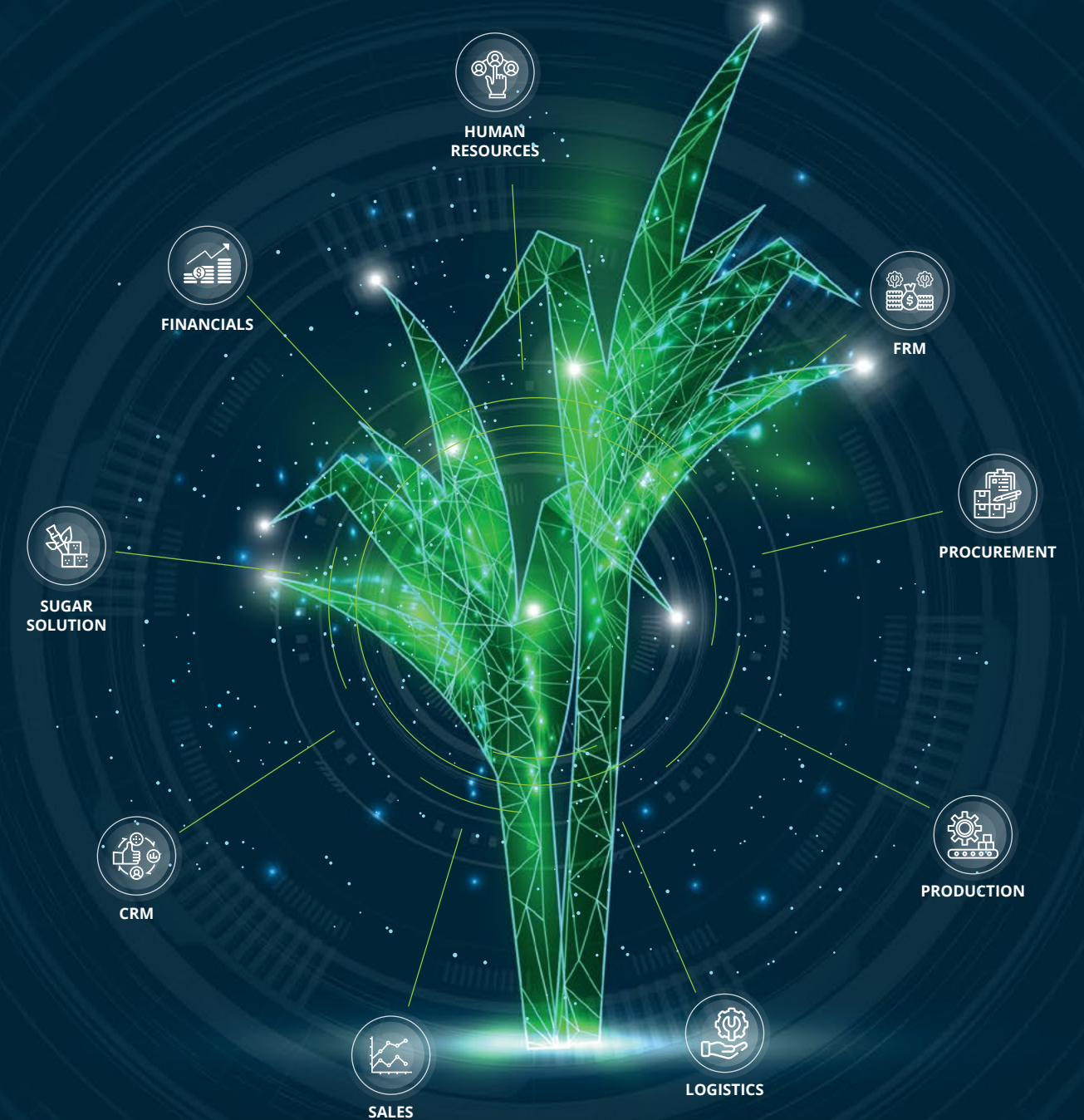




THANH THANH CONG BIEN HOA
JOINT STOCK COMPANY

Headquarters

📍 | Tan Hung Commune, Tan Chau District, Tay Ninh Province
☎ | (0276) 37 53 250

Trade Office

📍 | 11th Floor, TTC Building, 253 Hoang Van Thu,
Ward 2, Tan Binh District, HCMC
☎ | (028) 39 99 88 11
✉ | tcs@tcsugar.com.vn

🌐 | www.ttcsugar.com.vn

COMPREHENSIVE TECHNOLOGY
VALUE SHARING
FY 2020-2021 ANNUAL REPORT



COMPREHENSIVE TECHNOLOGY VALUE SHARING

ABBREVIATIONS

AGM	: Annual General Meeting of Shareholders
AR	: Annual report
ATIGA	: ASEAN Trade in Goods Agreement
ASEAN	: Association of Southeast Asian Nations
BOD	: Board of Directors
BOM	: Board of Management
B2B	: Business to Business
B2C	: Business to Customer
COD	: Chemical Oxygen Demand
CCS	: Commercial Cane Sugar
Co., Ltd.	: Company Limited
CAGR	: Compounded Annual Growth rate
CG	: Corporate Governance
CEO	: Chief Executive Officer
CIT	: Corporate Income Tax
EBIT	: Earnings before interest, taxes
EBITDA	: Earnings before interest, taxes, depreciation and amortization
ESOP	: Employee Stock Ownership Plan
ERP	: Enterprise Resource Planning
FS	: Financial report
FY	: Fiscal Year
FDA	: Food and Drug Administration
FDI	: Foreign Direct Investment
FOL	: Foreign Ownership Limit
GMS	: General Meeting of Shareholders
GT	: General Trade
GRI	: Global Reporting Initiative
GDP	: Gross Domestic Product

HOSE	: Ho Chi Minh Stock Exchange
HORECA	: Hotel, Restaurant and Catering
HR	: Human Resources
IA	: Internal Audit
IFRS	: International Financial Reporting Standards
ISO	: International Organization for Standardization
JSC	: Joint Stock Company
M&A	: Mergers & Acquisitions
MT	: Modern Trade
MNC	: Multinational Corporation
OECD	: Organization for Economic Cooperation and Development
P/E	: Price-to-Earnings Ratio
PAT	: Profit After Tax
PBT	: Profit Before Tax
RE	: Refined Extra
RS	: Refined Standard
R&D	: Research & Development
ROA	: Return On Average Assets
ROE	: Return On Average Equity
SME	: Small and Medium-sized Enterprise
TTC Bien Hoa/ SBT/ Company	: Thanh Thanh Cong – Bien Hoa Joint Stock Company
TCD	: Tons of Cane per Day
UN	: United Nations
USDA	: United States Department of Agriculture
VAS	: Vietnam Accounting Standards
VSSA	: Vietnam Sugarcane and Sugar Association
YoY	: Year Over Year



SCAN TO VIEW ONLINE VERSION
TTC BIEN HOA ANNUAL REPORT
FY 2020-2021

Contents

ANNUAL REPORT
FISCAL YEAR 2020-2021
SUMMARY VERSION

SBT IMPRINT OF THE YEAR

02 Abbreviation
04 Message from BOD Vice Chairwoman
06 Vision - Mission – Core value

1 SBT AT GLANCE

08 Significant numbers in FY 2020-2021
09 Financial highlights from FY 2016-2017 to FY 2020-2021
10 Significant events in FY 2020-2021
12 Increase of Charter capital over years
13 Awards and recognition

2 STRATEGIC DIRECTION

16 The historical development of the Company
18 Raw material area network
22 Sugarcane value chain
24 TTC Bien Hoa's diversified product portfolio
36 Strategic partnership
36 Distribution channel

3 SUGAR INDUSTRY PROSPECT

38 BOD's Strategic vision

4 OPERATION THROUGHOUT FY 2020-2021

42 Global sugar industry prospects
43 Vietnam Sugar industry prospects

46 Operation overview FY 2020-2021
47 Investment in improving technology
50 Capital market activities
52 Effective supply chain management
54 R&D activities
56 Agriculture research institute a crucial advancement toward sustainable material areas

5 SUSTAINABLE DEVELOPMENT REPORT

59 SBT towards the sustainable development strategy

6 STAKEHOLDERS'S SHARING ABOUT SBT

61 Customer comments
61 Responses of Sugarcane-growing partners
62 Employee's testimonials

7 INTRODUCTION OF EXECUTIVE BOARD

64 Introduction of the Board of Directors
65 Introduction of the Board of Management

MESSAGE FROM BOD VICE CHAIRWOMAN

I wish at the outset to sincerely thank the Shareholders, Investors, Farmers, Customers, and Partners who have always been a trusted companion of TTC Bien Hoa during the past time.



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

As a leading agricultural enterprise in Vietnam with more than 50 years of developing business revolving around the Sugarcane, TTC Bien Hoa owns more than 66 thousand hectares of agricultural land in Indochina, supplying to the domestic and international market more than 1 million tons of Sugar products each year. We acknowledge a clear message from Consumers: environmental issues are as crucial as new products quality and safety

For that reason, over the years, we always stay firm on our journey towards sustainable growth with a “green” business strategy as our core, creating competitive edges for propelling global-reach ambition. We focus on developing and completing the Sugarcane value chain, transforming our farming model into an organic one, optimizing Sugarcane value by maximizing the utilization of byproducts, proactively



Mrs. **Dang Huynh Uc My** - Vice Chairwoman of the Board of Directors of TTC Bien Hoa

carrying out researches on red-eyed bees to use them in pest control, ensuring no PPP residues in agricultural products, etc. All of these efforts are to promote the development of modern agriculture in tandem with environmental protection, adhering to ESG standards (Environmental, Social and Governance).

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. FY 2020-2021 is the 4th consecutive year that SBT has been continuing 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”**. In addition, SBT achieved additional milestones in 2020, including being named one of the Top 10 National Green Brands and Top 10 Sustainable and Green Enterprises. These accolades are a significant lever for SBT to benefit from the ESG investment trend with easier access to funding, especially from foreign markets.



In the coming fiscal year, we aim to place further emphasis on the implementation of ESG governance framework in all activities of the Company, which takes us one step closer to become **“Indochina's leading solution provider of traceable and sustainable agricultural products”** - a Company that could weather any storms and contribute to a sustainable food system. In particular, governance activities shall shift the focus on specialized sustainability, strive for “green” financial indicators and establish a synchronized and consistent operating system, thereby enhancing the transparency and accuracy in information disclosure to Stakeholders.

I look forward to receiving the continued support and companion from Shareholders, Investors, Farmers, Customers, and Partners on our journey to sustainable development and global reach.

Dang Huynh Uc My

Vice Chairwoman of the Board of Directors of TTC Bien Hoa



VISION - MISSION - CORE VALUE



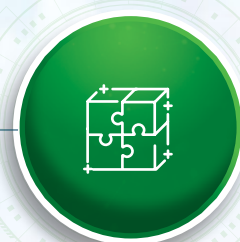
VISION

To become Indochina's leading solution provider of traceable and sustainable agricultural products.



MISSION

To build advanced and sustainable agriculture that provides energy and nutrients of natural origin, non-GMO.



CORE VALUE



EFFICIENCY



CREATIVITY



INTEGRITY



OWNERSHIP



PIONEER

TTC BIEN HOA

SBT - Imprint of the year

- 08 Significant numbers in FY 2020-2021
- 09 Financial highlights from FY 2016-2017 to FY 2020-2021
- 10 Significant events in FY 2020-2021
- 12 Increase of Charter capital over years
- 13 Awards and recognition



SIGNIFICANT NUMBERS IN FY 2020-2021

~66.000HA

RAW MATERIAL AREAS IN 3 COUNTRIES VIETNAM, LAOS, AND CAMBODIA

TTC BIENHOA



CONSUMPTION OUTPUT
10% year-over-year growth

1.16

MILLION TONS OF SUGAR



NET REVENUE
16% year-over-year growth,
achieve 104% of the target

14,925

VND BILLION



AFTER-TAX PROFIT

650

VND BILLION



**SUGAR
PRODUCTS**

73

7 Organic Sugar products meet
the EU and USDA standards



**SUGAR
BY-PRODUCT LINES**

11



BEVERAGE PRODUCTS

6



**LEADING VIETNAM'S
SUGAR INDUSTRY**

46%

MARKET SHARE



EXPORT MARKETS

24⁺



**COMMERCIAL ELECTRICITY
EXPORTED INTO
THE NATIONAL GRID**

~108

MILLION KWH



14

ETFs AND REPUTABLE
GLOBAL INDEXES



VNSI20

TOP 20 OF SUSTAINABLE
DEVELOPMENT INDEX
(VNSI20) - HOSE



TOP 5

BEST CORPORATE GOVERNANCE
- LARGE-CAP GROUP - HOSE

TOP 50

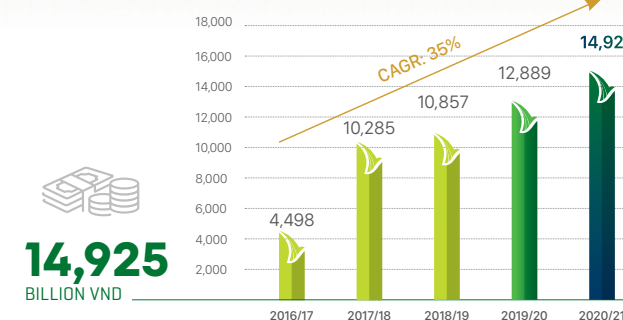
TOP 50 BEST LISTED COMPANIES
IN 2021 - FORBES VIETNAM

FINANCIAL HIGHLIGHTS FROM FY 2016-2017 TO FY 2020-2021

PROFITABILITY INDICATORS

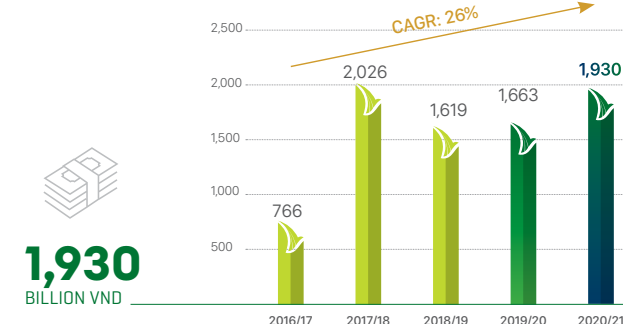
NET REVENUE

UNIT: BILLION VND



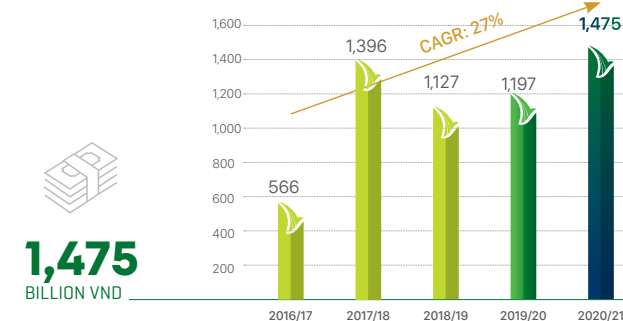
EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION, AND AMORTIZATION - EBITDA

UNIT: BILLION VND



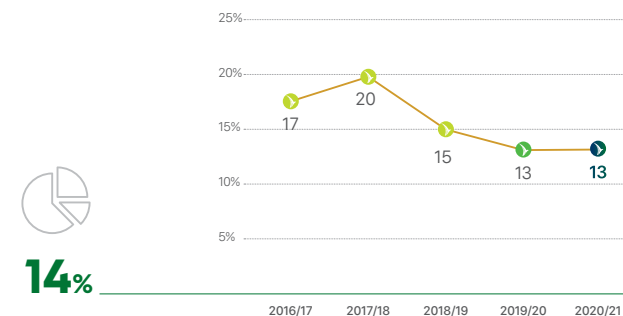
EARNINGS BEFORE INTEREST, TAXES - EBIT

UNIT: BILLION VND



EBITDA MARGIN

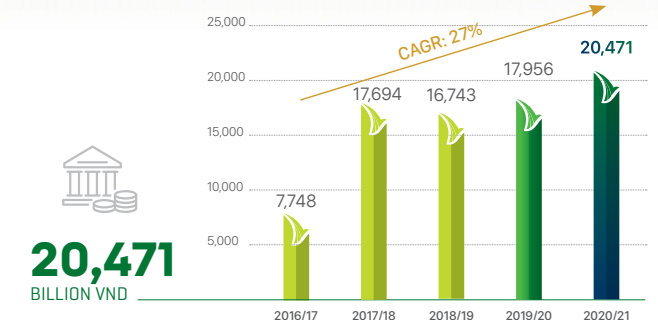
UNIT: %



ASSETS AND CAPITAL SOURCES

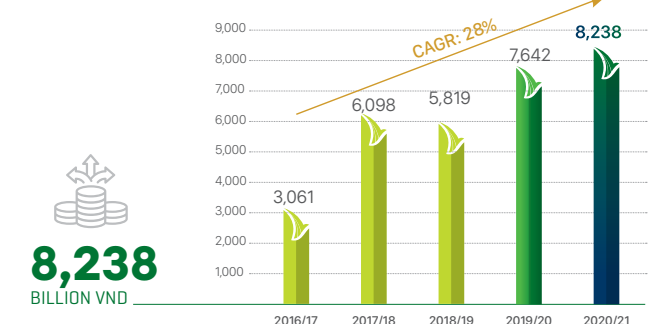
TOTAL ASSETS

UNIT: BILLION VND



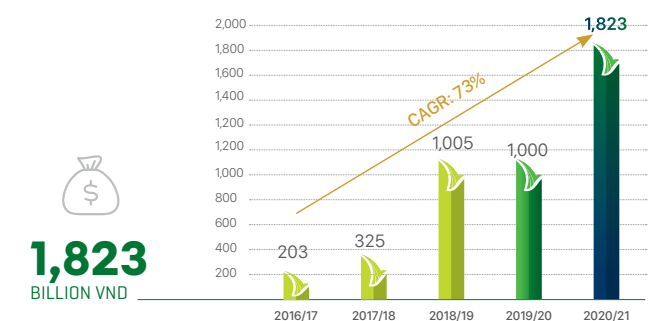
OWNER'S EQUITY

UNIT: BILLION VND



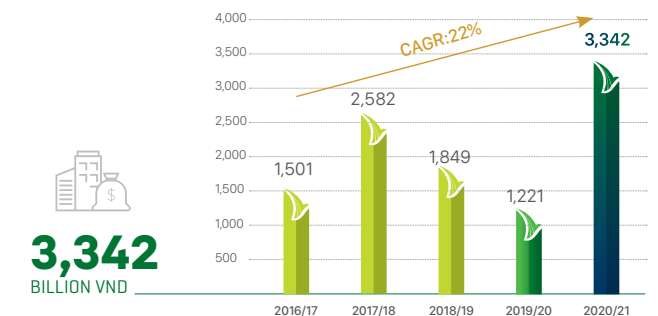
CASH AND CASH EQUIVALENTS

UNIT: BILLION VND



LONG-TERM LOANS AND FINANCE LEASE OBLIGATIONS

UNIT: BILLION VND



SIGNIFICANT EVENTS IN THE FY 2020-2021

2020

MONTH

7

TOP 10 SUSTAINABLE
AND GREEN
ENTERPRISES AWARD



"Top 10 Sustainable and Green Enterprises" Award

2020

MONTH

8

SIGNING CEREMONY OF
"TRANSFORM SBT" BETWEEN
TTC BIEN HOA AND KPMG



TTC Bien Hoa and KPMG Vietnam signed a strategic cooperation agreement on consulting the conversion program and implementation of the Oracle Cloud ERP

2021

MONTH

2

TOP 10 BEST ANNUAL REPORT
WORLDWIDE IN 2020



Top 10 best annual report worldwide in 2020 -LACP

2021

MONTH

3

"TRANSFORM SBT" KICK-OFF



TTC Bien Hoa and KPMG Vietnam launched the Oracle Cloud ERP project

TOP 20 LISTED COMPANIES IN HOSE'S VNSI INDEX BASKET

2020

MONTH

12

"TOP 5 BEST CORPORATE
GOVERNANCE" AWARD



Mrs. Huynh Bich Ngoc at the 2020 Listed Company Conference and Vietnam Listed Company Award

"VIETNAM'S TOP 50 LEADING BRANDS IN 2020" AWARD BY FORBES VIETNAM



Mrs. Huynh Bich Ngoc at the "2020 Top 50 Vietnamese leading brands" Award by Forbes Vietnam

2021

MONTH

6

TOP 50 BEST LISTED COMPANIES IN 2021
BY FORBES VIETNAM



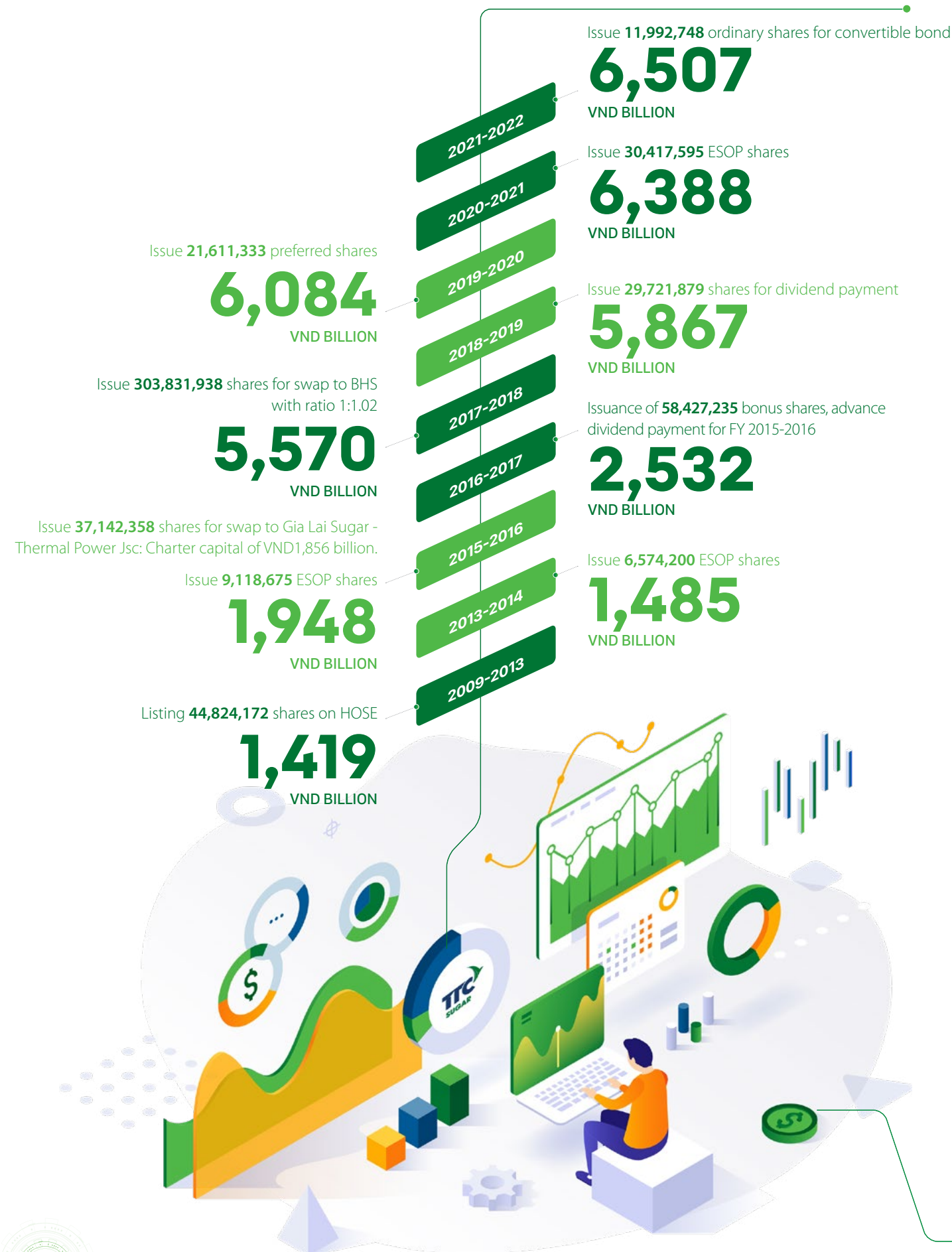
Top 50 Best Listed Companies in 2021 - Forbes Vietnam

GO-LIVE OF ORACLE CLOUD ERP



On July 1st, 2021, TTC Bien Hoa officially went live the Oracle Cloud ERP system for all 22 SBT units located in four countries: Vietnam, Singapore, Laos, and Cambodia. This digital transformation will assist SBT in transforming its operating model, streamlining processes, and digitizing its operations, with the goal of becoming a market leader in Vietnam's smart agriculture development.

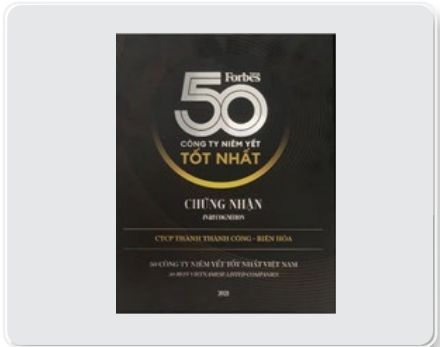
INCREASE OF TTC BIEN HOA'S CHARTER CAPITAL OVER YEAR



AWARDS AND RECOGNITION



Corporate Excellence Award 2021 - APEA



Top 50 Best Listed Companies 2021 - Forbes Vietnam



Top 50 Prestigious and Effective Public Company 2021 - Vietnam Report



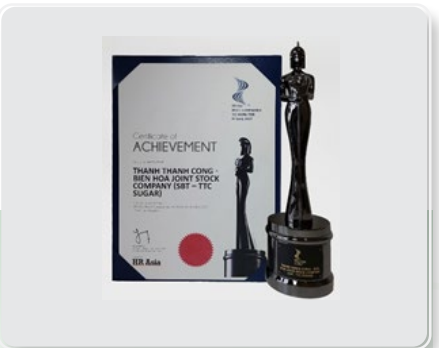
Top 20 Vietnam Sustainable Development Index (VNSI20) - HOSE



Top 5 Corporate Governance Award - Large Cap Company 2021 - HOSE



Top 10 Sustainable and Green Enterprises - VICETA



The Best Companies to work for in Asia in 2021 - HR Asia





1

SBT at glance

- 16 The historical development of the Company
- 18 Raw material area network
- 22 Sugarcane value chain
- 24 TTC Bien Hoa’s diversified product portfolio
- 36 Strategic partners
- 36 Distribution channel



THE HISTORICAL DEVELOPMENT OF THE COMPANY



Thanh Thanh Cong Bien Hoa JSC was formerly a joint venture between Bourbon Group, Sugarcane Union II and Tay Ninh Sugarcane Union

1995

- 1995
- Date of establishment: July 15th, 1995
 - Investment capital: USD95 million
 - Legal capital: USD28.5 million
 - Factories equipped with modern machinery and equipment as well as state-of-the-art technology: Refined Sugar is the main product, complying with European standards
 - Crushing capacity: 8,000 TCD

- 2000
- Tay Ninh Sugarcane Union transferred its capital contribution to Bourbon Group
 - 100% foreign-invested enterprise

- 2008
- Listing 44,824,172 of SBT shares on Ho Chi Minh City Stock Exchange (HOSE)
 - Accounting for 31.58% of the total outstanding shares
 - Charter capital: VND1,419 billion

- 2010
- Bourbon Group divested and transferred its stake to Vietnamese partners
 - Thanh Thanh Cong Investment JSC became a major shareholder, with the stake of 24.5% of total outstanding shares.
 - Charter capital: VND1,419 billion

- 2015
- Merging with Gia Lai Thermoelectricity JSC
 - The largest Sugar enterprise listed on Vietnam stock market
 - Charter capital: VND1,856 billion

- 2016
- The first time being in VN30 Index basket
 - Issuing VND1,000 billion bond: Stabilizing cash flows, restructuring financial system, increasing capital utilization
 - Issuing more than 9.1 million shares under the employee stock ownership plan (ESOP)
 - Charter capital: VND1,947 billion

2021

DEPLOYING **ORACLE CLOUD ERP**
 FOR ALL OF SBT'S 22 BUSINESS UNITS IN 4 COUNTRIES: VIETNAM, SINGAPORE, LAOS AND CAMBODIA

~66,000^{HA}
OF RAW MATERIALS AREAS IN
3 INDOCHINA COUNTRIES

SUGAR OUTPUT REACHED
1.16 MILLION TONS
CONTINUING TO ACHIEVE
OVER 1 MILLION TONS

EXPORT MARKETS
24⁺ COUNTRIES



CONTINUING TO BE
THE ONLY SUGAR ENTERPRISE
VNSI20

14 ETFs AND INDEXES
18.3 MILLION OF SHARES

RAISING
VND **3,000** BILLION
of capital through major cooperation
with established financial institutions
at home and abroad

AVAILABLE IN
THE MARKET:

73 SUGAR
PRODUCTS
6 BEVERAGE
PRODUCTS

&

11 SUGAR
BY-PRODUCTS
1 SOLAR POWER
PRODUCT

CHARTER CAPITAL
VND **6,388** BILLION

TOTAL ASSETS
VND **20,471** BILLION

NET REVENUE
VND **14,925** BILLION

PROFIT AFTER TAX
VND **650** BILLION

2020

- Sugar consumption reached and surpassed 1 million tons for the first time
- Issuing 21,611,333 convertible preferred shares to DEG - investment fund of the German Government
- Issuing 172 convertible bonds equivalent to VND172 billion to Coretrend - Korean strategic investor
- Charter capital: VND6,084 billion

2019

- Cooperating with ED&F Man: Exporting Sugar products to Europe
- Forming a strategic partnership with DEG: European strategic investor
- Signing contract with BIDV: Expanding material areas in Cambodia
- Forming a strategic partnership with OCB: Helping farmers receive loans
- Charter capital: VND5,867 billion

2018

- Enhancing corporate governance practices according to international standards and best practices
- Becoming the first Vietnam Sugar producer to export products to the US, besides China, Sri Lanka, Myanmar, Singapore, Kenya
- Completing the repurchase of 61,600,900 treasury shares
- Permitted to lift the foreign room limit to 100%
- HOSE: Being in the Top 20 of Sustainable Development Index (VNSI)
- - Charter capital: VND5,570 billion

2017

- Contributing capital into TTC Attapeu Sugarcane Co., Ltd
- Completing the M&A transaction with Bien Hoa Sugar JSC
- Changing the Company's name to Thanh Thanh Cong - Bien Hoa JSC
- Completing centralized management of all TTC Group's Sugar business units
- Charter capital: VND2,532 billion

RAW MATERIAL AREA NETWORK

TTC BIEN HOA'S TOTAL MATERIAL AREAS IN VIETNAM, LAOS, AND CAMBODIA CONTINUED TO BE EXPANDED AND REACHED

65.978

HA



Raw material area network

Unit: Ha

No.	Country	Factory	Province/ city	Contracted raw material area (ha)	Owned raw material areas (ha)	Total (ha)
1	Vietnam	TTCS	Tay Ninh	8,587	7,000	15,587
2		TTCS Gia Lai	Gia Lai	10,200	-	10,200
3		Bien Hoa - Ninh Hoa	Khanh Hoa	10,000	612	10,612
4		Bien Hoa - Phan Rang	Ninh Thuan	2,228	-	2,228
5	Laos	TTC - Attapeu	Attapeu	1,407	9,944	11,351
6	Cambodia (*)	Kratie	Kratie	-	16.000	16,000
Total			6 locations	32,422	33,556	65,978

(*) TTC Bien Hoa was licensed to manage and utilize raw material areas in Cambodia.

3S CENTER, DISTRIBUTOR OF JOHN DEERE

3S CENTER: SALES - SERVICE - SPARE PART

(Sales - Warranty, Repair - Genuine Parts)

3S CENTER - TAY NINH

 | 561A Tran Phu Street, Tan Phuoc Hamlet, Tan Binh Commune, Tay Ninh City
 | 1900 633 421

3S CENTER - NGHE AN

 | No. 312, Tan Phu Quarter, Hoa Hieu Ward, Thai Hoa Commune, Nghe An Province
 | 1900 633 421

3S CENTER - GIA LAI

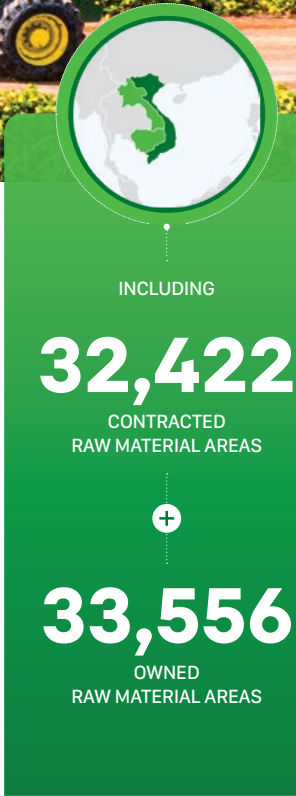
 | 442A Tran Hung Dao Street, Ayunpa Town, Gia Lai Province
 | 1900 633 421

2S CENTER - NINH HOA

 | Lam Son Hamlet, Ninh Sim Commune, Ninh Hoa District, Khanh Hoa Province
 | 1900 633 421

3S CENTER - AN GIANG

 | 43/13A Tran Hung Dao, Long Xuyen City, An Giang Province
 | 1900 633 421



DISTRIBUTORS OF JOHN DEERE AGRICULTURAL MECHANICAL EQUIPMENT

CANH DONG VANG - THANH HOA

 | Ho Chi Minh Road intersection, Tho Xuong Commune, Tho Xuan District, Thanh Hoa Province
 | 0343 528 789

TAN CHUONG - LONG AN

 | Rach Bui Hamlet, Vinh Hung Town, Vinh Hung District, Long An Province
 | 0918 430 126

THANH DAT 2 - SOC TRANG

 | No. 49 National Highway 1A, Ward 7, Soc Trang City, Soc Trang Province
 | 0918 453 476



THANH THANH CONG AGRICULTURAL RESEARCH INSTITUTE

 | No. 99, Binh Hoa Hamlet, Thai Binh Commune, Chau Thanh District, Tay Ninh Province
 | (0276) 371 29 75



THANH THANH CONG AGRICULTURAL DEVELOPMENT JSC

 | Tan Loi Hamlet, Tan Hung Commune, Tan Chau District, Tay Ninh Province
 | (0276) 375 79 16

BRANCHES

THANH THANH CONG - BIEN HOA JSC

Hanoi Branch

 | 44 Minh Khai Street, Minh Khai Ward, Hai Ba Trung District, Hanoi
 | (0247) 301 88 82

THANH THANH CONG - BIEN HOA JSC

Can Tho Branch

 | 177B Nguyen Van Cu Street, An Hoa Ward, Ninh Kieu District, Can Tho City
 | (0292) 364 44 99

THANH THANH CONG - BIEN HOA JSC

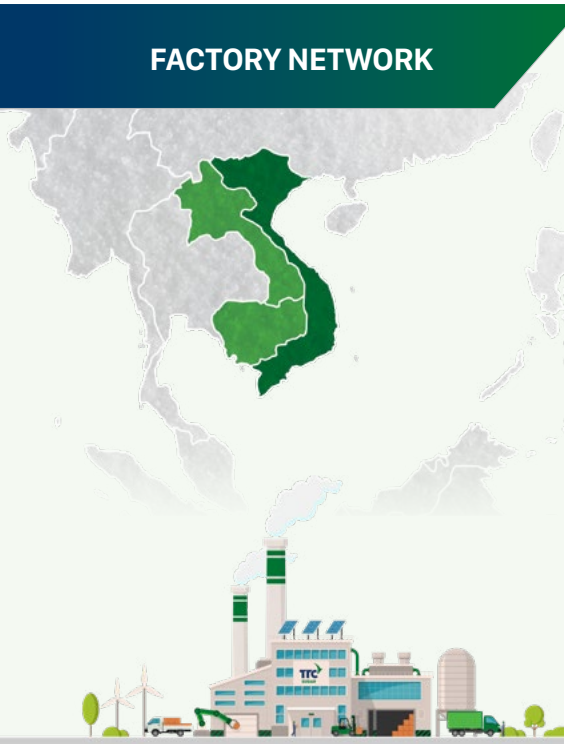
Ho Chi Minh City Branch

 | 253 Hoang Van Thu Street, Ward 2, Tan Binh District, Ho Chi Minh City
 | 0283) 999 88 11

THANH THANH CONG - BIEN HOA JSC

Da Nang Branch

 | 169 Nguyen Huu Tho Street, Hoa Thuan Tay Ward, Hai Chau District, Da Nang City
 | (0236) 372 65 68



FACTORY NETWORK

	1	2	3	4	5	6	7	8	9
Sugarcane factories	TTC S	BIEN HOA - NINH HOA	BIEN HOA - TRI AN	BIEN HOA - DONG NAI	TTC ATTAP EU	TTC S GIA LAI	BIEN HOA - TAY NINH	BIEN HOA - PHAN RANG	NUOC TRONG - TAY NINH
Location	TAY NINH	KHANH HOA	DONG NAI	DONG NAI	LAOS	GIA LAI	TAY NINH	NINH THUAN	TAY NINH
Main raw materials	Raw sugar and sugarcane			Raw sugar	Sugarcane	Sugarcane	Sugarcane	Sugarcane	Sugarcane
Production capacity (tons/day)	980	600	250	400	700	600	400	150	100
Main products	Refined sugar	Refined sugar, Liquid sugar	Refined sugar	Refined sugar	Organic sugar, Brown sugar	White sugar	Raw sugar	White sugar, Brown sugar, Raw sugar	White sugar
Operating time	Seasonal	300 days	Seasonal	Year-round	Seasonal	Seasonal	Seasonal	Seasonal	Seasonal
By-products	Cogeneration of electricity, Molasses, Pressmud, Bagasse		Molasses, Pressmud	Molasses, Pressmud, Caramel	Cogeneration of electricity, Molasses, Pressmud		Molasses, Pressmud	Molasses, Pressmud, Bagasse	Molasses, Pressmud

FINISHED PRODUCT AND MERCHANDISE WAREHOUSES

Region	Location	Quantity	Area (m²)	Storage capacity (tons)
Northern Vietnam	Hai Phong	1	6,000	12,000
	Bac Ninh	1	620	430
	Da Nang	1	300	200
Central Vietnam	Quang Nam	1	3,000	8,000
	Gia Lai	3	12,380	35,000
	Ninh Hoa	3	12,300	28,000
	Phan Rang	1	1,600	4,000
Southern Vietnam	Laos	4	19,800	38,000
	HCMC	1	50	45
	Dong Nai	16	40,398	70,000
	Tay Ninh	6	34,536	82,870
	Can Tho	2	5,000	10,000
TOTAL		40	135,984	288,545

Factory	Location	Main raw Materials	Production capacity	Main products	Operating time
MICROBIAL FERTILIZER FACTORY					
TTCAD	Tay Ninh	Boiler ash mix, dry pressmud mix, sawdust, chicken manure	12 tons/hour	Microbial fertilizer	Year-around
WATER PRODUCTION FACTORY					
Miaqua	Tay Ninh	- Miaqua is mainly made from water extracted during sugarcane juice condensation and distillation. - Puraqua is made from drilled well groundwater.	Miaqua: (boxes/day) 350ml: 1,200 500ml: 1,200 Puraqua: (boxes/day) 350ml: 1,200 500ml: 1,200 20liter: 600	- Sugarcane-flavored bottle water - Miaqua - Pure drinking bottled water - Puraqua	- Miaqua: Seasonal (depending on the operation time of TTC S Factory) - Puraqua: Year-around

MATERIAL WAREHOUSES

Region	Location	Quantity	Area (m²)	Storage capacity (tons)
Central Vietnam	Ninh Hoa	1	6,700	12,500
Southern Vietnam	Dong Nai	2	14,000	28,000
	Tay Ninh	1	12,000	24,000
TOTAL		4	32,700	64,500

9 SUGARCANE FACTORIES

4,180 TOTAL PRODUCTION CAPACITY (Tons/day)

40 FINISHED PRODUCT AND MERCHANDISE WAREHOUSES, STORAGE CAPACITY: 288,545 TONS

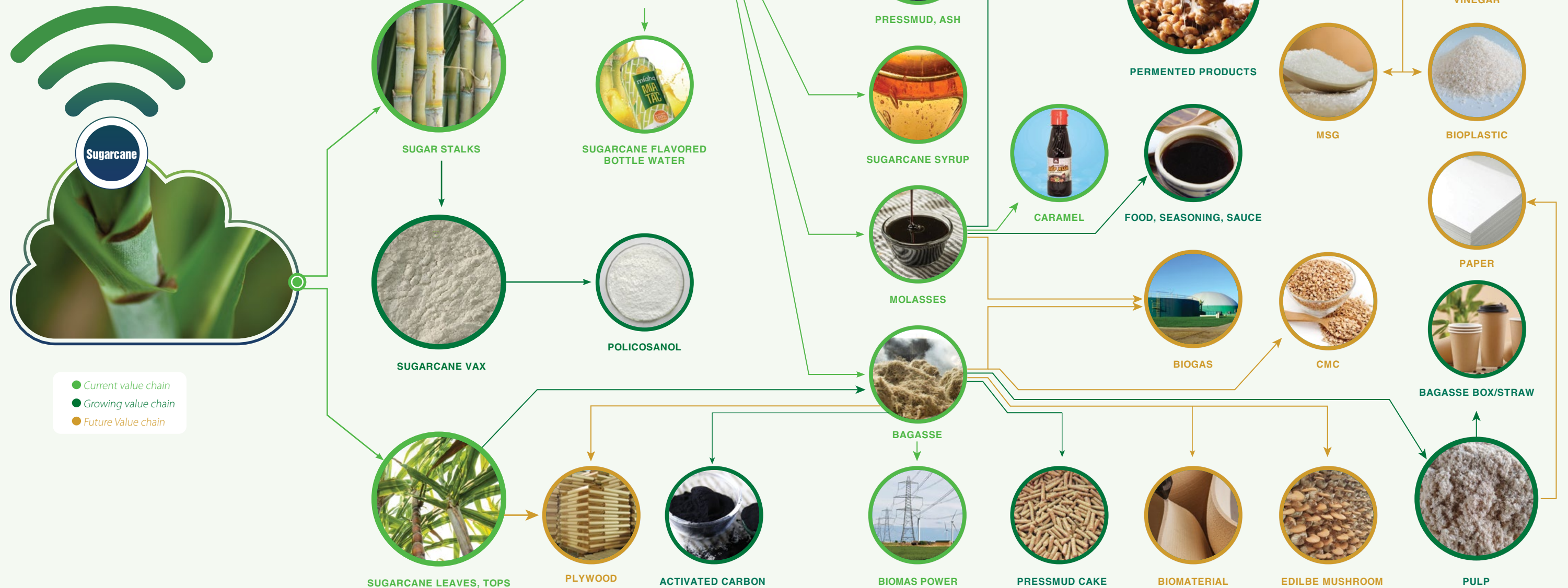
4 MATERIAL WAREHOUSES, STORAGE CAPACITY: 64,500 TONS



SUGARCANE VALUE CHAIN



In the last FY, TTC Bien Hoa, Vietnam's leading Sugar company in terms of market share and product portfolio, actively invested in a multitude of projects to increase by-product shares, diversify the sugarcane value chain and improve profits. One of TTC's greatest achievements was the Canned sugarcane juice Míaaha - 100% natural juice available in 3 tasty mixed flavors: Kumquat sugarcane, Peach sugarcane and Apple sugarcane. This product is made entirely of sugarcane with the addition of microminerals, preserves valuable nutrients of the sugarcane, especially flavonoid - a useful adjuvant to prevent oxidative stress, delay aging and improve overall health.



Source: TTC Bien Hoa

TTC BIEN HOA'S DIVERSIFIED PRODUCT PORTFOLIO

“

With more than 50 years of experience in the industry combined with appropriate orientation of the BOD and meticulous preparation of the BOM and TTC Bien Hoa’s staff, the Company had a spectacular year by being flexible and proactive in the efforts to face challenges, maintain its dominant position in the Vietnam Sugarcane industry and steadily progress toward its goal of becoming “Indochina’s leading solution provider of traceable and sustainable agricultural products”.



SUGAR PRODUCTS

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



SUGAR
BY-PRODUCTS

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



BEVERAGE PRODUCTS

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



OTHER PRODUCT



SOLAR POWER

A
SUGAR PRODUCTS

ORGANIC SUGAR TTC ATTAPEU/TTC BIEN HOA/TSU



Packaging: 1-ton bag 25kg bag 500g pack 400g paper bag 800g jar

Product: Gold Sugar Brown Sugar

Product advantages:

- Organic Sugar meets USDA and European standards;
- Clean product lines, production process from sugarcane planting to sales complies with strict international organic regulations.

ROCK SUGAR



PURE ROCK SUGAR BIEN HOA PRO/TSU DIAMOND

Packaging: 50kg bag 12kg bag 500g pack 400g jar

Product: White Sugar Gold Sugar

Product advantages:

- Large-sized grains meet customer preferences;
- Providing a smooth, delicate sweetness to edible bird's nest drink, cooling drink, stewed Chinese medicine, sweet soup, etc.

NATURAL ROCK SUGAR BIEN HOA PRO

Packaging: 500g pack

Product: White Sugar Gold Sugar

Product advantages:

- Handcrafted product, having large-sized grains that meet customer preferences;
- Providing a smooth, delicate sweetness to edible bird's nest drink, cooling drink, stewed Chinese medicine, sweet soup, etc.

CỎ BA/MIMOSA ROCK SUGAR

Packaging: 25kg bag 1kg pack

Product: White Sugar Gold Sugar

Product advantages:

- Large-sized grains that meet customer preferences;
- Providing a smooth, delicate sweetness to edible bird's nest drink, cooling drink, stewed Chinese medicine, sweet soup, etc.

GOLD SUGAR



NATURAL GOLD SUGAR BIEN HOA GOLD/MIMOSA/ TTC SUGAR/CO BA

Packaging: 1-ton bag 50kg bag 25kg paper bag 1kg pack (20-pack bag)

Product advantages:

- Traditional product line, preserving natural flavors of sugarcane;
- High-quality product, undergoing strict control process according to FSSC 22000 standard.

NU HOANG" DARK BROWN SUGAR

Packaging: 1kg pack (20-pack bag)

Product advantages:

- Having nice colors and no flavorings;
- Preserving the natural flavors and nutrient contents of the molasses.

RAW BROWN SUGAR

Packaging: 50kg bag

Product advantages:

- Raw Sugar product line is suitable for beekeeping and honey processing businesses.

A
SUGAR PRODUCTS

FUNCTIONAL SUGAR



BAKING SUGAR BIEN HOA PRO

Packaging: 1kg pack (20-pack bag)

Product advantages:

- Having fine grains and no clumps;
- Suitable for baking, making cream.



EXTRA REFINED SUGAR FORTIFIED VITAMIN A BIEN HOA VALUE

Packaging: 1kg pack (20-pack bag)

Product advantages:

- Vitamin A supplements.



GOLD MINERAL SUGAR BIEN HOA PURE/ MINERAL CANE SUGAR

Packaging: 1kg pack (20-pack bag)

Product advantages:

- Being fortified with trace elements including potassium, calcium, magnesium, and iron;
- Adding trace elements to daily diets.



DIET SUGAR BIEN HOA LIGHT

Packaging: 5g packet (250g box)

Product advantages:

- Sweetener for people who go on a diet;
- Having healthy ingredients, thus helping manage hyperglycemia.

LIQUID SUGAR



CONSUMER LIQUID SUGAR BIEN HOA SYRUP

Packaging: 250ml bottle 500ml bottle 5l bottle

Product advantages:

- Providing convenience for consumers while cooking and drink making;
- Having natural sweetness.

EXPORTED LIQUID SUGAR

Packaging: Flexibag 18m³ ~ 24 tons

Product advantages:

- Sugar content is stable, the product is easy to process and use;
- Providing convenience for corporate customers and helps them reduce costs in labor, storage, production, etc.;
- Meeting advanced requirements of green production and automation.



DOMESTIC LIQUID SUGAR MIMOSA

Packaging: Flexibag 18m³ ~ 24 tons
Flexibag 24m³ ~ 32 tons IBC tank 1m³ ~ 1,3 tons

Product advantages:

- Sugar content is stable, the product is easy to process and use;
- Having a wide range of colors such as 100 IU, 70 IU, 45 IU, and packaging methods, meeting the diverse needs of customers;
- Providing convenience for corporate customers and helps them reduce costs in labor, storage, production, etc.;
- Meeting advanced requirements of green production and automation;
- TTC Bien Hoa offers support and consulting services.



SUGARCANE SYRUP

Packaging: Flexibag 18m³ ~ 24 tons

Product advantages:

- Stable sugar content, easy-to-use product;
- High nutrient content with sugarcane's signature aroma;
- Raw material for the fermentation process in the production of wine and other beverages.

RE SUGAR



EXTRA PREMIUM RE SUGAR BIEN HOA PURE/ MIMOSA/TTC SUGAR

Packaging: 50kg bag 0.5kg pack/1kg pack (40-pack bag/20 pack bag)

Product advantages:

- High-end product in RE Sugar product line, having low color and high quality;
- Meeting the strictest demands of the pharmaceutical and beverage industry according to international standard.



SPECIAL RE SUGAR BIEN HOA PURE/MIMOSA/STICKSU/ BIEN HOA JOY/EXTRA PREMIUM CANE SUGAR

Packaging: 50kg bag 25kg bag 6g stick/8g stick (50-stick bag)

Product advantages:

- High-quality product, meeting the strictest requirements of international beverage companies;
- Being convenient for the customers to use.



A
SUGAR PRODUCTS

RE SUGAR



PREMIUM RE SUGAR BIEN HOA PURE/MIMOSA

Packaging: 1-ton bag 50kg bag 25kg bag 12kg bag 0.5kg pack/1kg pack (40-pack bag/20-pack bag) 800g jar

Product advantages:

- High-quality RE product for customers who require high quality and medium color value;
- Having diverse packaging specifications.



EXPORTED RE SUGAR BIEN HOA PURE/BIEN HOA DOMIN

Packaging: 50kg bag 12kg bag

Product advantages:

- The standards meet the international requirements;
- Could be used in various industries.



STANDARD SUGAR BIEN HOA PURE/MIMOSA/ PREMIUM CANE SUGAR

Packaging: 1-ton bag 50kg bag 0.5kg pack/1kg pack (40-pack bag/20-pack bag)

Product advantages:

- Standard-quality RE Sugar;
- Having competitive prices, meeting the demands of customers who require high control standards but do not mind the color.



CASTER SUGAR BIEN HOA PURE/MIMOSA

Packaging: 50kg bag

Product advantages:

- Standard-quality RE Sugar;
- Having competitive prices, meeting the demands of customers who require high control standards but do not mind the color.

RS SUGAR



EXTRA WHITE SUGAR BIEN HOA DAILY/MIMOSA

Packaging: 50kg bag 12kg bag

Product advantages:

- Meeting customers's demand for quality (equivalent to RE) and color;
- Competitive price, established brand.



PREMIUM WHITE SUGAR BIEN HOA DAILY/MIMOSA/TSU

Packaging: 50kg bag 25kg bag 12kg bag 0.5kg pack/1kg pack (40-pack bag/20-pack bag)

Product advantages:

- RS product with high-quality requirements;
- Competitive price, established brand.



WHITE SUGAR TTC PHAN RANG/TTC GIA LAI/BIEN HOA SAVING

Packaging: 50kg bag 12kg bag

Product advantages:

- RS product with high-quality requirements;
- Having normal-sized grains and large-sized grains, meeting the diverse needs of customers;
- Competitive price, established brand.



STANDARD WHITE SUGAR TTC NINH HOA/TTC PHAN RANG/TTC GIA LAI/SEC/BIEN HOA SAVING/BIEN HOA SUGAR

Packaging: 50kg bag 12kg bag 0.5kg pack/1kg pack (40-pack bag/20-pack bag)

Product advantages:

- RS product with high-quality requirements;
- Having normal-sized grains and large-sized grains, meeting the diverse needs of customers;
- Competitive price, established brand.



EXPORTED SUGAR BIEN HOA DOMIN

Packaging: 0.5kg pack/1kg pack (40-pack bag/20-pack bag)

Product advantages:

- The standard meets the international requirements;
- Suitable for customers who have interests in origin and brand reputation.

TTC BIEN HOA'S DIVERSIFIED PRODUCT PORTFOLIO (CONTINUED)



PRIMARY BY-PRODUCTS

SUGARCANE-FLAVORED BOTTLED WATER MIAQUA



Packaging:

500ml bottle (24 bottle/box)

350ml bottle (24 bottle/box)

Product advantages:

- Modern, closed-loop production process;
- No preservatives, the taste is absolutely natural and delicate;
- Preserving the natural flavors of sugarcane without using additives during the extraction process.

BAGASSE



Product information:

- By-product after juice extraction process;
- Fuel source for boilers at sugarcane factories;
- Raw material for production of mushrooms, paper pulp, plywood, animal feed, etc.;
- Raw material for production of activated carbon preparations, microbial fertilizers, etc.

Uses:

- Input material for the production of the Company's Sugar By-products.

MOLASSES



Product information:

- By-product from Sugar production;
- Main components include saccharose, glucose, fructose, proteins and minerals;
- Nutrient source for fermentation process in the production of alcohol, MSG, animal feed, nutritional yeast, etc.;
- TTC Bien Hoa has promoted various R&D projects to enhance molasses value, making it suitable for processing, cooking, baking, etc.



SECONDARY BY-PRODUCTS

COMMERCIAL ELECTRICITY



Product information:

- Electricity is generated from the boiler turbine after the bagasse burning process;
- Electricity is partly used in the Company's activities, the remaining will be sold to the national grid;
- Renewable energy source from biomass fuel, helping reduce fossil fuel reliance and protect the environment;
- This type of energy will help address electricity shortage problems occurring when the dry season in Vietnam adversely affects hydropower production.

Uses:

- Internal consumption;
- Selling to the national grid.

"BEP XUA" CARAMEL



Packaging:

210g bottle (48 bottle/box)

Product advantages:

- Natural molasses, ensuring food hygiene and safety requirements;
- Unique flavor of natural molasses without the inclusion of any harmful colorants;
- Used in seasoning to enhance the colors of the dishes.

TTC BIEN HOA'S DIVERSIFIED PRODUCT PORTFOLIO (CONTINUED)

C **SECONDARY BY-PRODUCTS**

ORGANIC MICROBIAL FERTILIZER

Along with the 34,000 tons per year organic microbial fertilizer factory in Tay Ninh, TTC Bien Hoa has begun construction on two new microbial fertilizer factories in Lao and TTCS Gia Lai, totaling approximately VND60 billion. Each factory, which is expected to have a capacity of 34,000 tons per year, will initiate operations in November 2021 to supply organic microbial fertilizer and organic fertilizer to sugarcane raw materials and farmers for the upcoming crop year. This contributes to the transformation of Vietnamese farmers' conventional farming practices, the replenishment of soil, the reduction of production costs, and the improvement of the quality of Vietnamese agricultural products.

TTC Bien Hoa's organic microbial fertilizers are generated from Sugar industry's waste such as ash, pressmud, coarse sludge, and suitable for:

- Industrial crops: sugarcane, coffee plant, rubber plant, pepper, tea, peanut, soybean, etc.
- Food crops: rice, corn, cassava, etc.
- Vegetables: leafy greens, tomato, cabbage, kohlrabi, etc.
- Fruit trees.

Packaging: 40kg bag

ORGANIC MICROBIAL FERTILIZER MIXA



Product advantages:

- Increasing soil organic matter, soil quality and soil fertility;
- Increasing yield and quality of crops, especially commercial cane sugar (CCS) level for sugarcane and carbohydrate content for cassava, etc.;
- Helping plants absorb nutrients, grow faster and develop disease resistance.

ORGANIC FERTILIZER BELA



Product advantages:

- Increasing soil organic matter, soil quality and soil fertility;
- Adding beneficial soil microorganisms, strengthening plant disease resistance, and ensuring high and stable productivity.

ORGANIC MICROBIAL FERTILIZER FITOHOOCMON 30



Product advantages

- Increasing soil organic matter, soil quality and soil fertility;
- Adding beneficial soil microorganisms, strengthening plant disease resistance, and ensuring high and stable productivity;
- Stabilizing and increasing crop yield;
- Producing antibodies and phytohormones that plants need to grow.

ORGANIC MICROBIAL FERTILIZER FITOHOOCMON 42



Product advantages

- Increasing soil organic matter, soil quality and soil fertility;
- Adding beneficial soil microorganisms, strengthening plant disease resistance, and ensuring high and stable productivity;
- Providing essential nutrients for the growth and development of plants, helping plants grow more shoots and branches, as well as produce more fruits with firm seeds;
- Helping plants to be more resistant to diseases, pests in changing climate conditions.

D **BEVERAGE PRODUCTS**

MÍAHA CANNED SUGARCANE JUICE



Packaging: 240ml bottle (24 bottles/box)

Product advantages:

- 100% sterilized product that preserves the unique gold color of sugarcane;
- No preservatives, natural taste;
- Combine with other different juices to enhance flavor;
- 3 flavors currently available: peach, kumquat, and apple.

PURAQUA BOTTLED WATER



Packaging: 19L jar

500ml bottle (24 bottles/box)

350ml bottle (24 bottles/box)

Product introduction:

- Puraqua pure bottled water is processed through a RO filtration system and sterilized under UV light, hence ensures purity and safety for consumers.

E **OTHER PRODUCTS**

SOLAR POWER



Product information:

- The solar PV system is installed on the roofs of TTC Bien Hoa factories and offices. The Company now owns 13 solar power stations with a total installed capacity of approximately 12 MW;
- Solar generation is used for production and operation activities, thereby protecting the environment via reduction of GHG;
- Electricity surplus will be exported to the national grid, adding another revenue stream.

Purposes:

- Internal consumption;
- National grid export.

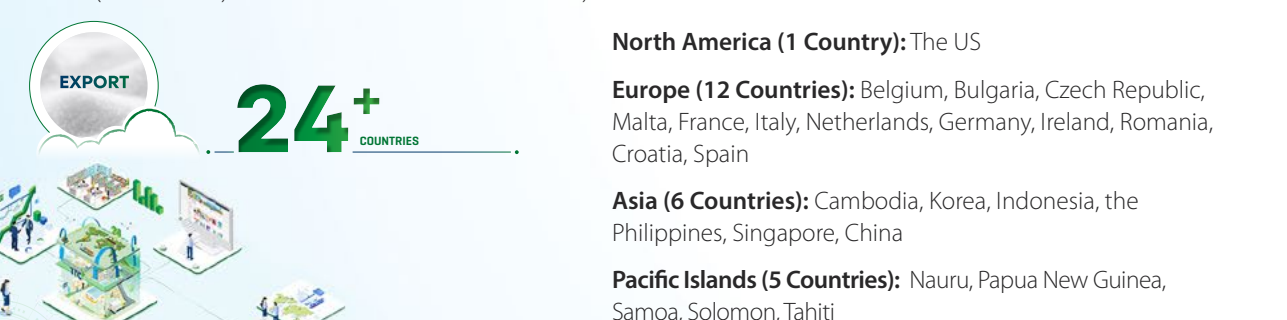
DISTRIBUTION CHANNEL



STRATEGIC PARTNERSHIP

"STRONG" COOPERATION RELATIONSHIP WITH GLOBAL PARTNERS AND DOMESTIC CUSTOMERS

"Strong" cooperation relationship with global partners such as Coca Cola or PepsiCo
Establishing over 10 years cooperative relationship with top 10 corporate customers



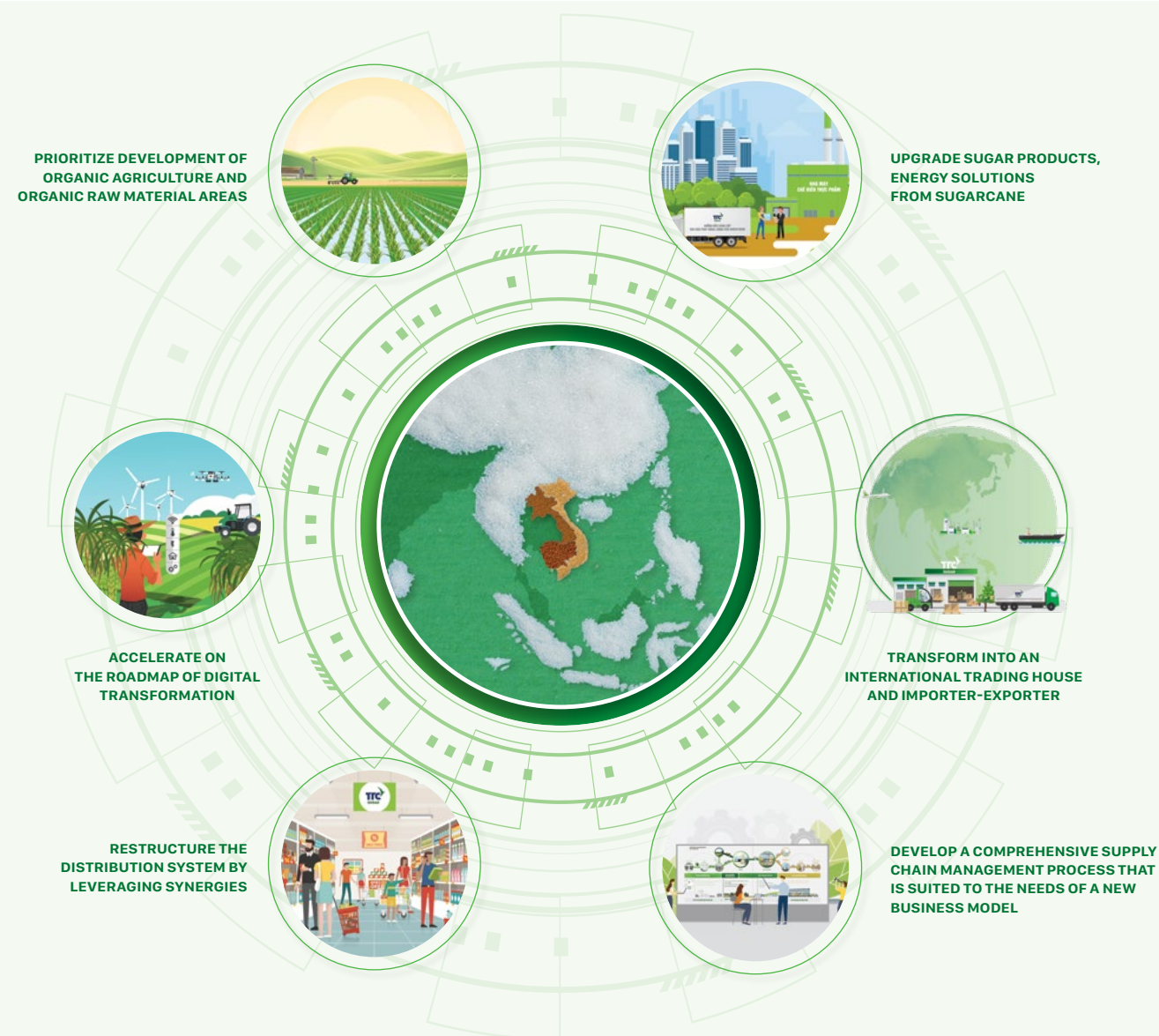
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Strategic direction

38 BOD's Strategic vision



BOD'S STRATEGIC VISION



APPROPRIATE STRATEGY FOR GLOBAL REACH

FY 2020-2021 marked the start of TTC Bien Hoa's five-year strategic roadmap dubbed **"Spreading Wings"** for the period 2021-2025, with the goal of becoming **trở thành**

INDOCHINA'S LEADING SOLUTION PROVIDERS OF TRACEABLE AND SUSTAINABLE AGRICULTURAL PRODUCTS

This is an extra mile of concentration combined with synchronized, methodical, and systematic development in all aspects of the Company's production and business operations. TTC Bien Hoa has achieved initial success in implementing the strategy over the last year through sustained efforts.



PRIORITIZE DEVELOPMENT OF ORGANIC AGRICULTURE AND ORGANIC RAW MATERIAL AREAS

The Company continued to promote the development of organic material areas in Laos and Cambodia. With the vision of extending the successful model at Attapeu to other new areas, the intensive restructuring of agricultural resources for the TTC Attapeu factory in Laos achieved positive results.

In particular, TTC Attapeu's organic sugarcane material area in FY 2020-2021 increased by 43% from FY 2019-2020, achieved over 6,000 hectares. In the longer term, TTC Attapeu's expected harvested area will continue to expand in the coming years to 14,000 hectares from FY 2025-2026 onwards, resulting in a total sugarcane output of over 874,000 tons.



UPGRADE SUGAR PRODUCTS, ENERGY SOLUTIONS FROM SUGARCANE

Following a successful R&D, the by-products entered an implementation phase in FY 2020-2021, culminating in the launch of Míaha canned sugarcane juice in late May 2021, with over 670,000 cans sold in a single month. This is an extraordinary result of TTC Bien Hoa's desire to bring the first canned sugarcane juice to the market in Vietnam, as well as to put this traditional beverage in the hands of consumers. By utilizing sugarcane in a convenient manner while maintaining a high nutritional value, TTC Bien Hoa has gradually optimized the sugarcane value chain, contributing to the Company's revenue and profit growth.

Following the success of FY 2020-2021, FY 2021-2022 R&D activities will continue to focus on energy solutions rather than on manufacturing processes and technology as traditionally. These solutions are expected to span the supply chain, bring convenience to Customers and Partners and high economical value for food and beverage production activities

Promoting the export of Mix Sugar products, aiming to produce nearly 38,000 tons to be exported in FY 2021-2022.



TRANSFORM INTO AN INTERNATIONAL TRADING HOUSE AND IMPORTER-EXPORTER

With the acquisition of the Singaporean subsidiary, TTC Bien Hoa gradually achieving the objective of becoming an International Trading house.

- Represent TTC Bien Hoa in developing the export market with a focus on China in FY 2021-2022.
- Target the domestic market, particularly customers with high import volume demand by leveraging in-house strengths in warehousing, after-sales support, customer care, and technical consultation...
- Seek new export markets for TTC Bien Hoa's organic products, leverage TTC Attapeu's advantages through tariff incentives.
- Leverage its home advantage in Singapore, Asia's and the world's commercial hub, to add value in areas such as finance, research and development, and sales.

BOD STRATEGIC VISION (CONTINUED)



DEVELOP A COMPREHENSIVE SUPPLY CHAIN MANAGEMENT PROCESS THAT IS SUITED TO THE NEEDS OF A NEW BUSINESS MODEL

In FY 2020-2021, Oracle Cloud ERP, implemented across the supply value chain, enabled the Company to optimize a digital platform and establish a consolidated data flow, integrating technology into all management activities from farming to production and distribution. SBT will promote technology adoption in FY 2021-2022 to increase standardization and efficiency at each stage of the supply chain, complementing the Company’s new, developing business model.



RESTRUCTURE THE DISTRIBUTION SYSTEM BY LEVERAGING SYNERGIES

TTC Bien Hoa continues to seek strategic partners who share the Company’s philosophy and product characteristics in order to optimize both parties’ distribution power and sales costs, particularly in the General Trade channel with a lot of room for improvement. Additionally, TTC Bien Hoa actively seeks out and collaborate with partners in the development of Sugar by-products, spices, sauces, syrup, and pure water from distilled water cane as well as other energy solutions such as natural nutritional drink, thereby to diversify kitchen consumables and meet consumers’ ever-changing, diverse needs.



ACCELERATE ON THE ROADMAP OF DIGITAL TRANSFORMATION



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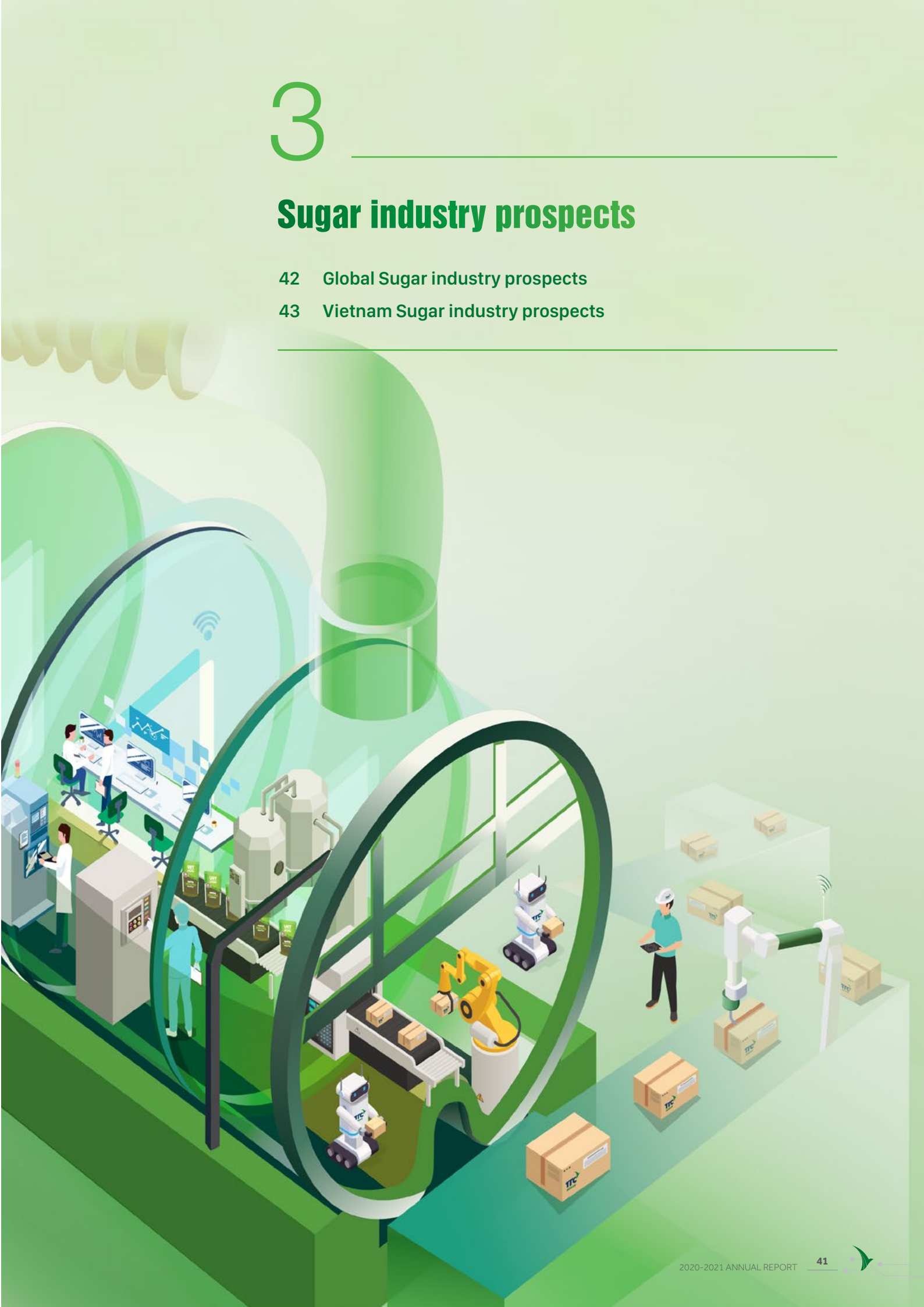
July 1st, 2021 was the new fiscal year “eve” marking a turning point in SBT’s digitization journey as the Oracle Cloud ERP system was officially set to go live and serve 22 business units across four countries: Vietnam, Singapore, Laos, and Cambodia.

The ERP system’s seamless integration into all operations, from agriculture to manufacturing, logistics, and commercial business, will result in a comprehensive solution for achieving supply chain optimization while improving financial management efficiency. While TTC Bien Hoa takes pride in the results achieved with the system after more than 300 days of going live, the company has set a more ambitious goal of completing setting up an ecosystem using the integrated smart technology platform within the next three years. From infrastructure and applications to operations and business orientation, we are working to position ourselves as a leader in the field of smart agriculture development in Vietnam.

3

Sugar industry prospects

- 42 Global Sugar industry prospects
- 43 Vietnam Sugar industry prospects



GLOBAL SUGAR INDUSTRY PROSPECT

Sugar prices witnessed a sharp rise in FY 2020-2021. Specifically, it rebounded and rose steadily from a low of 9 cents/lb in April 2020 to reach a 4-year peak at 20.3 cents/lb in August 2021.

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 110% from the bottom of October 2020. 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. Hedge funds continuously raised their net long position in the commodity market;
5. Forecast from a number of experts and organizations regarding the global Sugar supply shortage in FY 2021-2022.

Price fluctuation of Raw Sugar on the New York Exchange from June 2017 to August 2021

Unit: USD/lbs



GLOBAL SUGAR IS FORECAST TO HAVE A SHORTAGE OF ROUGHLY 4.8 MILLION TONS IN 2020 - 2021 CROP YEAR

According to a report released by the ISO-International Sugar Organization in early 2021, the global Sugar market will face a deficit of approximately 4.8 million tons in FY 2020 -2021 due to production declines in Western Europe and other countries such as Iran, Pakistan, and Thailand, etc. as well as the global logistics crisis.

Status of the world's leading Sugar producers in FY 2020-2021

BRAZIL

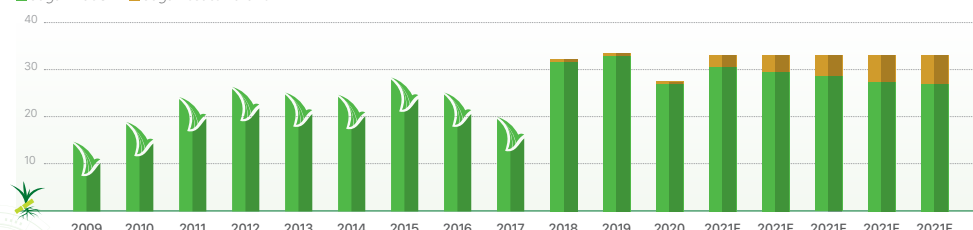
Production status

Sugarcane production totaled approximately 211 million tons in the first six months of 2021, down 8.5 percent from the previous year's 230.4 million tons. Sugar production was 12.26 million tons, slightly down from 13.35 million tons in the 2020-2021 crop year.

Sugar production increased by 12.7 percent to 30.9 million tonnes in the 2020-2021 crop year, up from 27.4 million tonnes last year, according to ISMA - Indian Sugar Mills Association's data.

India Sugar production will decline as sucrose is used for Ethanol instead

Unit: million tons



INDIA

32,5 MILLION TONS
BRAZIL'S SUGAR PRODUCTION
IN FY 2020-2021

30,9 MILLION TONS
INDIA'S SUGAR PRODUCTION
IN FY 2020-2021

THAILAND



Production status

Thailand is expected to reach only 10.3 million tons of Sugar exports in the 2021-2022 crop year (compared to the original forecast of 12.3 million tons)

STATUS OF THE WORLD'S TOP SUGAR IMPORTING COUNTRIES IN FY 2020-2021

CHINA



China is currently the world's largest importer of Sugar, owing to its ever-increasing demand for Raw Sugar, which is expected to reach 5.5 million tons in 2020, up from 1.2 million tons in 2017.

INDONESIA



Indonesia remained one of the world's largest Raw Sugar importers in the last four years, with over 4 million tons, which is expected to increase in the coming fiscal year.



The United States and the European Union are the world's largest Sugar importers, based on per capita consumption. As a result, the United States imported 3.89 million tons of Sugar in FY 2020-2021. White sugar import demand in Europe is approximately twice that of Raw Sugar, totaling 2.26 million tons.

OUTLOOK FOR THE WORLD SUGAR INDUSTRY IN FY 2021-2022

According to Czarnikow's forecast, Sugar prices could maintain an upward trend in the 2021-2022 crop year, as global Sugar production shows signs of slowing while demand for Sugar continues to rise. The world's Sugar supply is estimated to be about 0.8 million tons short the following year.

VIETNAM SUGAR INDUSTRY PROSPECTS

In FY 2020-2021, the government has reinforced the implementation of appropriate policies to promote the domestic Sugar industry, as follows:

1. IMPLEMENTATION OF SOLUTIONS TO DEVELOP VIETNAM SUGAR INDUSTRY IN THE NEW CONTEXT

- On July 14th, 2020, the Prime Minister issued Directive No. 28/CT-TTg on the implementation of solutions to develop the Sugar industry. Some key activities included:
 - Prioritize local capital to support mechanization development, enhance productivity and quality, and complete the organization of sugarcane production and the sugar product chain;
 - Actively monitor and promptly apply trade remedies to imported sugar products in line with appropriate commitments;
- Reinforce anti-smuggling, anti-counterfeiting, and commercial fraud efforts as well as investigate and propose a highly deterrent fee for illegally transported commodities;
- Keep going to encourage credit organizations to consider and implement measures to remove obstacles for organizations and individuals producing and trading sugar in line with current regulations;
- Coordinate with regulators to apply National Technical Regulation on raw sugarcane quality as well as clarify CCS and sugarcane prices to ensure the interests of sugarcane farmers and maintain a stable source of raw materials.

VIETNAM SUGAR INDUSTRY PROSPECTS (CONTINUED)

2.

TAX INCENTIVES WHEN EXPORTING TO THE EU MARKET

On August 1st, 2020, the EU Vietnam Free Trade Agreement (EVFTA) officially entered into force. According to EVFTA, the European Union (EU) will grant tariff preference to the quota of 100 thousand tons of Vietnam Sugar products.
3.

PROTECTING THE DOMESTIC SUGAR INDUSTRY AGAINST THAI SUGAR PRODUCTS

On February 9th, 2021, the Ministry of Industry and Trade signed Decision No. 477/QĐ-BCT, officially imposing a temporary anti-dumping and anti-subsidy duty on imported Sugar products originating in Thailand for a period of four months. As a result, the tax rate on Refined Sugar is 48.88 % while the tax rate on Raw Sugar is 33.88 %.
4.

THAILAND’S SUGAR NOW FACES A DEFENSE TARIFF

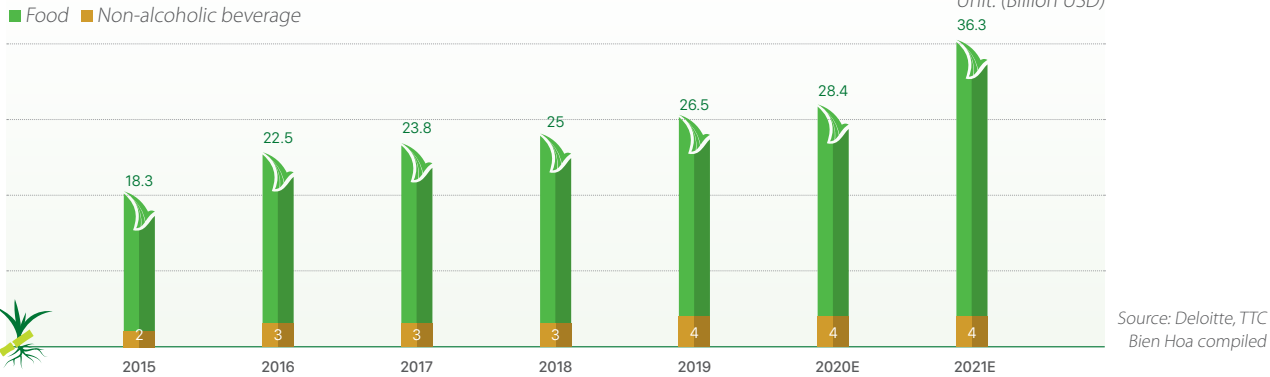
On June 15th, 2021, the Ministry of Industry and Trade released Decision No. 1578/QĐ-BCT, which officially imposed an anti-dumping tax of 42.99 % and an anti-subsidy duty of 4.65 % on Cane Sugar products originating in Thailand, including Refined Sugar and Raw Sugar.

Source: TTC Bien Hoa



According to Vietnam Sugarcane Association (VSSA) statistics, the number of factories operating across the country has declined over many years and is now only 26/40 factories. In FY 2020-2021, total domestic Sugar output is only roughly 690 thousand tons, meeting only one-third of local consumption demand; the remainder must be imported directly from abroad. This demonstrates a significant shortfall in domestic supply, despite the fact that Vietnam’s Sugar consumption remains strong. As can be observed, the domestic Sugar industry is facing a significant challenge, but there is also an opportunity for enterprises with capacity and competitive advantages to grow and extend new market shares.

Vietnam’s F&B Industry Prospects



Since the FY 2014-2015, supply and demand for Sugar in Vietnam have been negatively correlated. The amount of Sugar produced has been decreasing, while consumption demand has been continuously increasing. In the coming years, Vietnam is estimated to require 1-1.5 million tons of Sugar to meet individual requirements and the food industry. The domestic Sugar industry is expected to increase over the next five years, and in this context, enterprises with several sources of Sugar from domestically produced sugarcane will have a significant competitive advantage and achieve successful business performance.

TTC BIEN HOA SEIZES OPPORTUNITIES TO CONTINUE BREAKING UNCHARTED TERRITORY

TTC Bien Hoa, with the mindset of a market leader, always takes precautionary measures and employs appropriate strategies to capitalize on potential opportunities at each stage.

The fact that Vietnam Sugar is listed on the London Commodity Exchange and will be listed on the New York Commodity Exchange in March 2022 benefits not only Vietnam Sugar industry in general, but it is also a great opportunity for TTC Bien Hoa in particular, as the company is one of the pioneers in actively participating in transactions in the international commodity market as well as brings Vietnam clean Sugar to the world.

4

Operation throughout FY 2020-2021

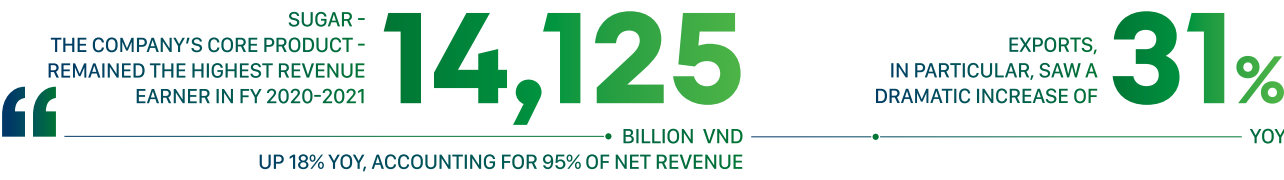
- 46 Operation overview FY 2020-2021
- 47 Investment in improving technology
- 50 Capital market activities
- 52 Effective supply chain management
- 54 R&D activities
- 56 Agriculture research institute a crucial advancement toward sustainable material areas



OPERATION OVERVIEW FY 2020-2021

AIMING TO BECOME A “LEADING SUGAR PRODUCER AND ENERGY SOLUTIONS PROVIDER IN VIETNAM’S AND REGIONAL MARKET”

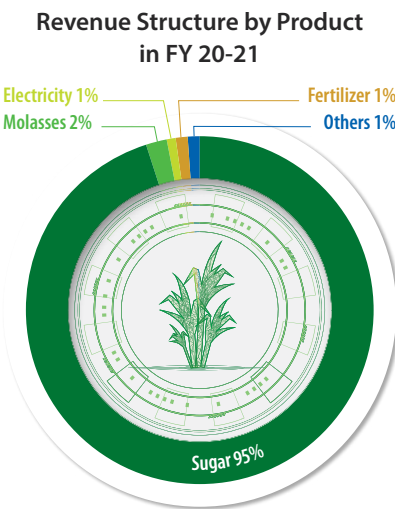
The BOM and staff at TTC Bien Hoa ended FY 2020-2021 with remarkable achievements and positive results, owing to the organization’s unfaltering efforts, innovation, and commitment despite adversity. TTC Bien Hoa, in particular, continued to dominate the Sugar industry, with 46% market share and 1.16 million tons of Sugar consumed. Consolidated net revenue reached VND14,925 billion, up 16%, a YoY increase of more than VND2,000 billion and exceeded the target by 4%.



Owing to the Company’s proactive response to market opportunities. Regarding exports, the Company benefited from being the market leader in Vietnam’s sugar industry, both in terms of product diversification and state-of-the-art manufacturing technologies. The Company enjoyed a significant export advantage in markets with stringent quality requirements, such as Europe, the United States, Singapore, etc. Additionally, TTC Bien Hoa continued to capitalize on China potential Sugar market by offering a diverse range of products to meet market demands. Sugar consumption increased year over year in other sales channels as well.

The B2C channel, in particular, increased by 14%, while the trade channel increased by 5%. TTC Bien Hoa aimed to gradually transition sales channels from traditional manufacturing to service, while also offering energy solutions and new product lines, high-quality Sugar products, and more convenient packaging options to meet the unique needs of Customers.

TTC Bien Hoa is currently the Company that owns the highest and most diversified number of Sugar products, more than 73 lines. It includes 21 RE Sugar products, 17 RS Sugar products, 9 Brown Sugar products, 9 Rock Sugar products, 5 Functional Sugar products, 7 Organic Sugar products, and 5 Liquid Sugar products. This, thereby, ensures the satisfaction of every group of customers on key channels, from B2B, B2C to the export and trade channel. Geared toward the long-term product diversification strategy by maximizing the sugarcane value chain, while mitigating the risks in case of Sugar price fluctuation, the Company has been producing 11 Sugar by-products, including 2 product lines of Miaqua, bagasse, molasses, commercial electricity, 2 caramel, and 4 fertilizer product lines. The highlights of the year were molasses and electricity, with sales of VND276 billion and VND189 billion respectively. Furthermore, last year TTC Bien Hoa welcomed a new nutritional drink - Míaha canned sugarcane juice with 3 different flavors, into its beverage product lines.

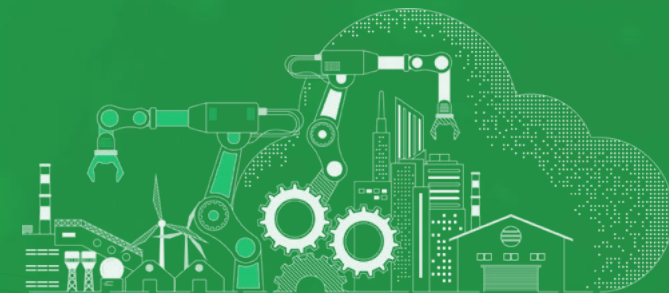


Source: 2020-2021 Audited Consolidated FS, TTC Bien Hoa

MAIN OBJECTIVES FOR FY 2021-2022

1. To improve and complete the core product portfolios, at the same time diversify value-added products, develop Sugar by-products to maximize the sugarcane value chain.
2. To seize the market trends and opportunities, and thus increase domestic and international market share:
 - **MNC channel:** maintain relationships with domestic customers while figuring out solutions to win over multinational corporation customers.
 - **SME channel:** increase market shares, expand customer networks in other regions, especially Northern and Southwestern region.
 - **Trade channel:** increase market share in Vietnam’s Northern market and provide important price reference for the market.
 - **Export channel:** penetrate less price-competitive markets, especially China, with Liquid Sugar and Mix Sugar products.
 - **B2C channel:** develop a cooperation model based on synergy with a focus on the F&B segment.
3. To ensure a centralized supply chain operation to utilize resources, leverage technologies to improve the demand forecast, accommodate fast-evolving market changes, manage inventory flexibly in response to business strategies.
4. To continue to fully integrate governance system into the ERP, along with intelligent analysis, database, and information security in a Cloud-based approach.
5. To manage effective capital allocation, carry out fundraising and M&A activities, invest in strategic partners, manage investment portfolios, develop dividend and buyback policies, among others. The goal is to increase the profitability for the Company and Shareholders by implementing international best practices.
6. To improve human resources capacity, improve knowledge and business management, as well as public relations with Investors/Government/Society/Community, while implementing the Balanced Scorecard to facilitate thorough evaluation.

INVESTMENT IN IMPROVING TECHNOLOGY



A PIONEERING OPERATING MODEL
FAR-REACHING DIGITAL TRANSFORMATION ROADMAP

INVESTMENT IN IMPROVING TECHNOLOGY (CONTINUED)

TTC BIEN HOA AIMS TO BE VIETNAM'S LEADER IN SMART AGRICULTURE



“

 TTC Bien Hoa is no stranger to the new global trend of Smart Agriculture, which emphasizes the use of technology to increase the value of Agribusiness activities, thereby increasing yield and quality, improving Farmers’ livelihoods and living conditions, contributing to the local community, protecting the environment, and promoting economic development. All of these factors significantly aided in the achievement of sustainable development goals.



TTC Bien Hoa achieved first succeed in deploying a Digital Ecosystem based on Software as a service (SaaS), Platform as a service (PaaS), and Infrastructure as a service (IaaS) in Singapore, Laos, and Cambodia to provide end-to-end management for 22 business units in the fields of Sugar production and business, power generation, fertilizer, machinery equipment, as well as fast moving consumer goods (FMCG).

Additionally, the Company standardized the master database and built its Big Data

platform to centrally manage transaction data across the ecosystem, automate and direct data extraction from the Data Warehouse with Core ERP - NonCore - IoT for use in analysis, reporting, assessing business trends, and assisting in operational decision making.

The process’s widespread application has increased processing speed and improved working processes, enabling the Company to easily adapt and be flexible in response to changing operational requirements, customer demand, and market fluctuations. We have applied technology solutions such as PBCS (Planning Budgeting Cloud Service), FCCS (Financial Consolidation & Close Cloud Service), OTBI (Oracle Transactional Business Intelligence), and OAC (Oracle Analytics Cloud) in managing the reporting systems.

TTC Bien Hoa’s digital transformation roadmap lays its foundation on the following 4 technologies:



Cloud Computing: As the foundation for the core ERP system, digital operating systems are fully integrated into ERP via the cloud integration system, thereby forming a complete ecosystem across the value chain.



Big Data: This combines centralized data collection from business and social networks with automated data collection from ecosystem systems and the Internet of Things to create a multidimensional, diverse, accurate, and real-time or near-real-time data structure.



Artificial Intelligence (AI): AI employs intelligent tools to assist in the management of complex data systems and the extraction of value from new data. AI is most beneficial for complex decision-making based on Big Data systems with large amounts of data, which can take time and effort to analyze by using many traditional data analysis tools, resulting in explosive growth in business operations.



IoT automation: With an increasing number of applications and popularity, Internet of Things (IoT) devices will be effective tools for generating powerful data. As with artificial intelligence (AI) and machine learning (ML) solutions, IoT is being integrated into a variety of operations from service to service... with data at the center of the technology.

TTC BIEN HOA'S FIVE-YEAR DIGITAL TRANSFORMATION PLAN UNTIL 2024-2025

“

 Following a promising start to digital transformation with the successful implementation of the core
 ERP ORACLE CLOUD PLATFORM

TTC Bien Hoa continued to implement the 5-year plan under the direction of the Board of Directors by continuing to develop and perfect the information technology infrastructure in order to increase operational efficiency, optimize the operation apparatus, and enhance competitive advantage to become “Indochina’s leading solution provider of traceable and sustainable agricultural products” to go global.

In the sustainable agricultural development strategy for 2021-2025, SBT aims to expand 20,000 ha of raw material area in Australia and the ecosystem development orientation based on strong technology platform for farm management and agricultural data through FRM, the electronic office is fully integrated into the core ERP with new technology, e.g. AI, IoT/Blockchain, GPS support Big data analytics.

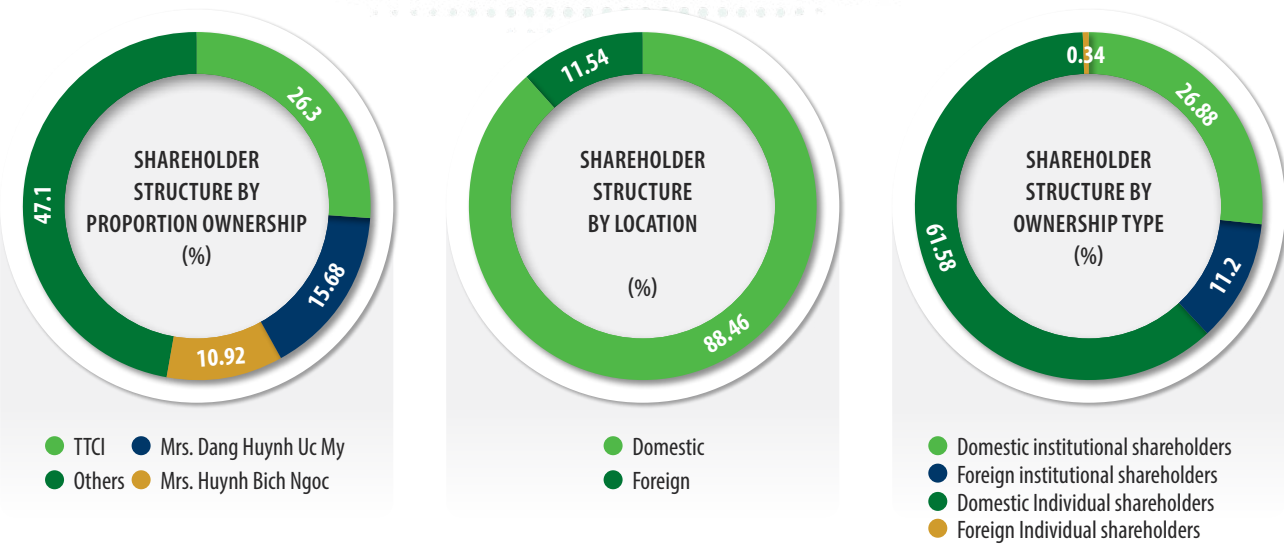
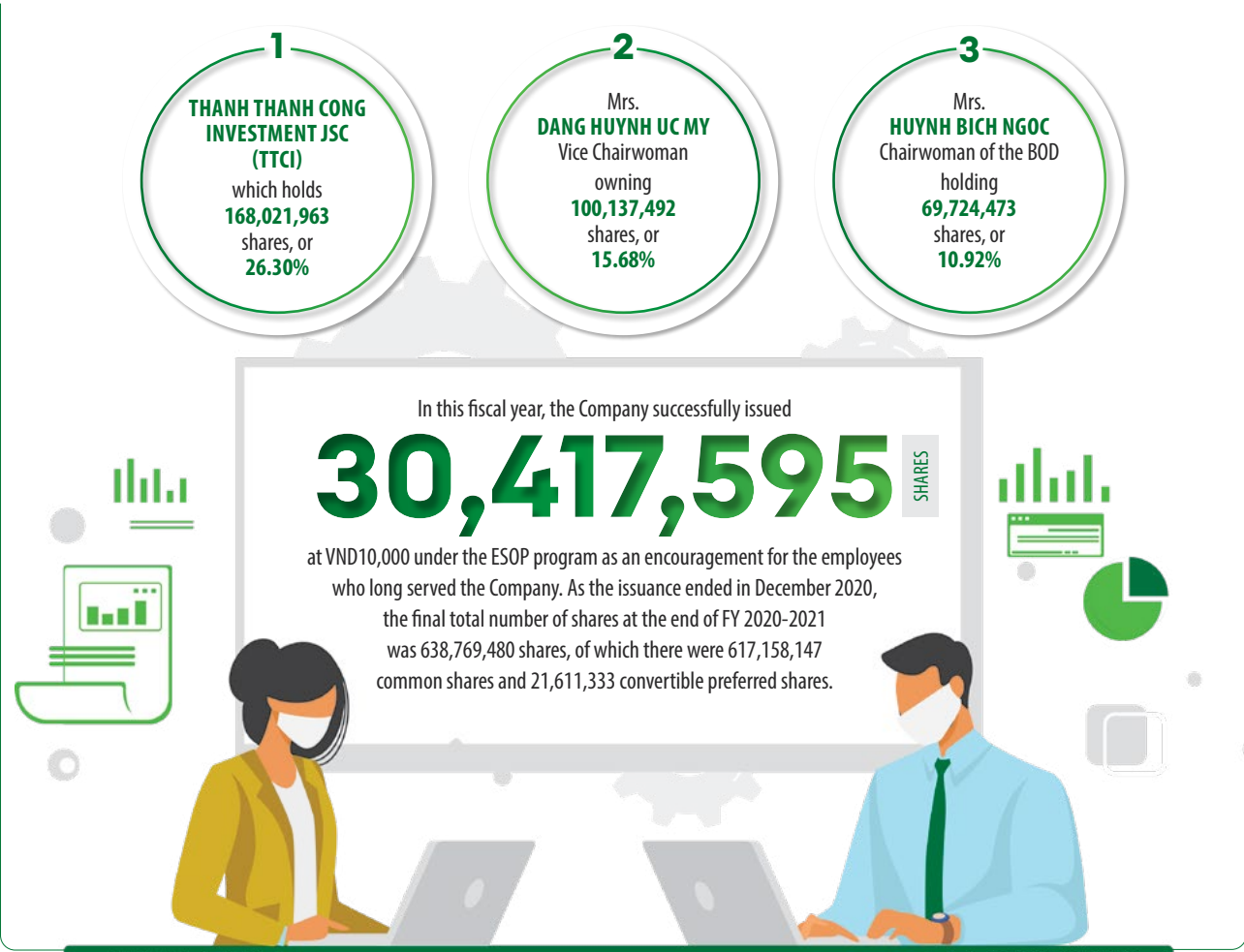
- FRM (Farmer Relationship Management) applied cloud computing technology to collect and analyze farming information on the management platform to ensure food safety and product traceability technology. SBT invested and applied FRM system to manager current raw material areas. FRM system for better management of cultivation processes, investment processes, and inspection of farming items. Contributing to streamline processes and simplify procedures, creating flexibility and suitability for farming. This solution helps increase improve sugarcane yield, ensure commercial cane Sugar (CCS), and develop sugarcane growing areas based on digital technology.
- E-office (Management - Enforcement - Compliance) acts as a portal for all SBT’ member companies to work, exchange and collaborate in ONE platform to comply with policies and regulations of the internal company and government. E-office system also supports human resource management, C&B and payroll integration and communication, sales and marketing, asset, data warehouse management.

CAPITAL MARKET ACTIVITIES

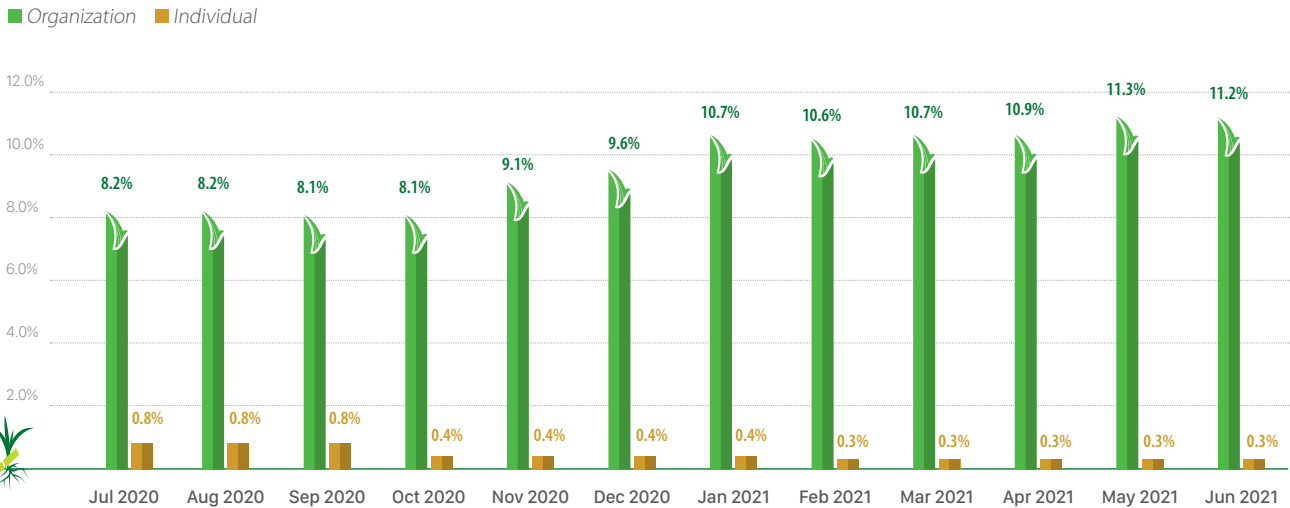
STOCK INFORMATION

SBT' SHAREHOLDER STRUCTURE AND TRANSACTIONS OF INTERNAL PERSONS AND RELATED PERSONS

As of June 30th, 2021, TTC Bien Hoa has 3 major shareholders owning more than 5% of share capital, or 52.9% of charter capital, including 1 organization and 2 individuals:



Steady growth in foreign investors' ownership in the period July 1st, 2020 - June 30th, 2021



Source: TTC Bien Hoa

EFFECTIVE SUPPLY CHAIN MANAGEMENT

TTC BIEN HOA'S EXTENSIVE SUPPLY CHAIN DIAGRAM



Source: TTC Bien Hoa



R&D ACTIVITIES



R&D ACTIVITIES IN FY 2020-2021



In FY 2020-2021, seeking to maximize the sugarcane value chain, and move toward a service-based model providing tailored solutions to every customer, TTC Bien Hoa intensified its R&D activities.

Particularly, new product lines including high quality Sugar and By-products, as well as more convenient packaging methods were introduced. This not only catered to the market's ever-changing customized demand but also helped customers cut costs on intermediate pre-processing steps, labor, storage, production, etc.

THE COMPANY'S PRODUCT PORTFOLIO IN THE FY 2020 - 2021 INCLUDES



MONOROCK ROCK SUGAR

Product line

Co Ba rock Sugar -
Mimosa Rock Sugar

Goal

Diversify product catalogue
to meet
Customers preferences



EXPORTED PREMIX SUGAR

Product line

Premix

Goal

Meet the needs of
international Customers.



ORGANIC SUGAR - GLASS JAR 800G

Product line

Organic Sugar

Goal

Offer an eco-friendly product with
high-class packaging to Customer.



PAPER BAG 25 KG

Product line

Premium Refined Sugar

Goal

Offer an environmentally friendly package to
help dairy and pharmaceutical companies
meet industry strict requirements in
production.



CANE SUGAR PRODUCTS

Product line

Cane Sugar

Goal

Develop new customer-oriented
Cane Sugar products to increase the
TTC Bien Hoa brand awareness.



CANNED SUGARCANE JUICE

Product line

Míaha

Goal

Develop a nutritional drink from
sugarcane that is 100% natural
and preservative-free.



SUGARCANE SYRUP

Product line

TTC

Goal

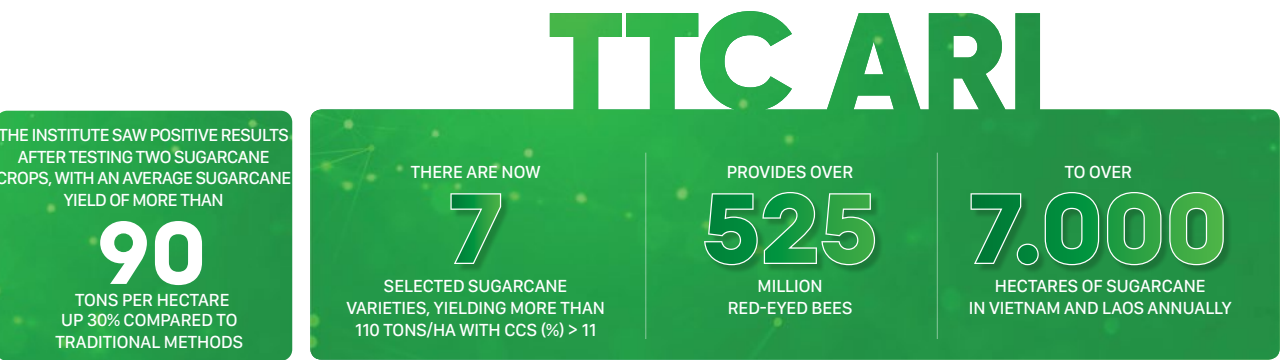
Meet the needs of industrial
manufacturers and
international Customers.

AGRICULTURE RESEARCH INSTITUTE - A CRUCIAL ADVANCEMENT TOWARD SUSTAINABLE MATERIAL AREAS

Thanh Thanh Cong Agricultural Research Institute (TTC ARI) was established in March 2021 as a successor to Thanh Thanh Cong Sugarcane Research and Development JSC, with a vision of becoming a pioneer in multidisciplinary, green and sustainable applied research in agriculture and high-tech agriculture by 2025.



SBT TOWARDS THE SUSTAINABLE DEVELOPMENT STRATEGY OUTSTANDING ACHIEVEMENTS IN FY 2020-2021



Despite being a newcomer in the field, compared to other domestic and regional research institutes, TTC ARI has come up with some initial solutions on cultivation techniques, varieties and plant protection methods, which brought utility results for sugarcane Growers in raw material areas.

RESEARCH ORIENTATION BY 2025

With the objective of becoming

A PIONEER IN MULTIDISCIPLINARY, GREEN AND SUSTAINABLE

applied research in agriculture and high-tech agriculture by 2025, TTC ARI will continue to promote applied research toward the development of sustainable raw material areas. The Institute, in particular, will continue to create new sugarcane varieties and import productive varieties, hence find at least five varieties that could yield more than 100 tons per hectare, achieve over 10% CCS and well adapt to natural local conditions. Furthermore, efforts were made to improve variety selection and plant F3-generation varieties, with the goal of having 100% of raw material areas planted with F3-generation varieties by 2025.

FARMING TECHNIQUES

- Developing fertilizer formulas, finalizing the biological preparation guide, and conducting research on new products (including inorganic and organic products),
- Working on the mechanization of equipment based on field conditions and farming systems,
- Leveraging best farming practices and using F3-generation varieties,

PLANT PROTECTION

- Intending to promote the rearing of red-eyed bees to gradually control stem borers using natural enemy approach on a large scale,
- Other natural enemies (such as prickly flower bugs, big-eyed bugs, and pin-tail bugs) are being studie,
- Investing in environmentally friendly and sustainable weed management technologies.

Another goal of TTC ARI’s projects is to increase the value of Sugar by-products. The Institute is developing growing media for high-tech agriculture, bagasse-based microbial fertilizer, and molasse-centered method for mass-multiplication of sugarcane-beneficial microbes.

5

Sustainable development report

59 TTC Bien Hoa towards the sustainable development strategy



TTC BIEN HOA TOWARDS THE SUSTAINABLE DEVELOPMENT STRATEGY

SBT is only sugar company present in the VNSI20 (Vietnam Sustainability Index) – Top 20 listed companies with the highest sustainable development scores in the Vietnam stock market.

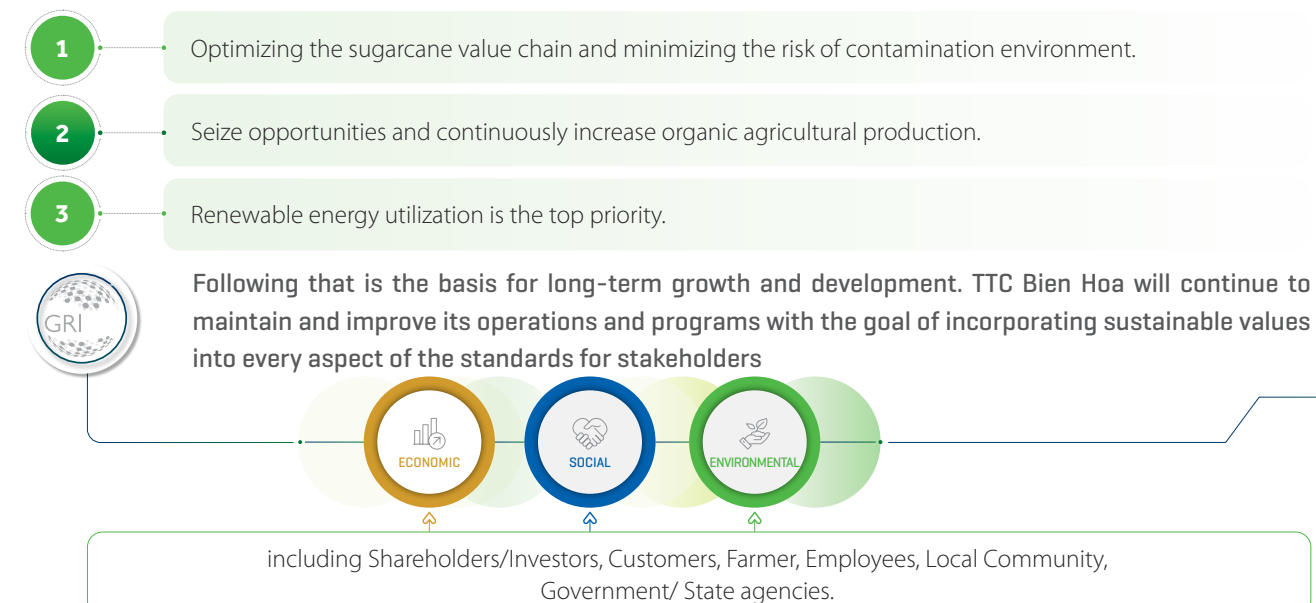


17

SUSTAINABLE DEVELOPMENT GOALS OF UNITED NATION

Objectives	Vietnam	TTC Bien Hoa
	No poverty	2.691 jobs for employees ~6.200 smallholders make their livelihood from sugarcane
	Clean water and sanitation	100% of post-production wastewater was treated and utilized for cooling down machines, watering plants, and farming fish
	Affordable and clean energy	108 million KWh of total commercial electricity 13 solar power stations with a total capacity of ~12 MW serving TTC Bien Hoa's factories and offices
	Reduce income inequality within and among countries	341 jobs for Lao workers 120 social security funding programs was deployed in 3 countries Vietnam, Laos and Cambodia 5 districts of Attapeu province - Laos was given financial support by TTC Bien Hoa to fight against Covid-19
	Life on land	525 million red-eyed bees are released on raw Sugarcane areas in Vietnam and Laos for pest control

SBT geared towards best practices and standards recognized by international organizations namely: **ASEAN corporate Governance Scorecard, OECD, GRI Standards for Sustainability Reporting, 17 Sustainable development goals**, etc.



6

Stakeholders' sharing about SBT

- 61 Customers' comments
- 61 Responses of Sugarcane-growing partners
- 62 Employee's testimonials

“



“Quality as the foundation of sustainability” the long-standing slogan from the Company's early years demonstrated TTC Bien Hoa's commitment to quality assurance over a 50-year operational span, with quality serving as the priority and foundation for our brand's sustainable development.



CUSTOMER COMMENTS ABOUT PRODUCT QUALITY

Sugar is one of the key ingredients in our production, quality of which directly affects the quality of the products. TTC Bien Hoa was chosen as our primary supplies due to its high-quality sugar material that complies with pass floc and purity standards.

Enterprise in the beverage industry

Since ED&F Man has a strong tradition in the agricultural trade, we have high standards when it comes to selecting suppliers, particularly for organic products. After the first crop year of cooperation, we believe that selecting TTC Bien Hoa as the supplier of Organic Sugar products meeting European standards was the perfect option.

Trade

“

I often crave for some sweet, cool drinks, soft drinks for example, when thirsty. Since coming across this product in Circle K, I've now turned to canned sugarcane juice, which is good for health, yet still delicious and refreshing.

”

Mrs. Hoang Thanh Ha
Senior student (HCMC)

RESPONSES OF SUGARCANE-GROWING PARTNERS AND AGRICULTURAL EXTENSION STATIONS' MANAGERS



“

In Tay Ninh province, mechanization of sugarcane production has been applied at numerous stages, including soil preparation, sugarcane care and harvest. Weed control, on the other hand, remains a key concern as it significantly impacts productivity and profitability. Based on TTC's recommendations, we retain sugarcane leaves after harvest to suppress weeds, then use mini weeders to remove weeds between rows of full-grown sugarcane and drones to manage weed density. These solutions have put my mind at ease.

”

Mr. Nguyen Tan Khoi

Sugarcane-growing partner from TTC Bien Hoa Agricultural extension station No.3, Tay Ninh



“

I do appreciate the Company's funding policy that helps create stable jobs and improve our livelihoods. I am grateful for the enthusiastic support of all the TTC Bien Hoa's staff, who accompany me in every step of production, from land preparation to sugarcane care and harvest. Of course, I could not thank you enough for the on-site attentive guidance of extension workers as they show me how important weed control and fertilization is in sugarcane farming.

”

Mr. Sombun Phengsavan

Sugarcane-growing partner from TTC Attapeu Agricultural extensive station No. 3



“

The Company's non-refundable aid policy so far has received great responses from the Growers. All tailored items are timely disbursed to address their needs. The Growers in the My Hiep sugarcane field now eagerly set their sights toward the development of raw material areas.

”

Mr. Nguyen Ngoc Lam

Manager of TTC Agricultural extension station No. 1, Bien Hoa-Phan Rang, Ninh Thuan

EMPLOYEE'S TESTIMONIALS

“

TTC Bien Hoa is one among the nation's businesses impacted by the complicated pandemic. TTC was able to address and overcome the difficulties by reassuring its family-friendly policy and assisting employees in remaining focused on their work. As part of the policy, the company immediately conducted screening tests for Corona-infected individuals (identified as F0), consulted healthcare providers regarding vaccinations, mobilized personnel for F0 hospital transfers (employees or their families), and provided medical oxygen and Covid-medicine to each area, among other things. That is why I have sought to reaffirm my commitment to a solid TTC Bien Hoa, and I am ecstatic to be a part of such a wonderful family.

Mr Nguyen Dinh Tho - Chief of Purchasing Dept. at TTCS

”

“

Bien Hoa - Ninh Hoa Factory has had a hold on my heart for the last two decades as a second home of love and solidarity. Given the BOM's primary responsibility to care for its employees, it has committed to providing compensation and welfare policies that increase everyone's income and standard of living, including my family's. Observing our company's sturdy growth on a daily basis delights and assures me that we are on the right track, the one set out by the BOD. May Bien Hoa - Ninh Hoa Factory and the TTC Bien Hoa family prosper and grow.

Mr Le Van Thai - In charge of production chemicals - Bien Hoa Factory - Ninh Hoa

”

“

Despite being a newcomer, what has fascinated me over the last year here is how the company has prioritized a professional work environment. The BOD and Managers at all levels have committed to establishing a positive corporate culture that fosters employee expression. That is why each individual employee aspires to grow alongside and contribute to TTC Bien Hoa's development, as members in a family.

Mrs Nguyen Thi Ngoc Bich - Recruitment Specialist - TTC Bien Hoa

”

“

As the standard of an agriculture company, TTC Bien Hoa focuses mainly on developing a highly skilled workforce, outstanding practice skills, and meeting the strictest factory quality in production and closed-line businesses.

”

7

Introduction of Executive Board

64 Introduction of the Board of Directors

65 Introduction of the Board of Management



INTRODUCTION OF THE BOARD OF DIRECTORS

Mrs. HUYNH BICH NGOC
Chairwoman



Year of birth: 1962

Business Administration

Experience:

- 40 years experience in the Sugar industry.
- Developing medium and long-term development strategies to become the No.1 Sugar Company Vietnam and have a certain position in the international market.
- Developing TTC Bien Hoa's fruit tree market expansion strategy. She played a pivotal role in conducting farms trials in the Southeast.
- Leading TTC Bien Hoa's penetration into the FMCG market through the introduction of a clean, green product line branded Miáha.
- Providing direct guidance on agricultural extension projects and raw material expansion.

Mrs. DANG HUYNH UC MY
Vice Chairwoman



Year of birth: 1981

Master of Business Administration

Experience:

- 15 years of experience in the Finance and Sugar industries.
- Leading TTC Bien Hoa to become the first Agricultural company to utilize digital technology in business operation management.
- Paving the way for TTC Bien Hoa to enter the global commodity market as a "Trading house".
- Ensuring TTC Bien Hoa is on the right track under the 5-year strategy for the period of 2021-2025.
- Strategic orientation of business transformation B2C with a developed distribution network.
- Guiding capital mobilization strategy of the company.

Mr. HOANG MANH TIEN
Independent Board Member



Year of birth: 1962

Bachelor of Laws

Experience:

- 20 years of experience in Internal control and Supervision.
- Directing and participating in the implementation of the programs under the Enterprise Risk Management (ERM) Project.
- Reviewing and improving internal audit system including compliance audit, performance audit, and FS audit at TTC Bien Hoa.
- Directing and organizing implement the review of key issues, advising the BOD on risk management strategies.
- Assisting the Company in risk control, especially risks occurring in domestic and foreign investment, supporting the goal of the Company for a sustainable future.

Mr. NGUYEN VAN DE
Member of the Board



Year of birth: 1983

Master of Business Administration

Experience:

- 15 years of experience in the Finance and Sugarcane industries, in which, he has 10 years of experience in international sugar trading.
- Advising the Board of Directors on financial structures appropriate to each time on foreign capital mobilization, especially in charge of exploiting "Green Finance" sources in the international capital market.
- Being in charge of formulating a strategy to develop sugar trading activities and sustainable raw material area expansion for SBT to 2025 in the international market.
- Consulting and organizing international financial market development strategies in Singapore.

Mr. VO TONG XUAN
Member of the Board



Year of birth: 1940

Ph.D. in Agronomy

Experience:

- 40 years of experience in the Agricultural industry and more than 10 years in Sugar industry.
- Advising the BOD on solutions in agriculture to increase productivity and CCS for organic sugarcane material areas in foreign countries.
- Advising the BOD on the strategy of cooperation and exchange of science and technology with international institutes, R&D center for hi-tech agriculture.
- Advising on programs promoting climate-resilient sugarcane cultivation in the South and projects utilizing the use of natural enemies for other industrial crops in areas.
- Consulting on foreign raw material areas development and building the project schedule.

Mrs. VO THUY ANH
Independent Board Member



Year of birth: 1972

Bachelor of Finance and Accounting

Experience:

- 25 years of experience in FMCG and Real estate industries.
- Developing effective strategy for SBT in order to increase its penetration into the beverage market, maximize the sugarcane value chain, and thus increase the Company's profitability.
- Advising the BOD on financial management including capital growth strategy and planning.
- Advising on formulating strategies for developing new business lines and accessing new markets.
- Reviewing and giving feedback to develop a complete implementation plan in each phase to ensure long-term goals.

Mrs. HUANG LOVIA
Independent Board Member



Year of birth: 1986

Bachelor of Finance and Accounting

Experience:

- 10 years of experience in Financial and Banking industries in the international market.
- She represents for the young generation, joining SBT with energy and enthusiasm.
- Advising the Board of Directors on new trending financial structure, connecting SBT with the international financial market, especially difficult markets like the US and Europe that always require sustainable performance targets.
- Participating in the development of foreign capital mobilization and optimization strategies.
- Participating in developing a 5-year strategy for the 2021-2025 period focusing on maximizing the industry value chain.
- Consulting the international standards on human resource development strategies, especially appropriate policies to attract and develop human resources at SBT's subsidiaries in the international market.

INTRODUCTION OF THE BOARD OF MANAGEMENT

Mr. NGUYEN THANH NGU
Chief Executive Officer



Year of birth: 1987

Bachelor of Business Administration

Experience:

- With over 11 years of experience in governance and operations in the Banking & Finance industry, as well as manufacturing and business activities in the Sugar industry. In which, he has 7 years of experience in a variety of industries, including thermal power, rubber, agriculture, and foodstuffs.
- Proposing a series of solutions to support TTC Bien Hoa swiftly adapt to the new business environment under ATIGA and other changes in the policy of the industry.
- Adopting flexible governance policies in response to Covid-induced economic uncertainty.
- Leading a successful restructuring of TTC Bien Hoa toward a modern, refined and efficient operating model upon the deployment of Oracle Cloud ERP.
- Boosting the expansion of sugarcane material areas of TTC Bien Hoa in three countries, including Vietnam, Laos, Cambodia, contributing to an increase in the capacity and farming areas.
- Achieving the business goals astoundingly, setting a new record for the profit after tax and maintaining the consumption output of over 1 million tons/ year.

Mr. HUYNH VAN PHAP
Deputy CEO - Division of Sales



Year of birth: 1979

Bachelor of Business Administration

Experience:

- 20 years of experience in the Sugar and Food industries.
- Significant contributions to the development of the CRM system, the expansion of the distribution network, and the increase in market awareness of the Bien Hoa Sugar brand.
- Managing all business activities effectively, adding new customers and exceeding the target, increasing sales revenue with exceptional growth in the export channel, boosting international market share and closely monitoring operation expenses.
- Running marketing campaigns on different social platforms, thereby continuing to increase the coverage of Bien Hoa Sugar brand, along with impressive product launching events for new products.
- Orienting and developing the mechanization business, including completing the organizational structure in compliance with the laws, expanding the network of consultancies and distributors across the country, supplying equipment for large-scale projects.

Mrs. DOAN VU UYEN DUYN
Permanent Deputy CEO



Year of birth: 1987

Master of International Business and Technology Management

Experience:

- 10 years of experience in the Finance and Sugarcane industries.
- Overseeing several significant initiatives aimed at ensuring a well-designed governance system, with an emphasis on technology infrastructure, human resource management, and a healthy financial structure, all with a risk based approach. The objective is to lay the groundwork for global integration.
- Participating in developing a 5-year strategy for the 2021-2025 period focusing on maximizing the industry value chain.
- Integrating IFRS-led Finance-Accounting service model into the Oracle Fusion Cloud system, which was officially rolled out for 22 units at 4 countries integrated on July 1st, 2021.
- Developing and standardizing dossiers on capital mobilization, while successfully raising a fund of VND3,000 billion for long-term capital restructuring.
- Leading the enhancement of the HR management, engaging in the establishment of the successor development policy for the Remuneration and Compensation Committee, plus training and allocating staff to ensure implementation of operational risk and change management.
- Developing and leading the Digital Transformation - ERP Oracle Fusion Cloud project under the Company's business development and corporate governance strategy.



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