



Exporting report

Criteria	units	July 2018	July 2019	% change	7 months 2018	7 months 2019	% change	2019 Guidance	% Guidance
Export value	USD Million	68,23	66,40	-2.68%	351,85	352,54	0.20%	850	41,5%
USA	USD Million	31,86	30,48	-4.33%	130,79	141,34	8.06%		
Japan	USD Million	12,70	11,37	-10.47%	77,42	66,38	-14.26%		
Europe	USD Million	5,41	7,32	26.09%	36,57	45,77	25.15%		
Korean	USD Million	2,82	2,25	-20.21%	25,37	20,92	-17.54%		
Others	USD Million	15,44	14,71	-4.72%	81,70	78,14	-4.36%		
Export volumes	tons	6.142	5.919	-3,63%	30.962	31.578	1,99%	77.400	40,80%
Signed contract value	USD Million		78.515			504.35		850	59,29%
Signed contract volume	tons		6.958			45.363		77.400	58,6%

Key highlight

- ❖ USA market showed a light decrease in July, however total value in 7 months keep increasing stably at 8%
- ❖ Europe continues to grow strongly to become the third largest market after the US and Japan, with commercial advantages between Vietnam and Europe.
- ❖ Total Signed Contracts Value reached 504M USD equally to 59,29% of the plan, in the next coming months, Minh Phu will focus with all efforts to finish the signed contracts and to achieve the target plan.

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.