



# FY2020 Results Update



EMBRACING  
FUTURE  
HEALTHCARE



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# Corporate Overview

1



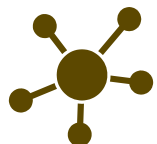
**IDR 1.87 Trillion**  
FY2020 Revenue



**>3.06 Million**  
Patient Visits in 2020



**>13.99 Million**  
Tests Volume Performed in 2020



**267 Outlets**  
in 34 Provinces and 128 Cities  
throughout Indonesia (Dec 2020)

- Established in 1973 with strong track record for **more than 47 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 **39.2%\* market share** in Indonesia
- **The first and the only Clinical Independent Lab with CAP<sup>(1)</sup>** (College of American Pathologists) **accreditation** in Indonesia since 2012
- 1<sup>st</sup> clinical laboratory in Indonesia to received **NGSP<sup>(2)</sup> certification for HbA1c<sup>(3)</sup> testing** as well as **SNI ISO 15189<sup>(4)</sup>**

\*Based on revenue, IQVIA Analysis (2020)

(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

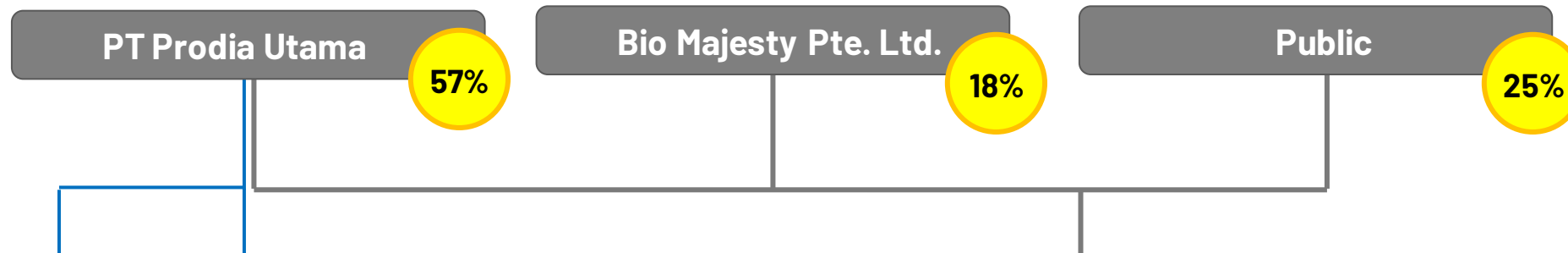


# Strong Track Record in Clinical Laboratory Testing





# 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*



**PTProdia Widyahusada Tbk**

Nationwide Outlet Network across Indonesia

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

(1) Based on revenue share and network size



# Market Overview

2





# Indonesia Economic Outlook

# 4.0% – 5.0%

Indonesia's GDP Growth Projection for 2021

## GDP Growth Projection 2021

	Indonesia	World
Indonesia's Govt'	5.0%	N/A
World Bank	4.4%	4.0%
Organization for Economic Cooperation and Development (OECD)	4.0%	4.2%
Asian Development Bank (ADB)	4.5%	N/A
International Monetary Fund (IMF)	4.8%	5.5%

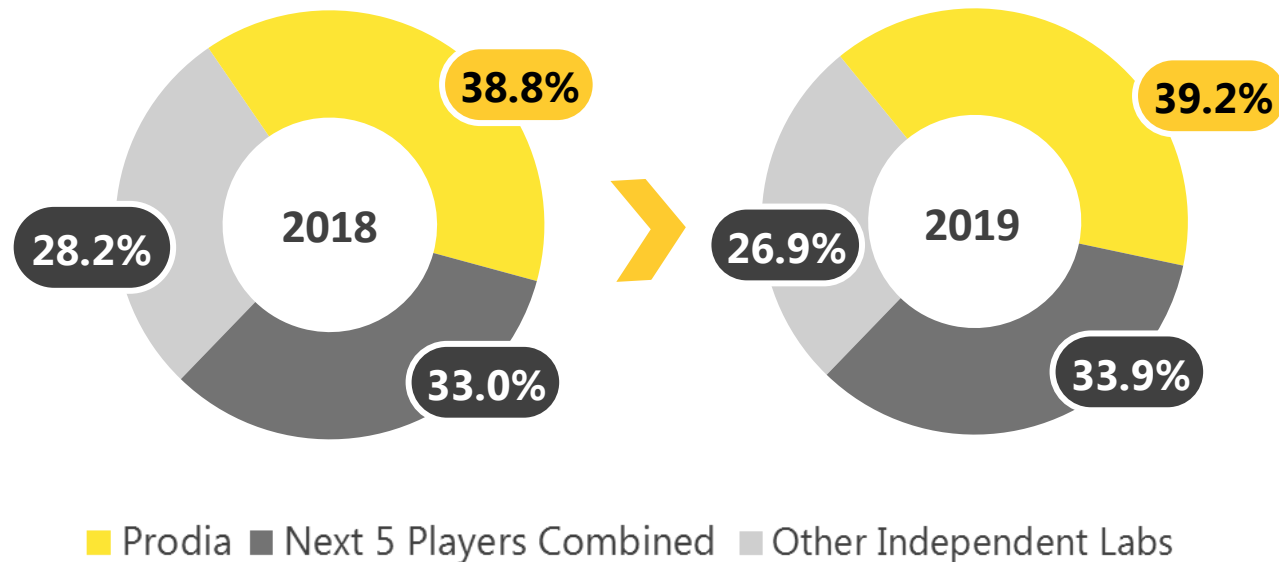
Indonesia's economic recovery and improvement in 2021 will be supported by the **effectiveness of COVID-19 pandemic containment efforts**, including the vaccination programs.

# Investment Highlight

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# 1. Largest Network & Market Share in Independent Clinical Lab Industry

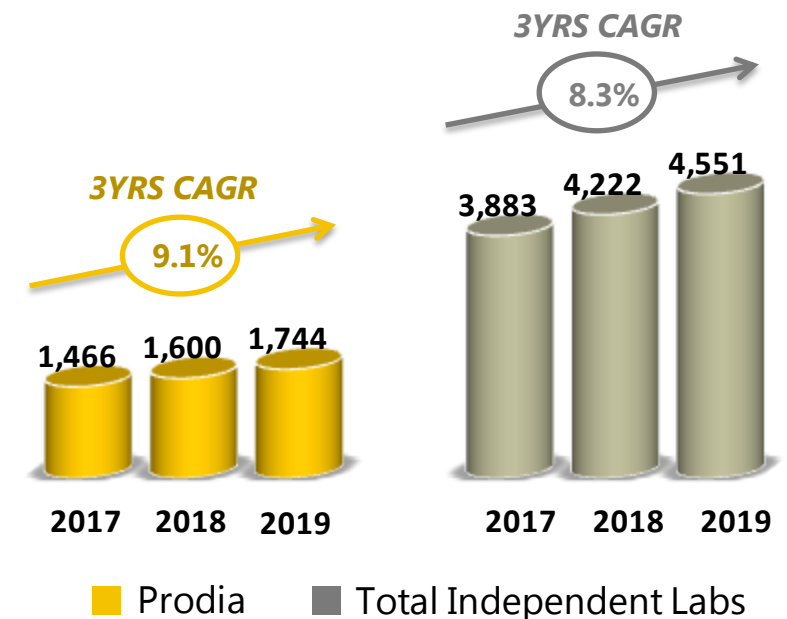
**Market Share by Revenue**  
Independent Clinical Labs (2018 & 2019)



Source: IQVIA Analysis(2020)

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

**Prodia vs Total Independent Labs**  
(Billion IDR)

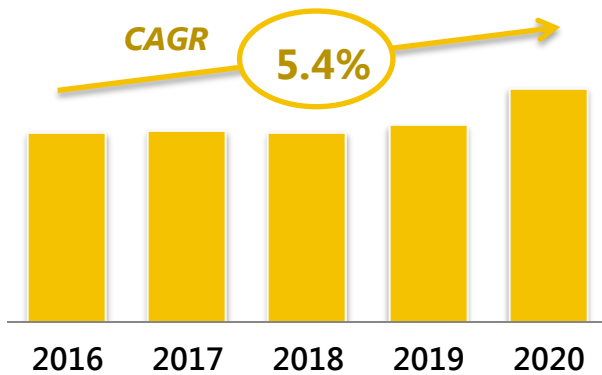


Source: IQVIA Analysis(2020), Company calculation

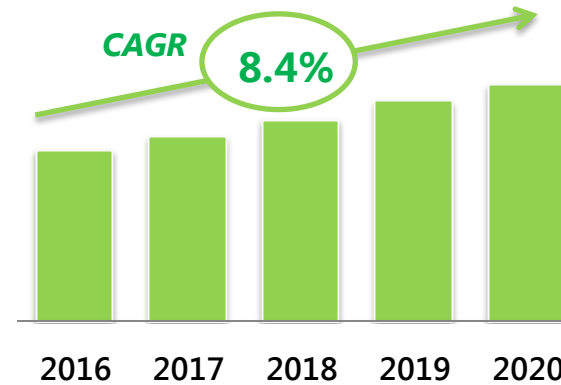
## 2. Strong Operational Track Record



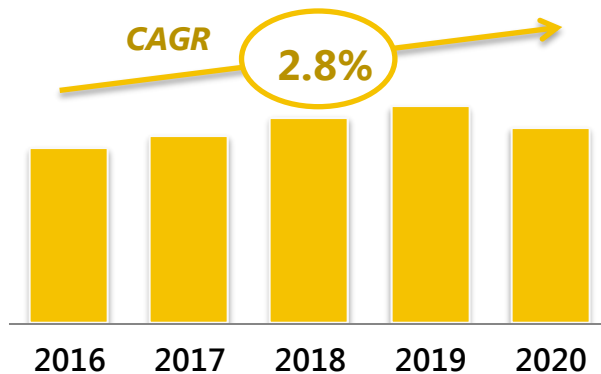
**VISITS**



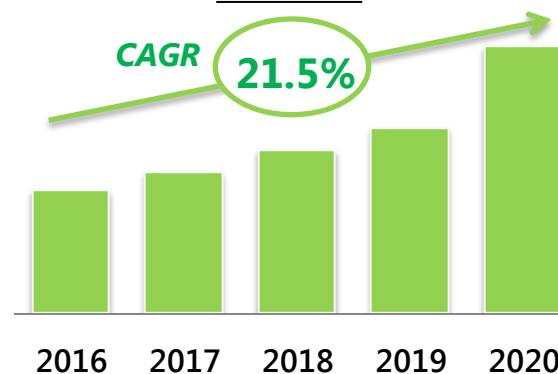
**REVENUE**



**REVENUE PER VISIT**












**EBITDA**







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

### 3. Comprehensive Service Offering with Multiple Customer Segments

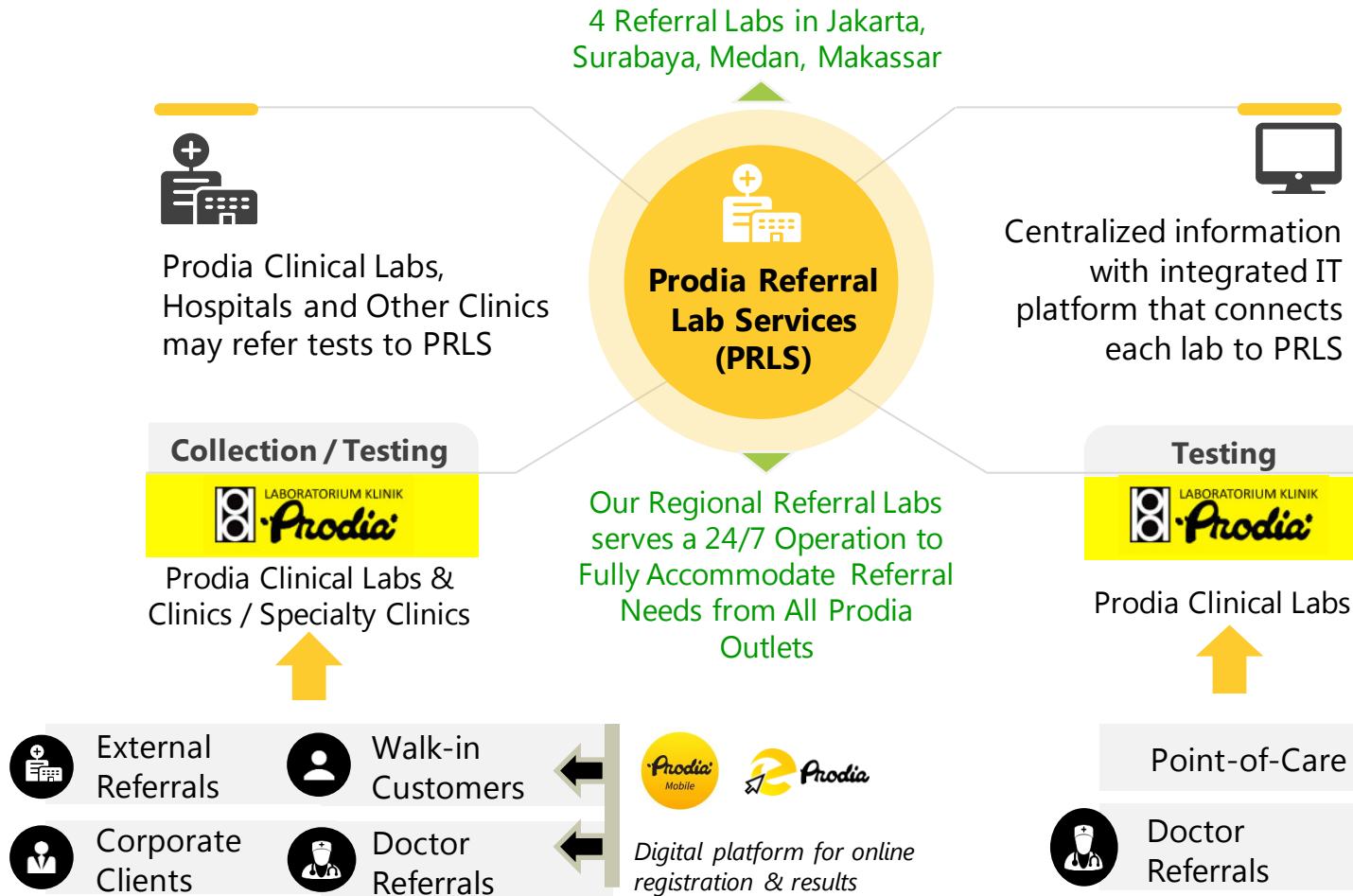


 <b>Routine Testing</b>	 <b>Non-Laboratory Testing</b>	 <b>Specialty Clinics</b>
 <b>Esoteric Testing</b>	 <b>Referral Lab Services</b>	 <b>Doctor Consultation</b>
 <b>Predictive, Preventive, Personalized Package Testing</b>	 <b>General Medical Check-Up Services</b>	 <b>Preventive Treatment</b>

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

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

## 4. 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



## 5. 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  
**>61,000 doctors in 2020**  
(increased by 11% vs. 2019)

### 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.**





## 6. 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



**Scott Andrew  
Merrillees**  
Independent  
Commissioner



**Lukas Setia  
Atmaja**  
Independent  
Commissioner



**Dewi  
Muliaty**  
President Director



**Liana  
Kuswandi**  
Finance Director



**Indriyanti Rafi  
Sukmawati**  
Business &  
Marketing Director



**Andri  
Hidayat**  
Diagnostics Service  
& IT Director



**Tetty  
Hendrawati**  
Independent  
Director

# 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**



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

# Prodia's Network Expansion Plan 2016 - 2021



1



## Expand Network of Outlets

**3<sup>1</sup>** 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

**10<sup>1</sup>** new specialty clinics<sup>2</sup> over next five years

2



## Upgrade Clinical Labs

Upgrade up to **39** clinical labs to PHC<sup>3</sup> Clinics

**24** Clinical Lab Improvements

3



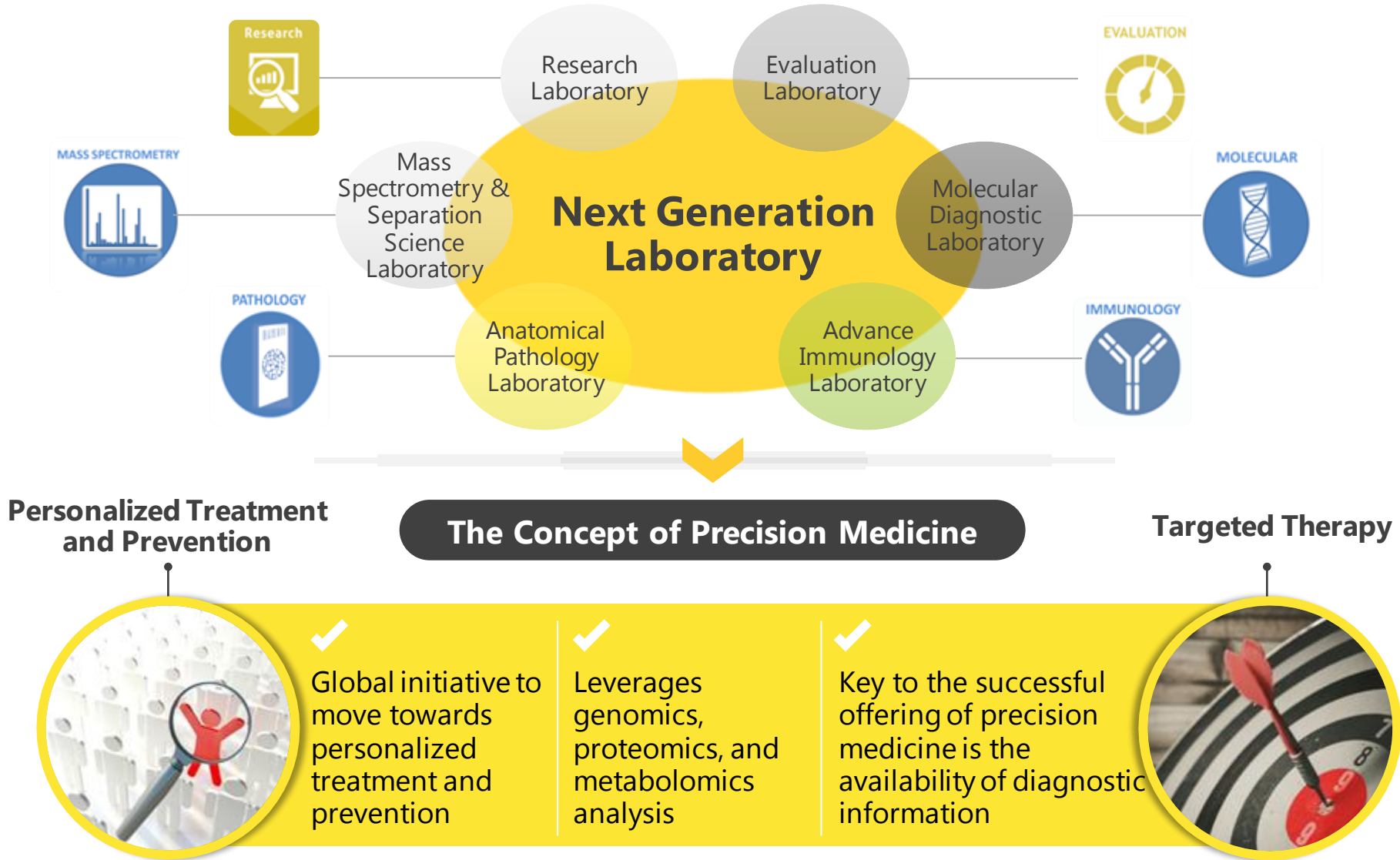
## Enhance Operating Efficiency

4



## Focus on Quality

# Leader in Next Generation Technology



# 2020 Sustainability Highlights

## The Prodia Education & Research Institute (PERI)

- Scholarships for researchers for Diploma, Bachelor, Master and Doctoral levels.
- Grant Research Funds
- The Indonesia Biomedical Journal

## Women's Leadership

- The presence of 5 women in the Board of Directors and Commissioners (5 of 10 BOD/C or 50%)
- More than 50% of women hold middle and senior level management positions
- More than 70% of women's involvement in research and development of the latest health screening tests
- 74% female employees

## Scholarship, Education & Training

- Training for Employees
- The average number of training hours per employee is 15.5 hours for in-class training and 10.5 for online training

## Thalassemia Screening

More than 1,000 people participated in thalassemia screening activities and education about thalassemia in several cities in Indonesia.

## Education for Customers and Health Workers

- seminars for customers
- seminars for doctors
- seminars for corporate clients
- More than 300 Webinars during Pandemic

## Prodia Response to COVID-19 Pandemic !

- Forming **BCP (Business Continuity Plan) Team & Plan-Forward Team**
- **Product/Lab Testing** – from wellness test to Covid-19 Testing
- Enhance **Digital Platform & Lab Equipment**
- **Keep promoting P4 medicine** while providing COVID-19 Testing

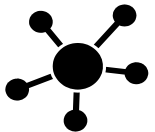
# Response to COVID-19 Pandemic



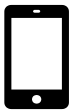
**Develop COVID-19 Related Test:**  
PCR & Antibody testing



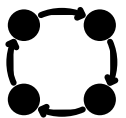
**Create New Ways of Service:**  
Cleanliness, Safety, Convenience



**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:**  
In line with Business Continuity Plan guideline



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





# Response Capacity

## Our Agility & Contribution during COVID-19 Pandemic



**The first positive confirmed case of Covid-19 in Indonesia by President Joko Widodo on March 2<sup>nd</sup>, 2020.**

At that time, there were two residents from the city of Depok declared exposed to the corona virus.

After the announcement of the findings of the Covid-19 case in Indonesia, the number of positive patients with Covid-19 continued to grow.



**BCP COVID-19: Activated on 17 March 2020**

**BCP Team produce and manage: Guidelines related to COVID-19**

\*BCP = Business Continuity Plan



### **Guidelines:**

- 1) **Determination of COVID-19 Impact Zones & Actions Done**
- 2) **Concern for Patient Safety**
- 3) **Rules for Employee (personal hygiene concern)**
- 4) **Rules of External Communication on behalf of Company**
- 5) **Rules for WFH, WFO, Shift ON/Off of Employee**

**Daily Update and Monitoring**

# Our Contribution to Society



**MCU for medical staff** at "Rumah Sakit Darurat Wisma Atlet"

CSR Program : **1000 donation** of Rapid Test Antibody (collaboration with Hospitals)

Became one of the **official network** laboratories of BNPB

Actively become **Webinar Organizer** for Customer Education

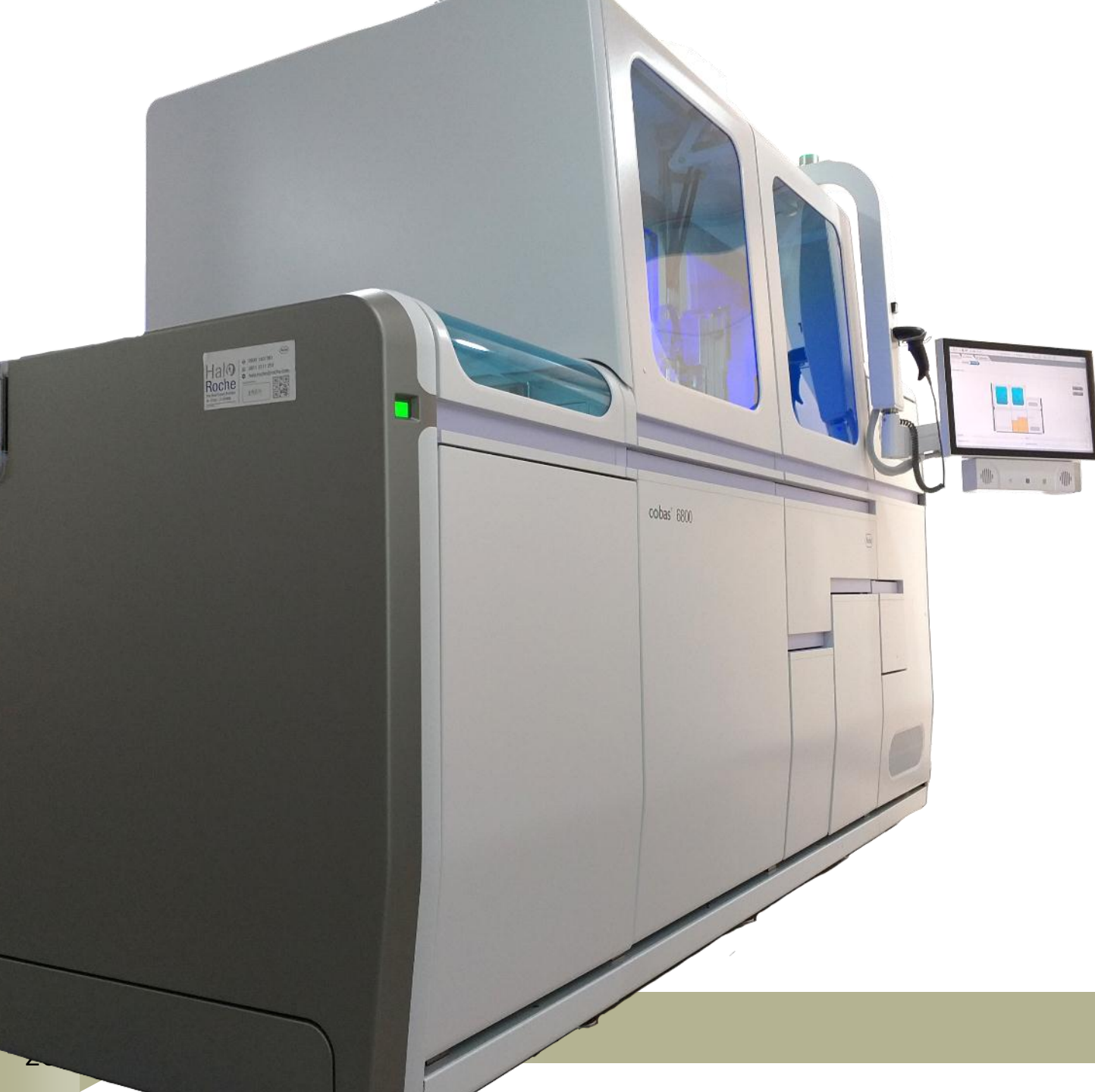
Actively **coordinate with local regulator** where Prodia's branch exist

**Collaboration with Hospitals**, doctors and other healthcare providers to conduct PCR's tests

**CSR Program:** donation of Rapid Test Antibody related to preparation of New Normal (West Jakarta)

**PPE Donation** from each Regions to local impacted societies

Providing **supporting tests related to COVID-19** i.e. hs-CRP; Rontgen; etc.



Prodia is the **first Private Lab in Indonesia** to use fully automated **Cobas 6800** for RT-PCR COVID-19 testing and appointed as a part of the National Reference Laboratory Network for the RT-PCR COVID-19 Testing.

More than **239K** RT-PCR COVID-19 testing performed in 2020

# Business Update

5

# 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

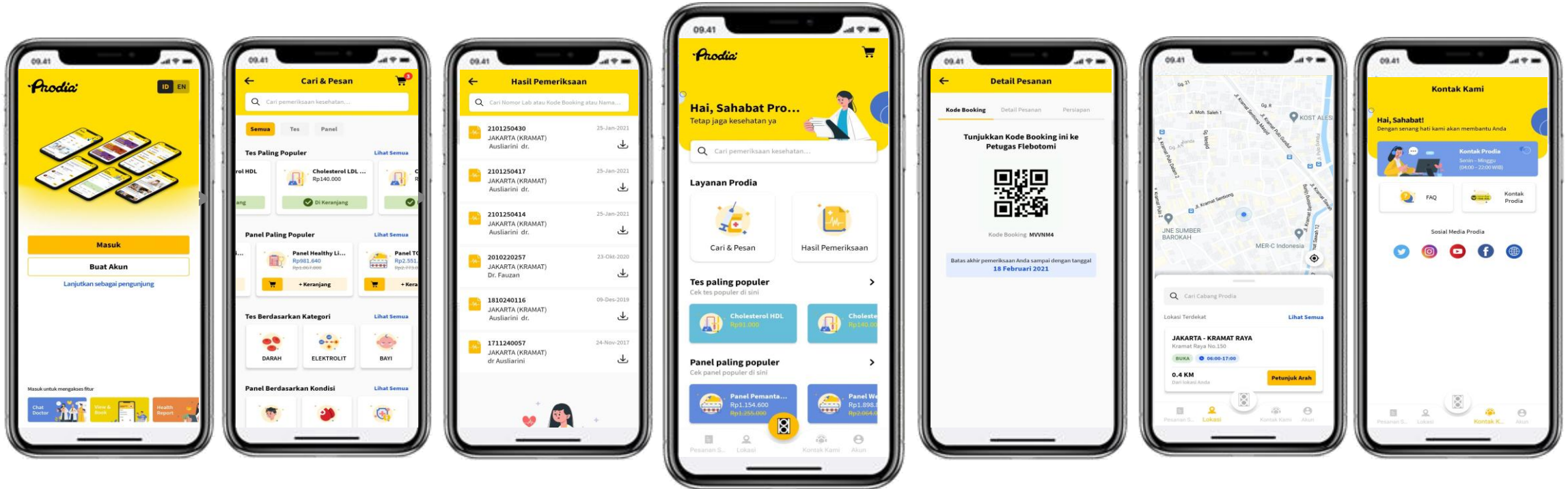


## Lab Testing In COVID-19 Pandemic

- 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 Increase Customer Satisfaction

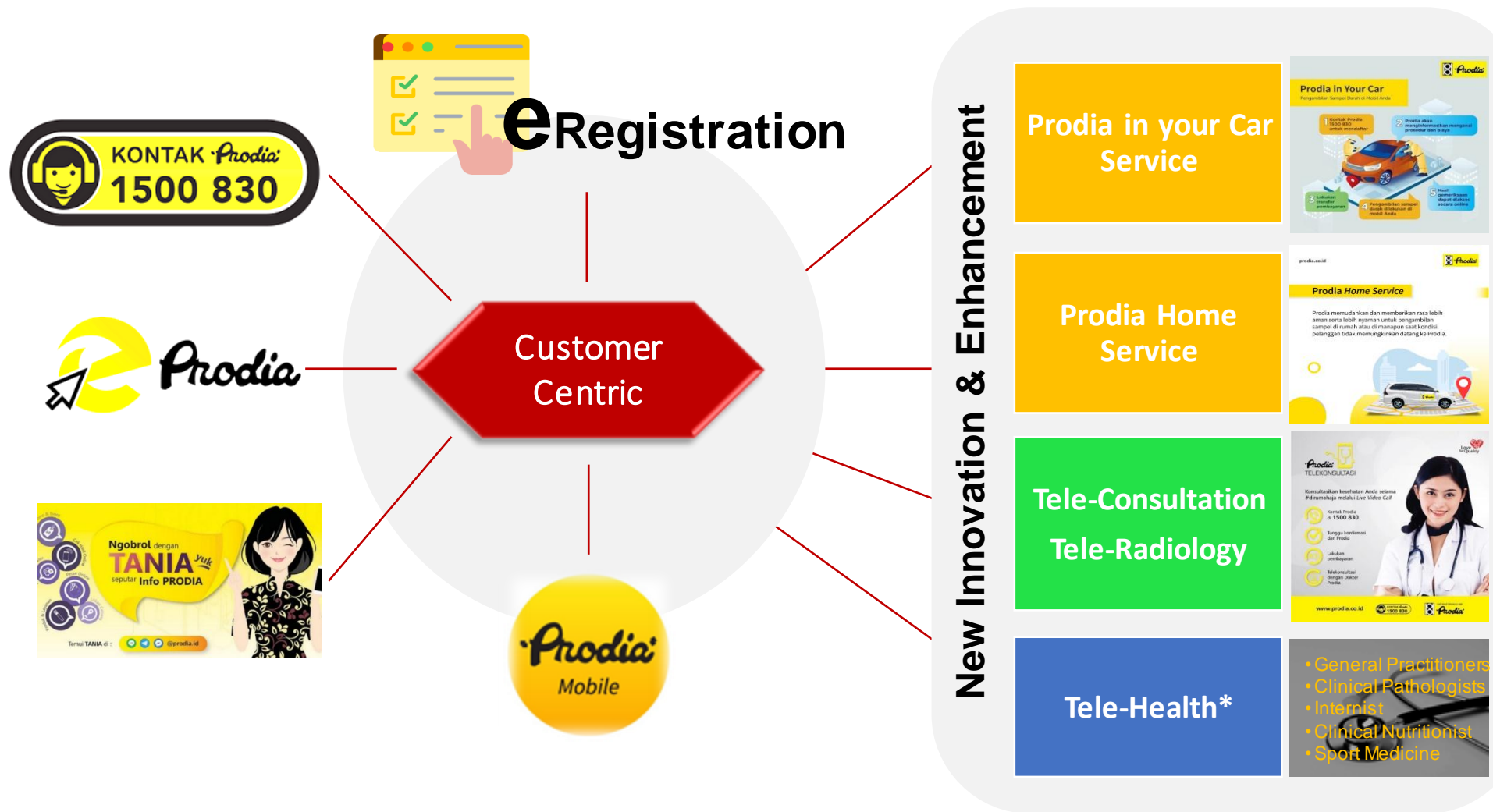


Prodia has enhanced its digital platform services  
New Prodia Mobile Ver. 3 – Launched in Jan 2021



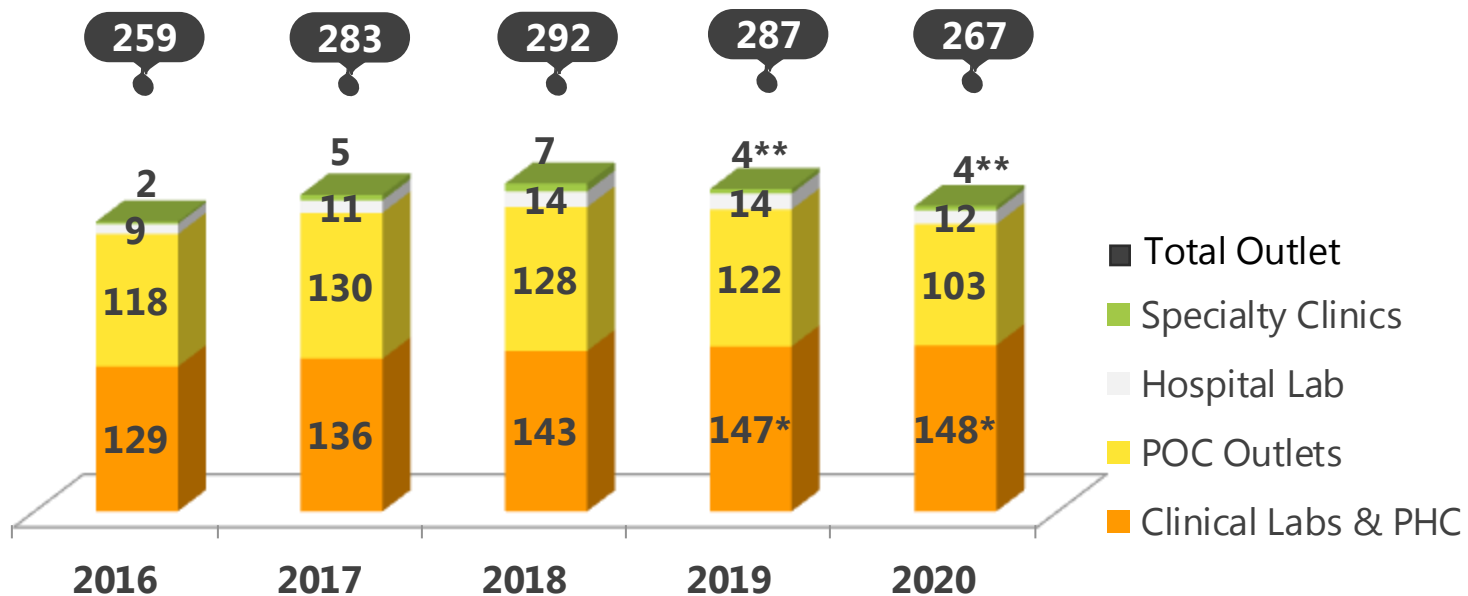


# Customer Centric Model



# Outlet Development

## 2016-2020 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**



### Diagnostic

28. Jak2 Mutation
29. Kidney Stone Analysis (FTIR)
30. AMA & ASMA IF
31. CT/NG RT PCR (Geneexpert)
32. MTB/MOTT-DNA PCR
33. Fragmentation of DNA Sperm
34. Rotavirus Antigen
35. Anti-AChR Binding
36. ANCA IF
37. **Lymphoma Panel**
38. **SARS-CoV-2 RNA**
39. **Analysis of Gallstones (FTIR)**
40. **Systemic Sclerosis Profile**
41. **Interleukin -6 (IL-6)**

*\*added in 2020*



### Targeted Therapy

41. Jak 2 Mutation
42. Mutation EGFR
43. Mutation EGFR ctDNA
44. Estrogen Receptor
45. Progesteron Receptor
46. HER2/neu
47. Ki67
48. BCR ABL (Geneexpert)
49. Ultrasensitive Mutation EGFR ctDNA (T790M)
50. Oncoprecise



### Pharmacogenomics

51. Warfarin Indiv Test (CYP2C9 & VCORC1 genotype)
52. CYP2C19

## New Tests Development

**14** New Tests Launched in 2020

# COVID-19 Related Tests



**Prodia**

**SARS-CoV-2 RNA (PCR COVID-19)**  
Skrining & Konfirmasi COVID-19 Sekaligus

Info lebih lanjut hubungi:  
**KONTAK Prodia**  
**1500 830**



**Prodia**

PRODIA SIAP MELAYANI

**Serologi Anti SARS-CoV-2 (Immunoassay)**

Mendeteksi antibodi yang terbentuk spesifik terhadap infeksi SARS-CoV-2.

Info lebih lanjut hubungi  
**KONTAK Prodia**  
**1500 830**



prodia.co.id

**Prodia**

Prodia Siap Melayani

**Anti SARS-CoV-2 Kuantitatif (S-RBD)**

Bermanfaat untuk pemantauan pada:

1. Penyintas COVID-19
2. Pasien pasca vaksinasi COVID-19
3. Terapi plasma konvalesen

Info lebih lanjut: **KONTAK Prodia**  
**1500 830**



TELAH TERSEDIA

### Prodia WELLNESS Genomics (PWG)

Prediksi risiko 36 jenis penyakit pada pria dan 39 jenis penyakit pada wanita, meliputi kelompok penyakit kanker, diabetes, hipertensi, vaskular, autoimun, dan muskuloskeletal berdasarkan profil genomik.



TELAH TERSEDIA

### Prodia Bone, Muscle and Joint Genomics

Prediksi risiko 6 penyakit terkait tulang, otot dan sendi yang meliputi *achilles tendinopathy*, *ankylosing spondylitis*, *high myopia*, *osteoarthritis*, *rheumatoid arthritis*, *gout* (pada pria), dan *osteoporosis* (pada wanita) berdasarkan profil genomik.



Low risk achilles tendinopathy



High risk achilles tendinopathy

Info lebih lanjut hubungi



The collateral damage of COVID-19: cardiovascular disease, the next pandemic wave

Finally, we provide PULS a blood test for the leading cause of Heart Attacks: Unstable Cardiac Lesion Rupture.

PULS (Protein Unstable Lesion Signature) Test measures 9 most clinically-significant protein biomarkers, THAT CAN TELL YOU WHAT IS YOUR 5 YEAR RISK OF A HEART ATTACK OR STROKE?

PULS Profile



Your personalized 5-Year Cardiac Profile of Unstable Cardiac Lesion Rupture (Heart Attack)

Heart Age



Your "Heart Age" which shows your Cardiac Score relative to your Age and Gender group

Lifestyle Changes



Recommended lifestyle modifications that may help maintain or improve your

Did you know?  
50% of Heart Attack victims have normal cholesterol.



### Prodia Skin & Hair

Prodia Skin and Hair Genomics is a genomic test to identify skin and hair health condition and tendencies. The test consists of 3 (three) chapters, 6 groups, and 33 panels (trait) related to condition and nutrition adequacy of skin and hair.

New  
Esoteric &  
Genomic  
Tests

# Marketing Activities

Keep Communicating and Educating Customer

**WEBINAR**

**Persiapkan Kesehatan Anak yang Optimal pada Masa Pandemi COVID-19**

Minggu, 26 Juli 2020 | 09.30 - 12.00 WIB

Dr. dr. Aman Bhakti Pulungan, Sp.A(K), FAAP, FRACP

"Rekomendasi IDAI Terkait Kesehatan Anak pada Masa Pandemi COVID-19"  
dr. Yogi Prawira Sp.A(K)

"Persiapkan Nutrisi untuk Imunitas Anak pada Masa Pandemi COVID-19"  
Dr. dr. Aryono Hendarto, Sp.A(K)

"Layanan Pemeriksaan Laboratorium pada Anak"  
Elva Aprilia Nasution

Link Webinar: <https://bit.ly/WebinarAwamKesehatanAnak>

Live Streaming Laboratorium

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**Teman Diabetes** **SOYJOY** **Prodia**

**Kelas Edukasi Online**

**"Pengaruh Kolesterol Terhadap Kondisi Diabetes"**

Narasumber:  
**dr. Indra Wijaya, SpPD-KEMD, M.Kes, FINASIM**

Minggu 19 Juli 2020 | Pk. 13.00-14.00 WIB

Link registrasi: <https://bit.ly/temandiabetes>  
Informasi hubungi: Caca (0818 492 341)

Doorprize:  
- Voucher Free Pe  
- Paket Eksklusif S

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**Prodia Live Talk**

Bersama  
**Prof. Dr. dr. Iris Rengganis SpPD-KAI FINASIM**

**"Allergy, Food Sensitivity and Food Intolerance"**

Senin, 20 Juli 2020  
Pukul 10.00-11.00 WIB

Live via Instagram  
**@Prodia\_Lab**

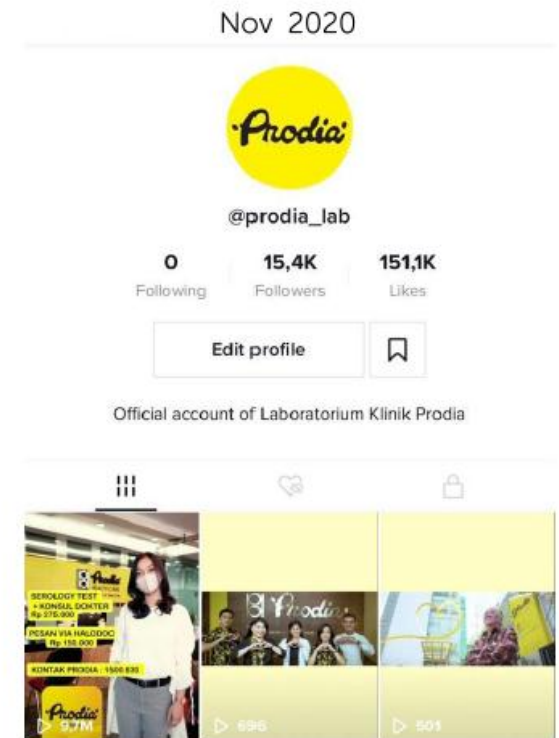
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# Social Media Activation





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
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## Webinar Linked to YouTube



Siasati Kolesterol di Masa Pandemi  
Cek Kesehatan Berkala, Pantau Ketat Kesehatan Kita

Ronit, 26 November 2020  
Pukul: 10.00 - 11.30 WIB

YouTube Channel:  
Laboratorium Klinik Prodia

Presiden:



Drs. dr. Samuel Oetoro, PhD, SpDK  
Spesialis GIGI, Spesialis Bedah & Endokrinologi  
Indragiri Sultan Sultanawati

Penyakit Menular Infeksi GIGI, Penyakit Infeksi Penyakit Tumor  
Dokter Spesialis

Dr. Adhikara Guruhana  
Penyakit Infeksi Penyakit Infeksi Penyakit Infeksi Penyakit Infeksi  
Head of Medical Management Food Order Technology Indonesia

Host:  
Iga Louisa Sawaji

IDI WEAYNI DKI JAKARTA PROUDLY PRESENT



WEBINAR

Diagnosis & Manajemen Infeksi HIV selama Pandemi COVID-19


27 November 2020

13.30 - 15.30 WIB


Link melalui aplikasi CISCO WEBEX MEETING:  
<https://bit.ly/WebinarHIV/AIDSProdia>  
Password: Prodia2020

Live on:  
Laboratorium Klinik Prodia Youtube Channel & Instagram @profesrubiain


Info dr. Ani Dili 1-800-6136 / Lomera 0822-3491-6231



Dr. Samuel Oetoro, PhD, SpDK  
Spesialis GIGI, Spesialis Bedah & Endokrinologi  
Indragiri Sultan Sultanawati



Dr. Adhikara Guruhana, Sp. Infeksi  
Spesialis Penyakit Infeksi Penyakit Infeksi Penyakit Infeksi



Dr. Iga Louisa Sawaji, Sp. Infeksi  
Spesialis Penyakit Infeksi Penyakit Infeksi Penyakit Infeksi

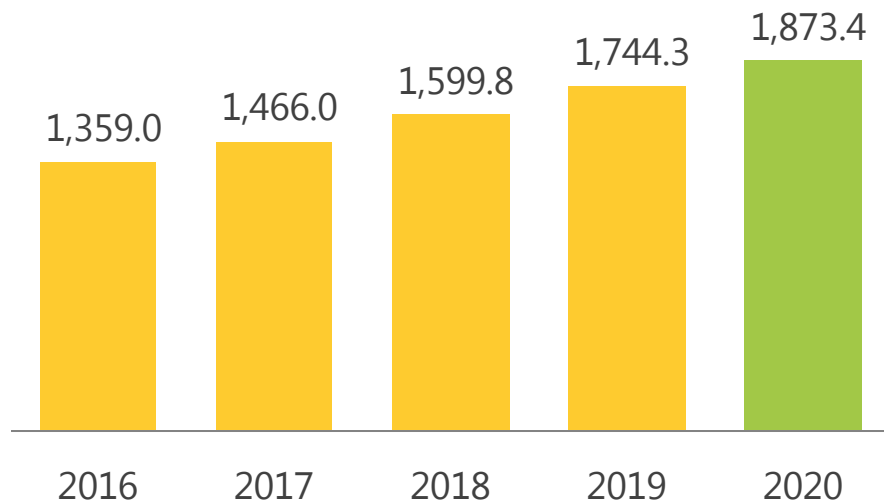
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# FY2020 Revenue

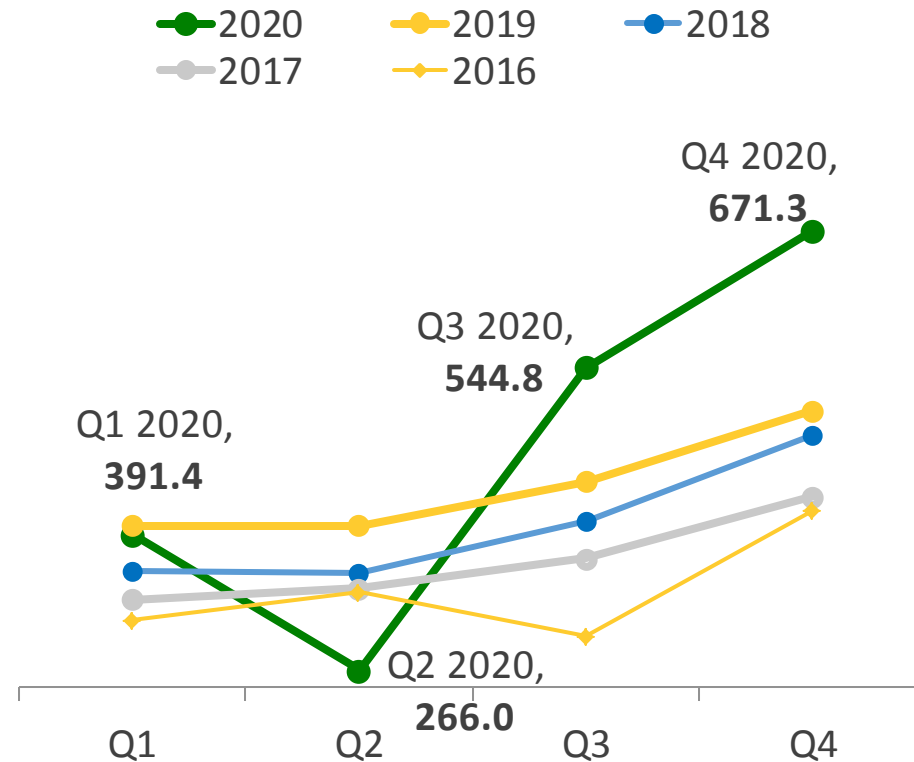
Revenue (Audited)  
in IDR Billion

**FY16-FY20 CAGR +8.4%**

**FY19-FY20  
growth: +7.4%**



Quarterly Revenue (Unaudited)  
in IDR Billion



- Revenue was increased +7.4% mostly driven by hospital and external referral segment
- V-Shaped recovery on quarterly revenue started in Q3 2020 due to visit improvement after relaxation on Govt's lockdown policy

# Financial Update

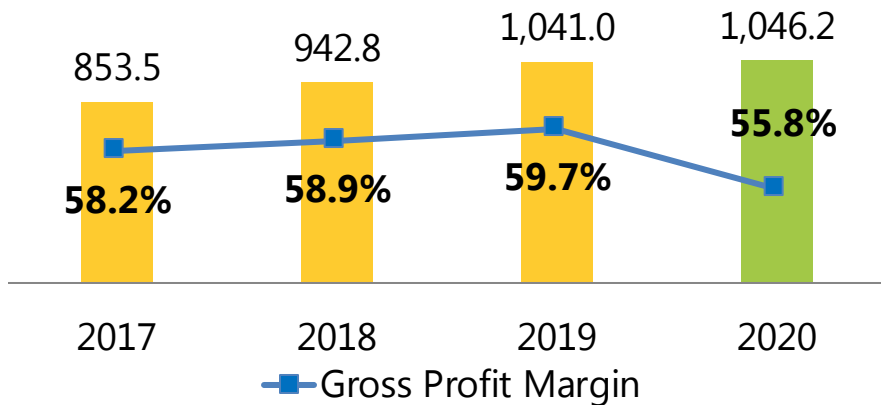
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# FY2020 Gross Profit & Net Income (Audited)

Gross Profit (in IDR Billion)

FY16-FY20 CAGR +7.0%

FY19-FY20  
growth +0.5%



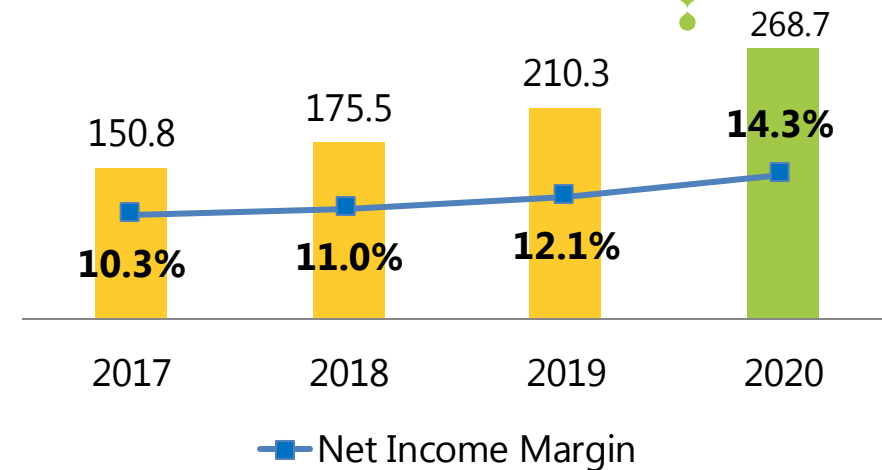
Gross Profit was declining as volume testing drop, raw materials cost increase, and additional on other material cost, such as PPE cost.



Net Income (in IDR Billion)

FY16-FY20 CAGR +21.2%

FY19-FY20  
growth +27.8%



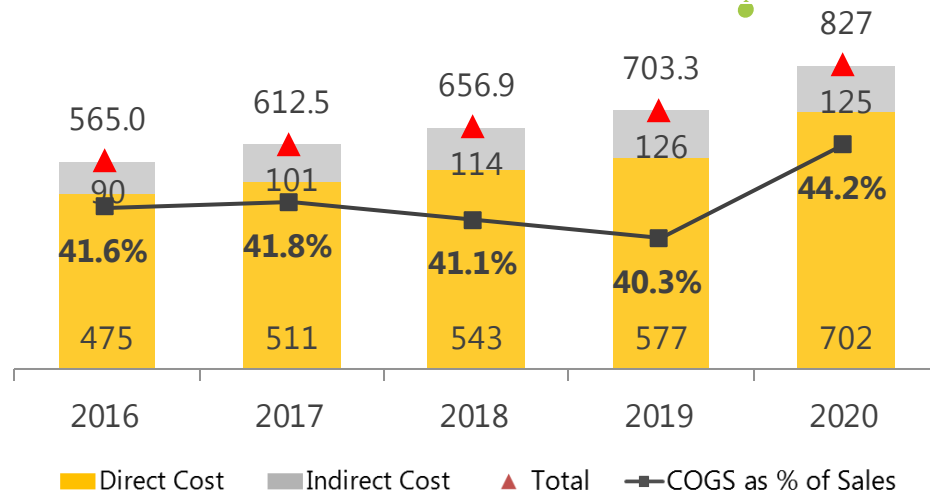
Net income improve as impact of top line recovery and some efficiencies on OPEX.

# FY2020 COGS & OPEX (Audited)

COGS (in IDR Billion)

**FY16-FY20 CAGR %COGS per sales +13.5%**

**FY19-FY20 %COGS per sales growth +17.6%**



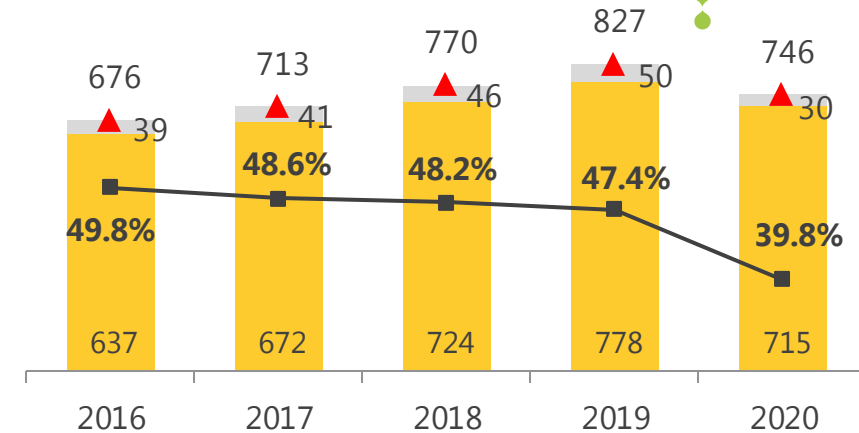
COGS as % percentage of sales weakened due to increase on raw material cost, additional PPE cost and test volume decline.



OPEX (in IDR Billion)

**FY16-FY20 CAGR %OPEX per sales -7.2%**

**FY19-FY20 %OPEX per sales growth -16.1%**



OPEX as % percentage of sales improve due to cost efficiency, both in G&A and marketing cost.

# FY2020 Financial Summary (Audited)



**(in IDR Bn)      FY2020      FY2019      Change**

Revenue      1,873.4      1,744.3      +7.4%

Gross Profit      1,046.2      1,041.0      +0.5%

EBIT      301.8      216.0      +39.7%

EBT      339.1      264.8      +28.1%

Net Income      268.7      210.3      +27.8%

EPS      291.6      224.3      +30.0%

EBITDA      455.0      316.0      +44.0%

**(in IDR Bn)      FY2020      FY2019      Change**

Total Asset      2,232.0      2,010.9      +11.0%

Total Equity      1,788.3      1,659.6      +7.8%

# Thank You!

For more information :

**PT Prodia Widyahusada Tbk**

**[investor.relation@prodia.co.id](mailto:investor.relation@prodia.co.id)**

Prodia Tower, Jl. Kramat Raya No. 150,  
Jakarta 10430, Indonesia

Phone +6221-3144182 ext. 3774, 3775

**[www.prodia.co.id](http://www.prodia.co.id)**

