

Tanjung Morawa, 04 April 2024

No : 008/MDI-CORSEC/III/2024

Kepada Yth.

Direktur Penilaian Perusahaan
PT Bursa Efek Indonesia
Gedung Bursa Efek Indonesia, Tower I, LL
Jl. Jend. Sudirman Kav. 52 - 53
Jakarta 12190

Up. : Kepala Divisi Penilaian Perusahaan Group I

Hal : Materi Public Expose Tahunan PT Mark Dynamics Indonesia Tbk

Dengan hormat,

Bersama ini kami sampaikan materi Public Expose PT Mark Dynamics Indonesia Tbk ("Perseroan") untuk tahun 2024.

Demikian kami sampaikan. Atas perhatiannya, kami ucapkan terima kasih.

Hormat kami,

PT Mark Dynamics Indonesia Tbk

MARK DYNAMICS INDONESIA TOR

Ridwan

Presiden Direktur

Office / Factory : Jl. Pelita Barat No. 2, Medan Star Industrial Estate, Jl. Raya Medan - Lubuk Pakam Km. 19,5

Tanjung Morawa - Deli Serdang North Sumatra 20362, Indonesia

Phone : (62-61) 7940715 : (62-61) 7940487, Fax : (62-61) 7940747

Email Address : mdcps@nusa.net.id

INTERNATIONAL UKAS
BS EN ISO 9001:2000 MARAGEMENT















TO BE PREFERRED GLOBAL HIGH
TECHNOLOGY HAND FORMER
MANUFACTURE



TO CREATE ECONOMIC

VALUE

TO ALL STAKEHOLDERS.

## **MISSION**



STRIVE TO DELIVER PREMIUM HIGH-QUALITY PRODUCTS



COMMIT TO ENHANCE EFFICIENCY AIMS TO MINIMIZE PRODUCTION COST



MAINTAIN GOOD RELATIONSHIP WITH CUSTOMERS AND DELIVERY ON TIME



EMPLOY AND RETAIN A DYNAMICS TALENTED WORKFORCE



GENERATE AND ADOPT NEW PRODUCT IDEAS AND INNOVATIONS



### **MILESTONE**

2002



PT. Mark Dynamics Indonesia Tbk was established on 10 April 2002.

2003



The Company operates with a capacity of 50,000 unit per month following with the construction of Plant 1 covering an area of 3,000 m<sup>2</sup>.

2007



Build new office building and meeting room located in Plant 2.

2008



Increased production capacity to 80,000 pieces per month

2009



Increased production capacity to 110,000 pieces per month.

2009



Extension of ISO 9001 Certification and improve its qualifications to ISO 9001 : 2008.

2014



Increased production capacity to 300,000 pieces per month.

2016



 $\label{eq:covering} \mbox{ Acquired new land covering an area of } \mbox{ 2,400 m}^2 \mbox{ for increased production.}$ 

2005



Expanded Plant 1 capacity through the acquisition of an additional 3,500 m2 plant new production capacity is 55,000 pieces per month

2008



The Company won ISO 9001 : 2000 quality management standard certification

2011



Increased production capacity to 220,000 pieces per month.

2016



Acquired another land consisting 3 hectare for future expansion.

### **MILESTONE**

2016



Extension of ISO 9001 Certification and increased its quality to ISO 9001 : 2015

2018



Increased production capacity to 540,000 pieces per month.

2019



Increased production capacity to 610,000 pieces per month.

2020



Acquired PT Berjaya Dynamics Indonesia & PT Agro Dynamics Indo

2017



The Company listed its initial shares on the Indonesia Stock Exchange on July 12, 2017

2018



The company split its nominal shares with a ratio 1:5 and shares listed at new nominal value of Rp 20 per share on Feb 11, 2019

2020



Establishment of a subsidiary on behalf Of PT. Megah Raya Sumatra, which processes MARK waste into toilet and gypsum products

2021



Increased production capacity to 1,550,000 pieces per month

2018



Completed the acquisition of  $\pm$  9 Hectare of land.

2019



Opening of the Company's New Branch on Jl. Utama Desa Dalu Sepuluh A, Deli Serdang.

2020



Increased production capacity to 740,000 pieces per month

2022



Fully operated for 3 plants with total capacity of 2,000,000 pieces per month

2023



The Company obtained ISO 14001:2015 & 45001:2018 for ESG & Health Safety Management System

2023



Solar Panel Installation at Dalu Factory



## **PRODUCTION CAPACITY**





Picture 1. Factory in KIMSTAR

Picture 2. New Office, Dalu 1 & Dalu 2

	KIMSTAR	DALU 1	DALU 2	TOTAL	
PRODUCTION (pcs / month)	650.000	600.000	750.000	2.000.000	
EMPLOYEE	900+	900+	1000+	3000+	

## **PRODUCTION CAPACITY**







### **BOARD OF COMMISIONERS**



President Commissioner

- Malaysian Citizen
- Born in 1974
- Appointed as President Commissioner of MARK since 2017
- Diploma in Animal and Veterinary Science from National Pingtung Polytechnic Institute, Taiwan in 1995



DOMPAK PASARIBU
Independence Commissioner

- Indonesian Citizen
- Born in 1973
- Appointed as Independent Commissioner of the company since 2017
- Doctorate degree in Accounting in 2018 Master's of Accounting Science in 2003 from Universitas Sumatera Utara
- Bachelor's degree in Economics from the Faculty of Economics, Universitas Methodist Indonesia in 1998.



### **BOARD OF DIRECTORS**



RIDWAN GOH
President Director

- Indonesian citizen
- Born in 1983
- Appointed as President Director of MARK since 2018
- Graduated from the Mikroskil Institute with a Bachelor's in Computer Science.
- Joined MARK in 2008 as Marketing Manager and promoted to Director from 2017-2018.



SUTIYOSO BIN RISMAN

Director

- Indonesian citizen
- Born in 1968
- Appointed as a Director of MARK since 2017.
- Worked in MARK since 2002
- General Manager between 2002 2009, before being appointed as Commissioner until 2014.

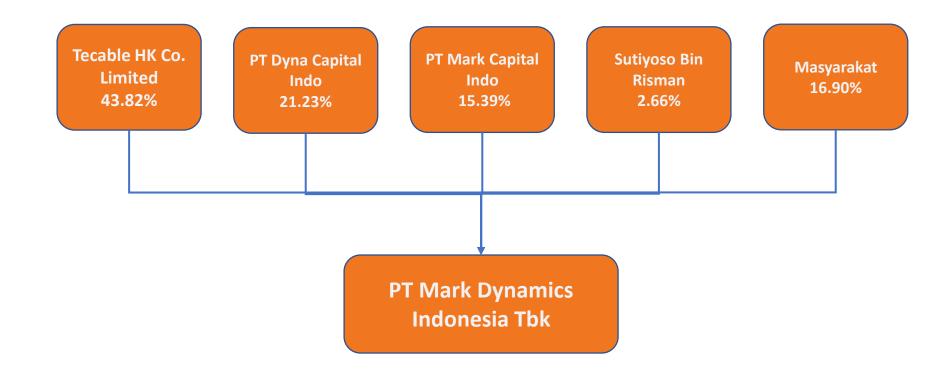


CAHAYA DEWI SURBAKTI
Independent Director

- Indonesian citizen
- Born in 1980
- Appointed as an Independent Director of MARK since 2018.
- Completed her undergraduate at the University of North Sumatera Medan with a major in Chemical Engineering and graduated in 2004.



### MARK SHAREHOLDER STRUCTURE





### **SUBSIDIARY**

#### PT. BERJAYA DYNAMICS INDONESIA





**ESTABLISHED IN 2010** 



ENGAGED IN SANITARY INDUSTRIAL PRODUCCTION **UTILIZING WASTE MATERIAL** FROM HANDFORMER PRODUCTION



MORE THAN 9 YEARS MARKET EXPERIENCE IN SUMATRA



DEEP AND DETAILED
UNDERSTANDING OF PRODUCTS
DISTRIBUTION ACROSS
SUMATERA AND INDONESIA.



AS PT. MEGAH RAYA
SUMATERA SALES
SUPPORT AND DISTRIBUTION LINE



BDI HAS A SUBSIDIARY THAT IS ENGAGED IN THE DISTRIBUTION OF AGRICULTURE, NAMELY PT AGRO DYNAMICS INDO.



# DISTRIBUTION MAP OF PT. BERJAYA DYNAMICS INDONESIA

## 900 LOYAL CUSTOMERS SPREAD ACROSS SUMATERA

0

92

- 1. ACEH
- 2. SUMATRA UTARA
- 3. RIAU
- 4. SUMATRA BARAT
- 5. JAMBI
- 6. SUMATRA SELATAN
- 7. BENGKULU
- 8. LAMPUNG





### **SUBSIDIARY**

#### PT. AGRO DYNAMICS INDO





**ESTABLISHED** IN 2005

**FOCUS ON SUPPORTING** CHEMICAL, PESTICIDES **INDUSTRIAL & EQUIPMENT** 

#### WHY PT. AGRO DYNAMICS INDO?



INDONESIA IS AN AGRICULTURAL COUNTRY. WHICH IS THE PRIMARY INDUSTRY IN THIS COUNTRY.



INDONESIA'S AGRICULTURE GDP HAS



MORE THAN 15 YEARS OF EXPERIENCE. PT. AGRO DYNAMICS INDO HAS SINCE R BEEN INCREASING EVERY YEAR. ECORDED REMARKABLE SALES AND PROFIT



ALSO ACHIEVING 20% OF INDONESIA'S MARKET SHARE.



### **SUBSIDIARY**

#### **Products of PT. Agro Dynamics Indo:**

- 1. Herbicides
- 2. Growth Regulatory Substances
- 3. Agricultural Spray Equipment















## **Growth Regulatory Substances**

































# DISTRIBUTION MAP OF PT. AGRO DYNAMICS INDO





**PT.BAKRIE SUMATRA PLANTATION** 

AND ANOTHER 800 CUSTOMERS
SPREAD ACROSS SUMATERA,
JAWA, BALI DAN KALIMANTAN



### **PRODUCTS**





**EXAMINATION FORMER** 



**SURGICAL FORMER** 



**CUSTOM MADE FORMER** 



**HOUSEHOLD FORMER** 



**INDUSTRIAL FORMER** 



### MARK'S COMPETITIVE ADVANTAGE









Largest capacity in the world

Quality:
Special Finishing
and Coating Surface

Suitable in
High-Speed
Production Line

Good physical property & Force at Break (FAB) > 6N



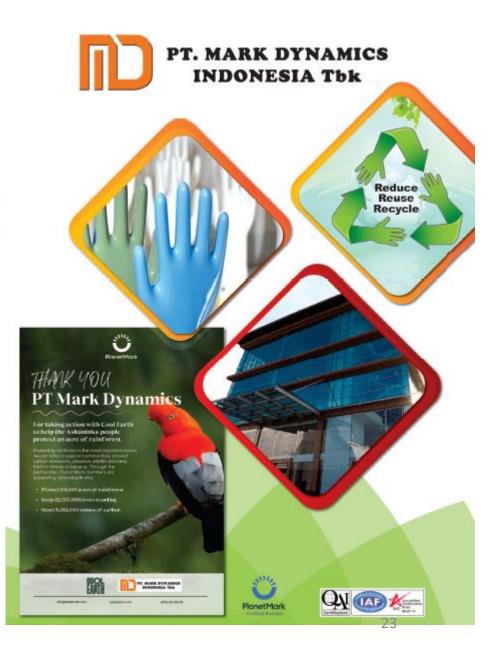
### **ESG COMMITMENT AND CERTIFIED**





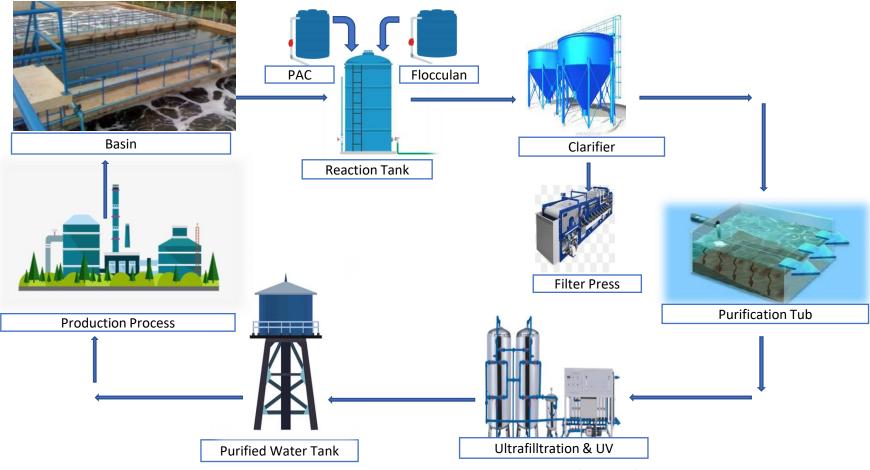
Mark Dynamics keeps the vision of doing business aligned with the moral conducts of not negatively impacting the society. We are doing our best to reduce, reuse and recycle waste that is generated from our production process.





## **SUSTAINABILITY AND ENVIRONMENT MARK's Water Usage Recycling Cycle**





Water from the production process go into Waste Water Treatment (WWT). The process includes mixing wastewater with chemicals (PAC and Flocculants). Next, the sludge and water are separated in the Clarifier and Filter Press. The water that has gone through the purification process is then re-filtrated and through the UV process, then tested according to the Wastewater Quality Standard 05/MENLH/2014 before being reused in the production process.

## **SUSTAINABILITY AND ENVIRONMENT MARK's Waste Recycling**









### **SANITARY WARE FACTORY**







- SANITARY WARE (SQUAT TOILET) 50% OF THE RAW MATERIAL ARE USING OUR HAND FORMER WASTE FOR ZERO WASTE PROGRAM
- PRODUCITON CAPACITY 1,700 PCS / DAY OR 51,000 PCS / MONTH

## **SUSTAINABILITY AND ENVIRONMENT MARK's Solar Panels Project**





### **ESG COMMITMENT AND CERTIFIED**





#### We are Planet Mark Certified

Year 1.



This is to certify that PT Mark Dynamics Indonesia has achieved the Planet Mark by reporting its carbon footprint and engaging its stakeholders.

Valid to: 31 March 2023





Measure

27,111.7 tCO.e Total carbon footprint.

9.7 tCO.e Total carbon footprint per employee.

We are committed to reducing our carbon emissions yearly so that together we can all

Reporting Boundary: 3 Factories

Emission Sources: Electricity, Natural Gas,

Reporting Period: 01 Jan 2021 - 31 Dec 2021



Engage

2,800

We engage our employees and wider stakeholders to unlock their talent and knowledge to drive year on year progress in sustainability.



Communicate

Empowering change for a brighter future. The Planet Mark is a sustainability certification for every type of organisation, for products and real estate. Our certification recognises continuous improvement, encourages action and builds an empowered community of like-minded individuals who make a world of difference.

planetmark.com/member/PT-Mark-Dynamics



Sustainable Development Goals.

We recognise that transparent communication is essential for transformational change and we quantifiably contribute to 5 SDGs.





### **SAVE ENERGY PRODUCT**

Thin light weight former



WITH A BETTER HEAT CONDUCTIVITY, THE ENERGY NEEDED TO HEAT THE FORMER AND ENERGY COST CAN BE REDUCE



**EVERY 1,000 PIECES CAN SAVE \$ 0.1 FOR GAS CONSUMPTION** 



**CAN REDUCE MACHINE MAINTENANCE** 





























Since 1987





ECO Medi Glove









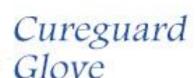
























#### **OUR CUSTOMER IN THAILAND**













W.A. Rubbermate Co., Ltd. WATTANACHAI RUBBERMATE Co., Ltd.











#### **OUR CUSTOMER IN VIETNAM**





















#### **OUR CUSTOMER IN INDONESIA**





















### **OUR CUSTOMER IN INDIA**



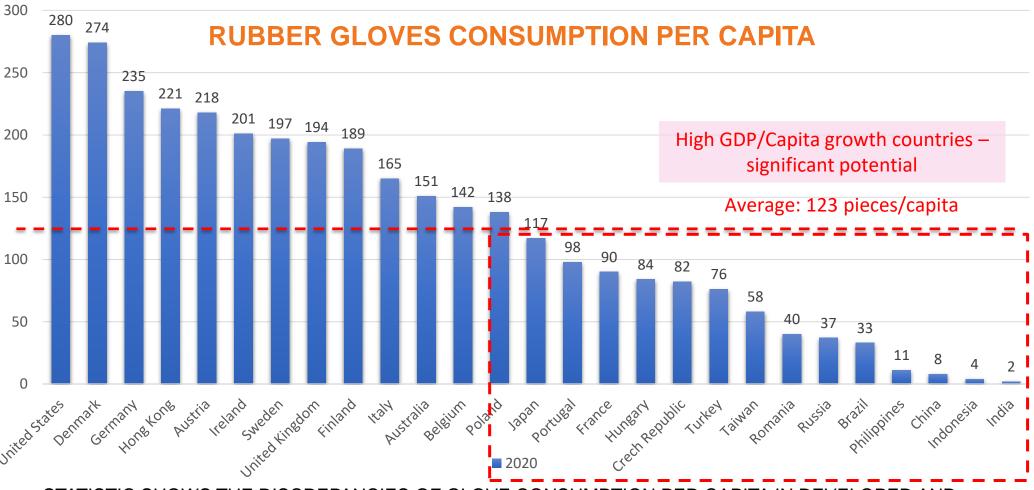
**UNIPRO** 





#### **FUTURE BUSINESS PROSPECT**





- STATISTIC SHOWS THE DISCREPANCIES OF GLOVE CONSUMPTION PER CAPITA IN DEVELOPED AND EMERGING COUNTRIES
- THE COUNTRIES WITH LOW GLOVE CONSUMPTION PER CAPITA WITH HIGH POPULATED AND HIGH GDP WILL BE THE MARKET OPPORTUNITY
- THE CONSUMPTION GROWTH WILL INCREASE CONTINUOUSLY FROM THE EMERGING COUNTRIES WITH HIGH POPULATION Source: Maybank IB Research, 2020

#### **FUTURE BUSINESS PROSPECT**



## Nitrile Gloves Market to Hit USD 14.57 Billion by 2030 on Account of Increasing Awareness in Healthcare Industry

The SNS Insider report states that the nitrile gloves market was worth USD 9.49 billion in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 5.5% to reach USD 14.57 billion by 2030.

**Austin, Texas Oct 25, 2023 (Issuewire.com)** - As per SNS Insider's research, the nitrile gloves market is poised for continuous growth, driven by a combination of regulatory measures, technological advancements, economic factors, and heightened awareness of safety standards.

The SNS Insider report states that the nitrile gloves market was worth USD 9.49 billion in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 5.5% to reach USD 14.57 billion by 2030.



2022

USD 9.49 billion



**CAGR 5.5%** 

2030

USD 14.57 billion

#### **FUTURE BUSINESS PROSPECT**



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# Nitrile Gloves Lead the Examination and Surgical Gloves Market, Projected to Surpass US\$ 15.9 Billion by 2033 | Persistence Market Research

Examination and Surgical Gloves Market Segmented By Examination Gloves and Surgical Gloves Product made with Natural Rubber (NR), Nitrile Rubber (NBR), Polyvinyl Chloride (PVC), Polyurethane (PU), Synthetic Material

/EIN News/ -- New York, July 12, 2023 (GLOBE NEWSWIRE) -- The <u>global examination and</u> <u>surgical gloves market size</u> is valued at **US\$ 7.3 billion** in 2022, with the global market expected to grow at a CAGR of **7.3**% to **US\$ 15.9 billion** by the end of 2033.

#### **Market Overview**

Examination and surgical gloves are critical medical devices used to protect healthcare professionals and patients from cross-contamination and infections during medical procedures. These gloves create a barrier between the wearer's hands and potentially infectious materials, reducing the risk of transmission of harmful pathogens. The examination and surgical gloves market has witnessed significant growth in recent years due to the increasing demand for disposable gloves, stringent regulations for healthcare safety, and the rising number of surgeries and diagnostic procedures worldwide.

2022 CAGR 2033
USD 7.30
billion 7.3%

Dillion 2033
USD 15.9
billion

Source: GLOBE NEWSWIRE

#### **FUTURE BUSINESS PROSPECT**

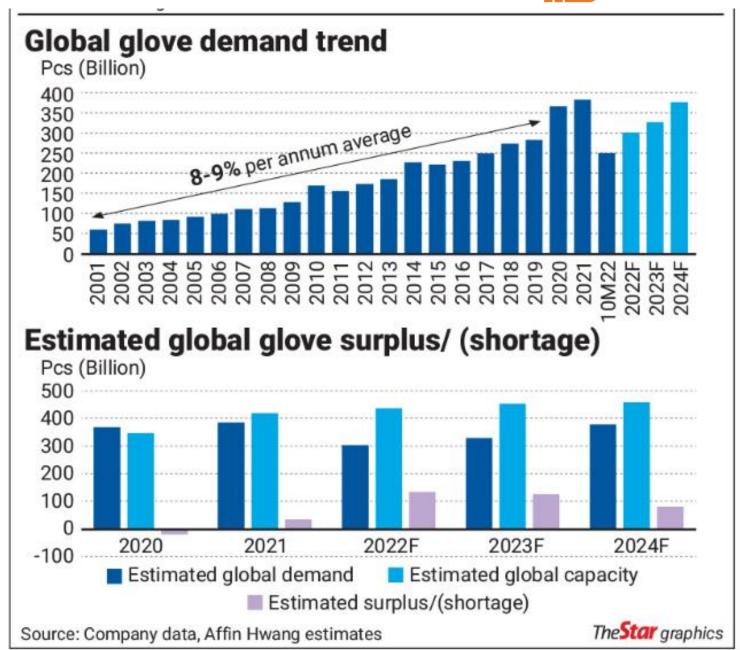


### **Glove Demand:**

Anticipating a stabilization and subsequent increase in the glove demand trend starting from 2023 onward

## Glove

Surplus: anticipated to decrease from 2023 onward

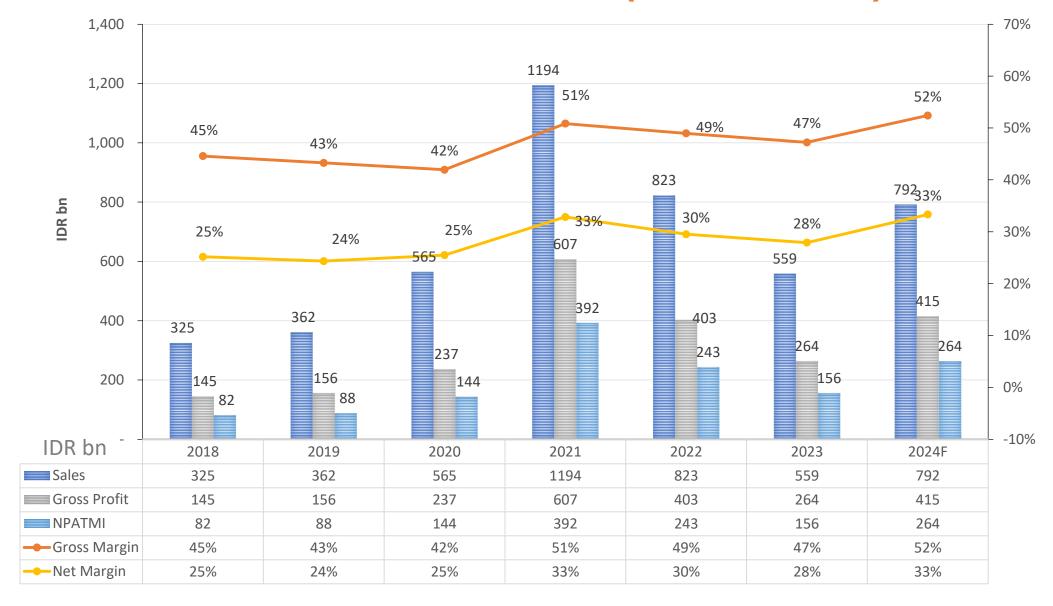


Source: MARGMA, Affin Hwang Data Research



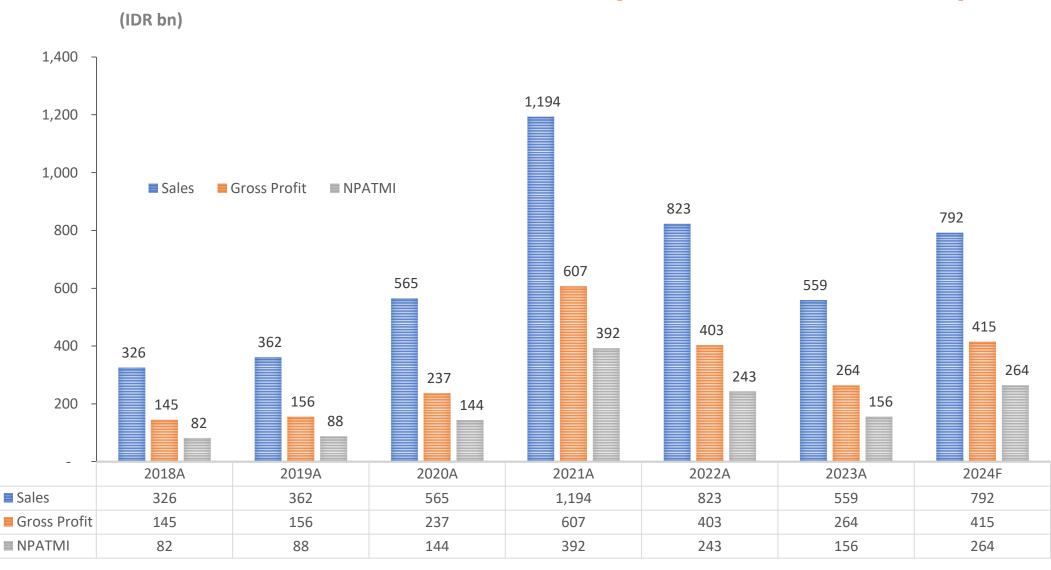


# **FINANCIAL PERFORMANCE (FY2018-24F)**



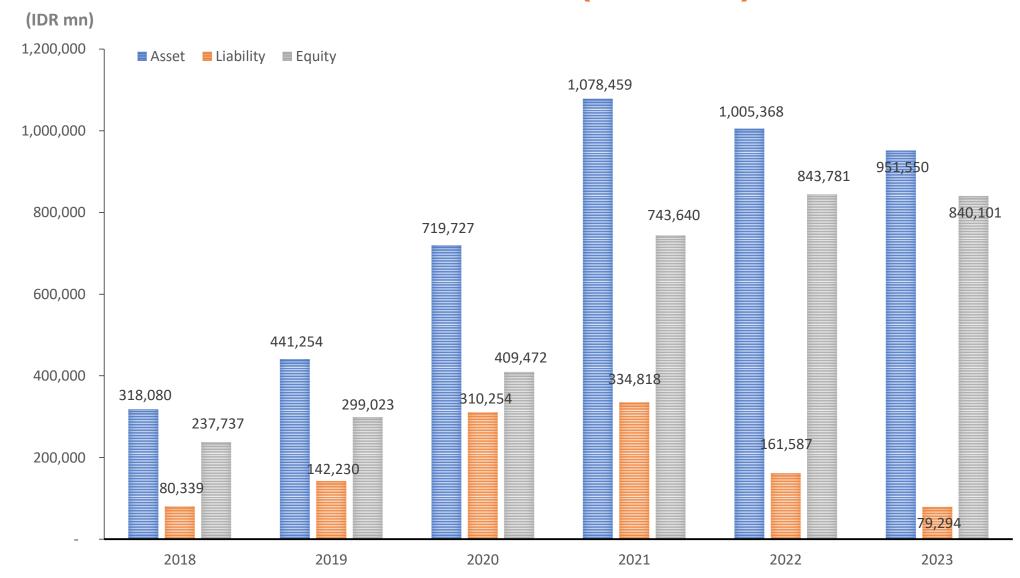


# FINANCIAL PERFORMANCE (2024 GUIDANCE)



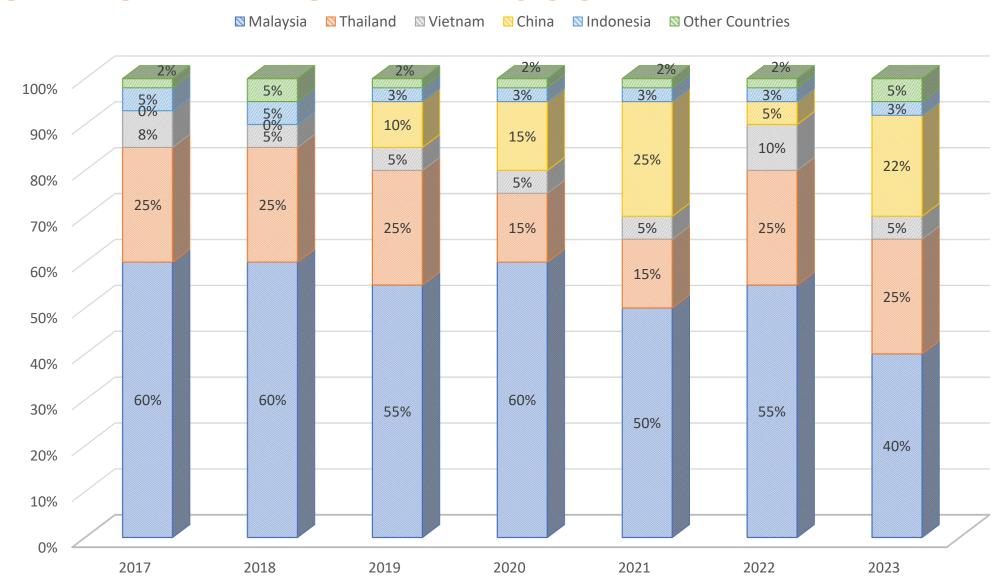


# FINANCIAL PERFORMANCE (FY2023)





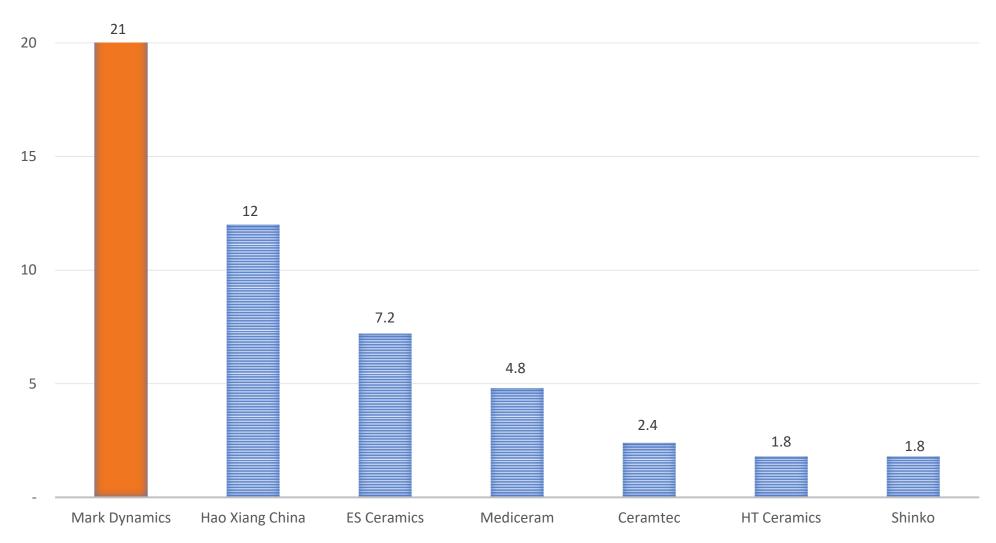
## SALES REVENUE – PER COUNTRY





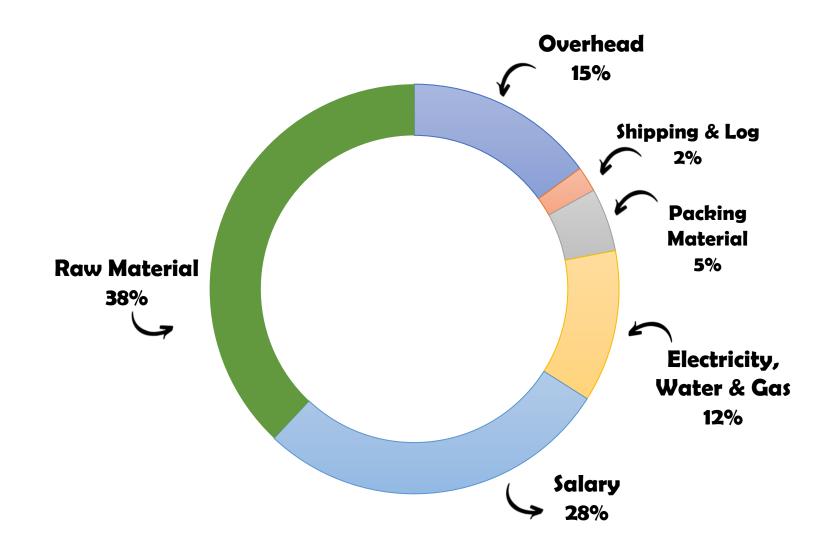
# **COMPETITORS (BY CAPACITY PER ANNUM)**

#### IN MILLION PIECES





## MARK'S COST BREAKDOWN





#### PT. MARK DYNAMICS INDONESIA TEK

## **FORBES 2022**



FORBES ASIA 2022

FORBES ASIA TOP 200 UNDER A BILLION



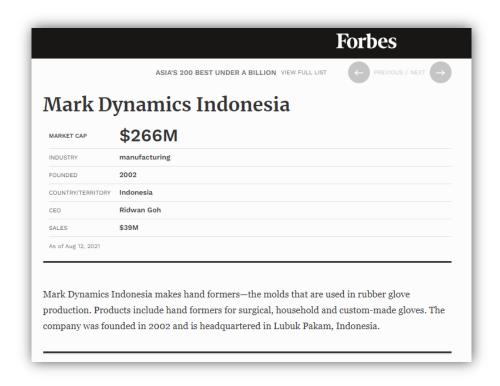
FORBES INDONESIA 2022

THE BEST 50 PUBLIC LISTED COMPANIES



## **AWARDS AND RECOGNITIONS**

## **FORBES 2021**



FORBES ASIA 2021

FORBES ASIA TOP 200 UNDER A BILLION



FORBES INDONESIA 2021

THE BEST 50 PUBLIC LISTED COMPANIES



## **AWARDS AND RECOGNITIONS**

## **INDONESIA STOCK EXCHANGE (IDX)**



2022 CSR AWARD



2021
COVID-19 RESPONSE
INTEGRATED
PROGRAM APPRECIATION



2020
THE INNOVATION OF RAW
MATERIAL PROCESSING FOR
GLOVES



2019
THE BEST ROOKIE
COMPANY



## **AWARDS AND RECOGNITIONS**

## **BISNIS INDONESIA**







2023
ELECTRICAL MACHINES AND
COMMERCIAL SERVICES

2021
BEST STOCK IN INDUSTRIAL
PRODUCT

2019
BEST PERFORMING LISTED
COMPANY

## **COMPANY ACTIVITIES**





## **CORPORATE SOCIAL RESPONSIBILITIES (CSR)**





MARK PROVIDES SCHOLARSHIP ASSISTANCE THROUGH THE SUTUNG / SUTOMO ALUMNI ASSOCIATION ON JANUARY 23, 2022



MARK PROVIDES BASIC NEEDS OF EID AL-FITR TO THE RESIDENTS OF DESA DALU ON APRIL 25, 2022



MARK PROVIDES BASIC NEEDS OF EID AL-FITR TO THE RESIDENTS OF DESA DALU ON APRIL 17, 2023



MARK PROVIDES ONE UNIT OF AMBULANCE TO DESA DALU SEPULUH - TANJUNG MORAWA GOVERNANCE ON OCTOBER 4, 2022



MARK PROVIDES SCHOLARSHIP ASSISTANCE FOR THE EMPLOYEE'S CHILDREN ON APRIL 17, 2023



MARK PROVIDES THE 2022 HOME RENOVATION FUNDS TO THE DELI SERDANG REGENCY ON FEBRUARY 21, 2023

## **CORPORATE SOCIAL RESPONSIBILITIES (CSR)**





Kamis, 5 Desember 2019

#### analisa

## Sumatera Utara

Halaman 10

Bangun Jembatan Penghubung Sungai Belumai

# MARK Gelontorkan Anggaran CSR Rp8,45 Miliar

#### Deliserdang, (Analisa)

Tbk (MARK) perusahaan manufak- Sultan Serdang Batang Kuis tempat tur cetakan sarung tangan keramik (ceramic hand former) asal Deliser- Kualanamu harus terlebih dahulu dang melalui Presiden Direktur, keluar masuk melewati atau mengi-Ridwan Goh di tahun 2018 telah menggelontorkan dana CSR sebesar Raya Medan-Lubukpakam baru ke-Rp8,45 miliar untuk pembangunan jembatan sepanjang 40 meter dengan lebar delapan meter yang Dengan adanya keberadaan jembamenghubungkan Sungai Belumai di Desa Dalu X-A Kecamatan Tan- langsung memiliki prasarana akses jung Morawa, Deliserdang,

Proses prapembangunan jembatan sendiri dimulai dari permohonan, Izin Prinsip yang telah diterbitkan Bupati Deliserdang sebagaimana dalam Persetujuan Prinsip Nomor 630/3978 tanggal 8 November 2018 dan dilanjutkan pada permohonan Izin Mendirikan Bangunan yang diterbitkan DPMPPTSP Kabupaten Deliserdang, Proses konstruksi sendiri telah dirampungkan penyedia jasa konstruksi pada Agustus 2019.

Sebelum adanya jembatan ini, masyarakat Sei Belumai maupun pihak pemerintahaan dan medis, khususnya yang tinggal di sekitaran

Dusun I Desa Dalu X-A yang ingin Belumai sekitarnya maupun dari keberadaan Bandara Internasional tari Jalan Sei Belumai menuju Jalan mudian dapat masuk melalui pertigaan Batang Kuis Tanjungmorawa. tan tersebut masyarakat sudah dapat keluar masuk dari Dusun I Desa Dalu X-A menuju Jalan Sultan Serdang Batang Kuis.

Untuk mendukung prasarana jembatan tersebut perusahaan juga telah membangun fasilitas jalan khusus dibawah pengawasan langsung perusahaan sepanjang 922 meter yang melintasi tanah aset perseroan, untuk dapat digunakan masyarakat umum, pihak pemerintahan dan medis sebagai prasarana jalan umum melintasi akses jembatan sepanjang PT Mark Dynamics Indonesia Tbk

Harapan perseroan dengan adanya

PT Mark Dynamics Indonesia berpergian menuju kawasan Jalan pihak pemerintahan dan keperluan medis sudah tidak lagi mengeluarkan waktu dan biaya lebih untuk akses lintas dari Sei Belumai menuju Jalan Sultan Serdang Batang Kuis, di mana terdapat Bandara Kualanamu, perusahaan, hotel, rumah sakit, apotek dan pusat-pusat kuliner.

Menurut keterangan Presider Direktur MARK, Ridwan Goh, jembatan tersebut adalah milik masyarakat Sei Belumai dan sekitarnya. Keberadaan jembatan selain sebagai prasarana akses masuk dan keluar operasional perusahaan juga sebagai bentuk pengakuan MARK kepada masyarakat sekitar sebagai bahagian dari stakeholder perseroan.

MARK sendiri pada 2017 telah mencatatkan sahamnya pada Bursa Efek Indonesia dengan kode emiten MARK, sejak itu perusahaan terus berkomitmen menerapkan prinsipprinsip good corporate governance di mana responsibility menjadi salah satu unsur dari prinsip-prinsip ter-

Beberapa penorehan penghargaan jembatan ini warga masyarakat Sei juga telah berhasil dicatatkan pe-



rusahaan pada tahun 2019, seperti penghargaan dari IDX Channel Innovation Awards 2019 dengan kategori The Best Rookie Company, penghargaan dari Bisnis Indonesia Award dengan kategori emiten terbaik dari Sektor Industri Dasar dan Kimia. penghargaan dari CSA Award dengan kategori Emiten Pilihan Analis.

Bahkan MARK pada tahun 2018 tercatat sebagai Badan Hukum Pembayar Pajak terbesar di Kantor Pelayanan Pajak Pratama (KPP) Lubuk Pakam sebesar Rp30 miliar. Tahun 2019 MARK telah dipindahkan ke

MARK's CSR Program in Dalu area (near the MARK's new factory). Mark has built and construct the Bridge and deliver it to Deli Serdang Government with the total cost of IDR 8,5 billion.

# **THANK YOU**



PT. MARK DYNAMICS INDONESIA TBK



JL. UTAMA DUSUN I, DESA DALU SEPULUH - A TANJUNG MORAWA, DELI SERDANG, SUMATERA UTARA, INDONESIA – 20362



**SCAN FOR MORE INFO** 

#### **BRANCH OFFICE**

JL. PELITA BARAT NO. 2, KAWASAN INDUSTRI MEDAN STAR JL. RAYA MEDAN - LUBUK PAKAM KM. 19.5), TANJUNG MORAWA, DELI SERDANG, SUMATERA UTARA, INDONESIA – 20362

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