



## Exporting report

Criteria	units	Oct 2018	Oct 2019	% change	10 months 2018	10 months 2019	% change	2019 Guidance	% Guidance
<b>Export value</b>	USD Million	<b>80,86</b>	<b>65,50</b>	<b>-18,99%</b>	<b>612,89</b>	<b>550,06</b>	<b>-10,25%</b>	<b>850</b>	<b>64,74%</b>
USA	USD Million	34,50	27,59	-20,02%	254,26	215,91	-15,08%		
Japan	USD Million	15,66	13,97	-10,79%	122,67	109,80	-12,2%		
Europe	USD Million	5,75	5,54	-3,65%	55,26	64,80	+17,26%		
Korean	USD Million	5,24	2,99	-42,93%	38,86	31,14	-19,87%		
Others	USD Million	19,71	15,41	-21,81%	141,83	128,41	-9,46%		
<b>Export volumes</b>	tons	7.546	5.979	-20,76%	55.337	49.442	-10,65%	77.400	63,88%
<b>Signed contract value</b>	USD Million	38,77	19,72	-49,13%	738,19	609,93	-17,37%	850	71,76%
<b>Signed contract volume</b>	tons	3.527	1.707	-51,60%	67.691	54.667	-19,24%	77.400	70,63%

## KEY HIGHLIGHT

- ❖ Due to the shortage of raw materials, Minh Phu has difficulty in mobilizing materials to fulfill the signed contracts. From now until the end of the year, Minh Phu will focus on finishing all signed contracts, limit to sign more contracts because of high price of raw materials leading to ineffective business.
- ❖ In order to be more active in raw materials sources for 2020, Minh Phu focuses on completing investment in Minh Phu Loc An technology farming area; it is expected that in the early 2020, it will complete a high-tech farming area with 554 ponds to prepare for farming after the Lunar New Year. With the Minh Phu Kien Giang, farming area will complete 400 ponds into operation, the source of hi-tech shrimp materials is estimated to reach 18,000 tons in 2020.

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