



BIWASE NEWSLETTER- 10 MONTHS 2022
(STOCK CODE: BWE)

SUMMARY OF BIWASE'S PRODUCTION AND BUSINESS ACTIVITIES IN THE FIRST 10 MONTHS OF 2022

No.	CONTENT	UNIT	FIRST 10 MONTHS OF 2022	COMPARED WITH			
				YoY 2021	% OBTAINED	PLAN for 2022	% OBTAINED
1	Total Capacity (available)	m ³ /day	760.000	760,000	100%		
2	Consumption of water	m ³	150,593,039	143,276,245	105%	180,000,000	84%
3	Water loss rate	%	5	5.04	-0,04%	5	-0.04%
4	Total revenue	Mil.VND	3,137	2,697	116%	3,850	82%
5	Total Capacity (available)	Mil.VND	575	553	104%	750	77%

(*) During this period, the company has not recorded 100 billion dong of waste treatment revenue

BWE DIVIDENDS UP 1% YOY



COMPLETE INVESTMENT IN GIA TAN WATER SUPPLY- STAGE II



MANY FDI PROJECTS ARE IMPLEMENTED, CLEAN WATER CONSUMPTION GROWTH



CON VOI BRICKS MAKE CONSTRUCTION WORKS MORE BEAUTIFUL



BUSINESS ACTIVITIES

On October 6, 2022, the Board of Directors of BIWASE Company held a preliminary meeting to review production and business activities in the first 9 months of 2022. The revenue result reached VND 2,828 billion, up 115% compared with the same period in 2021 and reaching more than 73% compared with the resolution of the congress (3,850 billion VND). Total profit after tax reached 523 billion dong, up 106% over the same period and reaching more than 70% compared with the resolution of the congress (750 billion dong), not to mention the unrecorded revenue of the waste treatment sector due to documentary procedure with a value of over 100 billion VND. This revenue will be recorded in 2022. Cash dividend payment of 13%/ charter capital is guaranteed in accordance with the resolution of the Annual General Meeting of Shareholders”



Mr. Nguyen Van Thien - Chairman of the Board of Directors of BIWASE spoke to approve the Resolution of the General Meeting of Shareholders 2022

- **Binh Duong ranks second in the country in terms of attracting foreign investment (FDI).** With a capital of \$2.738 billion, up 7% over the same period. Many large projects of multinational corporations are



Attracting FDI and large investment projects in Binh Duong will increase the demand for clean water

being implemented, such as: LEGO Group (Denmark) is building a factory in VSIP III Industrial Park; Pandora Group (Denmark), specializing in fashion and jewelry, invested 100 million USD in a factory in VSIP II Industrial Park. Expected to build in 2023 and operate in 2024; High-end real estate projects Astral City Binh Duong, Artisan Park of Gamuda Land, ...

The presence of many large projects, combined with the recovery efforts of businesses, and boosting production in industrial parks are opening up a sizable clean water consumption market for BIWASE.

- **BIWASE ranks third in the country in terms of water supply capacity** after Hanoi and Ho Chi Minh City; population about 2.6 million people and 4 wastewater treatment plants in 4 big cities: Thu Dau Mot, Di An, Thuan An, Tan Uyen. Total consumption of clean water in the first 9 months of 2022 reached 135.6 million m³.

BIWASE's water supply system has covered the whole province. Clean water provided by BIWASE has now reached remote communes, which have never had clean water to use, such as: Tan Dinh (Bac Tan Uyen); An Long, An Linh (Phu Giao); Minh Thanh, Minh Tan (Dau Tieng)...

Currently, BIWASE is serving 350,000 customers. In which, there are nearly 7,000 customers who are businesses, actively contributing to the province's socio-economic development. With the current processing capacity of BIWASE, it can meet the development needs of the province in the coming years.



Tan Hiep Water Plant, phase 3, has an additional capacity of 100,000m³/day and night to meet the development needs of the province

- **Thuan An water supply branch achieved 97% non-cash payment** with 43,491/44,837 customers paying water bills via banks (direct transfer) or collecting collection via channels: Payoo, Momo, VNPAY, VNPost, Viettel, ... the remaining 3% belong to the group of customers who do not have bank accounts and do not use smartphones.

With the advantage on Thuan An Water Supply Branch, has promoted the application of social networks (Zalo) to interact with customers such as: Notice of monthly water bill; receive connection information; 24/7 customer support for troubleshooting

- **Strongly invested in capital and technology by BIWASE**, Gia Tan Water Supply Joint Stock Company (Giwaco) has completed the development of 123.5 km of distribution pipelines throughout the area, increasing the plant's capacity to 40,000m³/day. together with boosting pumping stations to ensure the delivery of clean, standard water to remote communes, industrial parks, and future urban centers such as Vinh Cuu, Dinh Quan, Cam My, Long Khanh city... Total investment capital is 785.3 billion VND. The project is expected to be completed and put into operation by the end of 2022, meeting the plan and speed of industrial and urban development of Dong Nai province.



Underground drilling technology for pipeline development along National Highway 1A, Thong Nhat district, Dong Nai province

- **On November 1, 2022, BIWASE completed the acquisition of Minh Hung water system, Chon Thanh district with a capacity of 5,000m³/day from Binh Phuoc Water Supply and Sewerage Joint Stock Company.** This project is part of the national program on limiting groundwater exploitation to surface water use.



Minh Hung -Korea-Industrial Park

Minh Hung Industrial Park (Korea investor) is located on the main axis of National Highway 13 with a planning area of 685 hectares and has now been put into operation 192 hectares, with a water consumption capacity of 5,000m³/day with 57 operating companies.

The supply of clean water to Minh Hung Industrial Park increases the capacity of Chon Thanh Water Supply Branch to 40,000m³/day.

- **Binh Duong province is upgrading**

and expanding Binh Duong Boulevard from 6 to 8 lanes by ensuring continuous traffic. This is a big challenge in coordinating the synchronous relocation of technical infrastructure works such as electricity, telecommunications, water supply and drainage... but still ensuring continuous water supply.

With much experience and techniques, BIWASE has successfully relocated the water supply pipeline at the beginning of the route (Ong Bo bridge) and is continuing to relocate the water supply and drainage



Relocating the water supply system on Binh Duong Boulevard

pipeline along Binh Duong Boulevard from VSIP I Industrial Park to Le Hong Phong intersection (Thu Dau Mot city) in the direction of both pipe-relocation and ensuring water supply. The peculiarity of this route is that there are many hospitals, residential areas, high-rise apartments, commercial centers and industrial parks in operation. BIWASE is very confident with advanced operation management technology, meeting water supply for all customers.

OTHER ACTIVITIES

- **Digital transformation coupled with digital management is a program specified by BIWASE with a general management map showing the following basic indicators:** Water consumption; strictly control producing customer's meter - direct service online to best serve customers, reduce the loss rate; increase revenue; customer development, site management to support risk handling... Besides data, forecast information, causes, implementers.

In which the area of Lai Thieu ward is under construction, the construction unit can contact Thuan An Water Supply Branch or the officer in charge of the area to relocate and handle promptly when there is an incident; Also in Thuan An city, the percentage of households using clean water in some places has reached 100%. As looking at the digital map, specialized departments can easily plan, forecast or quickly implement processing without having to search and take time to extract records as before.

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- **BIWASE's Con Voi bricks are diverse in designs and types, such as:** traditional building bricks (4-hole and unburnt bricks), worm-shaped bricks used for pavement; windy bricks used to decorate works. In addition to the quality factor, Con Voi bricks are also outstanding in color with high aesthetic lines, used by many customers in decorating gardens, parks, miniatures...

Using BIWASE products not only contributes to environmental protection but also brings a better quality of life thanks to the aesthetics and creativity of consumers

- **Committed to 200% compensation if using fertilizer Con Voi Binh Duong according to the instructions but not achieving the output.** Mr. Ngo Chi Thang, Director of Con Voi Trade Branch confidently announced at seminars on organic rice production, sustainable agricultural production by the Department of Agriculture and Rural Development; Farmers' Associations of Southern provinces organized to affirm the value and effectiveness brought by Con Voi Binh Duong fertilizer for many years, such as: saving 50% of costs, increasing production by 15%, reducing pests and diseases.... compared to old production method.



Mr. Ngo Chi Thang - Director of Binh Duong Elephant Trade Branch ensures efficiency with farmers

and sustainable production.



Digitized information shown on the map helps in convenient management

Using Con Voi Binh Duong fertilizer, farmers are guided by BIWASE scientists on the cultivation process; Fertilization techniques, care. In addition to the above results, Con Voi Binh Duong fertilizer is also in line with Organic standards

PRODUCTION AND BUSINESS DIRECTIONS FOR THE LAST 2 MONTHS OF 2022

- To drastically focus on unfinished tasks compared to the BOD's Resolution, the company's goals set out to the finish line in the best way, creating trust in investors and significantly improving water supply service.
- After completing procedures for acquiring the Korean Minh Hung water plant cluster, the company continues to develop the network to put it into operation.
- Focus on distributing organic fertilizers to regions to serve the Winter-Spring season;
- Urgently complete the construction of a waste recycling plant to produce compost and an incinerator with a capacity of 5MW.