



# FY2025 Company Updates

PT Prodia Widyahusada Tbk | PRDA.JK



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# Company Overview

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# FY2025 Key Highlights

The largest private independent clinical lab chain with 40.0%\* market share in Indonesia



**IDR 2.28 Trillion**  
*USD 136 Million*

FY2025 Revenue (+1.3% YoY)

**>2.7 Million**

FY2025 Visit (+0.6% YoY)

**>20.9 Million**

FY2025 Volume (+4.4% YoY)

**IDR 207.3 Billion**  
*USD 12.3 Million*

FY2025 Net Income (-23.2% YoY)

## Current Initiatives

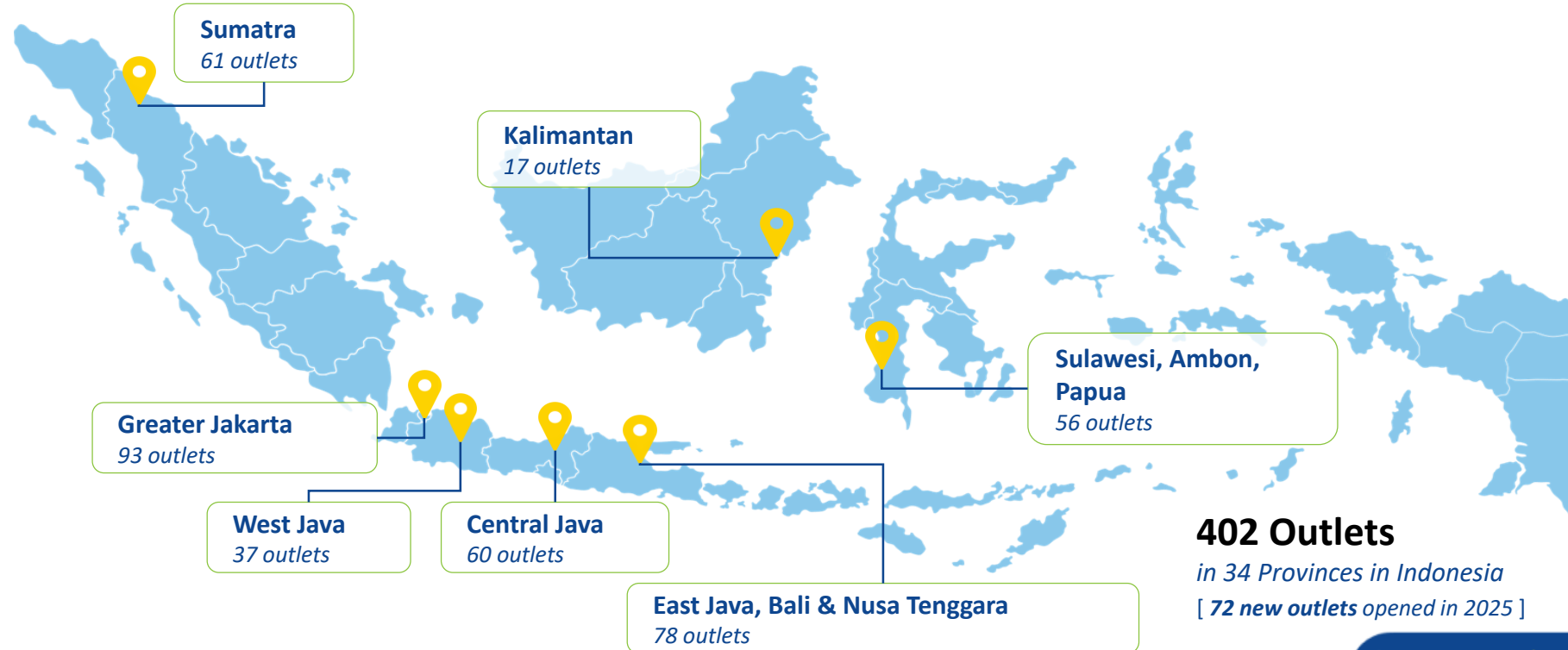


Starting from 2025, Prodia expand networks through strategic collaboration in SEA Market and optimization of clinical services

**2024** **PROLINE**  
Acquiring 39% shares in Proline (The IVD Industry)

**Jun 2025** **ProSTEM**  
Acquiring 30% shares in ProSTEM (Stem Cell Therapy)

**Nov 2025** **PCMC**  
Launch Prodia Clinical Multiomics Centre (PCMC)



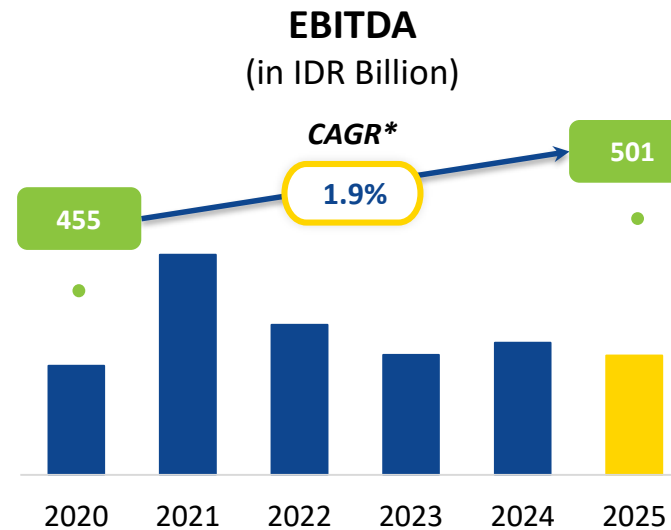
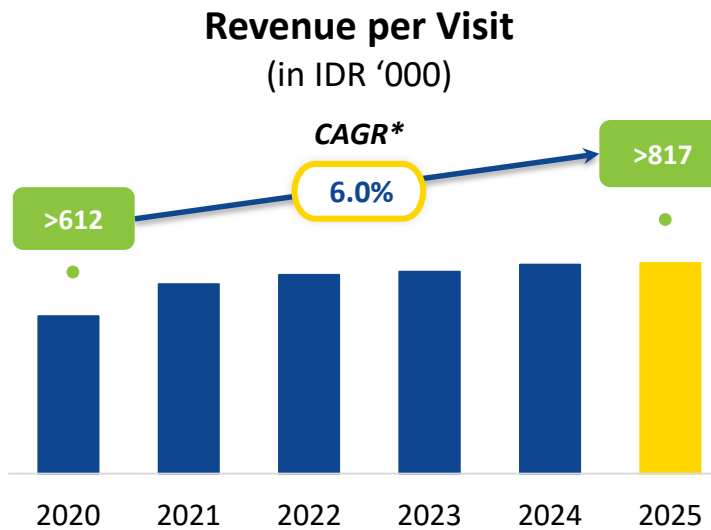
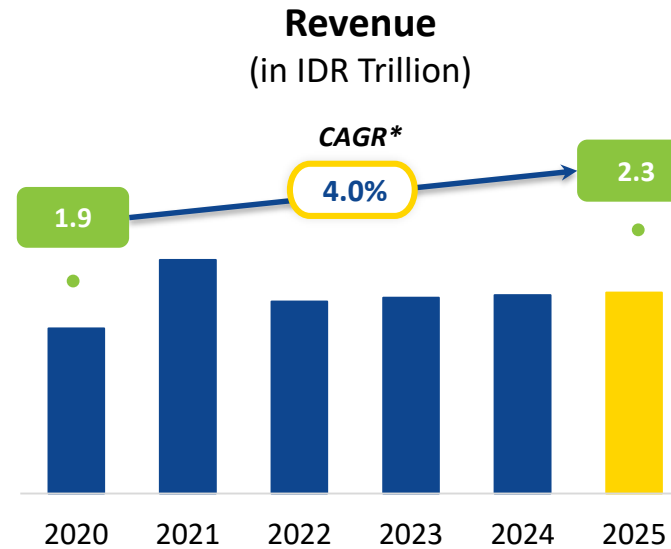
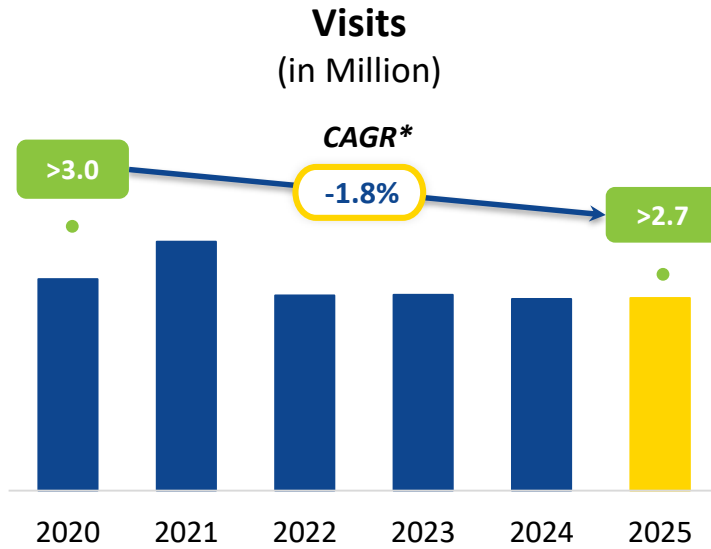
\*data of 2024

# Continuous Improvement in a Challenging Market

Ensure sustainability business with innovation, growth, and optimization



Sustainability for  
Healthy Community



Prodia has strengthened the fundamental and generated continuous number to ensure sustainability business, while there is a bit normalization compared to Pandemic Covid-19 Years

\*covers 5 annual growth periods (2020 → 2025)



# Business Highlight

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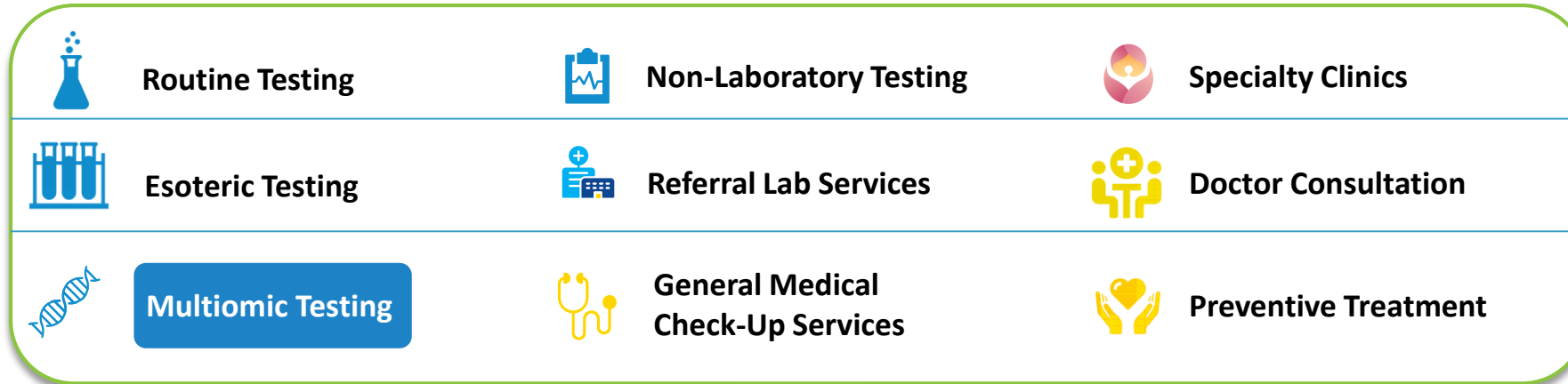



# The Comprehensive Center of Excellence

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

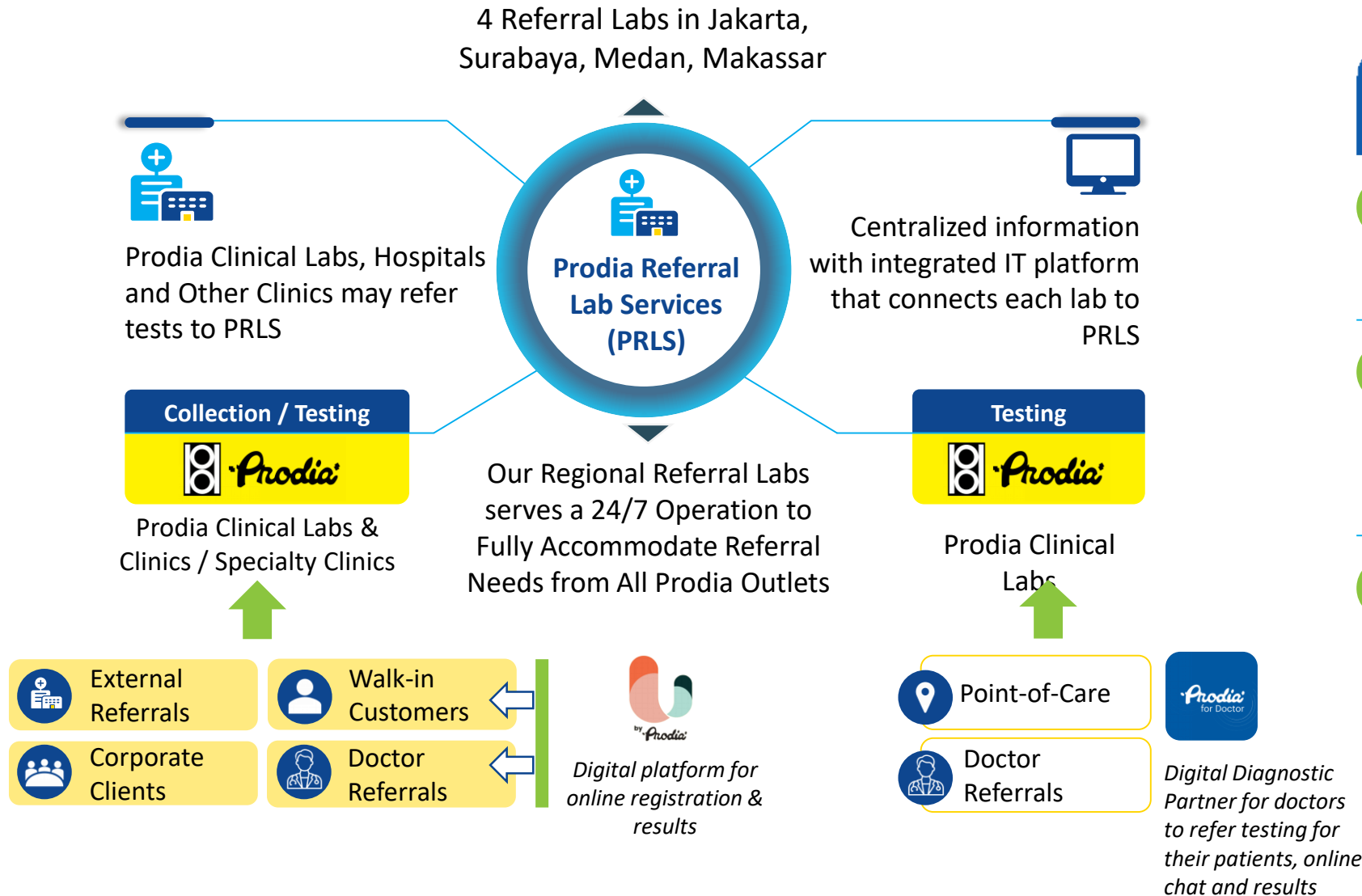
- Samples referred by other healthcare providers (i.e.: labs, hospitals)
- Patients referred by insurance
- Funded by healthcare providers

## 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



Sustainability for  
Healthy 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, 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 **>69,400 doctors in FY2025**

## **Research Collaboration**

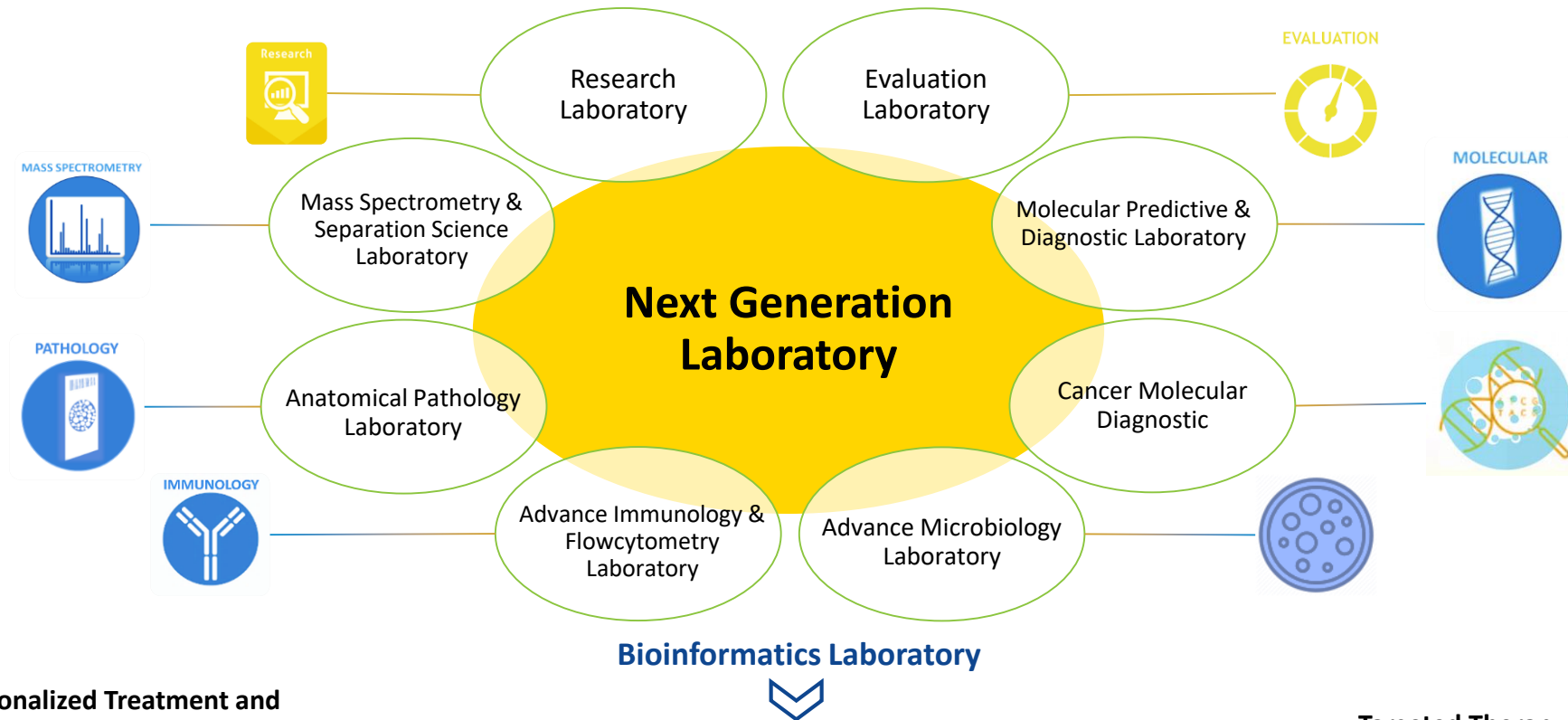
Entered into agreement with **55 institutions**:  
50 Faculty of Medicines, 1 Faculty of Pharmacy, 1 Faculty of Health Sciences, 1 Institution in Science and Tech., 1 Institution in Molecular Biology, and 1 Professional Organization



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

Targeted Therapy

## The Concept of Precision Medicine



✓ 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



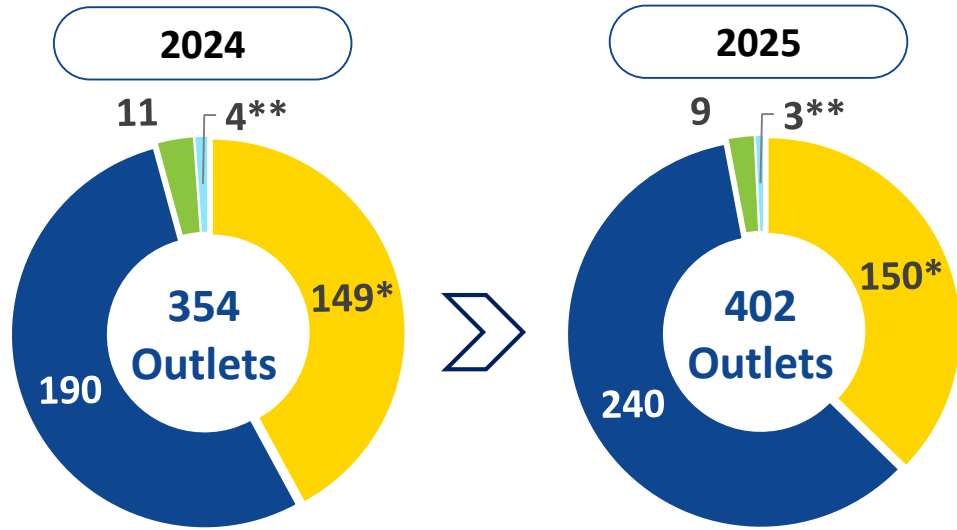
# Business Updates

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# 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 5 (four) specialty clinics that operate in existing branches: 1) PCHC Jakarta, 2) PWHC Jakarta, 3) PCHC Medan, 4) PWHC Medan, 5) PCHC Surabaya. \*\*consists of standalone specialty clinics (PWHC and PSHC Surabaya, and PSHC Jakarta)

## New outlets in FY2025



71 new POC outlets



1 new Genomic Site



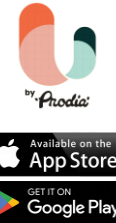
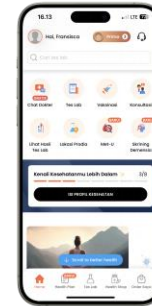
1 reclassification



Sustainability for Healthy Community



## Digital Platform Optimization



U by Prodia  
App Development



Additional Features in Prodia for Doctor



## 2026 Outlet Development Target

- > 3

 Hospital Labs Management  
*includes hospital lab & genomic site*
- > 20

 POC Outlets  
*Selective and improving existing Point-of-Care*
- 2-3

 Clinical Labs  
*Branch*

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

# Financial Updates

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# Soft Performance in 2025 Revenue

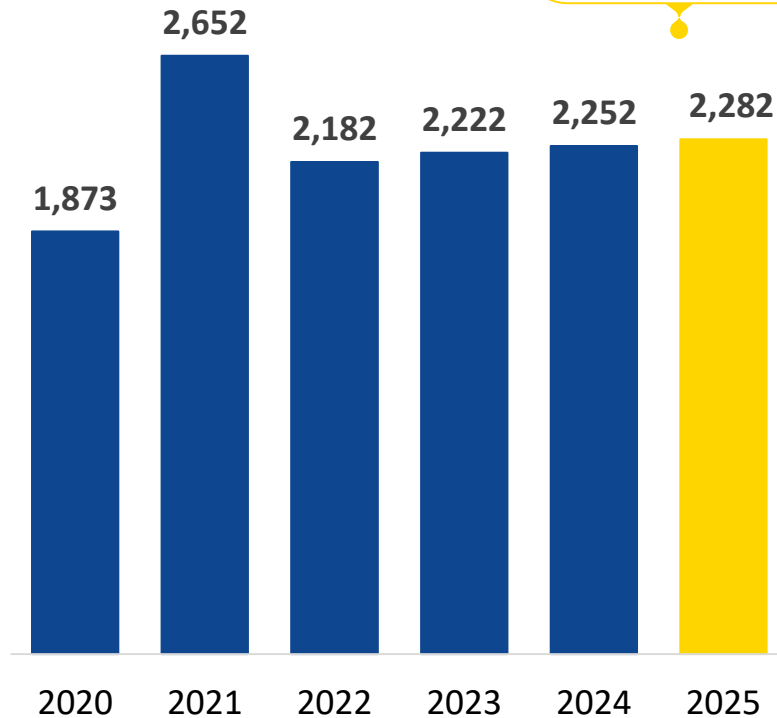
Due to softer healthcare demand and challenges in corporate clients

## Revenue (Audited)

In IDR Billion

FY20-FY25 CAGR +4.0%

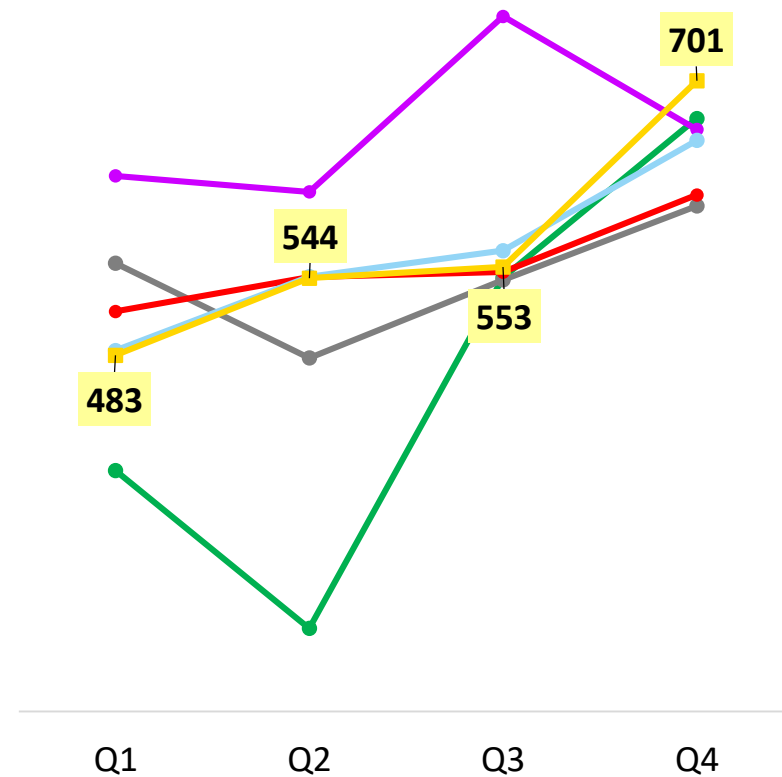
FY24-FY25  
Growth: +1.3%



## Quarterly Revenue (Audited)

In IDR Billion

2020 2021 2022  
2023 2024 2025



- FY25 revenue **mostly driven by Walk-In Customers and External Referrals**, despite challenges in other segments.
- **4Q25 performance shows the highest improvement** compared to previous quarters.

# 2025 Financial Performance



Sustainability for Healthy Community



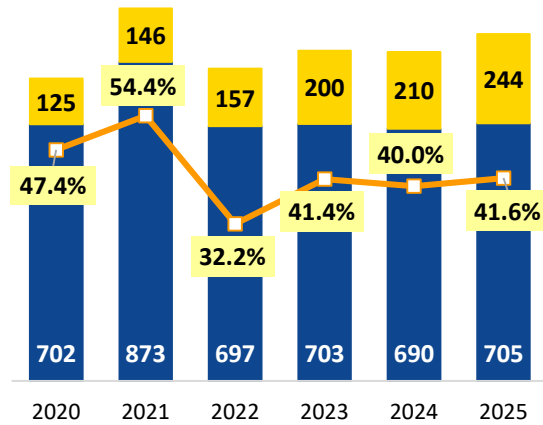
Margins affected by rising raw material costs, IT investments, and operating expenses as the company strengthens its long-term capabilities.

## COGS

in IDR Billion

FY20-FY25 CAGR +2.8%

- COGS to revenue
- Direct Cost
- Indirect Cost



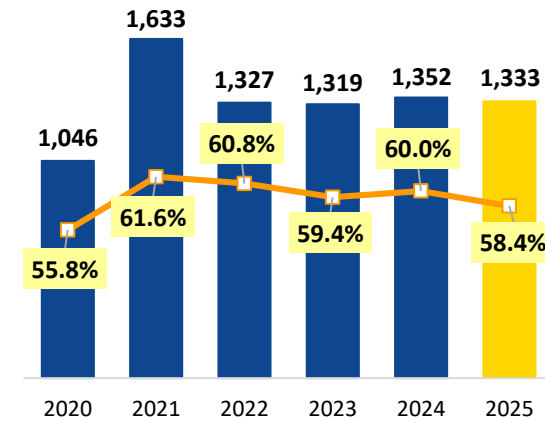
We observed increased COGS in 4Q25 mostly due to increased in raw materials and salaries.

## Gross Profit

in IDR Billion

FY20-FY25 CAGR +5.0%

- Gross Profit Margin



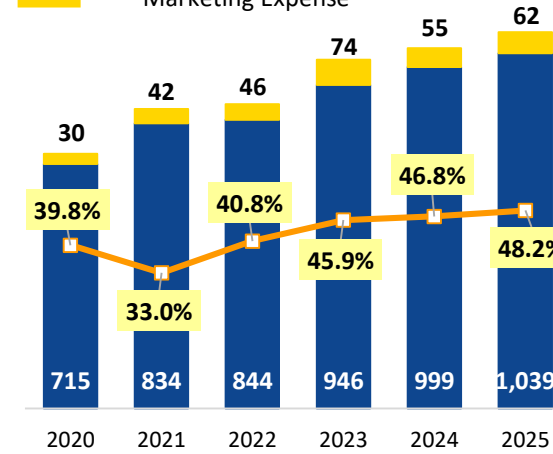
Gross profit margin decreased due to higher COGS amid soft revenue performance, with continued efforts to maintain it at 60%.

## OPEX

In IDR Billion

FY20-FY25 CAGR +8.1%

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



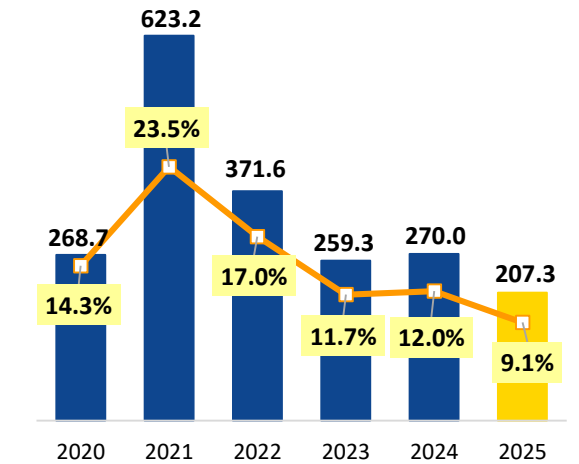
OPEX per sales increased, driven by G&A cost as impacted by hike on tariffs, depreciation, and IT related expenses, especially software.

## Net Income

In IDR Billion

FY20-FY25 CAGR -5.1%

- Net Income Margin



Net income decreased in FY25 due to soft revenue performance and higher of OPEX.

# FY2025 Financial Summary

Revenue grew in FY25 despite margin pressure, while Prodia maintains a strong balance sheet and low leverage to support future growth.



(in IDR Bn)	FY2025	FY2024	Change
Revenue	2,281.7	2,252.2	+1.3%
Gross Profit	1,332.7	1,352.0	-1.4%
EBIT	225.2	300.5	-25.1%
EBT	264.3	343.0	-22.9%
Net Income	206.7	270.0	-23.5%
EPS	227.2	288.2	-21.2%
EBITDA	498.1	550.8	-9.6%

(in IDR Bn)	FY2025	FY2024	Change
Total Asset	2,744.2	2,840.1	-3.4%
Total Equity	2,418.7	2,484.7	-2.7%

# Our Professional Team & Shares Information

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# Experienced & Professional Management Team

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



53 Years of Experience

**Andi Wijaya**

Co-Founder and  
Chairman



53 Years of Experience

**Gunawan  
Prawiro Soeharto**

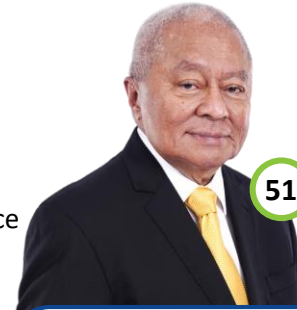
Co-Founder and  
Commissioner



42 Years of Experience

**Endang  
Hoyaranda**

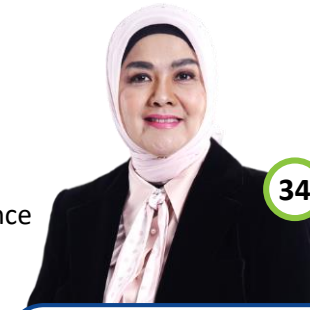
Commissioner



51 Years of Experience

**Joseph Fellipus  
Peter Luhukay**

Independent  
Commissioner



34 Years of Experience

**Keri Lestari  
Dandan**

Independent  
Commissioner



38 Years of Experience

**Dewi Muliaty**

President Director



29 Years of Experience

**Liana Kuswandi**

Finance Director



29 Years of Experience

**Indriyanti Rafi  
Sukmawati**

Business & Marketing  
Director



28 Years of Experience

**Andri Hidayat**

Digital Service  
Transformation & IT  
Director



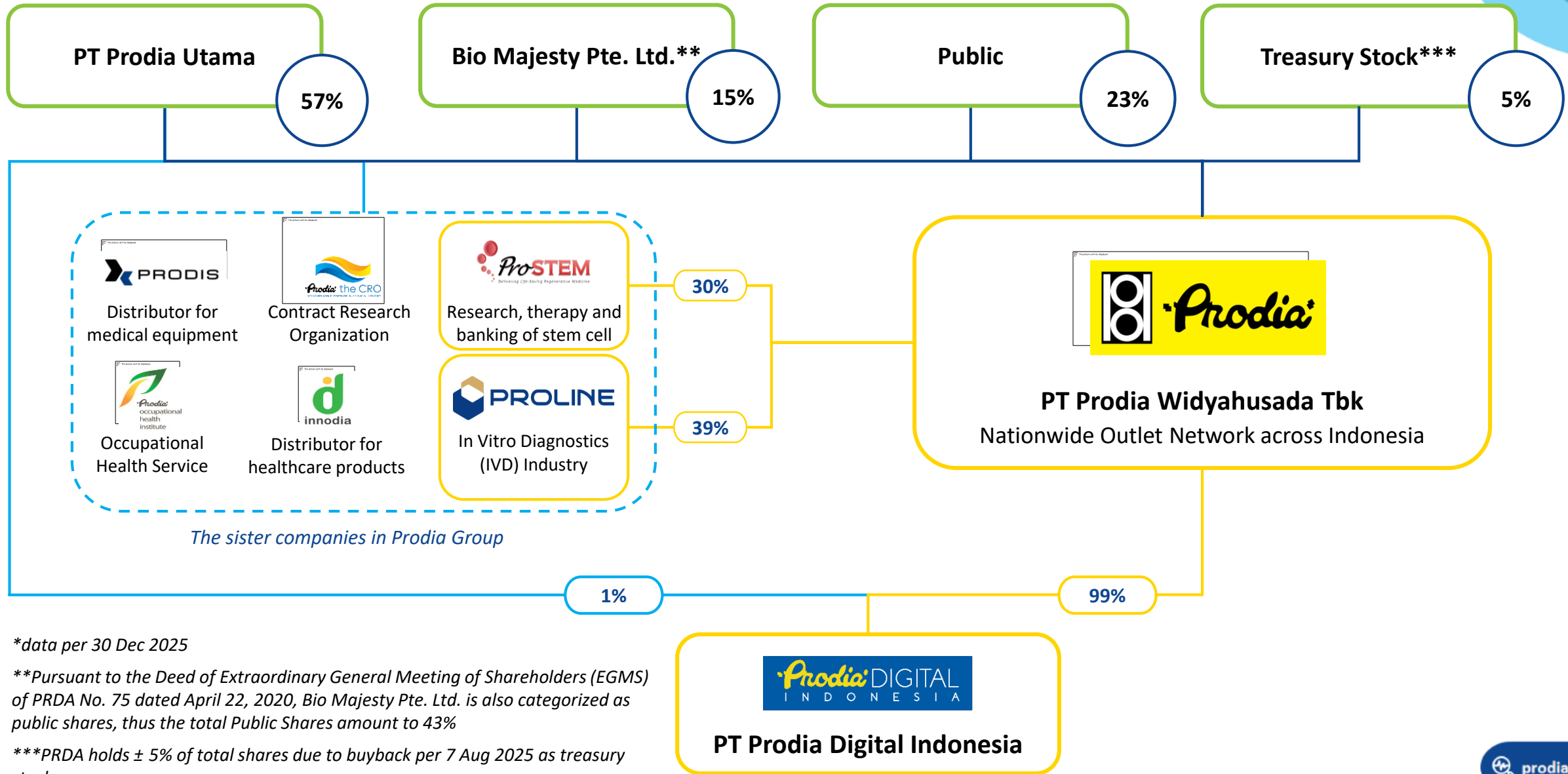
24 Years of Experience

**Ida Zuraida**

Human Capital  
& GA Director

# Shareholders Composition

Public free float is 23% of total with market cap of IDR 2.05 Trillion\*



\*data per 30 Dec 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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