



VINAMILK CORPORATE PROFILE 2018



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Corporate profile



LEADING NUTRITION GROUP IN VIETNAM

*In the **top 50** biggest listed
companies in Vietnam with the
revenue of over **2.2 billion USD***

40 THƯƠNG HIỆU CÔNG TY GIÁ TRỊ NHẤT



>>> THƯƠNG HIỆU



1. VINAMILK
 Năm thành lập: 1976
 Giá trị: 2.282,7 (triệu đô la Mỹ)



2. VIETTEL
 Năm thành lập: 1989
 Giá trị: 1.390 (triệu đô la Mỹ)



3. VNPT
 Năm thành lập: 1995
 Giá trị: 416 (triệu đô la Mỹ)

In the **top 40** valuable companies brand in Vietnam

The over 40-year journey has shaped our goals:



"Top 50 largest dairy producers in the world."

"To be in the Top 30 largest" 2016

1976

Our Company was founded under the name Southern Coffee-Dairy Company with two factories in operation.

2003

The Company made IPO and became a public company with a new name "Vietnam Dairy Products Joint Stock Company"

2006

Vinamilk was listed on Hochiminh City Stock Exchange (HOSE)

2016

We are now the Dairy market leader in Vietnam, having 13 dairy factories in Vietnam and operations in New Zealand, USA, Poland and Cambodia.



Corporate profile



Organization chart



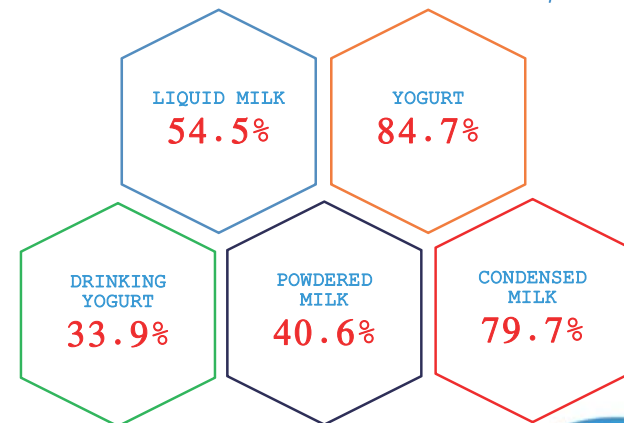
Corporate profile



Domestic Market

"2016 witnessed a dramatic change in the intensifying presence of VINAMILK's products in the market"

- VINAMILK Annual Report 2016 -



Corporate profile

International Business



Exported to more than **45**
nations & regions



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Vinamilk Value Chain

VINAMILK Value Chain

Product Portfolio

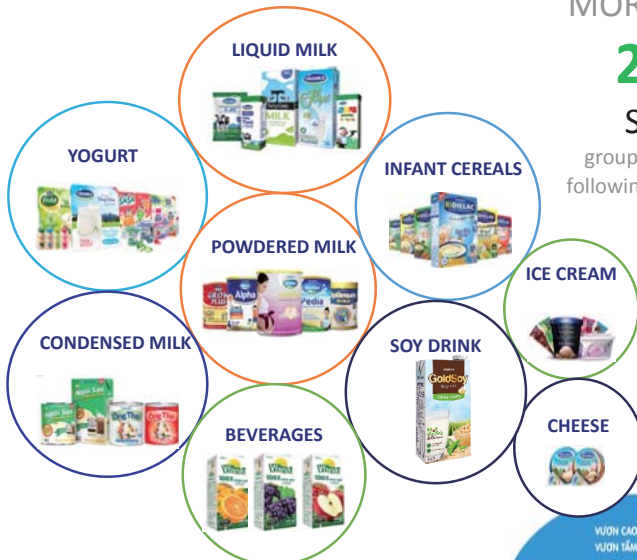


MORE THAN

200

SKUs

grouped into the following categories:



VINAMILK Value Chain

Liquid Milk- Vinamilk



Organic Milk

Fresh Milk

Fortified Milk with
micronutrients



VINAMILK Value Chain

Organic Milk- VINAMILK



PURE & FRESH EU ORGANIC STANDARD



Target Users: For everyone, especially high-end consumer.

Benefits and Features:

Vinamilk NEW 100% Organic fresh milk – with organic milk from the cow was bred and cared for in completely natural environment, with special regime "3 NO" according to strict Europe standard.

- NO growth hormones to cattle
- NO antibiotic residues
- NO pesticides

Therefore, Vinamilk NEW 100% Organic fresh milk is completely pure & fresh and rich in natural essential nutrients for a healthy body.

Product specifications:

- 180 ml x 48 boxes / carton. Load in 20 DC: 1000 cartons.
- 1 L x 12 boxes/ carton. Load in 20 DC: 800 cartons.

Shelf-life: 6 months



NEW Products in 2018

VINAMILK Value Chain

NEW in 2018 - A2 Fresh Milk - Vinamilk



FIRST A2 Milk at Vietnam

Target Users: For everyone, especially high-end consumer.

Benefits and Features:

Vinamilk NEW A2 fresh milk from the A2 cow origin from New Zealand was bred and cared for in natural environment

- Contains A2 Beta-Casein proteins
- Absorb better, more complete nutrient from milk
- Reduce digestive problems after consuming dairy products.



3

Capability & Facility



We continue to build and expand our production and distribution capacities

13 Factories in Operation

10 Farms Established

Nearly 120,000 cows

First 100% Organic Farm in Vietnam, European standards



VIETNAM POWDER MILK FACTORY
Inaugurated on 22nd April 2013

CAPACITY **54,000**
tons/YEAR
AREA **6** Ha



MEGA FACTORY- LIQUID MILK PLANT
Inaugurated on 10th September 2013

- CAPACITY: **800 MILLION LITERS OF MILK/YEAR**
- AREA **20** Ha
- 100 % automated & integrated process
- LGV Intelligent Robots
- Smart warehouse from Schaefer: 15 RGVs, 27,000 pallets, 08 Stacker Cranes.



Capacity & Facilities



Big farm
10 Farms Established

25.000 cows total

Biggest farm: **8.000** cows - Tay Ninh farm

Smallest farm: **1.000** cows - Organic farm

Next time: Establish **07** big farms (In wich, **02** Organic farms)

Capacity & Facilities

Big farm



VUN CÀO VIỆT NAM
VUN TÂM THẾ GIỚI

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Capacity & Facilities

7.000 contracts (7.000 Farmers)



102.000 cows total (44.000 milking cows)

94 Small Milk Collecting Center

01 Big Milk Collecting Center (Cu Chi Raw Milk Center)

600 tons Raw Milk/day

14 Veterinary staff visit farmer: consultancy and training

VUN CÀO VIỆT NAM
VUN TÂM THẾ GIỚI

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Capacity & Facilities

Farmers (Family farm)



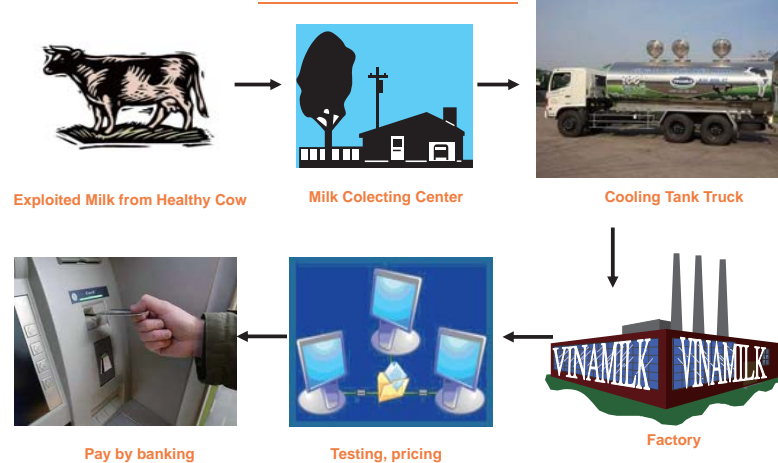
VUN CÀO VIỆT NAM
VUN TÂM THẾ GIỚI

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Capacity & Facilities

Farmers (Family farm)

PROCEDURE OF BUYING



VUN CÀO VIỆT NAM
VUN TÂM THẾ GIỚI

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Capacity & Facilities

Farmers (Family farm - Small farm)



TRANSFER TO MILK COLLECTING CENTER



VUON CAO VIỆT NAM
VUON TAM THẾ GIỚI

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Capacity & Facilities

Farmers (Family farm - Small farm)



SMALL MILK COLLECTING CENTER



VUON CAO VIỆT NAM
VUON TAM THẾ GIỚI

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Capacity & Facilities

Farmers (Family farm - Small farm)



BIG MILK COLLECTING CENTER



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Capacity & Facilities

Farmers (Family farm - Small farm)



FACTORY



VUON CAO VIỆT NAM
VUON TAM THẾ GIỚI

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**THANK YOU
FOR
YOUR
LISTEN**