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**BETRIMEX**

**THE LEADING COCONUT MANUFACTURER  
FROM BEN TRE, VIETNAM**

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# **PRODUCT PORTFOLIO**



**BETRIMEX**

## ABOUT **BETRIMEX**

- 01 ► **Betrimex at a glance**
- 02 ► **Well-qualified raw material area**
- 03 ► **From L.A.T.T.E to Sustainability**
- 04 ► **Diversified Product Portfolio**



**BETRIMEX**

01 ►

## **BETRIMEX AT A GLANCE**

### **FROM COCONUT, WE MADE OUR STORY**

Bentre Import Export Joint - Stock Corporation (BETRIMEX) is based in Ben Tre province and has quickly become a renowned brand in the processing and exporting coconut-based products. BETRIMEX takes pride in being the leading coconut manufacturer from Ben Tre, Vietnam. With nearly 50 years of experience, BETRIMEX stands out as the most capable and influential company in the Vietnamese coconut industry. BETRIMEX adds value to the coconut trees and farmers, partners, customers, and employees while also making meaningful contributions to the community.

**SINCE**  
**1976**





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## VISION

The world most  
**RECOGNISABLE**  
brand in coconut industry

The world most  
**CHOSEN**  
by consumers

The world most  
**FAVORABLE**  
brand in coconut industry



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## MISSION

### PRODUCTS

BetrimeX targets a 'Zero Waste' products so we aim to utilise all the parts of the coconut. Once it is a gift of nature, it is not worth wasting.

### FARMERS

BetrimeX perceives Farmers as an irreplaceable companion. We aim for a symbiotic relationship where Farmers' wealth is also our growth.

### CUSTOMERS

BetrimeX strives to bring the best to our customers through high quality, healthy products.

### ENVIRONMENT

BetrimeX adopts the latest and most efficient farming methods to ensure environmental sustainability and protect local biodiversity.

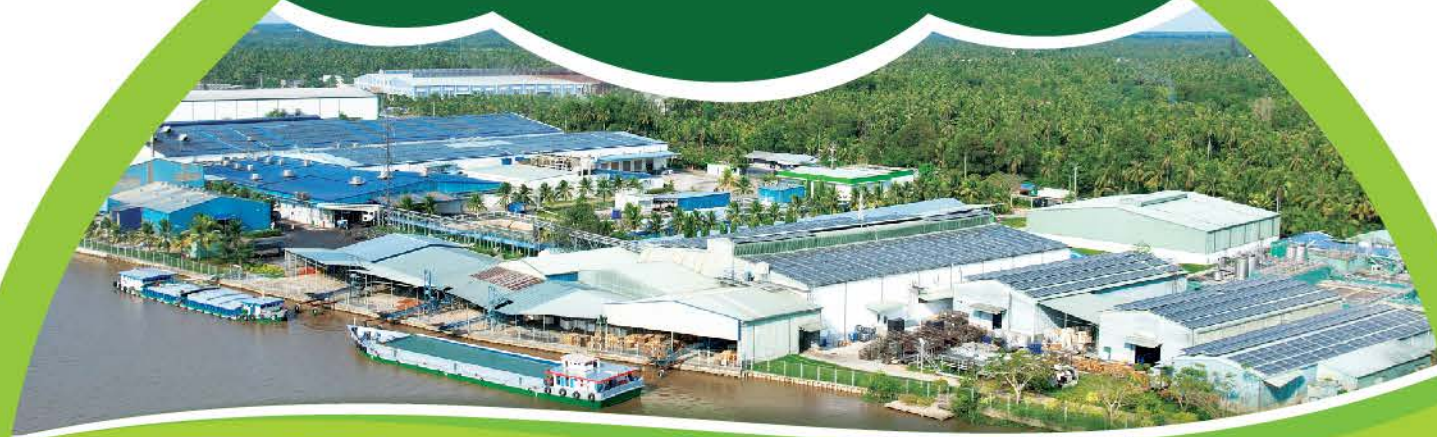
### PARTNERS

BetrimeX works closely with local partners to achieve common goals that deliver high quality and innovative Vietnam's coconut products to the world.





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## BETRIMEX PHONG NAM FACTORY

FSSC 22000 | BRC | FDA | HALAL | KOSHER  
USDA – NOP | EU – ORGANIC | BSCI  
ISO 14001:2005 | ISO 17025

AREA

**12**  
hectares



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LEAD IN SCALE OF COCONUT PRODUCTION  
**158** MILLION L/KG PER YEAR



PRODUCTION LINE

**120** million  
liters/year



- COCONUT WATER
- COCONUT MILK DRINK
- COCONUT MILK/CREAM CULINARY



FROZEN COCONUT CREAM

**10** million  
kg/year



VIRGIN COCONUT OIL

**2** million  
liters/year

CANNED COCONUT MILK/CREAM  
CULINARY:



**20** million  
liters/year



DESICCATED  
COCONUT

**6** million  
kg/year





## OUR CERTIFICATIONS – OUR AWARDS

### OUR CERTIFICATES

#### SYSTEM CERTIFICATIONS



### OUR CERTIFICATES

#### PRODUCT CERTIFICATIONS



- 2022** > Awarded the "Product Exporter of the Year" at the Asian Export Awards
- 2023 & 2024** > Received "Corporate Excellence" award at the Asia Pacific Enterprise Awards (APEA)
- 2024** > Thaifex Taste Innovation



## GLOBAL PRESENCE **70** COUNTRIES







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02

**WELL-QUALIFIED  
RAW MATERIAL AREA**





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### WHY BEN TRE?

Renowned for producing the best coconut in Vietnam, Ben Tre boasts the largest coconut growing area in the country, spanning over **78,000 hectares**.



672  
million fruits/year



44%  
coconut  
production  
in Vietnam

Ben Tre produces over **672 million** coconuts annually accounting for 44% of Vietnam's total **coconut production**.

Ben Tre coconuts are rated among the world's best, known for their thick meat, high organic content, rich coconut copra, and sweet coconut water.

While coconuts are grown throughout Vietnam, only Ben Tre is home to the Green Xiem coconut, which has earned the province a Geographical Indication certificate.

\*Source: Ben Tre Coconut Association



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### THE COCONUT'S GROWING & PROCESSING INDUSTRY

#### THE IDEAL PLACE TO GROW THE BEST COCONUTS IN VIETNAM

Located in the Mekong Delta, Ben Tre offers optimal conditions for the cultivation of coconuts thanks to its ideal climate and fertile, well-drained loamy soil.

#### EXCEPTIONAL HIGH QUALITY COCONUT

- Ideal conditions allow the cultivation of high-yield, high-quality coconut trees.
- The Green Xiem coconut from Ben Tre has a reputation for having thick coconut husks, rich copra and sweeter coconut water compared to other species.

#### MATERIAL AREA IN BEN TRE

Source: Asian Pacific Coconut Community

Coconut Meat

#### BEN TRE'S COCONUT

**35% /**  
whole coconut

Coconut Water

**30% /**  
whole coconut

Brix level of  
coconut water

**7%-9% /**  
whole coconut

Amount of copra

**1.9MT/ ha**

#### AVERAGE COCONUT

**27% /**  
whole coconut

**22% /**  
whole coconut

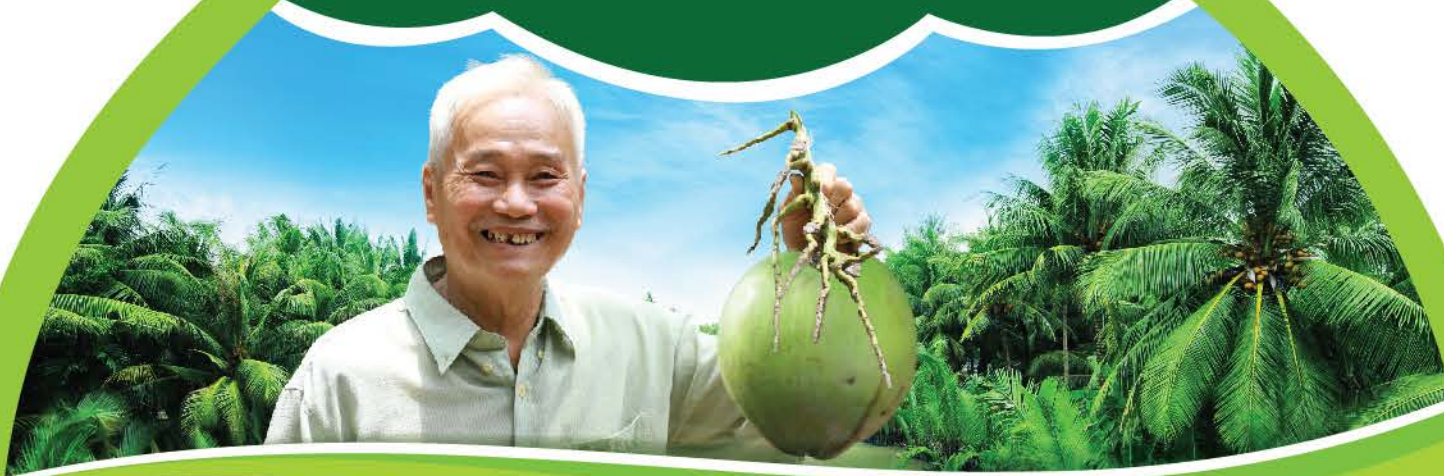
**4%-5% /**  
whole coconut

**0.9MT/ ha**





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### ORGANIC MATERIAL AREA

Driven by the goal of developing new coconut farms that adhere to organic standards, Betrimex aims to produce "fresh and clean" coconuts, supporting a balanced and sustainable ecosystem. Betrimex has launched the project "10,000 ha Organic Coconut Farm for Ben Tre farmers". Organic farming helps maintain soil fertility, protect water resources, and minimize environmental pollution, ensuring health benefits for our consumers.

Organic Coconut



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Ben Tre Province



10,613 ha

~ 720 ha

~ 2,000 ha

~ 100 ha

~ 431 ha

### ORGANIC CHINA

The only coconut supplier in Vietnam certified by Organic China

### ORGANIC PLANTATION

The largest certified organic coconut farm in Vietnam





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03

## FROM L.A.T.T.E TO SUSTAINABILITY

### LOCAL

Preserve and promote local products while ensuring the well-being of the local community



BEN TRE COCONUT MATERIAL



LOCAL ECONOMIC DEVELOPMENT



### AUTHENTIC

Offering the most genuine and flavorful coconuts from the Mekong Delta preserved by advanced processing technology



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RECYCLABLE PACKAGING

LOCAL  
AUTHENTIC  
TRANSPARENT  
TRACEABLE  
ETHICAL



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### TRANSPARENT

Using block chain technology to monitor and ensure product quality from farm to consumer



ORGANIC MATERIAL AREA



SAP HANA & FARMER RELATIONSHIP MANAGEMENT (FRM)



PAPERLESS OFFICE

### TRACEABLE

Deliver the highest quality products as declared and promised



AGRO LAB

### ETHICAL

Committed to a zero-waste mission, we ensure fairness in our actions with the environment, farmers, partners, and consumers



GREEN FACTORY CLEAN ENERGY



CORPORATE SOCIAL RESPONSIBILITY



SUPPORTING LOCAL COMMUNITY







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04

## DIVERSIFIED PRODUCT PORTFOLIO





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## PRODUCTS FOR RETAIL

### COCONUT WATER



Prisma Aseptic



Tin can

Prisma Aseptic



Brik Aseptic Slim

Brik Aseptic

### COCONUT MILK/ CREAM CULINARY

### COCONUT OIL



Glass jar



Prisma Aseptic

### COCONUT MILK READY TO DRINK



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## PRODUCTS FOR INDUSTRIAL

### COCONUT MILK/ CREAM CULINARY



Drum

BIB

### DESICCATED COCONUT



PP & Kraft

### COCONUT OIL



Drum

Can

Paper IBC

### FROZEN COCONUT CREAM



PA & PE





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# PRODUCTS FOR RETAIL



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PRODUCTS FOR RETAIL

# COCONUT WATER



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## Great taste | 100% natural

Made from 100% natural coconut water & processed on Tetra Pak production line with direct UHT technology to preserve the flavor and nutrients of fresh coconut

### TYPE

Organic & Non Organic

### FLAVOR

Pure, Citrus, Lotus Seed

### PACKAGING

- UHT Prisma: 330ml & 1000ml



No preservatives



Never from concentrate



Preserving the nutrients and fresh flavor of Ben Tre coconut.



Provide 5 essential minerals (Na, K, Mg, Ca, P)







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PRODUCTS FOR RETAIL

## COCONUT MILK DRINK



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### Delicious, Healthy

Made by 100% coconut cream from high-quality mature coconut flesh & pure coconut water. It is lactose-free, and contains no cholesterol, providing you with a wealth of natural nutrients and minerals

#### TYPE






Organic & Non Organic

#### FLAVOR

Unsweetened, Sweetened, Chocolate, Coffee

#### PACKAGING

• UHT Prisma: 330ml & 1000ml

-  No added sugar
-  Contain lauric acid
-  Non-GMOs
-  100% Plant Based
-  Immune boost, Weight control, Good for brain







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**PRODUCTS FOR RETAIL**  
**COCONUT MILK  
BARISTA**



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**Crafted Specifically For  
Barista-style Creations Using Coconuts**

Coconut Milk Barista is specifically designed for barista-style creations using coconuts. It is versatile and perfect for enhancing a wide range of beverages, including coffee, tea, and smoothies.

**TYPE**

Organic & Non Organic

**FAT CONTENT**

3-7%

**PACKAGING**

UHT Prisma: 1000ml



Naturally foamable



Vegan



Great flavor, fresh taste







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PRODUCTS FOR RETAIL

# COCONUT MILK/CREAM CULINARY



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## Great applications for tasty food & drinks

Coconut Milk/Cream Culinary is produced from fresh coconut meat under cold-pressed process that helps preserving the maximum amount of nutrients and coconut natural taste.

### TYPE

Organic & Non Organic

### FAT CONTENT

5 - 32%

### PACKAGING

- UHT Prisma: 330ml & 1000ml
- UHT Brik: 200ml, 250ml
- UHT Slim: 330ml
- Can: 400ml



Dairy - Free



Non-GMOs



Cholesterol Free



No preservatives



Perfect for curries, soups, sauces, baking, beverage, etc...







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## PRODUCTS FOR RETAIL COCONUT OIL



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## Naturally Pure

Coconut Oil is made from the finest Ben Tre coconuts using advanced technology. It is free from additives, deodorizers, and colorants, preserving the coconut's natural nutrients. This oil is rich in lauric acid, vitamins, and minerals, making it the perfect choice for those seeking the health benefits of coconut oil

### TYPE

Organic & Non Organic

### PACKAGING

- Glass jar:  
200ml, 220ml, 500ml, 950ml

- 56-60% MCT, 44% Acid Lauric
- No additives
- No coloring
- Perfect for: Hair care, Skin care, Oral care







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# PRODUCTS FOR INDUSTRIAL



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PRODUCTS FOR INDUSTRIAL

# COCONUT MILK/CREAM CULINARY



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- Crafted from fresh coconut meat using a meticulous cold-pressed or sterilization process, our product retains maximum nutrients and the pure, natural flavor of coconut
- Ideal for producing ice cream, yogurt, baking, and tom yum

## TYPE

Organic & Non Organic

## FAT CONTENT

5 - 32%

## PACKAGING

- BIB: 5L, 20L
- Drum: 200L



Dairy - Free



No preservatives



Non-GMOs



Cholesterol Free



Drum

BIB





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PRODUCTS FOR INDUSTRIAL

# FROZEN COCONUT CREAM



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- Extracted from white coconut meat, which is pasteurized, flash frozen (-40°C) and stored (-18°C) to ensure the nutrients and natural flavor of the coconut
- Perfect for: Beverage, Smoothies, Ice Cream, Coffee, Cocktails, Baking, Curries, Soups, Sauces

#### TYPE

Organic & Non Organic

#### FAT CONTENT

30 - 32%

#### PACKAGING

PA & PE bag: 5kg

-  Non-GMOs, No preservatives
-  Gluten - Free / Dairy - Free
-  No added sugar
-  Vegan Friendly







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## PRODUCTS FOR INDUSTRIAL COCONUT OIL



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- Coconut extract is obtained using cutting-edge technology to capture the pure essence of fresh coconuts, preserving their original flavor and nutrients
- Coconut oil can be used as an ingredient in cooking, baking, producing cosmetics and pharmaceuticals.

### TYPE

Organic & Non Organic


### PACKAGING

- Plastic can: 20L
- Drum: 200L
- IBC Tank: 1000L

 Vegan Friendly

 Gluten - Free

 Transfat Free

 Raw Unrefined



Drum

Can

Paper IBC





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- Crafted from coconut meat meticulously stripped of its outer layer, our desiccated coconut boasts a pristine milky white hue, coupled with a delightful richness and a captivating aroma.
- Great for bakery, confectionery production, topping decoration, and as food

**TYPE**

Non Organic

**FAT CONTENT**





Medium fat

**GRADE**

Fine

**PACKAGING**

PP & Kraft:  
25kg

-  Non-GMOs, No preservatives
-  Gluten - Free
-  Dairy - Free
-  Vegan Friendly



PP & Kraft





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## **OEM/ODM**

ONE-STOP SERVICE

THE LARGEST  
**CERTIFIED ORGANIC**  
COCONUT FARM IN VIETNAM

THE ONLY COCONUT SUPPLIER  
**IN VIETNAM CERTIFIED**  
BY ORGANIC CHINA

THE PIONEER OF  
**COCONUT-BASED PRODUCTS**  
USING **UHT** TECHNOLOGY  
IN VIETNAM



**BETRIMEX**

GLOBAL PRESENCE

**70** COUNTRIES

THE FIRST SUPPLIER TO  
ORGANIZE AN ASSESSMENT OF  
**FAIRTRADE CERTIFICATION**  
FOR FARMERS IN VIETNAM

**SUSTAINABLE COCONUT**  
PARTNERSHIP

**4** OFFICES IN  
VN, CHINA, USA, DENMARK





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## **PARTNER WITH BETRIMEX TO BUILD A HEALTHIER FUTURE!**

We are committed to providing your business with premium, safe food products that nourish both your customers and our planet. Together, let's cultivate a thriving world for generations to come.



**FROM THE LOVE OF  
BEN TRE COCONUTS**



**ZERO-WASTE  
MISSION**

**FRESHEST TASTE  
FROM  
ORGANIC SOURCE**



**FROM FARM  
TO PALMS**



**BETRIMEX**

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