

COMPANY PROFILE

2024

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CONTENT



01 OVERVIEW

02 KEY COMPETITIVE ADVANTAGES

03 FINANCIAL HIGHLIGHTS

04 B2C ANNUAL COLLECTION

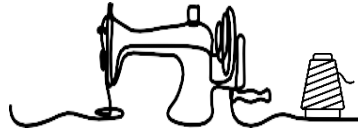
05 PURSUIT OF SUSTAINABILITY

06 PRODUCT PORTFOLIO



Name	Everpia Joint Stock Company
Share capital	419,797,730,000 VND
Employees	1,094
Business	Manufacturing and Sales of Bedding and Padding 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



1992
1998

ORIGIN

- Established in 1992, 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 Dien 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
- Everon curtains & blinds
- K-Bedding for Online channel and shopping malls

2015
2018

OPPORTUNITY

- Established a subsidiary Everpia Korea, located in South 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

Strong leadership with Recognized best practices in Corporate Governance

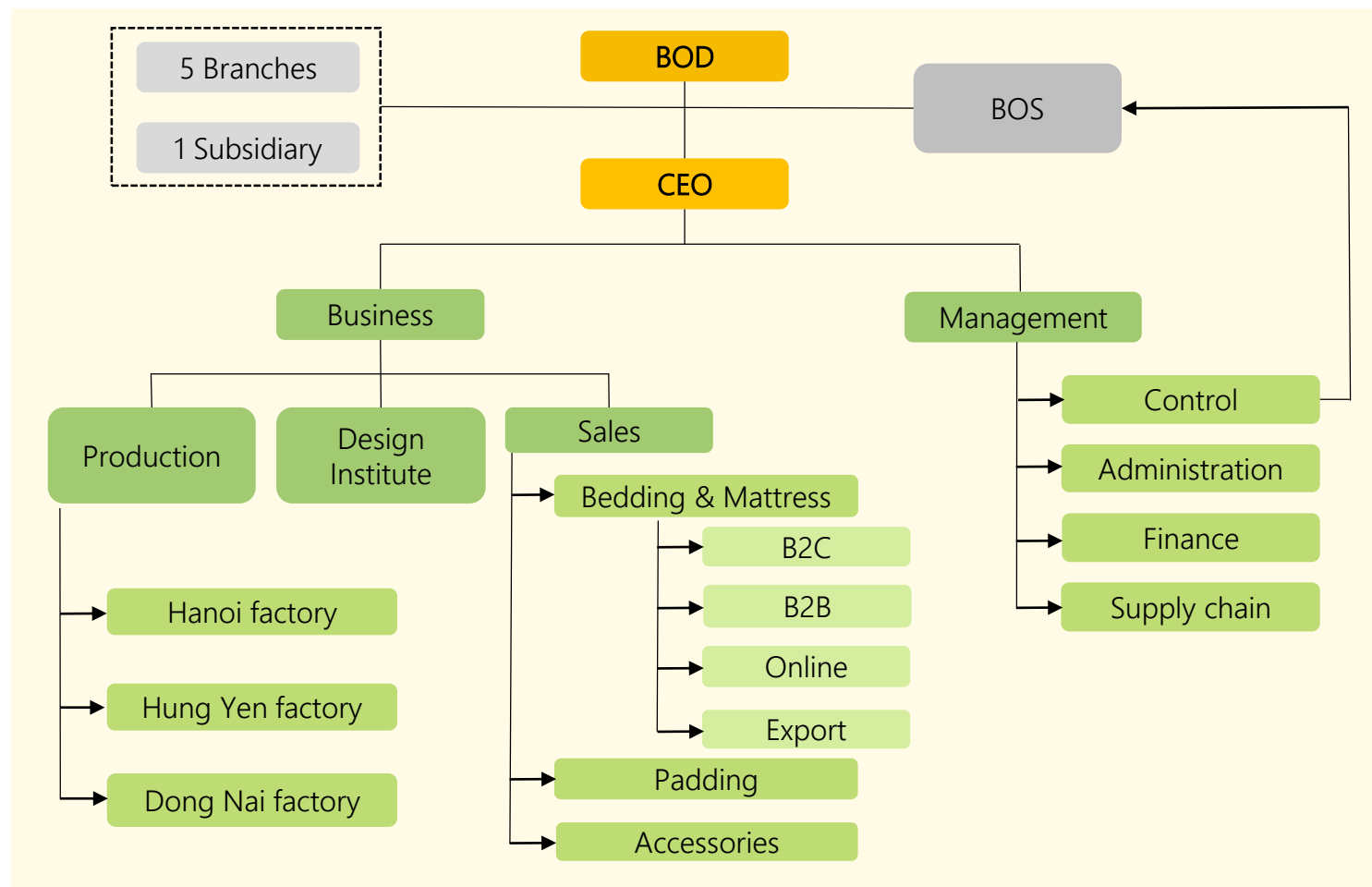


Mr. LEE JAE EUN
CEO



Mr. CHO YONG HWAN
BOD Chairman – Vice President

- ★ 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, 2024)



02 KEY COMPETITIVE ADVANTAGES



Seamless Slumber: Intricate production chain from Fabric to Finish

1 25 years of heritage

- Everon - TOP 1 prestigious bedding brand in Vietnam for 25 years.
- Exclusive designs with delicate and unique patterns, meeting modern aesthetic tastes.
- High-quality natural fabrics, soft, breathable and safe.
- Printing and fabric processing technology is researched and improved every 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

Ha Noi Factory
15,000m²
Padding, Quilting

Hung Yen Factory
17,670 m²
Bedding, Mattress, Curtain

Dong Nai Factory
28,956 m²
Bedding, Mattress, Padding, Quilting

Certificates

Awarded with EDGE ADVANCED certifications

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 per year	15 million yards



Certifications represent our commitment to quality and sustainable production



OEKO-TEX®
STANDARD 100



Higg Index Modules



Global Recycled Standard



Business Social Compliance
Initiative



FITI Testing & Research
Institute



International Chiropractors
Association



Sedex Members Ethical
Trade Audit



ISO 14001

4-5 Star Hotels and Major Banks



FINANCIAL HIGHLIGHTS

Financial Resilience in all Business segments



EVERPIA ECOSYSTEM

A leading bedding company strives to deliver unparalleled comfort and quality in every product.

BEDDING LINEN

LINEN

accounting for
90%
of Bedding revenue

KID'S PATTERN

accounting for
10%
of Bedding revenue

MATTRESS

PE MATTRESS

accounting for
80%
of Mattress revenue

SPRING MATTRESS

accounting for
20%
of Mattress revenue

LATEX MATTRESS

Newly launched
in **2024**

ACCESSORIES

INSERT

accounting for
30%
of Accessories revenue

BEDDING ACCESSORIES

accounting for
20%
of Accessories revenue

CLEANER

accounting for
50%
of Accessories revenue

PADDING

PADDING

accounting for
85%
of Padding revenue

QUILTING

accounting for
15%
of Padding revenue



GROSS MARGIN

31%



NET MARGIN

3%



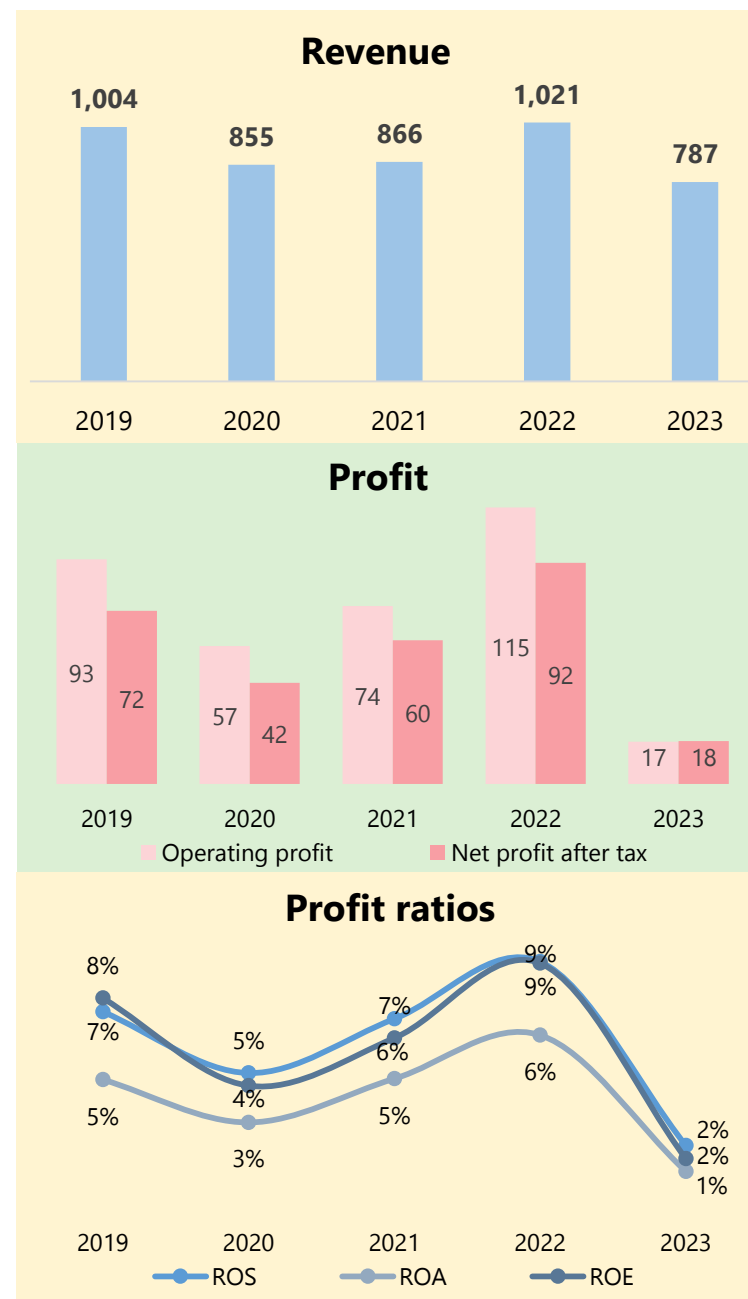
EPS

425 VND



TOTAL ASSETS

1,355 Bil VND



03

FINANCIAL HIGHLIGHTS

Bedding & Mattress as the main Business line



Everon – Home textile brand “Elegance” design philosophy with 3 main styles: Classic, Floral, and Modern.



Artemis – High-end home textile brand with “Luxury” and “Sophistication” as the design philosophy.

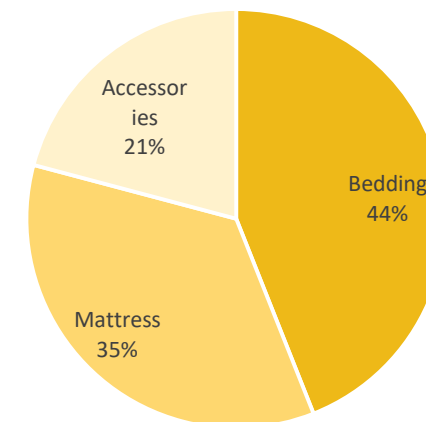


K-Bedding – Bedding brand for Online channel and shopping malls with “Minimalism” design philosophy.

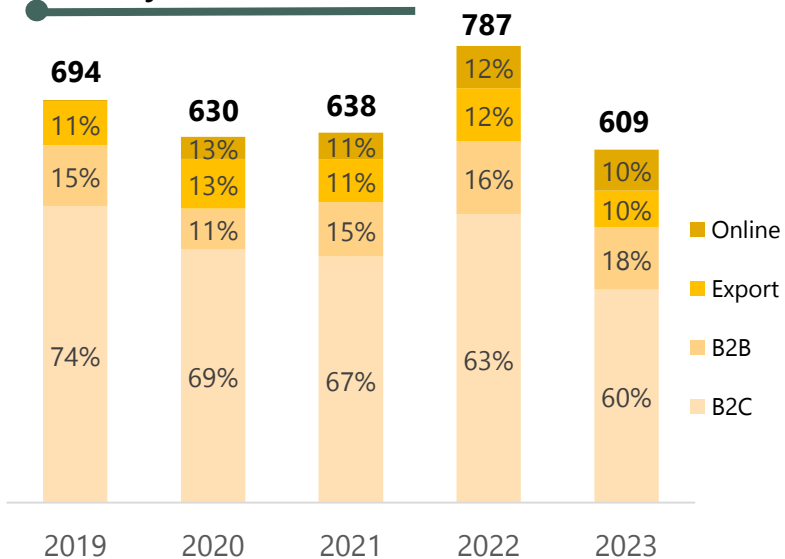


Everon is the exclusive manufacturer of King Koil spring mattress - the leading mattress brand in the USA since 1998.

Sales by product types



Sales by channels



Retail activities (B2C)

- ✓ Developed provincial markets, 22 newly opened agents, brought the provincial market sales up by 15%.
- ✓ Installed the Palexy AI camera system in all showrooms
- ✓ Conducted market research, in-depth evaluation, developed a customized support plan for each agent.
- ✓ Increased the number of agents to install and use the POS sales software, aiming for a multichannel supply chain throughout the nationwide agent system.

Bedding export

- ✓ Customers highly appreciated the stability of product quality and the delivery timeliness.
- ✓ Many new customers through good referrals.

Online sales

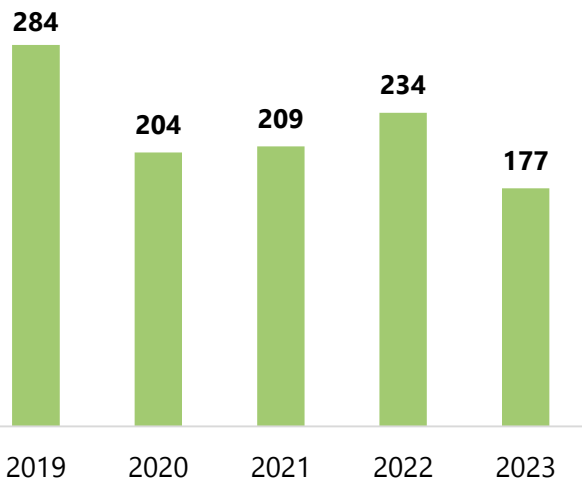
- ✓ Consistently ranked Top 1 in the Home Fashion category at Shopee Mall.
- ✓ Upgraded the packaging method at the Hung Yen warehouse, optimized productivity, minimizing the risk of order cancellation due to delivery speed issues.
- ✓ Utilized customer loyalty programs, support policies, and fully exploited the potential of Livestream.

Hotel order business (B2B)

- ✓ Continue to be the supplier for 4-star, 5-star hotels operating under international standards, and many major corporates.
- ✓ Efficiently controlled accounts receivable, bad debt ratio reduced from 10% to 2%.

Padding - A Significant Contribution to Sales

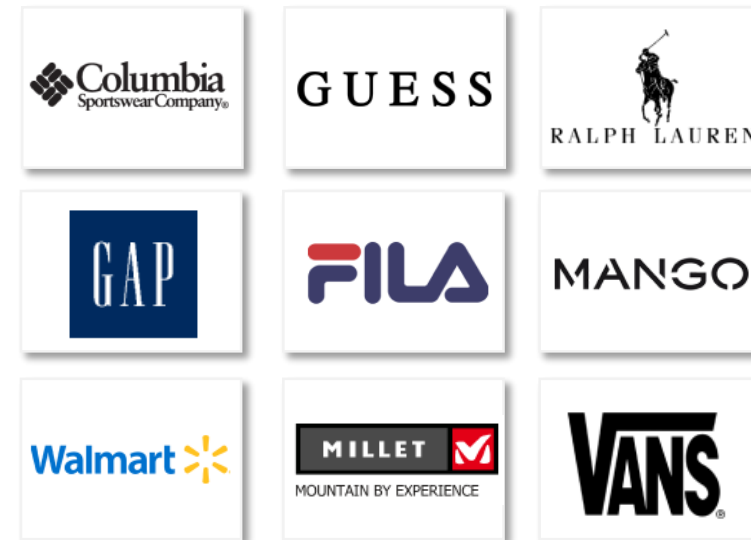
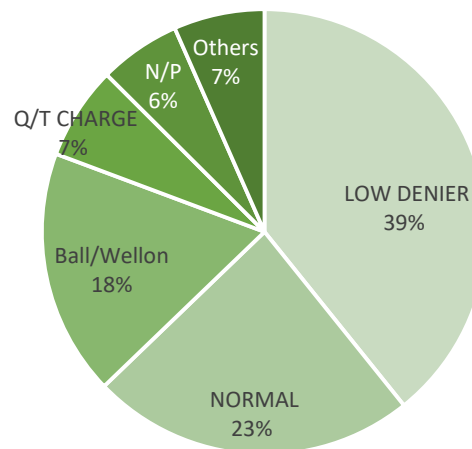
Sales 2023



Sales by customer group



Sales by product type



- ✓ 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.

PARTNER

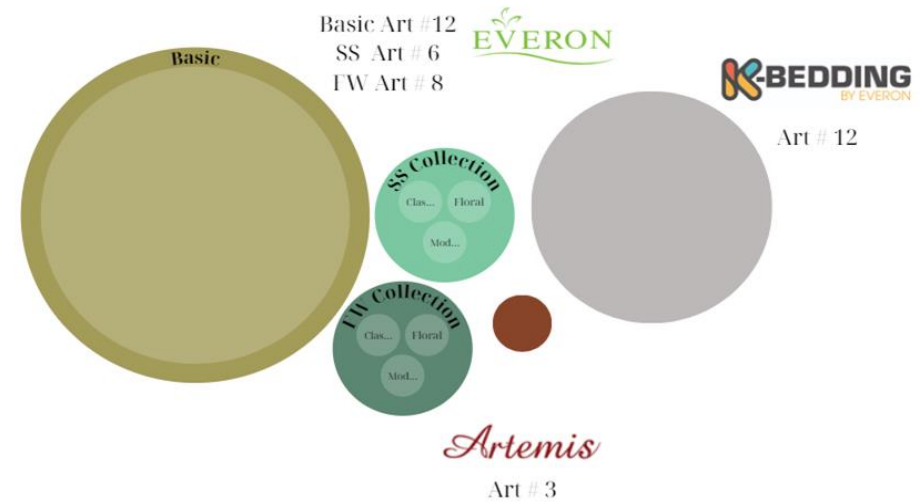


04 B2C ANNUAL COLLECTION

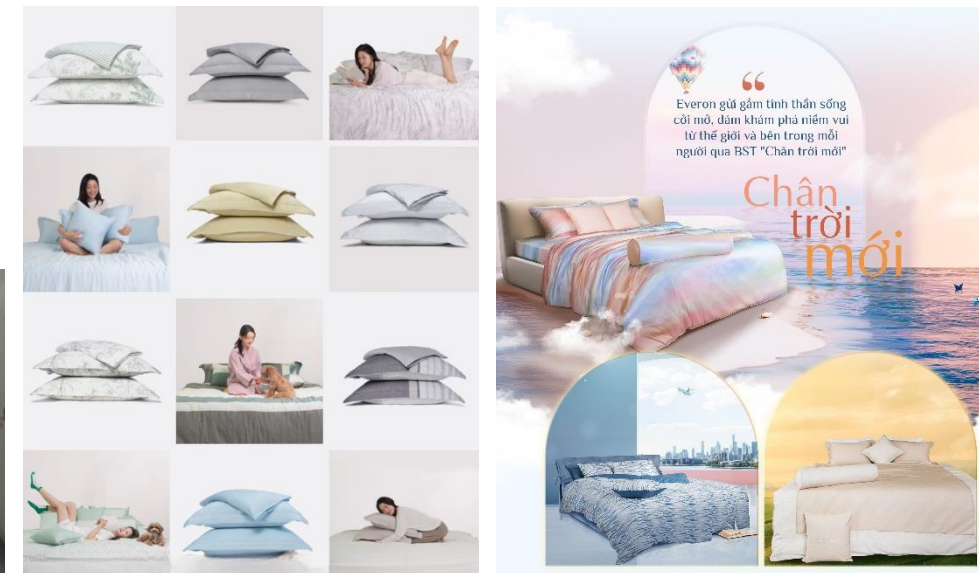


Product Diversification

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



	<i>Artemis</i>	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



Basic



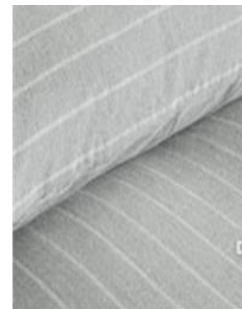
Floral



Classic



Modern



Simple print pattern

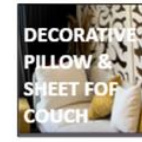


Product Diversification

- Many new mattresses and pillow inserts with an advancement in function and quality were introduced such as **Natural Charcoal Latex Mattress; Top Plus PE Mattress**, etc
- 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 dusk
- Comfort & relaxation



- Hygiene
- Safety 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



BEDDING
Everon



BEDDING
Artemis



Mattress insert

- 100% natural latex, combined with activated charcoal
- Deodorant, superior antibacterial

Mattress cover

The cover prevents bacterial from entering the mattress

Mattress cover

Antibacterial with cooling Polyethylene fiber from South Korea's company SK (DURARON Cool)



Activated charcoal latex mattress



Perfect elasticity



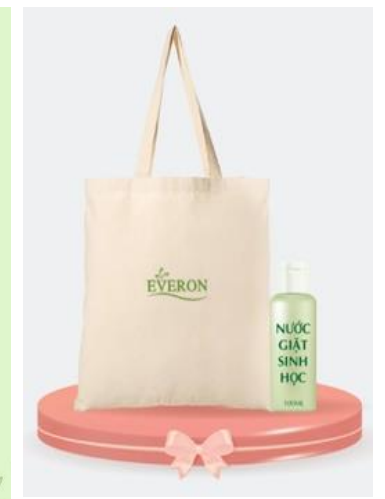
Optimal support



Relaxing green tea scent



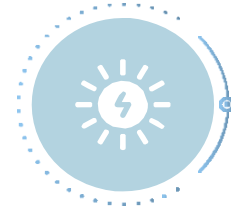
Cooling ability



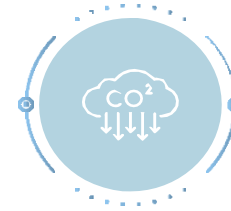
Our ESG Initiatives and Achievements



VISION 2030



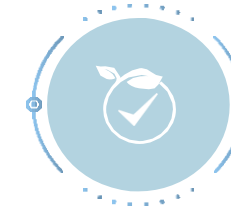
Using rooftop solar power for Hung Yen and Dong Nai factories



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)



05 PURSUIT OF SUSTAINABILITY

➤ Everpia Giang Dien

- Launched in 2023, Everpia Giang Dien is the largest factory, covering a total area of 29,000 m².
- Capacity per year reaches:
 - 6 million yards of padding
 - 1 million bedding products
 - 30,000 spring mattresses
 - 40,000 PE mattresses



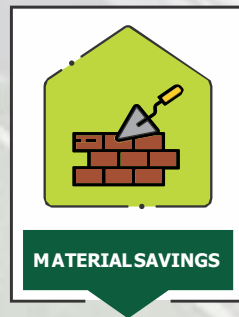
05 PURSUIT OF SUSTAINABILITY

➤ Everpia Giang Dien - EDGE Advanced Certified Factory

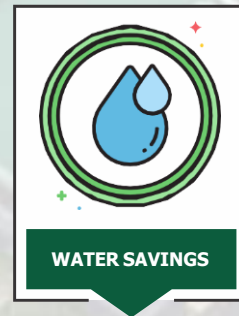
- One of 8 factory projects in Vietnam certified with the **EDGE Advanced** certificate by the World Bank and International Finance Corporation
- **Giang Dien Factory symbolizes Everpia's commitment to sustainable development and its goal of carbon neutrality by 2050** through:
 - Green construction
 - Scalability & accessibility
 - Alignment with global sustainable development goals.



Reduced Window to Wall Ratio
External Shading Devices
Energy Saving Light Bulbs



Floor Slabs - In-Situ Reinforced Concrete Slab
Roof Construction - Steel Sheets on Steel Rafters
Internal Walls - Autoclaved Aerated Concrete Blocks
Flooring - Finished Concrete & Ceramic Tiles
Window Frames - Aluminium



Dual Flush for Water Closets
Water-Efficient Urinals
Aerators for Faucets
Auto Shut-Off Faucets



Diversity of our product lines

BEDDING

PADDING

ACCESSORIES



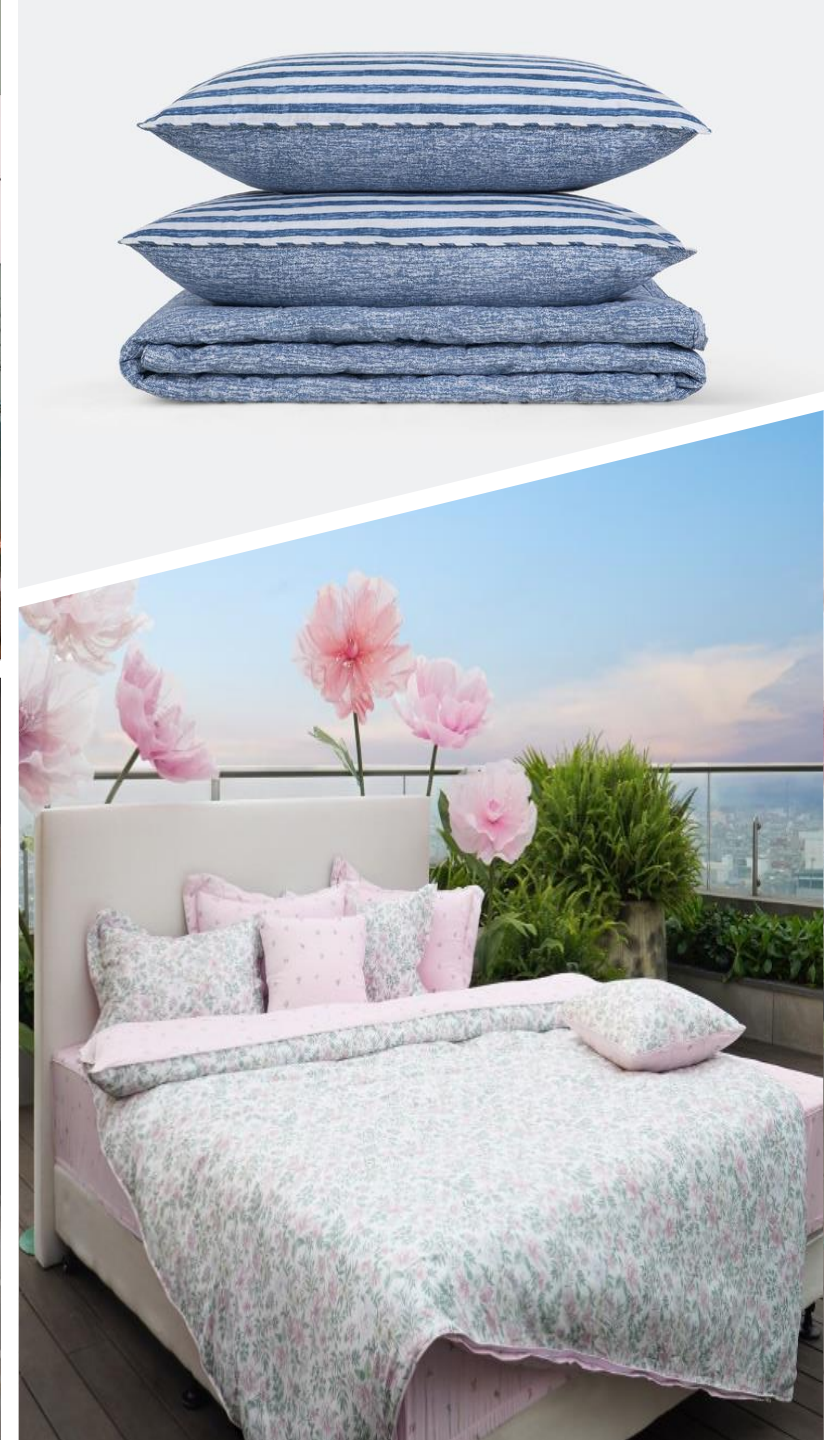
- **BED LINEN**

Blanket, pillow and bed sheet

Quilted/Embroidered

Various materials & pattern

- **BED INSERT**



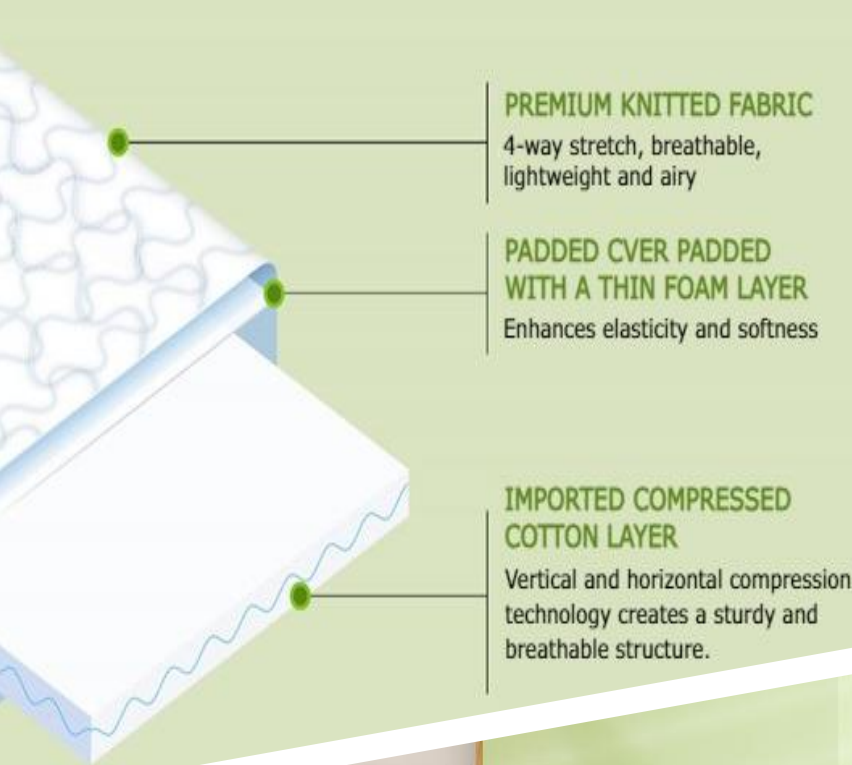
Bedding

PE & Latex Mattress

Spring Mattress

Accessories

Padding



EVERON

Artemis

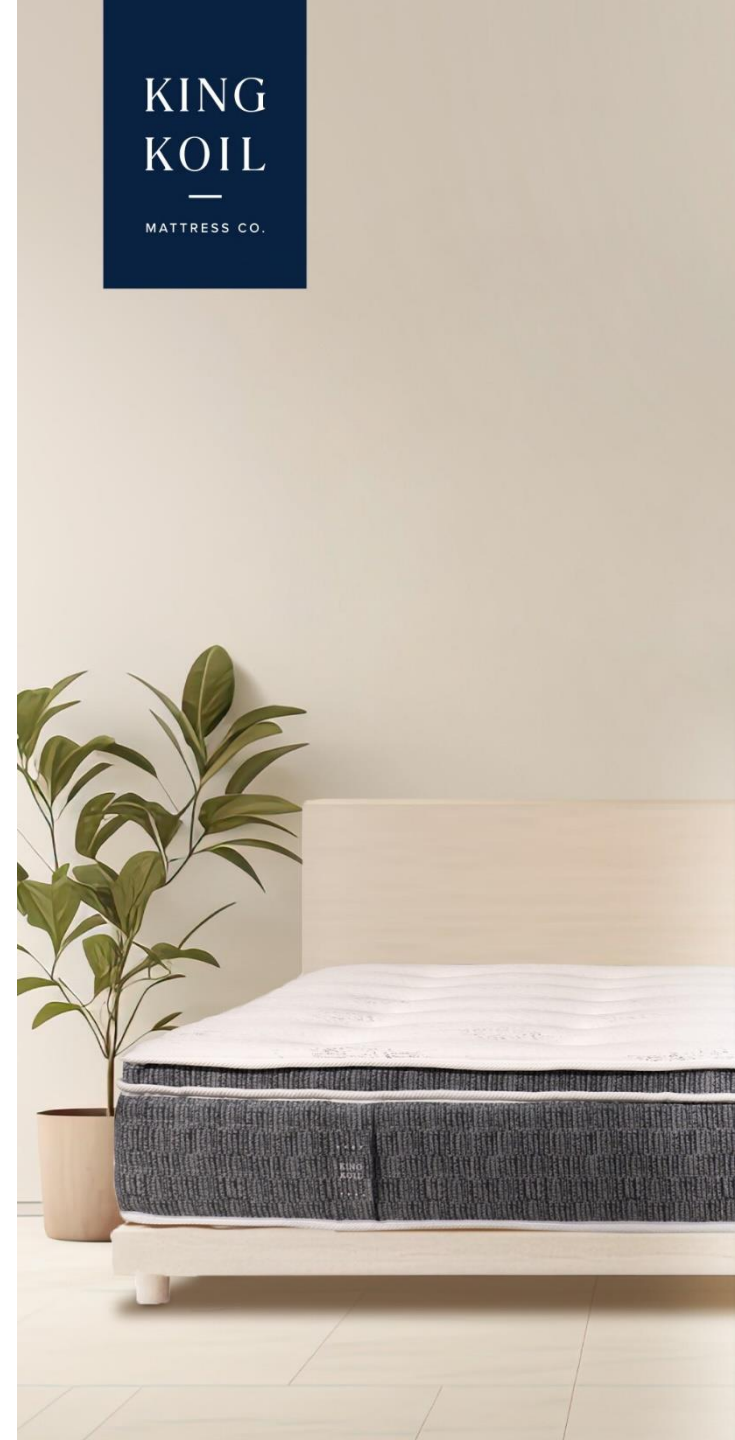
PE MATTRESS

- No mattress adhesives
- Imported premium polyester cotton
- Soft jacquard fabric cover
- Advanced production line from South Korea

LATEX MATTRESS

- 100% natural latex &
- Activated charcoal
- Cooling Polyethylene fiber cover
- Super antibacterial





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 (ICA) to be suitable for physiological curve of the spine.

KING KOIL
MATTRESS CO.

**KING
KOIL**
—
MATTRESS CO.

Bedding

PE & Latex Mattress

Spring Mattress

Accessories

Padding



EVERON

Artemis

SPRING MATTRESS

- **Pocket Pops spring mattress**
Independent spring pocket system
Create independent elasticity
- **Bonnell Pops spring mattress**
Dense, interconnected spring system
Increase load-bearing capacity

Bedding

PE & Latex Mattress

Spring Mattress

Accessories

Padding

EVERON



Soft, comfortable



Oeko-Tex Standard 100



Antibacterial,
safe for skin



CLEANERS / TOWELS

CURTAIN / BLINDS

INTERIOR PRODUCTS

For Homes, Offices,

Hotels, Factories

Various color & Materials

Mành rèm
EVERON

Home Decor
EVERON

EVERON
FURNITURE

Bedding

PE & Latex Mattress

Spring Mattress

Accessories

Padding



PADDING

Polyester

Microfiber

Customized for needs

QUILTING

Sewing & Quilting

Various widths & lengths

Unique patterns



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HO CHI MINH BRANCH

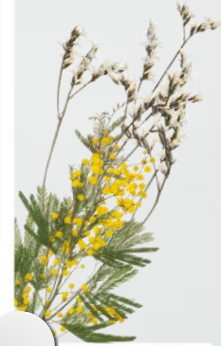
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THE
EVERLASTING
VALUE OF LIFE



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Thank you!