

FY 2019 Results Update

March 2020

INN**VATE**
FOR BETTER HEALTH

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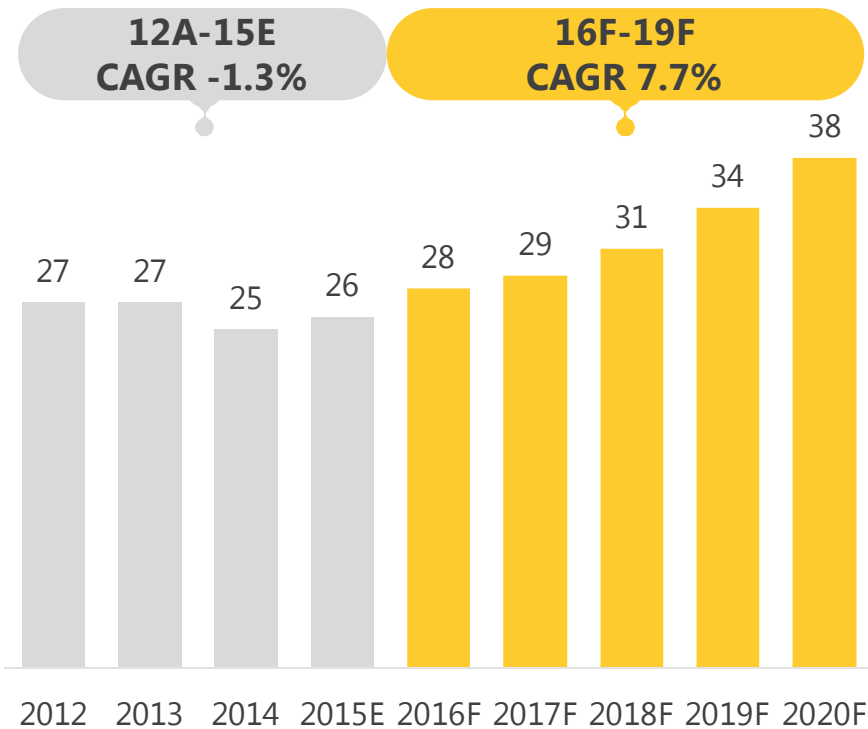


Market & Business Highlights

Growing Market for the Healthcare and Diagnostic Lab Sector

Indonesian Healthcare Market is Growing

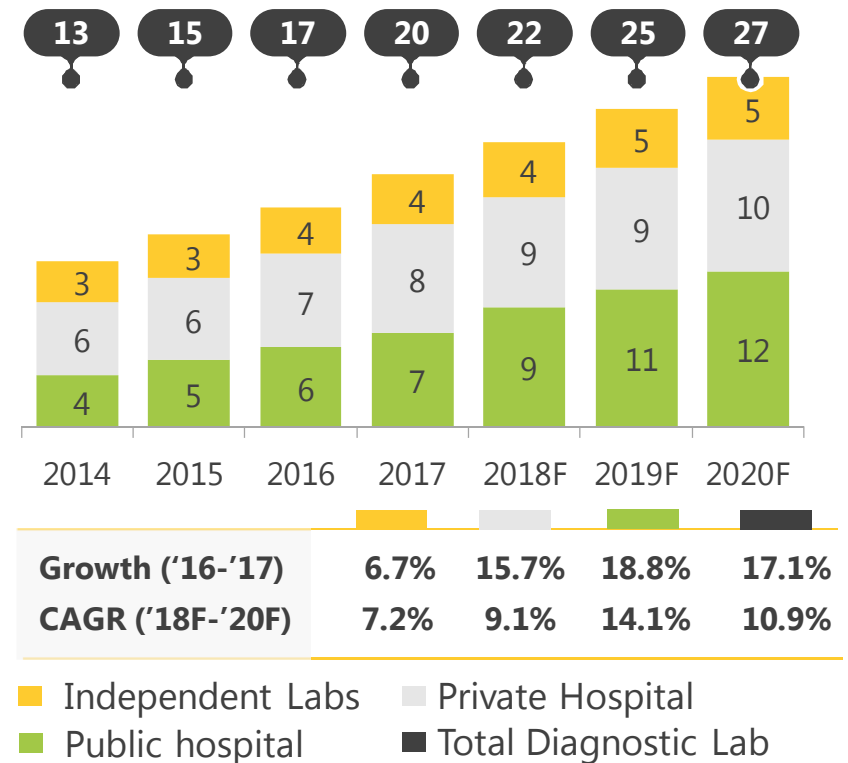
Market size by revenue; In USD Billion



Source: Frost & Sullivan Analysis (2016)

Indonesia Diagnostic Lab Forecasting

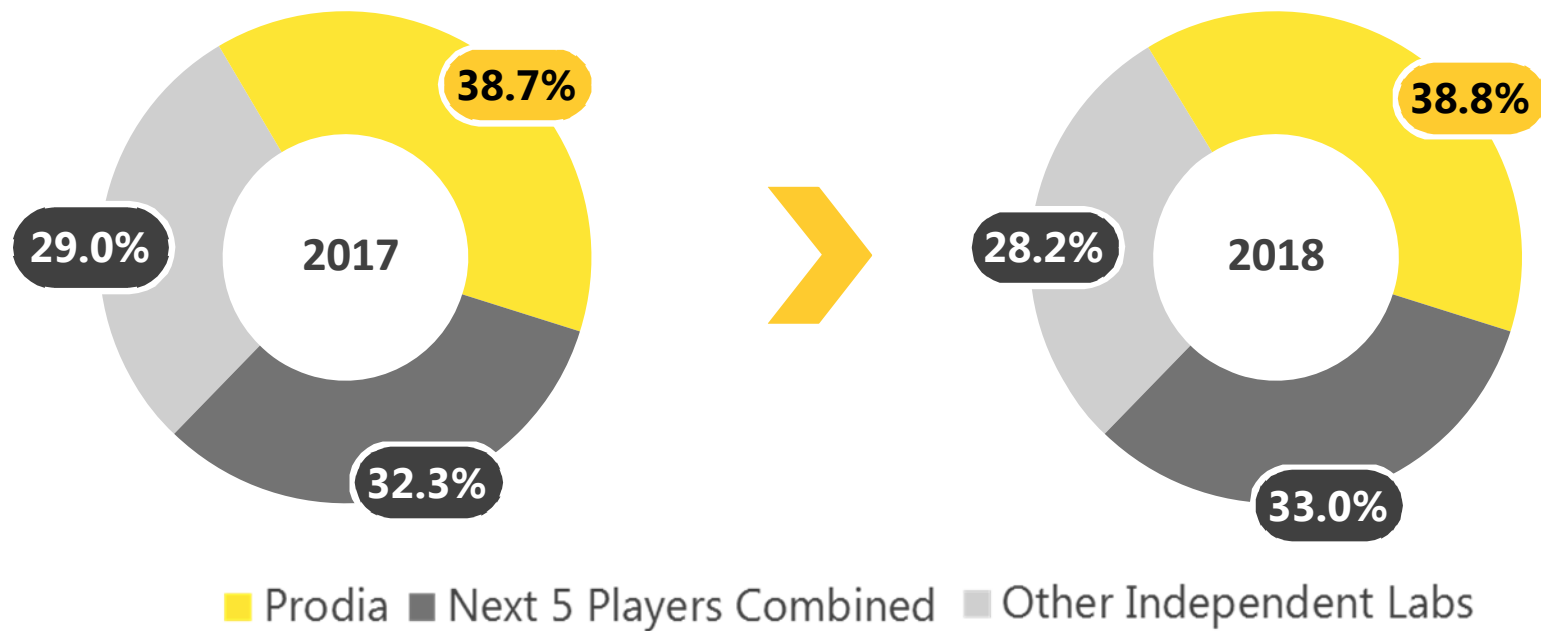
Market size by revenue; In IDR Trillion



Source: IQVIA Analysis (2018 & 2019)

Largest Network & Market Share in Independent Clinical Lab Industry

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



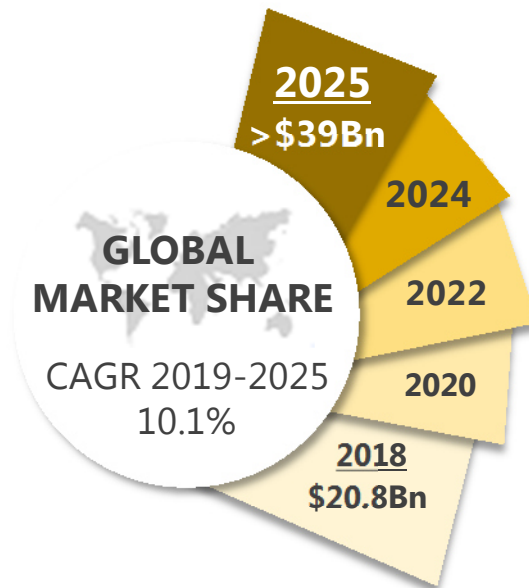
Source: IQVIA Analysis (2019)

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

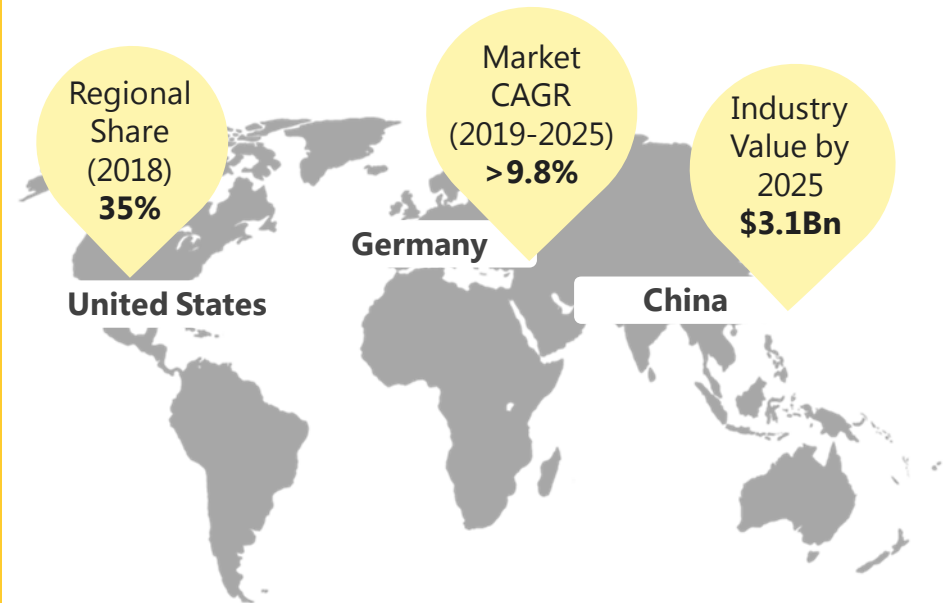
Potential Growth for Esoteric & Genetic Testing

Esoteric Testing Market

Global Statistic



Regional Outlook



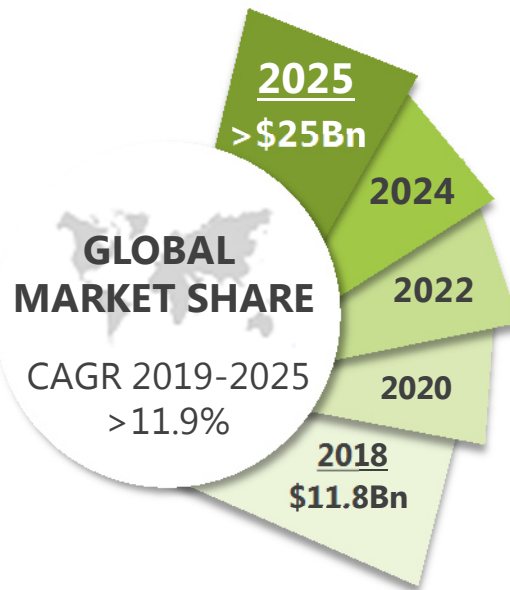
The Esoteric Testing Industry is projected to exceed USD 39 Billion by 2025

*Source: Global Market Insights, retrieved Jan 2020 from www.gminsights.com

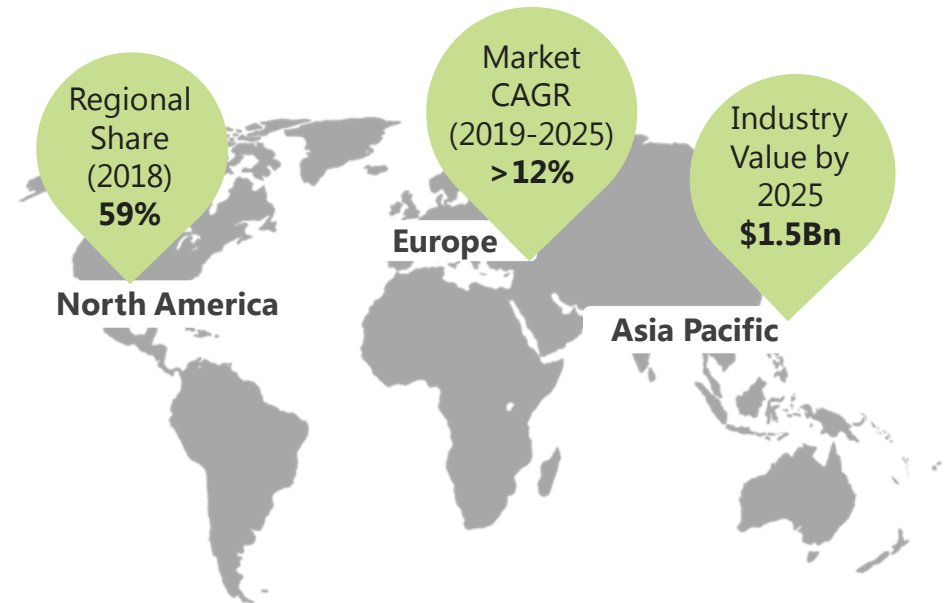
Potential Growth for Esoteric & Genetic Testing

Genetic Testing Market

Global Statistics



Regional Outlook














The Genetic Testing Industry is projected to exceed USD 25 Billion by 2025

*Source: Global Market Insights, retrieved Jan 2020 from www.gminsights.com

Comprehensive Service Offering

Targets Multiple Customer Segments

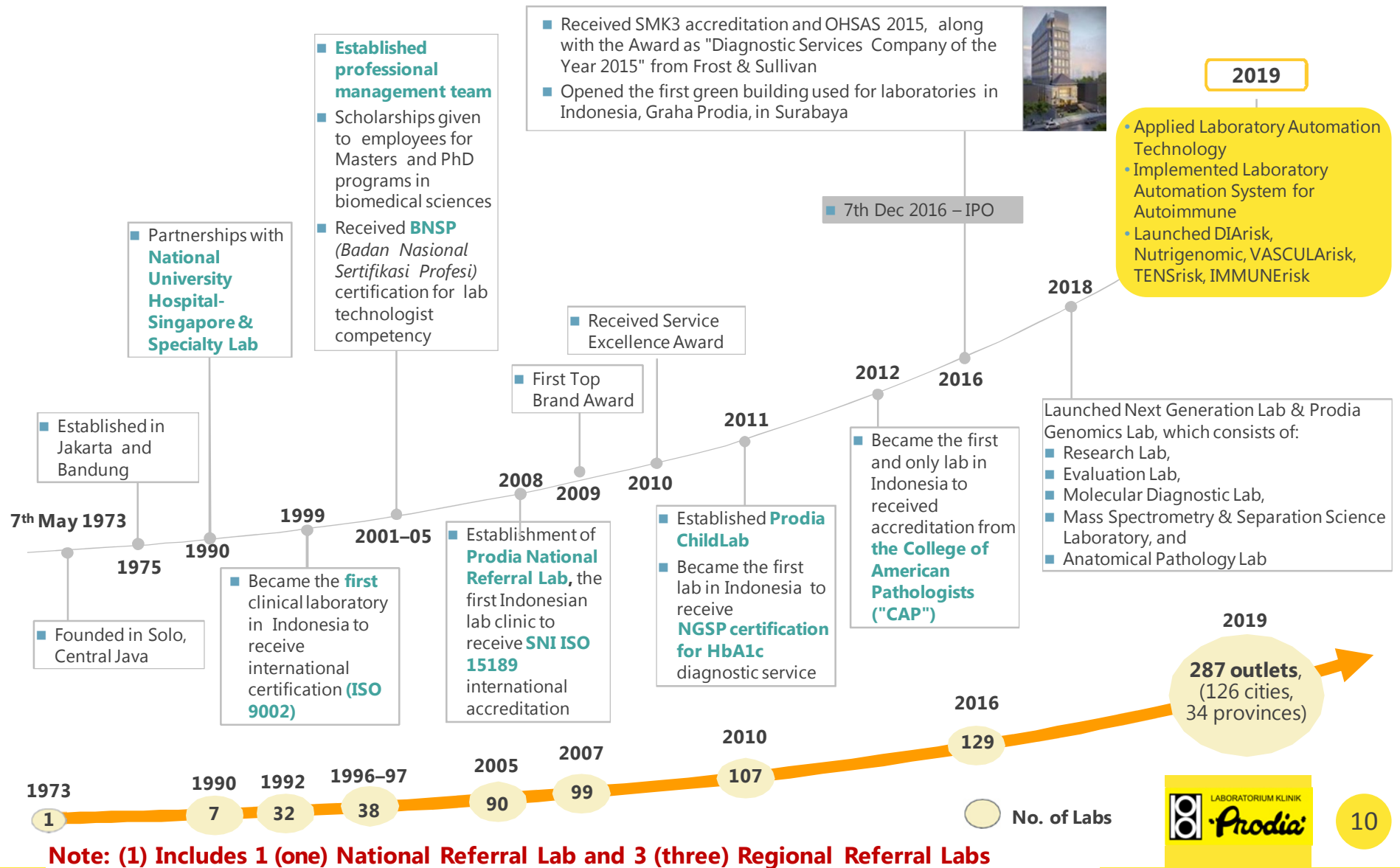
 Routine Testing	 Non-Laboratory Testing	 Specialty Clinics
 Esoteric Testing	 Referral Lab Services	 Doctor Consultation
 Predictive, Preventive, Personalized Package Testing	 General Medical Check-Up Services	 Preventive Treatment

 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

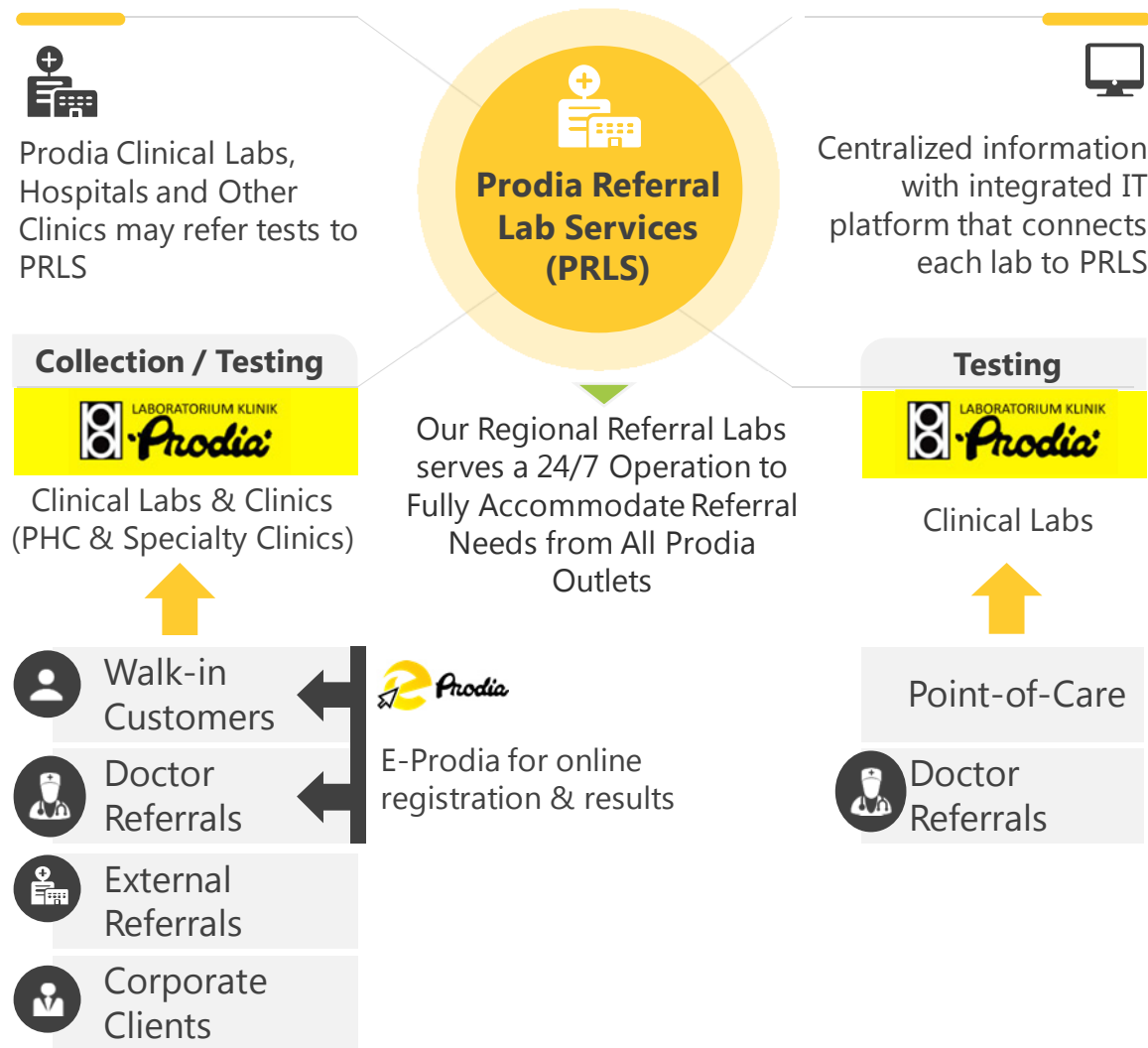
One-stop shop offering the most comprehensive range of clinical lab tests in Indonesia, allowing us to meet the needs of a wide range of customers

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 Awards



WOW Brand Award 2019
from Markplus Inc.



Service Quality Award 2019
from Carre Service Quality Monitoring



Corporate Image Award 2019
from Frontier Consulting Group & Marketing Magazine



Top Brand Award 2019
from Frontier Consulting Group & Marketing Magazine



Social Media Award 2019
From Marketing Magazine & Mediawave



Digital Marketing Award 2019
from Marketing Magazine and Mediawave



2019 Indonesia Best Brand Award
From SWA & MARS

Senior Leadership and Management Team

Experienced, Professional Management Team with a 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**

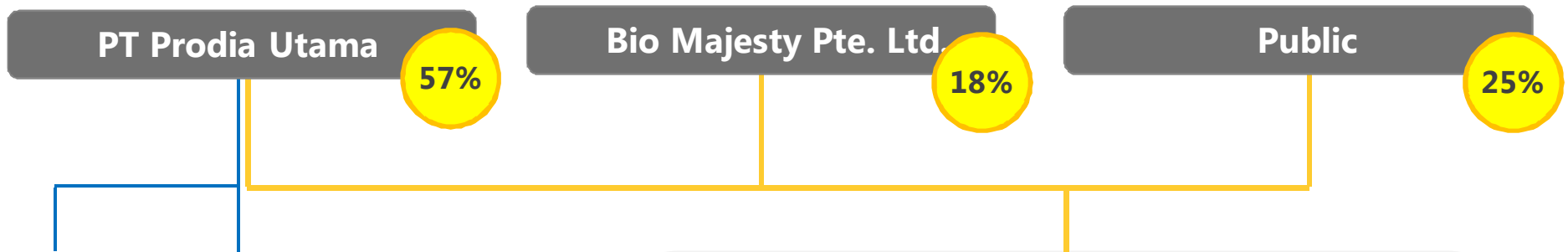
Diagnostics Service
& IT Director



**Tetty
Hendrawati**

Independent
Director

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

Growth Strategy

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

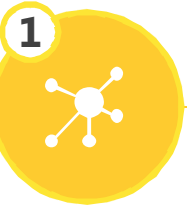
Long-term



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

Near Term Growth Plan

Prodia's Network Expansion Plan 2016 - 2021



Expand Network of Outlets

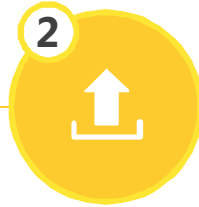
3¹ regional referral labs

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.

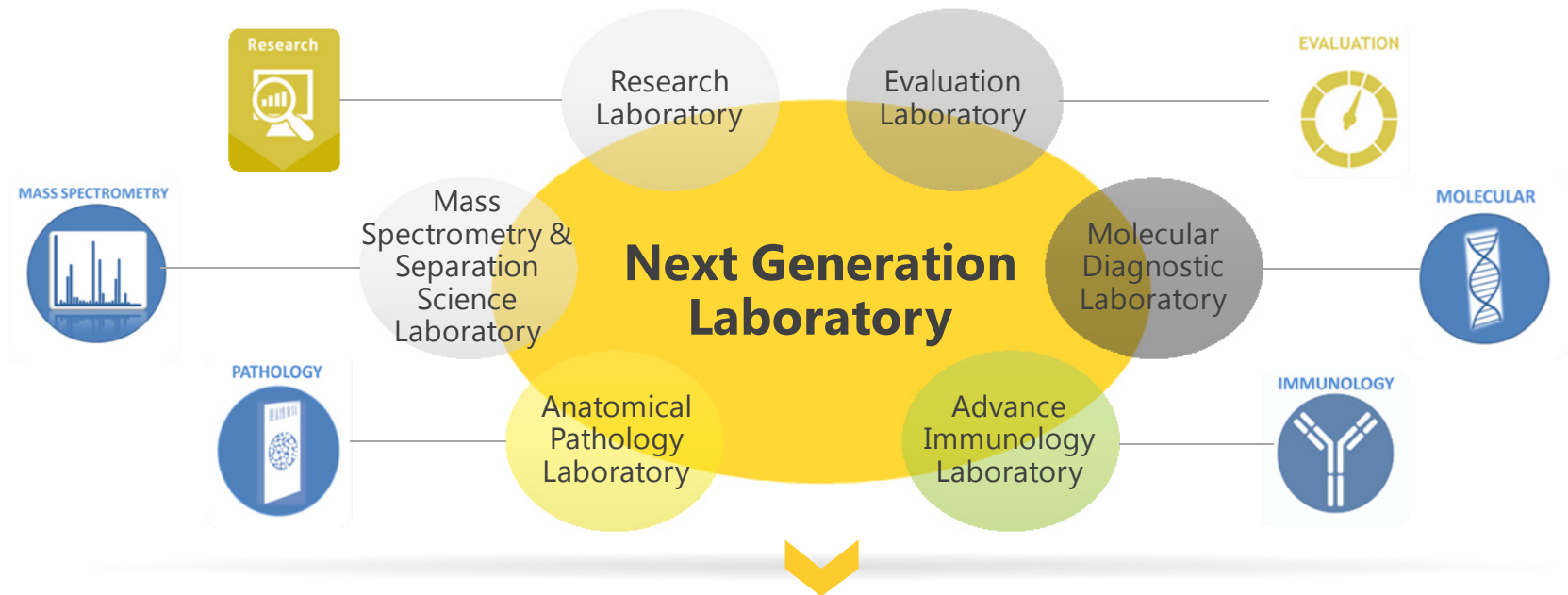
Business Updates

FY2016-2019 Total Outlets & FY2020 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
FY2020 Target Open	5-7 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)

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





FY2019 Business & Financial Updates

Business Updates

New Clinical Labs & Clinic FY2019

2 Clinical Lab,
Tangerang City, Banten



Feb 2019

Mar 2019

Jun 2019

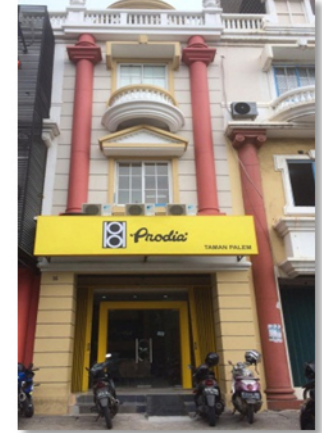
6 Clinical Lab,
Mangga Besar,
Jakarta



Nov 2019

Dec 2019

7 Clinical Lab,
Taman Palem,
Jakarta



FY2019



1 Prodia Health Care,
Kemang, Jakarta



3 Clinical Lab,
Jatiwaringin,
West Java



4 Prodia Senior Health
Centre, Surabaya,
East Java



5 Clinical Lab,
Gianyar, Bali



287 outlets
34 provinces
126 cities

147* Clinical Labs
*incl. 5 PHCs



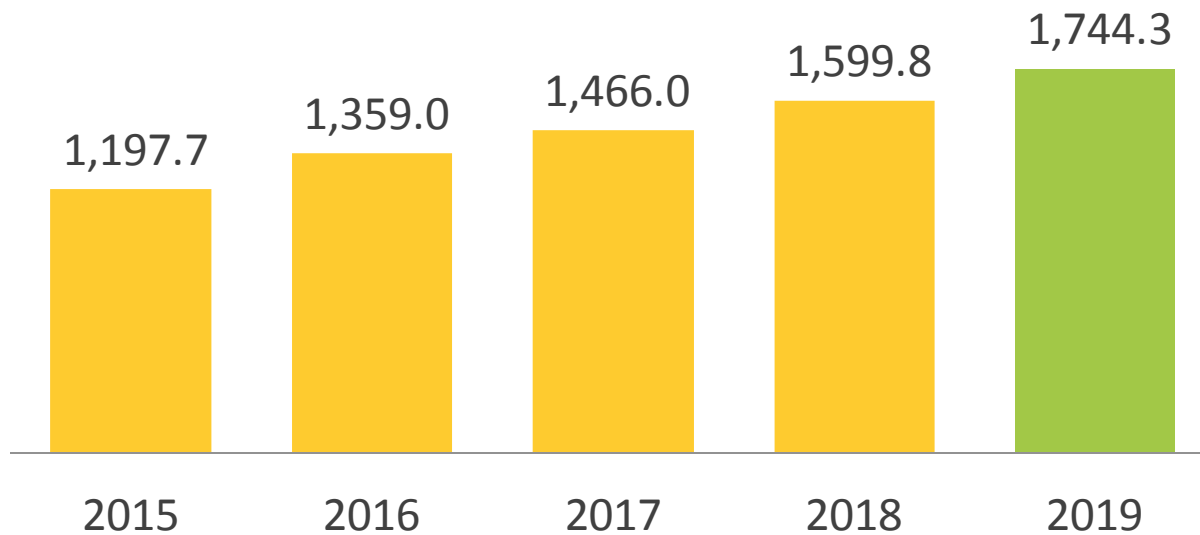
Business Updates

FY2019 Revenue (Audited)

Revenue (in IDR Billion)

FY15-FY18 CAGR +10.1%

g+9.0%

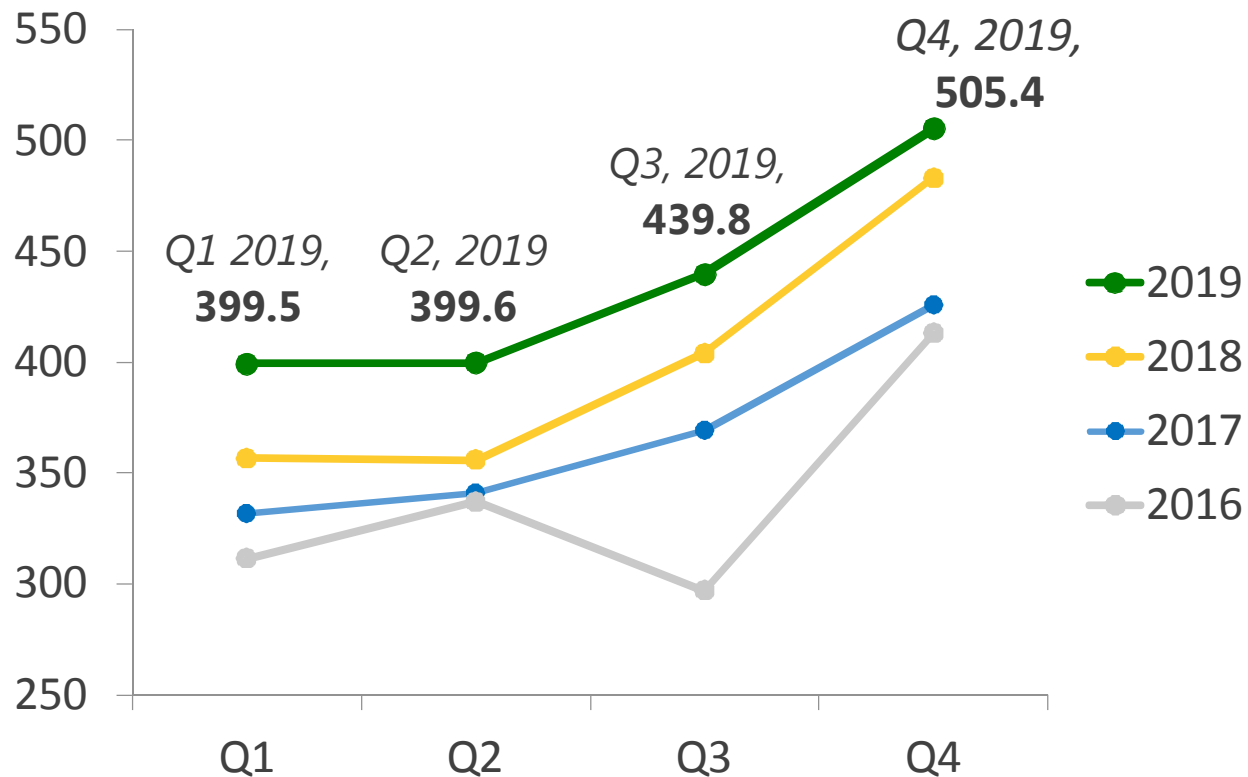


Visit and volume expansion continue to support top line growth

Business Updates

Quarterly Revenue Trends (Audited)

Quarterly Revenue 2016 – 2019 (in IDR Billion)



Quarterly revenue illustrates seasonality in the business that is affected by different variables each quarter, including Public Holiday & Corporate Check-Up Season

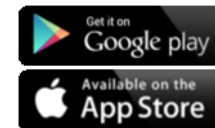
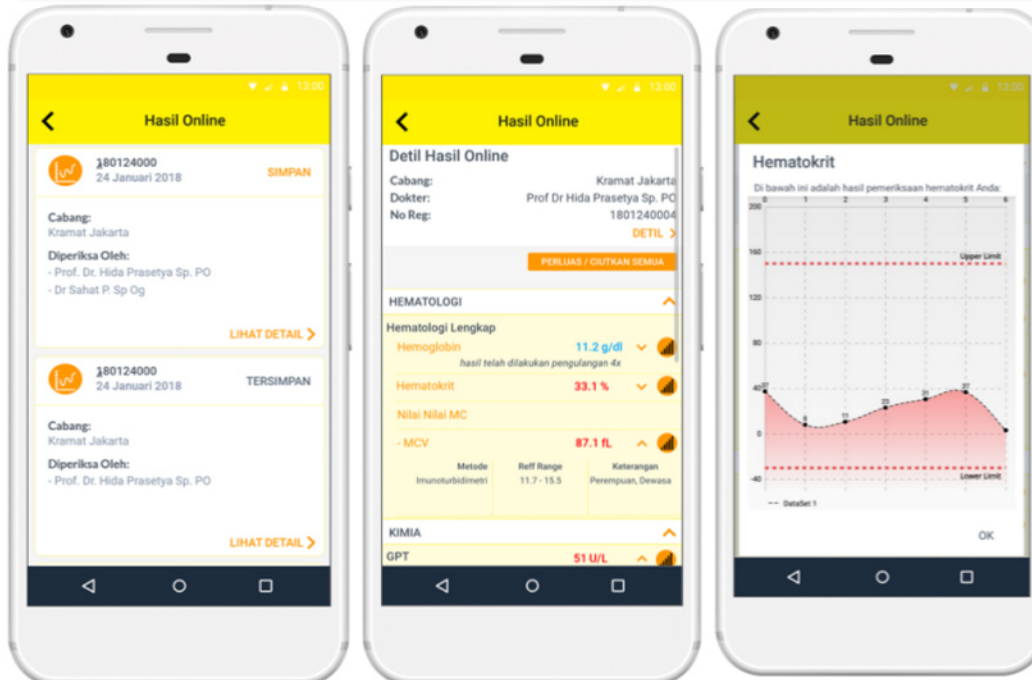
Business Updates

Technology to increase Customer Satisfaction

Online Order via Prodia Mobile



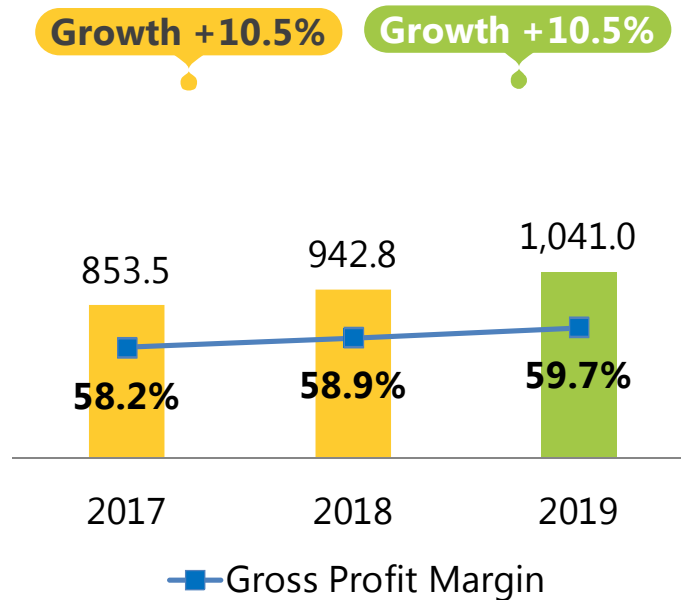
Online Results via Prodia Mobile



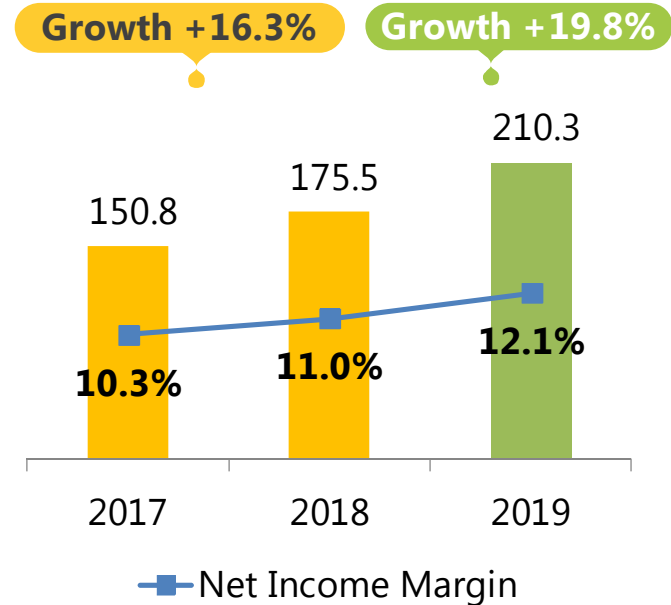
Financial Updates

FY2019 Gross Profit & Net Income (Audited)

Gross Profit (in IDR Billion)



Net Income (in IDR Billion)



Gross profit up by +10.5% as gross margin improves by 74 BPS



Net income grew +19.8% and NPM expands 109 BPS

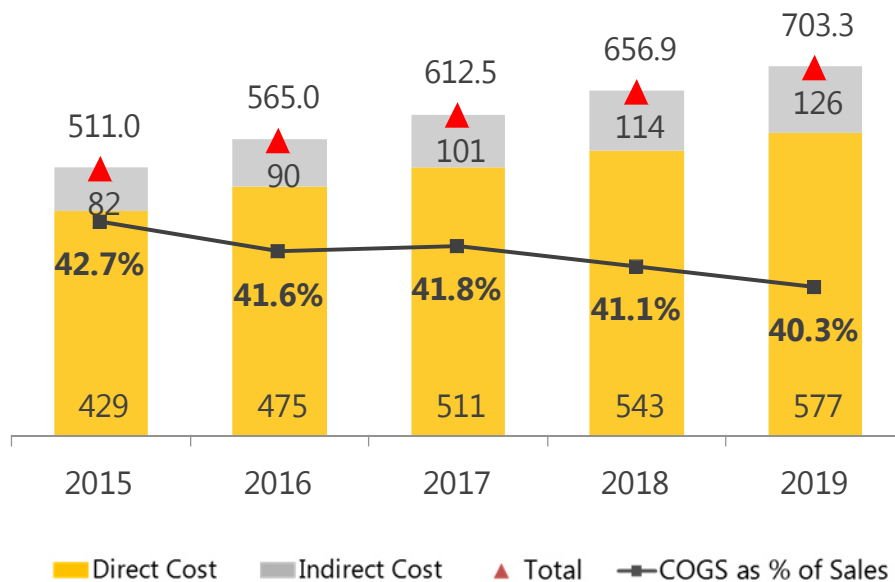
Financial Updates

FY2019 COGS & OPEX (Audited)

COGS (in IDR Billion)

CAGR 2015-2018 +8.7%

g+7.0%

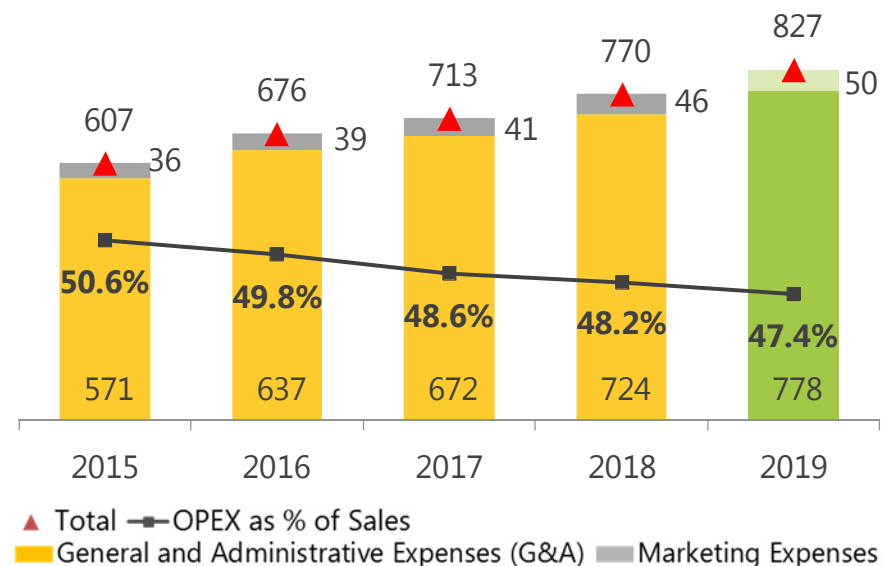


COGS as % of sales improved by 75 BPS

OPEX (in IDR Billion)

CAGR 2015-2018 +8.3%

g +7.4%



OPEX as % of sales continues to thin out

Financial Updates

Financial Summary FY2019 (Audited)



(in IDR Bn)	FY2019	FY2018	Change
Revenue	1,744.3	1,599.8	+ 9.0%
Gross Profit	1,041.0	942.8	+ 10.5%
EBIT	216.0	179.9	+ 20.1%
EBT	264.8	221.7	+ 19.4%
Net Income	210.3	175.5	+ 19.8%
EPS	224.3	187.2	+ 19.8%
EBITDA	316.0	277.5	+ 13.9%
EBITDA %	18.1%	17.3%	+ 80 BPS
Debt to Equity %	12.5%	13.1%	– 60 BPS
Debt to Asset %	17.5%	19.1%	– 160 BPS

Thank You

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