

CORPORATE PROFILE HOANG ANH GIA LAI JOINT STOCK COMPANY 2023

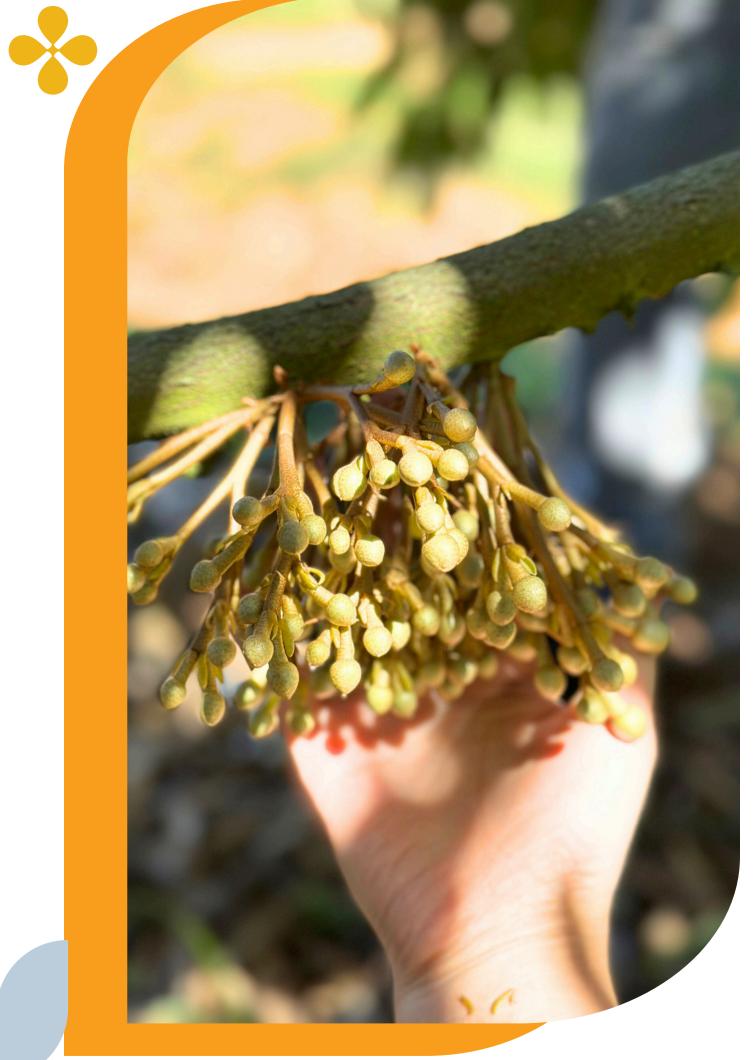






- **About Hoang Anh Gia Lai**
- **Industry Analysis of the Banana and Durian**
- **Industry Analysis of the Pig farming**
- 04 Business Strategy 2024 2030
- **05 Business Operations**
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About Hoang Anh Gia Lai \mathbf{O}

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- **Strategic Partnership**

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GENERAL INFORMATION



HOANG ANH GIA LAI JOINT STOCK COMPANY

• Address:

15 Truong Chinh, Phu Đong Ward, Pleiku City, Gia Lai Province, Vietnam Tel: (+84) 269 222 5888 Fax: (+84) 269 222 2335 Website: www.hagl.com.vn

• Certificate of Business Registration for Joint Stock Company

Registration No. 5900377720 The First Registration: 01st June, 2006 The 32nd amended registration: 15th Feb, 2024



Registed **Charter Capital** 9,27,.679,470,000

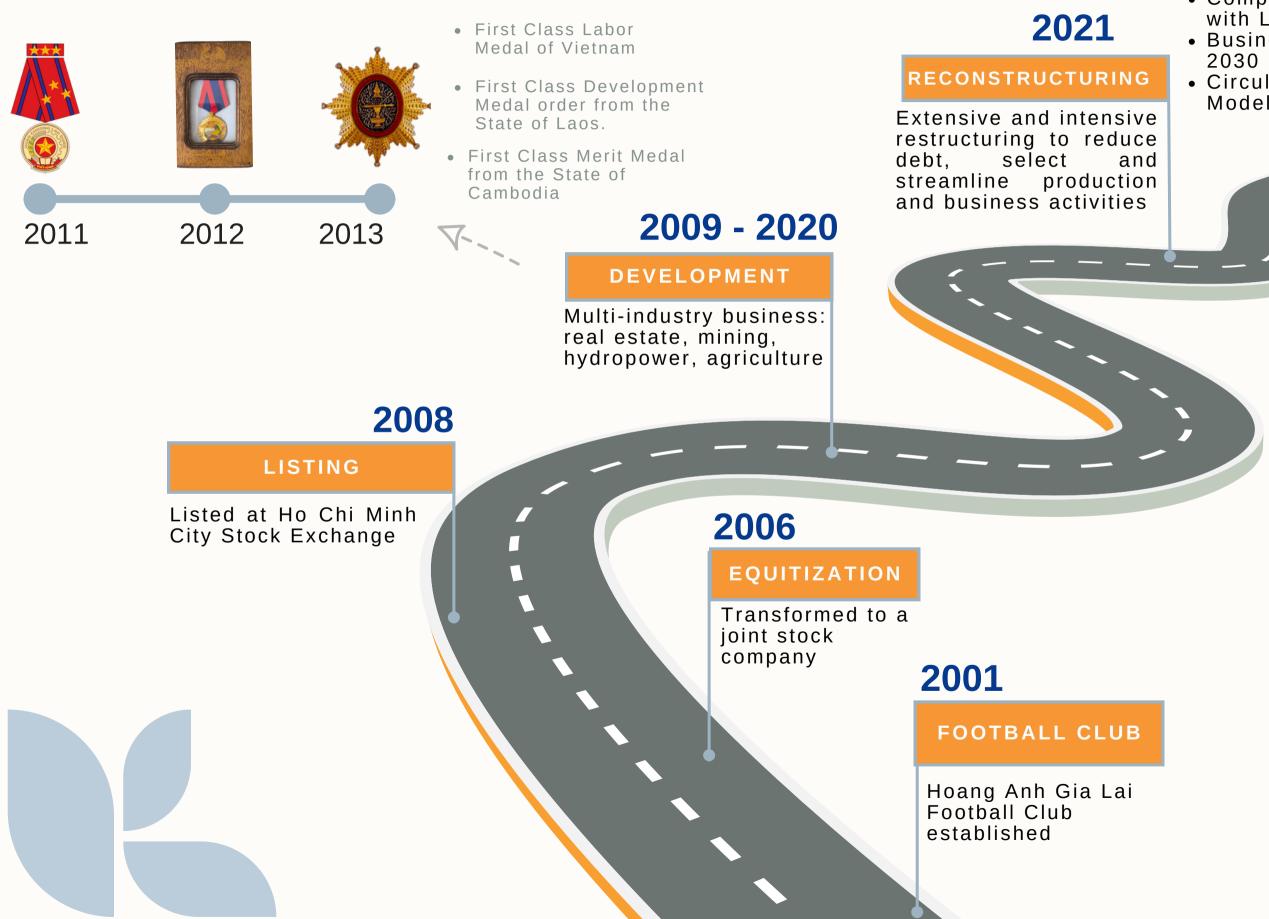
Contributed **Charter Capital** 9,274,679,470,000

Total listed shares 927,467,947

Stock code HAG







2023

30 YEARS HAGL

- Completely cooperative with LP Bank
- Business strategy 2024-2030
- Circular Agriculture
 Model



1993

STARTED UP

Hoang Anh Pleiku Private Enterprise established





Members of the Board of Directors

INTRODUCTION OF THE BOD



MR.DOAN NGUYEN DUC

BOD Chairman Year of birth: 1963



MR. NGUYEN CHI THANG **BOD** Member Year of birth: 1975



MS. VO THI MY HANH BOD Member & Deputy General Director Year of birth: 1977





MR. VO TRUONG SON **BOD** Member Year of birth: 1973

01 Independent BOD Member, 02 **Non-Executive BOD** Members



MR. TRAN VAN DAI Independent BOD Member Year of birth: 1966

SHAREHOLDERS STRUCTURE

(As at 24th March 2023)





Charter Capital

No.	Shareholders
1	Domestic shareholders
1.1	Individual
1.2	Organization
2	Foreign shareholders
2.1	Individual
2.2	Organization
	Total

9,274,679,470,000 VND

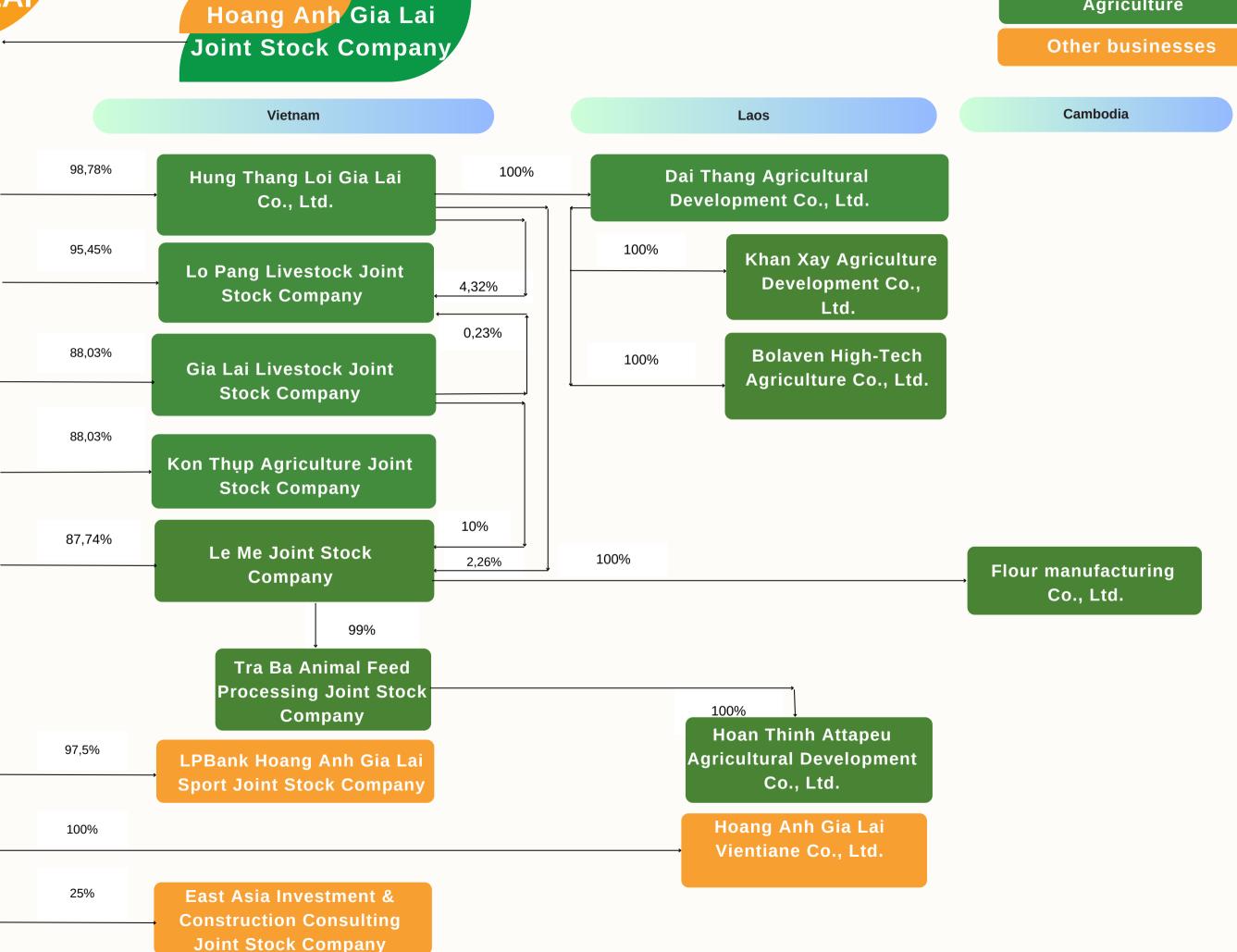
Type of shares: Ordinary shares Par value : VND 10,000 Total: 927,467,947 shares Total outstanding shares: 927,399,283 Treasury Shares : 68,664 Restricted transfer : 0 share Freely transferred shares: 927,399,283

Number of Shareholders	Number of shares	Shareholding (%)
37,297	903,177,879	97.38
37,222	898,046,051	96.83
75	5,131,828	0.55
545	24,290,068	2.62
506	6,355,563	0.69
39	17,934,505	1.93
37,842	927,467,947	100,00

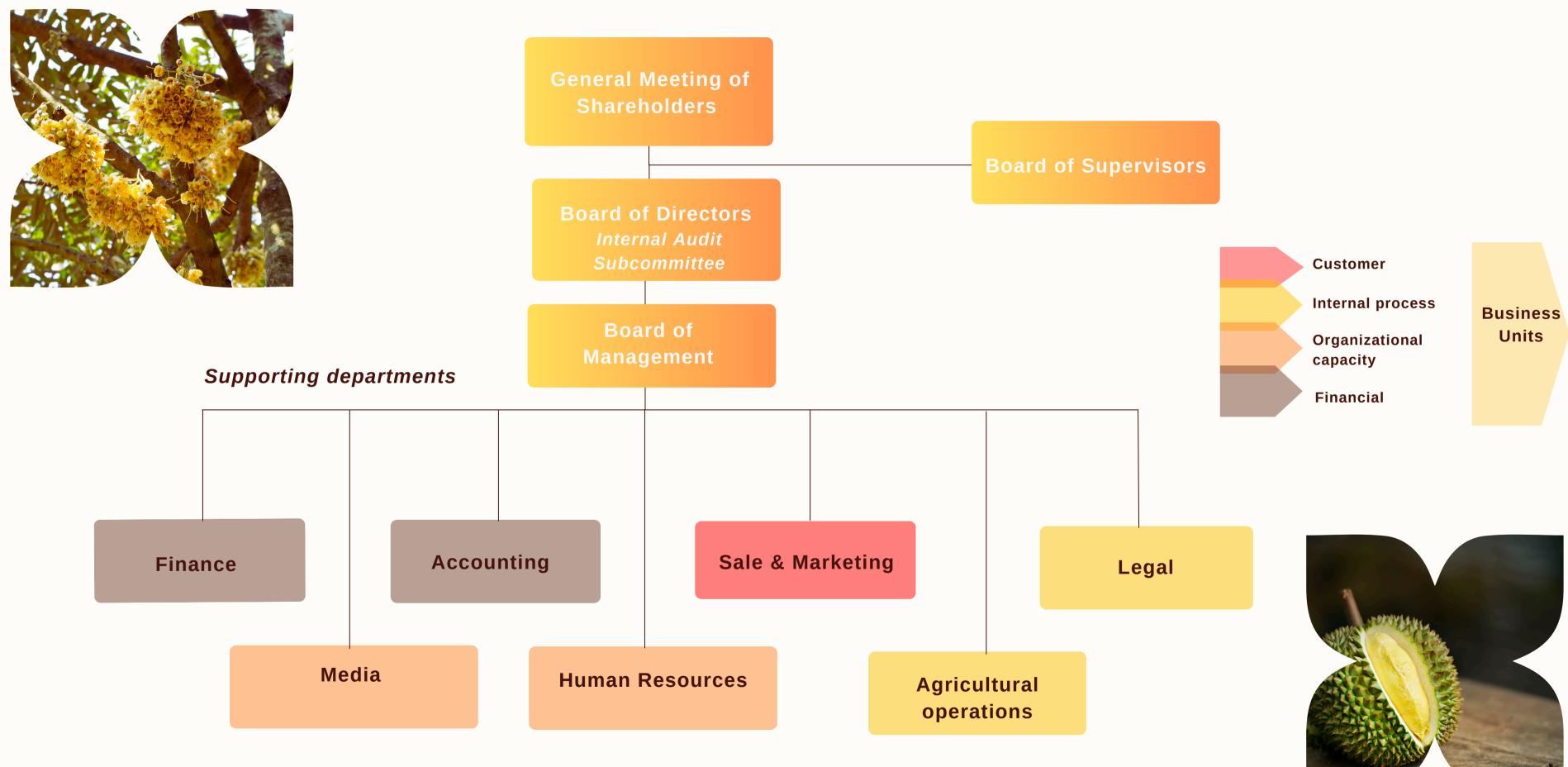
ORGANIZATIONAL STRUCTURE



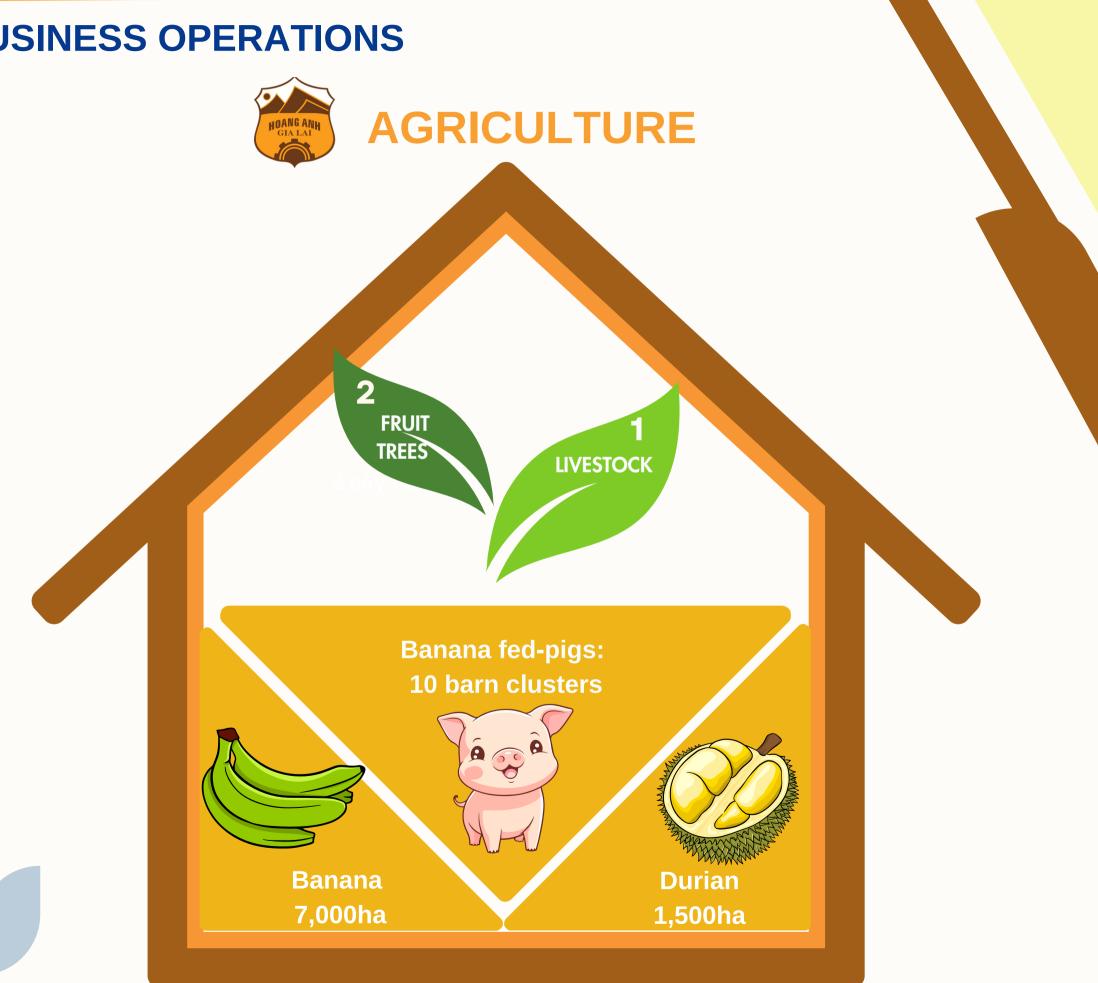








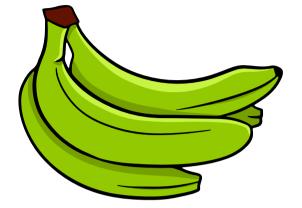
THE ORGANIZATION CHART





BUSINESS OPERATIONS





1. Banana: 7,000 hectares

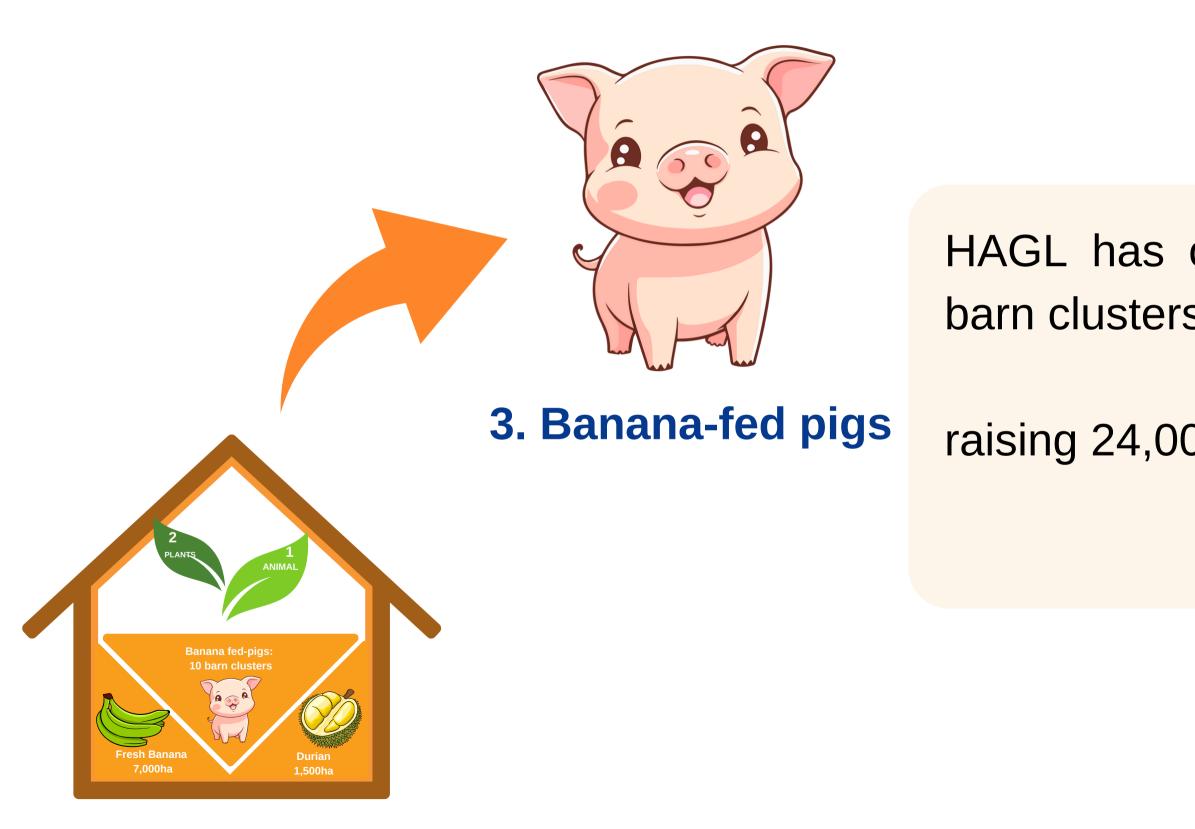


2. Durian: 1,500 hectares





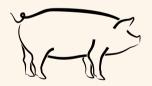
BUSINESS OPERATIONS





HAGL has completed construction of 10 barn clusters with capacity of

raising 24,000 sows and 600,000 hogs.



Products meet the standards of GLOBALG.A.P. at Korean and Japanese supermarkets

BANANA FOR EXPORT



















"For the Future of Vietnamese Football"





2007

2007-2023

Hoang Anh Gia Lai Football Club was established

2001

Hoang Anh Gia Lai – Arsenal – JMG Football Academy was established

Football Academy contributed The club name was officially 07 (seven) football players to the National changed to LPBank HAGL Football Club and Academy team









(ÊT & CÔNG BÔ ĐÔI TÁC TC ĐIỆN LIỆN VIỆT (LPBANK) & HỌC ỆN BÓNC Hồ Chí Minh

22 Nov 2023



BUSINESS AND INVESTMENT LOCATIONS

Production locations

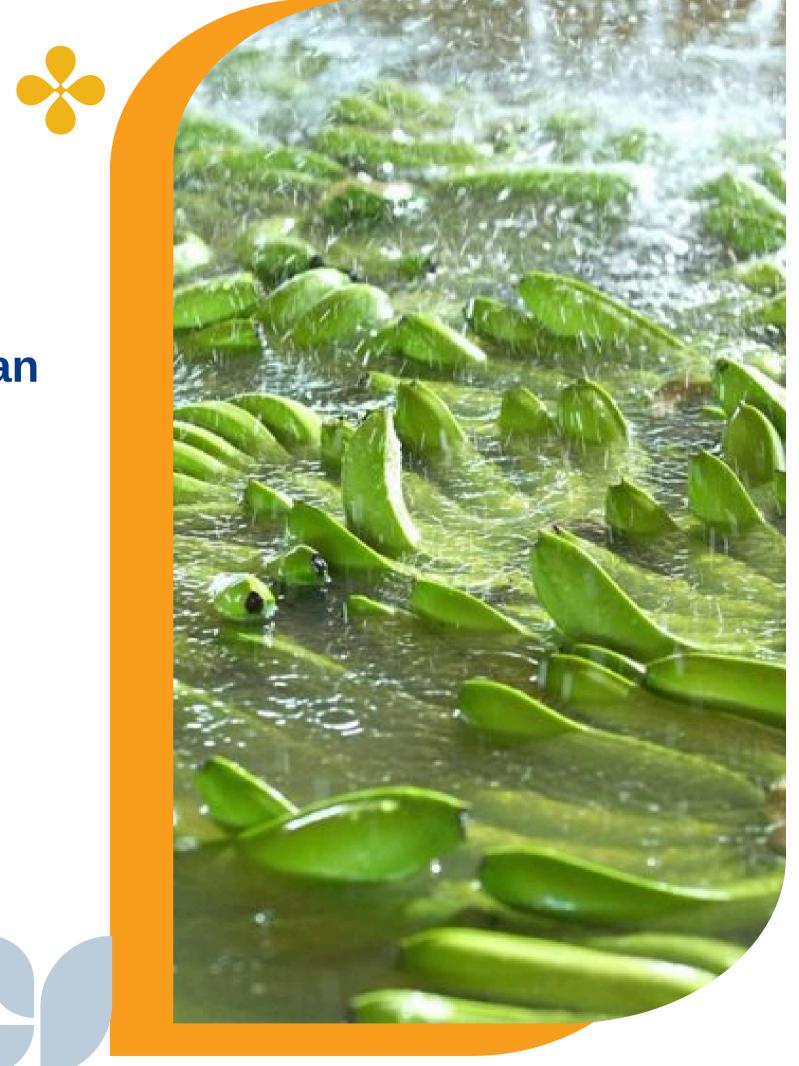


Main consumer markets









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02 INDUSTRY ANALYSIS OF THE BANANA & DURIAN

Plan of Vietnam to develop key fruit trees until 2025 - 2030

Opinions:

- Compatible with the Sustainable Rural Agricultural Development Strategy
- Improving the potential and advantages of ecological regions; improving the quality, value, and competitiveness of products; protecting the ecosystem, and adapting to climate change.
- Establishing major concentrated fruit-growing regions with large-scale production, integrating with the development of processing plants and consumer markets.
- Strengthening regional linkages and applying advancements in science and technology in production, preservation, and processing.
- Enhancing intensive processing, geographical indication, Orchard Code, mobilizing social resources.

		2025		2030	
Target	Fruit trees	Key fruit trees	Fruit trees	Key fruit trees	
	Area (ha)	1,2 million	960 thousand	1.4 million	1 million
NATIONWIDE	Volume (tons)	>14 million	11-12 million	>16 million	13-14 million
	Export turnover	5 billion USD		6.5 billion USD	
	Value of co-operative products	30-3	35%	60-7	70%
Concentrated Regions for fruit tree	High-quality seedling area	70-80%		80-90%	
Production	VietGap-applied planting area	30%		40-50%	
	Watering-saved area	20-3	30%	30-4	10%

Objectives:

INDUSTRY ANALYSIS OF THE BANANA & 02 DURIAN



EXPORTING FRESH BANANA

- Area of Vietnam: 154,000ha
- Output in 2023: 2.3 million tons/year
- Banana exports in 2023 reached 308 million USD
- Of which the Chinese market was 200 million USD
- In 2023, Vietnam was the second largest banana supplier to China, after the Philippines. Vietnam's banana output exported to Japan currently stays very low.
- 310 312 million USD is forecast for 2024 exports

2

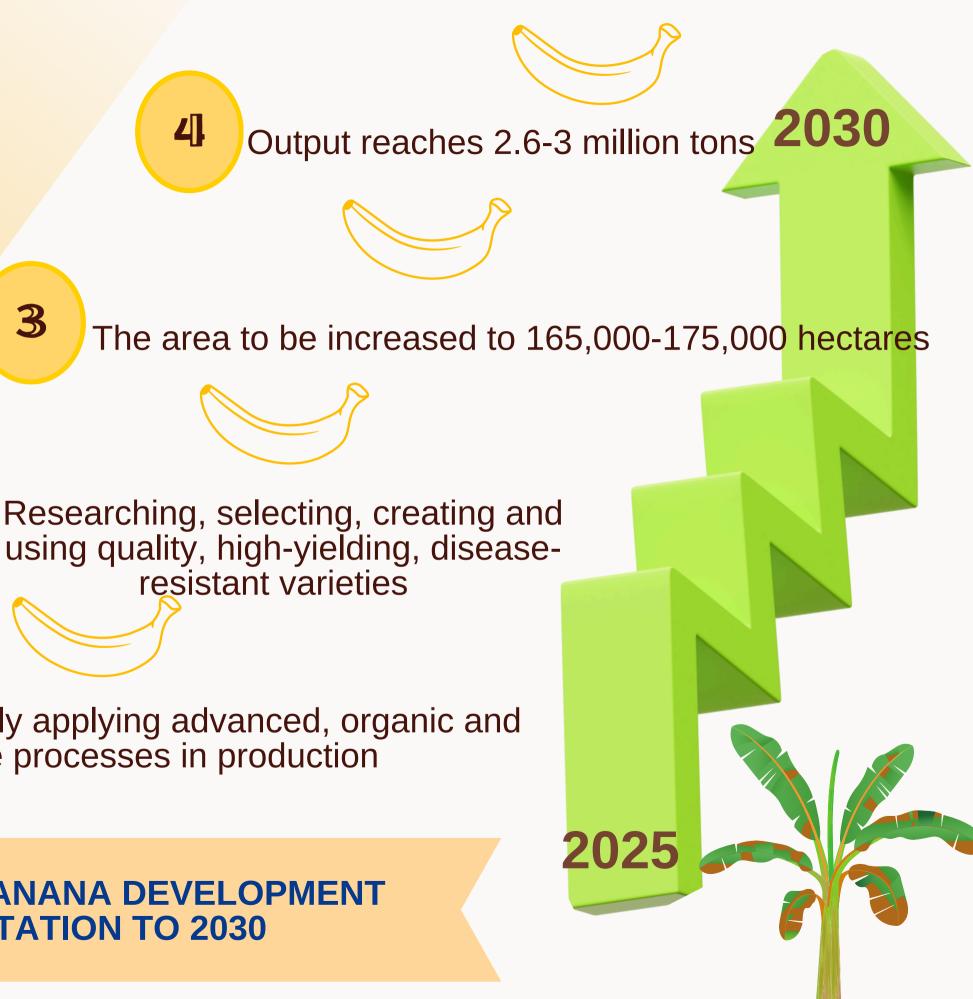
4



Synchronously applying advanced, organic and safe processes in production

3

VIETNAM'S BANANA DEVELOPMENT **ORIENTATION TO 2030**



NDUSTRY ANALYSIS OF THE BANANA & 02 **DURIAN**



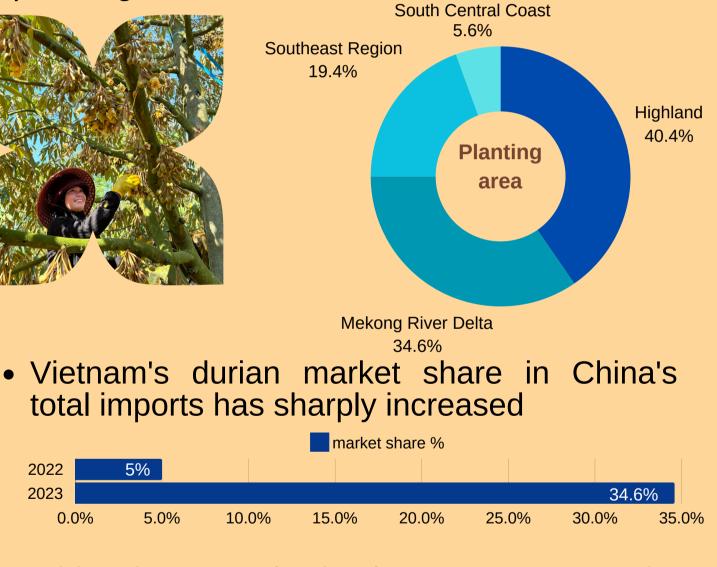
• Planting area: 131,000 hectares, an increase of nearly 20% compared to 2022, far exceeding planning.



2022

2023

0.0%



ORIENTATION FOR DEVELOPMENT OF DURIAN TREES IN VIETNAM TO 2030

Research for high-quality durian varieties suitable for the market and adaptable to climate change.

Applying intensive farming techniques synchronously, increasing the proportion of main durian crop by 50% and spreading crop by 50%.

• China is currently the largest export market for Vietnamese durian.

In 2023

China spent 2,1 billion USD importing 493,000 tons of Vietnamese durian

1,036% in value **1**,107% in quantity

Compared to 2022

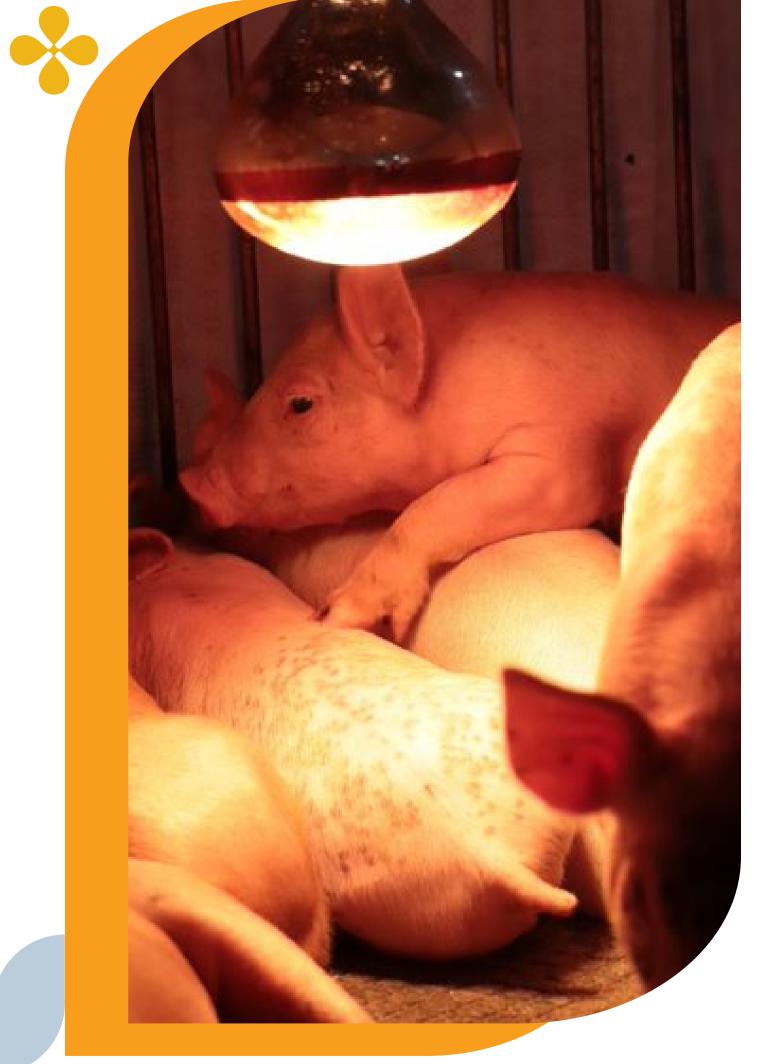


Durian tree oriented to growing to approx. 65-75,000 hectares, Output of 830-950 thousand tons

Selecting first-line seedlings, building firstline seedling orchard, nurseries and a diseasefree durian propagation system for production.

To implement linkage production, enhancing intensive processing, and diversifying products; developing geographical indications, orchard codes, goods origin and product brands for durian.





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PIG FARMING OF VIETNAM IN 2023

In mid-2023, the average price of pig breeds ranges from 1.25 million to 1.6 million VND/head. In December 2023, the price of pig breeds ranges from 1.2 to 1.55 million

> Beef Buffalo 6.3% 1.5%

The average price of live pigs for slaughter in 2023 will reach 53.8 thousand VND/ kg, 3.2 thousand VND lower than the average in 2022.

Vietnam's total herd of swine by the end of 2023: 26 million piglets and 4 million mother pigs, an increase of 4.2% compared to 2022 Poultry 29.5%

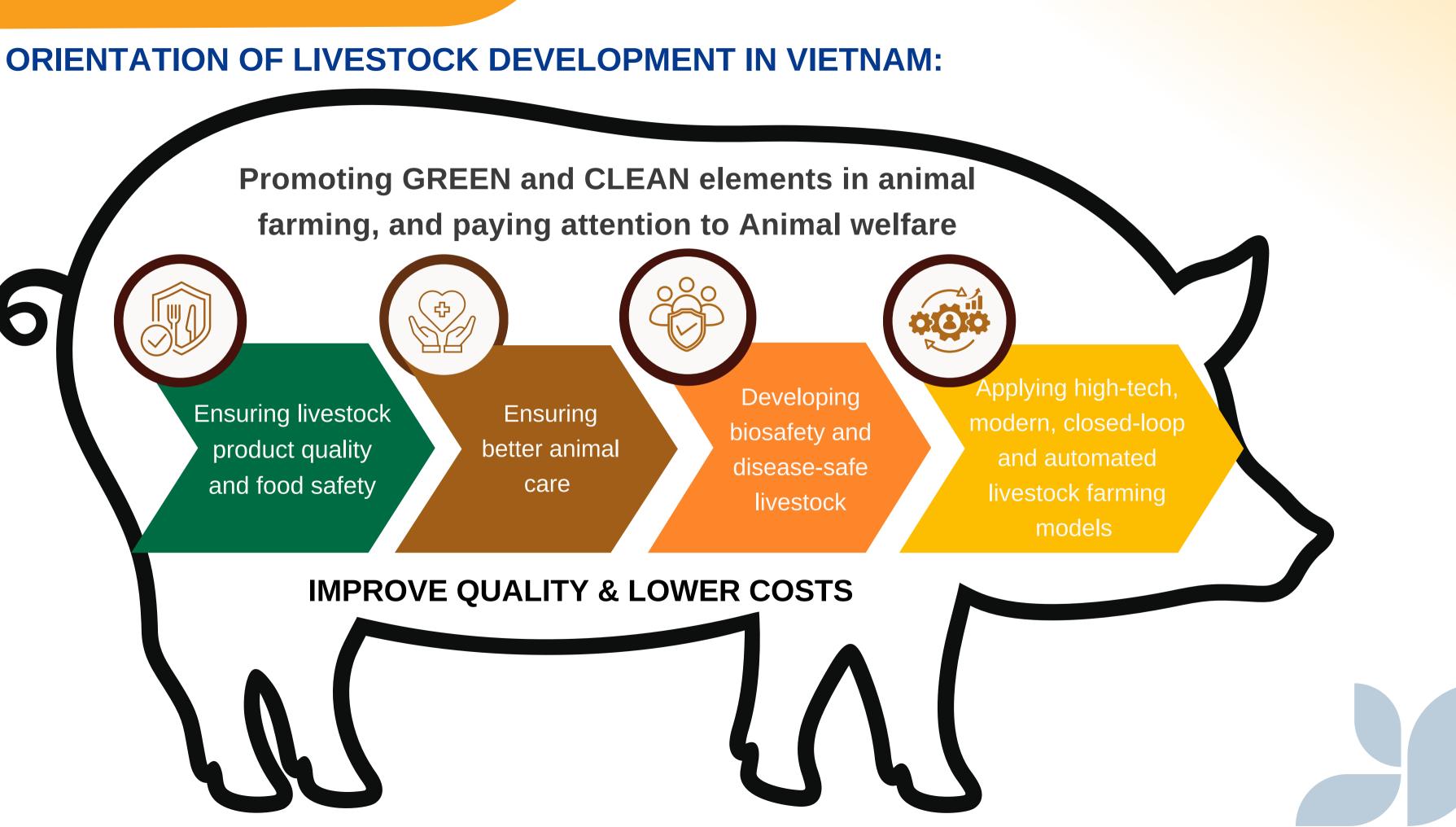
Comparison chart of live weight pig prices by month in 2022 and 2023.



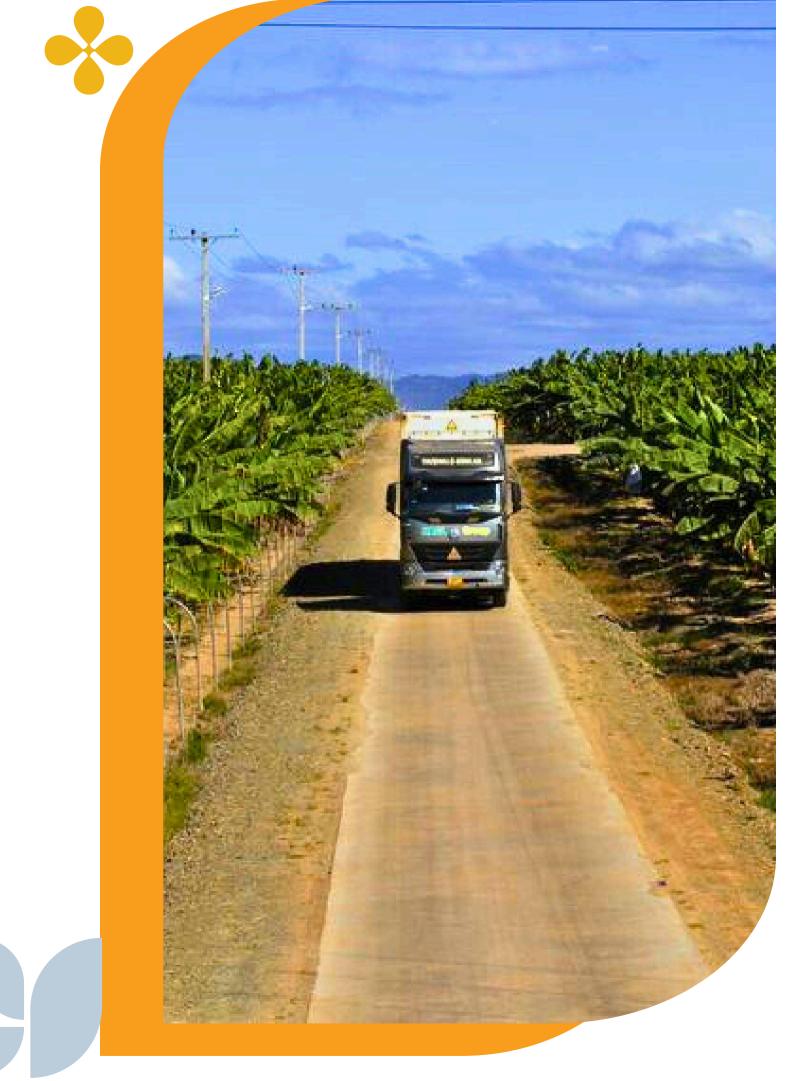
The average price of animal feed ingredients for the whole year 2023 decreased as compared to that of 2022, of which corn price decreased the most by 12.5%. However, compared to 2020 (before the impact of the Covid pandemic), currently, feed raw material prices have set a new level of 32-46% higher depending on types.

> Live pork production increased by 7.2% estimated at 4,865.8 thousand tons Sold live weight pork accounts for 62% of the total amount of live weight pork sold of all types









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In 2030, HAGL will be among the Vietnam's leading agricultural companies with scale of 30,000 hectares, growing as a supplier of agricultural products to other Asia countries.



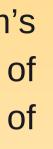
The Company's mission is to create clean, safe agricultural products by applying circular agriculture methods.



MISSION

Unity is Strength! (Strong Connection - Culture of caring-Absolute loyalty)







BUSINESS STRATEGY



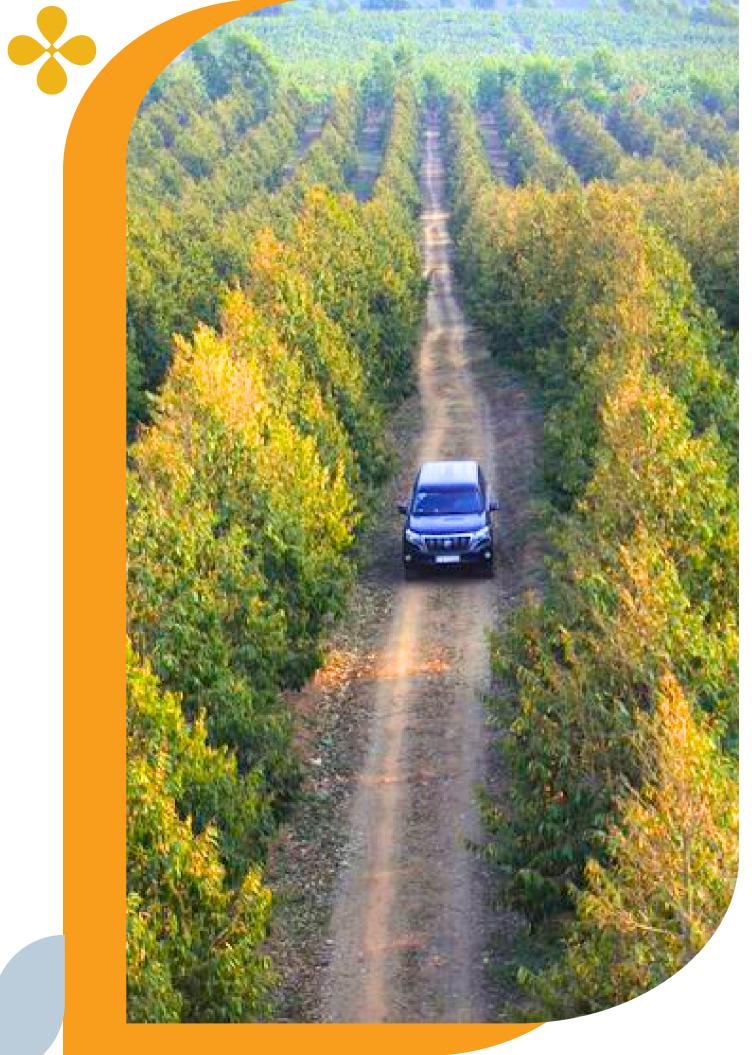
Concentration on creating and delivering values to big distributer companies and international traders, keeping up with the trend of information explosion and globalization.





Ensuring operational excellence, harmony, unity.

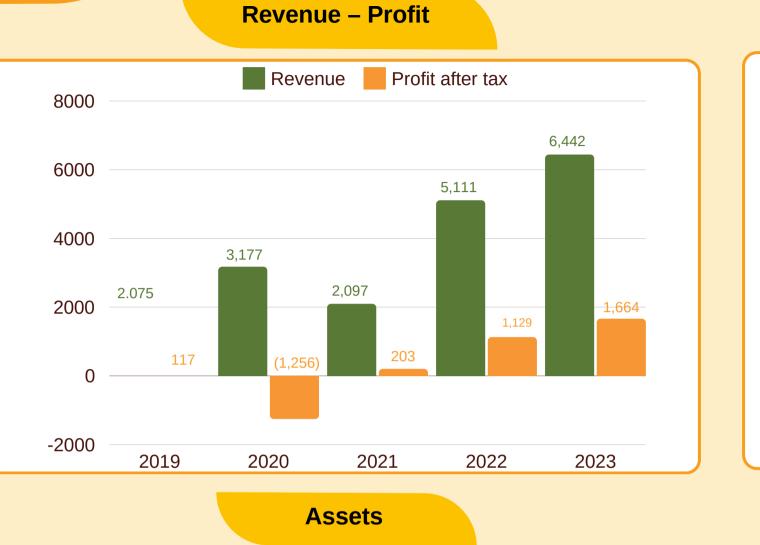


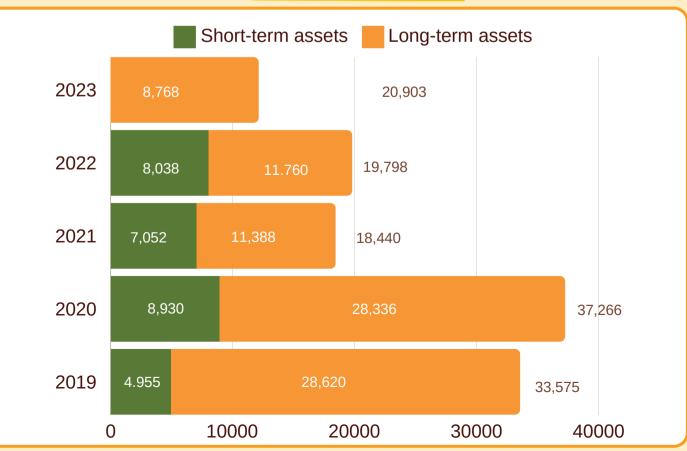


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BASIC FINANCIAL CHARTS

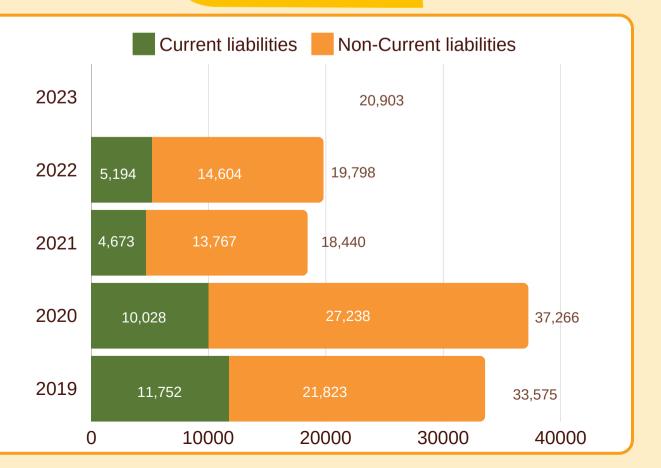






Unit: billion VND Liabilities Current liabilities Non-Current liabilities 2023 14,226 2022 9,218 14,604 2021 6,755 13,767 27,238 2020 15,429 11,809 2019 8,090 21,824 5000 10000 20000 0 15000 25000 30000

Resources



KEY FINANCIAL RATIO

FINANCIAL STATUS

ITEMS	2023 (Billion VND) %	2022 (Billion VND) %
Solvency ratios		
Current ratio	0.90	0.87
Quick Ratio	0.81	0.75
Capital structure		
Debt / asset ratio	0.38	0.41
Debt / Equity ratio	1.18	1.57
Operational capabilities		
Inventory turnover (Cycle/year)	4.96	6.86
Total asset turnover (Cycle/year)	0.32	0.52
Profitability (%)		
Return On Sales	27.7	22.0
Return on Equity	26.7	21.7
Return On Assets	8.5	5.7
Operating earnings	26.2	21.7

Inventory turnover (Cycle/year)	4.96
Total asset turnover (Cycle/year)	0.32

ITEMS	2023 (Billion VND) %	2022 (Billion VND) %
Solvency ratios		
Current ratio	0.90	0.87
Quick Ratio	0.81	0.75
Capital structure		
Debt / asset ratio	0.38	0.41
Debt / Equity ratio	1.18	1.57
Operational capabilities		
Inventory turnover (Cycle/year)	4.96	6.86
Total asset turnover (Cycle/year)	0.32	0.52
Profitability (%)		
Return On Sales	27.7	22.0
Return on Equity	26.7	21.7
Return On Assets	8.5	5.7
Operating earnings	26.2	21.7



REVENUE 2023

In 2023, total revenue reached

6,442 billion VND

exceeded 25.8% of the plan

approved by the 2023 Annual General Meeting of Shareholders. Goods and commodity 17.1%

Pig

30.5%

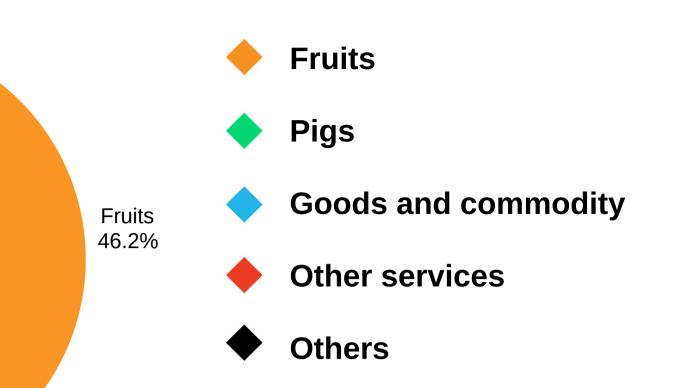
Other services 5.5%

Others 0.7%



Revenue in 2023 increased:

Increased by 26.0% Compared to 2022



Revenue from fruit sales

2,975 Billion VND 100 Billion VND

An increase of 38.0% compared to 2022

Revenue from goods sales

1,146 Billion VND 222 Billion VND

An increase of 24% compared to 2022

Revenue from Pigs sales 1,964 Billion VND 267 Billion VND

An increase of 15,7% compared to 2022

Revenue from service provision

357 Billion VND 64 Billion VND An increase of 21,8% compared to 2022

DEVELOPMENT PLANS



Expanding banana cultivation area

In 2024, planting another 2,000 hectares of bananas. Increasing the area from 7,000 to 9,000 hectares.

Expanding durian area

In 2024, plant another 500 hectares of durian. Increasing the area from 1,500 to 2,000 hectares.

- In 2025, HAGL plans to invest to increase the area of durian to 3,000 hectares and 10,000 hectares of bananas.
- In 2030, the area of banana, durian and other economically valuable trees will be increased to 30,000 hectares.
- In parallel with cultivation development, HAGL will continue to expand its clean land bank, prioritize investment in improving infrastructure, packaging plants, etc. in the direction of applying advanced technology to improve productivity and product quality, and contribute to transforming the labor structure in agriculture.





ORGANIZATION AND HUMAN RESOURCE

HAGL Management Board



MS.HO THI KIM CHI Deputy General Director



MR. NGUYEN XUAN THANG

General Director (Appointed on Feb 7, 2024)



MS. VO THI MY HANH BOD member & Deputy General Director







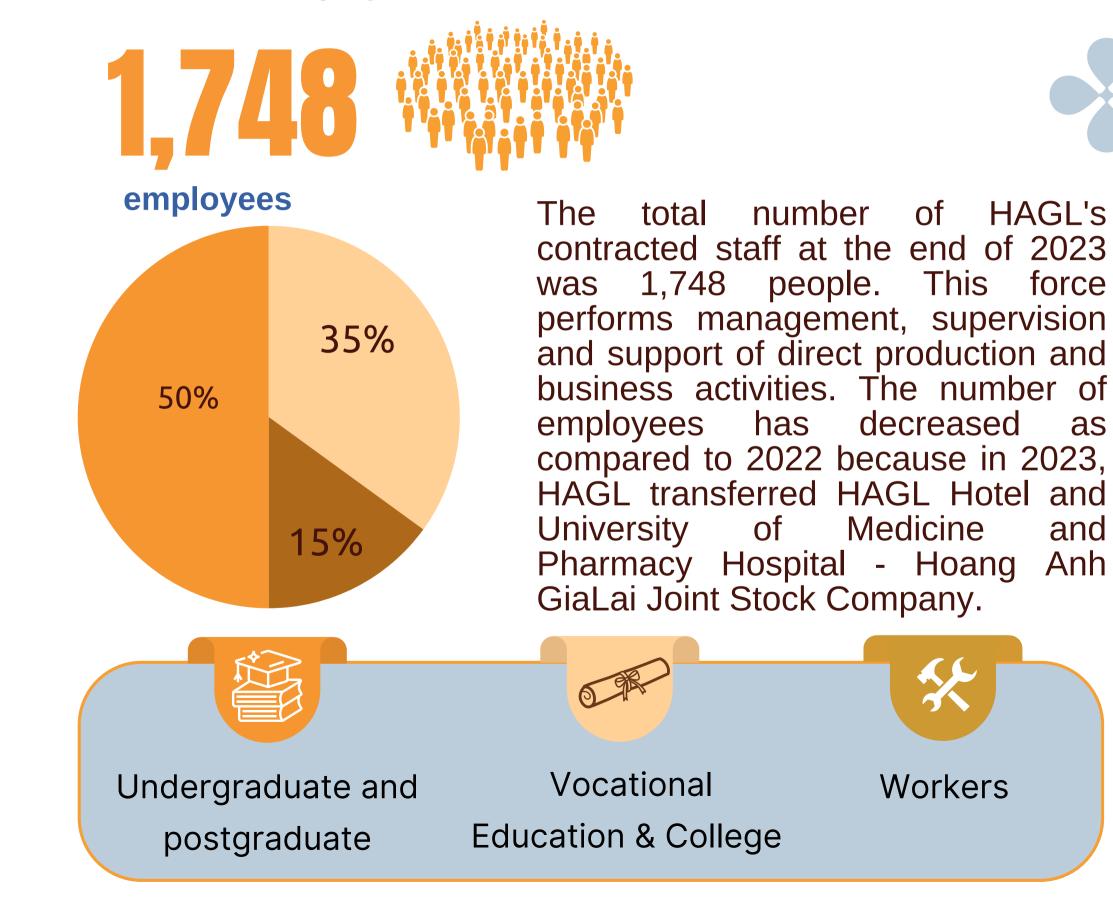


MS. LE TRUONG Y TRAM Manager of Accounting Department



ORGANIZATION AND HUMAN RESOURCE

Total staff and employees:



"For HAGL, the workforce is a resource that needs to be invested and developed, not just an expense".

HAGL's

as

and

Anh

Thin

Giáp Thìn







HAGL Football Club was founded in 2001 by Chairman Doan Nguyen Duc and known as having the longest history in Vietnamese professional football. In 2007, HAGL Arsenal JMG Football Academy was born with the mission "For the future of Vietnamese football". Over the past 17 years, the Academy has trained hundreds of talented, ethical players, contributing to the overall achievements of the national teams.

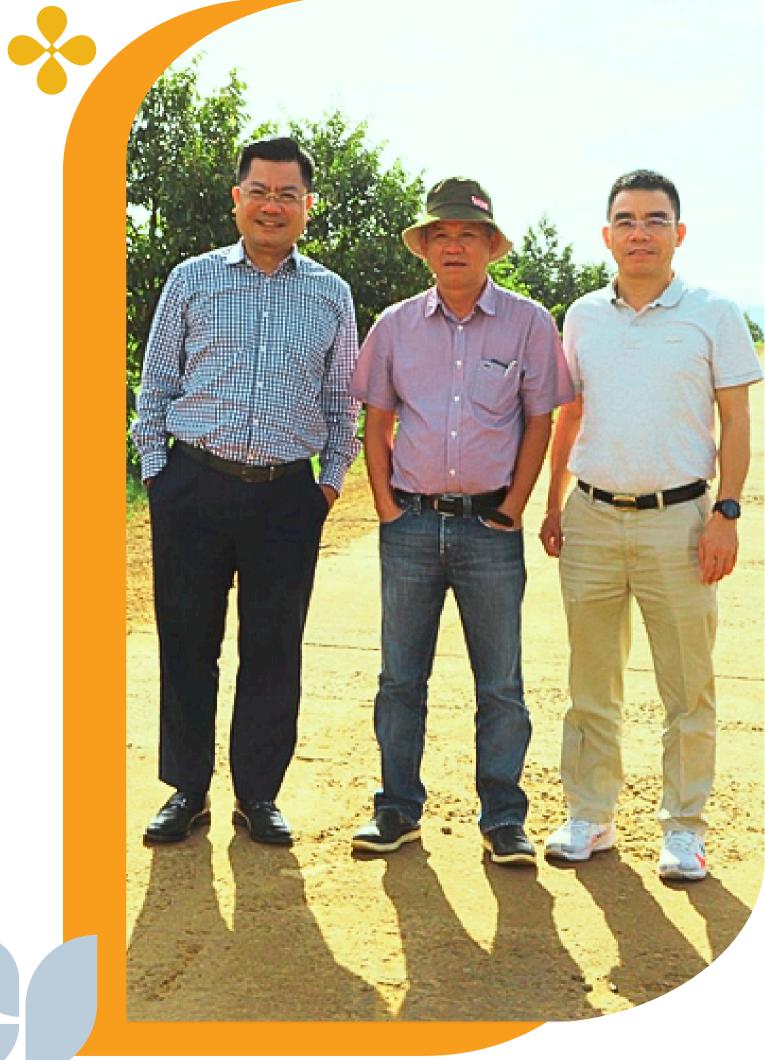
To make HAGL Football Academy truly a cradle for training talents, making major contribution to the development of Vietnamese football in the future, on 02/11/2023 in Ho Chi Minh City, Lien Viet Post Commercial Joint Stock Bank (LPBank) signed a comprehensive cooperation agreement with HAGL Football Academy and Club. With the companionship of LPBank, representatives of HAGL Group announced the Academy and Club renamed LPBank - Hoang Anh Gia Lai Football Academy and LPBank - Hoang Anh Gia Lai Football Club.

This event marks new steps in the partnership between a financial institution and a football training academy and a professional football club, creating new successful foundations for the development of the two sides. The cooperation between LPBank and HAGL is an inevitable trend in efforts to enhance bilateral competitive advantages, accompanying the goal of sustainable and prosperous society, thereby creating a wholesome and thriving football environment.

Specifically, LPBank provides stable financial resources to the Academy and Club, empowering young football talents, helping the country's sports reach world level. At the same time, the Academy and the Club also strongly promote LPBank's image and products and services among a large community of football fans.







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STRATEGIC PARTNERSHIP 06



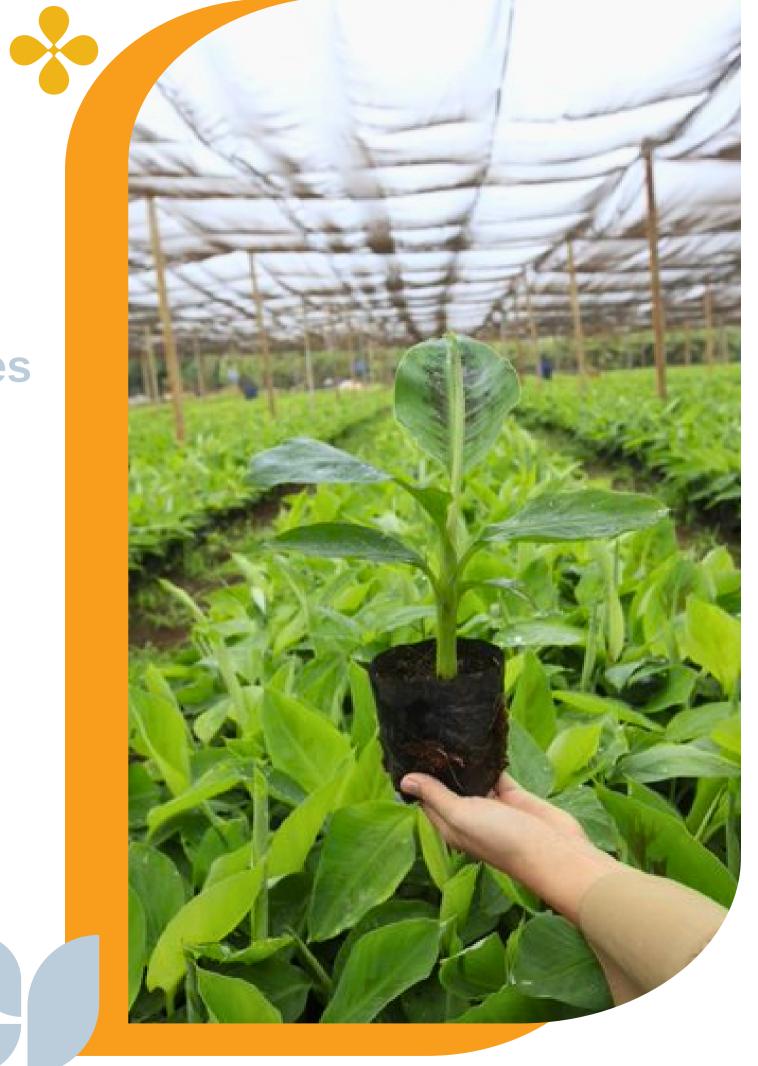




Lien Viet Post Commercial Joint Stock Bank and Hoang Anh Gia Lai Joint Stock Company signed a Facility Agreement of VND 5,000 billion on March 4th, 2024

Announcement of changing the name of the Academy and Club to LPBank -Hoang Anh Gia Lai Football Academy and LPBank - Hoang Anh Gia Lai Football Club on Nov 2nd, 2023





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MORE INFORMATION



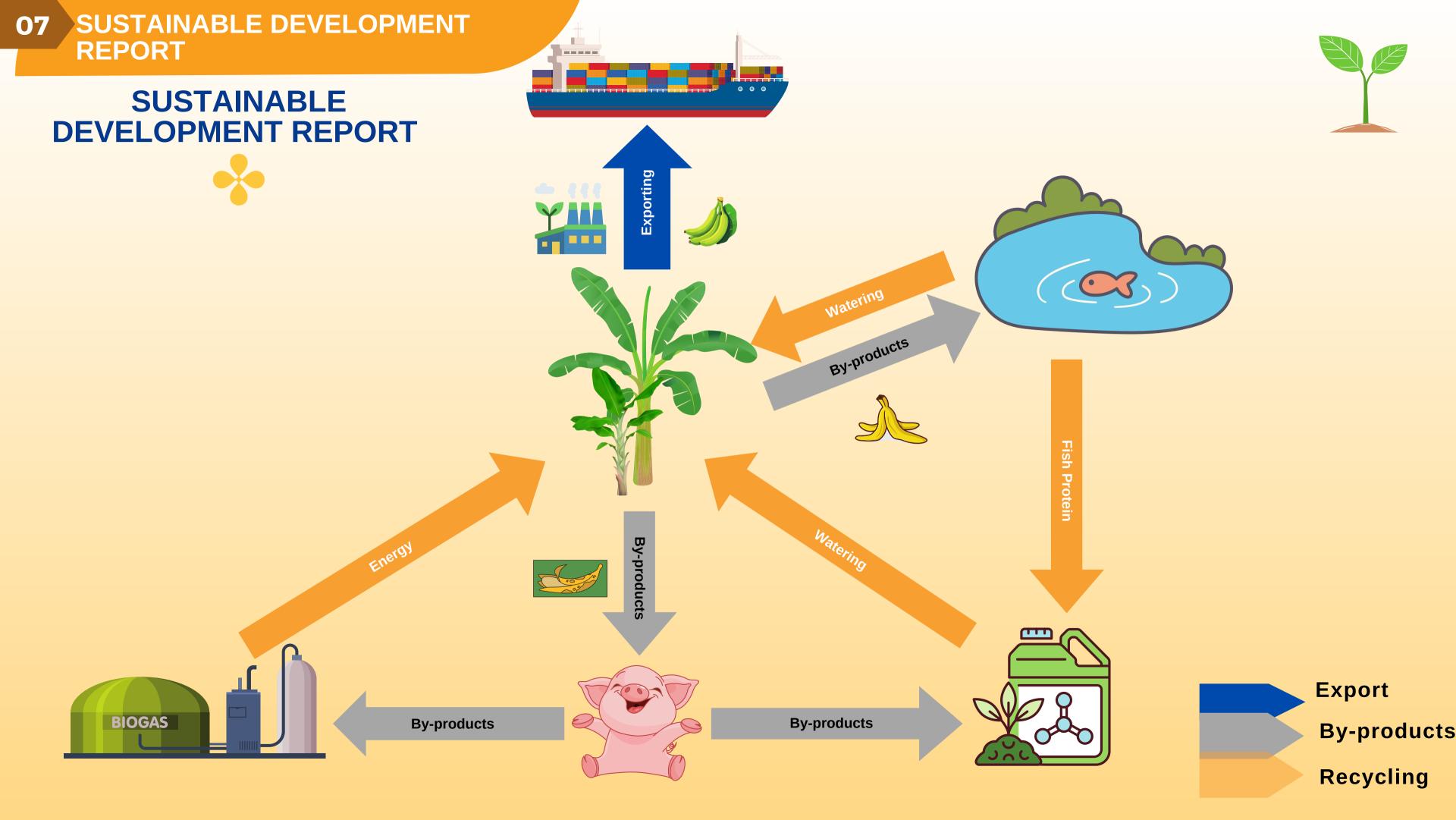








COMMUNITIES



THANK YOU!



HOANG ANH GIA LAI JOINT STOCK COMPANY



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Website: www.hagl.com.vn



"Creating clean and safe agricultural products through the application of circular agriculture methods".