



COMPANY'S CREDENTIAL

DIEN QUANG LAMP JOINT STOCK COMPANY





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I. GENERAL INTRODUCTION

Dien Quang has been established since 1973 specializing in producing, trading products, services, solutions in the field of lightings and electric equipment. With the main and continuous mission on contribution for society and community, Dien Quang has pioneered to apply the modern science into our production, and business to supply the convenience, safety, aesthetics contributing to improving the life quality of the residents and society.

Dien Quang's products have been distributed all around provinces in Viet Nam and more than 30 countries and territories in the world such as EU, Asia, Europe, America etc.,. Dien Quang is honorably one of the pioneering and is successively the 1st brand in lighting industry recognized as National Brand by Vietnamese Government ; We have been voted by the consumers as the High Quality Vietnamese Goods since 1996 until now.



DIEN QUANG'S KEY MILESTONES



THE VIGOROUS CHANGE

Since 2016, with the rapid growth of the technology science in the era 4.0, Dien Quang has carried out the changing strategies as follows:

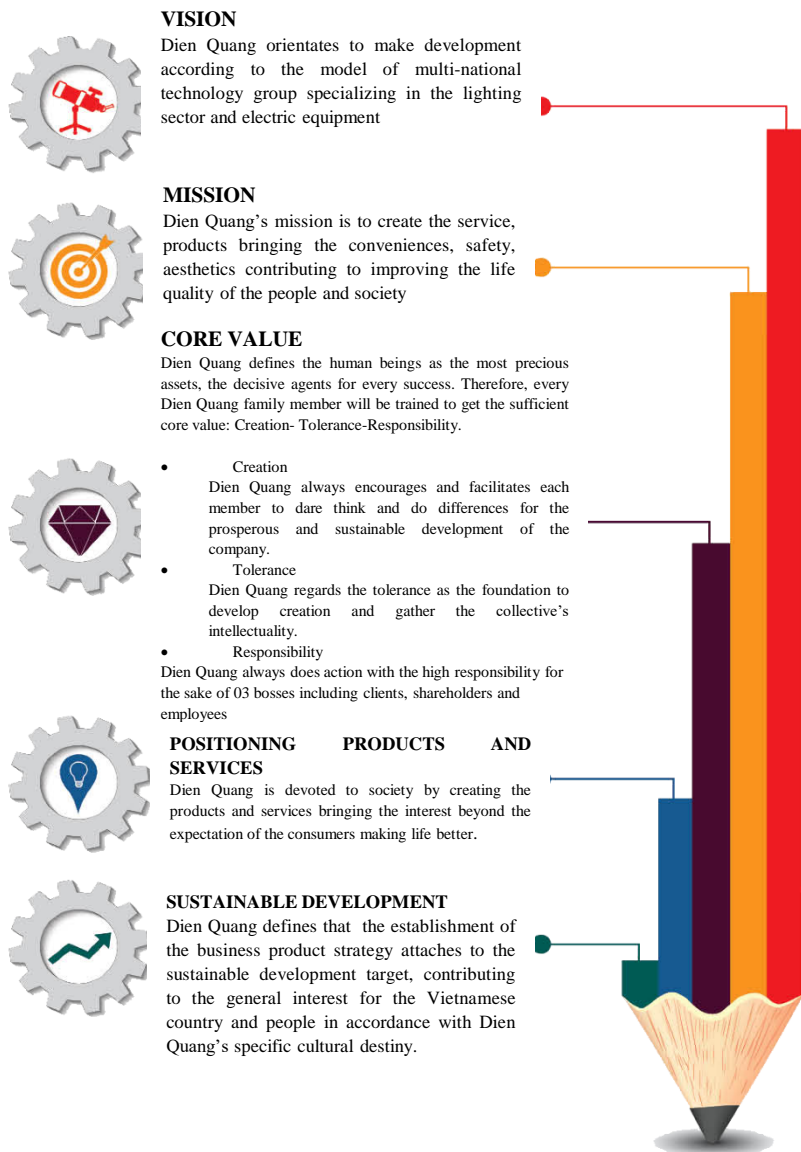
- + From the Traditional Lighting Production to the Smart one.
- + From the mainly Production company to the Technology company supplying the Master Solutions in the lighting sector and electric equipment.

In 2016, Dien Quang Hi-Tech Plant construction project was commenced and started operation in 2019 with the line of the auto, modern machine, equipment imported from the developed countries like Japan, Germany. These machines are used for the research and development activities, testing and production. With the gross production capacity of 140 million of products/year, Dien Quang totally masters the production technology of LED chip, then reaching the production line from the input raw material to the finished products.

Dien Quang ceaselessly enlarges the distribution with the tendency of diversifying the channels to enhance the access ability of the products, services. Parallely, Dien Quang accelerates the investment, upgrading R& D (Research & Development) activities to match the general developing strategy. In addition, Dien Quang still sets up many new channels like B2B, IOT, Homecare, ... to trade the products, services, smart technology solution catching the technological revolution 4.0. Dien Quang quickly takes efforts to carry out the changing strategy with the very clear orientation **“Become The Multi-national Corporation of the Lighting and Technology”**.

OUR VISION & MISSION

Dien Quang focuses on the product development associated with environmentally friendly technology and social responsibility..



ENTERPRISE FOR ENVIRONMENT



lighting smart solar home electric

OUR CERTIFICATES & AWARDS

The certificates and awards gained in nearly 50 years of formation and development are “rewards ” attained by Dien Quang but also the biggest “challenge” to be overcome. Dien Quang always take efforts to improve, develop and invent the better products to meet the customers’ demands contributing to transforming a sustainable developing Vietnam.

- The second, third class Independence medal

- The first, second, third class Labor medal

- National brand recognized by the Government in 6 successive times

- High quality Vietnamese goods voted by consumers in 24 successive years

- Technology & Science Enterprise certified by HCM city Department of Science and Technology



- Sao Khue prize of the year 2020 awarded by IT Service and Software Association

- The smart solution system of the 2nd generation of Dien Quang gains **Top 10 excellent products made in Vietnam of the year 2020** awarded by Ministry of Information and Communication

- Top 200 enterprises with the Asian best revenue of less than 1 billion USD voted by Forbes Asia

- Top Vietnam 50 best posted companies voted by Forbes Vietnam



OUR CERTIFICATES & AWARDS

- ❑ The **Business Excellence Award 2006** voted by the Oversea Commercial Service of Vietnam.
- ❑ In 2011: **Top 10 “500 Vietnam top products and services”** held with the support of Ministry of Industry and Trade voted by the consumers.
- ❑ 2011 – 2014 – 2016 – 2020: **Top of 500 Vietnam biggest private enterprises** held by VNR based on the research result and independent evaluation according to the international standards of Vietnam Report company.
- ❑ 2011 – 2014: **Certificates of Vietnam green mark product** issued successively by Ministry of National Resources and Environment.
- ❑ Top of **100 favorite recruiters of 2017 – 2018 – 2019.**
- ❑ 2017: The only enterprise in the lighting sector granted for **Certificate of Vietnam green Mark for LED lighting production.**
- ❑ Merits of **Recognizing the industrial and typical support industry products of the city** in 03 successive years 2016 – 2017 – 2018.
- ❑ **Top of 100 Vietnam sustainable enterprises** announced by Vietnam Chamber of Commerce and Industry (VCCI) in 03 years 2017 – 2018 – 2019:





II. MANAGEMENT BOARD'S MESSAGES

Grasping the revolution 4.0, many enterprises take efforts for digital conversions to apply high technology into the business production bringing the consumers the smart, safe, economic products, services and solutions.

After nearly half century of strong development, Dien Quang from a mainly production company has gradually been transferred into one of the top technology companies in the lighting sectors, electric equipment and smart control solution. The transition is not easy but we believe in the right orientation and we are self-confident to take the company to a new development phase.

The smart lighting solution from Dien Quang is applied with the smart control technologies and advanced connections. This system is designed in accordance with the open structure and easy to integrate with the other popular smart equipments in the world. In addition, the system is confidential by 2 layers and encoded with “End-to-end” package, helping the client to solve the problems of security and confidentiality.



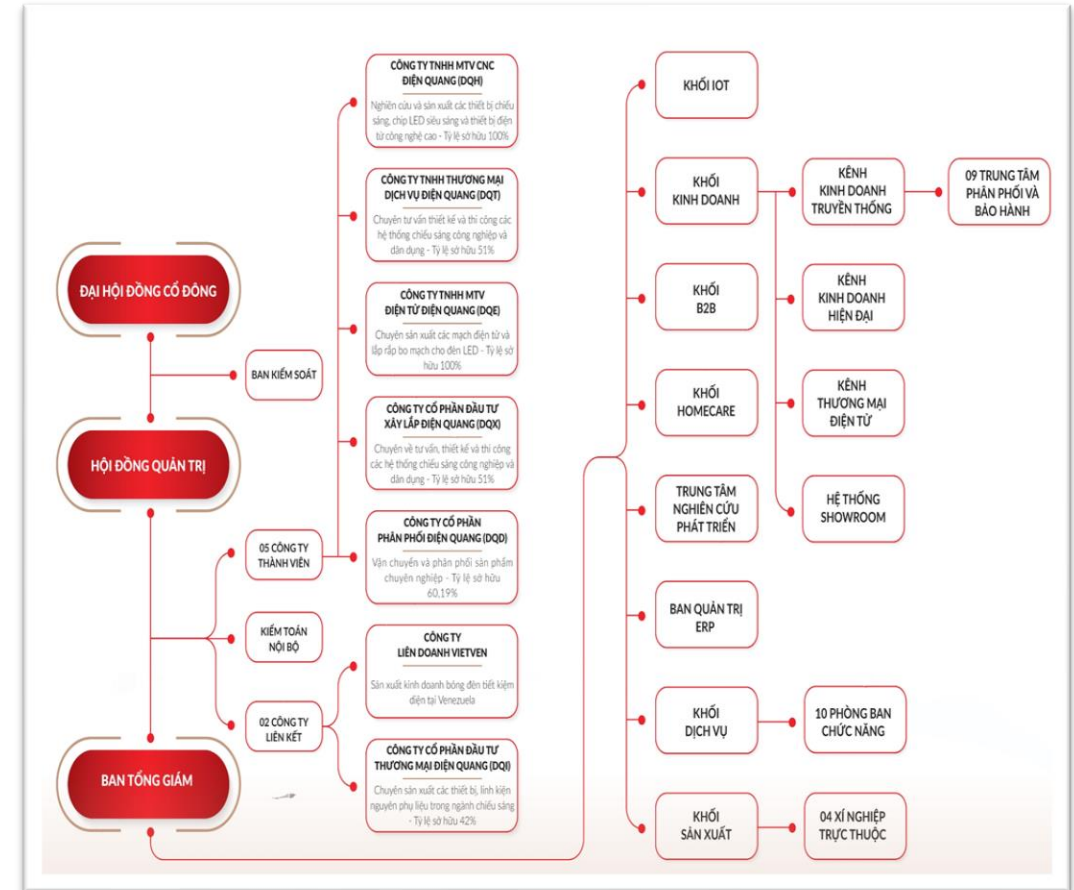
“The transition is not easy at all but we believe in the right orientation and we are self- confident that we will bring the company into a new development phase”

MR. HO QUYNH HUNG, CHAIRMAN

COMPANY PROFILE

1. ORGANIZATION CHART& HUMAN RESOURCES
2. PRODUCTION CAPACITY
3. R&D ABILITY
4. FINANCIAL QUALIFICATION

ORGANIZATION CHART & HUMAN RESOURCES





HUMAN RESOURCES

OF DIEN QUANG

Dien Quang defines the human resources as the most precious assets and also the decisive factor for every success. Therefore, each of member in Dien Quang family is trained to get the sufficient core values: **CREATION – TOLERATION – RESPONSIBILITY**. Once becoming Dien Quang's member, we are facilitated to dare do any difference and work in a professional environment, developing our talents. Moreover, we are trained to become the educated, professional and modern behavior citizens.



Dien Quang High-Tech Plant (DQH) at lot HT-2-2, Road D2, High-Tech Park, Tang Nhon Phu B ward, Thu Duc city

PRODUCTION CAPAICTY

OF DIEN QUANG

5 Factories are invested with the synchronal and modern production line esp the new factory named Dien Quang high-tech plant (DQH) with the total investment cost of **600 billion** Vietnam Dong, the area is more than **16,000 m2**. This new factory was officially be operated since July 2019 at HCM city High-Tech Park as the milestone to mark the vigorous change of Dien Quang in the new period. The factories meet the international standards. Dien Quang closely controls the production procedure from the input raw materials until the finished products. , 100% products are tested before being provided to the market.



Office unit:

- Working space
Open, dynamic and modern
- Dien Quang Gallery
Introducing the lighting solutions and smart control in the real space
- Dien Quang Discovery
Gathering world top modern lighting technology



Production unit:

- LED chip production workshop
- ASM (Germany)'s totally auto line
- SMT workshop
- 08 modern auto lines equipped with X-R machine to control product errors
- Lamp installation workshop
- 05 auto lines installing many sizes of lamps



Testing laboratory system:

- Meeting international standard ISO/IEC/ 17025
- Gonio-photometer system
Building up the chart, distributing brightness strength of lighting devices
- EMC system
Calibrating electromagnetic compatibility
- EMC system
Calibrating electromagnetic compatibility
- Emulation special equipment
Adverse environment to check the product durability



Research & Development Center

- Area: More than 2,000 m²
- Equipped with sufficient modern facilities
- The place: Qualified, well-experienced and creative experts, young engineers are gathered



Dien Quang is the only company in the lighting sector in Vietnam investing this equipment. This is the big contribution for the community of the lighting Engineers and lighting experts

TESTING CAPACITY

OF DIEN QUANG

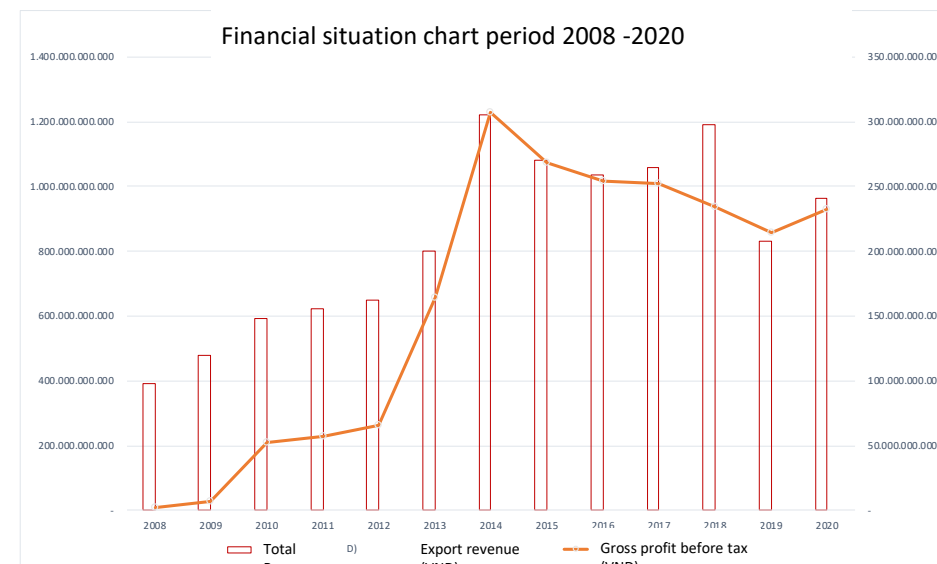
The testing laboratory is equipped in accordance with the standard ISO/IEC 17025, (Certificate Code No. – VILAS 317) to be valid until January 2023. The testing results of Dien Quang are of the value equivalent to the international standards IECC and CISPR (International Special Committee on Radio Interference).

FINANCIAL DATA OF THE YEAR 2008 - 2020

Criteria	Total revenue (VND)	Export revenue (VND)	Pre-tax gross revenue (VND)
Year 2020	964,746,171,179	1,649,283,820	232,280,817,497
Year 2019	830,514,780,559	1,097,630,302	214,131,350,744
Year 2018	1,190,420,955,653	4,169,903,371	234,198,289,530
Year 2017	1,059,003,865,611	68,144,983,757	252,213,453,787
Year 2016	1,035,067,111,919	9,874,713,916	254,458,000,000
Year 2015	1,082,831,794,684	211,818,887,56	268,031,000,000
Year 2014	1,223,119,866,003	522,010,327,657	307,048,000,000
Year 2013	800,426,234,795	300,750,582,559	164,214,482,588
Year 2012	648,782,693,335	89,580,309,069	65,758,434,476
Year 2011	624,663,145,967	107,100,540,720	57,322,972,510
Year 2010	593,815,253,410	208,487,530,814	52,810,017,621
Year 2009	479,457,548,590	127,183,631,150	6,623,165,626
Year 2008	390,005,996,884	62,263,784,262	2,077,340,951

FINANCIAL ABILITY

OF DIEN QUANG





IV. INTRODUCTION OF 5 KEY SECTORS OF DIEN QUANG

1. DIEN QUANG LIGHTING
2. DIEN QUANG SMART
3. DIEN QUANG SOLAR
4. DIEN QUANG HOME
5. DIEN QUANG ELECTRIC



LIGHTING



The lighting sector at Dien Quang has been developing with:

- Approximately 20 groups of lighting product
- More than 10 typical lighting solutions





Lighting for Apartment



Lighting for Office



Lighting for Industry



Agriculture and Fishery Lighting



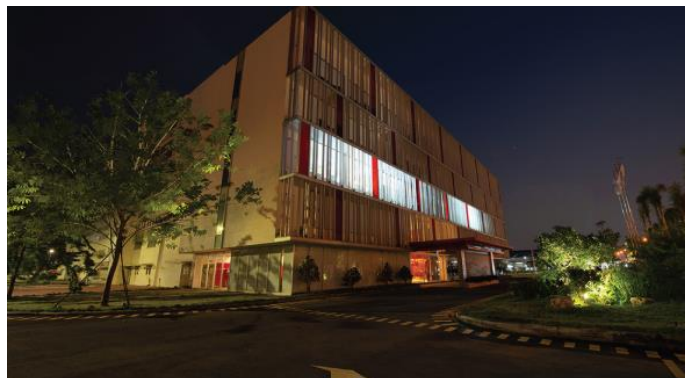
Public lighting



Emergency lighting



Facade lighting



Art landscaping lighting



Smart LED lighting for the street



Smart car basement lighting



Indoor highlights lighting



Design of lighting solution upon demand

SMART CONTROL



Dien Quang smart equipment has been developing dividing to 02 groups:

- Smart DIY
- Smart Solution





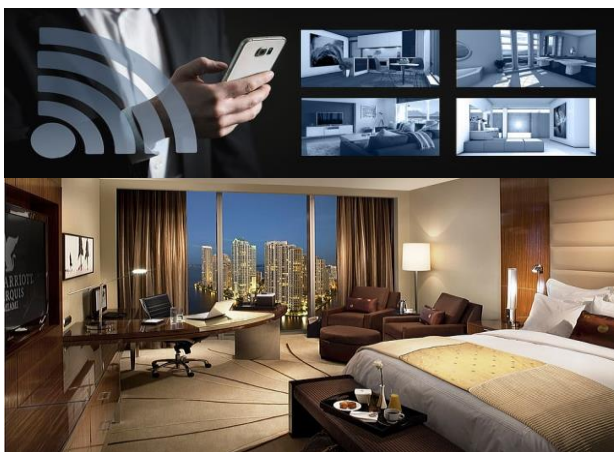
Smart City



Smart Basement



Smart Factory



Smart Home



Smart Hospitality



Smart Building

SOLAR ENERGY PRODUCT



The well-experienced manpower in executing many local and foreign projects (Venezuela, Myanmar...)

Manpower

Experience

The company specializes in the lighting solutions, electric equipment and M& E design and construction

ABILITY

Dien Quang confirms to be both EPC general contractor and the comprehensive supplier of equipment.

Dien Quang commits to bear the responsibility for the clients. The development of solar energy system is an important part in orienting the sustainable development of Vietnam and the world.

Using the battery Q cells (Korea) and Inverter of SMA (Germany) has the high quality suitable to the system aged more than 20 years

Quality

Dien Quang strength in the sector of

“Renewable Energy – Solar energy”

lighting smart solar home electric

HOUSEHOLD ELECTRIC APPLIANCES



ELECTRIC EQUIPMENT



Dien Quang manufactures and trades electric equipment for the household demands and industry such as **Electric conduits, plugs, switching devices.**

Electric equipment supplied by Dien Quang is manufactured following the modern technology line. It helps to bring the high capacity; the high-class raw materials leading to the high durability, the excellent operation ability to be able to work well in the harsh environment.

Dien Quang's electric equipment is technically improved to help the workers to simplify their jobs and to carry out the continuous working procedures. Since then, it will contribute to saving the working energy, reducing the production cost, accelerating the labor efficiency heading for the new vision of flexible machine and time saving.



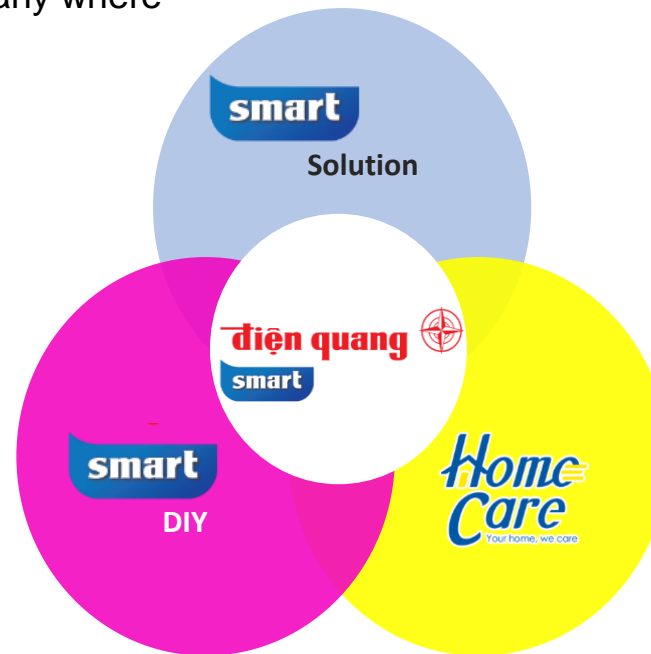
V. DIEN QUANG'S HOLISTIC SMART SOLUTION



DIEN QUANG SMART TECHNOLOGY SOLUTION SYSTEM

The technology solution system helps to connect and manage the apartment, office, factories etc., at any time and at any where

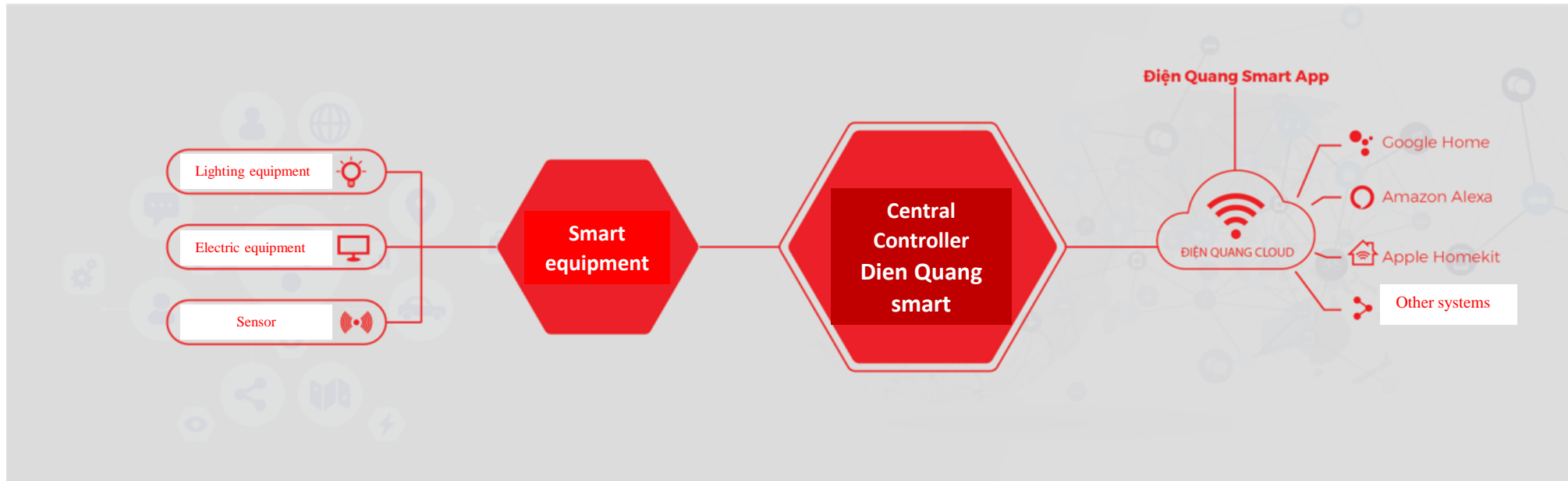
Smart devices applied for the apartments allow the user to do installation by himself/herself.



The ecological system links 03 parties including the service supplier – the product supplier – the clients. Supplying the services of design consultancy, construction, system maintenance by one touch only.

STRUCTURE AND OUTSTANDING FEATURES

DIEN QUANG Smart Solution



Made in Vietnam: Studied and developed proactively by Vietnamese Engineers .

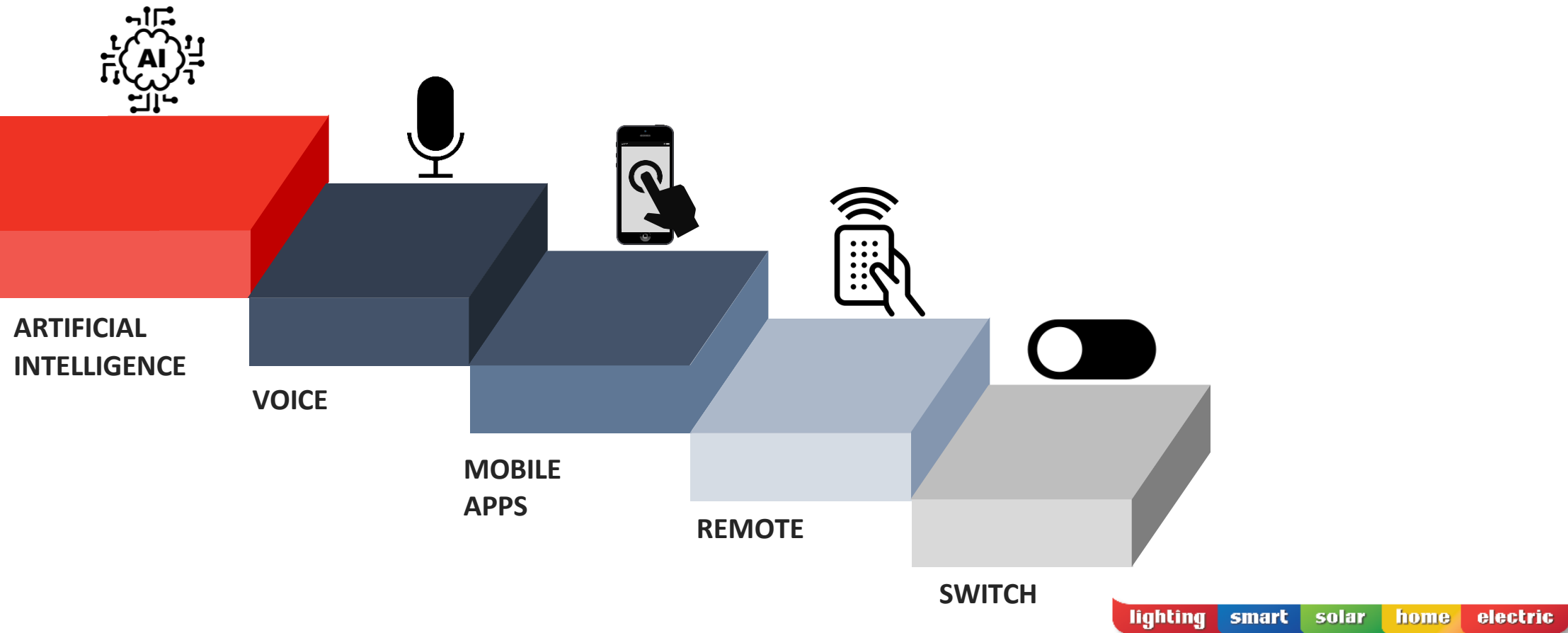
Convenient & easy to use: Voice controlled in Vietnamese; Data is located at Gateway, The system can operate even Internet failure.

Multi-Standard open system: Connected with many ecological system of the firms in the world.

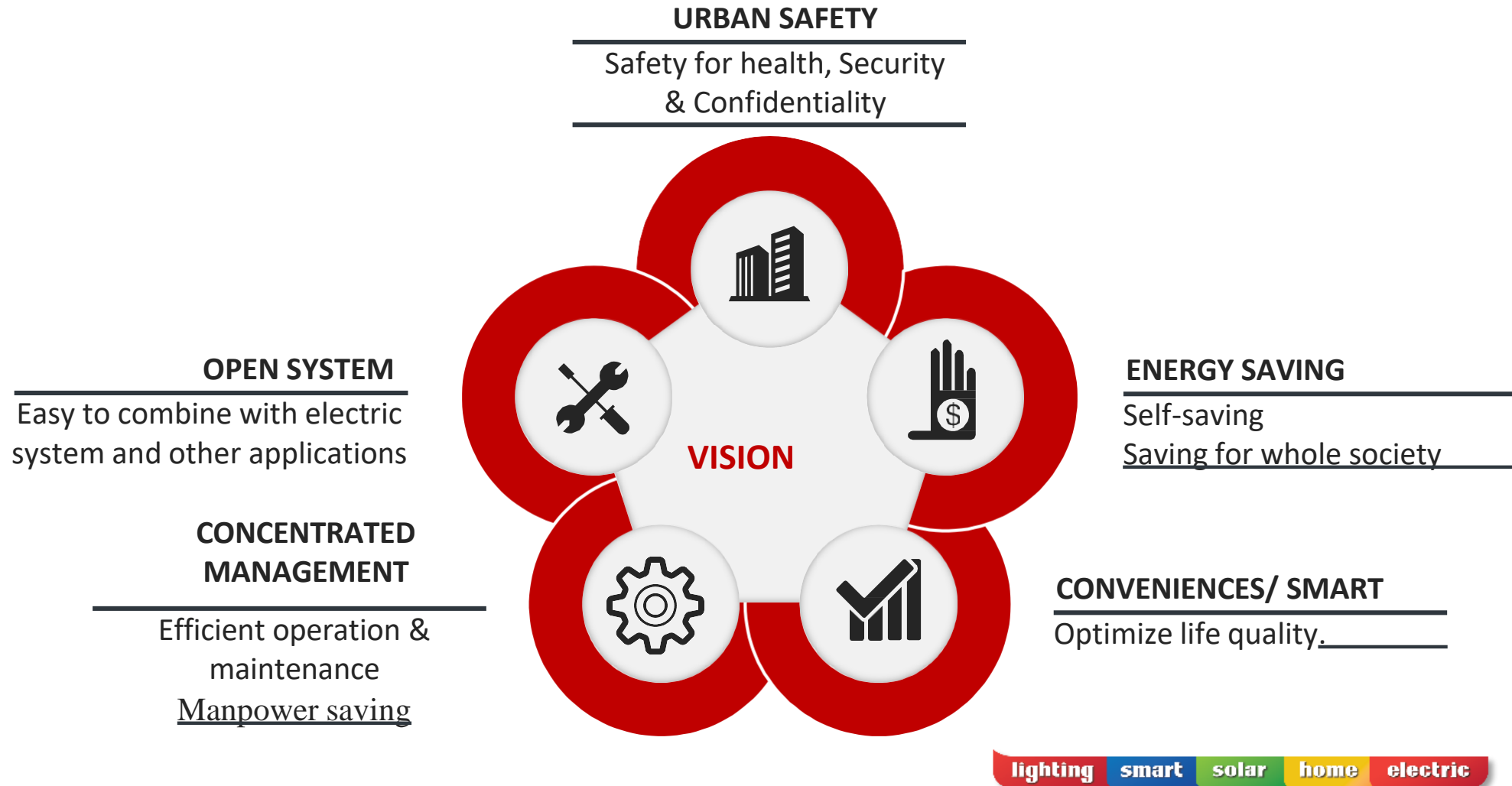
Advanced security: Used the cloud computing of Amazon Web services, End to End Encryption, confidentiality with two accessing layers

CONTROL LEVELS

Dien Quang smart technology solution system is the solution system with **5** control levels to optimize the convenience during the process of the customer's use.

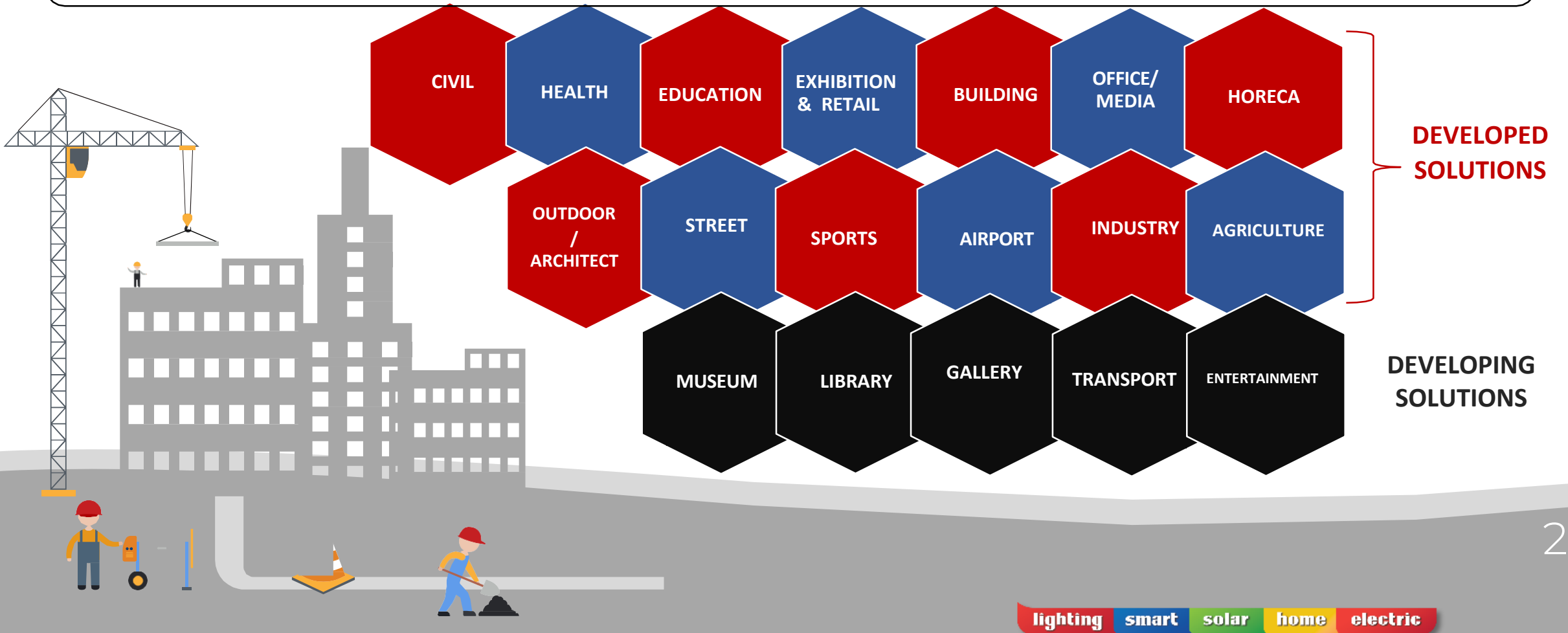


DIEN QUANG'S STRATEGIC VISION IN SETTING UP SMART CITY



DEVELOPMENT ORIENTATION

In order to be successful for setting up the smart city, Dien Quang has **created** technology solutions for many fields and ceaselessly improved-developed the solution to meet the ever increasing demand of society.



SOME HOLISTIC SMART SOLUTIONS OF DIEN QUANG

- SMART CITY
- SMART OFFICE/SMART BUILDING
- SMART HOME
- SMART HOSPITALITY
- SMART FACTORY

Smart street lighting system

- The street lighting system integrated by smart management technology



EXTENSION

Supervising, warning environmental quality

- Through temperature sensor, dust & smoke sensor

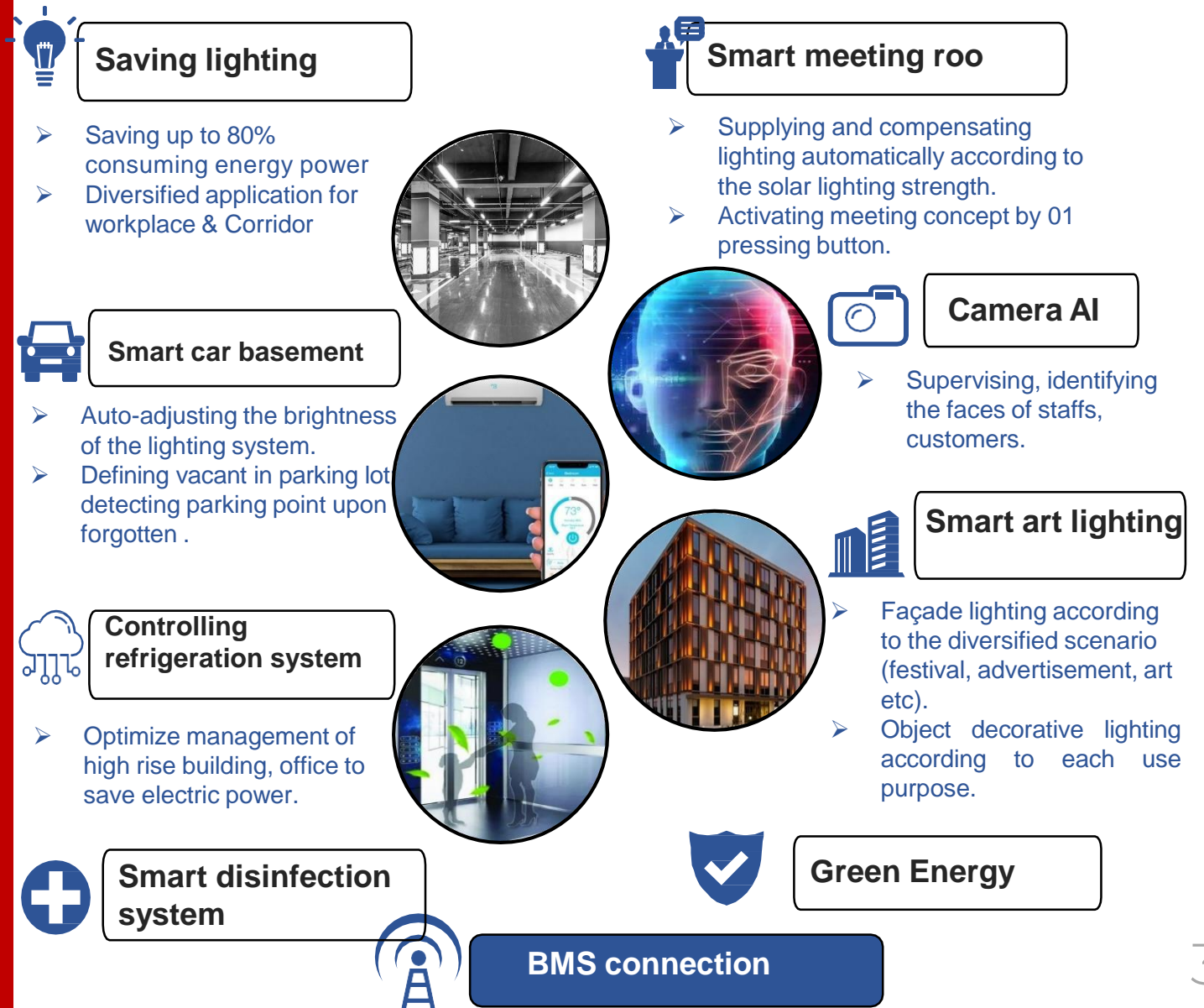
Managing, observing urban transport

- By the high accurate identification camera



SOME HOLISTIC SMART SOLUTIONS OF DIEN QUANG

- SMART CITY
- SMART OFFICE/SMART BUILDING
- SMART HOME
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SOME HOLISTIC SMART SOLUTIONS OF DIEN QUANG

- SMART CITY
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- SMART HOME
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Scenario diversification

- Bringing the conveniences
- Modern living style



Product integration

- From many manufacturers
- On the same platform



Security - Safety

- Smart sensor system is aimed to detect stealing, warn safety when the children approach the balcony.



SOME HOLISTIC SMART SOLUTIONS OF DIEN QUANG

- SMART CITY
- SMART OFFICE/SMART BUILDING
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Hospitality

- The customer is the control center for every equipment in the room.
- With the simple operations, they can control what they want



Manager

- Quickly updating the requirements from the customers for better service care.



PMS Connection



SOME HOLISTIC SMART SOLUTIONS OF DIEN QUANG

- SMART CITY
- SMART OFFICE/SMART BUILDING
- SMART HOME
- SMART HOSPITALITY
- SMART FACTORY



Saving lighting

- Saving up to 80% consuming electric power.



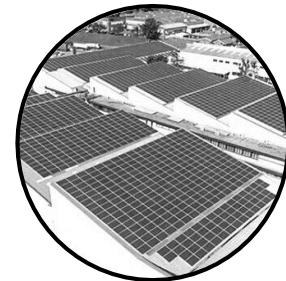
Safe working environment

- Warning smoke, overheat, water overflowing and air quality.



Green energy

- With the roof top solar energy system friendly to the environment



VI. OUR HIGHLIGHT PROJECTS





King Place 108 Nguyen Trai –Danang



Golden Hills - Danang



Tien Giang General Hospital



Mizuki Residential Complex



Van An hospital- KonTum



Children's Hospital No1



IEC Educational city- Quang Ngai



Tra Noc Airport- Can Tho



Bac Giang Stadium



Fire resistant Panel production
factory



Viet Long Hung Garment factory



Masan Nutri Farm – Nghe An



Bitex Group joint stock company office



HCM city Customs Department Office



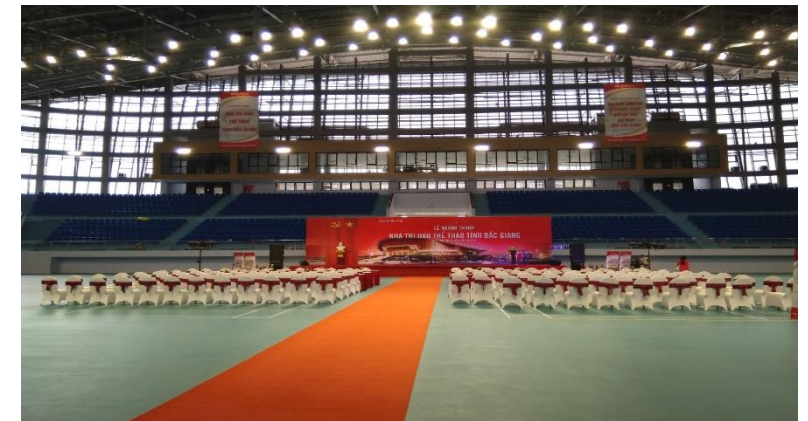
Saigon Transport company - Samco



Labor, War Invalids and Social Affairs
Department Office



Ho Chi Minh city University of
Technology



Bac Giang Multi-Purpose stadium



Mui Trau tunnel-Danang city



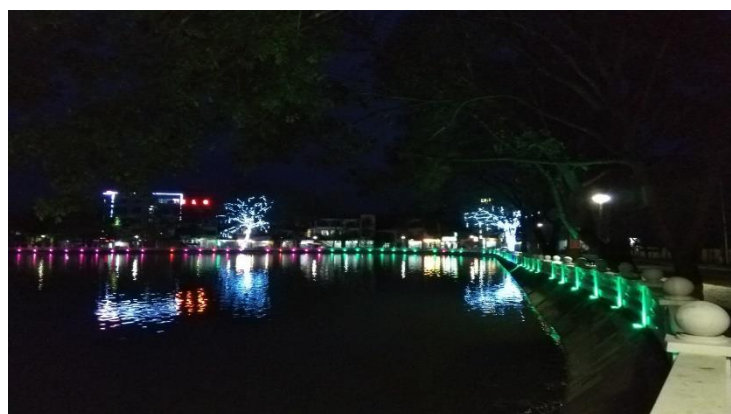
Long Khanh Monument



Akari City – Lighting city



Luxury Quy Nhơn



Yen The Lake – Luc Yen – Yen Bai



Tran Hung Dao street - Quy Nhơn



Fahasa Bookstore system



California Fitness & Yoga System



Dong Phuong Wedding Restaurant



Canifa system



Vinh Trung Plaza – Danang



Palm Garden Resort



Lakeview Villa, District 2



Rang Dong plastic plant



Phu Dong 2 – Phu DongGroup



District 7 Saigon Riverside
– Hung Thinh



Universe Complex Bien Hoa



Charm Cantavil Long Hai

PHONG PHU CORPORATION

Long An



NGUYEN VU JSC

Chon Thanh
Industrial Park



RAND DONG PLASTIC JOINT STOCK COMPANY

Long An



KIZUNA joint stock company

Tan Kim
Industrial Park

OUR PARTNERS

STRATEGIC PARTNERS IN VIETNAM – LAOS – CAMBODIA MARKET

Schröder

Experts in lightability™

TECHNICAL PARTNERS



BUSINESS & TECHNICAL CORPORATION





Thank You

FOR WATCHING AND LISTENING

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