



Exporting report

Criteria	units	Dec 2017	Dec 2018	% change	12M 2017	12M 2018	% change	2018 Guidance	% Guidance
Export value	USD Million	65,75	71.30	+8%	697,76	750,69	+7%	800	93%
USA	USD Million	19,28	24,59	+27%	272,54	305,69	+11%		
Japan	USD Million	14,78	16,55	+11%	161,08	152,92	-6%		
Europe	USD Million	4,15	6,61	+59%	44,47	66,70	+49%		
Korean	USD Million	7,86	8,15	+3%	54,96	54,02	-0.2%		
Others	USD Million	19,70	15,39	-22%	164,72	171,36	+4%		
Export volumes	tons	5.635	6.265	+11%	56.513	67.646	+19%	63,000	107%
Signed contract value	USD Million	40.83	60.54	+48%	773.3	837.68	8%		
Signed contract volume	tons	3.355	5.542	+65%	62.637	76.552	22%		

Key highlight

- ❖ In 2018, Minh Phu got a vigorous increase in production and profit even in a tough year for shrimp industry in Vietnam and Global market. Global prices went down nearly 25%, however, Minh Phu Group produced a volume of 67,646 MT, 19,5% higher y-o-y, and Turnover reached 750 millions USD, 7% higher y-o-y
- ❖ In 2018, Vietnam applied new shrimp farming technology, Vietnamese shrimp material prices compete well with global ones, this helped Minh Phu improving the margin of profit compared with 2017, In expectation, Minh Phu's profit will reach 1200 Billions VND (earning before tax), higher than expected profit.
- ❖ In 2019, Minh Phu expects that Vietnam shrimp Industry will get a lot of advantage when the new shrimp farming technology is widely applied domestically, which will provide high-quality shrimps and competitive prices. In 2019, Minh Phu has plans to vigorously expand the "2-3-4" shrimp farming method to 500 ponds in Loc An and Kien Giang Farm.

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