



1. Essential Information

Company's name:

CÔNG TY CỔ PHẦN NAM VIỆT
NAM VIET JOINT STOCK COMPANY

License No. **0302205973**, granted by Department of Planning and Investment Ho Chi Minh City on February 01, 2001. The ninth amendment was on July 08, 2013.

Chartered Capital: 80.000.000.000 VND

Owners Equity: 80.000.000.000 VND

Head office: **18 F Tang Nhon Phu Street, Phuoc Long B Ward, District 9, Ho Chi Minh City, Vietnam.**

Tel: (84) 837313443 - (84) 837313642 - (84) 837313991

Fax: (84) 837313641

Website: www.navifco.vn

Email: naviinfo@navifco-corp.com

Stock symbol: **NAV**

2. Company history

Nam Viet Joint Stock Company (NAVIFICO) formerly Nam Viet Company, was established in 1963. NAVIFICO is the first mover of manufacturing fiber cement boards in Vietnam.

In 1975, NAVIFICO transformed into State-Owned enterprise under the People's Committee of Ho Chi Minh City.

In 2001, Nam Viet Company transformed into Nam Viet Joint Stock Company.

December 22, 2006 NAVIFICO listed company's shares on Ho Chi Minh City stock exchange.

3. Business fields and market

Business fields: building materials and wood furniture.

Market: Vietnam, Europe, Australia, USA.

4. Organization diagram

Subsidiaries

Fiber Cement Roofing and Concrete Components Enterprise (NAVI 1)

Mechanical Engineering Enterprise (NAVI 2)

Nam Viet Wood Furniture Enterprise

Departments

- Company Office

- Accounting & Finance Department

- Business Planning Department

- Quality - Standard Department

Associated companies:

SAIGON DEVELOPMENT CORPORATION (SDC)

Head office: 143/7 D Ung Van Khiem Street, Ward 25, Binh Thanh District, Hochiminh City.

Business fields: civil cement and specialized cements, wood furniture.

Chartered Capital: 30.000.000.000 VND.

Navifco owned: 38,33% of SDC chartered capital.

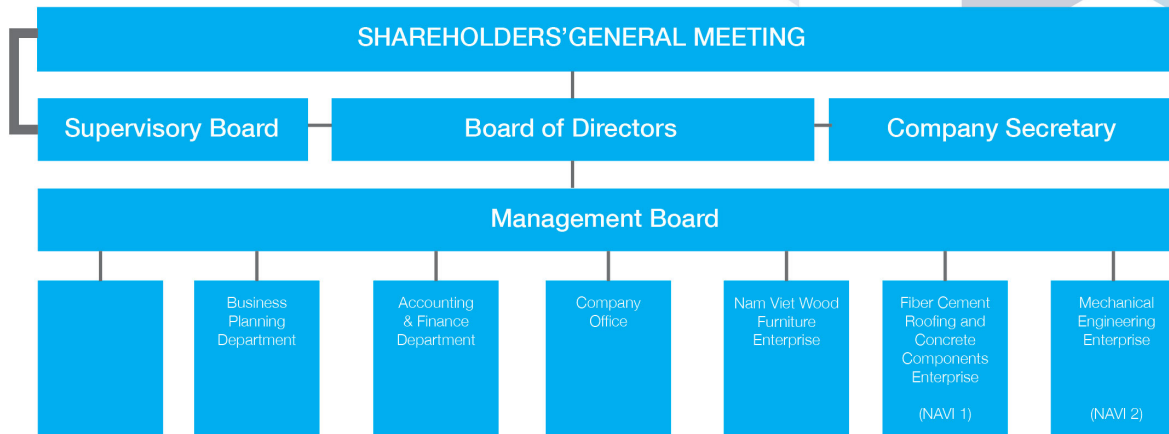
5. Oriented development

The ASEAN Economic Community (AEC) shall be the goal of regional economic integration by 2015. In short, the AEC will transform ASEAN into a region's 600 millions people with free movement of goods, services, investment, skilled labor, and free flow of capital.

ACE and TPP will bring opportunities as well as tremendous challenges to Vietnam's enterprises, especially small and medium enterprises as Navifco.

Therefore, company must enhance application of science and advanced technology, to improve business development as well as expansion by joint venture with domestic partners

ORGANIZATION DIAGRAM



and foreign partners to increase capacity of company.

In addition, company must continue to maintain important tasks such as:

- Maintaining production scale.
- Improving company's liquidity, recovering debts and handling slow-moving inventories.
- Increasing the competitiveness of company by professional, dynamic human resources (streamline HR arrangements and improve compliance in production).
- Improving employee's life quality.

Company's main objectives

- Continue to develop fiber cement products to create a breakthrough in quality, features and designs.
- Maintain regular contact with companies and organizations after IIBCC 2014 (International Inorganic-Bonded Fiber Composites Conference) in Vietnam to build Navifico's brand name as well as search for opportunities to cooperate in production technology and capital investment.
- Continue to conform Chain of Custody FSC – CoC, increase capacity of wood furniture, assure product quality and delivery time.
- Improve supply chain, production and consumption that ensure mutual benefits for distributors and consumers.
- Enhance opportunities to looking for strategic partners (strong capital, technology production) and potential market by cooperating with domestic or foreign partners.
- Conduct factory relocation, combine with searching for strategic partners to build and expand business in period of 2015-2017.

Medium and long term development strategy

Build company brand in domestic market and increase exports company's products.

Company's objectives on environment, society, community

- Maintain, implement solutions:
- Minimize smoke pollution, preventing waste releases into the environment, saving energy.
- Enhance compliance to government law, focusing on intellectual property and software license in production and trading.
- Contributing social activities and community development.

6. Risks:

Overall in 2014, macroeconomic was stable, inflation was controlled, growth was restored in most sectors, GDP growth rate was higher than two years ago. However, there are still some difficulties such as the global economy was slowly recovered and uncertainty, lower oil prices affected budget balance and the ability to provide capital for development.



Business activities

02



Business activities:

1.General information 2014:

Results of business activities:

Items	Implementation 2013	Plan 2014	Implementation 2014	to 2013	
Net sales	186,937,500,476	207,550,000,000	208,579,550,863	111.58%	
Profit before tax	4,717,910,677	9,230,000,000	9,307,681,654	197.28%	

Sales volume attained 88.84% of 2014 sales plan, 110.61% compares to 2013.

2014 wood furniture sales volume attained 118.17% compares to plan, 109.73% compares to 2013. In particular, exports of wood furniture attained 4,005,510 USD.

Profit before tax was 9,307,681,654 billion attained 100.84% of plan, 197.28% compares to 2013.

Fiber cement products business compares to plan: price decreased 0.47%; Sales volume decreased 10.17%, discontinuous production, production costs per unit: interest rate increased 12.71%, operation costs increased 13.62%, profit attained 47.84% compares to plan.

2014 provisions were 2,630,106,051 VND.

Interest expenses decreased in 2014, decreased 32.31% compares to 2013 (1,578,968,073 VND) by using borrowings for maintaining reasonable raw materials reserves and inventories.

Inventory was reduced, consumption has improved, in particular:

- Market demand increased, fiber cement roofing consumption increased 10.61% compares to 2013.

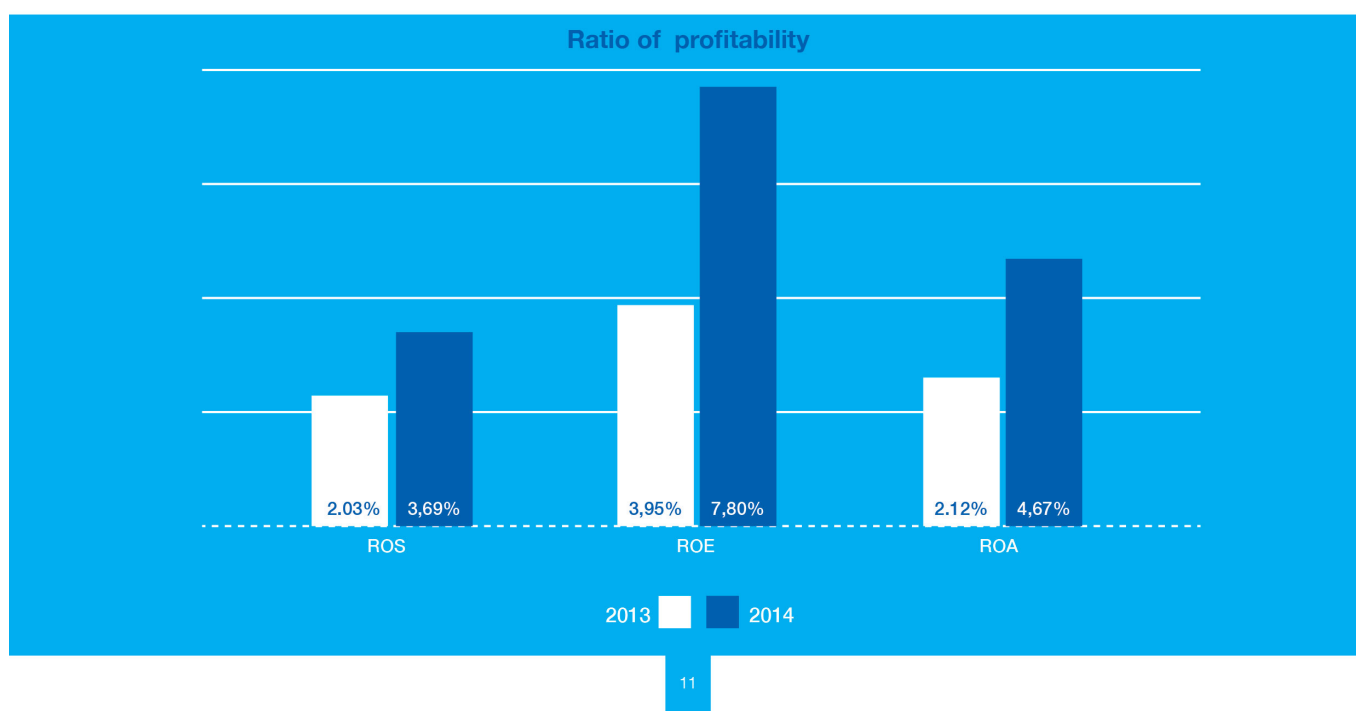
- Slow-moving inventories of wood products, raw materials have changed significantly compares to 2013.

- Debts and the risks from slow deployment of real estate projects: Company has sued debtors in Ho Chi Minh City Court (processing).

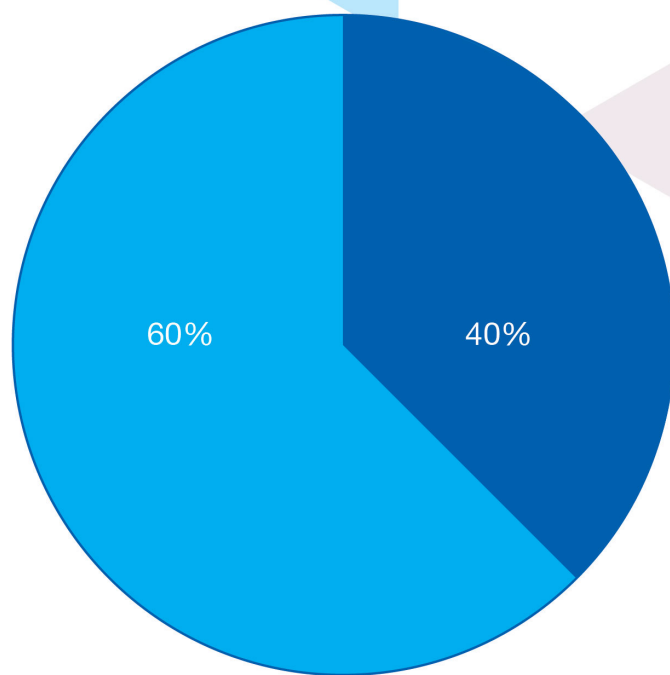
Company continue to maintain capital restructuring orientation, streamlined operation system associated with seeking new investment opportunities, conducted cash flow management to improve speed of:

- Production inputs: provide properly and timely raw materials.

- Increasing sales and payment collections.



Capital structure:



Owners' Equity Liabilities

Growth:

Items	2013	2014	% increase/decrease
Total assets	178,703,446,614	164,742,338,095	-7.81%
Net sales	186,937,500,476	208,579,550,863	11.58%
Profit before tax	4,717,910,677	9,307,681,654	97.28%
Profit after tax	3,797,140,258	7,689,048,777	102.50%

2. Company structure

Board of Directors

Mr. TON THAT MANH	Chairman
Mr. VU HAI BANG	Member
Mr. NGUYEN VAN NAM	Member
Mr. BUI HAI QUAN	Member
Mr. NGUYEN LE PHONG	Member
Mr. NGUYEN VU THINH	Member
Mr. LE HUU THUAN	Member

Supervisory Board

Mr. NGUYEN DINH MINH	Head of Supervisory Board
Mr. VU THAI HOA	Member
Mr. NGUYEN NGOC DUNG	Member

Board of Management

Mr. PHAM HUE HUNG	General Director
Mr. LE VAN TRANG	Deputy General Director
Mr. PHAM MINH TUYEN	Deputy General Director