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KSB, STB and Fico PanU collaborate in a 3-way partnership to provide comprehensive solutions for the building industry in South Vietnam

- *Collaboration offers high quality construction aggregates and high performing ready mixed concrete*
- *Strong demand from real estate and infrastructure development projects*

SINGAPORE, 14 JULY 2017 - Three leaders in the building industry - Bimico (“KSB”), Su Tu Bien (“STB”) and Fico Pan-United Concrete Joint Stock Company (“Fico PanU”), signed on 7 July 2017 in Ho Chi Minh City, Vietnam, a memorandum of understanding (MOU) to deepen and broaden their cooperation in the supply and consumption of high quality VSI stones and manufactured sand (“M Sand”) for High Performance Ready Mixed Concrete (“HPC”) applications.

The 3-way strategic collaboration was sealed at a signing ceremony in the afternoon. Mr Steven Loh, General Director of Fico PanU, said: “Fico PanU produces more than 90,000 m³ of ready mixed concrete per month and consumes more than 1.5 million tonnes of stones and M Sand per year. Through our partnerships with KSB and STB, Fico PanU will have stable sources of high quality materials to produce HPC that can meet the stringent requirements of key building projects in the Ho Chi Minh City. These projects include the Metro Line, the Airport and Super High Rise Buildings in the city centre.”

Mr Nguyen Hoanh Son, the Vice-CEO of KSB, noted: “The burgeoning real estate and infrastructure developments in the South region present strong potential demand for high quality construction materials. For example, the demand for HPC is increasing in Ho Chi Minh City. We believe this strategic partnership will enable Fico PanU to not only develop end-to-end solutions for HPC, but also for other special high technology concrete products. Together, we will strengthen our market position to meet the current and future requirements of real estate developers and engineering consultants.”



About Fico PanU

Fico Pan-United Concrete Joint Stock Company (“Fico PanU”) began operations in 2011 as a joint venture between the Singapore-based Pan-United Group (“PanU”) and Vietnam’s FICO Corporate. Today, Fico PanU is the largest ready mixed concrete supplier in Ho Chi Minh City with a combined capacity of 660m³ per hour, operating from 6 batching plants in Hiep Phuoc, Tan Binh, District 9 and District 2.

Fico PanU has a diverse track record of supplying iconic projects in Ho Chi Minh City which includes the new Metro Line One (Opera House station), Landmark 81, Spirit of Saigon, Saigon Centre, Vivo City, VietCapital Bank Tower. Its in-house research & development (R&D) team is conducting extensive research on a solution to replace river sand as a building material.

PanU is Singapore’s largest supplier of ready mixed concrete and cement. The Group offers customised concrete solutions to meet the specific needs of customers. It has a range of over 300 specialised concrete products developed in-house, many of which were created in partnership with its customers.

For more information, please visit: www.panunited.com.sg

About Bimico (KSB)

Bimico (KSB) is the leading aggregates manufacturer in the South-east region of Vietnam, producing kaolin, clay and crushed stone. Bimico currently conducts stone mining activities at Tan Dong Hiep and Phuoc Vinh and other major deposits in Binh Duong Province. Bimico is one of the nation’s largest producers of M Sand, with a projected capacity of 500,000 tonnes per year (2017). KSB is listed on the Ho Chi Minh Stock Exchange (HOSE) with a market capital about USD\$115 million.

For more information, please visit: www.bimico.com.vn

About Su Tu Bien (STB)

Su Tu Bien (STB) has technical expertise and specialises in the supply of construction aggregates such as M Sand & VSI stones. Its factory is located in the Tan Dong Hiep Deposit under a long-term agreement with KSB. STB has invested in machinery to produce high quality construction aggregates. It is well-known for having good quality control and excellent factory management. STB has a strong track record of more than 15 years for supplying special construction materials to the building industry.

For more information, please visit: www.sutubien.vn