



No. 01.031/SP/MM/UBC/VII/25

Jakarta, 02 Juli 2025

Kepada yth.

PT Bursa Efek Indonesia

Gedung Bursa Efek Indonesia - Tower 1

Jl. Jend. Sudirman kav 52-53

Jakarta 12190, Indonesia

U.p. Yth. **Direktur Penilaian Perusahaan**

Otoritas Jasa Keuangan (OJK)

Gedung Sumitro Djojohadikusumo

Jl. Lapangan Banteng Timur 1-4

Jakarta 10710

U.p. Yth. **Ketua Eksekutif Pengawas Pasar Modal**

Perihal : Hasil *Public Expose* Tahunan PT UBC Medical Indonesia Tbk (“Perseroan”)

Dengan Hormat,

Dengan ini kami sampaikan bahwa *Public Expose* Tahunan PT UBC Medical Indonesia Tbk (“Perseroan”) telah diselenggarakan pada tanggal 30 Juni 2025, pukul 13.30 - 14.30 WIB, di The Bellezza Suites Permata Hijau Jl. Soepeno No. 34 Jakarta Selatan, Tower Albergo Lantai 7, berdasarkan ketentuan dari Keputusan Direksi PT Bursa Efek Jakarta Nomor: Kep-306/BEJ/07/2004 dan Surat Edaran Bursa Efek Indonesia (BEI) Nomor: SE-00003/BEI/05-2020 tanggal 29 Mei 2020 perihal Tata Cara Pelaksanaan *Public Expose* secara Elektronik. Peserta yang hadir dalam Daftar Hadir secara Elektronik dan Daftar Hadir secara Fisik pada acara Paparan Publik (*Public Expose*) tersebut (tidak termasuk manajemen dan karyawan Perseroan) adalah masing-masing sebanyak 57 Orang.

Adapun agenda yang dibahas adalah:

1. Pembukaan
2. Paparan Publik tentang *profile* Perseroan, Pencapaian kinerja 2024, Strategi Usaha, Prospek Usaha yang disampaikan oleh Bapak Franciscus Xaverius Yoshua R dan Ibu Marcella Angelin selaku Direktur Utama dan Direktur Perseroan.
3. Tanya Jawab
4. Penutup

Tanya Jawab Penutup Daftar hadir secara Elektronik dan Fisik serta pertanyaan-pertanyaan yang diajukan oleh peserta yang hadir dan jawaban yang diberikan dalam *Public Expose* tersebut sebagaimana terlampir.

Demikian kami sampaikan pemberitahuan ini. Atas perhatian dan kerjasamanya kami ucapkan terima kasih.

Head Office :

Kawasan Industri Pulogadung

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UBC Medical Indonesia

PT UBC Medical Indonesia Tbk.




Franciscus Xaverius Yoshua R
Direktur Utama

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PT UBC Medical Indonesia Tbk

Ringkasan Tanya Jawab Paparan Publik

The Bellezza Suites Permata Hijau Jl. Soepeno No. 34 Jakarta

Selatan, Tower Albergo Lantai 5

Tanggal: 30 Juni 2025

1. Apa yang melatari peningkatan pendapatan perseroan hanya 8% pada 2024 dan apa strategi perseroan untuk mencapai target di tahun 2025?

Dampak geopolitik Indonesia di tahun 2024 yang sedang dalam pemilu 5 tahunan memiliki pengaruh yang cukup signifikan terhadap bisnis perseroan yang banyak mengincar proyek yang akhirnya tertunda ke 2025. Selain itu anak perseroan belum beroperasi secara maksimal dikarenakan anak perseroan pada 2024 sedang melakukan penambahan produk-produk lokal baru yang dapat menjadi produk unggulan di masa yang akan datang.

Perseroan cukup optimis terhadap performa perseroan untuk 2025. Hal ini dengan akan banyaknya realisasi atas proyek – proyek yang tertunda dari 2024 dan juga komitmen pemerintah untuk meningkatkan standar kesehatan masyarakat. Oleh karena itu perseroan memiliki keyakinan yang cukup baik terhadap produk, produk yang ditawarkan karena memiliki reputasi yang baik secara global baik secara produk maupun principal. Selain itu anak perseroan dengan makin banyaknya produk, produk lokal yang dapat ditawarkan kepada publik diharapkan dampak memberikan kontribusi yang cukup baik kepada perseroan.

2. Apa rencana operasional perusahaan dalam menghadapi sisa tahun 2025 kalau berkaca atas hasil 2024?

Kita akan fokus pada efisiensi operasional dan penguatan produk, terutama dengan produk yang mulai tinggi demandnya dan tentunya dengan margin yang sehat. Perusahaan juga sedang melakukan evaluasi menyeluruh terhadap proses supply chain agar stok terhadap target penjualan lebih akurat, dengan hal itu respon kita akan lebih tepat. Kita juga memperhatikan pertumbuhan jangka panjang dengan membuka sistem kemitraan yang harus berdasarkan sistem mutualisme yang baik. Sejak awal tahun 2025, perusahaan juga melakukan pengembangan produk baru yang sesuai dengan kebutuhan sektor kesehatan di Indonesia.

3. Bagaimana strategi pricing yang digunakan agar tetap kompetitif di tengah pasar yang ketat?

Kami tidak sekadar menjual harga, kami menjual nilai. Strategi harga kami berbasis efisiensi logistik, kemitraan langsung dengan produsen, dan integrasi layanan purna jual. Dengan model ini, kami bisa menawarkan harga yang kompetitif tanpa mengorbankan kualitas. Bahkan di segmen premium, kami justru melihat pertumbuhan karena kepercayaan terhadap kualitas layanan kami dan itu adalah aset utama

4. Apakah ada rencana perusahaan untuk membuat produk dalam negeri lainnya ?

Absolutely. Kami melihat produk dalam negeri bukan hanya sebagai peluang komersial, tetapi juga sebagai kontribusi strategis terhadap kemandirian alat kesehatan nasional. Saat ini kami sedang menjajaki kolaborasi dengan mitra luar negeri untuk memproduksi beberapa kategori alat dengan volume tinggi dan teknologi yang terstandarisasi melalui PT Esora Medika Indonesia yaitu anak perusahaan kami. Dalam 2–3 tahun ke depan, kami menargetkan 20% dari portofolio produk kami berasal dari produk dalam negeri yang dibuat oleh PT Esora Medika Indonesia

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Dokumentasi Public Expose



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Daftar Hadir *Public Expose*
30 Juni 2025, Jam : 13.30 – 14.30

Registrasi *Public Expose* 2025

NO	Nama	Addres	Signature
1	Lucky Suryani	Tras News.com	Hadir
2	Yameen	Cakrawala Media .Com	Hadir
3	Nakim	Swantara .com	Hadir
4	Jiya Putra	Jurnal.com	Hadir
5	Maya Hasan	New Fakta.Com	Hadir
6	Linda L	Indonesia.com	Hadir
7	Indra Jahjono	warta loves	Hadir
8	Rudi	Cakra News .com	Hadir
9	Hendra	Cosmo Politan .com	Hadir
10	Erwin	Media Indonesia .Raya	Hadir
11	Mayuli s	Suara Bayangkara .id	Hadir
12	Deasy A	Detik 65	Hadir
13	Dina	Detik Jakarta	Hadir
14	Dini	Redaksi .com	Hadir
15	Eliesabet	Bunga Medika .Com	Hadir
16	Andu H	GZ post	Hadir
17	Andy	Sinasindo	Hadir
18	Hothida	Koran Pelopor	Hadir
19	Shopia	Radar Berita Nsional	Hadir
20	Edo H	Sintesa News	Hadir
21	Eka S	Chakra News	Hadir
22	Hartono	Analisis News	Hadir
23	Syarief	Coperative	Hadir
24	Ismiati	Milenium Pos.id	Hadir
25	Mulyawan	Metronea.net	Hadir
26	Supriyanto	Metropolitan Post .id	Hadir
27	Siti Salamah	Jurnal Nusantara	Hadir
28	Andi Arif	Nusantara Sahabat .Com	Hadir
29	Hasan	Kompasindo.Com	Hadir
30	F Bransa	Mulia .Com	Hadir
31	Ramelan	Metro Headline	Hadir
32	Amrul	Selaka News	Hadir
33	Oemar Karim	Suara Keadilan Rakyat	Hadir
34	Rio	Sinkron.Com	Hadir
35	Lucia	Bidik	Hadir
36	Nurkholis	Indonesia Jurnalis.com	Hadir
37	Siti Fatimah Azahra	Jurnal Nusantara .com	Hadir
38	Maya	JRA indonesia	Hadir

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39	Yudi	Pusaka Nasional	Hadir
40	Christian	Indonesia Time.Net	Hadir
41	Wahyu	Detik 65.COM	Hadir
42	Irwan H	Media Patriot .co.id	Hadir
43	Roselina	Chandra mas .id	Hadir
44	Parkile	Faktual Net	Hadir
45	Fathan	JPNN	Hadir
46	Nana	Warta ekonomi	Hadir
47	Dimas Aditya	Fajar Harapan id	Hadir
48	Puput	Insight Media	Hadir
49	Fitri	Info Aktual	Hadir
50	Ghafur	Investor Daily	Hadir
51	Yuli	Kontan	Hadir
52	Rizki	Emiten News	Hadir
53	Abdul Rahim	Insight Media	Hadir
54	Dinar	IDX Channel	Hadir
55	AL	CNBC	Hadir
56	Ilham	CNBC	Hadir
57	Prasiwi	CNBC	Hadir

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Subject : Annual *Public Expose* Results of PT UBC Medical Indonesia Tbk (the "Company")

Respectfully,

We hereby inform you that the Annual *Public Expose* of PT UBC Medical Indonesia Tbk (the "Company") has been held on June 30, 2025, at 13.30 - 14.30 WIB, at The Bellezza Suites Permata Hijau Jl. Soepeno No. 34 South Jakarta, Albergo Tower 7th Floor, based on the provisions of the Decree of the Board of Directors of PT Jakarta Stock Exchange Number: Kep-306/BEJ/07/2004 and the Circular Letter of the Indonesia Stock Exchange (IDX) Number: SE-00003/IDX/05-2020 dated May 29, 2020 regarding Procedures for Implementing *Public Expose* Electronically. The participants who attended the Electronic Attendance List and Physical Attendance List at the *Public Expose* event (excluding the Company's management and employees) were 57 people each.

The agenda discussed was:

1. Unveiling
2. Public Exposure on the Company's profile, 2024 performance achievements, Business Strategy, Business Prospects delivered by Mr. Franciscus Xaverius Yoshua R and Ms. Marcella Angelin as President Director and Director of the Company.
3. Frequently Asked Questions
4. Cover

Closing Questions and Answers The list of attendees is Electronic and Physical as well as the questions asked by the participants present and the answers given in the *Public Expose* as attached.

Thus we convey this notice. We thank you for your attention and cooperation.

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PT UBC Medical Indonesia Tbk

Summary of Public Exposure Q&A

The Bellezza Suites Permata Hijau Jl. Soepeno No. 34 Jakarta
South, Albergo Tower 5th Floor

Date: June 30, 2025

1. What is the background for the company's revenue increase of only 8% in 2024 and what is the company's strategy to achieve the target in 2025?

The impact of Indonesia's geopolitics in 2024, which is in the 5th annual election, has a significant influence on the company's business, which is eyeing many projects that are finally delayed to 2025. In addition, the company's subsidiaries have not yet operated optimally because the company's subsidiaries in 2024 are adding new local products that can become superior products in the future.

The company is quite optimistic about the company's performance for 2025. This is with the many realizations of projects that are delayed from 2024 and also the government's commitment to improve public health standards. Therefore, the company has quite good confidence in the products, the products offered because they have a good reputation globally both in terms of products and principals. In addition, the company's subsidiaries with the increasing number of products, local products that can be offered to the public are expected to make a good contribution to the company.

2. What is the company's operational plan to face the rest of 2025 if we reflect on the results of 2024?

We will focus on operational efficiency and product strengthening, especially with products that are starting to be in high demand and of course with healthy margins. The company is also conducting a thorough evaluation of the supply chain process so that the stock against the sales target is more accurate, with that our response will be more appropriate. We also pay attention to long-term growth by opening a partnership system that must be based on a good mutualism system. Since the beginning of 2025, the company has also developed new products that suit the needs of the health sector in Indonesia.

3. What is the pricing strategy used to stay competitive in a tight market?

We don't just sell prices, we sell value. Our pricing strategy is based on logistics efficiency, direct partnerships with manufacturers, and integration of after-sales services. With this model, we can offer competitive prices without sacrificing quality. Even in the premium segment, we are seeing growth due to trust in the quality of our services and that is a key asset

4. Are there any plans for the company to make other domestic products?

Absolutely. We see domestic products not only as a commercial opportunity, but also as a strategic contribution to the independence of national medical devices. We are currently exploring collaborations with overseas partners to produce several categories of high-volume tools and standardized technology through PT Esora Medika Indonesia, our subsidiary. In the next 2–3 years, we target 20% of our product portfolio to come from domestic products made by PT Esora Medika Indonesia

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Public Expose Documentation



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Public Expose Attendance List
30 June 2025, Hours : 13.30 – 14.30

Public Expose 2025 Registration

NO	Name	Addres	Signature
1	Lucky Suryani	After News.com	Be present
2	Yameen	Media Horizon. Com	Be present
3	Nakim	Swantara .com	Be present
4	Jiya Putra	Jurnal.com	Be present
5	Maya Hasan	New Fakta.Com	Be present
6	Linda L	Indonesia.com	Be present
7	Indra Jahjono	Scarlet Witch	Be present
8	Rudi	Cakra News .com	Be present
9	Hendra	Cosmo Politan .com	Be present
10	Erwin	Indonesian Media. Great	Be present
11	Mayuli S	The Voice of the Shadows.id	Be present
12	Deasy A	65 seconds	Be present
13	Dina	Jakarta Seconds	Be present
14	Early	Editorial .com	Be present
15	Eliesabet	Medicinal Flowers. Com	Be present
16	Andu H	GZ post	Be present
17	Andy	Synonyms	Be present
18	Hothida	Pioneer Newspaper	Be present
19	Shopia	National News Radar	Be present
20	Edo H	Synthesis News	Be present
21	Eka S	Chakra News	Be present
22	Hartono	News Analyst	Be present
23	Syarief	Co-operative	Be present
24	Ismiati	Millennium Pos.id	Be present
25	São Paulo	Metronea.net	Be present
26	Supriyanto	Metropolitan Post.id	Be present
27	Siti Salamah	Nusantara Journal	Be present
28	Andi Arif	Nusantara Sahabat . Com	Be present
29	Hasan	Kompasindo.Com	Be present
30	F Bransa	Noble. Com	Be present
31	Ramelan	Metro Headline	Be present
32	Amrul	Selaka News	Be present
33	Oemar Karim	The Voice of People's Justice	Be present
34	Rio	Sinkron.Com	Be present
35	Lucia	Aim	Be present
36	Nurkholis	Indonesia Jurnalis.com	Be present
37	Siti Fatimah Azahra	Nusantara Journal .com	Be present
38	Maya	JRA Indonesia	Be present

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39	Yudi	National Heritage	Be present
40	Christian	Indonesia Time.Net	Be present
41	Revelation	Seconds 65.COM	Be present
42	Irwan H	Patriot Media co.id	Be present
43	Roselina	Chandra mas .id	Be present
44	Parsley	Factual Net	Be present
45	Fabio	JPNN	Be present
46	Nana	Economic news	Be present
47	Dimas Aditya	The Dawn of Hope id	Be present
48	Squirt	Insight Media	Be present
49	Fitri	Actual Info	Be present
50	Ghafur	Investor Daily	Be present
51	Yuli	Cash	Be present
52	Rizki	Issuer News	Be present
53	Abdul Rahim	Insight Media	Be present
54	Dinar	IDX Channel	Be present
55	AL	CNBC	Be present
56	Inspiration	CNBC	Be present
57	Squirt	CNBC	Be present

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