



PARTNER ENGAGEMENT AND COLLABORATION

Satisfaction rate among farmers



0 complaints recorded during the year

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Betrimex firmly believes sustainable development is not a solitary journey, but a collective effort involving the entire ecosystem of stakeholders. Betrimex’s approach to partner engagement is always grounded in transparency, accountability, and shared values. Through long-term cooperation programs, Betrimex actively assists our partners in enhancing their ESG performance, transitioning to green technologies, and adopting sustainability standards. The company also prioritizes working with partners who share our vision and commitment to environmental stewardship, social responsibility, and sustainable growth, thereby building a responsible supply chain and creating long-term value for society. ”





PARTNER ENGAGEMENT AND COLLABORATION

COOPERATION AND SUSTAINABLE VALUE CREATION

Betrimex increasingly expands and fortifies strategic partnerships with reputable associations nationwide, with the overarching goal of driving sustainable development across all three dimensions: economic, social, and environmental.

Through close cooperation with the **Vietnam Coconut Association and the Ben Tre Coconut Association (BTCA)**, Betrimex is actively working to empower the coconut value chain. This includes not only enhancing economic value but also securing stable livelihoods for coconut farmers in Ben Tre. The company champions initiatives that **support farmers in adopting organic farming practices**, improving production capabilities, and upgrading the quality of agricultural products, all aimed at contributing to the development of a sustainable coconut ecosystem.

At the same time, Betrimex **collaborates with the Vietnam Fruit and Vegetable Association (VINAFRUIT)** to expand the export markets for Vietnamese coconut-based products and promote the international competitiveness of Vietnamese agricultural goods. These joint efforts **focus on trade promotion, product advertising, knowledge sharing on market trends and export experience, as well as solutions for ensuring food safety and quality in accordance with global standards.**

Beyond the agricultural sphere, **Betrimex also actively promotes green finance to accelerate the transition towards sustainable business models.** The strategic cooperation agreement with UOB Bank Vietnam marks a significant milestone in the company's ESG journey. Under this Green Trade Finance Agreement, Betrimex leverages dedicated credit lines to import organic raw materials while implementing sustainable production standards that minimize environmental impact and create long-term value for the business ecosystem.

With a comprehensive cooperation strategy, **Betrimex continues to embody our pioneering role in Vietnam's coconut industry**, steadily shaping a circular, sustainable, and socially responsible economy.

FARMER ENGAGEMENT

Recognizing that farmers and cooperatives are essential partners in a sustainable supply chain, Betrimex fosters a robust cooperation model to ensure a reliable, high-quality source of organic coconuts cultivated through sustainable and chemical-free farming practices.

This cooperation model plays a vital role in protecting the environment and consumer health, preserving biodiversity, enhancing soil fertility, and strengthening climate resilience. By implementing this model, Betrimex not only elevates the value of the coconut supply chain but also contributes meaningfully to the sustainable development of coconut farming communities.

If, during collaboration, strategic challenges arise that may hinder sustainability objectives, the relevant departments are required to compile and report these issues to the Board of Management.



Flexibly transforming towards sustainable development

Identify specific challenges, such as unexpected cost increases related to transitioning to recycled packaging or shortages in certified organic raw materials.

Assess potential impacts and formulate targeted solutions through regular meetings with the Board of Management.

Revise strategies or engage additional partners where necessary to ensure effective resolution.



This approach allows **Betrimex not only to respond flexibly to changes, but also to take initiatives and seek solutions, maintain our competitive edge, and stay firmly on track** towards achieving our sustainable development goals.

To move closer to the goal of building a **sustainable agricultural ecosystem**, Betrimex also actively supports farmers and cooperatives in transitioning to regenerative agriculture models, which contribute to enhanced soil health, biodiversity conservation, and greenhouse gas emission reduction. In 2024, the company **implemented a series of organic farming training programs**, supported by long-term policies that included training on the use of organic fertilizers and natural pest control methods, and **application of the FRM system** to ensure traceability, transparent oversight, and improved productivity.



PARTNER ENGAGEMENT AND COLLABORATION

Training programs

Sustainable farming

- Technical training on coconut cultivation and care in accordance with organic and GlobalG.A.P. standards, aiming to minimize environmental impact and increase productivity
- Replacement of chemical fertilizers and pesticides with organic solutions and biological farming techniques.
- Guidance on efficient water resource management, particularly to address climate change and saltwater intrusion.

1

Quality management and traceability

- Instruction on maintaining electronic cultivation diaries, enhancing transparency, and ensuring product traceability.
- Quality control processes from farm to factory, enabling products to meet strict export requirements for markets such as the EU, US, and Japan.

2

Maximizing economic efficiency for farming households

- Support in diversifying agricultural models, such as intercropping, to optimize income streams.
- Consultation on financial literacy and farm business management, helping households improve profitability and manage risks.
- Assistance in connecting with financial institutions to access preferential loan programs.

3

Guidance and support for international standard certification

- End-to-end support in preparing for certification under international standards, including Organic, GlobalG.A.P., and Rainforest Alliance.
- Provision of guideline materials, training programs, and field monitoring to ensure full compliance with certification criteria.

4

Cooperation, networking, and community development

- Organization of farmer networking forums to facilitate experience sharing and updates on market trends.
- Support in forming cooperatives and farmer groups to enhance collective bargaining power and access to broader markets.
- Promotion of digital technology adoption in farm management and production, helping improve competitiveness within the supply chain.

5

Betrimex places top priority on building transparent, fair, and long-term cooperation with farmers and cooperatives. The company maintains procurement policies that ensure fair and stable pricing, even amidst market fluctuations. Furthermore, Betrimex regularly conducts farmer satisfaction assessments. In 2024, the satisfaction rate reached 100%, with zero complaints recorded.

As part of our Zero Waste journey, Betrimex continues to support farmers and cooperatives through a range of initiatives, including training programs, technical assistance, international certification guidance, and market access support. These efforts are aimed at increasing household income and improving the livelihoods of farmers and local communities.

For further details on these programs, please refer to the 2024 Sustainable Development Report - Section III.2: Technological enhancement and digital transformation.

For further details on these programs, please refer to the 2024 Sustainable Development Report - Section III.2: Sustainable farming and climate change adaptation.



On March 31, 2024, Betrimex organized the Coconut Supplier Conference under the theme "Thrive together - Reach beyond." With the strong support of strategic partners, Betrimex's products have expanded to nearly 70 countries, significantly contributing to Vietnam's total coconut export turnover. Through the power of collaboration and collective development, Betrimex and our partners are confident in their shared journey to empower the global coconut value chain.



On July 22-23, 2024, Betrimex partnered with the Vietnam Coconut Association to participate in the Cocotech International Coconut Conference.



On September 27, 2024, Betrimex and The Jiangnan Market Imported Fruit Chamber of Commerce in Guangzhou signed a Memorandum of Understanding to promote the export of fresh Vietnamese coconuts to the Chinese market.



On October 4, 2024, Betrimex and Tetra Pak signed a cooperation agreement to implement the Tetra Recart production line for commercial testing. This cutting-edge food packaging technology offers safe, advanced, and highly convenient solutions for consumers.



During CocoNext 2024, representatives from Vietnamese and international government agencies, business leaders, and experts from leading coconut-producing countries - including the Philippines, Indonesia, Malaysia, and India - visited Betrimex's factories and organic coconut farms in Hung Le Commune, Giong Trom District, Ben Tre Province.



On December 12, 2024, Betrimex hosted CocoNext 2024, Vietnam's first international conference dedicated to the coconut industry.