INTRODUCTION

to

A leading private company
in the water sector in Vietnam
OVERVIEW

- Own and operate water plants and water supply networks with a total capacity of 2 mil.m³/day by 2025
- Ensure qualified clean water supply for end-users
- Create values for the company at the same time, fulfill social responsibilities

Establishment

26 April 2017

Registered address

Can village, Huong Son commune, Lang Giang district, Bac Giang province

Position

The leading private company in the water sector with the current total capacity of 1,000,000 m³/day

Charter capital

VND 1,980 bil. (~ USD 86 mil)

(Updated as of Dec 2020)

DNP Water is organized as an investment holding company, which owns and operates (directly or indirectly) water plants across Vietnam. Our investment methods include:

- Making new investment to expand the capacity and improve efficiency at our existing water plants.
- Investing in the construction of new clean water plants in provinces, where current water supply capacities do not meet the growing demand.
- Becoming a strategic shareholder of water supply companies during the Government’s privatization process.
DNP Water owns and operates 19 water companies and plants, including 11 subsidiaries, 7 affiliated companies and 1 project across 12 provinces in Vietnam.

- Provides clean water to more than 600,000 customers and the total population of water supply region is 10,000,000 people.
CORE COMPETENCIES

EXPERIENCE

DNP Water owns and operates effectively current water plants in 12 provinces and city with the total designed capacity up to 1,000,000 m³/day.

TECHNOLOGY

DNP Water has entered strategic partnership with Kobelco Eco Solutions Co. Ltd – the leading company in Japan specialized in technology solution for water companies. The two parties work together to transfer the advanced technology, equipment and solutions in Japan and in the world to the water plants of DNP Water for the sake of quality and effectiveness.

OPERATION

DNP Water has established partnership with Ba Ria – Vung Tau Water Supply JSC, one of the leading companies in Vietnam in management, operation and pipeline systems of water plants to constantly control water quality, reduce water loss and avoid resource wastes at DNP Water’s plants.
04 VALUE CHAIN
Benefited from the expertise and experience in solutions, pipeline materials and construction of Dong Nai Plastic with optimal cost and time.

05 FINANCE
The charter capital of DNP Water is currently VND 1,980 bil (~USD 86 mil). plus the convertible bond of USD 24.9 mil. from IFC (member of World Bank Group).

06 GOVERNANCE
Apply modern organization model of high standards with consultancy and support from IFC;

Lean management system that takes full advantages of member companies;

Experienced team of executives with expertise in technology, construction, finance, management…

07 CUSTOMER BASE
The total number of customers at DNP Water’s members including corporate clients, organizations, governmental agencies, households…are currently up to 600,000 customers. This is the solid foundation for comprehensive cooperation between DNP Water with financial institutions, banks, retailers…to provide value added services to these customers.
To become the leading developer, owner and operator of water supply assets across Vietnam with No.1 market share and a pioneer in applying technology and best practices in the production and distribution of clean water so that 100% of the people in our areas of operation have access to clean water.

VISION

5-YEAR TARGET

Gross capacity of 2 million m³/day by 2025

NRW <15% and EBITDA margin 50% by 2025

Product and service quality in top 10% national

01 CRS project/year approved by BOD

Top 10 best places to work in Vietnam

FINANCIAL POSITION

Total Revenue and EBITDA from 2017 - 9M.2020

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Revenue</th>
<th>EBITDA</th>
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<tbody>
<tr>
<td>2017</td>
<td>2.72</td>
<td>3.11</td>
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<td>2018</td>
<td>13.51</td>
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<td>2019</td>
<td>26.34</td>
<td>12.56</td>
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<tr>
<td>9M.2020</td>
<td>23.96</td>
<td>15.03</td>
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Unit: mil USD
Experience and global network
- Access to strong global network
- Access to strong local networks and know-how
- Learn from experienced management

Financial strength and capacity
- Secure competitive financing source for new projects
- Efficient cost structure

Business development opportunities
- Reference & experience for greenfield projects at provinces with strong economic growth catalysts
- Increase capacity at brownfield projects
- Seize favorable opportunities

Operational capability
- Access to advanced technology and research capability
- Leverage engineering capability
- Drive to implement new technologies
- Enhance operational efficiency
THANK YOU!