

PT Mitra Keluarga Karyasehat Tbk.

1H 2025 Company Presentation

Forward Looking Statement

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Section 1
Company Overview
PT Mitra Keluarga Karyasehat Tbk.





Key Investment Highlights



Mitra Keluarga

1 Leading Hospital Group with Strong Operational Excellence

- 2 Highly Experienced and Qualified Management Team
 - Well-established and Expansive Footprint in Attractive, High-Growth Regions, including Greater Jakarta and Surabaya
 - Delivering Exceptional Patient Care Through Comprehensive Services at Leading Community Hospitals
- 5 Proven Track Record of Successfully Ramping Up New Hospitals
- Proven Capability to Attract and Retain Top-Tier Healthcare Professionals



3

Mitra Keluarga at Glance

Leading Indonesian Hospital Group at a Glance





1989













Business Line Up



Main Hospital Brand

21 Hospitals

Full Blown Hospital Strategic Geographical Focus State of the Art Medical

Facilities



Second Hospital Brand

10 Hospitals

Compact Hospital Government **Insurance Focus**

MEDIVET

Pet Hospital & Clinic

1 Hospital

Clinics **Innovative Pet** Healthcare in Prime Locations.

Supported by

4,160 1,8K+

Operational Beds Specialist A Leading and Trusted Hospital Provider

3.0 M+

OP Visit Served Annually

300 K + **IP Admission Served Annually**

Strong Profitabilty & Financial Position

IDR 2.46 Bn+

Net Cash (FY 2024)

37.7 %

EBITDA Margin (FY 2024)

39.5 %

ROIC Exclude Land Bank (FY 2024)



Highly Experienced and Qualified Management Team

Board of Directors



Rustiyan Oen President Director

- 26 years at Mitra Keluarga
- 30 years of experience in the healthcare industry
- Education:
- Bachelor: Bogor Institute of Agriculture (IPB)
- -MBA: San Diego State Uni.



Joyce V. Handajani Director

- 10 years at Mitra Keluarga (1)
- 29 years of experience in the healthcare industry
- Education:
- -Bachelor: Uni. of Texas, Austin
- -MBA: Uni. of Texas, San Antonio



dr. Christina D. Anggraeni Director

- 14 years at Mitra Keluarga
- 14 years of experience in the healthcare industry
- Education:
- Medicine: State University of Sebelas Maret

Regional Director



dr. Arina Yuli Roswiyati *Regional I Director*

- 13 years at Mitra Keluarga
- 25 years experience in healthcare industry
- Education:
- -Medicine: Diponegoro Uni.
- -MSc: University of Indonesia
- -MARS: University Of Respati Indonesia



dr. Sri Mawarti *Regional II Director*

- 14 years at Mitra Keluarga
- 14 years of experience in the healthcare industry
- Education:
- Medicine: University of Wijaya Kusuma
- Master of Law: University of Wijaya Kusuma



dr. Carla Permanasari R. Regional III Kasih Director

- 16 years at Kasih Group
- 25 years of experience in the healthcare industry
- Education:
- Medicine: State University of Sebelas Maret
- MM: University of Prasetiya Mulya

Excellent Track Record

- Track record of profitability across all hospitals within 1 year of operation
- Effectively navigated Mitra Keluarga through the 1998 Asian Financial Crisis
- Established governance and oversight framework delivers growth while maintaining high quality service level
 - Consistent set of Key Performance Indicators (KPIs) applied across all hospitals
 - Monitored on a monthly basis

Exceptional Management

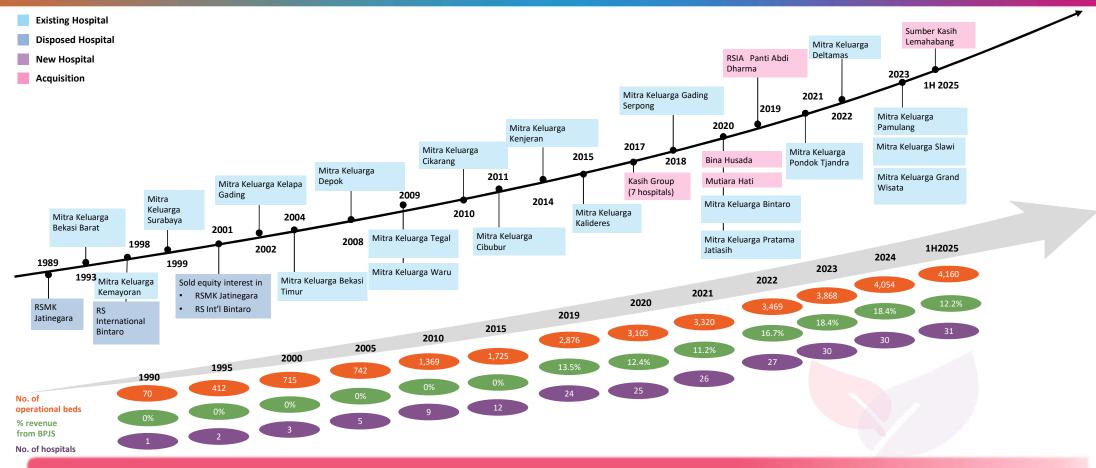
- Our leadership team brings diverse and highly relevant experience with in-depth knowledge about the healthcare industry
- Average of 22 years of healthcare experience
- Loyal and dedicated to Mitra Keluarga

- (1) Previously with Kalbe Group for 19 years
- (2) Based on the AGMS held on June 4, 2024



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Strong Track Record of Over 35 Years

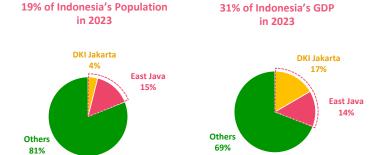


For over 35 years, we have delivered both strong growth and profitability through best-in-class operations, operational excellence and well-executed expansion



Strategic Location Focus

Attractive Economic and Demographic Fundamentals of Greater Jakarta and Surabaya Market

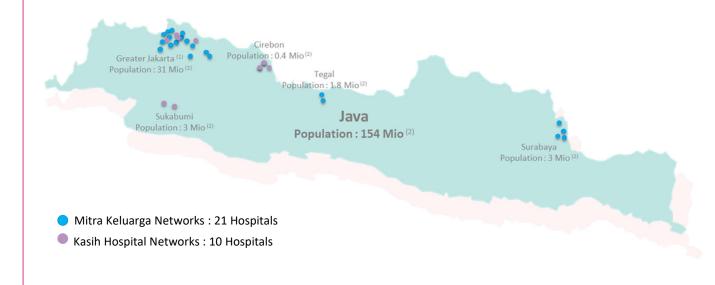


With Highest Availability of Healthcare Professionals

No. of Doctors per 1,000 Population (2023)



Source: Badan Pusat Statistik Indonesia (Indonesian Statistical Center) – Total Population in Indonesia 275,773.8 thousand, Kementerian Kesehatan RI (Ministry of Health Indonesia) – Total Doctor in Indonesia 230,564





Located in Areas with Large, Attractive, Captive Population Catchment Areas and Highest Supply of Medical Graduates in Indonesia



Strategically located compact hospitals enabling access to underserved cities and serving mostly Government Health Insurance (JKN) patients which allows the Company to tap into smaller cities with less doctor supply

(1) Greater Jakarta comprises of Jakarta, Bogor, Depok, Tangerang, and Bekasi
(2) Data as of 2023 (Source: Badan Pusat Statistik)
(3) Data as of December 2023



Delivering Exceptional Patient Care Through Comprehensive Services at Leading Community Hospitals

Comprehensive Service Offerings

General services

- Laboratory
- Pharmacy
- Radiology

- Emergency Room
- **Intensive Care** Unit (ICU) Rooms

Focus specialty areas

- General Surgery
- Obstetrics & Cardiovascular
 - Neurosurgery
- Gynecology . Urology
- Orthopedics
- Internal Pediatrics
 - Medicine
- Oncology

Other specialty

areas

- Acupuncture
- Allergy & Immunology
- Anesthesiology
- Breast
- Cosmetic / Reconstructive Surgery
- Dental
- Dermatology
- Diabetes & Thyroid

- Ear, Nose & Throat
- Endoscopy
- Fertility
- Hematology
- Medical Rehabilitation
- Nephrology
- Nutrition Consultant
- Ophthalmology

- Pediatric Foot
- Pediatric Surgery
- Psychiatry
- Psychology
- Pulmonology
- Sleep Disorders
- Slimming & **Health Sport** Therapy
- Women's and Children Clinic

A Well-Established Center of Excellence













DIABETES AND THYROID







Pediatric Center













High-complexity specialty services contribute over 25% of Total Revenue







SVIP



VIP





Class I



Class II



Class III



Superior Ramp-up in New Hospitals



Mitra Keluarga Pamulang

• Opening January 2, 2023

• Total Bed Capacity: ± 110

Operational Bed: 102

EBITDA Break even

±3 Months

Current Net Profit / Loss

Profit



Mitra Keluarga Slawi

Opening January 10, 2023

• Total Bed Capacity: ± 120

Operational Bed: 112

EBITDA Break even

±9 Months

Current Net Profit / Loss

Profit



Mitra Keluarga Grand Wisata

• Opening November 25, 2023

• Total Bed Capacity: ± 154

• Operational Bed: 102

EBITDA Break even

±3 Months

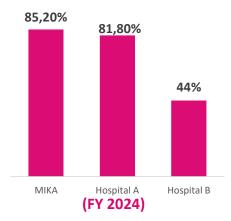
Current Net Profit / Loss

Profit



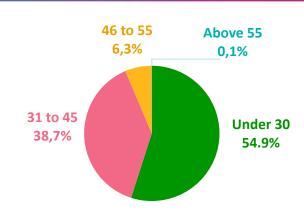
9

Proven Capability to Attract and Retain Top-Tier Healthcare Professionals









Top Performer in Private Patient Revenue

High Doctor Retention Rate

Number of Full Time Specialist

Employee Composition by Age

Effective Recruitment Efforts

- Working environment that is conducive to learning given high patient volumes and our commitment to technology-enabled working facilities
- Attractive compensation structure includes revenue-sharing arrangement to align the interests of Mitra Keluarga and our doctors
- We believe we are an "Employer of Choice" for doctors and our senior doctors' professional networks
- Includes both full and part time specialists and doctor.
 Specialist doctors are typically independent doctors, not employed directly by us.
 Full-time specialists work at least 40 hours per week at our hospitals and part-time specialists work less.

Long-standing Relationships with Our Doctors

- Continuous investment in their professional development through trainings, mentorships and scholarships
- High patient volumes and established track record contributes to strong financial compensation and employment stability for doctors
- A significant proportion of our general practitioners who pursue further studies return to practice with us after completion of studies (based on available vacancy)



Key Awards and Accolades

We are consistently recognized for excellence by leading national and international institutions by domestic and international institutions alike

> **Indonesia Corporate Brand Champion** 2024

awarded by Tras n Co & Infobrand

Top Executive Award 2024

awarded by Tras n Co & Infobrand



52 Index awarded by Tempo IDNFinancial



for Mitra Keluarga Bintaro, Kemayoran, Cikarang, Kenjeran Bekasi Timur, Waru, Tegal

Admedika Best of the Best Provider

for Mitra Keluarga Bekasi, Bekasi Timur, Cikarang





Top Corporate Award 2024 awarded by Tras n Co & Infobrand

> **Certificate of Appreciation for Best Service Hospital Partner**

awarded by BCA Life



BCAlife

Yakes Telkom Best Partner for Mitra Keluarga Bekasi, Depok, Bekasi Timur

Mandiri Inhealth Best Prescription Achievement of Inhealth Drug Formulary I in 2024

for Mitra Keluarga Tegal



garda *medika*



Mitra Keluarga









Capacity Expansion

No	Hospital	Site Identified	Land Banks	Construction Permits Secured	Hospitals in Construction	Initial Bed Capacity ⁽¹⁾	Max Bed Capacity ⁽²⁾	Capex Required ⁽³⁾ (± in Rp bn)	Expected Opening
1	Site 1	\checkmark	\checkmark	\checkmark	\checkmark	50-60	200	>250	2025
2	Site 2	✓	✓	✓	✓	50-60	200	>500	2026
3	Site 3	✓	✓	✓	✓	50-60	200	>200	2026
4	Site 4	✓	✓	_	_	50-60	200	>200	-
5	Site 5	✓	✓	_	_	50-60	200	>200	-
6	Site 6	✓	✓	_	_	50-60	200	>200	-
7	Site 7	✓	✓	-	_	50-60	200	>200	-
			Total Pipeli	ne Beds			1,400		
	Additional Bed Capacity in Existing Hospitals as of Jun 30 th , 2025						857		
			Potential Bed	l Addition			2,257		

⁽³⁾ Capex for building construction and major equipment (exclude Land, unless otherwise stated)





Groundbreaking Site 2

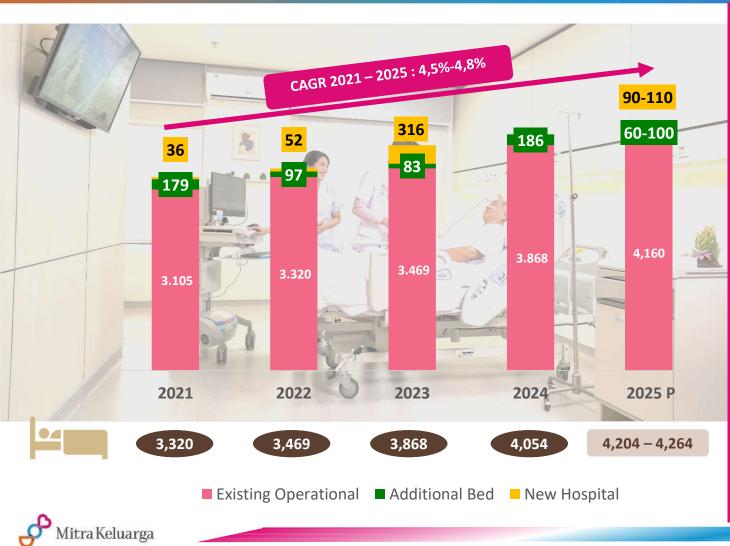


Groundbreaking Site 3

⁽¹⁾ New hospital starts with 50-60 operational beds initially, gradually adjusting bed capacity as demand rises

⁽²⁾ Estimation number of beds

Capacity Expansion

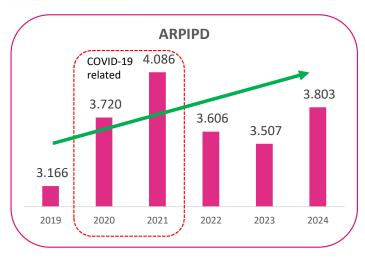


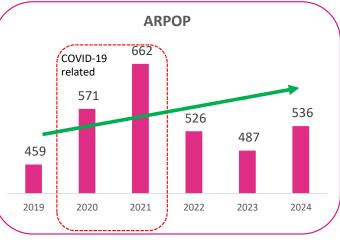
3.0-5.0%

Additional Capacity from Greenfield & **Brownfield Expansion for 2025**



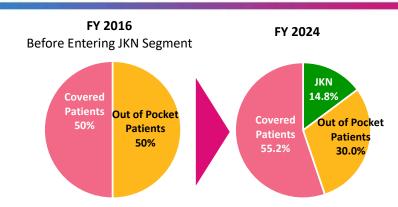
Intensity Expansion





Mitra Keluarga continues to maintain its strong presence in the private patient business while embracing JKN segment

Expanding highintensity specialty
areas by establishing
additional centers of
excellence and
expanding our
subspecialist lineup.



FY24:85,2% Private Patient's Revenue Contribution









Grand Opening Kasih Hospital - Lemahabang









Kasih Hospital



Opening	26 June 2025
Max Bed Capacity	±100 Beds
Location	West Java

Hospital Under Developments







Max Bed Capacity ±200 Beds

Location East Java

Current Progress 93%



Site 2 – Mitra Keluarga Hospital

Estimated Opening	Q3 2026
Max Bed Capacity	±200 Beds
Location	Greater Jakarta
Current Progress	29%



Hospital Under Developments



Site 3 - Mitra Keluarga Hospital

Estimated Opening	Q3 2026
Max Bed Capacity	±200 Beds
Location	East Java
Current Progress	25%



Upgrading Existing Hospital Facilities to Improve Patient Experience









IP & OP Counter









Pediatric Center Lobby

Pediatric Center Clinic

VIP Ward

As part of our strategic initiatives, we are focused on renovating and upgrading aging hospital facilities to improve the overall patient experience.







VIP Room



Rehab Center



Waiting Room

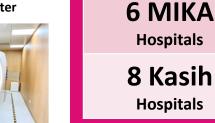
VIP Room





MRI

Specialist Clinic



8 Kasih

Ongoing Project

5 MIKA

Hospitals

Completed Project



Advancing Integrated Cancer Care with Comprehensive Oncology Services



Nuclear Medicine Center Mitra Keluarga Bekasi Timur

Estimated Opening Q3 202)2 5	20	2	Q3		ing	pen	0	ited	ma	sti	I
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Location Greater Jakarta

Current Progress 100%

Comprehensive Oncology Services

Mitra Keluarga offers a fully integrated oncology service line, covering the entire patient journey—from early diagnosis to advanced treatment.

By combining clinical excellence with advanced technology, we deliver precise, personalized, and effective cancer care across our network.

Our services include:

- Diagnostic Imaging (PET CT)
- Chemotherapy
- Radiotherapy
- Nuclear-based Therapies (Theranostics)



Minimally Invasive Relief for BPH Patients

Advancing Orthopedic Surgery with Robotics



Rezum Water Vapor Therapy

- Minimal invasive
- Quick & easy Procedure (10 minutes)
- Fast Recovery
- Low Risk of side effects
- Long-Lasting result



Robotic Orthopedics Surgical Assistant

- Minimal invasive
- More Precise
- Faster Recovery
- Customized for each patient
- Low Risk Of Complications
- More Natural Movement





Key Performance Indicator



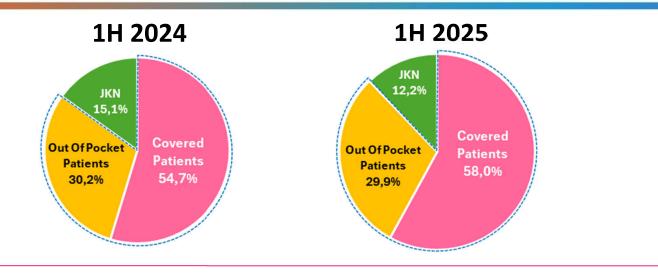
		1H24	1H25	YoY
Dovenue hy noticet type	Inpatient	1.680	1.743	3,7%
Revenue by patient type	Outpatient	772	821	6,3%
(Rp Bn)	Total	2.452	2.563	4,5%
Operational	No. of Inpatient Admission ('000)	163	147	-9,7%
Metrics	No. of Outpatient Visits ('000)	1.487	1.391	-6,4%
	Patient Volume ('000)	1.650	1.538	-6,8%
	No. of Inpatient Days ('000)	455	418	-8,1%
	No. of Operational Beds	3.974	4.160	4,7%
	Bed Occupancy Rate (BOR)	62,9%	55,5%	-7,4%
	Average Length of Stay (ALoS)	2,8	2,8	1,8%
	Revenue per Inpatient Day (IDR'000)	3.696	4.169	12,8%
	Revenue per Outpatient Visit (IDR'000)	519	590	13,6%
Profitability	EBITDA ⁽¹⁾	936	991	5,8%
(Rp Bn)	% Margin	38,2%	38,6%	0,5%
	EBITDAR (2)	944	991	5,0%
	% Margin	38,5%	38,6%	0,2%
	ROIC (3)	25,6%	26,9%	1,3%
	ROIC – Exclude Land Bank ⁽⁴⁾	41,9%	44,0%	2,1%
	Net Income	645	684	6,0%
	% Margin	26,3%	26,7%	0,4%

Note

- (1) EBITDA refers to income before depreciation, provision of future employee benefits, allowance for impairment in value, corporate income taxes and other expenses and/or income (consisting primarily of administration fees of credit card providers and interest on bank loans)
- (2) EBITDAR calculated as EBITDA plus rental and profit sharing expenses
- (3) ROIC calculated as (Income from Operations Tax) divided by Average (Total Debt + Total Equity Cash)
- (4) ROIC calculated as (Income from Operations Tax) divided by Average (Total Debt + Total Equity Cash Land Bank Advance for Land Bank)



%Revenue Contribution by Payer Mix



In 1H25, the contribution of private revenue continued to strengthen, increasing from 84.9% to 87.9%.

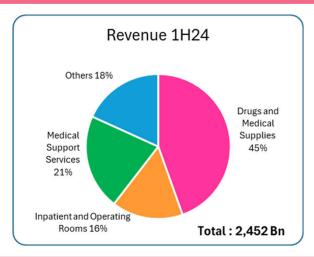


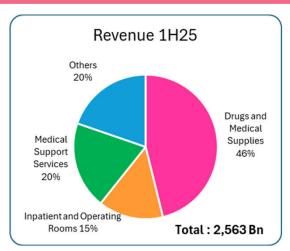
Private revenue posted a solid growth of 8.2%, while BPJS revenue declined by 15.1%, reflecting the company's strategic focus on strengthening the private segment



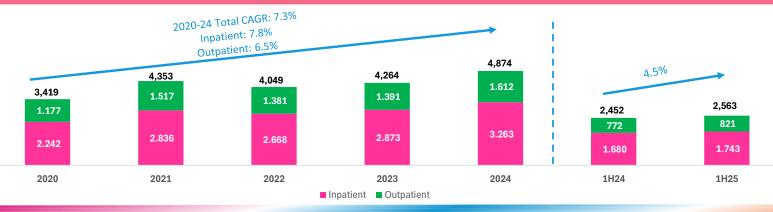
Revenue by Inpatient and Outpatient Services

Revenue Breakdown by Services



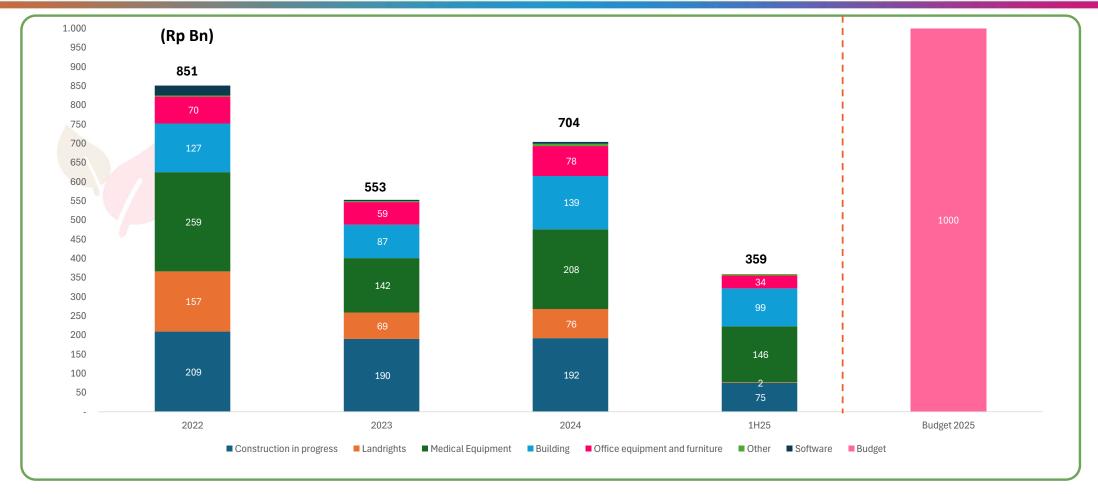


Inpatient Services Typically Account for Two-Thirds of Total Revenue





Additional Capital Expenditure



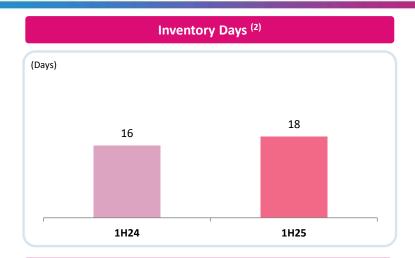
Calculated by additional cash flow



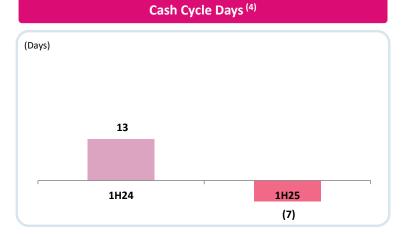
Cash Flow: Efficient Working Capital Management











- (1) Calculated by dividing average trade receivables by revenue per day
- Calculated by dividing average inventories by cost of revenue (drugs and medical supplies, medical support services) per day
- Calculated by dividing average trade payables by cost of revenue (drugs and medical supplies, medical support services) per day
- (4) Calculated by inventory days plus trade receivables days, less trade payable days









PROFIT & LOSS



Consolidated Statement of Income	30 June 2025	30 June 2024	0/ Change
Consolidated Statement of Income	(Un-audited)	(Un-audited)	% Change
REVENUES	2.563.460.446.888	2.452.497.795.842	4,5%
COST OF REVENUES	(1.161.547.053.864)	(1.134.324.537.309)	2,4%
% to Revenues	45,3%	46,3%	
GROSS PROFIT	1.401.913.393.024	1.318.173.258.532	6,4%
% to Revenues	54,7%	53,7%	
Operating expenses	(611.238.830.317)	(562.991.047.393)	8,6%
% to Revenues	-23,8%	-23,0%	
Other operating income	17.231.959.936	23.181.460.700	-25,7%
% to Revenues	0,7%	0,9%	
Other operating expenses	(2.698.406.163)	(445.912.318)	505,1%
% to Revenues	-0,11%	-0,02%	
INCOME FROM OPERATIONS	805.208.116.480	777.917.759.521	3,5%
% to Revenues	31,4%	31,7%	
Finance income	64.255.844.778	45.130.402.340	42,4%
Finance cost	(7.622.384.822)	(8.701.658.165)	-12,4%
INCOME BEFORE INCOME TAX	861.841.576.436	814.346.503.696	5,8%
% to Revenues	33,6%	33,2%	



PROFIT & LOSS



Consolidated Statement of Income	30 June 2025 (Un-audited)	30 June 2024 (Un-audited)	% Change
INCOME TAX – NET	(178.211.140.830)	(169.304.803.262)	5,3%
% to Revenues	7,0%	6,9%	
INCOME FOR THE YEAR	683.630.435.606	645.041.700.434	6,0%
% to Revenues	26,7%	26,3%	
Other comprehensive income - net of tax	732.090.100	-	#DIV/0!
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	684.362.525.706	645.041.700.434	6,1%
% to Revenues	26,7%	26,3%	
Income for the year attributable to:			
Equity holders of the parent entity	639.725.007.180	600.565.094.997	6,5%
Non-controlling interests	43.905.428.426	44.476.605.437	-1,3%
Total	683.630.435.606	645.041.700.434	6,0%
Total comprehensive income for the year att	ributable to:		
Equity holders of the parent entity	640.267.470.192	600.565.094.997	6,6%
Non-controlling interests	44.095.055.514	44.476.605.437	-0,9%
Total	684.362.525.706	645.041.700.434	6,1%
Basic earnings per share attributable to equity holders of the parent entity	46	43	6,6%



BALANCE SHEET



Consolidated Balance Sheets	30 June 2025 (Un-audited)	31 December 2024 (Audited)	% Change
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	2.241.324.009.402	1.067.636.241.316	109,93%
Short-term investment	507.244.865.000	1.364.394.865.000	-62,82%
Trade receivables	860.085.390.748	723.194.941.498	18,93%
Other receivables	_		
Third parties	55.242.351.413	48.919.738.767	12,92%
Related parties	1.807.750.056	830.083.344	117,78%
Other current financial assets	72.236.868.630	30.000.000.000	140,79%
Inventories	59.217.529.234	62.671.989.340	-5,51%
Prepaid tax	25.294.844	148.124.559	-82,92%
Advances and prepaid expenses	61.244.293.415	19.137.065.768	220,03%
Other Current Assets	1.818.006.381	3.595.530.748	
TOTAL CURRENT ASSETS	3.860.246.359.123	3.320.528.580.340	16,25%
TOTAL NON-CURRENT ASSETS	5.128.762.811.808	4.926.660.326.940	4,10%
TOTAL ASSETS	8.989.009.170.931	8.247.188.907.280	8,99%



BALANCE SHEET



Consolidated Balance Sheets	30 June 2025	31 December 2024	0/ Change
Consolidated balance Sheets	(Un-audited)	(Audited)	% Change
LIABILITIES			
CURRENT LIABILITIES			
<u>Trade payables</u>			
Third parties	189.527.690.489	171.763.689.988	10,34%
Related parties	44.318.522.365	44.186.853.677	0,30%
Other payables			
Third parties	105.932.507.655	96.053.334.051	10,29%
Related parties	2.305.479.955	2.149.501.621	7,26%
Dividend Payable	598.021.704.500	-	#DIV/0!
Advances from patients	30.583.462.904	28.570.171.987	7,05%
Accrued expenses	261.862.960.246	246.642.133.807	6,17%
Taxes payable	117.432.244.163	109.917.500.116	6,84%
Lease Liabilities	1.146.717.864	1.146.717.864	0,00%
TOTAL CURRENT LIABILITIES	1.351.131.290.141	700.429.903.111	92,90%
NON-CURRENT LIABILITIES	224.456.647.995	216.313.627.627	3,76%
TOTAL LIABILITIES	1.575.587.938.136	916.743.530.738	71,87%



BALANCE SHEET



Consolidated Balance Sheets	30 June 2025 (Un-audited)	31 December 2024 (Audited)	% Change
EQUITY			
Equity attributable to equity holders of the paren	t entity		
Share capital - par value of Rp10 per share			
Authorized - 50,000,000,000 shares	139.074.815.000	139.074.815.000	0,00%
Issued and fully paid - 13,907,481,500 shares			
Additional paid-in capital	606.031.284.612	606.031.284.612	0,00%
Other component of equity	1.011.642.661	117.378.864	761,86%
Retained earnings - appropriated	89.610.027.500	78.146.486.386	14,67%
Retained earnings - unappropriated	5.704.710.071.576	5.673.927.846.998	0,54%
Total equity attributable to equity holders of the parent entity	6.540.437.841.349	6.497.297.811.860	0,66%
Non-controlling interests	872.983.391.446	833.147.564.682	4,78%
TOTAL EQUITY	7.413.421.232.795	7.330.445.376.542	1,13%
TOTAL LIABILITIES AND EQUITY	8.989.009.170.931	8.247.188.907.280	8,99%



CASH FLOW



Consolidated Statement of Cash Flows	30 June 2025 (Un-audited)	30 June 2024 (Un-audited)	% Change
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash receipts from customers	2.428.583.288.556	2.398.607.640.400	1,2%
Cash receipts from finance income	64.255.844.778	45.130.402.340	42,4%
Cash paid to suppliers	(1.540.308.560.453)	(1.511.390.742.655)	1,9%
Cash paid to employees and other operating expenses			_
Cash paid for finance cost	(7.622.384.822)	(8.701.658.165)	-12,4%
Cash paid for corporate income tax	(206.620.639.200)	(152.438.353.044)	35,5%
Net Cash Provided by Operating Activities	738.287.548.859	771.207.288.876	-4,3%
CASH FLOWS FROM INVESTING ACTIVITIES			
Placement of other current financial assets	(42.035.000.000)		-
Advances for acquisition of fixed assets			-
Payable for acquisition of fixed assets	(47.303.431.765)	(44.470.463.234)	6,4%
Placement of short-term investment	857.150.000.000	365.685.000.000	134,4%
Acquisition of fixed assets	(335.098.676.825)	(302.195.221.568)	10,9%
Proceeds from sale of other current financial assets		73.629.550.000	-100,0%
Proceeds from disposal of fixed assets	4.720.643.567	2.804.196.882	68,3%
Acquisitions of intangible assets	(176.805.289)	(827.741.336)	-78,6%
Net Cash Used in Investing Activities	437.256.729.688	94.625.320.744	362,1%



CASH FLOW



Consolidated Statement of Cash Flows	30 June 2025 (Un-audited)	30 June 2024 (Un-audited)	% Change
CASH FLOWS FROM FINANCING ACTIVITIES			
Payment for transfer of shares from Non-Controlling Interests	(491.510.461)		-
Payment of cash dividend			-
Payment of cash dividends to non-controlling interests	(1.365.000.000)	(5.999.916.954)	-77,2%
Capital Contribution From Non-Controlling Interests		13.600.000.000	-
Net Cash Provided (Used) in Financing Activities	(1.856.510.461)	7.600.083.046	-124,4%
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	1.173.687.768.086	873.432.692.666	34,4%
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	1.067.636.241.316	842.757.489.558	26,7%
CASH AND CASH EQUIVALENTS AT END OF PERIOD	2.241.324.009.402	1.716.190.182.224	30,6%





THANK YOU

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