



NutiFood

INTRODUCTION

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For us, this is the symbol of a business philosophy that never gets old

In the 80's-90's, at Children's Hospital I, every 3 over 10 children undergoing surgery could not make it. It was simply because they only food was tube-fed diluted plain porridge. Nothing else.

At that time, a hospital's clinical nutritionist had conducted studies and searched for ways to prepare a meal for tube feeding from raw materials on her own. It was something that, under the conditions of that time, no one believed she had any chance. Nonetheless, she succeeded, and managed to save many lives, for many years, until imported products were available on the market. All were done with only ordinary cookware's

Now, fifteen years later, the nutritionist back then became a founder of our company. We also have a wide range of nutritional products, besides tube-feeding nutrition products. These products are, definitely, produced using state-of-the-art imported assembly lines. The old blender, however, is not forgotten because of that. It becomes our business philosophy, that each of our products, first of all, is not to seek profit.

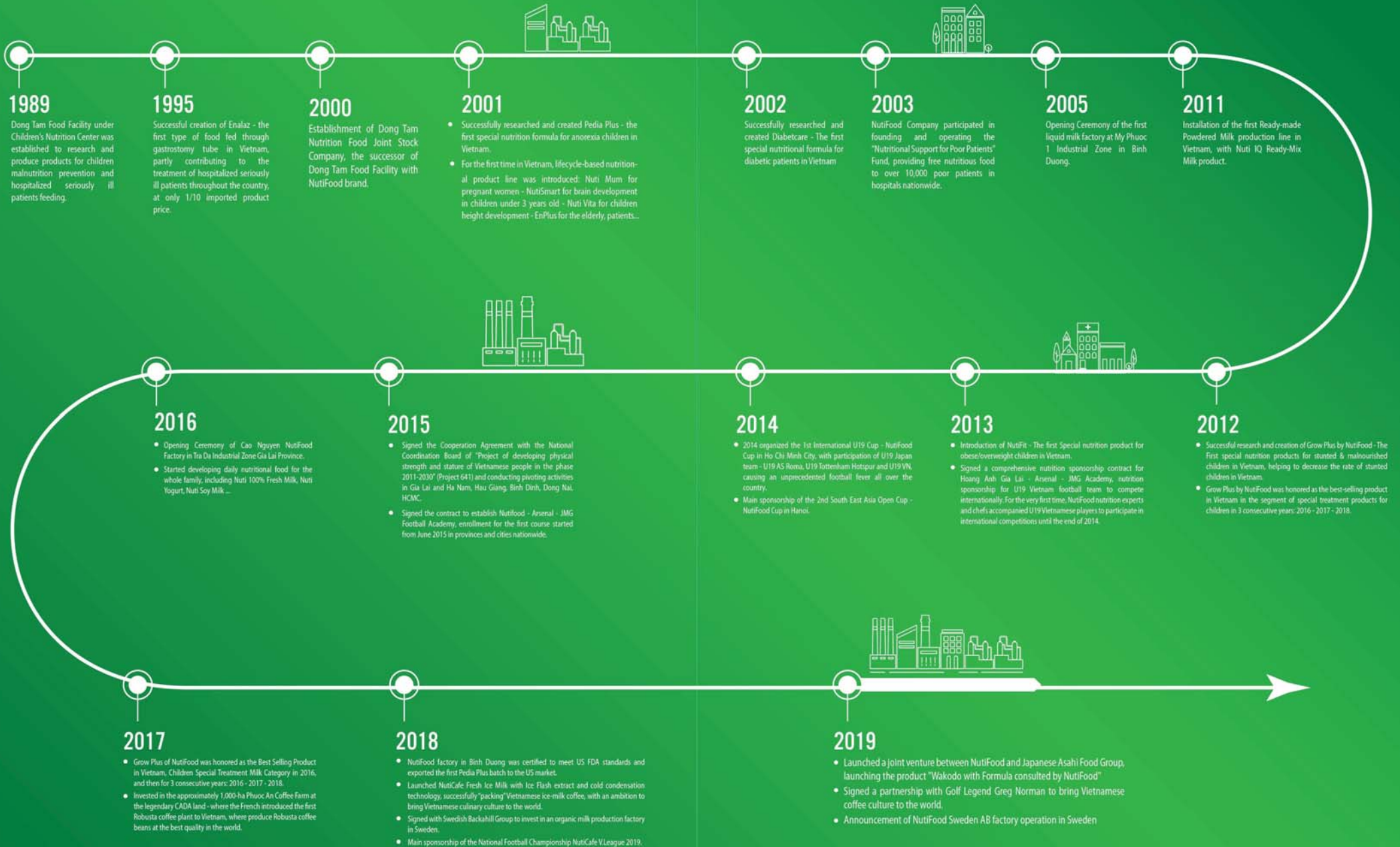
Thus, when you see our products somewhere, don't think our business philosophy is printed on the price line.

It is invisible, something you can only connect with via the image of a blender in mind.

Or, should it make thing a little easier, is shown through our logo on the packaging.

And of course, with a blender.

ESTABLISHMENT & DEVELOPMENT HISTORY





BUSINESS PHILOSOPHY

“ Every product was born not aim to profit, firstly it aims to solve specific urgent demand for community's nutrition. ”



VISION

To become the leading nutrition food company in Asia, sustainable development and harmonization of interests with the community, employees and shareholders.

MISSION

Satisfy specific nutritional needs for each age and various diseases, contribute to the overall physical development of Vietnamese.

VALUE

Integrity
Benefit for health
Care for people
Treatment fair

NutiFood

KEY VALUE

“ Our **PASSION**
for better **FUTURE** ”

Do our best to contribute to improving the stature and the condition of the Vietnamese.

Contribute more to programs related to public health and society.

To train and create the best conditions for the Vietnamese talents to have the opportunity to devote for our country.

NUTIFOOD'S POSITION IN VIETNAM MARKET

STRONG
Internal resources

6 Factories · 5 Distributors center · 250 Distributors
100,000 Outlets · 5,000 Employees
Revenue approx. 10,000 billion VND

LARGE ENTERPRISE

TOP 3

Largest Vietnam Dairy company in 2017

TOP 11

Companies have big brand in Vietnam in 2017

TOP 10

of 500 best prosperity companies in Viet Nam in 2017

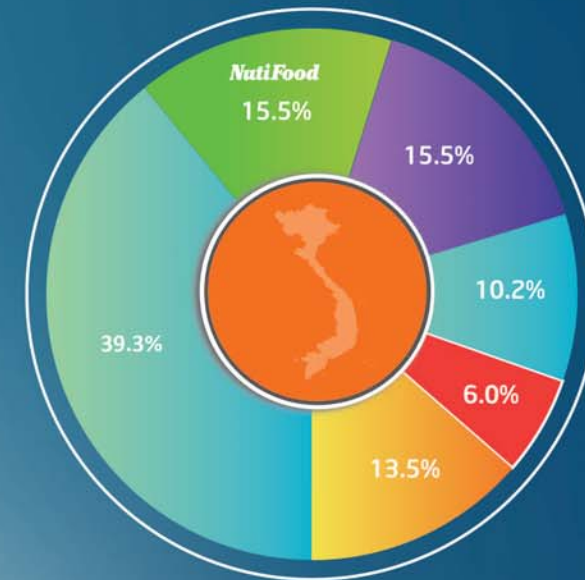
No. 1
Vietnam



GrowPlus+ is pioneering product of malnutrition in the world 3 consecutive years (2016,2017,2018)
Keep No.1 in Vietnam for specialty powdered milk for children, No. 1 in Vietnam for ready-to-drink formula milk

NutiFood

IS TOP 3 LARGEST DAIRY COMPANY IN VIETNAM*



STRONG AND LARGE DISTRIBUTION SYSTEM



NUTIFOOD AND ITS SUBSIDIARIES

with **12** member companies

works on many areas: milk & nutrition, agriculture, coffee, farm.....



NUTIFOOD'S FACTORIES IN VIET NAM



NUTIFOOD'S FACTORY IN SWEDEN



THE FARM LOCATED IN CENTRAL HIGHLAND

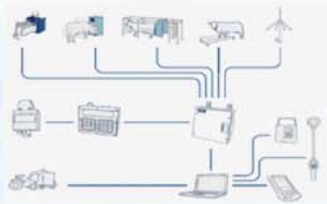
TRANG TRẠI BÒ SỮA GIA LAI

With an average height of 650m (2,132 ft) above the sea, Gialai-Kumtum (Pleiku) has temperate climate with an average annual temperature of 23.6°C, highest in April (33.6°C) and lowest in January (17.6°C).

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NUTIFOOD FARM



DATA MANAGEMENT SYSTEM: DATA FLOW OF SCR, ISRAEL

FARM INTRODUCTION

Total land area: 620ha, in which:
 + Area of barn: 24.6ha Camp 1 + 26.9ha Camp 2 = 51.5ha.
 + The remaining area is grass and corn land
 The average height of the farm is about 700m above the sea level
 Average annual temperature: 21.6 0C
 The biggest advantage of the farm is the cool climate, favorable for the development of dairy farming.

COW

Scale : 8,000 flock.
 - Existing scale: 7,000 total herds, of which 3,400 milking cows, current average milk : 25kg / head / day.
 - Future scale: expected to increase to 12,000 herds in 2020.
 Breed and origin of breeds: Holstein Friesian, Jersey cows and milk hybrid combinations were bred at the company and imported from Australian / Newzealand companies. Specifically:
 + Australian Exports Pty Ltd.
 + Australian Livestock Exports Pty Ltd.
 + Welard Rural Export Ltd.
 + Australianay Rural Exports Pty Ltd.
 + Frontier International Agr Pty Ltd.



QUALITY MANAGEMENT SYSTEM

WE ARE PROUD OF NUTIFOOD'S PEDIA PLUS EXPORT TO USA WITH FDA APPROVAL

FDA 01_2018



The Journey

FOR A VIETNAM
WITHOUT MALNUTRITION AND STUNTING



The 90s

For every 10 children who had surgery, 2 died

In the 80s - 90s, at Children's Hospital 1, for every 10 children undergone surgery, 2 would suffer post-surgery fatality, because after the surgery, they were only fed through gastric tube with diluted porridge without any special nutritional products. Concerned as a parent, a hospital's clinical nutritionist researched and studied on a kind of liquid food to support the children in terms of nutrition from available raw materials, only with a blender.

Malnutrition - Stunting Rate was 31.9%

In 2009, during trips to rural areas, NutiFood founders were really concerned that malnourishment and stunt were quite common among children. The statistics at that time showed that the rate of malnourished and stunted children under 5 years old was 31.9%.

2009



GrowPLUS+ by NutiFood was introduced

2010

Laying the seeds of hope

In 2010, NutiFood bravely pioneered to research and develop a product for special subjects such as malnourished, stunted children with an exemplary scientific process, to build an effective special formula based on the foundation of "OPTIMIZED NUTRITION SYSTEM + GOOD TASTE". It is the secret that helps GrowPLUS+ by NutiFood to be favored by malnourished children. And it goes from the children loving the taste of it, to quickly receiving and absorbing nutrients, thus getting rid of malnutrition and stunting.

Effective nutrition for malnourished and stunted children

2012

GrowPLUS+ was officially available in Vietnam market.

In April 2012, GrowPLUS+ product was officially released, becoming the first pioneer product to appear in Vietnam.



Clinically tested, trusted by 93.4% mothers. Quality was confirmed

December 2012 to May 2013, GrowPLUS+ of NutiFood went through clinical tests conducted by the National Institute of Nutrition and the results showed that the product was definitely effective for babies, helping them gain weight - increasing good height over 3 months of use.

2012
2013

2015

Welcome brand ambassador Representing the aspirations and determination to rise up

NutiFood introduced the GrowPLUS+ Brand Ambassadors, including football players Cong Phuong, Van Toan, Dong Thien and HAGL team - maturing from the Academy of HAGL - Arsenal - JMG - they are examples of aspirations and determination to rise up.



GrowPLUS+ by NutiFood launches the program

1 MILLION
Cups of milk every day

for children who are malnourished, stunted and slow to gain weight
IN THE JOURNEY OF "FOR A VIETNAM WITHOUT STUNTING & MALNUTRITION"

2019



GrowPLUS+ by NutiFood was proud to be Vietnam's No.1 Product for malnourished and stunted children in terms of consumption for 3 continuous years

3 years in a row 2016-2017-2018, the dedication of NutiFood nutrition experts had brought unexpected results "GrowPLUS+ of NutiFood was the No. 1 special treatment for children in Vietnam in terms of consumption volume"

2018



GrowPLUS+ by NutiFood became Vietnam's No. 1 ready-mix nutrient milk in terms of consumption

GrowPLUS+ by NutiFood not only satisfied the nutritional needs of children but also helped mother save time, easy for children to consume anywhere, anytime.

2017

2016
2017

GrowPLUS+ by NutiFood was proud to be Vietnam's No.1 Product for malnourished and stunted children in terms of total consumption

2 consecutive years of 2016-2017, the dedication of NutiFood nutrition experts had brought unexpected results "GrowPLUS+ of NutiFood was the No. 1 special treatment product for children in terms of consumption volume"



IN 3 CONSECUTIVE YEARS OF 2016, 2017, 2018, GROWPLUS FROM NUTIFOOD FOR MALNOURISHED CHILDREN HAVE BEEN STAYING NO.1 IN CHILDREN'S SPECIAL MILK INDUSTRY IN VIETNAM



GrowPLUS+ by *NutiFood*
 launches the program

1 MILLION
 Cups of special milk every day

for children who are malnourished, stunted and slow to gain weight

IN THE JOURNEY OF
 "FOR A VIETNAM WITHOUT STUNTING & MALNUTRITION"

CLINICALLY
 PROVEN



NUTIFOOD PORTFOLIOS- 160 SKUs++

SPECIAL MILK INDUSTRY



For children who are malnourished, stunted and slow to gain weight



Premium specialized nutrition For anorectic kids, overweight and obese kids

ELDERLY NUTRITION PRODUCTS



Nutritional solutions helps build strong bones, for elderly people, patients, anorexia eaters, diabetics and pre-diabetics

CHILD NUTRITION PRODUCTS



Specialized nutrition for healthy digestive system, brain development, height development

NUTRITION FOR NORMAL



DIAMOND NUTRITION PRODUCTS



GLOBAL NUTRITION STANDARDS FROM GERMANY



FOR CHILDREN
Nutrition helps brain development, increasing absorption, for height growth, brain development



FOR ADULTS, SKINNY PERSON
Customized nutrition for the elderly, anorexia eaters, patients who need to recover health
Support musculoskeletal Health - protect articular cartilage
For diabetics and pre-diabetes

NUTRITIONAL VALUE MEETS JAPANESE STANDARDS SUITABLE FOR VIETNAMESE CHILDREN



KEY FACTORS TO

NutiFood
SUCCESS



“
Doing business with
the **HEART** of a physician
”



A team of doctors and nutritionists understand physical conditions of Vietnamese people.

Heavy investment in R&D and Factory - Technology assembly line to produce good and effective products.



ANNUAL R&D BUDGET
VND 200 billion

CONSCIENCE in Business
created **HAPPINESS** for Families,
ENTERPRISES AND SPREAD TO CONSUMERS IN THE COMMUNITY AND SOCIETY





Award scholarships for poor studious children in Binh Dinh



GrowPLUS+ by NutiFood launches the program 1 MILLION CUPS OF MILK every day for children who are malnourished, stunted and slow to gain weight, in the journey of 'For a Vietnam without stunting & malnutrition' in 12 provinces



Sign with Vietnam General Confederation of Labor to support Vietnamese workers



Support poor children in Mu Cang Chai, a poor district in mountain area

HELPING THE COMMUNITY HAVING DIFFICULT CIRCUMSTANCES



ENHANCE PHYSICAL STRENGTH AND STATURE OF THE VIETNAMESE FUTURE

Expecting the generation of Vietnamese children to have good health, good physical strength and a stature on a par with the region and continent.



LEADERSHIP & PEOPLE





HUMAN RESOURCES MANAGEMENT STARTING FROM THE HEART

“Inheriting the experience and capacity from senior members of the Board of Directors, as well as colleagues, many of whom coming from multinational companies, filling the DEVOTION of NutiFood, and contributing to building a NutiFood with its own identity like how it is today”

**DEVELOP A TEAM OF SUCCESSORS
FOR SUSTAINABLE SUCCESS
A SPECIAL METHOD OF NUTIFOOD**

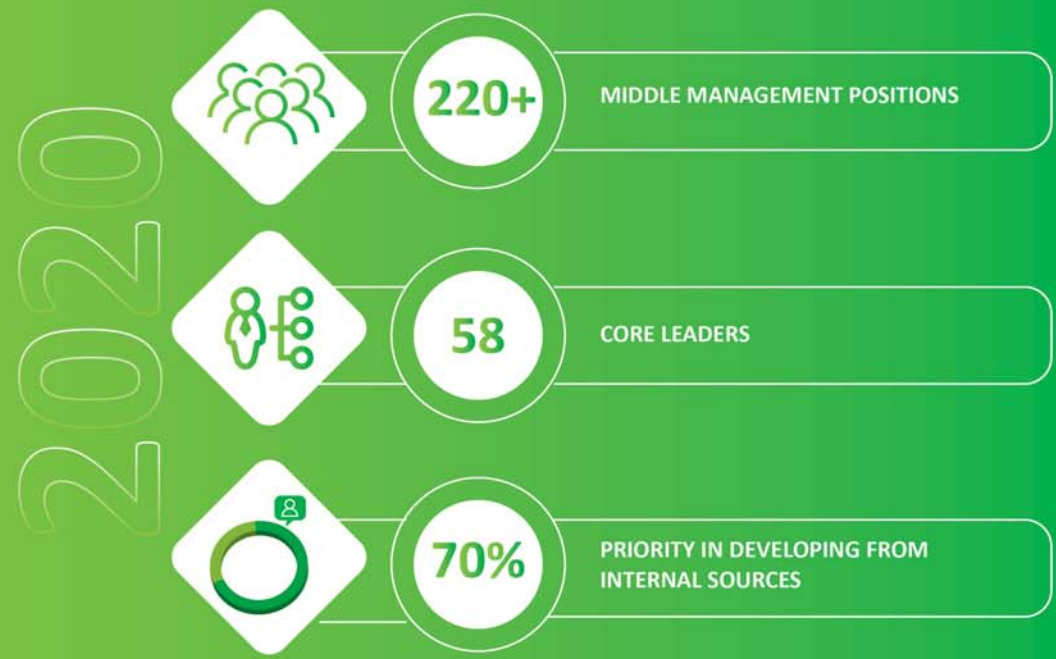


SHAPING A OWN APPROACH TO DEVELOPING LONG-TERM TALENT

MODEL & EXPECTED OUTCOMES

THERE ARE 5 IMPORTANT COMPONENTS FOR SUSTAINABILITY BUILDING & SUCCESSFUL ENGAGEMENT

NUTIFOOD IS NOURISHING THE BELIEF OF COMPLETING THE 2020 TARGETS IN TERMS OF PERSONNELS AS FOLLOWS:





Our Next **10** Years to
2030
Journey Just Begins
•••

Far far away, behind the word mountains, far from the countries Vokalia and Consonantia, there live the blind texts. Separated they live in Bookmarksgrove right at the coast of the Semantics, a large language ocean. A small river named Duden flows by their place and supplies it with the necessary regellalia



**The leader in Vietnam's specialized milk industry,
developing the family daily nutritional food industry**

Developing international raw material areas and boosting exports



CORE COMPETITIVE STRATEGIES



DEEPLY UNDERSTANDING CUSTOMERS INSIGHTS

INTERNATIONAL EXPANSION, MA AND PARTNERSHIP

DIVERSE INNOVATION BASED ON NUTRITION PLATFORM

NUTIFOOD EXCELLENCE EXECUTION

DIVERSE PORTFOLIOS & BRAND EQUITY

STRONG DISTRIBUTION NETWORK (*)

* NutiFood owns some distribution centers by itself in top key cities such as HCMC, Hanoi, Danang, Cantho, Dong Nai etc.