

# HOA PHAT GROUP OVERVIEW & STEEL SEGMENT



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### Vision, Mission and Values of HPG

### VISION

To become an industrial manufacturer with leading product quality and steel production being its core business sector.

### **MISSION**

To provide leading products, contribute to the improving life quality and gain customers' trust

### **VALUES**

Hoa Phat Group's core value is "Harmony for Joint Development". This can be reflected from the relationship among employees, between the Group and partners, distributors, shareholders and the community, in which the harmonized benefits of all parties to achieve sustainable development are perfectly ensured.

In particular, Hoa Phat Group has built a trusted, sustainable and long-lasting relationship like soldiers on the same boat with distributors who has been accompanying with the Group since its establishment



### **Key information**



Legal name:

HOA PHAT GROUP
JOINT STOCK COMPANY



**SINCE AUGUST 1992** 



**25,000+ EMPLOYEES** 



MARKET CAPITALIZATION: USD 6.5 BILLION



**4 BUSINESS SEGMENTS** 



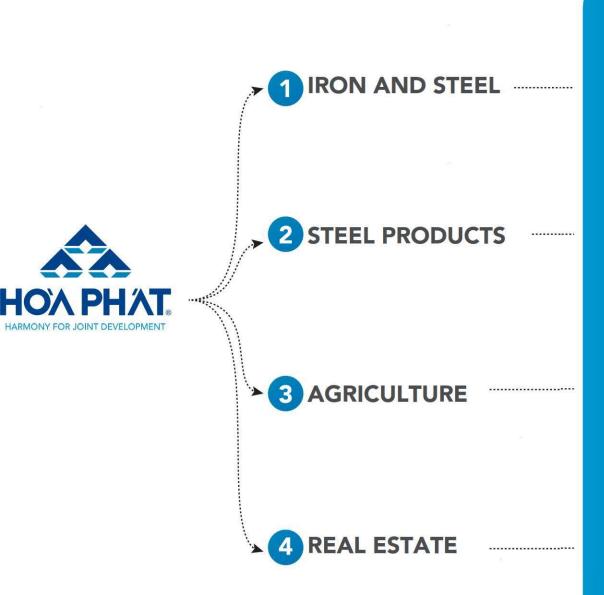
NO.1 MARKET SHARE OF CONSTRUCTION STEEL AND STEEL PIPE



USD 2 BILLION BOOK EQUITY



#### CORPORATE STRUCTURE



- HOA PHAT HUNG YEN STEEL CO., LTD
- HOA PHAT HAI DUONG STEEL JSC

  HOA PHAT SHIPPING JSC
- HOA PHAT DUNG QUAT STEEL JSC
- AN THONG MINERAL INVESTMENT JSC
- HOA PHAT STEEL PIPE CO., LTD
- HOA PHAT STEEL SHEET CO., LTD
- HOA PHAT METAL PRODUCING CO., LTD
- HOA PHAT CONTAINER PRODUCTION JOINT STOCK COMPANY
- HOA PHAT REFRIGERATION ENGINEERING CO., LTD
- HOA PHAT HUNG YEN ANIMAL FEED CO.,LTD
- HOA PHAT DONG NAI ANIMAL FEED CO.,LTD
- HOA PHAT LIVESTOCK DEVELOPMENT JSC
- HOA PHAT TRADING CO.,LTD
- HOA PHAT POULTRY CO.,LTD
- HOA PHAT URBAN DEVELOPMENT AND CONSTRUCTION JSC



### **Historical Timelines of Key Achievements**

#### 8/1992

Establishing Hoa Phat Equipment & Accessories Co., Ltd

#### 8/1996

Establishing Hoa Phat Steel Pipe Co., Ltd

#### 1/2007

a group with Hoa Phat Group Joint Stock Company being the Holding Company of its subsidiaries

Restructuring as

#### 1/2011

Listing HPG

Market

shares on the

Vietnam Stock

operation 15/11/2007 model of the Parent Company by separating the steel production and trading segment

Structuring of

#### 2013

Finishing the second phase of the Hoa Phat Steel Integrated Complex, raising the total capacity of Hoa Phat to 1.15 million tons per year.

Hoa Phat Steel pipe had No. 1 market share for the first time with 130,000 tons.

#### 9/3/2015

Hoa Phat officially launched Hoa Phat Hung Yen Feeds Limited Liability Company, marking a new step by penetrating the agricultural sector

#### January 2021

Hoa Phat Dung Quat Iron and Steel Complex completed synchronously in both phases, bringing Hoa Phat into the Top 50 largest steel enterprises in the world.

#### 11/1995

Establishing Hoa Phat Furniture JSC

#### 2001

Establishing Hoa Phat Hung Yen Steel Co., Ltd; Hoa Phat Refrigeration Engineering Co., Ltd: Hoa Phat Urban Development and

Construction JSC

#### 8/2007

Establishing Hoa Phat Hai Duong Steel JSC to initiate the Hoa Phat Steel Integrated Complex in Kinh Mon District, Hai Duong Province using Blast furnace technology

#### 6/2009

An Thong Mineral Investment JSC became a member of the Hoa Phat Group.

#### 8/2012

20th anniversary of Hoa Phat development. Third Class Labor Order awarded by the President.

#### 2014

Hoa Phat construction Steel had No. 1 market share for the first time with over 1 million tons.

#### 2/2016

Establishing Hoa Phat Agriculture Development JSC Finishing the 3rd phase of the Hoa Phat Steel Integrated Complex, raising the total steel capacity of Hoa Phat to over 2 million tons per year

2/2017

Establishing Hoa Phat

Phat Dung Quat Steel

Integrated Complex in

Quang Ngai Province

with the capacity of 4

million tons per year

Dung Quat Steel

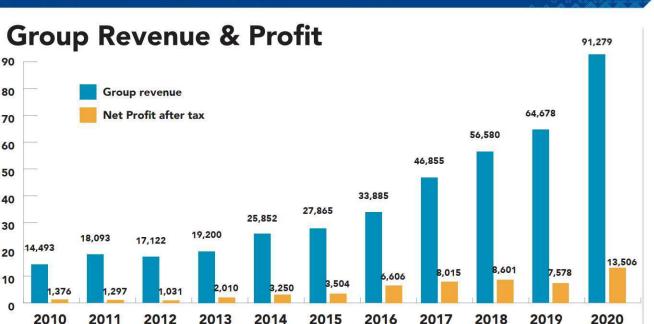
JSC, initiating Hoa

#### 2019

The first blast furnace of Hoa Phat Dung Quat Integrated Steel complex Project was officially put in to operation

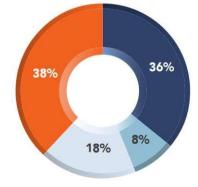
Nearly 3,5 million tons of steel in 2019 (construction steel and steel pipe)











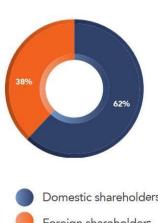
Board of Management, Supervisory Board, Board of Directos, Chief Accountant

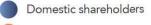
Related people

Other domestic shareholders

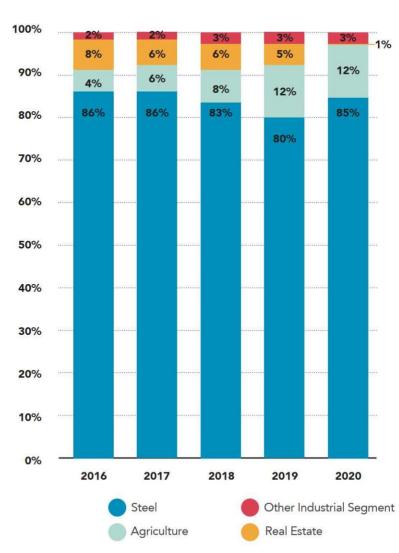
Foreign shareholders









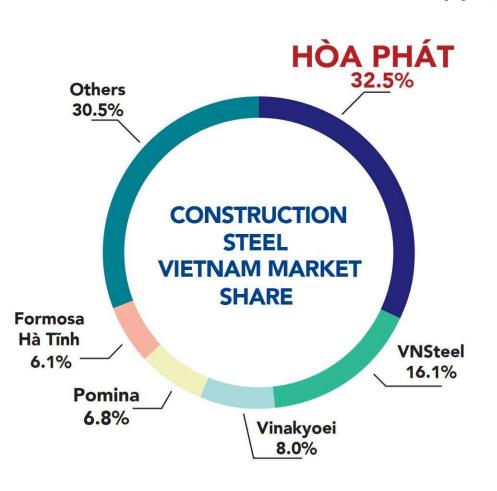


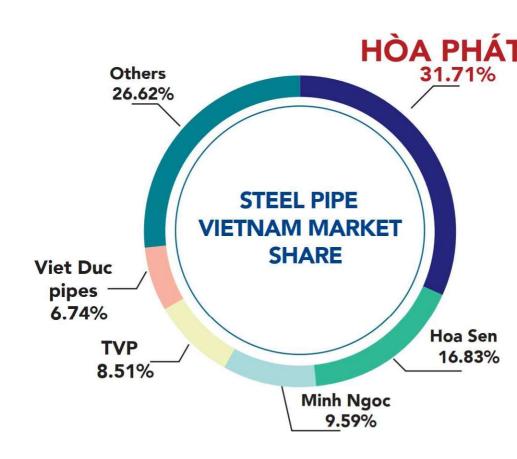
### Group Revenue Breakdown





No1 market share in construction steel and steel pipe (From 2014 to now)









- In 2025, when Hoa Phat Dung Quat Project 2 is completed, Hoa Phat will produce 14 million tons of crude steel per year
- 1. HUNG YEN
- Construction steel: 0.3 mn tons/year (EAF)
- Steel pipe: 0.4 mn tons/year
- Steel sheet: 0.45 mn tons/year
- Drawn Steel Wire: 0.1 million ton/year
- 2. HAI DUONG
- Construction steel: 2.5 mn tons/year (BOF)
- 3. DA NANG
- Steel pipe: 0.2 mn tons/year

#### 4.1 QUANG NGAI (DUNG QUAT)

- Construction steel: 2.6 mn tons/year (BOF)
- Hot rolled coil: 3.0 mn tons/year (BOF)
- Pre-stressed concrete steel: 320.000 tons/year
- 4.2 Hoa Phat Dung Quat Project 2 (expected):
- Flat steel: 4.6 million tons/year
- High quality rebar, wire rod: 1 million tons/year

#### 5. BINH DUONG

- Steel pipe: 0.2 mn tons/year
- 6. LONG AN
- Steel pipe: 0.15 mn tons/year





### HOA PHAT DUNG QUAT STEEL INTEGRATED COMPLEX

- Scale: 376 ha
- Deep Sea Port with

Berth Capacity: 200,000 DWT

- Designed capacity: 5.2 MTPY, in which:
  - 2.2 MTPY of construction steel, high quality wire rod
  - 3 MTPY of Hot Rolled Coils





### HOA PHAT HAI DUONG STEEL INTEGRATED COMPLEX

• Scale: More than 80ha

• Capacity: 2.5 MTPY of construction steel



## **III.STEEL PRODUCTS**

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## CONSTRUCTION STEEL - WIREROD AND REBAR





#### III. STEEL PRODUCTS

## CONSTRUCTION STEEL - WIRE ROD AND REBAR

Product	Standard	Grade	Size	Usage	Capacity
Wire rod	JIS G3505 (Japan)	SWRM6 ~ SWRM22	5.5mm ~ 16mm	Manufacture drawstring steel, steel mesh, nail, screw, bolts  Manufacture welding rod	2.2 million tons/year
	JIS G3507 (Japan)	SWRCH6R ~ SWRCH17R	5.5mm ~ 16mm		
	ASTM A510/A510M-13 (USA)	SAE1006 ~ SAE1023	5.5mm ~ 16mm		
	MS ISO 16120-2:2008 (Malaysia)	C7D/ C9D/ C12D/ C18D	5.5mm ~ 13.5mm		
	JIS G3503 : 2006 (Japan)	SWRY11	5.5mm ~ 9.5mm		
	TCVN 1651- 2008 (Vietnam)	CB240T	6/8/10/12/14mm	For construction	
		CB300 - V	8mm		
Rebar	ASTM A615/A615M - 14 (USA)	Gr40/ Gr60	#3 ~ #11	Reinforced concrete	3.4 million tons/year
	TCVN 1651- 2008 (Vietnam)	CB300V / CB400V/ CB500V	10 ~ 50mm		
	JIS G3112 1987 (Japan)	SD295/ SD345/ SD390/ SD490	10 ~ 50mm		
	CSA G30 18-09 (Canada)	400W / 500W	15M ~ 35M		
	MS146 2014 (Malaysia)	B500B	10/12/16/20/25/32/40mm		
	BS4449 – 2005 (England)	B500B	10mm ~ 40mm		
	NZS4671 2001 (Australia/ New Zealand)	500N	12mm ~ 36mm		
	CS2: 2012 (Hong Kong)	500B	10/12/16/20/25/32/40mm		
	KS STANDARD (Korea)	SD400, SD500, SD600	10/13/16/19/22/25/29/32mm		