BUSINESS EVALUATION REPORT

SHARE | SUGAR INDUSTRY | HSX: SBT

VietinBank SECURITIES

THANH THANH CONG – BIEN HOA JOINT STOCK COMPANY

SUSTAINABLE GROWTH DRIVEN BY A CIRCULAR COMMERCE VALUE CHAIN **APRIL 15, 2025**

Buy Range	**15,000 - 15,300**	
Target Price	**18,000**	**BUY**
Upsize	**17.6% - 20%**	

Business plan	2022 - 2023	2023 - 2024	
Revenue	**20,622**	**26,168**	**POSITIVE**
Profit before tax	**850**	**900**	

Trading Information	
Ticker	SBT
Market Price (15/04/2025)	15,850
Beta	0.5
Listed Shares (million shares)	815
Outstanding Shares (million shares)	815
10D Avg. Volume (mn shares/day)	3.46
Foreign Ownership (%)	23.96%
Market Capitalization (VND billion)	13,766
P/E	15.83
EPS	1,067

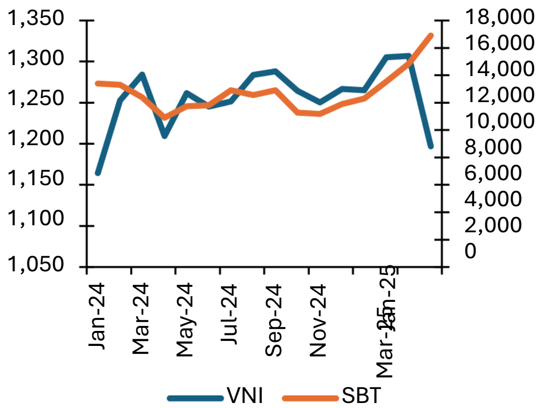
Shareholder Structure	Ownership percentage
Thanh Thanh Cong Investment JSC	16.09%
Global Mind Vietnam JSC	16.68%
Legendary Venture Fund 1	16.48%
Thanh Thanh Cong – Bien Hoa JSC	15.59%

Company Overview

Name Thanh Thanh Cong – Bien Hoa Joint Stock Company

BT primarily operates in the sugar and sugar by-products sector, with a large raw material area of over 71,000 hectares and 9 production plants manufacturing 88 sugar products exported to more than 50 countries. In Vietnam, SBT has demonstrated its leading position, holding more than 46% market share. In addition to traditional distribution channels such as supermarkets, agents, and distributors, SBT's sugar products are also supplied to industrial customers such as Coca-Cola, Pepsi, Hau Giang Pharmaceutical, Vinamilk, Acecook, and others.

VN-INDEX and SBT price performace



BUSINESS RESULTS UPDATE

During Q2 FY2024/25, SBT recorded positive business growth, with net revenue exceeding VND 7,538 billion, up 7.4% YoY. Sugar consumption volume reached nearly 360 thousand tons, increasing by 4.37% YoY, while net profit grew by 7%. Notably, the B2B channel delivered strong growth of 37.43%, driven by contributions from the industrial segment (+8.7%) and the trading segment (+87.91%). Net profit after tax reached nearly VND 231 billion, representing an impressive 30% YoY increase.

We expect SBT to maintain sustainable growth momentum in FY2024/25, supported by a vertically integrated business model spanning production, trading, and services.

SUPPORTING INFORMATION FOR THE COMPANY

We recommend **BUY** on SBT shares, based on expectations of positive business performance driven by the expansion of financial services and the strengthening of partnerships with farmers across the circular commercial value chain. Key supporting factors are as follows:

- **SBT has established a circular commercial value chain, targeting net revenue of VND 60,000 billion by 2030, representing nearly double the level recorded in FY2023/24.** The sugar segment is expected to contribute 60% of total revenue, with annual sugar consumption volume projected to reach approximately 1.7 million tons by 2030. In addition, SBT plans to expand its FBMC (Food – Beverage – Milk – Confectionery) segment, which is expected to account for 40% of total revenue by 2030, comprising food (8%), beverages (28%), dairy products (2.7%), and confectionery (1.3%).

- **March 10, 2025, SBT officially signed a cooperation agreement with Sungai Budi - Indonesia's largest agricultural corporations.** Under the agreement, TTC AgriS and Sungai Budi Group will jointly develop a comprehensive supply chain in the sugar industry. TTC AgriS will establish a direct supply chain for Indonesian partners through direct investment in agricultural production and expand its business in agricultural products in international markets.

RISKS TO THE COMPANY

- **The global sugar market is facing oversupply pressure as demand shows a downward trend.**
- **SBT is facing significant financial pressure, with total loan balances of approximately VND 17,000 billion as of the end of Q3 FY2024-2025.**

VIETINBANK SECURITIES RECOMMENDATION SYSTEM

The recommendation system of VietinBank Securities is developed based on the absolute upside/downside of the stock price at the time of assessment compared with the target price.

RECOMMENDATION	DESCRIPTION
BUY	If the target price is 15% or more above the market price
MONITOR	If the target price is 5–15% above the market price
HOLD	If the target price is no more than 5% above the market price
SELL	If the target price is at least 5% below the market price

DISCLAIMER

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Partial translation prepared by AgriS based on the report by VietinBank Securities. For further details, please refer to the original report: here