

SBT - TO COMPLETE A COMPREHENSIVE & SUSTAINABLE SUPPLY CHAIN

SBT has strongly applied modern technology to optimization activities of supply chain

After successfully “go-live” the Oracle Fusion Cloud ERP system in July 2021, SBT has urgently prepared for the remaining modules operation in its digitization strategy to optimize the value chain, enhance transparency and increase the interests for all stakeholders.

Specifically, we have taken careful steps in evaluating and implementation each phase of supply chain operation completely together with consulting partners to come up with a itinerary to implement the supporting software such as: **E-bidding**, **Smart Factory**, **WMS** (Warehouse Management System), **TMS** (Sugarcane Transportation Management System), etc. connecting the entire operation chain not only for Sugarcane and Sugar but also linking new business segments according to the green supply model, consistent with the strategy until 2025 that the Company is heading to.



SBT has proactively built an integrated supply chain model through ERP Oracle Fusion Cloud system

Along with technology capacity is the transformation, innovation and professional upgrading expertise of the supply chain management personnel, making the goods supply and management activities more flexible.

As a new SBT's Deputy CEO in charge of Supply Chain Division, Mrs. Lam Thi Cam Le has more than 23 years of working experience in the Supply Chain Management industry at multinational corporations with strong supply chains activities such as: Procter & Gamble, Johnson & Johnson, Suntory Pepsico Beverage Vietnam, Sanofi, etc. She is expected to support SBT in improving and continuing to develop a green, sustainable supply chain, applying 4.0 technology and balanced solutions, saving costs, improving product value as well as quality service to customers. *“In the short term, SBT's orientation is to develop a supply chain capable of quickly response the demanding of the FMCG industries as well as solutions for the Company's agricultural products in the domestic and international markets.”* - Mrs. Le shared.



Improving supply chain efficiency through best risk control

Previously, the global supply chain has tended to be disrupted in many important stages due to the impact of "Black Swan" crises such as the Covid-19 pandemic is associated with fierce competition between major countries for the supply of raw materials, which are being crisis by the war between Russia - Ukraine, zero Covid policy in China, has pushed the difficulties and challenges of the global supply chain to the peak. The Vietnamese economy in general and the Sugar industry in particular are also greatly affected with many risks.

In that context, SBT has made efforts to apply short-term solutions but drastic in controlling and reducing the increase in raw material prices and transportation costs through negotiation, reallocation of output as well as finding new suppliers for supply assurance. In addition, self-evaluation business measures activities are also regularly implemented to avoid wasting resources and incurring unnecessary costs.



Mrs. Lam Thi Cam Le - SBT's New Deputy CEO in charge of Supply Chain Division

“Taking advantages of owning raw material areas, a network of factories and an extensive distribution system, SBT maintains its flexibility in distribution activities and being proactive in negotiating the raw materials prices and input services, thereby helping the Company to control costs and take the initiative in enhancing competitiveness. We are confident that we can deal with challenges to both maintain and improve the performance of the supply chain while ensuring good business results.” - Mrs. Le shared.

Macro-level difficulties will continue in the new fiscal year and may last until the end of 2023. Aware of that, SBT has urgently built foundational factors and promoted supply chain strengths to minimize the unplanned impact factors. Simultaneously, along with supportive policies from the Government and existing opportunities in Vietnam, SBT is continuing to optimize its strengths, minimize risks and strengthen the cooperation and the information exchange to participate in regional and global supply chains.



SBT's comprehensive supply chain strategy creates breakthrough in the international market

Pioneering in the journey of **high-tech agriculture, sustainable development, and harmony of interests for all stakeholders**, SBT is continuing to utilize the core competencies as the standard to develop the management team and operational processes, applying high technology, while further improving the technology application capacity of all staffs, applying modern supply chain management models through each stage such as supply chain model 3A (Agility - Adaptability - Alignment), green supply chain model (Green SCM), etc. With all that core, SBT tends to develop a sustainable supply chain in the near future.

In addition, SBT also focuses on developing a network of domestic and foreign suppliers by maintaining the supply of high quality Sugar products, accompanied by improved sales services, at the same time maintaining our position as a leading Sugar producer, favored by large enterprises in the processing of food, beverage, dairy, pharmaceuticals, etc. prioritize selection for SBT to participate in their product value chain. Beside expanding cooperation with existing suppliers, SBT is also demonstrating the solid ability to attract large corporations and high-tech corporations with the same moving orientation.



The supply chain at SBT plays a vital role in ensuring the smooth of goods flow, optimal cost efficiency and responding to customer demands promptly.

Mrs. Le expects: *“With the ability to lead Vietnam’s Sugar Industry and recent activities to promote production and business activities to the international market is a golden condition for SBT to build strategic relationships with suppliers, in order to optimize input costs as well as towards JVC - Joint Value Creation. In the next new phase of development to confirm SBT brand identity in the world, we will conduct a series of measures to classify suppliers, re-evaluate partner’s supply capacity and willingness for strategic cooperation, as well as find new suppliers. Based on that, we will develop short, medium and long-term development strategies with suppliers in each domestic and foreign market, serving the orientation of developing modern, green and sustainable agriculture of SBT.”*



**SBT - Pioneering in the journey
of high-tech agriculture, sustainable development,
and harmony of interests for all stakeholders.**



For further information please contact:

Ms. VU THI LE GIANG

Investor Relations & Public Relations Department

giangvtl@tcsugar.com.vn