



HEALTHY PRODUCTS

Betrimex is dedicated to providing safe, nutritious coconut-based products that enhance the health and well-being of consumers. Embracing the vision to become the leading provider of nutritious and sustainable coconut products, Betrimex places “Healthy products” at the core of our sustainable development strategy.

To fulfill this commitment, Betrimex adopts a comprehensive governance system, including:



COMMITMENTS AND POLICIES FOR HEALTHY PRODUCT DEVELOPMENT

Betrimex is committed to developing coconut-based products that are safe and healthy, aligned with its vision and mission, while respecting the environment and contributing positively to the community.

The company has obtained 27 international certifications related to products, manufacturing, and management systems—demonstrating Betrimex’s strong adherence to strict quality and food safety standards. Over 90% of Betrimex’s products are free from preservatives, and more than 50% incorporate ingredients and additives of natural origin, in order to preserve the coconut’s original flavor and nutritional value. Currently, 36% of Betrimex’s product portfolio is certified organic, reflecting the company’s deep commitment to healthy product development.

R&D EFFORTS TO MEET MARKET DEMANDS

Betrimex continuously invests in R&D activities to enhance the nutritional quality and preserve the natural flavor of its products, while meeting the evolving needs of consumers.

- **UHT (Ultra-High Temperature) technology:** A high-temperature, short-time sterilization process that eliminates harmful microorganisms, extends shelf life, and preserves the product’s nutritional value and natural flavor.
- **VTIS (Vapour Temperature Injection System) technology:** An advanced direct steam sterilization method that reduces heat exposure time and maintains the coconut’s original taste.





HEALTHY PRODUCTS

In 2024, Betrimex introduced **11 new product** formulations and **13 types of eco-friendly secondary packaging** (carton boxes). Key health-oriented innovations in the new product lines include:

1. Reduced sugar and calorie content

To meet the growing demand for low-calories beverages that support dietary needs, including those of individuals with diabetes or those pursuing healthy lifestyles.

2. Increased natural and organic ingredients

Many new formulations highlight organic coconut as a core component, combined with clean ingredients such as natural fruit juices, and are free from artificial colors and preservatives.

3. Enhanced functional benefits (functional beverages)

Some products tend to enhance electrolytes or incorporate plant extracts to support digestion or mineral replenishment.

4. Clean-label – Transparent, Traceable, and Simple

The ingredient list is concise, easy to understand, and free from prohibited additives — in line with the growing clean-label trend dominating the EU and US markets. B2B customers are encouraged to adopt natural product solutions through access to resources and support for transitioning to clean-label formulas. This enables the creation of healthier products for consumers and aligns with evolving market demands.

Betrimex aims that by 2030, 90% of its product portfolio will contain no added sugar, contributing to public health improvement and promoting healthy consumption habits.

(*) Co-packing (Contract Packing): This model involves an external partner (co-packer) handling packaging operations in compliance with Betrimex's quality standards and brand guidelines. It enables Betrimex to scale production flexibly by leveraging the partner's existing facilities, without incurring additional investment in manufacturing infrastructure.

OEM (Original Equipment Manufacturer): (Original Equipment Manufacturer): Under this model, Betrimex manufactures products based on the partner's specifications and brand. This approach optimizes factory utilization, expands market access indirectly through B2B channels, and contributes to increased revenue.

Consumer trends in key export markets

The world's largest coconut-consuming market

China consumes over 4 billion coconuts annually, with approximately 1.5 billion used for processing. Consumer demand is focused on natural, ready-to-consume coconut products.

4+ billion coconuts consumes annually

The world's largest market for coconut water

In the first eight months of 2024, the US imported 45,000 tons of fresh coconuts, valued at USD 47 million, recording a 12% increase in volume and a 19% rise in value. Consumers prioritize organic, preservative-free products that deliver health benefits, with strong demand for coconut water and dairy alternatives.

45,000 tons ----- **47** USD million
US imported fresh coconuts

A fast-growing market for natural beverages

Annual consumption of coconut water reaches 60-70 million liters, accounting for approximately 10% of global consumption. European consumers show a strong preference for low-calorie, eco-friendly, and organically certified products.

60-70 million liters

Annual consumption of coconut water

() Clean label** is a consumer-driven initiative that encourages food developers to create products with easy-to-understand labels, listing natural ingredients and minimal artificial additives. This movement involves the following concepts:

1. Natural ingredients - no artificial flavors, artificial colors, artificial preservatives, or synthetic additives;
2. Simple and recognizable ingredients;
3. Transparent information on how ingredients are sourced and how products are manufactured;
4. Minimal processing - processing using techniques that consumers don't understand to be artificial.



HEALTHY PRODUCTS

Betrimex's outstanding competitive advantages

Superior raw material quality

The coconut growing area is developed right in Ben Tre - known as the 'Coconut Capital' - and only coconuts aged 11-12 months are harvested to meet the high-quality standards demanded by discerning markets such as the EU, the United States, and Japan.

International organic certifications

With over 10,000 hectares of certified organic growing areas, Betrimex holds prestigious certifications including USDA Organic (US), EU Organic, JAS (Japan), and China Organic. These credentials provide a strong competitive edge in global markets where consumers increasingly favor sustainably sourced products.

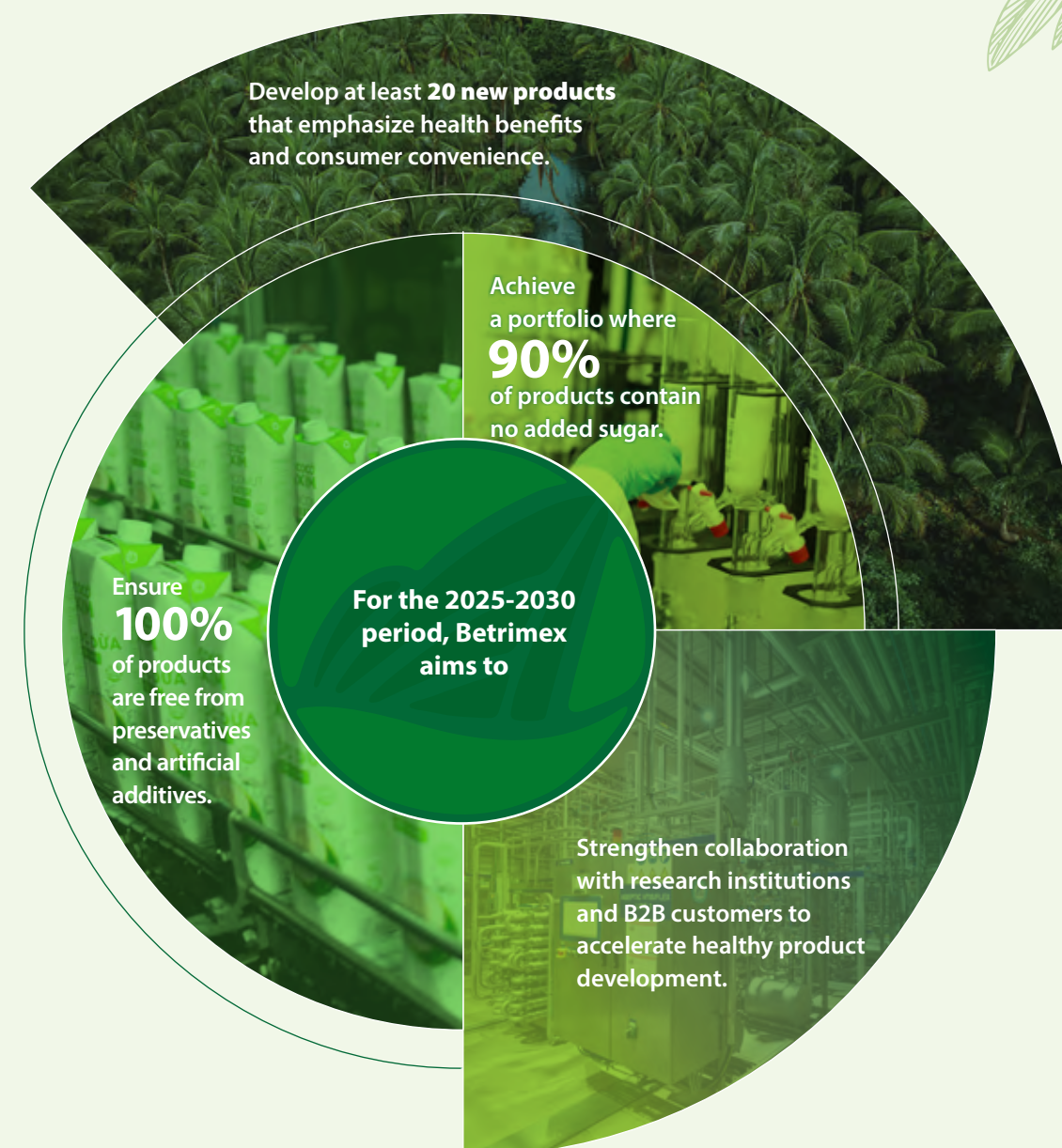
Advanced preservation technology

Betrimex applies modern post-harvest and preservation technologies that extend product shelf life up to 70 days while preserving nutritional value and sensory quality.

Flexible and scalable production strategy

The adoption of **co-packing** and **OEM** models enables efficient capital allocation for factory operations and rapid response to the diverse demands of global customers, from domestic brands to international retail chains.

GOALS AND FUTURE DIRECTION



The synergy of product quality, international certifications, state-of-the-art preservation techniques, and adaptable production capacity has established Betrimex's distinct position in the global coconut value chain.