



TAN LONG GROUP

Shining with Vietnamese Agriculture

TAN LONG GROUP JOINT STOCK COMPANY

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COMPANY PROFILE 2019



OPEN LETTER

Dear our valued Partners and Customers,

Tan Long Group Joint Stock Company experiencing nearly 20 years of development always brings with it the beliefs and aspirations to improve the national brand of agriculture. We understand that the reputation of an enterprise is a solid foundation and guideline for an enterprise to fulfill its dreams and bring maximum benefits to the society and communities.

Over the period of constant development, **Tan Long Group** has built its brand and reputation in the market of agricultural products, and received many valuable support and cooperation of valued customers and partners in our country and abroad. To recognize the full worth of that, **Tan Long Group** always makes every effort in all common goals and interests, always works with all our heart and promote our capacity to our full potential.

With the objective ***“Shine with Vietnamese agriculture”*** and in order to become a leading Group in Vietnam in the field of Green Agriculture, Clean and Sustainable Development, **Tan Long Group** constantly strives for growth in size and increasingly reinforce our reputation of product quality. Vietnamese products of international quality will be our valuable gift dedicated to consumers around the world.

We wish our valued Partners and Customers happiness and success

***On behalf the Group
Chairman of BOM***

Truong Sy Ba

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INTRODUCTION

History of Formation and Development

Over nearly 20 years of construction and development, Tan Long Group is step-by-step affirming its capacity and position in the domestic and foreign markets through its goals and strategies.



Tan Long Van Company, the first name of Tan Long Group, was established.

A rice factory of Tan Long Group was established in Dong Thap with the largest scale in Vietnam.

Tan Long Group became the largest importer and distributor of animal feed materials in Vietnam.

Tan Long Group expanded its business network in Cambodia.

Tan Long Group continued to expand its business network in Singapore and Myanmar.

Tan Long Group continued to expand its business network in Egypt, Philippines, Guinea Bissau, Cote D'ivoire and Tanzania.

Vision - Mission

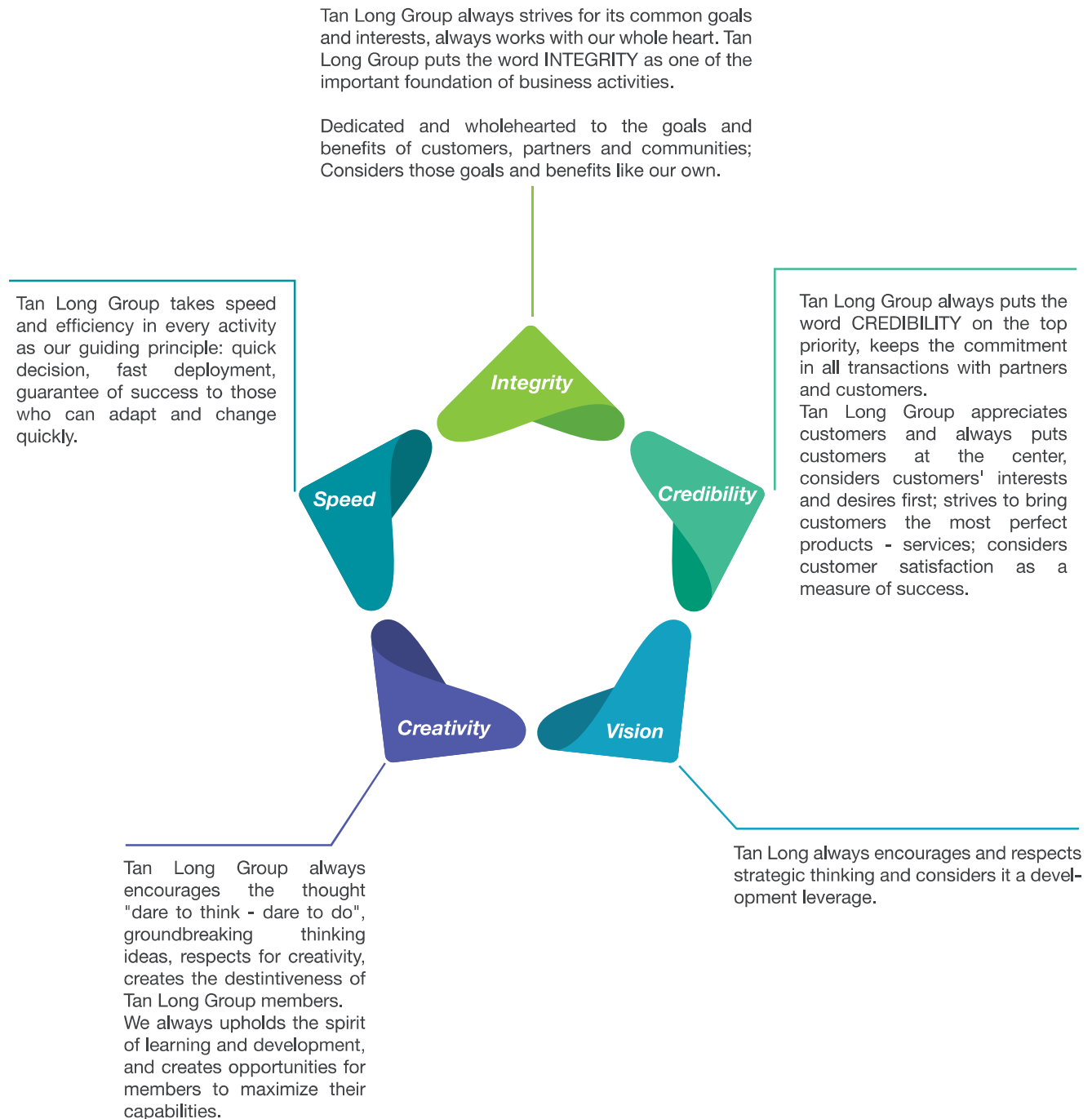
Vision: The aspiration of Tan Long Group is to become a leading group in the field of green, clean and sustainable development agriculture in Vietnam.



Mission: Expand connectivity and increase the sustainable value chain of agricultural products by modern technology and optimal solutions to meet the expectations of domestic and international consumers, contributing to the improvement of national brand of agriculture.

Core Values: INTEGRITY - CREDIBILITY - VISION - CREATIVITY - SPEED

With the aspiration to become the leading group in the clean agricultural product market in Vietnam and to gradually affirm its position in the international market, Tan Long Group considers 05 core values of INTEGRITY - CREDIBILITY - VISION - CREATIVITY - SPEED as the guideline for all activities of the Group:



Business Philosophy



Tan Long Group always strives for the community's belief in a national agricultural brand that Tan Long Group contributes to creation.



Tan Long Group continuously improves product quality, quality is the factor that creates sustainable development.



Tan Long Group pursues sustainable development and balances benefits for all stakeholders.



We are determined to build a fair, professional working environment that encourages passion and dedication to bring happiness to all members of **Tan Long Group**.

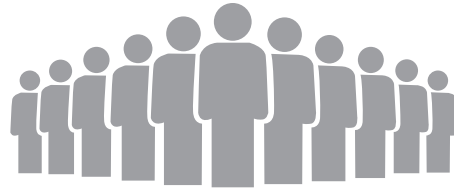


PRESTIGIOUS PARTNERS



LOYAL CUSTOMERS





Business network of Tan Long Group





***Tan Long Group always
applies and shares
advanced knowledge,
science and technology
with thousands of
farmers, its partners and
customers to create
international quality
agricultural products, to
bring high safety and
value to domestic and
foreign consumers.***

BUSINESS AREAS



Tan Long Mineral
Minerals



Tan Long Rice
Rice export segment.



Tan Long Farm
Sustainable Animal Husbandry Development segment with a closed chain model Feed - Farm - Food



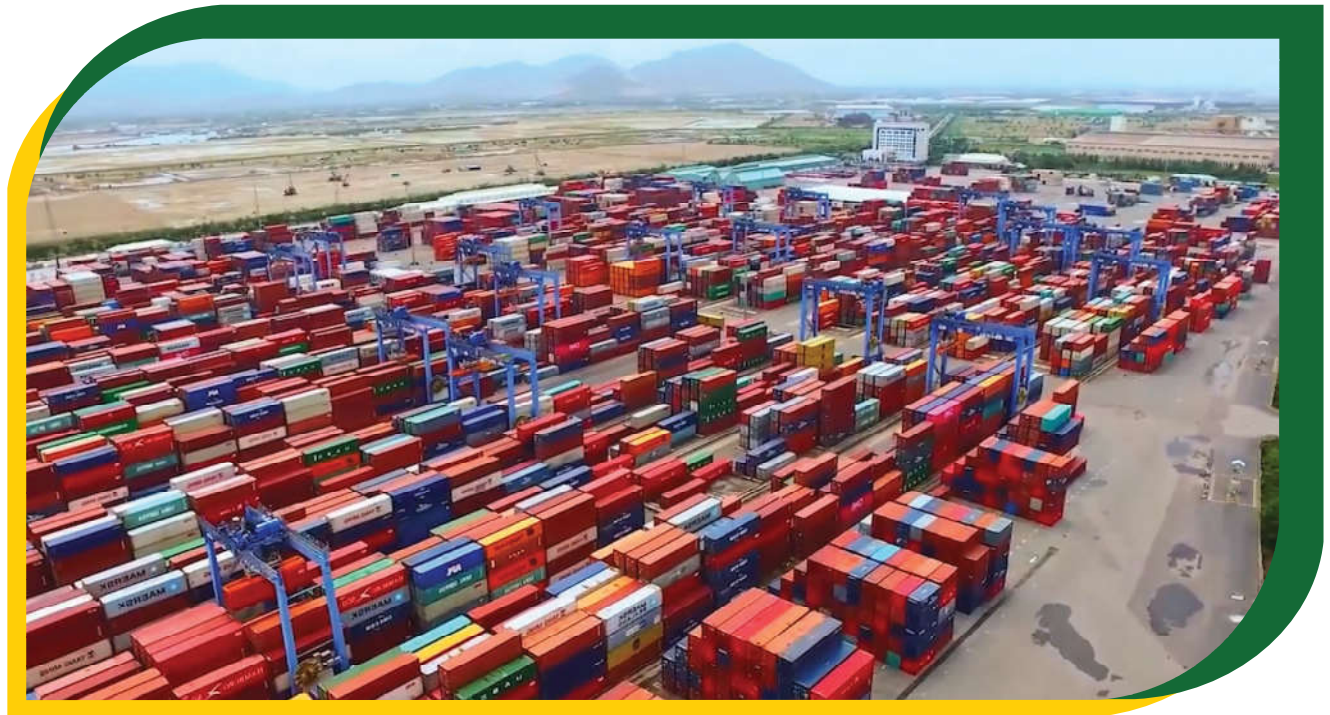
Tan Long Grain
Animal feed materials (Import and Distribution) and Agricultural products (Export) segment.



Tan Long Cashew
Cashew business segment focuses and ensures the best quality goods in the closed value chain from Raw cashew import - Processing - Cashew exports.

Development Goals

In order to contribute to the sustainable development of Vietnam's Agriculture, Tan Long Group wishes to maintain its No. 1 position of the domestic importer and distributor of animal feed products in Vietnam, also exports agricultural products (pepper, nuts, etc.) with best quality to international markets.



In the next 5 years, Tan Long Group will constantly conduct investment in advanced technologies to improve the quality of agricultural products to achieve international standards.



TanLong Grain – Position of No. 01 of Tan Long Group!

With the goal of sustainable development, the Group always focuses on import and export trade activities (especially the animal feed materials group), prioritizes the development of Logistics system nationwide. With modern technology, optimal solutions, the preservation and rotation always reach the highest efficiency, guaranteeing the origin and quality of goods according to international standards. As a result, **Tan Long Group** has supplied more than 400,000 tons of raw materials per month to more than 250 customers and factories throughout the country.

Up to now, the Group has affirmed its No. 01 position in supplying animal feed materials according to international standards, accounting for 25% of the total import volume nationwide. This achievement will help Tan Long Group continue its strong development in the next time.



In 2018, Tan Long Group signed a partnership agreement with Posco Daewoo Corporation to promote its strategic cooperation with the world's largest agricultural partners.



No. 01 distributor
of animal feed
materials in
Vietnam



No. 01 importer of
animal feed
products in
Vietnam



Import volume in
the first half of
2018: 2.8 million
tons (achieving
30% growth per
year)



Expanding export
activities of other
agricultural products
(corn, cassava,
coffee, pepper, etc.)

Our Partners and Customers

Tan Long Group is a big partner of reputable suppliers with significant positions in the world such as Cargill, CHS, Sojitz, Posco Daewoo, Green Plains, etc.

In addition, we are also honored to cooperate with many of the most important strategic customers in Vietnam such as C.P Group, Masan Group, JAPFA, ANCO, Green Feed, etc.



Development Goals

Tan Long Group has the aspiration to become one of the leading enterprises in the field of animal feed and food processing. Accordingly, in the next 5 years, direct business activities will be expanded, reaching about 1 million commercial pigs a year sold and establishing 35 - 40 large-scale farms to optimize output capacity.

In order to achieve this, we always control the closed-value chain model in agriculture - food industry. The production stages from raw materials, seed quality, animal husbandry conditions, slaughtering activities are required to comply with international standards.

In addition, the Group is investing in building a large-scale farm in Myanmar (supplying 100,000 commercial pigs to this market in 2019).



In 2018, Tan Long Group signed partnership agreements with 6 Danish Groups, boosting strategic cooperation with the world's largest agricultural partners.

Business Activities

Tan Long Group has built and developed a closed-chain model system (Feed - Farm - Food) with a specialized production process in animal husbandry while spreading and replicating that model for Vietnamese farmers.

Feed

As the largest supplier of animal feed materials in the country, the strict control of input materials helps the production activities to be of quality, ensuring a stable supply of output.

Applying a modern and advanced production line, the feed production formula is consulted and delivered by nutrition experts from Europe's leading nutrition group. As a result, livestock is always healthy, achieving commercial productivity and superior quality compared to traditional animal husbandry models.



Farm

The network of farms is distributed across the country, reaching international standards, ensuring effective sanitation and hygiene, with a scale of up to 350,000. All farms are provided with quality animal feed imported by Tan Long Group.

All breeds are imported from Denmark, carefully selected for best qualities and strictly controlled at Tan Long's own breeding farms, meeting the output quality according to the stipulated time.

In addition, Tan Long Group also invested in the first modern farm system in Myanmar with 2,500 GGP/GP sows, 25,000 PS sows, using all high technology imported from Europe.



*Luong Son Farm (Hoa Binh):
1.200 GGP/G*



Phu Giao Farm (Binh Duong): 2.200 PS



*Bac Tan Uyen Farm (Binh Duong):
Maximum capacity of 90,000 porkers*

Food

Tan Long Group's slaughter plant is invested with HACCP and GMP standard system, ensuring safety and hygiene process. In addition, slaughter operations are also licensed by the Department of Food Safety and Hygiene with a capacity of 250 heads/hour.



Automatic and closed slaughtering technology is suitable for economic and technical conditions in Vietnam; providing the market with both fresh slaughtered food and processed foods from pigs.



In addition to profitability, the Feed - Farm - Food chain also addresses environmental protection, creating sustainable values in the future.



Our partners

Currently, Tan Long Group has been conducting strategical cooperation and receiving technology transfer from the leading international groups in the animal husbandry in Europe such as SkioId, Munters, Tornordic, Danbred, Vilomix, Haarslev, etc.

Accordingly, the partners will provide the optimal technology and solutions, contributing to realizing the comprehensive strategy for the Group to build and develop a perfect value chain in animal husbandry.



Development Goals

Tan Long Group sets the goal to reach the most demanding markets such as the US, Europe, Korea, Japan, etc.



In 2019, along with the goal of growing export scale, Tan Long is implementing a plan to produce and distribute rice in the domestic market with various types of high quality and safe rice products, good quality and safe for consumers' health (such as : red rice , brown rice, instant rice, vitamin rice).

In the next 5 years, with the goal of expanding the scale of rice production up to 1 million tons/ year, Tan Long Group will deploy the complex factory: Drying - Storage - Processing with a scale 480.000 tons of rice/ year in An Giang, using the closed modern technology from Europe, factory equipment imported from Denmark and Italy, serving the domestic market as well as and export.

Tanlong Rice – Key Domain of Tan Long Group!



Participating in the rice producing and processing and manufacturing market since 2010, Tan Long's mission is to become a large-scale rice export business of Vietnam. The Group established a branch in Dong Thap and brought a Rice processing and storage factory into operation a Rice processing and storage factory; At the same time, it is positively associated with rice farmers, expanding the consumption zone in Mekong Delta..

In addition, Tan Long Group also cooperates to produce high quality fragrant rice such as Jasmine, ST, 5451 varieties, etc. to serve diverse needs in the country and for export. Currently, Tan Long Group is the largest producer and exporter of Japonica rice in Vietnam and Asia; develops export to the markets such as Malaysia, Philippines, Korea, China, Africa, USA, Mexico, etc.

Especially in 2018, we passed the testing process that contained no more than 300 chemicals to win the international bid, exporting to South Korea 130,000 tons of high quality rice (Japonica and Jasmine rice). This victory has contributed to bringing Japanese japonica rice into the pride of Vietnam rice production industry.

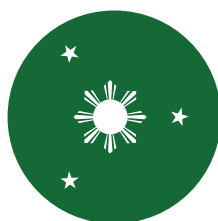


The rice processing factory was built in 2010, located in Lap Vo district, Dong Thap province, Vietnam.

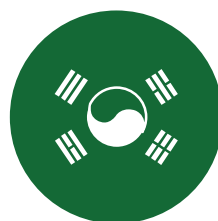
Scale: 33,000 m2
Output capacity:
Milling 1,000 tons/day
Output capacity:
Classifying 200 - 300 MT/day
Storage capacity: 100,000 MTS



Top 1 exporter of Japonica rice in Vietnam (2018)



Providing 50,000 MTS of rice to the Philippines (2017)



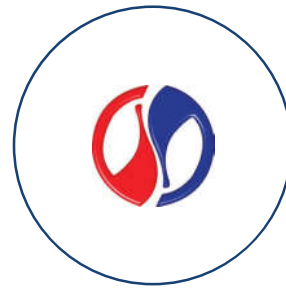
Accounting for more than 60% of imported rice in South Korea (2018)



33,000 meter square of rice milling in Dong Thap (storage capacity of 100,000 tons of rice, production capacity of 1000 tons/ day)

Our Partners and Customers

SKIOLD Group
Korea Agro-Fisheries Trade Corporation
Philippines National Food Authority (NFA)



Development Goals

Tan Long Group is expanding its business and production activities in Vietnam, Singapore, Tanzania, Guinea Bissau, Cote D'ivoire and is continuing to expand to the US market. We wish to become a well-known global cashew nut supplier - partner by effectively investing resources in the value chain of cashew business with advanced production technology and logistics systems.



Tan Long Cashew – Significant Advance of Tan Long Group

The network of purchasing raw cashew nuts through its subsidiaries in Tanzania, Guinea Bissau, Cote D'ivoire and Vietnam with average output of **200,000** tons/year.



Raw Cashew

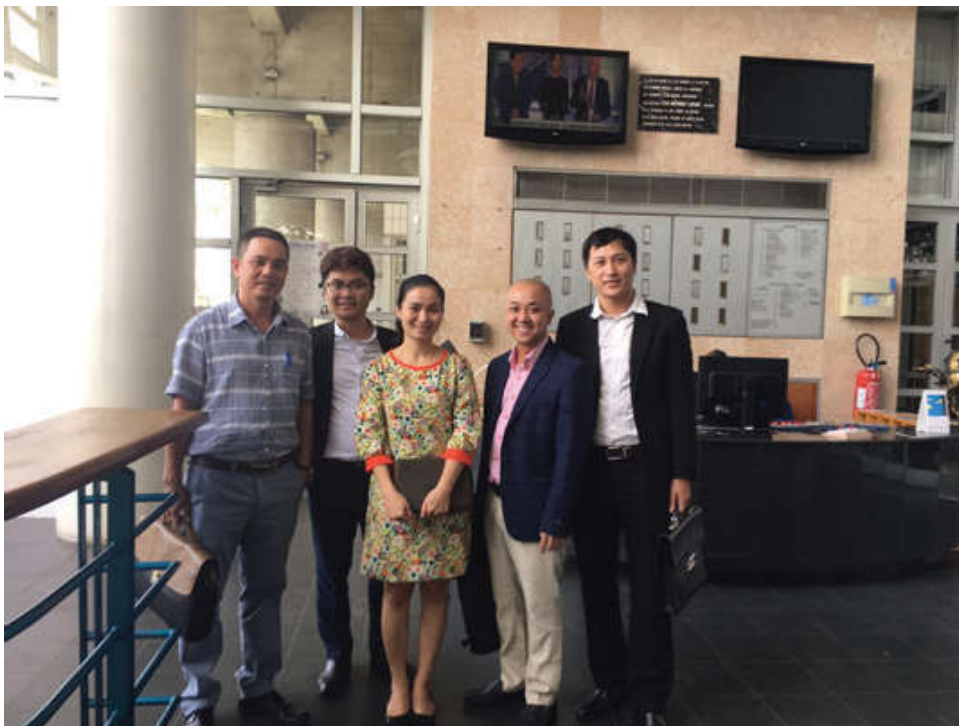


Cashew kernel





The system of cashew processing plants, sorting and packaging factories in Binh Phuoc and Dong Nai provinces of Vietnam.



International sales staff of cashew kernel transactions in Singapore, Vietnam and the United States provide the market with high quality products W240, W320, WS, etc. according to AFI standards with ISO, HACCP, BRC international certification.

Our Partners and Customers



Development Goals

In parallel with the Agricultural development sector, Tan Long Group also develops mineral industry as a potential for future development.

We aim to exploit and process minerals in depth by completing the material and technical facilities and mining technology, towards the use and export of reasonable, economical and highly effective minerals, meeting the needs of sustainable socio-economic development.



Tanlong Mineral - Over 16 Years of Market Experience!

In 1993, Nghe An Minerals Company was established, invested with a modern factory and storage system.

Tan Long Group focuses on exploiting, processing and exporting minerals, chemicals such as coal, limestone, basalt, phosphorus, etc. with a total output of nearly 500,000 tons/year.



Reserves of white limestone: **20** million tons



Reserves of basalt: **10** million tons



Exploitation capacity: **420,000** tons/year



Production of CaCO_3 : **100,000** tons/year

With over 16 years of experience and reputation in the Vietnamese market, we are proud to be one of the pioneers to exploit and produce minerals in the country with international quality.



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