

WHY ENGINEERED QUARTZ?

Engineered Quartz is a hi-tech, environmentally friendly product that is increasingly favored all around the world.

- Is considered a superior surface material replacing traditional granite, marble, cement, steel and wood.
- The real estate market (hence the construction industry) in Vietnam has been growing with vigorous momentum
- The domestic market is totally overlooked with only 1 major manufacturer which is too busy supplying the US market – Vicostone – and a handful of small to medium sized manufacturer and trading companies.
- Meanwhile, artificial stone is protected by the Government with import tax at 17-20% and export tax at 0%.
- The product is physically heavy, hence our transportation cost advantage

THE PROJECT

FINANCIAL STRUCTURE

Item	Percentage	Amount (mil VND)
Owner Equity	43%	78,952
Loan Capital	57%	106,673
• Short - term		31,494
• Medium-term		75,179
Total		185,624

FINANCIAL RETURN

IRR	48.3%
NPV (mil VND)	440,620
Payback	3 years

FORECASTED SALES AND PROFIT

Description	Year 2018	Year 2019	Year 2020	Year 2021	Year 2022	Year 2023	Year 2024	Year 2025	Year 2026	Year 2027
Production plan (m ²)	179,988	231,413	411,400	462,825	514,250	514,250	514,250	514,250	514,250	514,250
Sale revenue (mil VND)	169,770	241,810	436,333	498,238	561,902	570,331	578,886	587,569	596,382	605,328
EBITDA (mil VND)	57,021	97,268	177,889	203,686	229,408	230,609	231,761	232,862	232,928	233,750
Profit after tax (mil VND)	15,898	53,256	108,329	135,934	157,510	159,235	143,016	150,532	149,865	152,212