

TTC AGRIS COMPLETED 65% OF THE REVENUE PLAN IN THE FIRST 6 MONTHS OF THE FISCAL YEAR



TTC AgriS achieved 65% of the revenue plan and 56% of the profit before tax plan in the first 6 months of FY 2023-2024

At the end of the first half of FY 2023-2024, Thanh Thanh Cong - Bien Hoa Joint Stock Company (TTC AgriS, Hose: SBT) recorded **accumulated net revenue of VND 13,387 billion, an increase of 9% YoY and completing 65% of the year plan. Accumulated profit before tax reached VND 478 billion, up 11% YoY, completing 56% of the year plan.** Consumption output in the 2nd quarter recorded growth compared to the 1st quarter, thus bringing the total accumulated consumption output in 6 months to ~640 thousand tons. Accumulated B2C channel output increased by more than 10% YoY. The B2B channel maintained output over the same period, however, there was a breakthrough growth in market share when reaching ~2,700 Customers in the portfolio, increasing ~60% compared to the end of FY 2022-2023.

In only Q2, gross profit reached VND 745 billion, an increase of over 40%. Gross profit margin was also a bright spot with improvement to reach ~11%, a rise of 37% over the same period. This result is due to the positive shift in the proportion of product structure - gradually shifting to products with high added value. **Profit before tax reached VND 225 billion, a rise of 50% over the same period. Profit after tax reached VND 169 billion, an increase of more than 42% over the same period.**





As of December 31st, 2023, TTC AgriS's scale has continued to expand with total assets reaching VND 34,137 billion (USD ~1.4 billion), up 14% compared to the beginning of the fiscal year, reinforcing the Company's robust financial strength.

In the 2nd quarter, Selling Expenses and General & Administrative Expenses also rose by 39% and 26% respectively, mainly due to TTC AgriS increasing investment in production and business infrastructure for the development of nutritional drink product lines. This is an important link for the Company to adhere to its goal of becoming a high-tech agricultural solution provider, participating in the global F&B value chain, focusing on promoting the Food & Beverages (F&B) business and developing value-added products.



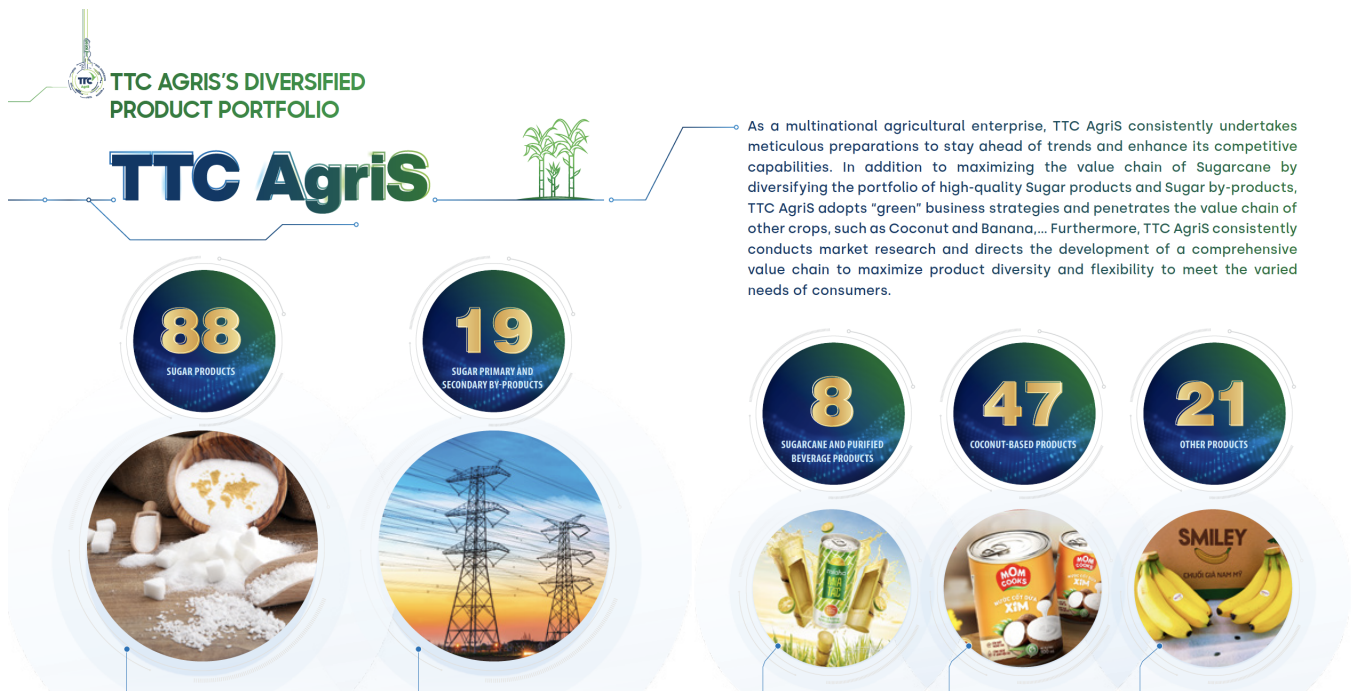
The diverse range of naturally nutritious beverage products from TTC AgriS marks a significant breakthrough in the F&B market

Export revenue grew by 23%, successfully bringing TTC AgriS brand products to over 50 global markets

In the first 6 months of FY 2023-2024, TTC AgriS's export channel recorded revenue of over VND 4,700 billion, an increase of 23% YoY. It can be said that TTC AgriS is still the only name that can bring the Vietnamese Sugar brand to worldwide markets. Besides Sugar products, TTC AgriS has also successfully brought naturally nutritious products with the TTC AgriS brand to more than 50 global markets, an increase of over 70% compared to FY 2022-2023, including many potential markets such as Russia, Macau,... and especially traditional markets such as Europe, America, Korea, Singapore,... Given the advantages and prospects of the industry, as well as expanding export market share quickly, TTC AgriS expects to continue to increase profits in this channel when possessing great competitive advantages and opportunities from the foreign market. TTC AgriS has researched and evaluated to come up with a strategy suitable for each approached market, bringing positive signals about export output.



TTC AgriS developed a diverse product portfolio, including 88 Sugar products, 19 Sugar by-products, 8 Sugarcane beverages and purified water products, and the appearance of 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.



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

Currently, TTC AgriS owns many important international certifications for products such as: ISO 9001:2015, ISO 14001:2015, ISO/IEC 17025, FSSC 22000 version 5.1, Food Safety for the Middle East issued by HCA, Kosher Certification, Sedex, URSA, SGP System Certification, Certification by the Food and Drug Administration (FDA),... Especially, Organic Certification according to standards standards of the US Department of Agriculture (USDA), EU and China issued by Control Union, Fair Choice and Fair Trade certification. These are important milestones that help TTC AgriS establish its foothold in the international market and bring products to high-end markets with the most stringent quality standards, including the United States and EU.

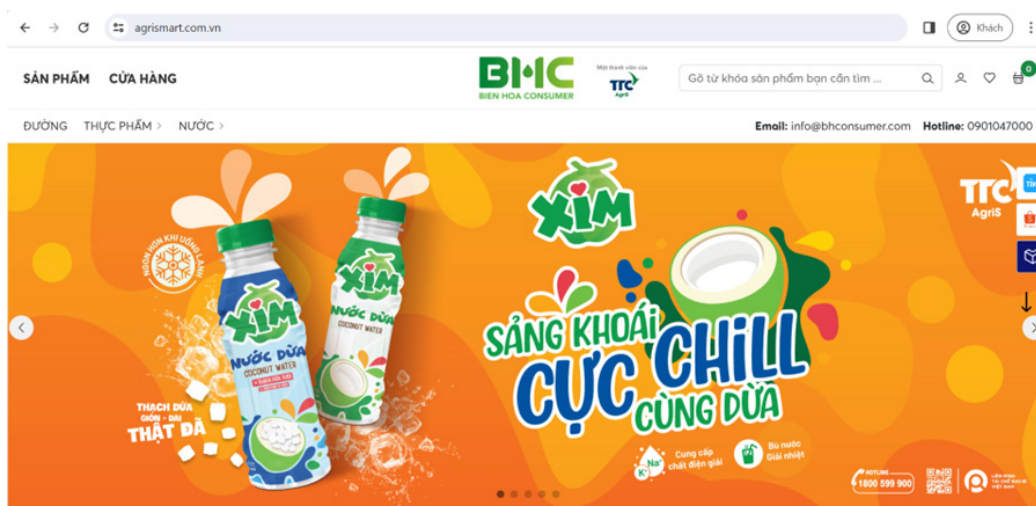
In FY 2022-2023, TTC AgriS was also the first Vietnamese company honored with Bonsucro certification - demonstrating a commitment to environmental and social sustainability for sugarcane. This certification is not only an important step for TTC AgriS to expand the scale and build the TTC AgriS brand to reach new markets but also a guarantee of product quality and value, helping to enhance the position and reputation of the Company in the eyes of the global Investors, Partners and Customers.



Conquering the F&B, progressively accomplishing the goal of becoming a worldwide agricultural product solution provider, aiming to achieve a revenue of VND 60 trillion in agricultural products by 2030

With the explosion of E-commerce and especially shopping and entertainment channels, it has made it easier for consumers to access products. During the past time, TTC AgriS has focused on researching and launching new products to maximize the crop value chain, specifically naturally nutritious beverages. At the same time, the Company builds an internal foundation with training and development of the sales team, especially deploying specialized Beverage sales teams to promote business activity.

Pursuing the goal of **multi-channel and multi-touch points**, on January 15th, 2024, TTC AgriS officially launched a Web order to increase Customer experience, helping Customers access TTC AgriS's products from Sugar to F&B in the fastest and best way. At the same time, TTC AgriS built sales channels on e-commerce platforms such as Lazada, Shopee, Tiki, Tiktok,... With the Customer-centric goal, TTC AgriS connects all touch points and solutions to create a unified whole, maximizing opportunities to access and serve Customers.



Web order interface (<https://www.agrismart.com.vn>) helps Customers easily access TTC AgriS products.

Successfully building a Web order interface is considered a step forward in the strategy of participating in the Global F&B value chain, realizing the goal of expanding and investing in development for potential markets. Besides, TTC AgriS continues to improve the quality of products and services and maintain a 55-year brand position in the market. **TTC AgriS continues to follow the orientation of applying the Circular Commercial Value Chain model with the goal of becoming a high-tech agricultural solution provider, participating in the F&B value chain and will soon realize the goal of achieving a revenue of VND 60 trillion in agricultural products by 2030.**

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GOOD for HEALTH**



For further information, please contact:

Investor Relations and Public Relations Department

✉ irpr.info@ttcagris.com.vn