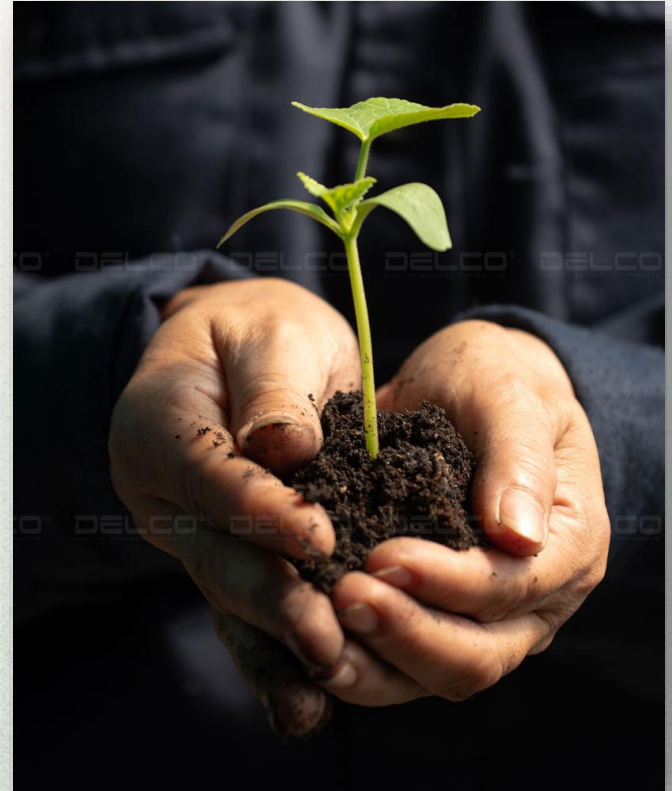




# OPERATIONAL GROWTH & PLATFORM OVERVIEW





# INFRASTRUCTURE AND TECHNOLOGY



IMAGES OF DELCO FARM

## Farm setup

- Fully integrated site designed for livestock, composting, and cultivation
- Equipped with all essential infrastructure: housing, utilities, waste processing, environmental treatment system and storage
- Internal layout supports closed-loop operation and efficient daily routines

## Equipment and systems

- Key machinery (ventilation, compost tower, feeders, etc.) sourced from selected partners
- Composting system designed for daily throughput, aligned with livestock capacity
- Equipment selected for durability, operational fit, and ease of maintenance

## Technology design principles

- Composting capacity aligned with livestock output
- Zero external waste transport or disposal required
- Easily operated by DELCO's staff.

# REGULATORY AND COMPLIANCE

*Land ownership, operating permits, and certification progress*

## **Land and permitting**

- Our farm land is legally owned and fully compliant with local land-use and agricultural zoning regulations
- All required permits obtained, including: Land-use approval; Environmental permitting; Fire prevention and safety clearance and Construction permitting.

## **Operating compliance**

- Farm is constructed and operated in accordance with current Vietnamese agricultural, construction, and environmental regulations
- No outstanding legal, regulatory, or permitting issues affecting current operations or planned expansion

## **Certification status**

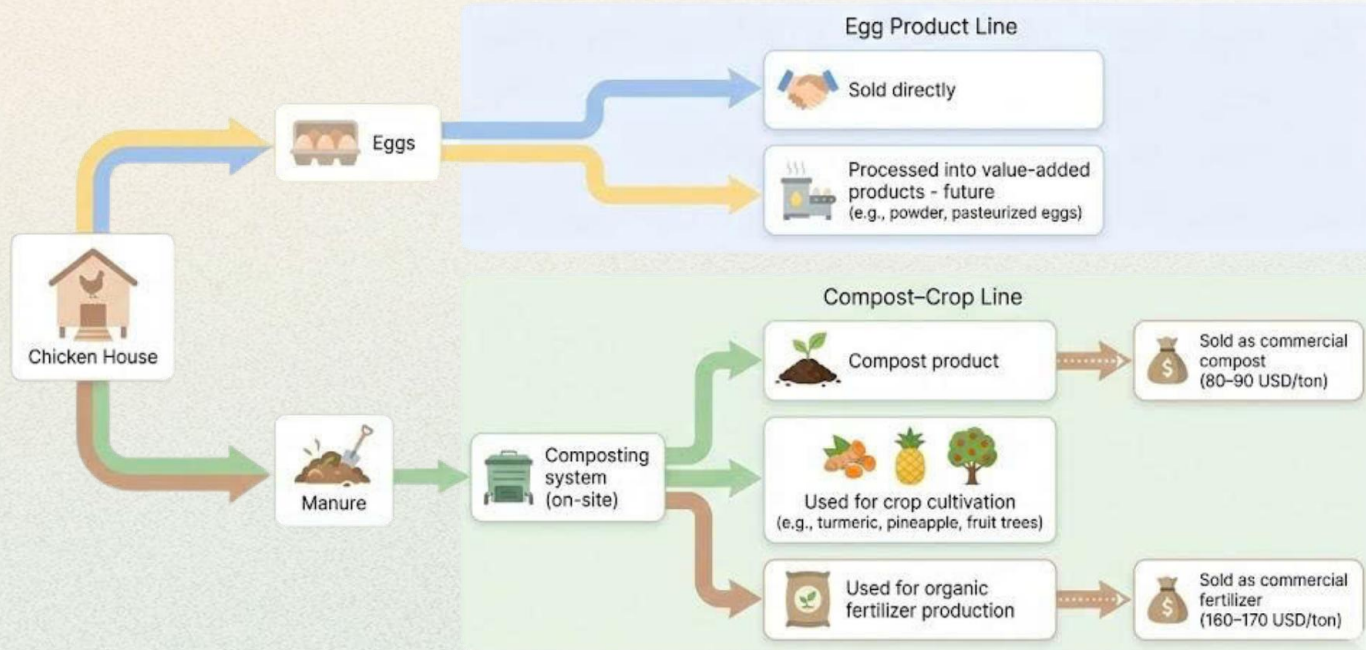
- Our microbial compost is nutrient-rich and undergoes regular laboratory testing to ensure consistent quality. We have obtained the official product circulation license (Đăng ký lưu hành) for commercial distribution in Vietnam.
- DELCO Agri has also completed all required procedures and regulatory registrations for commercial egg sales in the domestic market.
- ISO 14001 (Environmental Management System): inspection in progress
- ISO 22000 (Food Safety Management System): inspection in progress
- Certification issuance expected within approximately one month

## **Relevance**

- Regulatory and compliance framework in place to support stable operations and future capacity expansion
- Meets key requirements for institutional investment and market access

# OPERATING MODEL AND SYSTEM DESIGN

*Cost-focused, self-reliant operating system with limited external dependency*



***Farm operations are structured as a closed-loop system, integrating poultry production and daily waste processing into a continuous workflow managed by internal teams.***

# CURRENT OPERATING SCALE

*Operational metrics as of Q1/2026*

**Up to now, DELCO's products (fresh eggs, compost) have been well received by the market, with strong perceived value and high pricing.**

## **Poultry operations:**

3 active chicken houses

Total bird capacity: ~140,000

Total egg-lay rate: 91% → ~3.822M  
eggs per month

- Controlled climate, automated feed/water, limited manual labor
- Daily production metrics tracked in-house; limit external integrations

## **Compost production system**

Manure processed entirely onsite

Total capacity: 170 tons/month

System built to:

- Stabilize organic volume
- Reduce disposal costs
- Convert manure waste to microbial compost using microbial organism

IMAGES OF DELCO  
POULTRY HOUSE

IMAGES OF DELCO  
COMPOST SYSTEM

# FINANCIAL OVERVIEW

## CAPEX vs OPEX

ITEM	COST
<b>Capital expenditure (CAPEX)</b> <i>Private investment 2017 – 2019 ~1,000,000 USD not included Land fee not included</i>	<b>3,160,000 USD</b>
Infrastructure (up to 2019, 47,000 birds) (Land fee not included)	1,333,000 USD
Poultry houses and utilities (expansion to 87,000 birds, phase 2019–2024)	757,000 USD
Poultry house No.1 upgrade (15,000 → 63,000 birds, phase 2024–2025)	500,000 USD
Compost system	570,000 USD
<b>Operating expenses per month (OPEX)</b>	
Total monthly operating cost (labor + electricity, water + feed)	182,700 USD/month

# FINANCIAL OVERVIEW

*Revenue stream, gross margin*

<b>ITEM</b>	<b>COST</b>
Egg sales	0.08 – 0.09 USD/egg
Egg revenue per month (2019 – 2023)	76,103 USD
Egg revenue per month (2023 – Q2 2025)	196,771 USD
Egg revenue per month (Q3 + Q4 2025)	253,799 USD
Total egg revenue 2025	<b>~2,703,423 USD</b>
Compost sales	87.6 USD/ton
Compost revenue per month (since Q3 2025)	14,888 USD
Total compost revenue 2025	89,328 USD
<b>Egg net margin</b>	<b>~21,7%</b>
<b>Compost net margin</b>	<b>~72,7%</b>

# COST OPTIMIZATION STRATEGY

*Our strategy to reduce operational cost without cut-down quality*

## **Energy efficiency**

- Smart control system + solar integration reduce electricity usage by **20–25%**
- Especially significant in modern poultry farms with high ventilation/cooling demand

## **Labor efficiency**

- Automated feeding, lighting, and environment control reduces manpower needs
- Labor cost savings: **20–25% compared to manual operations**

## **Long-life infrastructure**

- Higher upfront quality in construction and equipment
- Extends project lifecycle by **~10 years**, improving asset ROI

## **Animal health cost reduction**

- Stable environment + biosecurity reduces disease incidence
- Lower spending on vaccines and medication

## **High and stable productivity**

- Strong flock health maintained across cycle.
- Controlled environment for poultry house & compost system → stable, quality and high productivity of egg and compost.
- Lay rate consistently at 91% - 93% throughout breeding period, compared to **83–85%** in standard operations

# EXPANSION PLAN (2026–2028)

*Scale-up in both livestock and compost capacity*

## **Livestock expansion**

- New poultry house under construction (capacity: **+60,000 birds**)
- Total after expansion: **~200,000 birds**
- Increased egg production and daily manure yield  
→ **Estimated: ~240 tons of compost/month and 5.46 M eggs/month**

## **Compost to organic fertilizer**

- Target: Convert high quality compost into organic fertilizer for commercial sale
- Conversion ratio: **0.6 ton compost → 1 ton organic fertilizer; 60% of compost product is for fertilizer production → 240 tons of fertilizer/month**

# EXPANSION PLAN (2026–2028)

*Plan for processing eggs and farm crops*

By investing in processing, DELCO Agri can turn raw farm products into higher-value goods, creating more revenue from what we already produce.

## **Food processing line**

- Plan to build egg processing line for domestic and export markets
- Target product: egg white/yolk powder, custard powder, pasteurized liquid egg, salted and tea eggs, ready-to-eat eggs
- Target customers: domestic retailers, food manufacturers, export to SEA, Middle East, Europe, USA, ...

## **Crop pre-processing and drying line**

- Plan to process turmeric, pineapple, and other farm-grown crops
- Target products: turmeric powder, dried pineapple, vacuum-packed fruit preserves
- Target customers: ingredient buyers, retail distributors, export partners

# PROJECTED REVENUE STREAM (2026 – 2027)

*Forecasted revenue by core business lines based on post-expansion capacity and current market pricing.*

Year/ Item	2025 <i>Current production capacity (140,000 birds)</i>	2026 <i>Increase to 200,000 birds</i>		2027 <i>Produce organic fertilizer from compost</i>	
Total egg capacity	3.82 M eggs/month	5.46 M eggs/month	<b>%change</b>	5.46M eggs/month	<b>%change</b>
Monthly egg revenue	334,714 USD	478,163 USD	<b>+42.8%</b>	980,235 USD	<b>+105.0%</b>
*Fresh egg revenue (30%)				143,449 USD	
*Process egg revenue (70%)				836,786 USD	
Total compost capacity	170 tons/month	240 tons/month		240 tons/month	
Monthly compost revenue	14,888 USD	21,018 USD	<b>+41.2%</b>	50,565 USD	<b>+140.6%</b>
Compost revenue (40%)				14,012 USD	
Organic fertilizer revenue (60%)				36,553 USD	

# INVESTMENT PLAN (2026 – 2028)

*Proposed capital allocation for expansion and value-added production*

## **Poultry House No. 4 (60,000 birds)**

- Construction of a new enclosed poultry house to expand total farm capacity to ~200,000 birds
- Includes ventilation, feeding, cooling, lighting, and environmental monitoring systems
- Integrated with existing composting and farm infrastructure

## **Organic fertilizer production**

- Purchase and installation of equipment to convert compost into commercial fertilizer
- Packaging, quality control systems, and regulatory registration

## **Egg pre-processing and processing line**

- Machinery for egg powder, pasteurized liquid egg, and ready-to-eat formats
- Cold storage, food safety systems, and export-standard packaging

## **Farm-grown crop processing line**

- Drying, slicing, and packaging lines for turmeric/pineapple, etc.
- Infrastructure for food-grade, shelf-stable production targeting domestic and export markets

## **Quality Control (QC) & On-site Laboratory**

- Establishment of an on-site QC and laboratory facility to support routine quality inspection
- Testing of eggs, processed egg products, compost, and farm-grown crops
- Enables real-time quality monitoring, faster batch release, and reduced reliance on external labs
- Supports regulatory compliance, product traceability, and future certification requirements

## **Additional allocation**

- Working capital for first production cycles
- Certification and licensing (e.g., organic, HACCP, export)
- Initial go-to-market and distribution setup

# INVESTMENT ROAD MAP (2026 – 2028)

*Detailed capital allocation for expansion and value-added production*

Items	Budget (VND Billion)
Construction and MEP system of Poultry House No. 4 (60,000 birds)	12
Operating capital and investment in breeding stock	17
Additional capital for poultry feed	4
Investment QC inspection and laboratory	14,5
Installation of egg pre-processing and processing line	35
Investment in commercial organic fertilizer production	20
Investment in farm-grown crop processing line	16
Additional allocation	5
<b>Total</b>	<b>VND 123,5 billion</b> <b>~\$ 4.6 million</b>

This capital allocation supports DELCO's goal to scale sustainably, improve cost-efficiency, and capture more value from existing operations.

# INVESTMENT AND PARTNERSHIP OPPORTUNITY

*Collaborating to scale a proven circular agricultural model*

## **What we are seeking**

- Strategic investment to support capacity expansion and downstream processing
- Collaboration in ESG monitoring, certification, and compliance as operations grow
- Support in developing new product verticals (fertilizer, processed eggs, agri-food ingredients)

## **What we bring**

- Privately owned and fully controlled operating asset
- End-to-end system with proven operational discipline and expansion-ready model
- Strong internal technical capability, backed by a multi-industry engineering team
- Clear regulatory foundation and near-term certification pathway

## **Next step**

- Open to strategic investment partnerships aligned with our growth roadmap
- Ready to share technical and financial data under NDA for due diligence
- Farm visits and operational walkthroughs available on request
- Flexible engagement options: minority equity, co-investment, or project-based collaboration
- Seeking long-term partners who share our focus on safe, smart, and circular agriculture

A wide-angle, low-perspective shot of a large industrial poultry farm. The image shows long, parallel rows of metal cages on both sides of a central aisle. Each cage is filled with brown chickens. The ceiling is high and made of corrugated metal, with several rows of bright, rectangular light fixtures hanging from it. The overall atmosphere is industrial and brightly lit. The text 'DELCO VISION' is overlaid in the center, and a paragraph of text is below it.

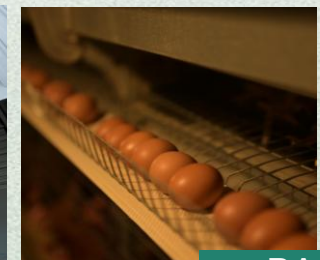
# DELCO VISION

Applying advanced technology, adopting a circular economy model,  
and protecting the environment are the foundation of sustainable agriculture.

# IMAGES ON COMPOST PRODUCTION SYSTEM



# IMAGES ON POULTRY HOUSE SYSTEM



# IMAGES ON OUR FARM INFRASTRUCTURE



# IMAGES ON AGRI EVENTS AT DELCO FARM

*We collaborate with reputable partners such as CP and the Vietnamese agricultural agency to organize agricultural seminars and workshops at DELCO Farm.*



# IMAGES ON OUR WORKER'S LIFE AT DELCO FARM





**DELCO**<sup>®</sup>  
AGRICULTURE

*Thank you!*

FOR YOUR INTEREST