

Business Information of CSVC

Hello to all members of CSVC, this is C Division C1 Howard Kuo!



Overview of 2016:

Year 2016 had seen CSVC leaping a giant step forward to achieve sales amount of 863,000MT, up 49% from 578,000MT in the previous year. Looking back, we had started the 1st Quarter of 2016 incurring substantial losses amid low season and fierce price competition from local mills and imports of China. However from April the export quantity, particularly the USA market had picked up pace, resulting in increased shipment and growing revenue throughout the months which ultimately led to yearly net profit for CSVC.

All the products enjoyed notable sales volume gains in 2016 than 2015, particularly CR increased from 167,000MT to 314,000MT while CG jumped from 196,000MT to 276,000MT, which almost reached the designed capacity of 300,000MT.



About 2017:

Looking forward to year 2017, the C-Division has set the following goals:



Diversify export market portfolio: as protectionism intensifies in almost all areas around the world, we intend to expand from the existing markets of ASEAN and USA to others such as Europe, Middle-East and South-Asia etc., thereby reduce our reliance on just a few markets and avoid trade risks.



Strengthen domestic sales: the sales team will search through all corners of Vietnam for potential customers, while continuing strong support for our traditional partners.



Tapping into the home appliance market: Vietnam is growing very rapidly in the electronics sectors and the appliances are following up. Our major projects: Samsung, LG, Sino, and adding Daikin from this year, for whom the entire CSVC team has worked countless hours, will be set to realize substantial quantity growth from the 2nd half of this year.

We expect the market to be rather volatile in 2017 as we have experienced significant upward price rally from September last year till now, and the market has likely reached a high point. CSVC needs to exercise its competitive advantages as we are the only manufacturer that can simultaneously produce PO, CR, GI, ES, such kind of portfolio allows to capture the higher graded market of motorbikes, autos, appliances that no other construction-oriented manufacturers are capable of.



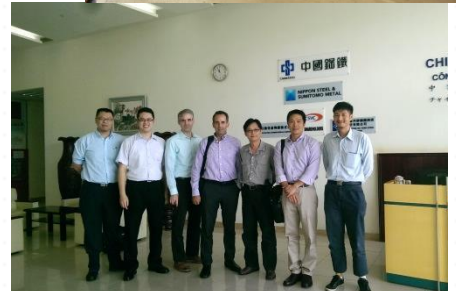
On behalf of C-Division we would like to send our most sincere gratitude to all other divisions and teams who have worked incredibly hard, sometimes pulling off seemingly impossible to achieve landmark results for the year of 2016. In 2017 and going forward, we will be looking to build on the strong foundation and target higher sales volume as well as expanding into higher graded usages and improve profitability. Our young and enthusiastic sales team will utilize their network, footwork, and teamwork to create more business and value for CSVC. You will see them run across all areas, from customers to customers, from North to South, from PLTCM to ACL, from M division to P division. And you are so much welcome to come running and dancing with us, as I believe in working hand in hand together, we will make 2017 a year to remember.



Thank you,

Yours sincerely,

C Division - Howard Kuo



Introduce Workplace – Production Control & Logistics Office (P7)

Production Control & Logistics (P7) is a link between P-Division and C-Division. Our main job is to balance the capacity of production lines with customers' orders from Sales departments. Then, based on the customers' demand of production order, we make requests to import material (Hot rolled coils) from CSC, NSSMC & FHS. After the materials arriving CSVC, we distribute them into the orders, and make detailed schedule for production lines, ensuring production process completed ahead of schedule as having committed to our customers. Besides, our job also includes the management of the inputs (HRB), internal transportation system and workforce ...etc. The target of P7 is contribute to market stability and make sure production job can be run smoothly.



P7-GM

① Production Control Section (P72)

P72 is assumed the production planning section of CSVC. Currently, P72 consists of 02 dispatchers, 06 male and 05 female employees. All members of our section are always cheerful, working with enthusiastic attitude and effective collaboration. We never surrender to any difficult situations and commit to doing our utmost until the problems are solved. This year, 2017, P72 will continue effort and cooperate with relevant departments on reducing cost and increasing sales volume for further development and profitability of CSVC. *Our main tasks:*

- Make periodic production plans (yearly/quarterly/monthly).
- Set up schedules for production lines.
- Track and manage settlement status of production orders.



☞ Production Planning:

- Make production plan based on inventory material, product order of sales department and production capacity information.
- Follow production process, evaluate its results and find solutions to improve production lines' performance in the future.

☞ Material Purchase:

- Collect orders from sales and proceed purchasing material.
- Verify current inventory level to avoid redundancies.
- Calculate purchasing quantity to meet order requirements & delivery time.

☞ Order Tracking:

- Cooperate with C-Div to confirm customer demand: decide material, production capacity and delivery date.
- Reduce expense and cost by consuming aged stock, dead HRB, WIP inventory.

☞ Production Schedule:

- Arrange material on good schedule for production lines.
- Reduce yield loss, increase T/H, W/R, reduce dummy...
- Cooperate (24/7) with Production lines for trouble shooting.

② Logistic Section (P73):

Main tasks:

- Create good environment to avoid fire to raw material and accidents to those working in the warehouse.
- Optimize performance of outsourcing manpower and internal transport system to minimize costs for the Company.
- Manage and supply raw material in time to keep production lines run smoothly.



CSVC Activities



Achieved OHSAS 18001 Certificate



Being aware of the importance of occupational health and safety and consider it as the first priority at workplace, CSVC's Board of Directors always focus attention on establishing a management system of international standard which can thoroughly handle all safety issues and continuously improve labor environment. With utmost effort of the Board of Directors and all employees, CSVC passed the final audit conducted by SGS certification organization on Jan 19th, 2017 and got OHSAS 18001 Certificate on Mar 1st, 2017.



Pointing & calling promotion activity



Mistake and forgetfulness are two of the causes leading to most accidents at work. Therefore, to ensure working safely, accurately and efficiently, pointing & calling activity has been launched since Feb 22nd, 2017 and applied to the whole company since Apr 2017.



International Women's day 2017 at CSVC

In order to welcome International Women's Day and send the congratulation to all female employees, CSVC coordinated with the Trade union to hold the event "Celebrating the international Women's day" on March 8th, 2017 at ADM conference room with many exciting activities such as giving flowers to all CSVC females, fruit decorating contest, tea break, karaoke... The party went off very well.



Giving flower



Tea break party



Fruit decorating contest



Awaiting results



International Women's day 2017 at Industrial Zone Trade Unions

On the same day, CSVC's representatives took part in cooking and flower arrangement contests organized by the Trade Union of Ba Ria – Vung Tau Industrial Zones to celebrate 107 years of International Women's Day March 8th (1910 - 2017) and 1977 years of Hai Ba Trung Uprising (40 – 2017). The contest has created an exciting playing field which attracts attention of a lot of workers and employees and gave everyone the opportunity to meet and share so many experiences together.



Cooking together



Received certificate



Enjoy the results

Additional template

PHU QUOC ISLAND

Time
for
Nature

Summer is always a great time for experiments and exploration. Therefore, a chance of travelling or joining in summer events or festivals is really wonderful and deserves enjoying. Hereby, I would like to introduce a tourist destination attractive to many tourists in and outside the country with the name Pearl Island of Vietnam.

As a part of Kien Giang Province, Phu Quoc is the largest island in Vietnam and was honored as one of the most beautiful beaches in the world located in the Gulf of Thailand. Nearly half the island lets you view the unspoilt beauty of nature. Phu Quoc Island is covered with forests and the beaches are deserted creating an enchanting environment in the island. It provides a spectacular view with the perfect fusion of its blue waters, sandy beaches, and beautiful landscapes.

Dinh Cau Rock Temple



This place is closely associated with residents of Phu Quoc through the ancient legends. The Island's fishermen used to come here to pray for calm and flat sea, for safe offshore fishing trips with bumper catches. Besides Dinh Cau is a beautiful beach for sightseeing and swimming, especially to catch the breathtaking view of the sunset.

Sao Beach

One of the destinations tourists cannot skip when coming to Phu Quoc is Star Beach.

Not having yellow colour like Nha Trang beach or brown colour in Vung Tau beach, the sand in Star beach has white colour and smooth like cream. It locates in warm hands of two slopping mountains bringing peaceful atmosphere and fresh weather. Therefore, Star beach is a favorite destination of couple for honeymoon or families who like private and peaceful atmosphere to relax. In the morning, tourists can walk around on the beach and see the dawn or final sunny of a day which is definitely the most peaceful moment of tourists.



Tranh waterfall



Coming to Phu Quoc, tourists can not only spend a good chunk of time swimming in the ocean but also bathing in natural streams. Suoi Tranh is a famous tourist destination in Phu Quoc with opulent vegetation and cool atmosphere all year round. Though it is not the biggest or the most dramatic of its kind, Tranh waterfall still shines its own charms over others.

Visit Ham Ninh fishing village

Ham Ninh is renowned for its breathtaking natural scenery and peaceful daily life of local fishermen. In hot summer days, traveling to Ham Ninh, visitors are certainly tempted to immerse themselves into the cool water and contemplate small fishes swimming beside them, and seaweed floating in the blue water. And it is so great to lie on the sand, enjoy seafood and watch the stunning sunset on the beach.



Sim wine of Phu Quoc



Tomentose rose myrtle alcohol is considered as a Phuquoc's specialty thank to its especially good smell and nice taste. This alcohol has a very beautiful clear yellow-turned violet color, it's good for digestion and can treat some aches and pains of old people.

In 2012, this wine was voted into the Top 10 most unique wines in Vietnam by the Vietnam Record Books (Vietking).

A traditional Fish Sauce factory



Phu Quoc Island is not only famous for its scenic spots but also home to numerous excellent specialties from the sea. Among them, "Phu Quoc fish sauce" is one of the famous sauces having created the brand for more than 200 years. Come here, you can taste the traditional flavor and learn about the process of creating fish sauce.



Besides that, Phu Quoc still has many other beautiful views and visit places such as:



Vinpearl Land Phu Quoc



Ganh Dau Cape



The pepper plants



Cultured pearl Gallery



In addition to the destinations mentioned above, Phu Quoc has many interesting and new things. Go there by yourself to explore the corner of the island, along the road here, discover what little know each other, meet the people of algae in this place. Breathe every **breath of human and culture each place** to find you will find this life has many interesting things.

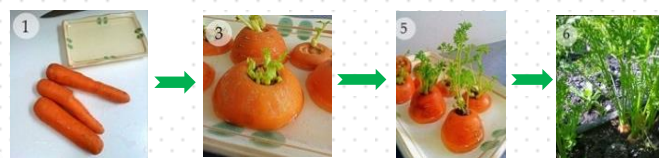
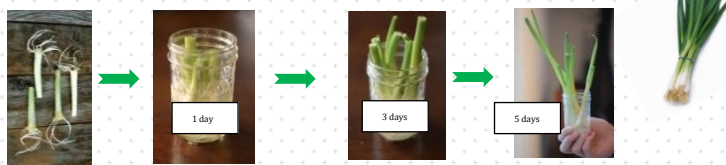


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SEVERAL VEGETABLES YOU ONLY NEED TO BUY ONE, THEN CAN REGROW FOREVER

It might be easier to go to the grocery, but growing these vegetables from kitchen scraps would be totally great! It does require some time though, but the benefits you will gain from the efforts far outweigh any inconveniences. By growing vegetables in your home, you and your family will be eating healthier while saving a great deal of money.

1. Scallions: Regrow scallions using their roots which you normally would discard. Leave an inch of the scallion attached to the root then put them in a glass of water. Place the glass of water in a room with plenty of sunlight, or even one that's well lit with artificial lighting. After a few days you should be able to begin harvesting the green ends of the scallions. Plant onions in soil after 5 days if you want them to grow best.



4. Carrots: Carrot greens can be regrown from carrot tops of about 3cm. Arrange the carrot tops in a dish that has little water. Place the dish in a room that is well-lit or on a window sill. After several days, carrot greens will grow well. Then you can transplant them in soil and harvest carrots about 3 months later.

6. Celery: Keep the bottoms of leftover celery, wash and place them in a shallow bowl or saucer with warm water where there is enough sunlight. Make sure the celery bottoms are immersed in water and the greens which have been cut upwards. After 5-7 days, transplant celery bottoms in garden soil or any pot containing soil you like.



2. Garlic sprouts: Garlic sprouts can be grown from garlic cloves, each clove will sprout into a garlic plant. When cloves begin to sprout, place them in containers of sufficient depth with little water. You can plant garlic sprouts in garden soil or styrofoam boxes when they grow big enough, make sure to cover planted cloves with mulch. Garlic does well in warm weather.

7. Romaine Lettuce: can be grown from the bottom of a lettuce head. Water level must be $\frac{1}{2}$ high of the lettuce bottom. Or else, it will rot, cannot sprout and grow new leaves. Transplant the sprouting lettuce into soil once new leaves and roots appear. The leaves will grow up very fast in cool, light conditions without adding any fertilizer. Cabbages can also be regrown in this same way.



8. Cilantro: If you place the stems of cilantro in a glass of water, they will grow surprising fast. Transplant them to a pot that has soil when the roots become long enough. Place them in a room with ample lighting. The plants will be fully grown and ready for eating in a just few months.

Notes: You need to do are use fresh cuttings. Do not use cuttings or waste that has been composting for weeks. You can do it indoors with normal household appliances. When re-growing the plants, make sure you provide them with ample light and water.

The sharing



Mrs. Le Thi Anh and Her life

I met Mrs. Le Thi Anh in a visit to support poor families and single elderly people in My Xuan Commune which was organized by CSVC and its Trade Union on occasion of 2017 Lunar New Year. The image of an old woman with her hunchback, living alone in a small house built by My Xuan Commune has left a deep imprint on my mind. Chairman of the Commune's Red Cross Society confided to us difficult circumstance of the old woman: "Mrs. Anh is already 72 years old, once got married and had a little daughter. However, her husband left her with the child in 1971 and never came back. Since the little daughter grew up becoming a nun, she has lived by



herself with no one beside from then on". The Red Cross Society added: "At the moment, there are many other people in difficulties in the area of My Xuan Commune, but", she emphasized "Mrs. Anh is a very special case that really needs support because she is nearing her life's end, does not have enough energy to work and have no one beside to take care of her".

Some colleagues and I returned to visit her one late afternoon after the Lunar New Year. We brought her a little rice and some daily necessities. Fortunately, her skin seemed much pinker and healthier than last time's visit, so we asked and were shared: "I am taking southern herbology from Thuong Chieu Meditation Monastery. Perhaps this kind of medicine is suitable for me and makes me feel better. I have been familiar with looking after myself for more than 40 years. As a vegetarian, I just have breakfast and lunch every day, which doesn't cost me too much."

With Vietnamese tradition "the good leaves protect the worn-out leaves", I hope through these sharing words, everyone will know that somewhere around us there still exists unfortunate circumstances and each of us, depending on our condition, can help her by any means, not necessarily a great gift but just a visit with a small gift and sincere care is enough to bring her great happiness.

And for anyone wanting to visit her, please refer to the map

Ms. Que Linh - GDO

If you have any question or request, please send to M42 Ms. Nhi (yennhi@csvc.com.vn) or call to 389 (ext.)

OUR QUALITY, YOUR BETTER LIFE!