



HIEPHOA AUTOMOTIVE  
GROUP JSC

COMPANY PROFILE



HIEPHOA AUTOMOTIVE SC GROUP JSC

11 Group 1 Lang Ha, Dong Da District  
Hanoi, Vietnam

Minh Duc industrial zone, My Hao district, Hung Yen Province  
19008687

[info@hiephoa.com.vn](mailto:info@hiephoa.com.vn)



# LETTER FROM CHAIRMAN

# INTRODUCTION

Dear valued clients and partners,

I would like to send the warmest regards to all our clients and partners around the world. I wish you a year full of success, happiness and above all healthiness.

Founded in 1996, Hiephoa Group, are proud to be a leading company in manufacturing, importing, exporting and research environmental equipment in Vietnam. We pride ourselves in restlessly developing and searching for advanced technology to sustain healthy environment and improve public safety and security.

Having overcome many obstacles of the transitory economy, I have witnessed an exponential growth of the group, climbing to top 500 largest enterprises in Vietnam. Hiephoa Group started from manufacturing simple products such as handcarts to more sophisticated vehicles such as garbage trucks, water spraying trucks, firefighting trucks, rescue trucks. For almost two decades, we have embraced and met challenges with our partners to make our product have their presence on every road of Vietnam, to every small corner to protect human life and property.

With clients, we always stay as a trusted company with every client and hold responsibility to our product quality.

With partners, we act as our slogan says: Survive together, develop together. I see my partners as friends, see the world as a common house for us to meet, to exchange knowledge and share opportunities to promote common prosperity. We strive to be a chain in the global value chain and we are here to make things happen.

On one hand, the objective of our company is to be competitive and profitable. On the other hand, the philosophy, which is even more important to us, is our respect towards the relationship with clients and partners and our trust among each other. I hope you will continue to support us and work with us to fulfill our dream of protecting human life and our environment.

Chairman

DAO MANH HUNG

## COMPANY INFORMATION

### HIEPHOA AUTOMOTIVE GROUP JSC

Headquarter: 11 Group 1 Lang Ha, Dong Da District, Hanoi, Vietnam

Office: 25 Ngoc Khanh street, Giang Vo Ward, Ba Dinh District, Hanoi

Factory: Minh Duc Industrial Zone, My Hao District, Hung Yen Province

Phone: 0243 733 1961 - 19008687

Email: [info@hiephoa.com.vn](mailto:info@hiephoa.com.vn)

Website: [www.hiephoa.com.vn](http://www.hiephoa.com.vn)

Legal representative:

DAO MANH HUNG Chairman

## BUSINESS ACTIVITIES

### MANUFACTURING

Manufacturing, building, renovating, repairing, designing, consulting, constructing, installing and providing warranty of vehicle and specialized systems for urban environment, transportation, construction, rescue, police, firefighting and medical industries.

Manufacturing hydraulic equipment, environment, road motorized traffic.

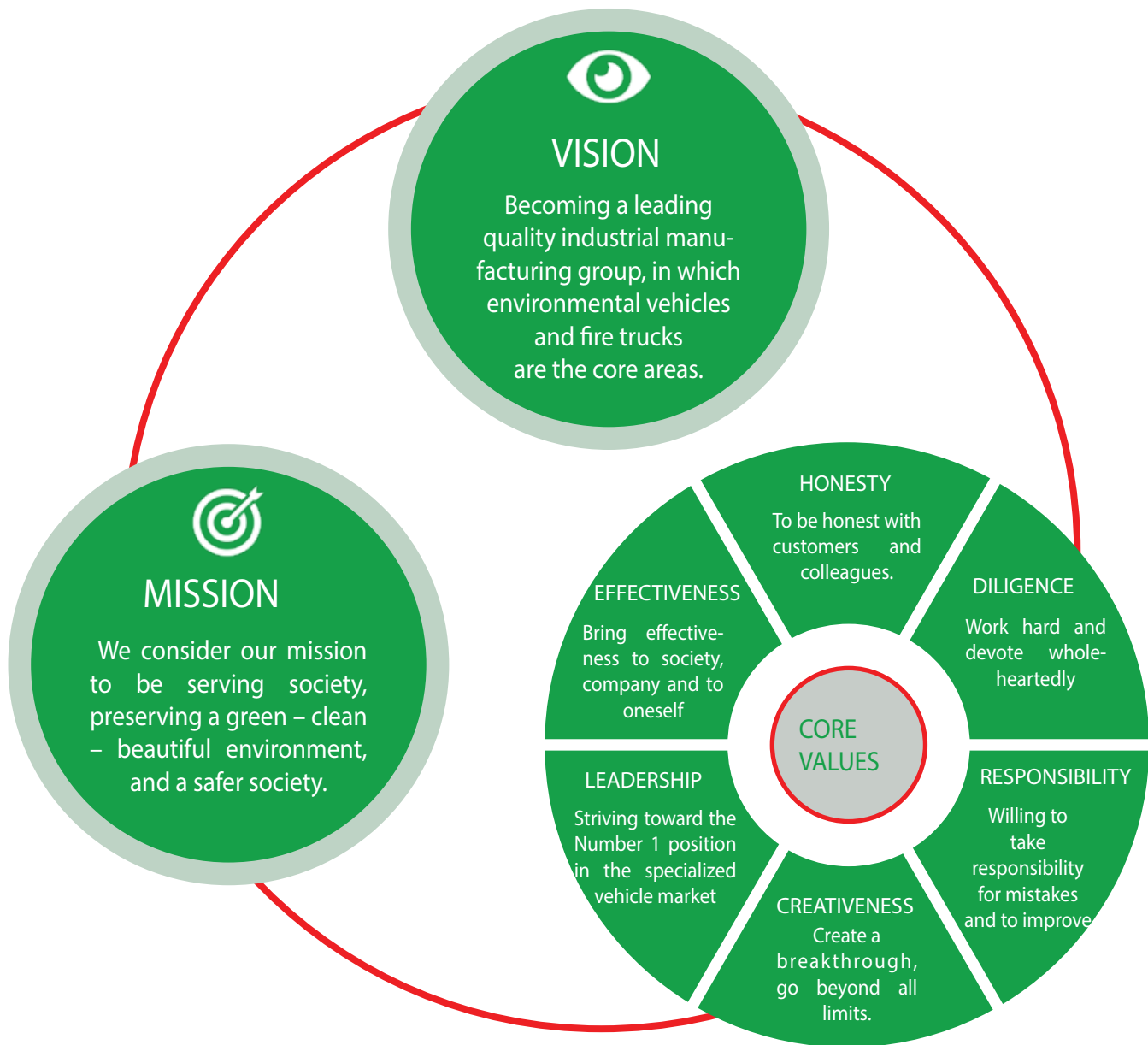
### TRADING

- ▶ Specialized vehicles for the urban environment, transportation, construction, rescue, police, firefighting, healthcare, and information telecommunications industry
- ▶ Specialized machinery, equipment and systems for the urban environment, transportation, construction, rescue, police, firefighting, medical, information telecommunications, and computer industries.

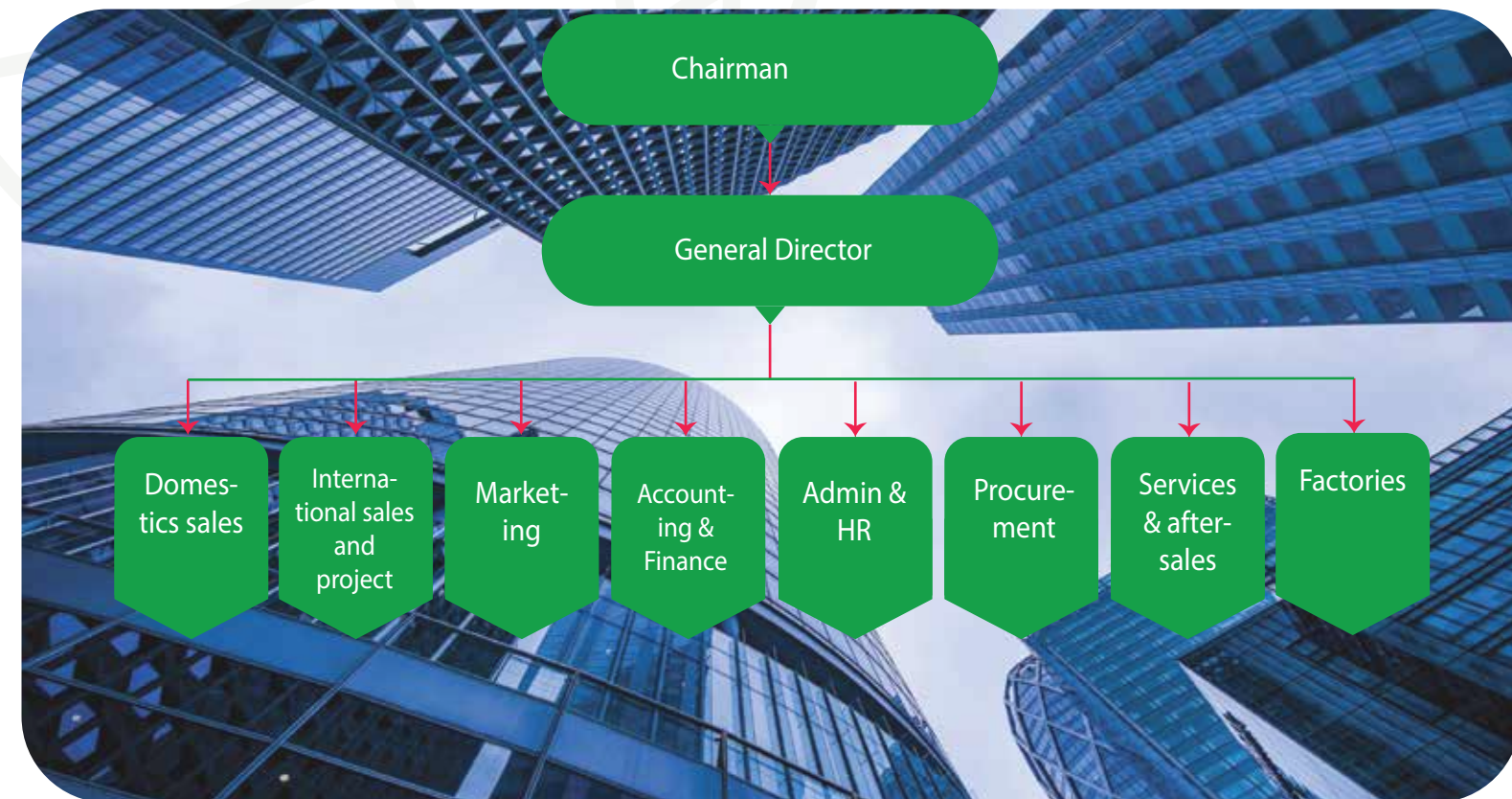




# VISION AND MISSION



# ORGANISATION CHART







### DIVERSITY

With more than 25 years of research and development, Hiep Hoa has a diversified product portfolio to meet any specific customer needs.

### AVAILABILITY

Hiep Hoa Company always ensures ready and timely delivery to customers from the date of purchase, depending on the type of product.

### COMPETITIVE PRICING

Hiephoa offers very competitive prices, lower by 30-50% than wholly imported vehicle, without compromising the quality



### TOP PRESTIGE

More than 25 years in the market for, Hiep Hoa Company is the strategic partner of ministries, departments and companies across 63 provinces

### QUALITY ASSURANCE

To ensure the quality of the products, Hiep Hoa focuses on every part and detail by using parts imported from G7 countries.

### EXCELLENT AFTER-PURCHASE SERVICES

With a team of skilled and experienced workers and engineers, products will be maintained and repaired completely free of charge for customers during warranty.



Factors contributing to the world-class of Hiephoa Group



## MANUFACTURING SITE

Area of 56.125 m2 (largest in Vietnam for special purpose vehicle), including:

Factory 1: Manufacturing environmental vehicles

Factory 2: Manufacturing other vehicles

Factory 3: Precise Mechanics and Hydraulics

Factory 4: Warehouse complex

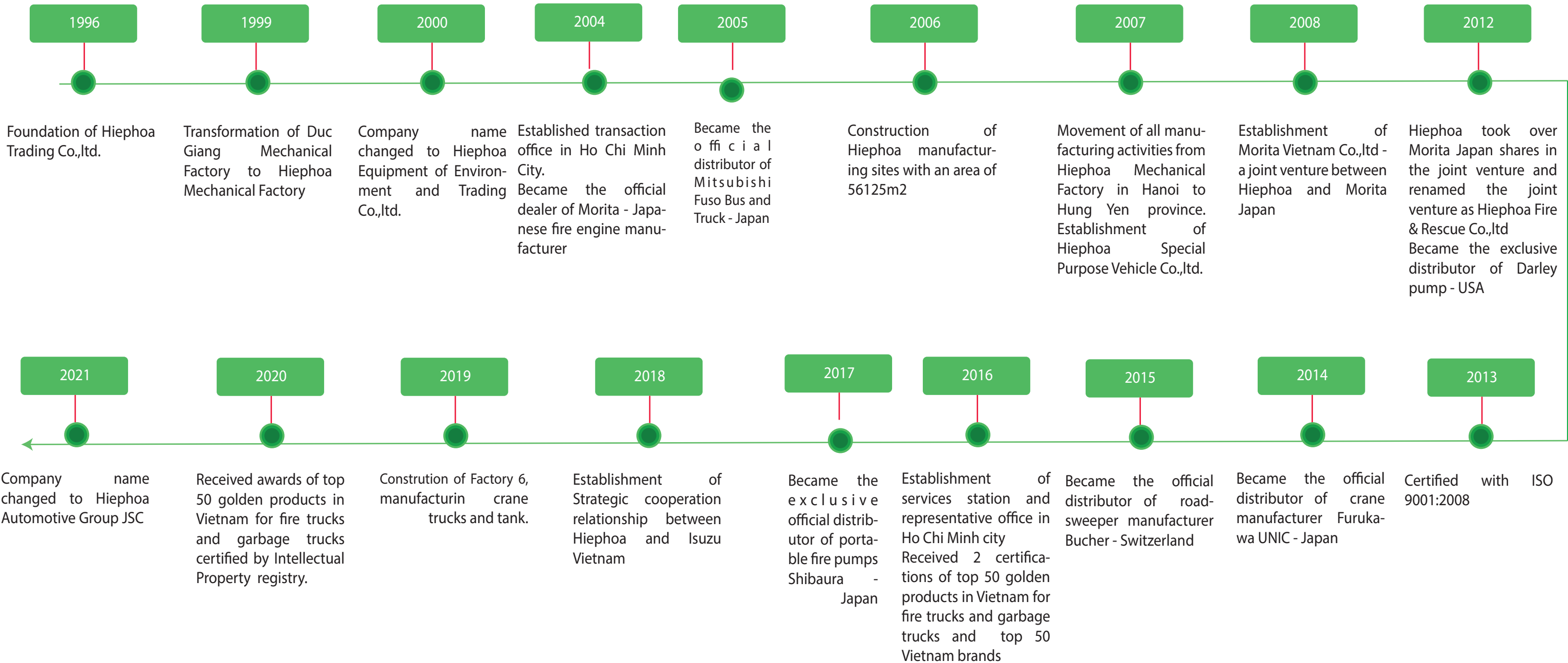
Factory 5: Manufacturing fire trucks

Factory 6: Manufacturing of crane trucks and tank

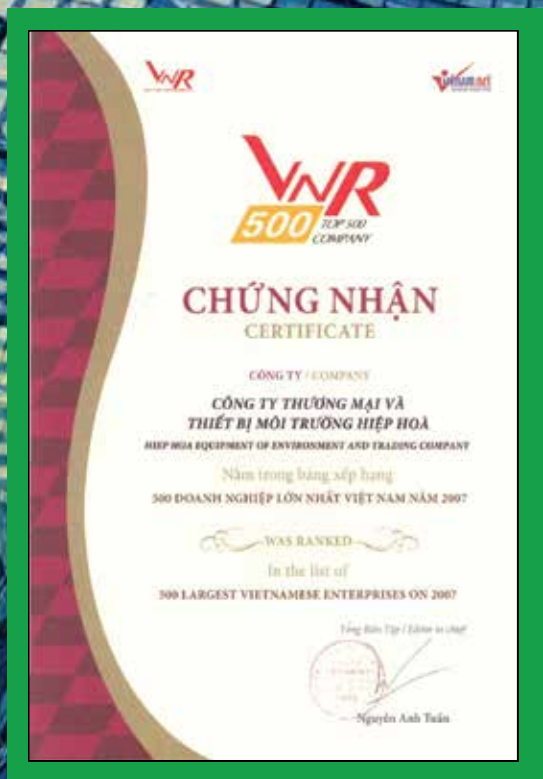
Registration Station



Hiep Hoa always sets big goals boldly and ready to strive to set foot on every success  
 To Hiephoa, expanding the scale and the industry must come from good products, excellent services, and outstanding people.







“The Golden Brand” voted by Vietnam Environment Association

Honored by the Intellectual Property Registry for “Fire truck” & “Trash compactor truck”

Get ISO certification – the certification of quality management

Top 50 leading brands in Vietnam Award

Top 50 Vietnam golden products award for Hiep Hoa fire truck





# PRODUCTION CAPABILITY

## HUMAN RESOURCES

In addition to investing in equipment and technology, Hiep Hoa Company continuously pays special attention to improving the quality of human resources through its advantages in policy of recruitment, remuneration, friendly team working environment, opportunities for development - promotion and stable income for employees. The company's team of management and professional staff are formally trained, specialized with good qualifications and management capability. Technical workers are professionally trained, many of them are highly skilled, developed through many big projects, thus have accumulated tremendous practical experience, mastered advanced technology and modern science.



## EQUIPMENT AND TECHNOLOGIES

From building long-term strategic orientations for manufacturing and business, at the same time meeting the actual requirements and development trends of the country, over the years, Hiep Hoa Automobile Group Joint Stock Company has strongly invested in many modern manufacturing equipment and applied new science and technology in manufacturing, capable enough to undertake the provision of specialized vehicles for local businesses, ministries and departments, with one purpose: "Vietnamese people use Vietnamese goods".



Manufacturing, warranty, repairing, warehouse: 235 staff



Sales, project, purchasing, finance, admin: 50 staff



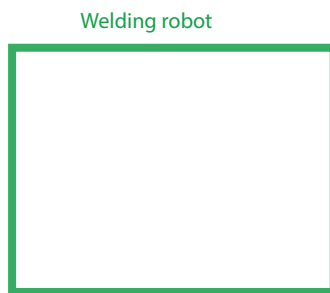
## COMPONENTS AND PARTS SUPPLY CHAIN

Equipment and spare parts integrated on specialized vehicles imported from G7 countries



## ADVANCED TECHNOLOGIES

Modern manufacture line of components and accessories meet the needs of assembly and manufacturing.



## JAPANESE SPECIALIZED STEEL MATERIAL



Hiep Hoa is the official distributor for the world's leading manufacturers in the field of environment, firefighting and national security.

<p>ISUZU - JAPAN</p> <p>The world's leading manufacturer of truck chassis</p>	<p>FURUKAWA UNIC - JAPAN</p> <p>One of the largest hydraulic crane manufacturers in the world</p>	<p>DARLEY- USA</p> <p>The world's number one fire pump manufacturer</p>
<p>SHIBAURA - JAPAN</p> <p>Leading in the field of design, construction and manufacturing of diesel engines, agricultural machines, portable fire pumps</p>	<p>BUCHER - SWITZERLANDGE</p> <p>The world's leading manufacturer of vehicles and equipment for vacuuming and sweeping the streets</p>	<p>MAGIRUS - GERMANY</p> <p>The world's leading manufacturer of ladder trucks and rescue equipment</p>





# FINANCIAL CAPABILITY

In the process of manufacturing and business, Hiep Hoa Company determines the self-sufficient and abundant financial resources to help the company invest boldly in long-term strategic business projects. The total asset value of the Company is always over VND 200 billion, ensuring the charter capital structure in line with the current manufacturing and business scale. Annual manufacturing and business results have a stable growth rate, the average revenue is from 80% to 85% of the realized output value. In the coming time, Hiep Hoa plans to increase charter capital to ensure its financial capability to carry out big investment contracts.



# FINANCIAL PERFORMANCE

## HIEP HOA AUTOMOTIVE GROUP JOINT STOCK COMPANY

Financial information	2018	2019	2020
Total assets	307.297.985.531	291.345.647.002	272.309.184.569
Total liabilities	197.214.649.845	178.669.054.127	157.490.406.984
Net assets	110.083.335.686	112.676.592.875	114.818.777.585
Current assets	219.974.537.157	280.778.026.596	266.139.652.675
Current liabilities	197.214.649.845	178.669.054.127	157.490.406.984
Working capital	22.759.887.312	102.108.972.469	108.649.245.691
Total revenues	390.282.854.435	365.396.648.812	405.283.138.196

REVENUE GROWTH CHART FOR 2016 - 2020



NUMBER AND TYPES OF MANUFACTURING AND BUSINESS IN THE LAST 3 YEARS					
Item	Product	Unit	Year 2018	Year 2019	Year 2020
1	Specialized cars, construction machines (garbage trucks, sprinkler trucks, crane trucks, forklift trucks, unblocking trucks, sump dredgers, hooklift trucks, excava-	pcs	246	352	250
2	Supply, renovate, convert and install systems for specialized cars (crane, trash can system, firefighting system, lift set, suction sweep system....)	set	289	320	350
3	Repair and maintenance of special-use cars, construction machines	pcs	139	148	120
4	Environmental equipment (garbage collection trucks, portable toilets,	set/pcs	20.564	5.055	4.000
5	Hydraulic equipment (pumps, valves, cylinders, seals, hoses...)	set/pcs	565	729	900
6	Spare parts for specialized cars and other supplies	set/pcs	2.704	62.941	52.650

### GEOGRAPHICAL COMPATIBILITY

The vehicle is compactly designed and suitable for road and traffic conditions in Vietnam.

The body structure is welded firmly to ensure durability, not dented or broken when traveling.

The entire power line is a heat-resistant wire, so it has high durability in hot weather conditions, or when the vehicle operates continuously.

Vehicles are painted with new technology through multiple stages and multiple layers of anti-corrosion. The coating creates a beautiful glossy outer surface that both increases aesthetics and ensures durability.

The material for the manufacturing of vehicle parts is environmentally friendly, imported from G7 countries and assembled in Vietnam.

The equipment that comes with the vehicle is designed and arranged to be easy to use, friendly and has no adverse effect on the surrounding environment.



### ENVIRONMENTAL IMPACTS AND METHODS

Building a system factory according to the quality management process of international standard ISO 9001:2015.

For fire trucks after manufacturing is completed, the Vietnam Register will issue a certificate of quality, technical safety and environmental protection for automobiles manufactured and assembled. Certificate of inspection for fire prevention and firefighting equipment is granted by the Fire Prevention and Rescue Police Department





- 1 Chassis: 12-month warranty as standard of manufacturer
- 2 Specialized system: 12 months warranty
- 3 Support to pay registration tax, register, buy insurance, install accessories
- 4 Simple, fast and time-saving procedure
- 5 Genuine products, careful after-sales



Item	Description
Chassis	At all dealers and warranty stations of nationwide truck manufacturers
Specialized system	Factory of Hiep Hoa Automobile Group Joint Stock Company Address: Minh Duc Industrial Park, Minh Duc Ward, My Hao, Hung Yen

## OTHER WARRANTY AND MAINTENANCE REQUIREMENTS

1	Warranty conditions	<ul style="list-style-type: none"> <li>- All errors, defects, damages determined to be caused by assembly belong to Hiep Hoa.</li> <li>- Warranty method: Repair and replace new components, spare parts or if it cannot be repaired, replace equipment for damaged parts.</li> </ul>
2	Mechanism for dealing with arising damage and defects during the use of goods within the warranty and maintenance period	Within 24 hours after the Customer notices about the arising damage, defect ... Hiep Hoa conducts the error confirmation and corrects the damage or defect after receiving the notice from the Customer.
3	The process of supplying spare parts	<ul style="list-style-type: none"> <li>- Customers make a list of type and quantity of parts needed to be replaced and notify Hiep Hoa to make a supply plan.</li> <li>- During the warranty period, components / spare parts are replaced free of charge if it's due to manufacturer's fault. If it is caused by the user's fault, Hiep Hoa is responsible for repairing but all total fees are paid by the Customer.</li> </ul>
4	After-sale service	<ul style="list-style-type: none"> <li>- Hiep Hoa ensures to provide adequate supplies, spare parts, repair services after the warranty period expires with preferential prices. Customers can contact directly at the company's office, or by phone or fax to request to buy spare parts with confirmation of quantity and type, the company will deliver to the place as soon as possible according to customer demand.</li> <li>- Provide spare parts/components of manufacturers at reasonable prices.</li> </ul>

# CUSTOMERS AND OUTSTANDING PROJECTS



Hanoi Urenco



Ho Chi Minh Urenco



Da Nang Urenco



Nghi Son Refinery and Petro-chemical LLC



Tổng Công Ty Đầu Tư và Phát Triển Đường Cao Tốc Việt Nam



Northern Electric Equipment JSC



General Logistics - Ministry of Public Security



Fire Department - Ministry of Public Security



Mobile Police - Ministry of Public Security



Traffic Police - Ministry of Public Security



Viettel - Ministry of Defense



Binh Duong Police





## SPECIALIZED VEHICLES AND EQUIPMENTS

### I. ENVIRONMENTAL, HEALTHCARE & PETROL SECTOR

- 1. Mini garbage collector
- 2. Compactor
- 3. Hooklift truck
- 4. Water spraying truck
- 5. Sludge vacuum truck
- 6. Jetting truck
- 7. Sludge carrying truck
- 8. Medical waste carrying truck
- 9. Roadsweeper
- 10. Hearse
- 11. Wheeled garbage Can
- 12. Public trash bin
- 13. Bulldozer
- 14. Garbage compactor station
- 15. Ambulance
- 16. Fuel tank truck

### II. CONSTRUCTION AND POWER SECTOR

- 1. Crane truck
- 2. Crane truck with basket
- 3. Ladder truck
- 4. Dump truck

### III. PUBLIC SECURITY AND MILITARY SECTOR

- 1. Truck with lifting plate
- 2. Prison transport vehicle
- 3. Wrecker truck
- 4. Troop transport truck
- 5. Rescue truck
- 6. Fire truck
- 7. Water tank truck
- 8. Riot control vehicle
- 9. Armored vehicle
- 10. Command car
- 11. Mobile cooking truck
- 12. Television and broadcasting truck
- 13. Barbed wire vehicle
- 14. Information center command truck
- 15. Aerial platform

### IV. HYDRAULIC EQUIPMENT

- 1. Cylinder
- 2. Pumps and valves

### V. EQUIPMENT AND DEVICES

- 1. Lights, sirens, amplifiers
- 2. Nozzles
- 3. Amplifiers
- 4. Tactical flashlight
- 5. Thermal camera
- 6. Door ram





# ENVIRONMENTAL SECTOR

## 1. MINI GARBAGE COLLECTOR



## 2. COMPACTOR TRUCK



## 3. HOOKLIFT TRUCK



## 4. WATERSPRAYING TRUCK





# ENVIRONMENTAL SECTOR

## 5. SLUDGE VACUUM TRUCK



## 6. JETTING TRUCK



## 7. SLUDGE CARRYING TRUCK



## 8. MEDICAL WASTE CARRYING TRUCK





# ENVIRONMENTAL SECTOR

## 9. ROADSWEEPER



## 10. HEARSE



## 11. WHEELED GARBAGE CAN



## 12. GARBAGE COMPACTOR STATION





# POWER SECTOR

## 1. CRANE TRUCK



## 2. CRANE TRUCK WITH BASKET



## 3. LADDER TRUCK



## 4. DUMP TRUCK





# PUBLIC SECURITY AND MILITARY SECTOR

## 1. TRUCK WITH LIFTING PLATE



## 2. PRISON TRANSPORT VEHICLE



## 3. WRECKER TRUCK



## 4. TROOP TRANSPORT TRUCK





# PUBLIC SECURITY AND MILITARY SECTOR

## 5. RESCUE TRUCK



## 7. WATER CARRYING TRUCK



## 6. FIRE TRUCK



## 8. RIOT CONTROL VEHICLE





# PUBLIC SECURITY AND MILITARY SECTOR

## 9. COMMAND CAR



## 11. ARMORED VEHICLE



## 10. MOBILE COOKING TRUCK



## 12. BARBED WIRE VEHICLE





# PUBLIC SECURITY AND MILITARY

## 13. AERIAL PLATFORM



## 14. MOTORCYCLE PATROL



# EQUIPMENT AND DEVICES

AMPLIFIER



SPEAKER



SEARCHLIGHT



TACTICAL LIGHT



NOZZLE



POLICE SIRENS



# HYDRAULIC EQUIPMENT

MULTI-STAGE CYLINDER



SINGLE CYLINDER



PUMP



VALVE





## 15. TELEVISION AND BROADCASTING TRUCK



## 16. MEDIUM DUTY WRECKER TRUCK



## HYDRAULIC EQUIPMENT

