



Helping the world *thrive*



# **Cargill**<sup>®</sup> *Cargill in Vietnam*

Cargill is an U.S. company providing food, agricultural, financial and industrial products and services to the world. Together with farmers, customers, governments and communities, we help people thrive by applying our insights and more than 150 years of experience in our areas of business. We have 155,000 employees in 70 countries who are committed to feeding the world in a responsible way, reducing environmental impacts and improving the communities where we live and work.

In February 1995, we established our presence in Vietnam with the opening of our first representative offices in Hanoi and Ho Chi Minh City. In October 1995, Cargill Vietnam Limited was formed. In December 2009, we were the first U.S. company to obtain a distribution license in Vietnam, allowing us to distribute products directly in the country. We now employ more than 2,000 employees across 23 locations. Our operations include animal nutrition, food and beverage ingredients, agriculture supply chain, metals trading; and unique aqua macro feed ingredients.

More than  
150 years of  
experience



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Food, agricultural  
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## *Our Scope of Business*

**Animal Nutrition:** We are one of the leading animal nutrition companies in Vietnam, producing premix and compound feed for livestock and aquaculture. By end of 2016, we own and operate 11 animal nutrition production facilities in Nghe An, Dong Nai (2), Can Tho, Tien Giang, Long An (2), Dong Thap, Binh Dinh, Hung Yen, and Ha Nam. Cargill Animal & Nutrition (CAN) consists of 3 businesses: Cargill Feed & Nutrition (CFN), Cargill Premix & Nutrition (CPN) and Cargill Aqua Nutrition (CQN). In November 2011, Cargill completed the acquisition of Provimi, a global animal nutrition company. And in October 2015, CAN continued to grow substantially by the EWOS acquisition, which was one of the largest global acquisitions in Cargill's history. In Vietnam, EWOS was present since 2008 with a dedicated factory for aquaculture feeds in Long An. Today, EWOS is integrated into Cargill as CQN and ranked among the leading brands in Snake Head and Tilapia feeds in Vietnam.



**Food and Beverage Ingredients:** We import, supply food and beverage manufacturers a broad portfolio of specialized ingredients including health promoting ingredients and texturizers.



**Agriculture Supply Chain:** We supply soybean meal, wheat, corn, copra meal, canola, soybeans and other feed ingredients. Our customers include animal feed producers, poultry and hog raisers, vertically integrated fish processors, food and beverage manufacturers, and flour millers. We are investing in an 80,000 MT warehousing facility in Phu My Port in Ba Ria – Vung Tau to facilitate the storage and distribution of grains and oilseeds to customers; we expect to start operating this new facility in early 2018.



**Metals:** We are one of the leading steel traders in Vietnam, serving local steel mills. We provide pig iron, cold rolled and hot rolled steel sheet, coils and billet.

**Unique Aqua Macro Feed Ingredients:** We entered a new space in Vietnam with the addition of commercial distribution of products from our North America Corn Milling (NACM) Business Feed group. Initially, we have started with Emphyreal®75. This is a highly specialized and innovative corn protein concentrate which is used as an ingredient for feed manufacturers that provides an alternative to replace fish meal on high performance formulations. The ingredient is produced by Cargill proprietary technology that we have patented.





## *Our Journey in Vietnam in over 2 Decades*

The year 2015 marked a major milestone in our history. *We celebrated the 150<sup>th</sup> year of Cargill as well as our 20<sup>th</sup> anniversary in Vietnam.* In early March of 2016, Cargill Vietnam was honored by the U.S State Department with the **Award for Corporate Excellence** (ACE award) for our good work done in the human rights space through our CARES activities as well as our commercial work with farmers in the Animal Nutrition and Cocoa spaces.

As an employer, Cargill Vietnam was ranked **#1 “Employer of Choice” in Agriculture/Feed/Forestry industry in Vietnam** by Amphabe/Nielsen in 4 consecutive years from 2013 to 2016; we were also **ranked among the top 50 companies to work for in the country across all industries**. This is a great recognition to the quality of our people and quality of the workplace we strive to create every day by living by Cargill Values and Guiding Principles in over 20 years in Vietnam.





# *A Good Corporate Citizen*

Everywhere around the world, we are committed to conducting our business with the highest level of integrity, accountability and responsibility. Our businesses and employees are actively engaged in giving back to the local communities where we live, work and do business.

**Improving livelihoods of animal farmers:** Since 1997, we have been conducting training workshops for farmers to transfer best practices in animal health and nutrition. Our goal is to help improve animal productivity and health, ultimately raising farmers' income. To date, the program has benefitted over 1.6 million farmers across Vietnam.



**Changing lives through education:** Under the umbrella of Cargill Cares, an employee-led volunteering initiative, we have raised more than 5 million US Dollars and built 84 schools by November 2017 throughout Vietnam, benefitting more than 13,500 children. Cargill's school-building program started in 1997, since then our employee volunteers have been engaged in the entire process from fund raising and site selection to construction management, facility hand-over and follow-up inspection. We have committed to building a total of 100 schools by 2020.



A typical Cargill Cares school consists of four or five classrooms, a schoolyard, a fence and restroom facilities, and serves about 150 students.

For our efforts in school-building program, Cargill received an award from the Minister of Education & Training and Deputy Prime Minister in 2007. And in 2009, Cargill was honored to receive the 3rd Grade Labor Order given by Vietnam's President Nguyen Minh Triet.



