



**Prodia**

# 1Q2026 Company Update

PT Prodia Widyahusada Tbk | PRDA.JK

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# Company Overview

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**IDR 501.3 Billion**  
USD 29.5 Million



1Q2026 Revenue (+3.8% YoY)

**> 613.1 Thousand**



1Q2026 Visit (+5.7% YoY)

**> 4.17 Million**



1Q2026 Volume (+6.5% YoY)

**IDR 17.2 Billion**  
USD 1.0 Million



1Q2026 Net Income (+150.1% YoY)

\*data of 2024

## Current Initiatives



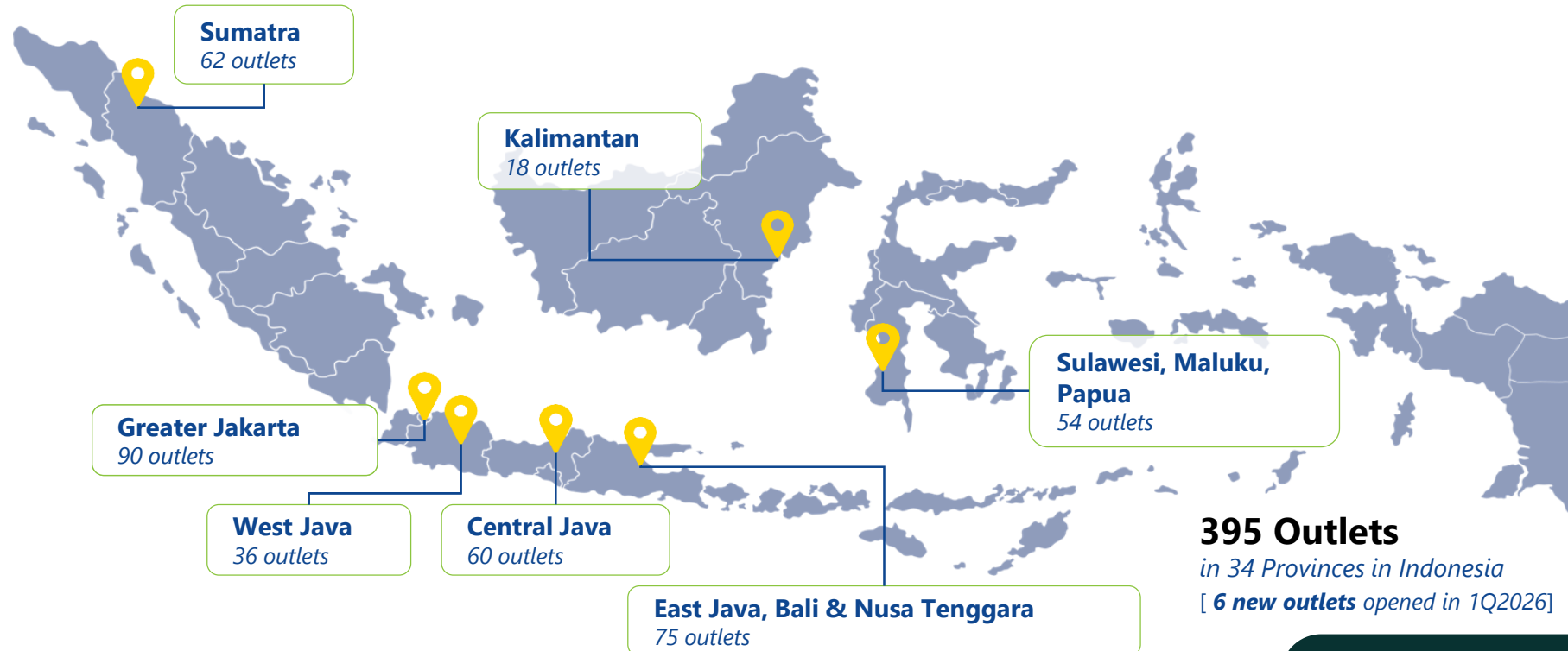
Start from 2025, Prodia expands networks through strategic collaboration in SEA Market and optimization of clinical services

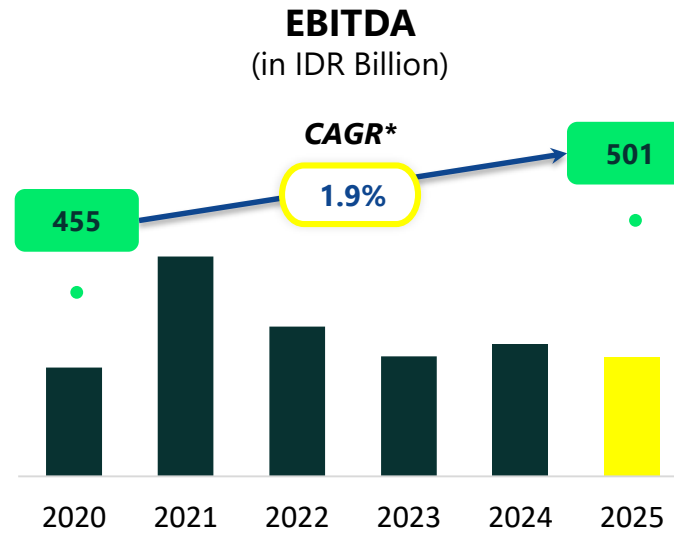
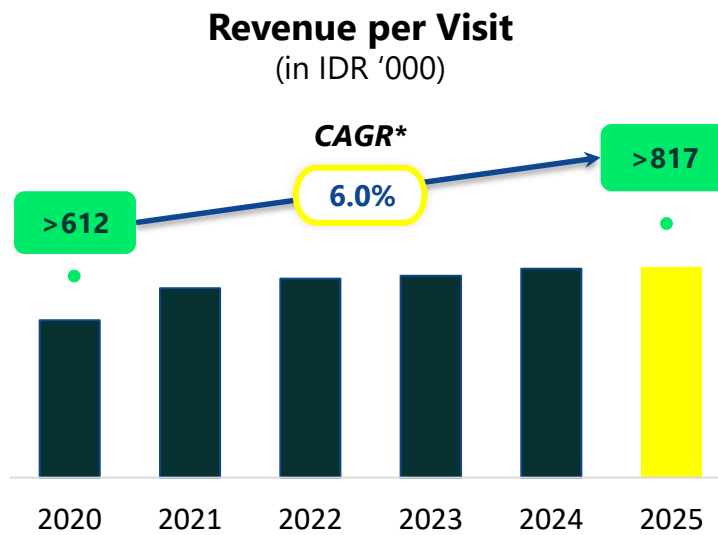
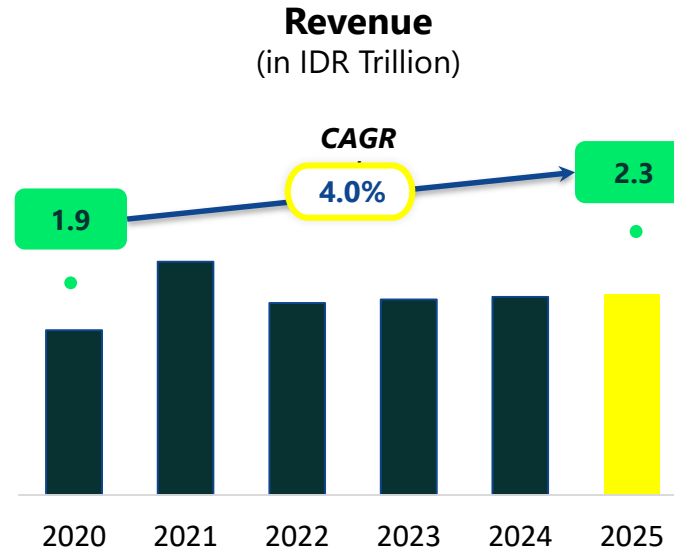
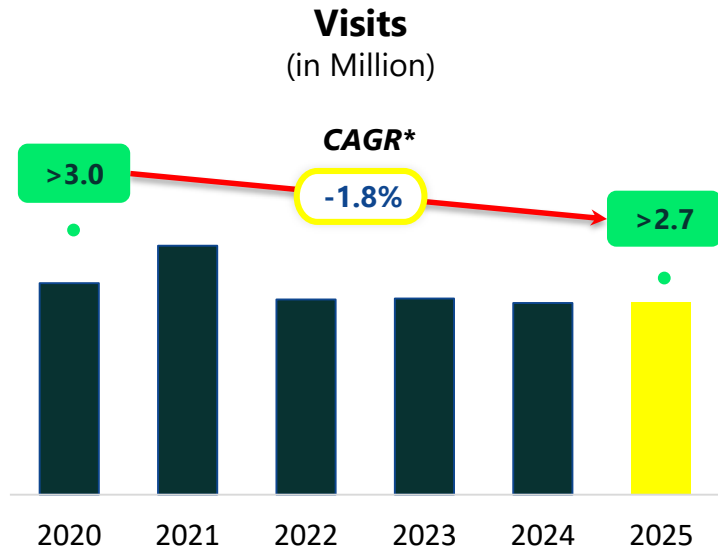
**2024** **PROLINE**  
Acquiring 39% shares in Proline (The IVD Industry)

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

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

**Feb 2026** **Autoimmune & Allergy Clinics** by Prodia  
Launch **Autoimmune & Allergy Clinic** in Greater Jakarta





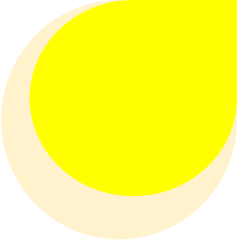
Prodia has strengthened the fundamental and generated continuous number to ensure sustainability business, while there is a bit normalization compared to Pandemic Covid-19 Years

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

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# Business Highlight



Routine Testing	Non-Laboratory Testing	Specialty Clinics
Esoteric Testing	Referral Lab Services	Doctor Consultation
<b>Multomics Testing</b>	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

- 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

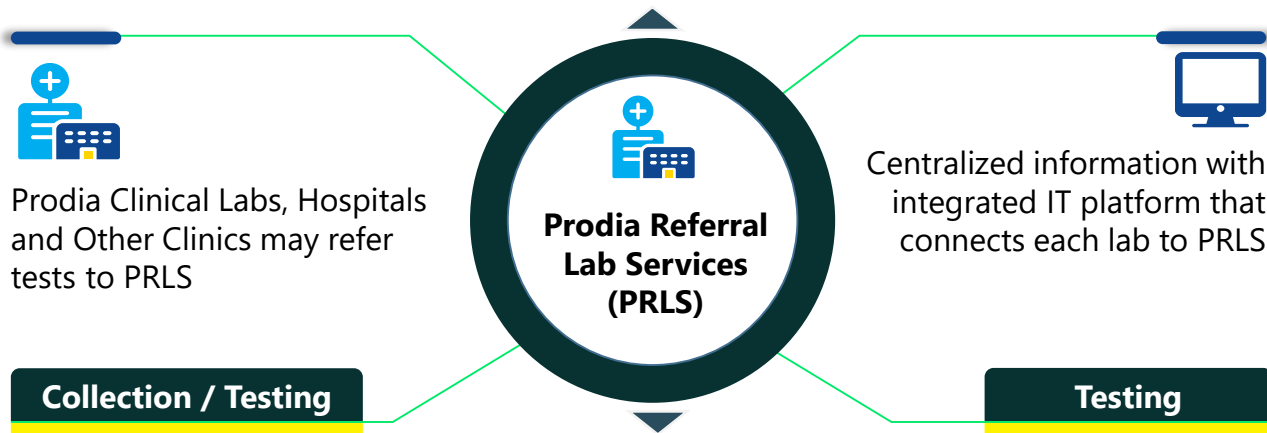
- Customers whose employers offer them access to diagnostic testing as form of compensation
- Funded by corporate clients and private insurance



# Scalable Hub and Spoke Business Model

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

4 Referral Labs in Jakarta, Surabaya, Medan, Makassar



**Collection / Testing**

Prodia Clinical Labs & Clinics / Specialty Clinics

Our Regional Referral Labs serves a 24/7 Operation to Fully Accommodate Referral Needs from All Prodia Outlets

**Testing**

Prodia Clinical Labs

- External Referrals
- Corporate Clients
- Walk-in Customers
- Doctor Referrals

Digital platform for online registration & results

Point-of-Care

Doctor Referrals

Digital Diagnostic Partner for doctors to refer testing for their patients, online chat and results

## 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 500 Marketing and Laboratory Information Service personnel**  
**Quality Service**

**Introduced new tests**, such as HPV-DNA High Risk Self-Collection (My HPV Test), Maternal Cell Contamination Check (QF-PCR), Panel Arbovirus (Multiplex PCR), ProChromosomal (CMA)

## New Test Introduction



Prodia has fostered long-term relationships with healthcare practitioners and medical and scientific community, which **generated an ongoing source of referrals and scientific breakthrough.**

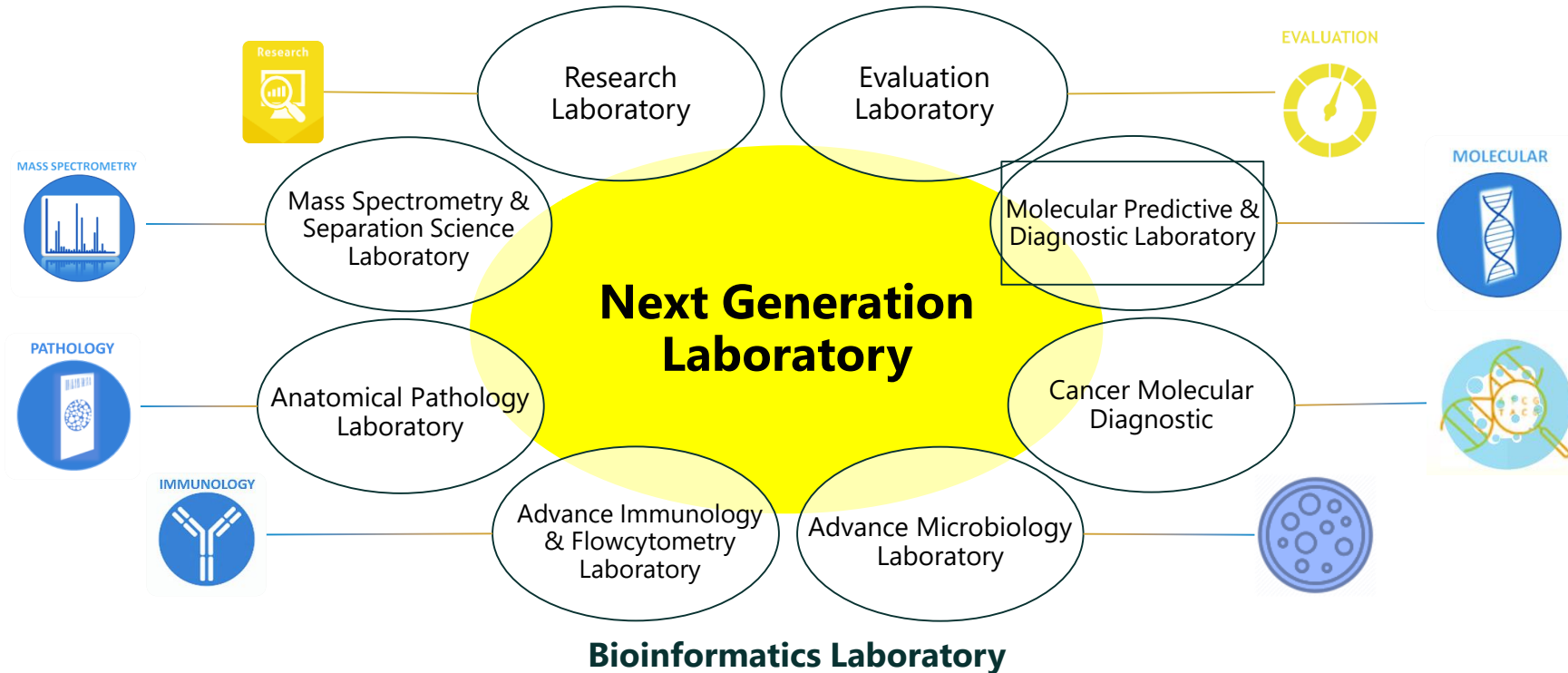


## Ongoing Referrals

Received referrals from **>34,000 doctors** in 1Q2026

## Research Collaboration

Entered into agreement with **56 institutions**: 51 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



**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



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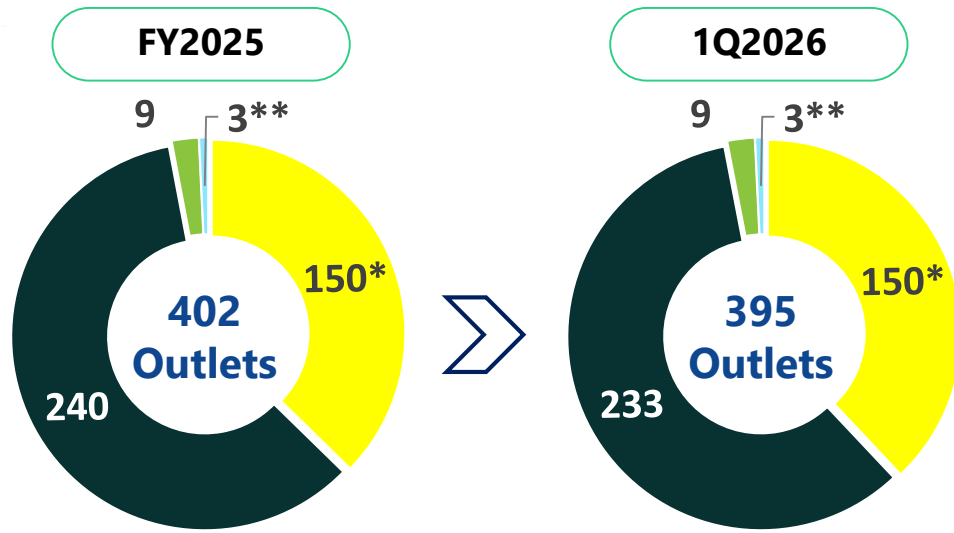


# Business Updates

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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

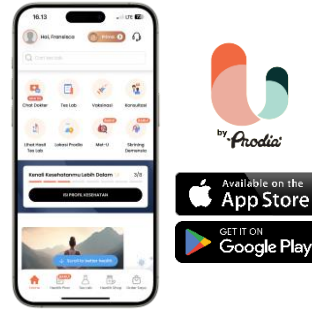
\*includes 10 (ten) Standalone PHC, and 5 (five) specialty clinics that operate in existing branches:  
 1) PCHC Jakarta, 2) PWHC Jakarta, 3) PCHC Medan, 4) PWHC Medan, 5) PCHC Surabaya.  
 \*\*consists of standalone specialty clinics (PWHC and PSHC Surabaya, and PSHC Jakarta)

## New outlets in 1Q2026

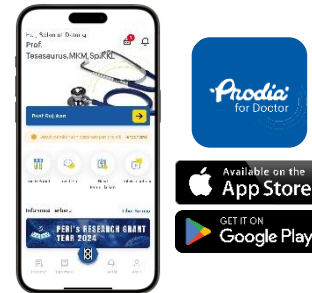


6 new POC outlets

## 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”

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# Financial Updates

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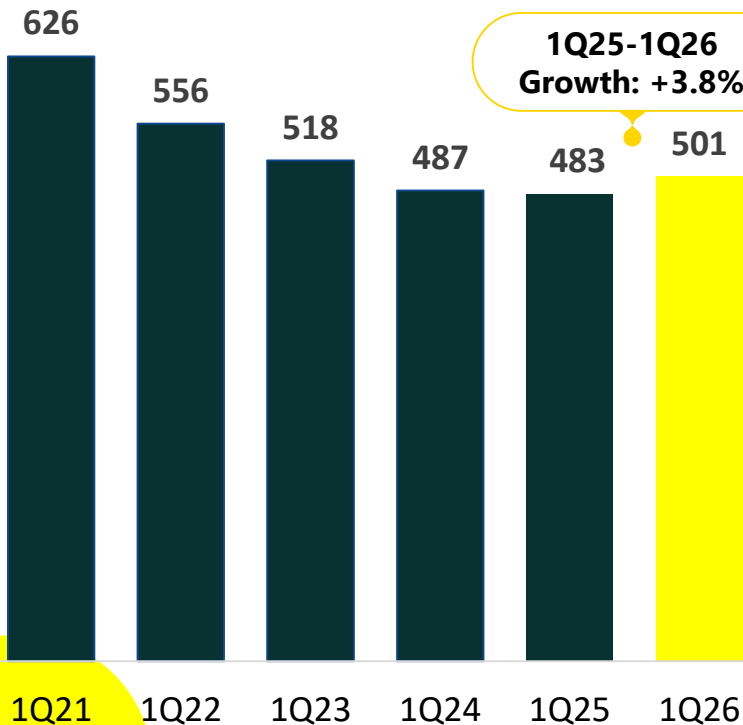
# Excellent Performance in 1Q2026 Revenue

Supported by broad-based growth across segments

## Revenue (Unaudited)

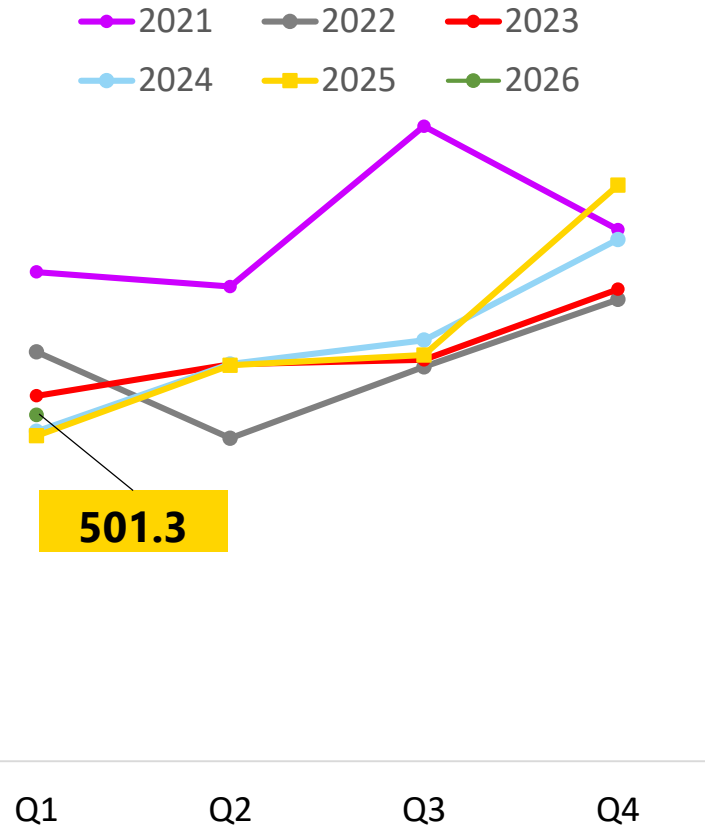
In IDR Billion

1Q21-1Q26 CAGR -4.3%



## Quarterly Revenue (Unaudited)

In IDR Billion

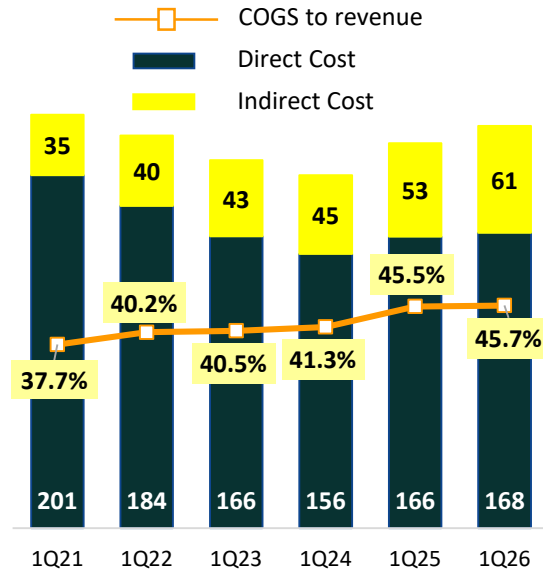


1Q2026 revenue reached the highest 1Q level in the past two years, supported by strong growth in External Referrals and Corporate Clients, while Walk-In Customers and Doctor Referrals remained stable

## COGS

in IDR Billion

1Q21-1Q26 CAGR -0.6%

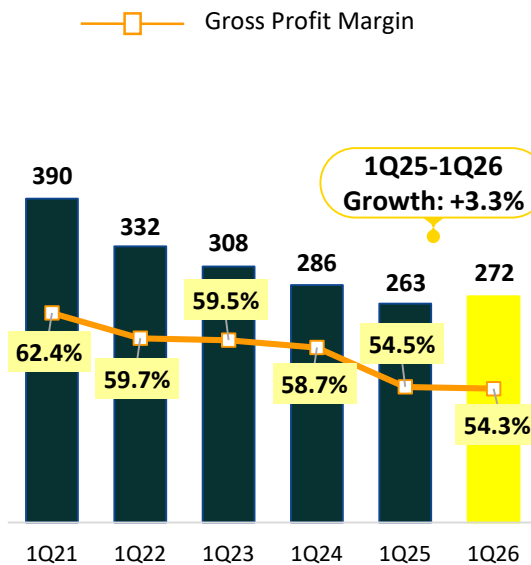


**COGS increased by 4.0% YoY** driven by higher indirect costs and slight increase in direct costs

## Gross Profit

in IDR Billion

1Q21-1Q26 CAGR -6.9%

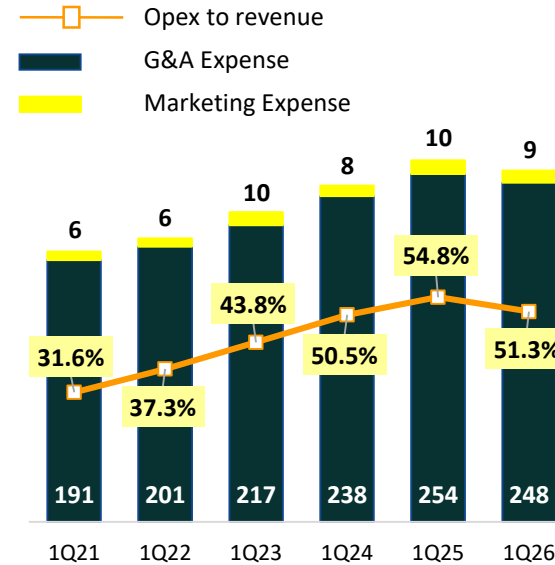


**Gross profit margin increased** due to outstanding revenue performance in 1Q26, amid softer margin driven by increase in COGS

## OPEX

In IDR Billion

1Q21-1Q26 CAGR +5.4%

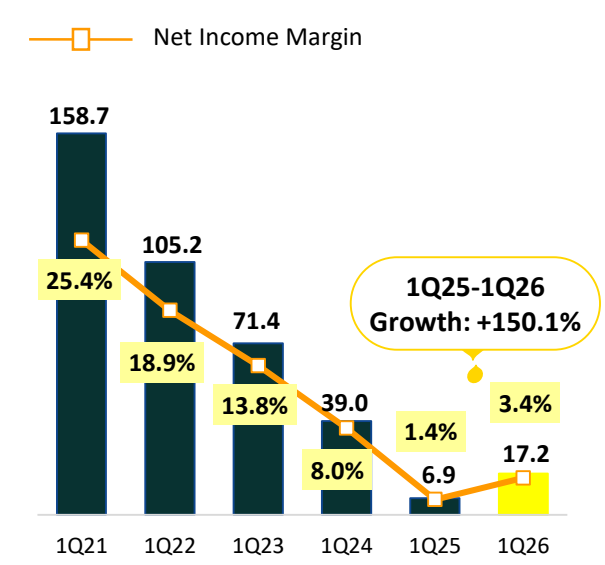


**OPEX per sales decreased - 2.9% YoY** driven by cost efficiency program both in Marketing and G&A Expense

## Net Income

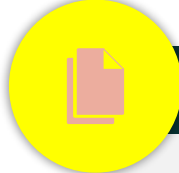
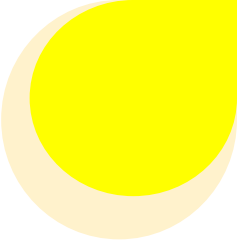
In IDR Billion

1Q21-1Q26 CAGR -35.9%



**Net income in 1Q26 rose YoY** due to outstanding revenue performance and disciplined OPEX

1Q2026 Financial Performance was excellent compare to previous year



(in IDR Bn)	1Q2026	1Q2025	Change
Revenue	501.4	483.0	+3.8%
Gross Profit	272.1	263.5	+3.3%
EBIT	18.0	-1.4	+1360.1%
EBT	22.5	8.1	+178.6%
Net Income	17.2	6.9	+150.1%
EPS	19.3	7.3	+62.2%
EBITDA	79.0	67.6	+25.7%

(in IDR Bn)	1Q2026	1Q2025	Change
Total Asset	2,675.0	2,806.2	-4.7%
Total Equity	2,411.6	2,496.6	-3.4%



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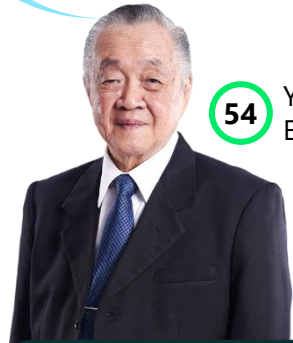


**Professional Team &  
Shares Information**

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# Experienced & Professional Management Team

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



54 Years of Experience

**Andi Wijaya**

Co-Founder and Chairman



54 Years of Experience

**Gunawan Prawiro Soeharto**

Co-Founder and Commissioner



43 Years of Experience

**Endang Hoyaranda**

Commissioner



39 Years of Experience

**Dewi Muliaty**

Commissioner



35 Years of Experience

**Keri Lestari Dandan**

Independent Commissioner



38 Years of Experience

**Lukas Setia Atmaja**

Independent Commissioner



30 Years of Experience

**Liana Kuswandi**

President Director



20 Years of Experience

**Marina Eka Amalia**

Finance & Sustainability Director



30 Years of Experience

**Indriyanti Rafi Sukmawati**

Commercial & Partnership Director



29 Years of Experience

**Andri Hidayat**

Integrated Solution & Diagnostics Director



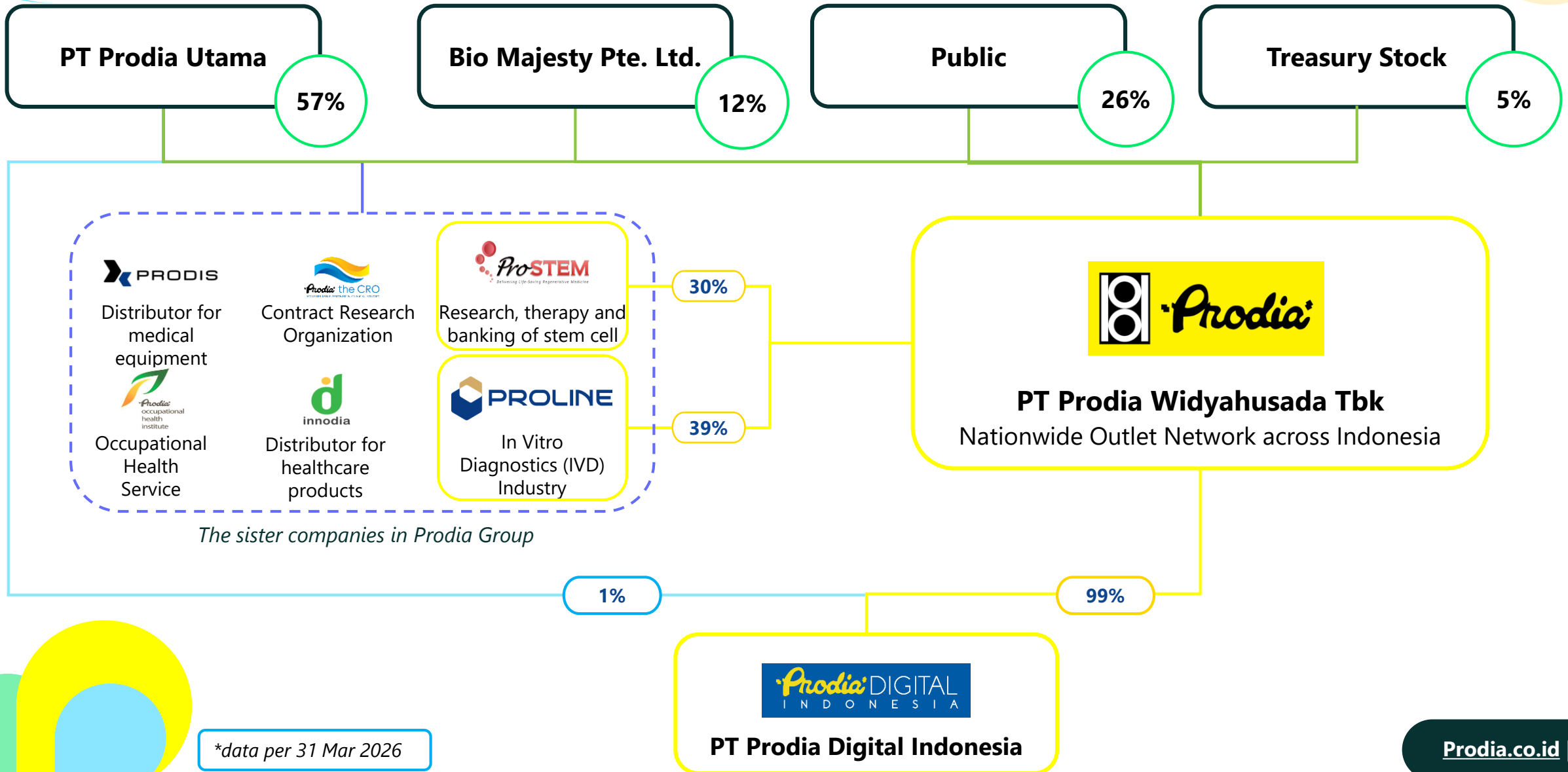
25 Years of Experience

**Ida Zuraida**

People & Organizational Development Director

# Shareholders Composition

Public free float is 26% of total with market cap of IDR 2.40 Trillion\*



\*data per 31 Mar 2026



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