



BINH DUONG WATER - ENVIRONMENT JOINT STOCK COMPANY (BIWASE)

BIWASE NEWSLETTER- 11 MONTHS 2022

(STOCK CODE: BWE)

SUMMARY OF BIWASE'S PRODUCTION AND BUSINESS ACTIVITIES IN 11 MONTHS OF 2022

No.	CONTENT	UNIT	11 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	166,016,075	158,101,597	105%	180,000,000	92%
3	Water loss rate	%	5	5.04	100%	5	100%
4	Total revenue	Mil. VND	3,445	3,019	114%	3,850	89%
5	Total Capacity (available)	Mil. VND	629	618	102%	750	84%

(*) During this period, the company has not recorded over 105 billion dong of waste treatment revenue.

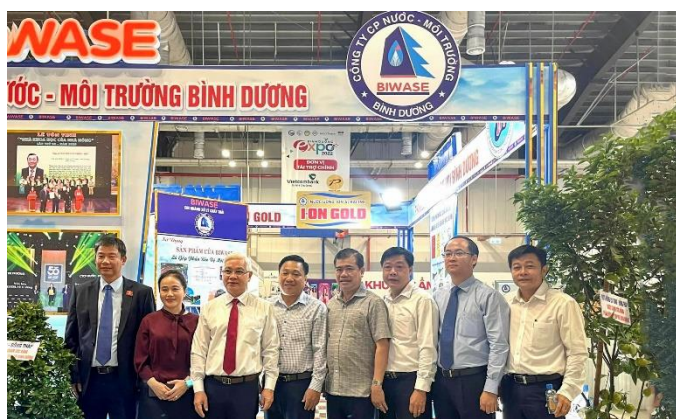
BINH DUONG WATER INDUSTRY OUTLOOK 2022 - 2025



BIWASE HAS BEEN HONORED “VIET NAM’S 50 BEST- PERFORMING COMPANIES- ONE- DECADE MILSTONE”



BIWASE SPONSOR BINH DUONG EXPO 2022



INAUGURATION OF THE BELL TOWER OF MARIA AND JESUS CHRIST



BUSINESS ACTIVITIES

- **BIWASE has been honored “VIET NAM’S 50 BEST- PERFORMING COMPANIES-ONE- DECADE MILSTONE”:** On December 1, in Ho Chi Minh City, the Investment Conference "Vietnam's Economy - The Brightest Star" and the honoring ceremony of "Top 50 Most Effective Business Enterprises in Vietnam a Decade" was annually held by the Investment Bridge magazine cooperating with Thien Viet Securities Company, in consultation with leading economic and business experts. The ranking is implemented on the basis of measuring business results of companies for 3 consecutive years, based on 3 growth indicators: revenue, return on equity (ROE) and return on share. The measurement results aim to objectively assess the corporate governance capacity of the enterprise. BIWASE is one of 50 enterprises honored at the conference

At the conference, leading economic experts gave a forecast of the economic picture in 2023 with many difficulties mixed with advantages due to the impact of recession and chain of faults; At the same time, it opens up opportunities for the environment, infrastructure industries and creates value thanks to the government promoting public investment.

Mr. Nguyen Van Thien –BIWASE’s President at the honoring ceremony



- **On November 7th, VietCapital Securities Joint Stock Company (VietCapital) and BIWASE had a meeting with investors with the topic of prospect of Binh Duong water industry in 2023-2025.** Mr. Nguyen Van Thien – President of BIWASE- cited many specific figures and events: "Binh Duong ranks second in the



Overview of the meeting and exchange with investors about the prospects of Binh Duong water industry 2023-

country in terms of investment attraction. Many large "billion dollar" projects have started in VSIP II and III industrial zones; many new roads, industrial zones, residential areas... are signs that the demand for clean water will continue to increase. BIWASE has used funding from the German Reconstruction Bank DEG to invest in improving water supply capacity to meet the province's development needs in the coming time”.

Thereby investors draw lessons: "BIWASE and the group of "haven" stocks now are not only a safe investment channel but also bring sustainable efficiency.”.

- **In 2023 Gia Tan water supply will increase 100% of capacity.** With 50km of level 1 transmission pipeline, D600-1000mm, Gia Tan Water Supply Joint Stock Company (GIWACO) has successfully installed and brought clean water to people in Cam My, Long Thanh and Trang Bom districts, Long Khanh city, Dinh Quan, Dong Nai province..., the localities where have never had clean water to use. Due to the steep hilly terrain and the height difference from 50 to 100m, the investor must arrange and install more booster stations to ensure stable water source for customers. It is expected that by 2023 GIWACO's clean water output will increase by 100%.



Gia Tan Water Plant increased 100% capacity and strongly developed the transmission network to many districts of Dong Nai province

Upgrading Gia Tan water plant in combination with bringing clean water transmission pipes to distant places is contributing to promoting the development of industrial zones in Dong Nai because there is a lot of land here, convenient transportation is also an opportunity for Gia Tan Water Supply Joint Stock Company to develop.

- **In the fourth quarter of 2022, all affiliated branches increased their output:** Along with the recovery momentum, the province's economic growth (from 8% to 13%) all branches under BIWASE in many fields increased their output, which in detail: waste treatment increased by 15% over the same period, an average of 2,750 tons/day. In which, domestic waste treatment increased 28%, revenue was 180 billion VND, up 17% compared to the year plan. The field of wastewater collection and treatment is on track to grow by 11%. Binh Duong Provincial People's Committee has approved the project to expand the existing wastewater treatment plant and develop a new factory with a new domestic wastewater collection and treatment system in



Receiving, classifying municipal waste

developing localities such as Tan Uyen, Ben Cat and neighboring districts.

- Due to the impact of the Covid-19 epidemic, the travel of experts, the transportation and installation of equipment for the 5MW power plant project using heat from the incinerator is also affected. Up to now, the project is in the process of installation and adjustment, and is expected to be inaugurated and put into operation by BIWASE in the first quarter of 2023.

5MW generator complex using energy from garbage incinerators



- **Why did Biwase buy a loss-making water plant?** In October 2022, BIWASE completed the acquisition of the Korean Minh Hung Industrial Park water supply plant (Binh Phuoc) for VND21 billion. In which, there are 57 industrial customers, the output is from 3,000m³ to 5,000m³/day. "After buying, connect immediately to the system of Chon Thanh Water Supply Branch, because it reduces a lot of costs, there are 57 industrial customers right away." President Nguyen Van Thien answers investors.



Korean Minh Hung Water Plant uses underground water that has just been received and exploited by Biwase

- **Con Voi Binh Duong Fertilizer is popular with farmers, they are consumed right after being produced:**



Binh Duong Elephant Fertilizer is popular with farmers, wherever it is produced, it is consumed

Due to the sharp increase in the price of chemical fertilizers, the supply is scarce, farmers turn to organic fertilizers to cost savings. "Although fertilizer is not enough to sell, the company's policy is not to raise prices to encourage farmers to produce sustainably in the direction of organic and safe." Mr. Nguyen Van Thien said.

For many years, Con Voi Binh Duong Fertilizer has pioneered the implementation of demonstration programs, instructing farmers in organic production techniques, safe production with low cost, agricultural products without residues of banned substances, so they are the favourite one chosen by farmers.

- **Foreign customers continuously visit the Con Voi Binh Duong Fertilizer factory:** On November 28, KongpongXpu Business Union, Kingdom of Cambodia had a visit at the Con Voi Binh Duong Trade Branch, visiting the factory producing bio-organic fertilizers in order to find alternative sources, including fertilizer sources. Mr. Muong SoVanh, Vice Chairman of KongpongXpu Provincial Entrepreneurs Association - Team leader- was very pleased to have access to modern production technology and the results of Con Voi Binh Duong Fertilizer in the field. "If we are supported with technical guidance, we will choose Con Voi Binh Duong Fertilizer to replace current imported products." Mr. Muong SoVanh said.

Previously, the Director of the Department of Agriculture of Kracher province and a delegation of agricultural officials also came to learn about Con Voi Binh Duong fertilizer, visit the factory to have a plan to import and use it in the near future.

OTHER ACTIVITIES

- **Inauguration of the bell tower of Maria and Jesus Christ.** On November 26, Binh Duong Cemetery Park inaugurated the bell tower and statue of Maria at the grave for Catholics. At the Mass, Bishop Peter Tran Dinh Tu, Former Bishop of Phu Cuong said: "Hoa Vien has become a symbol of great solidarity and religious harmony. The bell is a cultural symbol intended to spread information or gather the community. Thank you to the company leader for giving the land for the faithful to choose as a resting place and perform traditional religious rites."



Bishop Tran Dinh Tu (centre) takes souvenir photos at the inauguration ceremony of the bell tower, statues of Maria and Jesus

- **BIWASE sponsors the program to connect supply and demand:** For the first time, Binh Duong province organizes Binh Duong Expo 2022, gathering



Representatives of the Ministry of Industry and Trade, leaders of Binh Duong province and industries pressed the button to open the fair

over 100 booths from commodity manufacturers, cooperatives, associations, and craft villages. traditional products in the province with many unique products such as ceramics, lacquer, fruits, processed foods, pharmaceuticals, medicinal herbs... The organizers also organize many events to connect manufacturers with distribution enterprises, consumers through direct channels and e-commerce.

On this occasion, the Provincial People's Committee jointly awarded OCOP product certificates to many localities with qualified products. BIWASE is one of the 4 main sponsors contributing to the success of the exhibition.

PRODUCTION AND BUSINESS DIRECTIONS FOR THE LAST MONTH OF 2022

- Concentrating all efforts on completing the remaining tasks, especially the work of improving water supply capacity, focusing on bringing clean water to rural residential areas, creating new winds on clean water infrastructure, paying attention to school clean water.
- Accelerate the completion of generator installation with Siemens experts.
- Quickly implement the revenue that has products in the year.