



EXPORT REVENUE

USD million	June 2017	June 2018	% Growth	6M 2017	6M 2018	% Growth	2018 Guidance	% Guidance
Export revenue	54.1	57.7	+6.5%	276.2	283.6	+2.2%	800	35.5%
USA	21.5	25.2	+16.9%	105.9	98.9	-6.6%		
Japan	13.5	13.2	-1.8%	74.3	64.7	-12.9%		
EU 28	3.6	4.3	+20.9%	16.0	31.2	+95.1%		
South Korea	3.7	3.4	-7.1%	20.7	22.6	+9.0%		
Others	11.9	11.5	-3.1%	59.4	66.3	+11.6%		
Export volume (tons)	4,437.0	5,281.0	+19.0%	21,937.0	24,820.0	+13.1%	63,000	39.4%
Ordered value	83.7	111.3	+31.9%	406.9	479.1	+17.7%		
Ordered volume (tons)	6,756.7	10,291.2	+52.3%	32,258.5	42,654.2	+32.2%		

OPERATIONAL HIGHLIGHTS

- ❖ **Export revenue growth will accelerate in the last six months of 2018.** Highest demand for exported shrimps often falls between July and October every year. Knowing this, MPC estimates that ordered volume will increase to 12,000-15,000 tons/months during this period, significant higher than the 10,000 tons ordered in June. In addition, MPC will accelerate delivering of pre-order shrimps, which will further bolster revenue growth in H2 2018.
- ❖ **Abundant of material shrimp continues to support growth.** With strong industry production and throughout preparation in the early months of the year, MPC has significant boost utilization and strengthen its ability to respond to large orders. This, couples with favorable shrimp prices, further strengthen MPC's ability to beat its own revenue and profit guidance.
- ❖ **A Foray to shrimp farming will open up a new avenue for growth.** MPC has successfully integrated new innovations to its intensive farming technique. The new farming model posted superior yields of 50 tons/ha/harvest and high profit margins of 40%-60% even at the current record-low shrimp prices. This model is expected to add on an incremental VND1tn of pre-tax profit in the next five years, once the new model is rolled out to all of MPC's 900 ha of farming areas.

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