



**DONG SAPA**

SINCE 2003

  
**CÔNG TY CỔ PHẦN CƠ ĐIỆN LẠNH**  
**ĐÔNG SAPA**  
456/72 CAO THẮNG (ND) P.12 - Q.10 - TP.HCM  
ĐT: (028) 62 962 962 [www.dongsapa.com.vn](http://www.dongsapa.com.vn)

**CONNECTING**

**A FRESH LIFE**



**CAPACITY PROFILE**

EAST SAPA ENGINEERING CORPORATION

[dongsapa.com.vn](http://dongsapa.com.vn)

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## II

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# OPEN LETTER

*Dear Partners, Customers!*

First of all **EAST SAPA ENGINEERING CORPORATION** would like to send wishes of health, success, happiness and sincere thanks to customers who have been, are and will cooperate with our company!

Established on February 28, 2003, EAST SAPA ENGINEERING CORPORATION has gradually become a leading trademark in the field of distribution and installation of air conditioning products.

With the motto: "Connecting a fresh life", our company has affirmed the East Sapa trademark with domestic and foreign customers, investors, and consultants. We are completely confident in the field of refrigeration and mechanical engineering and always put service quality first. With the criterion, taking customer satisfaction as a prerequisite, our company has been keeping the attention and absolute trust from big and small partners, customers across the country.

We understand that, accompanying the development is the prosperity of our customers, our company always welcomes the cooperation of domestic and foreign partners, on the basis of sharing benefits and works together towards long-term sustainable development.

Best regards!



## 1. General Information

### **EAST SAPA ENGINEERING CORPORATION**

**Head office:** 456/72 Cao Thang (ND), Ward 12, District 10, HCMC, VN

**Date of establishment:** February 28, 2003

**Tax Identification Number:** (+84) 302862471

**Warehouse 1:** 57/3B Nguyen Thi Hue, Ba Diem Commune,  
Hoc Mon Dist., Ho Chi Minh City, Vietnam

**Warehouse 2:** 24/5 Thai Thi Ke, Ba Diem Commune, Hoc Mon Dist.,  
Ho Chi Minh City, Vietnam

**Factory:** 06 Ba Diem 9, Hoc Mon, HCMC, Vietnam

## 2. Area of Business

- Distributing air conditioner systems.
- Distributing materials, accessories and components for the refrigeration industry.
- Manufacture ventilation duct systems.
- Supply - installation of air conditioning and ventilation systems.
- Provide maintenance - cleaning - repair services for civil and industrial air conditioners.



### *3. The Vision*

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#### **EAST SAPA ENGINEERING CORPORATION**

is the first choice of individuals and businesses in Ho Chi Minh City area and nationwide.

“Always a leader in the field.”

### *4. Mission*

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“Providing quality products and services, contributing to development.”

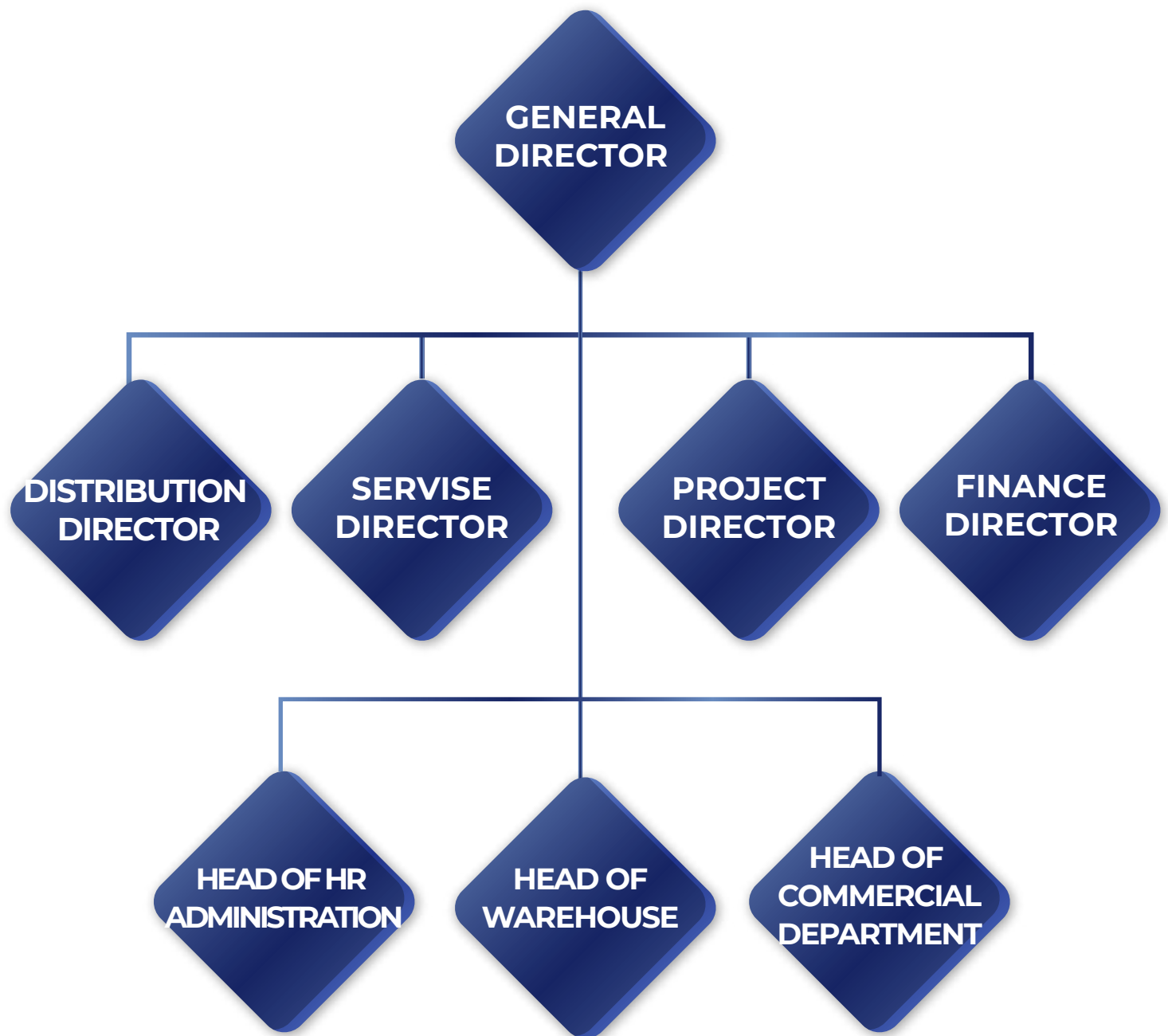
### *5. Core Values*

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- Professional service.
- Products: quality, prestige.
- Creative and effective working environment.
- The staff are united and friendly.



## ❖ ORGANIZATION CHART



### TEAM OF OFFICERS

The staff are always dynamic, enthusiastic and dedicated to the profession. In the future, to meet the increasing needs of customers, the company will constantly expand and develop more personnel to supply our partners – customers with better services.







**Business Department**



**Project Department**



**Service Department**



**Accounting Department**



**Marketing Department**



**Dispatch Department**

# ❖ BUSINESS STRATEGY

## 1 FOR CUSTOMERS

Do our best for the benefit of our customers

## 2 FOR THE COMMUNITY

Make life better and better

## 3 FOR EMPLOYEES

Putting the interests of employee equally with the company

## 4 FOR YOU

Cooperation motto:  
“win-win” - mutual benefits and long-term development cooperation





### **CONTINUOUSLY INCREASE LABOR PRODUCTIVITY AND SERVICE QUALITY:**

With the goal of becoming the leading refrigeration enterprise in the country, we always strive to improve service quality through improving labor productivity and service quality. The company has applied many methods, science and technology to serve customers and maximize human resources.

### **ALWAYS NUMBER ONE PARTNER:**

For more than 15 years of construction and development, EAST SAPA has continuously been an excellent partner of the leading Refrigeration Companies in the world.

### **ALWAYS DYNAMIC, CREATIVE:**

In a fiercely competitive environment, in order to build and develop sustainably, EAST SAPA must always be dynamic and creative. In the company, we always create a professional and comfortable working environment so that every individual can freely develop their full potential. We always bring the best efficiency according to the needs of our customers.



## ❖ FINANCIAL REPORT

No.	Interpretation	2018	2019	2020
1	Total assets	90,275,292,001	105,022,714,570	119,397,214,062
2	Total liabilities	70,005,511,062	80,425,585,847	91,479,638,614
3.	Short-term assets	87,640,644,431	100,457,651,417	114,560,308,676
4.	Short-term debt	7,005,511,062	80,425,585,847	91,479,638,614
5.	Turnover	172,513,056,496	172,320,119,924	234,316,552,196
6.	Profit before tax	5,307,491,279	5,409,184,730	6,650,558,406
7.	Profit after tax	4.,245,493,023	4,327,347,784	5,320,446,725

## ❖ LIST OF KEY PERSONNEL

No.	Full Name	Position
1	Quang Vinh Pham	Project Director
2	Trong Hai Le	Project Engineer
3	Dinh Tam Ngo	Project Engineer
4	Ngoc Thang Nguyen	Project Engineer
5	Van Tien Ngo	Project Engineer
6	Hoai Linh Nguyen	Project Engineer
7	Thanh Hai Nguyen	Project Engineer
8	Thien Vy Nguyen	Workshop Manager
9	Ai Quoc Nguyen	Head of Technical Department
10	Duy Tan Nguyen	Technical supervisor



# ❖ DECLARATION OF CAPACITY AND EXPERIENCE OF PROJECT STAFF

1. **Full name:** Quang Vinh Pham      **Date of birth:** 31/12/1983      **Title:** Project Director

2. **Title :** Engineer

**Education :** Can Tho University

**Major:** Electrical Engineering

3. **Certification:**

❖ **Professional training certificate in construction supervision**

**Education:** Ho Chi Minh City University of Technology

❖ **Professional development certificate: Project leader**

**Education:** RDC Construction Training Center

❖ **Training Certificate of Carrier – Toshiba**

**Certificate 1:** Issued on July 13, 2011

**Certificate 2:** Issued on December 14, 2012

❖ **PLC programming certificate's Mitsubishi Electric** issued on August 20, 2008

4. **Phone number:** (+84) 988 200 200/ 946 002 900

5. **Work Experiences:**

Times	Position	Project
2013-2014	Project Director	The Building Joint Stock Commercial Bank for Foreign Trade of Vietnam Kien Giang Branch Trau Cau Wedding Restaurant Do Thanh Automobile Company Office Building
2014-2015	Project Director	Office Building Viet Vesco Electronic Service Company Renovating Big C An Lac Refrigeration System Renovating Vung Tau Petroleum Hotel
2015-2016	Project Director	Massan Brewery Hau Giang Ho Chi Minh City Institute of Applied Science and Technology
2016 - 2017	Project Director	Vinpearl Phu Quoc 1- Renovating Pepper Restaurant Vinhomes Riverside Villa Shopping mall And Office Hai Thinh Company
2017 - 2018	Project Director	Tan My - Long An Golf Course Office building 180 Nguyen Thi Minh Khai
2018 - 2019	Project Director	Pomina Flat Steel – Crm Complex Pomina Steel Plant 2
2019 - 2020	Project Director	WYNN'S SAI GON – DISTRICT 5 '' Ky Nguyen Training Co., Ltd Administrative Headquarters District 9 Co.opmart Tuy Hoa, Phan Thiet, Buon Ma Thuot Hiep Thanh Plastic Production Trading Joint Stock Company
2020 - 2021	Project Director	Duc Trong shopping mall Long Thuan Hotel Hong Duc General Hospital, campus II (3 parts) Cat Tuong Royal Project Cu Chi LSpack Factory



**DONG SAPA**  
Connecting A Fresh Life



# ❖ DECLARATION OF CAPACITY AND EXPERIENCE OF PROJECT STAFF

1. **Full Name:** Trong Hai Le      **Date of birth:** 28/04/1985  
**Title:** Deputy Head of Department project
2. **Title :** Engineer  
**Education:** Industrial University Of Ho Chi Minh City **Major:** Electrical Engineering
3. **Certification:**
  - ❖ **Professional training certificate in construction supervision**  
Economic Management Research and Training., JSC
  - ❖ **Supervision of installation of electrical parts and electrical equipment of civil and industrial works** - Ho Chi Minh City Department Of Construction
  - ❖ **Occupational safety training certificate - occupational safety and health - DCMT. Construction Management Training Institute** - Branch of Management Training and Development Consultant ,JSC
4. **Phone number:** (+84) 917 103 100
5. **Work Experiences:**

Times	Position	Project
2013-2014	Supervision consultants	Social Housing HQC Plaza
2014-2015	Project Director	Hall of the administrative center of Long Xuyen city, An Giang province
2015-2016	Supervision Consultant Quality Management	Big C Cityland Shopping Center Big C Minh Khai Shopping Mall
2016 - 2017	Design Engineer	Big C Minh Khai Shopping Mall
	Project leader	Thematic Gallery of Norodom . Palace
	Supervision Consultant Quality Management	Renovating Big C Di An Trade Center Thu Duc B2S Commercial and Service Area
2017 - 2018	Project leader	Big C Oriental Shopping Mall
	Design Engineer	My Tho City Commercial Service Area (State 1)
2018 - 2019	Project leader	Pomina Flat Steel – Crm Complex Pomina Steel Plant 2
2019 - 2020	Project leader	WYNN'S SAI GON – DISTRICT 5 " Ky Nguyen Training Co., Ltd Administrative Headquarters District 9 Hiep Thanh Plastic Production Trading Joint Stock Company
2020 - 2021	Project leader	Hong Duc General Hospital, campus II (3 parts) Cat Tuong Royal Project Cu Chi LSpack Factory



# ❖ DECLARATION OF CAPACITY AND EXPERIENCE OF PROJECT STAFF

1. **1. Full name:** Dinh Tam Ngo      **Date of birth:** 16/06/1991      **Title:** Engineer
2. **Degree :** Heat and Refrigeration engineer  
**Education :** Industrial University of Ho Chi Minh City.  
**Ngành:** Major: Heat and Refrigeration technology
3. **Certification:**  
❖ **professional training certificate:** Certificate of occupational safety and health
4. **Phone number:** (+84) 946 004 900
5. **Work Experiences:**

Times	Position	Project
2013-2014	Construction supervision	Saigon South Trade Center
2014-2015	Construction supervision	Toyota New City Binh Duong Coop Mart Quang Trung Go Vap
2015-2016	Construction supervision	Dam Gia and Bai Tru Villas
2016 - 2017	Construction supervision	Nha Trang Deposit Insurance
2017 - 2018	Construction supervision	Vinhomes Goden River
2018 - 2019	Construction supervision	Safira Khang Dien Pomina Flat Steel – Crm Complex Pomina Steel Plant 2
2019 - 2020	Supervision Engineer safety supervisor	WYNN'S SAI GON - DISTRICT 5' Ky Nguyen Training Co., Ltd Administrative Headquarters District 9
	Project leader	Co.opmart Tuy Hoa Co.opmart Phan Thiet Co.opmart Buon Ma Thuot t
2020 - 2021	Project leader	Long Thuan Hotel TTC Duc Trong shopping mall





SỞ KẾ HOẠCH VÀ ĐẦU TƯ  
THÀNH PHỐ HỒ CHÍ MINH  
PHÒNG ĐĂNG KÝ KINH DOANH

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM  
Độc lập – Tự do – Hạnh phúc

**GIẤY CHỨNG NHẬN ĐĂNG KÝ DOANH NGHIỆP  
CÔNG TY CỔ PHẦN**

**Mã số doanh nghiệp: 0302862471**

*Đăng ký lần đầu: ngày 28 tháng 02 năm 2003*

*Đăng ký thay đổi lần thứ: 14, ngày 27 tháng 04 năm 2021*

**1. Tên công ty**

Tên công ty viết bằng tiếng Việt: CÔNG TY CỔ PHẦN CƠ ĐIỆN LẠNH ĐÔNG SA  
PA

Tên công ty viết bằng tiếng nước ngoài: EAST SAPA ENGINEERING  
CORPORATION

Tên công ty viết tắt: E.S CORP

**2. Địa chỉ trụ sở chính**

*144 Võ Văn Tần, Phường Võ Thị Sáu, Quận 3, Thành phố Hồ Chí Minh, Việt Nam*

Điện thoại: 028 62 925 925

Fax:

Email:

Website:

**3. Vốn điều lệ**

Vốn điều lệ: 15.000.000.000 đồng.

Bằng chữ: Mười lăm tỷ đồng

Mệnh giá cổ phần: 10.000 đồng

Tổng số cổ phần: 1.500.000

**4. Người đại diện theo pháp luật của công ty**

\* Họ và tên: NGUYỄN PHÚ HỮU

Giới tính: Nam

Chức danh: Tổng giám đốc

Sinh ngày: 20/12/1978

Dân tộc: Kinh

Quốc tịch: Việt Nam

Loại giấy tờ pháp lý của cá nhân: Thẻ căn cước công dân

Số giấy tờ pháp lý của cá nhân: 079078004902

Ngày cấp: 23/06/2017

Nơi cấp: Cục cảnh sát ĐKQL cư trú và DLQG về  
dân cư

Địa chỉ thường trú: 57/3 ấp Hậu Lân, Xã Bà Điểm, Huyện Hóc Môn, Thành phố Hồ  
Chí Minh, Việt Nam

Địa chỉ liên lạc: 57/3 ấp Hậu Lân, Xã Bà Điểm, Huyện Hóc Môn, Thành phố Hồ Chí  
Minh, Việt Nam





# LIST OF MACHINERY AND EQUIPMENT ❖

No.	Import Date	Machinery- Equipment	Amount	Status	Duration Remaining Use (Month)
1	01/04/2018	Multi-Function Edge Banding Machine and Tole Cutter	1	Using	120
2	01/04/2018	1 Step TDC Edge Banding Machine	1	Using	120
3	01/04/2018	Rib Roll Forming Machine	1	Using	120
4	01/04/2018	Round Collar Making Machine with Curled Edge	1	Using	120
5	01/04/2018	Motorized Duct Folding Machine	1	Using	120
6	01/04/2018	9 KVA Spot Welding Machine	1	Using	120
7	01/04/2018	Table Grinder	1	Using	120
8	01/04/2018	Hand-held Tole/Iron Cutting Machine	1	Using	120
9	01/04/2018	Homemade Trolley	2	Using	120
10	01/04/2018	Tool Box and small to large tole cutting Scissors	1	Using	120
11	01/04/2018	Autoline – 2 Tole Rolling Machine	1	Using	120
12	01/04/2018	Plasma Novi – 5000FCNC Cutting Machine	1	Using	120
13	01/04/2018	Lock Seam Closer Machine	1	Using	120
14	01/04/2018	Machine 2 functions: Brace C sides, 1 function U is in between	1	Using	120
15	01/04/2018	<b>Column:</b> 1250x125x5x8 Width 30m <b>Running beams:</b> 1250x125x5x8 Width 17m, Solid square rail 40x40x170000m <b>Combined cross beam:</b> 200x450x12x12mm dài 4850mm	2200	Using	120
16	01/04/2018	Hitachi 5 tons cable hoist old version	1	Using	120



## ❖ FACTORY CAPACITY

**East Sapa Factory**- specializing in manufacturing and supplying all kinds of ducts, constructing and installing of ventilation systems according to today's market demand, serving from civil projects to industrial ones. In order to meet the strict requirements of customers, **East Sapa** promotes investment in equipment and machinery for production at the factory. The technical team is well-trained in skills and labor safety, fully equipped with labor protection tools, ensuring safety in workplace. Each stage is carefully cared, manipulated and coordinated to create products quickly, accurately and with high efficiency. In addition, the workshop area also has a showroom of all kinds of ducts to introduce products to customers.



**CNC Plasma Machine**



**Vertical seaming machine**



**Splint Machine**



**Tole Stand**



**Spot Welding Machine**



**Auto Line 3**