nafoods



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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...To be Vietnam largest fruit and vegetable exporter

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.

About Us

1995
Founded

20+ years
Fruit Processing Experience

No 1
Passion Fruit Product Exporter in Asia

Top 3
Exporters Of Concentrated In VN

60%
Market share in Pasion Fruit Seedlings

5000+
ha Contract Farming Plan

25000
Tons Processing Fruit

70+
Exporting Flexible Market

68
mil USD Revenue

Proud history and development

1995

Thanh Vinh Co., Ltd- former of Nafoods Group JSC – was established, specialized In production and distribution of beverages

2000

Nghe An Food JSC was founded to produce, process and export agricultural products

2003

Inauguration of the 1st fruit and vegetable processing factory in Quynh Chau Commune, Quynh Luu District, Nghe An Province

2009

Rising competition on export market and development of passion fruit juice concentrate

2013

Development of IQF products

2014

The high-tech passion fruit seedling nursery starts operation

2015

Nafoods Group shares (Ticker: NAF) are successfully listed and traded on HOSE

2017

Export of fresh passion fruits to Europe

2018

Inauguration of the 2nd fruit and vegetable processing factory in Long An Province

2019

A new capital injection of US$8 million from the IFC by way of convertible preferred shares

2020

Accelerating production plans with a 5 million USD investment from Finnfund (a 6 year, 5 million USD senior secured loan facility)

2021

New value added products including dried fruits, coconut and nuts

Message from the Founder

Sustainable development is the core strategy and long-term commitment throughout the operation of the entire Nafoods system. That is reflected in our vision and mission to become a pioneer corporation in developing digital, green, and sustainable agricultural value chains; provide the world with natural, safe agricultural products and a good life for everyone, especially farmers. Our sustainable activities include solutions to protect the environment, constantly working towards protecting workers, farmers and supporting the communities where we operate.



Management Team

Experienced management team, with many years of operation in the field of agriculture, with a vision of green and sustainable agricultural development



NGUYEN MANH HUNG

Founder, CEO, Deputy Chairman

During the 25 years of leading “Nafoods Group”, he was honored to win many awards, projects and research topics. With passion, desire and ambition to contribute to the Vietnamese agriculture, he has guided and determined the guiding principles for action for Vietnam Agriculture. The whole system operates under a closed agricultural value chain, helping Nafoods affirm its position in the international market.

BOARD OF DIRECTORS



DIEN THI LAN PHUONG

Chairman

Over 20 years of international experience in Accounting and Finance.



JOHAN NYVENE

Member of BOD

Over 30 years of international experience in Banking and Finance.



JOHAN DE GEER

Member of BOD

Over 12 years of experience in International Marketing



PHAM DUY THAI

Member of BOD/ Deputy General Director

Over 15 years of diversified experience in Accounting-Finance & Agriculture



NGUYEN TIEN CHINH

Member of BOD

Over 25 years of experience in Agriculture

BOARD OF MANAGEMENT



NGUYEN THI PHUONG HONG

Production Planning Director

Over 18 years of experience in Finance, Accounting and Production Planning



NGUYEN PHI BANG,CFA

CFO

Over 10 years of experience in Finance & Accounting



NGO SY MANH

Production Operation Director

Over 20 years of experience in Engineering & Production Operation



HO THI LOAN

Industrial Products Sales Director

Over 12 years of experience in Sales Export



HO HAI QUAN

HR Director

Over 17 years of experience in Human Resources



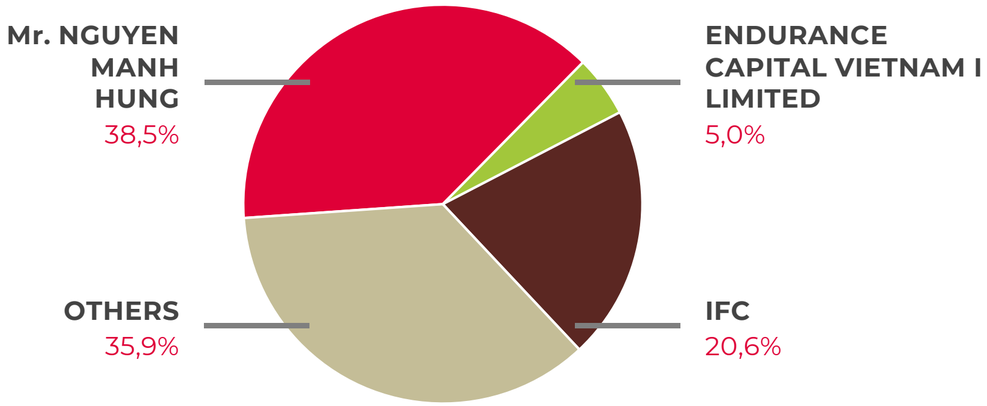
LE TUAN

Consumer Products Sales Director

Over 8 years of experience in Consumer Sales

Shareholder Structure

Nafoods has the participation of professional financial organizations and institutions with a vision to support Nafoods in developing Vietnam's agriculture.



CHARTER CAPITAL
USD 26 million

IFC Agribusiness Advisory Package for Nafoods Group

In 2019, Nafoods and IFC signed a co-operative agreement. Accordingly, Nafoods has got a new capital injection of US$8 million from the IFC by way of convertible preferred shares to fund the expansion of Nafoods Group's processing factory in Long An province and the construction of a packing house in the Central Highlands of Vietnam. The financing also helps the company grow its new business in fruit seedlings, ensuring higher productivity and quality.

Nafoods Group accelerates production plans with a 5 million USD investment from Finnfund

In 2020, Nafoods Group and Finnfund have signed a 6 year, 5 million USD senior secured loan facility. Nafoods uses the loan proceeds for a new value-added products processing facility at its Long An factory, including 150MT monthly processing capacity for soft dried sugar and non-sugar tropical fruits and up to an additional 150 MT production capacity for all natural cashew and peanut butters.

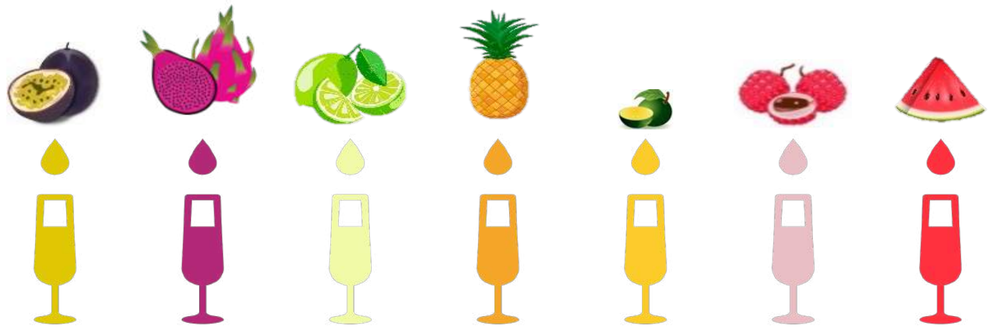
Products Category



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Diversified product portfolio

Juice concentrate



Juice/NFC/Puree



Fresh fruits



Seedlings

Passion fruit, Papaya, Pineapple seedlings





IQF products

- Aloe vera
- Avocado
- Bamboo shoot
- Banana slice
- Carrot
- Coconut
- Jackfruit
- Lime
- Lychee
- Mango
- Papaya
- Passion fruit
- Pineapple
- Pumpkin
- Chili pepper
- Dragon fruit
- Watermelon

Commodities | Dried Fruits

- Cashew kernels
- Dried fruits and vegetables
- Dried jackfruit
- Macadamia
- Roasted peanut
- Salted- roasted cashew
- Soft dried dragon fruit
- Soft dried mango
- Soft dried passion fruit
- Soft dried strawberry

Juice Concentrate

Introduction/Customer

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.

Main products



Brix: Min 50
Acid: 9 - 11

Passion fruit



Brix: 35
Acid: Min 20

Calamansi



Brix: 50 + 1
Acid: 0.4 – 1.6

Red Dragon Fruit



Brix: 57 - 59
Vitamin C:
5000mg/100gr

Acerola



Brix: 32 + 1
Acid: Min 20

Lime



Brix: 30
Acid: 0.05 – 0.4

Lychee

Packaging

Bulk Pack/OEM



20kg PE bag
Plastic pail

OR



20kg PE bag/ Aseptic bag
Carton boxes

OR



230-250kg frozen/aseptic
Drum

Application









Frozen Fruit (IQF)

Introduction/Customer

Nafoods 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

Main products



Variety: Red
Specs: Dice
10x10mm
15x15mm,
20x20mm



Variety: Kaew
Specs: Dice
15x15mm, 20x20
Chunks 15x15mm
20x20mm, Half cut



Passion fruit



Pineapple



Aloe Vera



Coconut



Banana

Packaging

Retail Pack/Bulk Pack/OEM



300g-500g
Zipper bag

OR



10kg/20kg PE bag
Carton boxes

Application











Puree/NFC

Introduction/Customer

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.

Main products



Brix: Min 10
Acidity:
0.1 – 0.4

Red Dragon Fruit



Brix: Min 13
Acidity:
2.2 – 5.0

Passion Fruit



Brix: Min 7
Acidity:
3.5 – 7.0

Calamansi



Banana



Soursop



Pineapple



Papaya



Lychee



Durian



Watermelon



Gac

Packaging

Bulk Pack/OEM



18kg PE bag
Plastic pail

OR



20kg PE bag/ Aseptic bag
Carton boxes

OR



180-190kg frozen/aseptic
Drum

Application













Soft Dried Tropical Fruits

Introduction/Customer

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

Packaging

Retail Pack/Bulk Pack/OEM



100g/200g/500g/1kg
Zipper bag

OR



150g/250g/500g
Plastic Jar

OR



5kg/10kg PE bag
Carton boxes

Main products









Soft-Dried Papaya



Soft-Dried Coconut



Soft-Dried Banana



Soft-Dried Orange



Soft-Dried Jackfruit



Soft-Dried Pomelo



Soft-Dried Guava



Soft-Dried Lychee



Soft-Dried Red Dragonfruit

Application









Fresh Fruits

Introduction/Customer

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.

Packaging

Retail Pack/OEM



500g
Plastic tray

OR



500g/1kg/2kg
Mesh bag fruit

OR



2kg/3kg/5kg
Carton boxes

Main products

Passion Fruit



Variety: Nafood 1
Brix: 18
pH: 3.13
Acid: 2.08
Taste: Sweet
Uses: Eat Fresh



Variety: Que Phong 1
Brix: 17
pH: 2.98
Acid: 2.83
Taste: Lightly sour
Uses: Production and Processing



Variety: Dai Nong 1
Brix: 13 - 16
pH: 2.9 – 3.2
Acid: 2.8 – 3.5
Taste: Sour
Uses: Production and Processing



Durian



Red/White Dragon Fruit



Mango



Banana

Application









Consumer products

Dried Fruits

2 main product lines:

✓ Sugar-free dried fruit

✓ Sugar-sweetened dried fruit

Packaging: 100g/200g/500g in Zipper bag













Cashew Nuts

Packaging:

150g/250g/300g in Plastic Jar











Instant Coffee



Cappuccino Coconut



2 in 1



3 in 1

Other products in development

Consumer products

Product Information





Packaging



500g/1kg
Zipper bag





1kg
Plastic container

Application







Product Information







Packaging

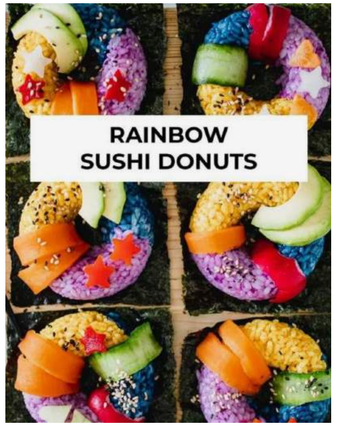






180g/360g
Plastic boxes

Application







Brown Rice Porridge with Figs and Blueberries

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

HACCP: Hazard Analysis and Critical Control Points

Global Gap: Global Good Agricultural Practice

International Fairtrade

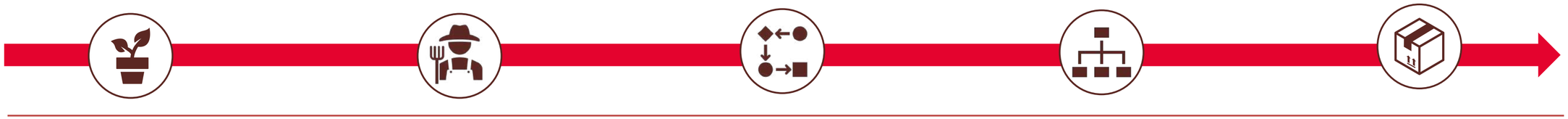
Our Value Chain



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Our Value Chain Strategy

Quality - Stability - Sustainability



Seedlings

Focus on Passion Fruit Seedlings

Taiwanese technology

10 million seedlings/year

Control the quality

Build relationship with agency

One of Asia's largest production centers of purple passion fruit seedlings.

Has cooperated with local administration at all levels

Planting to Harvesting

500+ ha contract farming

Controlling 50% of Vietnam's total materials for 6 key fruits

Provide farmers with high-quality seedlings

help adopt good agricultural practices

ensure farmers' benefit through the commitments of stable purchasing quantities and competitive prices

Manufacturing & RD

Modern production plants for:

- Processing of fruit juices
- Freezing fruits and vegetables
- Drying fruits

Manufacturing with

Total Capacity:

- **13,000 tons** of juice concentrate/year
- **8,000 tons** of IQF products/year

R&D to improve quality of product

Warehouse

100.000 m2 Standard warehouse system

3 types of warehouse

- Freezer warehouse
- Product warehouse
- Material warehouse

16 packing houses, located in Tay Nguyen, Long An, Binh Thuan, Ben Tre, Laos and Cambodia, consuming **300,000+ tons** of fruit materials/year

Distribution

Domestic and overseas

- **6** continents
- **69** countries
- **1,000+** quality customers, with 70% of direct sales
- **5** main warehouses
- **100+** technical transfer points/ seed dealers nationwide

Seedlings

nafoods Group + Chung Hsing University = Nafoods Seedling Institute → 10 million seedlings/year

NAFOODS SEEDLING INSTITUTE

Seedling products

Now	Target until 2024
Purple passion fruit seedlings 1. Que Phong 2. Dai Nong 3. Tainon One ✓ Passion fruit varieties of Nafoods account for 60% of the domestic market share. Target until 2026: ✓ Dai Nong 1: 5,000,000 ✓ Que Phong 1: 1,000,000 ✓ Nafoods 1: 2,000,000	Purple passion fruit seedlings
Avocado seedlings	Avocado seedlings
	Papaya seedlings
	White grapefruit seedlings

Capacity of **10 million seedlings a year**.

One of Asia's largest production centers of purple passion fruit seedlings.











Manufacturing Factories

- **12,000 tons** of juice concentrate/year| Naprod: 4,000 tons| Nasoco: 5,000 tons |NFTN: 3,000 tons
- **10,000 tons** of IQF | Naprod: 2,000 tons |Nasoco: 8,000 tons
- **3,000 tons** of Dried Fruit | Nasoco: 3,000 tons
- **10 million** seedlings/year | Seedling Institute: 6 millions | NFTN: 4 millions

TAY BAC FRUIT PACKING HOUSE | SON LA



Produce Juice concentrate

Area: 4 ha

Capacity: 1,000 tons of juice concentrate/year

NAPROD NGHE AN FACTORY | QUYNH LUU



With 1 juice concentrate & 1 IQF production lines

Area: 5 ha

Capacity: 5,000 tons of juice concentrate/year

2,900 tons of IQF products/year

NASOCO LONG AN FACTORY | DUC HOA



With 1 juice concentrate and 2 IQF production lines

Area: 6.5 ha

Capacity: 7,000 tons of juice concentrate/year

5,000 tons of IQF products/year

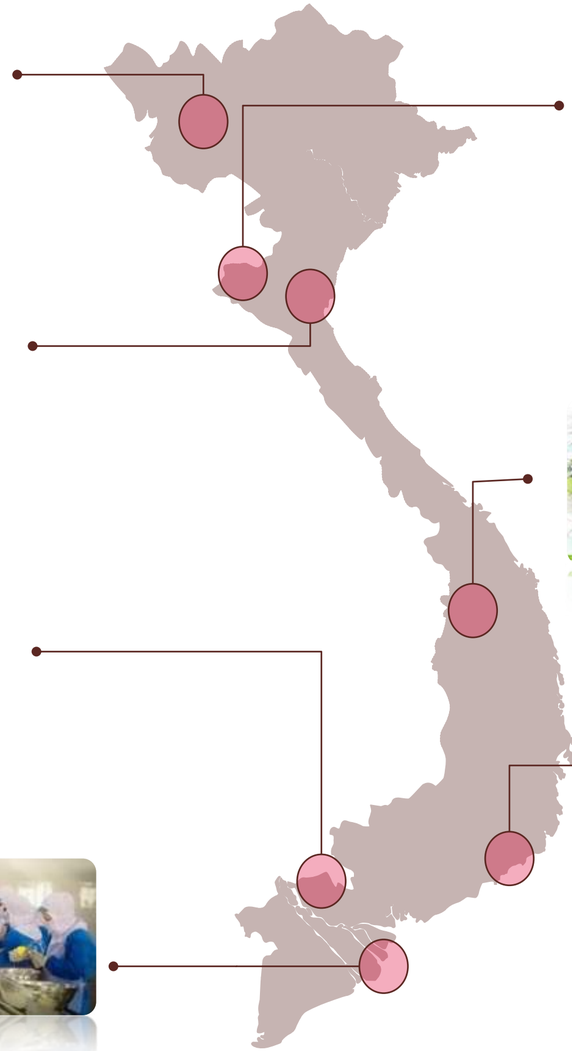
Consumption: 100,000 tons of fruit materials/year

NASOCO - COCONUT FACTORY



Specialized in producing aseptic coconuts with modern technology adopting the new trends from Europe and USA. There are currently only two factories in Vietnam which apply this technology.

Consumption: 2,000 tons of raw material/year and being upgraded to 5,000 tons



NAFOODS SEEDLING INSTITUTE



Location: Que Phong District

Area: 6 ha greenhouse area

Capacity: 6 million seedlings/year

TAY NGUYEN HIGH-TECH AGRICULTURAL COMPLEX | GIA LAI



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

NAFOODS BINH THUAN FRUIT PACKAGING COMPLEX



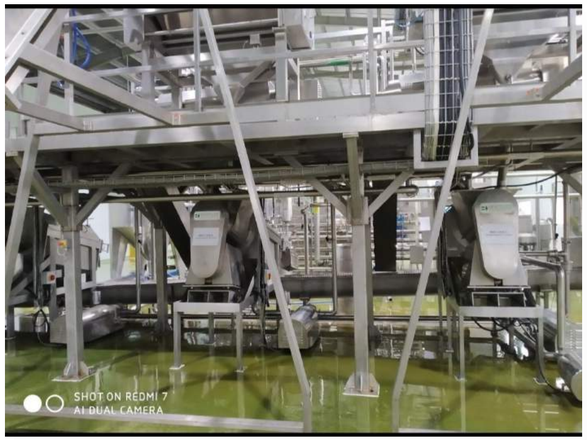


with 1 juice concentrate and 2 IQF production lines

Area: 2 ha

Consumption: 60,000 tons of fruit materials/year

Manufacturing Factories











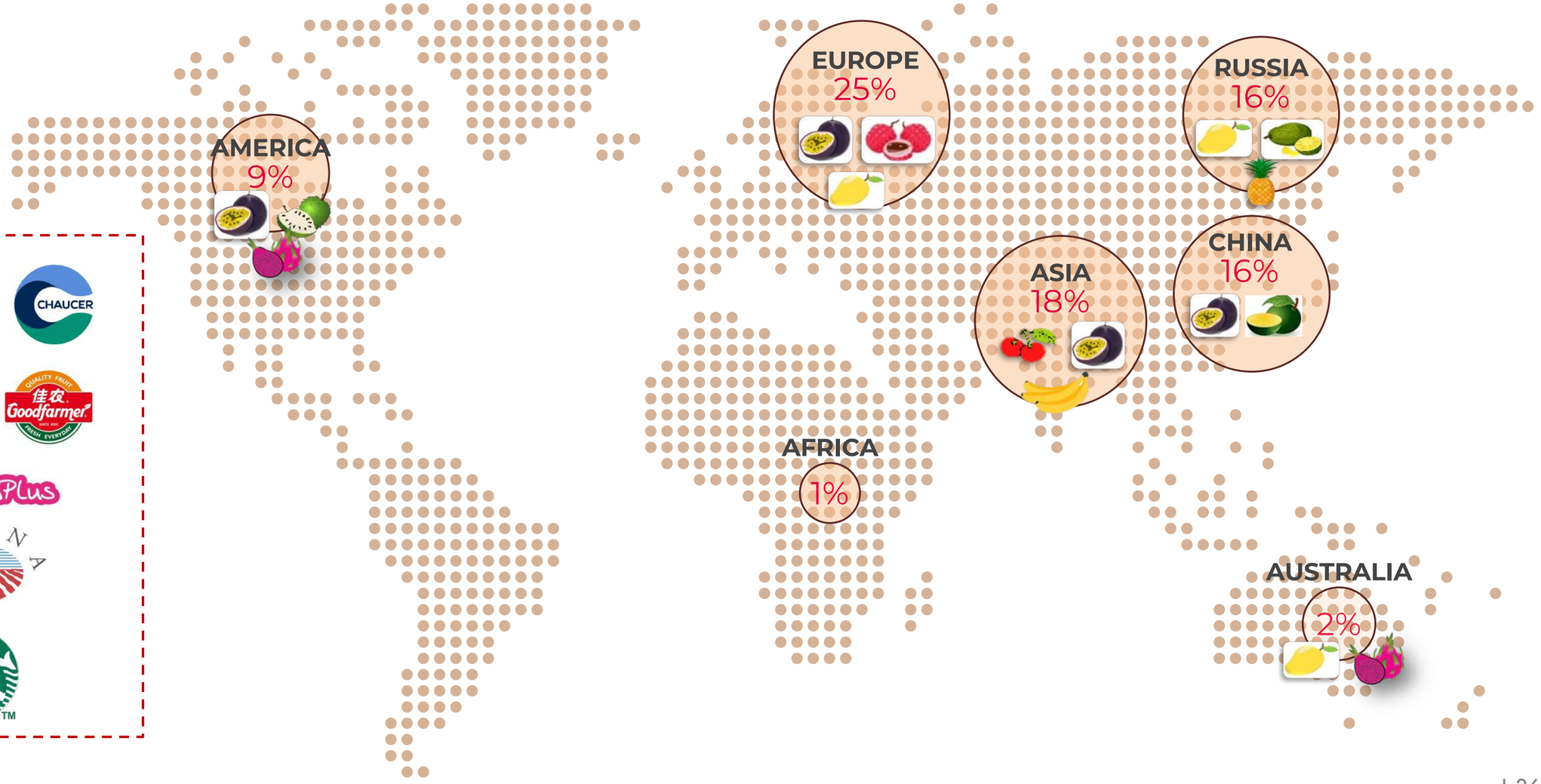




Our Market

70 countries across 6 continents, especially Europe

- Approx. 80-90% of Nafoods Group's total revenue comes from overseas customers in over
- Major markets for processed products include Europe, USA and Japan
- Major markets for fresh fruits include Russia, Middle East, China, Japan and Europe



Our Customer

FLAGFOOD 360° FRUITS

CHAUCER

NONGFU FRUIT | GO FRESH

Goodfarmer

Dole

PITAYAPlus

nature's touch

AGRANA

Coca-Cola

Sustainable Development



REPONSIBILITY 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.



REPONSIBILITY 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 finding solutions order to help minimize negative impacts on the environment and find the efficient way.



COMMUNITY DEVELOPMENT SUPPORT

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