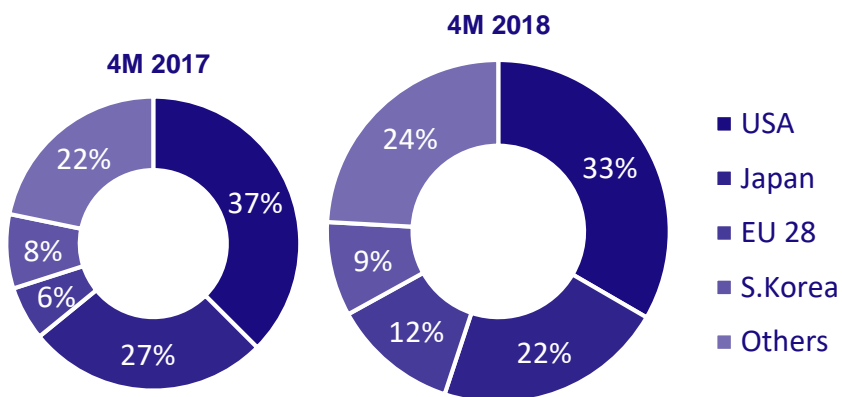


## EXPORT REVENUE

USD m	Apr 2017	Apr 2018	Growth	4M 2017	4M 2018	Growth	Full-year guidance
<b>Export revenue</b>	<b>49.6</b>	<b>49.5</b>	<b>-0.3%</b>	<b>163.9</b>	<b>172.1</b>	<b>5.0%</b>	<b>800.0</b>
USA	21.2	15.4	-27.2%	61.5	57.4	-6.6%	
Japan	13.0	15.0	15.1%	43.6	37.4	-14.4%	
EU 28	1.8	6.8	283.3%	9.8	20.5	109.9%	
South Korea	4.0	3.3	-16.8%	13.4	15.3	14.3%	
Others	9.7	9.0	-7.6%	35.7	41.5	16.4%	
<b>Export volume (tons)</b>	<b>3,890</b>	<b>4,360</b>	<b>12.1%</b>	<b>12,953</b>	<b>14,901</b>	<b>15.0%</b>	<b>63,000</b>

## EXPORT REVENUE BY COUNTRY



## OPERATIONAL HIGHLIGHTS

- ❖ Thanks to a widespread adoption of new high-tech shrimp farming techniques, Vietnam's shrimp production exceeded its combined processing capacity for the first time in 2018. With this, shrimp material prices in Vietnam have reduced to a point where it is now on par with other major exporters including India and Indonesia. This will greatly benefit shrimp processors in Vietnam, including MPC, as this allow more competitive pricing and better profit margins.
- ❖ Shrimp prices are expected to recover soon as major buyers start to order shrimp for year-end remands. MPC's export order reached USD58mn in May 2018, and is expected to rise further toward the year-end.

This presentation has been prepared by Minh Phu Seafood Corporation JSC (“The Company”). All statements in this presentation, other than historical facts, are based on private research which are presented solely for informational purposes. No representation or warranty, either express or implied, is provided in relation to accuracy, completeness or reliability of the information contained herein. The company do not accept responsibility for any losses or damages arising directly or indirectly from the use of this document.

The contents of this presentation may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose.