

COMPANY PROFILE · 2026

Kim Nguyen Corporation

Technology and market consulting, and food processing lines imported directly from the manufacturers, for Vietnamese companies investing in export-oriented plants for agricultural produce, food and beverages.

**Choose the market first.
Choose the machines second.**

01 A Letter from Our Director

Dear Sir or Madam,

Over many years of working on processing plant projects in Vietnam, we have seen the same situation again and again: the line is installed and runs well, yet only with the first export shipment does the owner discover that the destination market requires something the line cannot deliver. At that point, fixing it costs many times more than getting the decision right from the start.

That is why every Kim Nguyen project starts with one question: **where will the product be sold?** Only then do we work backwards to the standards it must meet, the technology it needs and, finally, the equipment. We work directly with manufacturers in Europe, Israel and Türkiye, import without intermediaries, and act as a single point of responsibility for the entire line, even when it combines equipment from several manufacturers.

This profile sets out how we work, the processing lines we have been involved in, our network of technology partners, and the requirements of the six export markets we serve. We are also clear about what we do not do, so that you know exactly where Kim Nguyen can help.

The first working session is free of charge. We look forward to discussing your project.

Nguyen Quyet Thang (Paul Nguyen)

Director · Kim Nguyen Corporation

Ho Chi Minh City, October 2026

13

years in operation
established 12
November 2013

14

processing lines
consulting –
development –
engineering

10

partner
manufacturers
in 6 countries

6

export markets
EU · US · Japan · South
Korea · China · Middle
East

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02 Who We Are

Kim Nguyen provides **technology and market consulting** to Vietnamese companies investing in export-oriented processing plants. We are involved from the moment a project is still an idea: identifying the target market, clarifying the standards to be met, then designing the technology solution and coordinating the rollout of the processing line.

Trade name	Kim Nguyen Corporation
Registered name	Kim Nguyen Green Energy Export Import Company Limited Công ty TNHH Xuất Nhập Khẩu Năng Lượng Xanh Kim Nguyễn
Enterprise code	0312542583 – first registered 12 November 2013, Ho Chi Minh City Department of Planning and Investment
Legal representative	Mr Nguyen Quyet Thang (Paul Nguyen) – Director
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Sectors	Agricultural produce · Food processing · Beverages
Clients	Investors and project boards of processing plants; operating plants upgrading their lines; cooperatives and agribusinesses moving into deeper processing

Three commitments we keep

Technology chosen for the target market

- Each market has its own set of standards, and the standards determine the technology.
- We show which requirements affect equipment, process or layout – and which must be decided at the drawing stage.

Direct import, one point of contact

- An import-export legal entity working directly with manufacturers, with no intermediaries.
- One point of responsibility for the whole line, even when it combines several manufacturers.

With you through the whole project

- From project planning to factory acceptance (FAT) and site acceptance (SAT).
- Operator training, spare parts and technical support across the equipment's life cycle.

About "Green Energy" in our registered name. It describes the equipment we supply: high efficiency, using less electricity, steam and water than older-generation equipment. Kim Nguyen has no energy services business and does not take on solar power, boiler or energy audit work.

03 How We Work

MARKET FIRST, MACHINES SECOND

The first question for a plant project is not "which machine should we buy" but "**where will we sell?**" From the destination market we work backwards to standards and technology, and only then to equipment.



Three common situations when the order is reversed

Situation	Consequence
The plant is built before Halal requirements for the Middle East are considered	Halal requires physical segregation on the line – a layout decision; changing it after construction costs many times more
Drying technology chosen on price, not on the product	Moisture content is on target but water activity stays high and goods turn moldy in the container; changing the drying technology means replacing a whole equipment group
The line does not record data by batch	The EU requires "one step back, one step forward" traceability; without data, an incident means recalling everything instead of the affected batch

What all three have in common: they are decisions **locked in at the technology selection stage**, not operating errors. The earlier you start, the fewer decisions are already locked in.



Working directly with the manufacturer's engineers on the process diagram (P&ID) at a plant in Vietnam. Kim Nguyen archive photo.

Why we can advise on both technology and markets

- Involved in consulting, development and technical support for **14 processing lines** at plants in Vietnam, including large-scale exporters and international groups.
- A network of **10 manufacturers in 6 countries** covering the whole chain from the raw material area to the finished-goods pallet – so we advise on the entire line rather than being tied to one product.
- An import-export legal entity that handles import procedures, shipping and customs clearance directly, and carries warranty responsibility.
- Trade promotion activities in Europe, Japan, the United States, China, the Middle East and South Korea – the same six markets our clients target.

04 Our Four Service Areas

4.1 — Market and standards consulting

- Mapping the product and target market against the importing country's current standards.
- Showing which requirements affect equipment, which affect process and which affect layout.
- Identifying which requirements must be decided at the drawing stage and cannot be changed after construction.

4.2 — Technology solutions and line configuration

- Choosing technology by the characteristics of the raw material and target product, not by equipment price.
- Sizing capacity from the actual raw material area and harvest seasons; balancing capacity between process stages to avoid bottlenecks.
- Breaking out cost items often missed when reading quotations: infrastructure, utilities, shipping, installation, commissioning.
- Equipment layout options, coordinated with the project's civil design consultant.

4.3 — Equipment supply, imported directly

- An import-export legal entity working directly with manufacturers, with no intermediaries.
- One point of responsibility for the whole line, even when it combines several manufacturers.
- Import procedures, shipping and customs clearance; complete technical documentation and certificates of origin.

4.4 — Project coordination and technical services

- Synchronizing delivery schedules across manufacturers; preparing the site and utilities before equipment arrives.
- Supervising installation, commissioning, and factory (FAT) and site (SAT) acceptance tests.
- Operator training for the plant's technical team.
- Technical support, spare parts and maintenance across the equipment's life cycle.



Fruit and vegetable blancher at a fruit juice plant in Vietnam, during installation. Kim Nguyen archive photo.



Aseptic drum filling station for export fruit juice concentrate. Kim Nguyen archive photo.

What clients really buy is coordination capability. Anyone can import a single machine. Combining equipment from several manufacturers in several countries into one working line means choosing the right technology for the right raw material, balancing capacity between stages, synchronizing delivery schedules, handling imports, supervising installation and commissioning, and then training operators.

05 Services by Project Stage

You can start with us at any stage. **The earlier you start, the fewer decisions are already locked in** – and the more technology options remain open.

Stage	What Kim Nguyen does	Deliverable
1 · Concept	Matching the product to the destination market; identifying the main technical constraints and the decisions that must be fixed at the drawing stage	Summary of technical requirements by market
2 · Feasibility	Preliminary line configuration; estimating capacity from the raw material area and harvest seasons; estimating investment per unit of capacity	Technology option with a cost range
3 · Design	Finalizing the configuration of each process stage; coordinating with the plant designer on layout and utilities	Equipment list and utility requirements
4 · Procurement	Negotiating with manufacturers, defining each party's scope of supply, signing contracts	Contracts and delivery schedule
5 · Execution	Import, customs clearance, installation supervision, commissioning, FAT and SAT	Line running to contract specifications
6 · Operation	Operator training, technical support, spare parts, maintenance	Operating team in full command of the equipment



Wiring the control panel during installation.



Feeding unit of a drying line, before commissioning.



Finished product in bulk bags after drying. Kim Nguyen archive photo.

What to prepare for the first working session

- Planned products and the markets you want to sell to (even if there are only a few options so far).
- Raw material area: type, volume, harvest season, distance to the plant.
- Existing or planned site; availability of electricity, water and steam.
- Expected investment range for the equipment.
- Current project stage: concept, feasibility study completed, or drawings available.
- Quotations or advice already received, if any – to avoid repeating work already done.

06 Industries and Technologies

Agricultural produce and food

- Steam sterilization for pepper, spices and herbs
- Fluid bed drying, belt drying
- IQF freezing, freeze drying
- Packing and labeling for export

Beverages and fruit processing

- Pre-processing, sorting, grading
- Juice extraction and clarification, puree
- Concentration, aroma recovery
- Aseptic drum filling; can filling and seaming; bottling

Gelatine and industrial ingredients

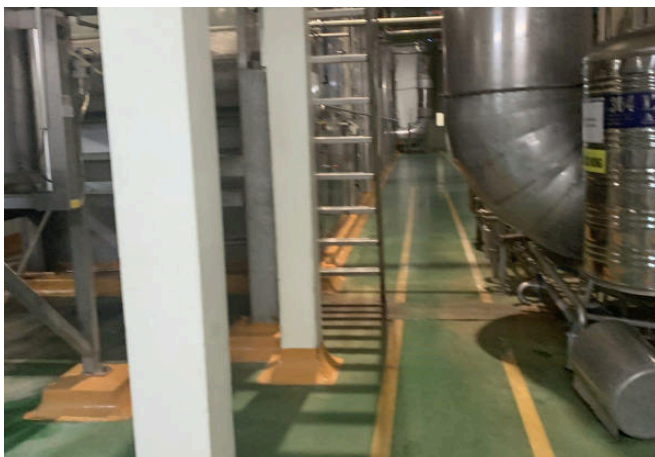
- Belt drying and dehumidification for gelatine plants
- Feeding, pneumatic conveying, bulk bagging
- Control panels and batch-level recording of operating data



Fruit juice processing line: extractor, vibrating screen and conveyors, made in Italy.



Upper level of the dryer with feed hoppers, made in the Netherlands.



Stainless steel piping and tanks – hygienic design for the processing area.



Stainless steel pump and hopper unit in the filling area. Kim Nguyen archive photo.

Technology is chosen by the target product, not by equipment price. "Drying" is not one thing: pepper for the EU, pharmaceutical-grade gelatine and freeze-dried fruit each need a different drying principle. We make this clear before discussing any manufacturer.

07 Processing Lines We Have Worked On

14 LINES

Number	Processing line	Country of manufacture
6	Steam sterilization and fluid bed drying – pepper and herb plants	Netherlands
3	Belt drying – gelatine plants	Netherlands
3	Puree and fruit juice concentrate	Italy
1	IQF freezing – fruit and vegetables	Italy
1	Preservation and freshness retention for lychee	Israel

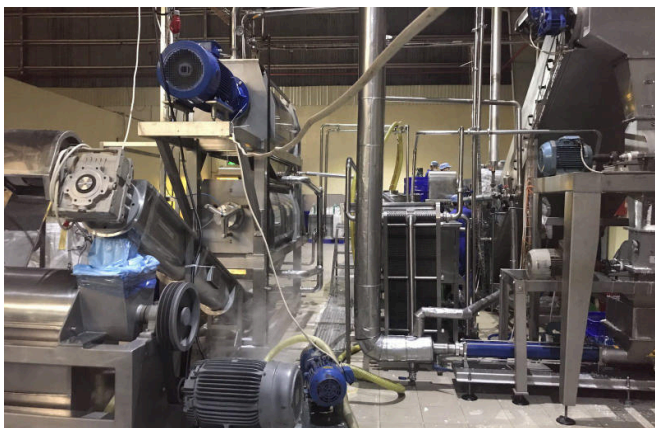
Kim Nguyen's role: solution consulting – project development – technical services. **Beyond equipment:** transfer of planting material technology for MD2 pineapple, Hass avocado and passion fruit (Israel).

6 - 3 - 3

Clients came back to order **several lines of the same type**. Doing it once may be luck; being called back for six lines is expertise.

About client and manufacturer names.

We do not name clients without their written consent; many of our clients are international groups with strict communication approval processes. The list above shows only the country of manufacture and does not link manufacturers to specific projects. In a face-to-face meeting we are happy to share more detail within what we are permitted to disclose.



Fruit juice concentrate plant – extraction and milling unit of an Italian-made line, during installation. Kim Nguyen archive photo.



Gelatine plant – drying equipment and steam piping, made in the Netherlands, after installation. Kim Nguyen archive photo.

08 Technology Partner Network

10 MANUFACTURERS • 6 COUNTRIES

Process stage	Country	Founded	Main products and capabilities of the partner
Raw material area	Croatia	–	Farm management software: crop planning, field mapping, GPS positioning, traceability
Farming, livestock	Türkiye	–	Mechanization for farming and livestock; milking machines, mineral lick blocks
Post-harvest	Israel	1966	Sorting and grading; automatic pomegranate aril extraction; color retention treatment for lychee; vegetable drying
Fruit processing	Italy	1975	Lines for puree, juice, concentrate, nectar and jam; capacity range 200 kg/h – 50 t/h
Juice extraction	Spain	–	Professional juicers for retail, hotels and restaurants, and industrial production
Drying, sterilization	Netherlands	1965	Fluid bed drying and cooling, steam sterilization; test center for trials with real product
Freezing, freeze drying	Italy	–	Fluid bed IQF freezers, spiral freezers, freeze dryers
Filling, seaming	Italy	1954	Liquid and viscous filling, can seaming, pasteurization and sterilization tunnels
Bottle filling	Italy	–	Bottling and beverage line automation tailored to each client
End-of-line packaging	Italy	1978	Depalletizing and palletizing, case packing, stretch wrapping, checkweighing

Information from each manufacturer's official website. Manufacturer names are not given in this document; we discuss them in a face-to-face meeting. Our relationship with these manufacturers is a partnership; this profile does not claim authorized agent or exclusive distributor status.

Three complete chains built from the network

BEVERAGES

Extraction (Spain) → **Bottle filling** (Italy) → **Seaming, sterilization** (Italy) → **Case packing, palletizing** (Italy)

PROCESSED FRUIT

Pre-processing (Israel) → **Puree, concentrate** (Italy) → **IQF, freeze drying** (Italy) → **Packaging** (Italy)

FARM

Mechanization (Türkiye) + **Digitalization, traceability** (Croatia)



Equipment from our Dutch partner installed and operating at a plant in Vietnam. Kim Nguyen archive photo.

09 Six Export Markets and What They Require of the Plant

Each market has its own set of standards. The table below summarizes the main requirements and their **direct consequences for line design** – the part the investor must decide early.

Market	Main requirements	Consequences for the line
EU	Food safety and sanitary and phytosanitary measures (SPS); "one step back, one step forward" traceability; maximum residue limits (MRLs) for pesticides being progressively lowered. Regulation (EU) 2019/1793 on increased frequency of border checks for certain products.	Hygienic design, EU-compliant food contact materials, technical documentation, data recording for batch traceability
United States	Facility registration with the FDA; preventive controls under the Food Safety Modernization Act (FSMA); importers run the Foreign Supplier Verification Program (FSVP). <i>Source: FDA</i>	Clearly defined critical control points, operating data, documentation for the importer
Japan	MRLs for a wide range of active substances, often based on Codex; consistent quality between batches	Tight process control, uniformity between batches
South Korea	MFDS sets MRLs for 446 active substances (as of March 2025); substances without an MRL default to 0.01 ppm. <i>Source: MFDS</i>	Control from the raw material area is essential; farming and traceability data
China	GACC Decree No. 280 on the registration of overseas food manufacturers – issued 14 October 2025, effective 1 June 2026, replacing Decree No. 248. <i>Source: Vietnam Government News, 17 March 2026</i>	Ability to describe processes and the food safety control system at registration; line technical documentation ready for submission
Middle East	Halal under GSO 2055-1 (Gulf states) and UAE.S 2055-1; certification must be issued by a body recognized by the importing country	Physical segregation on the line – decided at the layout drawing stage, cannot be changed after construction

Where we draw the line. Kim Nguyen advises on technology solutions so the plant can meet the technical requirements of the destination market. We do not prepare legal dossiers, we are not a certification body, and we do not promise that a plant "will certainly pass" – certification is issued by third parties, and the outcome also depends on raw materials, operation and the plant's own documentation. Regulations change frequently; always check the current version before any investment decision.

10 Industry Activities

Trade fairs and work with manufacturers

- **International trade fairs with partner manufacturers:** CIBUS TEC (Parma, 2016 and 2019), Anuga FoodTec 2022, IPACK-IMA Milan 2022, ProPak Asia 2022.
- **Trade fairs in Vietnam:** several editions of Vietnam FoodExpo, Food & Beverage and ILDEX.
- **Factory visits:** visit to a partner manufacturer's plant in Italy (2022); hosted the leadership of a Spanish partner manufacturer in Vietnam (2018).
- **Trade promotion:** Europe, Japan, the United States, China, the Middle East, South Korea.

Equipment distribution outside project consulting

Origin	Products	Clients
Spain	Orange juicers, fruit juicers	Hotels and resorts – distributor in Vietnam
Türkiye	Milking machines, mineral lick blocks	Dairy farms – import and distribution in Vietnam

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What Kim Nguyen Does Not Do

We are clear about this so you know exactly where we can help – and where you need another provider.

- **No legal dossiers or certification procedures** – we advise only on technology solutions so the plant meets technical requirements.
- **Not a certification body;** we neither issue nor guarantee any certification.
- **No promise that a plant "will certainly pass"** – results also depend on raw materials, operation and the plant's own documentation.
- **Not an equipment manufacturer** – we import directly and integrate manufacturers' equipment.
- **No general contracting for plant construction** – we handle technology and equipment and coordinate with the construction contractor.
- **No energy services** – solar power, boilers, heat recovery, energy audits.

11 How to Get Started

1 First working session — 45–60 minutes, free of charge

You fill in a project information form in advance. We read it carefully before scheduling, so the meeting goes straight to the open decisions in your project.

2 Survey and technology proposal

We clarify the raw material area, harvest seasons, site and utilities, then develop a technology option for the destination market, with a cost range and a list of the decisions that must be fixed at the drawing stage.

3 Configuration and execution

We negotiate with manufacturers, define each party's scope of supply, and coordinate import, installation and commissioning until the line runs to contract specifications; we then provide training and technical support.

The costs of sample shipping, laboratory testing and equipment trials at the manufacturer's test center are borne by the client.

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LEGAL ENTITY

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