



9M2025 Company Update

PT Prodia Widyahusada Tbk | PRDA.JK



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Key Updates



9M2025 Key Highlights

Wide network throughout Indonesia with more than 50 years of experience

IDR 1.58 Trillion

USD 94.8 Million



9M2025 Revenue (-1.1% YoY)

>1.9 Million



9M2025 Visit (-2.7% YoY)

>13.6 Million



9M2025 Volume (+2.1% YoY)

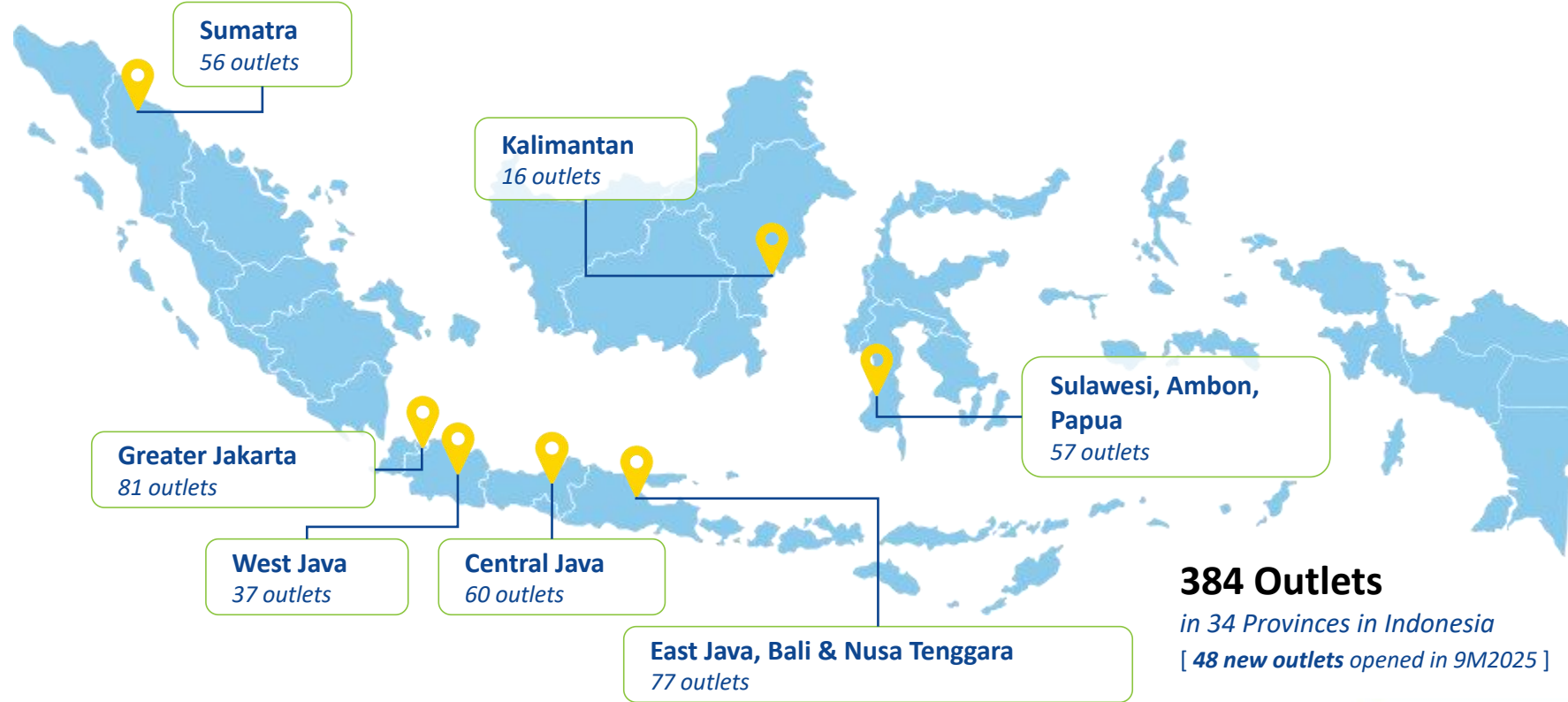
IDR 114.5 Billion

USD 6.9 Million



9M2025 Net Income (-41.0% YoY)

The largest private independent clinical lab chain by size of network and revenue with **40.0%*** market share in Indonesia



*data of 2024

Continuous Improvement in a Challenging Market

Ensure sustainability business with innovation, growth, and optimization



Innovation to deliver Precision Medicine



Offers **more than 3,000 type of tests** consisting of routine and esoteric tests



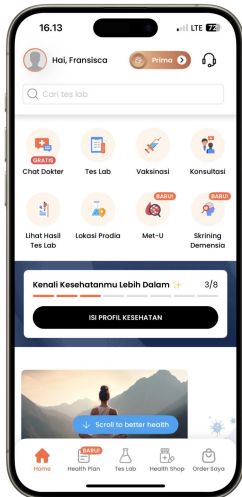
Referral Partnership with NUH Singapore and Quest Diagnostic US



Expand networks through strategic collaboration in **SEA Market** and optimization of clinical services



Digital Innovation to be one of the largest digital healthcare platform

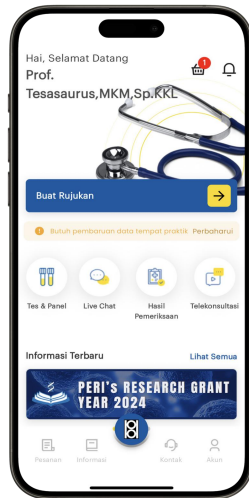


U by Prodia



>2.5 mio downloaders

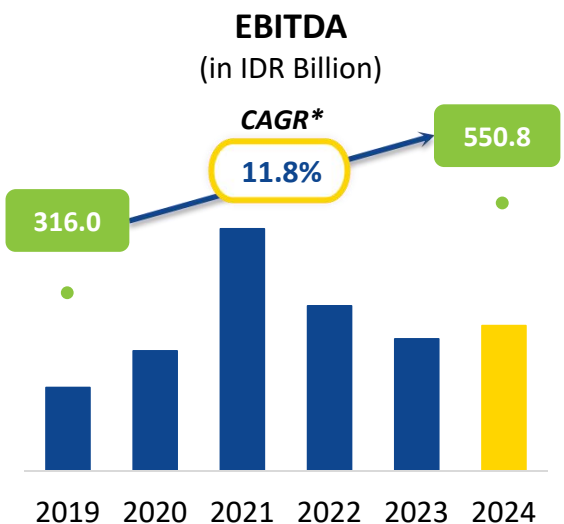
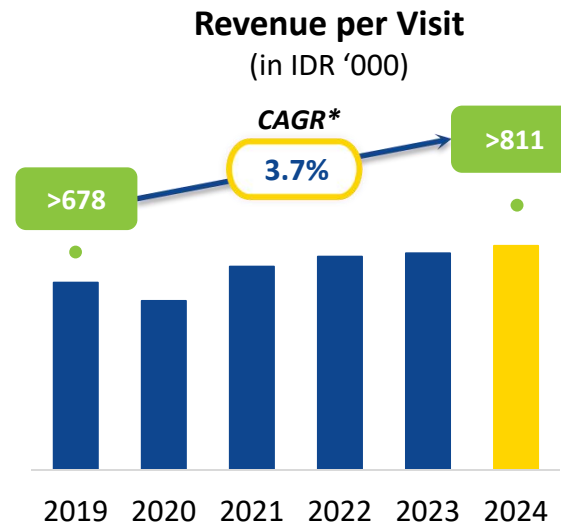
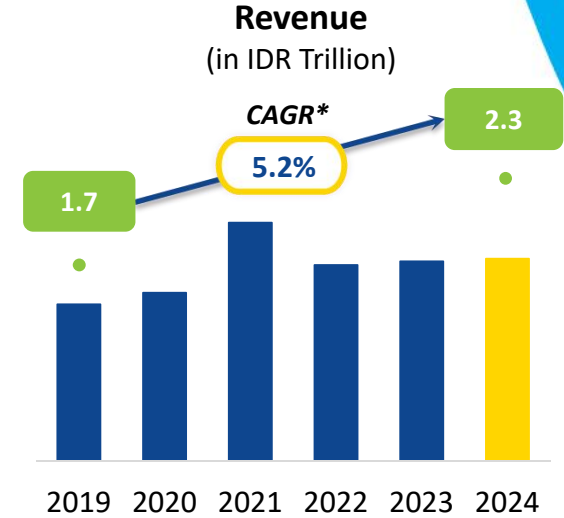
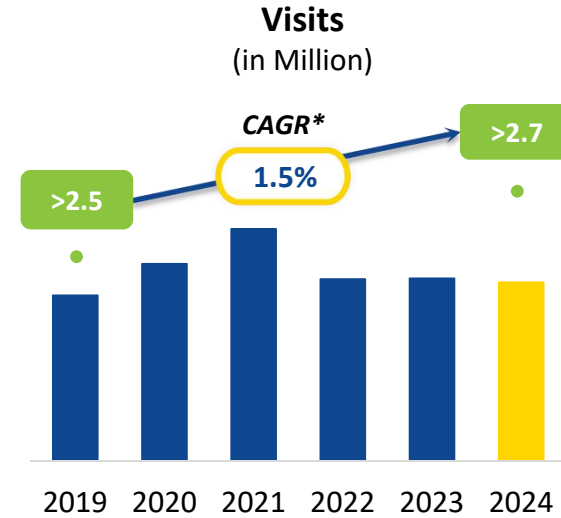
Managed by
PT Prodia Digital Indonesia



Prodia for Doctor



>41,600 downloaders



*covers 5 annual growth periods (2019 → 2024)

Business Highlights

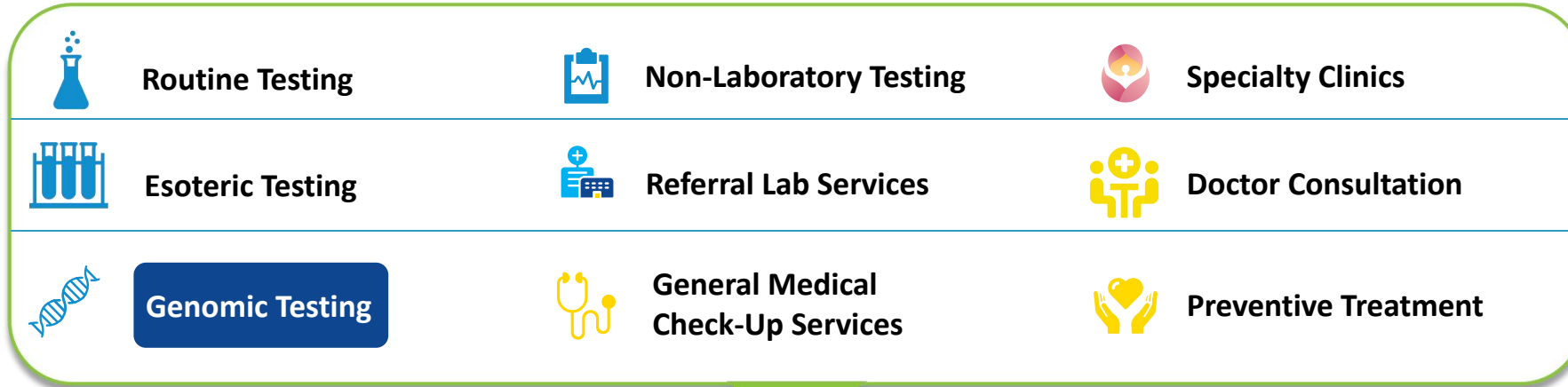


The Comprehensive Center of Excellence

Delivering personalization and precision in multiple customer segment



Sustainability for
Healthy Community



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

- Individual Walk-In Patients
- Payment made out-of-pocket

Doctor Referrals

- Patients referred by their doctors
- Payment made out-of-pocket

External Referrals

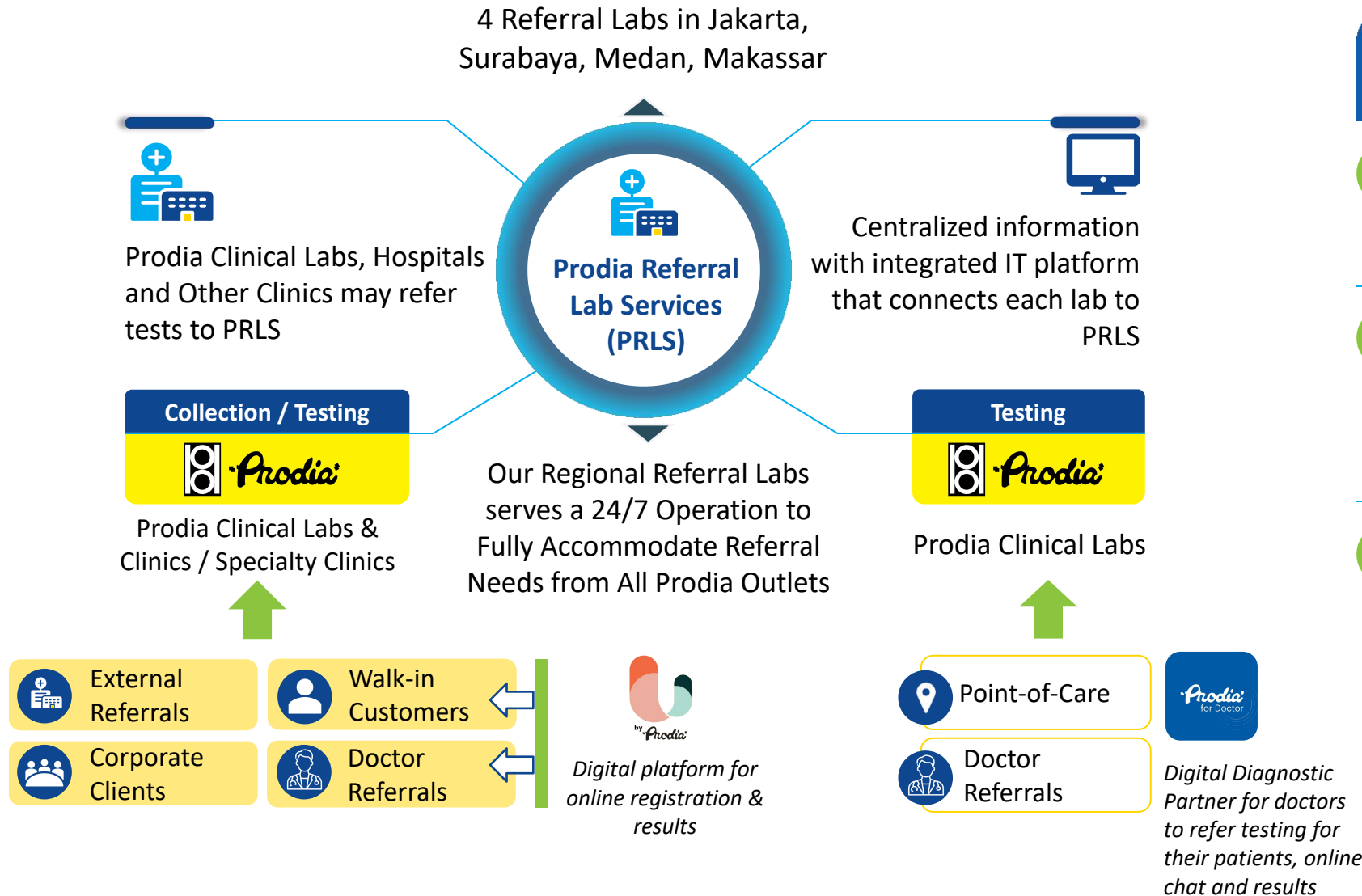
- Samples referred by other healthcare providers (i.e.: labs, hospitals)
- Patients referred by insurance
- Funded by healthcare providers

Corporate Clients

- 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

Centralized core operations (hub) while efficiently distributing services through multiple outlets (spokes)



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

Maintain Strong and Long-Term Relationship

Generate new tests and ongoing referrals in partnership with medical & scientific community

Strong relationships through the work of **more than 400 Marketing and Laboratory Information Service personnel**
Quality Service

Introduced new tests, such as NIPT ProSafe, CArisk, DIArisk, New Born Screening, Sleep & Stress Genomics, Beta Thalassemia Analysis, Prodia Nutrigenomics 2.0, Bladder Cancer Detection
New Test Introduction



Ongoing Referrals

Received referrals from **>60,900 doctors in 9M2025**

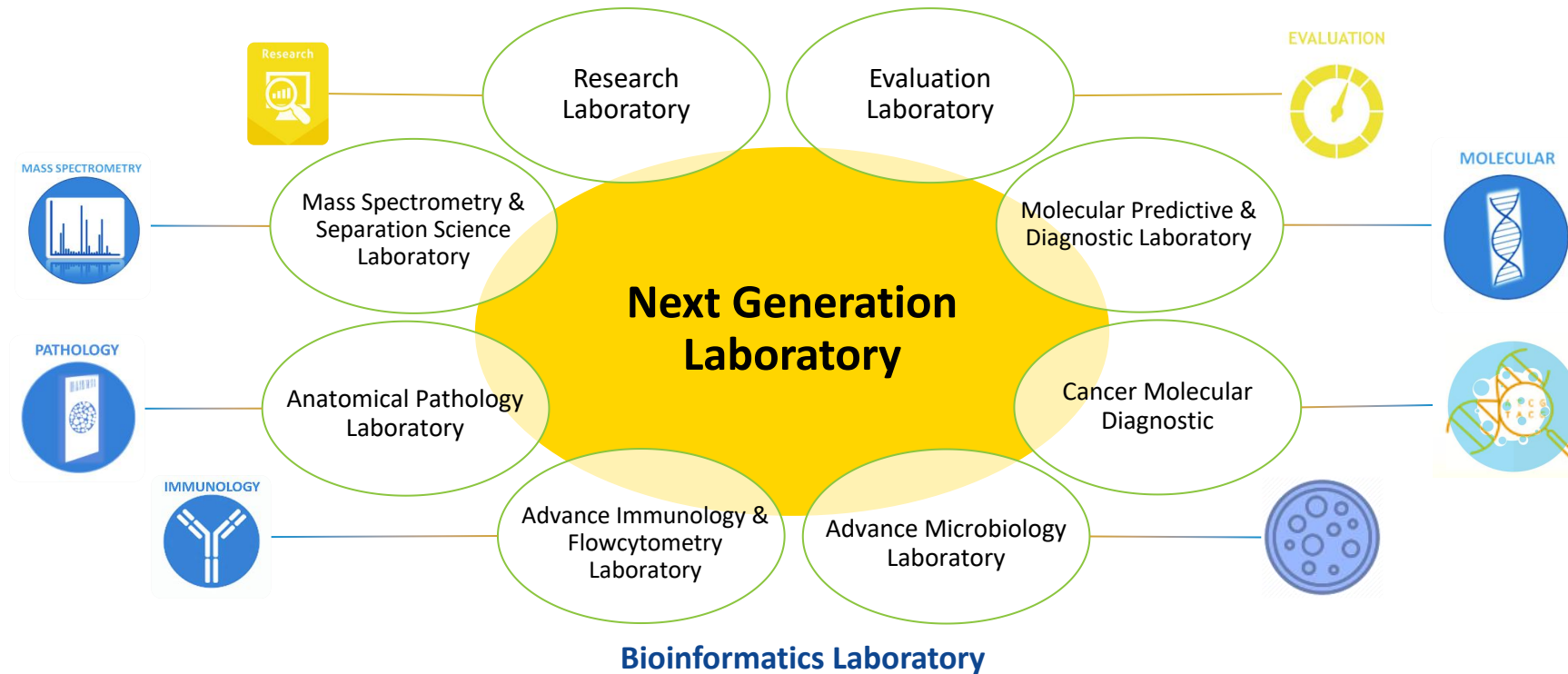
Research Collaboration

Entered into agreement with **54 institutions**:
49 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.**

Be The Next Generation Laboratory

To deliver precision medicine with comprehensive lab services



Personalized Treatment and Prevention



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



Targeted Therapy

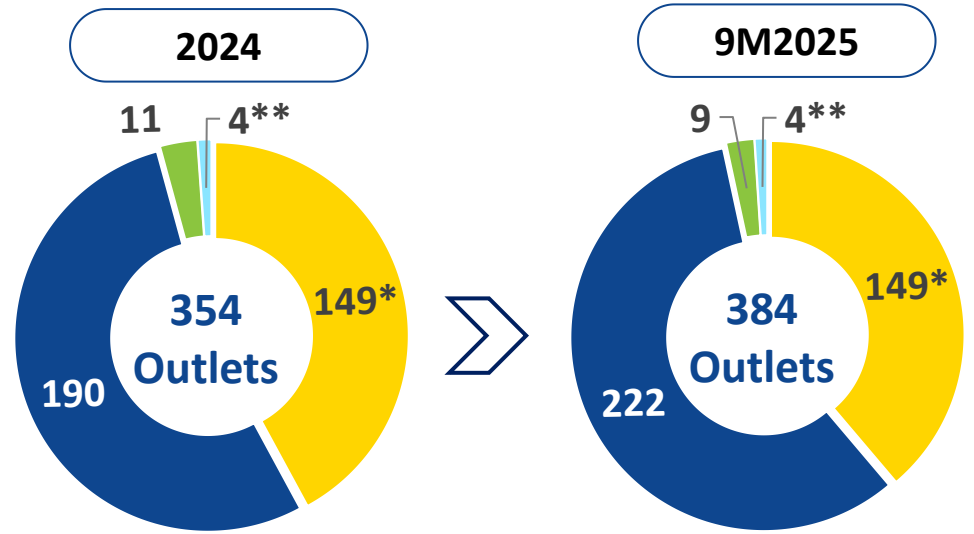
The Concept of Precision Medicine

Business Update



Expand Our Presence with Diverse Models

With strategic expansion of outlets, ensuring proximity to our customers



■ Clinical Labs & PHC
 ■ POC Outlets
 ■ Hospital Labs
 ■ Specialty Clinics

*includes 10 (ten) Standalone PHC, and 4 (four) specialty clinics that operate in existing 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)

New outlets in 9M2025



47 new POC outlets



1 new Genomic Site

Digital Platform Optimization



U by Prodia App Development



Additional Features in Prodia for Doctor

2025 Outlet Development Target

- > 5

 Hospital Labs Management
includes hospital lab & genomic site
- > 70

 POC Outlets
Point-of-Care
- 1-2

 Clinical Labs
Branch

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

Financial Update



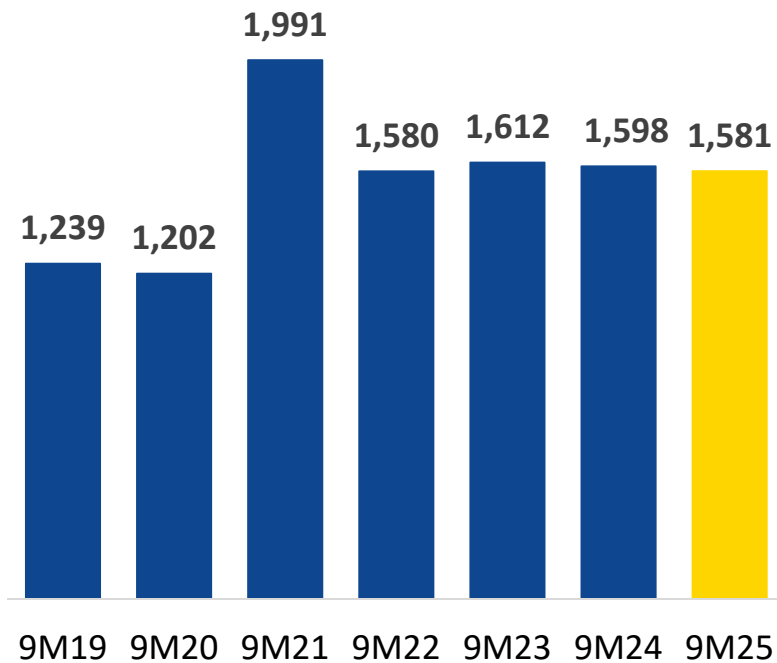
Soft Performance in 9M2025 Revenue

Due to softer healthcare demand and challenges in corporate clients

Revenue (Unaudited) In IDR Billion

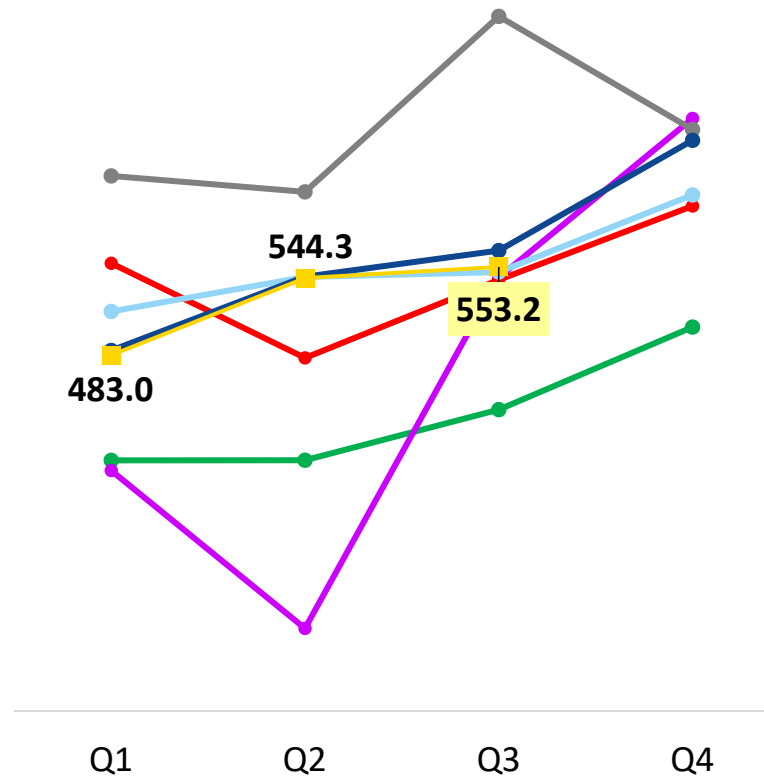
9M19-9M25 CAGR +4.1%

9M24-9M25
Growth: -1.1%



Quarterly Revenue (Unaudited) In IDR Billion

2019 2020 2021 2022
2023 2024 2025



- 9M25 performance **mostly driven by Walk-In Customers**, despite challenges in other segments.
- **3Q25 revenue and visit improved vs 2Q25**, despite softer volume.

9M2025 Financial Performance



Sustainability for
Healthy Community



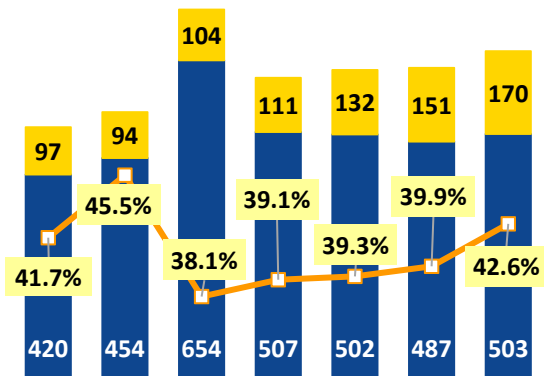
Shows a short-term adjustment phase while we focus on improving margins

COGS

in IDR Billion

9M19-9M25 CAGR +4.5%

- COGS to revenue
- Direct Cost
- Indirect Cost



9M19 9M20 9M21 9M22 9M23 9M24 9M25



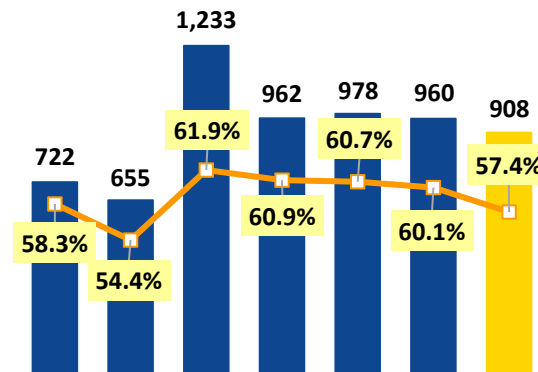
We observed increased COGS in 3Q25 mostly due to increased in **raw materials and salaries**.

Gross Profit

in IDR Billion

9M19-9M25 CAGR +3.9%

- Gross Profit Margin



9M19 9M20 9M21 9M22 9M23 9M24 9M25



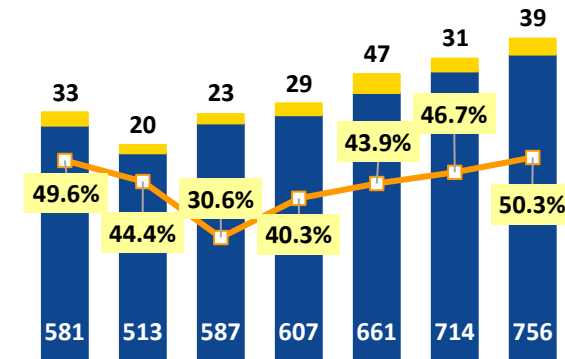
Gross profit margin decreased due to higher COGS amid soft revenue performance, with **continued efforts to maintain it at 60%**.

OPEX

In IDR Billion

9M19-9M25 CAGR +4.4%

- OpeX to revenue
- G&A Expense
- Marketing Expense



9M19 9M20 9M21 9M22 9M23 9M24 9M25



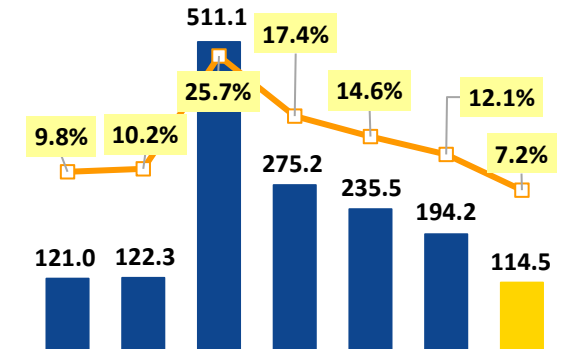
OPEX per sales increased, driven by G&A cost as impacted by **hike on tariffs, depreciation, and IT related expenses, especially software**.

Net Income

In IDR Billion

9M19-9M25 CAGR -0.9%

- Net Income Margin



9M19 9M20 9M21 9M22 9M23 9M24 9M25



Net income **decreased in 9M25** due to soft revenue performance and higher of OPEX.

9M2025 Financial Summary

Despite several growth indicators moderation, we maintain solid balance sheet and value-driven growth



(in IDR Bn)	9M2025	9M2024	Change
Revenue	1,580.6	1,598.4	-1.1%
Gross Profit	908.0	960.0	-5.4%
EBIT	111.1	218.7	-49.2%
EBT	143.2	247.6	-42.2%
Net Income	114.5	194.2	-41.0%
EPS	125.9	207.4	-39.3%
EBITDA	310.2	390.6	-20.6%

(in IDR Bn)	9M2025	9M2024	Change
Total Asset	2,580.8	2,744.0	-5.9%
Total Equity	2,312.9	2,406.0	-3.9%

Our Professional Team & Shares Information



Prodia
Health Care



Experienced & Professional Management Team

With more than 20 years experience in delivering growth and innovation of Prodia



52 Years of Experience

Andi Wijaya

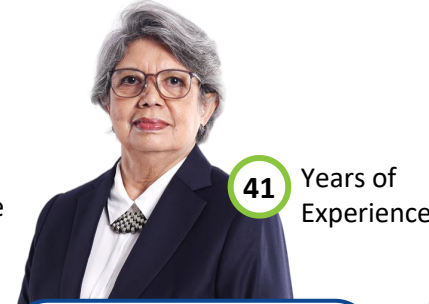
Co-Founder and Chairman



52 Years of Experience

**Gunawan
Prawiro Soeharto**

Co-Founder and Commissioner



41 Years of Experience

**Endang
Hoyaranda**

Commissioner



50 Years of Experience

**Joseph Fellipus
Peter Luhukay**

Independent Commissioner



33 Years of Experience

**Keri Lestari
Dandan**

Independent Commissioner



37 Years of Experience

Dewi Muliaty

President Director



28 Years of Experience

Liana Kuswandi

Finance Director



28 Years of Experience

**Indriyanti Rafi
Sukmawati**

Business & Marketing Director



27 Years of Experience

Andri Hidayat

Digital Service Transformation & IT Director



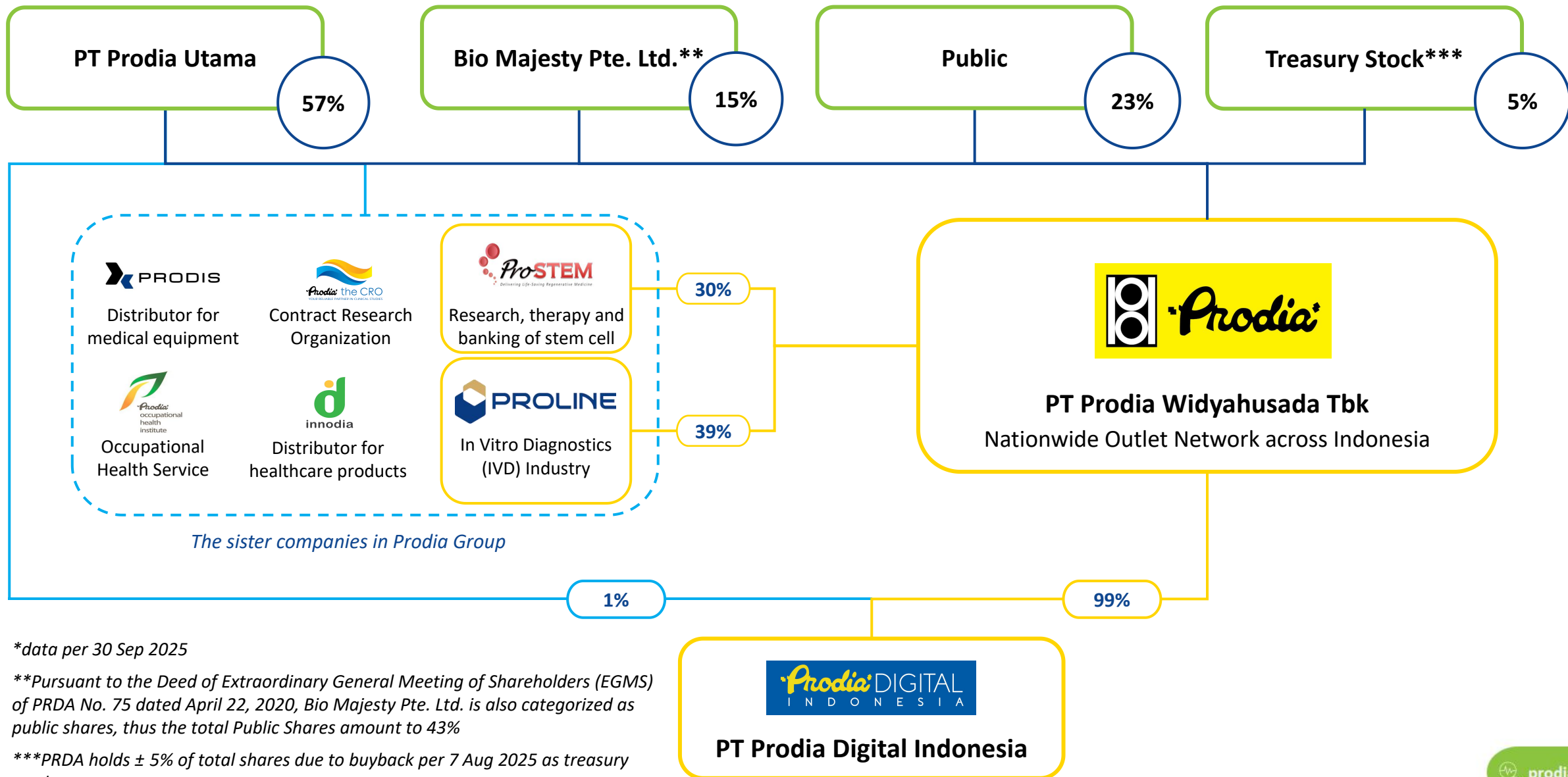
23 Years of Experience

Ida Zuraida

Human Capital & GA Director

Shareholders Composition

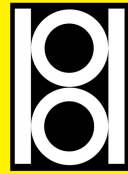
Public free float is 23% of total with market cap of IDR 2.4 Trillion*



*data per 30 Sep 2025

**Pursuant to the Deed of Extraordinary General Meeting of Shareholders (EGMS) of PRDA No. 75 dated April 22, 2020, Bio Majesty Pte. Ltd. is also categorized as public shares, thus the total Public Shares amount to 43%

***PRDA holds ± 5% of total shares due to buyback per 7 Aug 2025 as treasury stocks.



Prodia

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