



COMPREHENSIVE

ANNUAL REPORT 2021 - 2022

ABBREVIATION

AGM	Annual General Meeting of Shareholders	HOSE	Ho Chi Minh Stock Exchange
AR	Annual report	HORECA	Hotel, Restaurant and Catering
ATIGA	ASEAN Trade in Goods Agreement	HR	Human Resources
ASEAN	Association of Southeast Asian Nations	IA	Internal Audit
BOD	Board of Directors	IFRS	International Financial Reporting Standards
BOM	Board of Management	ISO	International Organization for Standardization
B2B	Business to Business	JSC	Joint Stock Company
B2C	Business to Customer	M&A	Mergers & Acquisitions
COD	Chemical Oxygen Demand	MT	Modern Trade
CCS	Commercial Cane Sugar	MNC	Multinational Corporation
Co., Ltd.	Company Limited	OECD	Organization for Economic Cooperation and Development
CAGR	Compounded Annual Growth rate	P/E	Price-to-Earnings Ratio
CG	Corporate Governance	PAT	Profit After Tax
CEO	Chief Executive Officer	PBT	Profit Before Tax
CIT	Corporate Income Tax	RE	Refined Extra
EBIT	Earnings before interest, taxes	RS	Refined Standard
EBITDA	Earnings before interest, taxes, depreciation and amortization	R&D	Research & Development
ESOP	Employee Stock Ownership Plan	ROA	Return On Average Assets
ERP	Enterprise Resource Planning	ROE	Return On Average Equity
F	Forecast	SME	Small and Medium-sized Enterprise
FS	Financial report	TTC Bien Hoa, TTC AgriS, AgriS, SBT, Company	Thanh Thanh Cong – Bien Hoa Joint Stock Company
FY	Fiscal Year	TCD	Tons of Cane per Day
FDA	Food and Drug Administration	UN	United Nations
FDI	Foreign Direct Investment	USDA	United States Department of Agriculture
FOL	Foreign Ownership Limit	VAS	Vietnam Accounting Standards
GMS	General Meeting of Shareholders	VSSA	Vietnam Sugarcane and Sugar Association
GT	General Trade	YoY	Year Over Year
GRI	Global Reporting Initiative		
GDP	Gross Domestic Product		



TTC AgriS applies the **integrated smart agricultural economic business model** to all activities of agricultural development, production and supply to maximize the entire diverse and highly potential value chain as well as attempt to remove all adverse impacts on the environment. Over the past five decades of operation, TTC AgriS has consistently put the "green" business strategy at the core of our values and considered it a unique identifier that brings us to a **Comprehensive Value Chain and affirms our sustainable competitive edge.**



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MESSAGE FROM BOD VICE CHAIRWOMAN



Mrs. DANG HUYNH UC MY

Vice Chairwoman of the Board of Directors of TTC AgriS

First of all, I would like to express my sincerest thanks to the valued Shareholders, Investors, Farmers, Customers and Partners who have always trusted and accompanied TTC AgriS over the years.



The FY 2021-2022 has been continuing to be one of many breakthroughs for TTC AgriS when the Company for the first time achieved a profit of over one trillion VND in one fiscal year since the commencement of its operations. It is worth mentioning that TTC AgriS has exceeded the target assigned by the General Meeting of Shareholders and has achieved impressive growth in the context of a volatile economy facing Covid-19 and escalating political instability. We have successfully differentiated ourselves in business activities on the basis of **Comprehensive Value Chain Sustainable Competitive Advantage**. These are the guidelines for the Company's sustainable success in recent years.

For more than 50 years of operation, TTC AgriS has always been steadfast on the journey of sustainable development. We upholding the "Green" business strategy both as a development foundation and a competitive advantage through drastically transforming and shifting focus on synergies from internal strengths that integrate Environmental, Social and Governance (ESG) matters into operations. We firmly believe that closely following our sustainable development strategy is a prerequisite for TTC AgriS to further expand its reach and participate more deeply and effectively in the agri and food business in both Vietnam and international markets. We are gradually optimizing and modernizing all activities from business orientation to operation and production, upgrading human resources towards international standards, comprehensive transparency, thereby contributing added value to all related parties.



SBT aims to build a business providing **comprehensive agricultural solutions** from farm to fork and customer's factory. As such, TTC AgriS actively transforms its business model from a purely agricultural production company to the **Integrated smart agri-economic business model** with the orientation of comprehensively transforming its governance model from purely Technical and Production to Production - Export & Import - Trade in Agricultural services on the basis of multinational development. In addition, TTC AgriS looks to focus on commercial business activities based on market demands. We promote R&D activities to become a producer of high value-added agricultural products integrated with consumer and commercial values, for example: Spices for cooking, products for housewives and children, probiotics, etc. All these strategies help to complete the product and service ecosystem, orient the market, thereby anticipating all customer needs.

In the past fiscal year, the successful investment in Australia - one of the world's leading sustainable producers of modern agricultural commodities is also an important step for TTC AgriS to continue its journey to conquer the world and strengthening the position of Vietnam's agriculture 4.0 in the international arena. The cooperation also promotes the sustainable development of the Sugar industry in both countries, expands employment opportunities and enhances bilateral trade and benefits between Vietnam and Australia.

The positive results achieved in the FY 2021-2022 serve as an important lever for TTC AgriS to continue to deploy and realize the strategic goal of becoming an **agricultural enterprise with high technology applied for sustainable development**, with extensive participation in the global agricultural value chain.

Having said all this, on behalf of the Board of Directors, I hope that our valued Shareholders, Investors, Farmers, Customers and Partners will continue to support and accompany us on our journey of realizing the strategic goals for 2025 with a vision for 2030. May you enjoy health, prosperity and success.

DANG HUYNH UC MY

Vice Chairwoman of the Board of Directors of TTC AgriS

VISION - MISSION - CORE VALUES

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

VISION



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

MISSION



EFFICIENCY



CREATIVITY



INTEGRITY



OWNERSHIP



PIONEER



CORE VALUES





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SIGNIFICANT NUMBERS IN FY 2021-2022

~68,000 HA

**MATERIAL AREAS IN 4 COUNTRIES INCLUDING
VIETNAM, LAOS, CAMBODIA, AND AUSTRALIA**

46%

**OF THE MARKET SHARE
LEADING VIETNAM'S
SUGAR INDUSTRY**

29+

EXPORT MARKETS

Reached over 1 million

TONS FOR THE 3RD YEAR IN A ROW SALES VOLUME

18,319

**NET SALES HIT
RECORD LEVELS**
Up 23% YOY,
fulfilling 108% of the target

873

**HIGHEST PROFIT
AFTER TAX OF ALL TIME**
Up 34% YOY

~1.2

**THE FIRST SUGAR ENTERPRISE
WITH TOTAL ASSETS EXCEEDING
THE USD 1 BILLION THRESHOLD**

1,900

BILLION OF BONDS
The Best Local Currency
Bond Deal 2021 honored by
The Asset Triple A

75

SUGAR PRODUCT LINE
Including 8 Organic Sugar products
that meet EU and USDA standards

12

**SUGAR BY-PRODUCTS
AND AFTER-PRODUCTS**

6

**BEVERAGE
PRODUCTS**

~103

**COMMERCIAL ELECTRICITY
INTEGRATED INTO THE
NATIONAL POWER GRID**

18

**SBT STOCK INCLUDED
IN MANY REPUTABLE ETFS
AND INDEX BASKETS**

VNSI20

5 consecutive years in the Top 20
listed companies in the VNSI20 -
HOSE Sustainability Index basket,
with an ESG score of over 90%

Top 5

**BEST CORPORATE GOVERN-
ANCE COMPANIES 2021 -
LARGE CAP GROUP - HOSE**

Top 50

**TOP 50 MOST PRESTIGIOUS
AND EFFECTIVE PUBLIC
COMPANIES LISTED 2021
VIETNAM REPORT**

AA+ TO AAA-

**115 MILLION USD, AN INCREASE OF 40%
COMPARED TO THE MOST RECENT VALUATION**

BRAND RATING - BRAND FINANCE
BRAND VALUATION - BRAND FINANCE

SIGNIFICANT EVENTS IN FY 2020-2021

July 2021

TOP 20

VIETNAM SUSTAINABLE DEVELOPMENT INDEX
(VNSI20) - HOSE



Top 20 listed companies in the VNSI - HOSE
Sustainability Index basket

TOP 10

SUSTAINABLE AND GREEN ENTERPRISES



Mr. Nguyen Thanh Ngu at the Top 10 Sustainable and Green Enterprises
Award Ceremony

October 2021

BEST COMPANIES TO WORK FOR IN ASIA 2021



Best Companies to work for in Asia 2021 - HR Asia

TOP 50

PRESTIGIOUS AND EFFECTIVE PUBLIC COMPANIES 2021



Top 50 Prestigious and Effective Public Companies 2021 (VIX50);

November 2021



CORPORATE EXCELLENCE AWARD
2021 - APEA

Mrs. Huynh Bich Ngoc at the APEA - Corporate
Excellence Award 2021 Ceremony

December 2021

TOP 5

CORPORATE GOVERNANCE COMPANIES 2021
LARGE CAP GROUP - HOSE



Top 5 Best Corporate
Governance Companies
in 2021 - Large Cap Group

January 2022

VIETNAM'S TOP 50
BEST-PERFORMING COMPANIES



Vietnam's Top 50 Best-performing
companies (TOP50) - Nhip Cau
Dau Tu Magazine and Thien Viet
Securities JSC

March 2022

THE BEST LOCAL

CURRENCY BOND DEAL 2021



The best local currency bond deal 2021 - The Asset Triple A

OFFICIALLY COOPERATED WITH THE GOVERNMENT OF
QUEENSLAND, AUSTRALIA



Mrs. Huynh Bich Ngoc and Mrs. Dang Huynh Uc My together with other
senior leaders at the official meeting with the Government of Queensland,
Australia

August 2022

COMPREHENSIVE
COOPERATION
WITH QUEENSLAND GOVERNMENT IN SUSTAINABLE
MODERN AGRICULTURE DEVELOPMENT



SBT and Farmacist agronomic consulting company signed a
Memorandum of Understanding (MOU)

AWARDS AND RECOGNITION



TOP 20 VIETNAM SUSTAINABLE DEVELOPMENT INDEX (VNSI20) - HOSE



TOP 10 SUSTAINABLE AND GREEN ENTERPRISES AWARD - VICETA



TOP 50 PRESTIGIOUS AND EFFECTIVE PUBLIC COMPANIES (VIX50) VIETNAM REPORT



BEST COMPANIES TO WORK FOR IN ASIA 2021 - HR ASIA



CORPORATE EXCELLENCE AWARD 2021 - APEA



TOP 5 CORPORATE GOVERNANCE AWARD LARGE CAP COMPANY 2021 - HOSE



MRS. DANG HUYNH UC MY - MASTER ENTREPRENEUR AWARD ENTERPRISE ASIA 2021



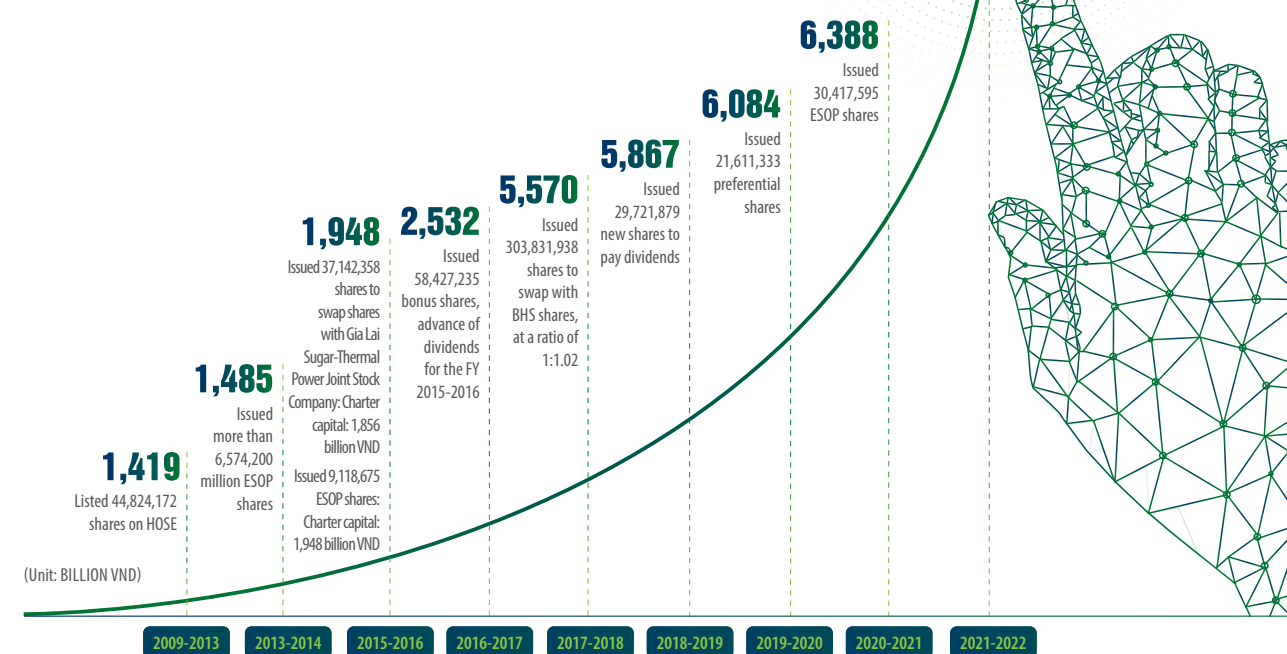
THE BEST LOCAL CURRENCY BOND DEAL 2021 - THE ASSET TRIPLE A

INCREASE OF CHARTER CAPITAL OVER YEARS

CHARTER CAPITAL IN FY 2021-2022 (billion VND)

6,508

ISSUED 11,992,748 SHARES TO CONVERT BONDS FOR CORETREND - SOUTH KOREAN STRATEGIC INVESTOR



TTC AgriS sugarcane material area in Tully, Queensland



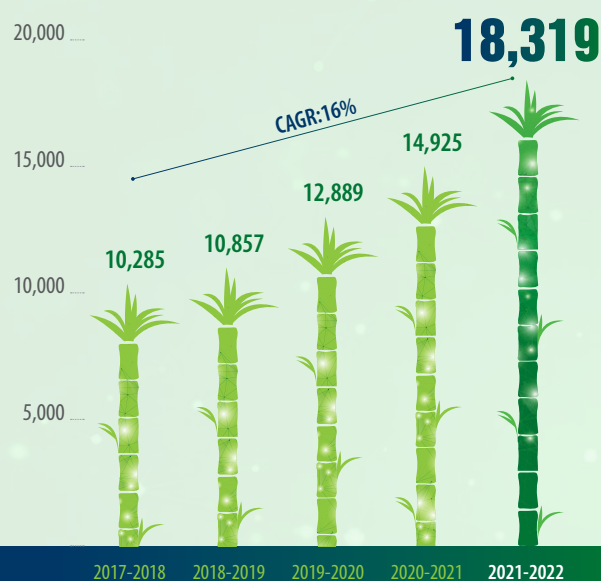
FINANCIAL HIGHLIGHTS FROM FY 2017-2018 TO FY 2021-2022

PROFIT INDICATORS

ASSETS AND CAPITAL SOURCES

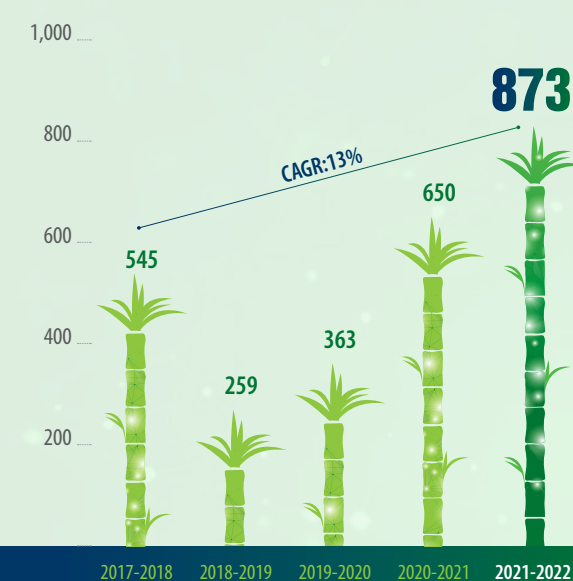
NET REVENUE

(Unit: Billion VND)



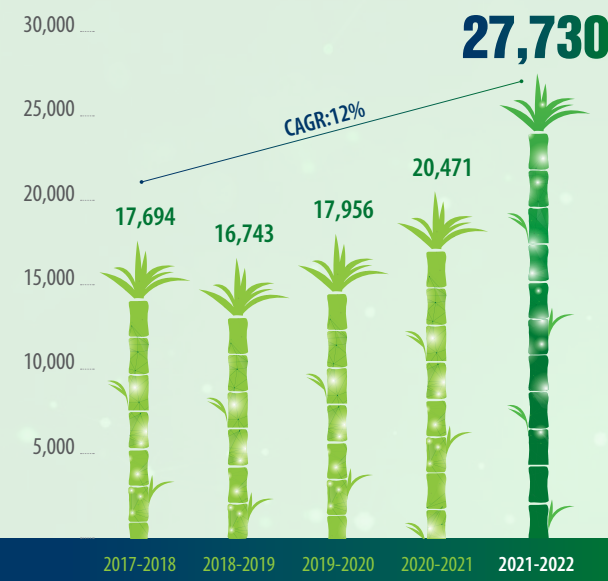
PROFIT AFTER TAX

(Unit: Billion VND)



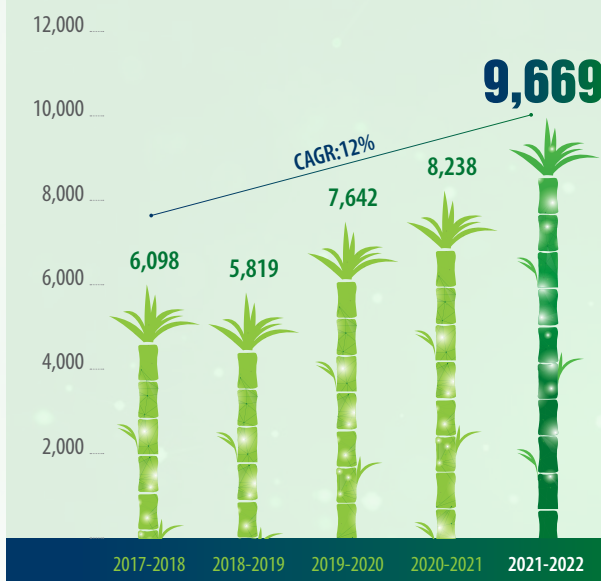
TOTAL ASSETS

(Unit: Billion VND)



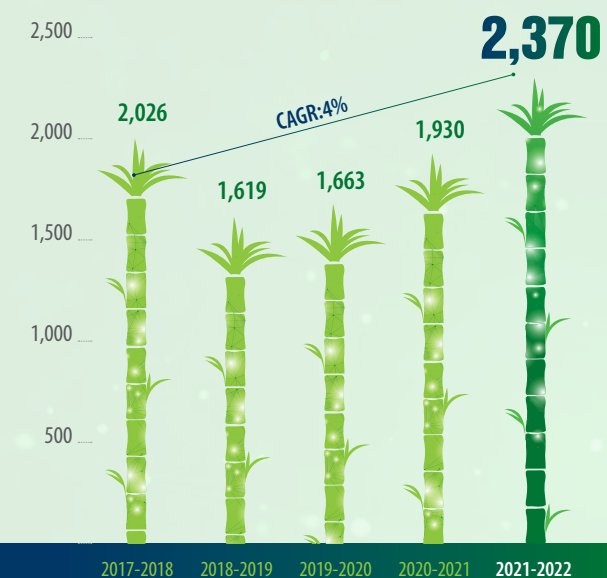
OWNER'S EQUITY

(Unit: Billion VND)



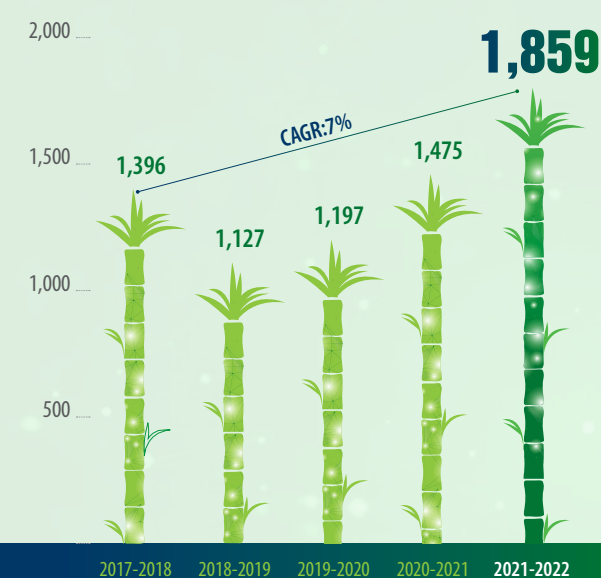
EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND AMORTIZATION (EBITDA)

(Unit: Billion VND)



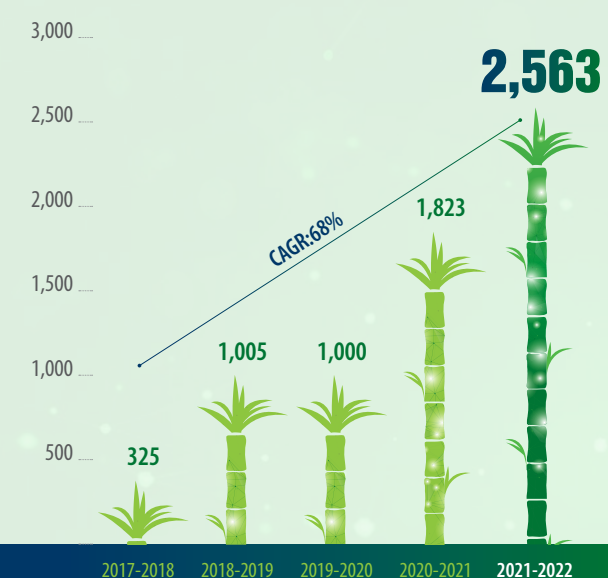
EARNINGS BEFORE INTEREST AND TAXES (EBIT)

(Unit: Billion VND)



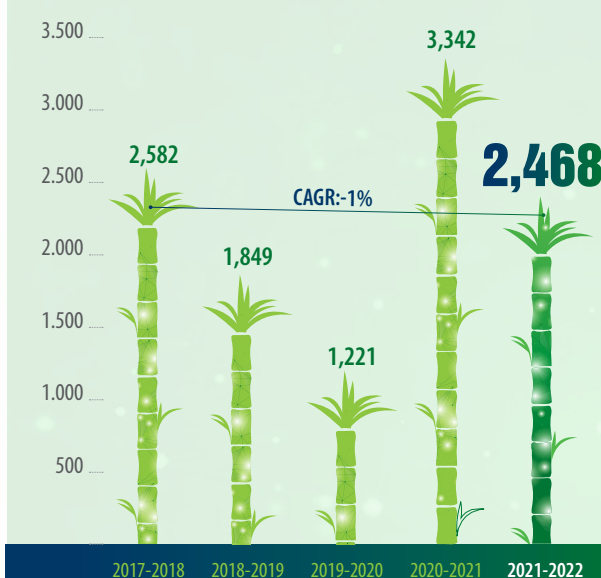
CASH AND CASH EQUIVALENTS

(Unit: Billion VND)



LONG-TERM LOANS AND FINANCE LEASE OBLIGATIONS

(Unit: Billion VND)



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Thanh Thanh Cong - Bien Hoa JSC was formerly a Joint Venture between Bourbon Group, Sugarcane Union II and Tay Ninh Sugarcane Union.

1995-2022

1995-2012

1995

Date of establishment: July 15th, 1995
Investment capital: 95 million USD
Legal capital: 28.5 million USD

Sugar manufacturer with modern equipment and process, and the most advanced technology: The main product is refined Sugar (RE) according to European standards
Sugarcane crushing capacity: 8,000 tons of sugarcane/day

2007

Converted into a joint stock company
Charter capital: 1,419 billion VND

2008

Listed 44,824,172 SBT shares on Ho Chi Minh City Stock Exchange (HOSE)
Accounted for 31.58% of total issued shares
Charter capital: 1,419 billion VND

2012

Increased sugarcane pressing capacity: 9,800 tons of sugarcane/day
Completed the Affinage Project - Raw Sugar Dissolving Workshop
Charter capital: 1,419 billion VND

2013-2017

2013

Issued 6,574,200 ESOP shares
Changed the Company's name to Thanh Thanh Cong Tay Ninh Sugarcane JSC
Charter capital: 1,485 billion VND

2015

Merged with Gia Lai Thermoelectricity JSC
The largest Sugarcane enterprise to be listed on Vietnam's stock market
Charter capital: 1,856 billion VND

2016

First time participated in VN30 Index basket
Issued VND 1,000 billion bond: Stabilized cash flow, restructured the financial system, improved capital efficiency
Issued more than 9.1 million ESOP shares
Charter capital: 1,947 billion VND

2017

Contributed capital to TTC Attapeu Sugarcane Co., Ltd
Completed the M&A plan with Bien Hoa Sugar JSC
Changed the Company's name to Thanh Thanh Cong - Bien Hoa JSC
Completed the Corporation model, governing all TTC Sugar's business entities
Charter capital: 2,532 billion VND

2018-2021

2018

Enhanced corporate governance practices according to international standards and best practices
The first Vietnamese company to export Sugar to the US, besides China, Sri Lanka, Myanmar, Singapore, Kenya
Completed the purchase of 61,600,900 treasury stocks
Increased foreign ownership ratio to 100%
HOSE: Top 20 Vietnam Sustainability Index (VNSI)
Charter capital: 5,570 billion VND

2019

Cooperated with ED&F Man Sugar Ltd.: Exporting Sugar products to Europe
Started strategic cooperation with DEG: European strategic investor
Signed a contract with BIDV: to expand material areas in Cambodia
Started the strategic partnership with OCB: to support farmers to receive loans
Charter capital: 5,867 billion VND

2020

The first time exceeded 1 million tons of the output of consumed Sugar
Issued 21,611,333 convertible preference shares to DEG - German Government Investment Fund
Issued 172 unsecured convertible bonds equivalent to 172 billion VND to Coretrend - Korean strategic investor
Charter capital: 6,084 billion VND

2021

Sugar output reached 1.16 million tons
Successfully mobilized 3,000 billion VND of long-term capital in the capital restructuring roadmap, and more than 1,200 billion VND of short-term capital by increasing the credit limit
Successfully deployed the Oracle Cloud ERP system for all 22 SBT's units in 4 countries: Vietnam, Singapore, Laos and Cambodia
Charter capital: 6,388 billion VND

2022

SUGAR CONSUMPTION OUTPUT MAINTAINED AT

over 1 million TONS

EXPORT MARKETS

29+

COUNTRIES

THE PORTFOLIO INCLUDES

75 Different Sugar product lines
12 Sugar by-product lines
6 Drinking water products
1 Solar Power product

ISSUED

11,992,748

shares to convert privately placed bonds for Coretrend - Korean Strategic Investor

Officially discussed the bilateral agricultural development cooperation strategy 4.0 with the Authority of Queensland, Australia.

VNSI20

Became the only Sugar company in the Index basket for the 5th consecutive years

TOTAL ASSETS

27,730

BILLION VND surpassed the one billion dollar mark for the first time

CHARTER CAPITAL

6,508

BILLION VND

NET REVENUE

18,319

BILLION VND

PROFIT AFTER TAX

873

BILLION VND



RAW MATERIAL AREA NETWORK

RAW MATERIAL AREAS CROSS-BORDER MATERIAL AREAS NETWORK

After nearly 3 years of integration, SBT's sugarcane material area system has well adapted to the new environment, entered the trajectory of sustainable development, and plays a fundamental role in the Sugarcane production chain.



Raw material areas, cross-border material areas network (Unit: ha)

Country	Factory Area	Province	Invested material area (ha)	Farmed material area (ha)	Total (ha)
VIETNAM	1. TTCS Gia Lai	Gia Lai	11,820	500	12,320
	2. Bien Hoa - Ninh Hoa	Khanh Hoa	6,500	650	7,150
	3. Bien Hoa - Phan Rang	Ninh Thuan	2,100	-	2,100
	4. TTCS	Tay Ninh	9,000	7,010	16,010
AUSTRALIA	5. Rockingham	Tully	-	1,244	1,244
LAOS	6. TTC - Attapeu	Attapeu	2,000	11,000	13,000
CAMBODIA (*)	7. Kratie	Kratie	-	16,000	16,000
TOTAL		locations	31,420	36,404	67,824

* In Cambodia, this is the raw material area that TTC AgriS has the right to manage and exploit

MATERIAL AREA DEVELOPMENT PLAN IN FY 2022-2023

With the goal of sustainable developing material areas in order to ensure the self-sufficiency on input materials as well as farming scale, TTC AgriS is steadfast in its strategy of expanding material areas globally,

INCREASING THE FARMING AREA BY 11.5%, maintaining **CCS at 10-11**, an **INCREASING SUGARCANE HARVEST OUTPUT BY 33%**.

At the same time, the Company also strengthens policies to support, encourage and accompany farmers, helping them stay engaged and become rich from the sugarcane.





RAW MATERIAL AREA NETWORK



3S CENTER, DISTRIBUTOR OF JOHN DEERE

3S CENTER: SALES - SERVICE - SPARE PART

(Sales - Warranty, Repair - Genuine Parts)

Agent	Tel	Address
3S Center - Nghe An	1900 633 421	No. 312, Tan Phu Quarter, Hoa Hieu Ward, Thai Hoa Town, Nghe An Province
3S Center - Gia Lai	1900 633 421	442A Tran Hung Dao Street, Ayunpa Town, Gia Lai Province
3S Center - Tay Ninh	1900 633 421	561A Tran Phu Street, Tan Phuoc Hamlet, Tan Binh Commune, Tay Ninh City
3S Center - An Giang	1900 633 421	43/13A Tran Hung Dao, Long Xuyen City, An Giang Province

DISTRIBUTORS OF JOHN DEERE AGRICULTURAL MECHANICAL EQUIPMENT

Level 1 Agent	Tel	Address
Thanh Cong Hanoi - Hanoi	0913 395 606	No.18 Tram Street, Civil Group 12, Long Bien Ward, Long Bien District, Ha Noi
ASUOIL - Thai Binh	0772 393 333	Mr. Dong's House, Bac Son Village, Vu Ninh Commune, Kien Xuong District, Thai Binh Province
Canh Dong Vang - Thanh Hoa	0343 528 789	Ho Chi Minh Road intersection, Tho Xuong Commune, Tho Xuan District, Thanh Hoa Province
Phuong Nam - Ho Chi Minh	0908 152 455	No.688 1A National Highway, Thanh Loc Ward, District 12, Ho Chi Minh City
Tan Chuong - Long An	0918 430 126	Rach Bui Hamlet, Vinh Hung Town, Vinh Hung District, Long An Province
Thanh Dat 2 - Soc Trang	0918 453 476	No.49 1A National Highway, Ward 7, Soc Trang City, Soc Trang Province

Level 2 Agent	Tel	Address
Business household Phan Vu Phuong	0396 129 189	112 Ca Sach Hamlet, Vinh Loi Commune, Tan Hung District, Long An Province
Quoc Khanh Shop	0939 810 840	Hamlet 1, Sa Ray Town, Tan Hong District, Dong Thap Province
Business household Le Vu Quan	0901 001 716	A3, Le Hong Phong Street, Tra Noc Ward, Binh Thuy District, Can Tho City
Business household Bao Quoc	0985 876 754	Hoa Hung Hamlet, My Hoa Village, Cau Ngang District, Tra Vinh Province
Business household Hoang Vu	0939 239 207	Soc Chua Hamlet, Cau Ngang District, Tra Vinh Province

AGRICULTURAL RESEARCH INSTITUTE

Thanh Thanh Cong Agricultural research institute

Address: No.99, Binh Hoa Hamlet, Thai Binh Commune, Chau Thanh District, Tay Ninh Province

Tel: (0276) 371 29 75



ORGANIC MICROBIAL FERTILIZERS MANUFACTURING CENTER



HEADQUARTER

Thanh Thanh Cong Agricultural Development JSC

Address: Group 2, Tan Loi Hamlet, Tan Hung Commune, Tan Chau District, Tay Ninh Province

Tel: (0276) 375 79 23

BRANCH

Thanh Thanh Cong Agricultural Development JSC - Gia Lai Branch

Address: Lot B4 - B8, Ia Sao Industrial Zone, Ia Sao Village, Ayun Pa Town, Gia Lai Province

Tel: 0908 643 131

BRANCHES & REPRESENTATIVE OFFICE

BRANCHES

1. Thanh Thanh Cong - Bien Hoa JSC

Hanoi Branch

Address: 144 Minh Khai Street, Minh Khai Ward, Hai Ba Trung District, Hanoi

Tel: (0247) 301 88 82

2. Thanh Thanh Cong - Bien Hoa JSC

Da Nang Branch

Address: 169 Nguyen Huu Tho Street, Hoa Thuan Tay Ward, Hai Chau District, Da Nang City

Tel: (0236) 372 65 68

3. Thanh Thanh Cong - Bien Hoa JSC

Tay Ninh Branch

Address: 561A Tran Phu, Tan Phuoc Hamlet, Tan Binh Village, Tay Ninh Province

Tel: (0276) 375 73 33

4. Thanh Thanh Cong - Bien Hoa JSC

Can Tho Branch

Address: 177B Nguyen Van Cu Street, An Hoa Ward, Ninh Kieu District, Can Tho City

Tel: (0292) 364 44 99

REPRESENTATIVE OFFICE

1. Thanh Thanh Cong - Bien Hoa JSC

Representative Office in Ho Chi Minh City

Address: 253 Hoang Van Thu, Ward 2, Tan Binh District, Ho Chi Minh City

Tel: (0247) 301 88 82

2. Thanh Thanh Cong - Bien Hoa JSC

Representative Office in An Giang

Address: 361/31 Tran Hung Dao Street, My Phuoc Ward, Long Xuyen City, An Giang Province

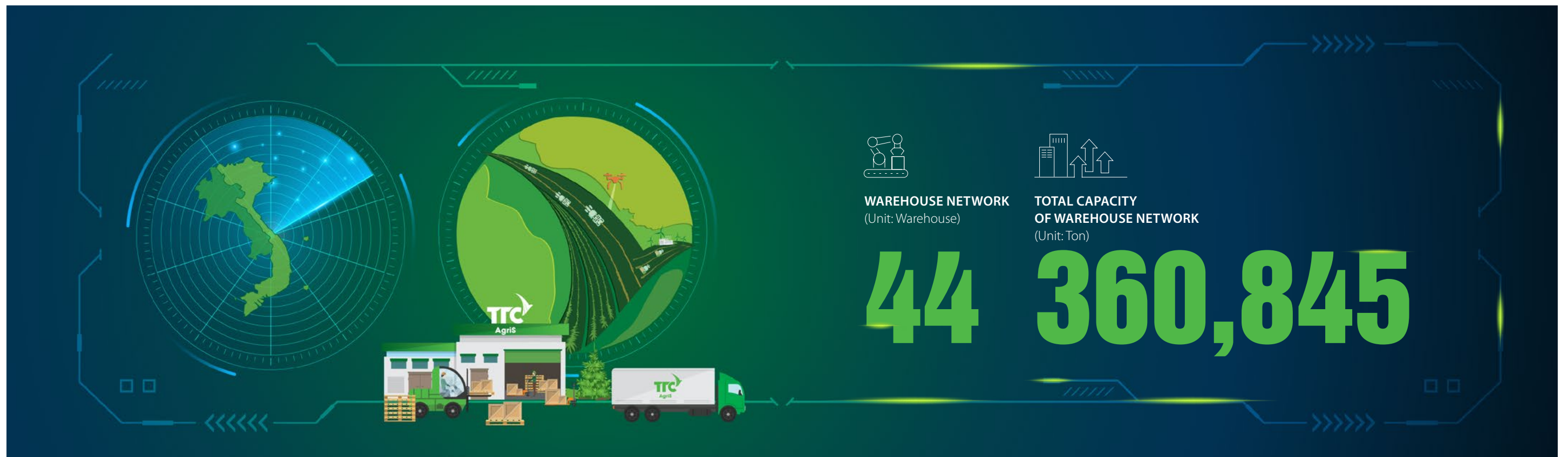
Tel: (0276) 375 32 50

FACTORY AND WAREHOUSE NETWORK



SUGAR MANUFACTURING FACTORY		LOCATION	SOURCE OF KEY INGREDIENTS	PRODUCTION CAPACITY (Tons of Sugar per day)	KEY PRODUCTS	OPERATING TIME IN THE YEAR	BY-PRODUCTS and AFTER-PRODUCTS
1	TTCS GIA LAI	GIA LAI	Sugarcane	600	White Sugar	Seasonal	Cogeneration, Molasses, Pressmud
2	BIEN HOA - NINH HOA	KHANH HOA	Raw Sugar and Sugarcane	760	Refined Sugar, Liquid Sugar	300 days	Cogeneration, Molasses, pressmud, bagasse
3	BIEN HOA - PHAN RANG	NINH THUAN	Sugarcane	150	White Sugar, Yellow Sugar, Raw Sugar	Seasonal	Molasses, pressmud, bagasse
4	BIEN HOA - DONG NAI	DONG NAI	Raw Sugar	400	Refined Sugar, Liquid Sugar	All year round	Molasses, Sludge, Colored Water
5	BIEN HOA - TRI AN	DONG NAI	Raw Sugar and Sugarcane	250	Refined Sugar	Seasonal	Molasses, Pressmud
6	TTCS	TAY NINH	Raw Sugar and Sugarcane	980	Refined Sugar, Liquid Sugar	All year round	Cogeneration, Molasses, pressmud, bagasse
7	BIEN HOA - TAY NINH	TAY NINH	Sugarcane	400	Raw Sugar	Seasonal	Molasses, Pressmud
8	NUOC TRONG - TAY NINH	TAY NINH	Sugarcane	100	White Sugar	Seasonal	Molasses, Pressmud
9	TTC - ATTAPEU	LAOS	Sugarcane	700	Organic Sugar, Yellow Sugar, White Sugar	Seasonal	Cogeneration, Molasses, Pressmud
10	KRATIE	CAMBODIA	Sugarcane	350	Refined Sugar	Seasonal	Cogeneration, Molasses, Pressmud
MICROBIOLOGICAL FERTILIZER MANUFACTURING FACTORY		LOCATION	SOURCE OF KEY INGREDIENTS	PRODUCTION CAPACITY (Tons of sugar per day)	KEY PRODUCTS	OPERATING TIME IN THE YEAR	
1	TTCAD - GIA LAI	GIA LAI	Pressmud sugarcane, bagasse and other agricultural by-product biomass	10 tons/hour	Microbial fertilizer	All year round	
2	TTCAD	TAY NINH	Mixed kiln ash and other agricultural by-product biomass	12 tons/hour	Microbial fertilizer	All year round	
3	MANUFACTURING WORKSHOP - TTC - ATTAPEU	LAOS	Press mud, kiln ash and other agricultural by-product biomass	10 tons/hour	Bio-fertilizers and soil improvement products	All year round	
WATER MANUFACTURING FACTORY		LOCATION	SOURCE OF KEY INGREDIENTS	PRODUCTION CAPACITY (Tons of sugar per day)	KEY PRODUCTS	OPERATING TIME IN THE YEAR	
1	MIAQUA	TAY NINH	Miaqua: The main raw material is water, condensate is taken from the process of evaporating Sugarcane juice in Sugar production technology. Puraqua: The main raw material is ground-water extracted from drilled wells.	Miaqua: (barrels/day) 350ml: 1,200 - 500ml: 1,200 Puraqua: (barrels/day) 350ml: 1,200 - 500ml: 1,200 - 20 liters: 350-400	Sugarcane flavored drink - Miaqua Purified water - Puraqua	Miaqua: Seasonal (depending on the operation time of the TTCS factory) Puraqua: All year round	

FACTORY AND WAREHOUSE NETWORK



FINISHED PRODUCTS AND GOODS WAREHOUSES

Region	Location	Number of warehouses	Area (m ²)	Capacity (Ton)	Channel
NORTH VIETNAM	Bac Ninh	1	620	430	B2C
	Hai Phong	1	5,000	10,000	MNC, SME, Trader
CENTRAL VIETNAM	Da Nang	1	300	200	B2C
	Quang Nam	1	4,000	8,000	Trader
	Gia Lai	3	12,380	35,000	MNC, SME
	Ninh Hoa	3	11,700	28,200	MNC, SME
	Phan Rang	1	1,600	3,500	MNC, SME
SOUTH VIETNAM	Tay Ninh	6	34,536	82,870	MNC, SME
	Dong Nai	17	46,025	85,100	B2C, Trader, MNC, SME
	HCMC	1	50	45	B2C
	Can Tho	2	4,000	8,000	Trader
	Attapeu	4	14,040	31,500	MNC, SME, Export
TOTAL		41	134,251	292,845	

MATERIAL WAREHOUSES

Region	Location	Number of warehouses	Area (m ²)	Capacity (Ton)
Central Vietnam	Ninh Hoa	1	3,000	16,000
South Vietnam	Tay Ninh	1	3,750	24,000
	Dong Nai	1	6,700	28,000
TOTAL		3	13,450	68,000



TTC AgriS warehouse network at Tay Ninh, Vietnam

SUGARCANE VALUE CHAIN AND TTC AGRIS'S ENDEAVORS

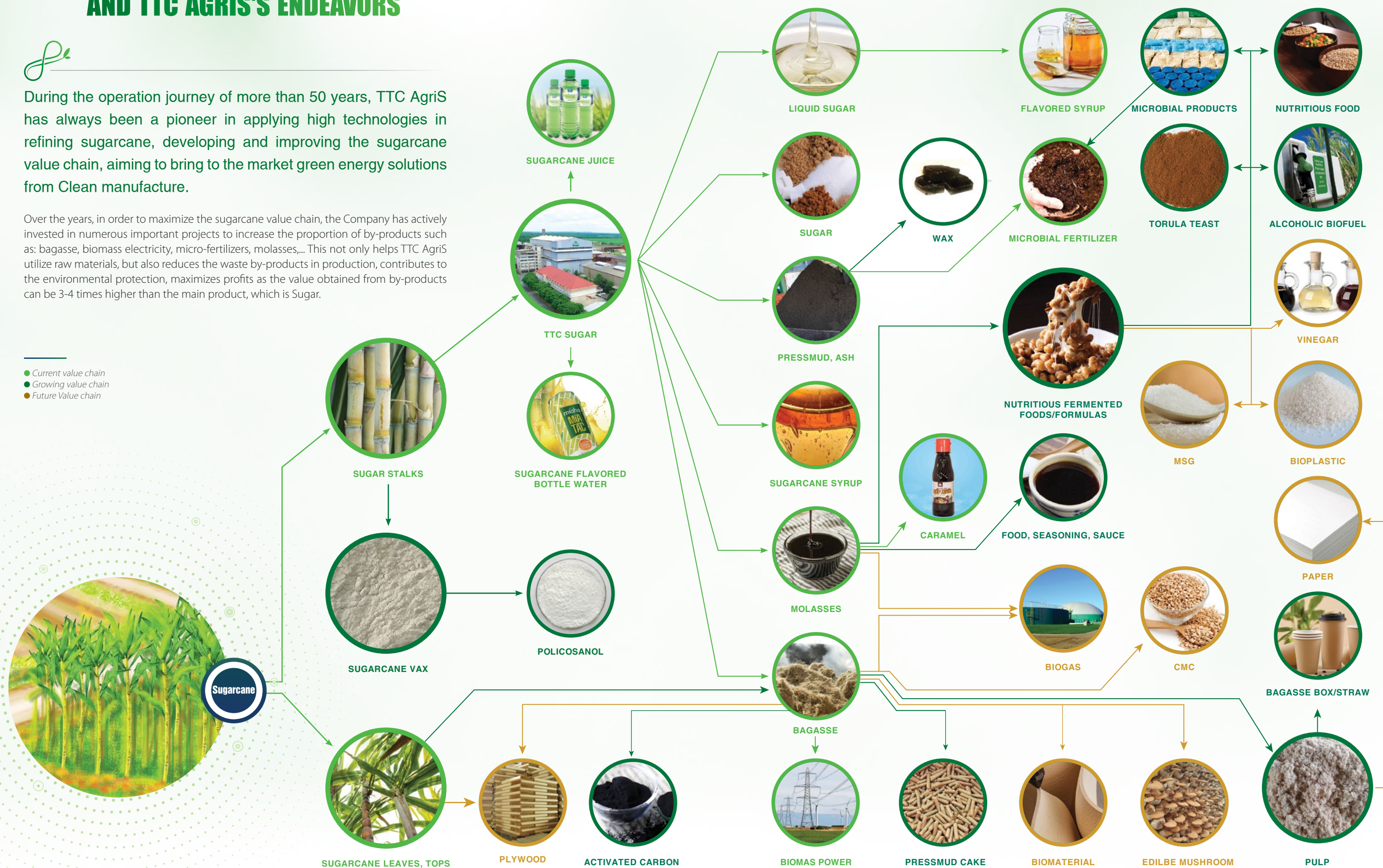
Source: TTC AgriS



During the operation journey of more than 50 years, TTC AgriS has always been a pioneer in applying high technologies in refining sugarcane, developing and improving the sugarcane value chain, aiming to bring to the market green energy solutions from Clean manufacture.

Over the years, in order to maximize the sugarcane value chain, the Company has actively invested in numerous important projects to increase the proportion of by-products such as: bagasse, biomass electricity, micro-fertilizers, molasses,... This not only helps TTC AgriS utilize raw materials, but also reduces the waste by-products in production, contributes to the environmental protection, maximizes profits as the value obtained from by-products can be 3-4 times higher than the main product, which is Sugar.

- Current value chain
- Growing value chain
- Future Value chain



TTC AGRIS'S DIVERSIFIED PRODUCT PORTFOLIO



To become a leading business in Vietnam's Sugar Industry, TTC AgriS has always remained prepared to overcome fluctuations and develop sustainably. Besides the diversification of the Sugar product portfolio, TTC AgriS is also the leader in developing Sugar primary by-products and secondary by-products to best leverage the added value chain from sugarcane, pioneering in creating a comprehensive value chain and affirming competitive edges.



SUGAR PRODUCTS

- 8 Organic Sugar products
- 11 Rock Sugar products
- 3 Gold Sugar products
- 4 Liquid Sugar products
- 4 Functional Sugar products
- 29 RE Sugar products
- 14 RS Sugar products
- 2 Mix Sugar products



SUGAR PRIMARY BY-PRODUCTS AND SECONDARY BY-PRODUCTS

- 4 SUGAR PRIMARY BY-PRODUCTS
 - 2 bottle water MIAQUA products
 - Bagasse
 - Molasses
- 8 SUGAR SECONDARY BY-PRODUCTS
 - Biomass commercial electricity
 - 3 caramel products
 - 4 Fertilizer products



BEVERAGE PRODUCTS

- 3 NUTRITIONAL BEVERAGE PRODUCTS
- 3 PURIFIED BEVERAGE PRODUCTS
- 3 Sugarcane juice MIAHA products
- 3 Beverage PURAQUA products



OTHER PRODUCT



Solar power

TTC AGRIS'S DIVERSIFIED PRODUCT PORTFOLIO

A SUGAR PRODUCTS

1 ORGANIC SUGAR TTC ATTAPEU/TTC AGRIS



PACKAGING:	PRODUCT:
1-ton bag	Gold sugar
25kg bag	Brown sugar
400g paper bag	
800g jar	

PRODUCT ADVANTAGES:

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

2 GOLD SUGAR

NATURAL GOLD SUGAR MIMOSA/CO BA/CANE SUGAR



PACKAGING:	PRODUCT:
50kg bag	White Sugar
1kg pack (20-pack bag)	Gold Sugar

PRODUCT ADVANTAGES:

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

3 ROCK SUGAR

PURE ROCK SUGAR BIEN HOA PRO/TSU DIAMOND



PACKAGING:	PRODUCT:
50kg bag	White Sugar
10kg bag	Gold Sugar
500g pack	
450g jar	

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:	PRODUCT:
500g pack	White Sugar
	Gold Sugar

PRODUCT ADVANTAGES:

- Handcrafted products, 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,...;

ROCK SUGAR MONOROCK CO BA/MIMOSA



PACKAGING:	PRODUCT:
25kg bag	White Sugar
10 kg bag	Gold Sugar
1kg pack	

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,...;

TTC AGRIS'S DIVERSIFIED PRODUCT PORTFOLIO

A SUGAR PRODUCTS

4 FUNCTIONAL SUGAR



BAKING SUGAR BIEN HOA PRO

PACKAGING: 1kg pack (12-pack box)

PRODUCT ADVANTAGES:

- Having fine grains and no clumps;
- Being suitable for baking and making ice cream.



GOLD MINERAL 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.



"NU HOANG" DARK BROWN SUGAR

PACKAGING: 50kg bag 1kg pack (20-pack bag)

PRODUCT ADVANTAGES:

- Having doubled amount of molasses, no artificial colorings, good for health;
- Making sweet soup or baking, especially rice steamed cakes and pies.



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.



5 LIQUID SUGAR



CONSUMER LIQUID SUGAR BIEN HOA MIA XANH

PACKAGING: 5l bottle 500ml 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 help them reduce cost in labor, storage, production,...;
- Meeting advanced requirements of green production and automation.



DOMESTIC LIQUID SUGAR

PACKAGING: 28l box

PRODUCT ADVANTAGES:

- Sugar content is stable, the product is easy to process and use;
- Providing convenience for corporate customers and help them reduce cost in labor, storage, production,...;
- Meeting advanced requirements of green production and automation;
- TTC AgriS offers support and consulting services.

TTC AGRIS'S DIVERSIFIED PRODUCT PORTFOLIO

A SUGAR PRODUCTS

6 RE SUGAR

EXTRA PREMIUM RE SUGAR BIEN HOA PURE/MIMOSA/TSU



PACKAGING:

50kg bag

0.5kg/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 Pharmaceutical and Beverage industry according to international standards.

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



PACKAGING:

50kg bag

25kg bag

1/0.5kg pack

6g/8g stick (50-stick bag)

PRODUCT ADVANTAGES:

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

EXPORTED RE SUGAR BIEN HOA PURE



PACKAGING:

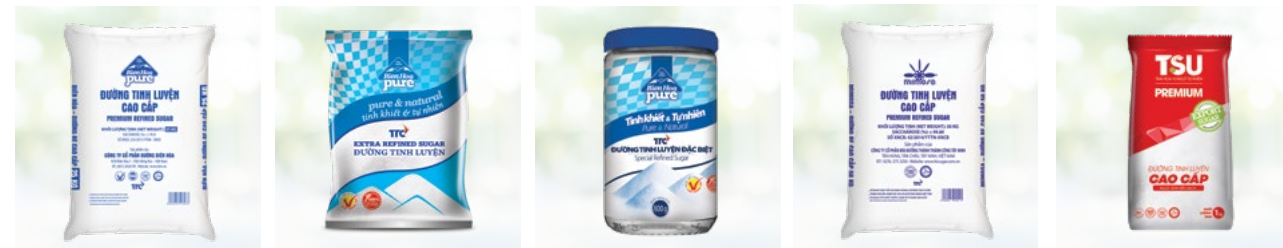
50kg bag

25kg bag

PRODUCT ADVANTAGES:

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

PREMIUM RE SUGAR BIEN HOA PURE/MIMOSA/TSU



PACKING:

1-ton bag

50kg bag

25kg bag

800g jar

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

PRODUCT ADVANTAGES:

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

STANDARD RE SUGAR BIEN HOA PURE/MIMOSA/PREMIUM CANE SUGAR



PACKING:

1-ton bag

50kg bag

1kg/0.5kg 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 RE SUGAR BIEN HOA/MIMOSA



PACKING:

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.

TTC AGRIS'S DIVERSIFIED PRODUCT PORTFOLIO

A SUGAR PRODUCTS

6 RS SUGAR

EXTRA WHITE SUGAR CO BA/MIMOSA



PACKING:

50kg bag

12kg bag

PRODUCT ADVANTAGES:

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

PREMIUM WHITE SUGAR BIEN HOA DAILY/MIMOSA/TSU



PACKING:

50kg bag

25kg bag

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

PRODUCT ADVANTAGES:

- RS products 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 PHAN RANG/TTC GIA LAI/BIEN HOA SAVING/KIM CUONG DO



PACKING:

50kg bag

PRODUCT ADVANTAGES:

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



MIX SUGAR



PACKING:

50kg bag

PRODUCT ADVANTAGES:

- RS products with high-quality requirements;
- Having normal-sized grains and large-sized grains, meeting the diverse needs of exporting customers.

TTC AGRIS'S DIVERSIFIED PRODUCT PORTFOLIO

B SUGAR PRIMARY BY-PRODUCTS

1 SUGARCANE-FLAVORED BOTTLED WATER MIAQUA



PACKING:

19l bottle

500ml bottle (24 bottles/box)

355ml bottle (24 bottles/box)

PRODUCT ADVANTAGES:

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

2 BAGASSE



PRODUCT INFORMATION:

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

USES:

- Input materials for the production of the Company's by-products.

3 MOLASSES



PRODUCT INFORMATION:

- By-products after Sugar production;
- The main components include saccharose, glucose, fructose, proteins, and minerals;
- Nutrients source for fermentation processes in the production of alcohol, MSG, animal feed, nutritional yeast, etc.;
- TTC AgriS has promoted R&D to enhance molasses value, making it suitable for processing, cooking, baking, etc.

C SUGAR SECONDARY BY-PRODUCTS

1 COMMERCIAL ELECTRICITY



PRODUCT INFORMATION:

- Generated from the boiler turbine after the bagasse-burning process;
- 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;
- Help address electricity shortage problems occurring when the dry season adversely affects hydropower production.

USES:

- Behind the meter/on-site distribution;
- Sell to the national grid.

2 CARMEL



"BEP XUA" CARMEL

PACKING:

210g bottle (48 bottles/box)

28l can

PRODUCT ADVANTAGES:

- Natural molasses, ensuring food hygiene and safety requirements;
- Underscoring the unique flavor of natural molasses without the inclusion of any harmful colorants;
- Could be used in seasoning to enhance the colors of the dishes.

PURE CARMEL

PACKING:

28l can

PRODUCT ADVANTAGES:

- Natural molasses, ensuring food hygiene and safety requirements;
- Underscoring the unique flavor of natural molasses without the inclusion of any harmful colorants;
- Having no preservatives, having a 6-month expiry time, being suitable for processing companies, could be used in place of chemical colorants, creating natural flavor for products as well as adding the nutritional value from molasses.

TTC AGRIS'S DIVERSIFIED PRODUCT PORTFOLIO

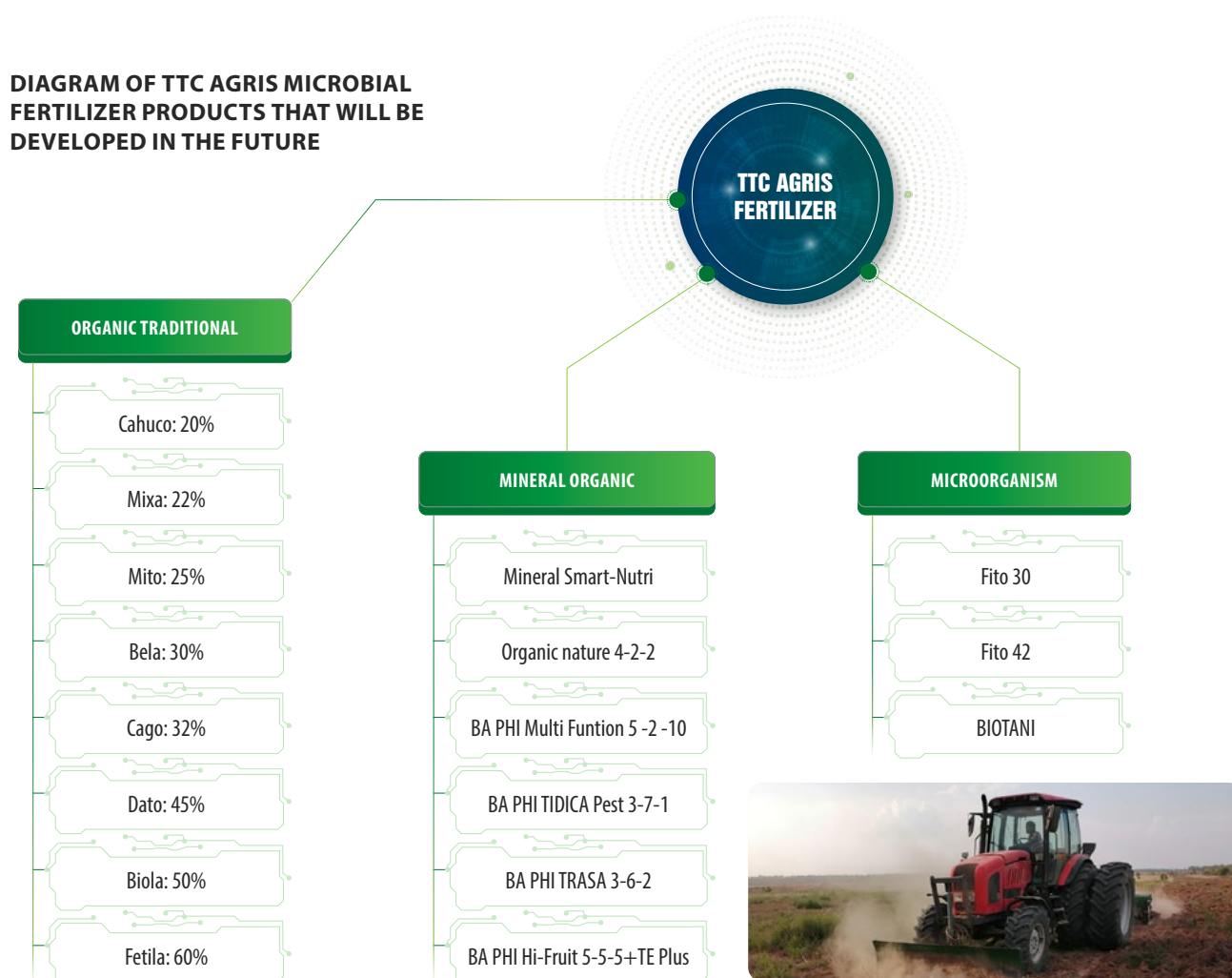
C SUGAR SECONDARY BY-PRODUCTS

3 ORGANIC MICROBIAL FERTILIZER

Organic microbial fertilizer is one of the products that TTC AgriS pays special attention to develop among the product portfolio of sugar primary by-products and secondary by-products. With the expectation to help change the old farming habits of Vietnamese farmers, supporting land restoration, reducing costs and improving quality of Vietnamese agricultural products, TTC AgriS has soon build the Thanh Thanh Cong Agriculture Development Jsc (TTCAD), the main unit in charge of researching and developing the organic fertilizer product line with the Vision of **"Providing sustainable agricultural soil solutions, improving the yield, increasing profitability for farmers"**.

After successfully deploying and putting 02 more factories into operation, TTC AgriS now has 03 microbial fertilizer factories in Tay Ninh, Gia Lai, and Laos with a total capacity of 100,000 tons/year. With the goal of becoming the Top 5 enterprises producing and selling Organic fertilizers, Microbial fertilizers, and biological plant protection drugs, TTCAD continues to deploy and build one more microbial fertilizer factory in Ben Tre with a capacity of 35,000 tons/year, which is expected to come into operation in 2023-2024, thereby bringing the total production output to 150,000 tons/year in 2024-2025.

DIAGRAM OF TTC AGRIS MICROBIAL
FERTILIZER PRODUCTS THAT WILL BE
DEVELOPED IN THE FUTURE



ORGANIC MICROBIAL FERTILIZER PRODUCTS IN FY 2021-2022



ORGANIC MICROBIAL FERTILIZER MIXA

Product advantages:

- Increasing soil organic matter, soil quality, and soil fertility;
- Increasing yield and quality of crops, especially sugar content for sugarcane and carbohydrate content for cassava, etc;
- Helping plants absorb nutrients and grow better, 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 FITHOOCMON 30

Product advantages:

- Increasing soil organic matter, soil quality, and soil fertility;
- Adding beneficial soil microorganisms, strengthening plant disease resistance against blast disease and dry blight disease,...;
- Ensuring high and stable productivity;
- Producing antibodies and phytohormones that plants need to grow.



ORGANIC MICROBIAL FERTILIZER FITHOOCMON 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 fruit with firm seeds;
- Helping plants be more resistant to diseases, pests in changing climate conditions.

TTC AGRIS'S DIVERSIFIED PRODUCT PORTFOLIO

D BEVERAGE PRODUCTS

1 CANNED SUGARCANE JUICE MÍAHA



PACKAGING:

240ml bottle (24 bottles/box)

PRODUCT ADVANTAGES:

- Modern and exclusive technology;
- Being 100% sterilized, keeping the unique yellow color of sugarcane;
- No preservatives, 100% natural;
- Combining with different juices for a variety of flavors;
- Currently having 03 lines of sugarcane juice with Peach, Kumquat, and Apple flavors.

2 PURIFIED WATER PURAQUA



PACKING:

19l bottle

500ml bottle (24 bottles/box)

350ml bottle (24 bottles/box)

PRODUCT ADVANTAGES:

- Purified water Puraqua is processed through an RO filtration system, and disinfected by UV, ensuring purity and health safety.

E OTHER PRODUCTS



25 SOLAR POWER STATIONS
WITH TOTAL INSTALLATION
POWER CAPACITY

~21.46 Mwp

1 SOLAR POWER

USES:

- Behind the meter/on-site distribution;
- Sell to the national grid.

PRODUCT INFORMATION:

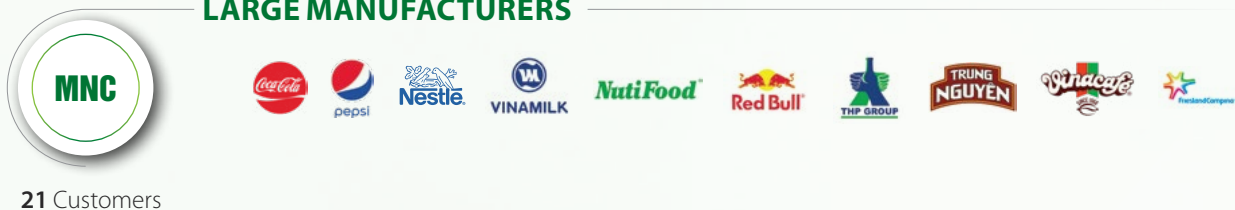
- The system of solar panels is permanently installed on the roofs of factories and offices of the affiliated members under TTC AgriS, a total of 25 solar power stations with a total installed capacity of ~21.46 Mwp;
- Electricity is generated to serve the production and business activities, reduce greenhouse gas emissions and help protect the environment;
- The remaining electricity will be sold to the national grid, contributing to increasing revenue for the Company.

MAIN DISTRIBUTION CHANNEL AND STRATEGIC PARTNERS

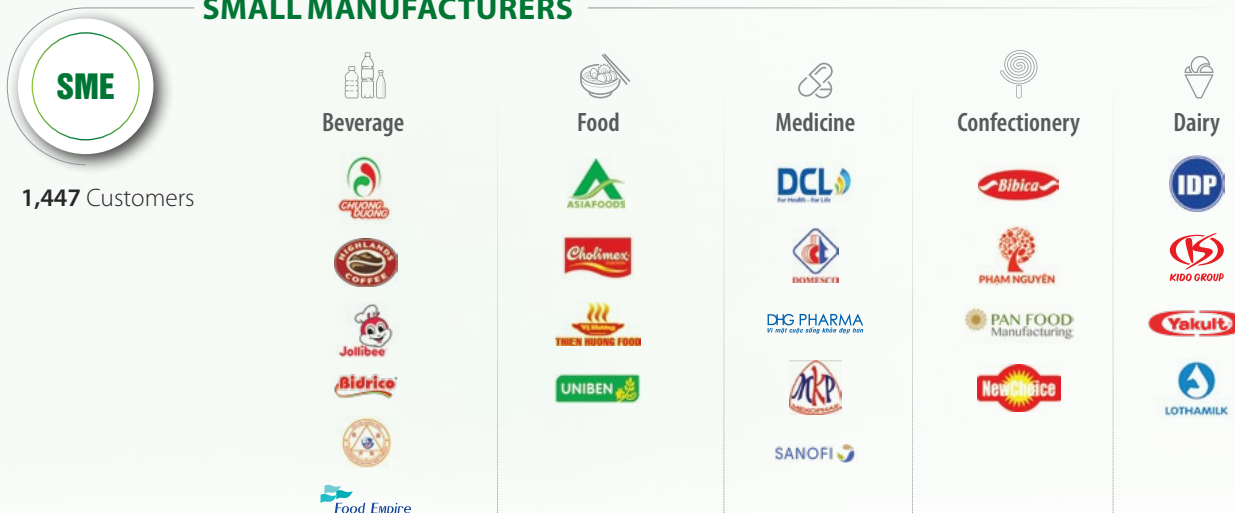


BUSINESS - B2B

LARGE MANUFACTURERS



SMALL MANUFACTURERS



In addition, there are more than **3,000** potential customers to be leveraged in the near future

COMMERCE

More than 607 Level 1, 2, 3, and 4 Agents nationwide

607 Customers
Up 73% over the same period



CONSUMPTION - B2C

Traditional Channels:

- **142 Partners:** Distributors and Agents
- **75,000 selling points:** Retail stores

Modern Channels:

- **58 Partners**
- **7,400 Selling points:** Supermarkets and Convenience Stores
- Maintain 4 booths on E-commerce platforms: Sendo, Tiki, Lazada, and Shopee

KA - Key accounts:

- **3,800 selling points**

HORECA Channel (Hotel - Restaurant - Canteen):

- **4 Partners**

200 Partners ~ 86,200 Selling points
Up nearly 8% over the same period



EXPORT

North America: America

Europe (14 Countries):

United Kingdom, France, Italy, Spain, Netherlands, Germany, Belgium, Bulgaria, Czech Republic, Malta, Ireland, Romania, Croatia, Greece

Asia (9 Countries):

Japan, South Korea, Singapore, Taiwan, China, Thailand, Indonesia, Philippines, Cambodia

Pacific Islands (5 Countries):

Nauru, Papua New Guinea, Samoa, Solomon, Tahiti

to 29+ Countries
Up 21% over the same period





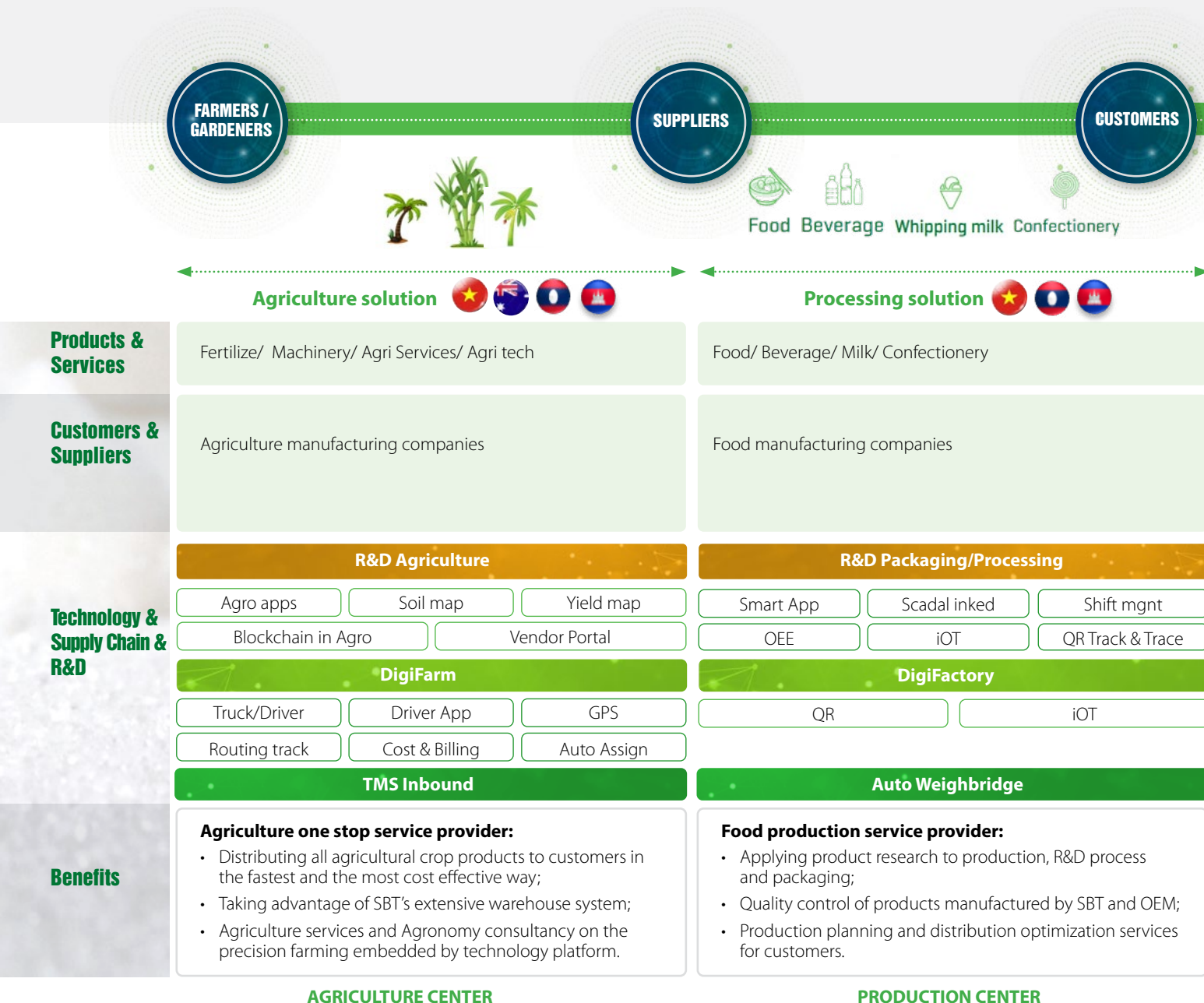
STRATEGIC DIRECTION

- 54 TTC AgriS's Commercial value chain
- 56 BOD's strategic orientation FY 2022-2023

TTC AGRIS'S COMMERCIAL VALUE CHAIN



TTC AgriS - Transform from a Sugar Enterprise to the Provider of comprehensive agricultural solutions applying technical advancement on sustainable developing foundation. Throughout a half-century of operation, TTC AgriS has always been a pioneer in high-tech applications in the entire operation, towards the goal of comprehensive value chain, perfecting the products and services ecosystem, ready to catch all the Consumer's needs by providing products with the fastest speed - best service - most competitive cost. Thus, help maximize profits and harmonize benefits for all stakeholders when participating in our value chain.



THE CRUCIAL ROLE OF HUBS IN TTC AGRIS VALUE CHAIN

Vietnam: Plays the decisive role of a key domestic market, providing:

- Agricultural products as well as agricultural processing solutions. Focusing on F&B fast-consuming products to serve all B2B2C2E customers (Business to Business, Business to Customer, Customer to End user);
- Machined products and solutions for agricultural production and processing.

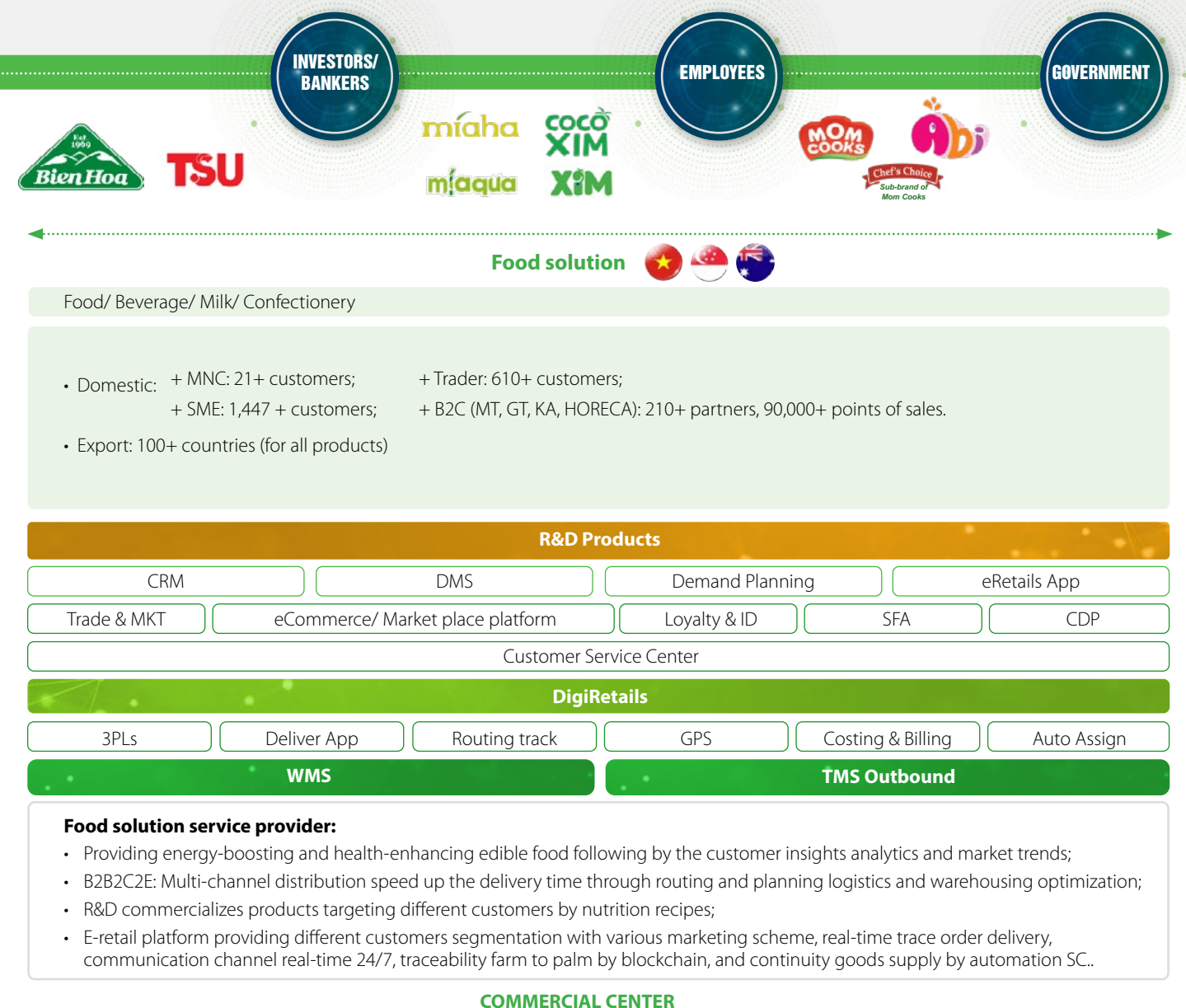
Laos and Cambodia: Intensive raw material area, prioritize development of organic agriculture with the total area of up to 27,000 ha, including sugarcane, coconut and other agricultural products aiming to provide qualified Organic products besides Primary By-products/Secondary By-products (biomass electricity, fertilizer, molasses,...).

Singapore: Acting as an international commodity trading market, with the target:

- Distributing and introducing Vietnamese agricultural products to the international market;
- Providing commercial services agricultural, commodity and financial;
- Innovation Center in Food Technology (Foodtech) and product R&D activities.

Australia: High-tech material area with cutting edge advantages:

- Expanding the area to 20,000 ha, the production capacity is expected to supply 200,000 tons of Raw Sugar/year to the market by the time of FY 2024-2025;
- Outstanding capabilities in Agricultural Technology (Agtech) and Agricultural R&D (Agri R&D).



ESG – Integrated Cloud – Data Warehouse & Analytics

Sustainable competitive advantages

Coverage quick expansion to other countries

Speed to Market/ Traceability

Product Portfolio enrichment through Innovation

Customer Centricity

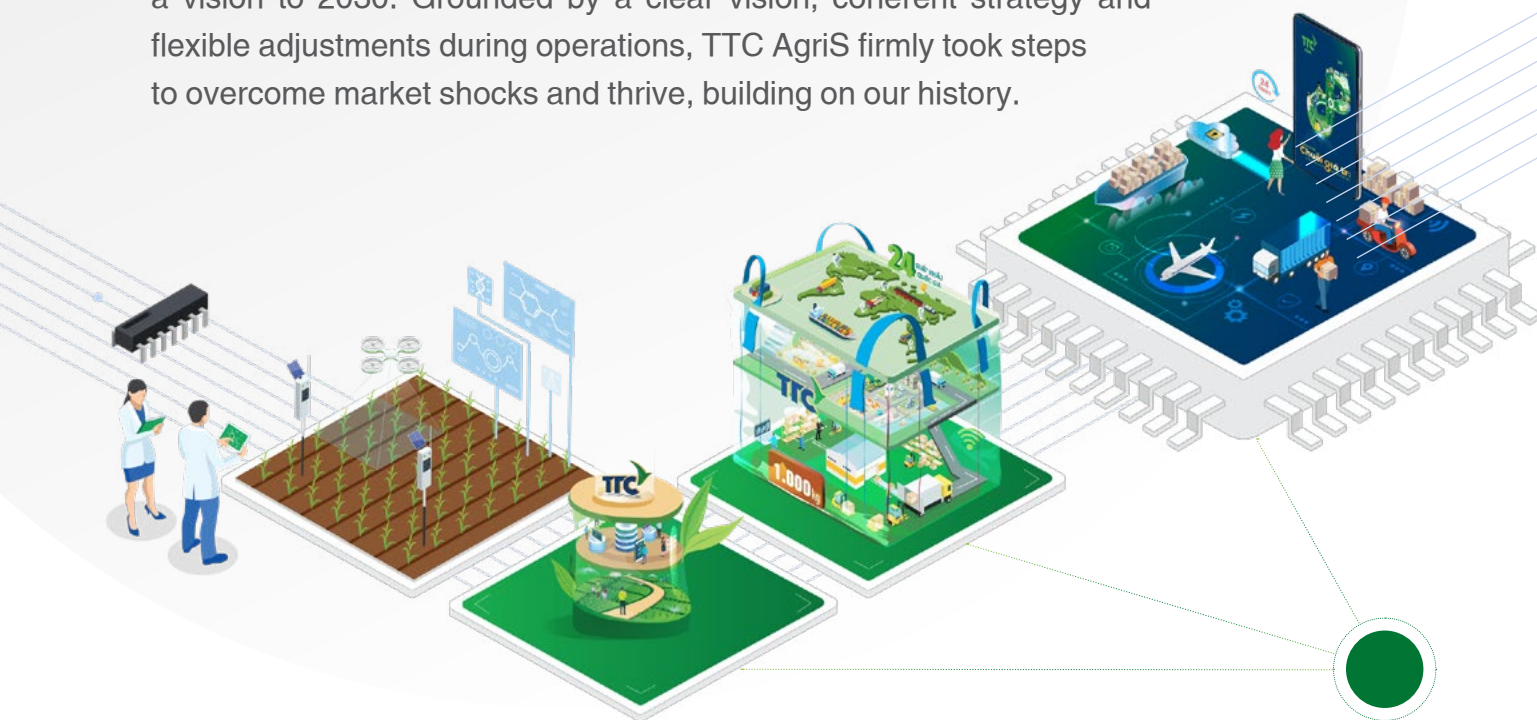
Digitalization Route-to-Market

Budgeting & Planning, Integrated Business Planning and Consolidation

Optimization Financial Performance

BOD'S STRATEGIC ORIENTATION

In FY 2021-2022, TTC AgriS made proud achievements and solid progress towards the sustainable development goals in the period 2021-2025, with a vision to 2030. Grounded by a clear vision, coherent strategy and flexible adjustments during operations, TTC AgriS firmly took steps to overcome market shocks and thrive, building on our history.



In line with our strategic direction for the period 2021-2025, for FY 2022-2023, TTC AgriS **key task** is to actively enter promising new business areas based on our root *strengths*. Specifically, we will promote the formation of a

Commercial Center

with the “**Integrated smart agri-economic business model**” at its heart that covers the entire diverse and potential sustainable agricultural value chains, embedded with TTC AgriS business identity.

Transformation into a Commercial Center with high technology content

1

Sustainable development on the basis of an integrated and green supply chain

2

Expansion of plantations - Promoting development of IT applications towards an “integrated smart agri-economic business model” in Vietnam

3

Continued adoption and compliance with corporate governance criteria according to international standards

4

KEY TASKS FOR FY 2022-2023

THE FIRST TASK

To leverage the strengths in production to build an international trading enterprise and, grounded by a solid technology foundation, complete the product value chain.

THE SECOND TASK

To promote research and development (R&D) activities to accelerate our transformation and deployment of new business model, which is also one of our cross-cutting tasks.

THE FINAL AND CROSS-CUTTING TASK FOR FY 2022-2023

To transform our traditional management structure into the Commercial Center model - an omni-channel business model to optimize the strength of our business team by diversifying product options for a same customer group, promoting omni-channel distribution, optimizing supply chains and logistics costs by integrating multiple delivery channels, and focusing on distribution activities embedded with after-sales services in a customer-centric approach.



SUGAR INDUSTRY PROSPECTS

- 60 Global Sugar industry prospects
- 62 Vietnam's Sugar industry prospects



GLOBAL SUGAR INDUSTRY PROSPECTS

OVERVIEW AND PROSPECTS OF THE GLOBAL SUGAR INDUSTRY

In FY 2021-2022, global Sugar price strengthened, traded at 17 cents/lb in July 2021 before growing to 20 cents/lb in October 2021 and ranging from 18 to 20 cents/lb to the end of the year.



Factors that supported Sugar price included:

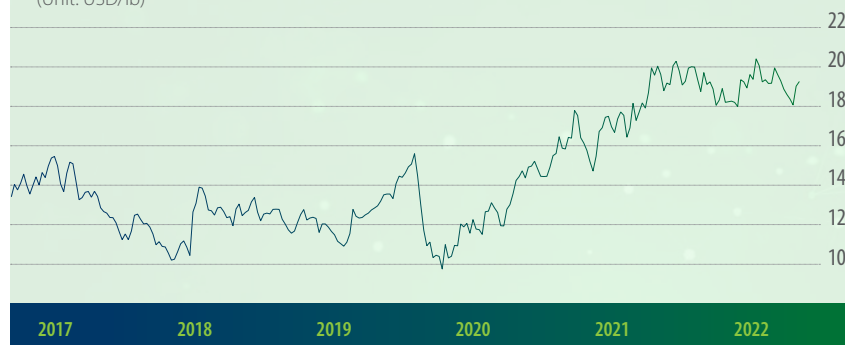
- 1 Rising Sugar prices had spillover support from the current strength of the crude oil market market that also spurred producers to switch to ethanol production;
- 2 The global supply chain crisis was caused by zero-COVID-19 policy adopted in China as the world's factory;
- 3 Export restrictions of major exporting countries were to address post-COVID recovery needs, as well as due to rising global food protectionism in many countries around the world;
- 4 Political tensions (conflicts between Russia - Ukraine and its allies) and adverse weather conditions affected Sugar supply by major exporting countries.

According to the analysis by the International Sugar Organization (ISO) on the evolution of Sugar prices over the years, raw Sugar is currently traded at its highest price in the past five year.



Fluctuations of world raw Sugar prices between July 2017 and July 2022

(Unit: USD/lb)



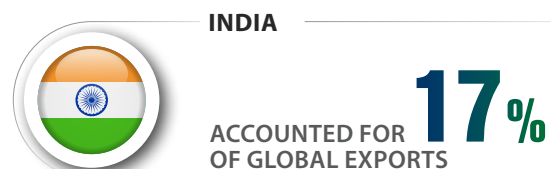
Source: tradingeconomics.com/ISO

STATUS OF THE WORLD'S TOP EXPORTING COUNTRIES IN FY 2021-2022 AND PROJECTIONS FOR FY 2022-2023



FY 2021-2022

The volume of sugarcane crushed totaled **187.6** million tons, down **11.7%** YOY;



FY 2021-2022

India's production increased thanks to above average monsoon rains. The country exported 10.21 million tons of Sugar, exceeding the Government's export quota of 10 million tons;

FY 2022-2023

Sugarcane farming area in the country is expected to decrease by 1.3% in FY 2022-2023, as part of existing plantations would be converted into corn and soybean farms. It is expected that 56.4% of sugarcane production in FY 2022-2023 will be used for ethanol production given high fuel prices.



FY 2021-2022

Thailand's sugarcane crushing operations were abnormal in the first two months of the year, with sugarcane output to have decreased significantly, peaking at 1.2 million tons per day, indicating that harvests were slowing down. However, Sugar output by the end of the year was quite positive.

FY 2022-2023

Thailand's Sugar industry is bouncing back and prospects look positive, with higher sugarcane production and better global prices.

PRODUCTION SITUATION IN MAJOR SUGAR EXPORTERS WORLDWIDE IN FY 2021-2022 AND PROJECTIONS FOR FY 2022-2023



GLOBAL SUGAR INDUSTRY PROSPECTS IN FY 2022-2023

GLOBAL SUGAR SUPPLY AND DEMAND

According to Green Pool data updated on July 26th, 2022, for FY 2022-2023 that starts from April and ends in March next year, the Sugar industry, despite its current supply surplus, will be seen at a deficit of 685 thousand tons.

GLOBAL SUGAR RALLY STILL HAS ROOM FOR FURTHER GAINS

According to medium-term projections by USDA and Green Pool, the raw Sugar price in 2022-2023 may fluctuate between 17 and 23 cents/lb, averaging at 19 cents/lb.

VIETNAM'S SUGAR INDUSTRY PROSPECTS



THE INTERNATIONAL MONETARY FUND (IMF) RAISED VIETNAM GROWTH FORECAST TO

7% IN 2022

WORLD BANK (WB) FORECASTS THAT VIETNAM'S GDP GROWTH WILL REACH

7.2% IN 2022 AND 6.7% IN 2023

GOOD DEMAND IS EXPECTED TO PROMOTE SUGAR INDUSTRY'S LONG-TERM GROWTH

ACCORDING TO STATISTICS OF THE VIETNAM SUGAR AND SUGARCANE ASSOCIATION (VSSA), IN THE LAST CROP, THE WHOLE INDUSTRY PRESSED

7.5

(Unit: million tons of sugarcane)

This amount of Sugar meets about 35% of the domestic demand. This shows a big shortage of domestic supply given Vietnam's very high demand for Sugar.

THE SUGAR PRODUCTION

(Unit: thousand tons)

742

increased more than 11.6% on crushed sugarcane output and 7.5% on Sugar consumption compared to FY 2020-2021

This shortage presents really a big challenge for the domestic Sugar industry. It, however, offers an opportunity for businesses with capabilities and competitive advantages to develop and expand their market share.

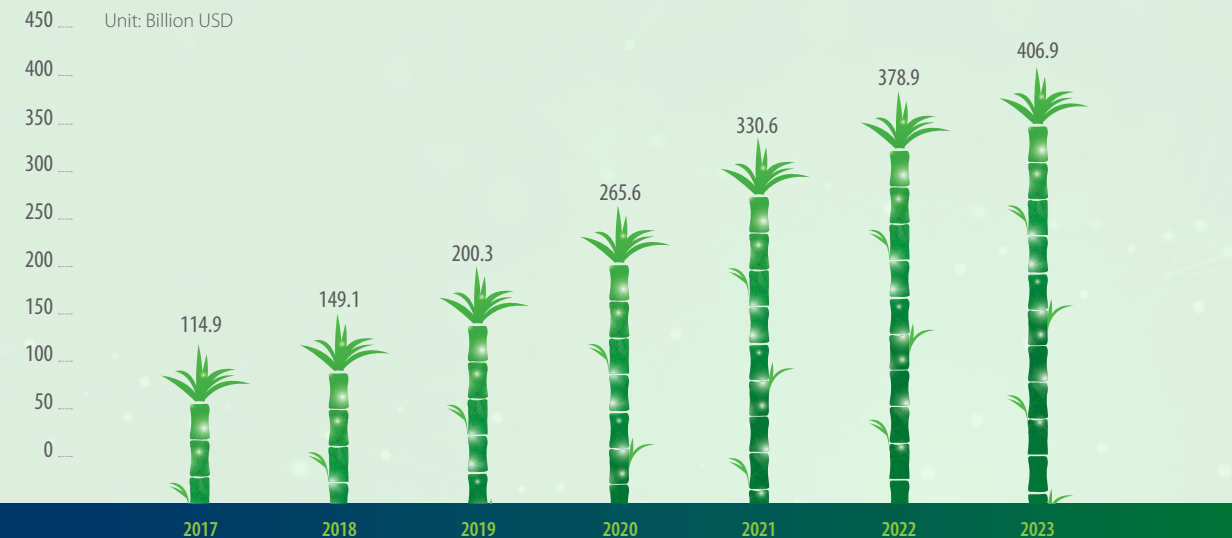
Government policies which support and protect the domestic Sugar industry

- January 1st, 2020**
Vietnam officially joined the ASEAN Trade in Goods Agreement (ATIGA) with 5% import tariff and no quota control
- On February 9th, 2021, the Ministry of Industry and Trade signed Decision No. 477/QĐ-BCT**
Vietnam officially imposed temporary anti-dumping and anti-subsidy duties on imported Sugar products originating from Thailand, effective for 4 months. Accordingly, the tax rates on Refined Sugar and Raw Sugar were respectively 48.88% and 33.88%.
- On June 9th, 2021, the Ministry of Industry and Trade issued Decision No. 1578/QĐ-BCT**
Regarding the application of anti-dumping tax and anti-subsidy tax of 47.64% on some Sugar products (Refined and Raw Sugar) originating from the Kingdom of Thailand
- November 8th, 2021**
The Ministry of Industry and Trade decided to temporarily collect 40% of import tariff on Sugar imported from ASEAN countries under C/O form WO, RVC 100%.
- August 1st, 2022**
The Ministry of Industry and Trade issued Decision No. 1514/QĐ-BCT to impose measures to prevent the evasion of trade remedies on some sugar products imported from the Kingdom of Cambodia, the Republic of Indonesia, the Lao People's Democratic Republic, Malaysia, and the Republic of the Union of Myanmar.

Vietnam remains a potential market as the demand for Sugar is expected to continue its strong uptrend

F&B industry revenue in Vietnam

Unit: Billion USD



Source: Statista

Vietnam is expected to become the third largest market in ASEAN in terms of the number of consumers and the fifth largest in terms of total spending by 2030.

According to statistics, the total sales of food and beverage reached 975,867 billion VND (up 3.8% over the same period) in 2020. This accounted for 35% of the total monthly expenditure of the people and contributed 15.8% to the country's GDP.

Vietnam has a golden population structure with over 100 million people by 2025. Over 50% of the population is expected to live in urban areas by 2040.

According to BMI, Vietnam was one of the world's most appealing Food and Beverage markets (ranked 10th in Asia) in 2019.

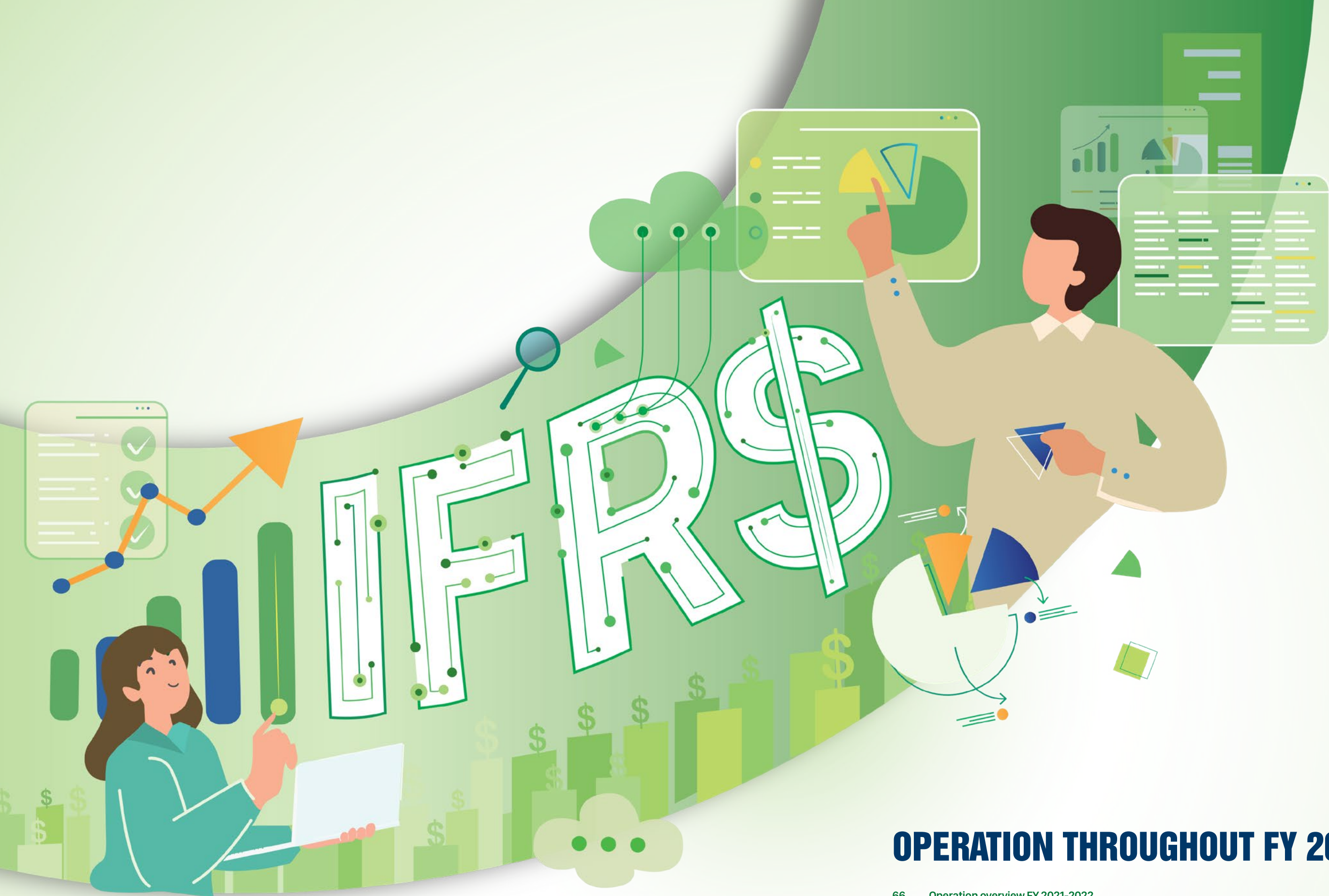
Leverage advantages, improve competitiveness

As a leader in the Sugar industry, TTC AgriS has made careful preparations to catch up with the integration trend of the agricultural sector.

TTC AgriS soon saw the potential of the Sugar industry and took preparatory steps by pioneering in the optimization of the supply chain on a digital platform. We have successfully built a seamless data flow and applied technology in all management activities from farm to production and distribution.

The Company continues to promote the development of the cross-border material area system with a total area of approximately 68,000 ha in Vietnam, Laos, Cambodia and Australia. Out of this, the material area in Laos continues to be expanded for farming of organic sugarcane and production of international quality Organic Sugar that has been recognized by prestigious organizations and has high commercial value.

Persistent with the sustainable agricultural development strategy for the 2021-2025 period, TTC AgriS aims to expand the material area in Australia to 20,000 ha and to apply digital farming technology through the FRM (Farmer Relationship Management) platform. The broader goal is to bring the total global material area to nearly 90,000 ha and ensure sufficient supply for production so as to meet demands in both domestic and international markets.



OPERATION THROUGHOUT FY 2021-2022

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OPERATION OVERVIEW FY 2021-2022



THE GOAL TO BECOME THE LEADING
AGRICULTURE 4.0 COMPANY

in Vietnam and the region

BY INTENSIVE AGRICULTURAL
SOLUTIONS, ADOPTING
MECHANIZATION AND MODERN
TECHNOLOGY IN ALL ASPECTS OF
OPERATIONS

CONSOLIDATED NET REVENUE REACHED

(Unit: billion VND)

18,319

AN YOY INCREASE OF 23% AND
FULFILLING 108% OF THE TARGET

EARNINGS BEFORE TAX

(Unit: billion VND)

1,046

UP BY 33% COMPARED TO THE SAME PERIOD LAST
YEAR AND HIT MORE THAN 139% OF THE TARGET.

TTC AgriS continued to maintain its leading position in the Sugar industry 46% of the domestic market share with a volume of over 1 million tons. The Company's consolidated net revenue reached 18,319 billion VND, an YOY increase of 23% and fulfilling 108% of the target. Earnings before tax (EBT) reached 1,046 billion VND, up by 33% compared to the same period last year and hit more than 139% of the target. These achievements result from the Company's introduction of effective sales policy, the expansion of market share as well as the focus on improved production activities and increasing the efficiency of the core business. This is also the first time TTC AgriS has achieved a profit of over one trillion VND in one fiscal year since the commencement of its operation.

In FY 2021-2022, the Sugar vertical still played a key role in the Company's revenue structure with VND 16,862 billion, up 19% over the same period, accounting for 92% of Net Revenue. The sales volume continued to stay at over 1 million tons thanks to the Company's flexible adjustment of its sale policies and quick response to market conditions to achieve the revenue and profit targets. Specifically, the SME channel grew by 22% YOY, which is a remarkable effort given the harsh competition from ATIGA Sugar imported by local players as well as the Covid-hit demands. On the other hand, TTC AgriS the Western and Northern branches also actively expanded the market and the customer

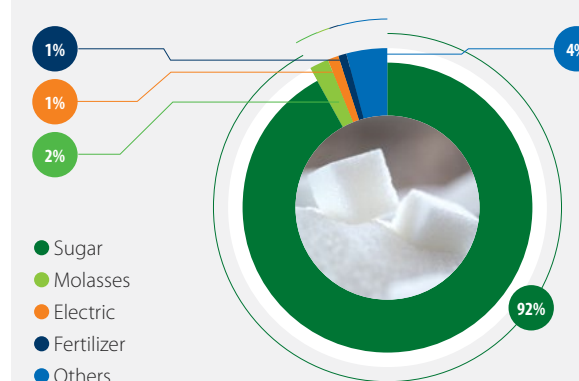


TTC AgriS Board of Management

system. This helped the sales volume in the North and the West grow by over 400% and 5% YOY respectively. Besides, the sale volume of other sales channels also recorded growth. Specifically, the B2C channel rose by 10% over the same period.

TTC AgriS is currently a company that owns the largest and most diverse Sugar product lines in Vietnam with over **75 products including 29 RE Sugar products, 14 RS Sugar products, 11 Alum Sugar products, 8 Organic Sugar products, 4 supplement products, 4 Liquid Sugar products, 3 Yellow Sugar products, and 2 Sugar Mix products.** As a result, TTC AgriS can tailor its product offerings to a wide variety of customers including businesses and consumers and in multiple channels including export and trading. Faced with continuous fluctuations in international Sugar prices and the demand of the domestic market, the optimization of the sugarcane value chain in the strategy of diversifying the product portfolio is continuously promoted and developed by TTC AgriS with 12 by-product and post-products including 2 Miaqua products, bagasse, molasses, biomass commercial electricity, 3 colored drink products and 4 fertilizer products. In the last fiscal year, Sales of Molasses and Electricity contributed 445 billion VND and 204 billion VND respectively to the Company's total revenue.

Revenue structure by product type in
FY 2021-2022



Source: Audited Consolidated financial statement in 2021-2022, TTC AgriS



OPERATION OVERVIEW FY 2021-2022

TOTAL ASSETS
(Unit: Billion VND)

27,730

UP 35%, EQUIVALENT TO > 7,200
BILLION VND COMPARED TO THE
BEGINNING OF THE YEAR

The Company's inventory recorded an increase of 4,626 billion VND, up by nearly 46% compared to the number as at June 30, 2021. At the same time, the number of days in inventory increased from 82 to 89. Inventories increased due to the seasonality at the time of preparing supplies for the new crop to meet increased market demand. Ensuring appropriate inventory helps the Company minimize fluctuations in Sugar prices.



**FINANCIAL REVENUE
IN THE YEAR INCREASED**
(Unit: Time)

2.2

MOST FROM TRADING ACTIVITIES
ON THE INTERNATIONAL
COMMODITY TRADING

In terms of cash flow, the cash flow statement showed a strong improvement in the core business against the same period. The net cash flow for FY 2021-2022 recorded significant growth YOY, reaching 742 billion VND, with year-end cash and cash equivalents increasing by 41% compared to the previous year. This increase was largely due to the contribution of Net Cash Flow from business operations, which was mainly ascribed to the Company taking advantage of its reputation with suppliers to optimize the cost of funding. Owning a large amount of Cash plays an important role in helping the Company strengthen its financial health, ensure liquidity in the event of solvency problems as well as seize potential investment opportunities.

Target (Billion VND)	June 30 th , 2021	June 30 th , 2022
Net cash flow from operating activities	94	1,174
Net cash flow from investment activities	-432	-2,619
Net cash flow from financial activities	1,161	2,187
Effects of exchange rate changes		-2
Cash and cash equivalents at the beginning of the period	1,000	1,823
Cash and cash equivalents at the end of the period	1,823	2,563

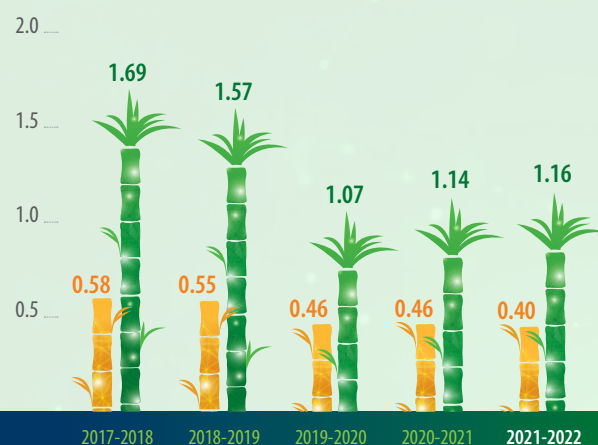
Source: TTC AgriS



ROA **3.6%**
ROE **9.8%**

Capital structure indicator

● Total debt/Total assets ● Total debt/Owner's equity



Capital structure

● Owner's equity ● Long-term loans ● Short-term loans



In FY 2021-2022, the Company completed the plan to structure domestic and foreign capital and opened new credit lines at foreign banks or their branches in Vietnam. Specifically, the Company's debts increased by 19% , equivalent to about VND 1,789 billion. This came from a decrease of VND 874 billion in long-term debts and an increase of VND 2,664 billion in short-term debts which are sought to meet the increasing demand for working capital. The debt to equity ratio was 1.16 times, a slight increase compared to the beginning of the year and the debt to total assets ratio was 0.40 times, a decrease of 13% compared to the beginning of the year. TTC AgriS strives to build a healthy financial structure in line with the Company's development road map. The Company is ready to enter a new phase of investment expansion and business diversification.

KEY GOALS FOR FY 2022-2023



In FY 2022-2023, TTC AgriS aims to transform the agriculture and production technique management model into trading, services and import & export services, focusing on markets and customers. At the same time, the Company looks to shift to another higher value chain.

- Transform business to the Commercial Center model, define and update business model in new role;
- Diversification: sell value products/stories, offer need-based solutions to Customers - Customer Centricity, promote R&D activities combined with commercial aspects to understand Customer Insights to offer products with a solution package, participate in the Food Production - Food Processing value chain with customers;
- Standardize agronomy, restructure agricultural governance: focus on reorganizing agricultural activities from the self-management model (self-cultivation farms) to contracting model;
- Implement research and investment in automation/semi-automation and digitalization of production operations, focus on cost control - product quality - timeliness;
- Supply activities - SC Control Tower: Diversify and optimize distribution, planning and supply methods, ensure compatibility with the business model to become a Commercial Center, a complete E2E process management solution, work towards optimized shipping costs, gradually develop and implement Integrated Business Plan - IBP to integrate E2E business steps;
- Operate Governance and Operations activities on the digital technology system, complete the IT road map and standardize the information technology (IT) infrastructure, improve the rate and efficiency of exploiting data from the IT system;
- Build an optimal capital structure, develop a plan to raise additional funding for new investment projects, restructure loans;
- Risk Management and Compliance: identify the business environment and risk control areas during the transformation, build proactive control systems, methods and processes, create corridors for functional blocks to transform, and control the levels of risk and compliance;
- Organize the Vietnam - Laos - Cambodia regional model and reach out to the international level: upgrade both the scale and quality of governance according to international standards, specifically:
 - ↳ Vietnam - Laos - Cambodia: Build material areas, organize production of sugarcane, sugar, fruit trees; build Vietnamese brands, organize commodity lines, and do wholesale & retail business;
 - ↳ Internationally: expand international trade markets, including the expansion of farming areas and trading activities, build Technology Hubs, Agriculture 4.0 and R&D Hubs. Strengthen technical exchanges, farming technology 4.0 with colleagues globally.
- Upgrade operating competencies and skills: Provide training on the required skills and promote the implementation of the established goals.

INVESTMENT IN IMPROVING TECHNOLOGY



TTC AgriS has always made efforts in timely deployment of appropriate digital technology strategies to leverage benefits of information infrastructure and become a local market leader in agriculture grounded by strong digital transformation.



TTC AGRIS APPLIES TECHNOLOGIES IN BUSINESS OPERATIONS, LEADING INITIATIVES IN SMART AGRICULTURE

Moving along with global trends, development of Smart Agriculture is a top priority for TTC AgriS as part of our digital transformation. Our digital technology development strategy for the period 2021-2025 focuses on harnessing the power of innovations and digital technology to address the requirements of Smart Agriculture 4.0 and drive our growth globally.



TTC AGRIS STEADFAST POSITION ON OUR 5-YEAR DIGITAL TRANSFORMATION ROADMAP TOWARDS ACHIEVEMENT OF 2024-2025 GOALS



In FY 2021-2022, TTC AgriS has successfully implemented Phase 1 of our 5-year digital transformation roadmap towards 2024-2025 goals as a promising start of our comprehensive digital transformation journey

Specifically, TTC AgriS established solutions to upgrade the E2E process within 6 to 18 months for the integrated ecosystem including: construction of Cloud applications (SaaS), Cloud Infrastructure services (IaaS), Master Data set, Data Warehouse, Data Analytics and Supply Chain Management

(SCM). The ecosystem is applied to digitize all functions in TTC AgriS value chain from agricultural production to functional teams in charge of Sugar production, electricity generation, water supply, fertilizer production,... of member companies in 05 countries, i.e. Vietnam, Laos, Cambodia, Singapore and Australia.

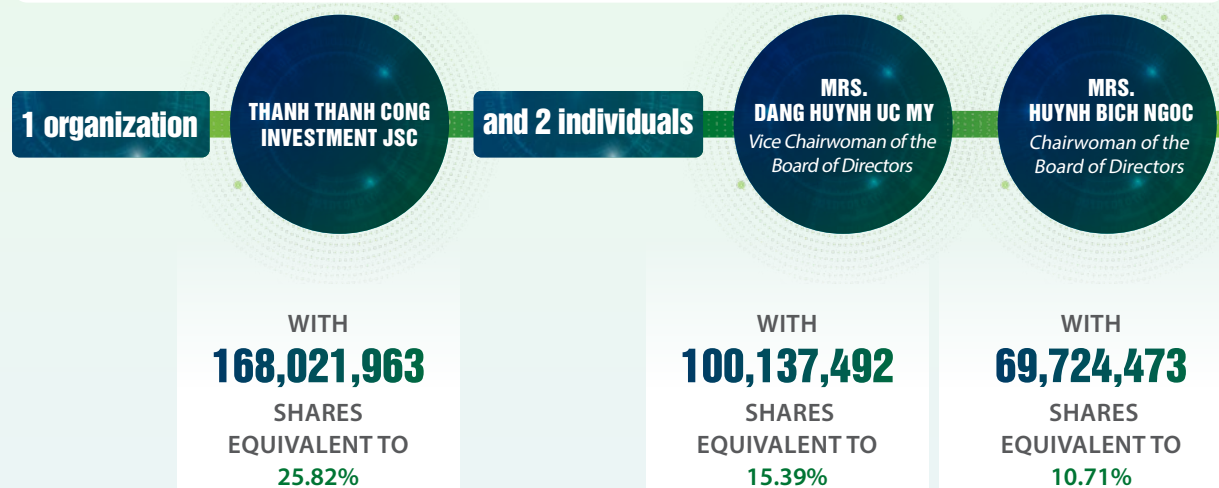
In particular, the ERP Core system on the Oracle Fusion SaaS platform is used as a centralized management system, ready for connection with digital solutions of the member companies (Front End solutions, Back End solutions and digital financial solutions,...) and integration of technology solutions such as IoT or Robotics,...

Upon completion of Phase 1, the key activities to be implemented by TTC AgriS in the upcoming years include:



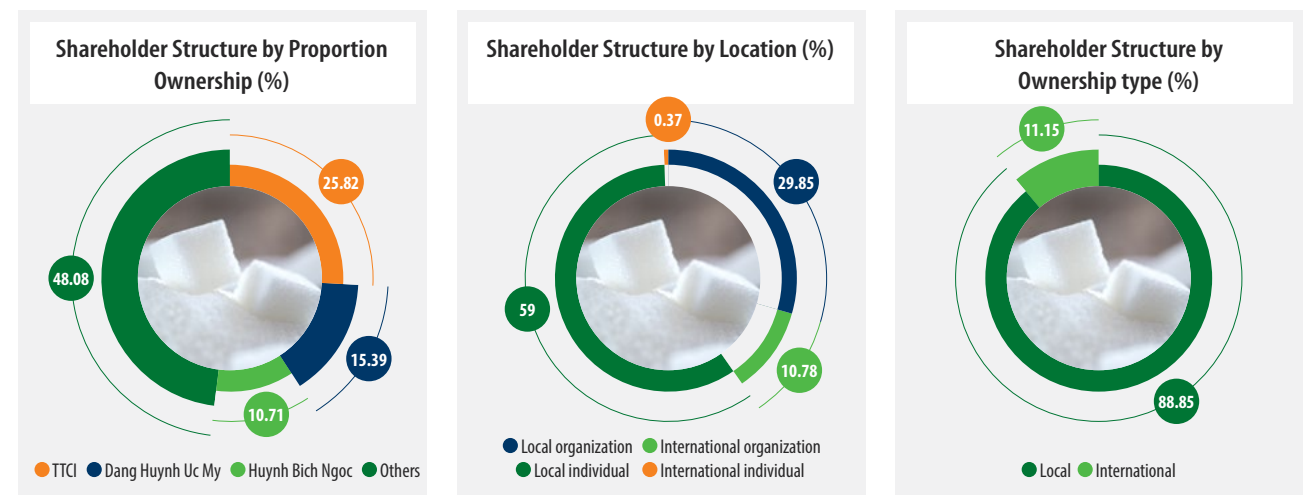
TTC AGRIS'S SHAREHOLDER STRUCTURE AND TRANSACTION OF INSIDERS AND RELATED PARTIES

As of June 30th, 2022, TTC AgriS has 3 major shareholders owning over 5% of share capital, accounting for 51.92% of the Company's charter capital.

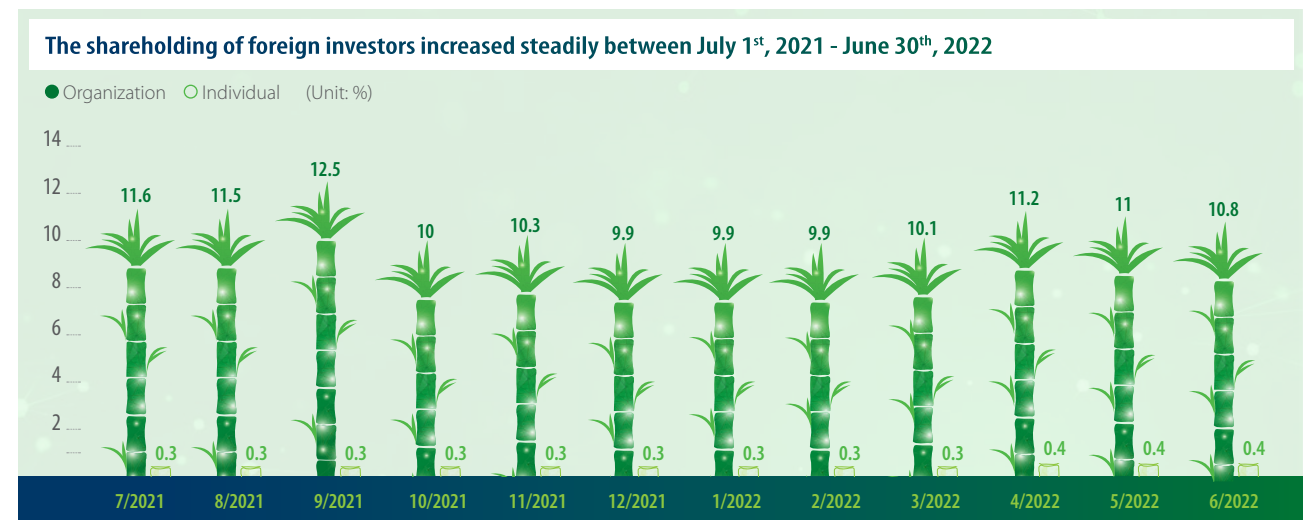


In this fiscal year, the Company has successfully issued **11,992,748** shares with a conversion price of 14,342 VND to convert privately issued bonds for Coretrend - a Korean strategic investor and completed in August 2021. As such, at the end of the FY 2021-2022, the number of the Company's shares was 650,762,228, of which 629,150,895 are ordinary shares and 21,611,333 convertible preferred shares.

TRANSACTIONS OF MAJOR SHAREHOLDERS FROM 1/7/2021-30/6/2022: NO TRANSACTIONS



As of June 30th, 2022, the SBT stock has been in the list of more than 9 ETFs and 9 prestigious domestic and foreign indexes with a total ownership of over 12 million shares.



Source: TTC AgriS

PRICE MOVEMENTS AND LIQUIDITY OF SBT STOCK IN THE FY 2021-2022 AS OF JUNE 30TH, 2022



STOCK TICKER
(Unit: billion VND)
18,650



MARKET CAP
(Unit: billion VND)
11,733



NUMBER OF LISTED SHARES
(Unit: share)
638,769,480



NUMBER OF SHARES IN ISSUE
(Unit: share)
650,762,228

LIMITS ON SHAREHOLDING OF FOREIGN INVESTORS

100%

FREE-FLOAT RATIO

46%

EFFECTIVE SUPPLY CHAIN MANAGEMENT

TTC AGRIS EXTENSIVE SUPPLY CHAIN DIAGRAM



EFFORTS TO IMPROVE AND EXPAND THE MODERN SUPPLY CHAIN, PROMOTE THE DEVELOPMENT OF AGRICULTURE 4.0

IN FY 2021-2022, SUGAR SALES VOLUME CONTINUED TO BE MAINTAINED AT

1 MILLION TONS

WITH THE EXPORT MARKET BEING EXPANDED TO

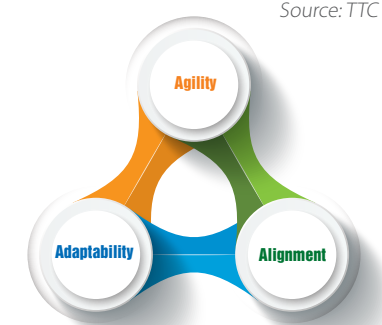
29+ COUNTRIES GLOBALLY

SUPPLY CHAIN PLAN FOR FY 2022-2023

With the 3A model



has outlined a supply chain operation plan for the FY 2022-2023 focusing mainly on 2 main concerns as follows:



1 Management of costs, service and product quality

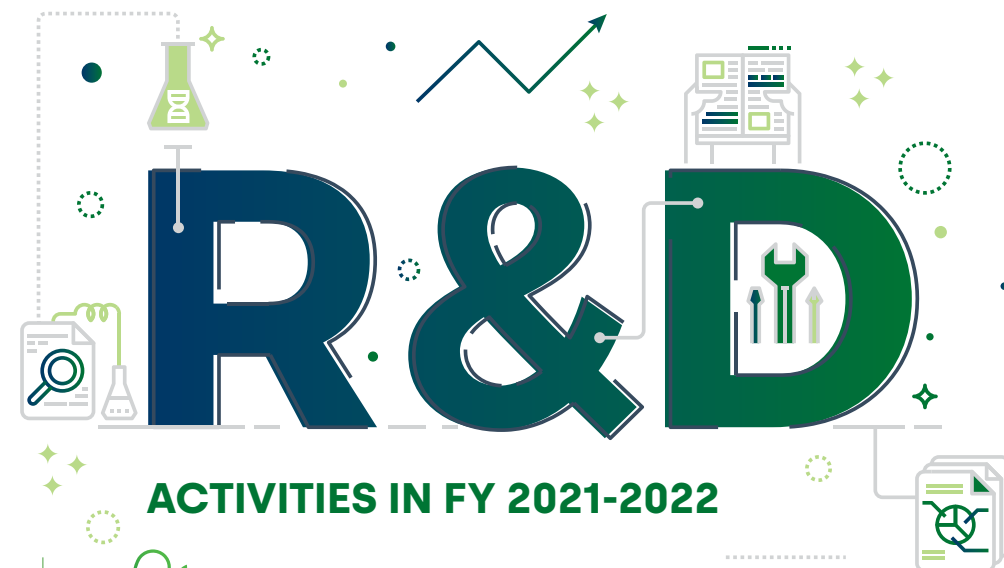
Through activities well orchestrated between departments according to interactive models with diverse content on each common topic.

2 Unification and synchronization of activities within the Supply Chain

This is done by unifying and synchronizing activities between the Planning, Logistics and Purchasing Departments, with the Planning Department at the forefront. This move is intended to consolidate data sources in supply chain activities according to the official set of numbers approved by the management at monthly S&OP meetings.

Source: TTC AgriS

R&D ACTIVITIES



ACTIVITIES IN FY 2021-2022

The FY 2021-2022 has been greatly affected by Covid-19. In particular, the pandemic has resulted in a change in consumption trends with healthy products becoming increasingly favored and trusted by customers. Taking this into account, TTC AgriS has been very active in R&D activities with the focus being placed on high-convenience as well as healthy and energy-boosting products such as Half Sugar, Stevia Sugar, Flavored Syrup, Molasses,.... The Company is currently choosing the right timing to market these products to consumers.

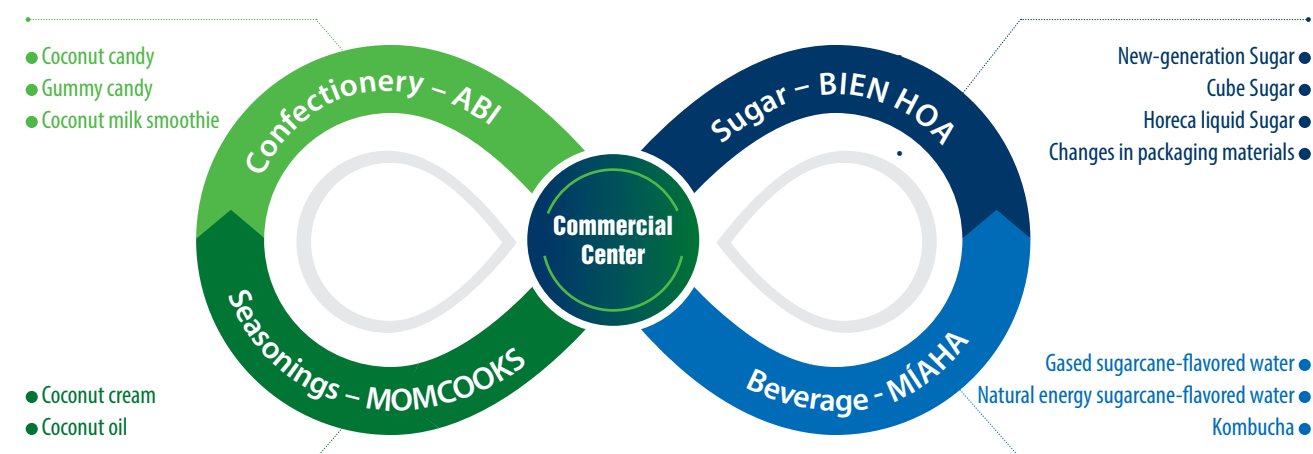


For agricultural activities, TTC AgriS has been doing research to further expand agricultural products including fruit trees. Therefore, the R&D for packaging has also been implemented and production has been implemented based on customer needs.

TTC AGRIS PORTFOLIO STRATEGIC DEVELOPMENT



With the strengths and experience of the leading player in Vietnam's Sugar Industry, TTC AgriS has been adopting a strategy of researching and developing a wide variety of high-quality product lines with advanced production technology processes to make the most of the added value from sugarcane and other agricultural products and optimally address customer needs.



THE STRATEGY FOCUSES ON DEVELOPING THE FOLLOWING KEY PRODUCTS:

SUGAR PRODUCTS

- New generation Sugar:** Half Sugar characterized by a blend of Stevia and Cane Sugar to create sweetness for the product. The sweetness will be 2 times that of Sugar while the taste will be the same as Refined Sugar;
- Liquid cane Sugar:** A new product line for the mixing and consumption channels.

BEVERAGE PRODUCTS

- TTC AgriS new product, carbonated sugarcane juice, is set to create a new breakthrough for the beverage industry.

SEASONINGS

- Launched the Xiem coconut milk product using cold pressing technology to make a product with a fresh, traditional taste from Ben Tre.

In addition, in pursuit of a "Green" business strategy based on sustainable values, TTC AgriS also continues to research and improve the value of by-products from the Sugar production process such as tableware from bagasse, and products applied from kiln ash such as unburnt bricks,.... We aim to enhance R&D activities in order to optimize product value, improve customer experience and, in particular, protect the environment.

AGRICULTURAL RESEARCH INSTITUTE THE CRUCIAL ADVANCEMENT TOWARDS SUSTAINABLE MATERIAL AREAS



In April 2013, Thanh Thanh Cong Sugarcane Research and Development Joint Stock Company was officially established with the orientations of conducting scientific research, technology development, production and services in a practical, concrete and effective. Special attention is paid to combining applied research and basic research, promoting the development of technologies, techniques, plant protection and sugarcane varieties.

In March 2021, the Company established Thanh Thanh Cong Agricultural Research Institute (TTC ARI) with a vision to 2025, TTC ARI becoming a pioneer in multidisciplinary, green and sustainable applied research in agriculture and high-tech agriculture.

HIGHLIGHTS OF ACTIVITIES IN FY 2021-2022

Thanks to the autonomy in producing the sugarcane stump variety, sugarcane growers can increase yield by 30-50% and CCS content by 1-2% with prolonged stump retention time, contributing to reduced costs and increased economic efficiency from sugarcane

In FY 2021-2022, TTC ARI has propagated through tissue culture of 315,000 plants and produced more than 3 million sugarcane seedlings using the sugar cane stump technique combined with restoration and rapid propagation of new varieties such as: KK3, K84-200, KK4, TTC16-14-112, VN08-259, LK92-11, MPT98-1832,...



Sugarcane ratooning in nursery garden



Sugarcane ratooning tissue culture in Lab room

NUTRITIONAL MANAGEMENT AND SOIL HEALTH KEY TO ENVIRONMENTALLY SUSTAINABLE DEVELOPMENT

Currently, this program is being well received by sugarcane growers in TTC AgriS sugarcane material areas. From the FY 2021-2022, the total area of application of crop rotation will reach over 2,500 ha and can bring an additional profit of 15-20 million VND per ha for farmers.

Integrated Pest Management Using Natural Enemy

TTC ARI has opened many training courses for farmers, agricultural officers and technicians to propagate this solution in order to raise awareness about biological measures so that the scope of use can be expanded in the future.

INTERNATIONAL COOPERATION - THE KEY TO ACCESS NEW TECHNOLOGY

TTC ARI has made great strides in international cooperation to quickly catch up with TTC AgriS internationalization trend. In the 2021-2022 period, TTC ARI has cooperated with many major international organizations for joint research, learning and development of Agriculture 4.0 such as:



DEG

An investment Fund
of the German Government

FARMACIST

Agronomic consulting company
from Queensland, Australia



Minister for Agricultural Industry Development and Fisheries and Minister for Rural Communities, Mr. Mark Furner shared expectations about cooperation in developing high-tech, sustainable agriculture in Vietnam & Queensland



AGRICULTURAL RESEARCH INSTITUTE THE CRUCIAL ADVANCEMENT TOWARDS SUSTAINABLE MATERIAL AREAS

RESEARCH ORIENTATIONS TOWARD 2025



TTC AgriS representative and Farmacist experts from Australia discussed agricultural activities at TTC Attapeu, Laos



Aiming to be a leader in applied research and high-tech agricultural development by 2025 in terms of **MULTI-DISCIPLINARY, GREEN AND SUSTAINABLE APPLICABLE RESEARCH**, TTC AgriS will continue to promote applied research activities, contributing to the development of sustainable material areas.

RESEARCH ON SUGARCANE VARIETIES

1

Continue crossbreeding and collecting seed sources from abroad and combining them in the country to select and introduce new varieties with strong growth, resistance to pests and diseases and increased productivity for material areas. The objective is to select at least 5 varieties of sugarcane with a yield of more than 100 tons per ha, CCS over 10% and adapt in different localities.



ON FARMING TECHNIQUES

2

Finetuning a set of specialized preparations for sugarcane, researching and developing new products to help improve soil, control pests and control sugarcane growth. In addition, research has been done into new farming techniques such as: Additional solutions on density, distance, fertilizer regime, consulting farming process for each material area in localities.



ON PLANT PROTECTION

3

Develop and expand production of Trichogramma on a large scale, with the goal of meeting the 40,000 hectare-per-year target, contributing to reducing the use of toxic pesticides in the fields. In addition, continue to research and develop indigenous natural enemies to serve high-tech agriculture in the future, such as: Big-eyed bugs, prickly flower bugs,...



ON BIOTECHNOLOGY

4

Carry out research to improve tissue culture process, rapidly propagate disease-free varieties with the goal of providing 100% qualified sugarcane seedling area in a sufficient and timely manner. Continue to conduct research to improve the value of post-sugar products such as using bagasse to produce high-value edible mushrooms, using bagasse as a growing media for farming in net houses.



AGRICULTURAL EXTENSION

5

Conduct research into appropriate agricultural extension solutions, implement farm models through which train Technical Officers, Agricultural Extension Officers and Farmers under a centralized program to provide technical information, research results, new knowledge for application to practice, thereby improving the yield and quality of sugarcane as well as farming techniques.



TTC AgriS organic material area in TTC Attapeu, Laos

SUSTAINABLE DEVELOPMENT REPORT

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STAKEHOLDERS’ SHARING ABOUT TTC AGRIS

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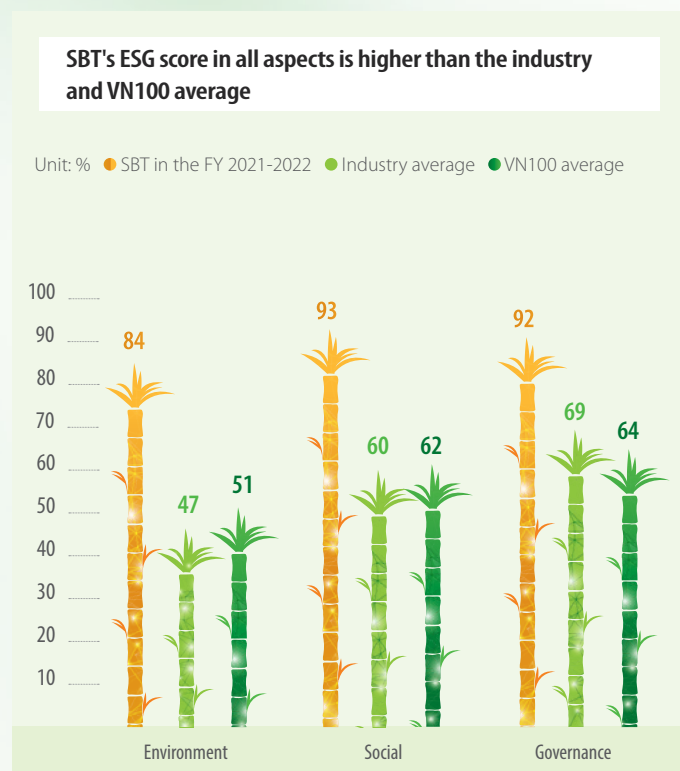
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CONTACT INFORMATION



TTC AGRIS TOWARDS THE SUSTAINABLE DEVELOPMENT STRATEGY



Source: Ho Chi Minh City Stock Exchange

CORPORATE GOVERNANCE PRINCIPLES OF THE ORGANIZATION FOR ECONOMIC CO-OPERATION AND DEVELOPMENT (OECD) (2015)

IN FY 2021-2022, TTC AGRIS HAS FULFILLED **100%** OF ALL STANDARDS IN THE OECD CORPORATE GOVERNANCE PRINCIPLES

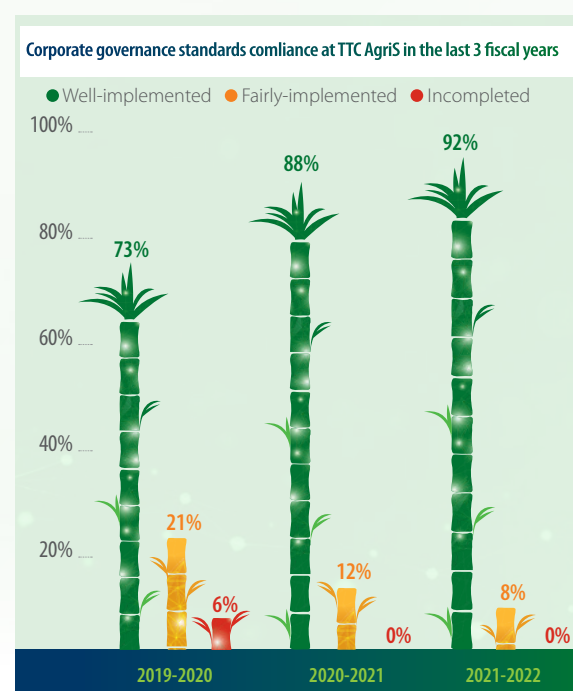


WITH FIVE MAIN PRINCIPLES AS FOLLOWS:

- A** Ensuring shareholder rights, equitable treatment of shareholders and basic ownership functions
- B** Establishing a strong control environment
- C** Ensuring the interests of related Parties
- D** Disclosure and transparency
- E** Responsibilities of TTC AgriS Board of Directors

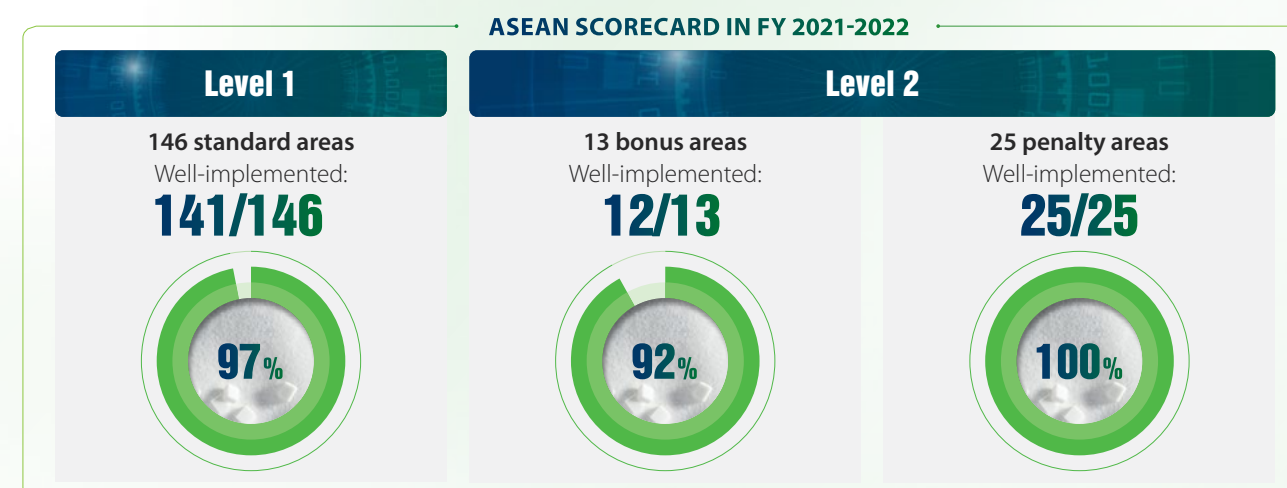


CORPORATE GOVERNANCE PRINCIPLES ACCORDING TO THE BEST PRACTICES FOR PUBLIC COMPANIES



Source: TTC AgriS

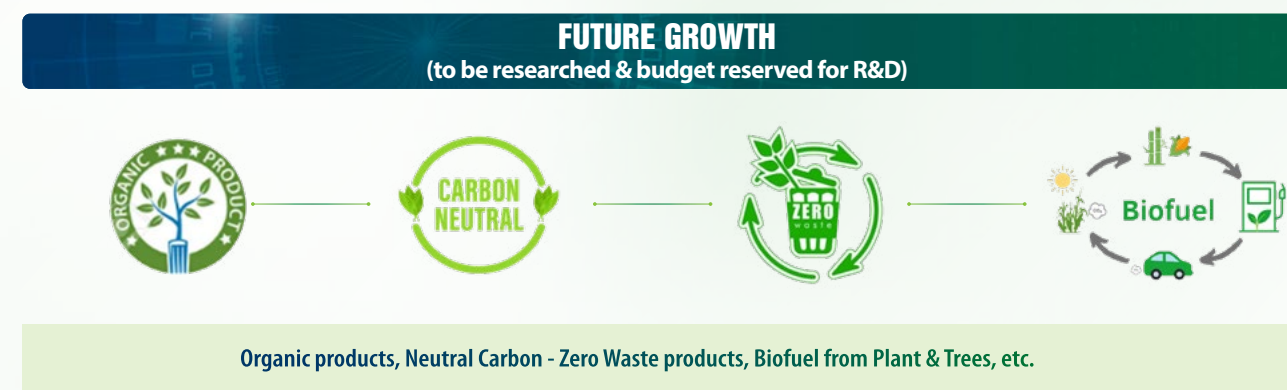
THE FY 2021-2022 IS THE 5TH CONSECUTIVE YEAR THAT TTC AGRIS IS ONE OF THE ASEAN CORPORATE GOVERNANCE SCORECARD 2019 (ASEAN SCORECARD)



Source: TTC AgriS

TTC AGRIS – COMMITMENT TO SUSTAINABLE GROWTH

For long-term growth and development, TTC AgriS will continue to maintain and improve its operations and programs with the goal of incorporating sustainable values into every aspect of the standards for all stakeholders.



- Product diversifications and contribution to total portfolios (consider to increased from 10% to 30% of Organic & Bio)
- Material diversification & contribution to total areas (consider a diversified plant to increase from 9% to 20%)



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



“ Thanks to the investment in the irrigation system and microbial organic fertilizer in the previous crop, the yield of sugarcane harvested this year is very good. A one-time investment brings effects for several years. In this season, the factory also provides financial support to farmers to help loosen the soil using mechanical machines. With the Company's annual support policy, combined with the policy of minimum purchase insurance for at least 3 years with CCS of 10 at 850,000 VND per ton, we feel assured to do our job ”

• **Mr. Tran Thai Hoanh**

Sugarcane-growing partner, Agricultural Extension Station No.2, TTC AgriS - Phan Rang, Ninh Thuan

“ Since we switched from growing rice to sugarcane, my family's income has improved a lot, which has enabled me to renovate my home, buy more items and send the kids to school. My thanks to the Company for helping us by creating jobs for us to earn extra income ”

• **Mr. Khanhthong Nhindavong**

Sugarcane-growing partner, Agricultural Extension Station No.1, TTCA, Attapeu



“ In recent years, the Sugarcane industry has faced many challenges. In order to survive and develop, not only myself, but all agricultural extension colleagues have made efforts to convince sugarcane growers to change their farming practices, invest in intensive farming to cultivate sugarcane effectively in the new context. With the consent and positive response of sugarcane farmers, the productivity of station 4 achieved an average of 82 tons per ha in the 2021-2022 crop. With this result, sugarcane growers earn high profits and are motivated to accompany and develop with the Company. ”

• **Mr. Nguyen Van Trung**

Agricultural extension officer, Agricultural Extension Station No.8, TTCS Gia Lai, Gia Lai

“ As part of the agricultural extension team, who directly accompanies sugarcane farmers, we understand the concern of many households when they first acquaint themselves with this crop. However, with our belief in the Company's orientations, policies and solutions, I and my teammates always try to convey information, advocate and accompany customers in grow sugarcane to help them cultivate sugarcane effectively. The FY 2021-2022 has presented both advantages and difficulties, but it's our joy and pride that the profits from sugarcane have helped farmers improve their quality of life better as well as offered their kids better education opportunities. ”

• **Mr. Pham Cong Nghiep** (standing on the right)

Manager of Agricultural Extension Station No.5, TTC AgriS, Tay Ninh



EMPLOYEE'S TESTIMONIALS



• **Le Thi Thanh Tam -**

Health Safety and Environment Specialist (HSE) - TTCS Gia Lai

TTCS Gia Lai, where I have been working for the past 10 years is like a second family, a warm, full-of-love common house. Thanks to the Board of Management and the colleagues giving me a chance to work here and for helping and supporting me with professional knowledge. I'm happy because I feel less worried about tomorrow. I have a stable income and more money to take care of my family. I wish TTCS Gia Lai continued development and hope that with every step made forward, TTCS Gia Lai will still give the best care for employees, the best values for customers, and the best contributions to the community.



• **Quach Duc Tai - Head of Talent Acquisition - TTC AgriS**

With nearly 2 years under the common house of SBT, besides applying my knowledge and expertise to my work, I myself have been able to learn and develop my abilities and skills to improve myself through both internal and external training programs.

Proud to be the leading agricultural company in Vietnam that is transforming strongly with modern technological innovations, SBT always strives to provide talents with a solid foundation to plan their future careers and turn their career dreams into reality. With continuous efforts, we are proud to be known by the community as the best place to work in Asia for 2 consecutive years.

At SBT, the management always attaches importance to and facilitates the development of human resources through a series of training and development programs which are designed to improve the professional capacity and skills of each SBTer. We are always consistent in making sure the human resource development strategy always goes hand in hand with the Company's development strategy. This is considered an important part of each plan and can determine the Company's business results.



• **Vu Duy Quang - Legal Specialist**

Although I have only been with the Company for 1 year and 6 months, I have really experienced a lot of things, not only in legal expertise, but also in soft skills, especially the skills to work and interact between departments from human resources, administration to business, commercial and accounting. Besides, I also had the opportunity to know a new culture during my Australia business trip when participating in the Company's development project. These things have helped me to develop myself a lot and I am really grateful for the opportunities to work and develop myself so far.



• **Nguyen Thi Ngoc Nhu - Head of Operations - TTCAD**

"Youth is like a cup of tea

Miss the trip to Sugar, then your youth will be wasted"

The 10-year journey is neither too short nor long enough, but it's the period of time that I've spent with the Sugar industry here at SBT. During their vibrant years of youth, many people choose to hop to many different companies to learn and gain more experience for themselves. I, however, am fortunate to be a member of a company with a friendly and open working environment for each individual. Apart from many suitable career orientations to choose from, the Company also offers practical welfare and other incentives for the team. At SBT, I have had the opportunity to work in 3 member companies with different experiences. Each of these jobs gives me the opportunity to develop myself both in terms of professional and life skills. Currently, TTCAD is the 3rd home I have chosen and have been with it for 3 years. Although TTCAD is a new entity, it has gathered members with a lot of experience, energy and iron will to fight for the common goal of the Company. Here, I have become "mature" and accumulated a lot of knowledge and skills through training programs, management sharing as well as team building activities. I really get to be "myself" when working at TTCAD in particular and SBT in general.

INTRODUCTION OF THE BOARD OF DIRECTORS



Mrs. HUYNH BICH NGOC
CHAIRWOMAN OF THE BOARD OF DIRECTORS

Year of Birth: 1962

Qualifications: Business Administration

Accolades: Second-class Labor Medal awarded by the President of Vietnam.

REMARKABLE ACHIEVEMENTS

- With more than 40 years of experience in the Sugar Industry, Mrs. Huynh Bich Ngoc is one of those with the greatest contributions to making TTC AgriS the number one Sugar Company in Vietnam with a certain position in the international market. She held many important positions at TTC AgriS between 1981 and 2012. In October 2019, Mrs. Ngoc decided to return to lead TTC AgriS as Chairwoman of the Board of Directors. She later led the Company through a difficult period of the Sugar industry and the challenging milestone of ATIGA when the Agreement officially became effective to Vietnam's Sugar Industry from January 1st, 2020;
- Building on the success of the experiments of fruit growing in the Southeastern region, the first model of growing South American bananas for export was very successful. Mrs. Ngoc continued to lead TTC AgriS in developing its fruit growing strategy by expanding to durian, red-fleshed jackfruit, super-early jackfruit and golden star apple. This was really an important step for the Company to continue researching and developing more fruit tree projects to diversify TTC AgriS agricultural chain apart from the main products from Sugarcane;
- Leading TTC AgriS to enter the Beverage market with a clean green product line branded as MIAHA. Freshly pressed canned cane juice with 100% natural essence on the first advanced technology line in Vietnam, this contributed to realizing the strategic objective of increasing the sugarcane value chain;
- Directly steering agricultural extension projects as well as agricultural emulation programs in order to strengthen the connection and understanding between the Company and Farmers;
- Expanding regional data orientation in Australia, especially with the plan to purchase regional raw materials in Queensland, Australia in FY 2021-2022.



Mrs. DANG HUYNH UC MY
VICE CHAIRWOMAN OF THE BOARD OF DIRECTORS

Year of Birth: 1981

Qualifications: Master of Business Administration – University of Preston, New Zealand

Accolades:

- Asia-Pacific Enterprise Awards – APEA 2021
- Woman Leadership Award 2017 – CMO ASIA

REMARKABLE ACHIEVEMENTS

- More than 16 years of experience in Finance and Sugar;
- With a business philosophy that constantly revolves around the core goal of sustainable development, Mrs. Uc My has steered TTC AgriS to become the first Sugar Enterprise 4.0 in Vietnam as well as a lever to expand its scale to international markets;
- Developing strategies, expanded the scale of raw material areas in the world's major Sugarcane capitals, making TTC AgriS a strategic partner when participating in the Investment Project of Sugarcane cultivation with 4.0 technology in Queensland, Australia, promoting sustainable agriculture and building high-quality human resources;
- Leading the Digital Transformation – ERP Oracle Fusion Cloud project to successful go-live on July 1, 2021, making TTC AgriS a pioneer agricultural enterprise to apply digital technology to business operation management. The project has helped SBT standardize the entire operation process of 22 units in 4 countries including Vietnam, Singapore, Laos, and Cambodia;
- Providing important strategies in coordinating activities, continued to expand the structure of export products, especially high value-added product lines such as: Organic Sugar, Liquid Sugar, Alum Sugar, etc. At the same time, the Company continued to explore new export markets, actively participated in trading activities in the commodity market through the extended arm – “Trading house” in Singapore;
- Leading TTC AgriS to closely follow the plan and ensure the fulfillment of the 5-year strategic goal for the 2021-2025 period with the orientation of developing industries matching the industry value chain. The highlights in the past fiscal year was the successful orientation of the strategy to comprehensively transform the management model from purely Technology and Production to Production – Import – Export – Trade in agricultural services on the basis of multinational development.



INTRODUCTION OF THE BOARD OF DIRECTORS



Mr. VO TONG XUAN
BOD MEMBER

Year of Birth: 1940
Qualifications: Ph.D. in Agronomy

REMARKABLE ACHIEVEMENTS

- Making many contributions to Vietnam's Agriculture with a Ph.D. in Agronomy and has over 10 years of experience in the Sugar Industry;
- As a leading scientist in Vietnam in Agriculture, he has won many honorary awards in Vietnam such as: Professor of Agronomy (1980); Labor Hero (1985); First Class Labor Medal (1986); Distinguished Teacher (1990); People's Teacher (1999)...
- Internationally recognized and honored with: Certificate of Merit by the Prime Minister of Canada on "Serving and Contributing to World Science" (1995); "Agricultural Horse" Medal by the French Ministry of Agriculture, Forestry and Fisheries (1996); Nikkei Asia Prize for Regional Growth (2002); Derek Tribe Award for Australian Science and Technology (2005); Certificate of Merit by the Ministry of Foreign Affairs of Japan (2019); "Order of the Rising Sun, Gold Rays with Neck Ribbon" by the Government of Japan (2021)...
- Advising the Board of Directors on solutions in agriculture to increase productivity, the Sugar content for organic sugarcane in countries with different cultural practices and soil characteristics than Vietnam;
- Advising the Board of Directors on cooperation strategies, scientific and technical exchanges with international institutes, research Centers and hi-tech agriculture institutions;
- Consulting on the implementation of programs to combat climate change with sugarcane in the South and expand the use of natural enemies for other industrial crops in areas with similar soil and climate conditions.



Mr. HOANG MANH TIEN
INDEPENDENT MEMBER OF THE BOD

Year of Birth: 1962
Qualifications: Bachelor of Laws

REMARKABLE ACHIEVEMENTS:

- Over 25 years of experience in Internal Control and Supervision thanks to the many positions of strategic importance such as Deputy CEO in charge of Supervision and Support functions, Head of Internal Control Department, Chief Secretary of BOD Office cum Managing Director,...
- Directly directing and participated in the implementation of programs under the Enterprise Risk Management (ERM - Enterprise Risk Management) project;
- Reviewing and improving the internal audit system including compliance audit, operation audit and financial statement audit at TTC AgriS for the 2021-2022 FY;
- Ensuring the effectiveness and accountability of the Board of Directors through independent monitoring of operational activities;
- Directing and organizing the review of material matters, advised the Board of Directors on risk management strategies, supported the Company to control risks, especially in domestic and foreign investment activities, thereby working towards the sustainable development goal;
- Reviewing and evaluating to develop a complete implementation plan of TTC AgriS projects to ensure the Company long-term goals.



Mr. NGUYEN VAN DE
BOD MEMBER

Year of Birth: 1983
Qualifications:

- Bachelor of Corporate Finance
- Master of Business Administration
- Bachelor of English

REMARKABLE ACHIEVEMENTS

- More than 15 years of experience in Financial Management and Capital Planning, development of financial market development strategies and international trade in Singapore, Australia and Indochina;
- Providing strategic orientation of overseas fund raising in the Singapore, Australia and Indochina;
- Advising the Board of Directors on financial structures suited to each overseas fund-raising project, especially when it came to "Green Finance" projects in the international capital market;
- Led the development of strategies to develop sugar trading activities and expand sustainable raw material areas for SBT;
- Directly participating in trading and investment activities on the international commodity exchange through the "Trading house" in Singapore. At the same time, advised the Board of Directors in sourcing new export markets.



Mrs. VO THUY ANH
INDEPENDENT MEMBER OF THE BOD

Year of Birth: 1972
Qualifications: Bachelor of Finance and Accounting

REMARKABLE ACHIEVEMENTS

- With over 25 years of experience in the FMCG and Real Estate industries, especially in strategy development, Mrs. Thuy Anh has made important contributions to building SBT's 5-year "Spreading Wings" strategy for the 2021-2025 period following international standards;
- As CEO of Anova Milk - the owner of the Anka Milk brand, Mrs. Thuy Anh made a major achievement in the dairy industry in 2015 when partnering with Kerry Group (Ireland) and helping Anka Milk officially enter the Vietnamese market. With her experience, Mrs. Thuy Anh will continue to devise appropriate strategies to enable SBT's deeper involvement in the Beverage market, maximizing the sugarcane value chain, thereby helping to increase profits for the Company;
- Advising the Board of Directors on international investment and market development and expansion strategies, especially the development of consumer markets in Vietnam, Australia and China;
- Advising and organizing the development of strategies to develop business lines and new product lines, expanded TTC AgriS market share abroad;
- Contributing comments and finalizing the implementation plan in each period to realize long-term goals.



Mrs. HUANG LOVIA
INDEPENDENT MEMBER OF THE BOD

Year of Birth: 1986
Qualifications: Bachelor of Economics

REMARKABLE ACHIEVEMENTS

- With more than 10 years of experience in Finance, Mrs. Huang has provided outstanding assistance and recommendations to the Board of Directors in handling issues related to conflicts of interest and related party transactions during FY 2021-2022. At the same time, she also participated in ensuring the truthfulness of financial statements and made recommendations on risk management activities related to the Company's overseas development activities based on her experience working in international organizations in the United States;
- Participating in the development strategies to raise and optimize foreign investors' capital;
- Advising the Board of Directors in financial management, and proposed the development of an advanced financial technology (Fintech) strategy;
- Participating in the development of a 5-year strategic plan for the 2021-2025 period with the orientation of developing industries suitable to the industry value chain;
- Consulting on strategies to develop world-class human resources, especially developed policies to acquire and develop human resources at SBT's branches in the international market;
- Monitoring and ensuring the effectiveness and accountability of the Board of Management by independently monitoring management activities.





INTRODUCTION OF THE BOARD OF MANAGEMENT



Mr. NGUYEN THANH NGU
CHIEF EXECUTIVE OFFICER

Year of Birth: 1987
Qualifications: Bachelor of Business Administration

REMARKABLE ACHIEVEMENTS

- Over 12 years of experience in Governance and Management from Finance and Banking to Sugar production;
- More than 8 years of governance and management experience in other fields such as Energy, Rubber, Agriculture, and Food;
- Making timely and flexible moves, leading TTC AgriS to adapt to the difficult economic context caused by Covid and maintain its competitive position in the Sugar industry. He led the Company to achieve a record profit after tax of VND 1,002 billion;
- Attaching importance to support policies for sugarcane farmers and sugar-planting customers. He pushed for directly contracting with farmers without the involvement of go-between traders, thereby promoting their adoption of science and technology to each cultivation step, thus gradually shifting to green farming;
- Sponsoring the application of digital farming technology through the FRM management platform and facilitated the operation of the FRM to control investment quotas and contracting policies for farmers and sugarcane-growing customers;
- Instructing the operation of the Truck Management System (TMS) to improve the control of sugarcane transportation, the detection of wrong plots, mixed sugarcane and the analysis of operations improvement;
- Instructing the operation of the Flycam management project in agriculture to help plan and monitor the reality to promptly detect the germination rate, carry out timely supplementary cultivation and easily detect and treat pests and diseases;
- Promoting the development and expansion of TTC AgriS raw material areas in 4 countries including Vietnam, Laos, Cambodia and Australia;
- Excellently fulfilling the Company's business targets with the revenue reaching 18,319 billion VND, up 23% YOY and completing 108% of the whole year's target. The Company's profit before tax reached over 1,046 billion VND, up by 33% compared to the previous fiscal year and 39% in excess of the target. Meanwhile, profit after tax reached an all-time record of 873 billion VND. The sugar sales volume is maintained at over 1 million tons.



Mrs. DOAN VU UYEN DUYEN
PERMANENT DEPUTY CEO

Year of Birth: 1987
Qualifications: Master of International Business and Technology Management

REMARKABLE ACHIEVEMENTS

- Leading the completion of the financial management system on the basis of the Oracle Fusion Cloud ERP platform and organizing the restructuring of the operations of the Company's affiliated entities. These projects were implemented in consistency with the transformation model under TTC AgriS strategic orientations;
- Leading the successful operation of the Digital Transformation project including: Core ERP - Oracle Fusion Cloud, Go-live of the Financial Consolidation Cloud System (FCCS);
- The Planning Budgeting Cloud System and the Oracle Analytic Cloud (OAC) modules provide comprehensive help for the compliance of the Reporting, Forecasting and Financial Management System with IFRS standards and local GAAPs following the Company's business development strategy and corporate governance structure;
- Uniform the accounting and reporting system for all countries (Vietnam, Singapore, and Laos) according to the International Financial Reporting Standards (IFRS). The common accounting currency USD as well as the uniformed annual financial year period help increase transparency and mitigate financial risks;
- Implementing the structuring of domestic and foreign capital, including opening a new credit limit of 100 million USD at foreign banks and successfully increasing the internal capital limit at domestic banks to 3,500 billion VND;
- Participating in the valuation of the "TTC Sugar" brand AAA- from AA+, reaching 115 million USD as ranked by Brand Finance;
- Leading the improvement of human resources management and operations activities on the foundation of risk management and sustainable development. This helped TTC AgriS to win the prestigious international award "HR Asia - Best Companies to Work for in Asia 2022" for the second time in a row.



Mr. HUYNH VAN PHAP
DEPUTY CEO - DIVISION OF SALES

Year of Birth: 1979
Qualifications: Bachelor of Business Administration

REMARKABLE ACHIEVEMENTS:

- Over 20 years of experience in the Sugar and FMCG industries, Mr. Phap has made great contributions to building a customer system (Businesses - B2B, Consumers - B2C, Traders, Exporters), expanding the distribution network of channels and promoting the Bien Hoa Sugar brand in the domestic and international markets;
- Contributing greatly to the Company's continuous growth in revenue and maintenance of its leading position in the domestic Sugar industry as well as the gradual participation in the international Sugar market, including Sugar trading activities on the global goods exchange;
- Implementing a series of business strategies in line with the Company's orientation from time to time and has successfully completed business goals despite the volatile developments of the local and global Sugar industry;
- Successfully maintaining TTC AgriS revenue growth and at the same time contributed to the Company's year of record profit;
- Continuing to maintain TTC AgriS leading position in the local sugar industry across all sales channels;
- Continuing to maintain good sales in the China market despite stiff competition from strong competitors such as Thailand, India, and Brazil as well as China's Zero-Covid policy;
- Building and developing a high-quality sales team that is ready to face and overcome challenges, thereby helping to maintain the growth rate of TTC AgriS in the long term.



Mrs. LAM THI CAM LE
DEPUTY CEO - DIVISION OF SUPPLY CHAIN

Year of Birth: 1975
Qualifications: Bachelor of International Business

REMARKABLE ACHIEVEMENTS:

- 20+ years of experience in Supply Chain coordination;
- Participating in coordinating and building a comprehensive Supply Chain in the final period of FY 2021-2022. Consolidating the internal staff of the Supply;
- Improving and continuing to develop a green and sustainable supply chain, applying technology 4.0 and solutions to save costs, improve product value as well as service quality for customers;
- Envisaging TTC AgriS orientation of developing a supply chain capable of quickly responding to the needs of the fast-moving consumer goods industries, as well as provide solutions for the Company's agricultural products both in the domestic and international markets;
- Maintaining flexibility in distribution activities and be proactive in negotiating prices of input materials and services;
- Developing the network of domestic and foreign suppliers by maintaining the supply of high-quality sugar products, accompanied by constantly improved sales services;
- Re-evaluating supply capacity and the willingness to cooperate with strategic partners, as well as sourcing new suppliers;
- Overseeing the development and implementation of short, medium and long-term development strategies with suppliers in each domestic and foreign markets in accordance with the Company's development orientation.



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