



## OUTSTANDING FIGURES AND ACTIVITIES OF FISCAL YEAR 2016-2017



1

Hoa Sen Group continued to affirm its position as the leading manufacturer and trader of steel sheets in Vietnam, accounting for 34.3% of the domestic market (According to Vietnam Steel Association's statistic in the first 10 months of 2017).

371

Hoa Sen Group owns the nationwide distribution – retail network with 371 branches, increasing 121 branches in comparison with the year of 2016.

70

Hoa Sen Group's products are exported to more than 70 countries and territories over the world. Hoa Sen Group's products meet all standards of difficult markets such as: AS Standard of Australia, BS Standard of British, JIS Standard of Japan, ASTM Standard of US, etc.

## Sales volume reached **1.6 MILLION TONS**

In fiscal year 2016-2017, sales volume of Hoa Sen Group reached 1.6 million tons, which is the highest level so far, increasing 26% in comparison with the previous fiscal year 2015-2016.

## Net sales exceeded **USD 1 BILLION**

In fiscal year 2016-2017, Hoa Sen Group's net sales reached VND 26,149 billion, increased 46% in comparison with the net sales of fiscal year 2015-2016 and exceeded the plan of USD 1 billion in period 2013-2018.

## ACTIVITY HIGHLIGHTS



**October 17<sup>th</sup>, 2016:** The Cooperation Agreement Signing Ceremony of Startup Program between Hoa Sen Group and Vietnam National University – Ho Chi Minh City



**October 16<sup>th</sup>, 2016:** The Signing Ceremony of Youth's Startup Program



**May 30<sup>th</sup>, 2017:** Hoa Sen Group exported the steel sheet batch of 12,000 tons to Europe



**March 1<sup>st</sup>, 2017:** The Commencement Ceremony of Hoa Sen Yen Bai Steel Pipe Factory



**October 28<sup>th</sup>, 2017:** The Inauguration Ceremony the First Phase of Hoa Sen Nhon Hoi - Binh Dinh Factory Định



**October 28<sup>th</sup>, 2017:** The Commencement Ceremony the Second Phase of Hoa Sen Nhon Hoi - Binh Dinh Factory