

SBT - TOTAL ASSETS SURPASSED 1 BILLION DOLLAR, PROFIT COMPLETED 76% YEAR PLAN IN JUST 6 MONTHS



PROFIT BEFORE TAX OF FIRST 6 MONTHS CONTINUED TO INCREASE 72% OVER THE SAME PERIOD

Accumulated 6 months of fiscal year (FY) 2021-2022, Thanh Thanh Cong Bien Hoa Joint Stock Company (TTC Bien Hoa, SBT, the Company) consumed nearly 575 thousand tons of Sugar, recording net revenue of VND 9,302 billion, up 23% over the same period, and completed 55% of year plan. **Profit before tax reached VND 573 billion, up 72%, completed 76% of year plan. Profit after tax reached more than VND 436 billion, up nearly 52% over the same period.**

At the end of the 2nd Quarter, Sugar still plays a key role in the revenue structure as Sugar products achieved accumulated revenue of VND 8,871 billion, accounting for more than 95.4%. In addition, revenue from agricultural mechanical equipment and other agricultural products such as bananas, coconut water, etc. were impressed by contributing VND 231 billion, up 72% over the same period, accounting for 2.4% of net revenue. This revenue structure proves that SBT is progressing in the right direction to become Vietnam's and the region's leading agricultural company, provides in-depth agricultural solutions and transfers modern mechanization techniques.



In the first 6 months of the FY, revenue from financial activities was also a bright spot in SBT's business when it recorded VND 683 billion, up 238% over the same period, 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.

As of December 31st, 2021, the Company's total assets surpassed 1 billion dollar for the first time, achieved over VND 23,534 billion, up 15%, equivalent to an increase of 3,063 billion compared to the beginning of the FY.

GLOBAL SUGAR INDUSTRY PROSPECTS – THE WORLD SUGAR PRICES ENTER A NEW GROWTH CYCLE IN FY 2021-2022

Sugar prices have witnessed a sharp rise recently. Specifically, it rebounded and rose steadily from a low of 9 cents/lb in April 2020 to reach a 4-year peak at 20.4 cents/lb in November 2021. Currently, Sugar prices are trading around 18-20 cents/lb and are expected to exceed 25 cents/lb in this year.

Some of the main driving forces for Sugar prices increase were:

1. Due to poor weather conditions in Brazil, the world's largest sugar producer, the crop might have ended earlier than usual, causing global Sugar shortage;
2. Crude oil prices recovered 150% from the bottom of October 2020, reaching the highest price in the last 7 years. Sugar prices often tag along with oil prices. Because when oil prices rise, Sugar mills tend to increase ethanol production, reducing the amount of sugarcane used to produce Sugar;
3. Escalating logistics costs in the chaos of the pandemic is also one of the factors placing pressure on Sugar prices;
4. Forecast from a number of experts and organizations regarding the global Sugar supply shortage in FY 2021-2022.

According to a report released by ISO - The International Sugar Organization, 2021-2022 crop will face a deficit of 3.8 million tons, an increase from 3 million tons in 2020-2021 crop. Preliminary data from the Ministry of Commerce recently shows that Brazil's Sugar exports had a bad performance in January, with volumes down by 31% in the third week of this month. Simultaneously, India, the world's second largest Sugar producer, is expected to see a decline in export prospects as businesses shift their focus away from Sugar and toward ethanol, which is more lucrative. The decrease in the supply from the world's largest Sugar producer is the main reason for the continuous increasing in world Sugar prices. On the other hand, domestic sugar price is at its all time high in 4 years period. Most expert analysts have predicted the price will be higher in the near future.

On June 15th, 2021, the Ministry of Industry and Trade officially imposed an anti-dumping tax of 42.99% and an anti-subsidy duty of 4.65% on Cane Sugar products originating in Thailand. The Government has applied anti-dumping restrictions on sugar prices and put a lot of effort into preventing sugar smuggling from other countries. It showed strong supports for domestic sugar industry.

SBT SEIZES OPPORTUNITIES TO CONTINUE BREAKING UNCHARTED TERRITORY

Previously, the Company opened and operated three new branches in Can Tho, Da Nang, and Hanoi to expand the domestic supply network, directly meeting the demand for Sugar consumption and local industrial production, both of which are in short supply. Additionally, the Company leverages its ownership of international trading house to strengthen its ability to exploit the domestic market for a group of Customers with a high import demand, owing to available strength in warehousing, after-sales,



The Singaporean subsidiary has extensive experience in commodity trading and has been conducting trading activities on the commodity derivatives trading floor for several years, utilizing derivatives to effectively hedge risks associated with the continuous fluctuations in international Sugar prices, increasing trading flexibility and contributing to increased profits. Additionally, this subsidiary plays a critical strategic role in coordinating export business activities and assisting SBT in keeping abreast of global sugar market developments, thereby coordinating reasonable activities in the Company's markets and gradually transforming itself into a global enterprise.

According to the result of the Sustainable Development Assessment in 2021 from HOSE, Ho Chi Minh City Stock Exchange, SBT continued to stay in **Top 20 stocks with the highest sustainable development scores in Vietnam Stock market (VNSI-20)**. Notably, in the 2021 evaluation period, SBT achieved high ESG scores (Environmental, Social and Corporate Governance) which increase to 90% from 75% of last evaluation period. The VNSI-20 evaluation process was strictly implemented by HOSE through more than 100 criterias which were based on the GRI Standards (Global reporting Initiative), and OCED Principles of Corporate Governance (Organization for Economic Cooperation and Development), and regulations of the securities law in Vietnam. The entire assessment process is independently verified by PwC.

Sustainable investment is currently taking the world's main stage as investment funds are prioritizing their capitals in high-rated ESG companies. A survey from PwC found that the total value of ESG funds surpassed the conventional ones by 9% between 2010 and 2019. In addition, companies with high ESG scores seem to have better performance and thus attract larger funds from investors. The fact that SBT continues to maintain its position as the only Sugarcane company present in the VNSI20 Index Basket - Top 20 listed companies in HOSE's Vietnam Sustainability Index is a significant lever for SBT to benefit from the ESG investment trend with easier access to funding, especially from foreign markets.

The timeline consists of five circular nodes, each representing a month in 2021. The nodes are connected by curved arrows pointing from left to right. Each node contains a date in the center. Above and below each node are the details of the awards and recognitions received during that month.

Month	Awards and Recognitions
06.2021	The Best Companies to work for in Asia 2021 - HR Asia Top 50 Best Listed companies 2021 - Forbes Vietnam
07.2021	Top 10 Sustainable and Green Enterprises - VICETA Top 20 Vietnam Sustainability Index (VNSI20) - HOSE
10.2021	Top 50 Best Performing Companies in Vietnam 2021 - Vietnam Report
11.2021	Corporate Excellence Award - APEA Master Entrepreneur Award - APEA Mrs. Dang Huynh Uc My Vice Chairwoman
12.2021	Top 5 Best Corporate Governance 2021 Large cap group - HOSE



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