

KING KOIL
MATTRESS CO.

EVERON

Everpia JSC



COMPANY PROFILE

2024



CONTENT



01 OVERVIEW

02 KEY COMPETITIVE ADVANTAGES

03 PRODUCT PORTFOLIO

04 2023 FINANCIAL HIGHLIGHTS

05 2024 OUTLOOK

06 PURSUIT OF SUSTAINABILITY

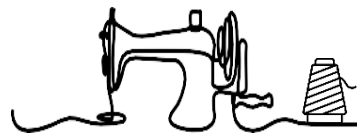
01

OVERVIEW



Name	Everpia Joint Stock Company
Share capital	18,252,075 USD
Employees	1,200
Business	Manufacturing and Sales of Padding, Bedding, Cleaner Products
Head office	Duong Xa, Gia Lam, Ha Noi, Viet Nam
Subsidiary	Everpia Korea Co., LTD
Factories	Ha Noi, Hung Yen, Dong Nai
Telephone	(+84) 24 3827 6490
Email	info@everon.com
Website	www.everpia.vn

Three Decades of Unwavering Operational Success



1993
1998

ORIGIN

- Established in 1993, specializing in producing padding for garment export companies.
- Expanded the business into the Bedding and Mattress industry.

1999
2005

EFFORT

1999

Launched EVERON - the first Korean bedding brand in Vietnam.

2005

Opened Ho Chi Minh branch

2006
2010

BREAKTHROUGH

2007

Converted into a Joint Stock Company

2010

Listed on the HOSE Exchange.
Stock code: EVE

2023
2024

FUTURE

Launched a new 3-hectare factory in Giang Dieu Industrial Park – one of 8 awarded the EDGE ADVANCED green certificate with recognition as a green building.

2018
2022

SUSTAINABLE

Launched and produced new product lines:

- KingKoil mattress - No. 1 spring mattress brand in the US
- Cleaner line
- Everon curtains & blinds
- K-Bedding for Online channel

2015
2018

OPPORTUNITY

- Established a subsidiary Everpia Korea, located in Korea.
- Changed name to Everpia Joint Stock Company

2011
2014

ACCELERATING

Constructed 2 new factories:

- Dong Nai factory in 2011
 - Hung Yen factory in 2012
- Established Da Nang branch in 2013

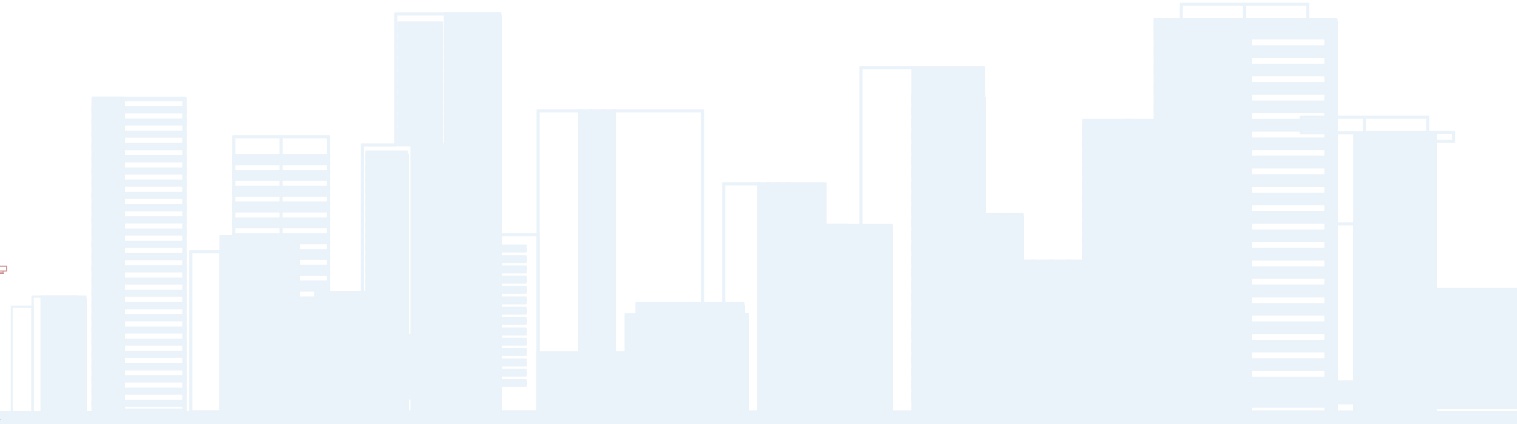
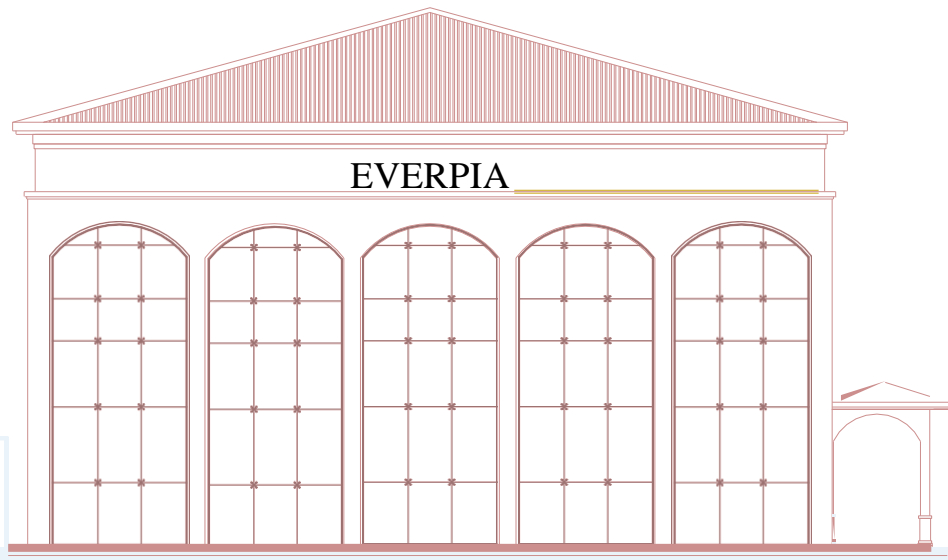
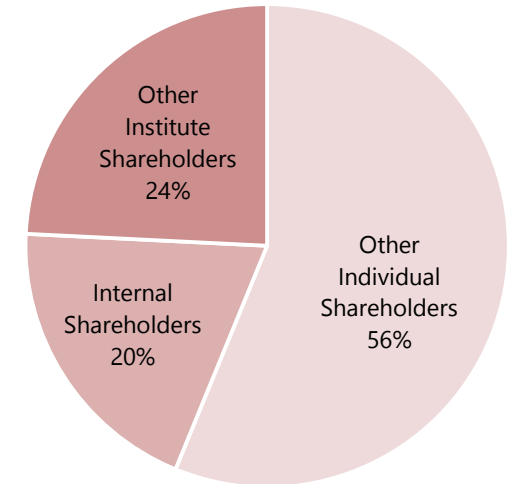
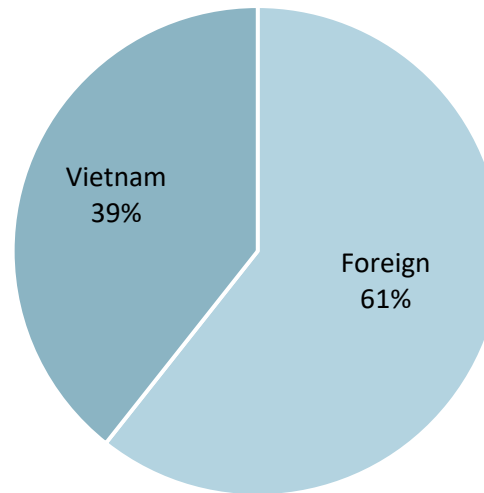
01 OVERVIEW

Diversified share ownership

❖ Information

Stock code	: EVE
Number of share	: 41,979,773
EPS	: 425 VND
BVPS	: 23,560 VND
P/E	: 36.07
Market Capital	: 579.32 billion VND

❖ Types of Ownership



02 KEY COMPETITIVE ADVANTAGES

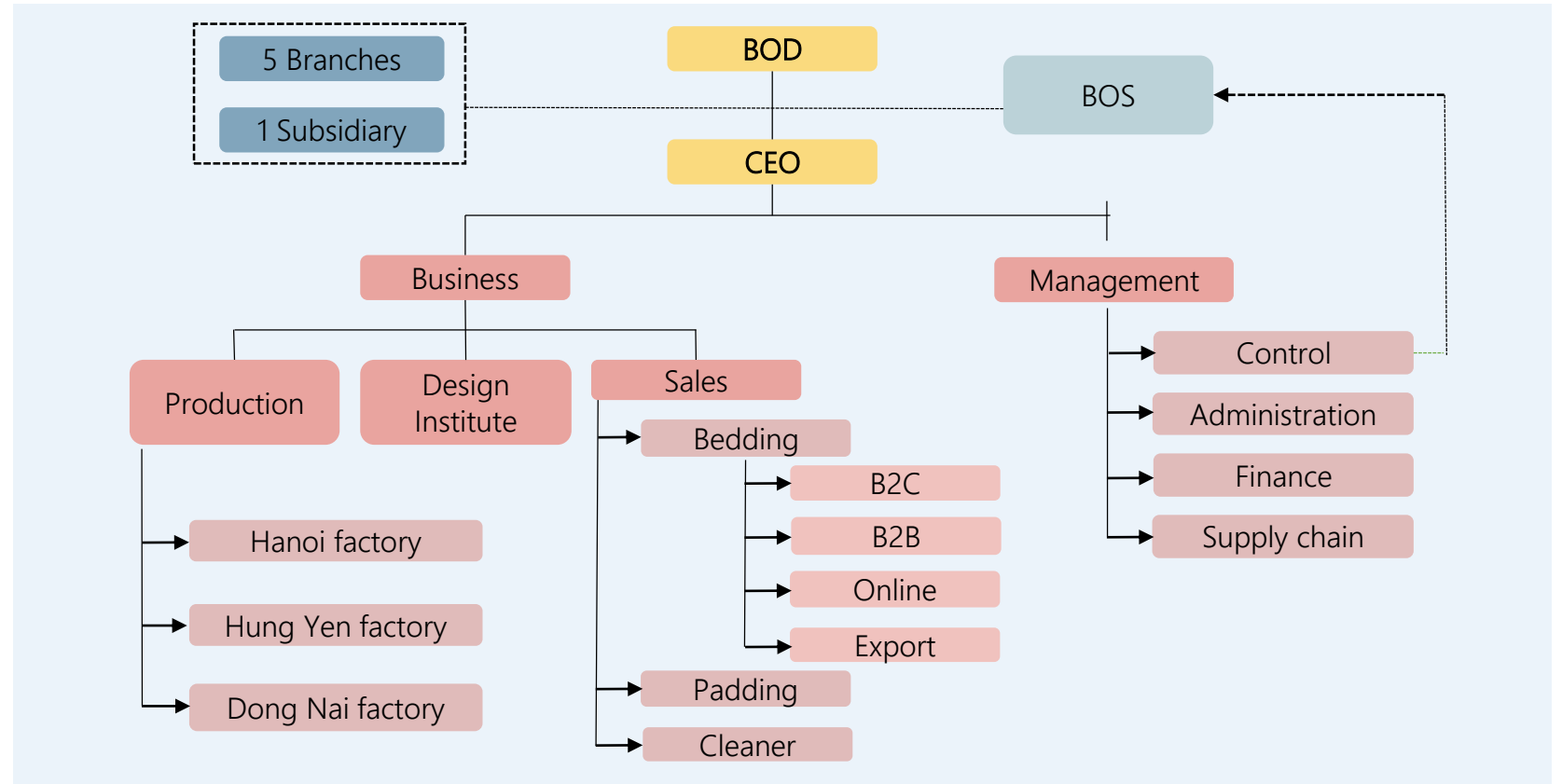
Strong leadership with Recognized best practices in Corporate Governance



Mr. CHO YONG HWAN
BOD Chairman - Senior Director



Mr. LEE JAE EUN
BOD member - CEO



- ★ Since listing on HOSE, Everpia has not recorded any violations or received any warnings
- ★ Won many prestigious awards such as:
 - 🏆 Top 5 Best Corporate Governance Companies in Vietnam (2019, 2022, 2023)
 - 🏆 Top 3 Listed companies with the best IR activities (2022)

02 KEY COMPETITIVE ADVANTAGES

Seamless Slumber: Intricate production chain from Fabric to Finish

1 Unique design philosophy



Exclusive designs, unique patterns, difficult to imitate.
 High quality fabrics and materials
 Leading trend in Viet Nam with 50 new pattern each year

3 Wide distribution network

Nationwide agent distribution system

05
Branches

354
Agents

21
Showroom



EXPORT 30%
of total revenue

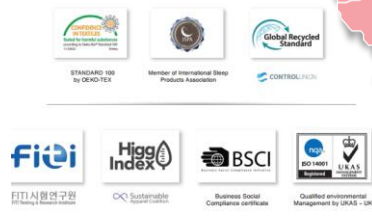
Padding : mainly Korea.
 Bedding : Korea, the UAE, Dubai
 Cleaner : Germany, the Netherlands, the US, Korea



2 Quality-assured manufacture



Certificates



Bedding	
Products	Bedding linen, insert, string/ PE mattress....
Machinery	567 machines
Capacity per year	3 millions bedding items
Padding	
Products	Quilting & Padding
Machinery	137 machines
Capacity	15 million yards
Cleaner	
Products	Microfiber cleaner (face towel, bath towel...)
Machinery	222 machines
Capacity per year	15 millions cleaner items

03

PRODUCT PORTFOLIO

Diversity of our product lines

BEDDING BUSINESS

PADDING BUSINESS

CLEANER BUSINESS



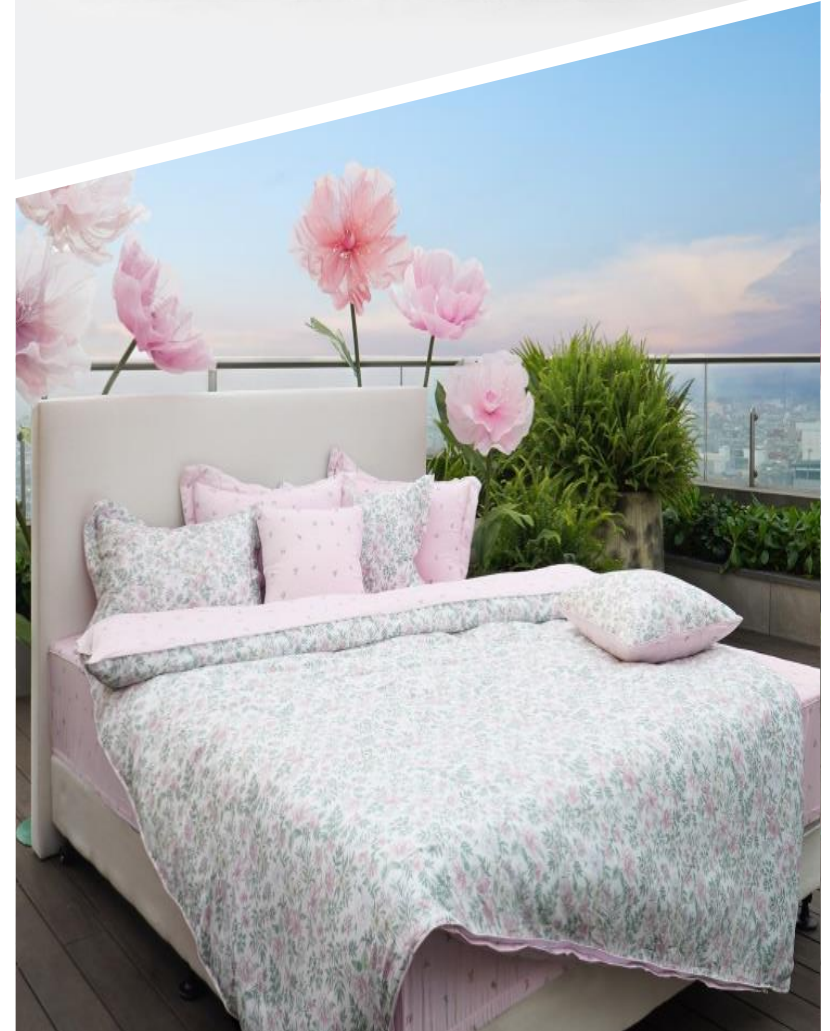
- **BED LINEN**

Blanket, pillow and bed sheet

Quilted/Embroidered

Various materials & pattern

- **BED INSERT**





EVERON
Artemis

PE MATTRESS

Polyester made with high heat

SPRING MATTRESS

Inner Springs

Pocket Springs

Bedding

Mattress

Padding

Cleaners

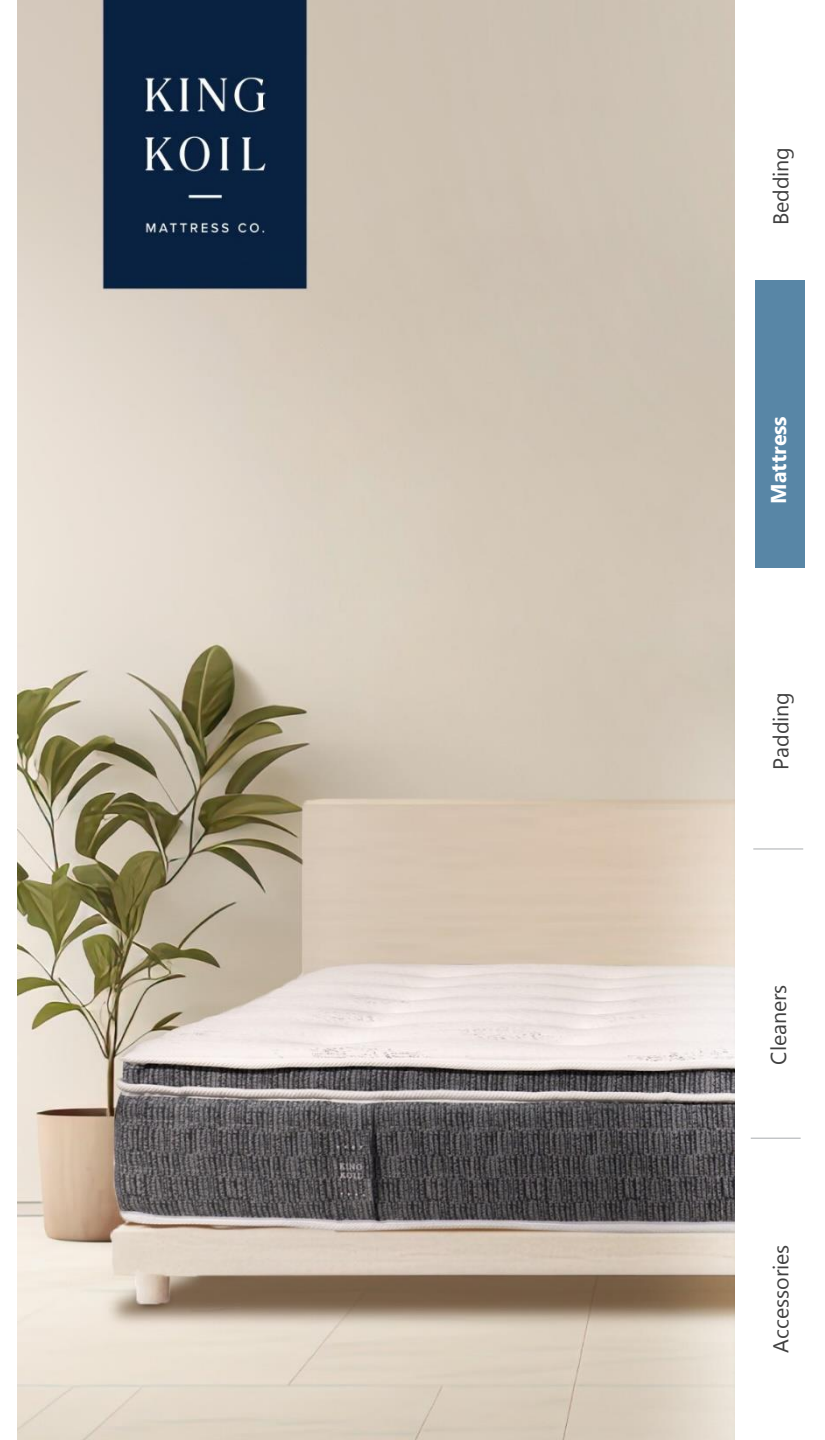
Accessories



Exclusive license to produce the No. 1 spring mattress brand in the US.

The KingKoil mattress is certified by the International Chiropractors Association and the Orthopedic Research Institute to be suitable for physiological curve of the spine.

KING KOIL
MATTRESS CO.



**KING
KOIL**
—
MATTRESS CO.

Bedding

Mattress

Padding

Cleaners

Accessories



PADDING

Polyester

Microfiber

Customized for needs

QUILTING

Sewing & Quilting

Various widths & lengths

Unique patterns



KHĂN MODAL CAO CẤP



Mềm mại thoải mái



Đạt tiêu chuẩn
Oeko-Tex Standard 100



Khử mùi, kháng khuẩn,
an toàn cho da



CLEANER

Micro Fibers
House/Car cleaning
Electronic Screen cleaning
For consumers & Industrial needs

TOWELS

Micro Fibers
Shower/Sports
Improved Absorptivity & longevity



Bedding

Mattress

Padding

Cleaners

Accessories



CURTAIN/BLINDS

Home / Office / Hotels / Factories

Various color & Materials

INTERIOR PRODUCTS



Bedding

Mattress

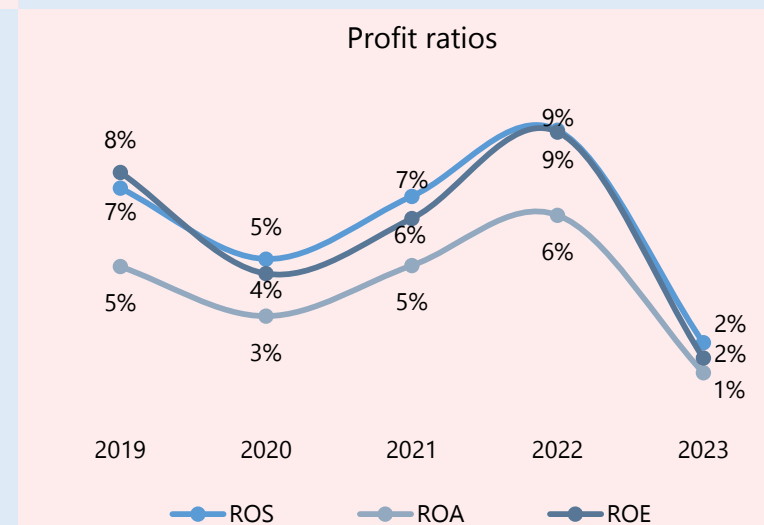
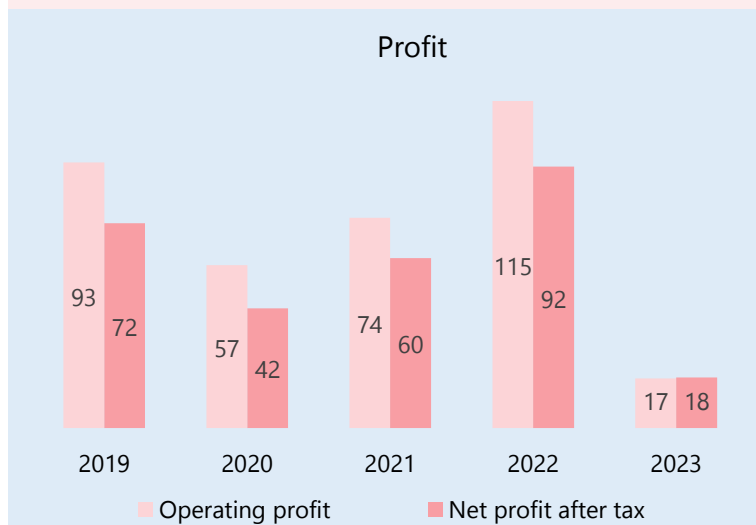
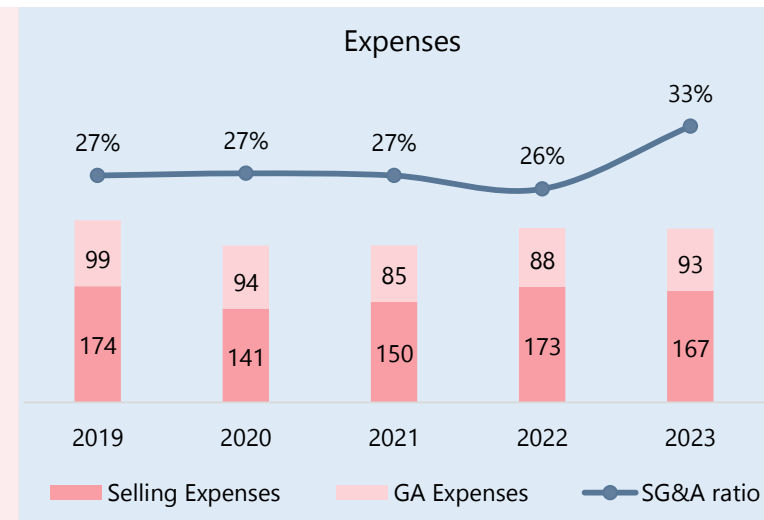
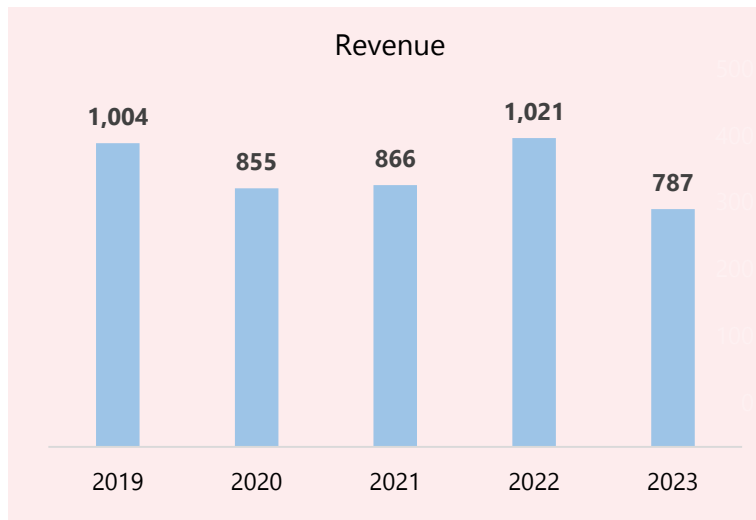
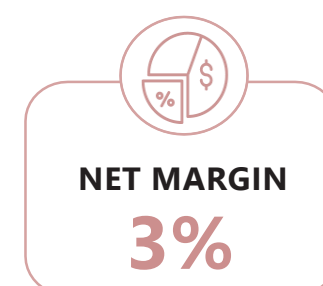
Padding

Cleaners

Accessories

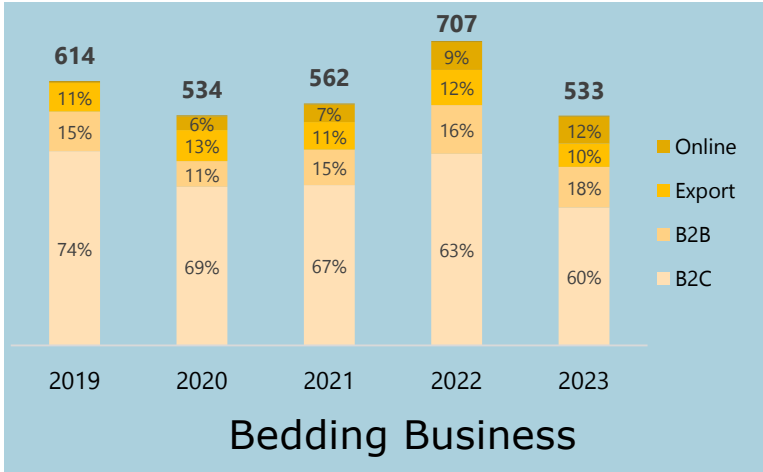
04 2023 FINANCIAL HIGHLIGHTS

Financial Resilience in challenging times

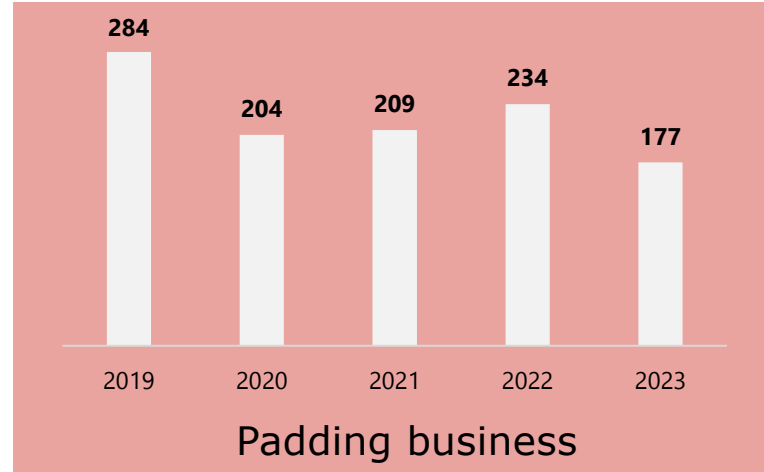


Note: Consolidated Financial Statements; Unit: billion VND

Remarkable Business Achievements in 2023



- ✓ Developed many new bedding and mattresses products that suits diverse customer needs.
- ✓ Expanded the presence in provinces with 22 newly opened agents, increasing provincial sales by 15%.
- ✓ Installed the AI camera system in all showrooms for a better shopping experience.
- ✓ Continued to be a supplier for many 4-star, 5-star hotels operating under international standards.
- ✓ Stable Bedding Export activities with customers including the largest bedding brands and e-commerce platforms in South Korea such as Modern House, Petit Elin, Cradlewise, Coupang, etc.



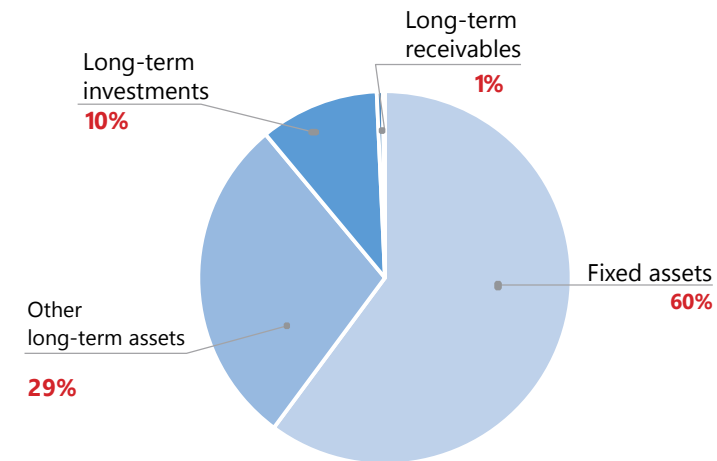
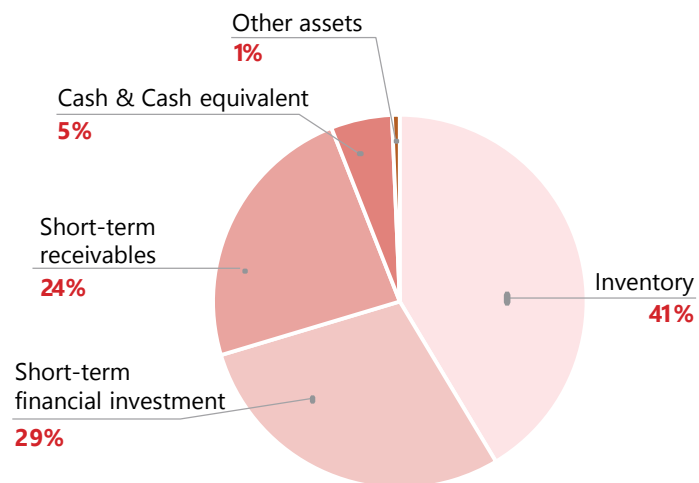
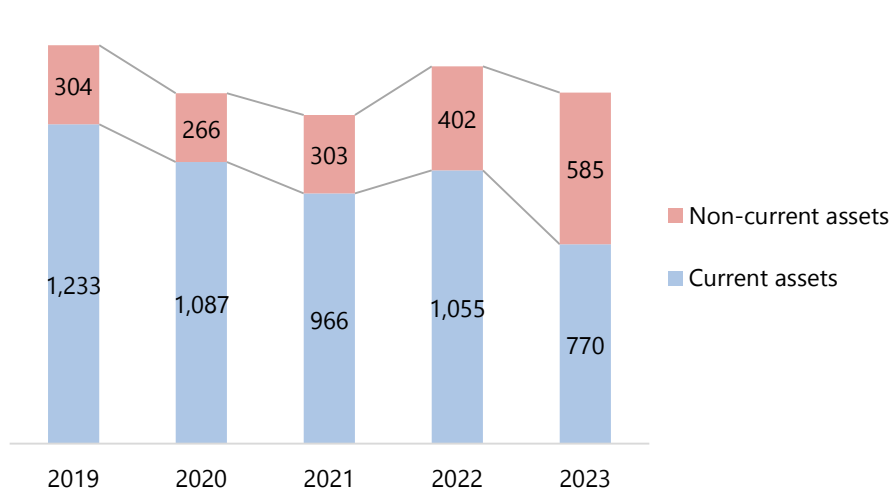
- ✓ Full certifications ensuring product quality and environmental standards: GRS, OEKO-TEX, HIGG.
- ✓ Capability to produce orders with high-quality requirements thanks to advanced technology and experience workers.
- ✓ Sales from new customers increased by 47% in 2023.
- ✓ Successfully developed a line of padding products made from recycled fibers.



- ✓ Stable order quantity from our traditional customer group, therefore sales of cleaners in 2023 experienced minimal fluctuations.
- ✓ Expanded the market with new customers from Japan.
- ✓ Completed the BSCI assessment to facilitate exports to the European market.

04 2023 FINANCIAL HIGHLIGHTS

Strength and Stability of Our Balance Sheet



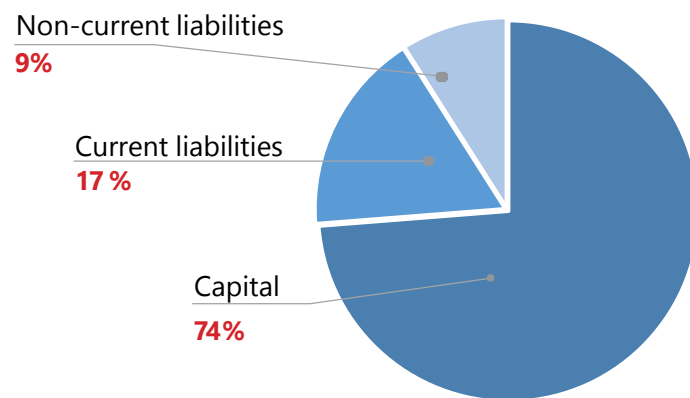
Asset restructure in 2023: with a transition from short-term assets to long-term assets.

Ratio of short-term and long-term assets was 57% and 43%

Effectively maintained a good policy for managing account receivables, reducing by 22% compared to 2022

Total non-current assets increased by 46%. Investment cost for construction & installing infrastructure in Giang Dien factory amounted up to 240 billion VND.

- Proportion of equity capital increased to 74% due to a portion of the retained earnings in 2022.
- Total liabilities decreased by 17%. Current liabilities were down by 25% thanks to reductions in short-term borrowings and short-term trade payables to suppliers.



ITEMS	2022	2023
Net cash flows from operating activities	85,2	148,2
Net cash flows used in investing activities	(182,2)	(70,9)
Net cash flows (used in)/from financing activities	98,2	(92,7)
Cash and cash equivalents at the end of the year	54,7	40,8

Cash and cash equivalents at the end of 2023 was positive, showing great efforts to effectively manage cash flow to create a premise for sustainable business development.

04 2023 FINANCIAL HIGHLIGHTS

The Launch of Giang Dien Factory achieved EDGE Advanced Certification

Giang Dien Factory symbolizes Everpia's commitment to sustainable development and its goal of carbon neutrality by 2050.



SAVING EFFICIENCY OF **COMPLEX FACTORIES**



SAVING EFFICIENCY OF **PADDING WORKSHOP**



Driving Product Portfolio Diversification

- Fall Winter Collection with 8 Everon patterns, 3 Artemis patterns, 12 K-bedding patterns
- Basic Collection with 12 patterns

Artemis

EVERON

K-BEDDING
BY EVERON

Design Philosophy	Elegance - Luxury	Elegance	Simplicity
Design	Collab with artists to create bespoke collection	Everon's self design	Simple
Price Range	High	Medium	Low
Styles	Unique	Classic Floral Modern Basic	Minimalism

EVERON

K-BEDDING
BY EVERON



Classic



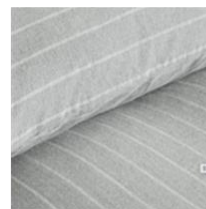
Floral



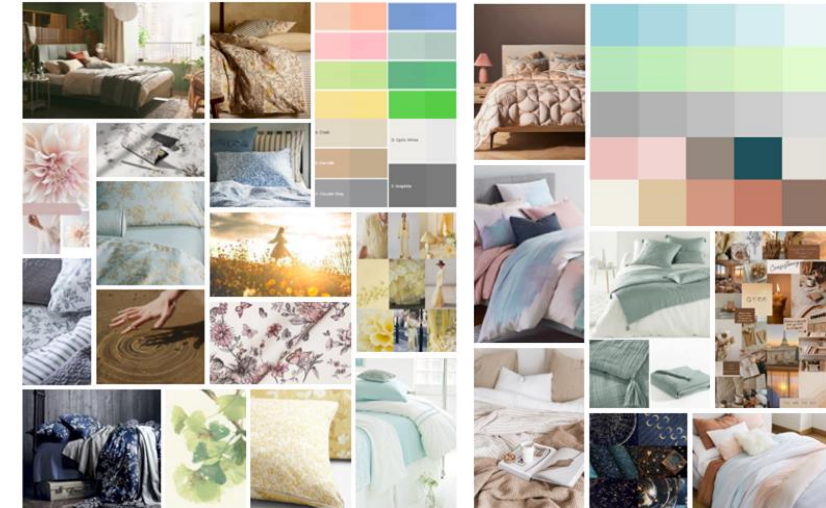
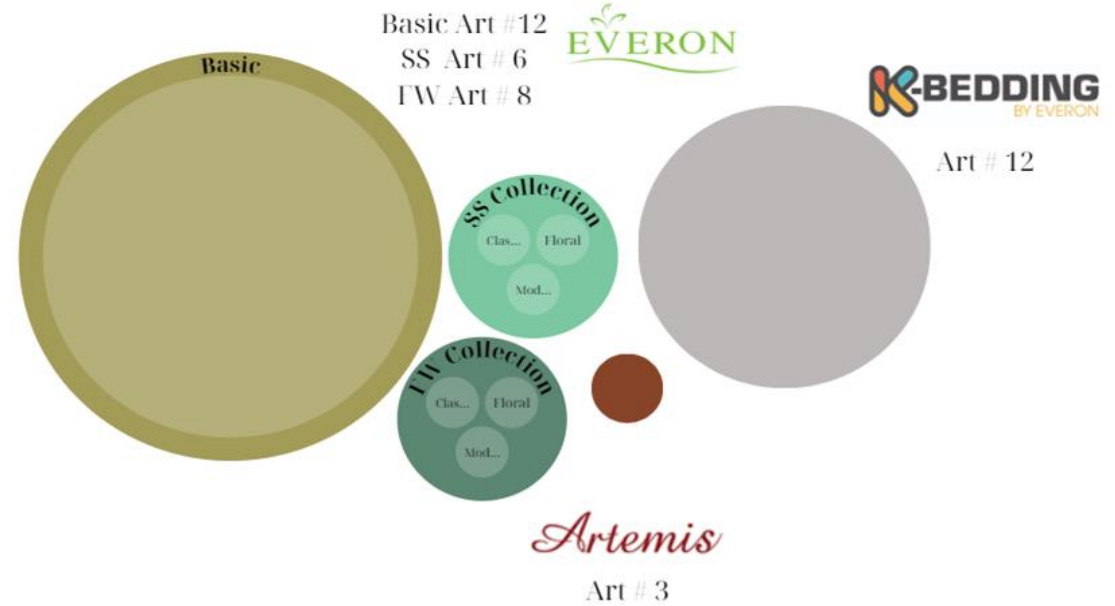
Modern



Solid
Mix and Match



Simple print pattern

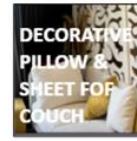


Driving Product Portfolio Diversification

- Many new mattresses and pillow inserts with an advancement in function and quality will be introduced at the Agent Meeting at the end of May
- Launch of textile home accessories
- New packaging with eco-friendly materials



- For decoration on holidays
- Cleanliness for the table



- For decoration
- Keep the couch clean & free of dirt and dust
- Comfort & relaxation



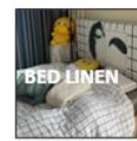
- Hygiene
- Safety, esp. for kids
- Warmth & comfort
- Decoration for kitchen, bathroom, bedroom, etc



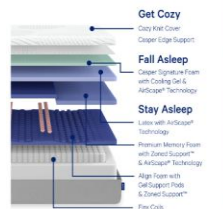
- Cleansing routine
- Skin care / health



- Decorations
- Furniture protection from the heat & humidity



- Good sleep quality
- Health improvement
- Mattress protection



Advanced ergonomic support for your best night's rest.

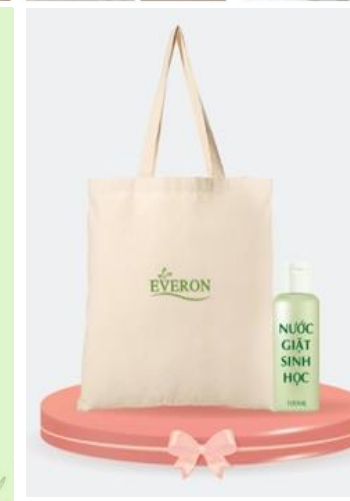


Learn More

BEDDING
Everon



BEDDING
Artemis



From Manufacturing-oriented to Customer-oriented

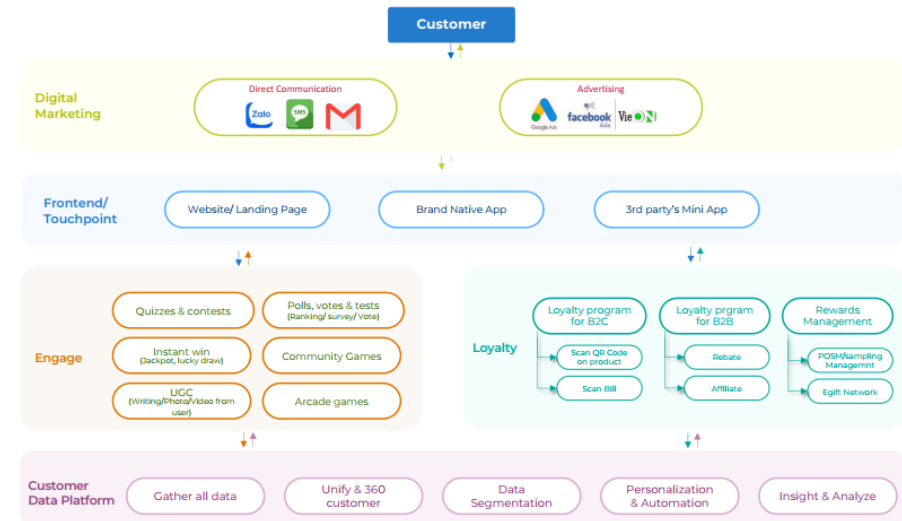
➤ Support agents

- Support in arranging product display, make King Koil & Everon signboard
- Coordinate with agents to push sales at each store
- Install camera AI system at agents' stores
- Display King Koil mattresses at agents



➤ Personalize marketing activities and customer services

Apply Customer Data Platform – a solution provided by D-point, which helps analyze customer data and manage interaction flows, personalizing customer gratitude gift program, marketing activities and customer services.



➤ Expanse brand's presence with new agents

Expand brand's presence by opening several new agents, allowing it to reach more target customers in provinces and increase customer awareness of Everon.

- 3 agents in the Northern provinces
- 3 agents in Ho Chi Minh City
- 5 agents in the Southern provinces

Also, closing agents with ineffective business performance results.

➤ Sustainable Development

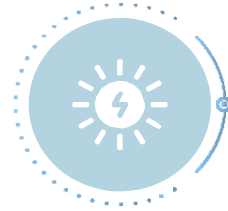
- **Green products:** Using recycled materials and reusable packaging for different purposes.
- **Green distribution:** Deploy a special incentive program to encourage customers to reuse products.
- **Green communication:** Completely eliminate carbon footprint in the product consumption process - marketing, sales, and after-sales activities are carried out on the online platform with environmentally friendly delivery methods.

06 PURSUIT OF SUSTAINABILITY

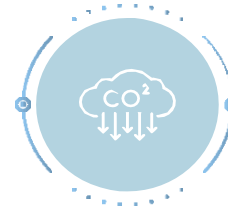
Our ESG Initiatives and Achievements



VISION 2030



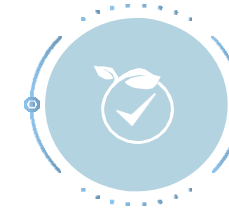
Using rooftop solar power for Hung Yen and Dong Nai factories



Reduce the greenhouse gas emissions by 50% on the company's Scope 1 and Scope 2



Eliminate chemicals in the Padding production



Increase the rate of using environmentally friendly packaging to 30%



Improve local community life

CIRCULATION AND RECYCLING

Proportion of recycled fiber used increased by

↑ **8%**

equivalent to reusing **144.200.919** plastic bottles

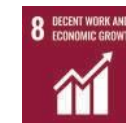
Proportion of natural fabrics increased by

↑ **14%**

Meal quality measurement project has contributed to reduce

↓ **2,445**

CO2-eq (kg)



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(Hyundai Knowledge industry center)

THE
EVERLASTING
VALUE OF LIFE



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Please direct any questions to:

Planning Team

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Thank you!

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