion Plan 2016 - 2021



Expand Network of Outlets

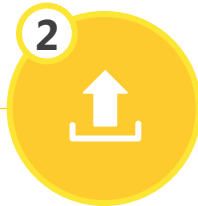
3¹ regional referral labs

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



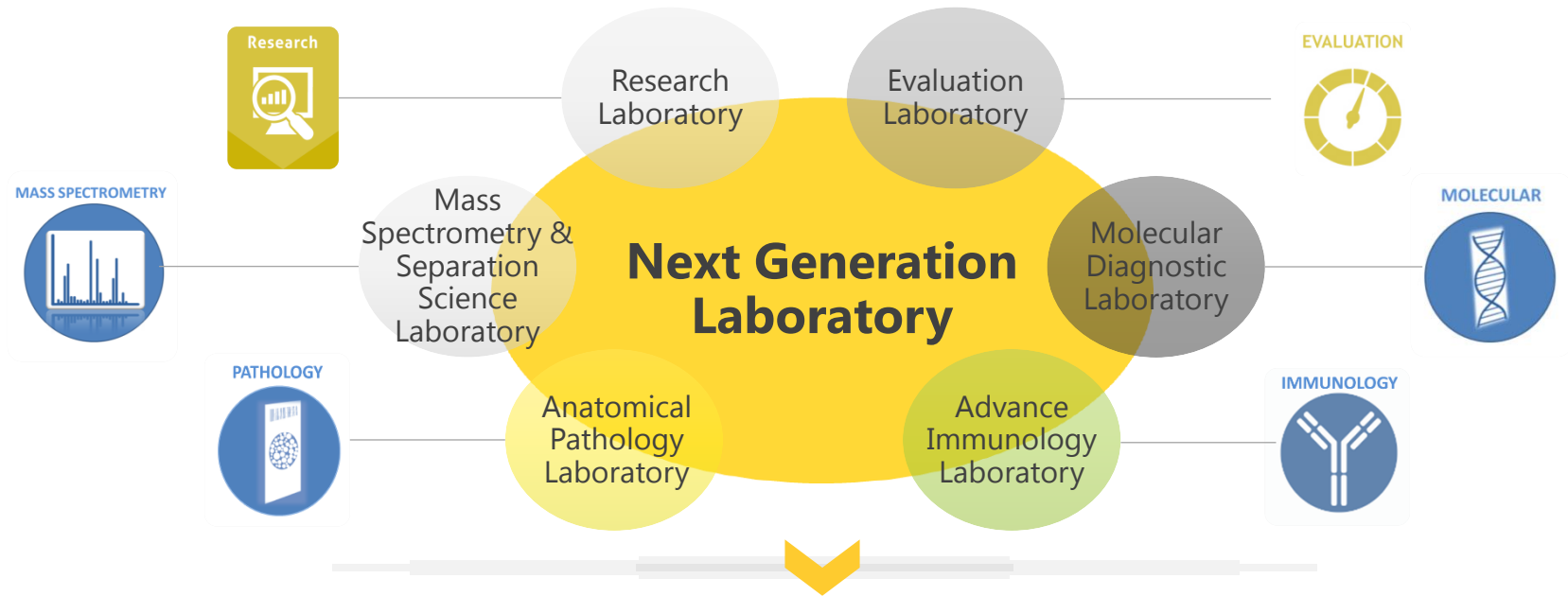
Enhance Operating Efficiency



Focus on Quality

1) Per 9M2019, referral labs and specialty clinics target are revised to 3 (Three) and 10 (Ten) respectively, 2) Specialized clinic facilities for specific customer types; Includes Prodia Children's Health Center ("PCHC"), Prodia Women's Health Center (PWHC), and Prodia Senior Health Center ("PSHC").
3) Prodia Health Care (PHC), which in addition to being clinical laboratories, PHC Clinics offers wellness services focusing on preventive care.

Leader in Next Generation Technology



**Personalized Treatment
and Prevention**

The Concept of Precision Medicine

Targeted Therapy



Global initiative to move towards personalized treatment and prevention



Leverages genomics, proteomics, and metabolomics analysis



Key to the successful offering of precision medicine is the availability of diagnostic information



FY2016-2020 Total Outlets & Development Targets

FY2016 259 Outlets	129 Clinical Labs	118 POC Outlets	9 Hospital Labs	2 Specialty Clinic
FY2017 283 Outlets	136 Clinical Labs	130 POC Outlets	11 Hospital Labs	5 Specialty Clinic
FY2018 292 Outlets	143 Clinical Labs	128 POC Outlets	14 Hospital Labs	7 Specialty Clinic
FY2019 287 Outlets	147* Clinical Labs & 5 (five) PHCs	122 POC Outlets	14 Hospital Labs	4** Specialty Clinic
1H2020 285 Outlets	148* Clinical Labs & 5 (five) PHCs	121 POC Outlets	12 Hospital Labs	4** Specialty Clinic
FY2020 Target Open	1-3 Clinical Labs	20 POC Outlets	1-2 Hospital Labs	1 Specialty Clinic

*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)

RESPONSE TO COVID-19 PANDEMIC

Develop COVID-19 Related Test:
PCR & Serological testing

Create New Ways of Service:
Cleanliness, Safety, Convenience

Broaden Access Channel for Customer:
Physical & On-line

Accelerate Digital Transformation:
Enhance Digital Platform

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

Revisit Budget and Strategy:
Prudent Cost Management

People Management during COVID-19 Pandemic:
In line with Business Continuity Plan guideline

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



1H2020 Business & Financial Updates

New Test Developments

Value-based Lab Testing



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. Immunity Panel**
- 27. Multivitamin Panel**



Diagnostic

26. Jak2 Mutation
27. Kidney Stone Analysis (FTIR)
28. AMA & ASMA IF
29. CT/NG RT PCR (Geneexpert)
30. MTB/MOTT-DNA PCR
31. Fragmentation of DNA Sperm
32. Rotavirus Antigen
33. Anti-AChR Binding
34. ANCA IF
- 35. Lymphoma Panel**
- 36. SARS-CoV-2 RNA**



Targeted Therapy

36. Jak 2 Mutation
37. Mutation EGFR
38. Mutation EGFR ctDNA
39. Estrogen Receptor
40. Progesteron Receptor
41. HER2/neu
42. Ki67
43. BCR ABL (Geneexpert)
44. Ultrasensitive Mutation EGFR ctDNA (T790M)
45. Oncoprecise



Pharmacogenomics

46. Warfarin Indiv Test (CYP2C9 & VCORC1 genotype)
47. CYP2C19

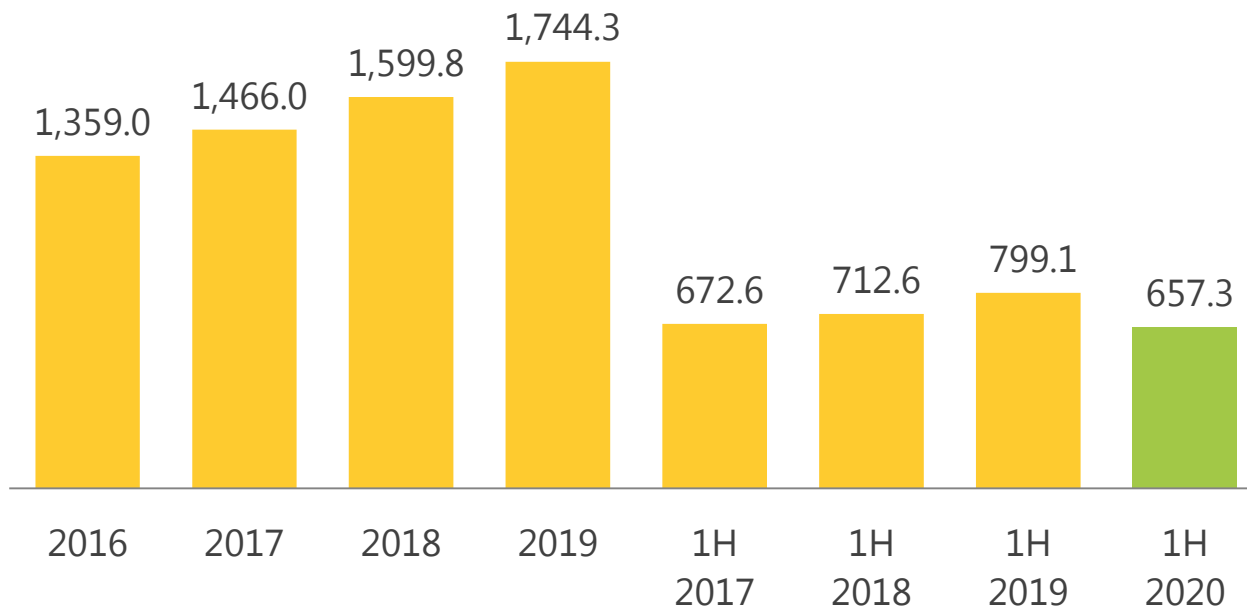
**added in 2020*

1H2020 Revenue (Unaudited)

Revenue (in IDR Billion)

FY16-FY19 CAGR +8.7%

1H19-1H20 growth: -17.7%



Visit and volume were slowing down on April & May 2020 due to COVID-19 outbreak in Indonesia

Financial Summary 1H2020 (Unaudited)



(in IDR Bn)

1H2020

1H2019

Change

Revenue

657.29

799.09

-17.7%

Gross Profit

337.84

468.77

-27.9%

EBIT

-36.88

75.63

-148.8%

EBT

-16.80

100.24

-116.8%

Net Income

-12.09

81.69

-114.8%

EPS

-12.90

87.14

-114.8%

Thank You

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