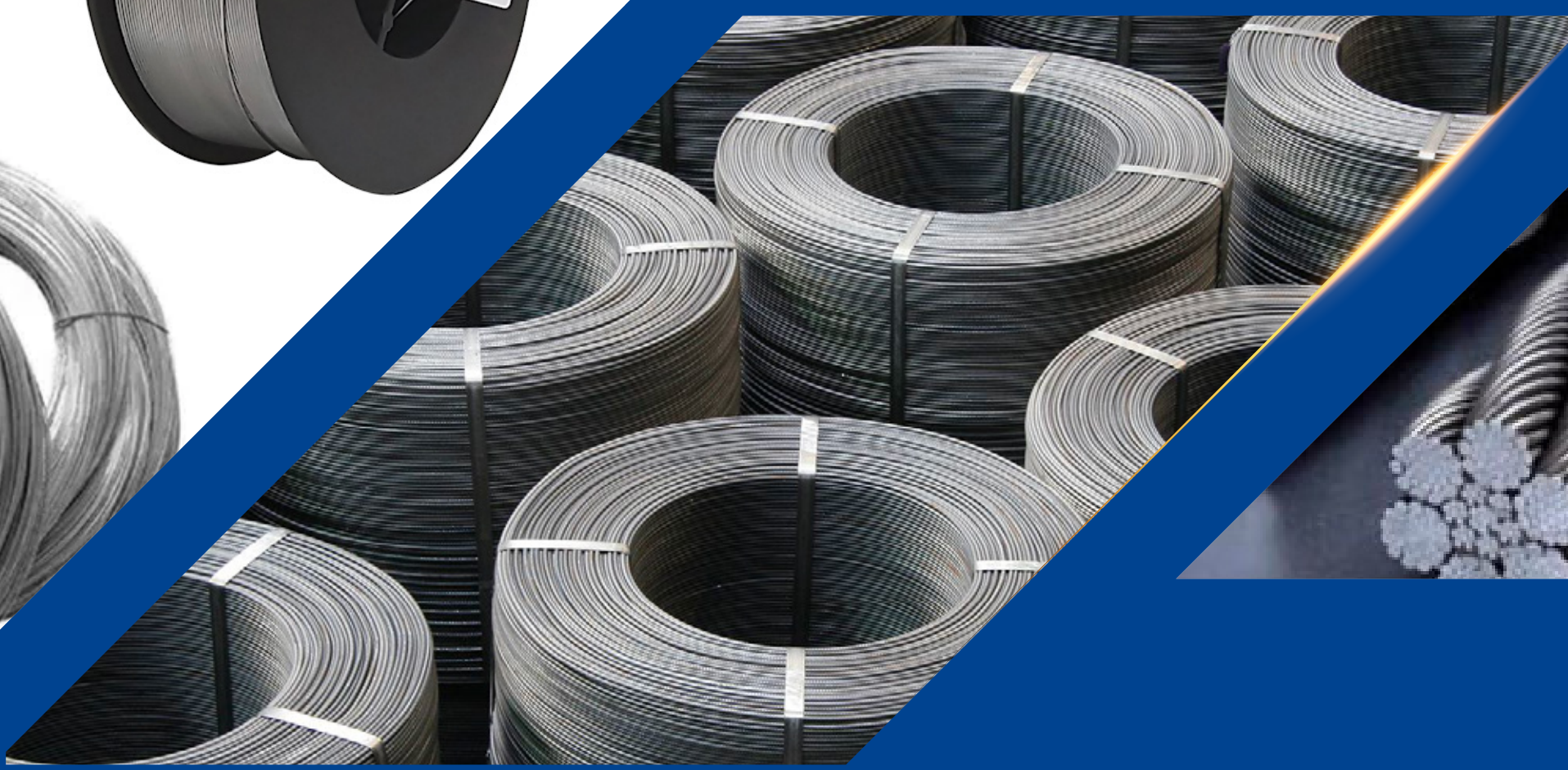
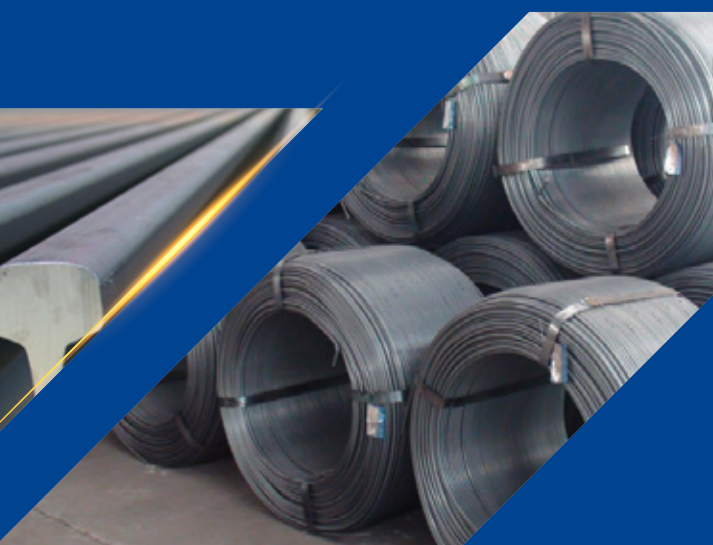
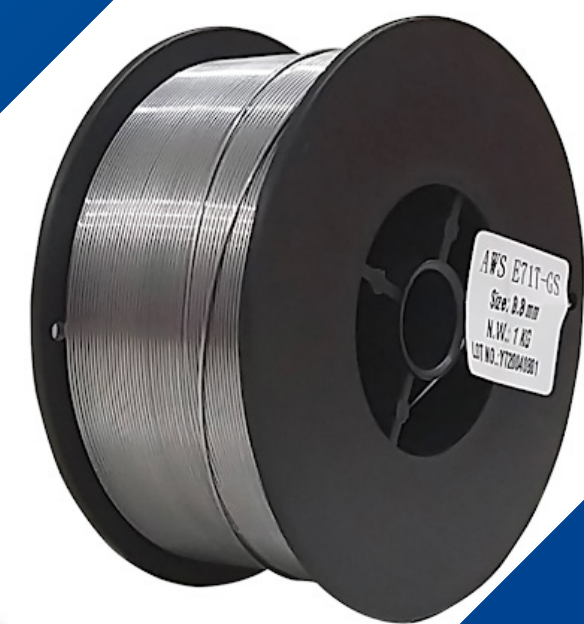
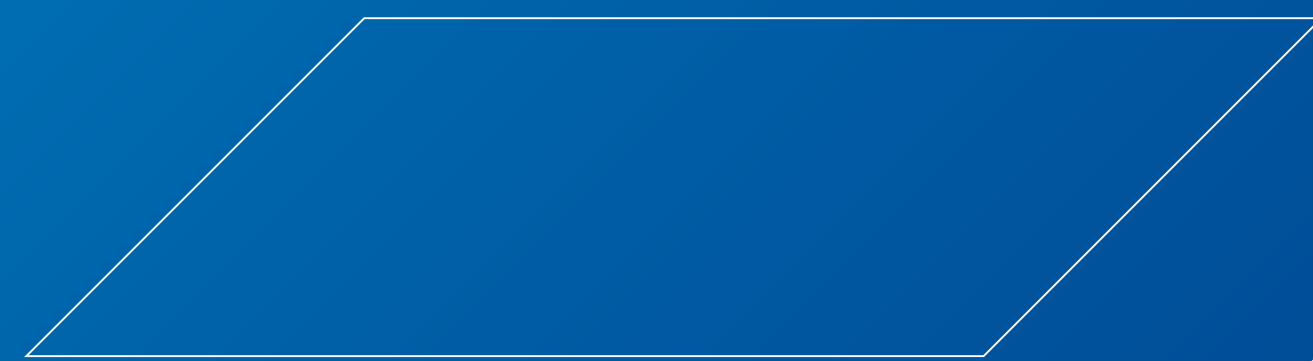
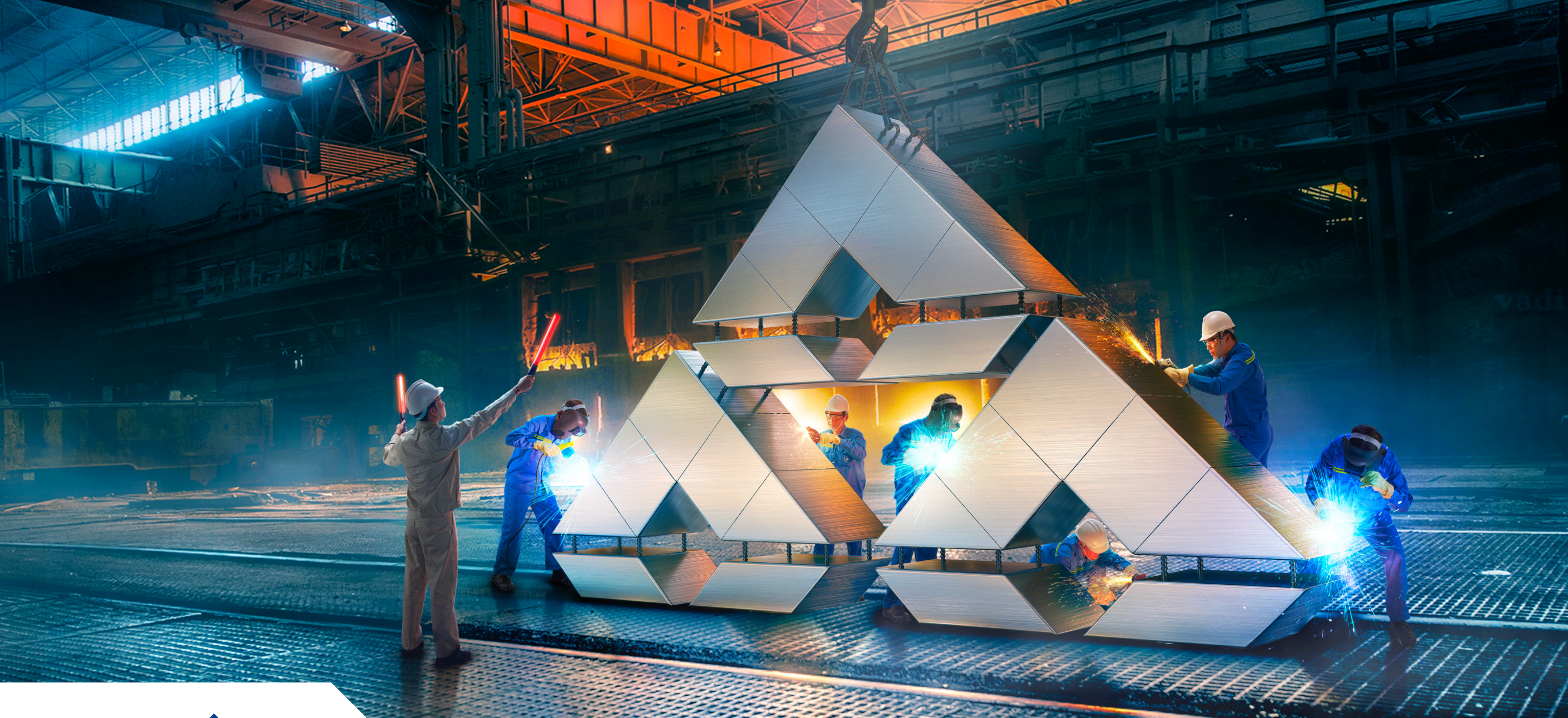


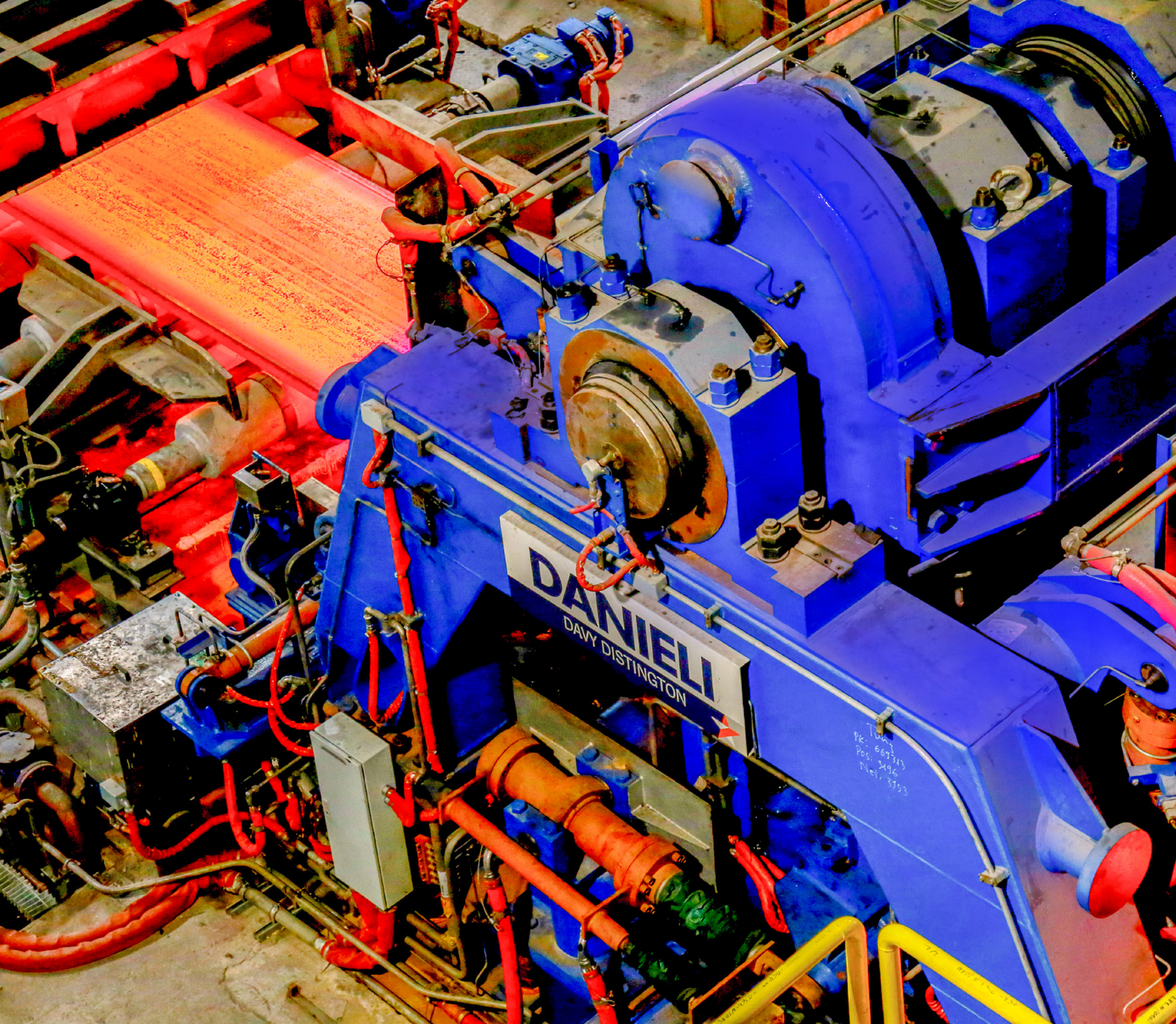


# ***LEADING HIGH-TECH STEEL EMBRACING A NEW ERA***

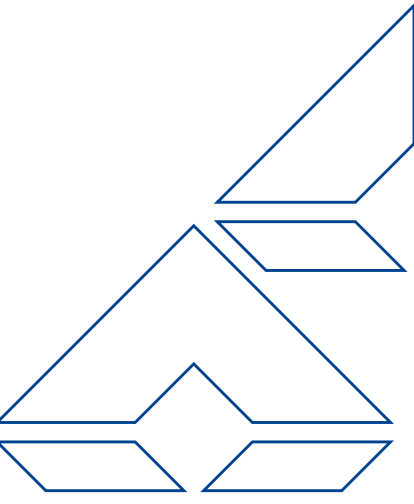




COMMITTING ITSELF TO LEADING IN QUALITY,  
HOA PHAT ROSE TO A NEW STATURE



# CONTENT



01	OVERVIEW	04 - 15
02	SCOPES OF BUSINESS	14 - 38
03	SUSTAINABLE DEVELOPMENT	39 - 43

# 01

## OVERVIEW OF HOA PHAT GROUP

GENERAL INFORMATION	05
OPERATING MODEL	06
NATIONWIDE NETWORK OF FACTORIES	07
FINANCE INFORMATION	09 - 13



## GENERAL INFORMATION

Operated since 1992, Hoa Phat Group (HPG) currently is a leading industrial manufacturing group in Vietnam

HPG's scope of business includes:



IRON AND STEEL



STEEL PRODUCT



AGRICULTURE



REAL ESTATE



HOME APPLIANCES

Steel and steel related products is the core.

Steel production capacity is

**16 million tons/year**

of which 70% is high-quality steel

**Top 30**

Biggest steel company in the world

**Top 2**

Largest private enterprise of Vietnam

Vietnam National Brand

**33.000**

employees

## OPERATING MODEL OF 5 SECTORS



### IRON AND STEEL CORPORATION

- ▶ Hoa Phat Hung Yen Steel Co., Ltd
- ▶ Hoa Phat Hai Duong Steel JSC
- ▶ Hoa Phat Dung Quat Steel JSC
- ▶ Hoa Phat Phu Yen Steel JSC
- ▶ An Thong Mineral Investment JSC
- ▶ Hoa Phat Shipping JSC

### STEEL PRODUCTS CORPORATION

- ▶ Hoa Phat Steel Pipe Co., Ltd
- ▶ Hoa Phat Steel Sheet Co., Ltd
- ▶ Hoa Phat Metal Producing Co., Ltd
- ▶ Hoa Phat Container Producing JSC
- ▶ Hoa Phat Flooring JSC

### AGRICULTURE CORPORATION

- ▶ Hoa Phat Hung Yen Feeds Co., Ltd,
- ▶ Hoa Phat Development of Livestock JSC
- ▶ Hoa Phat Trading Co., Ltd
- ▶ Hoa Phat Phu Tho Poultry One Member Co., Ltd

### REAL ESTATE CORPORATION

- ▶ Hoa Phat Urban Development and Construction JSC,
- ▶ Hoa Phat Hanoi Real Estate JSC
- ▶ Hoa Phat Sai Gon Real Estate JSC

### HOME APPLIANCES CORPORATION

- ▶ Hoa Phat Refrigeration Engineering Co., Ltd
- ▶ Hoa Phat Ha Nam Home Appliances JSC

# OVERVIEW OF HOA PHAT GROUP

## NATIONWIDE NETWORK OF FACTORIES

### DONG NAI

Hoa Phat Dong Nai Feed Factory  
Cam My Beef Feedlot  
Minh Duc Pig Livestock Farm  
Long Ha Pig Livestock Farm  
Vinh Tan - Nhon Trach Port

### TAY NINH

Hoa Phat Steel Pipe Factory

### HO CHI MINH

Hoa Phat Steel Pipe Factory  
Hoa Phat Container Producing Factory  
Hoa Phat Refrigeration Factory  
Hoa Phat Container Flooring Plywood Factory

### DONG THAP

Dong Nai Branch of Hoa Phat Feed Factory

### CAN THO

Cai Cui Port  
Hau Giang Branch of Hoa Phat Feed Factory



### TUYEN QUANG

Minh Son Iron Ore Mining Factory  
Tung Ba Iron Ore Mining Factory

### LAO CAI

Hoa Yen Pig Livestock Farm

### PHU THO

Lac Thuy Pig Livestock Farm  
Hoa Phat Phu Tho Poultry Farm

### BAC NINH

Son Dong Pig Livestock Farm  
Dong Phuc Industrial Zone

### HA NOI

Hoa Phat Group Head Office

### HAI PHONG

Hoa Phat Hai Duong Steel Integrated Complex

### HUNG YEN

Hoa Phat Hung Yen Steel Factory  
Hoa Phat Cold Rolled Steel Factory  
Hoa Phat Hung Yen Steel Pipe Factory  
Hoa Phat Steel Wire drawing Factory  
Hoa Phat Steel Sheet Factory  
Hoa Phat Refrigeration Factory  
Pho Noi A Industrial Zone  
Yen My II Industrial Zone  
Thai Thuy Pig Livestock Farm  
Viet Hung Beef Feedlot  
Hoa Phat Hung Yen Feed Factory

### NINH BINH

Hoa Phat Ha Nam Home Appliances  
Hoa Mac Industrial Zone

### QUANG TRI

Hoa Phat Quang Binh Beef Feedlot

### DA NANG

Hoa Phat Da Nang Steel Pipe Factory

### QUANG NGAI

Hoa Phat Dung Quat Steel Integrated Complex  
Hoa Phat Prestressed Steel Factory

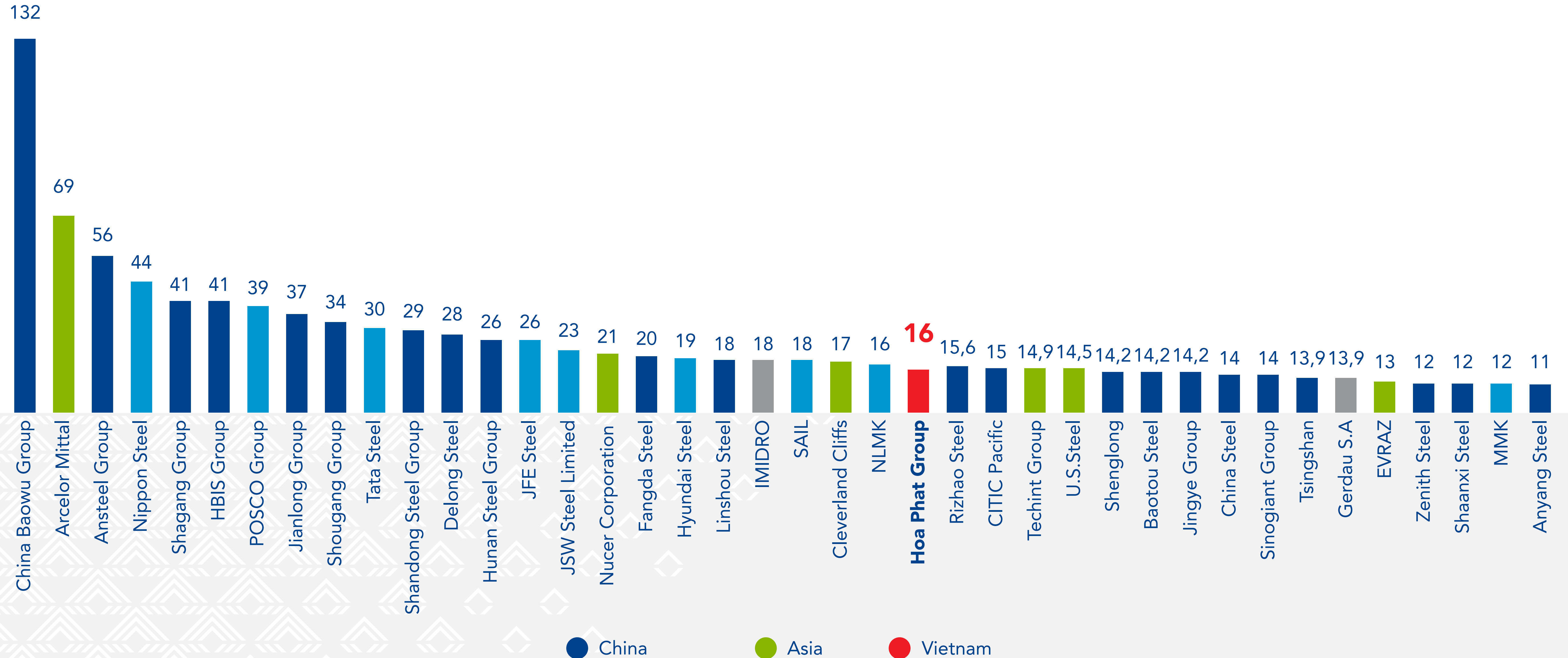
### GIA LAI

Binh Dinh Branch of Hoa Phat Hung Yen Steel

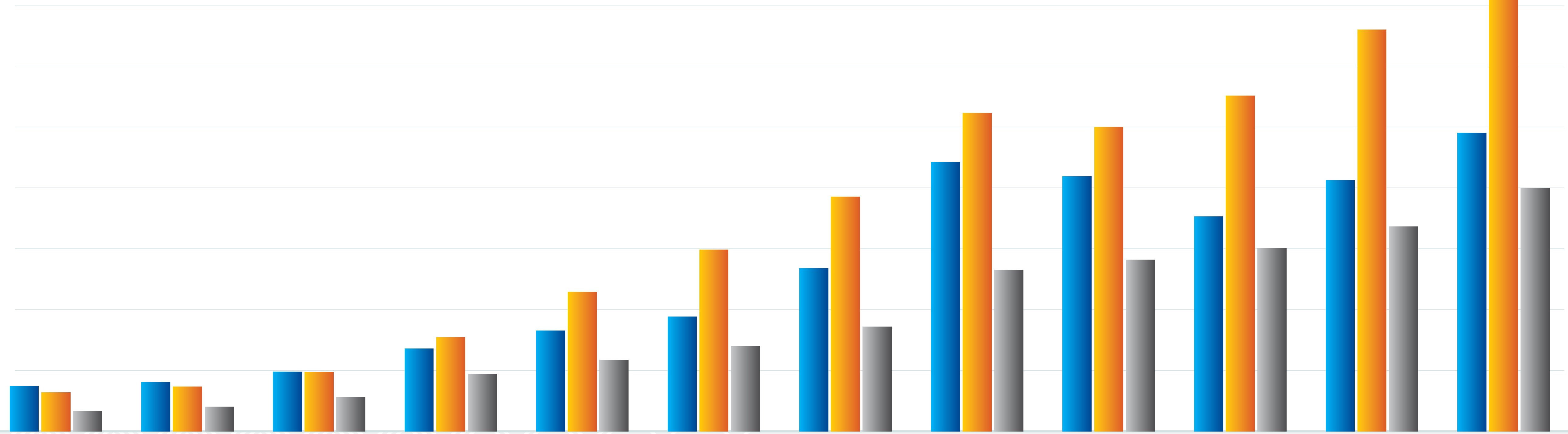
### DAK LAK

Hoa Tam Industrial Zone  
Bai Goc Port

TOP 30 WORLD BIGGEST STEEL COMPANY IN 2025 (EXPECTED)



SALES REVENUE, TOTAL ASSETS, EQUITY OF THE GROUP FOR 2014 - 2025

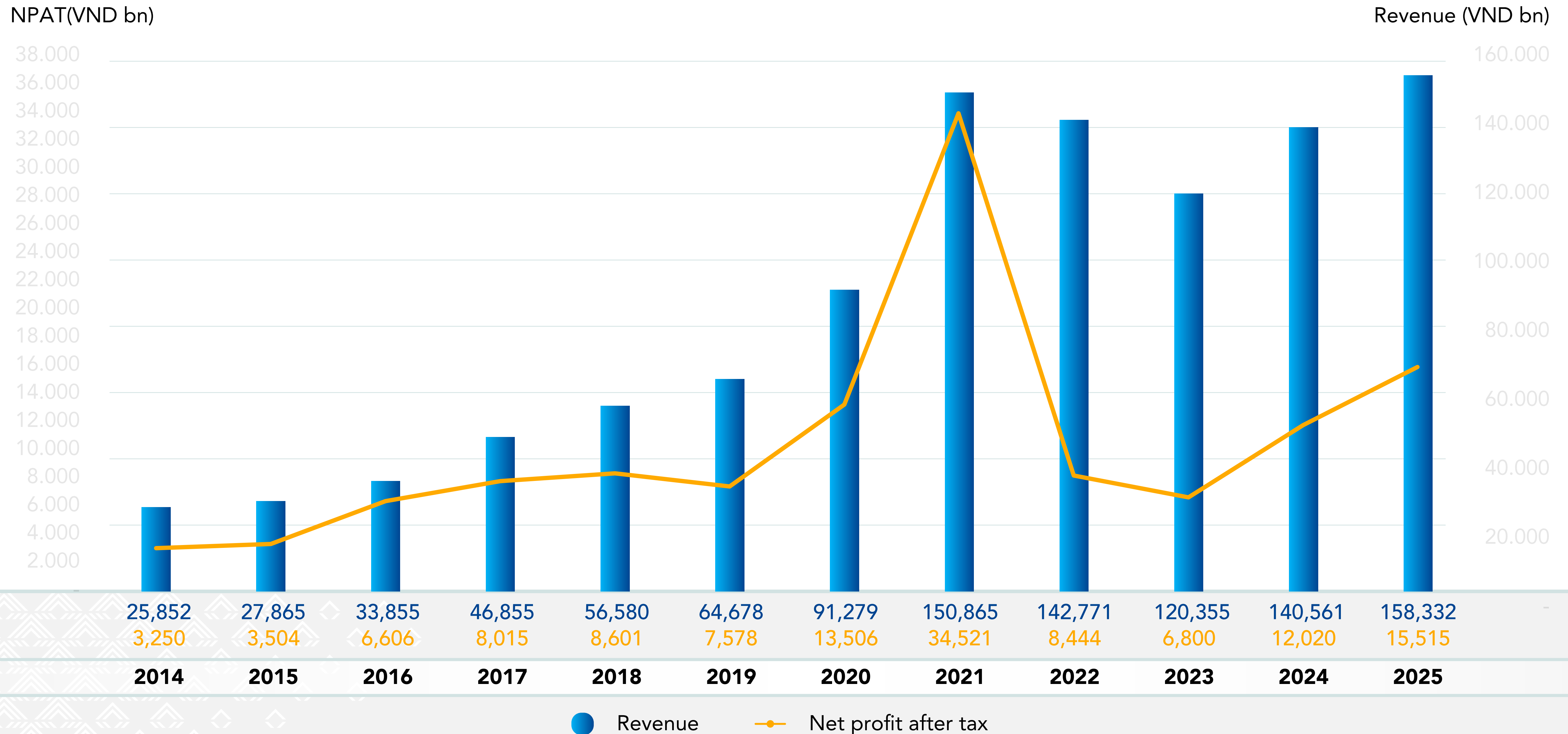


25,852	27,865	33,885	46,855	56,580	64,678	91,279	150,865	142,771	120,355	140,561	158,332
22,089	25,507	33,227	53,022	78,223	101,776	131,511	178,236	170,336	187,783	224,490	257,922
11,796	14,467	19,850	32,398	40,623	47,787	59,220	90,781	96,113	102,836	114,647	131,220

<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------

● Sale Revenue (Bil. VND) ● Total Assets ● Equity

REVENUE AND PROFIT OF THE GROUP OVER THE YEARS



➤ SHARE OF AFTER TAX PROFIT 2025

➤ SHARE OF REVENUE 2025

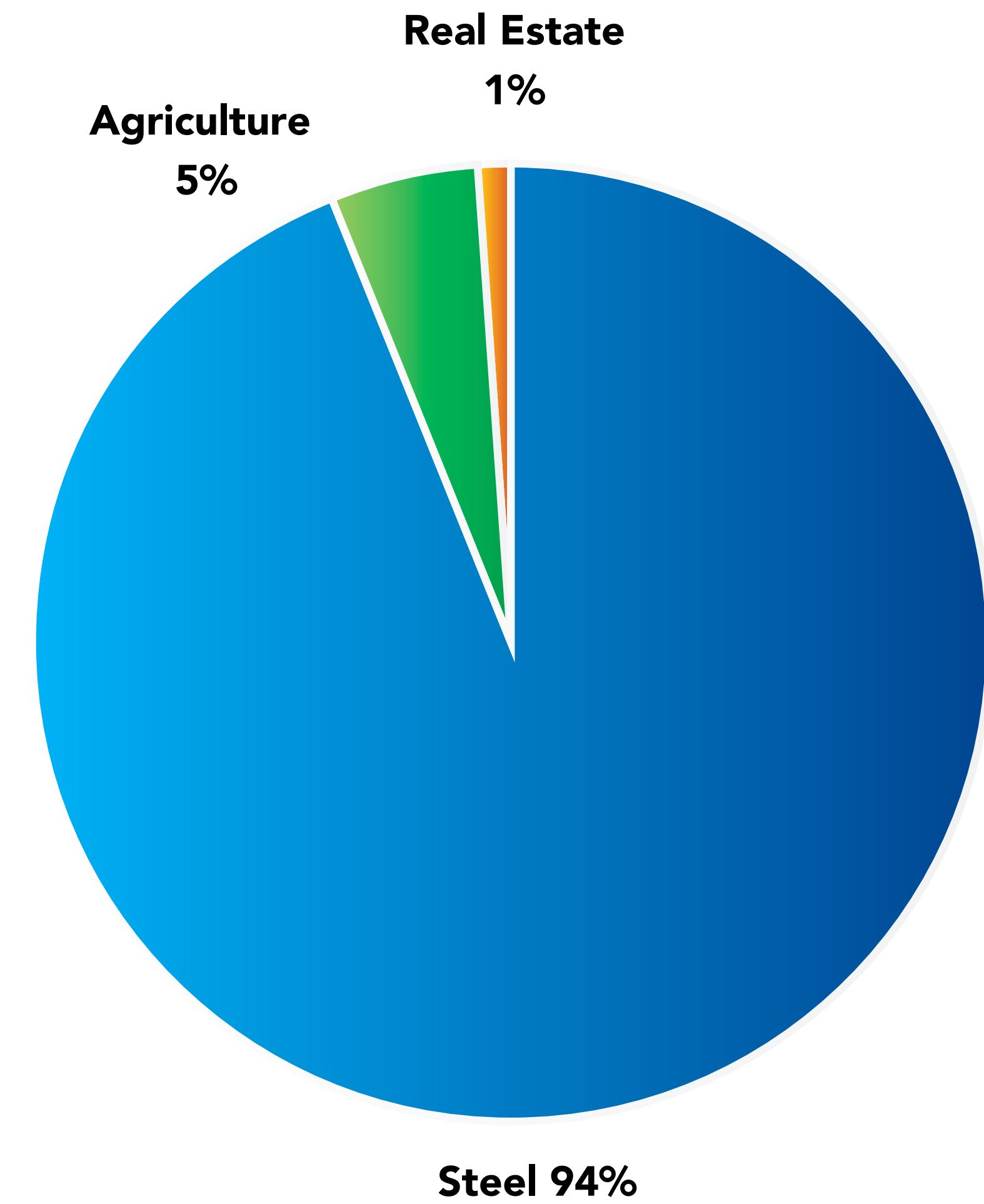
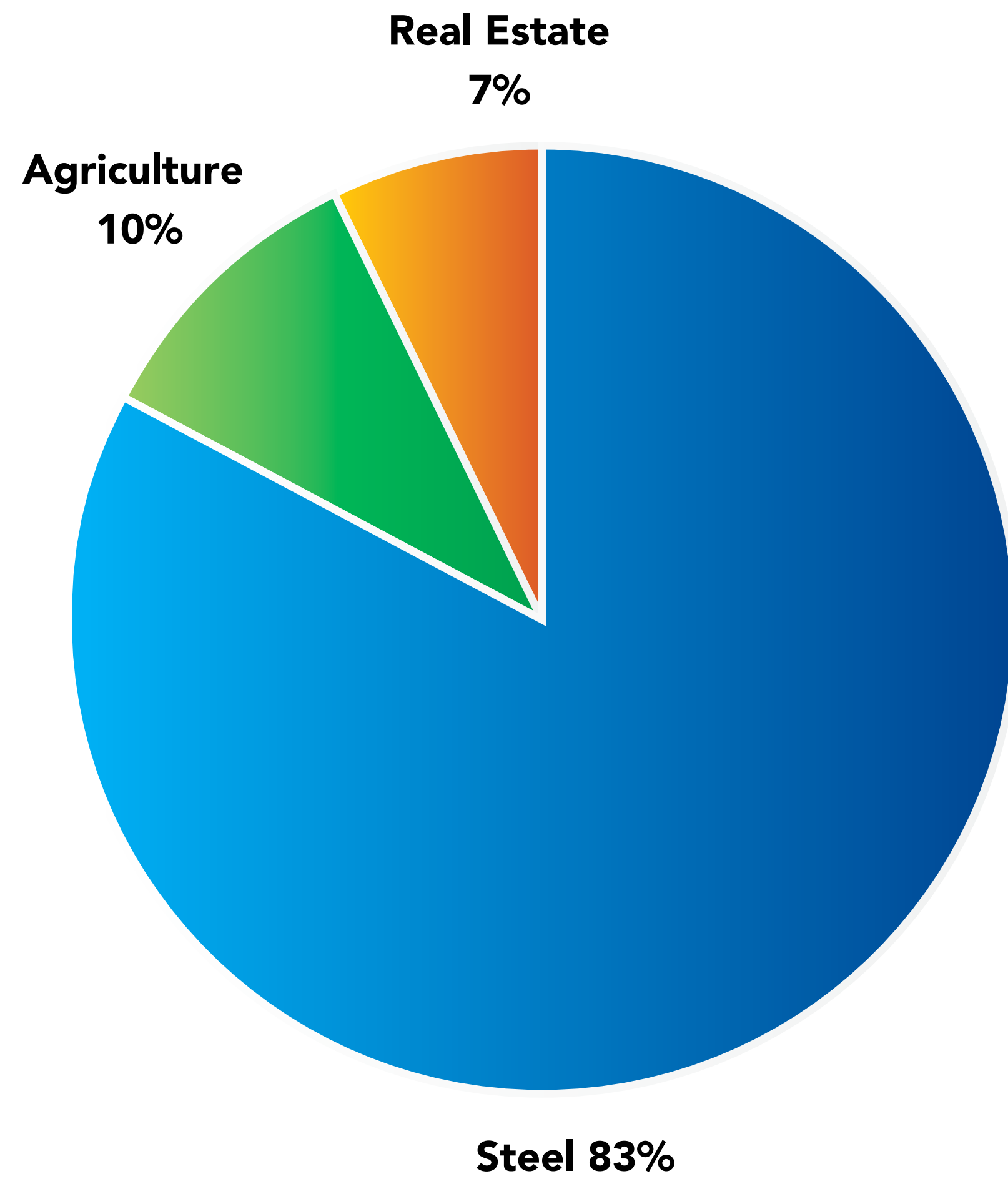
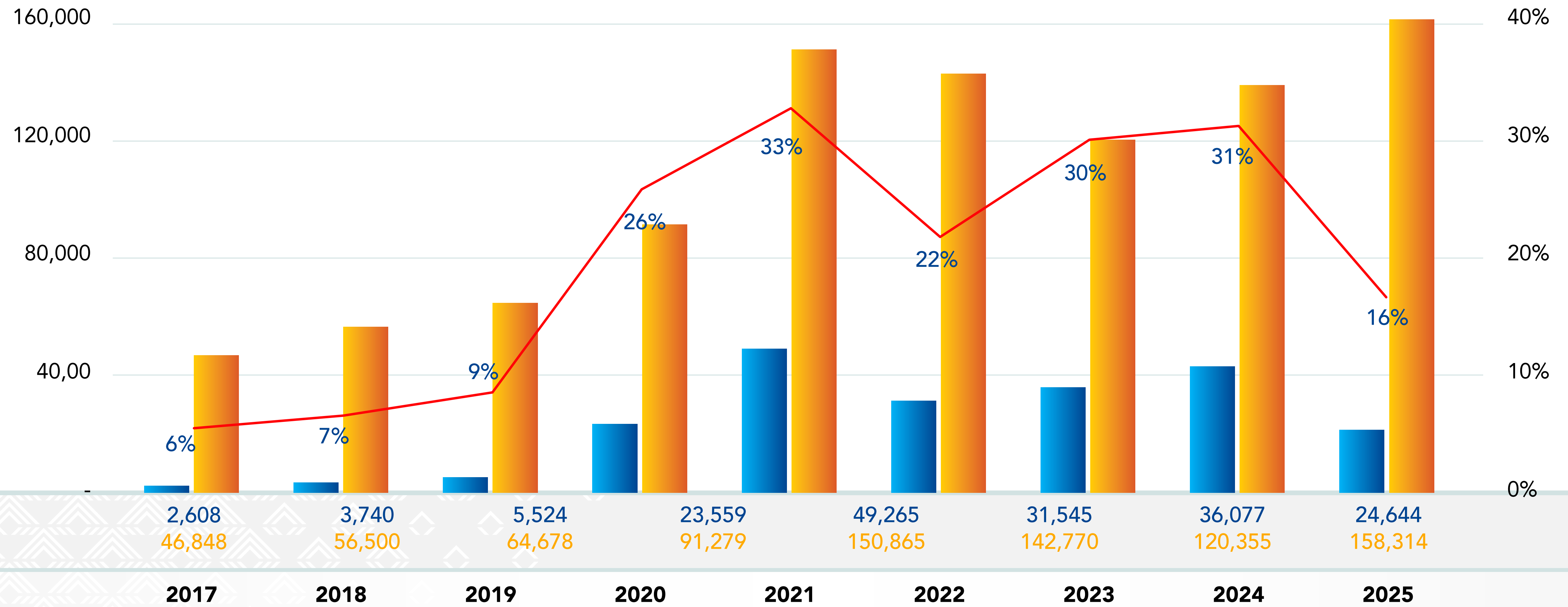


CHART OF EXPORT REVENUE  
TOTAL REVENUE OVER YEARS

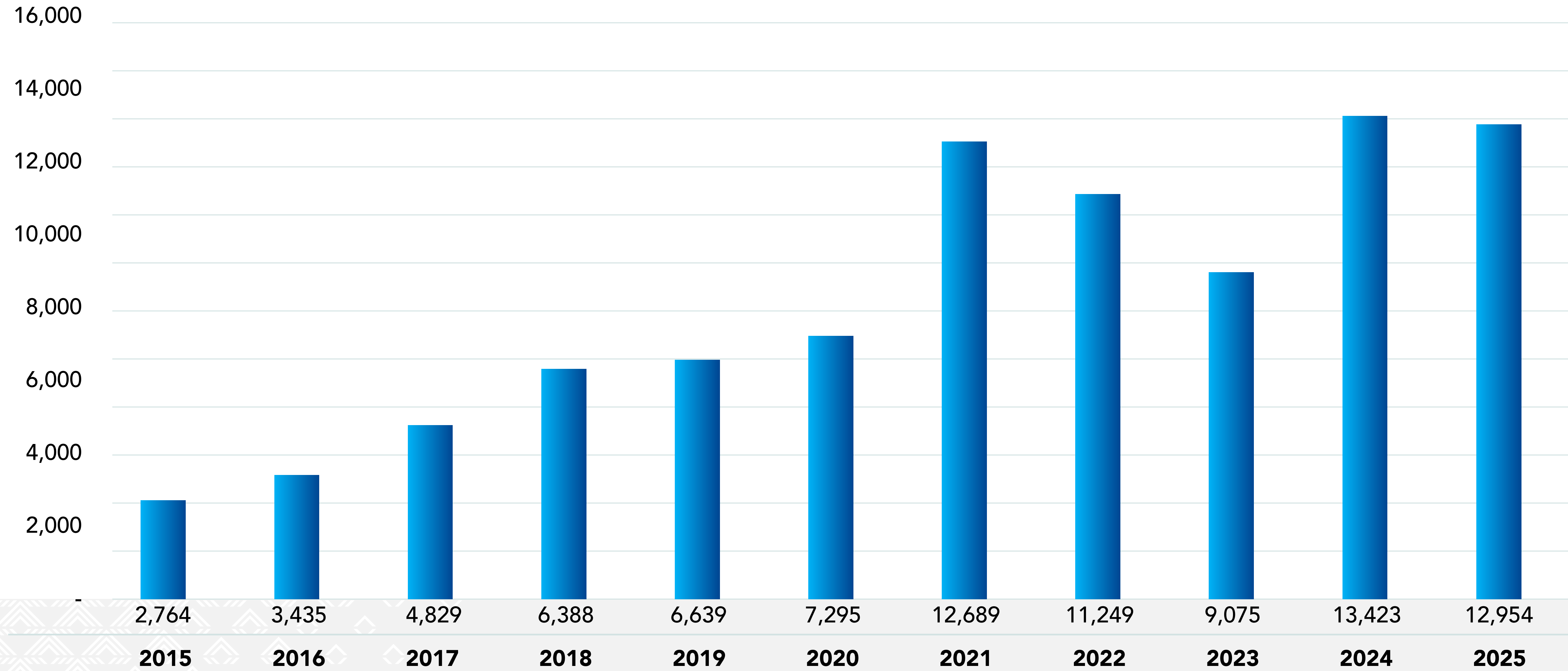


● Net export revenue

● Net revenue

— Expory-revenue ratio

**STATE BUDGET CONTRIBUTIONS OVER THE YEARS**  
 Total VND90,000 billion (approximately USD3.33 billion) for the past 10 years





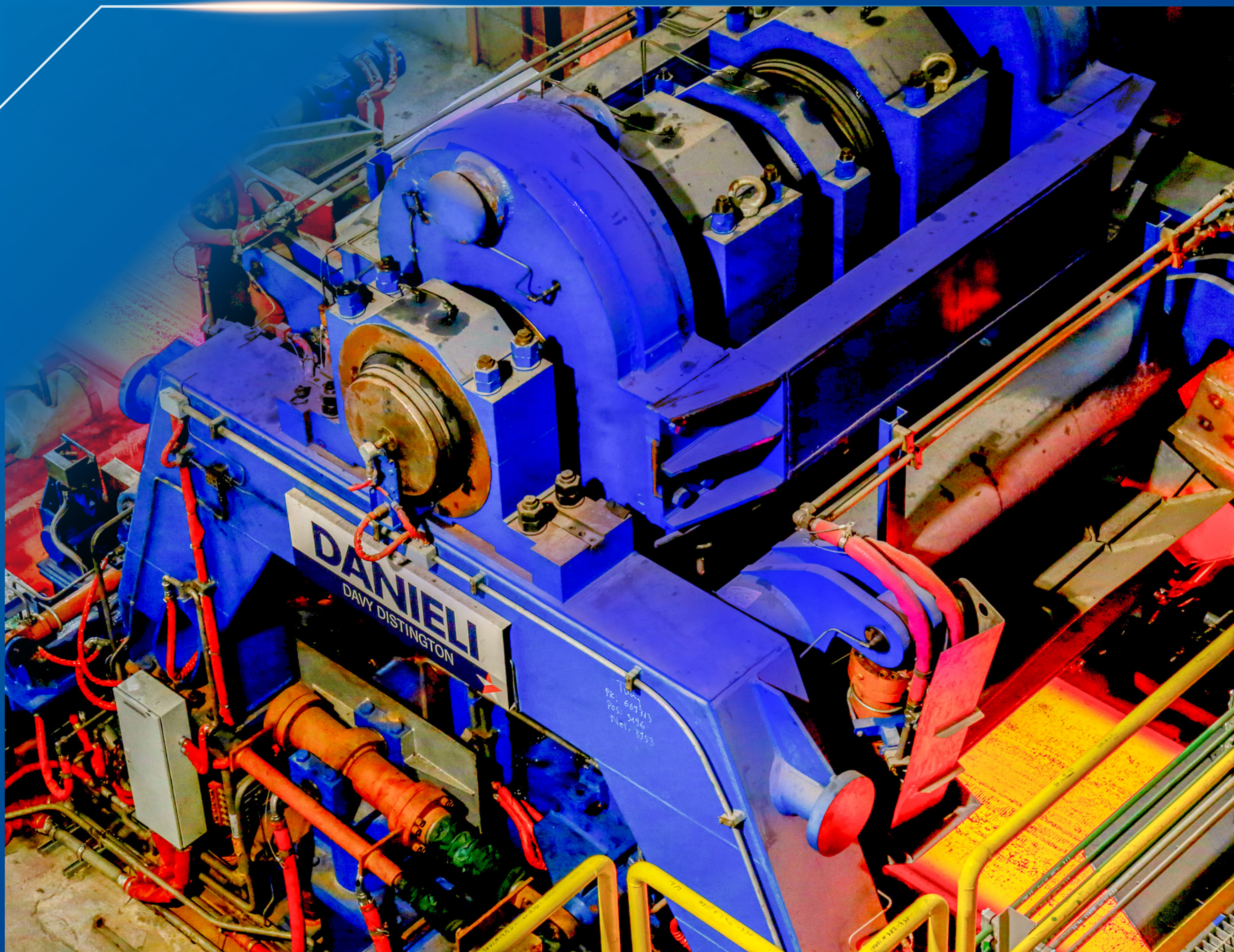
**HOA PHAT**<sup>®</sup>

HARMONY FOR JOINT DEVELOPMENT

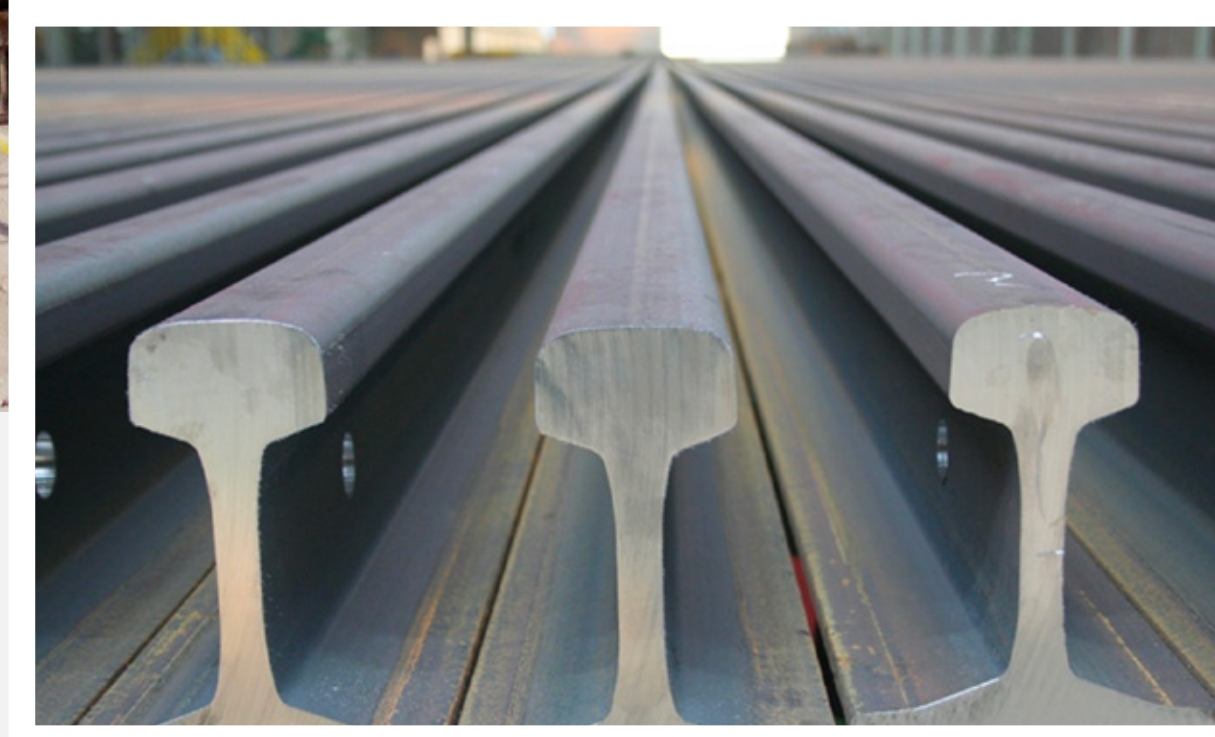
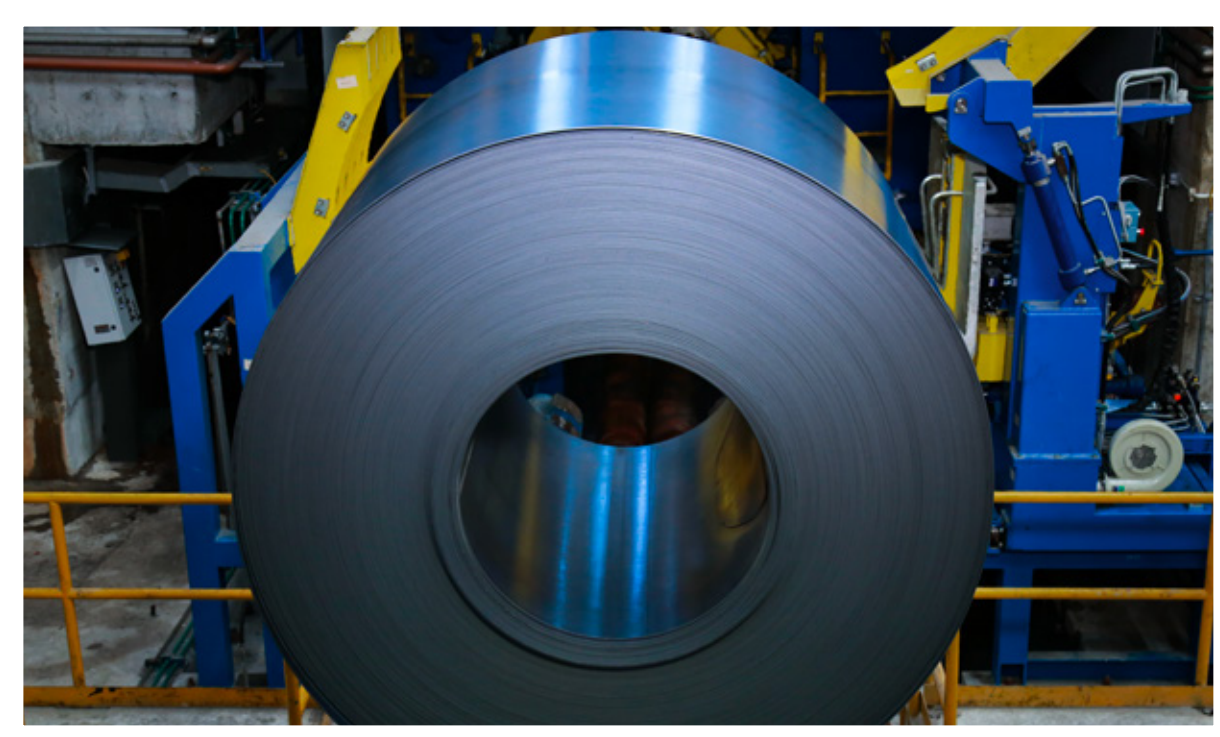
# 02

## SCOPES OF BUSINESS

IRON AND STEEL	15 - 28
STEEL PRODUCT	29 - 31
AGRICULTURE	32 - 33
REAL ESTATE	34 - 35
HOME APPLIANCES	36 - 38



▶ PRODUCT ECOSYSTEM



**Hot rolled coil**

Steel for manufacturing oil pipe, steel pipe, steel sheet, home appliances, container shells, shipbuilding, automobiles, etc.

**Rolled steel bar / smooth round bar**

Steel for manufacturing tire bead wire, nail and screw, welding rod, prestressed steel, steel wire, wheel axles, train wheels, etc.

**Rail steel, steel profile**

Railway steel, railway ties, rail clips  
Angle steel, U, I, V - shaped steel for industrial building structures

**Construction steel**

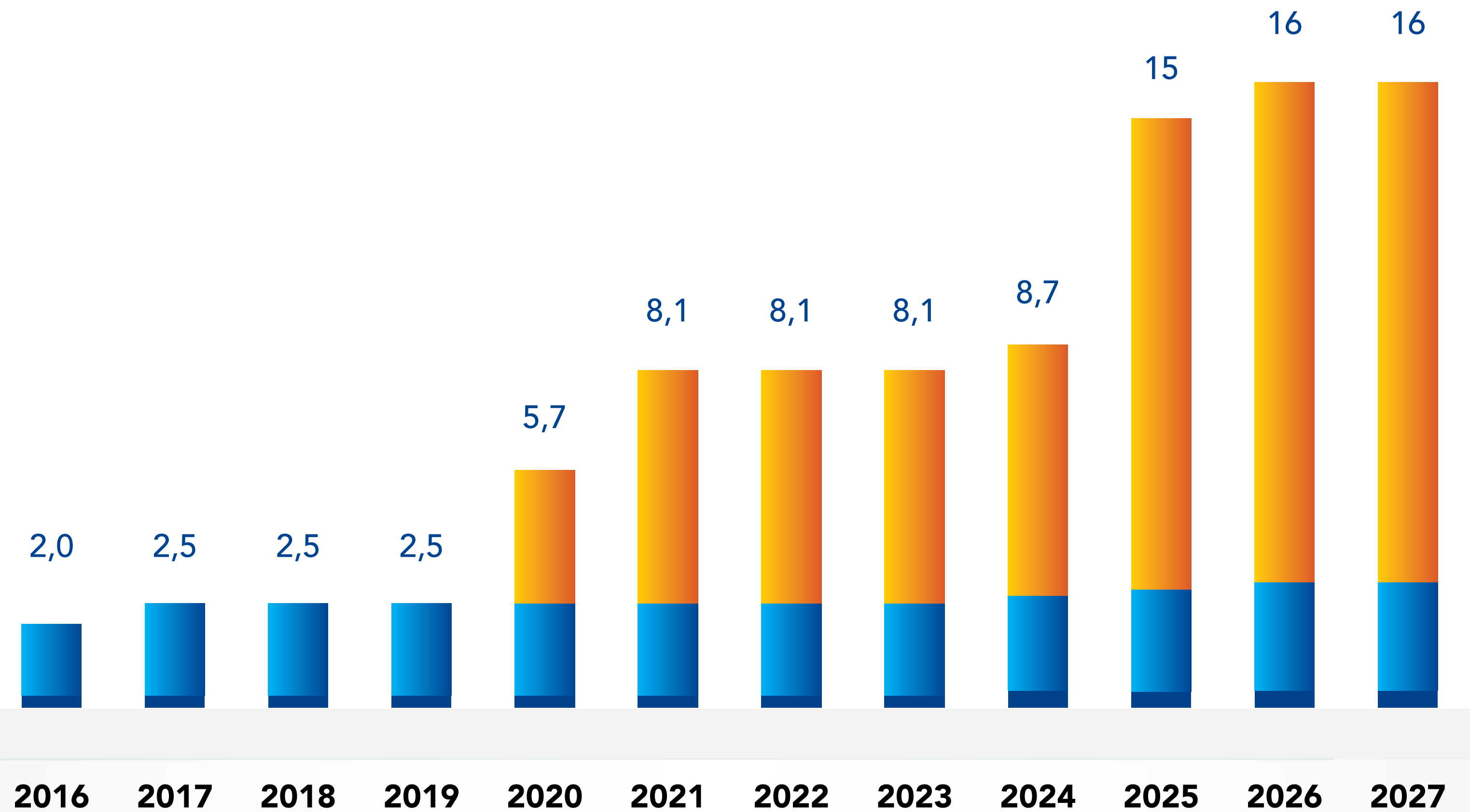
Steel bar, wire rod for residential and civil construction

**Starting from 2026,  
the steel production capacity of  
Hoa Phat Group will reach 16  
million tons per year, including:**

**70%** hot-rolled coil, high-quality steel

**30%** construction steel

**From 2027**  
the group will produce rail steel, steel profile, and special steel.



## HAI DUONG INTEGRATED STEEL COMPLEX

- Scale: 130ha
- Construction steel: 2.5 million tons/year
- River port allows 3,000-ton vessels to dock
- Investment time: 2007 - 2016

## HOA PHAT HUNG YEN FACTORY

- Construction steel: 400 thousand tons/year



## HOA PHAT DUNG QUAT INTEGRATED STEEL COMPLEX

- **Scale:** 700ha
- **Capacity:** 12 million tons/year
- **Technology:** Production line from Europe; closed-loop from iron ore to billets and finally finished products.

### PRODUCTS:

- ▾ Slab
- ▾ Billet
- ▾ Hot-rolled coil
- ▾ High-quality steel
- ▾ Construction steel





**SELF-SERVED PORTS**

Allow up-to-200,000-ton vessel to dock

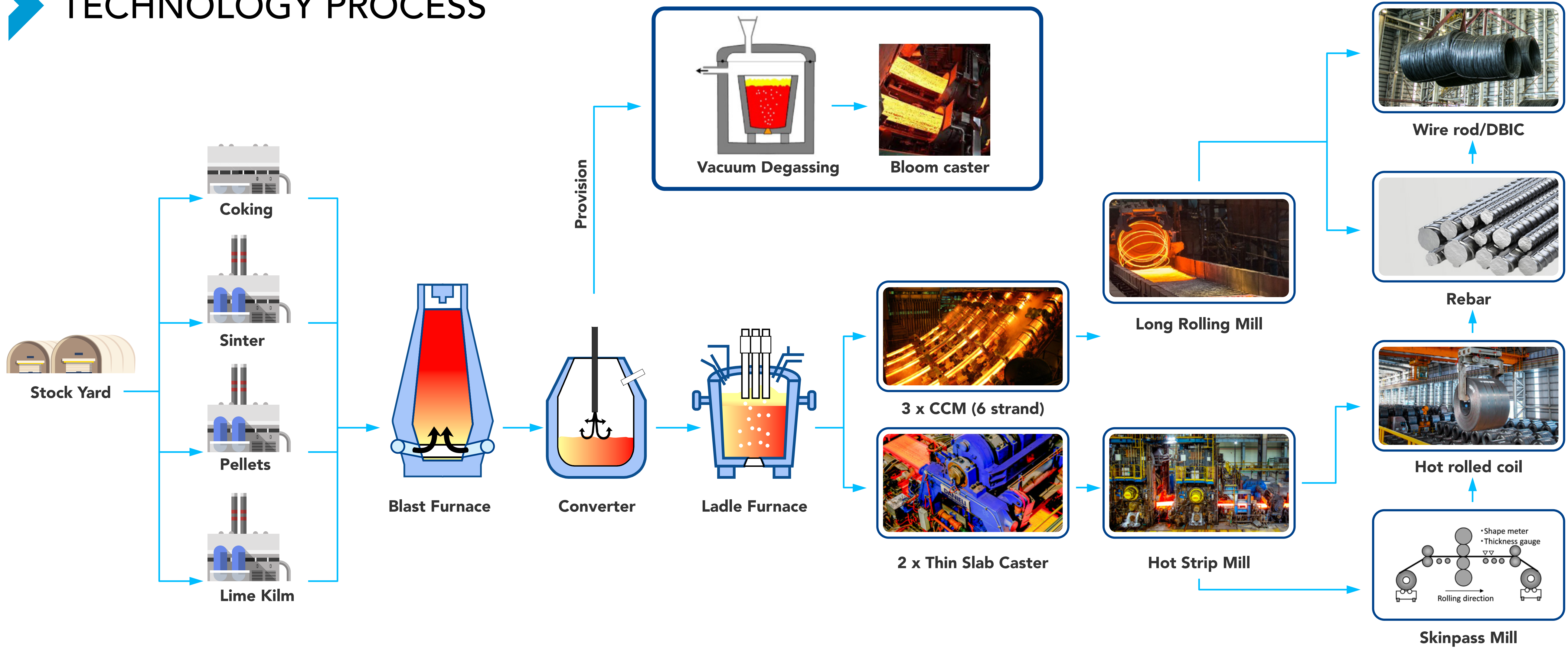


**GENERAL PORTS**

Allow up-to-50,000-ton vessel to dock.



TECHNOLOGY PROCESS



Raw material & Preparation

Iron making

Steelmaking

Secondary Refining

Continuous Casting

Rolling

Products



Electricity self-sufficiency **90%**

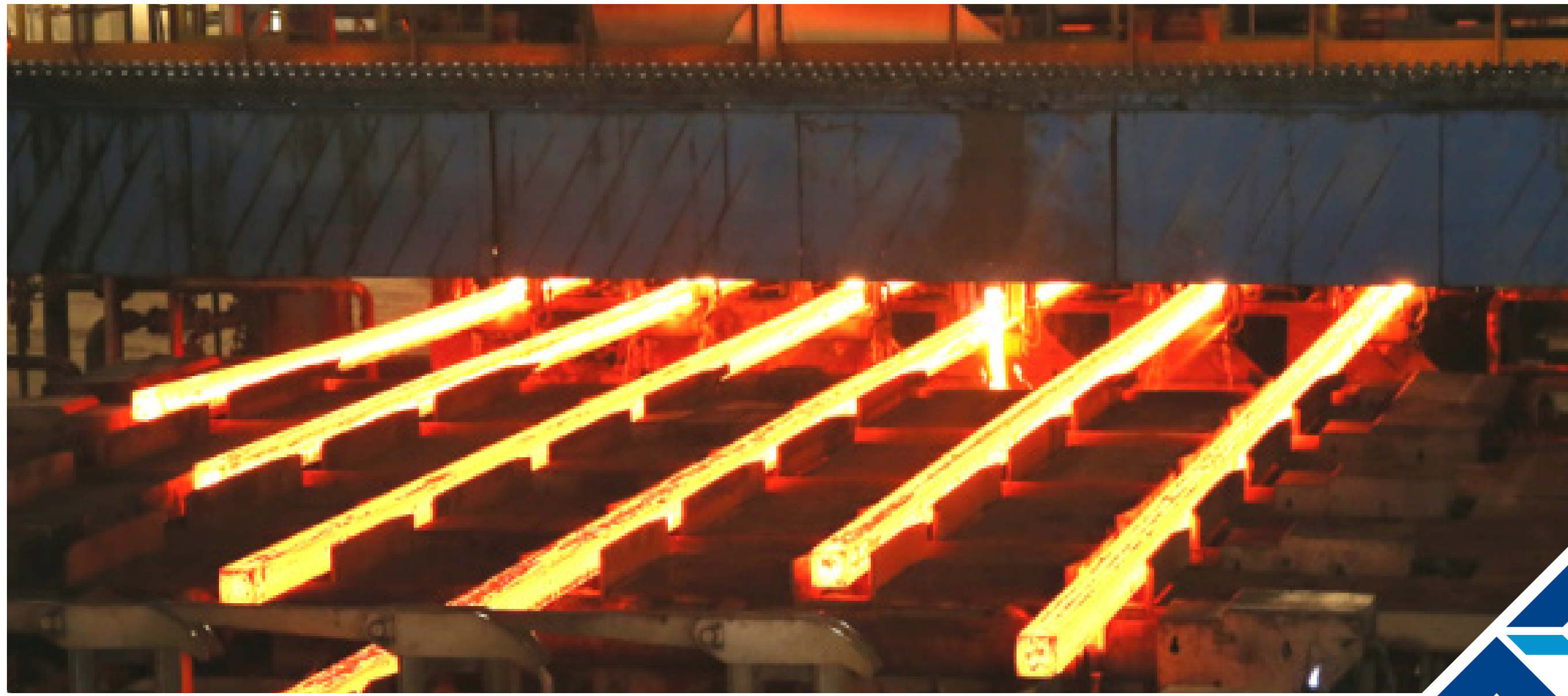


STEEL PRODUCTION TECHNOLOGY FROM RAW MATERIAL, CLOSED-LOOP RECYCLING, ENVIROMENTALLY FRIENDLY

Water recycling **100%**



▶ PRODUCTS



**HOT ROLLED COIL** AND APPLICATIONS



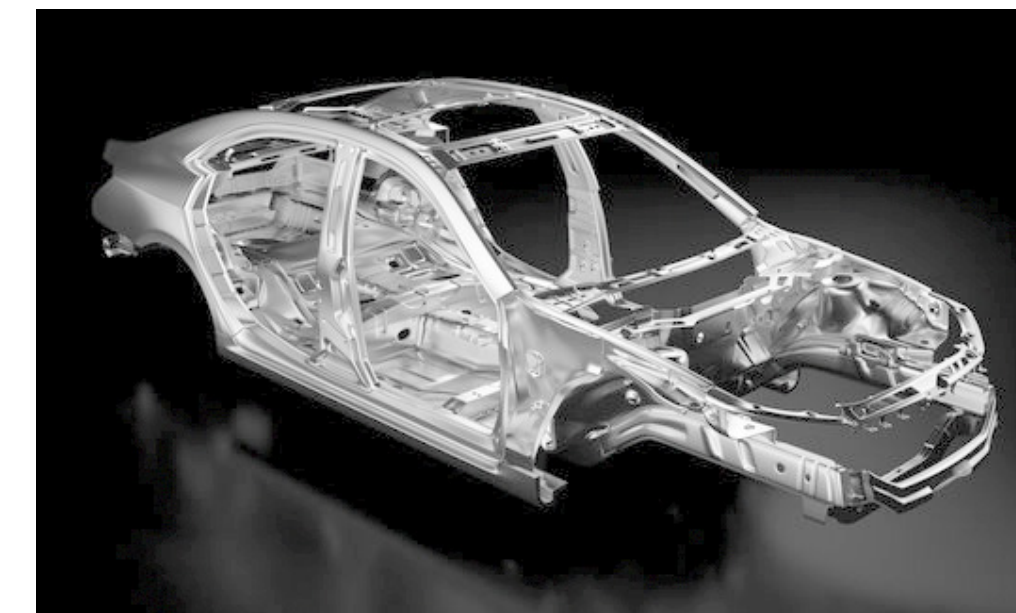
**OIL PIPELINE**

Grade: API X60, X70, X80



**STEEL FOR ELECTRICAL ENGINEERING**

Grade: NGO



**STEEL FOR AUTOMOTIVE PARTS**

Grade: SAPH310-440



**ULTRA-LOW CARBON STEEL FOR HOME APPLIANCES**

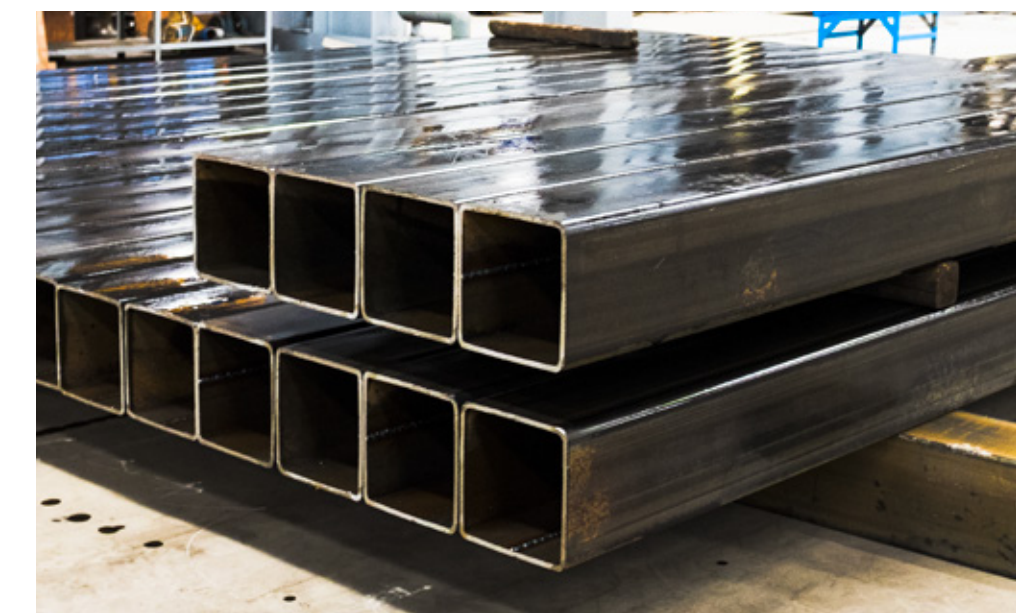
Grade: IF

**HOT ROLLED COIL** AND APPLICATIONS



**GALVANIZED STEEL SHEET**

**Grade:** SAE1006, SPHC, SAE1017



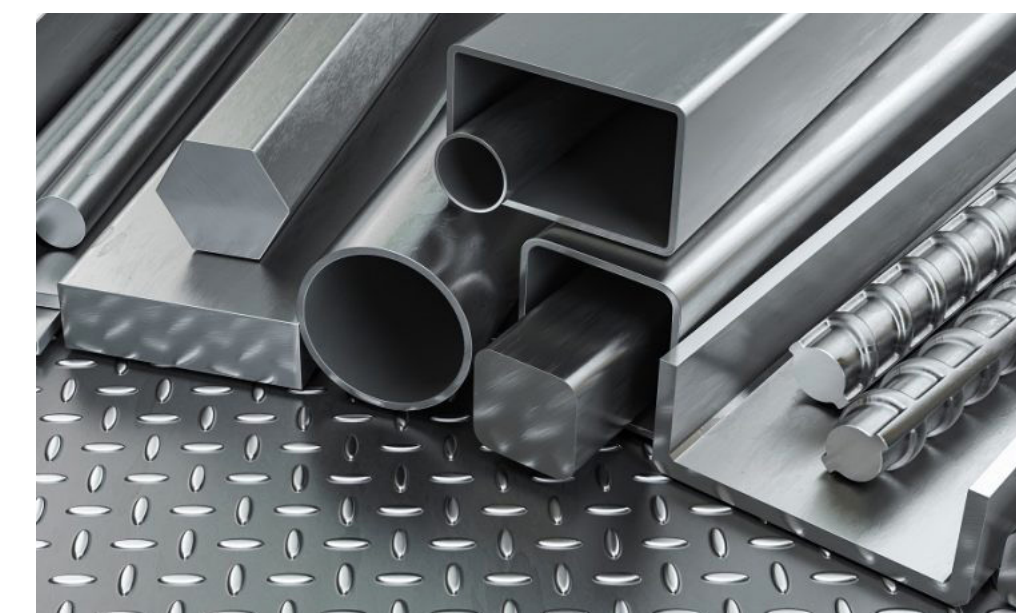
**STEEL PIPE**

**Grade:** SS400, SPHT1, SPHT3, SAE1006, BjPS, BjPC



**CONTAINER**

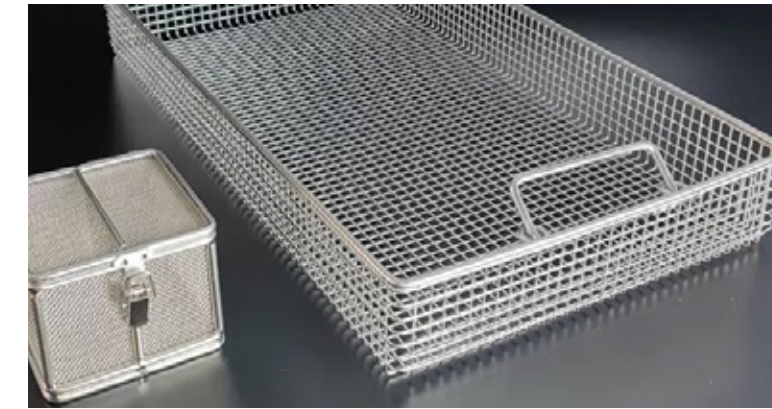
**Grade:** SPA-H



**STRUCTURAL STEEL**

**Grade:** SS400, S235JR, S275JR, S355JR

**WIRE ROD** AND APPLICATIONS



**CB, SAE:** Construction, used for wire drawing, serving the production of household items: steel baskets, steel mesh, etc...



**30MnSi, SWRH82B:** Manufacture PC bar/PC Strand  
**Standard:** JIS G3506: 2017



**SAE1006, SWRCH22A:** Manufacture nails and screws  
**Standard:** JIS 3507



**SWRH72A, SWRH82A:** Manufacture fibers for tire cord  
**Standard:** JIS G3506: 2017



**SWRH 42A/62A:** Manufacture elevator cables, crane cables  
**Standard:** JIS G3506: 2017



**New grades for manufacturing springs,  
ball bearings for other industries (in near future)**

**REBAR/DEFORMED  
BAR IN COIL**

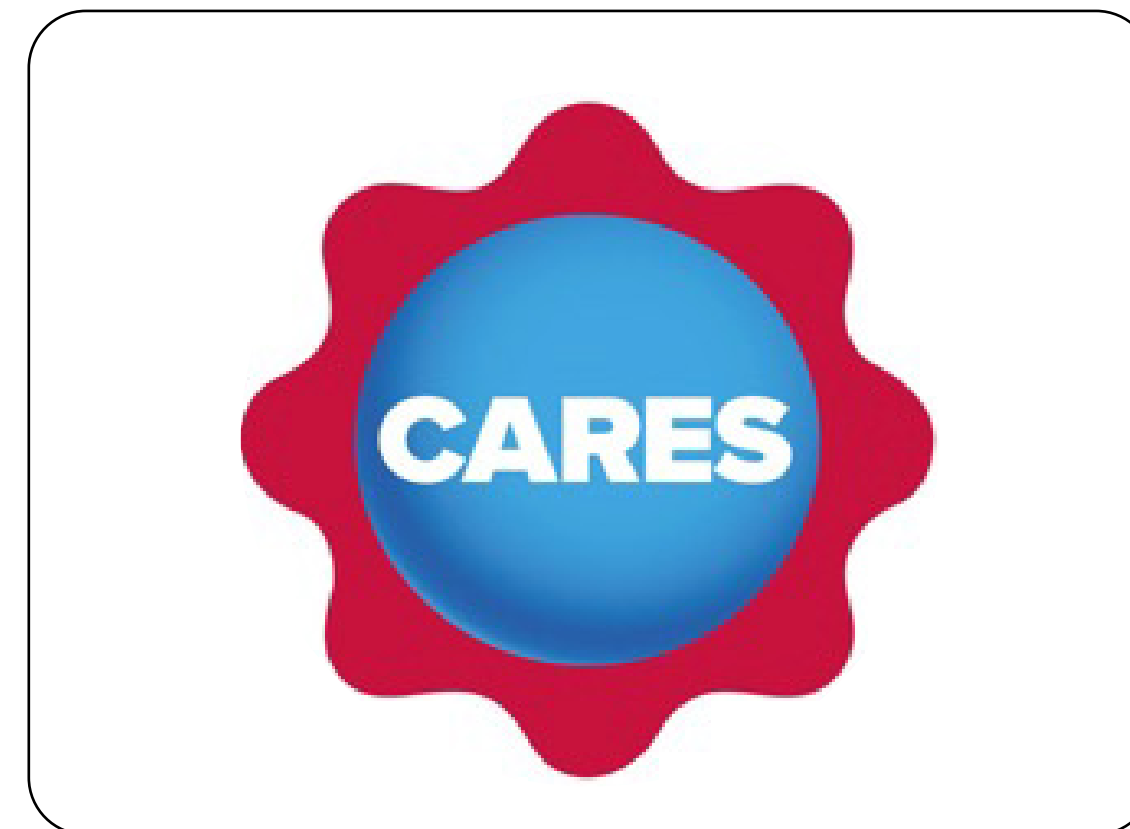
AND APPLICATIONS



**Grades for general civil and construction works:**

Gr40, Gr60, CB300-V, CB400-V, CB500V; CB600V...

**Standard:** TCVN 1651-2-2018



**B500B steel grade has obtained the UK-Cares certification, meeting the standards for export to demanding markets such as Europe, Singapore, etc.**

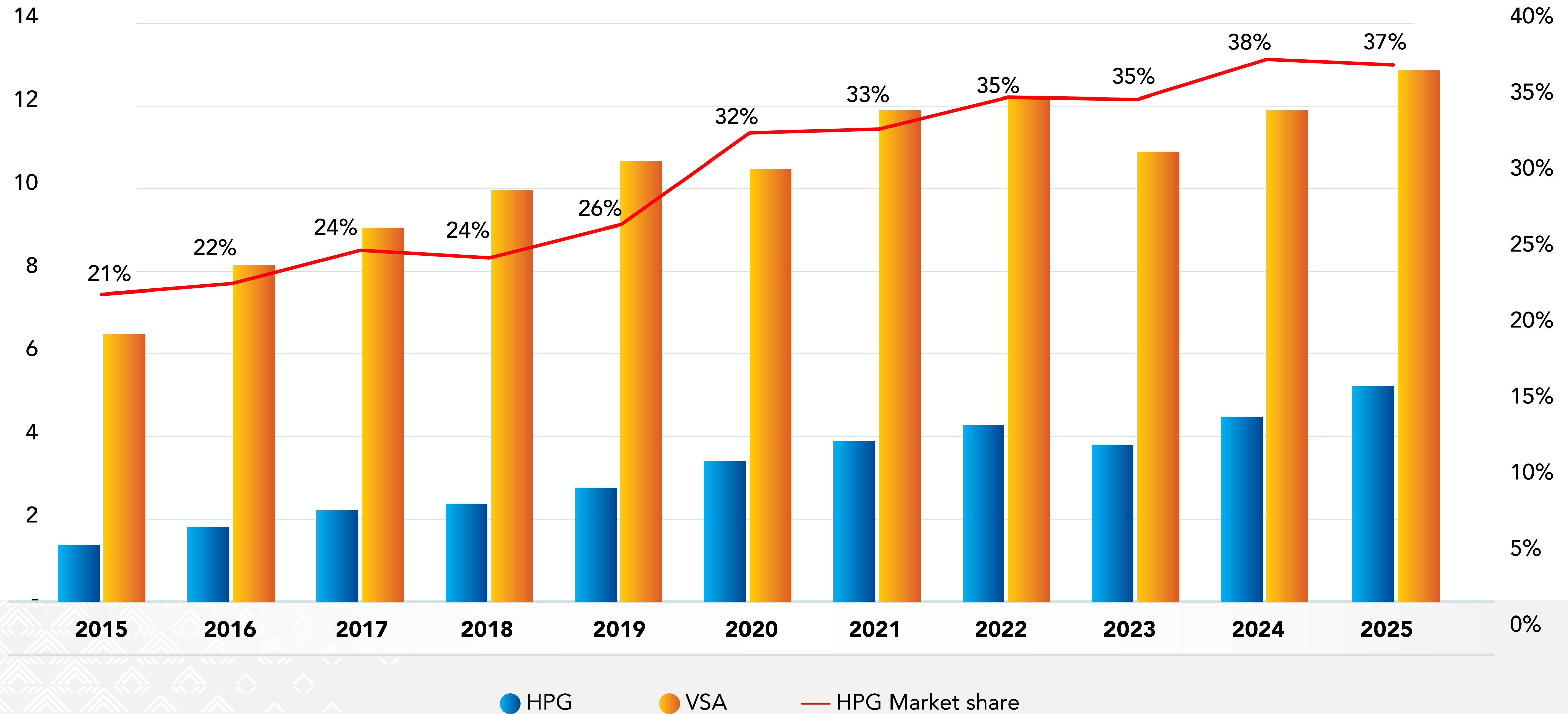
**Standard:** BS 4449: 2005



**Deformed bar in coil: grade B500B**

**Standard:** BS 4449: 2005

▶ OUTPUT AND SHARE MARKET OF HOA PHAT CONSTRUCTION STEEL IN 2015-2025



▶ PRODUCT ECOSYSTEM



### Steel Pipe

- Capacity: 1,200,000 tons/year
- Factory: Hung Yen, Da Nang, Tay Ninh, Ho Chi Minh City
- No.1 market share in Vietnam.

### Steel Sheets

- Capacity: 400,000 tons/year
- Factory: Pho Noi A I.Z., Hung Yen
- Top 5 Market share in Vietnam

### Container Shell

- Hoa Phat Container Manufacturing factory: Capacity: 200,000 TEU/year (Phase 1)
- The first loads were delivered in August 2023

### Prestressed Concrete Steel and Wirerod

- Hoa Phat Hung Yen Wire Rod Factory Capacity: 100,000 tons/year
- Hoa Phat Prestressed Steel Factory – Quang Ngai. Capacity: 320,000 tons/year



### STEEL PIPE

- Capacity: **1,200,000 tons/year**
- Factory: Hung Yen, Da Nang, Tay Ninh, Ho Chi Minh City.
- No.1 market share in Vietnam

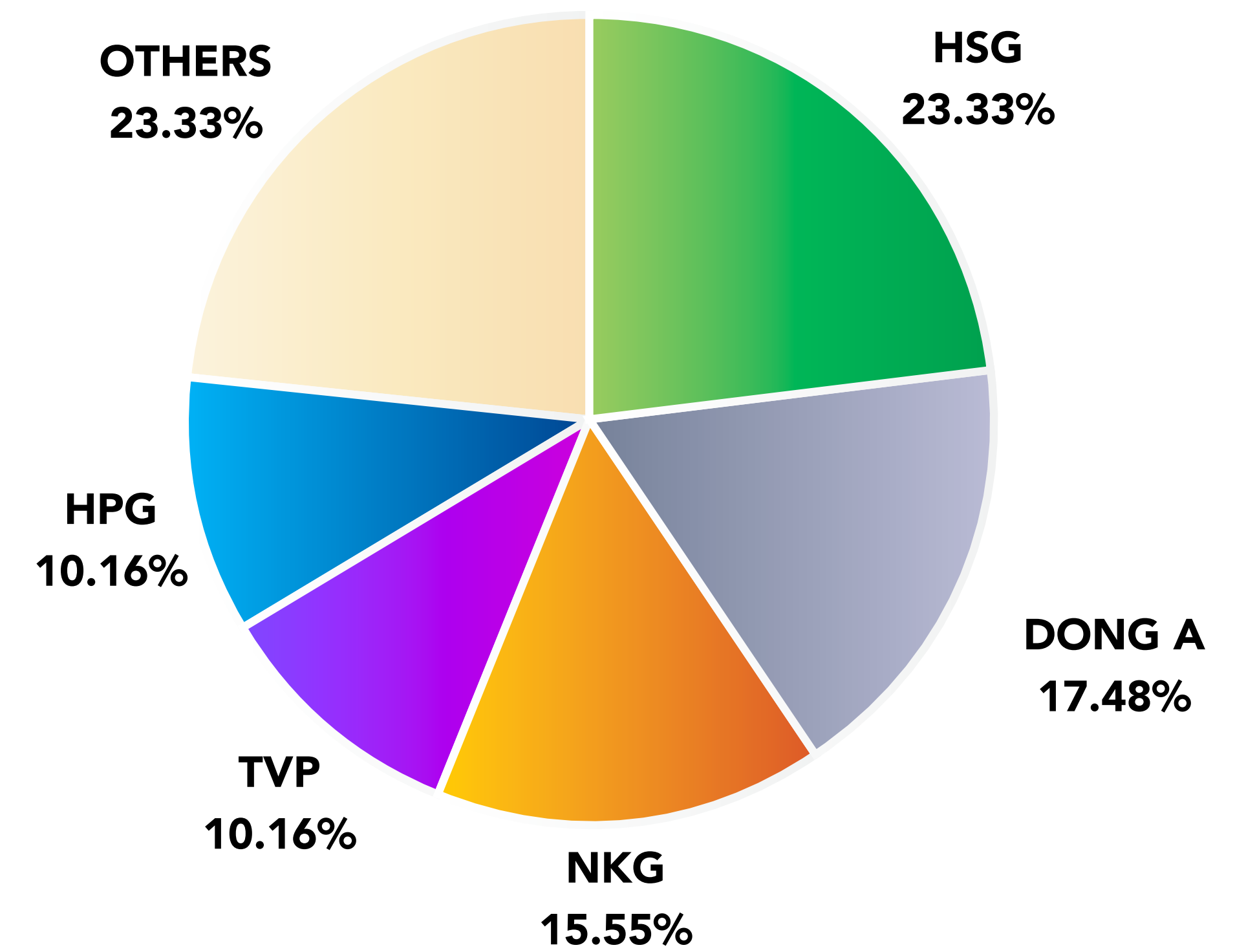
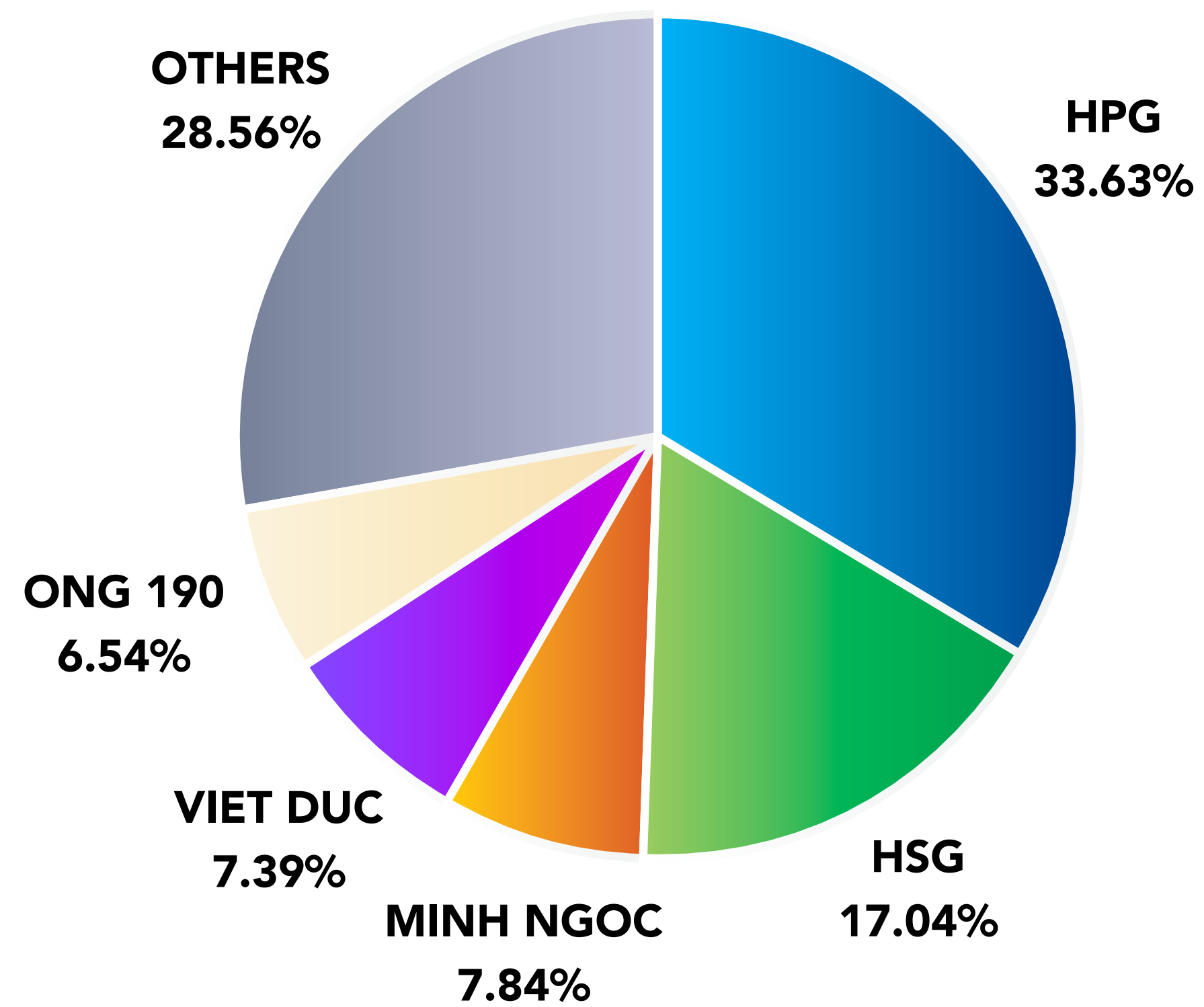


### GALVANIZED STEEL SHEET

- Capacity: **400,000 tons/year**
- Factory: Pho Noi A Industrial Zone, Hung Yen
- Top 5 Market share in Vietnam

➤ MARKET SHARE OF TOP 5 STEEL PIPE MANUFACTURERS IN 2025

➤ MARKET SHARE OF TOP 5 GALVANIZED STEEL SHEET MANUFACTURERS IN 2025



## STEEL WIRE PRESTRESSED STEEL

- Hoa Phat Hung Yen Wire Rod Factory  
Capacity: 100,000 tons/year
- Hoa Phat Prestressed Steel Factory – Quang Ngai  
Capacity: 320,000 tons/year



## CONTAINER MANUFACTURING

- Hoa Phat Container Manufacturing factory:  
Capacity: 200,000 TEU/year (Phase 1)
- The first loads were delivered in August 2023

▶ PRODUCT ECOSYSTEM



**Animal Feed**

Factories in Hung Yen and Dong Nai  
Capacity: 600,000 tons/year  
Brand: HPFeeds, BigBoss

**Pig Husbandry**

Located in Lao Cai, Bac Ninh, Phu Tho,  
Hai Phong, Hung Yen, Dong Nai.  
Capacity: 750,000 pigs/year

**Australian Cow Husbandry**

Located in Hung Yen, Quang Tri,  
Dong Nai  
Capacity: 150,000 cows/year

**Poultry Husbandry**

Farm located in Phu Tho  
Capacity: 336 million eggs/year

## ANIMAL FEED

- **Factories** in Hung Yen and Dong Nai
- **Capacity:** 600,000 tons/year
- **Brand:** HPFeeds, BigBoss



## PIG HUSBANDRY

- **Located** in Lao Cai, Bac Ninh, Phu Tho, Hung Yen, Hai Phong, Dong Nai
- **Capacity:** 750,000 pigs/year



## AUSTRALIAN COW HUSBANDRY

- **Located** in Hung Yen, Quang Tri, Dong Nai
- **Capacity:** 150,000 cows/year



## POULTRY HUSBANDRY

- **Farm located** in Phu Tho
- **Capacity:** 336 million eggs/year



▶ PRODUCT ECOSYSTEM



**Industrial zones**

- Pho Noi A, Yen My II, Hoa Mac, Dong Phuc.
- Hoang Dieu
- Ly Thuong Kiet

**Residence, Urban Area**

- Hoa Phat 257 Giai Phong building
- Mandarin Garden
- Mandarin Garden 2
- Hoa Phat 70 Nguyen Duc Canh building
- Yen My II I.Z Residence Project

## ▶ INDUSTRIAL ZONES

- PHO NOI A I.Z - 688 Ha
- YEN MY II I.Z - 312 Ha
- HOA MAC I.Z - 131 Ha
- DONG PHUC I.Z - 354 Ha
- HOANG DIEU I.Z - 245 Ha
- LY THUONG KIET I.Z - 235 Ha



## ▶ URBAN AREA, RESIDENCE

- MANDARIN GARDEN
- MANDARIN GARDEN 2
- HOA PHAT 70 NGUYEN DUC CANH BUILDING
- HOA PHAT 257 GIAI PHONG BUILDING
- YEN MY II I.Z RESIDENCE PROJECT



▶ PRODUCT ECOSYSTEM



**Refrigeration**

freezer, refrigerator, air-conditioner, washing machine...



**Home Appliances**

Water-purifier, air cooler, dish-washer, kitchen appliances...

## REFRIGERATION PRODUCTS MANUFACTURING

- Freezer manufacturing factory located in Hung Yen
- Refrigeration home appliances manufacturing located in Phu My
- Products: Hoa Phat freezer, refrigerator, Funiki air-conditioner

### TOTAL CAPACITY

- 1.3 million products/year



## HOME APPLIANCES MANUFACTURING

- **Hoa Phat Ha Nam Home Appliances JSC**
- **Products:** Water-purifier, air-cooler, air-purifier, dehumidifier, induction cooktop, infrared cooktop, etc...

**HÒA PHÁT**  
ĐIỆN MÁY GIA DỤNG

**HẾT LÒNG VÌ NƯỚC**  
XỨNG NIỀM TIN YÊU

**CHUẨN QUỐC GIA**  
NƯỚC UỐNG TRỰC TIẾP TẠI VÒI

QC/N 6-1:2010/BYT  
QUY CHUẨN NƯỚC SẠCH TRỰC TIẾP

**HÒA PHÁT** **Funiki**  
ĐIỆN MÁY GIA DỤNG

**QUẠT ĐIỆN FUNIKI**  
ĐỘNG CƠ BỀN BỈ CHO LÀN GIÓ MÁT LÀNH

# 03

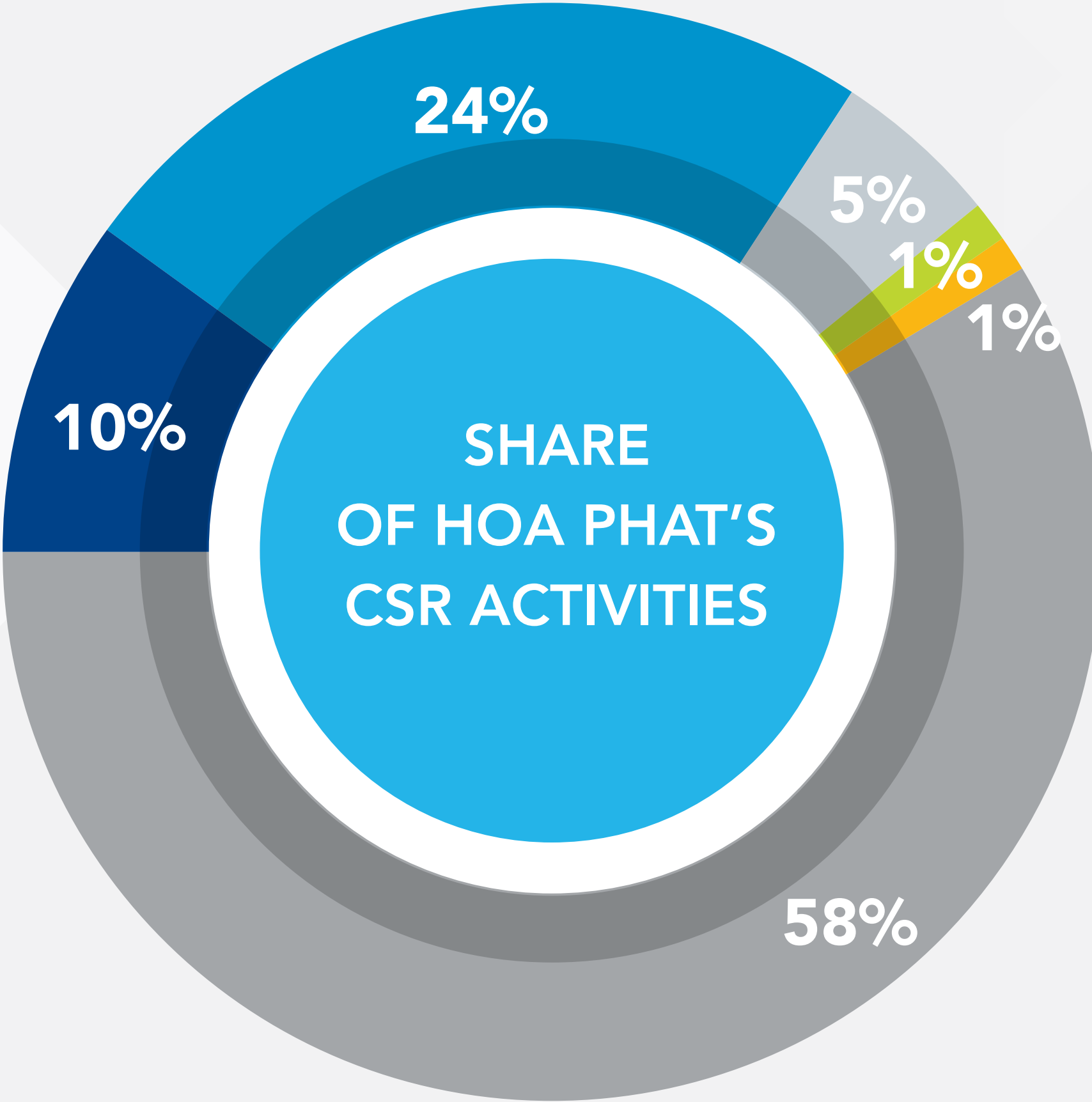
## SOCIAL RESPONSIBILITY, SUSTAINABLE DEVELOPMENT

40 - 43



# SOCIAL RESPONSIBILITY

Every year, Hoa Phat allocates billions of VND for CSR activities, focused on 4 main groups: Healthcare, Education, Transportation and Community



- A loving spring
- Heartbeat of love
- Charitable godmother
- Together with Hoa Phat to school
- Support students
- Others



## SUPPORT IN RECOVERING FROM THE EFFECTS OF TYPHOON YAGI



## ACCOMPANYING THE GOVERNMENT IN ELIMINATING TEMPORARY AND DILAPIDATED HOUSES



## GIVING TET GIFTS TO THE UNFORTUNATES



## SPONSORING THE RECONSTRUCTION OF NU VILLAGE AFTER THE TYPHOON



## SPONSORING THE CONSTRUCTION OF THE NEW BINH DONG PRIMARY SCHOOL



## PROVIDING MONTHLY SUPPORT TO ORPHANS

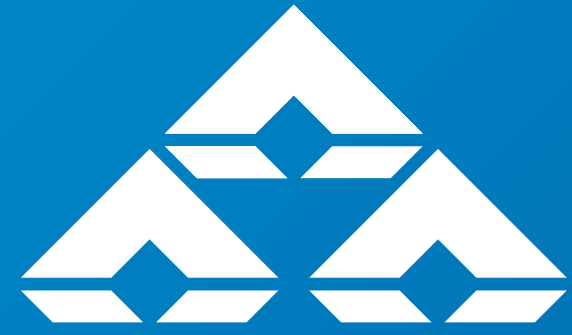


- Optimizing, recycling materials
- Using renewable energy
- Research on reducing energy consumption and increasing the self-sufficiency rate in electricity production
- Using production technology that completely eliminates the use of fossil fuels
- Keep on updating new technologies
- Developing a roadmap for maximum emission reduction.



RESEARCH AND DEVELOPMENT IN COLLABORATION WITH LEADING GLOBAL AND DOMESTIC PARTNERS TO REDUCE CO<sup>2</sup> EMISSIONS





**HOA PHAT**<sup>®</sup>  
HARMONY FOR JOINT DEVELOPMENT

***THANK YOU!***

