

The image shows a modern, multi-story building with a white and grey facade and large glass windows. A prominent sign on the building reads "TRƯỜNG CAO ĐẲNG LÝ TỰ TRỌNG TP. HỒ CHÍ MINH" and "TRUNG TÂM ĐẠO TẠO KONE KONE ACADEMY". The building is surrounded by trees and parked cars. The sky is overcast.

TRƯỜNG CAO ĐẲNG LÝ TỰ TRỌNG TP. HỒ CHÍ MINH
TRUNG TÂM ĐẠO TẠO KONE
KONE ACADEMY

KONE and Ly Tu Trong College Collaboration

31/03/2020

Agenda

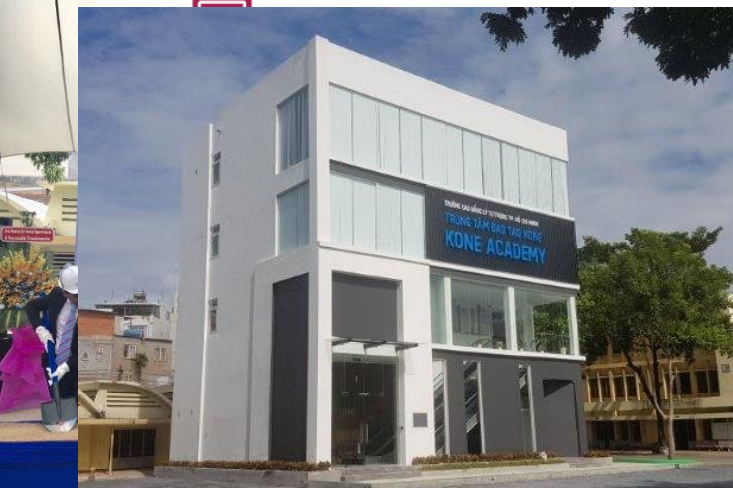
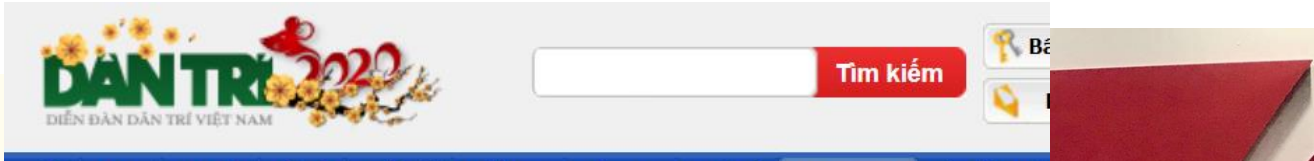
- The KONE-LTTC Collaboration Journey
- Building and Construction Landscape in Vietnam
- Continuous support from KONE
- Potential Collaboration Opportunities
- Entering the Cooperative Agreement

The KONE-LTTC Collaboration Journey

SINCE 2016



Our Journey so far...



Trung tâm đặt tại 390 Hoàng Văn Thụ, quận Tân Bình, TP HCM nhằm nâng cao tay nghề chuyên môn cho nhân viên kỹ thuật và lao động địa phương.

thuật và lao động địa phương



sự hợp tác của KONE Việt Nam và Trường Cao đẳng Lý Tự Trọng TP.HCM (LTTC) nhằm nâng cao chất lượng đào tạo

Our Journey so far...

The year of 2019

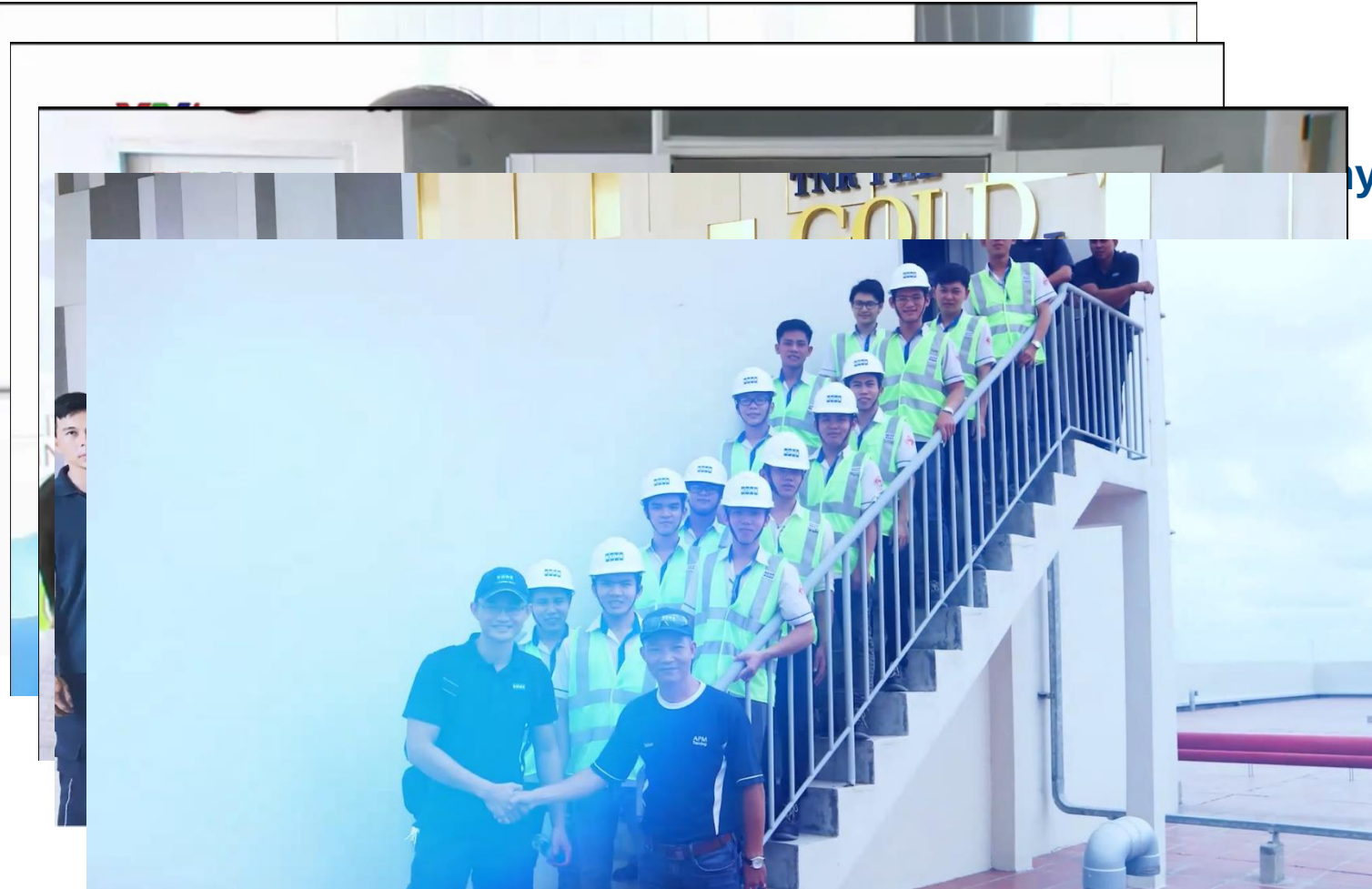
120 students expressed their interest in the programme.

Equipped total **21 students with the industry knowledge**, offered **4 students** KONE full-time employment

Collaboration model between KONE and LTTC broadcast on National Television, reaching 2 million viewers nation-wide

The year of 2018

Trained total **15 teachers**, 12 students, offered **8 students** KONE full-time employment



“This project aims to improve and promote technical training in Vietnam through a dual education model and advance the safety and quality of testing and maintaining elevator and escalator service.”

Building and Construction Landscape in Vietnam

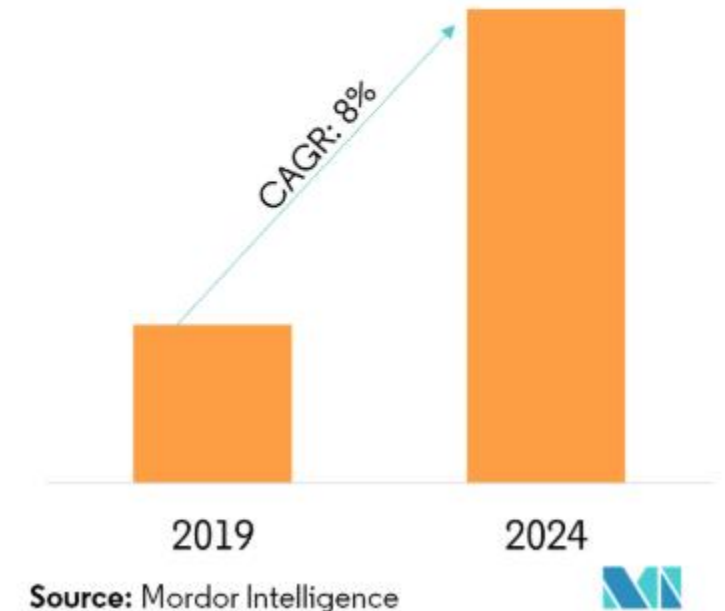


KEY MARKET TRENDS IN VIETNAM – RAPID URBANIZATION AND ECONOMIC DEVELOPMENT

1. Investments in Residential Sector
2. Govt's Development Plans For Infrastructural Developments
3. Ho Chi Minh City wants to become the first smart city in Vietnam by 2020.



Vietnam Construction Market
2019-2024



Moving Forward...

Continuous support from KONE



1. Offer students learning opportunities from our global experts and career opportunity with KONE through a comprehensive apprenticeship program with training tools and material.
2. Responsible to promote the program and recruit students for the program.
3. Ensure the safety during the training and operation time, provide the principles to support the operations of the elevators and escalators safely.
4. Ensure maintenance of the equipment inside the building.
5. Provide 02 more elevators on top of 02 existing elevators in the building.



Potential Collaboration Opportunities

- Promotional events such as career fair and recruitment drive to promote the brand name of Ly Tu Trong College and KONE.
- Stakeholder relationship management (events and trainings)
- Increase customer visits will increase the brand of LTTC
- Educational events for LTTC and other stakeholders including safety and industry knowledge sharing



Entering into the Proposed Cooperation



SOME HIGHLIGHTS

1. KONE has the right to use the Center 50% of the time. No KONE competitors are allowed in the Training Center premises
2. KONE & LTTC pays water, sanitation, sewer, electricity, telephone, internet, and other utilities related to KONE & LTTC's use and maintains the Center in good order
3. KONE provides insurances for the Center
4. LTTC is responsible for repairing defects in materials or workmanship in the Center and any major repairs
5. LTTC can use the Center as agreed mutually by KONE and LTTC, in which case LTTC shall pay to KONE supervision costs to ensure safety and quality requirements are followed when using KONE elevators and escalators for training purposes

SUPPORT FROM KONE IN ADDITION TO THE COOPERATION AGREEMENT

1. Continue to support the operating cost of Training Center including staffing (trainers and admin staff) in the Training Center to keep it operational
2. Building insurance that would cover for 11.500.000.000 VND for machinery and 6.000.000.000 VND for building & betterments
3. Collaborate with the school in the future in the creation of the school's curriculum by providing basic materials not entailing KONE specific information
4. Provide expertise to consult on the school's materials

We look forward to our continuous collaboration to enhance the quality of the labor workforce in the elevator and escalator industry!

Dedicated to People Flow™

