

TRUE TO FRUIT



INTRODUCTION

SAO MAI AGRO PROCESSING JSC

*Driven by our commitment, "**True to Fruit**" we combine sustainable farming networks with advanced European processing systems to produce export-ready solutions.*

INTRODUCTION



- A Vietnam-based fruit processing manufacturer, established in 2020
- Processing facility officially put into operation in June 2025, located in Quang Ngai Province
- Offices in Da Nang (Head Office), Hanoi, and Ho Chi Minh City
- Specialized in fruit puree, fruit concentrate, fresh fruit, and frozen fruit
- First export shipment in August 2025, serving international markets including the EU



VISION - MISSION

VISION

To become a globally trusted ingredient brand, delivering Vietnamese fruit in its truest form.

- Be recognized for consistent, high-quality fruit ingredients.
- Set a benchmark for authenticity, transparency, and product integrity.
- Bring Vietnamese fruit to global markets with proven quality.

MISSION

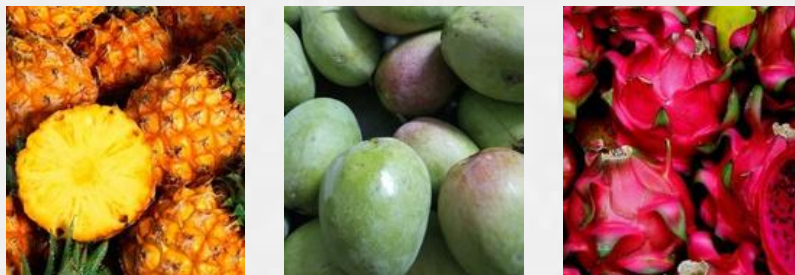
To deliver real fruit ingredients through a controlled value chain - from sourcing to processing and global supply.

- Deliver natural, safe, and globally compliant fruit-based products.
- Work closely with farmers to ensure stable sourcing and long-term partnerships.
- Combine human care with modern technology to maintain consistent quality.



PRODUCT PORTFOLIO

FRUIT PUREE



- Smooth texture, natural color and flavor
- Finely processed (< 0.8 mm particle size)
- Ideal for beverage, dairy, and dessert applications

FRUIT CONCENTRATE



- High Brix, strong flavor intensity
- Lower evaporation temperature helps preserve aroma and nutrition
- Efficient for industrial formulation

FROZEN FRUIT



- IQF and frozen formats
- Retains natural structure and freshness
- Flexible for foodservice and processing

FRESH FRUIT



- Selected at peak ripeness
- Strong natural aroma
- Export-ready quality

SPEC & PACKAGING (APPLY FOR ALL PRODUCTS)

Product Standards

- **100% fruit ingredients**
- Farming practices aligned with clean agriculture and export requirements
- Consistent quality across batches

Processing Characteristics

- Controlled particle size (< 0.8 mm for puree)
- Stable texture and color
- Optimized for industrial applications



Packaging

- Aseptic bags in carton: 5kg – 20kg
- Aseptic bags in drums: 180kg – 200kg
- Custom packaging available

Storage

- Ambient or frozen (-18°C)

Shelf life

- 12 months (ambient)
- 24 months (frozen)

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CUSTOMIZATION & PRODUCT PERFORMANCE

Technical Capability

- Adjustable processing parameters
- Enzyme control system
- Pulp size precision down to 0.1 mm
- Flexible formulation for different applications

Customer Value

- Consistent quality across batches
- Optimized for beverage, dairy, and food applications
- Ability to reintroduce recovered aroma into product
- Semi-finished aroma products available (e.g. passion fruit aroma)



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OUR COMPETITIVE ADVANTAGES

- 100% Natural Fruit
- Fully Traceable Supply
- Consistent Quality
- Advanced Technology
- Social Responsibility
- Sustainable by Nature



GROWING AREAS & SUSTAINABLE SOURCING



Sourcing

- Raw materials sourced from a 1,000-hectare passion fruit growing area, with over 300 hectares already cultivated and GlobalG.A.P certified
- Additional sourcing areas include 1,000 hectares of pineapple plantations across selected regions



Sustainable Development

- Strong collaboration with local farmers through long-term sourcing partnerships
- Supported by local authorities in developing sustainable agricultural zones
- Contributing to improved livelihoods and stable income for farming communities



Quality & Certification

- GlobalG.A.P certified farming practices
- Organic standards available upon request
- Strict control from farm to factory for full traceability

ADVANCED PROCESSING TECHNOLOGY



Low-Temperature Evaporation

- Operate below 50°C (vs. ~65°C industry standard)
- Help preserve natural color, aroma, and nutritional value



Aroma Recovery System

- Vacuum evaporation with precise temperature control
- Capture and restore natural fruit aroma
- Enhance product fragrance and sensory quality



Enzyme Inactivation Technology

- Apply at preheating stage
- Reduce phase separation in final product
- Improve stability and consistency

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TARGET CLIENTS & MARKETS

Target Clients

- Global food & beverage manufacturers
- Fruit ingredient distributors
- HORECA & foodservice industry
- OEM / private label partners

Market Presence

- 90% export-oriented business
- Export markets: Europe (EU), Japan
- Expanding to: Australia, New Zealand, USA, Korea, and other international markets
- Actively seeking distributors and long-term partners worldwide

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THANK YOU FOR LISTENING



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