



HAGL Group

CORPORATE PROFILE

2024





DISCLAIMER

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HAGL 2024 OVERVIEW





GENERAL INFORMATION

HOANG ANH GIA LAI JOINT STOCK COMPANY

Head office:

15 Truong Chinh St, Phu Dong Ward, Pleiku City,
Gia Lai Province, Viet Nam

Website:

www.hagl.com.vn

Company code:

5900377720

First registration: 01/06/2006;

33rd amended registration: 25/04/2024

Independent auditor:

Ernst & Young Vietnam Limited

Registered charter capital

10,574,679,470,000 VND

Total number of shares listed

1,057,467,947

Stock code

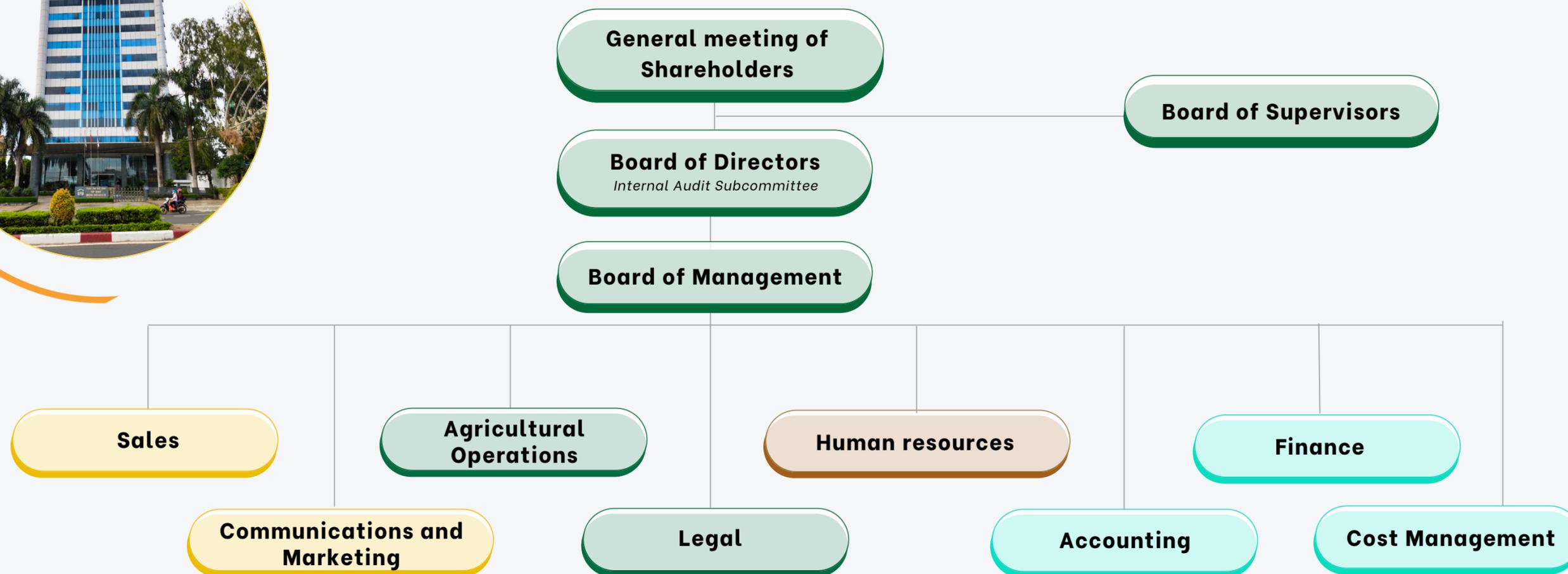
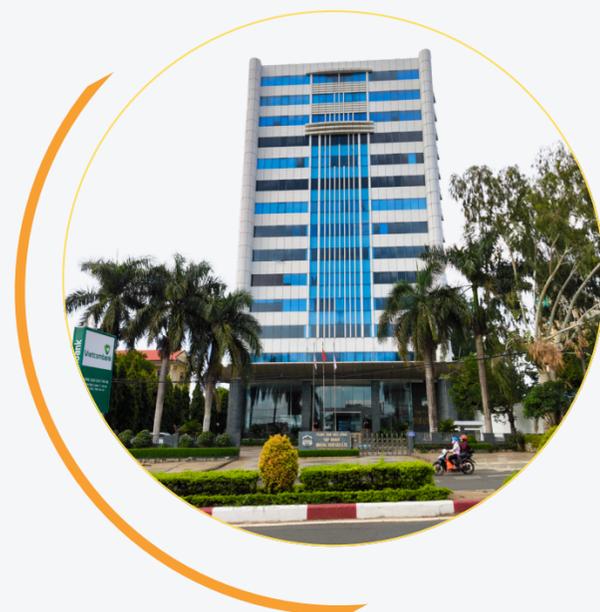
HAG

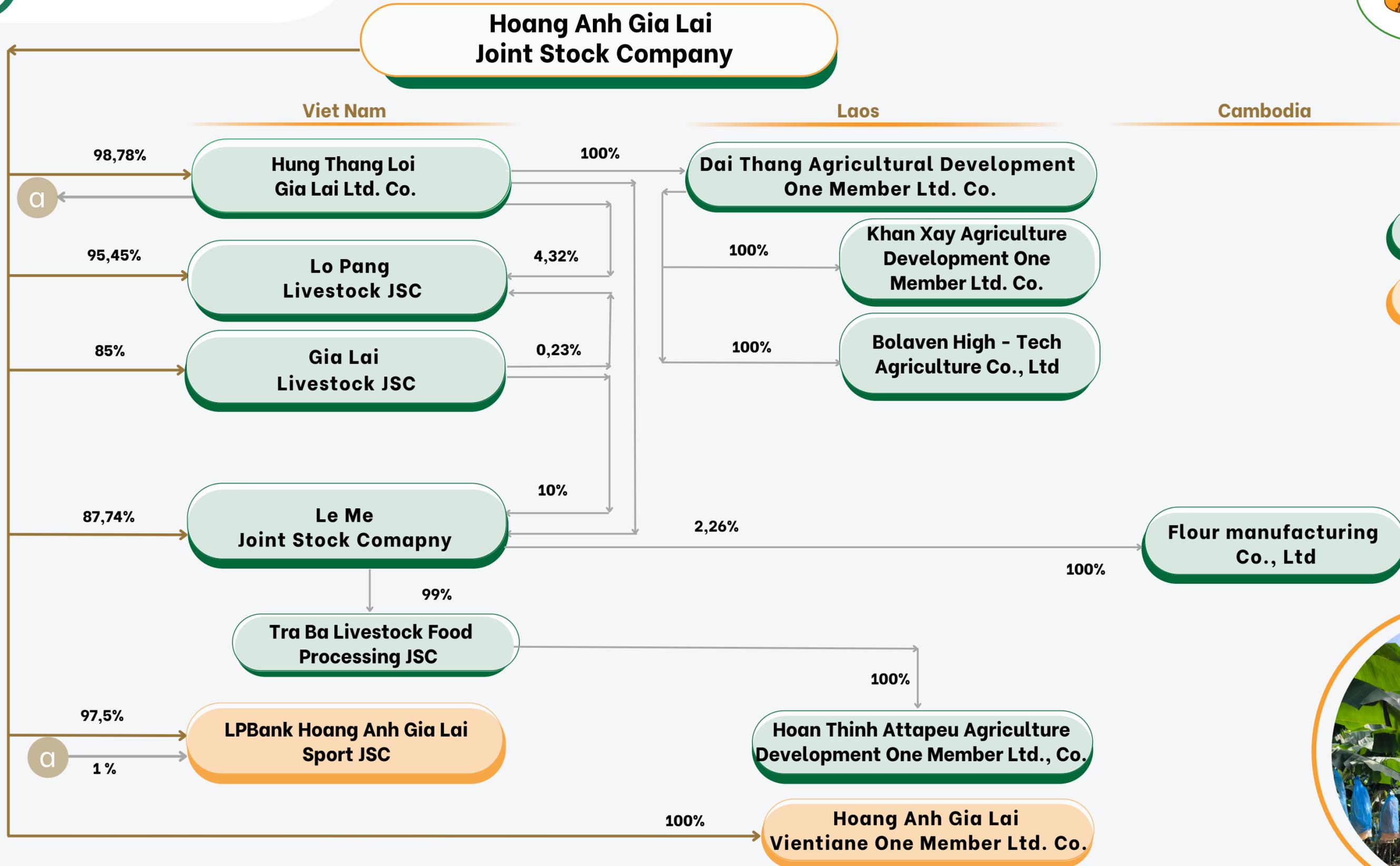
Listed on the Ho Chi Minh City Stock Exchange
since December 15, 2008.





MANAGEMENT STRUCTURE





Agriculture

Other industries



2009



Inaugurated and handed over the New Saigon Luxury Apartment Complex; Handed over the SEAGames 19 Athlete Village in Laos.

2008

Listed on the Ho Chi Minh City Stock Exchange; completed and handed over the luxury apartment complex on Tran Xuan Soan Street (HCM City) and Hoang Van Thu Street (Pleiku City).



2007



Inaugurated HAGL Safomec Office Building (HCM City), launched operations of HAGL Hotel Plaza Danang, and held the grand opening of the HAGL Arsenal JMG Football Academy.

2006

Converted to a joint stock company, inaugurated HAGL Hotel Pleiku, Completed and handed over the Le Van Luong High-End Apartment Complex in Ho Chi Minh City.



2001 - 2005



Established HAGL Football Club; Inaugurated the granite processing factory; Commissioned an additional indoor furniture processing factory in Gia Lai; Opened HAGL Resort Quy Nhon; Opened HAGL Resort Da Lat.



1993

Established Hoang Anh Pleiku Private Enterprise; inaugurated the indoor and outdoor furniture processing factory in Gia Lai.



20th anniversary
HAGL Group
KỶ NIỆM 20 NĂM THÀNH LẬP
1993 - 2013



Inaugurated and handed over the Hoang Anh RiverView Apartment Complex (HCM City); Inaugurated the Dak Srong 2 Hydroelectric Power Plant.

2010

Opened the HAGL University of Medicine and Pharmacy Hospital; connected Dakrong 2A hydropower plant to the national grid; completed and handed over the Phu Hoang Anh apartment complex (HCM City).



2011



Ba Thuoc 2 and Dak Srong 3B Hydropower Plants connected to the national grid; Completed planting 50,000 hectares of rubber trees.

2012



Inaugurated a sugarcane industrial cluster with a capacity of 7,000 tons/day in Phu Vong District, Attapeu Province, Laos; expanded into banana cultivation and livestock farming.

2013 - 2014



Opened Myanmar Plaza Shopping Center; Inaugurated Attapeu International Airport, Laos; Listed HNG shares on the stock exchange; Inaugurated Dakrong 3A and Ba Thuoc 1 Hydropower Plants.

2015 - 2017

Formed a strategic partnership with THACO Group. Started durian cultivation in Vietnam.



2018

2019 - 2022

Exported bananas to the Japanese market; Completed construction of large-scale pig farms using banana-based feed; Restructured the Group to streamline and simplify operations.



2023



HAGL celebrated its 30th anniversary. Expanded banana and durian cultivation areas.

2024

The BOD approved the business strategy for the 2024-2030 period; Adopted the circular agriculture model.

Banana cultivation area reached 7,000 hectares and durian 2,000 hectares; pig farming using banana feed at farm clusters with a capacity of 500,000 pigs.



30

years

of making and delivering values
1993-2023

**Mission**

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

Vision

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

Core value **Unity is strength!**
(Connection – Caring – Loyalty)

BUSINESS ACTIVITIES



With a total cultivation area of 7,000 hectares across Vietnam, Laos, and Cambodia, HAGL exports fresh bananas to South Korea, Japan, and China.

**Fresh
banana
exported**



The Club and Football Academy have made significant contributions to the development of Vietnamese football.

Durian



A total area of 2,000 hectares has been planted with Musang King and Monthong durian varieties in Laos and Vietnam, with exports primarily to China.



**Professional
Football
Club**



**Banana-fed
pigs**



A pig farming system with a capacity of 500,000 pigs.

MAIN AND HIGHLIGHTED PRODUCTS

Safe, high-quality products meeting GLOBALG.A.P. and VietGAP standards.



Exporting Fresh Bananas

- The banana finger products include varieties A456, A789, B456, B789, and CL.
- The banana bunch products include varieties CP10, CP12, CP14, CP16, CP17, CP18, CP19, CP20, and CP21.
- Flexible in meeting the capability to handle orders according to each customer's specific requirements.



Banana - Fed Pigs

- HAGL is a pioneering company in banana-fed pig farming.
- Non-export-grade bananas are used for animal feed processing.
- Banana-fed pig is fragrant, tasty, sweet, and rich in nutrients, and is highly regarded by customers for its distinctly superior quality.



Exporting Fresh Durian

- Number of fruits per box: More than 4 fruits
- Box specifications: 18 kg; minimum 2.7 compartments, spiky thorns, green skin.

PRODUCTS IN THE COLLABORATION PROGRAM WITH KINGFOODMART



Production areas



Major consumption markets



Strong focus on innovation and value delivery to major corporate clients and international traders, staying aligned with the rapid growth of information and globalization.

Operational excellence with harmony and cohesion, aiming to optimize performance and costs while minimizing operational risks.

BUSINESS STRATEGY EXECUTION:

- Applying the “Circular Agriculture” model.
- Implementing agricultural digitalization programs.
- Innovating the company’s governance, management, and operations structure.







AFFECTING FACTORS



Markets

- The primary export markets include China, Japan, and South Korea, as well as several countries in the Middle East and Southeast Asia.
- Vietnam has become the number one banana supplier to China.



Price

- The Chinese market typically applies CNF price that fluctuates weekly.
- The Japanese and South Korean markets have stable prices throughout the year.



Quality regulations

- Phytosanitary
- Traceability
- Residue testing
- Packaging specifications
- For the Chinese market, a Protocol is applied with requirements on orchard and packing house codes. For the Japanese market, compliance with Good Agricultural Practices (GAP) is required.



VIETNAM'S BANANA CULTIVATION AREA AND OUTPUT IN 2024



Cultivation area: Over **162,000** hectares



Output in 2024: **2.65 million** tons

DEVELOPMENT ORIENTATION TO 2030

- Expand cultivation area to 165,000–175,000 hectares.
- Reach output of 2.6–3 million tons/year.
- Research, develop, and apply high-yield, disease-resistant varieties.
- Synchronously apply advanced, organic, and safe production processes.

Source:

- Ministry of Agriculture and Rural Development, now known as the Ministry of Agriculture and Environment
- Decision 4085/QĐ-BNN-TT on approving the Project on Development of Key Fruit Trees to 2025 and 2030



AFFECTING FACTORS



Markets & Supplying countries

- The main export market is China
- The supplying countries include Thailand, Malaysia, Indonesia, Philippines, Cambodia...



Harvest season and weather

- The natural harvest season of durian depends on the variety and climatic conditions, which influence both supply and market prices.
- Unusual weather can negatively impact yield and quality.



Quality regulations

- Phytosanitary
- Traceability
- Packaging specifications
- Requirement for orchard and packing house codes.
- Fruit shipments must undergo analysis for active substances that concern Chinese authorities before export, and the laboratories conducting such analysis must be recognized by China.

VIETNAM'S DURIAN MARKET IN 2024



Cultivation area: **151,000** hectares, over twice the target set for 2030.



Exporting reached USD **3.3 billion**, accounting for 46% of the country's total fruit and vegetable export value.



The output reached approximately **1.45 million** tons, an increase of 21.2% compared to 2023.



The main market, China, accounted for 97% of Vietnam's total durian export value.

DEVELOPMENT ORIENTATION TO 2030



Cultivation area: 65,000 – 75,000 hectares.

Expected output: 830,000 – 950,000 tons.



Strengthen inspection, evaluation, and recognition of elite trees and elite tree gardens.



Encourage organic and sustainable durian cultivation.



Strengthen the development of Vietnamese durian branding in international markets.

Source:

- Ministry of Agriculture and Rural Development, now known as the Ministry of Agriculture and Environment
- Decision 4085/QĐ-BNN-TT on approving the Project on Development of Key Fruit Trees to 2025 and 2030



AFFECTING FACTORS

Fluctuation in feed prices

Feed prices, especially price of input materials such as corn and soybeans may fluctuate sharply, affecting production costs.

Diseases

African Swine Fever (ASF) and other infectious diseases pose high risks, requiring strict preventive control measures.

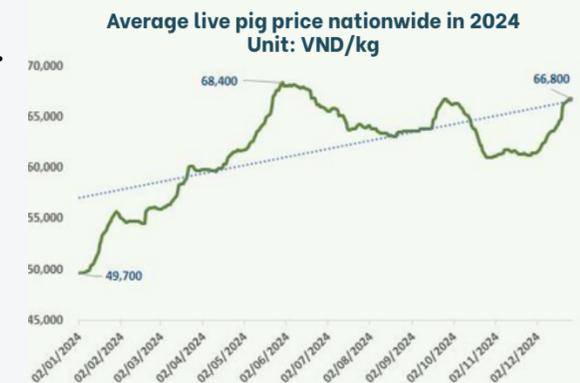
Environmental and sustainability issues

The growing demand for sustainable agricultural practices is receiving increased attention, requiring businesses to adopt multiple solutions to comply.



VIETNAM'S LIVE PIG MARKET IN 2024

- **Total pig herd: 30.8** million heads, including 3.1 million sows.
- Over **5 million** tons of live pig meat are produced.
- **Live pig prices in 2024:** During the year, live pig prices in Vietnam increased sharply by 31–35% across all three regions, rising from around VND 50,000 per kilogram at the beginning of the year to nearly VND 70,000 per kilogram by year-end.



VIETNAM'S PIG FARMING DEVELOPMENT ORIENTATION TO 2030

- Maintain a stable total pig herd of 30 million heads
- Of which, the sow herd will account for approximately 2.5 million heads
- Farm-based and industrial-scale pig farming account for 70%
- Total meat output (all types) reaches 6.0–6.5 million tons (with pork accounting for 59–61%), of which 15–20% of pork output is exported.
- Strengthen biosecurity farming practices and disease control;
- Develop pork value chain associated with traceability;
- Strictly manage and enhance the capacity of breeding production, especially high-value native breeds;
- Efficient use of domestic feed sources and encourage the production of biological products;
- Promote digital transformation and build a national livestock database;
- Apply advanced technologies, high technology and economic model of circular agriculture;

Source:

- Ministry of Agriculture and Rural Development, now known as the Ministry of Agriculture and Environment
- Decision 1520/QĐ-TTg on approving animal husbandry development strategy for 2021–2030 and vision for 2045



FRUITS

4,139 VND billion

Banana output: 277,000 tons

Durian output : 3,100 tons



PIG

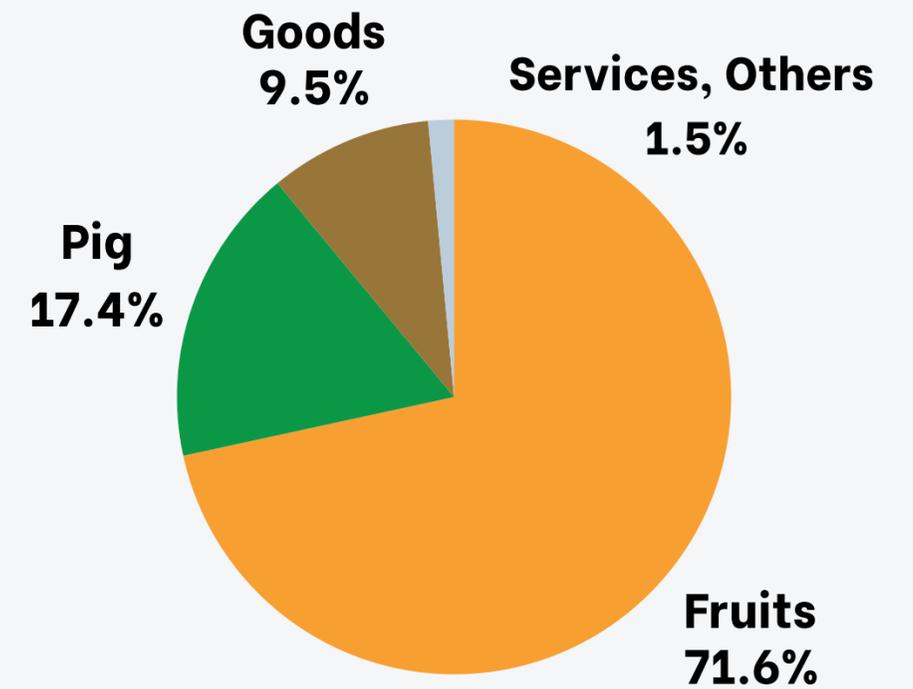
1,004 VND billion

Pig output: 181,400 heads

Revenue 2024

5,783

VND billion



- ◆ Fruits
- ◆ Pig
- ◆ Goods
- ◆ Rental Services and Others

GOODS

552 VND billion

RENTAL SERVICES AND OTHERS

88 VND billion



FINANCIAL HIGHLIGHTS

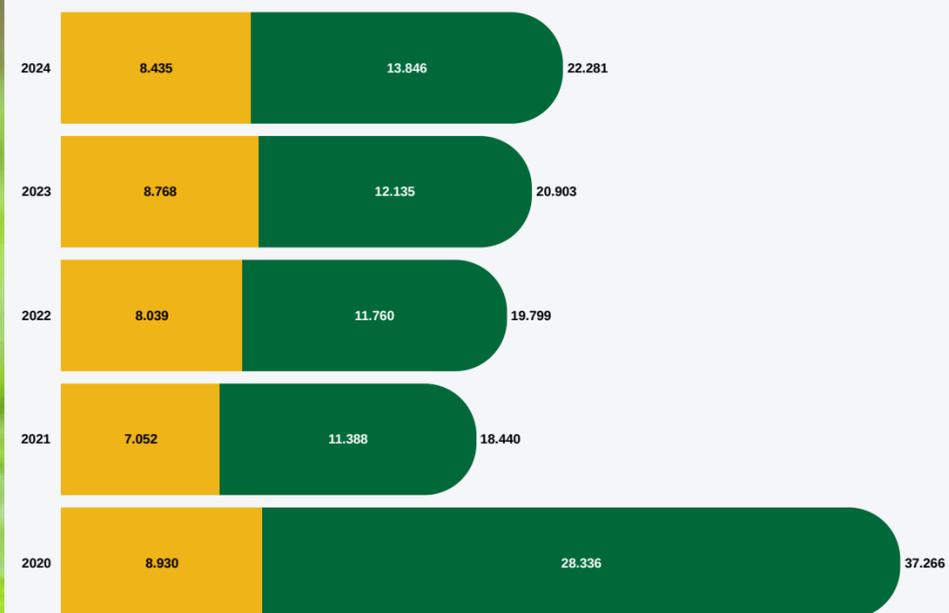
Revenue - Profit after tax (VND Billion)

● Revenue ● Profit after tax



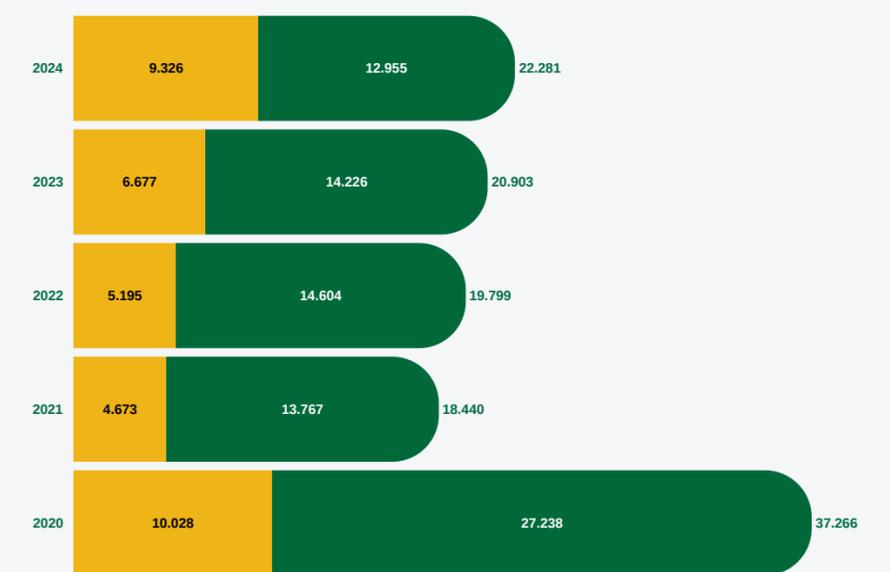
Assets (VND billion)

● Current Assets ● Non-Current Assets



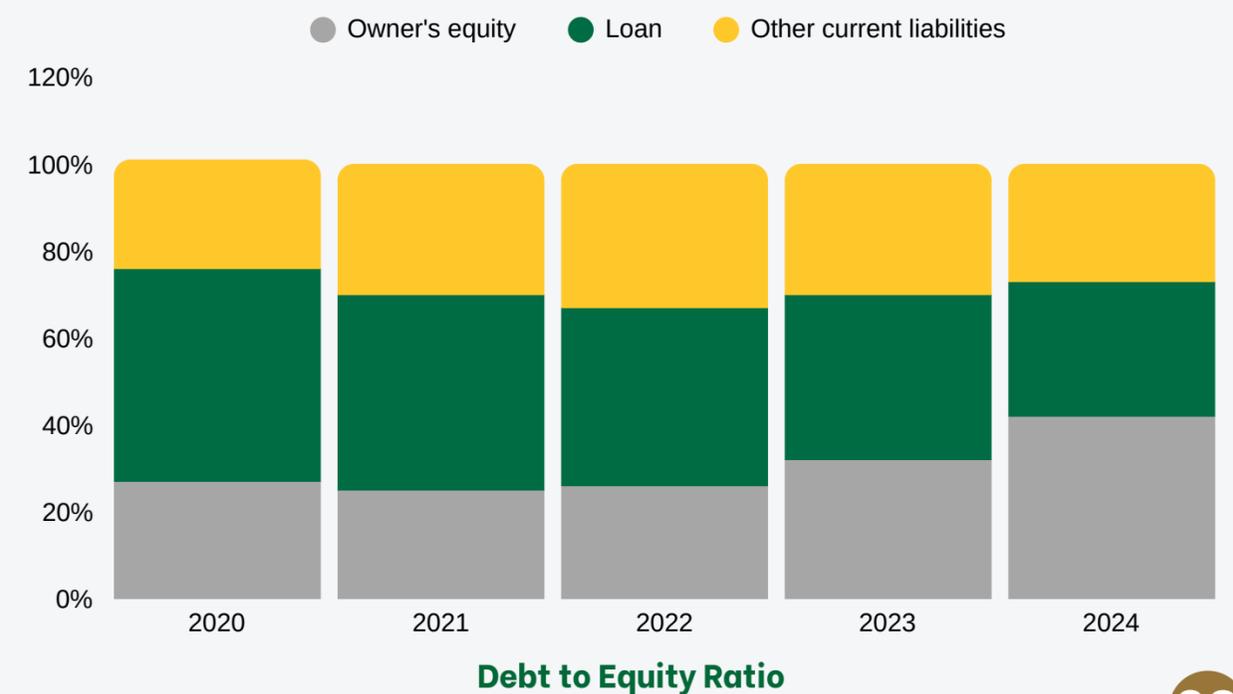
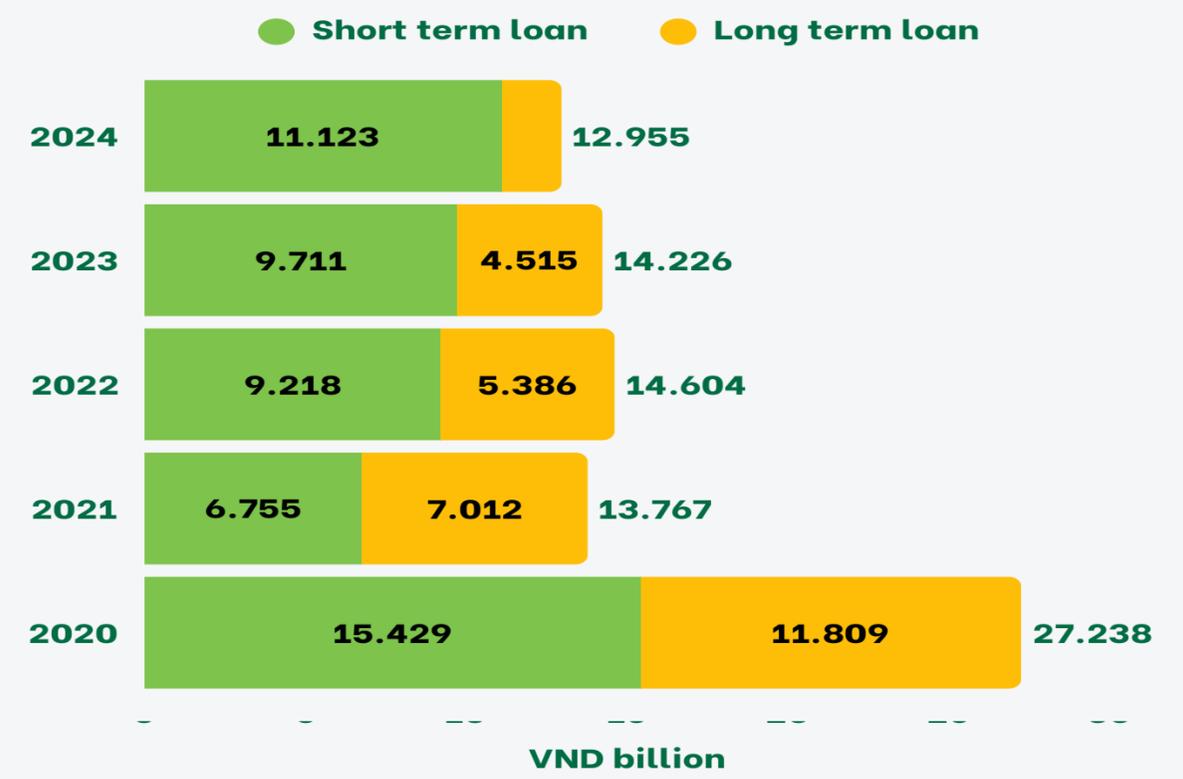
Resources (VND Billion)

● Owner's Equity ● Liabilities



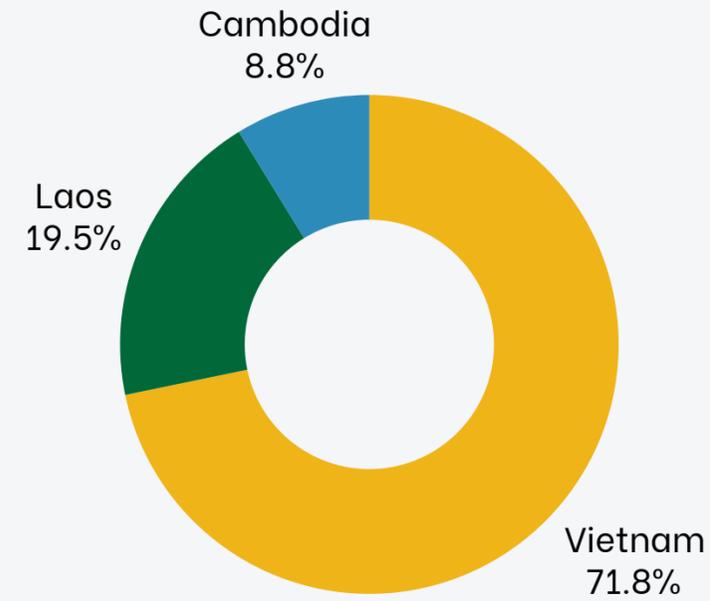
MAJOR FINANCIAL INDICATORS

ITEMS	2024	2023
Liquidity		
Current ratio	0.76	0.90
Quick ratio	0.70	0.81
Capital structure		
Debt and loan/Total asset	0.31	0.38
Debt and loan/Owner's equity	0.75	1.18
Activity ratios		
Inventory turnover (times/year)	4.45	4.96
Total asset turnover (times/year)	0.27	0.32
Profitability (%)		
Rates of Profit after tax/ Net revenue	18.3	27.7
Rates of Profit after tax/ Equity	11.4	26.7
Rates of Profit after tax/ Total assets	4.8	8.5
Rates of Profit from operating activities / Net revenue	20.8	26.2

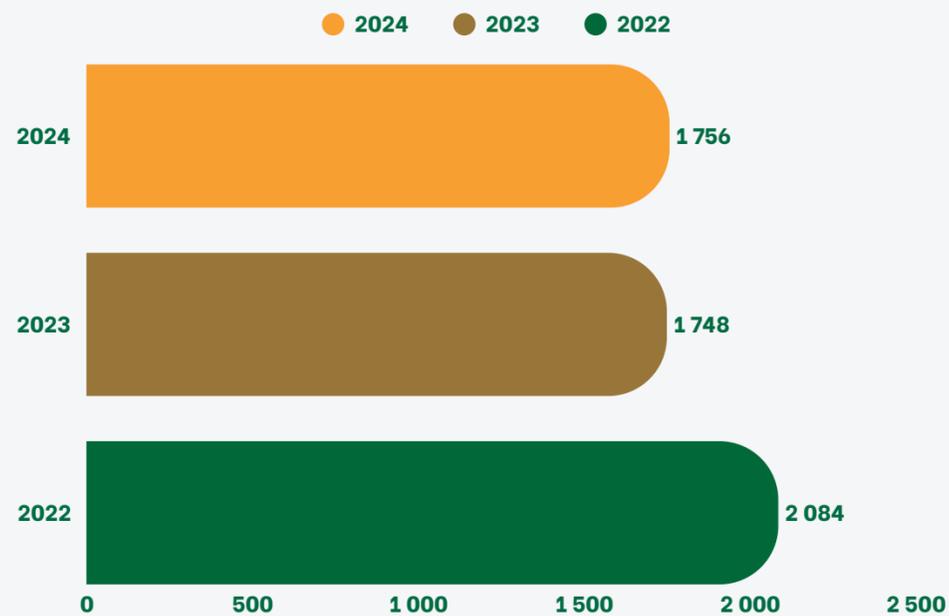


ORGANIZATION AND HUMAN RESOURCE

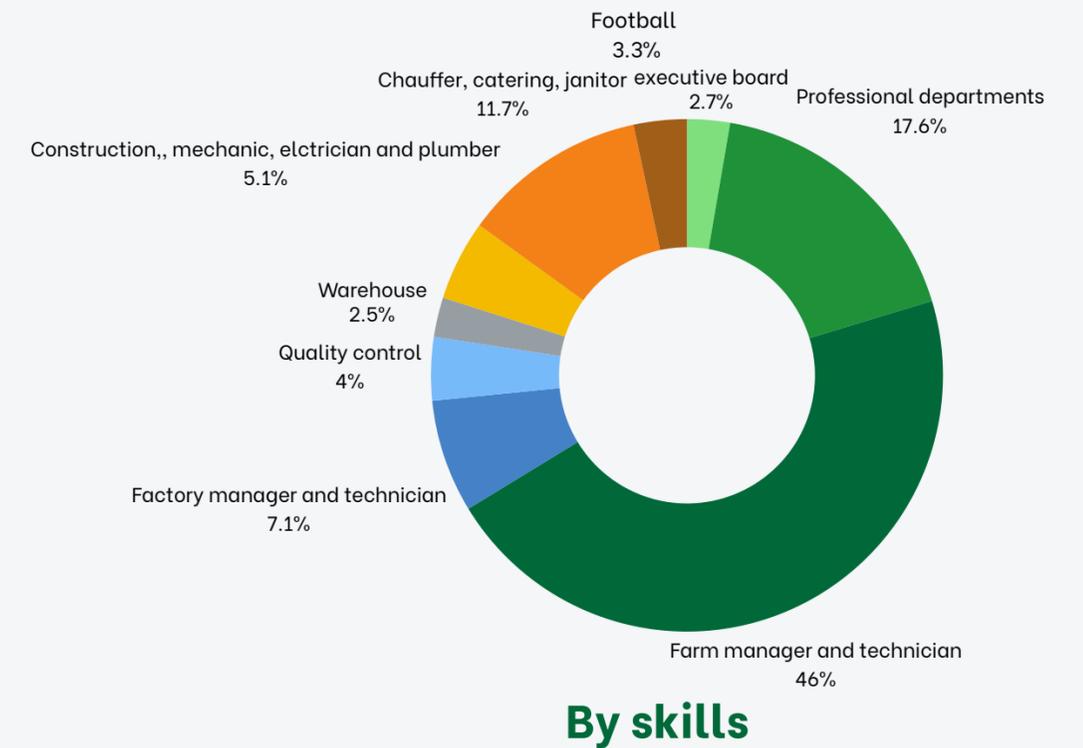
Indirect workforce structure:



Number of employees 2022- 2024



By country



SUSTAINABLE DEVELOPMENT



SUSTAINABLE DEVELOPMENT

ENVIRONMENT



- Apply a circular agriculture model.
- Use drip and sprinkler irrigation systems, with fertilizer applied through the irrigation system.
- Use plant protection chemicals that are on the approved list, and issue regulations for their use and monitoring to ensure compliance.
- Issue regulations for receiving and handling feedback and complaints..

HUMAN



- Conduct occupational health and safety awareness training at factories and plantations.
- Take care of employees' health in relation to working conditions, protective equipment, and the implementation of social insurance policies.
- Ensure employee welfare with respect to youth labor, gender equality, working hours, salary and bonus.
- Pilot the implementation of social practice risk assessment (GRASP).

PRODUCTS



- Maintain GLOBALG.A.P. certification for banana cultivation at six subsidiaries.
- Strictly comply with regulations on orchard and packing house codes.
- Maintain VietGAP-certified pig farms, ensuring the “Three No’s”: no banned substances, no antibiotics, no animal-based protein.



COMMUNITY



- HAGL donated four classrooms to Dak Smei Primary School, with a total area of nearly 270 square meters and a construction cost of over VND 1 billion.
- Donated 200 bicycles for poor students through the “Supporting Children to School” charity run.
- LPBank HAGL Football Club co-sponsored the construction of three houses for disadvantaged households in Doc Binh Kieu Commune, Thap Muoi District, Dong Thap Province.

“For the future of Vietnamese football”



Carrying forward a legacy of pride

- 2-time V.League Champion
- 2-time National Super Cup Champion
- 2-time U-21 National Championship Winner
- 14 outstanding players contributed to the National Team
- 120,000 visitors in 2024



2001

Established Hoang Anh Gia Lai Football Club



2007

Established the Hoang Anh Gia Lai – Arsenal – JMG Football Academy



2023

The club was officially renamed to LPBank HAGL Football Club & Academy



Thank you sincerely!



HAGL Group

Hoang Anh Gia Lai Joint Stock Company



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