

PARTICIPATING IN THE GLOBAL F&B MARKET, TTC AGRIS HAS SET A REVENUE TARGET OF VND 60 TRILLION BY 2030



TTC AgriS unlocks potential markets, participates in the global F&B chain, sets a revenue target of **VND 60 trillion** and implements the **"Green"** strategy on the path to sustainable development.

On October 26th, 2023, Thanh Thanh Cong - Bien Hoa Joint Stock Company (TTC AgriS, HOSE: SBT) held a successful Annual General Meeting (AGM) FY 2022-2023 with the theme **"Nature Nourishment - Elevating Sustainable Agriculture"** in Tay Ninh.

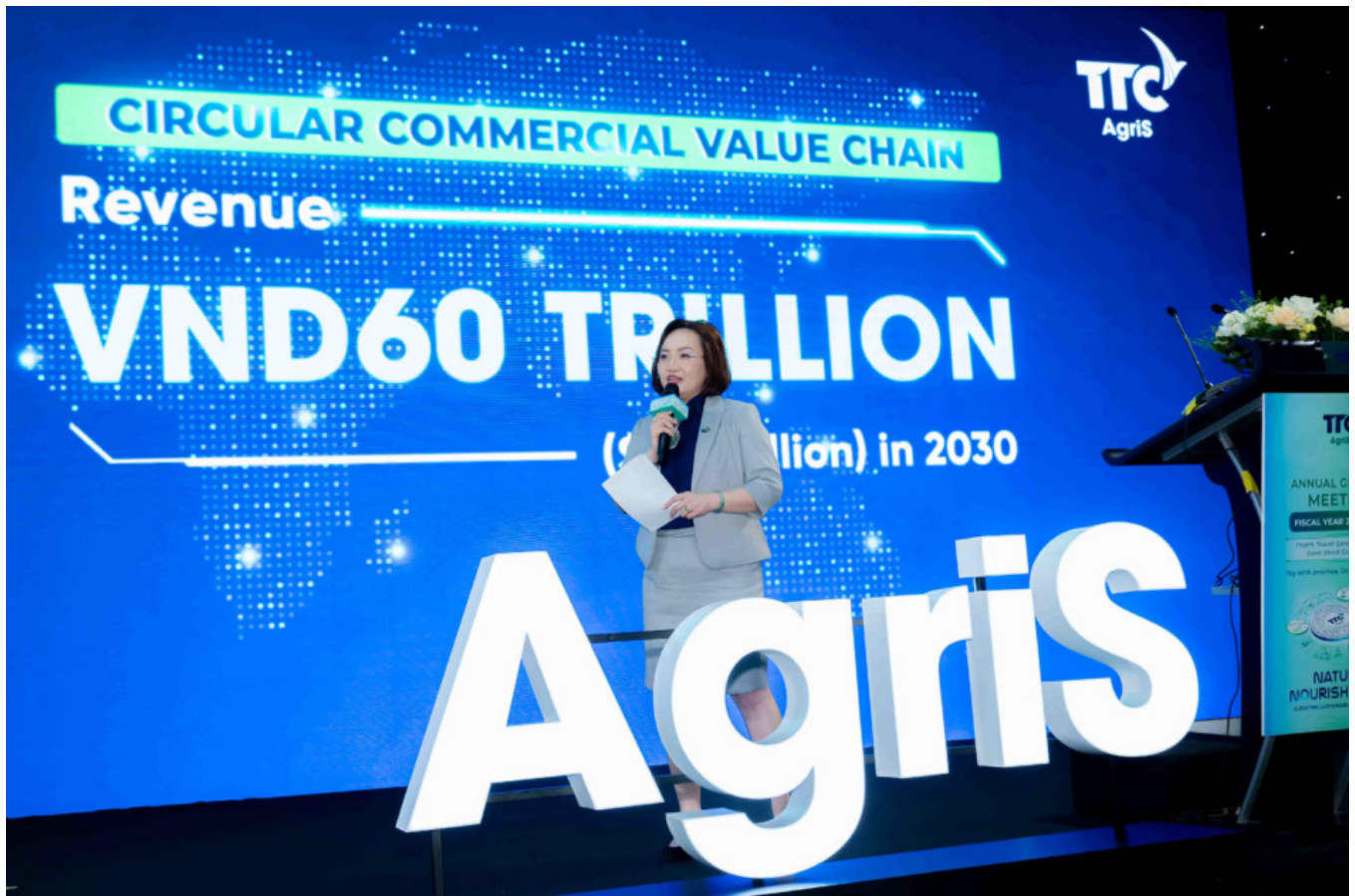
During her speech at the AGM, Mrs. Huynh Bich Ngoc, Chairwoman of TTC AgriS, emphasized, **"Sustainable development is a consistent strategy throughout the journey of TTC AgriS's growth. We consider the "Green" strategy as the foundation for development, competitive advantage, and providing the market with clean energy solutions.** For the FY 2023-2024, the Company has strategically oriented and comprehensively established focal tasks related to solutions, services, technology, and sustainable development. The Board of Directors of TTC AgriS has also outlined specific tasks for the upcoming fiscal year."



Mrs. Huynh Bich Ngoc, Chairwoman of TTC AgriS, at the Annual General Meeting FY 2022-2023



At the AGM, Mrs. Dang Huynh Uc My - Vice Chairlady of TTC AgriS, affirmed: "TTC AgriS will continue to adhere to the direction of applying the Circular Commercial Value Chain model with the goal of becoming the provider of high-tech agricultural solutions. We aim to participate in the global Food & Beverage value chain, leading the way in anticipating customer needs to enhance the entire product and service ecosystem. Consequently, our success will unlock **potential markets and achieve a revenue target of VND 60 trillion by 2030.**"



Mrs. Dang Huynh Uc My - Vice Chairlady of TTC AgriS, has set a revenue target of VND 60 trillion by the year 2030

Mrs. Uc My emphatically stated, **"With the invaluable contributions of our Valued Shareholders, Partners and the integration of a cutting-edge production system, along with strategic plans and investments, TTC AgriS becoming a global provider of agricultural product solutions and achieving a revenue milestone of VND 60 trillion in agricultural products by 2030 is well within reach."**

Maintaining a strong domestic market presence, successfully expanded TTC AgriS brand to conquer +50 major markets

FY 2022-2023, TTC AgriS continued to expand its cross-border raw material areas to over 71,000 ha across 4 countries: Vietnam, Laos, Cambodia, and Australia. Additionally, the Company successfully diversified its product portfolio. In addition to expanding the range of sugar product lines and exploring the maximum potential of the sugarcane value chain, TTC AgriS has pursued a **"Green"** business strategy, focusing on the development and expansion of value chains for other crops such as Coconut and Banana,....



The Company has invested in researching and expanding circular agricultural value chains. TTC AgriS has developed a diverse product portfolio, introducing 47 new coconut-based products (Cocoxim coconut water, Momcooks coconut milk,...) and 21 Other products (Solar power, Smiley South American bananas, Dole bananas,...). This demonstrated TTC AgriS's solid capabilities to continue the journey of expanding customer segments, conquering new consumer markets, and asserting its position as a leading multinational agricultural enterprise in Vietnam.



TTC AgriS possesses a diverse product portfolio, including a range of naturally nutritious products

With relentless effort, for 4 consecutive years, the Company has achieved a consumption volume of over 1 million tons of Sugar, leading the domestic sugar industry in Vietnam with a 46% market share. In terms of the export markets, TTC AgriS has successfully introduced its products to 50+ markets, achieving a growth of more than 70% YoY.



TTC AgriS reaffirms its competitive capability through remarkable figures



TTC AgriS has consistently received high recognition from reputable organizations in its management activities, such as Top 20 Listed Companies in the VNSI20 Sustainable Development Index - HOSE, Top 5 Best Corporate Governance Companies - Large Cap Group (HOSE), Top 10 Sustainable and Green Enterprises in 2022 - VICETA, Top 25 Leading F&B Brands - Forbes Vietnam, Top Industry 4.0 Companies in Vietnam - VUSTA.

Bringing the narrative of natural nutrition through the TTC AgriS - Stakeholders Site Visit events

Continuing the momentum from the TTC AgriS - Innovation Day 2023 held on June 16th, 2023 - an event showcasing hundreds of plant-based nutritional products resulting from the Company's research, within the framework of activities for the AGM FY 2022-2023, TTC AgriS organized the TTC AgriS - Stakeholders Site Visit 2023. This immersive journey was tailored for TTC AgriS's Shareholders and Partners, providing deeper insights into the organic raw material regions and modern production processes in Ben Tre and Tay Ninh. The aim was to empower TTC AgriS to deliver clean, nutritious products to consumers, particularly those with traceable origins.

Before entering the AGM, on the morning of October 26th, 2023, TTC AgriS's Shareholders and Partners were given an insightful tour of Thanh Long 1 Farm – the Company's largest farm in Tay Ninh, spanning 800 ha for sugarcane cultivation with a yield of 64,000 tons/year and 136 hectares for banana cultivation with 60 tons/ha/year. At this location, agricultural engineers demonstrated the use of unmanned aerial vehicles (drones) to distribute organic microbial fertilizers for the sugarcane area and release red-eyed predator wasps to control stem borers. By incorporating high-tech solutions into cultivation practices, particularly the application of drone technology, TTC AgriS aims to enhance efficiency, reduce costs for farmers, and, importantly, safeguard the environment and consumer health.



The TTC AgriS - Stakeholders Site Visit 2023 event is within the framework of activities for the AGM FY 2022-2023





Unmanned aerial vehicles (drones) were utilized to spray organic microbial fertilizers at Thanh Long 1 Farm, TTC AgriS's agricultural facility in Tay Ninh

In addition, guests were taken on a tour of one of the most advanced sugar refining plants in Vietnam, operated by TTC AgriS in Tay Ninh. The facility has a production capacity of 1,000 tons of sugar/day and 300,000 tons/year.



Guests joined the tour to visit TTC AgriS's TTCS factory in Tay Ninh

Previously, on October 19th, 2023, the Company also successfully organized the TTC AgriS - Stakeholders Site Visit 2023 event, which brought Partners to visit the potential organic coconut material area and observe the production processes of coconut products at Ben Tre Import and Export Joint Stock Company's factory.

This trip helped Shareholders, Partners, Financial institutions, and Investors gain a deeper understanding of the importance of high-quality production technology processes and TTC AgriS's commitment to each product.



First Quarter of FY 2023-2024: Net revenue increased 20% YoY and completed 31% of the annual plan, Profit before tax completed 30% of the annual plan.

The FY 2023-2024 began on July 1st, 2023, and with positive prospects for the Sugar industry, by the end of the 1st Quarter, TTC AgriS had consumed over 313 thousand tons of sugar, marking a 14% increase YoY. The Company also reported net revenue of over VND 6,366 billion, increased 20% YoY and achieved 31% of the annual plan. Consumption output of Sales Channels also recorded positive results compared to the same period last year, especially the Export channel increased dramatically by 105%. This is proof of TTC AgriS's relentless efforts to successfully introduce the company-branded products to 50+ markets globally.

The nutritional beverage segment has been a bright spot in this 1st Quarter, continuing to grow by 10% compared to the average of the last 6 months of FY 2022-2023. Starting from the FY 2023-2024, with the ownership of a new beverage product portfolio comprising over 30 items, a significant increase from the 8 products in the previous fiscal year, TTC AgriS anticipates substantial exponential growth in the revenue of the nutritional beverage segment in the coming period. In the short term, revenue from the nutritional beverage segment in the 2nd Quarter is expected to increase by over 160%, entering the festive season and Lunar New Year, and is projected to accelerate in the 3rd Quarter, with an expected growth of over 300%. The Company aims to contribute significantly to the potential profitability, bringing TTC AgriS closer to the target of VND 1,000 billion in the FY 2023-2024. In the long term, TTC AgriS is committed to achieving the goal of the Food and Beverage (F&B) revenue contributing 30% - 40% to the total revenue structure of the Company by 2030.

The shift in revenue structure reaffirms TTC AgriS's commitment to a comprehensive agricultural value chain, deeply engaging in the global agricultural value-added chain, as evident in the transition of export revenue. This demonstrates that TTC AgriS is operating on the right path and holds a leading position in the Agriculture sector.



The diverse range of natural nutritional beverage products from TTC AgriS marks a significant breakthrough in the Food and Beverage (F&B) market

In addition to impressive business results, **TTC AgriS's scale has continued to expand, with total assets reaching VND 30,763 billion (USD ~1.3 billion) as of September 30th, 2023, an increase of over VND 829 billion compared to the end of FY 2022-2023, reinforcing the Company's robust financial strength.**





With strategic orientation to 2025 and vision towards 2030, TTC AgriS is actualizing its commitment to sustainable development, aiming to balance the ecosystem and the environment

TTC AgriS affirms its position in creating a platform for experts to share and exchange knowledge, delving deeper into the food and beverage processing sector, leading the way in ensuring nutritional credibility, aiming for Net Zero by 2035, and contributing to the development of the economy and society while sharing achievements with Stakeholders.

AgriS

FISCAL YEAR 2023-2024



NATURE NOURISHMENT

ELEVATING SUSTAINABLE AGRICULTURE



For further information, please contact:

Investor Relations and Public Relations Department

irpr.info@ttcagris.com.vn