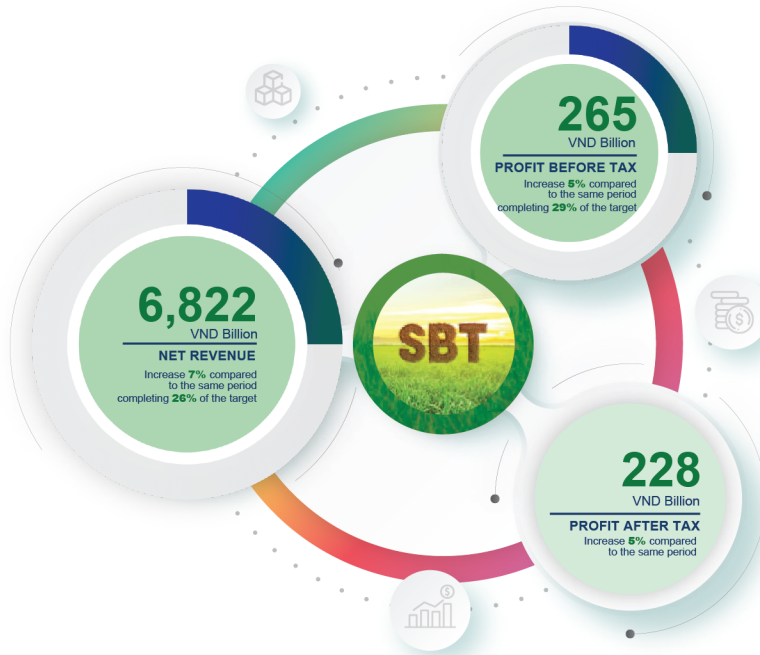


THE FIRST QUARTER OF FISCAL YEAR 2024-2025: TTC AGRIS (SBT) REPORTS POSITIVE BUSINESS RESULTS, WITH FBMC REVENUE TRIPLING IN GROWTH



- **TTC AgriS started the 2024-2025 fiscal year with positive business results, marked by an improved gross profit margin and a threefold increase in revenue from the Food - Beverage - Milk - Confectionery (FBMC)**

In the first quarter of the 2024-2025 fiscal year, TTC AgriS maintained stable growth momentum thanks to a strategic focus on core activities and effective cost control, despite facing significant challenges from exchange rate fluctuations and declining sugar prices. **Specifically, net revenue for the first quarter reached approximately VND 6,822 billion, a 7% increase compared to the same period, achieving 26% of the target. Profit before tax reached approximately VND 265 billion, up 5% from the same period, fulfilling 29% of the fiscal year plan. Profit after tax reached approximately VND 228 billion, marking a 5% increase compared to the same period. Additionally, the gross profit margin improved to over 12.3%, up from 10.9% in the same period.** The sales volume exceeded 344.3 thousand tons of sugar, marking a 10% increase compared to the same period. Both the dexport channel and the domestic MNC channel achieved solid growth, with increases of 11% and 32% over the same period, respectively. As of September 30th, 2024, TTC AgriS has also expanded its scale, with total assets reaching over VND 34,369 billion, further confirming the company's strong financial potential.



The FBMC's revenue is a bright spot in the first quarter business landscape, **with impressive revenue growth reaching VND 108 billion, three times higher than the same period of the previous fiscal year.** This growth is attributed to the company's continuous launch of new nutritional beverage lines, such as C-Cane Crush and bottled coconut water XIM. TTC AgriS aims for the FBMC segment to account for 40% of total revenue by 2030.





On August 8th, 2024, Ms. Dang Huynh Uc My - Chairlady of the BOD introduced the launch of C-CANE CRUSH, an energy drink made with natural sugarcane juice, marking TTC AgriS's acceleration in the F&B market

TTC AgriS enhances R&D and M&A activities, focusing on core business to enter the global FBMC market

Leveraging its competitive advantage with 72,000 ha of cross-border material areas across Vietnam, Laos, Cambodia, and Australia, TTC AgriS continually strengthens R&D activities to optimize the agricultural value chain and product portfolio from sugarcane, coconut, banana, rice, and etc. As of June 30th, 2024, TTC AgriS holds a portfolio of nearly 200 product lines, marking a 9% increase year-on-year, including over 30 natural nutritional beverages. Notably, for the first time, the portfolio includes 11 rice-based product lines. Over the past year, the company has successfully brought TTC AgriS-branded products to consumers across 69 countries and territories, with export markets continuing to grow by 38% year-on-year.



The portfolio featuring nearly 200 lines of natural nutritional products of TTC AgriS, a foundation for achieving the revenue target of VND 60 trillion by 2030

TTC AgriS is also accelerating its entry into the global FBMC market by pursuing M&A activities with companies in the same industry that have production and supply capabilities for international markets. In September 2024, TTC AgriS announced the AUD 1.5 million investment in East Forged, an Australian company specializing in cold brew nitro tea, through its subsidiary, Global Mind Australia (GMAA). In October 2024, the company announced plans to invest up to 40% of the charter capital in Ben Tre Import-Export Joint Stock Company (BetrimeX), a leading Vietnamese company in the production, distribution, and trade of coconut products. This investment will take place from October 2024 until completion, within the fiscal year 2024-2025. The successful investment in East Forged, along with the upcoming investment in BetrimeX, will strengthen TTC AgriS's capabilities to respond to market trends and customer demands, as well as enhance the company's comprehensive product and service ecosystem in its strategy to expand into the FBMC market.

In addition to M&A activities, TTC AgriS will enhance the restructuring of its investment portfolio to fully concentrate on the company's core activities, aiming to deliver high value to shareholders and stakeholders.



Mr. Justin McGowan - CEO of Trade and Investment Queensland (bottom row, left), Ms. Dang Huynh Uc My - Chairlady of TTC AgriS (bottom row, right), Ms. Doan Vu Uyen Duyen - CEO of GMAA (top row, left), and Ms. Kym Cooper - Founder of East Forged (top row, right) in the signing ceremony held at the Queensland Trade and Investment Office, Australia.



➤ **TTC AgriS's annual general meeting (AGM): Ms. Dang Huynh Uc My - Chairlady of the BOD affirms commitment to intensify financial restructuring and focus on core activities**

On October 24th, TTC AgriS successfully held its AGM for the fiscal year 2023-2024. Sharing about TTC AgriS's business strategy, Ms. Dang Huynh Uc My emphasized: **"We have successfully refined the Circular Commercial Value Chain and the Integrated smart agricultural economic model, aiming for a revenue target of VND 60 trillion by 2030 and Net Zero by 2035. In the near future, TTC AgriS will focus on expanding its raw material areas, investing in additional production facilities for food, beverages, and confectionery to align with our goal of participating in the global FBMC value chain. Specifically, we will intensify efforts to divest and restructure our portfolio of investments outside the agricultural value chain to concentrate all efforts on the core activities of the Company, aiming to deliver high value to our Shareholders and Stakeholders"**.



Ms. Dang Huynh Uc My - Chairlady of the BOD delivered a speech at the AGM FY 2023-2024





Recently, TTC AgriS has marked a strong transformation, becoming an attractive **"green"** destination for leading international financial institutions. In just the past year, TTC AgriS has raised USD 270 million in foreign capital from international institutions and banks such as IFC, FCB, and E.SUN to support the expansion of its global trade reach. In October, TTC AgriS announced receiving a funding grant from SACE S.p.A and ING, with a total value of USD 42 million. TTC AgriS and ING also marked a strategic partnership aimed at bringing Vietnamese agricultural products to international markets while promoting the development of the F&B sector in Singapore and Australia. This includes a focus on sustainable agricultural investment in Australia through a Memorandum of Understanding (MOU) regarding a loan facility of USD 100 million. TTC AgriS is the first agricultural enterprise in Vietnam to fully meet the selection criteria of the SACE Push Strategy program - a financing guarantee program by SACE S.p.A. in collaboration with ING Bank from the Netherlands.

With these significant strides, TTC AgriS affirms its pioneering role and position as Vietnam's leading agricultural enterprise. **In the next growth phase, the company is committed to enhancing sustainable value for all stakeholders involved in TTC AgriS's responsible value chain.**



RESPONSIBLE VALUE CHAIN

55 YEARS
AND BEYOND

55TH
ANNIVERSARY



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