SBT – 1st QUARTER OF FY 2021-2022 – PROFIT AFTER TAX INCREASED SHARPLY BY 88% COMPARED TO THE SAME PERIOD

SBT

NET REVENUE 4,312 (VND BILLION)	UP 18% OVER THE SAME PERIOD	COMPLETED 26% OF THE YEAR PLAN
PROFIT BEFORE TAX 262 (VND BILLION)	UP 96% OVER THE SAME PERIOD	COMPLETED 35% OF THE YEAR PLAN
PROFIT AFTER TAX 195 (VND BILLION)	UP 88% OVER THE SAME PERIOD	
REVENUE OF THE SUGAR PRODUCT LINES 4,124 (VND BILLION)	ACCOUNTED FOR 96% OF THE REVENUE STRUCTURE	

REVENUE BREAKDOWN ACCORDING TO PRODUCT LINES IN THE 1st QUARTER FY 2021-2022

1. SUGAR - 95.6% NET REVENUE
2. MOLASSES - 1.7% NET REVENUE
3. FERTILIZER - 0.9% NET REVENUE
4. OTHERS - 1.8% NET REVENUE

SBT'S DIVERSE PRODUCT PORTFOLIO

73 SUGAR PRODUCTS

- 7 ORGANIC SUGAR
- 9 ROCK SUGAR
- 9 GOLD SUGAR
- 5 FUNCTIONAL SUGAR
- 5 LIQUID SUGAR
- 21 RE SUGAR
- 17 RS SUGAR

11 SUGAR BY-PRODUCTS

- 4 PRIMARY BY-PRODUCTS
  - 2 BOTTLED WATER MIAQUA
  - BAGASSE
  - MOLASSES
- 7 SECONDARY BY-PRODUCTS
  - COMMERCIAL ELECTRICITY
  - 2 CARAMEL
  - 4 MICROBIAL FERTILIZER

6 BEVERAGE PRODUCTS

- 3 HEALTHY DRINKS
  - 3 MÍAHA SUGARCANE JUICE
- 3 PURE WATER
  - 3 PURAQUA BOTTLED WATER

1 OTHER PRODUCT

SOLAR POWER

PROFIT OF 1st QUARTER HAD A REMARKABLE INCREASE, COMPLETED 35% OF THE YEAR PLAN

The 1st Quarter of fiscal year (FY) 2020-2021, Thanh Thanh Cong Bien Hoa Joint Stock Company (TTC Bien Hoa, SBT, the Company) consumed nearly 265 thousand tons of Sugar, **recorded the Revenue of VND 4,312 billion, up 18% over the same period, and completed 26% of the year plan. Profit before tax reached VND 262 billion, up 96%, completed 35% of the year plan and Profit after tax reached VND 195 billion, up 88% compared to the same period.**

At the end of the 1st Quarter, Sugar still plays a key role in the revenue structure as Sugar product lines recorded VND 4,124 billion, accounted for 96%.

SBT currently owns the most diverse Sugar product portfolio with more than 73 product lines optimally meeting the various and specialised demand of different Customers including the primary channels, such as: B2B, B2C, Export and Trade.

With the long-term strategy to optimize the Value chain of the Sugarcane, SBT is utilizing 11 Sugar By-product lines including pure water with sugarcane flavour Miaqua, Bagasse, Commercial electricity, Molasses, Caramel and Microbial fertilizer. In particular, 6 beverage lines include healthy drinks and pure water, outstandingly, the canned sugarcane juice Míaha – 100% from natural non-GMO sugarcane juice, which was launched in FY 2020-2021. The product was greeted with great enthusiasm by customers, marked a positive beginning and encouraged the Company to continue to increase the production scale. In the first three months of the fiscal year, the revenue of Molasses rose sharply, up 288% compared to the same period of last year, significantly contributed to the revenue structure of SBT's Sugar By-products.

In the first three months of the fiscal year, **Financial operations revenue was also a highlight of SBT as it increased fivefold compared to the same period last year, reached VND 346 billion, of which the majority of the revenue originated from the Sugar trading activities on the global commodity exchange.** During the past periods, SBT succeeded in participating in the international market through its global Trading house, thereby the Company can be proactive in balancing "the commodity balance" with reasonable output, competitive material cost, maintaining an appropriate level of inventory, thus, price fluctuations can be minimized.

SBT SUCCEEDED IN HOLDING THE ANNUAL GENERAL MEETING FISCAL YEAR 2020-2021 IN ONLINE FORM

On October 20th, 2021, SBT held the Annual General Meeting (AGM) FY 2020-2021 in 100% online form. The Meeting was a success as it was organized in the modern framework with transparent disclosure and professionalism.

During the Meeting, the BOD **presented 18 resolutions and all were approved with the high voting ratio.** Notably, the AGM approved the Business plan for FY 2021-2022 with **Net revenue of VND 16,905 billion, up 13% compared with the past period. Profit before tax is estimated to reach VND 750 billion.** The dividend plan for FY 2021-2022 is expected to be from 8% to 10% of the par value, paid by shares or cash. The AGM also approved the plan for private placement in which the number of shares issued is expected to be under 20% of the total amount of stocks with voting rights circulating at the time of the sales announcement. Mrs. Dang Huynh Uc My - Vice Chairwoman of SBT revealed on the plan: "With the issuance of 20% through private placement, the Company will have enough resources and capital for development and expansion projects in the upcoming five-year strategy."

During the past periods, international and domestic strategic Investors have taken great interests in SBT. Simultaneously, the Company has actively selected Investors that can accompany in the long-term and bring added value to SBT. The procedure of the Investors was delayed due to the influence of Covid-19. Nevertheless, the pandemic is gradually under control and Vietnam applied promptly measures to prevent Covid-19, which are positive signs. Therefore, Mrs. My is confident that the plan for fund raising of SBT will soon be implemented within the next 6 to 9 months. The target Investors could be foreign Investors, strategic Investors as well as individual Investors.

CATCHING UP WITH THE TREND, CONTINUING TO GIVE PRIORITY TO THE DEVELOPMENT OF ORGANIC AGRICULTURE AND EXPANSION OF NEW EXPORT MARKETS

In recent years, organic products have been becoming the global consumption trend due to its advantages to consumers' health and its eco-friendly nature, which contributes to the sustainability in agricultural production. In Vietnam, businesses, producers and consumers show an inclination towards organic agricultural products regarding the increasing demand for food safety and environment protection. To stay ahead of the trend, TTC Bien Hoa has decided on appropriate strategic directions as the Company has concentrated and promoted the research and development activities on organic agricultural products and the expansion of organic material areas, especially in Laos and Cambodia.

At the AGM FY 2020-2021, Mrs Dang Huynh Uc My also confirmed: "SBT is developing the raw material areas in Laos **to achieve the annual Organic Sugar output of 100,000 tons** while SBT's current organic sugarcane areas is over 6,000 hectares. In the long term, the harvested areas are expected to expand in the upcoming FYs and **reach 14,000 hectares in FY 2025-2026 onwards**. Organic product business will not only include common Sugar products but also focus on value-added products that are beneficial for Consumers' health. SBT sets the goal to accomplish in the agricultural category in order to launch organic products that meet international standards."

TTC Bien Hoa's Organic Sugarcane material area at Attapeu, Laos

With the orientation to transform the traditional agricultural model to organic cultivation, SBT is always resilient in its journey of sustainable development, **taking the "green" business strategy as the foundation for growth**, enhancing its competitiveness and creating incentive for international expansion.

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