

A large, abstract geometric graphic on the left side of the slide, composed of various blue and orange parallelograms and triangles arranged in a complex, overlapping pattern.

# COMPANY PROFILE

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# Company Overview

## PHA LE PLASTICS MANUFACTURING – TECHNOLOGY JOINT STOCK COMPANY

### Address:

4/NO 9, Huynh Van Nghe street, Sai Dong urban area, Viet Hung ward, Long Bien district, Hanoi city, Vietnam.

**Founded year:** 2008

### Website:

<https://phaleplastics.com.vn/>

### Plastic additives, packaging Factories:

- 1st: Lot 4.3 MP Dinh Vu Industrial Park, Hai Phong city.
- 2nd: Quy Hop district, Nghe An province.

### SPC Flooring Factories:

- Lot CN4.1, MP Dinh Vu Industrial Park, Hai Phong City.





# Experienced Board of Directors & Management

## Board of Directors

**Mr. Mai Thanh Phuong**  
**Chairman**

30 years of experience in management of manufacturing, mining and investment enterprises

**Mr. Le Thac Tuan**  
**Independent member of the BOD**

28 years of experience in management of mining and manufacturing enterprises

**Ms. Tran Hai Yen**  
**Member of the BOD cum CEO**

17 years of experience in business administration

## Board of Manager

**Mr. Nguyen Thanh Binh**  
**Deputy General Manager**

22 years of experience in manufacturing

**Mr. Phạm Xuan Tri**  
**CFO, Chief Accountant**

7 years of experience in finance and accounting

**Assoc. Prof. Dr Nguyen Huy Tung**  
**Chief Technology Officer**

Lecturer at Polymer Materials Research Center - Hanoi University of Science and Technology.  
VIFOTEC Science and Technology Award 2008

## R&D Advisory Board

**Assoc. Prof. Dr Nguyen Quang Liem**

Former Director of Materials Institute - Vietnam Academy of Science and Technology

**Assoc. Prof. Dr Hoang Anh Son**

Deputy Director of Materials Institute - Vietnam Academy of Science and Technology

**Dr. Nguyen Vu Giang**

Deputy Director of Institute of Tropical Engineering - Vietnam Academy of Science and Technology

**Assoc. Prof. Dr Phan Ke Long**

Deputy General Director, Vietnam Museum of Nature - Vietnam Academy of Science and Technology



# Experienced, reputable and transparent listed company

## 2017



**VND 415 bn**  
Total Assets



**VND 211 bn**  
Total Debt



**VND 203 bn**  
Total Equity



**10 Million**  
Issued Shares



**352**  
Total shareholders

Source: 2022 financial statements

## 2022

**VND 2.720 bn**  
Total Assets

**VND 1.585 bn**  
Total Debt

**VND 1.136 bn**  
Total Equity

**70 Million**  
Issued Shares

**5.552**  
Total shareholders

## Market Recognition



**18,93**  
P/E (\*)

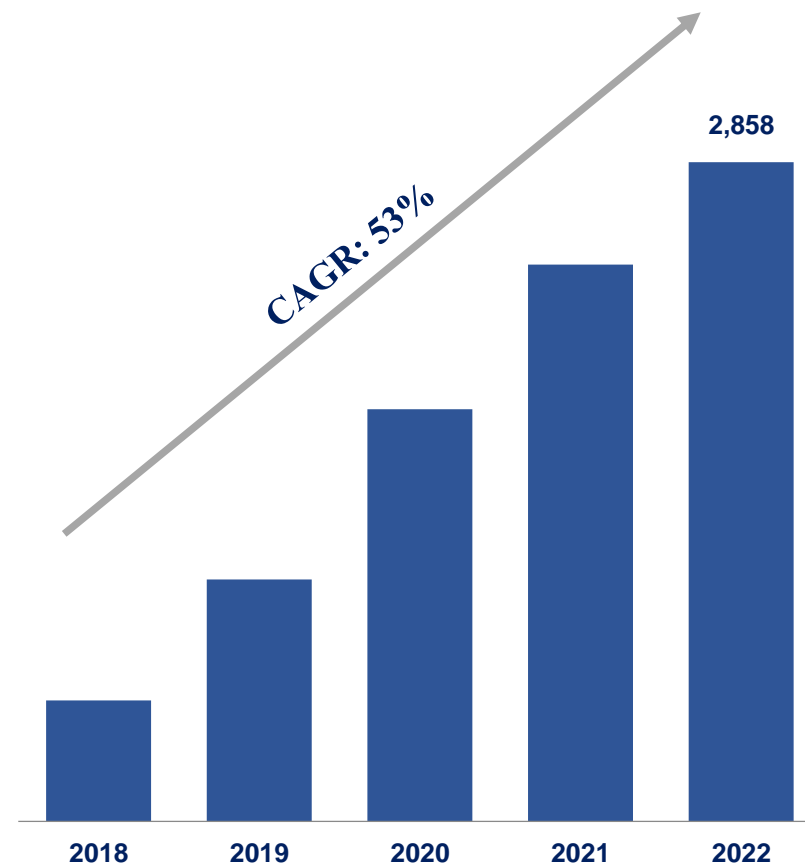
**VND 0,24**  
EPS



**VND 318 bn**  
Market Capitalization(\*)

(\*) Closing price as end of 4 May 2023

## Revenue Growth



Unit: bil dong

## Business Area





# Our Mission

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**P - PARTNERSHIP**



**L - LEADING**



**P - PRODUCTIVITY**



# Our History



## ESTABLISHMENT

Charter capital 100 bil dong, business in mining and mineral processing



## INVESTMENT

CaCO<sub>3</sub> stone factory has an output of 199,680 tons/year; Granted investment certificate for superfine stone powder factory (108,000 tons/year) and plastic additives (96,000 tons/year) in Hai Phong



## LISTED

Stock code PLP, listed on HOSE, charter capital 150 bil dong. Invested in exploiting 2 production lines of Filler Masterbatch, increasing the capacity of 52,800 tons/year



## EXPANSE

Invest in buying Minh Cam quarry - Quang Binh, invest in a joint venture in 2 real estate projects Ha Long - Quang Ninh, operate the first SPC factory in Nhon Trach - Dong Nai



## BREAKTHROUGH

Increasing charter capital to 700 bil dong. Invest in Quang Hanh mineral water mine, M&A 3 real estate projects in Quang Ninh: 156ha, 75ha, 16ha

2008

2009  
2013



## PREPARATION

Licensed to exploit Thung Hung quarry. Establish Nghe An branch to exploit

2014

2016



## ACCELERATION

Filler Masterbatch factory operates with 2 lines, designed capacity 26,400 tons/year

2017

2018



## EXTENTION

Expected to increase capital to 315 bil dong. Invest and upgrade Filler Masterbatch line to 95,000 tons/year; invest in production line of artificial marble 1.8 million m<sup>2</sup>/year

2020

2021



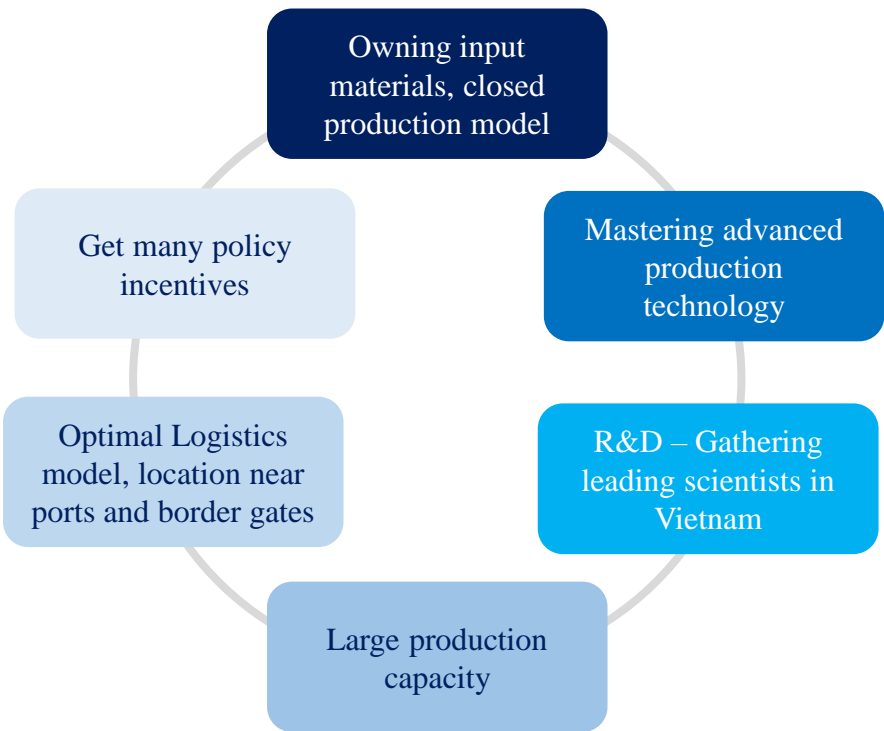
## ASCENSION

Increase charter capital to 400 bil dong. Invest in a joint venture to build the 2nd SPC factory in Dinh Vu Hai Phong industrial park, with a capacity of 15 million m<sup>2</sup>/year

2022



# Business Position



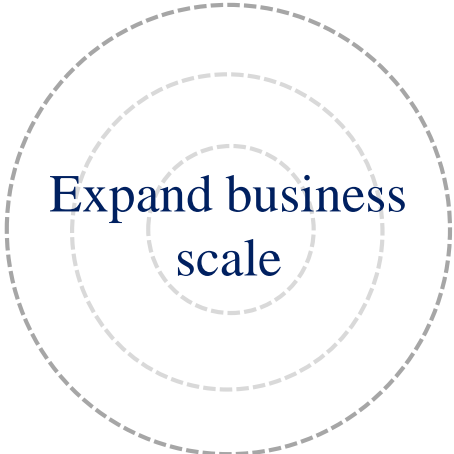
**15** years of establishment and development

**6** years of reputable and transparent listed company on the stock market

## Outstanding Business Awards



2 consecutive years to reach the Top 10 fastest growing enterprises in Vietnam





# Intrinsic Value



## Brand

- Listed on HOSE

- Top 5 FM



## Logistics

- Mipec seaport: TI 2.500 bil dong (14%)
- Railway Construction.JSC-RCC : 817 bil dong (15%)



## Mineral Mines

- Nghe An white stone quarry : 940 bil dong (100%)
- Quang Binh construction stone quarry : 180 bil dong (100%)
- Tuyen Quang metal mine: 300 bil dong (100%)
- Quang Hanh mineral water mine : 300 bil dong (100%)



## Real Estate

- Aquarium Park - QN: TI 2.600 bil dong (30%)
- Phale Residence - QN: TI 800 bil dong (100%)
- Rivera Premier - HN: TI 1.600 bil dong (25%)
- Victoria Beach City - QN: 156ha (50%)
- Victoria Green Park - QN: 75ha (100%)
- An Biên Đồng Tâm - QN:16ha (70%)



## Factories

- Hai Phong & Nghe An: 250 bil dong (100%)
- SPC Hai Phong: 1000 bil dong (51%)



## Consumer goods

- Bottled mineral water factory: 300 tỷ (100%)



# Strategic Product – Plastic Filler Materbatch



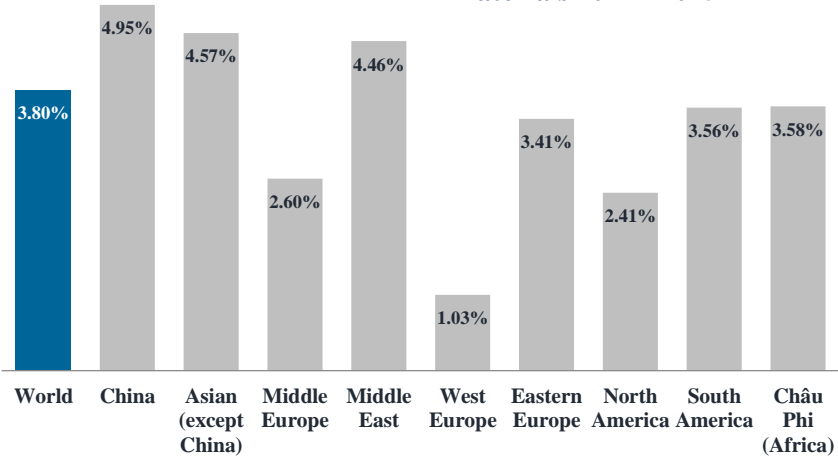
## Product

- Made from CaCO<sub>3</sub> white stone powder on a plastic base
- A popular additive product for the plastic industry, which can replace primary plastic. With the effect of increasing hardness, durability, grip, printability, impact resistance, adjusting the gloss and opacity of the surface of the final plastic product.

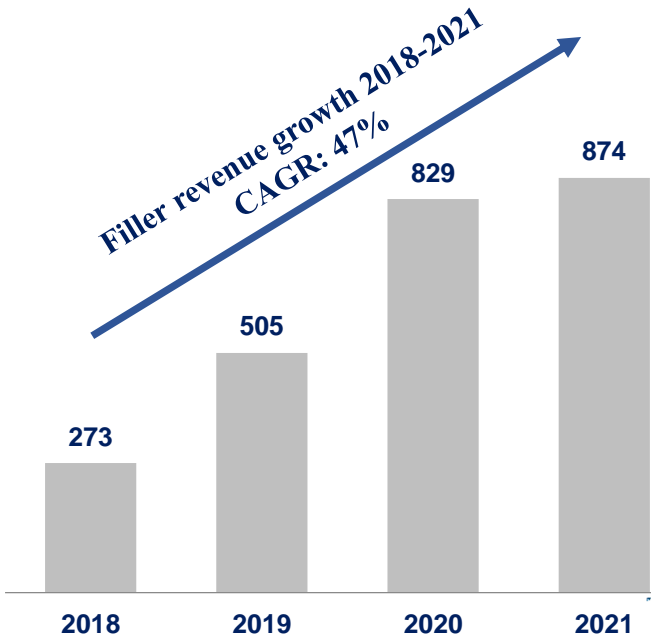
## Potential

- Accounted for over 40% of PLP's revenue structure
- The potential for growth in demand for plastic materials is increasing
- PLP products are covering many countries around the world

Growth rate of demand for plastic materials 2017 - 2025



Filler revenue growth 2018-2021  
CAGR: 47%





# Our Factories

## White stone quarry

- **5.000.000** m3 of reserve
- **>98%** stone whiteness, world's best quality



## Factory 1

- **Location:** Chau Tien Commune, Quy Hop Dist., Nghe An
- **Area:** 5.4 ha, 4 stone powder lines
- **Capacity:** 60,000 tons of stone powder.
- **Operating year:** 2014
- **Total investment:** 212 billion dong
- **Unused factory rate:** 30%

## Factory 2

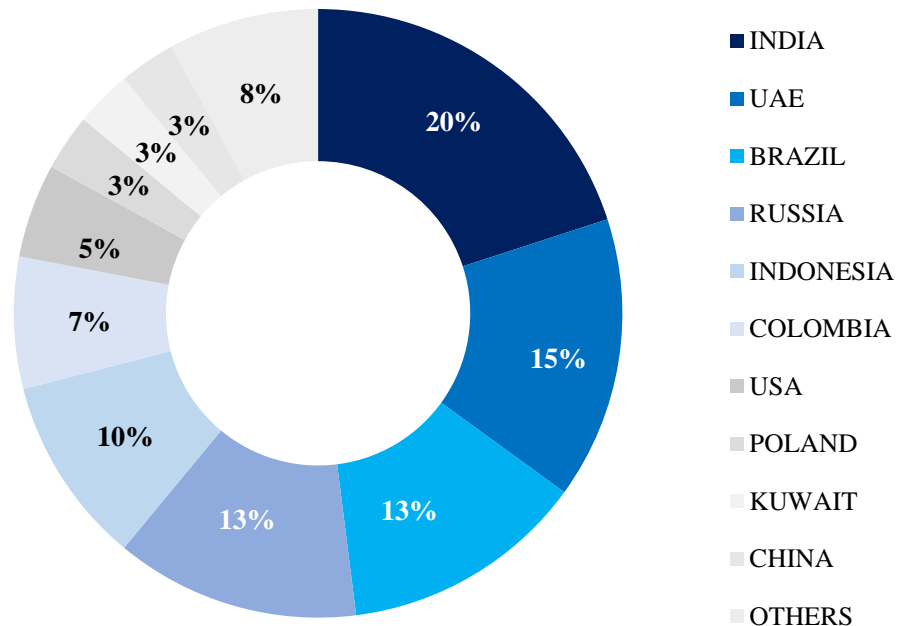
- **Location:** MP Dinh Vu Industrial Park, Hai An District, Hai Phong
- **Area:** 2 ha, 8 filler lines
- **Capacity:** 95,000 tons of plastic additives.
- **Operating year:** 2017
- **Total investment:** 218 billion dong
- **Unused factory rate:** 40%





# Expanded business scale

TOP 10 BIGGEST FILLER EXPORT COUNTRIES OF PLP IN 2021



Many large enterprises and FDI partners have proposed strategic cooperation to develop technological plastics



**95%** Filler output exported to abroad

**70** countries import PLP's technology plastic product

R&D is the focus and driving force for developing new technology products

**05** Senior experts are professors, associate professors, leading doctors in plastic materials and technology

**1000** Engineers and experts in engineering, technology

**3%** Annual revenue invested in R&D





# Development Strategy 2022-2025

2022

**2,858** billion dong

REVENUE

Increasing charter capital

Stabilizing and expanding existing production and business activities, perfecting the product ecosystem

Promote research and development of new technology products and new investment projects. As a foundation for development in the next 3 years

2025

**7,700** billion dong

REVENUE

Expanding and developing plastic technology products

Packaging manufacturing industry

Automotive industry

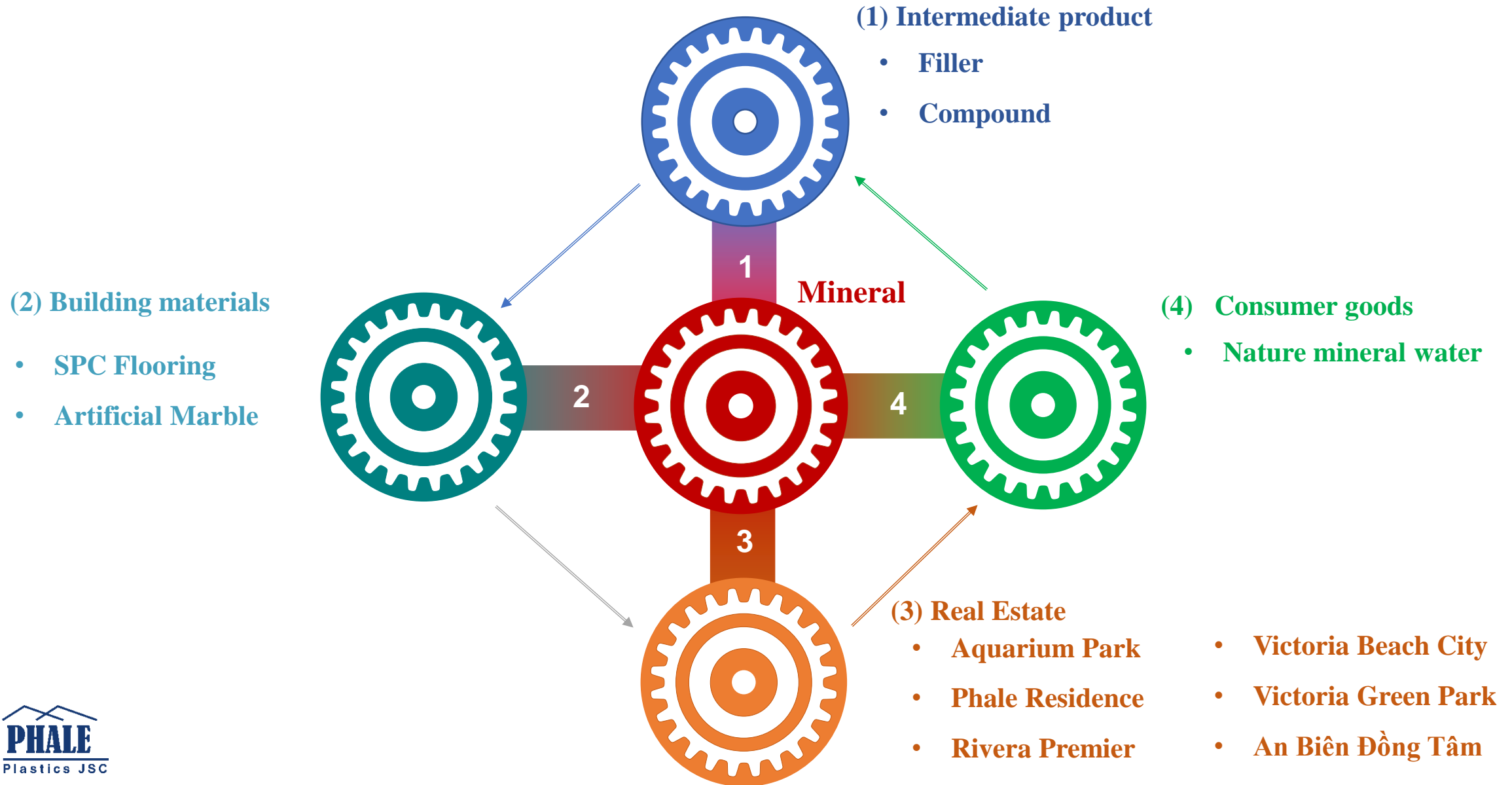
Construction materials



- Filler Materbatch
- building materials
- Compound, Technical plastic



# Diverse Ecosystem





# Mineral – Owns 3 potential mineral mines



## Nghe An white stone quarry

- **Address:** Thung Hung, Quy Hop, Nghe An
- **Area:** 10 ha
- **Mining reserves:** 5.000.000 m<sup>3</sup>

(\*\*\*) 1 of the best quality CaCO<sub>3</sub> white stone sources in the world



## Quang Binh construction stone quarry

- **Address:** Phong Hoa, Tuyen Hoa, Quang Binh
- **Area:** 2 ha
- **Mining reserves:** 1.038.707 m<sup>3</sup>

(\*\*\*) The only quarry with a railway system going through the mine mouth, convenient transportation, near the Gianh river connecting the sea mouth



## Tuyen Quang metal mine

- **Address:** Lung Luong, Tuyen Quang
- **Area:** 10,5 ha
- **Mining reserves:** 39.23 thousand tons (grade 122) and 16.82 thousand tons (grade 333), in which metals Pb, Zn, Sb account for a large proportion

- Mining and processing of minerals
- Platform to develop other products: additives for plastic industry (Filler), SPC flooring ,....



## Industry, supporting services: Logistics, freight



### MIPEC Port JSC

- **Address:** Dinh Vu Industrial Zone, Hai An District, Hai Phong City
- **Main business:** Seaport business, operation and exploitation of container port clusters, warehouse leasing.
- **Charter capital:** 1.118 bil dong
- **Website:** <http://www.mpcport.com/>

(\*\*\*) Preparing to trade on Upcom with stock code **MPC**



### Railway Construction Corporation JSC

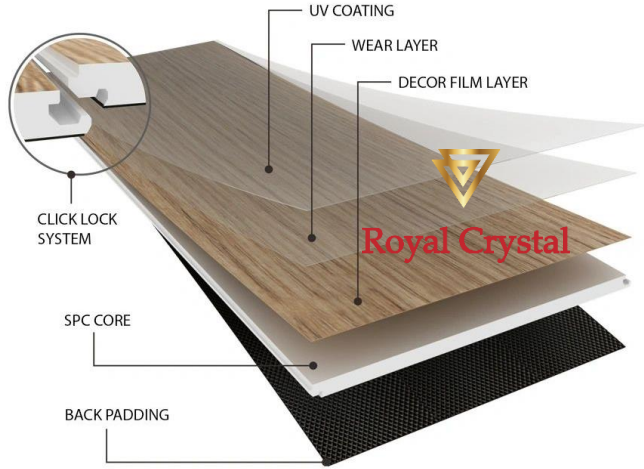
- **Address:** 33 Lang Ha street, Ba Dinh District, Hanoi City
- **Main business:** construction of railway and road works; Rail transport, Real estate business
- **Charter capital:** 154 bil dong
- **Website:** <https://rccgroup.vn/>

(\*\*\*) Trading on Upcom since 2016 with code **RCC**





# Building materials – SPC Flooring



- ✔ **Product** stands out with pioneering technology and top quality in Vietnam
- ✔ Fully certified for quality and international standards
- ✔ Machines and materials are 100% new, ensuring the quality and uniformity of output products
- ✔ The only SPC flooring manufacturer owning the supply of stone powder in Vietnam
- ✔ Owning the copyright of Unilin, I4F
- ✔ Factories located near major ports



✔ **The leading manufacturer** of SPC flooring in Vietnam.

- ✔ 2 manufacturing plants in Dong Nai and Hai Phong with a total capacity of 26 million m<sup>2</sup>/year
- ✔ Top 3 companies exporting SPC flooring in the US market
- ✔ The brand is gradually covering many countries around the world



- **Factory 2 - Hai Phong**
- **Total investment: 650 bil dong**
- **Capacity: 14 mil m<sup>2</sup>**



# Real Estate- High Building



## Aquarium Park Project

- **Location:** Hong Ha Ward, Ha Long city, Quang Ninh
- **Area:** 12.000 m2
- **Product:** 03 apartment buildings - 42 floors - 1.047 units
- **Status:** Approved the 1/500 plan



## Riviera Premier Project

- **Location:** Viet Hung Urban Area, Long Bien District, Hanoi
- **Area:** 12.400 m2
- **Product:** 01 apartment buildings - 19 floors + 21 villas
- **Status:** Completing legal proceedings



## Phale Residence Project

- **Location:** Cao Xanh - Ha Khanh A urban area, Ha Long city, Quang Ninh
- **Area:** 3.500 m2
- **Product:** 02 apartment buildings - 25 floors - 373 units
- **Status:** Expected to start construction in 4Q.2022





## Real Estate - Mixed urban area



### Victoria Beach City Urban Area Project

- **Location:** Hoanh Bo, Ha Long city, Quang Ninh
- **Area:** 156 ha
- **Product:** Villas, Shophouse
- **Status:** Applying for approval 1/500 plan



### Victoria Green Park Urban Area Project

- **Location:** Minh Thanh Ward, Quang Yen Town, Quang Ninh Province
- **Area:** 75ha
- **Product:** Villas, Shophouse
- **Status:** Already 1/500 plan, implementing investment policy



### An Biên Đồng Tâm Urban Area Project

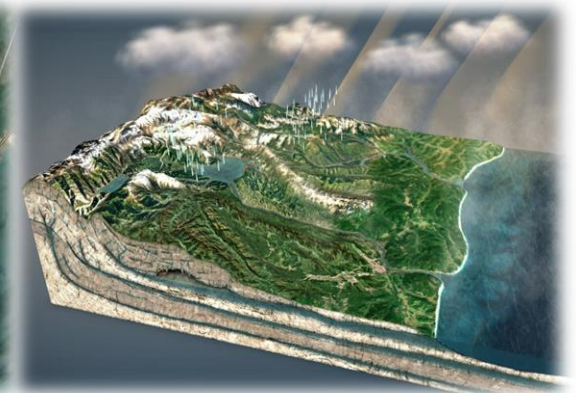
- **Location:** Hoanh Bo, Ha Long city, Quang Ninh
- **Area:** 16ha
- **Product:** Villas, Commercial
- **Status:** Already 1/500 plan, implementing investment policy



# Consumer goods – Bottled mineral water

## Mineral water mine - stored in the heart of The wonder of Ha Long Bay

- Mining area : ~1.200 m<sup>2</sup>
- Mining volume: ~1.100 m<sup>3</sup>/day
- Mining depth: ~160 m
- PLP owns: 100% share
- Convenient transportation location: road, waterway, railway



## The only and best 3-in-1 natural mineral water mine in Vietnam

- Product diversity potential
- Natural mineral water is rich in minerals, adds essential minerals to the body and is beneficial for health recovery and healing.
- Natural mineral water with the typical flavor of sea minerals
- Target: Bring mineral-rich and valuable bottled mineral water for health to the market

TDS  
**5.700 mg/l**

High mineral content with many healthy minerals: Na, Ca, Mg, K, F, I, HCO<sub>3</sub>, Br

Natri Clorua  
**>4.000 mg/l**

Provides the necessary amount of mineral salts for the body

Brom -  
**14 - 15 mg/l**

Bromine is necessary for the body, especially bromine water helps to eliminate toxins, relax, treat skin disease





Thank You !