



SAI GON VRG

Your trusted partner always

BUSINESS OVERVIEW

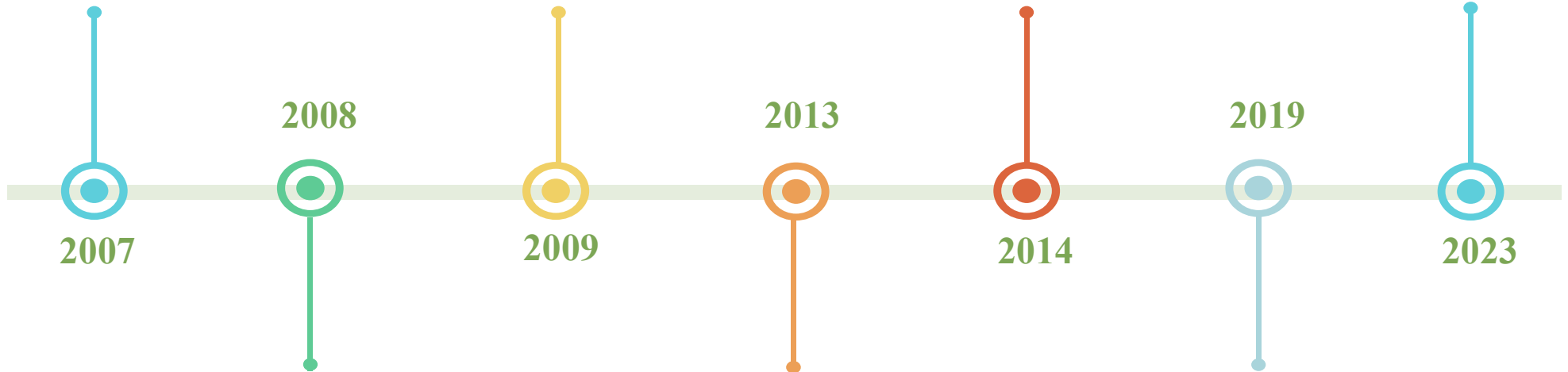
Development History

In October 2007, Vietnam Rubber Industry Group established Saigon VRG Investment Corporation.

Establishing Phuoc Dong - Boi Loi Industrial - Urban - Service Complex in Tay Ninh.

Establishing Le Minh Xuan Industrial Park 3.

- Approved to be listed on the Ho Chi Minh Stock Exchange (HOSE) according to Decision No. 306/QD-SGDHCM dated June 29th, 2023.
- **August 08th, 2023**: Date of first transaction on HOSE



Establishing Dong Nam Industrial Park in Cu Chi.

- Cooperating with CJ Vietnam Group to establish Thanh Phuoc Port.
- Contributing capital to VRG Long Thanh Investment and Development Corporation to develop Loc An - Binh Son Industrial Park.

- January 3rd, 2019: Became a public company.
- June 06th, 2019: First transaction on Upcom exchange.

MAIN BUSINESS ACTIVITIES



LAND AND FACTORY LEASING

- Land leasing with infrastructure activities.
- Rental of ready-built factories and custom-built factories for industries that need a specific factory structure and logistics warehouse.

WATER & ELECTRICITY SUPPLY:

- **Electricity:** Distribution and retail of electricity for businesses in the industrial park and investment in developing solar power systems.
- **Water:** Clean, raw water is supplied from internal water plants and water plants in the area, ensuring sufficient water supply for the industrial park.

UTILITIES SUPPLY

- Garbage collection, Sewage treatment, saturated steam supply, Kiost and dormitory rental....

OTHER ACTIVITIES:

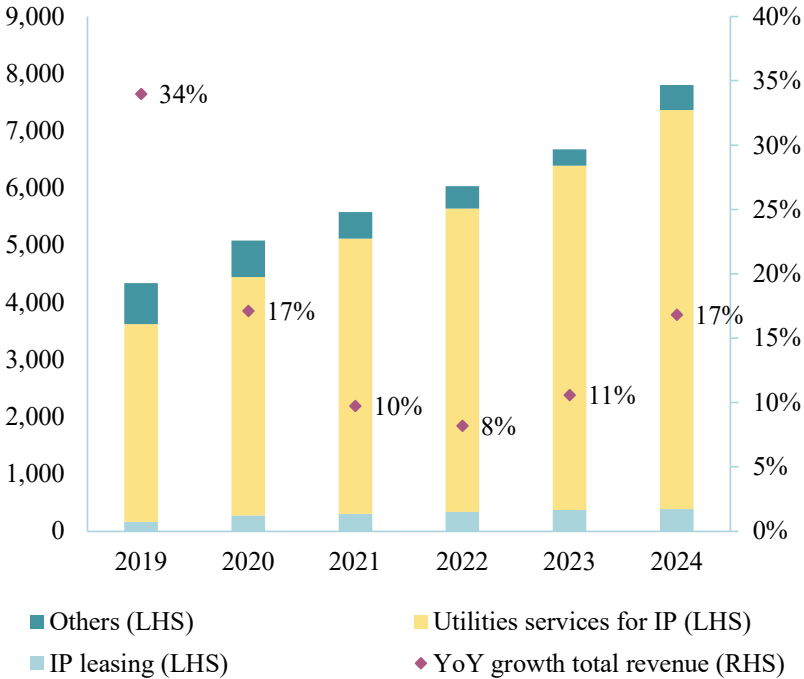
- Trading semi-finished products, goods, construction consultancy, construction and installation, port management and logistics...

Financial Summary (1)

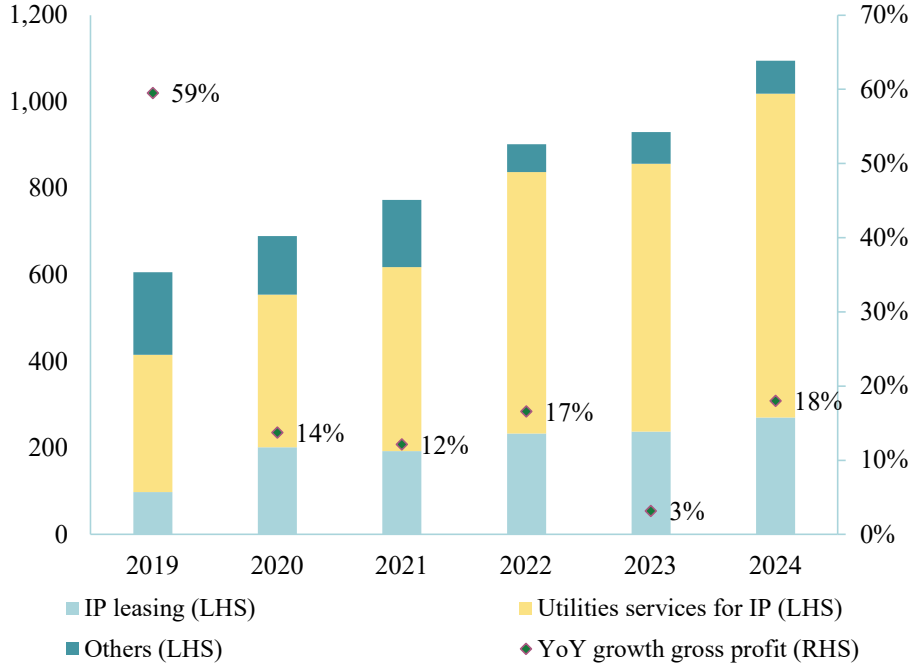
Consolidated Financial Performance (Unit: VNDbn)	2023	2024	YoY	FY 2024 plan	2024 vs plan
Total revenue	6,677	7,800	17%	5,388	145%
Gross profit	930	1,095	18%		
Financial income	439	622	42%		
Financial expenses	-69	-116	70%		
PBT	1,274	1,571	23%		
NPAT	1,004	1,278	27%	793	161%
NPAT-MI	927	1,164	26%		
Gross profit margin	13.9%	14.2%			
Net profit margin	13.9%	14.8%			

Financial Summary (2)

SIP's revenue (VND bn)

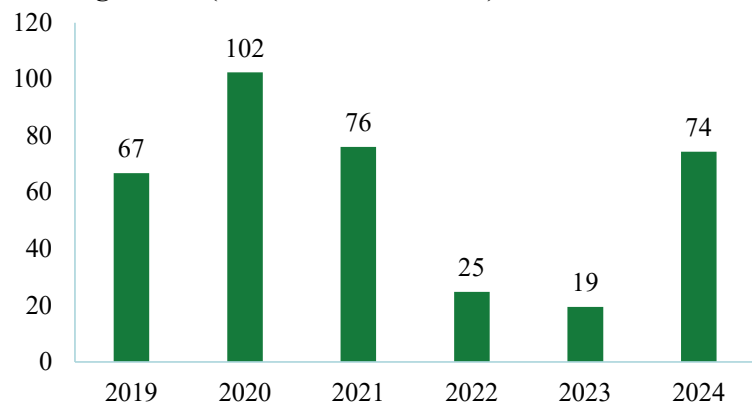


SIP's gross profit (VND bn)

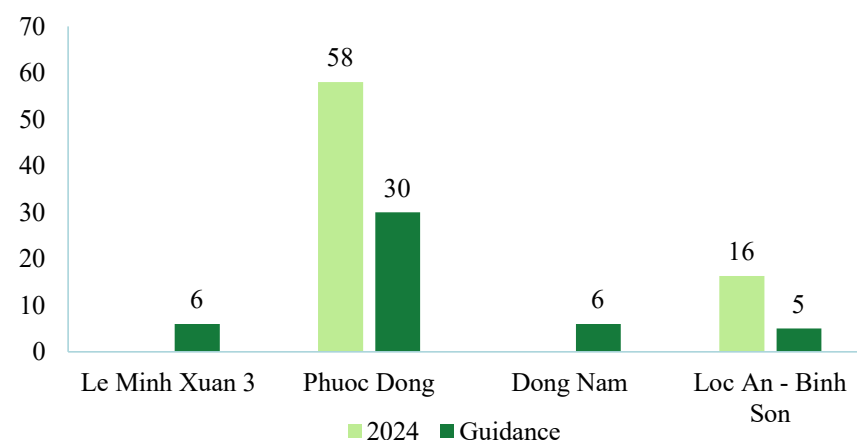


Land sales activities

Leasing results (area leased in hectare)



Leasing results in 2024 compared to guidance (ha)

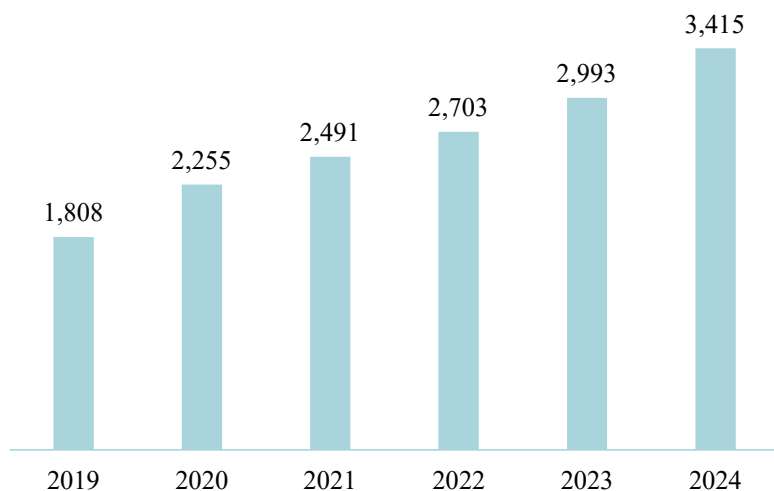


SIP's operating IP & UA projects

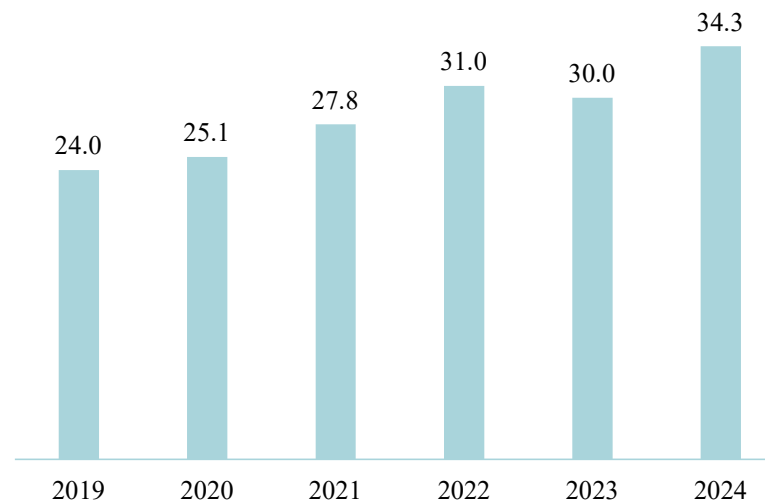
Projects	Launch	SIP's ownership	Location	Total site area (ha)	Leasable/saleable area (ha)	Remaining leasable area (ha)	Occupancy rate (%)	Avg. lease asking rate/selling price
Industrial parks (IPs)								
Dong Nam	2008	100%	HCMC	286.8	206.5	23.2	88.8%	250
Phuoc Dong (Phase 1)	2008	100%	Tay Ninh	1,014.1	816.9	36.6	95.6%	110
Phuoc Dong (Phase 2)	2008	100%	Tay Ninh	1,175.0	903.7	685.3	24.2%	90
Le Minh Xuan 3	2014	100%	HCMC	231.3	155.8	106.1	31.9%	350
Loc An - Binh Son	2009	69%	Dong Nai	497.8	360.6	117.5	67.4%	230
TOTAL				3,204.9	2,443.4	968.6		

Electricity & water supply activities

Electricity distribution (million kWh)



Water supply (million m3)



Solar panel projects

Projects	2020	2021	2022	2023	2024
Installed capacity (MWp)	8.5	22.4	48.7	50.0	64.4
Output (million kWh)	5.4	19.0	46.3	65.4	75.5
Revenue (billion VND)	10	36	83	126	152
Gross profit (billion VND)	4	15	36	58	68

PARTNERS – MAJOR SUPPLIERS

LAND LEASE



WAREHOUSE LEASING



MAJOR SUPPLIER

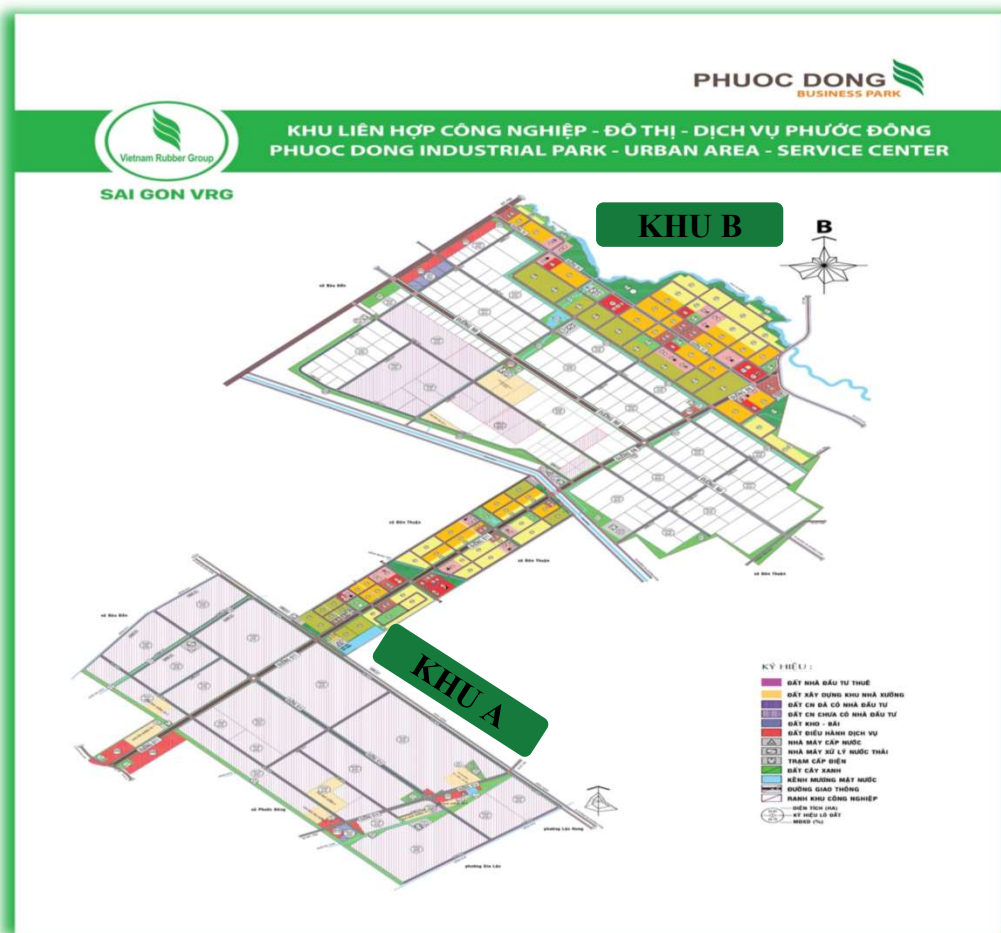


STRATEGIC PARTNERS



Phuoc Dong Complex – Boi Loi

Phuoc Dong industrial park



Zone A

- Total area: 1.014,07 ha
- Total investment: VND2,603 billion
- Commercial area: 816.9 ha
- Occupancy: 95.6%
- **Remaining rental area: 36.6 ha**
- **Current rental price: USD110/sqm/rental cycle**
- Year of operation: 2008
- Remaining life: 34 years
- Ownership: 100%

Zone B

- Total investment: VND 4,733 billion
- Year of operation: 2008
- Remaining life: 34 years
- Total area: 1,175.0 ha
 - Phase 2: 615.0 ha
 - Phase 3: 560.0 ha
- Commercial area: 903.7 ha
 - Phase 2: 509.4 ha
 - Phase 3: 394.2 ha
- Occupancy rate: 24.2%
 - Phase 2: 42.9%
 - Phase 3: not rented yet
- **Remaining rental area: 685.3 ha**
 - Phase 2: 290.9 ha
 - Phase 3: 394.2 ha
- **Rental price: USD90/sqm/rental cycle**

Phuoc Dong Complex – Boi Loi

Phuoc Dong industrial park



Phuoc Dong Complex – Boi Loi

Phuoc Dong residential area



Phase 1

- Total area: 247 ha
- Total investment: VND1,241bn
- **Residential area: 110.83 ha**
- **Remaining saleable area: 83.07 ha**
- Business type : build houses for sale, build dormitory and Kiots for rent.
- Year of operation : 2012
- Ownership: 100%

Phase 2

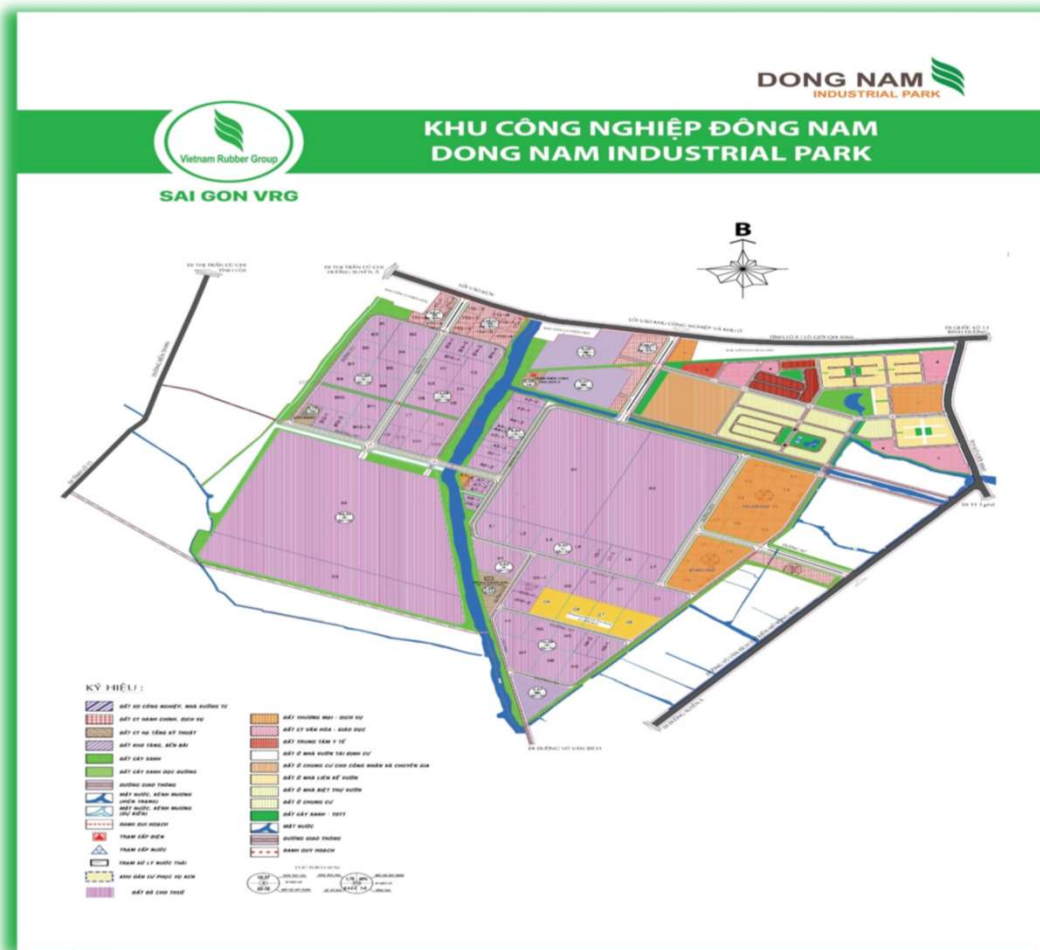
- Total area: 401 ha
- Total investment: In progress
- Residential area: undefined
- Implementation progress: Compensation for site clearance
- Business type : build houses for sale, build dormitory and Kiots for rent.
- Year of operation: not operating yet
- Ownership: 100%

Phuoc Dong Complex – Boi Loi

Phuoc Dong residential area



Dong Nam Industrial Park



General information

- Total area: 286.76 ha
- Total investment: VND1,963 billion
- Commercial area: 206.46 ha
- Occupancy: 88.8%
- Year of operation: 2008
- Remaining life: 34 years
- Ownership: 100%
- **Remaining rental area : 23.2 ha**
- **Rental price: USD250/m2/rental cycle**

Dong Nam Industrial Park



Le Minh Xuan 3 Industrial Park



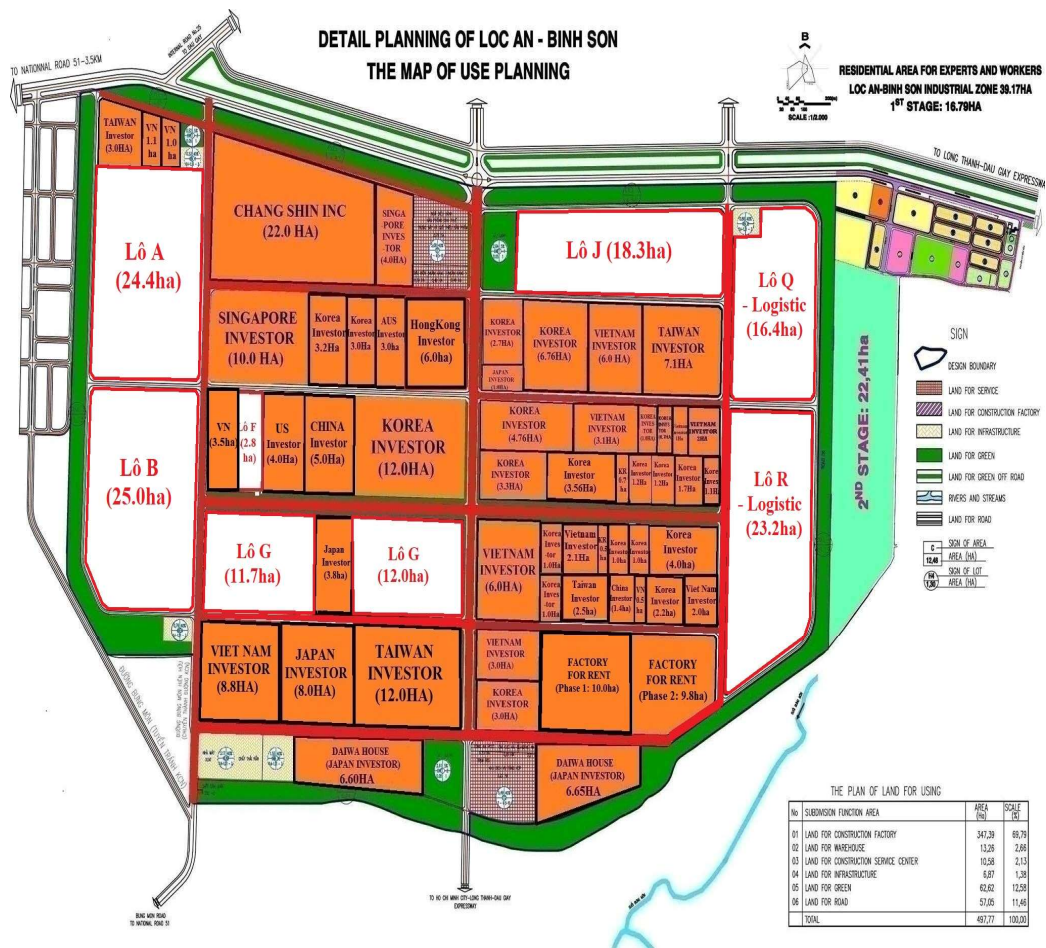
General information

- Total area: 231.25 ha
- Total investment: VND2,065 billion
- Commercial area: 155.75 ha
- Occupancy: 31.9%
- Year of operation: 2014
- Remaining life: 40 years
- Ownership: 100%
- **Remaining rental area: 106.1 ha**
- **Rental price: USD350/m2/rental cycle**

Le Minh Xuan 3 Industrial Park



Loc An – Binh Son Industrial Park



General information

- Total area: 497.77 ha
- Total investment: VND1,984 billion
- Commercial area: 360.58 ha
- Occupancy: 67.4%
- Year of operation: 2010
- Remaining life: 36 years
- Ownership: 69%
- **Remaining rental area: 117.5 ha**
- **Rental price: USD230/m2/rental cycle**

Loc An – Binh Son Industrial Park



ORIENTATION & STRATEGY



General information

Saigon VRG becomes an enterprise:

- Investment in construction and operation of infrastructure of industrial zones and residential areas serving industrial zones
- Provide diversified and quality utility services for investors
- Developing new services in the direction of building green, sustainable and environmentally friendly industries

Development strategy



INCREASING VALUE FROM MAIN BUSINESS



INCREASING INDUSTRIAL PARK LAND FUND



SUPPLYING DIFFERENT PRODUCTS
AS REQUIREMENTS OF INVESTORS AND LABORS



SAI GON VRG

Your trusted partner always

COMMUNICATION - CONNECTION