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**Nafoods
Group
JSC.**

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Company Profile



Good Land – Good Passion

Nature's
Perfection

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General Introduction

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We are ...

Founded in 1995, Nafoods Group JSC (HOSE: NAF) is among the largest fruit and vegetable growers, processors and exporters in Vietnam, specializing in Fruit Juice/ NFC, Puree, Concentrate, IQF, Fresh Fruits, Dried Fruits and Nuts.

Our products are distributed all over the world, especially in Europe, the US, Oceania, Middle East, Japan, and Korea.





Vision

A pioneer group in developing green and sustainable agricultural value chains.



Mission

Providing the world of natural agricultural products, safety and bring beautiful life for everyone.



Why Nafoods?

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Nafoods' Competitive Advantages



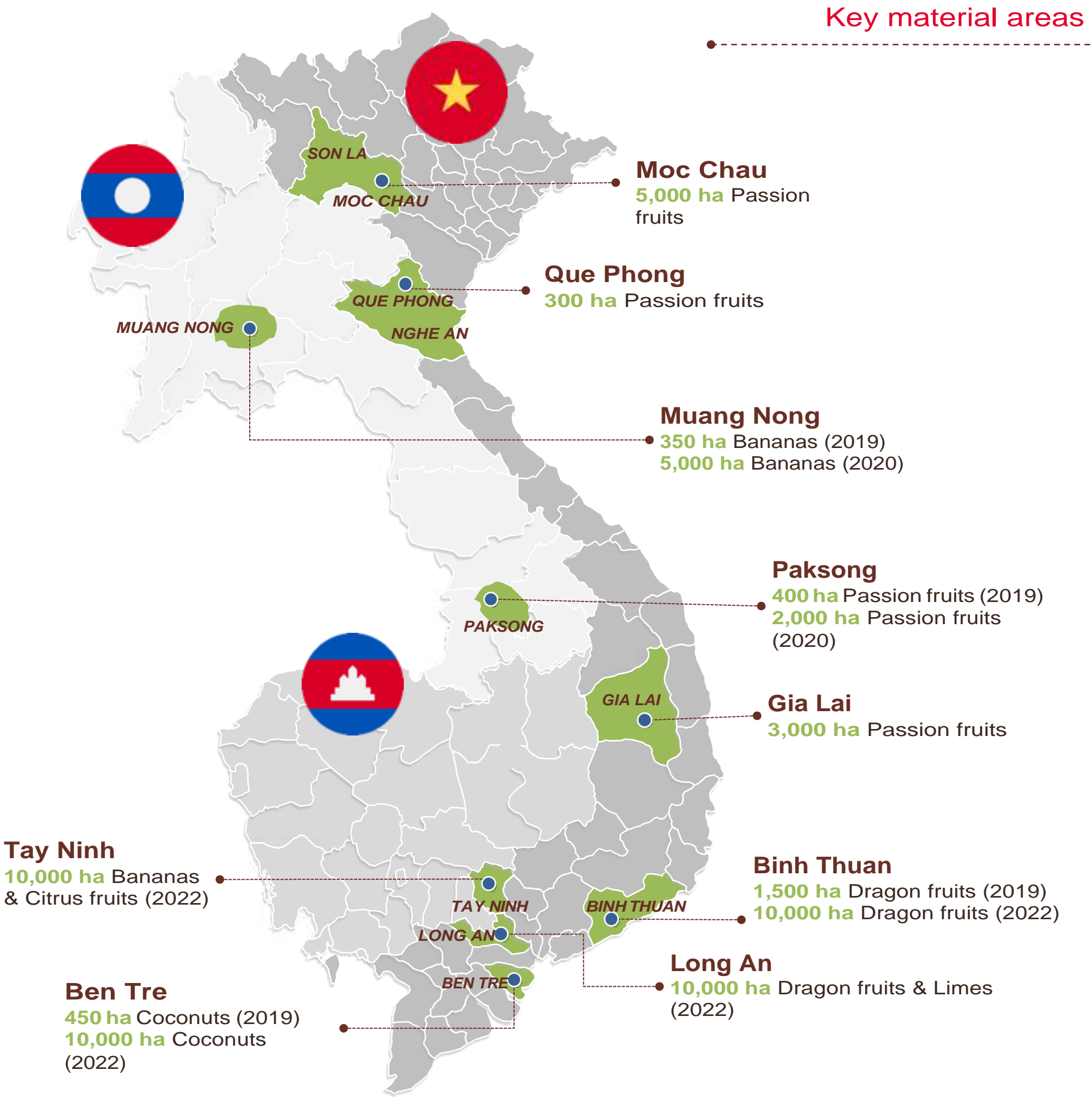
Value Chain



Material areas in Indochina

Nafoods Group exploits Indochina’s competitive advantages in growing exotic fruits including passion fruits, bananas, dragon fruits, coconuts and citrus fruits... to develop Nafoods Group’s material areas.

	Now	Target until 2022
Total area of material areas	30,000+ ha	70,000+ ha
Total capacity of fruits	200,000 tons/year	325,000 tons/year



Advanced factory system

Nghe An

Naprod Nghe An Factory

Including 1 juice concentrate production line and 1 IQF (Individually quick frozen) production line

- Area: 5 ha
- Location: Quynh Luu District
- Capacity: **5,000** tons of juice concentrate/year and **2,900** tons of IQF products/year

Que Phong Seedling Factory

In association with experts from Chung Hsing National University – Taiwan

- Area: 6 ha greenhouse area
- Location: Que Phong District
- Capacity: **6** million seedlings/year

Long An

Nasoco Long An Factory

Including 1 juice concentrate production line and 2 IQF production lines

- Area: 6.5 ha
- Location: Duc Hoa District
- Capacity: **7,000** tons of juice concentrate/year and **5,000** tons of IQF products/year
- Consumption: **100,000** tons of fruit materials/year

Son La

Tay Bac Fruit Packing House

Preliminary operations, packaging and preservation (incubation) of export fruits; scooping, freezing and preserving system

- Area: 2 ha (to be expanded to 4 ha in 2020)
- Location: Moc Chau
- Consumption: **50,000** tons of fruit materials/year

Gia Lai

Tay Nguyen High-tech Agricultural Complex

- Area: 13 ha
- Location: Gia Lai Province
- Including:
 - ✓ High-tech plant breeding research center
 - ✓ Production plant for sorting, separating, packing and preserving export fruits
 - ✓ High-tech agriculture zone

Binh Thuan

Nafoods Binh Thuan Fruit Packaging Complex

including packing houses, cold storage systems and packaging factories

- Area: 2 ha
- Location: Binh Thuan Industrial Park
- Consumption: **60,000** tons of fruit materials/year



Products

Category

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Juice Concentrate

As one of the biggest concentrated juice suppliers in Vietnam, Nafoods Group has exported to European, Japanese and American markets over the past 10 years. Our technical standards meet the requirements of developed markets.



Puree/NFC

Nafoods' tropical purees are produced from stable, long-term sources to ensure long lasting freshness, taste and texture. Fruit purees are a great way to enhance natural fruit flavor and fiber.



Passionfruit Puree/NFC



Mango Puree/NFC



Soursop Puree/NFC



Papaya Puree/NFC



Calamansi Puree/NFC



Red Dragon Fruit Puree/NFC



Lychee Puree/NFC



Banana Puree/NFC



Pineapple Puree/NFC



Frozen Fruit (IQF)

Individually Quick Frozen (IQF) is a freezing method under which each individual fruit pieces are frozen for commercial and retail use. Nafods Group supplies IQF fruits to some of the world's largest hypermarket and consumer companies in Europe, Japan, and the US. We offer quality IQF fruits and IQF vegetables free from any adulteration at a competitive price.



Passionfruit IQF



Banana IQF



Red Dragon Fruit IQF



Lychee IQF



Mango IQF



Watermelon IQF



Lime IQF



Avocado IQF



Coconut IQF



Dried Tropical Fruits

Products retain 100% natural flavor, no preservatives and flavoring, coloring.

Drying by thermal drying – the modern drying method, ensuring product quality and high recovery rate.



Soft-Dried Mango



Soft-Dried Red Dragon Fruit



Soft-Dried Banana



Soft-Dried Passion Fruit



Soft-Dried Pineapple



Soft-Dried Coconut



Soft-Dried Papaya



Nuts

Our nuts are processed in line with ISO and other international standards. Nafoods Group offers year-long supply from consistent sources.



Cashew kernels



Maccadamia Nut



Salted roasted cashew



Cashew butter



Roasted Peanuts With
Coconut Juice



Roasted Peanuts With
Cheese Flavor



Salted peanuts with skin



Fresh Fruits

From our farmers' fields to your table, Nafoods delivers fresh, natural, and nutritious products to families around the world. Long-term pricing preferred, and contract farming solutions available for certain volumes.



Passion Fruit



Mango



Red/White Dragon Fruit



Banana



Lime



Coconut



Packaging

Fresh fruit packaging



PE bag/ Aseptic bag in carton boxes

Commodities packaging



PE bag/ Aseptic bag in carton boxes

OR



Paper zip bag

OR



Plastic pail

OR



Glass jar



Vacuum bag

Puree/ juice concentrate packaging



Plastic pail

OR



Drum

OR



PE bag/ Aseptic bag in carton boxes

IQF product packaging



Drum

OR



PE bag/ Aseptic bag in carton boxes



Certificates



Juice Quality Control/
International Raw Material
Assurance



BRC – Global standard for Food
Safety and Quality



ISO 22000:2005/HACCP: Food
Safety Management System



KOSHER Certificate



HALAL



FSSC 22000: The Foundation
Food Safety System
Certification 22000



Global Gap: Global Good
Agricultural Practice



International Fairtrade



Market

- Europe
- USA
- South Korea
- Japan
- Middle East
- China
- Australia



Developmental Potentials

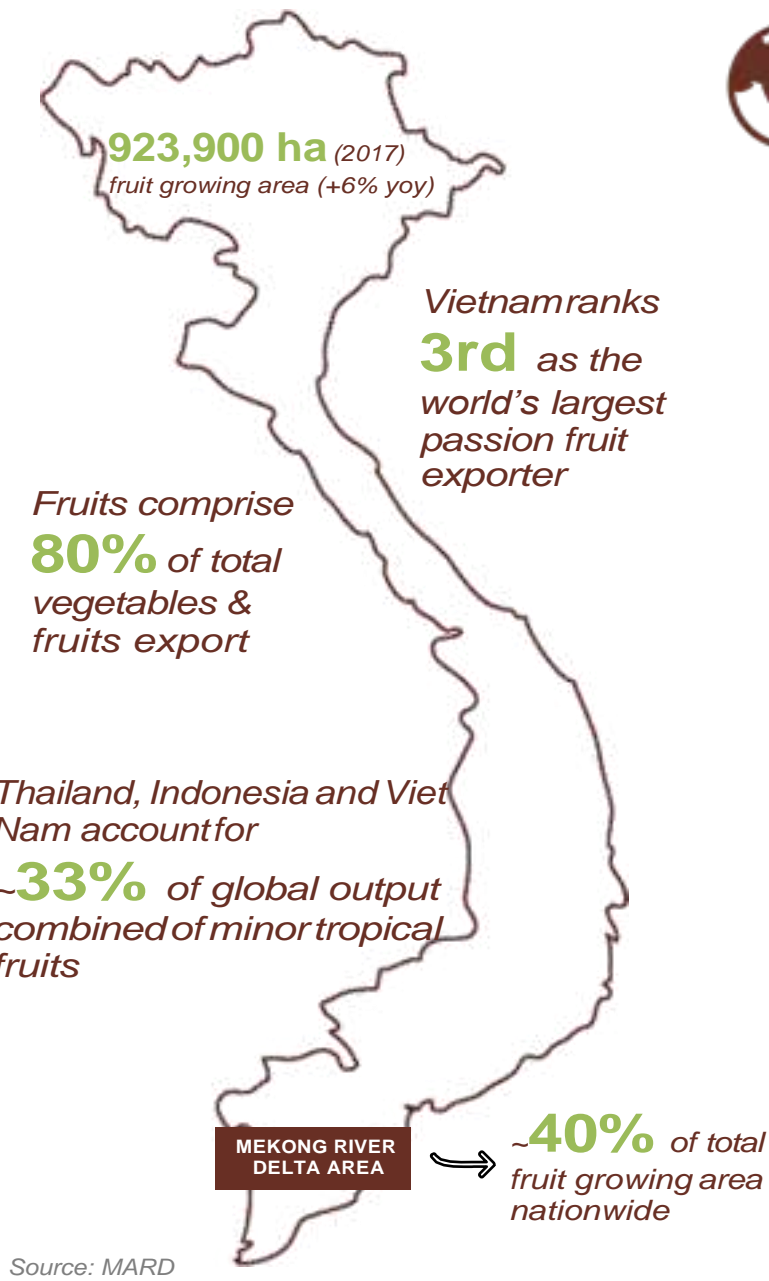
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Favorable domestic conditions

Competitive advantages of a tropical agriculture

VIETNAM



Vietnam is one of only a few countries in the world to have large production volumes for a wide range of tropical fruits.

Vietnam's main agricultural products exported to the world include coffee beans, banana, chili, garlic, dragon fruit and mango.



WORLDWIDE Tropical fruits



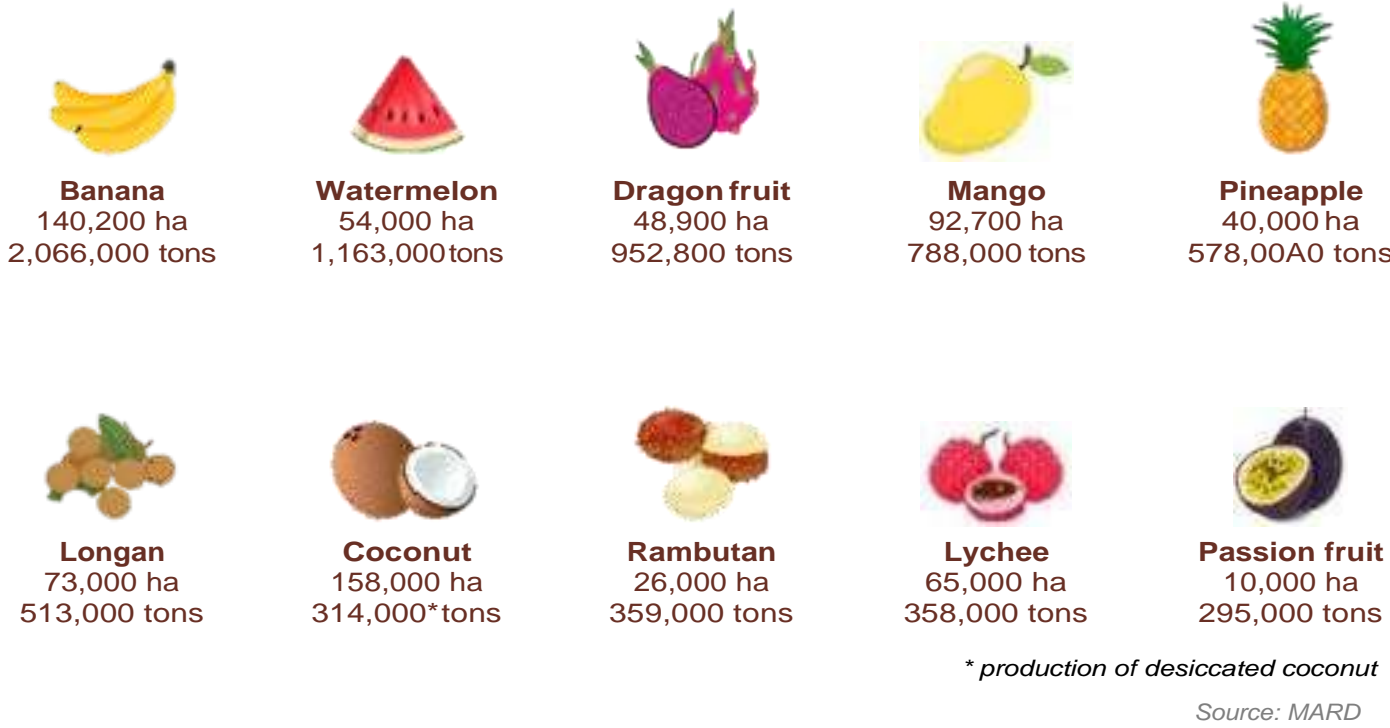
99% of tropical fruit production originates in developing countries

3% of world agricultural food products exports

3rd most valuable fruit group globally

Top Vietnamese fruits grown

Area and yield, 2017



FTAs to push Vietnamese fruit export

CPTPP and the EU-Vietnam FTAs are expected to push Vietnam fruit exports.



The CPTPP came into effect on 14 Jan 2019 and the EVFTA was signed on 30 Jun 2019 between Vietnam and the EU.

Vietnam export products will enjoy preferential tariffs and other advantages when entering the market of 11 CPTPP member countries and 28 EU member countries.

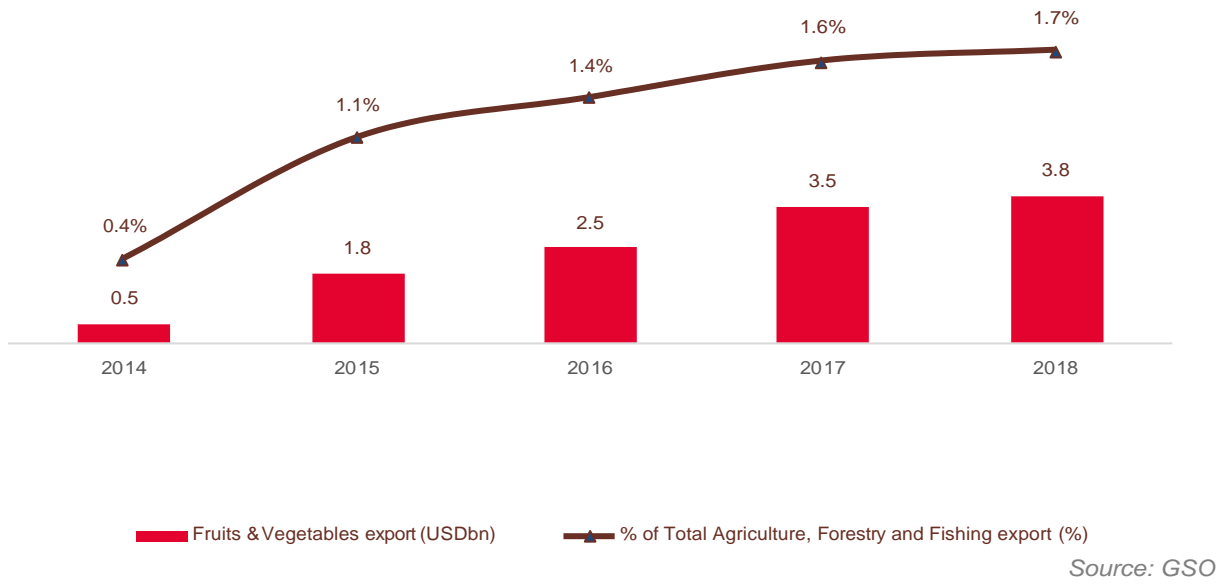
However, Vietnam products must increase their competitiveness and meet regulations of export markets.



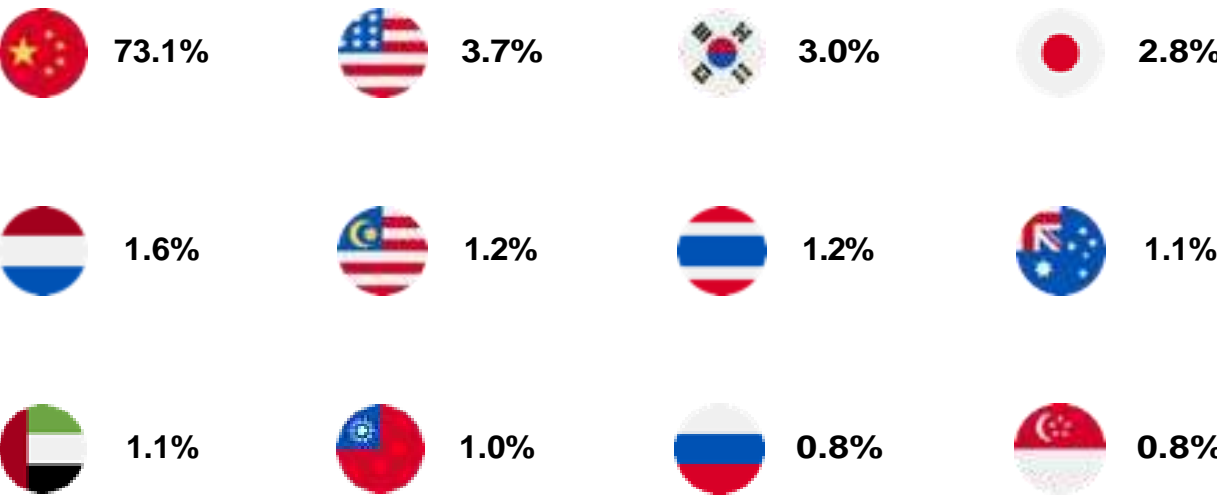
Increasing demand for Vietnamese fruits & vegetables

Fruit consumption has been rising significantly worldwide, due to an increasing consumer demand for healthy and natural products

Vegetables and fruits export, Vietnam



Largest importers of Vietnamese vegetables and fruits



Source: MARD, 2018

The main export market for Vietnamese fruits is China, which accounted for up to 73% of total fruit export value in 2018 (equivalent to 2.78 billions USD for dragon fruits, watermelons, lychees, bananas, longans, mangoes, jack fruits and rambutans...). In order to reduce over-reliance on the Chinese market, Vietnamese fruit exporters are now attempting to access other markets, especially developed and high-income markets that have a more stable demand and prices other than China.

Investment highlights

1

MIGA

IDA

FINNFUND

WORLD BANK

IBRD

VALIDUS

IFC

All the partner above have just become Nafoods Group’s strategic investor, an emboldened move in implementing the regional fruit safety, transforming the quality of agricultural products from low-end to high-end and reaching international export standards.

2



Having massive plantation areas across Southeast Asia, Nafoods Group can secure supply for its 5 key fruits, extending quality control and guarantee for the long-term prospect of business.

3



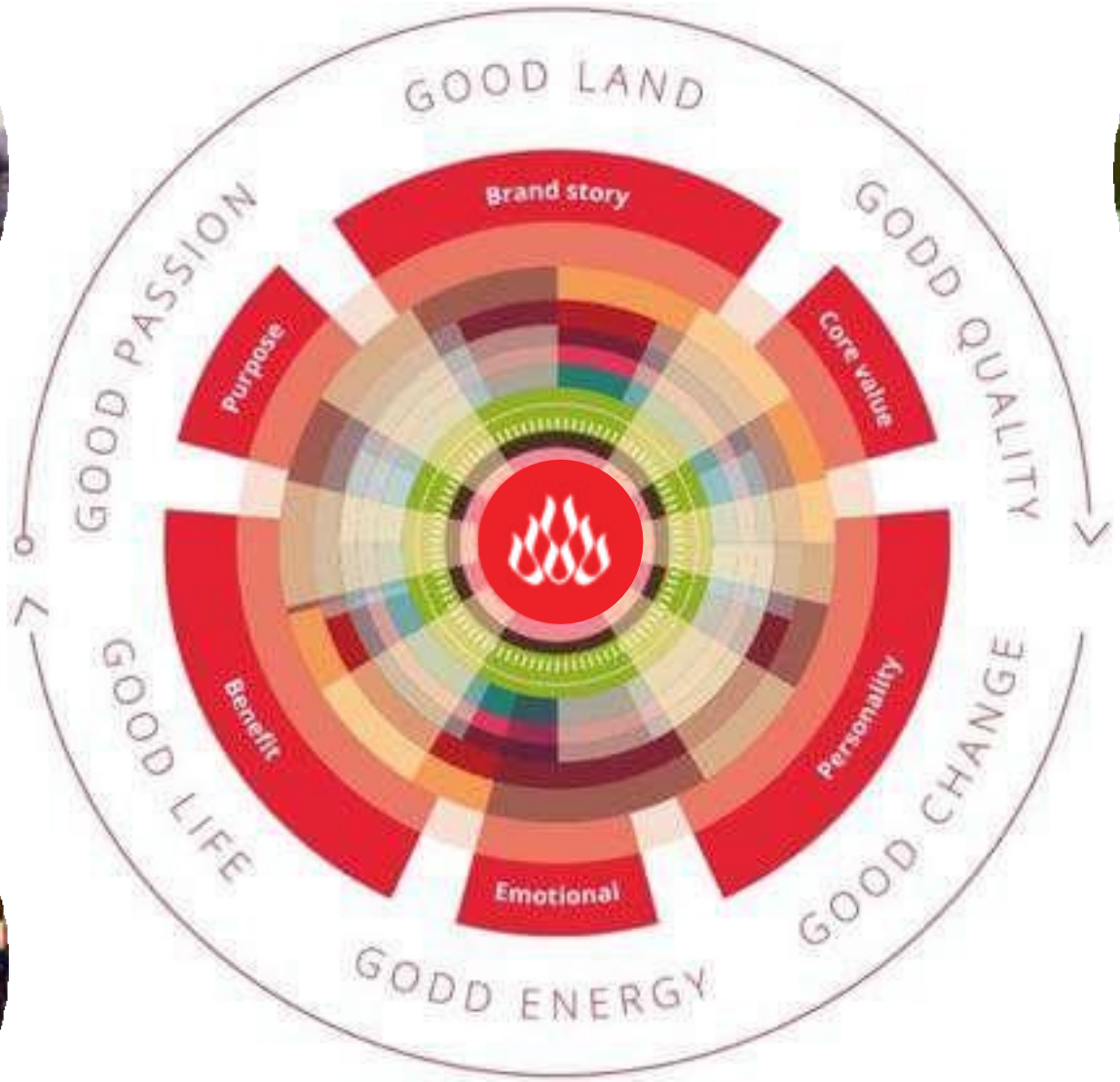
Nafoods Group is a fast-growing fruit exporter, aiming to be a leading company in distributing high quality agricultural products to more than 70 countries across 6 continents.

4



Higher income and rising awareness of health and wellness issues have driven the growth of global demand for fruit products, conveying more opportunities for fruit exporters

Core Value



Sustainable Development



RESPONSIBILITY FOR PRODUCTS

Identifying food safety as top priority, Nafoods commits that each of its products is the result of a closed production cycle which meets one of the most stringent requirements for the quality.

RESPONSIBILITY FOR EMPLOYEES

Nafoods has been perfecting and developing a corporate culture with its own identity, creating a solid and civilized basic, ensuring all rights of employees in the company

ENVIRONMENT

As a farmer and producer, Nafoods is always aware that any cultivation and business activity may have an impact on the environment. Therefore, we have always attempted to find solutions in order to help minimize negative impacts on the environment and find the efficient way.

COMMUNITY DEVELOPMENT SUPPORT

Nafoods will make greater efforts to participate in larger and deeper community support programs and strive to build Nghe An homeland more rich and civilized

LOCAL ECONOMIC DEVELOPMENT

In all of its activities, Nafoods always purpose to connecting the company's growth to the common development of both local and national economies.



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Thanks
For Your
Attention

