

Investment Opportunity



PT Kobe Global International

Premium Rubber Component Manufacturer

25 Years of Export Excellence | Medical Device Components for Blood Pressure Monitors |

Industrial Rubber Parts | Debt-to-Equity Conversion Opportunity

Certification

ISO 9001:2015

Export Markets

Europe, USA, Asia

Focus Industry

Medical Devices

 Bandung, West Java, Indonesia

Target Investors: **Strategic Investors & Private Equity**

A Compelling Investment Opportunity

Established manufacturer with proven track record seeking capital partnership for growth acceleration

25

Years of Excellence

55.76%

Gross Profit Margin

11.18%

Net Profit Margin

5+

Global Markets

Rp5.86B

Debt Conversion

Company Mission

To be the premier global supplier of high-quality rubber components for medical devices and industrial applications, delivering precision-engineered solutions that meet the most stringent international standards.

Investment Focus

Seeking strategic investment to convert Rp 5.86 billion bank debt to equity, strengthen capital structure, expand production capacity, and capture growing export demand from European and Asian medical device manufacturers.

Expected Returns

Strong growth potential in USD 4.56B blood pressure monitoring market growing at 9.1% CAGR

Target Investors: Strategic Investors & Private Equity firms seeking exposure to medical device component manufacturing

Key Investment Highlights

- ✓ Established market leader with 25-year track record
- ✓ Strong financial performance with 55.76% gross margin
- ✓ Asset-backed investment with Rp 17.21B total assets
- ✓ Positioned in high-growth medical device market
- ✓ Experienced management team led by industry expert

Risk Profile: **Moderate** – Established business with proven market position and strong client relationships

A Proven Leader in Rubber Manufacturing

Nearly 25 years of precision manufacturing excellence for global markets

PT Kobe Global Internasional

Location: Bandung, Indonesia | **Established:** 1998

Acquisition in 2004 and headquartered in Bandung, West Java, Indonesia. ISO 9001:2015 certified manufacturer specializing in rubber components for medical devices and industrial applications for export market

Core Capabilities

-  Rubber Pressing & Molding
-  Latex Dipping Process
-  Rubber Extrusion
-  Rubber Compounding
-  Precision Sewing
-  Quality Control




Quality Policy

"Kobe Global International is committed to always meeting the requirements of the Quality Management System, both those required by Product Specifications, Service Users and Customers, as well as those required by applicable regulations."

Key Milestones

-  **2004 Company Acquisition**
Acquisition in Bandung, West Java
-  **2005 Continue Export to Europe**
Strengthening international market expansion
-  **2010 ISO 9001:2015 Certification**
Achieved international quality standards
-  **2020 Expanded Product Lines**
Diversified medical device components
-  **2025 Investment Ready**
Seeking strategic partnership for growth

Certifications

-  ISO 9001:2015 Quality Management
-  Certificate Confidence in Textile
-  Indonesian Medical Devices Mfg. Assoc.

President Director: Dr. Tri Utomo Wiganarto, MBA

Massive Growth Potential in Medical Device Components

Positioned in high-growth global markets with strong fundamentals

Blood Pressure Monitoring Devices Market

\$4.56B

Projected 2035

9.1% CAGR

Medical Rubber Parts Market

\$11.77B

Market Size 2025

10.84% CAGR


Indonesia Industrial Rubber Market

\$56.9B

Projected 2031

5.3% CAGR

Key Market Drivers

-  **Rising Hypertension Prevalence**
1.28 billion adults aged 30-79 globally have hypertension (WHO)
-  **Aging Population**
Growing elderly population driving demand for home healthcare monitoring
-  **Home Healthcare Trend**
Shift towards preventive care and personal health monitoring devices
-  **Healthcare Infrastructure**
Asia-Pacific governments investing in healthcare modernization

EUDR Compliance

EU Deforestation Regulation favoring established, traceable manufacturers with transparent supply chains and sustainable sourcing practices.

KGI Competitive Position

Well-positioned to capture growing demand with:

- ✓ 25-year expertise
- ✓ ISO certification
- ✓ Established European client relationships

Market Size 2025: \$1.91B → Projected 2035: \$4.56B | CAGR (2026-2035):9.1% | Driven by aging population, chronic disease prevalence, and healthcare infrastructure expansion.

Comprehensive Rubber Solutions

Precision-engineered components for medical devices and industrial applications

Sphygmomanometer Components

Bladder

Inflatable rubber bladder for blood pressure cuffs, precision-molded for accurate pressure measurement

Cuff

High-quality nylon oxford cuffs with durable printing, available from newborn to large adult sizes


Bulb

Rubber inflation bulb with precise valve control for manual blood pressure measurement

Latex-Free Coiled Tube

EPDM synthetic rubber tubing, 8 feet standard length, customizable coils and colors

Industrial Rubber Components

 **Automotive Parts**
Seals, Gaskets, Hoses

 **Textile Industry**
Roller Covers, Belts

 **General Industrial**
O-Rings, Expansion Joints



Raw Materials

- Kobe Crepe Rubber - Premium natural rubber sheets
- Rubber Compounds - NR, SBR, NBR, EPDM, Silicone
- Ribbed Smoked Sheet - High-quality RSS

Competitive Advantages

- ✓ 25 years manufacturing expertise
- ✓ Latex-free capabilities
- ✓ Competitive pricing structure
- ✓ ISO 9001:2015 certified processes
- ✓ Custom formulation expertise
- ✓ Proven export quality standards

Trusted by Leading Medical Device Brands

25 years of building strong partnerships with global industry leaders

Key Global Clients



"I am happy with the quick response"
- Harald Weigle



"Very satisfied with the cooperation"
- Jochen von Benthen



"Wonderful service and performance"
- Barry L. Wall



"Delivery time as scheduled"
- Adrian Cossor



"Truly know how to provide a competitive price"
- Marc Blitstein

Export Markets

 Germany	Primary
 France	Key
 Italy	Growing
 USA	North America
 UK	Established
 Taiwan	Asia Pacific

Client Value Proposition

- ✓ Quick response time
- ✓ Competitive pricing
- ✓ On-time delivery
- ✓ Quality consistency
- ✓ Technical expertise

Strong Financial Foundation

Robust profitability and asset-backed balance sheet (FY 2025)

Income Statement Highlights

Revenue
Rp 5.48B +8.2% vs 2024

Gross Profit
Rp 3.08B GPM 55.76%

EBIT
Rp 1.24B 22.64% Margin

Net Profit
Rp 613.2M NPM 11.18%

Balance Sheet Highlights

Total Assets
Rp 17.21B

Current Assets
Rp 6.49B

Fixed Assets
Rp 10.72B

Total Equity
Rp 10.91B

Bank Debt (Short-term)
Rp 5.86B

Key Financial Ratios

1.03x

Current Ratio

0.58x

Debt/Equity

3.56%

ROA

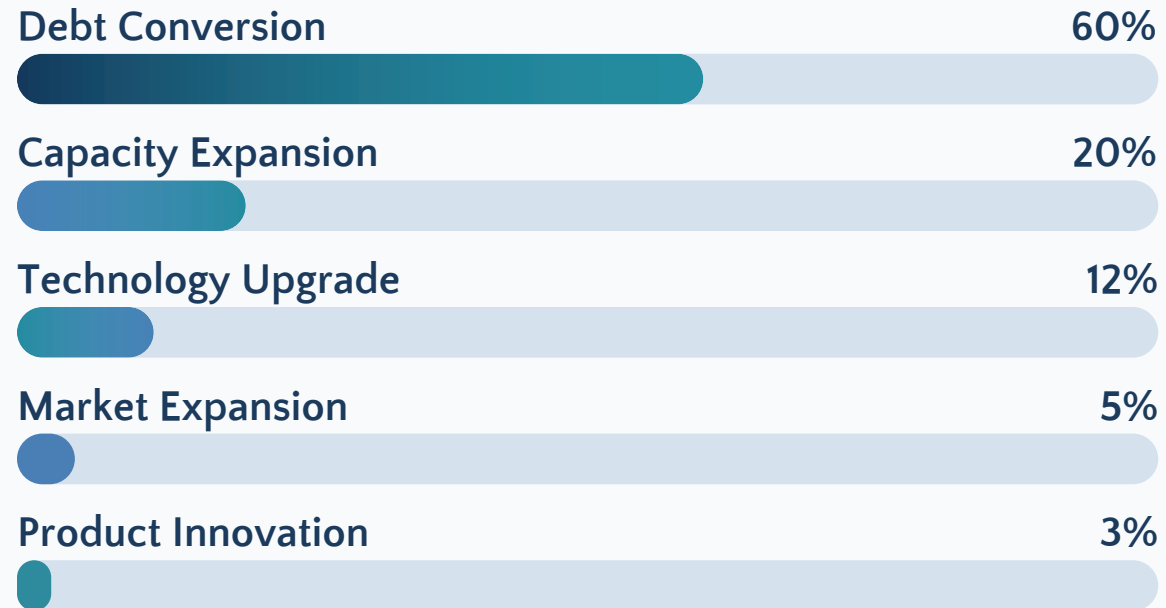
Asset Composition

Land	Rp 5.10B
Buildings	Rp 7.80B
Machinery	Rp 3.88B
Vehicles	Rp 1.00B

Strategic Roadmap for Value Creation

Clear priorities to accelerate growth and optimize capital structure

Use of Funds



Strategic Priorities

- 1 Capital Structure Optimization**
Convert Rp 5.86 billion bank debt to equity, reducing annual interest burden of Rp 464 million and improving financial flexibility
- 2 Capacity Expansion**
Increase production capacity to meet growing export demand from European and Asian medical device manufacturers
- 3 Technology Upgrade**
Invest in advanced molding and automation equipment to improve efficiency, precision, and product quality
- 4 Market Expansion**
Strengthen presence in existing markets and penetrate new geographic segments in Asia-Pacific and Americas
- 5 Product Innovation**
Develop new latex-free and specialized rubber formulations for emerging medical device applications

Expected Outcomes

- ↑ Revenue growth 15–20% annually
- ↓ Reduced interest expense
- ↑ Expanded market reach
- ↗ Improved net margin to 15%+
- 🏭 Enhanced production capacity

Investment Structure: Equity investment with board representation and strategic oversight for qualified investors

Compelling Reasons to Invest

Seven key factors that make KGI an attractive investment opportunity



Export Excellence

Proven ability to meet stringent European and international quality standards with established logistics and compliance capabilities. Long-standing relationships with leading medical device manufacturers in Germany, France, UK, and USA demonstrate competitive positioning and reliability.



Strong Financial Performance

55.76% gross margin and 11.18% net margin with consistent profitability. Robust cash generation and healthy balance sheet demonstrate operational excellence and financial discipline.



Asset-Backed Investment

Rp 17.21 billion in total assets including Rp 5.10B land and Rp 7.80B buildings. Strong tangible asset base provides downside protection and collateral value.



Growth Market Exposure

Positioned in USD 4.56B blood pressure monitoring market growing at 9.1% CAGR, driven by aging population and healthcare trends.



Experienced Management

Led by Dr. Tri Utomo Wiganarto MBA with deep industry expertise and proven leadership in building sustainable manufacturing operations.



Established Market Position

25-year track record with leading global medical device brands. Proven reliability and quality consistency in competitive European markets.



Clear Value Creation Path

Debt conversion improves capital structure, reduces interest burden, and enables growth investments with clear strategic roadmap.

Key Metrics Summary

25

Years in Operation

5+

Countries

55.76%

Gross Margin

11.18%

Net Margin

9.1%

Market CAGR

Why Invest Now?

Optimal Market Timing

Seven compelling market dynamics creating a unique investment window

Strategic Advantages

-  **Manufacturing Competitiveness**
Indonesia's strategic location and competitive costs for global supply chains
-  **EUDR Compliance Advantage**
Established manufacturers with traceable supply chains favored by EU Deforestation Regulation
-  **Currency Competitiveness**
Rupiah competitiveness supporting export margins and cost advantages
-  **Government Support**
Medical device manufacturing incentives and export promotion programs

Market Growth Trajectory

Blood pressure monitoring devices market projected to grow from \$1.91B (2025) to \$4.56B (2035) at 9.1% CAGR



Market Timing Factors

-  **Post-Pandemic Healthcare Investment**
Governments and healthcare systems globally are investing in medical infrastructure, driving demand for blood pressure monitoring devices
-  **Aging Population Demographics**
Growing elderly population in Europe and Asia creating sustained, long-term demand for medical devices and home healthcare solutions
-  **Home Healthcare Acceleration**
Shift towards preventive care and personal health monitoring driving adoption of home blood pressure monitors

Investment Window

This is an optimal entry point for investors seeking exposure to the growing medical device component sector with:

-  Proven business model
-  Strong client base
-  Clear growth path
-  Asset backing

Target Close: **Q3 2026**

Investment Type: Equity with strategic rights

Let's Discuss Your Investment

We invite qualified strategic investors and private equity firms to explore this opportunity

Contact Information

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Next Steps

- 1 Initial Due Diligence**
Facility visit and management introduction
- 2 Management Presentation**
Detailed business overview and Q&A session
- 3 Financial & Legal Due Diligence**
Comprehensive review of financials and legal structure
- 4 Term Sheet Negotiation**
Investment structure and valuation discussion
- 5 Investment Closing**
Capital injection and partnership commencement

Target Investor Profile

- ✓ Strategic Investors in medical device sector
- ✓ Private Equity firms with manufacturing focus
- ✓ Healthcare-focused investment funds
- ✓ Indonesia and ASEAN regional investors

Confidentiality:

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Thank You

PT Kobe Global Internasional looks forward to partnering with visionary investors to accelerate growth and create long-term value in the global medical device components market.

25

Years Manufacturing Excellence

5+

Global Export Markets

55.76%

Gross Profit Margin

Ready to Discuss?



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