



**PT. MARK DYNAMICS
INDONESIA Tbk**

PT MARK DYNAMICS INDONESIA TBK

— The Leader of Glove Former
Maker.



**Public
Expose**

Company Overview

Mark Dynamics Indonesia Tbk

Mark Dynamics Indonesia is a **leading global manufacturer of glove former** based in North Sumatra, Indonesia.

Play a **crucial role** in the production of nitrile & latex gloves for various purposes including medical and industrial use.

The company's clientele spans across various countries, and MARK holds a **40% market share** in the global glove mold manufacturing industry.

Presently, the company has **increased its market capitalization 19 times since IPO**. This significant achievement has positioned MARK as **one of the successful IPO companies in Indonesia** and earned it a place in **“Top 200 Under A Billion” by Forbes Asia in 2022**.



What is Glove Former?

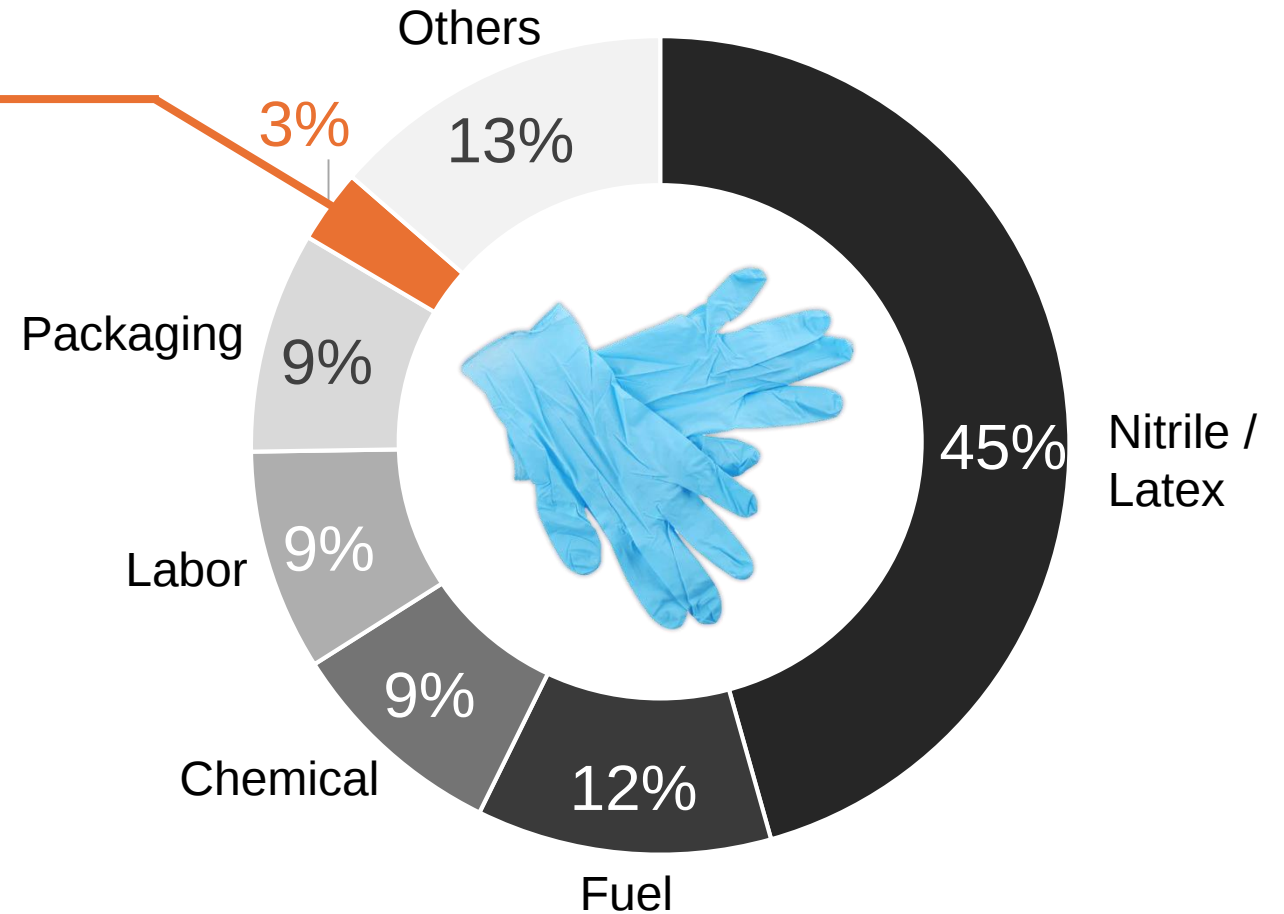
Glove Former



A single glove former can be used to produce 10,000 gloves or 8 months of expiration.



RECURRING ORDER



Glove Formers contribute 3% of total disposable glove's COGS

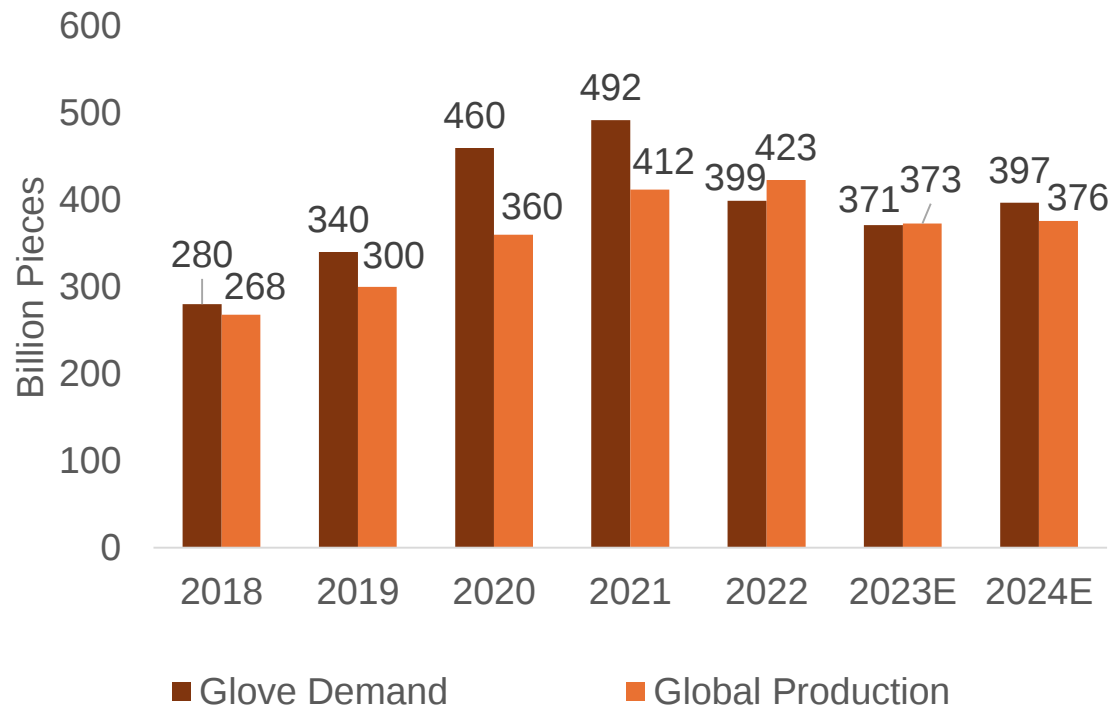
Which will be inefficient for them to have their own manufacturing due to additional fixed cost and high capex.

What is Glove Former?

In 2024, the global demand is expected to offset the industry supply due to inventory cuts.

Global Glove Supply & Demand

Trend, by Region, 2018-2024E



Source: Malaysian Rubber Glove Manufacturers Association (MARGMA).

2018-2019:

usual industry growth.

2020-2021:

industry grew rapidly as COVID-19 drove the demand for medical gloves.

2022-2023:

oversupply due to lower demand as the virus was slowing down & glove players reduced their production.

2024:

Glove Players cut their stocks due to expiration & start to produce more as the demand recover.



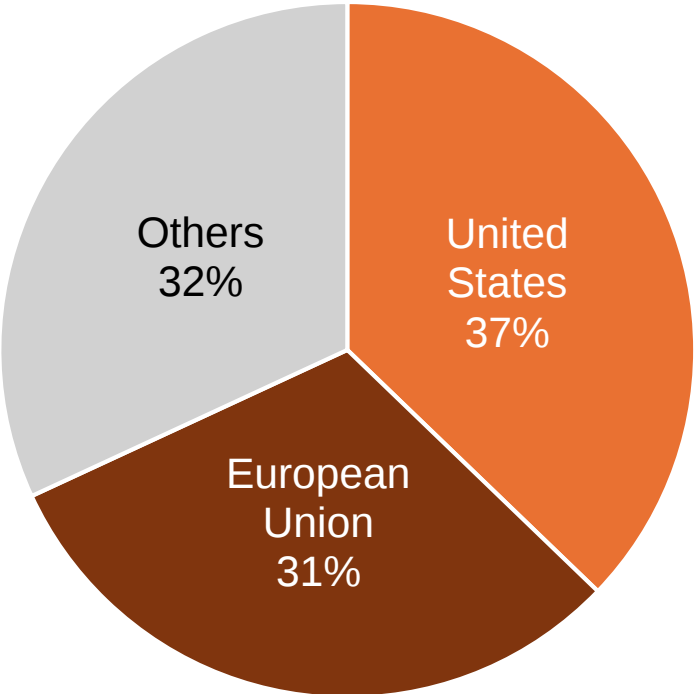
Increase the demand for glove formers

Disposable Glove Market

The top importers are primarily advanced countries with high glove consumption per capita.

Top Rubber Glove Importers

Share, by Region, 2024

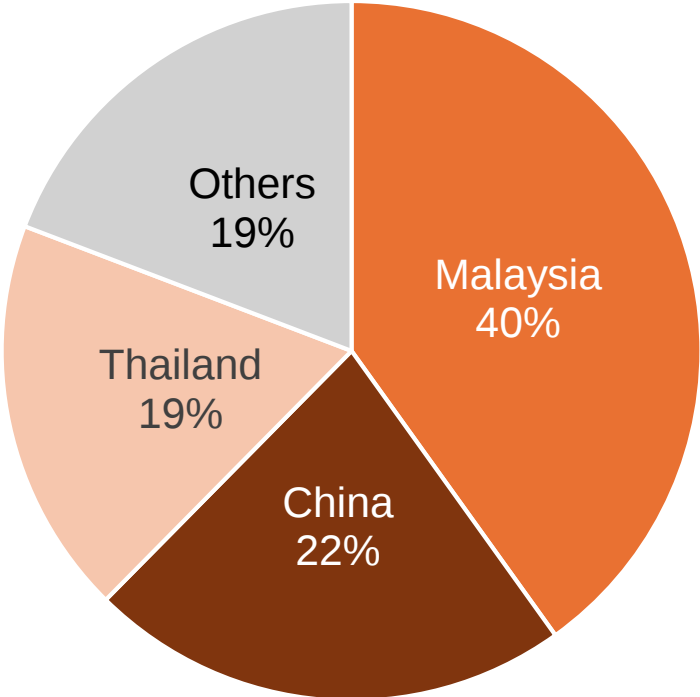


Source: OEC World.

Malaysia has the biggest glove players such as Hartalega, Top Glove, Kossan, and Supermax, followed by China & Thailand.

Top Rubber Glove Exporters

Share, by Region, 2024



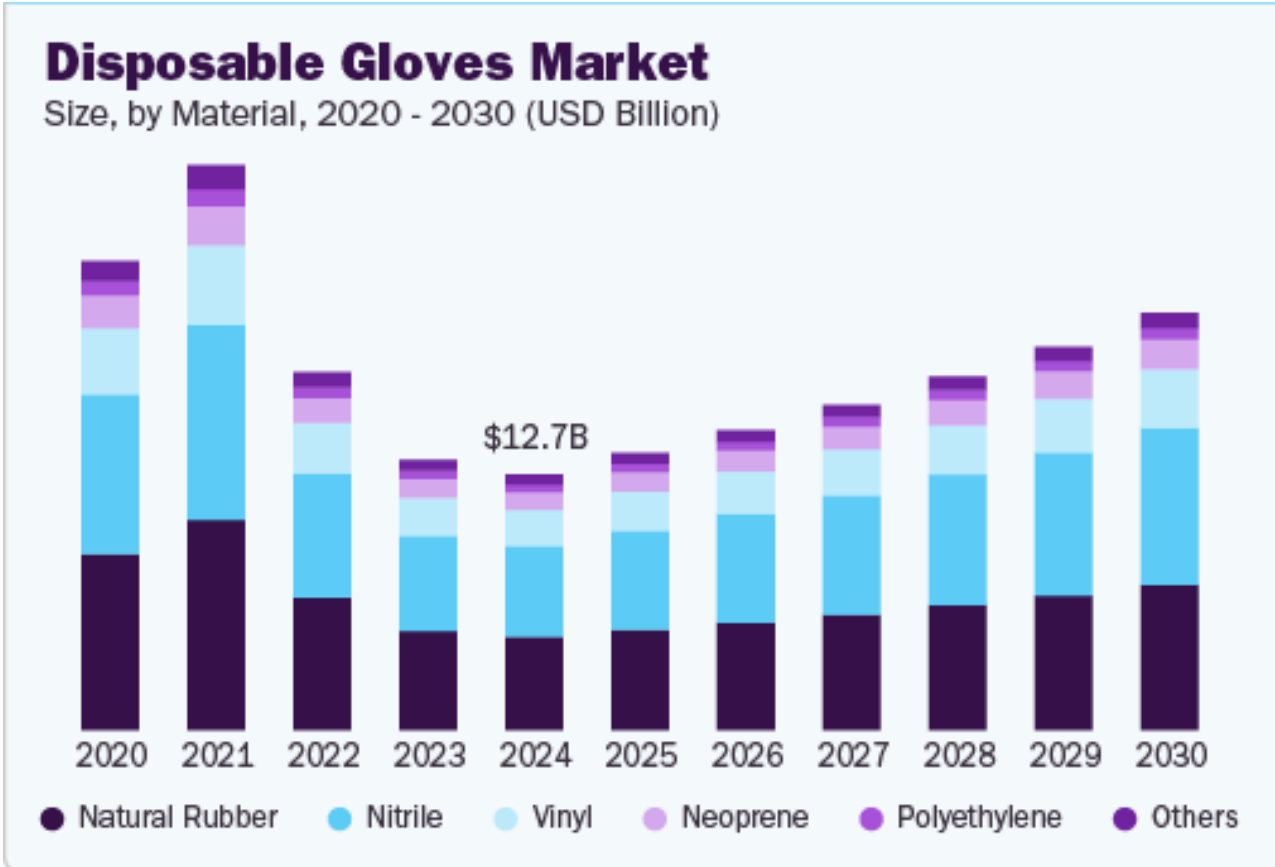
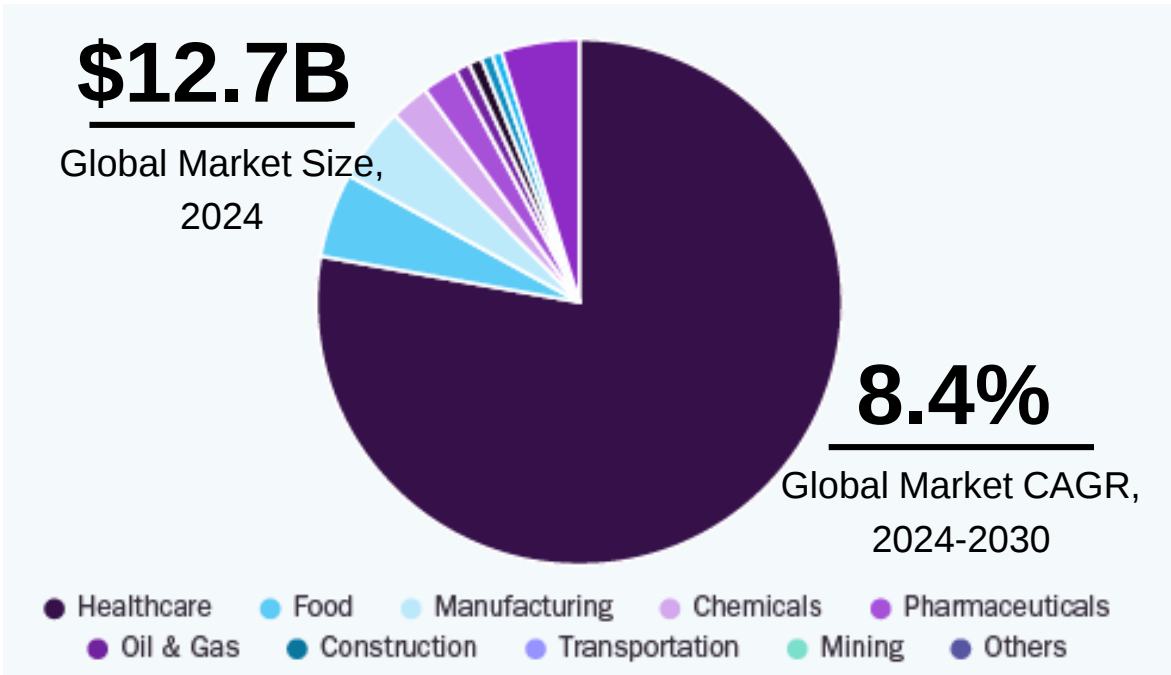
Source: OEC World.

Disposable Glove Market

Global Disposable Gloves Market mostly still led by Healthcare industry.

Global Disposable Gloves Market

Share, by End-use, 2024 (%)



Source: grandviewresearch.

Company Overview

Vision & Mission

Vision

- To be preferred global high technology hand former manufacture.
- To create economics value to all stakeholders.

Mission

- Strive to deliver premium high-quality products.
- Employ & retain a dynamics talented workforce.
- Commit to enhance efficiency aims to minimize production cost.
- Generate & adopt new product ideas & innovations.
- Maintain good relationship with customers & delivery on time.

Company Overview

Board of Commissioners



CHIN KIEN PING

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.

Company Overview

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.



SUTYOSO 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.

Company Overview

Board of Directors



RIANA
Director

- Indonesian citizen
- Born in 1979
- Appointed as Director of MARK since 20124
- Graduated from the STIE Harapan Medan with a Bachelor's in Economic.
- Joined MARK in 2011 as Manager of Finance and Accounting and promoted to Director.

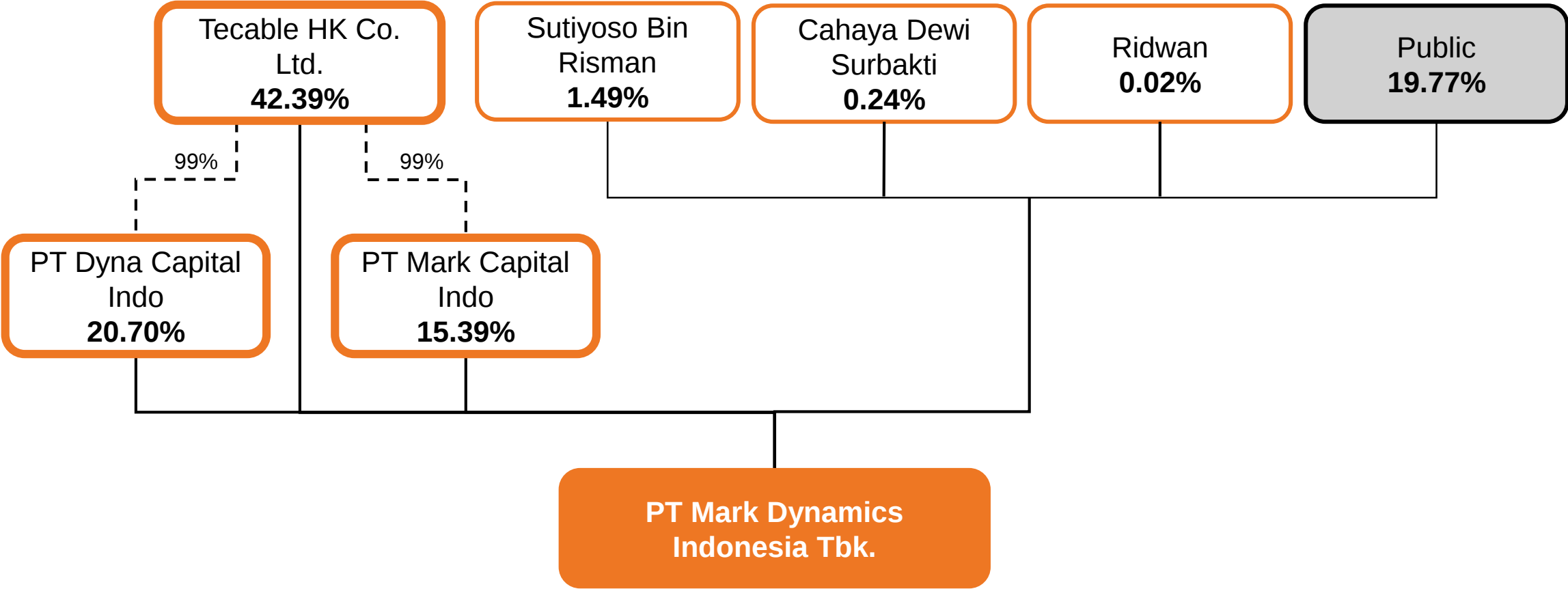


CHOW KUN JIAN
Director

- Malaysian citizen
- Born in 1995
- Appointed as a Director of MARK since 2024.
- Graduated from the Tunku Abdul Rahman University with a Bachelor's in Interantional Business.
- Joined MARK in 2020 as Executive Manager and become General Manager Marketing since 2021.

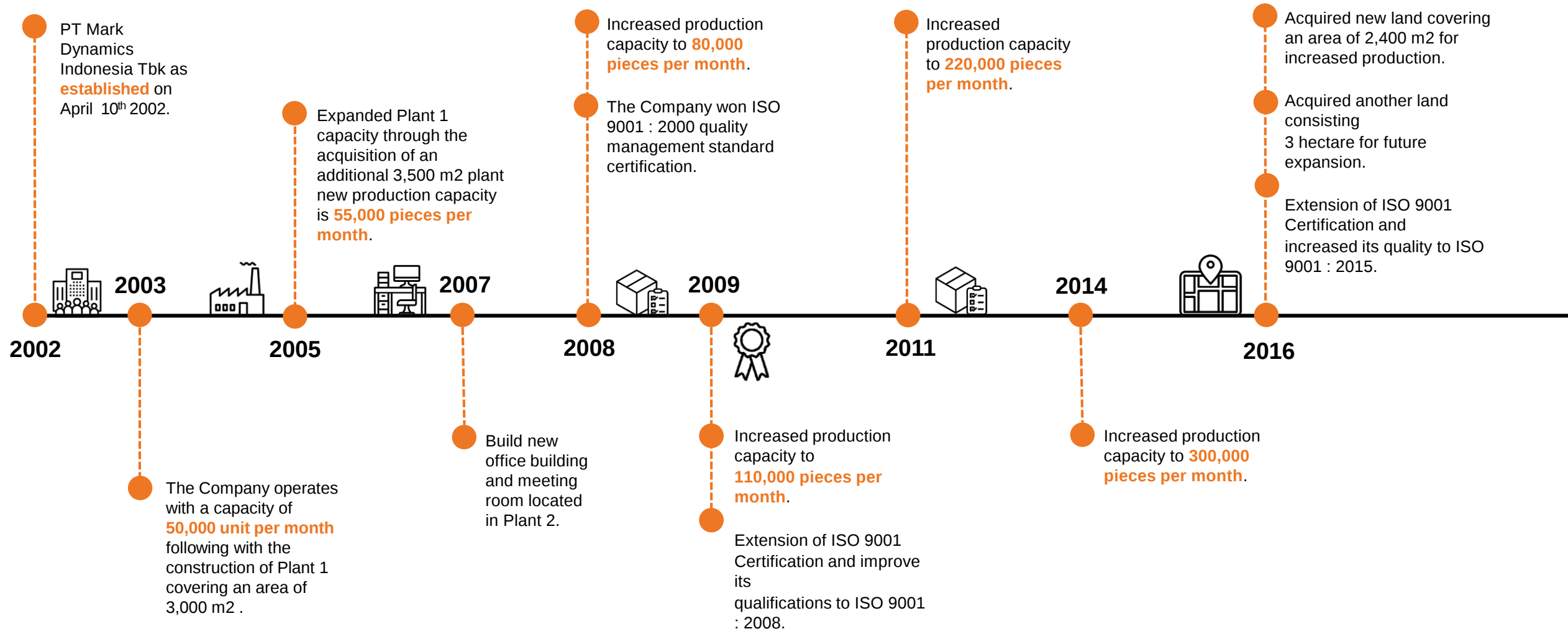
Company Overview

Ownership Structure as December 31, 2024



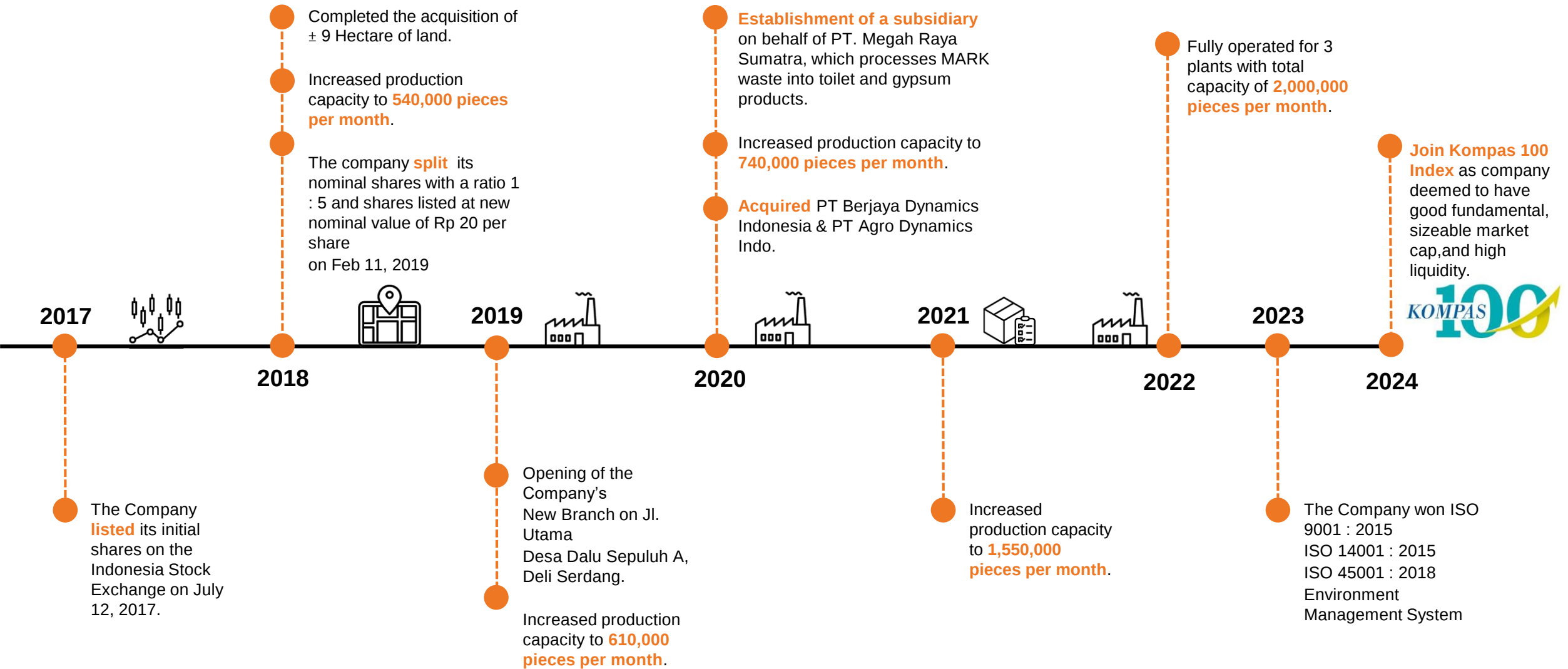
Company Overview

Company Milestone



Company Overview

Company Milestone



Company Overview

Customer's Appreciation



HARTALEGA APPRECIATION
FOR YEARS OF COOPERATIONS



HALYARD'S APPRECIATION
FOR YEARS OF COOPERATIONS

AWARDS AND RECOGNITIONS

FORBES 2021

Forbes	
ASIA'S 200 BEST UNDER A BILLION VIEW FULL LIST	
← PREVIOUS / NEXT →	
Mark Dynamics Indonesia	
MARKET CAP	\$266M
INDUSTRY	manufacturing
FOUNDED	2002
COUNTRY/TERRITORY	Indonesia
CEO	Ridwan Goh
SALES	\$39M
As of Aug 12, 2021	
Mark Dynamics Indonesia makes hand formers—the molds that are used in rubber glove production. Products include hand formers for surgical, household and custom-made gloves. The company was founded in 2002 and is headquartered in Lubuk Pakam, Indonesia.	

**FORBES ASIA
2021
FORBES ASIA TOP 200 UNDER
A BILLION**



**FORBES INDONESIA
2021
THE BEST 50 PUBLIC LISTED
COMPANIES**

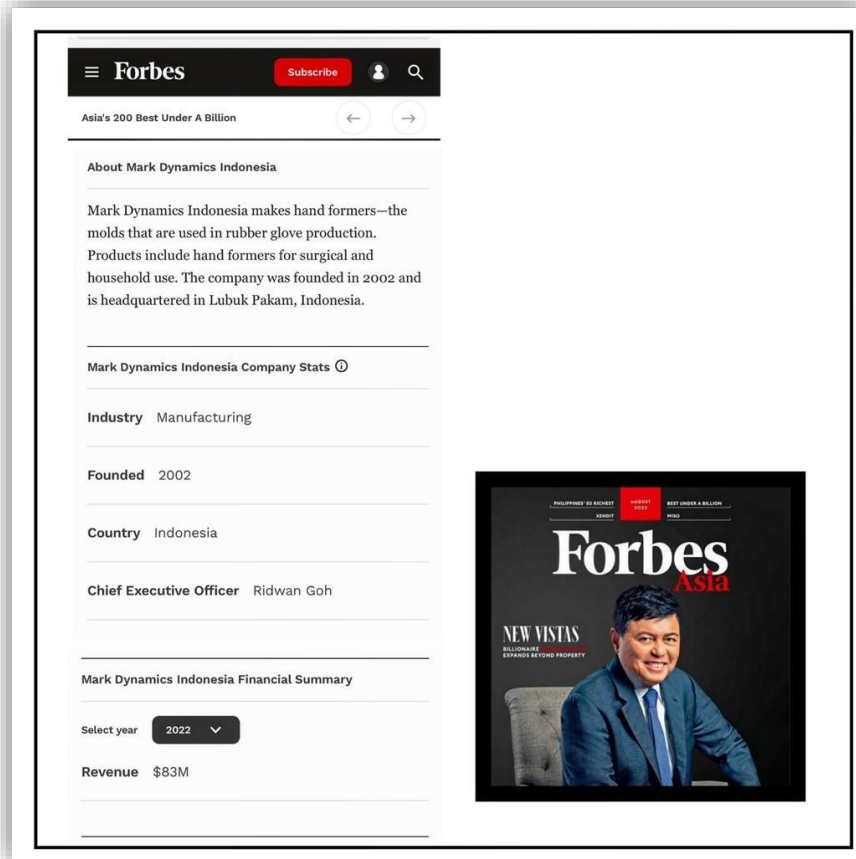
Awards & Recognitions



TOP PERFORMING BEST LISTED COMPANIES 2022
CATEGORY OF MARKET CAPITALIZATION 1-5 TRILLION RUPIAH
FROM BERITA SATU

AWARDS AND RECOGNITIONS

FORBES 2022



**FORBES ASIA
2022
FORBES ASIA TOP 200 UNDER
A BILLION**



**FORBES INDONESIA
2022
THE BEST 50 PUBLIC LISTED
COMPANIES**

AWARDS AND RECOGNITIONS

INDONESIA STOCK EXCHANGE (IDX)



2019
THE BEST ROOKIE COMPANY



2020
**THE INNOVATION OF RAW MATERIAL
PROCESSING FOR HANDFORMER**



2021
**COVID-19 RESPONSE INTEGRATED
PROGRAM APPRECIATION**



2022
CSR AWARD

AWARDS AND RECOGNITIONS

BISNIS INDONESIA



2019
BEST PERFORMING LISTED COMPANY



2021
BEST STOCK IN INDUSTRIAL PRODUCT



2023
**ELECTRICAL MACHINES AND COMMERCIAL
SERVICES**

AWARDS AND RECOGNITIONS



CEO of Mark Dynamics, Ridwan Goh, has received several prestigious awards :

- **Rising Star Award (IDX Channel & Bisnis Indonesia, 2020)**
- **CEO of The Year (Bisnis Indonesia, 2021)**

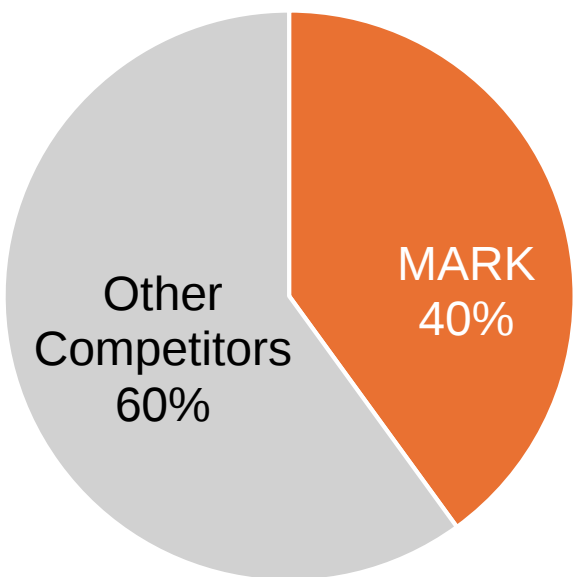
Competitive Advantage

Leader of the Industry

MARK as the leader with the market share of 35% compared to other global competitors...

Glove Former Market Share

Share, 2023 (%)



Source: IDNFinance, Company.

... with the top player of glove maker companies as MARK's biggest revenue contributor.

MARK's Biggest Client



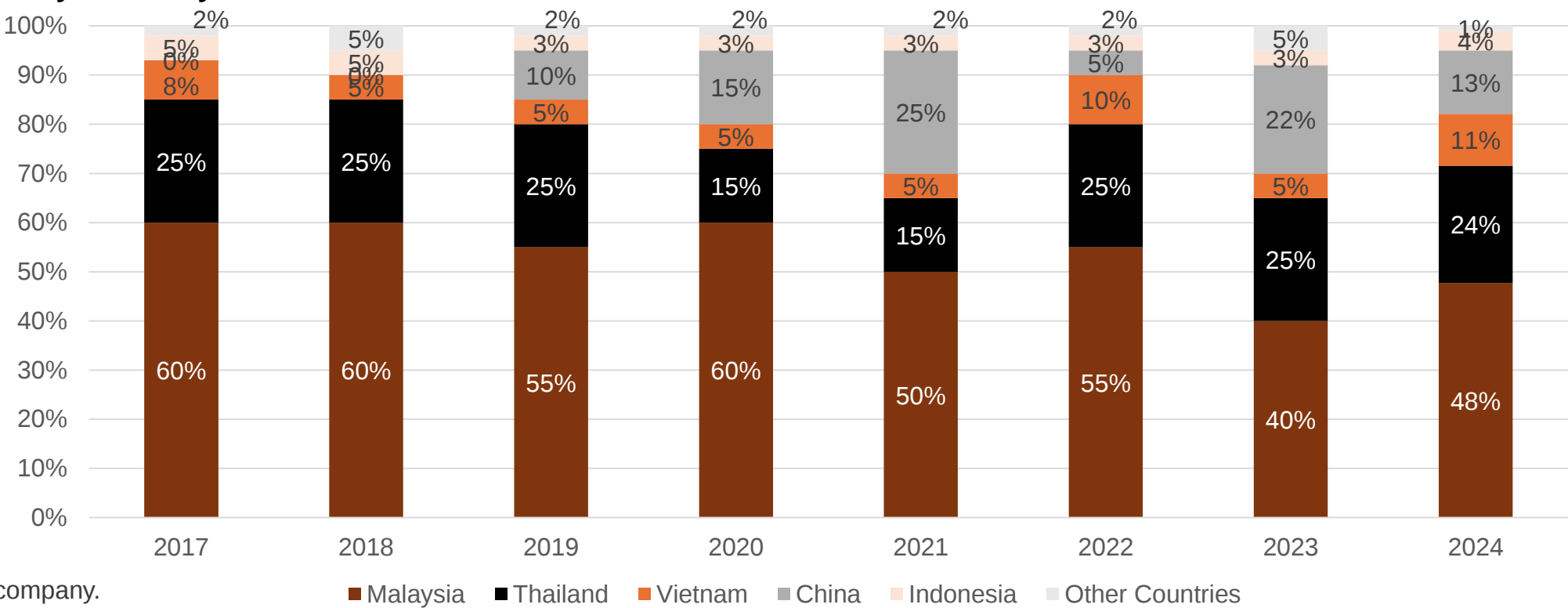
Source: Company.

Disposable Glove Market

MARK’s client portfolio by country is now well diversified compared to previous years, as the contribution of Malaysia now is under 50% while China contribution has grown.

MARK’s Clients by Country

Share, by Country, 2017-2024



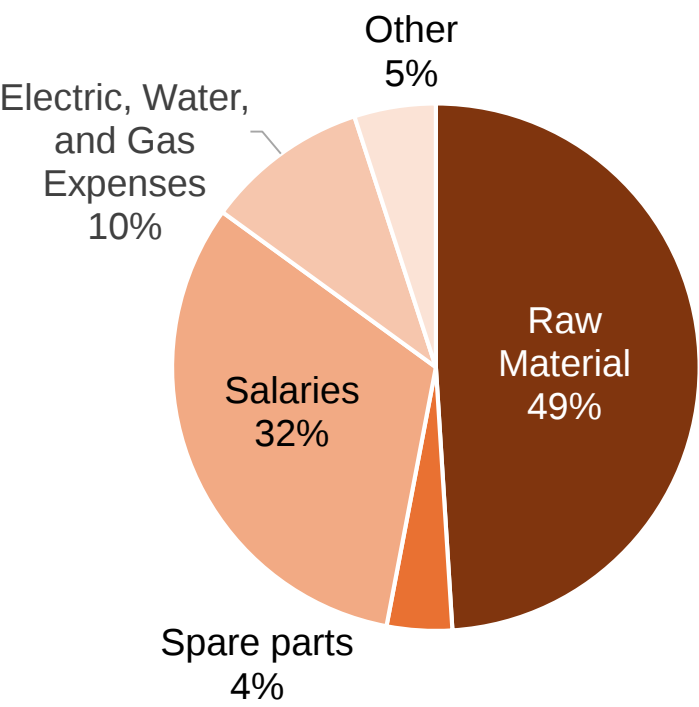
Source: company.

Competitive Advantage

High Efficiency, High Margin

The biggest COGS contribution comes from raw material (alumina), followed by salaries & utilities.

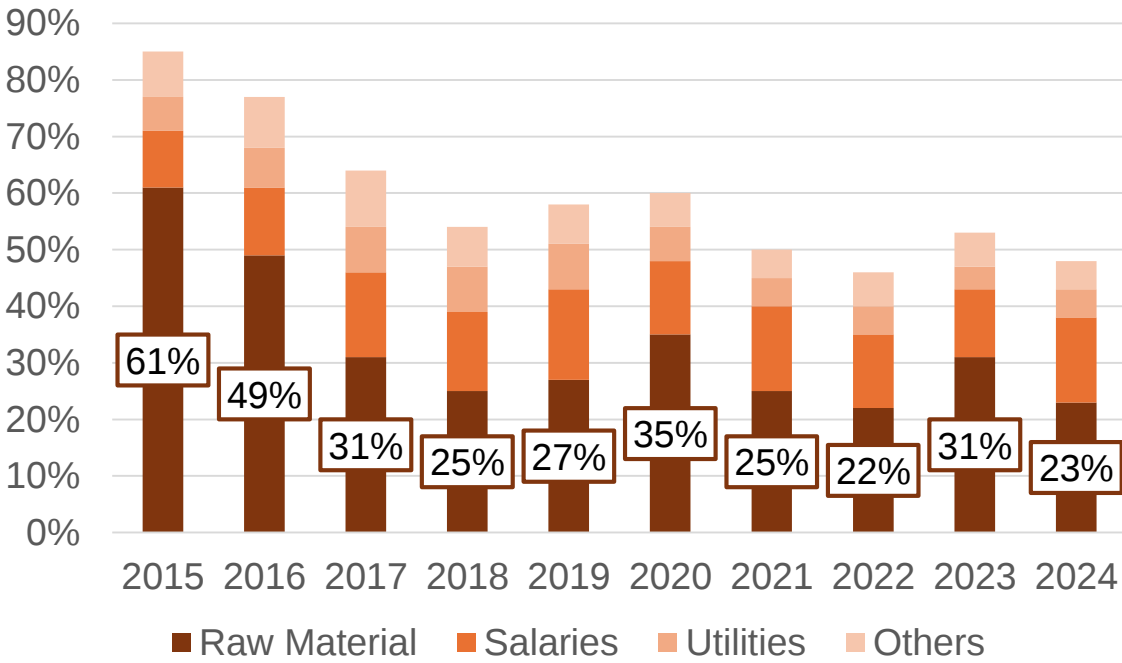
MARK's COGS Components Share, 2024 (%)



Source: Company.

MARK has cut its raw material's contribution to revenue due to economic of scales & efficiency.

MARK's COGS Trend (% to Revenue)

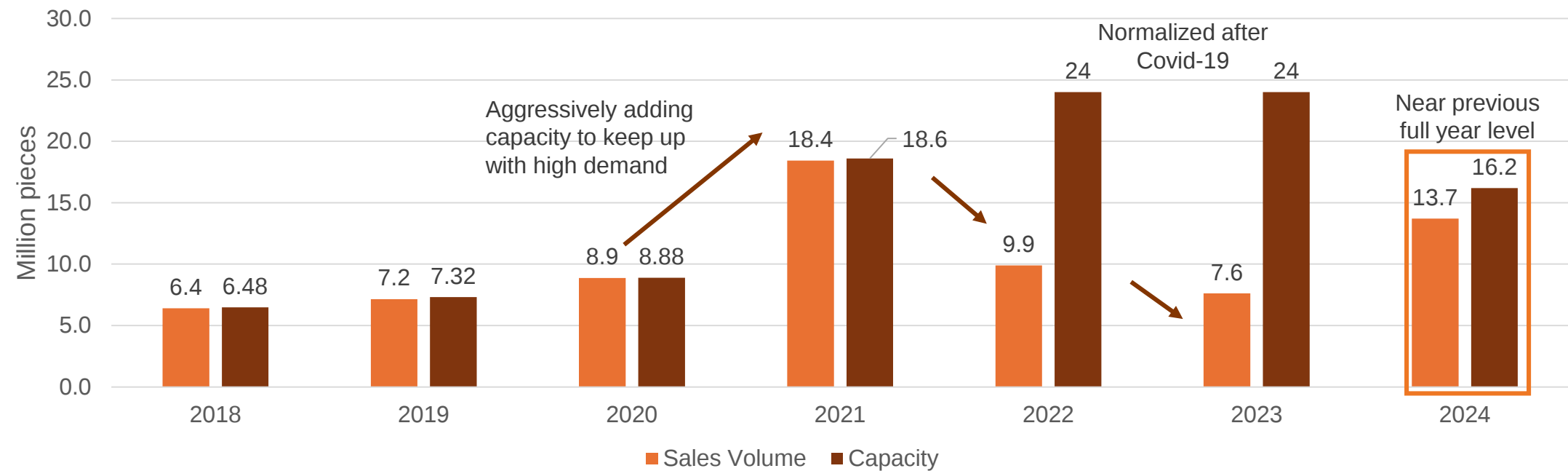


Source: Company.

Operational Performance

2024 sales volume started to recover as company are preparing to build new factory.

Sales Volume



Source: Company.

Company Overview

Company's Facilities

Dalu I & Dalu II



Kimstar



Total Capacity: 1,400,000 pcs/month

Total Employee: 2,000+

Company Overview

Subsidiary: PT Berjaya Dynamics Indonesia



Established in 2010, more than 12 years market experience in Sumatra.

Engaged in Sanitary industrial production utilizing waste material from handformer production.

Deep & detailed understanding of production distribution across sumatera & Indonesia.

As PT. Megah Raya Sumatera sales support & distribution line.

PT Berjaya Dynamics Indonesia (BDI) has a subsidiary that is engaged in distribution of agriculture, namely PT Agro Dynamics Indo.

Company Overview

Subsidiary: PT Agro Dynamics Indo



Established in 2005, more than 15 years market experience.

Focus on supporting chemical, pesticides industrial & equipment.

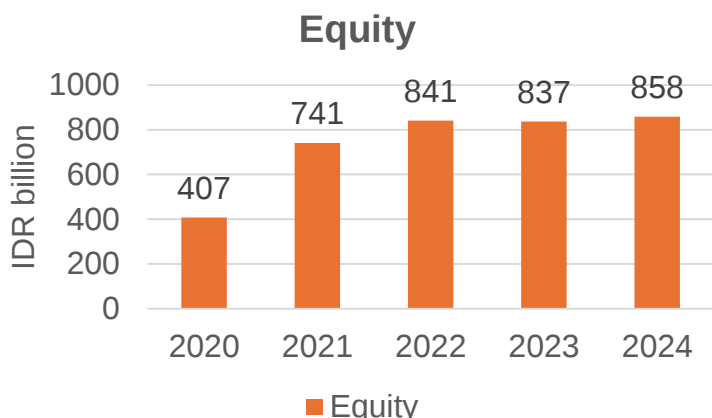
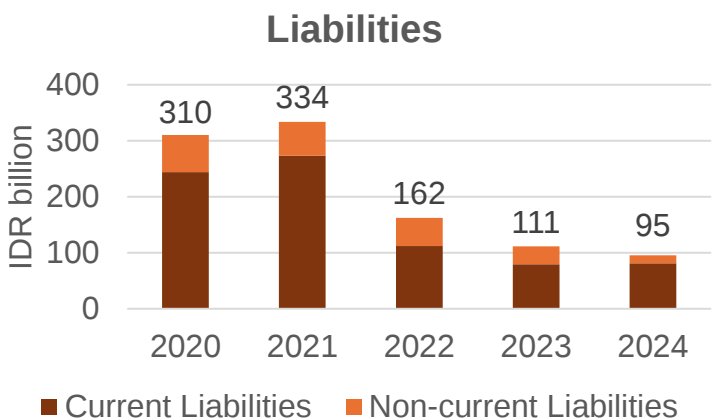
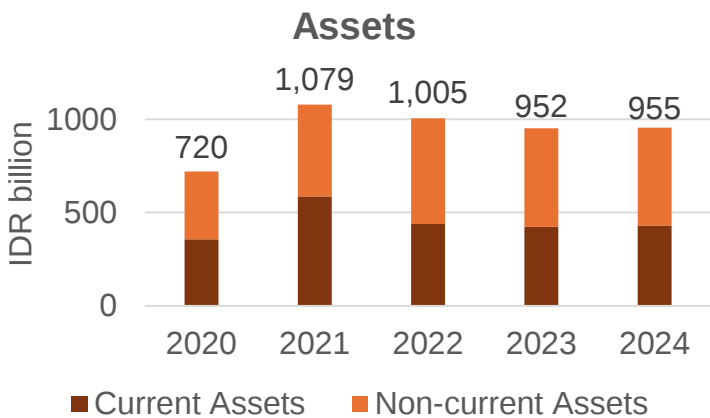
Indonesia is an agricultural country, which is the primary industry in this country.

Indonesia's agriculture GDP has been increasing every year.

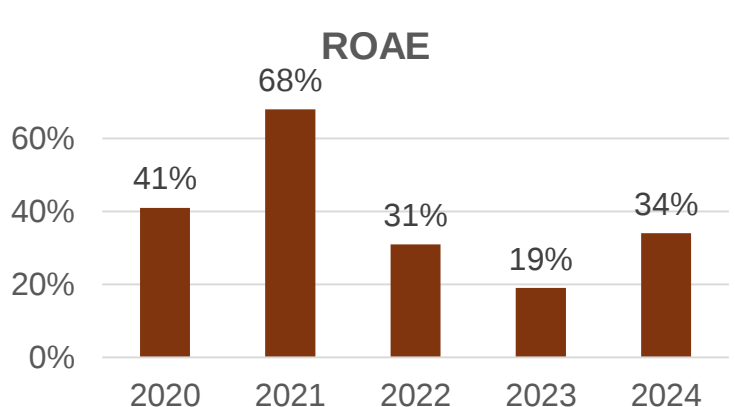
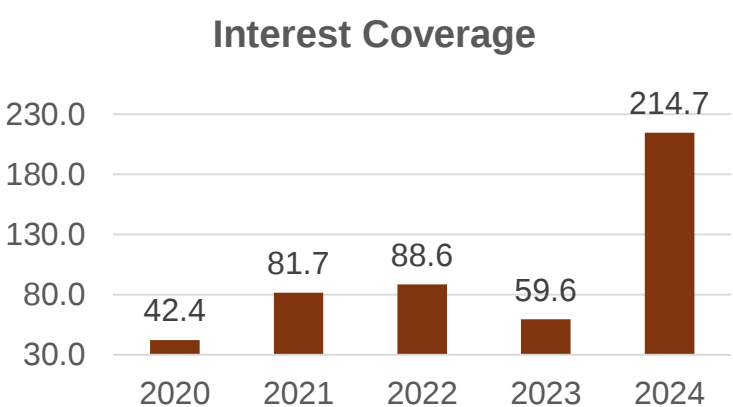
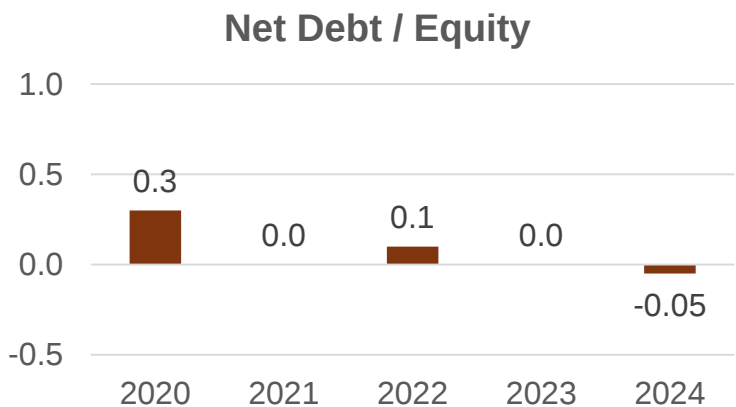
Achieving 20% of Indonesia's market share.

Financial Overview

Balance Sheet

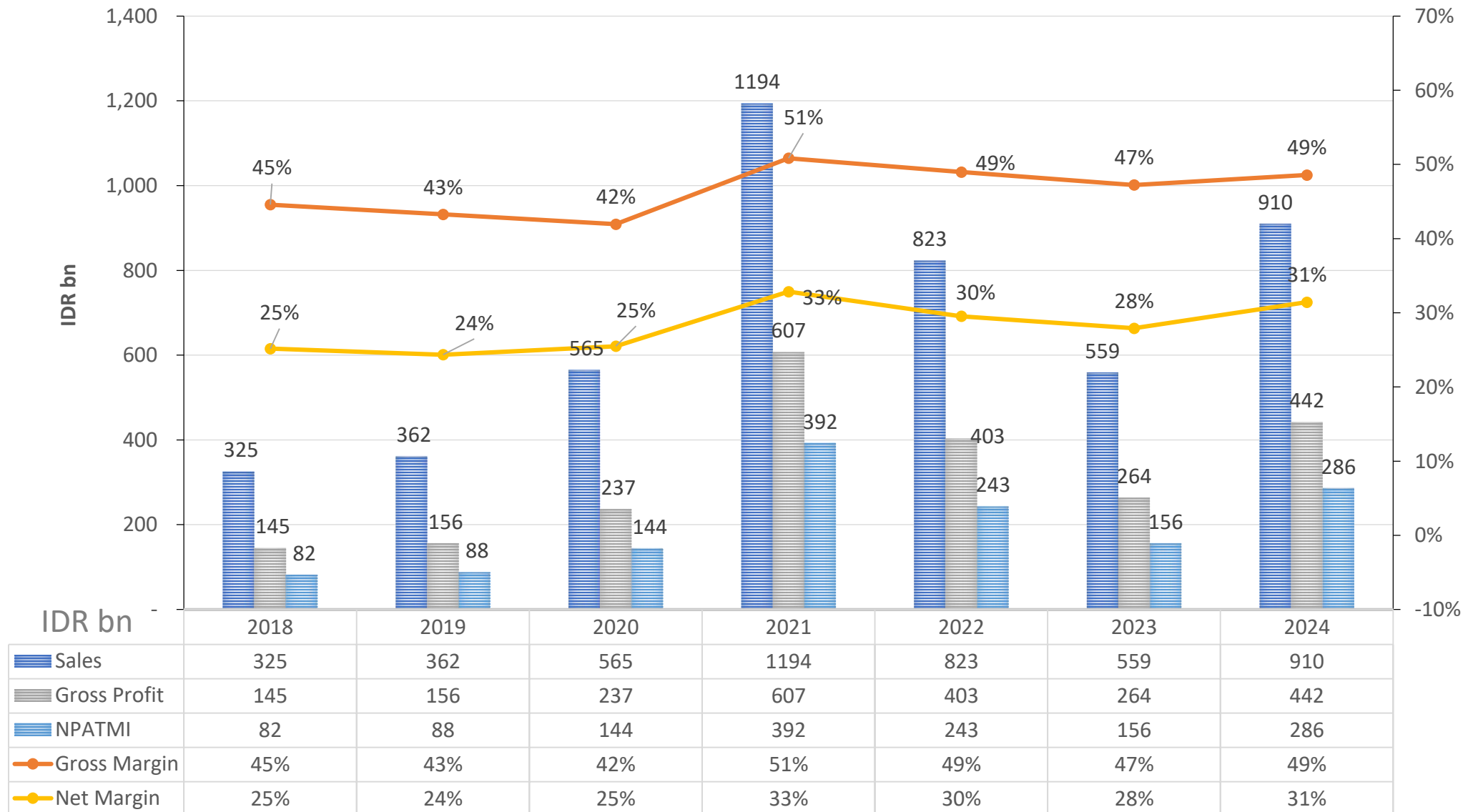


Improving balance sheet in 2024 due to recovery but total liabilities rose due to dividends payable,.



MARK's debt decreased, leading to a jump in interest coverage and a lower current ratio. However, MARK ' ROAE increased to 34% due to increasing net profit.

FINANCIAL PERFORMANCE (FY2018-24)



Environment Social Governance

Commitment to Sustainable Environment


PlanetMark
Certified Business

We are Planet Mark Certified

Year 1.

**PT. MARK DYNAMICS
INDONESIA Tbk**

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 tCO₂e
Total carbon footprint.

9.7 tCO₂e
Total carbon footprint per employee.

We are committed to reducing our carbon emissions yearly so that together we can all halt climate change.

Reporting Boundary: 3 Factories
Emission Sources: Electricity, Natural Gas, Water and Fuel
Reporting Period: 01 Jan 2021 – 31 Dec 2021

Engage

2,800
PTT employees.
We engage our employees and wider stakeholders to unlock their talent and knowledge to drive year on year progress in sustainability.

Communicate

5
Sustainable Development Goals.
We recognise that transparent communication is essential for transformational change and we quantify contribute to 5 SDGs.

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 The Planet Mark theplanetmark


PlanetMark

THANK YOU PT Mark Dynamics

For taking action with Cool Earth to help the Asháninka people protect an acre of rainforest.

Protecting rainforest is the most important action we can take to support communities, prevent carbon emissions, preserve wildlife and keep Earth's climate in balance. Through the partnership, Planet Mark members are supporting local people who:

- Protect 151,149 acres of rainforest
- Keep 22,337,002 trees standing
- Store 9,192,043 tonnes of carbon



info@planetmark.com planetmark.com @theplanetmark

ZERO WASTE PROGRAM

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.

Environment Social Governance

ISO Certificate QAI Certification Pte Ltd



ISO 9001:2015
Quality Management
System



ISO 14001:2015
Environmental
Management System



ISO 45001:2018
Occupational Health & Safety
Management System

MARK's Water Usage Recycling Cycle



Water from the production process goes 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.

Environment Social Governance

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

Environment Social Governance

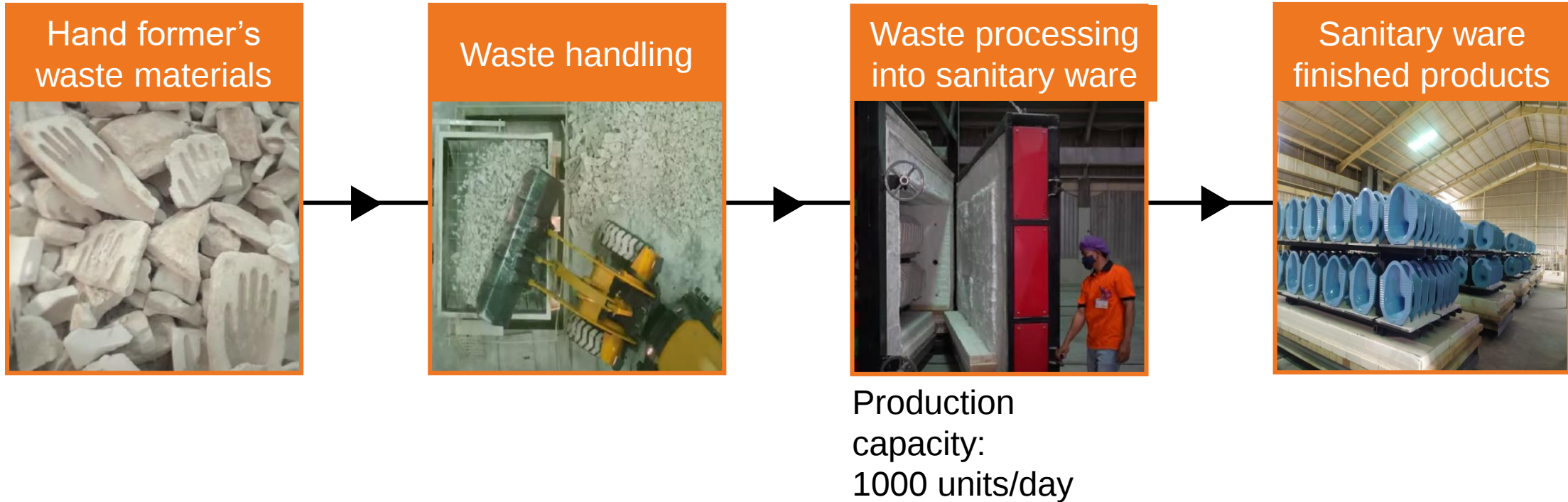
MARK's Solar Panels Project



Environment Social Governance

Sanitary Ware Factory

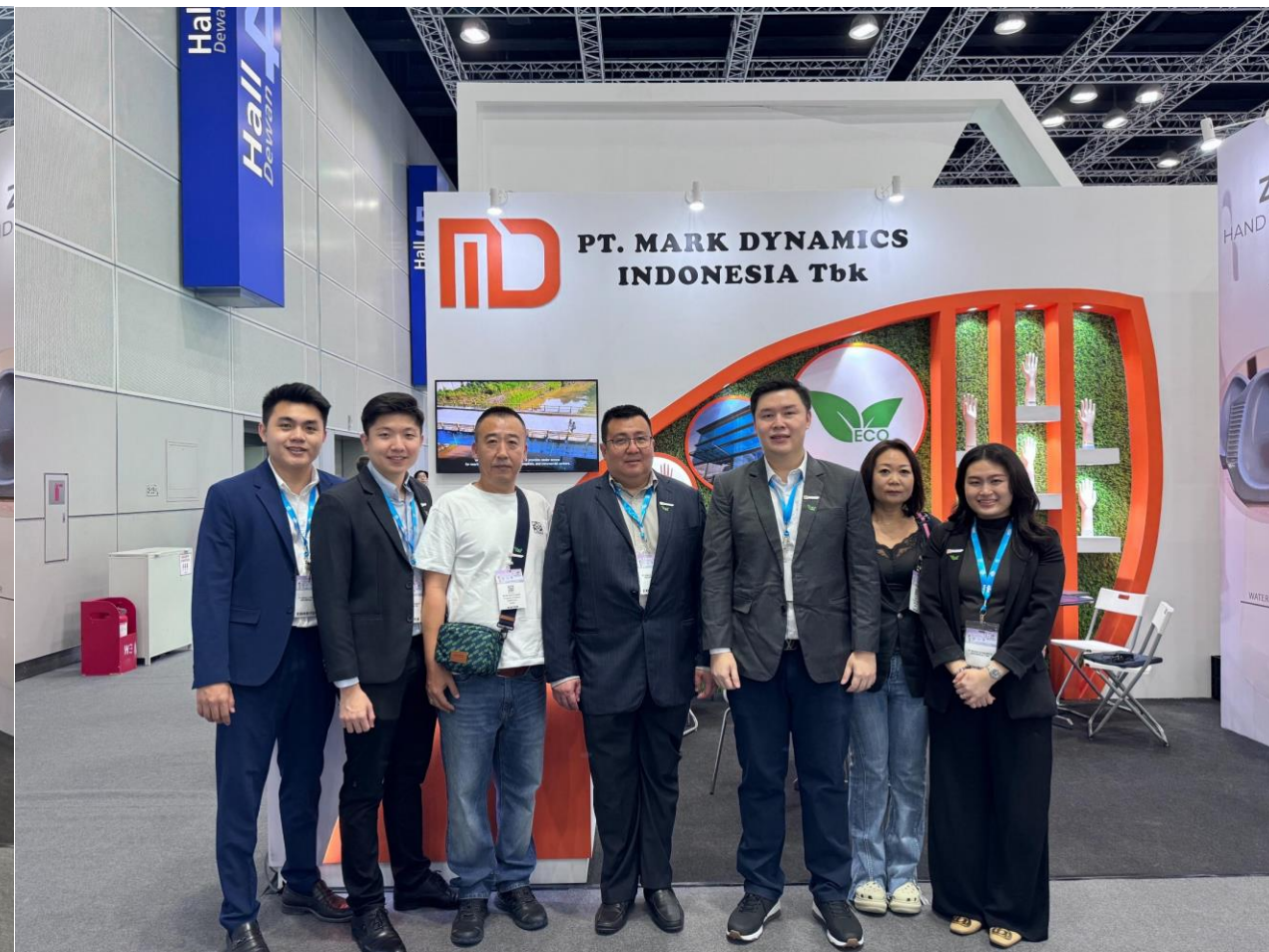
MARK's reuse of waste materials helps the company achieving **zero waste policy** as well as creating **additional revenue and profit**



11th INTERNATIONAL RUBBER GLOVE CONFERENCE & EXHIBITION 2024



September 3-5, 2024
Kuala Lumpur Convention Centre, Malaysia



Corporate Social Responsibility



MARK PROVIDES BASIC NEEDS OF EID AL-FITR TO ONE OF 100 FAMILY RESIDENTS OF DESA DALU ON APRIL 5, 2024



MARK PROVIDES SACRIFICIAL ANIMAL OF EID ADHA TO THE RESIDENTS OF DESA DALU ON JUNE 17, 2024



MARK PROVIDES SCHOLARSHIP ASSISTANCE FOR THE EMPLOYEE'S CHILDREN ON JULY 4, 2024



MARK PROVIDES FINANCIAL AID FOR THE RESIDENTS OF DESA DALU AS A VICTIM OF FLODD DISASTER ON DECEMBER 12, 2024

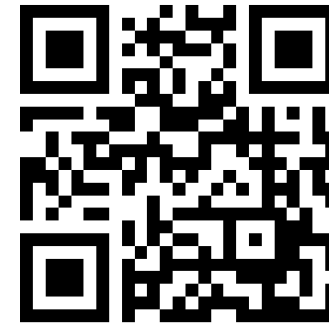
THANK YOU.



PT. MARK DYNAMICS INDONESIA TBK

HEAD OFFICE DAN FACTORY

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



SCAN FOR MORE INFO

BRANCH OFFICE

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