

GALAXY BIOTECH BIOPACKAGING INNOVATOR



Visit Our Website https://galaxybiotech.vn/



OUR MANTRA



Business Mantra

Product& Service

Business Model



Crowfunding

PART A1

Audience's perception of quality cautiously positive.

BUSINESS MANTRA

Fresher for longer, Greener forever with breathable biobags

Opinions from who well know and don't know about Galaxy Biotech

PEOPLE WHO WELL KNOW

The mantra clearly represents and shows the product features and uses, which are really interesting.

PEOPLE WHO DON'T KNOW

I am truly curious about what materials they are using to have such amazing features.

The product really shows concern about the environment these days, so I highly respect the founder.

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Opinions from who support and don't support Galaxy Biotech

PEOPLE WHO SUPPORT

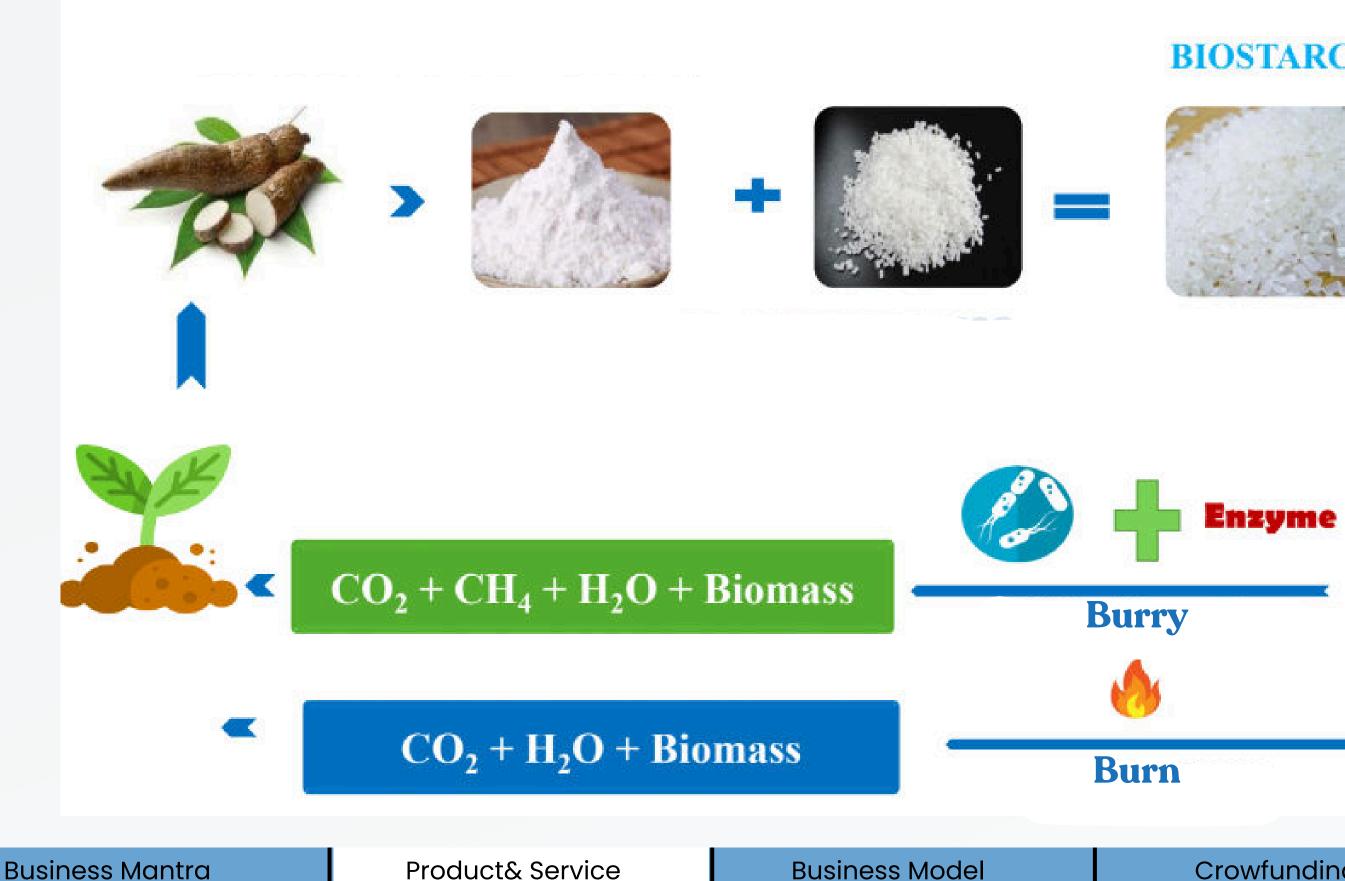
PEOPLE WHO DON'T SUPPORT

I think it was expensive, so I would rather buy a normal plastic bag.

Crowfunding

PART A2

VALUE CHAIN





BIOSTARCH









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PART A2

POTENTIAL CUSTOMER IN THE COUNTRY





Super market provides clean, healthy foods with high quality at convenient locations

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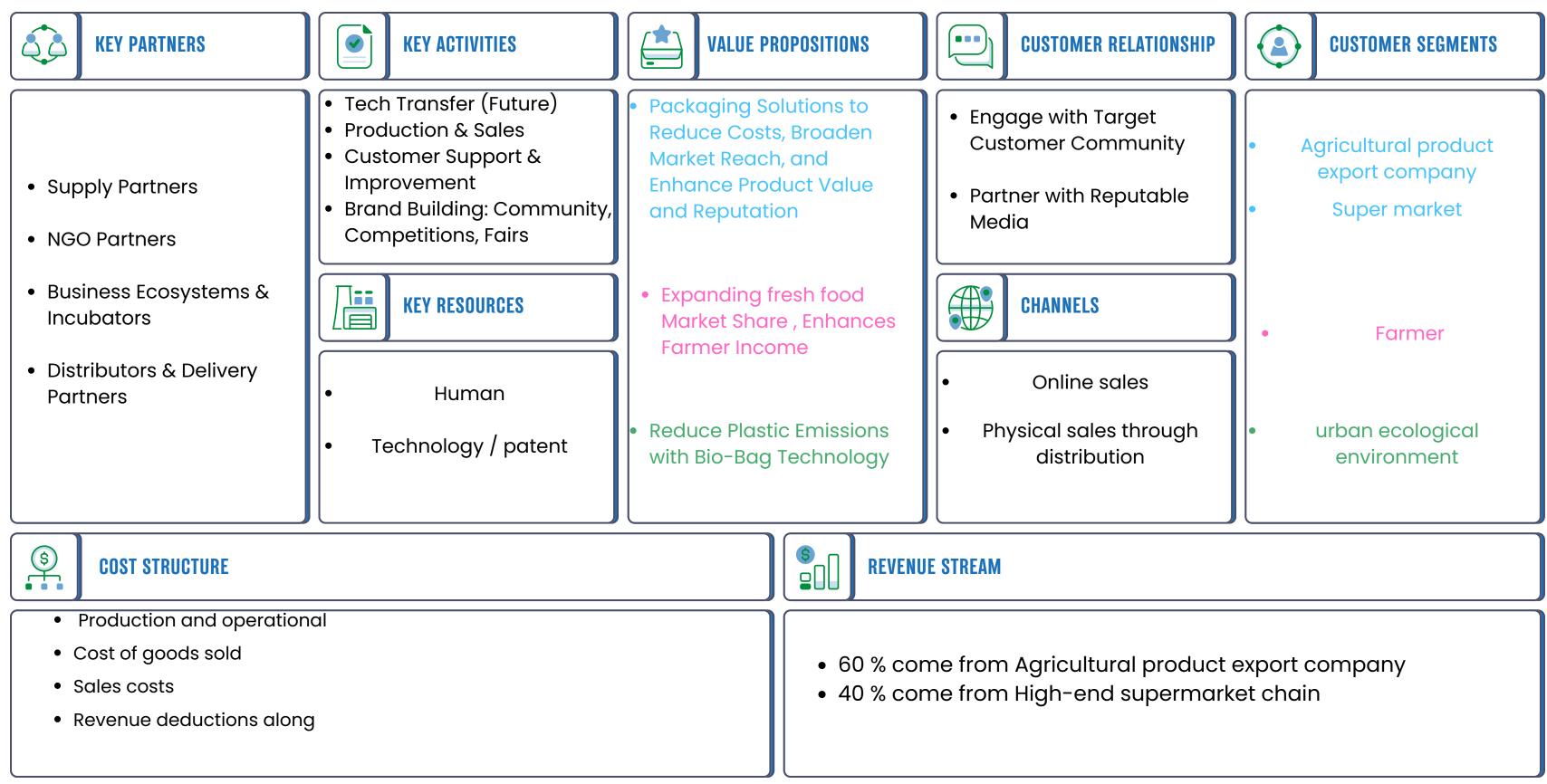






Crowfunding

BUSINESS MODEL CANVAS



Business Mantra

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PART B2: FOOD COMPANY Gain creators

starch & enhanced

extending freshness

& durability of fruits

nanotechnology

& vegetables

• Made from tapioca **Product service** • Designed for

with

- ensures that the integrity of fruits and vegetables is maintained longer
- Immediate Environmental Benefits and Long-term Environmental Impact
- Market Expansion Opportunities

- Supply Chain Efficiency
- Gain customers trust and reduce financial loss.
- Regulatory Compliance

Pain relievers

Value proposition

Our eco-friendly biodegradable bags, which made from tapioca starch and enhanced with nanotechnology, will help companies to comply with international standards and elevate product integrity. Ideal for those who aiming to access eco-sensitive markets, helps reduce environmental impact, and align with global sustainability practices.

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Business Model

- ANS Enhanced Shelf Life and **Product Quality**
 - Compliance Achievement to meet international standards and build customers' trust
 - Market Growth
 - Supply Chain Inefficiencies
 - Financial loss and reduce customers' trust whenever there are spoilage or damage.
 - Compliance Risks
 - **Environmental Impact** Concerns

NEED TO:

- Ensure Product Integrity
- Meet International Standards
- Access new markets that value environmental sustainability

USTOMER JOBO

Customer insight

PART B2: SUPERMARKET

Gain creators

- **Product service**
- Made from tapioca starch & enhanced with
 - nanotechnology
- Designed for extending freshness & durability of fruits & vegetables
- Environmental Impact: Immediate reduction in environmental footprint and less non-biodegradable waste
- Brand Enhancement: showcasing commitment to sustainability

- Regulatory Compliance
- Waste reduction: by degrading within 5 months & reduce food waste
- Regulatory Compliance

Pain relievers

Value proposition

"Our eco-friendly biodegradable bags help supermarkets enhance produce quality and brand image while meeting international sustainability standards. Switching to our bags can help supermarkets reduces environmental impact through sustainability."

Business Model

CUSTOMER JOB

- Reduced Environmental Impact
 - Enhanced Brand Image
 - Maintains product integrity longer

- Environmental Regulation Compliance
- Operational Inefficiencies: when food spoil or damage because of packaging

NEED TO:

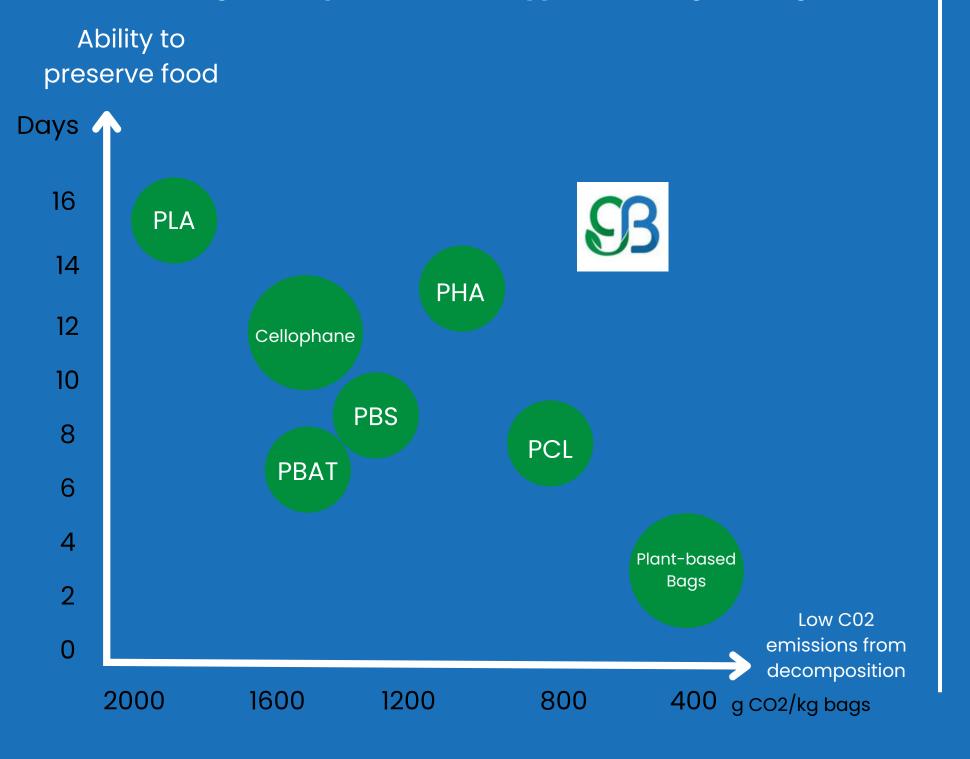
- Have Sustainable Packaging Solutions
- Enhance Customer Experience
- Compliance
 International
 standard and
 Branding

Customer insight

Business Mantra

Breathable Bio-bags

have advantages compared to other types of biological bags



Product& Service

Fresh Agricultural Product Export Enterprises

> Vietnamese enterprises exporting

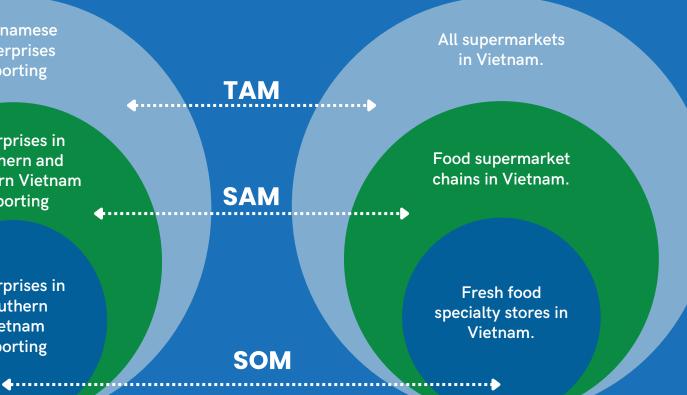
Enterprises in Northern and Southern Vietnam exporting

> Enterprises in Southern Vietnam exporting

Business Model

The target market is defined as...

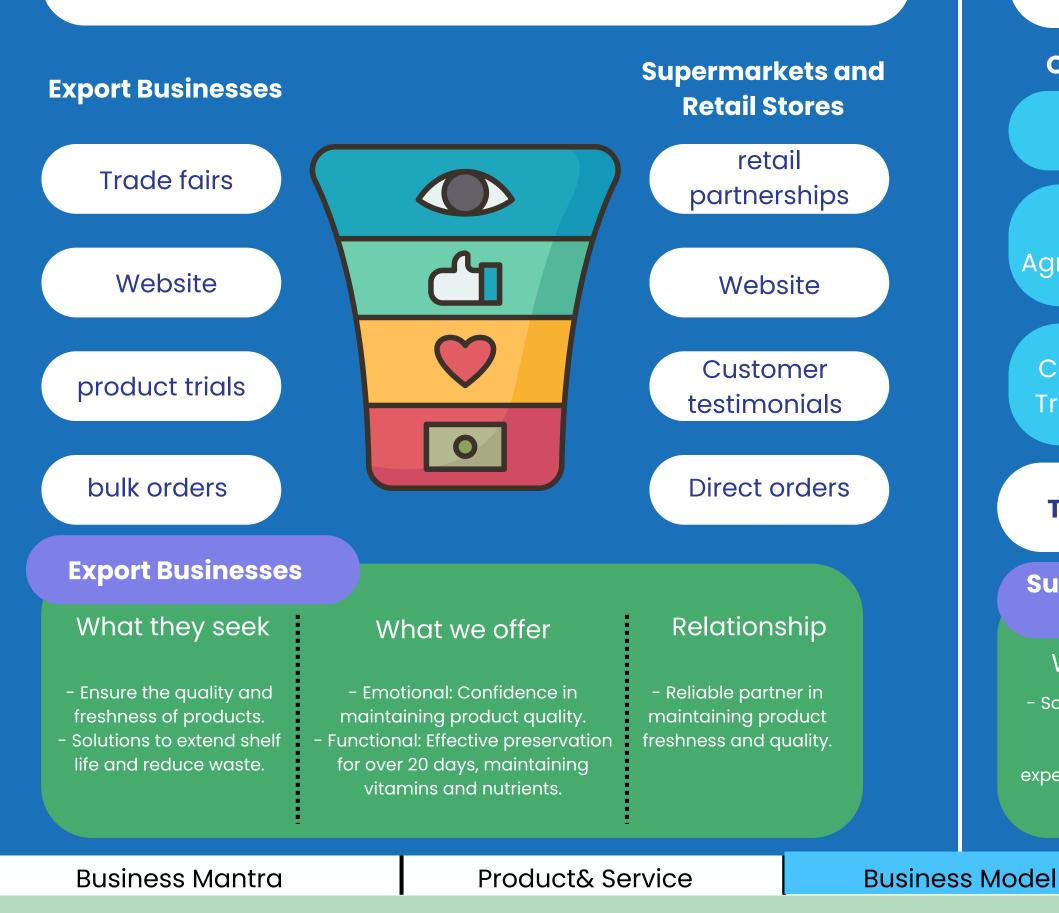
Supermarket and **Convenience Store** Businesses



It has great potential for growth, and the market size will be measured in the following section

Crowfunding

We reach target customers and buyers by...



Offline

Trade Fairs and Agricultural Exhibitions

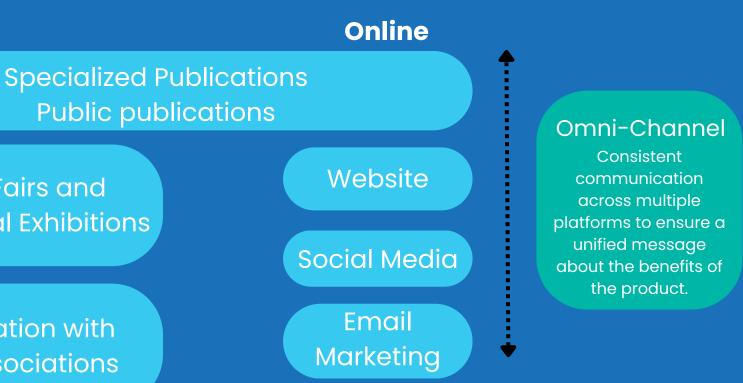
Collaboration with **Trade Associations**

Supermarke **Retail Sto**

What they

- Solutions to keep fresh longe - Enhance cust experience by provi produce.

...through utilizing channels...



To build on-demand relationships that they are looking for.

res		
seek	What we offer	Relationship
products er. tomer iding fresh	 Emotional: Assurance in product quality. Functional: Mini-refrigerator effect; retains moisture, maintains temperature, and allows gases to escape to prevent ripening 	- Trusted solution to improve product longevity and customer satisfaction.

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"Galaxy Biotech reduces the reliance on pesticides in agriculture by offering free biopackaging and providing education on advanced food preservation techniques to farmers in rural Vietnam."

> Our target beneficiaries: Farmers in rural Vietnam who grow crops, vegetables, and fresh fruits for domestic markets and Vietnamese export businesses.

Gain Creators



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Business Model

- Extended preservation time
- Achieve organic standard
- Ensure health and safety
- Improved efficiency and profitability
- Sustainable agriculture



- Crop destruction by pests and diseases
- Lack of funds and access to advanced plant protection knowledge and techniques
- Greenhouse effect on fruits when using conventional bags in hot weather

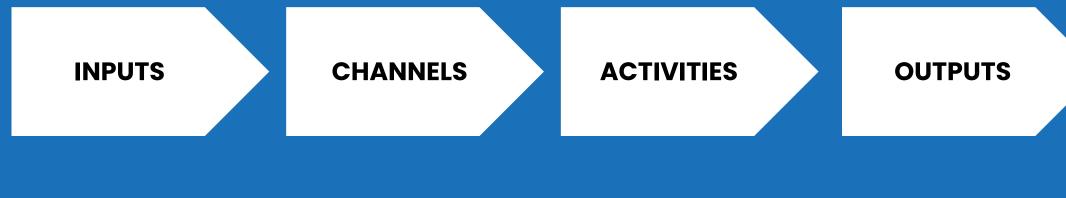
Rural Vietnamese farmers who want to:

- Reduce Pest and **Disease incidence**
- Ensure Crop **Protection and Healthy Growth**
- Maintain Freshness during post-harvest preservation



Crowfunding

SOCIAL IMPACT STRATEGY



Financial Resources Deduct 5% of annual profits

Human Resources: 5 Galaxy Biotech's employees including at least 2 biological engineers Institutional and Organizational Channels: - Local Authorities; - Non-profit organisations (UNDP)

Digital Communication: - Zalo; Facebook (1) Organize free workshops to educate people about advanced preservation techniques.

(2) Provide free bio-packaging for farmers to experience. Number of:

(1) preservation bags distributed

(2) workshops organized

(3) farmers consulted and supported

*This campaign is planned to launch in 2026, when our business is expected to reach the break-even point, with a trial run to refine our approach.

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Business Model

OUTCOMES

MEASURES

Short-term: Farmers improve their knowledge of green consumption and food preservation.

Intermediate: Reduction in pesticide use, improved quality of agricultural products.

Long-term: Increased farmer income, improved community health, environmental protection. Short-term: assessed through preand post-workshop surveys.

Intermediate: assessed through field checks and farmer interviews.

Long-term: assessed through statistical data and independent evaluation reports.

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Target 2.1

Farget 2.3

Farget 3.9

UNITED NATIONS GOALS CONTRIBUTIONS UN Goals

UN Goals

Our contributions



Provide free biobags annually and offer techniques to improve food preservation, ensuring safer and more nutritious food access.



Enhance agricultural productivity and incomes of small-scale farmers by providing preservation bags and knowledge on sustainable practices.



Reduce the need for chemical pesticides by using preservation bags, lowering exposure to hazardous chemicals.

Farget 12.3





Farget 12.5

Our contributions



Enhance crop preservation to reduce food losses along production and supply chains.

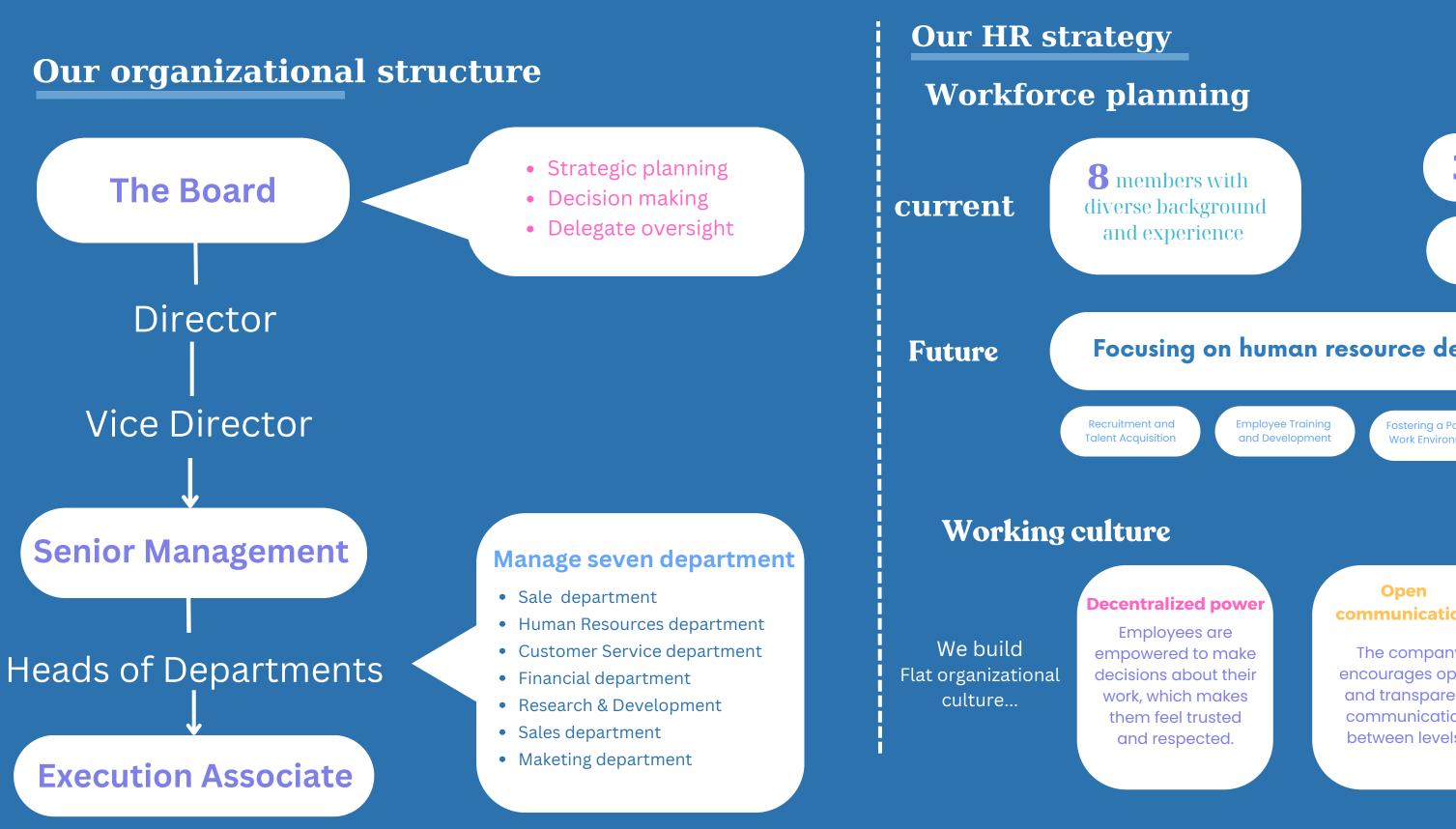


Ensure environmentally sound management of agricultural chemicals by promoting natural preservation methods.

12 RESPONSIBLE CONSUMPTION **AND PRODUCTION**

Use biodegradable bags to reduce waste and ensure they decompose safely, preventing long-term environmental impact.

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3 C-level executive

Mentor

2

Focusing on human resource development...

Fostering a Positive Work Environment

Prioritizing Employee Well-being

communication

The company encourages open and transparent communication between levels,

Focus on collaboration

The company values collaboration between employees and teams, working together to solve problems and achieve common goals.

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COACH



PART B4

COACH. LY NGUYEN NGOC

Position:

• Lecturer, Department of International Business, University of Foreign Trade

Professional Experience:

- Lecturer, Department of International Business, Institute of International Economics and Business
- Former Project Manager, FTU Innovation and Incubation Center (FIIS)
- Mentor for top 30% regional teams
- Certified Facilitator for Active Citizen Social Enterprise (ACSE) by the British Council
- 7 years of experience in leadership/project management positions in Marketing/Operations of educational projects
- 2 years of experience in building/deploying creative programs
- 3 years of research/training experience in Design Thinking
- 5 years of experience teaching entrepreneurship/business project establishment programs at University of Foreign Trade and other organizations (General Department of Vocational Training, Student Design Talent Competition...)

Position:

Lecturer, Department of International Business, Greenwich University Vietnam

Professional Experience:

- Master of Business Administration CFVG Management School
- Master of Science in Management IESEG School of Management
- Lecturer of International Business at Greenwich University
- Lecturer of International Business at Canadian Universities

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• Founder of social enterprise - COMEPASS Academy

• SBC (TOT) level expert advisor certification in 4 areas: Social Innovation, Business Innovation, Execution and Scale-up, and Impact Acceleration

• Mentored over 8 projects that passed the SBC competition rounds and 4 projects that reached the top 15 overall over the years

• 10 years of experience in product development, brand building, digital strategy and e-commerce business development in multinational corporations: PepsiCo, Friesland Campina, Perfetti Van Melle, Food Empire Singapore.

Awarded the Best Reviewer Award for SBC 2023 projects and impact assessment
Awarded the SBC Global Educational Impact Advisor Award 2023

• Awarded the SBC Global Ambassador Award 2023

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COACH. TRAN XUAN LINH

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DIRECTOR



Vo Truong Son Cofounder - CFO

18 years financial services at bank
5 years CEO about plastic bags
Vivacious, good communication and extrovert



Do Diem Chau Cofounder - CEO

5 years leader experience 8 years telecommunication 5 years Catholic theology 7 years Zen - leader Growth mindset

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Business Model



Le Dang Khoa Founder - CTO

8 years biodegradable materials 8 years new materials 22 years automation major 4 years postgraduate automatic engineering system 6 years Corporate management Analytical thinker

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SENIOR MANAGEMENT



DO TUAN ANH Finance Manager

EDUCATION:

- INTERNATIONAL BUSINESS MAJOR FOREIGN TRADE UNIVERSITY
- MARKET RESEARCHER AT ENUY CORP
- ACHIEVEMENTS:
- 3RD PLACE IN THE STUDENT OLYMPIAD IN MATHEMATICS VMS
- PM ESSENTIALS AIESEC
- IBEP VISIA



NGUYEN MAI NHUNG Director of Research and Development (R&D)



SOMBOUN R&D Assistant

EDUCATION:

- INTERNATIONAL BUSINESS MAJOR FOREIGN TRADE UNIVERSITY
- COMPLETED CAMBRIDGE INTERNATIONAL A-LEVEL ECONOMICS

ACHIEVEMENTS:

- WORLD ECONOMICS
- ACHIEVED TOP 10 IN A REGIONAL COMPETITION



TRAN QUYNH NHI Sales Manager



PHAM THU HOAI Risk and Customer Relations Manager

EDUCATION:

- INTERNATIONAL BUSINESS MAJOR FOREIGN TRADE UNIVERSITY ACHIEVEMENTS:
- COMMUNICATION SKILLS
- PROBLEM-SOLVING SKILLS
- CRITICAL THINKING





HR Manage

EDUCATION:

- INTERNATIONAL BUSINESS MAJOR FOREIGN TRADE UNIVERSITY ACHIEVEMENTS:
- COMMUNICATION SKILLS
- PERSONAL SKILLS: TIME MANAGEMENT, ADAPTABILITY & FLEXIBILITY
- CONFLICT RESOLUTION SKILL



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Business Model

EDUCATION:

• INTERNATIONAL BUSINESS MAJOR - FOREIGN TRADE UNIVERSITY ACHIEVEMENTS:

- CERTIFICATE OF HEAD OF HUMAN RESOURCES OFFICER AT ASO APPLIED SCIENCE ORGANIZATION
- PLANNING SKILLS
- RISK ASSESSMENT SKILLS
- BUSINESS PLANNING DEVELOPMENT

EDUCATION:

• INTERNATIONAL BUSINESS MAJOR - FOREIGN TRADE UNIVERSITY ACHIEVEMENTS:

- THE GLOBAL TOP 8 LIVING LABS IN THE BUSINESS MODEL INNOVATION ROUND OF THE 8TH EDITION OF THE SOCIAL BUSINESS CREATION COMPETITION
- COMMUNICATION SKILLS
- NEGOTIATION SKILLS
- ORGANIZATION AND MANAGEMENT SKILLS

EDUCATION:

• INTERNATIONAL BUSINESS MAJOR - FOREIGN TRADE UNIVERSITY ACHIEVEMENTS:

- TEAMWORK SKILLS
- HEAD OF THE ORGANIZING COMMITTEE OF EC ENGLISH CLUB QUANG NINH BRANCH
- EDIT VIDEO & SLIDE

EDUCATION:

• INTERNATIONAL BUSINESS MAJOR - FOREIGN TRADE UNIVERSITY ACHIEVEMENTS:

- NEGOTIATION SKILLS
- TIME MANAGEMENT SKILLS
- PROBLEM-SOLVING SKILLS

Crowfunding

Customer Group: Fresh Agricultural Product Export Enterprises

Total Available Market (TAM):

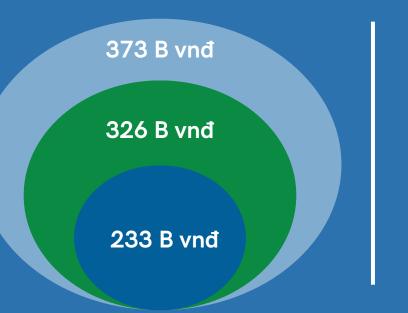
• Vietnamese enterprises exporting fresh agricultural products to China, Japan, and Thailand.

Serviceable Available Market (SAM):

• Enterprises in Northern and Southern Vietnam exporting fresh agricultural products to China, Japan, and Thailand.

Serviceable Obtainable Market (SOM):

• Enterprises in Southern Vietnam exporting fresh agricultural products to China, Japan, and Thailand.



Customer Group: Supermarket and Convenience Store Businesses

Total Available Market (TAM):

Effective Business Model

- All supermarkets in Vietnam.
- Serviceable Available Market (SAM):

Serviceable Obtainable Market (SOM):

CLEAR DEVELOPMENT STRATEGY

The team has developed a detailed development strategy encompassing product development, market expansion, and financial management. This strategy has been evaluated favorably for its practicality and feasibility.

2024	2025	2026
 Focus on building relationships and maintaining positive cash flow. Expand network of partners and potential customers. Enhance customer service quality. Optimize costs and manage cash flow effectively. 	 Implement transformation and accept temporary negative cash flow. Invest in new technologies and innovate processes. Develop new products/services and expand market reach. Accept temporary losses and raise investment capital. 	 Achieve positive cash flow again and Leverage profitable transforma improve cash flow. Continue optimizing costs and Explore new business expansion

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Business Model

• Food supermarket chains in Vietnam. • Fresh food specialty stores in Vietnam.

518 B vnđ

310 B vnđ

103 B vnđ

2027

and expand business. ation initiatives to

d managing cash flow. on opportunities.

Stabilize the business model and achieve sustainable growth.

- Solidify the new business model and generate stable profits.
- Continuously innovate and improve products/services.
- Expand market reach and share profits with stakeholders.

Crowfunding



P&L 2024

Revenue Stream: 4,767,000,000 VNĐ

+ 60 % come from Agricultural product export company + 40 % come from High-end supermarket chain

Cost Structure: 4,634,477,400 VNĐ

Production and operational

- + Accounting
- + Buyer
- + R&D
- Cost of goods sold
- + Machinery and facilities
- + Input materials

Sales costs

- + Sales
- + Marketing

Revenue deductions along

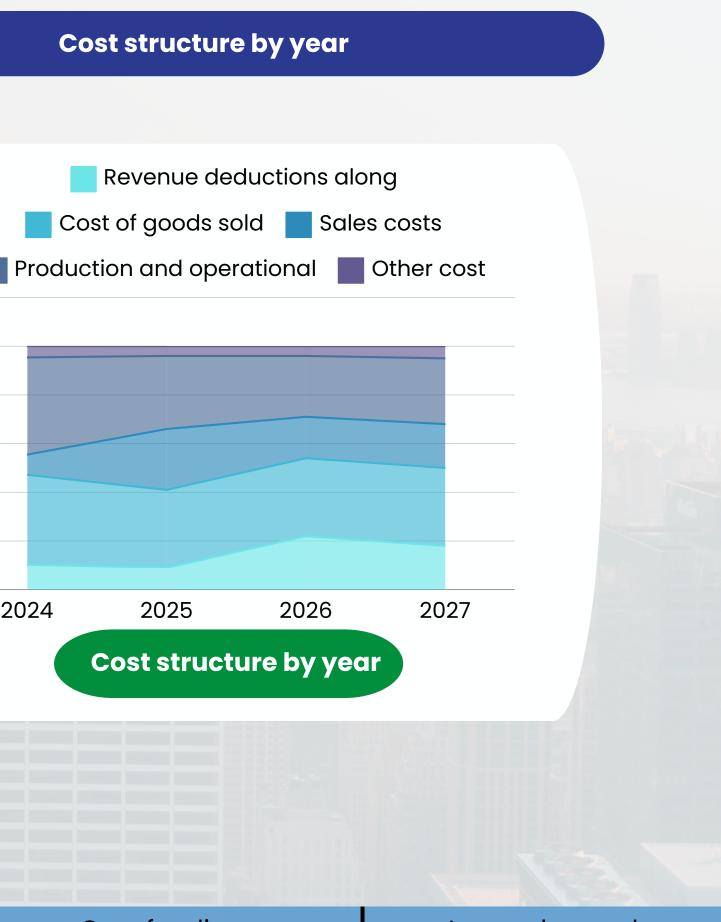
+ depreciation for customers

120,00%	
12070070	
100,00%	
80,00%	
60,00%	
40,00%	
20,00%	
0,00%	2

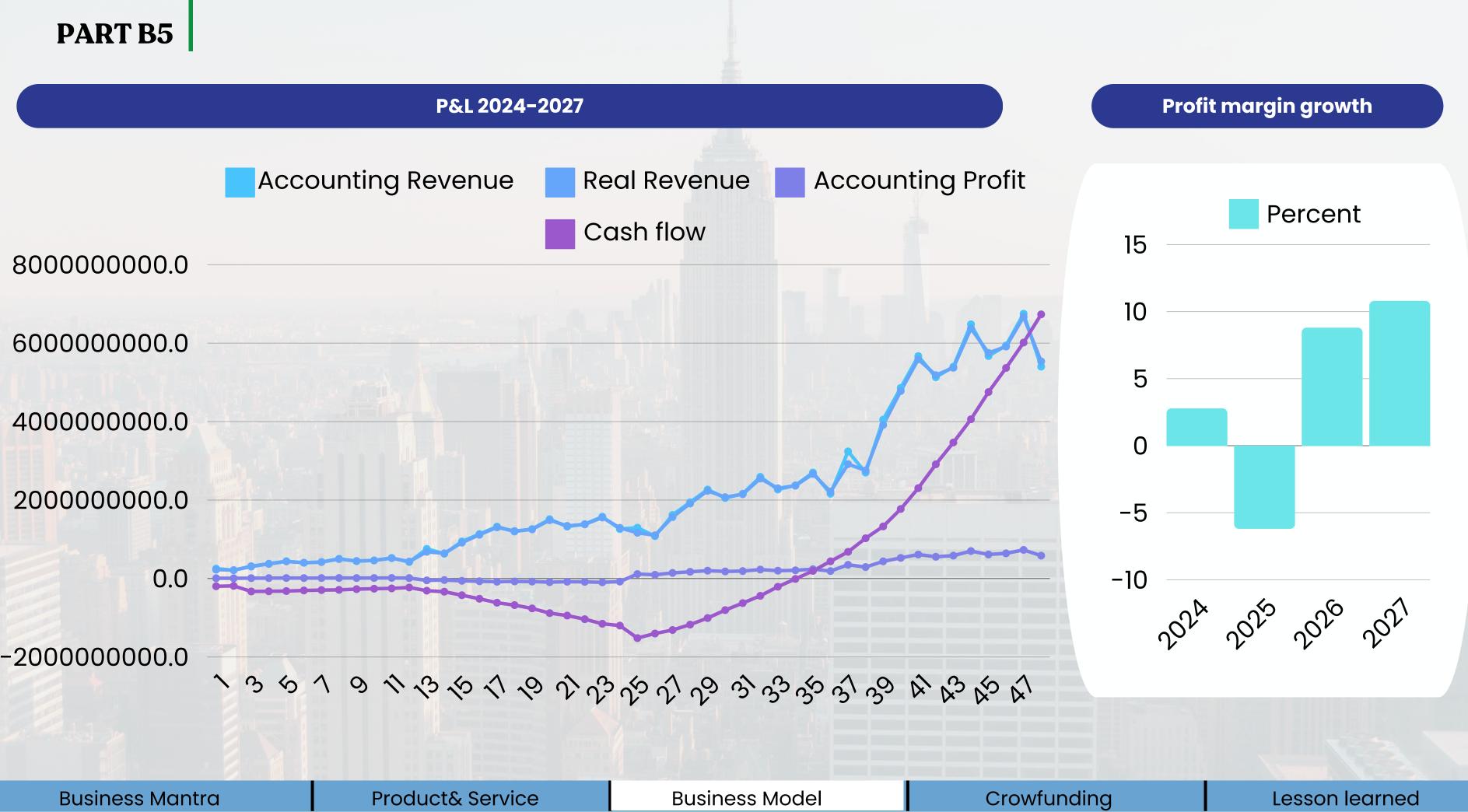
Business Mantra

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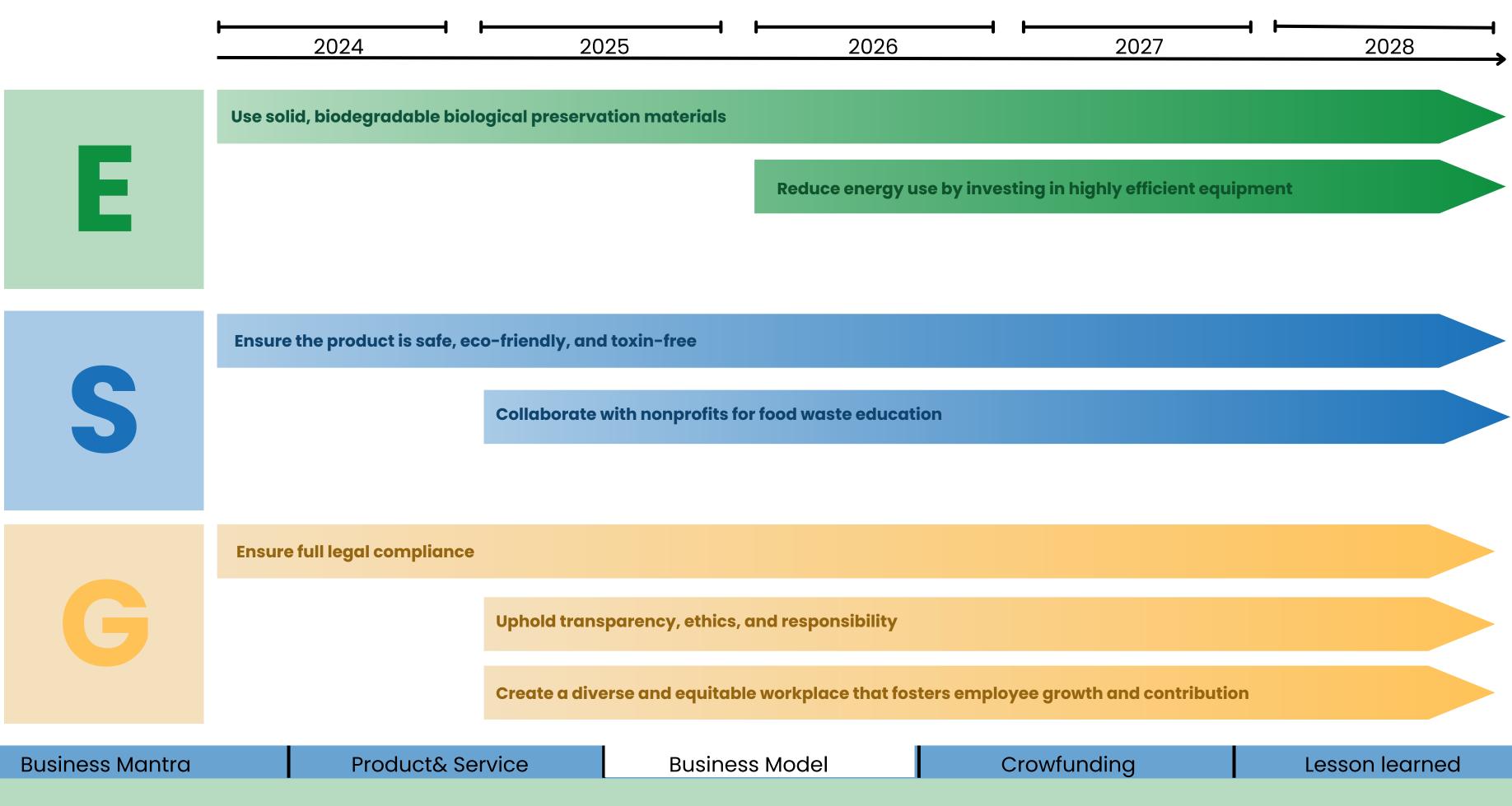
Business Model



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PART B6 ENVIRONMENTAL - SOCIAL - CORPORATE GOVERNANCE





Part Cl

STRATEGIC PARTNER

Galaxy Biotech collaborates with Biostarch to create eco-friendly and biodegradable nylon bags. They work together to promote their brands, share expertise, and expand the market in Vietnam and globally. Biostarch provides bioplastic pellets at internal prices and technical support, producing exclusive resins for Galaxy Biotech.





Part Cl

Other Partners

Circular Valley connects GB with foreign companies, investors, and clients.

Kisstartup supports GB through workshops on sustainable living, connecting with investors, and conducting market research for strategic growth.

Busi	iness	Mantra	
	11000	I MALICI M	

Circular Valley

KisStartup



RMIT plans to publish a book in 2024 highlighting GB's efforts in plastic waste reduction.



UNDP promotes GB's eco-friendly solutions and includes GB in major campaigns.

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Part Cl

Strategic Partner



- Galaxy Biotech uses bioplastic pellets purchased from Biostarch to produce environmentally friendly and biodegradable nylon bags.
- The two parties are cooperating to promote their brands, maximize their strengths and expertise, and expand the market for environmentally friendly nylon bags and biodegradable bags in Vietnam and internationally.
- GB is provided with goods at internal prices, in accordance with the wholesale pricing policy.
- The partner provides technical support and technology transfer, and produces proprietary resins for GB that are not known to external partners.

UNDP: champions GB's eco-friendly solutions by promoting our brand on their platform and inviting us to a major campaign alongside leading NGOs like NPAP. As a member of NPAP Innovation, GB actively engages with key stakeholders – university leaders, agricultural association presidents, and local officials – by showcasing our products, raising awareness about plastic pollution, and proposing sustainable solutions.

Circular Valley: A German organization that supports us by connecting us with major foreign companies, investors, and clients

RIMIT: In collaboration with RMIT University, GB is set to publish a book in September 2024 highlighting one of Vietnam's pioneering changemaking businesses in plastic waste reduction.

Supporting GB's Green Growth Kisstartup

- Organizing workshops on sustainable living to raise awareness and engagement.
- Connecting GB with Canadian investors to explore funding opportunities.
- Conducting market research to gain insights and identify strategic directions, analyzing GB's strengths and weaknesses to develop effective marketing and sales strategies.

Non-financial contributions are incredibly important!









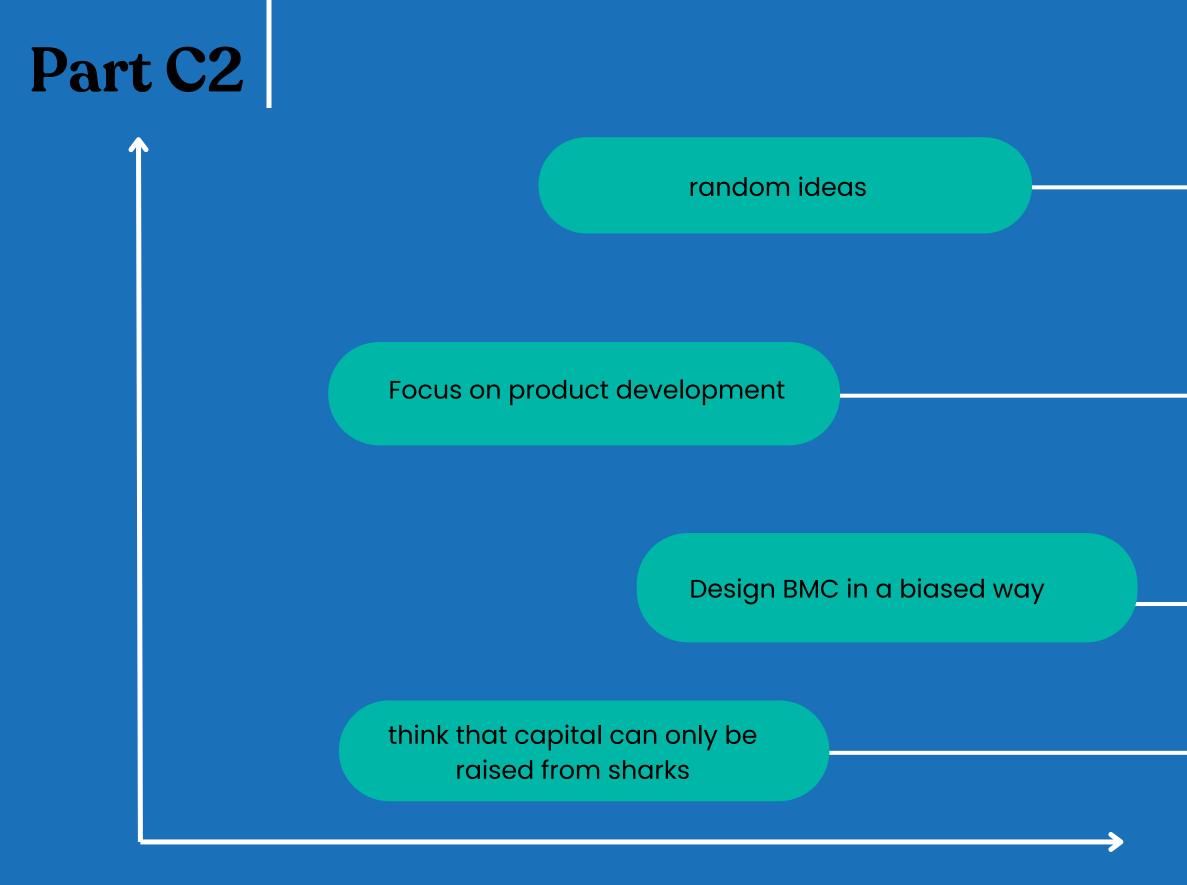




artners

ther

Crowfunding



BEFORE

Business Mantra	Product& Service	Business Model

AFTER

design thinking

Focus on developing prototypes to test quickly

use VPC to position core value to build BMC

Crowdfunding is easier

Crowfunding





THANK FORATTENTION

GALA BIOPAC



XY BIOTECH



GALAXY BIOTECH BIOPACKAGING INNOVATOR



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