Sustainability for Healthy Community

Prodia

9M2026

Company Update

PT Prodia Widyahusada Tbk

| PRDA.JK



Sustainability for Healthy Community

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Sustainability for Healthy Community

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Company Overview



9M2026 Key Highlights

Key Player in Private Independent Clinical Lab chain since 1973

IDR 1.71 Trillion
USD 95.1 Million
9M2026 Revenue (+8.3% YoY)

> 2.08 Million
9M2026 Visit (+7.4% YoY)

>15.44 Million
9M2026 Volume (+12.8% YoY)

IDR 125.9 Billion
USD 7.0 Million
9M2026 Net Income (+10.0% YoY)

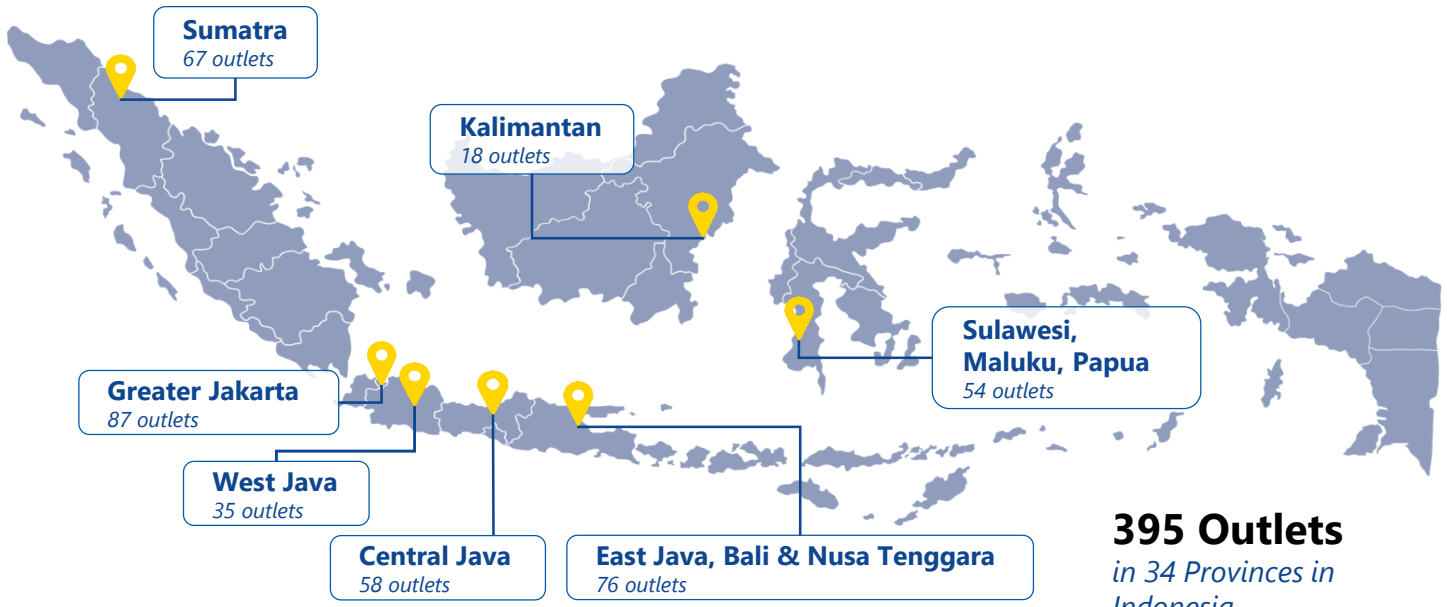
Current Initiatives

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)**



395 Outlets
in 34 Provinces in Indonesia
[***29 new outlets*** *opened until 9M2026*]

2026 Key Initiatives

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

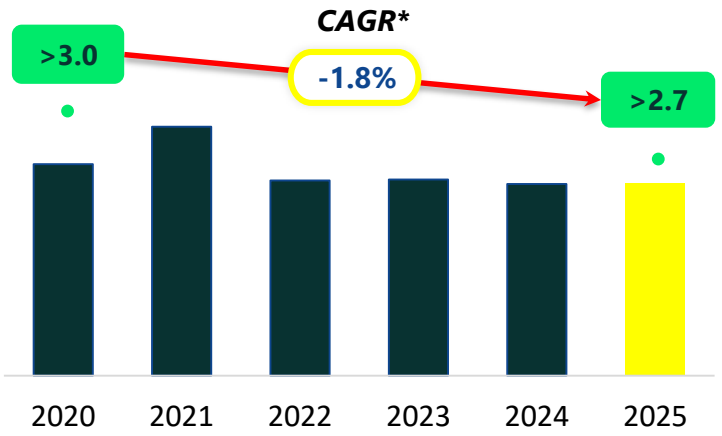
Apr 2026 Stemcell Clinic by Prodia
Launch **Stem Cell Clinics by Prodia**
in Greater Jakarta

Aug-Nov 2026
2nd Share Buyback
Up to IDR 150 Bn
(using internal cash)

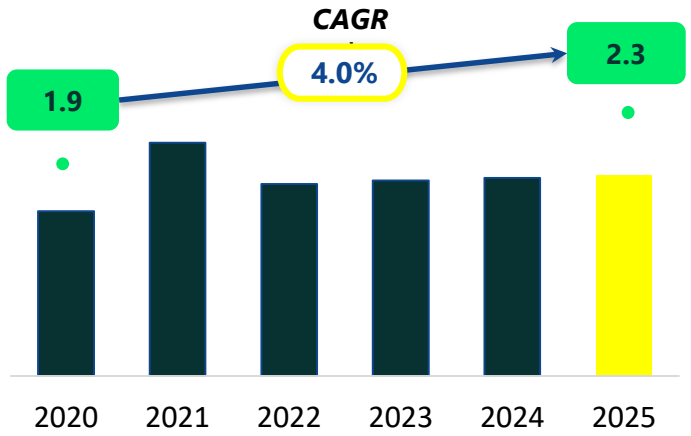
Continuous Improvement in a Challenging Market

Ensure sustainability business with innovation, growth, and optimization

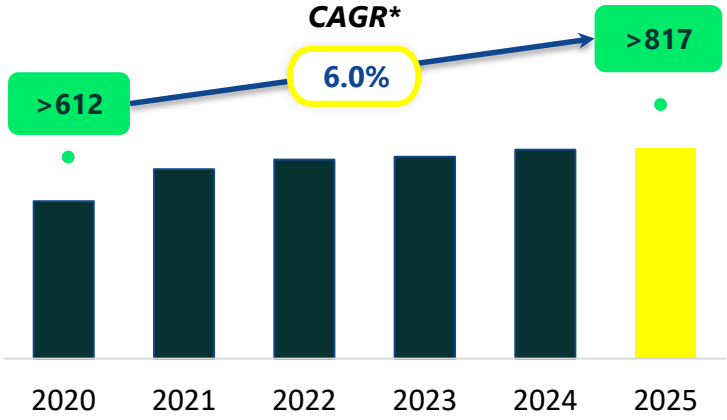
Visits
(in Million)



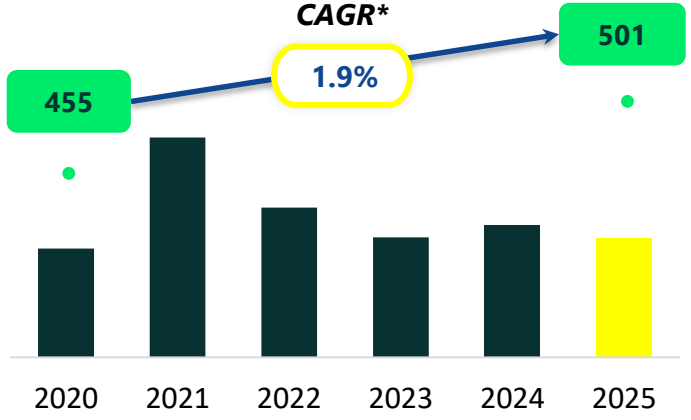
Revenue
(in IDR Trillion)



Revenue per Visit
(in IDR '000)



EBITDA
(in IDR Billion)



Prodia **has strengthen 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 Highlights



The Comprehensive Center of Excellence

Delivering personalization and precision in multiple customer segments

Routine Testing	Non-Laboratory Testing	Specialty Clinics
Esoteric Testing	Referral Lab Services	Doctor Consultation
Multiomics Testing	General Medical Check-Up Services	Preventive Treatment

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

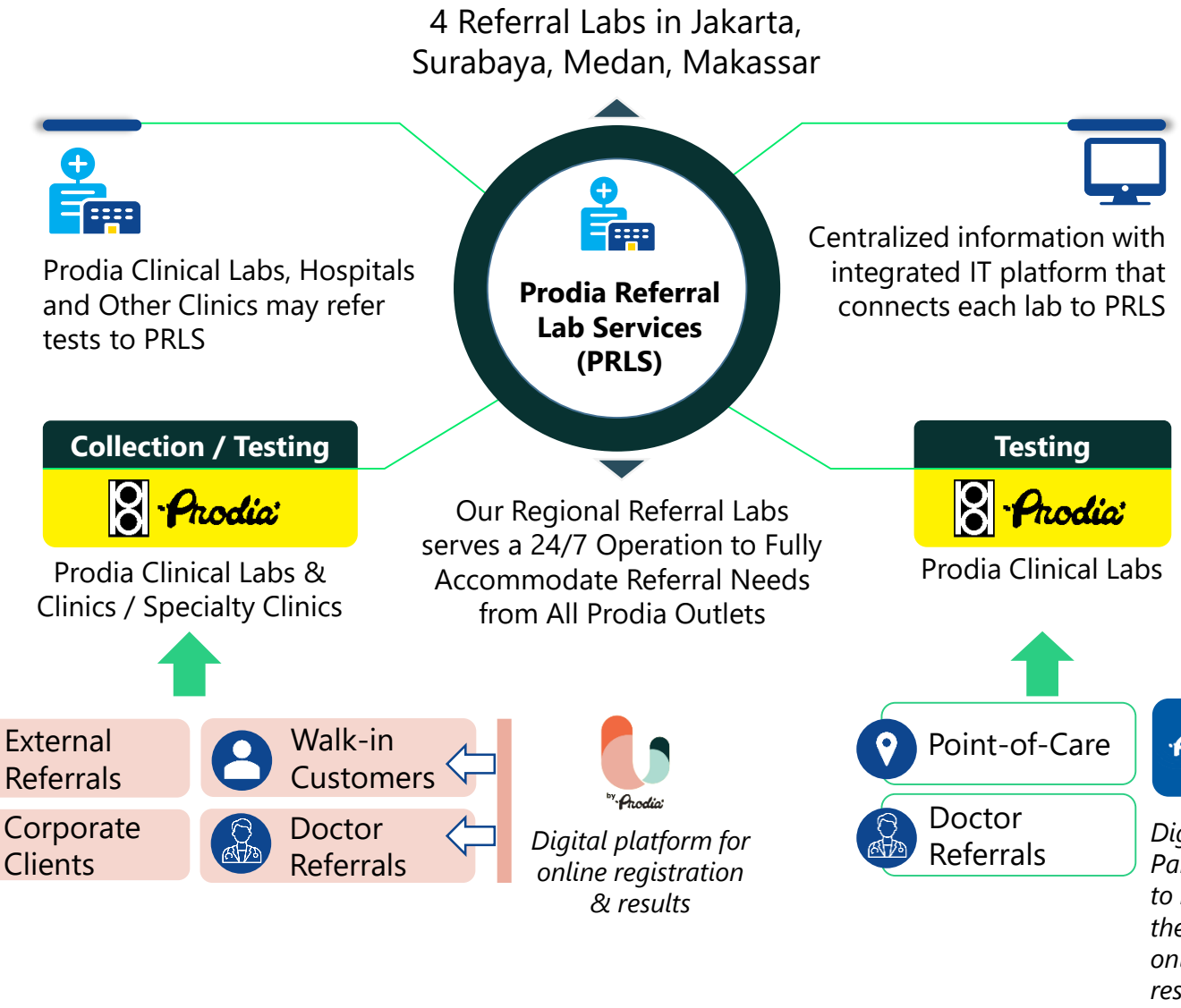
Corporate Clients

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

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

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 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



Ongoing Referrals

Received referrals from **>53,800 doctors in 9M2026**

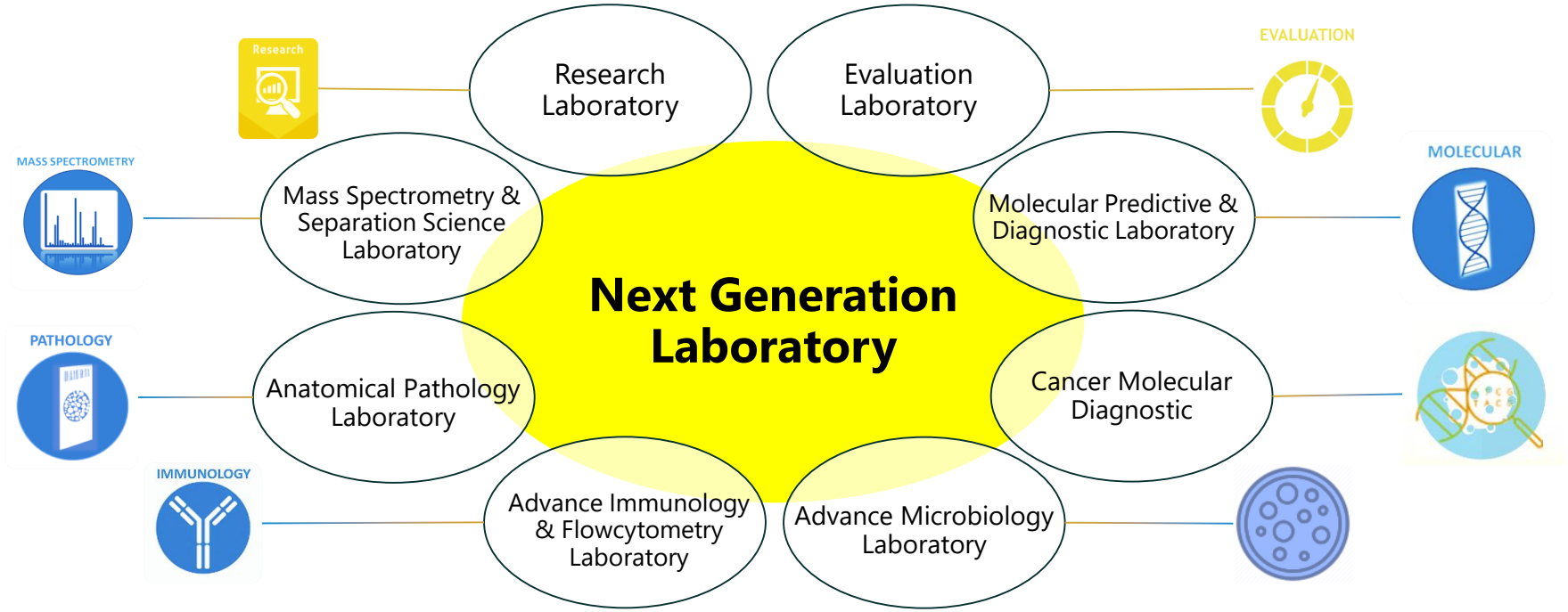
Research Collaboration

Entered into agreement with **57 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

Prodia has fostered 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



Bioinformatics Laboratory

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





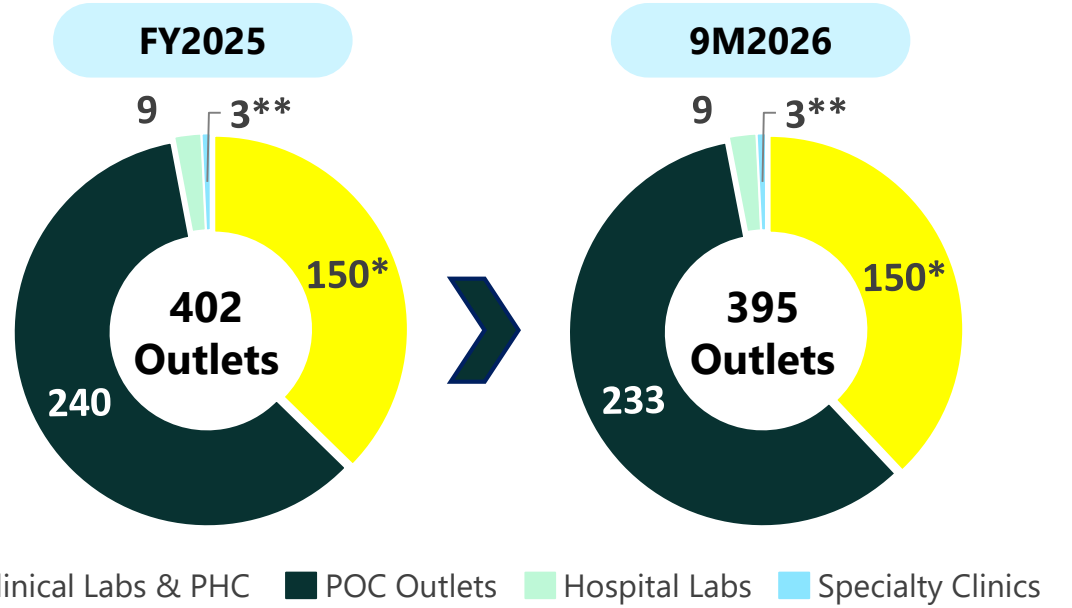
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Business Updates

Expand Our Presence with Diverse Models

With strategic expansion of outlets, ensuring proximity to our customers



*includes 10 (ten) Standalone PHC, and 8 (eight) specialty clinics that operate in existing branches: 1) PCHC Jakarta, 2) PWHC Jakarta, 3) PCHC Medan, 4) PWHC Medan, 5) PCHC Surabaya, 6) PSHC Makassar, 7) Prodia Autoimmune Gading Serpong, and 8) Prodia Stemcell Pondok Indah
**consists of standalone specialty clinics (PWHC and PSHC Surabaya, and PSHC Jakarta)

New Outlets in 9M2026



25 ***New POCs***

Autoimmune & Allergy Clinics by Prodia

3 ***New Integrated Specialty Clinics***



1 ***New Hospital Lab***

Digital Platform Optimization



by Prodia

Available on the App Store

GET IT ON Google Play

U by Prodia
App Development



Prodia for Doctor

Available on the App Store

GET IT ON Google Play

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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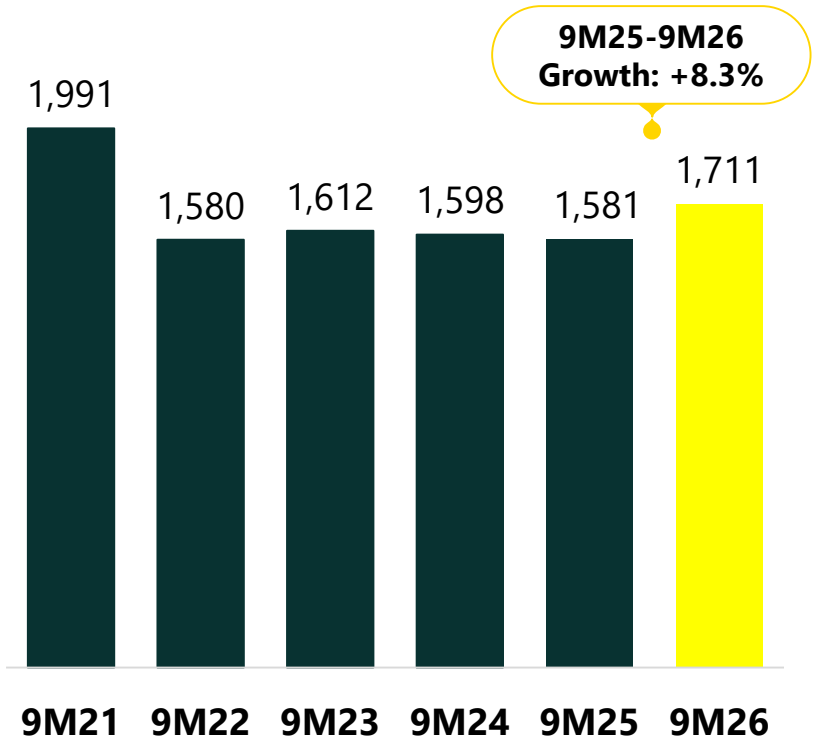
Financial Updates

Revenue Growth Strengthen in 9M2026

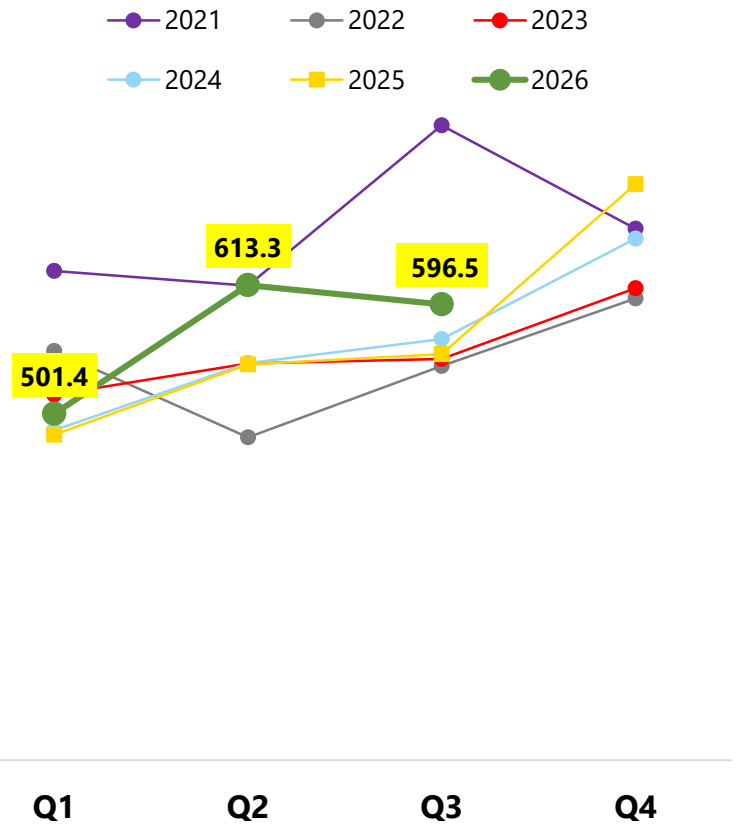
Supported by broad-based growth across customer segments

Revenue (Unaudited)
In IDR Billion

9M21-9M26 CAGR -3.0%



Quarterly Revenue (Unaudited)
In IDR Billion



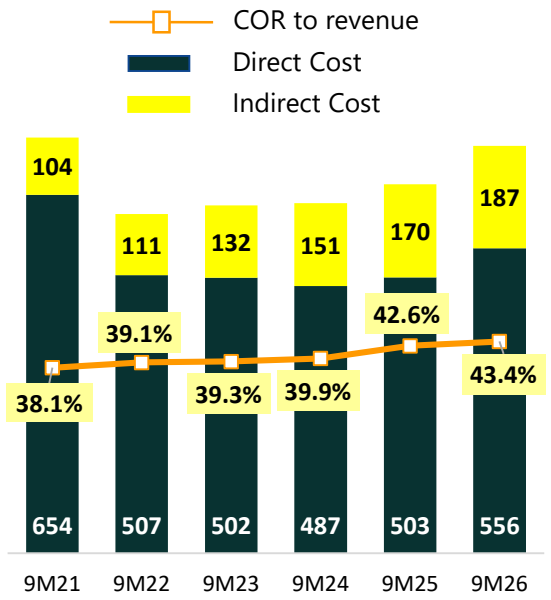
Revenue continued to grow in 9M2026, reaching IDR 1.711 Bn, marks the highest 9M revenue in the past 5 consecutive years. The achievement is supported by solid growth across Corporate Clients, External Referral, and Doctor Referral customer segments, partially offset by softer Walk-In Customer performance.

9M2026 Financial Performance

Improved operating cost efficiency supports profitability amid margin pressure

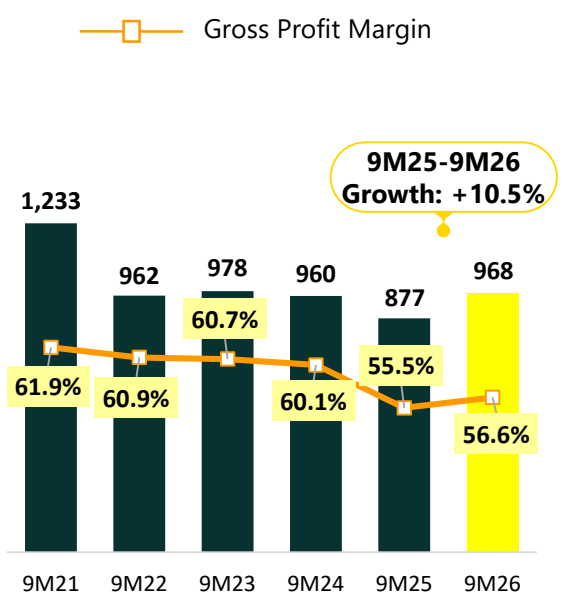
Cost of Revenue (COR)
in IDR Billion

9M21-9M26 CAGR -0.4%



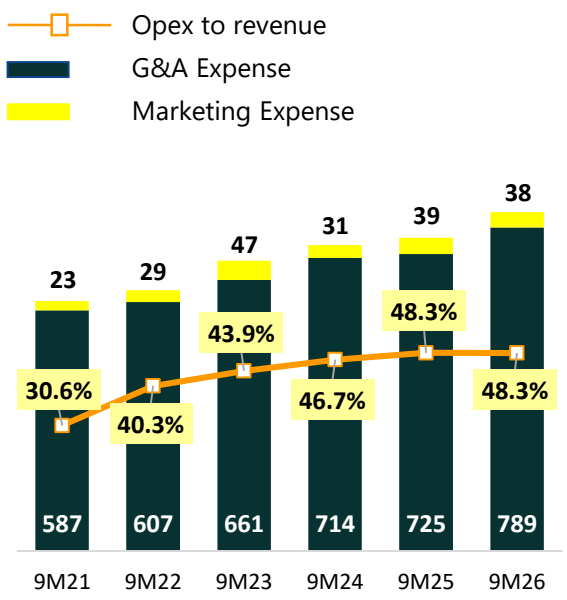
Gross Profit
in IDR Billion

9M21-9M26 CAGR -4.7%



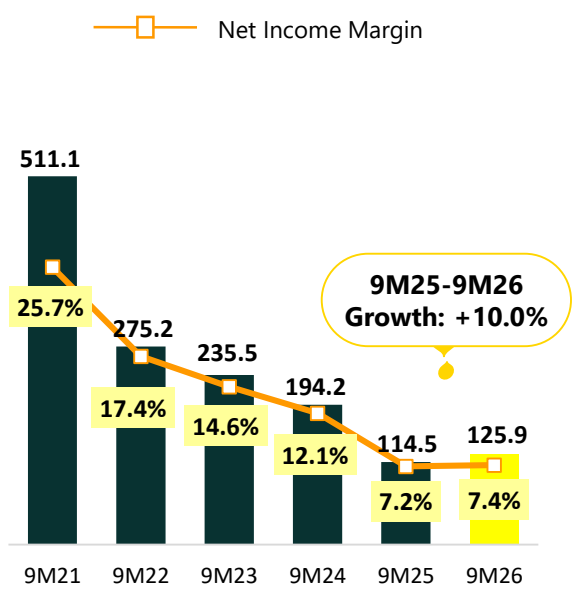
OPEX
In IDR Billion

9M21-9M26 CAGR +6.3%



Net Income
In IDR Billion

9M21-9M26 CAGR -24.4%



COR increased by 5.5% YoY, driven by higher direct costs and indirect costs, in line with increased operational metrics

Gross profit increased by 10.5% YoY, while margin expanded to 56.6% as COR Growth outpaced Revenue Growth

OPEX increased by 8.2% YoY due to higher consultant fees, personnel costs, check up costs, and management fees in order to support business practice and initiatives

Net Income grew by +10.0% YoY with an improvement in margin at 7.4% Level, indicating continuous profitability improvement

9M2026 Financial Summary

Sustained growth with improving profitability

(in IDR Bn)	9M2026	9M2025	Change
Revenue	1,711.2	1,580.5	8.3%
Gross Profit	968.3	876.6	+10.5%
EBIT	143.7	111.1	+29.3%
EBT	158.9	143.2	+11.0%
Net Income	125.9	114.5	+10.0%
EPS	142.3	125.9	13.0%
EBITDA	340.2	310.2	+9.7%

(in IDR Bn)	9M2026	9M2025	Change
Total Asset	2,621.6	2,599.3	0.9%
Total Equity	2,352.6	2,275.4	3.4%

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Professional Team & Shareholding Information



Experienced & Professional Management Team

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

Board of Commissioners



Andi Wijaya
Co-Founder and Chairman
54 years of experience



Gunawan Prawiro Soeharto
Co-Founder and Commissioner
54 years of experience



Endang Hoyaranda
Commissioner
43 years of experience



Dewi Muliaty
Commissioner
39 years of experience



Keri Lestari Dandan
Independent Commissioner
35 years of experience



Lukas Setia Atmaja
Independent Commissioner
38 years of experience

Board of Directors



Liana Kuswandi
President Director
30 years of experience



Marina Eka Amalia
Finance & Sustainability Director
20 years of experience



Indriyanti Rafi Sukmawati
Commercial & Partnership Director
30 years of experience



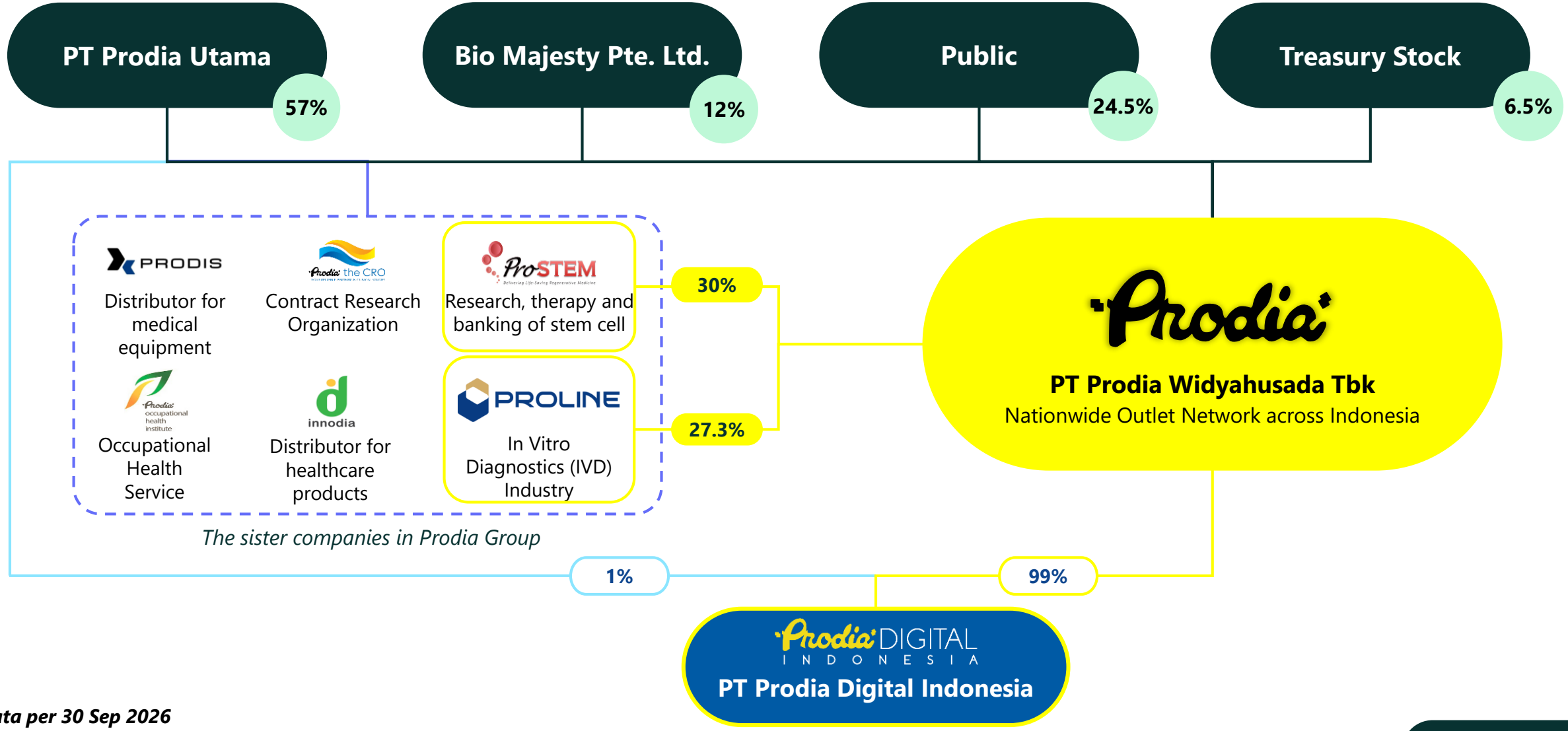
Andri Hidayat
Integrated Solution & Diagnostic Director
29 years of experience



Ida Zuraida
People & Organizational Development Director
25 years of experience

Shareholders Composition

Public free float is 24.5% of total with market cap of IDR 2.46 Trillion*



data per 30 Sep 2026

THANK YOU

For further Information:

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