



9M2021 Results Update



EMBRACING
FUTURE
HEALTHCARE



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Corporate Overview

1



IDR 1.99 Trillion

9M2021 Revenue (+65.6% yoy)



>2.6 Million

Patient Visits in 9M2021 (+37.6% yoy)



>13.7 Million

Tests Volume Performed in 9M2021
(+48.0% yoy)



257 Outlets

in 34 Provinces throughout
Indonesia (as per Sep 2021)

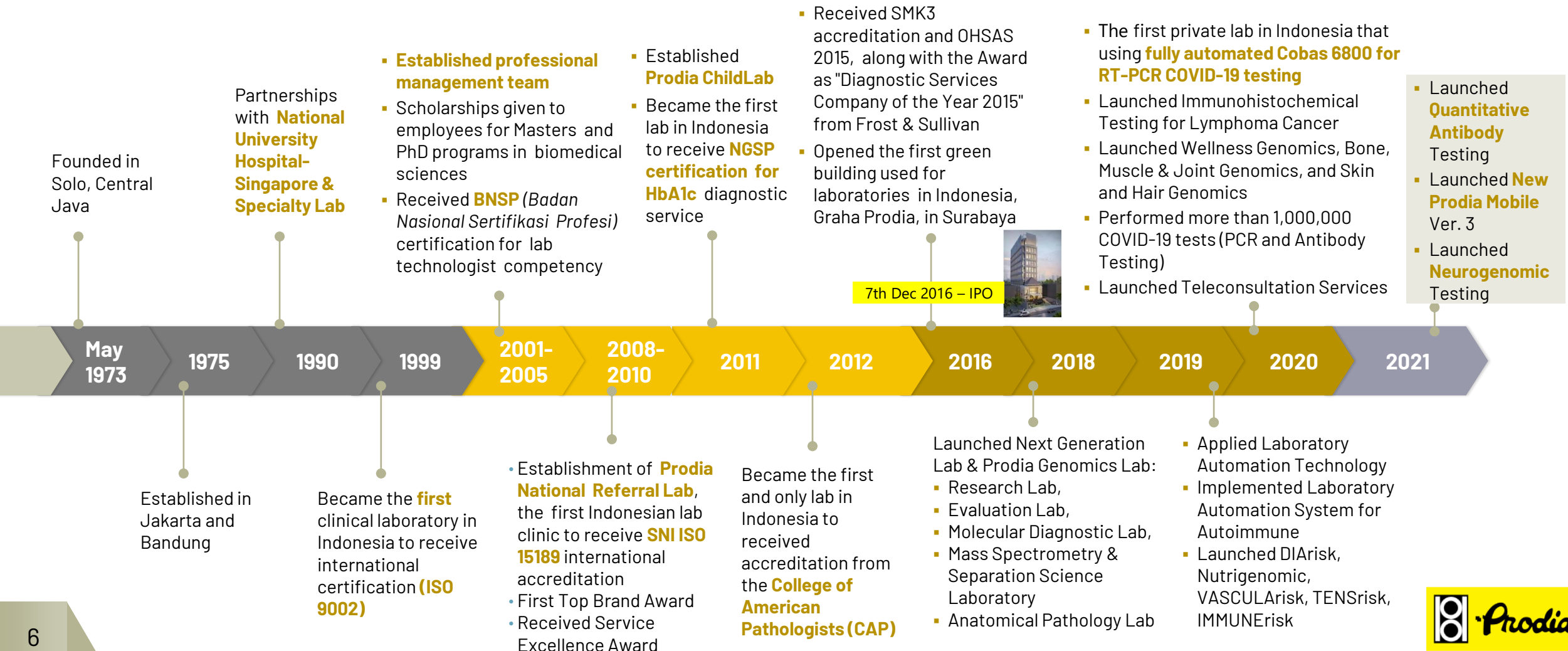
- Established in 1973 with strong track record for **more than 48 years experiences** in Clinical Lab Industry
- Pioneer and the leading clinical laboratory testing Company with the **most recognized Brand in Indonesia**
- **Largest private independent clinical lab chain** by size of network and revenue, 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

3.2% – 4.5%

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)	3.7%	5.7%
Asian Development Bank (ADB)	3.5%	N/A
International Monetary Fund (IMF)	3.2%	5.9%

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

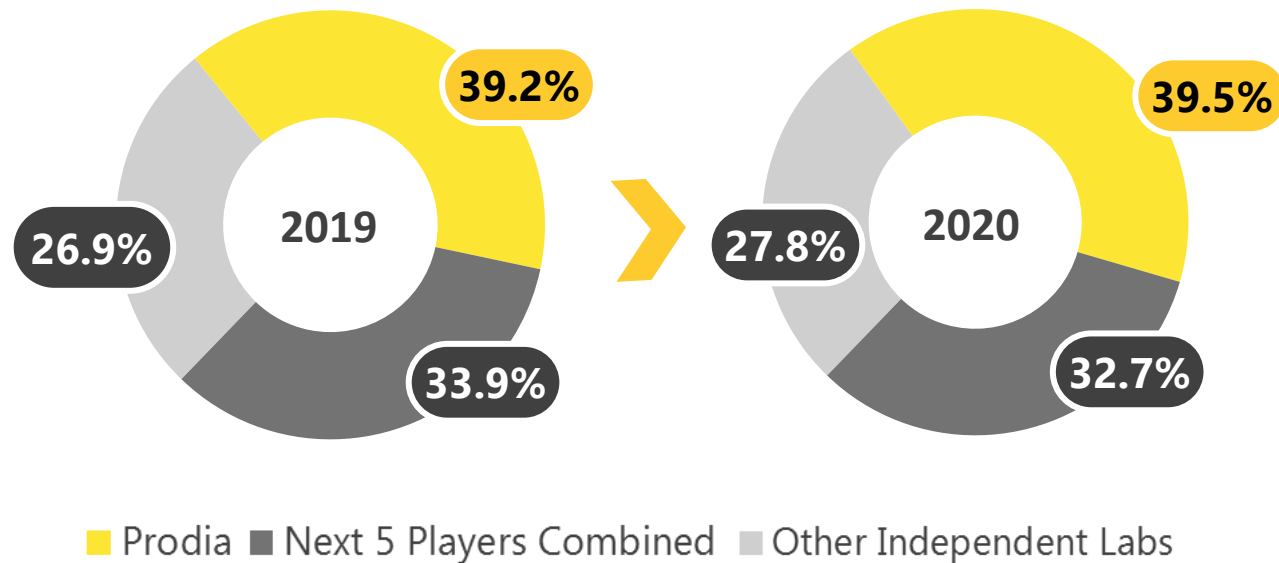
Investment Highlight

3

Largest Network & Market Share in Independent Clinical Lab Industry

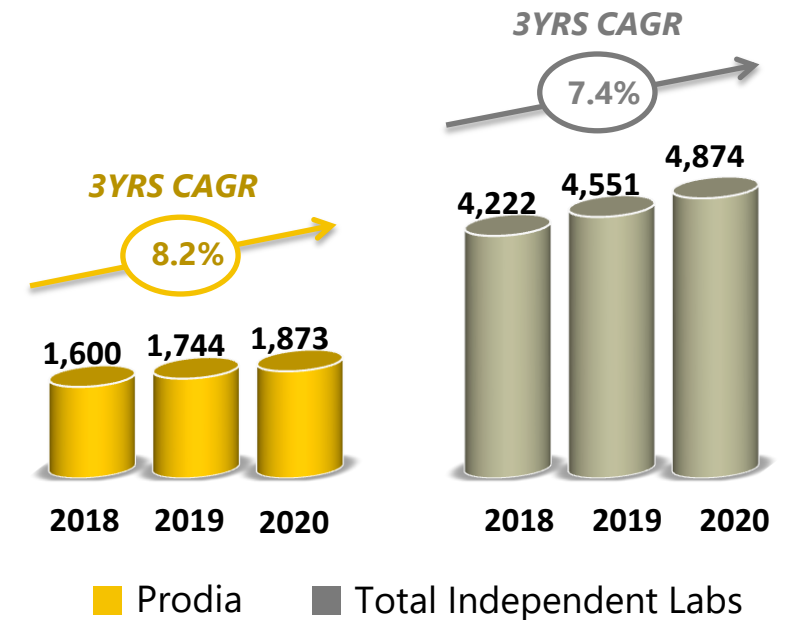


Market Share by Revenue
Independent Clinical Labs (2019 & 2020)



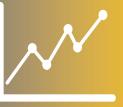
Source: IQVIA Analysis (2021)

Prodia vs Total Independent Labs
(Billion IDR)

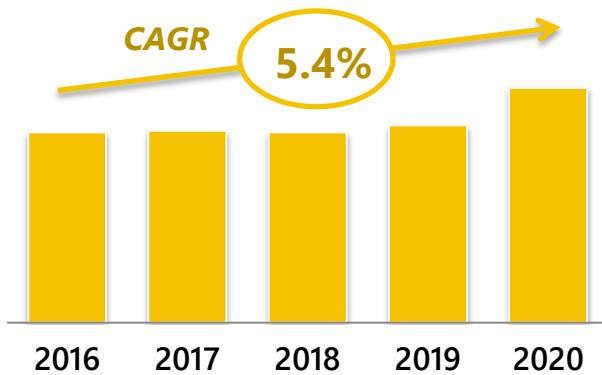


Source: IQVIA Analysis (2021), Company calculation

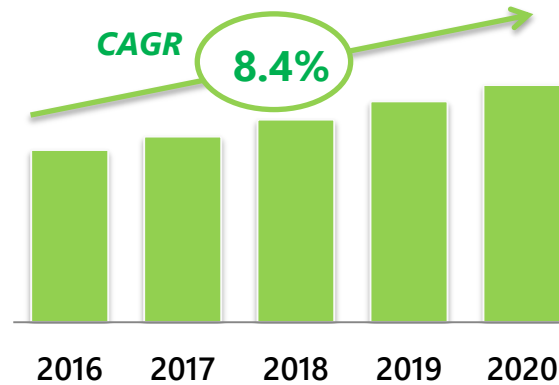
Strong Operational Track Record



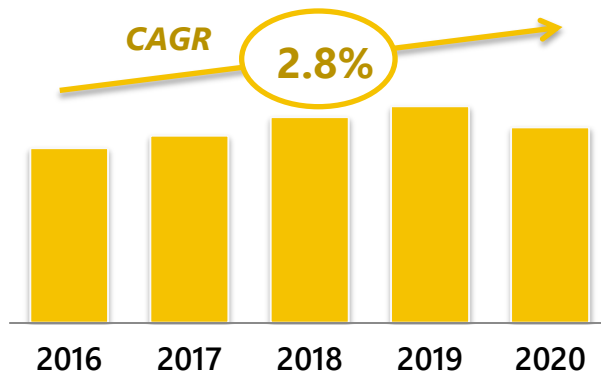
VISITS



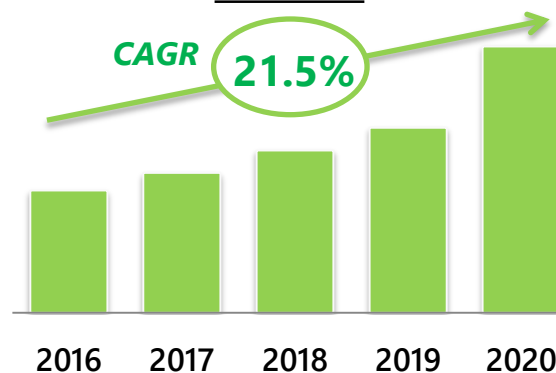
REVENUE



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

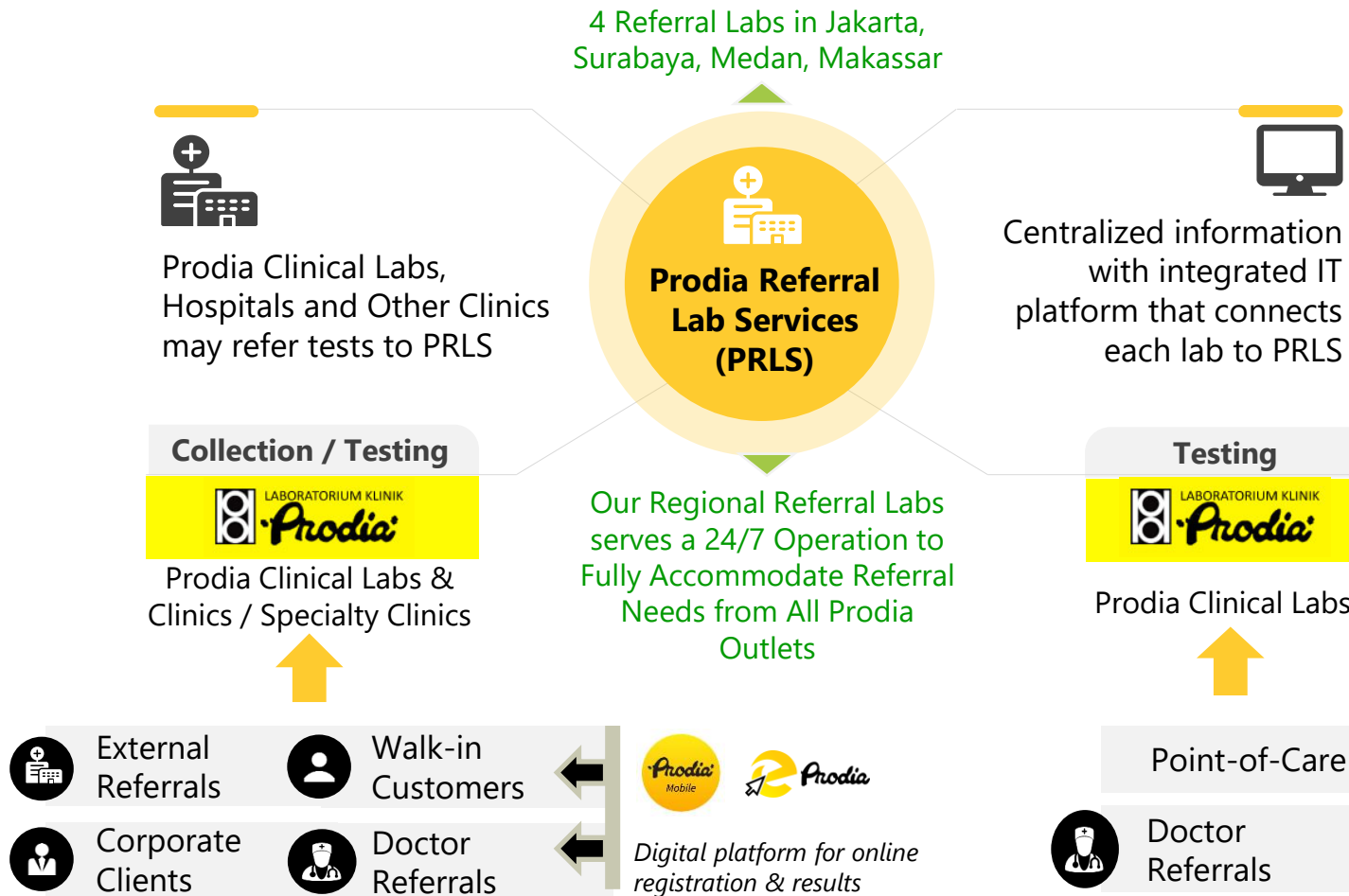


 Routine Testing	 Non-Laboratory Testing	 Specialty Clinics
 Esoteric Testing	 Referral Lab Services	 Doctor Consultation
 Predictive, Preventive, Personalized Package Testing	 General Medical Check-Up Services	 Preventive Treatment

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 **>65,000 doctors in 9M2021)**

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

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

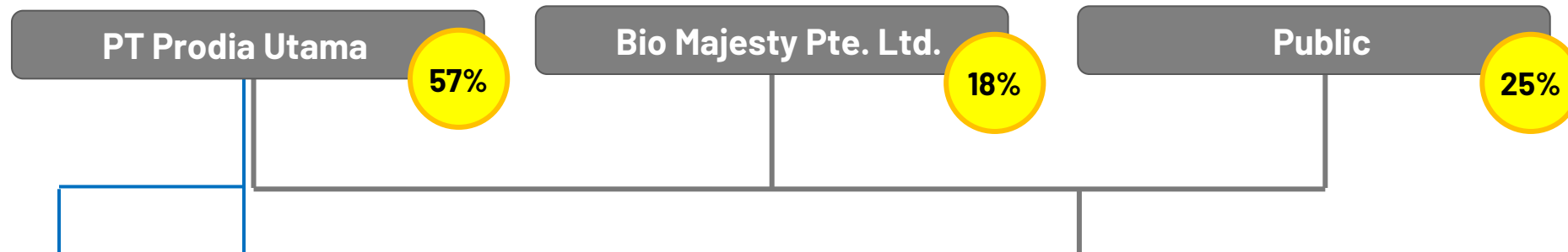


**Andri
Hidayat**
Digital Service
Transformation & IT Director



**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**



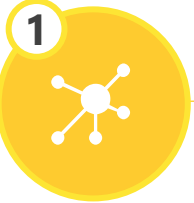
Orchestrate highest quality **health ecosystem**



Be industry-**leader on cost**



Prodia's Network Expansion Plan 2016 - 2021



Expand Network of Outlets

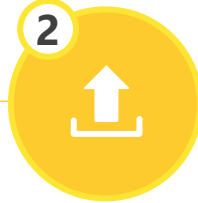
3¹ regional referral labs

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

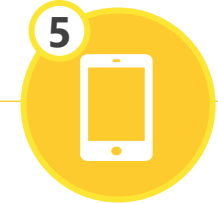
24 Clinical Lab Improvements



Enhance Operating Efficiency



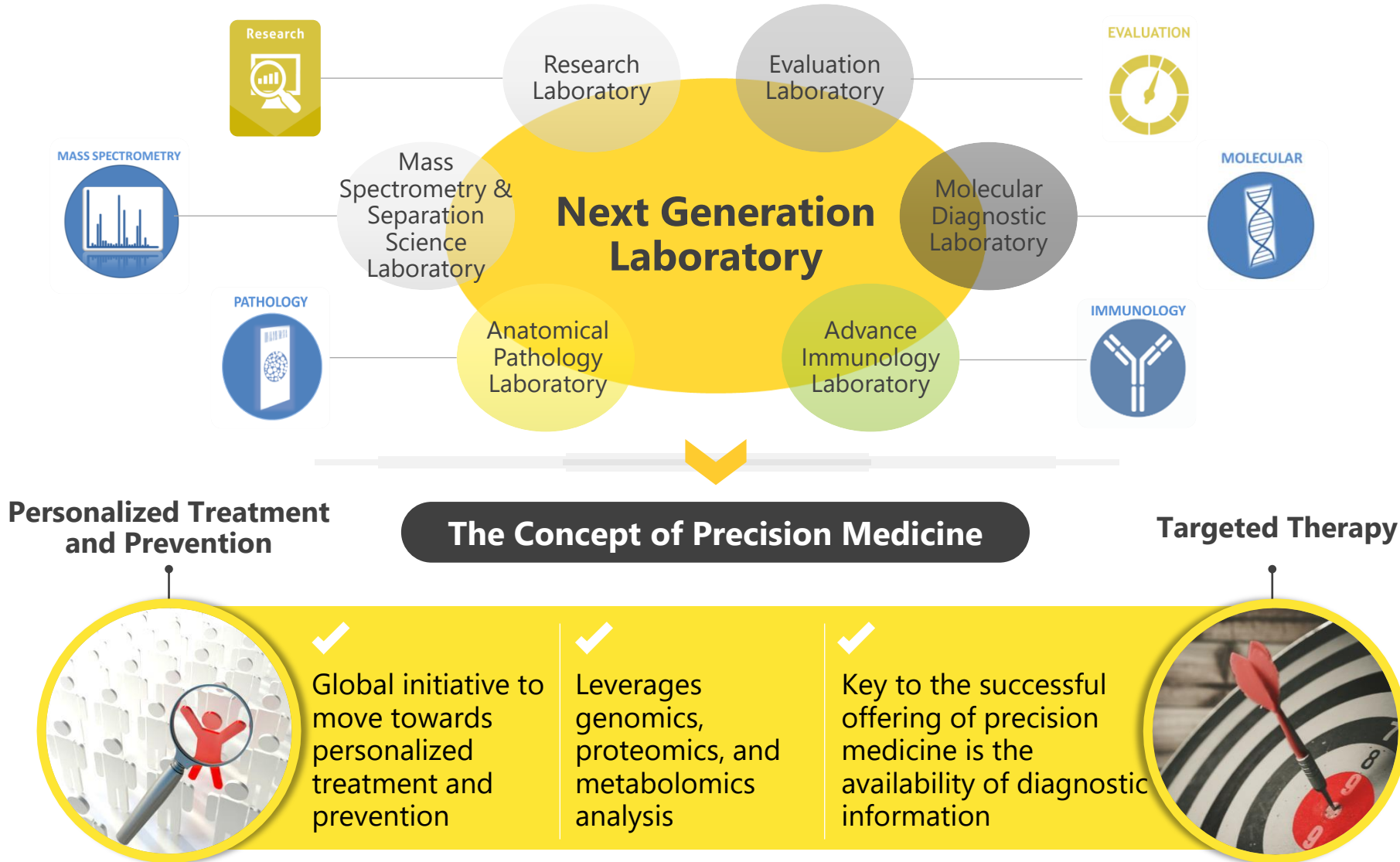
Focus on Quality



Digital Service Development

Mobile apps and other digital services

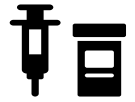
Leader in Next Generation Technology



Business Update

5

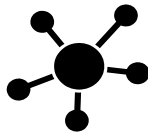
Response to COVID-19 Pandemic



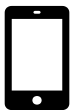
Develop COVID-19 Related Test:
RT-PCR, Antibody, Antigen testing



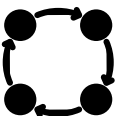
Create New Ways of Service:
Cleanliness, Safety, Convenience



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

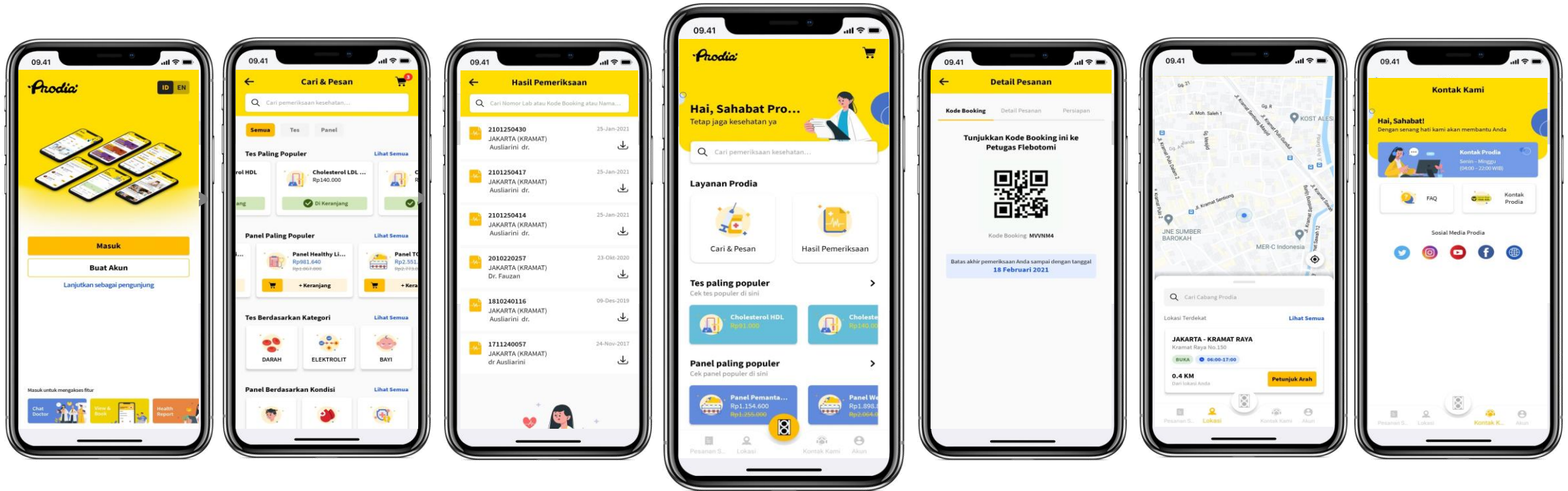
- Complete Testing from Routine to Esoteric Test, Genomics Testing
- Testing package value for customer
- Specific Testing for New Born, Children, Women, Senior
- Add more Testing for Autoimmune Disease



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

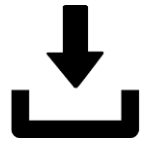


Prodia has enhanced its digital platform services
New Prodia Mobile Ver. 3 – Launched in Jan 2021



Digital Apps 9M2021 Highlights

Prodia Mobile



309.1% number of downloaders
growth vs. 9M2020

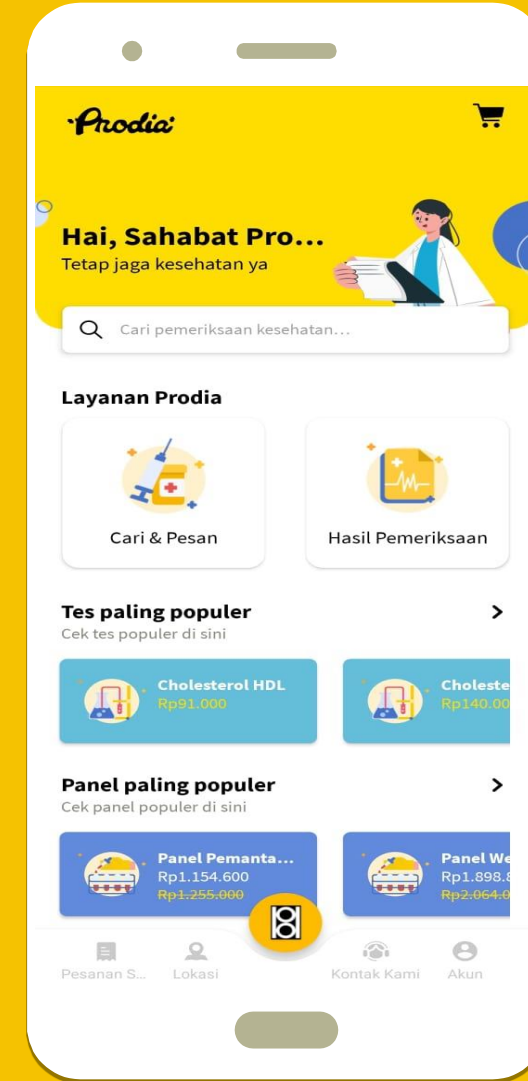


570.2% orders growth vs. 9M2020

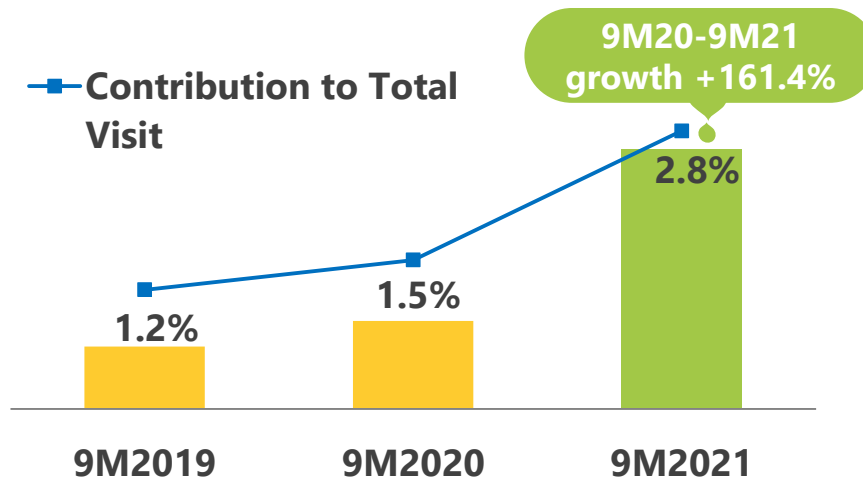
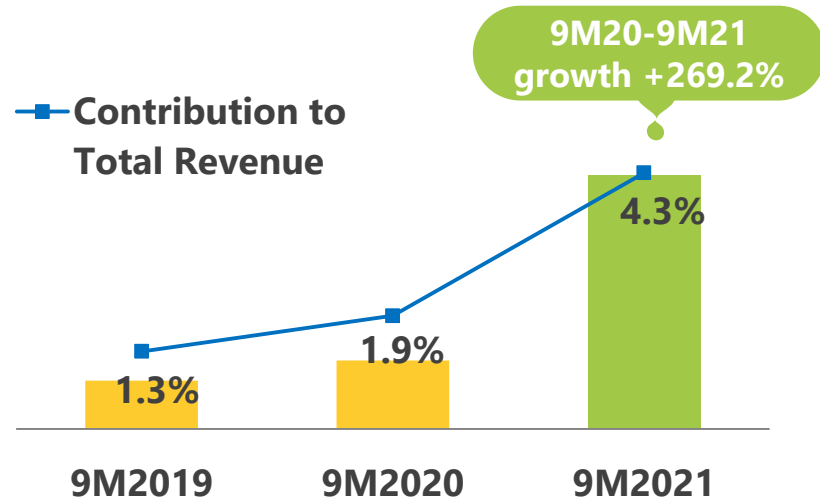


602.5% revenue growth vs. 9M2020

Digital Collaboration



Home Service Highlights



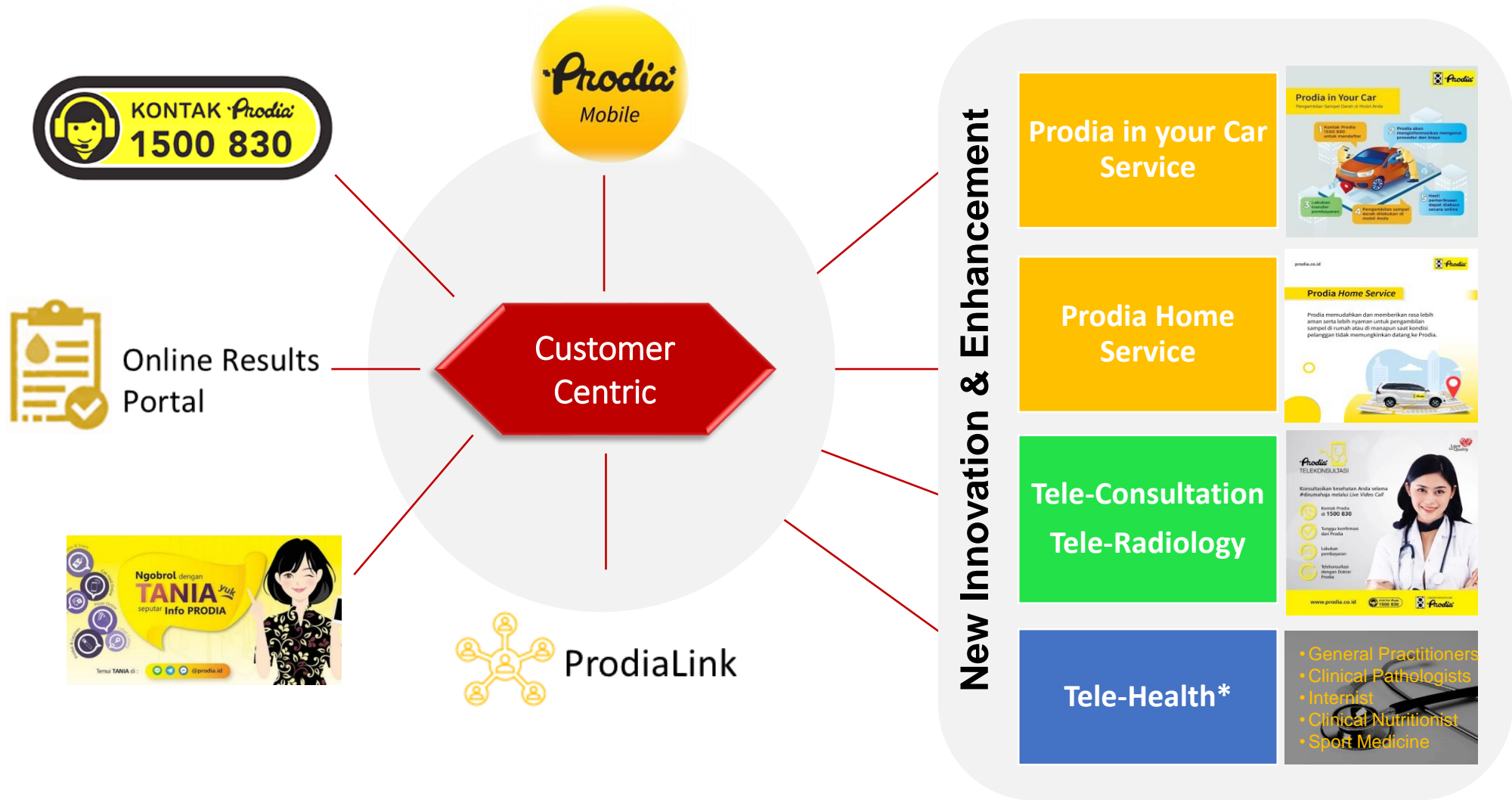
Mau Check Up Ga Perlu Repot

#DirumahAja

Manfaatkan Layanan Pesan Online Prodia melalui Prodia Mobile dan Home Service melalui Kontak Prodia 1500 830

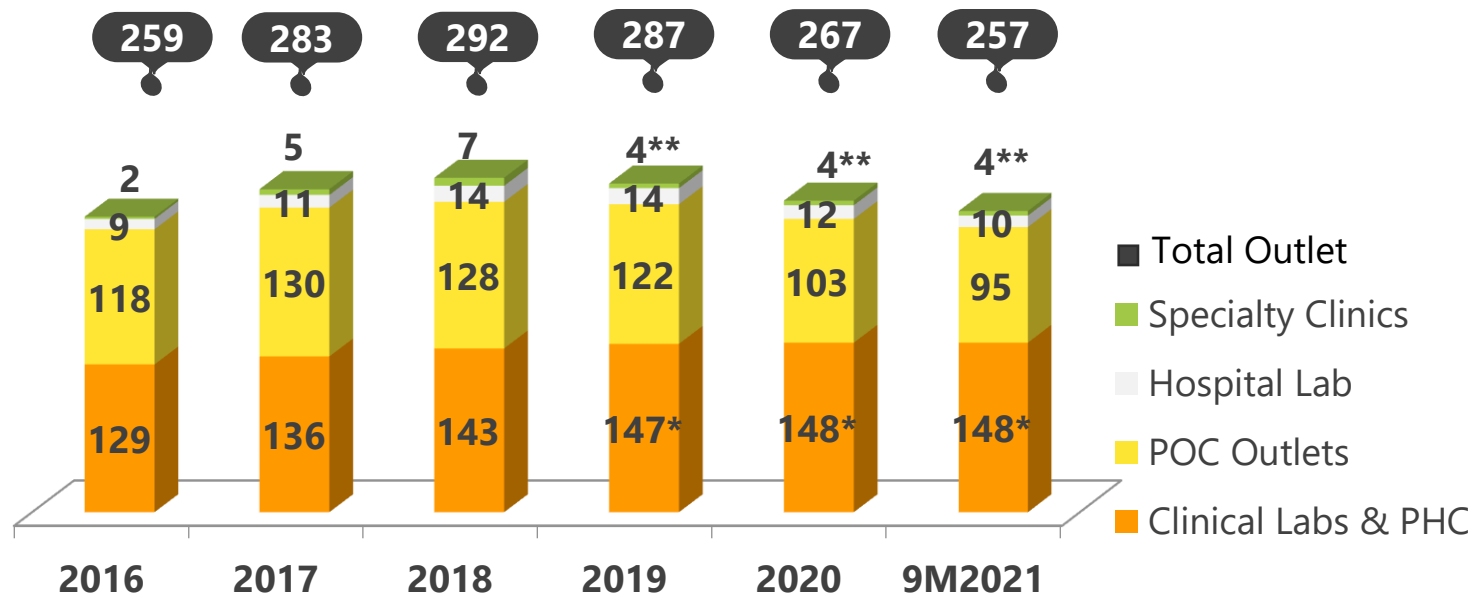
*) Syarat & Ketentuan Berlaku

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**
- 34. CardioPGx**



Diagnostic

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

**added in 2021*



Targeted Therapy

51. Jak 2 Mutation
52. Mutation EGFR
53. Mutation EGFR ctDNA
54. Estrogen Receptor
55. Progesteron Receptor
56. HER2/neu
57. Ki67
58. BCR ABL (Geneexpert)
59. Ultrasensitive Mutation EGFR ctDNA (T790M)
60. Oncoprecise



Pharmacogenomics

61. Warfarin Indiv Test (CYP2C9 & VCORC1 genotype)
62. CYP2C19

New Tests Development

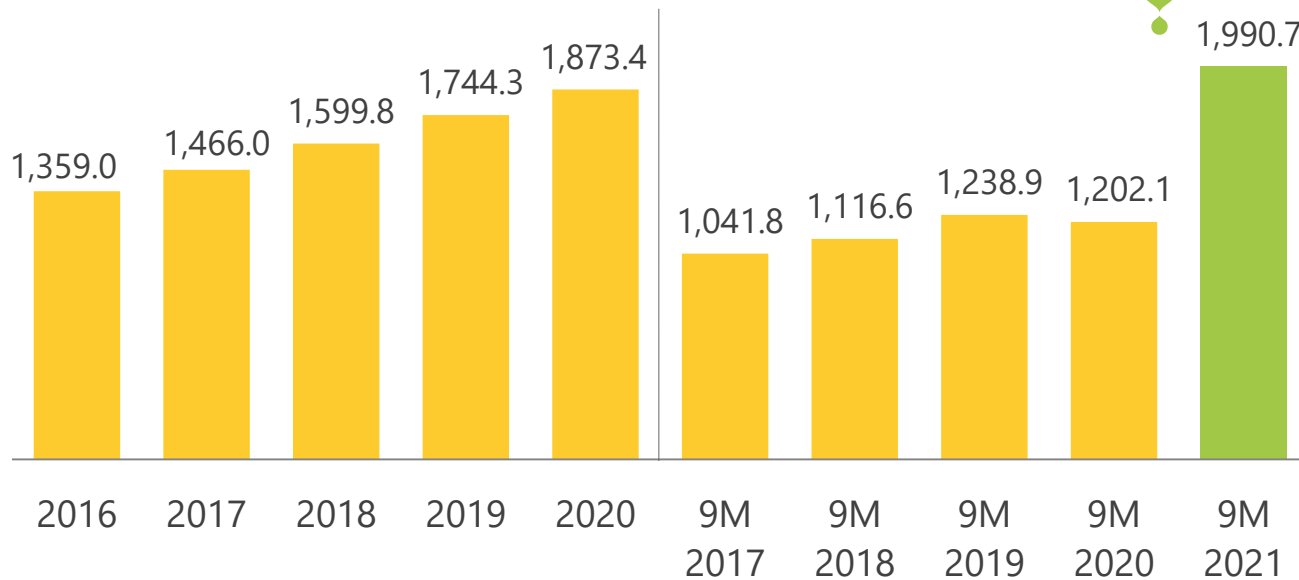
9 New Tests Launched in 9M2021

9M2021 Revenue

Revenue (Unaudited)
in IDR Billion

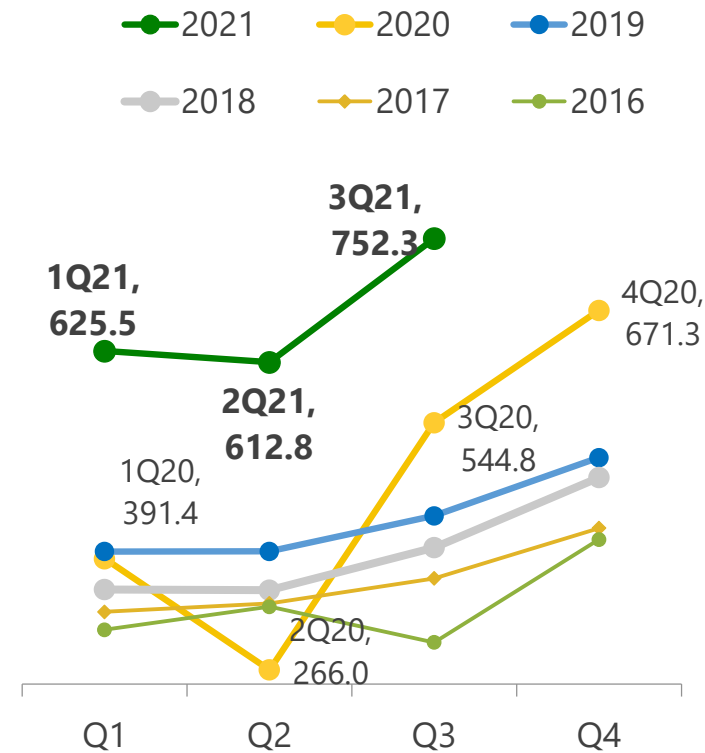
FY16-FY20 CAGR +8.4%

9M17-9M21 CAGR +17.6%



9M20-9M21
growth: +65.6%

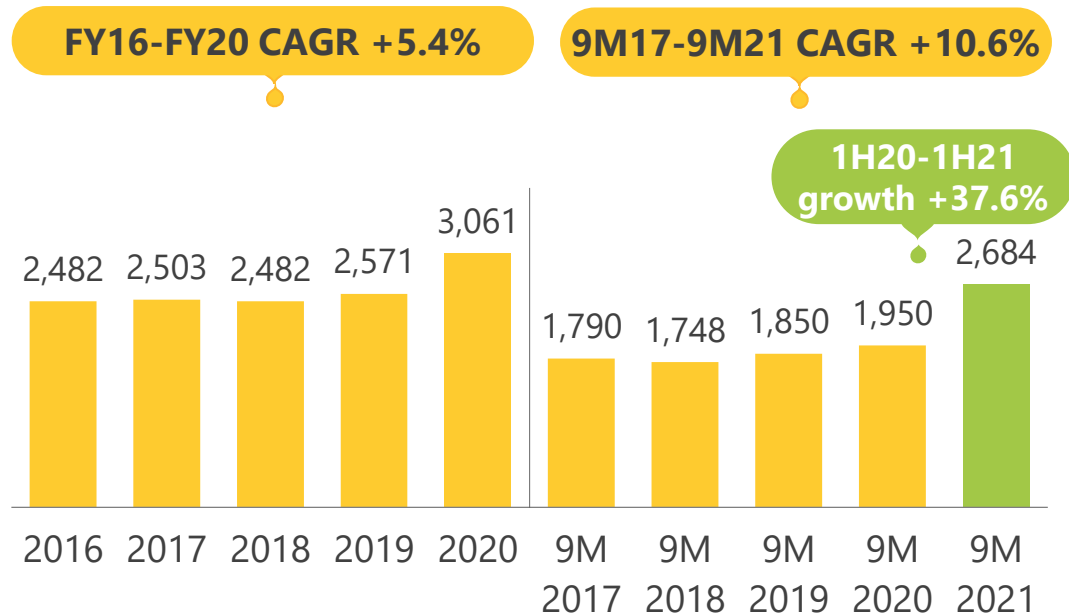
Quarterly Revenue
(Unaudited)
in IDR Billion



- Revenue grew sharply by +65.6% in 9M21 yoy, mostly driven by walk in and doctor referrals customer segment.
- Top line improvement in 9M21 also impacted by volume growth both on routine and esoteric testing.

9M2021 Number of Visit and Revenue per Visit

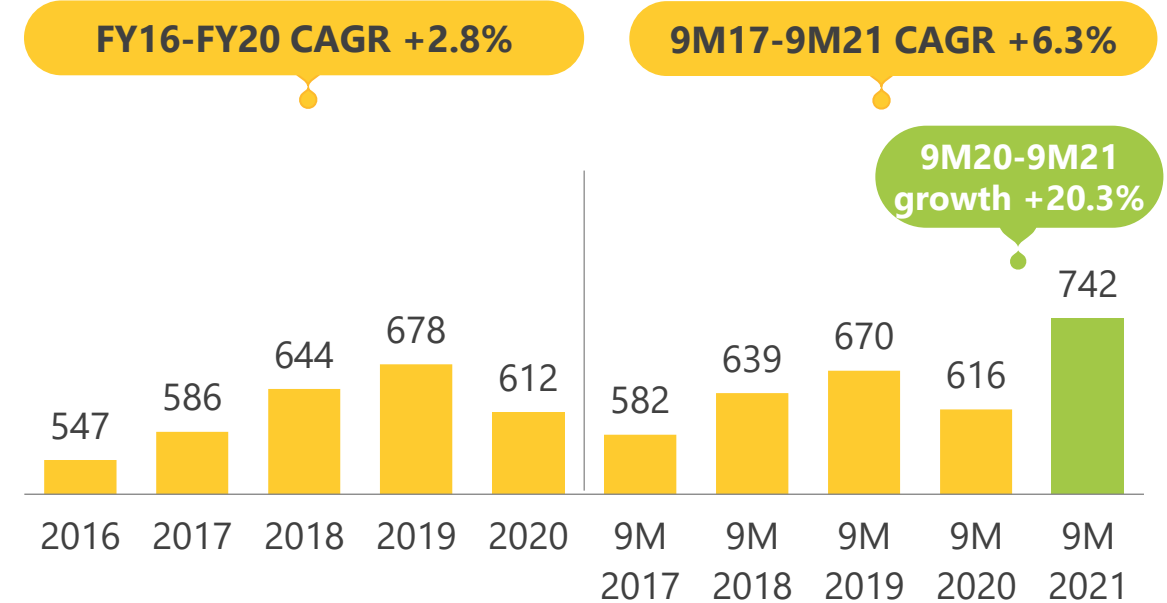
Number of Visits (in '000)



Visit was improved in all customer segment in 9M2021, especially from corporate clients, walk in and doctor referral customer segment.



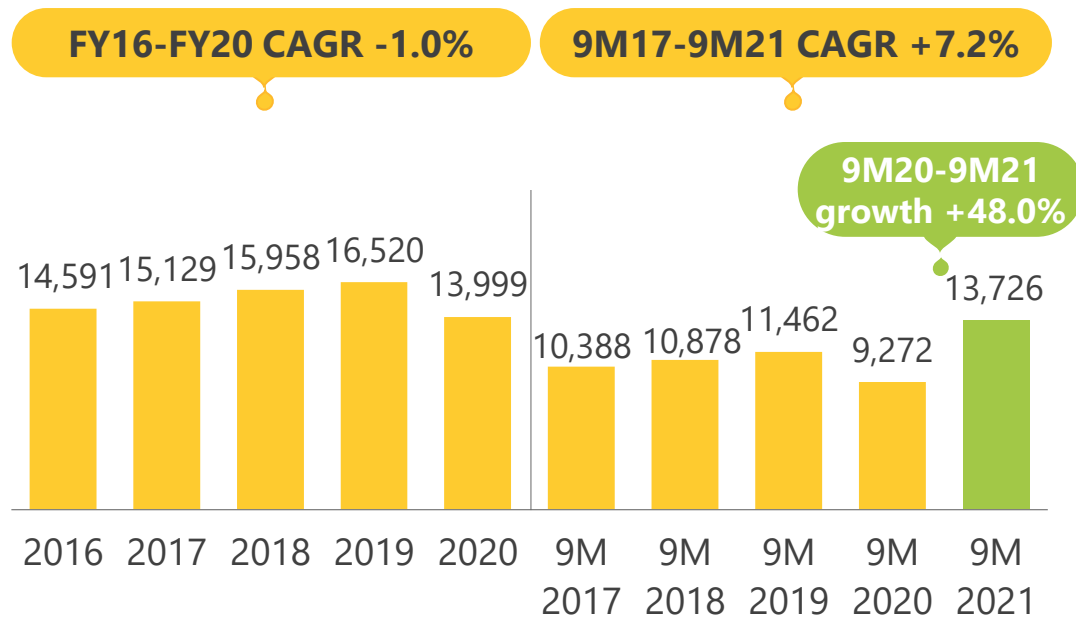
Revenue per Visit (in IDR '000)



Revenue/visit grew by +20.3% in 9M2021 due to mix of testing change in line with higher growth on esoteric testing.

9M2021 Test Volume & Test per Visit

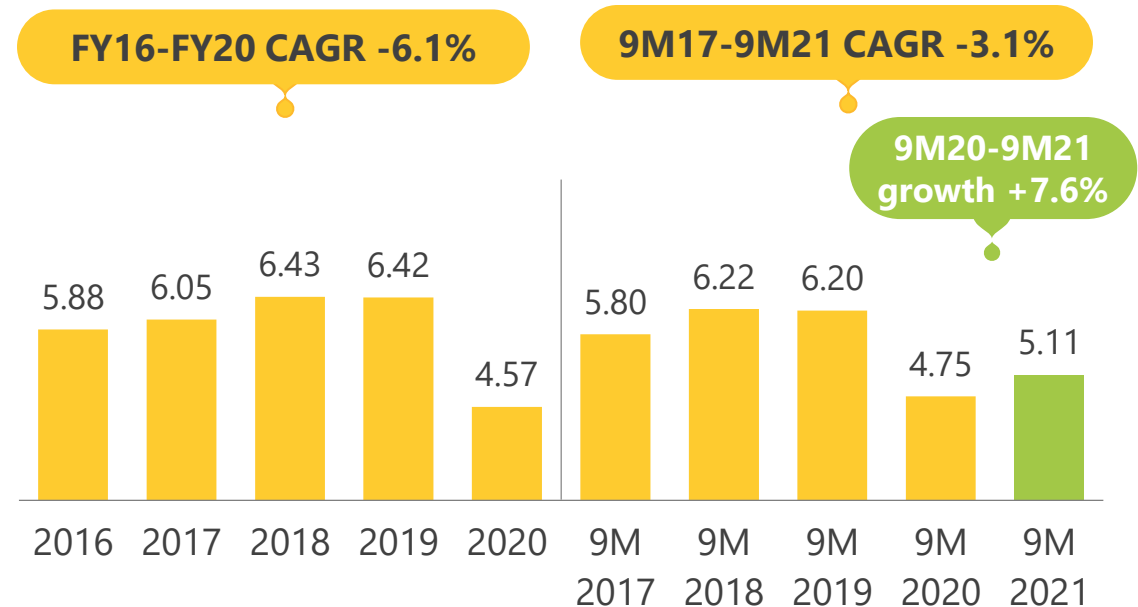
Test Volume (in '000)



Test volume grew by +48.0% in 9M21 yoy and it was improved both in esoteric and routine testing.



Test per Visit



Test per visit was slightly increased in 9M21 along with the rising demand on panel testing.

9M2021 Customer Segments and Testing Types



Diversified Customer Base

9M2021
Revenue Split



35.6%

Walk-in Customers

- Individual walk-in patients
- Out-of-pocket cash payment

Doctor Referrals



32.8%

- Patients referred by doctors
- Out-of-pocket cash payment



20.8%

External Referral

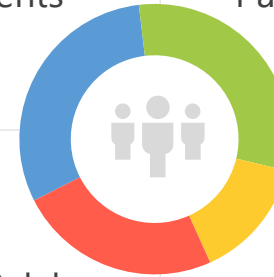
- Primarily samples referred by hospitals & labs
- Funded by referring Institutions on credit

Corporate clients



10.8%

- Corporate check-ups
- Funded by corporates on credit



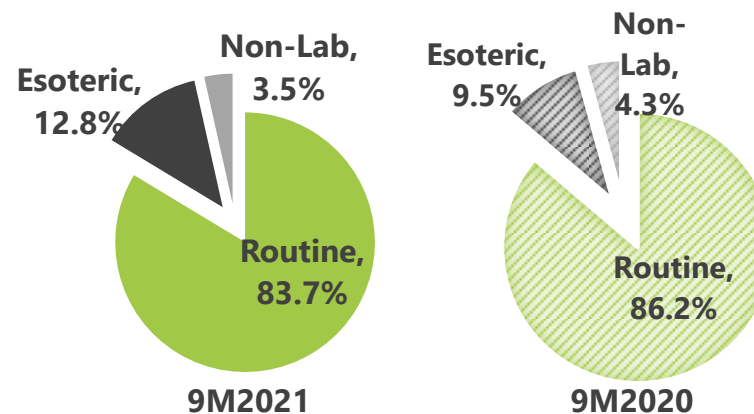
Comprehensive Test Offering

Test Breakdown
by Service Type

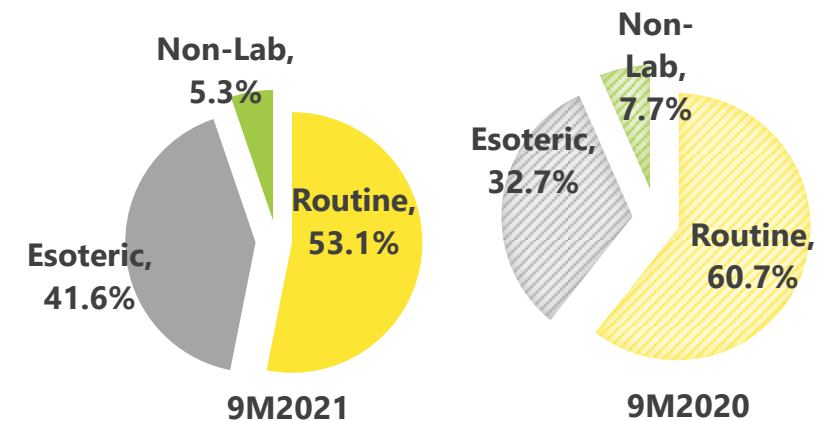
13.7 Million Tests
Performed in 9M2021

9.3 Million Tests
Performed In 9M2020

Volume

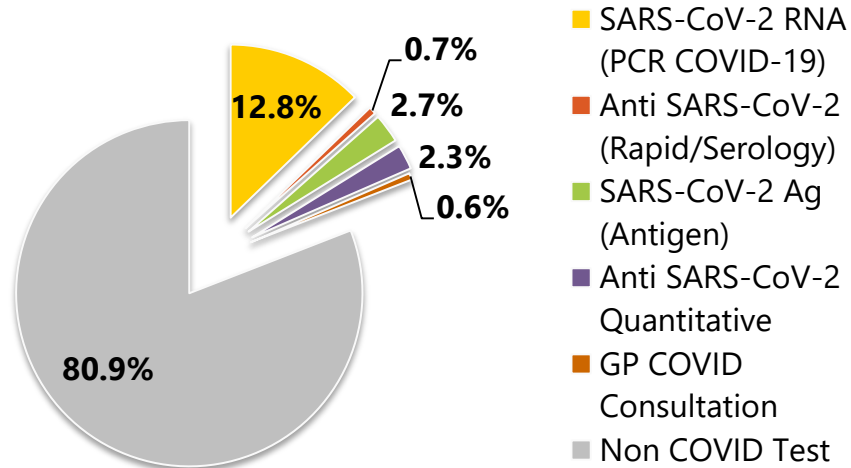


Revenue

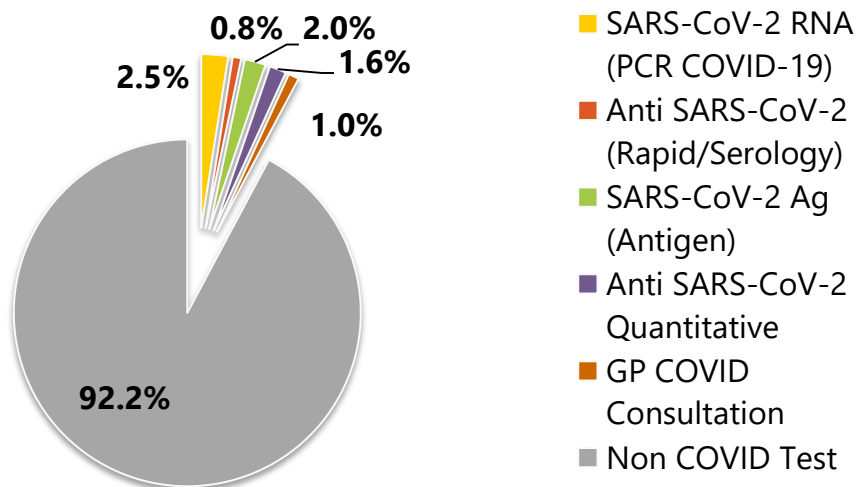


9M2021 COVID-19 Test Breakdown

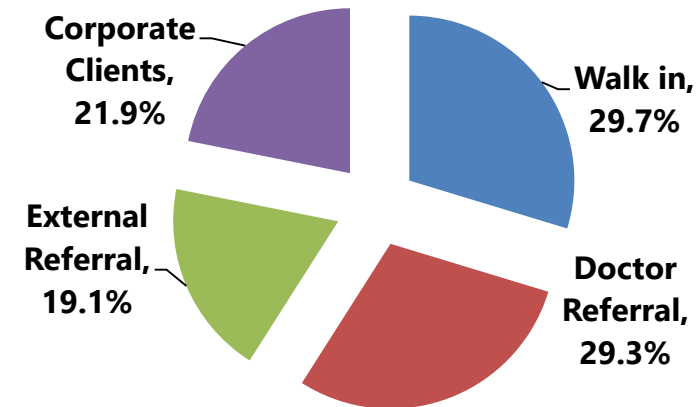
Revenue Contribution



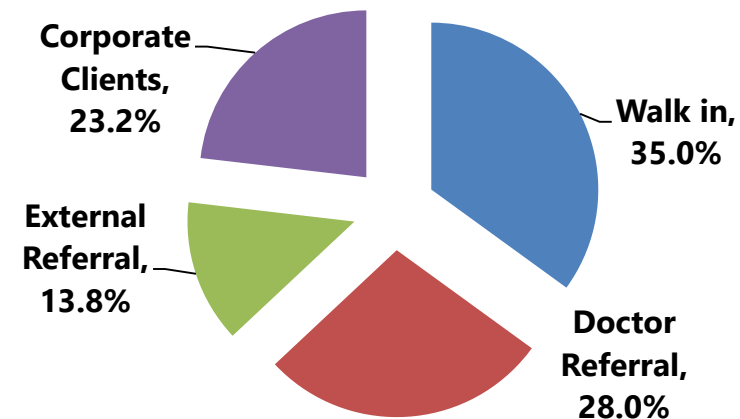
Volume Contribution



COVID-19 Tests by Customer Segment Revenue



Volume



Financial Update

6

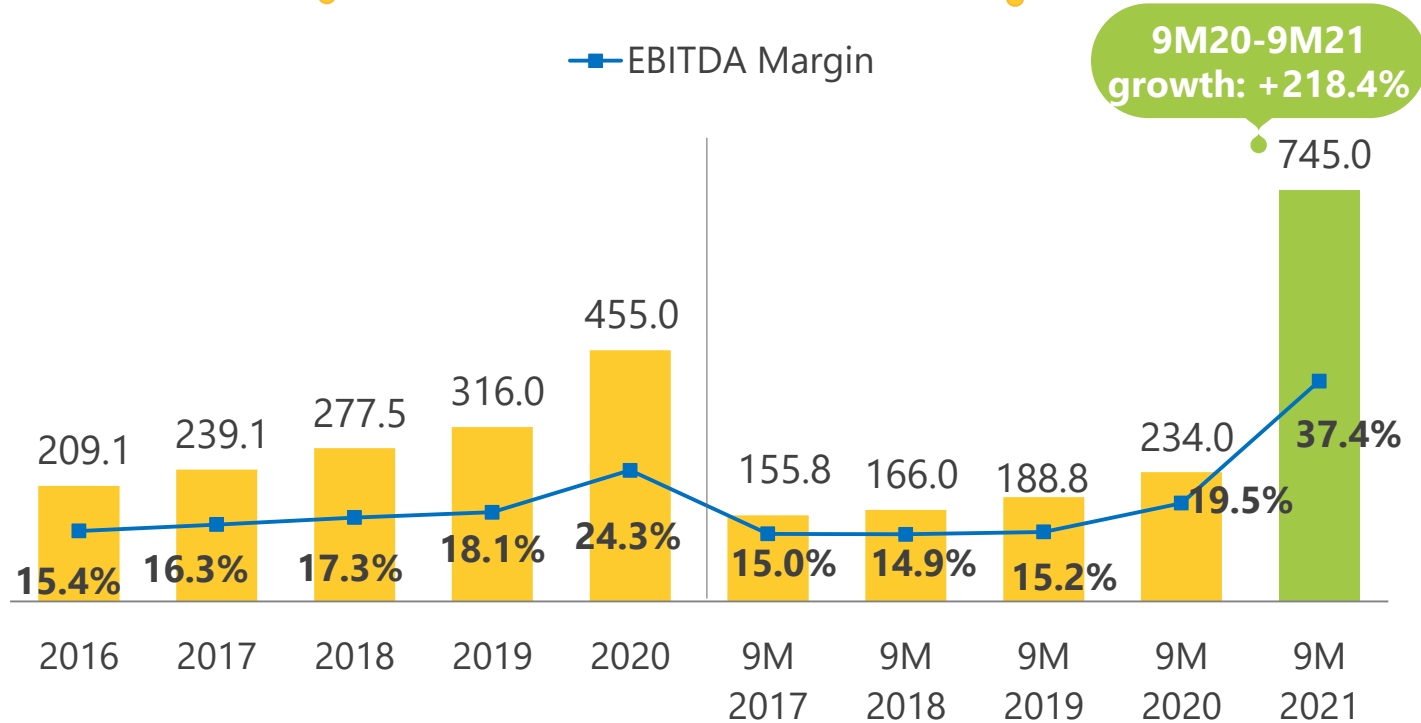
9M2021 EBITDA (Unaudited)



EBITDA (in IDR Billion)

FY16-FY20 CAGR +21.5%

9M17-9M21 CAGR +47.9%



EBITDA significantly improves due to cost efficiency, revenue recovery, and impact of PSAK 73's adjustment.

9M2021 Gross Profit & Net Income (Unaudited)

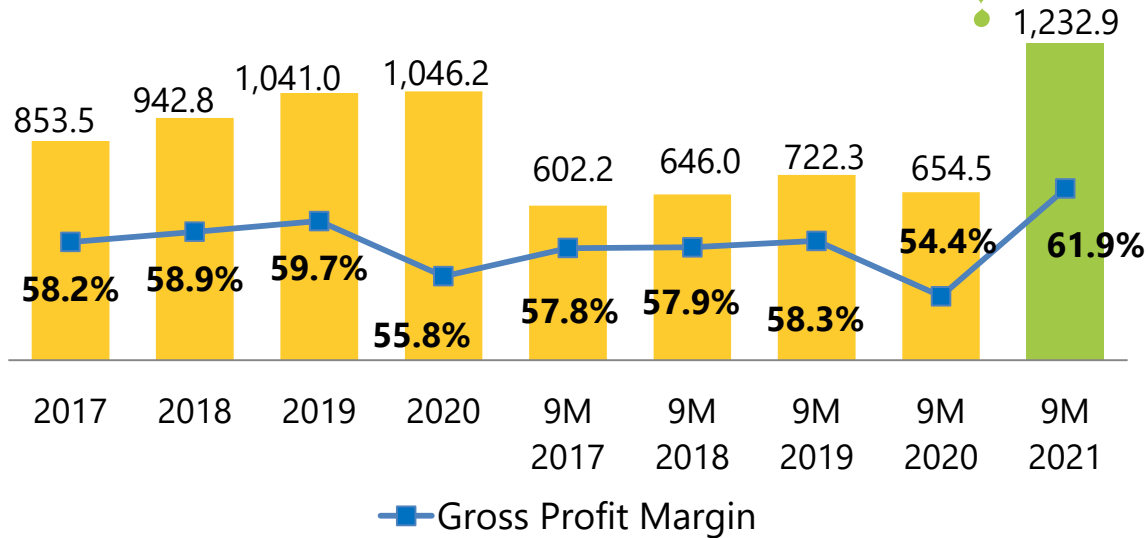


Gross Profit (in IDR Billion)

FY17-FY20 CAGR +7.0%

9M17-9M21 CAGR +19.6%

9M20-9M21
growth +88.4%



Gross Profit grew by 88.4% supported by high volume growth both in esoteric and routine tests..

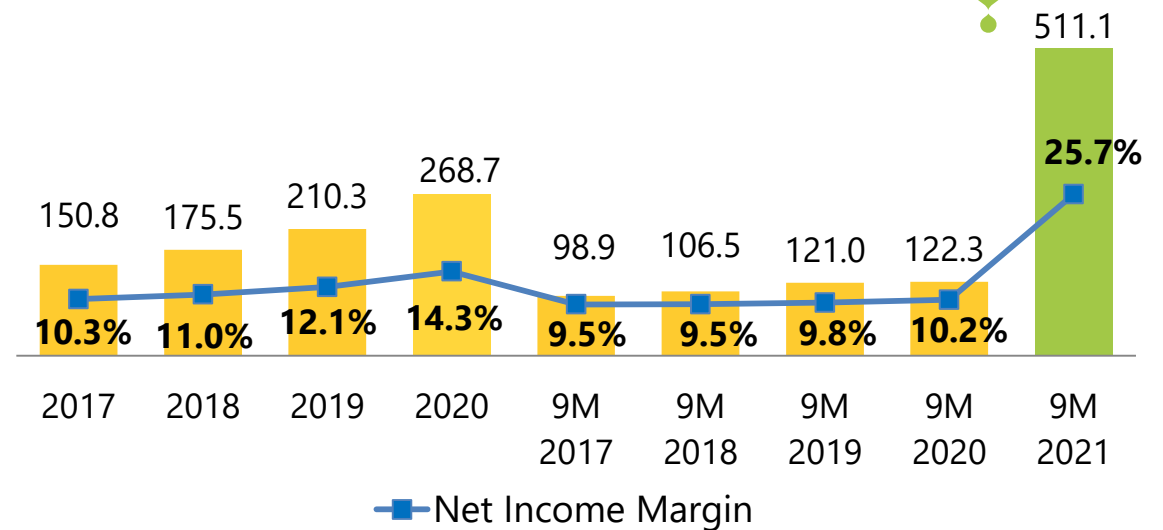


Net Income (in IDR Billion)

FY17-FY20 CAGR +21.2%

9M17-9M21 CAGR +50.8%

9M20-1H9M21
growth +318.0%



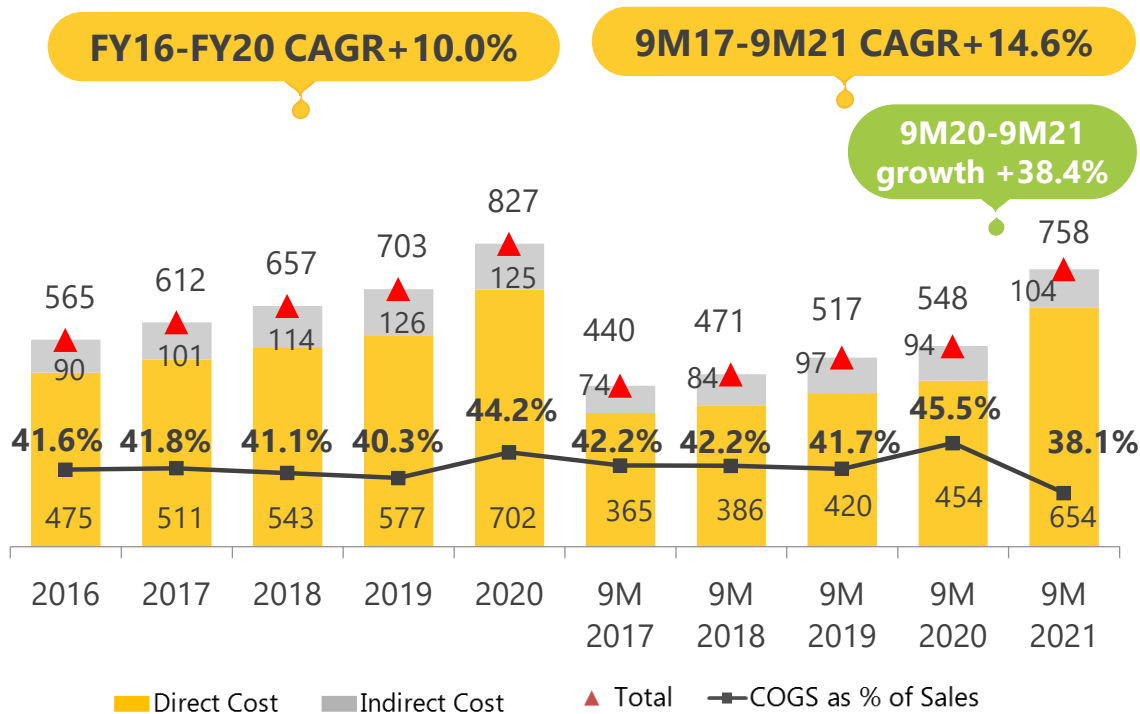
Net income improve as impact of top line growth and cost efficiencies.



9M2021 COGS & OPEX (Unaudited)



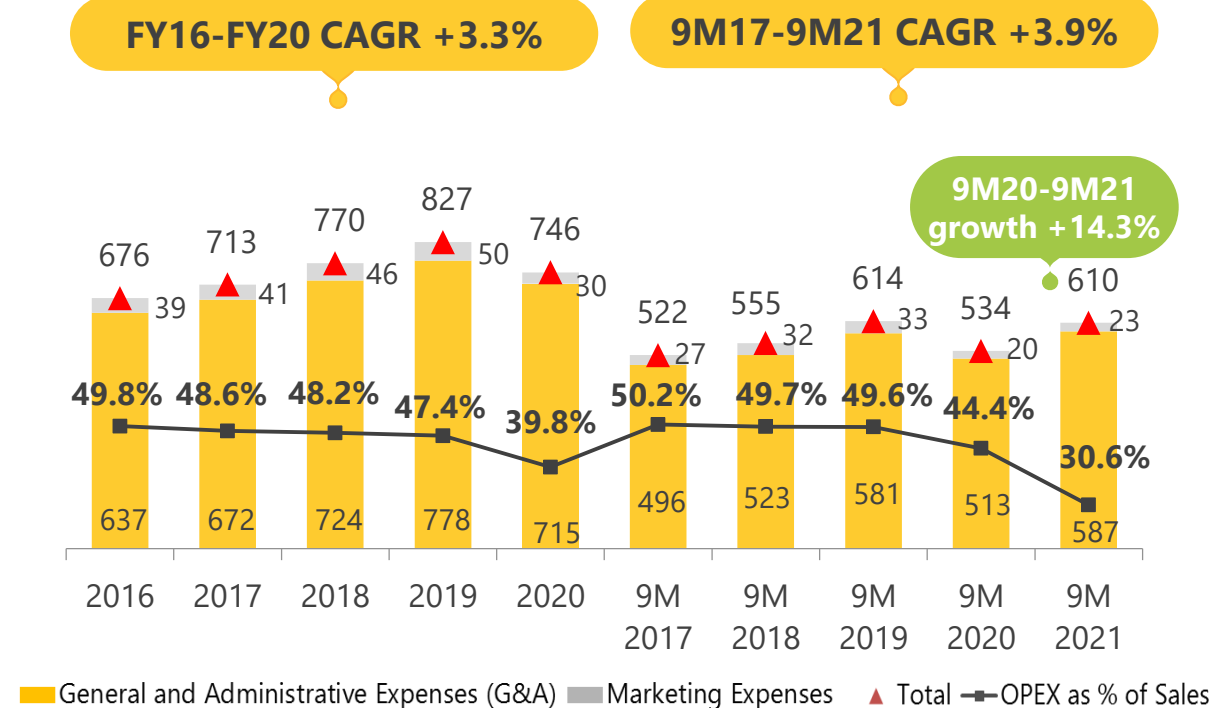
COGS (in IDR Billion)



COGS per sales was reduced to 38.1% in 9M2021 due to scale efficiency, both in direct and indirect cost.



OPEX (in IDR Billion)

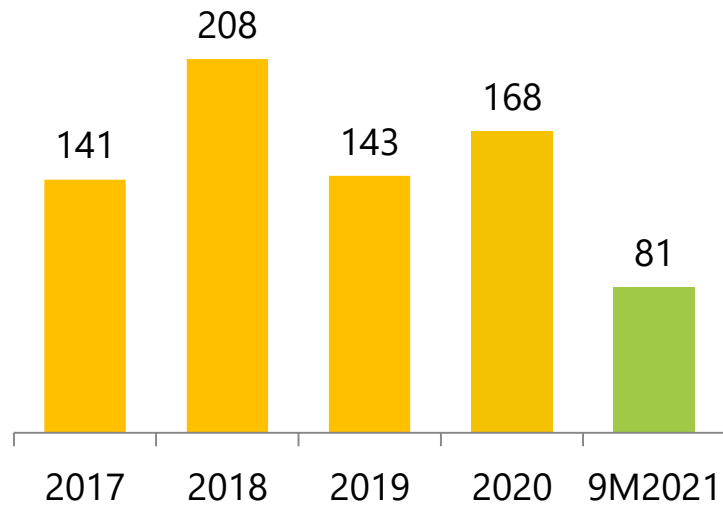


OPEX per sales decline due to cost efficiency, both in G&A and marketing cost.



CAPEX Spending and Dividend Payout

CAPEX Spending (IDR Billion)



CAPEX Plan for 2021: IDR 200-300 Billion

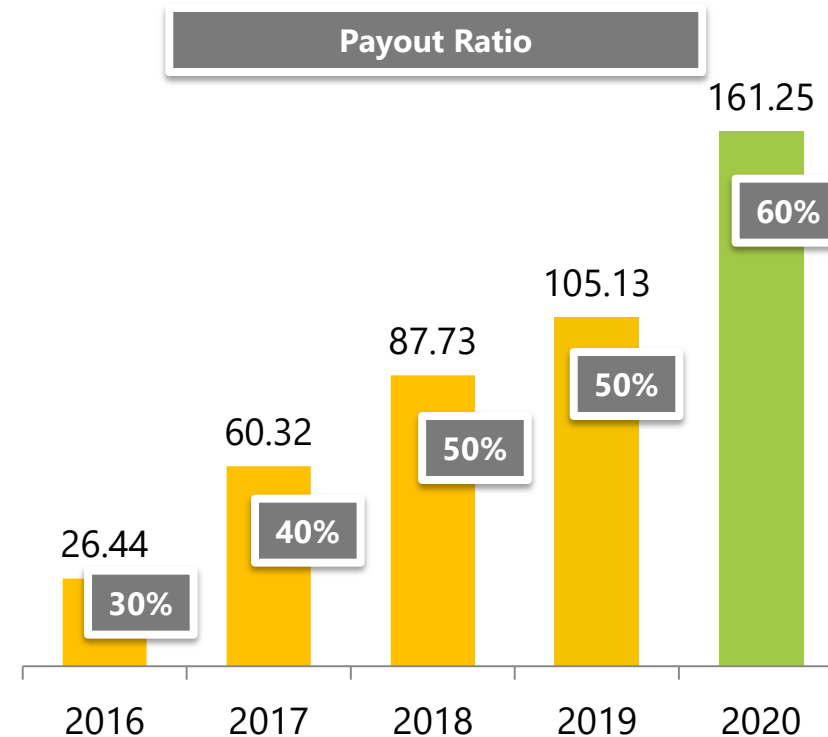
Building: 40-45%

Rent & Renovation: 5-10%

Other Fixed Asset: 15-20%

IT & Lab Development: 25-30%

Dividend Payout (IDR Billion)



9M2021 Financial Summary (Unaudited)



(in IDR Bn)	9M2021	9M2020	Change
Revenue	1,990.7	1,202.1	+65.6%
Gross Profit	1,232.9	654.5	+88.4%
Gross Profit Margin	61.9%	54.5%	+740bps
EBIT	626.1	122.3	+412.0%
EBIT Margin	31.4%	10.2%	+2120bps
EBT	648.4	148.6	+336.3%
EBT Margin	32.6%	12.4%	+2020bps
Net Income	511.1	122.3	+318.0%
Net Income Margin	25.7%	10.2%	+1550bps
EPS	545.16	130.43	+318.0%
EBITDA	745.0	234.0	+218.4%
EBITDA Margin	37.4%	19.5%	+1790bps

(in IDR Bn)	9M2021	9M2020	Change
Total Asset	2,611.9	2,069.9	+26.2%
Total Equity	2,140.9	1,668.3	+28.3%
ROIC % ⁽¹⁾	67.2%	13.7%	+5350bps
Debt to Equity % ⁽²⁾	11.1%	14.6%	-350bps
Debt to Asset % ⁽³⁾	9.8%	12.5%	-270bps

(1) ROIC – (Operating Income – Tax) divided by Average (Total Equity + Total Debt exclude payables – Cash & Time Deposit)

(2) Debt to Equity – Total Non Current Debt divided by Total Equity

(3) Debt to Asset – Total Debt with interest divided by Total Asset

Thank You!

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