



HOA PHÁT GROUP OVERVIEW & STEEL SEGMENT



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HÒA PHÁT®

HARMONY FOR JOINT DEVELOPMENT

I. COMPANY OVERVIEW

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

I. COMPANY OVERVIEW

Key information



Legal name:

**HOA PHAT GROUP
JOINT STOCK COMPANY**

1992

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**

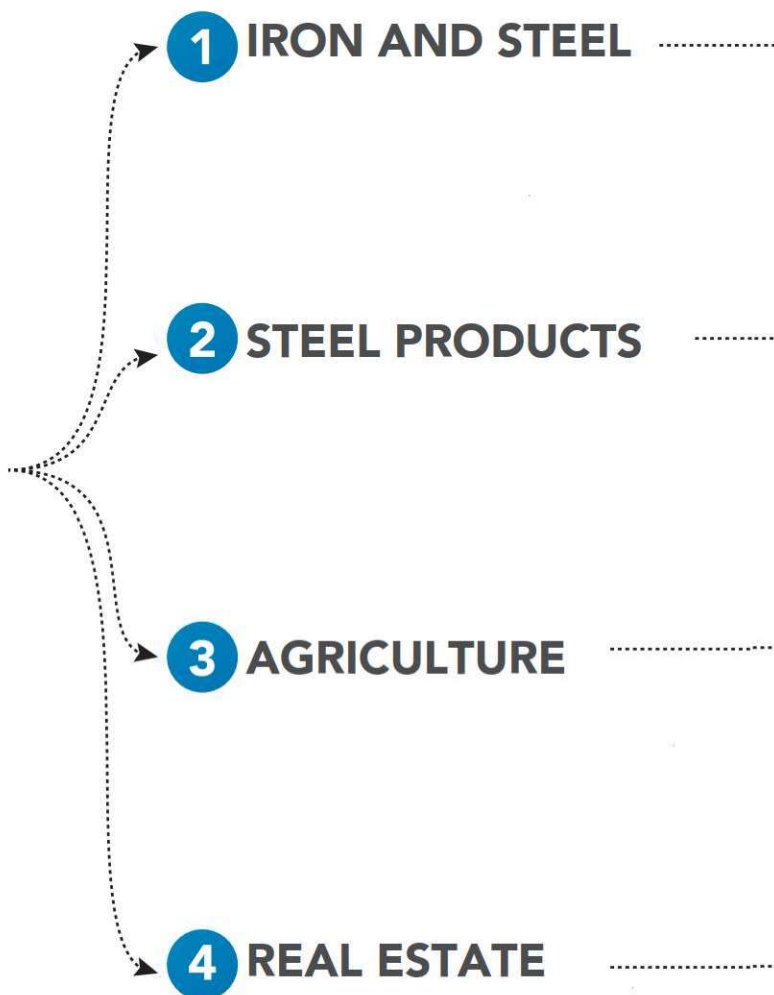


**USD 2 BILLION
BOOK EQUITY**

I. COMPANY OVERVIEW



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

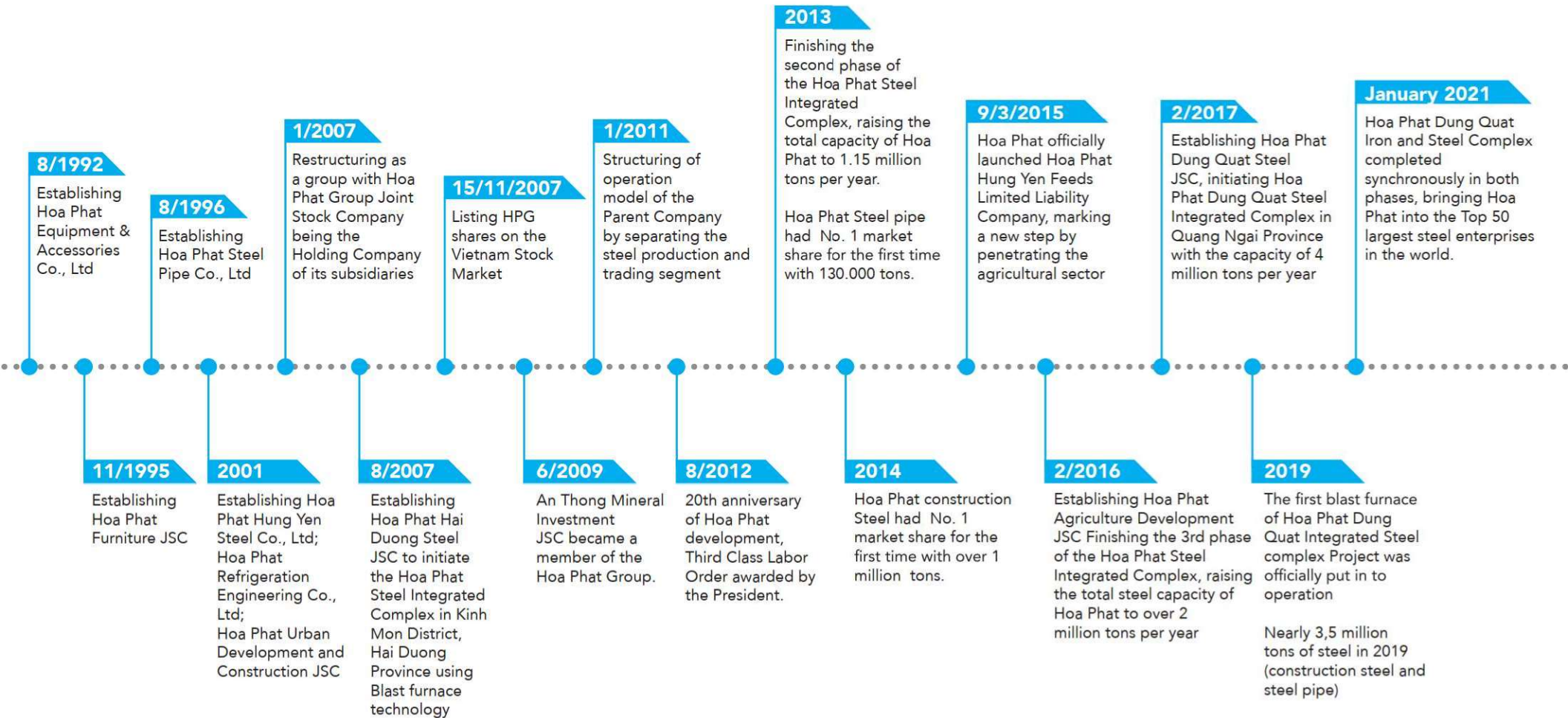
- HOA PHAT STEEL PIPE CO., LTD
- HOA PHAT STEEL SHEET CO., LTD
- HOA PHAT METAL PRODUCING CO., LTD
- HOA PHAT CONTAINER PRODUCTION JOINT STOCK COMPANY
- HOA PHAT REFRIGERATION ENGINEERING CO., LTD

- 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

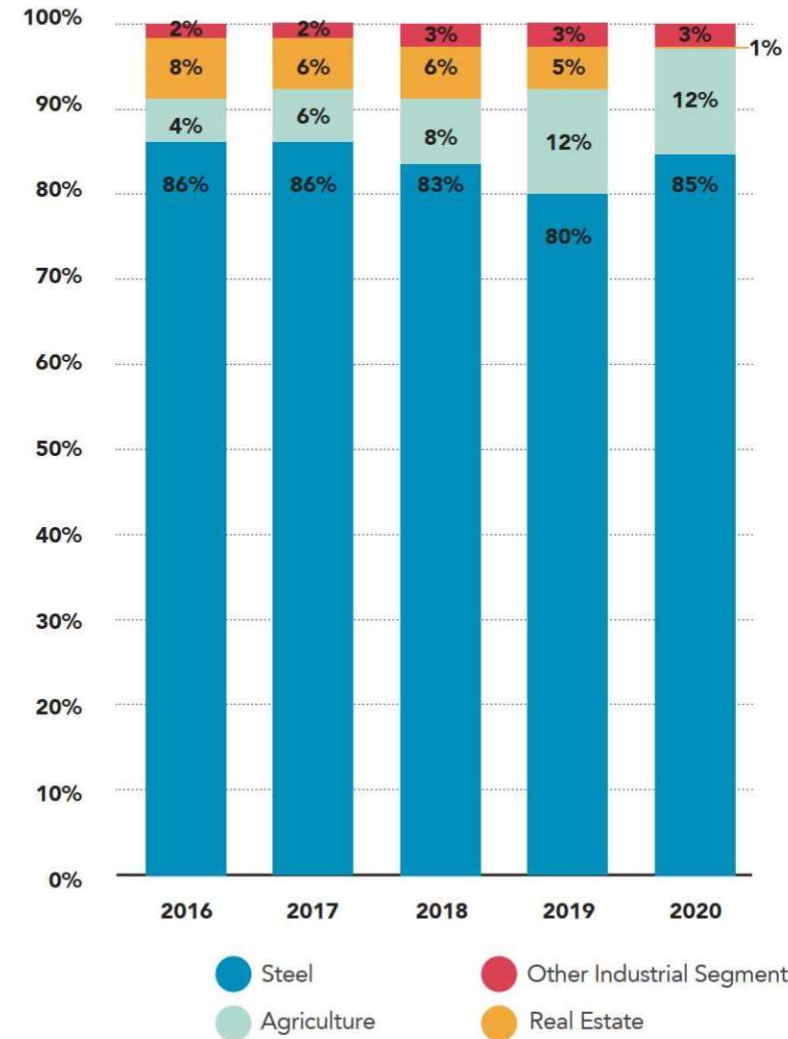
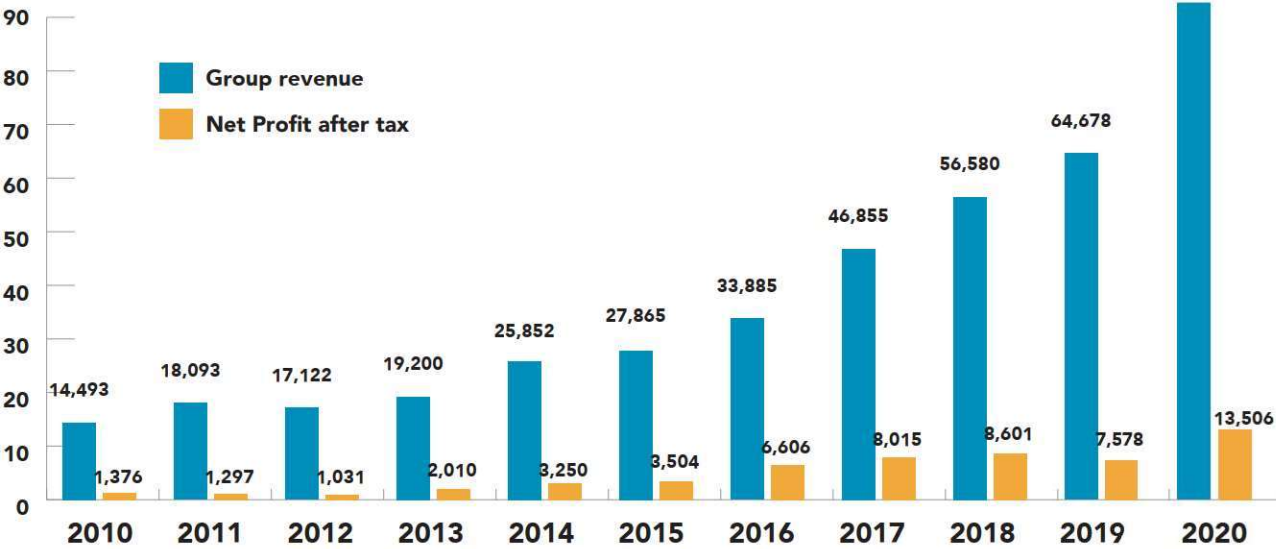
I. COMPANY OVERVIEW

Historical Timelines of Key Achievements



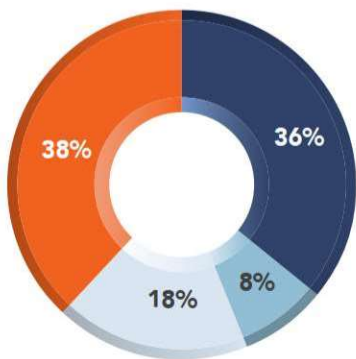
I. COMPANY OVERVIEW

Group Revenue & Profit



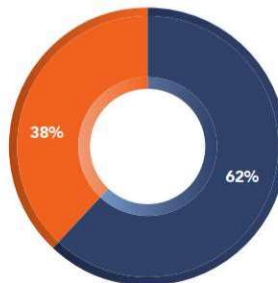
Shareholder Structure

Structure of shareholder by group



- Board of Management, Supervisory Board, Board of Directors, Chief Accountant
- Related people
- Other domestic shareholders
- Foreign shareholders

Structure of shareholder by geographical region



- Domestic shareholders
- Foreign shareholders

Group Revenue Breakdown



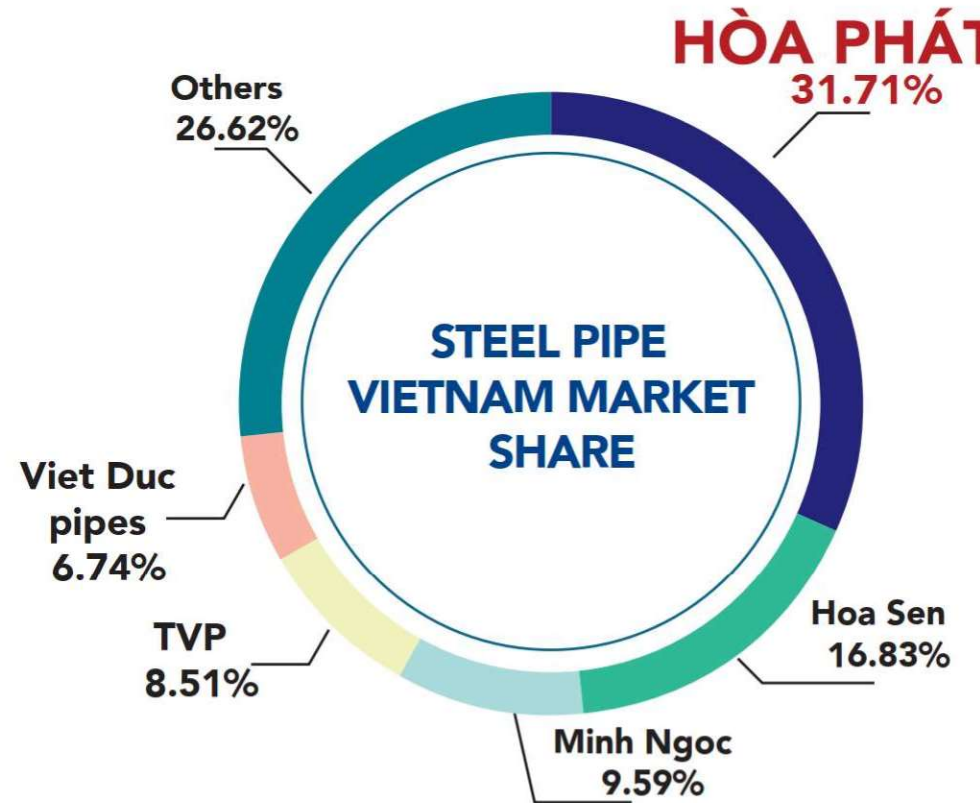
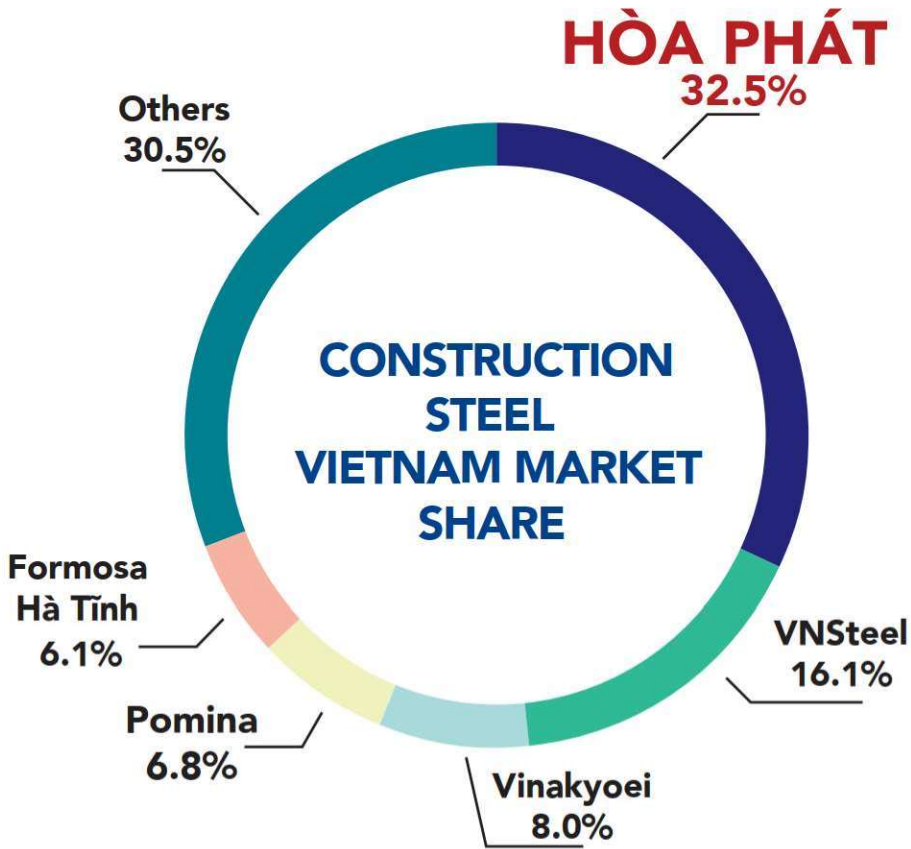
HOA PHAT[®]
HARMONY FOR JOINT DEVELOPMENT

II. STEEL SEGMENT

II. STEEL SEGMENT



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



*By Vietnam Steel Association, 1/2021

II. STEEL SEGMENT



• At present, Hoa Phat produces 8 million tons of crude steel/year
- 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



HOA PHAT[®]
HARMONY FOR JOINT DEVELOPMENT

III. STEEL PRODUCTS

CONSTRUCTION STEEL – WIRE ROD AND REBAR



Wire rod



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	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	Manufacture welding rod	
	JIS G3503 : 2006 (Japan)	SWRY11	5.5mm ~ 9.5mm		
	TCVN 1651- 2008 (Vietnam)	CB240T	6/8/10/12/14mm		
	CB300 - V	8mm	For construction		
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		