



PT Medikaloka Hermina Tbk

FY 2018 Presentation



March 2019

Hermina – Our Team

#1 Indonesia Original
Brand in Maternity
Hospital (2016)
- SWA



Hospital Group with
the Most Accredited
Hospitals (2015)
- KARS



dr. Hasmoro

*President
Director & CEO*

35
Years of Experience



Yulisar Khiat

*Co-Founder and MD,
Operational and
General Affairs*

35
Years of Experience



dr. Binsar Parasian
Simorangkir

*Co-Founder and MD,
Medical and
Compliance*

33
Years of Experience



Aristo Setiawidjaja

*MD, Finance and
Strategic
Development*

16
Years of Experience



1. Company Overview

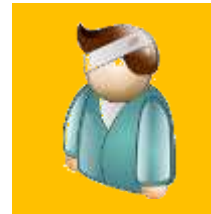
Introduction to Hermina

Hermina is one of the largest hospital groups in Indonesia with 33 years of experience in women and children care and a differentiated business model. Hermina is uniquely positioned to take advantage of low healthcare penetration and universal health coverage roll-out through the Jaminan Kesehatan Nasional ("JKN") scheme in Indonesia.

Unique Business Model

- **One of the Largest Private Hospital Groups**
 - **32 hospitals and 3,378 beds** as of December 31, 2018
 - **General hospital** providing a wide range service offerings, with a strong heritage in women and children care
- **'Doctor Partnership' Model**
 - Top specialist doctors own a minority stake at each hospital
 - (i) Helps to **attract and retain quality doctors**, and (ii) **supports growth plan** going forward
- **Patient Segment Positioning – Fast growing middle class** and rising affluence
 - Strength in women and children care provides a good entry point for Indonesians of productive age
- **Early Mover Advantage in JKN** – Visits driven by JKN, as well as private pay, insurance, and corporate patients
- **Proven Track Record** – Successfully developing new hospitals and optimizing capacity while maintaining profitability
- **Alignment of Interest** – **Doctor Partners** + **self-owned properties**¹ + **fully committed** founders and credible institutional investors

Key Statistics (FY18)



5.3M+

Annual Out-Patient Visits

310K+

Annual In-Patient Admissions



~3,200

Doctors and Specialists



~45,000

Annual Babies Delivered



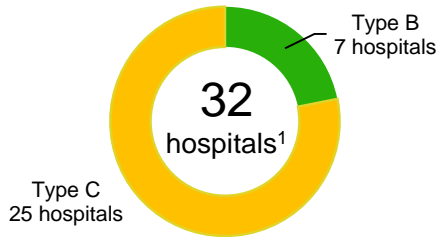
100%

JKN Participation Across Hospitals

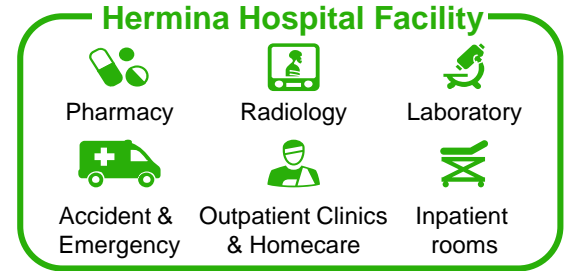
1. Except for RS Hermina Pandanaran whose land is owned by a non-profit organization

Service Offering Overview

Hermina hospitals are a network of general hospitals with a significant strength and wide offering in women and children care



- 7 Type B general hospitals with fully advanced center of excellence & sub-specialist care
- 25 Type C full service general hospitals with several sub-specialist care



Service Offerings

No. 1 in Women and Children Care²

Market Leader in Number of Sub-specialty Service Offerings²

Obstetrics & Gynaecology



Specializes in women's health including Oncology and Urogynaecology

Service of Excellence

- Feto-maternal care
- Infertility

Pediatrics



Children's health including tertiary care such as Gastroenterology and Thalassemia

Service of Excellence

- Perinatology
- Neonatal Intensive Care Units (NICU)
- Pediatric Intensive Care Units (PICU)

Medical Rehabilitation



Service of Excellence

Growth and Development Center which includes Children Bobath to treat Cerebral Palsy and care for Neuromuscular diseases, and Adult Bobath to treat Stroke and Brain Injury

Dental Specialists



Service of Excellence

Orthodontics, Conservative Dentistry, Pediatric Dentistry, Prosthodontics, Periodontics and Oral Surgery

Internal Medicine



Haemodialysis, CAPD, Gastrointestinal Endoscopy, Geriatrics Clinic, Oncology - Chemotherapy

Diagnostics / Imaging



General X-ray & Ultrasound, Mammography, BMD, MRI, CT Scan, C-Arm, ENT Endoscopy, Pathology-Clinic

Other Specialties



Ophthalmology
Neurology
Pathology-Anatomic
Anaesthesiology

Acupuncture
Psychiatry
Psychology
Radiology

Pulmonology
Dermatology & Venereology
Otorhinolaryngology (ENT)



Surgical Procedures



Orthopaedics and Traumatology, Oncology – Chemotherapy, Neuro surgery, Plastic surgery, Vascular surgery, Digestive (Laparoscopy) and Urology (ESWL & TURP), Phacoemulsification

Cardiovascular



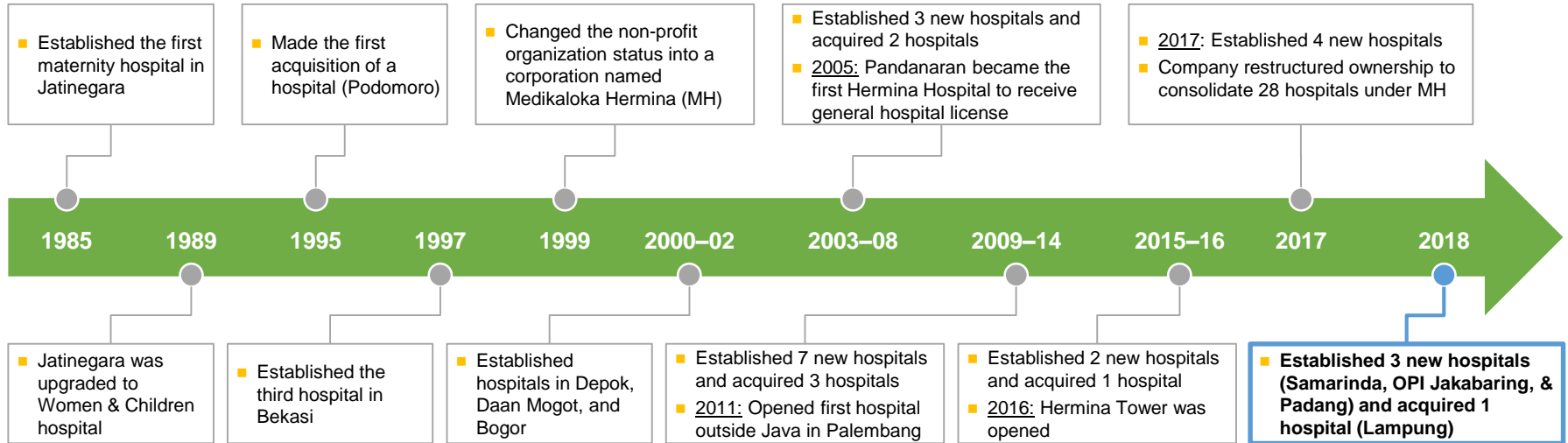
A variety of health screening and treatment such as Cath Lab

1. As of March 31, 2019

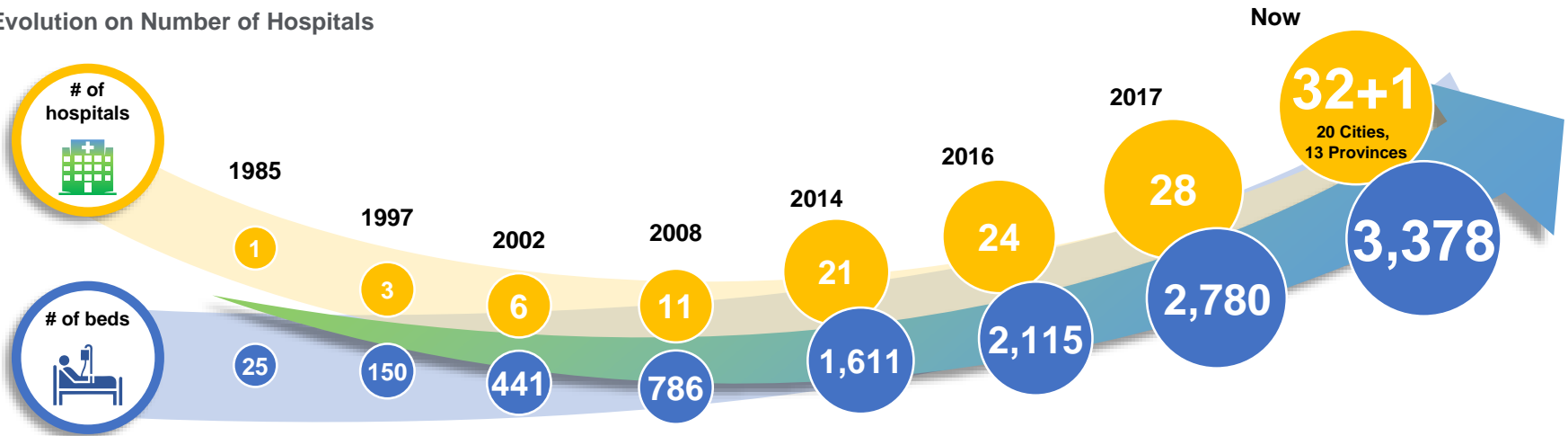
2. Based on Frost & Sullivan's analysis that within the top private multi-specialty hospital chains, Hermina has the broadest offerings in women & children segment

Corporate History

Company Milestones



Evolution on Number of Hospitals



Our Nationwide Hospital Network

Our Nationwide Hospital Network

Type B Hospitals



Jatinegara



Kemayoran



Bekasi



Depok



Daan Mogot



Bogor

Type C Hospitals

- Pasteur
- Pandanaran
- Tangkubanprahu
- Sukabumi
- Tangerang
- Grand Wisata
- Arcamanik
- Galaxy
- Palembang
- Ciputat
- Mekarsari
- Serpong
- Banyumanik
- Solo
- Ciruas
- Yogya
- Bitung
- Makassar
- Balikpapan
- Medan
- Podomoro
- Purwokerto
- Samarinda
- OPI
Jakabaring
- Padang
- Lampung

Total Hospitals



**32 Hospitals¹
across 20 Cities in**



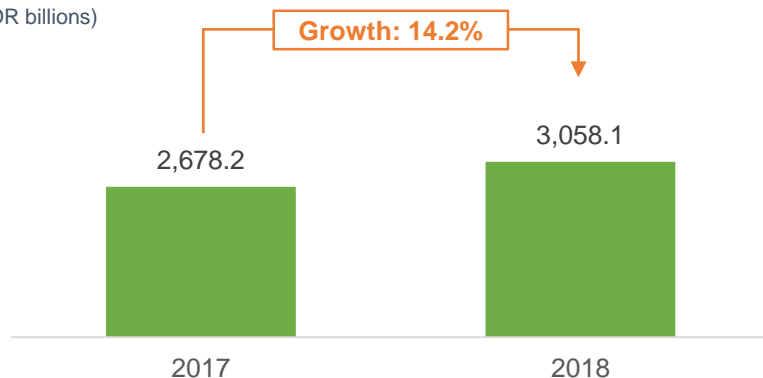
1. Excluding Provita Hospital in Jayapura which is owned by a local Papua organization but managed and operated by Hermina



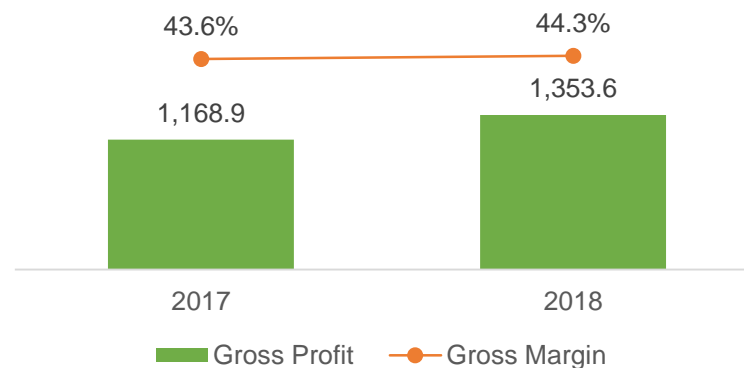
2. Financial Update

Robust Growth in Revenue and Stable Margin Profile

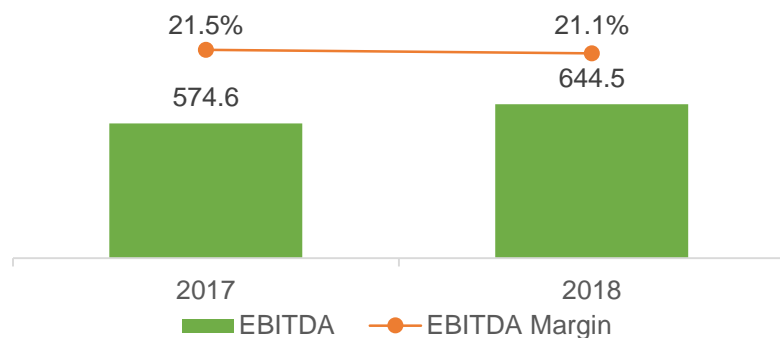
Total Revenue
(IDR billions)



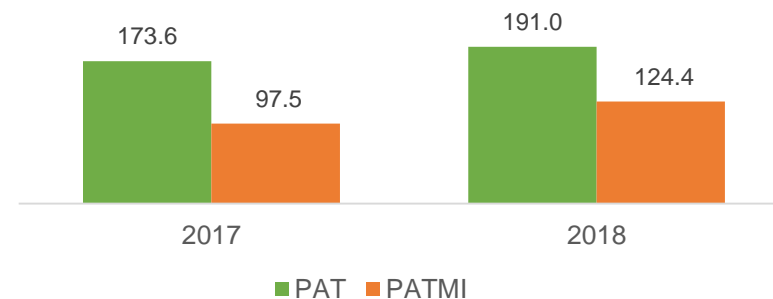
Gross Profit & Gross Margin
(IDR billions, %)



EBITDA & EBITDA Margin¹
(IDR billions, %)



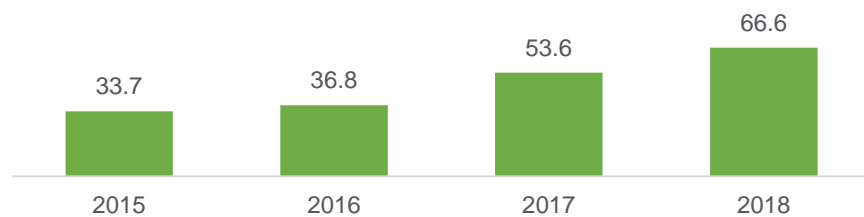
PAT & PATMI
(IDR billions)



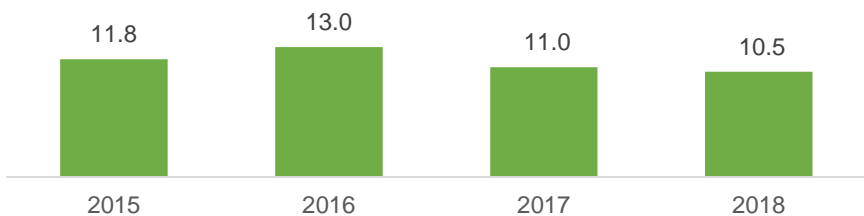
1. EBITDA is calculated by operating income + depreciation and amortization + adjustment for non-operating items (disposal of fixed asset, impairment of fixed asset, and other income (expense)) and adjustment for non-cash items (allowance for impairment of account receivable and post-employment benefit expense) + professional expenses related to IPO (IDR1.9bn), which is recognized as part of general administrative expense

Key Balance Sheet Items – Working Capital Turnover Days

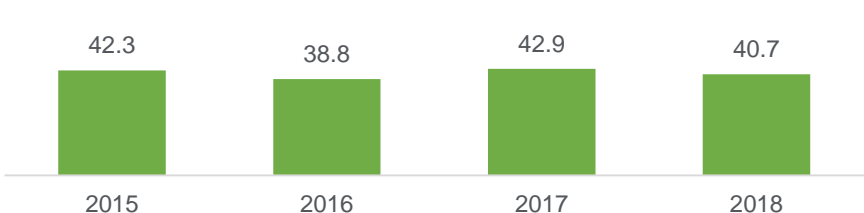
Trade Receivable Days¹
(Days)



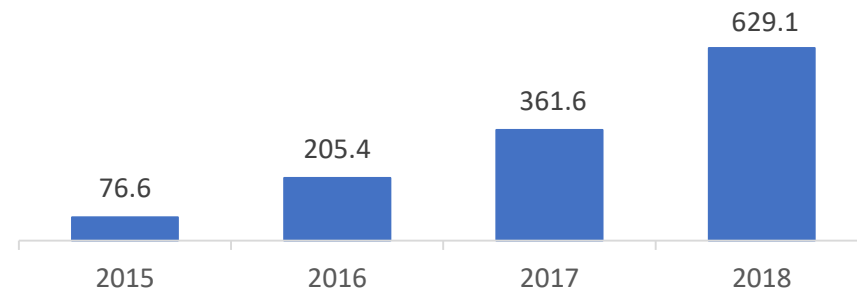
Inventory Days
(Days)



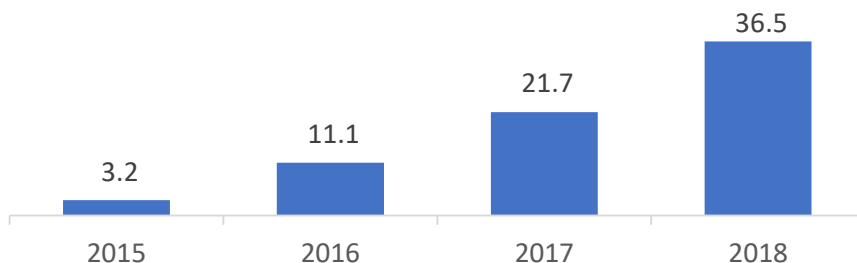
Trade Payable Days
(Days)



Net Working Capital
(IDR billions)



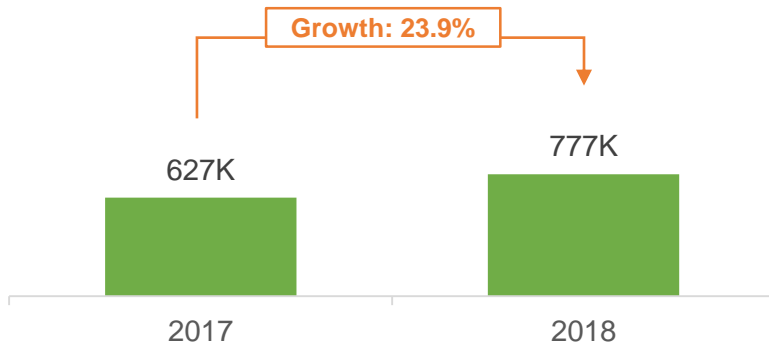
Cash Conversion Cycle Days
(Days)



1. Trade receivable days in 2016 and 2017 are calculated based on average balance of trade receivables

Strong Growth in Patient Visits

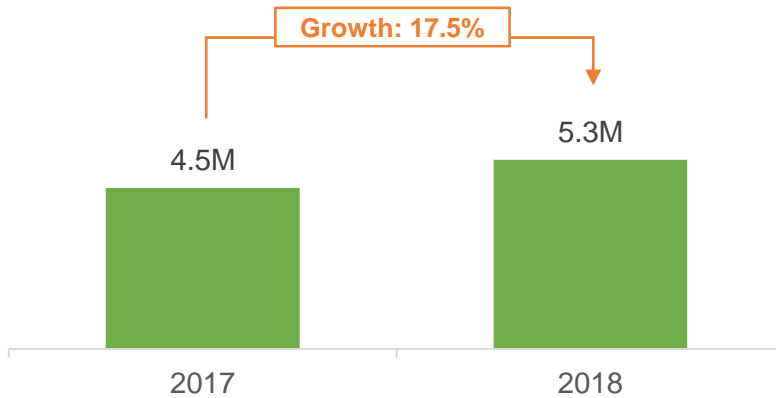
Inpatient Days



Inpatient Admissions by Payor Type



Outpatient Visit



Outpatient Visits by Payor Type



EBITDA Calculation Methodology

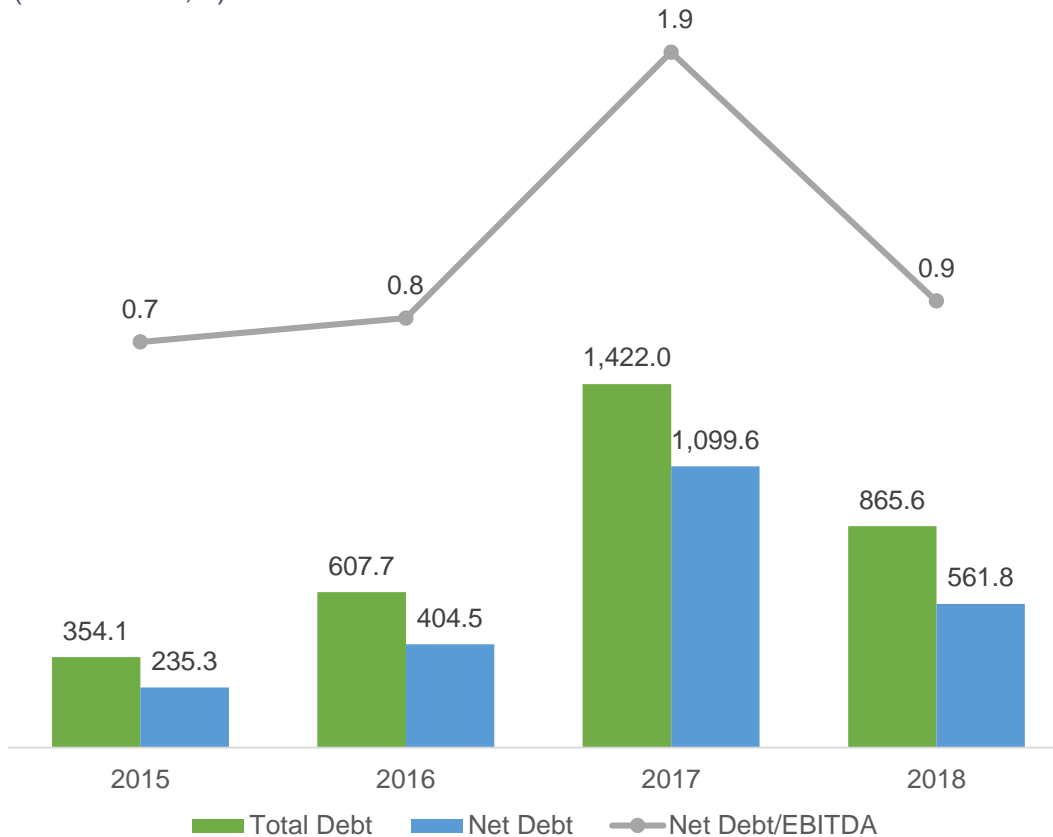
(IDR billions)	2017	2018
Revenue	2,678.2	3,058.1
EBIT	385.6	386.0
<i>% Margin</i>	14.4%	12.6%
Depreciation and Amortization (D&A)	164.2	203.3
Adjustment for back non-cash items¹	23.5	50.5
Post-employment benefits	22.3	46.7
Allowance for impairment losses	1.2	3.8
Adjustment for non-operational income / (expense)	1.4	4.7
Loss (gain) disposal of fixed asset	(0.2)	4.4
Impairment of fixed asset	(4.6)	-
Other income (expense) ²	2.2	(1.6)
IPO related expenses	4.0	1.9
EBITDA (EBIT + D&A + Adjustments)	574.6	644.5
<i>% Margin</i>	21.5%	21.1%

1. Methodology is consistent with the EBITDA calculation methodology of the peer group of Siloam and Mitra Keluarga

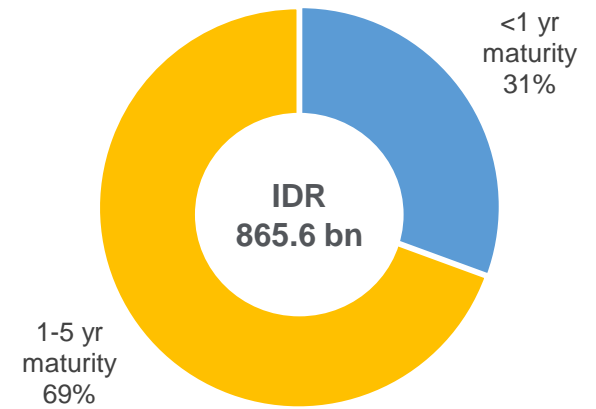
2. Other income and expenses include items that are non-operational in nature such as sponsorship income, seminar income, patient overpayment, CSR and charitable donation expenses, and other miscellaneous income and expenses

Debt and Leverage Ratio

Total Debt / Net Debt / Leverage Ratio
(IDR billions, x)



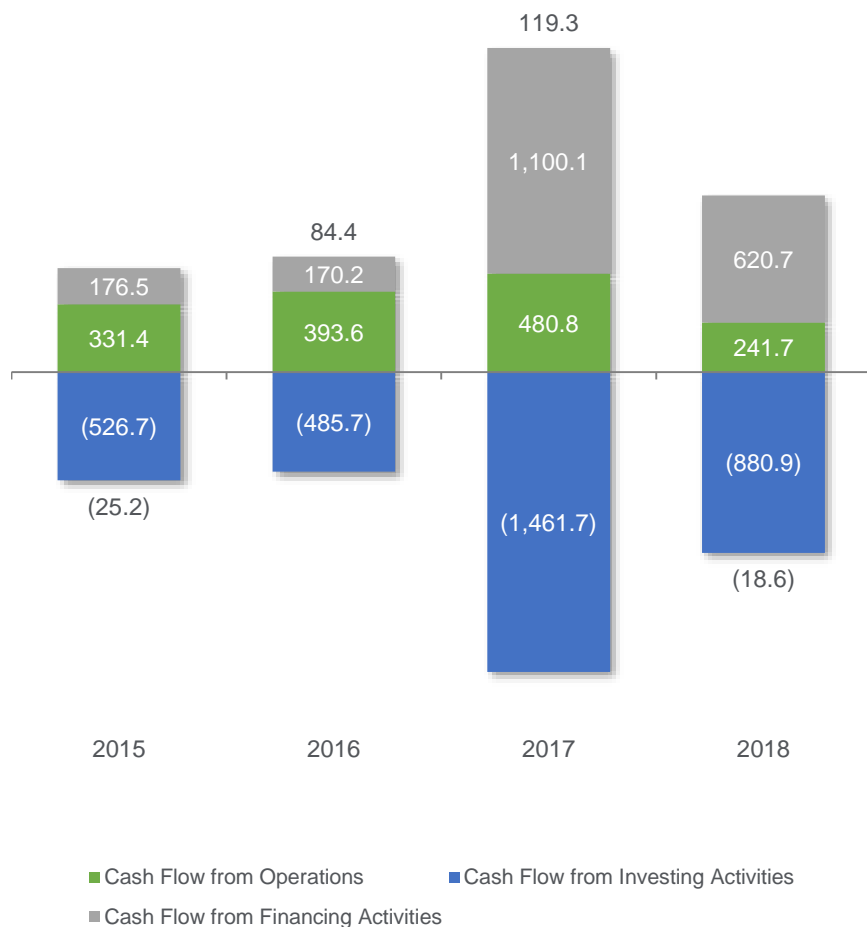
Maturity Profile (2018)



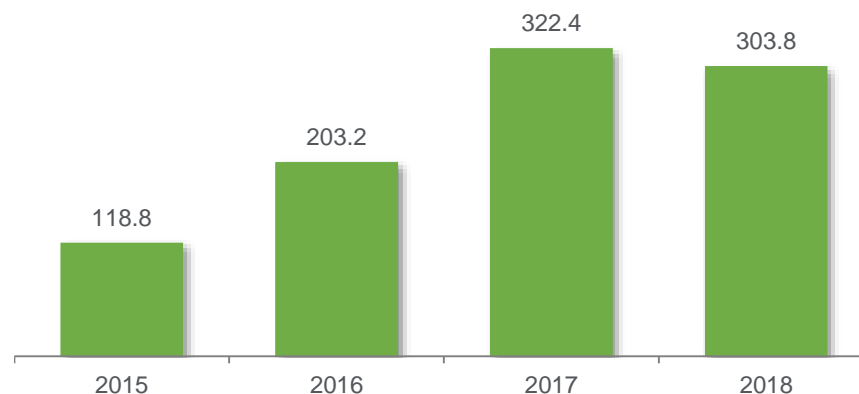
Note: Debt is calculated by short-term bank loans + current portion of long-term liabilities + medium term notes + long-term liabilities net of current portion: bank loans + mandatory convertible notes

Cash Flow and Capital Expenditure

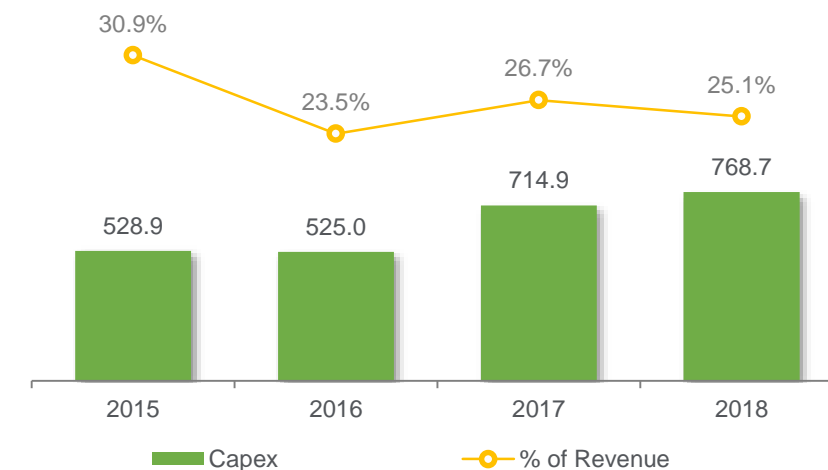
Cash Flow (IDR billions)



Cash and Cash Equivalents (IDR billions)



Capital Expenditure¹ (IDR billions, %)



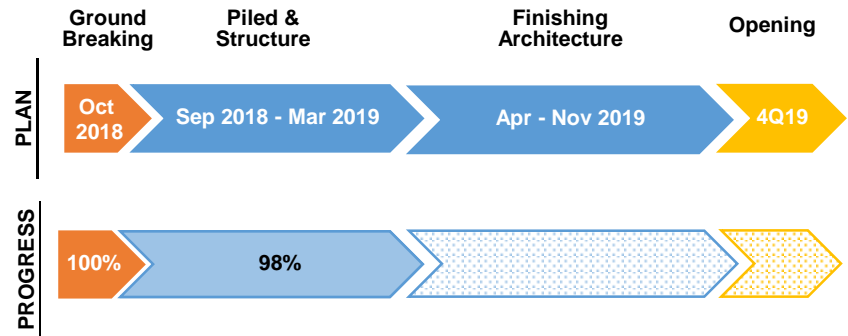
1. Includes acquisition of fixed assets + acquisition of other assets + advance purchase of fixed assets



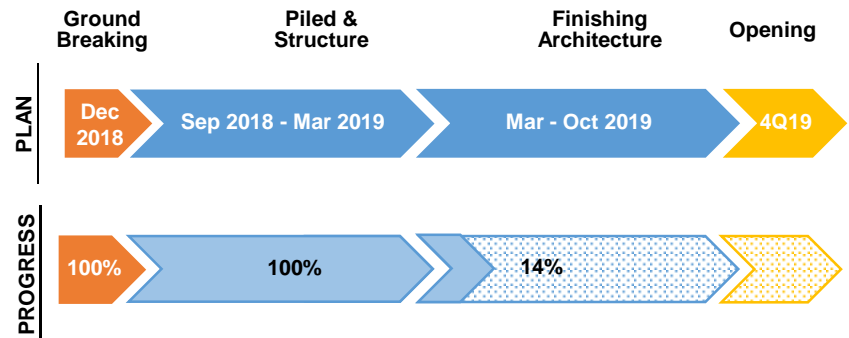
3. Hospital Development

Hospitals Under Development

Hermina Kendari



Hermina Pekanbaru





PT Medikaloka Hermina Tbk
www.herminahospitals.com