



Exporting report

Criteria	units	Oct 2017	Oct 2018	% change	10M 2017	10M 2018	% change	2018 Guidance	% Guidance
Export value	USD Million	75,91	80,86	+6%	570,30	612,88	+7%	800	76%
USA	USD Million	31,02	34,50	+11%	230,44	254,26	+10 %		
Japan	USD Million	13,99	15,66	+11%	133,91	122,67	-9%		
Europe	USD Million	6,13	5,75	-7%	35,93	55,26	+53%		
Korean	USD Million	6,25	5,24	-17%	39,54	38,86	-2%		
Others	USD Million	18,52	19,71	+6%	130,47	141,83	+8%		
Export volumes	tons	6.300	7.546	+19%	45.760	55.337	+20%	63,000	75,8%
Signed contract value	USD Million	52,78	38,77	-27%	685,61	738,19		800	92%
Signed contract volume	tons	4.467	3,527	-22%	55,229	67,691		63,000	107%

Key highlight

- ❖ Exporting turnover in October, 2018 reached 80,86 millions USD, increase 6% year-on-year. So far, total signed contracts' value reached 738,19 millions USD, Minh Phu' exporting turnover are likely to reach 800 millions USD in 2018. If it happens, this will be a new record in exporting value of Corporation. Minh Phu is making the most of all resources for production, in order to guarantee for on-time delivery in year-end occasion.
- ❖ After many years of research, Minh Phu had successfully implemented a high-tech model of shrimp cultivation as known as "2-3-4 model", which do not discharge wastes into the environment. It is expected that this method will begin to be quickly implemented from 2019 in 900 ha of Minh Phu farming area. From the beginning of 2019, IOT technology will be employed for real-time farming tracking to ensure risk controlling of environmental diseases, increase the success rate, increase production efficiency. It is expected that in 2019, Minh Phu will deploy total of 554 ponds, the expectation profit of shrimp farming is 30%

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