

## TTC AGRIS - SUSTAINABLE GROWTH IN THE DYNAMIC LANDSCAPE



**Sugar consumption volume reached 1 million tons and net revenue recorded a significant increase of 35% over the same period last year, to over 145% of the annual plan**

At the end of the FY 2022-2023, Thanh Thanh Cong - Bien Hoa Joint Stock Company (TTC AgriS, Hose: SBT), achieved positive results, with cumulative net revenue reaching 24,747 billion VND, a 35% increase compared to the same period, surpassing the annual plan by 145%. The company also achieved over 1 million tons of sugar consumption for the 4<sup>th</sup> consecutive year, with the Export channel showing robust growth, witnessing a 73% increase in sales volume, and the B2B Industrial channel experiencing a 16.5% increase compared to the corresponding period.

TTC AgriS recorded a gross profit from sales and service provision amounting to 2,656 billion VND, marking a 15% increase from the same period last year. Apart from the favorable business results, TTC AgriS also expanded its scale, with total assets as of June 30<sup>th</sup>, 2023 reaching over 30,000 billion VND (~ 1.3 billion USD), an 8% increase compared to the beginning of the FY.



At the end of the 4<sup>th</sup> Quarter, Sugar still played a key role in the revenue structure as Sugar products achieved 22,898 billion VND, accounting for 92.5% of the revenue, up 36% over the same period. Besides Sugar products, the revenue of molasses recorded 362 billion VND, accounting for 1.5%; the revenue of commercial electricity recorded 227 billion VND, accounting for 0.9%, up 11% over the same period; and the revenue of microbial fertilizer recorded nearly 268 billion VND, accounting for 1.1%, with an impressive growth rate of 105% compared to the same period.

Besides, other revenues were also a highlight, recording nearly 991 billion VND, accounting for 4% of revenue, an increase of 46% over the same period. This revenue came from machinery sales and other agricultural products such as bananas, coconuts, rubber,... And especially, the revenue from various natural nutritional beverages such as coconut water, sugarcane juice, and purified water from sugarcane... also experienced significant growth.



*TTC AgriS's 100% purified water from sugarcane product - Miaqua*

This transformation in revenue structure demonstrates TTC AgriS's commitment to achieving a comprehensive agricultural value chain and becoming a leading multinational agricultural company in the region. The Company aims to operate and develop an ecosystem of products and services, targeting market orientation and maximizing value for all Partners participating in TTC AgriS's sustainable agricultural value chain.

## **TTC AgriS continues to affirm its position in the F&B market with plant-based beverage product lines**

In July 2023, TTC AgriS proudly unveiled "Miáha Gaz", a carbonated sugarcane juice product infused with delightful fruit flavors like Orange, Citrus, and Berry, building on the previous success of their canned fresh sugarcane drink, Miáha. This innovative product combines 100% natural sugarcane juice with refreshing carbonation, delivering exceptional nutritional benefits, promoting well-being, and catering to the modern preferences of the younger consumer demographic.





*The introduction of Miaha Gaz marks a strong shift for TTC AgriS in the F&B market.*

Leveraging its significant access to vast agricultural resources, TTC AgriS is now offering a diverse range of natural nutritional beverages to the market, providing consumers with energy and health benefits. These products include canned fresh sugarcane drink Miáha, 100% pure sugarcane juice Miaqua, coconut water, and purified water Puraqua. TTC AgriS's beverage products are available throughout various provinces and regions in Vietnam and in supermarkets and convenience stores nationwide. Moreover, they have been successfully exported to markets worldwide, receiving positive responses from international customers.

### **Capturing prevailing trends and driving proactive transformation, TTC AgriS has become a prominent destination for top-notch international financial institutions**

Within just 1 month, TTC AgriS has successfully attracted a total of 140 million USD in foreign capital from leading global financial institutions. On June 16<sup>th</sup>, 2023, TTC AgriS completed the final signing stage of a 40-million-USD commercial financing agreement with the International Finance Corporation (IFC) and Sumitomo Mitsui Banking Corporation (SMBC). On July 20<sup>th</sup>, 2023, an additional 100 million USD in foreign capital was secured when the company signed a loan agreement with a group of nine financial institutions, with First Commercial Bank (FCB) acting as the Lead Bank in arranging and managing the loan.

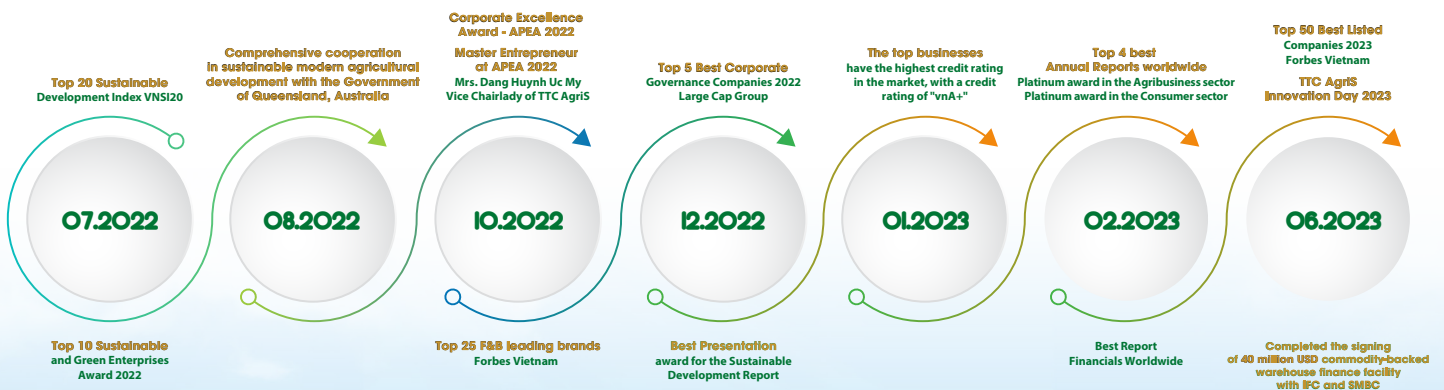
This achievement reaffirms TTC AgriS's full compliance with rigorous standards set by leading international institutions, including stringent corporate governance, sustainable development, and a sound business strategy based on a strong business foundation and a reputable credit profile.





Senior leaders of TTC Group, TTC AgriS, and FCB, together with a group of leading financial institutions in the Asian region, gathered for the signing ceremony of a USD 100 million loan

Furthermore, reputable domestic and international ETFs have also shown interest by continuously increasing their investments in SBT shares. As of June 30<sup>th</sup>, 2023, out of the 7 ETFs in the Vietnamese stock market with a scale of over 100 million USD, 3 ETFs held SBT's shares. Notably, Fubon FTSE Vietnam ETF holds approximately 19 million shares, Vaneck Vietnam ETF holds around 9 million shares, and iShares MSCI Frontier and Select EM ETF holds around 3 million shares.



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