THANH THANH CONG - BIEN HOA JOINT STOCK COMPANY
Tan Hung Commune, Tan Chau District, Tay Ninh Province
T. [+84 - 276] 375 3250 | F. [+84 - 276] 383 9834
E. info@ttcsugar.vn | W. www.ttcsugar.vn

THANH THANH CONG - BIEN HOA HOLDS THE CONFERENCE
"VIP SHAREHOLDERS, POTENTIAL INVESTORS AND ANALYSTS MEETINGS"

On 28 June 2018, Thanh Thanh Cong - Bien Hoa Joint Stock Company (JSC) (TTC Sugar, SBT, the Company) and the Consulting Partner - Saigon Securities Incorporation (SSI) collaborated to hold the first Conference in the series of 2018 Investor Relations activities to meet higher standard of information transparency. The Conference was attended by the Executive Board (EB) of TTC Group, TTC Sugar, HOSE, SSI along with 120 VIP Shareholders, Potential Investors and Analysts.

Mr. Pham Hong Duong - SBT's Chairman of the Board shared operational highlights after the M&A with Bien Hoa Sugar JSC; updated Sugar industry'macro environment including favorably influence to TTC Sugar for the upcoming period; sustainable development strategy; as well as investment opportunities in SBT shares.

TTC Sugar has supported Vietnam sugar trademark to be traded in New York and London Mercantile Exchanges for Raw sugar and White sugar respectively. SBT is currently leading Vietnam's Sugar industry with 40% domestic market share; 9 Sugar refineries from Raw sugar and Sugarcane, 3 among which are large Sugar refineries including TTCS - Tay Ninh, Bien Hoa - Ninh Hoa and, especially, Bien Hoa - Dong Nai, the only Sugar refinery working the whole year round with 400 tons of Sugar/day. With the crushing capacity of 48,600 tons/day, accounting for 33% of the Country's one, bounding 400% to 2012; the total volume of consumption for Financial Year (FY) 17-18 is estimated 620,000 tons, equivalent to 44% of the Country's and achieving 101% of the annual plan.

The production capacity has led the Industry in all aspects thanks to 62,000 ha of Material areas, being equivalent to ¼ of the nation's. There are Owned farms of 18% with 100% mechanized and harvested mainly by large machines and Invested areas of 82% spreading across 3 Indochina countries. Sugarcane productivity of 70 tons/ha, being up 21% after 5 years for lower production costs and better competitiveness. The Company currently has a diversified product portfolio of Sugar and By-products with 85% and 4% contributed to the Revenue breakdown of 9 months 17-18 respectively. Sugar product structure are High-quality refined sugar, Yellow RS sugar (Organic, Mineral and Natural yellow sugar), High fructose corn syrup and Syrup flavor, Sugar bars, Stick Sugar, RE rock sugar and Isomalt diet sugar. For product differentiation, By-products such as Molasses, Commercial electricity, Miaqua bottled water, Microbial organic fertilizer and Bagasse are also being developed according to the strategic plan.

Diversified customer base with 4 main channels of B2B (Coca-Cola, Nestle, Pepsi, Vinamilk, Vinacafe, Tan Hiep Phat, Chuong Duong, Asiafood, Bibica, Kido, Hau Giang…), Export, Trading and B2C (88 distributors, 49,000 grocery stores, 2,035 supermarkets and convenient stores), are accounted for 56%, 16%, 14% and 14% correspondently. The warehouse management system of 35 Storages with a total land area of 115,000 sqm from North to South allows storage efficiency and convenience distribution, making the closed-loop supply chains. With total consumption of Sugar of over 12 million tons per year, the US is the leading import country from over 40 countries and provided by Mexico a third. Thanks to the concerns over sugar trade since 2017, most of American importers have tended to look for another source instead. SBT is the first Vietnamese company which has exported sugar to the US with starting 29 tons after ensuring of the U.S. Food and Drug Administration (FDA) and European standard production technology. The non-U.S. export markets with High-quality refined sugar RE, Yellow sugar and Sugar bar being focused are China, Sri Lanka, Myanmar, Singapore and Kenya.

For Vietnam Sugar industry in general and SBT in particular to achieve sustainable development, the global and domestic sugar is prerequisite. The world Sugar price bottomed out and is anticipated to rebound to 14.5 cents/pound within the last 3 months of 2018, Rabobank's forecast. The U.S. Department of Agriculture (USDA) estimates global Sugar output of FY 18-19 to drop by 4 million tons due to severe droughts in Brazil while Commodity speculation funds are beginning to stock up, India building Sugar storage which in turns minimizes export volume. At the same time, the recovery of gasoline price has led to the higher demand for bio gasoline, prompting a rebound in Ethanol production. These are all great news for Vietnam's Sugar industry.

Vietnam's Sugar industry have opportunities for growth thanks to economic expansion and potential GDP per capita. 2018 GDP growth rate is expected to be 6.8% and the Middle and Affluent class has Compound Annual Growth Rate in 2012-2035 of 13%, according to World Bank. On the other hand, the young population structure with average age of 31 and the highest rate of urbanization in ASEAN also act as supporting factors. It is anticipated that by 2035, Vietnam's urban population shall reach 54 million, being equivalent to 50% of the total and 21 million people being at the age of 20 - an ideal labor sources for the economy. The urban population is projected to grow to 60% in 2050 from 36% in 2017. It will lead to the high demand for Food & Beverage including Confectioneries, Soft-drinks, Milk and Ice-Cream… whose Revenues reaching USD 40 billion in 2021 from the USD 27 billion in 2017, Deloitte's forecast.

While Vietnam's annual Sugar consumption per capita was only 17.5 kg/year in 2017, which is much lower than that of other Asean counterparts such as Philippines (23.5 kg), Indonesia (24.6 kg), Thailand (43.4 kg) and Malaysia (57.9 kg); PwC have forecasted by 2026, Vietnam's Sugar consumption per capita shall grow to 26 kg, which is still modest compared to the rest. Most of Sugar consuming domestically are unlabeled, unclear origin and standards of sugar are heterogeneous as well. For sustainable development and competitiveness improvement, the Government has prioritized on anti-smuggling and price and quality control across the market. Vietnam Sugarcane and Sugar Association has encouraged the firms to develop diversified products from sugarcane by applying consistent solutions to reduce raw sugarcane's price and committed to close the factories which is unable to meet this target.

By-products including Electricity from bagasse and Ethanol have room for growth thanks to the high electricity consumption's and the gasoline shortages. Also, Atiga Agreement shall be extended for another 2 years till 2020, which is a great opportunity for 110 thousand sugarcane farmers and 380 thousand labors to take necessary adaptive steps for integration. This is considered as an appropriate course of action as the strong Sugar suppliers including Thailand and Philippine have been actively subsidizing their Sugar industries as well as trade protectionism. SBT's positive results for FY 17-18 ended June 30 2018 also informed. It is expected to meet the year target which passed by the General Meeting of Shareholders.

SBT stock is currently recommended Hold or Buy by prestige Securities Companies named HSC, Mirae Asset, FPTS, which is the independent third parties, with a price range from VND 17,500 to VND 30,000 per share. In addition, Morningstar, Inc. - a well-known Investment Research Firm specializing in providing market data and analysis has assessed the fair value of SBT share to be VND 22,000, much higher than the current market price. The SBT share price, therefore, should comprehensively reflect the long run value of the Company as well as Shareholders and Investors' benefits. Given the Company's potentials and long-term strategy, especially the favorable conditions of global and domestic Sugar market and the Government' strong determination, SBT share price will reflect the true value of the Company, said SBT Chairman.

By the end of June 2018, SBT has been included in the portfolio of many recognized Indices in the stock market such as FTSE Vietnam Index (1.07% - ranked 16th), MVSI Vietnam Index (V.N.M ETF) (1.79% - ranked 19th), iShares MSCI Frontier 100 ETF (0.12% - ranked 115th), MSCI Frontier Market 100 (0.12% - ranked 115th), MSCI Vietnam Small Cap Index (5.88% - ranked 4th), FTSE Vietnam All-share Index (0.68% - ranked 27th), DB Xtracker FTSE Vietnam Swap Ucits ETF (1.25% - ranked 14th), VFMVN30 ETF FUND (1.02% - ranked 21st), SSIAM VNX50 ETF FUND (0.77% - ranked 27th) and VN30. Besides, the Company is in the final stage of Due Diligence stage on deal closing with strategic foreign investors with competitive offer price which reflecting the Company' potential and align with SBT's foreign ownership ratio to be approved to 100%. By May 31 2018, foreign shareholders accounted for 7.8% of ownership while treasury stocks and domestic shareholders being 11.1% and 42.7% respectively. The Company currently has 3 Major shareholders being equivalent to 38.4% of ownership, namely Thanh Thanh Cong Investment (19.3%), Ben Tre Import Export (13.3%) and Mrs. Dang Huynh Uc My (5.8%).

For further information, please contact:
Ms. Vu Thi Le Giang
Investor Relations Department
Email: giangvtl@ttcsugar.com.vn

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