



Binh Minh HP



CAPACITY PROFILE

BINH MINH HP CO., LTD

Lead The Way To Success



BINH MINH HP CO., LTD



0981.996.789



cco@binhminhhp.com



binhminhhp.com



Head office: Lot 11, Cai Lan Industrial Park, Bai Chay Ward, Ha Long City, Quang Ninh Province, Vietnam

Hanoi office: Victoria Van Phu building Victoria- Ha Dong district, Hanoi



Bình Minh HP



Website : binhminhhp.com

Email : cco@binhminhhp.com

Hotline : 0981.996.789

Head office: Lot 11, Cai Lan Industrial Park, Bai Chay Ward, Ha Long City,
Quang Ninh Province, Vietnam

TABLE OF CONTENTS

Greeting from the General Director	01
Vision Mission & Organization Chart	02
Introducing the Advisory Board	03
Products and services	04
Wood chips	05
Afforestation	06
Production capacity	07
Wood pellets	08
Branches/member ports of the company	09
Business activities and partners	10
Vietnam wood export revenue 2022	11
Financial statements and revenue of Binh Minh in the last two years	12
Certificates	13
Community activities	14
Awards achieved	15





THANG KHÁNH HUY

CEO

We maintain the principle of "taking customers' trust first and contributing to the development of society through production business". So, we have won the favor of Binh Minh HP company of customers in recent years in the field of woodchips and wood pellets exploitation, manufacturing and export. Honored to become a typical taxpayer as well as maintain the position of the top 05 largest woodchip manufacturers and exporters in Vietnam.

As the globalization of industry and the economy grows more and more, we face the difficulties and challenges of fierce competition. Therefore, our staff has built an integrated system from raw material area construction, production processing, and customer service. At the same time, we also make extra efforts to make woodchip products that are reliable in terms of quality, price, and delivery time. We will continue to innovate technology with new ideas, create new value and implement reliable production processes to contribute to sustainable social development.

On behalf of BINH MINH HP, I would like to thank our customers and partners who have trusted and cooperated with us over the years and look forward to receiving many contacts and connection requests from you.

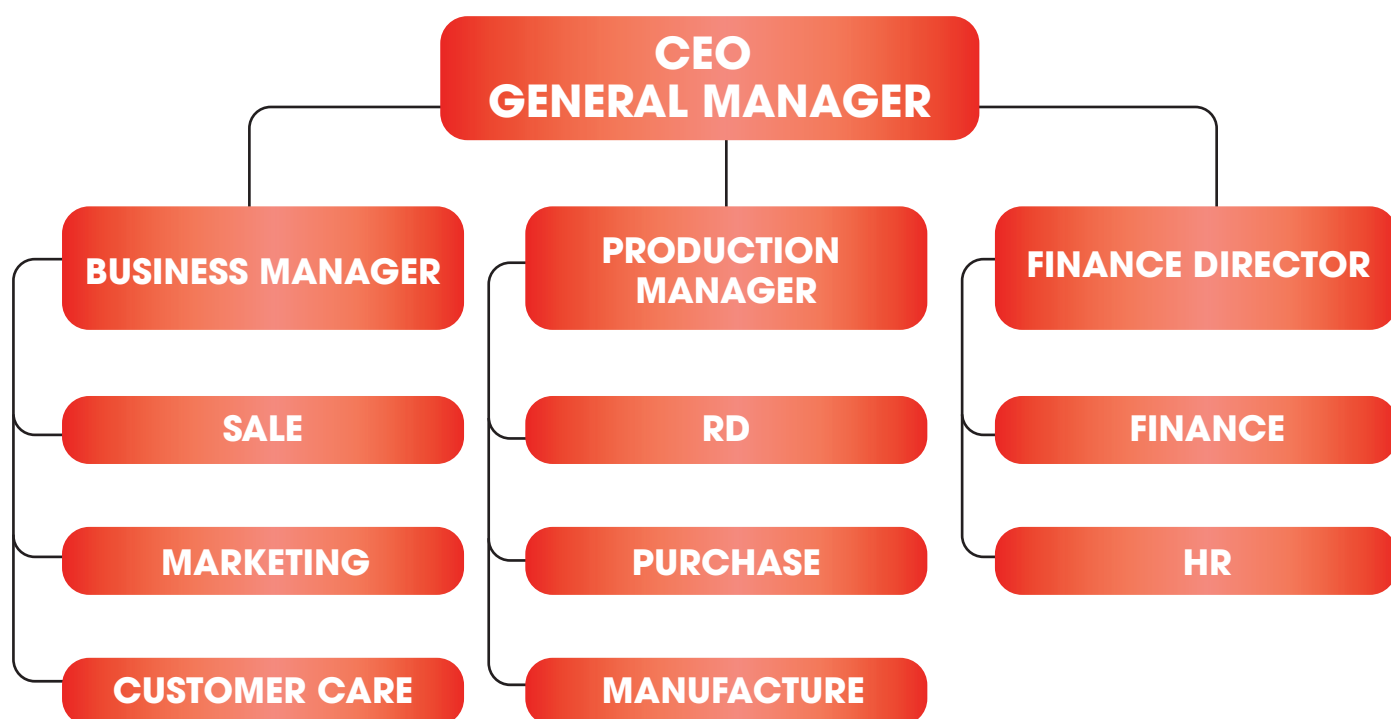
VISION:

All leaders and employees strive to make Binh Minh HP has become a professional and reputable supplier of wood products and services.

MISSION

All members of Binh Minh HP constantly strive to innovate technology with new ideas, create new value and implement reliable production processes to contribute to the development of society.

ORGANIZATIONAL CHART



OUR WORK PROCESS





Binh Minh HP

LEADERSHIP



THANG KHÁNH HUY
GENERAL DIRECTOR



CAO TRUNG HÙNG
CCO & BOD



ĐỖ THỊ DIỆU
FINANCE DIRECTOR



PARK JEONG EUN

- ◆ PROFESSOR AT EWhA WOMANS UNIVERSITY.
- ◆ SENIOR ADVISOR TO KOREA MARKETING MANAGEMENT ASSOCIATION.
- ◆ BINH MINH HP SENIOR ADVISOR IN KOREA.



THANG VĂN THÔNG

- ◆ VICE PRESIDENT OF VIETNAM CHIPS ASSOCIATION.
- ◆ SENIOR ADVISOR OF BINH MINH HP



NGUYỄN NGỌC MAI

- ◆ CHAIRMAN OF VIETKAO GROUP
- ◆ MEMBER OF THE BOARD OF DIRECTORS
SENIOR ADVISOR OF BINH MINH HP



AFFORESTATION

Binh Minh HP promotes investment in cooperation with farmers in 12 northern provinces of Vietnam in afforestation, contributing to the annual increase in planted forest area and increasing income for people. The joint venture and association form a closed value chain from planting, tending, exploiting, and processing to consuming products, contributing more motivation for people to stick with the forest for a longterm and sustainable.

TIMBER PROCESS & WOOD PELLETS PRODUCTION

Binh Minh HP invests hundreds of billions of VND in research and application of advanced science and technology, environmentally friendly technology, 4.0 technology in forest product processing, especially in the export of wood chips



WAREHOUSING AND TRANSPORTATION SERVICES

To meet the needs of domestic and foreign customers to supply the exportation of wood chips and wood products, Binh Minh HP has built a system of warehouses and means of transportation facilities in 4 northern provinces of Vietnam.

We have been receiving the highly appreciated support of many customer partners.

EXPORTING WOODCHIPS

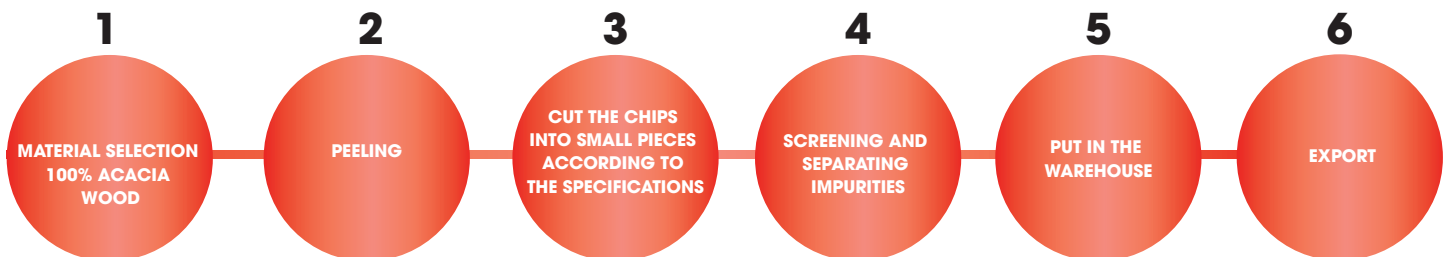
To become the largest woodchip exporter in Vietnam, Binh Minh HP has built a closed process from the raw material area, production processing, and warehousing to direct export.



BÌNH MINH HP



WOOD CHIPS MANUFACTURING PROCESS



STANDARD TABLE OF WOOD CHIPS

SPECIFICATIONS	OUTPUTS
Bark and rotten wood	Maximum 1% GMT
Humus less than 3mm	Maximum 1.5% GMT
Pin from 3-7 mm	Maximum 6.0% GMT
Over thickness >8mm	Maximum 10.0% GMT
Oversize >45mm	Maximum 2.0% GMT
Accepted = 100% lowest (2+3+4+5)	Minimum 80.5 % GMT
Length 7-13 mm	Maximum 20% GMT
Accepted 7-45 mm	Average length >26.0 mm
Average humidity	From 40% to 55%
Total impurities	Maximum 0.15 kg/BDMT
Other strange objects	Unauthorized

FORESTS IN THAI NGUYEN

Hoa Khe 2, Van Han, Dong Hy, Thai Nguyen

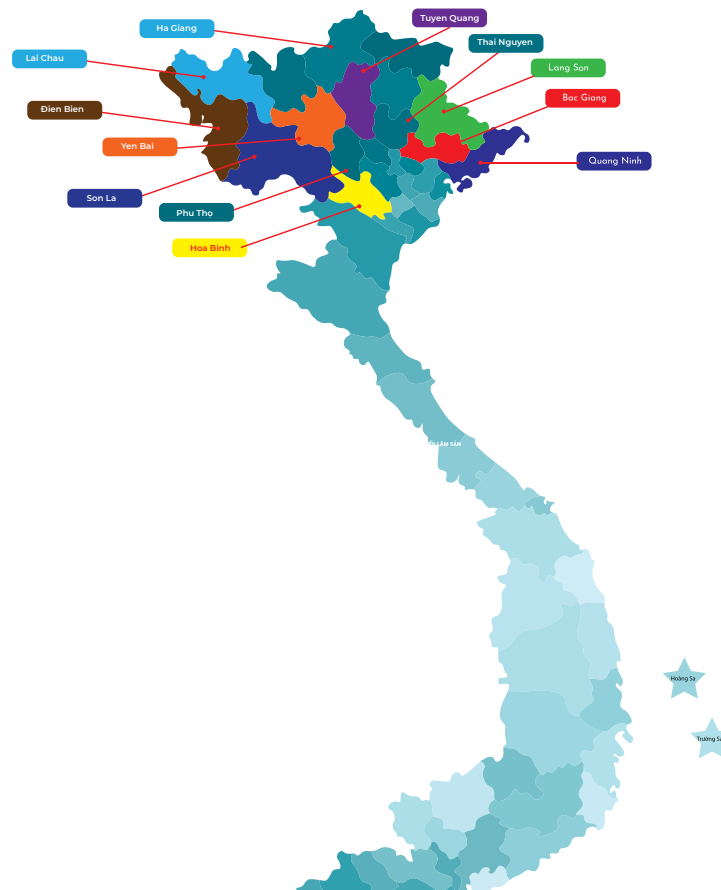
Thinh Lam, Van Han, Dong Hy, Thai Nguyen

Hoa Khe 1, Van Han, Dong Hy, Thai Nguyen

Thinh Đức 1, Van Han, Dong Hy, Thai Nguyen

PLANTED FORESTS IN DINH LAP DISTRICT, LANG SON

CURRENT STATUS OF FSC/FM OF BINH MINH HP

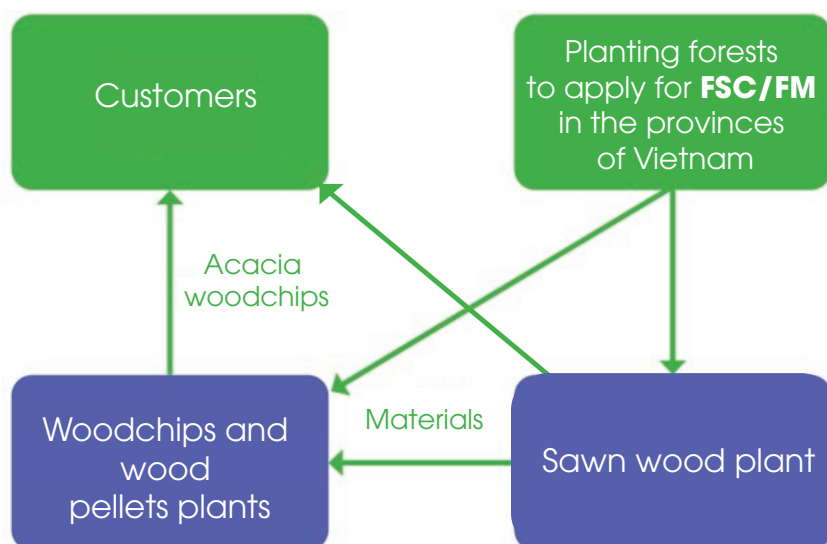


PRODUCTION CAPACITY

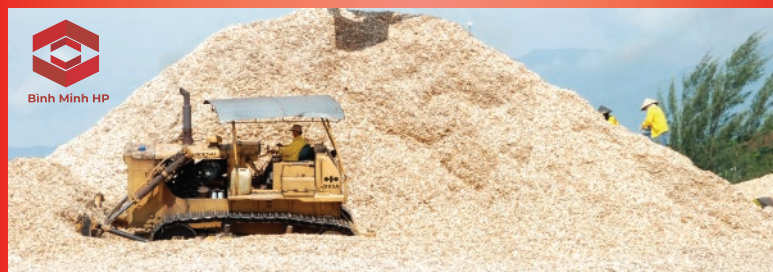


Binh Minh HP

Model of afforestation and export wood processing chain



PRODUCTION CAPACITY



16



Factories

740



Workers

1.000.000 BDMT



tons/year
woodchips, wood pellets,
lumber

WHY SHOULD CHOOSE US



Abundant raw material source with extensive plantations spanning across 12 provinces.



Vast experience in the production and processing of forestry products, especially in manufacturing wood chips, compressed wood pellets, and various wood-based products.



A highly experienced workforce.



A comprehensive transportation system with warehouses, ports, and terminals nationwide.



Strong financial capacity



State-of-the-art modern factories, leading in Vietnam.

Website : binhminhhp.com

Email : cco@binhminhhp.com

Hotline : 0981.996.789

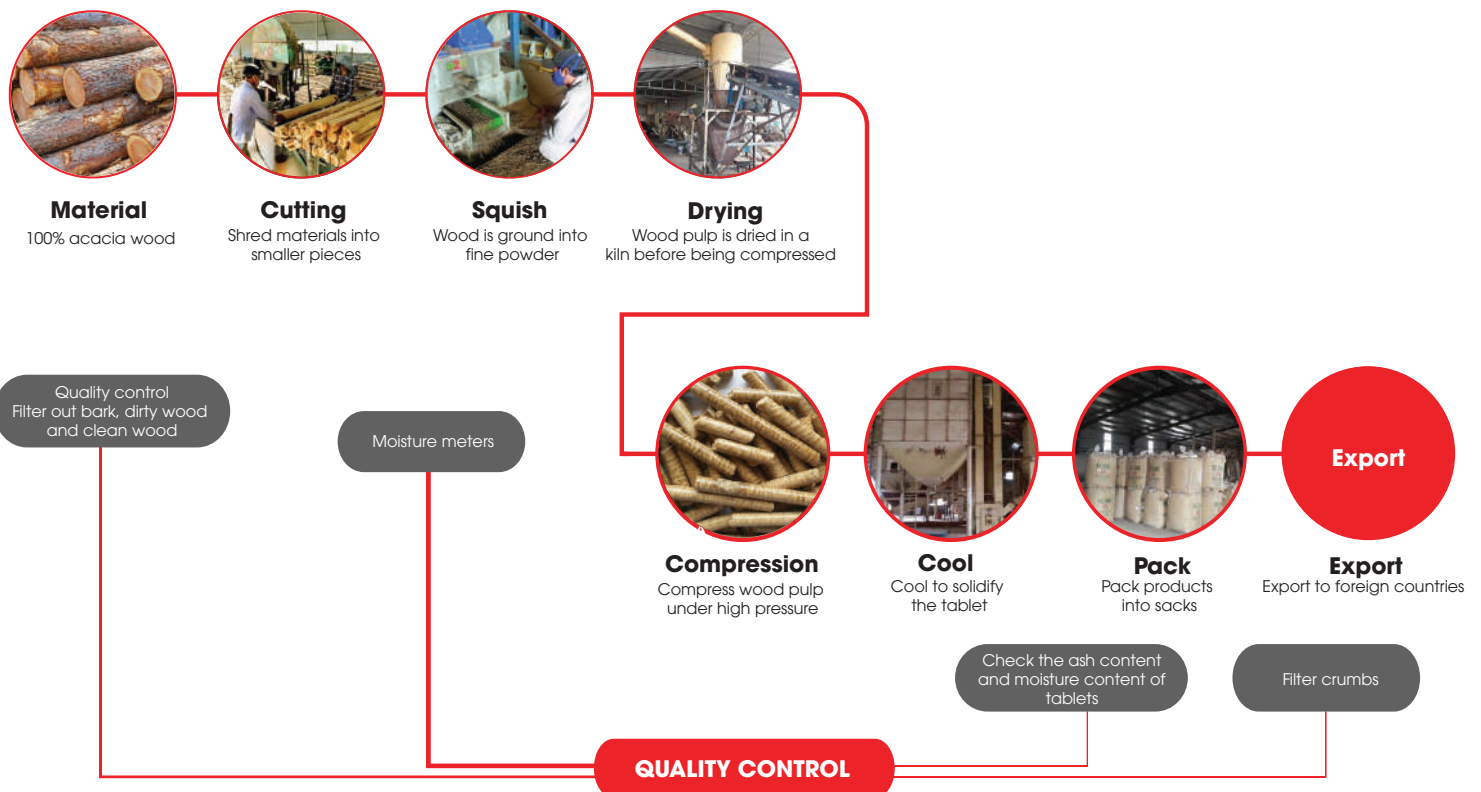
Head office: Lot 11, Cai Lan Industrial Park, Bai Chay Ward, Ha Long City, Quang Ninh Province, Vietnam

WOOD PELLETS AND TIMBER PROCESS

LUMBER MANUFACTURING PROCESS



WOOD PELLETS PROCESS



BRANCH/MEMBER PORT OF THE COMPANY



Binh Minh HP



CAI LAN PORT, QUANG NINH PROVINCE

DOAN HUNG PORT, PHU THO PROVINCE



NGHI SON PORT, THANH HOA PROVINCE

DA PHUC PORT IN THAI NGUYEN PROVINCE



BUSINESS ACTIVITIES AND PARTNERS



BINH MINH HP company attended the Vietnam woodchip industry conference



BINH MINH HP signed a cooperation agreement with agencies and sectors to promote the development of raw material areas and afforestation



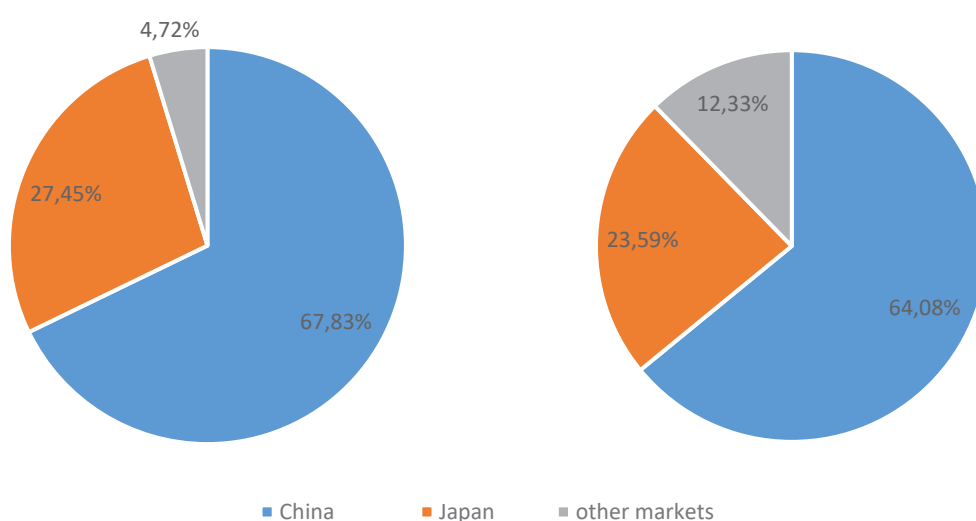
Signed a strategic cooperation agreement with Chinese partners

VIETNAM'S WOODCHIP EXPORT REVENUE 2022

Output markets are mainly China and Japan

China and Japan are the largest woodchip import markets in Vietnam, the turnover from these two markets accounts for 95% of the total woodchip export turnover of Vietnam (Figure 4 and Table 1).

Figure 4: Weight ratio (left) and right value of wood chips exported 11M/2022 by market as following



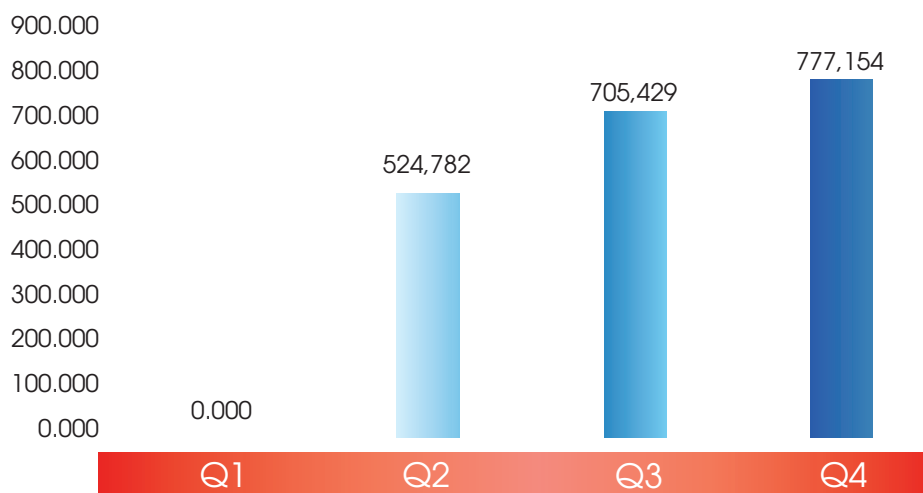
The main export markets of Vietnam's woodchips in the first 11 months of 2022

Market	Quantity (Ton)	% of total exports	Amount USD	% exports
China	9.930.676	67,83%	1.786.927.808	64,08%
Japan	4.019.575	27,45%	657.829.243	23,59%
Other markets	691.249	4,72%	343.810.254	12,33%
Total	14.641.501	100,00%	2.788.567.303	100,00%

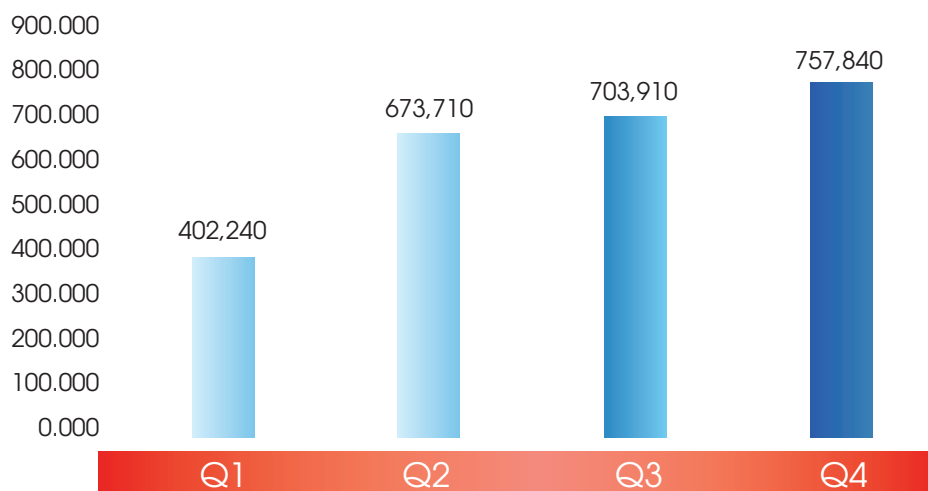
FINANCIAL REPORT ON REVENUE OF BINH MINH



REVENUE IN 2021 *(Bil vnd)*



REVENUE IN 2022 *(Bil vnd)*



In 2021, total revenue will reach VND 2,007.365 billion, in 2022 total revenue of VND 2,537,700 billion, up 126% compared to 2021. Specific growth targets for each quarter:

- Q1 2022 Revenue reaches VND 402,240 billion
- Q2 2022 reached VND 673,710 billion, up 167.5% compared to the quarter
- Q3 2022, the revenue reached VND 703,910 billion, up 175% compared to the first quarter
- Q4 2022, the revenue of 757,840 billion VND, an increase of 188.4% compared to the first quarter in the same year.

CERTIFICATE



Bình Minh HP

GFA
CERTIFICATION

CHỨNG CHỈ

Phụ lục Chứng chỉ số:

**BAN ĐẠI DIỆN NHÓM HỘ CHỨNG CHỈ RỪNG
ĐÌNH LẬP LANG SƠN**
Huyện Đình Lập, Tỉnh Lạng Sơn, Việt Nam

Mã đăng ký chứng chỉ
GFA-FM/COC-500530

Ngày cấp	14.02.2022	Ngày hết hạn	13.02.2027
Cấp chứng chỉ lần	1	Phiên bản	1 from 14.02.2022

Ngoài Công ty nêu trên, chứng chỉ còn bao gồm 05 đơn vị quản lý rừng (DVQLR) sau đây:

STT	Tên đơn vị DVQLR / Họ tên	Tên DVQLR / Đơn vị sản xuất / Tổ gia đình	Địa chỉ (Thôn/Xóm, Phường/Xã, Quận/Huyện)	Tỉnh/Thành, Quốc gia	Loại rừng (t)	Diện tích rừng (ha)	Ngày cấp chứng chỉ lần đầu
1	Representative Board of Đình Lập - Lang Son Household Certification Group	Bác Lạng Commune	Đình Lập District	Lang Son Province	Plantation	557,68	14.02.2022
2	Representative Board of Đình Lập - Lang Son Household Certification Group	Châu Sơn Commune	Đình Lập District	Lang Son Province	Plantation	414,46	14.02.2022

Vinacontrol
SINCE 1957

Vinacontrol Quang Ninh
11 Hoàng Lăng Street, Ha Long City, Quang Ninh Province
T: (84) 203 382 8300 / (84) 838 911 811 / (84) 203 382 8180
E: info.vinacontrol.com.vn / info.vinacontrol.com.vn

CERTIFICATE OF QUALITY

No.: 23D01GH000434-02
Date: 13 JULY, 2023

Exporter: BINH MINH HP COMPANY
LOT 11, CAI LAN INDUSTRIAL ZONE, BAI CHAY WARD
HA LONG CITY, QUANG NINH PROVINCE, VIETNAM

Commodity: ACACIA WOODCHIPS (VIETNAM ORIGIN)
PACKING: IN BULK

Gross Weight: 37.581.72 GMT
Quantity: 17.516.84 BDMT
Vessel and Voyage No.: MV FRANCISCO V.2306
Port of Loading: CAI LAN PORT IN VIETNAM
Port of Discharge: RICHARD PORT, CHINA
Bill No.: FCC088/23
Date of survey: FROM DATED 08 JULY, 2023 TO DATED 13 JULY, 2023

RESULTS OF INSPECTION

I. SAMPLING
The representative samples of cargo were taken by our surveyors from conveyor belt band during loading operation and then each representative sample was well mixed and distributed into 3 sets followings:
- 1 Set for moisture testing
- 1 Set for specification quality testing
- 1 Set for Vinacontrol retention

II. TESTING
The representative samples were analysed in the laboratory of Vinacontrol Quang Ninh according to the contract signed between the buyer and the seller. The results are as follows:

1. Specification quality:

Size	2.45%
Over 45.0 mm	2.45%
Under 3.0 mm	1.25%
13.0 mm - 45.0 mm	62.02%
7.0 mm - 13.0 mm	15.48%
3.0 mm - 7.0 mm	3.60%
Average Length	24.63mm
Thickness > 8 mm	14.73%
Bark	0.48%
Rot	0.00%
Total Impurities	0.1095Kg/BDMT
Sand Impurities	0.0832Kg/BDMT
Fe Impurities	0.0174Kg/BDMT
Foreign Objects & Others	0.0000%

2. Moisture content: 63.39%

Place of inspection: At Cai Lan port and the Laboratory of Vinacontrol Quang Ninh
Time of inspection: From dated 08 JULY, 2023 to dated 13 JULY, 2023

SURVEYOR

THAT ATTESTS
Vinacontrol
Dao Thi Viet Hang MS VNC0303
Dao Van Loi MS VNC0308

GFA
CERTIFICATION

CERTIFICATE

This certificate is to certify that

Representative Board of Đình Lập - Lang Son Household Certification Group
Đình Lập District, Lang Son Province, Viet Nam

Certificate registration code
GFA-FM/COC-500530

Date of issue	14.02.2022	Date of expiry	13.02.2027
Issue number	1	Version	1 from 14.02.2022

has implemented a forest management system that has been evaluated by GFA Certification GmbH according to the following standards:

- VFCS/PEFC ST 1003:2010 – SUSTAINABLE FOREST MANAGEMENT STANDARD
- VFCS/PEFC ST 1008:2012 – VFCS Logo Usage Rules

A list of all forest management units included in the scope of Certification is attached to this certificate and is integral part of this document.

Diện tích cấp chứng chỉ (tổng): 4.539,86 ha

VFCS
1111-1003-1002

PEFC
PEFC-COC-0008

Dns Joern Ackermann, Giám đốc đối nội
GFA Certification GmbH • Alten Teichweg 15 • 22081 Hamburg • Đức
ĐT: + 49 40 5247131 0 • Fax: +49 40 5247131 999 • www.gfa-cert.com

GFA
CERTIFICATION

CERTIFICATE

This certificate is to certify that

Representative Board of Đình Lập - Lang Son Household Certification Group
Đình Lập District, Lang Son Province, Viet Nam

Certificate registration code
GFA-FM/COC-500530

Date of issue	14.02.2022	Date of expiry	13.02.2027
Issue number	1	Version	1 from 14.02.2022

has implemented a forest management system that has been evaluated by GFA Certification GmbH according to the following standards:

- VFCS/PEFC ST 1003:2010 – SUSTAINABLE FOREST MANAGEMENT STANDARD
- VFCS/PEFC ST 1008:2012 – VFCS Logo Usage Rules

A list of all forest management units included in the scope of Certification is attached to this certificate and is integral part of this document.

VFCS
1111-1003-1002

PEFC
PEFC-COC-0008

Joern Ackermann, Managing Director
GFA Certification GmbH • Alten Teichweg 15 • 22081 Hamburg • Germany
Phone: + 49 40 5247131 0 • Fax: +49 40 5247131 999 • www.gfa-cert.com



Vinacontrol
SINCE 1957

COMMUNITY ACTIVITIES



Bình Minh HP



Binh Minh HP is always willing to volunteer to contribute time, effort, and intelligence to DO charity to society.

BINH MINH HP PARTICIPATES IN VOLUNTEER ACTIVITIES IN THE HIGHLANDS WITH THE VIETNAMESE YOUTH AND STUDENT ASSOCIATION



- ★ **TOP 05 MOST PRESTIGIOUS FOREST PRODUCT
MANUFACTURING AND EXPORTING ENTERPRISES IN VIETNAM**
- ★ **CERTIFICATE OF MERIT VCCI TYPICAL ENTERPRISE IN
BUSINESS ACTIVITIES 2022**
- ★ **CERTIFICATE OF MERIT FOR TYPICAL ENTERPRISE IN
CHARITY WORK AND SOCIAL ACTIVITIES**



Bình Minh HP



Website : binhminhhp.com

Email : cco@binhminhhp.com

Hotline : 0981.996.789

Head office: Lot 11, Cai Lan Industrial Park, Bai Chay Ward, Ha Long City,
Quang Ninh Province, Vietnam



Binh Minh HP



Lead The Way To Success

BINH MINH HP CO., LTD



0981.996.789



cco@binhminhhp.com



binhminhhp.com



Head office: Lot 11, Cai Lan Industrial Park, Bai Chay Ward, Ha Long City, Quang Ninh Province, Vietnam

Hanoi office: Victoria Van Phu building Victoria- Ha Dong district, Hanoi