



MAR 2021 UPDATE

12 Apr 2021



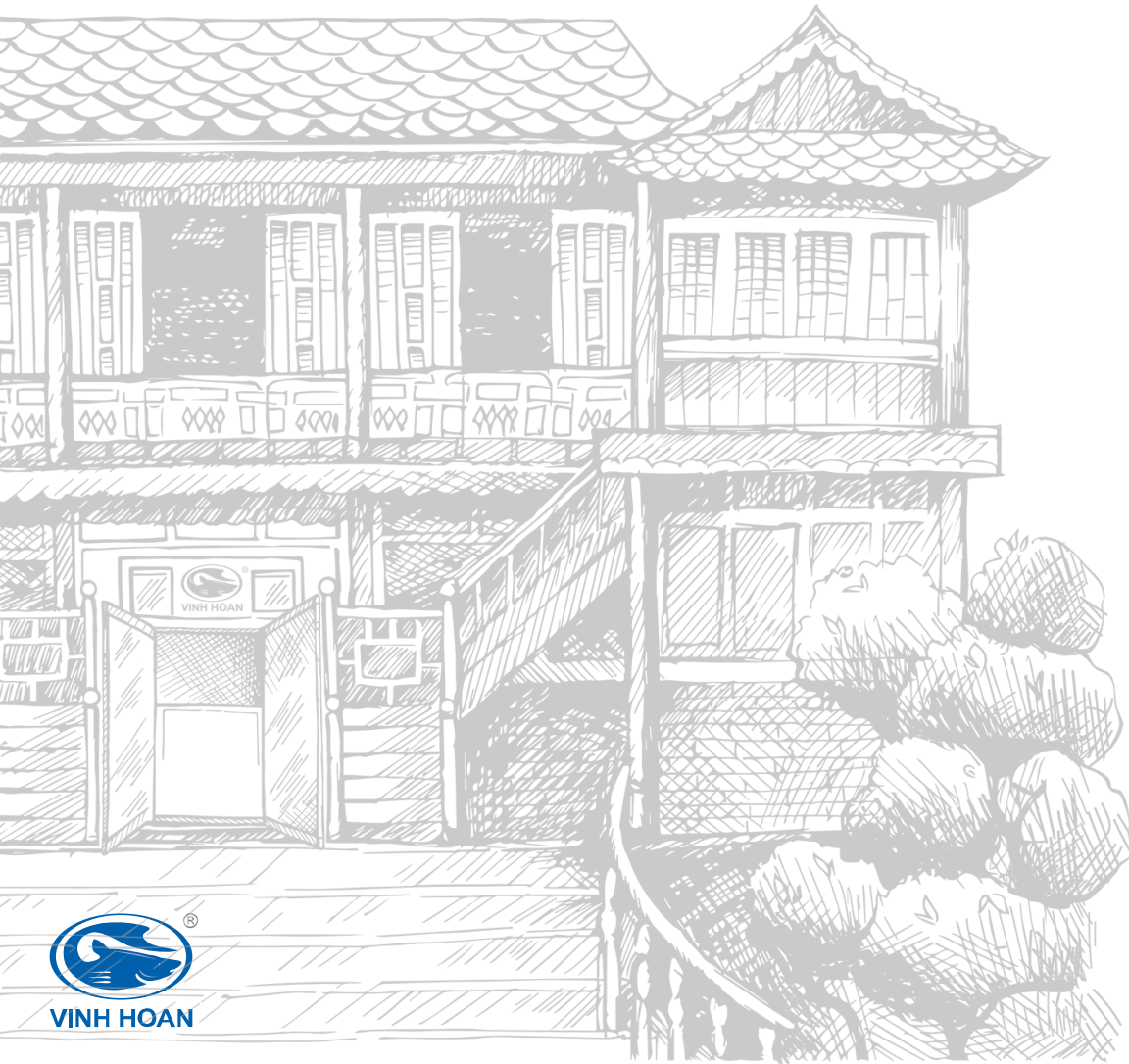
CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

All statements contained in this report that are not statements of historical fact constitute “forward-looking statements”. Some of these statements can be identified by forward-looking terms, such as “anticipate”, “believe”, “can”, “could”, “estimate”, “anticipate”, “project”, “expect”, “intend”, “may”, “plan”, “aim”, “will” and “would” or similar words. However, these words are not the exclusive means of identifying forward-looking statements. All statements regarding our expected financial condition and results of operations, business, plans and prospects are forward-looking statements. These forward-looking statements include statements as to our business strategy, revenue and profitability (including, without limitation, any financial or operating projections or forecasts), planned projects and other matters discussed in this document regarding matters that are not historical fact. These forward-looking statements and any other projections contained in this report involve known and unknown risks, uncertainties and other factors that may cause our actual financial results, performance or achievements to be materially different from any future financial results, performance or achievements expressed or implied by such forward-looking statements or other projections.

Forward-looking statements are based on our beliefs and assumptions, which in turn are based on currently available information. Our outlook is predominantly based on our interpretation of what we consider to be the key economic factors affecting our business, the global economy and the sectors we operate in. Although we believe the assumptions upon which these forward-looking statements are based are reasonable, any of these assumptions could prove to be inaccurate, and the forward-looking statements based on these assumptions could be incorrect. Actual results may differ materially from information contained in the forward-looking statements as a result of a number of factors, many of which are beyond our control. Accordingly, investors are cautioned not to place undue reliance on the forward-looking statements in this report. These statements speak only as of the date of this report or the respective dates indicated in this report, and we undertake no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.

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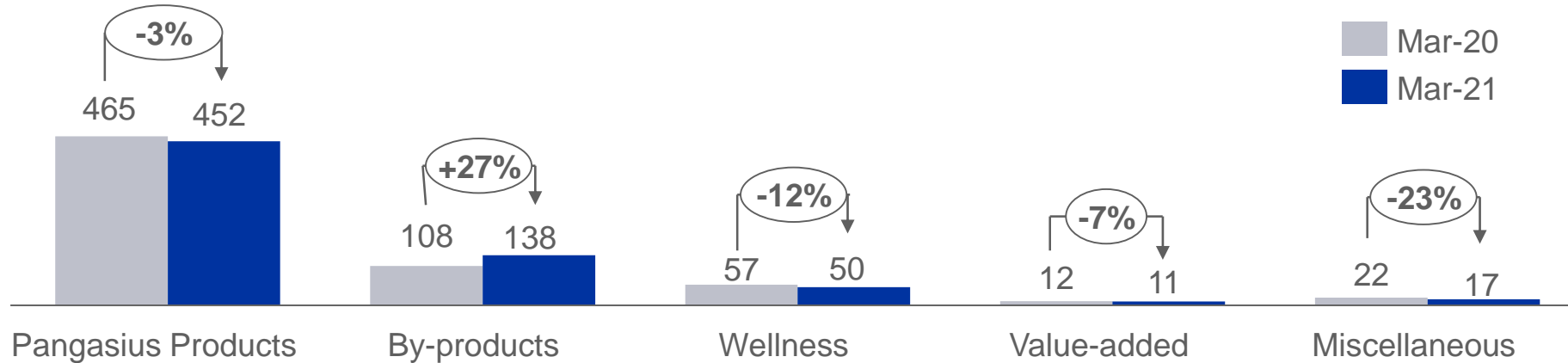
We have a traditional wooden house at all of our major locations for employees meetings and social events.

FINANCIALS AND OUTLOOK

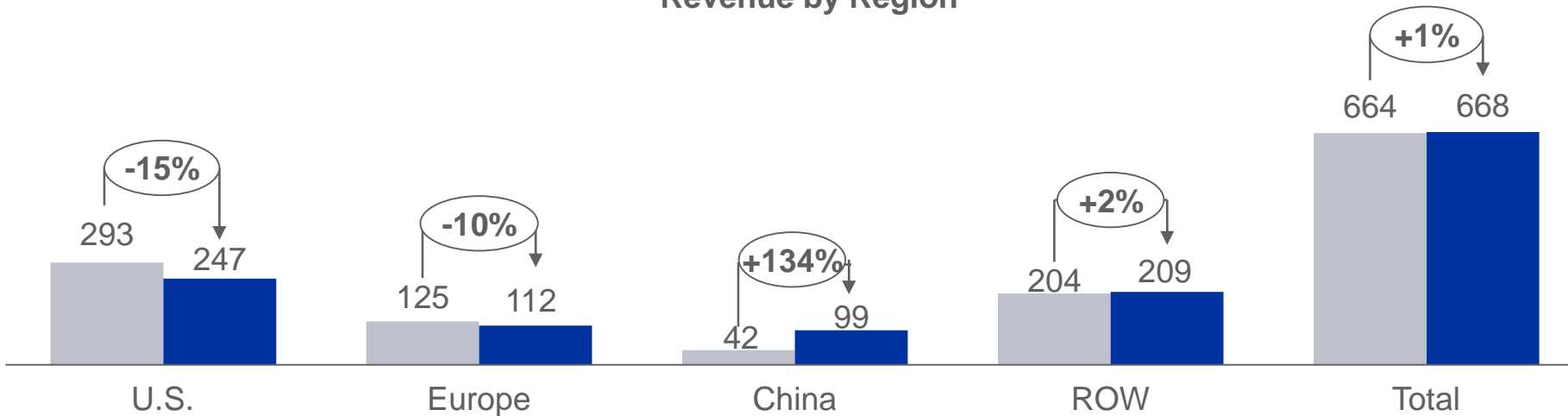


MAR 2021 REVENUE DASHBOARD – YOY (EXCLUDE SA GIANG)

Revenue by Product Category



Revenue by Region



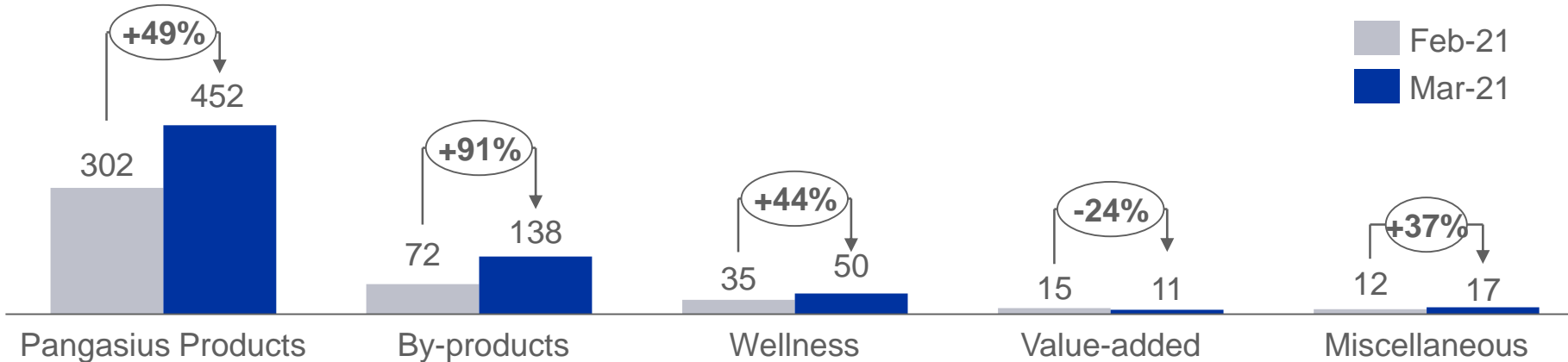
- Total revenue increased by 1% YoY was due to the growth in By-products (+27% YoY), partly offset by a decrease in Pangasius Products (-3% YoY), Wellness (-12% YoY), Value-added (-7% YoY), and Miscellaneous (-23% YoY)
- Growth in China (+134%) and ROW (+2% YoY) was partly offset by a fall in the U.S (-15% YoY) and Europe (-10% YoY)



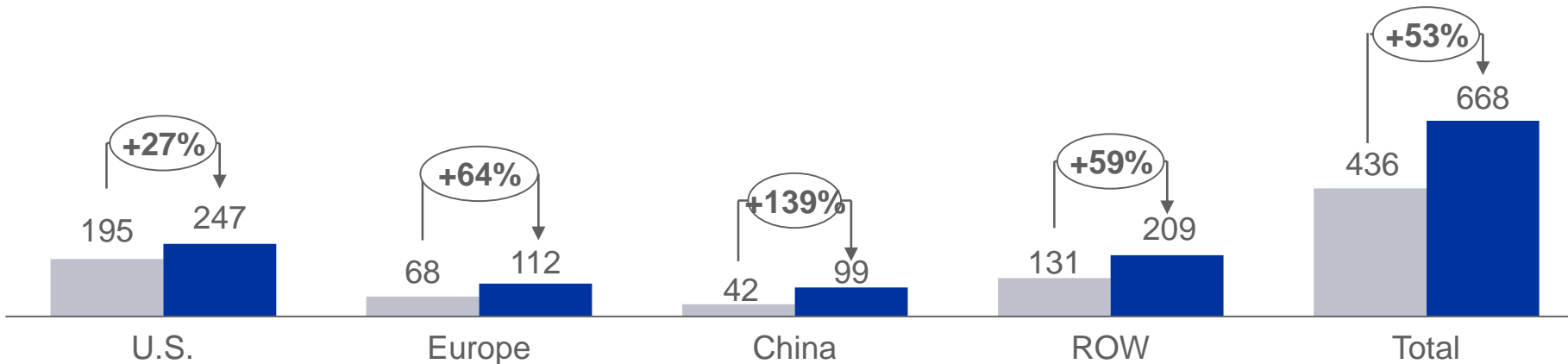
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

MAR 2021 REVENUE DASHBOARD – MOM (EXCLUDE SA GIANG)

Revenue by Product Category



Revenue by Region



- Total revenue increased by +53% MoM primary due to strong recovery in most markets. Increase in Pangasius products (+49% MoM), Wellness (+44% MoM), By-products (+91% MoM), and Miscellaneous (+37% MoM) was partly offset by a decrease in Value-added (-24% MoM)

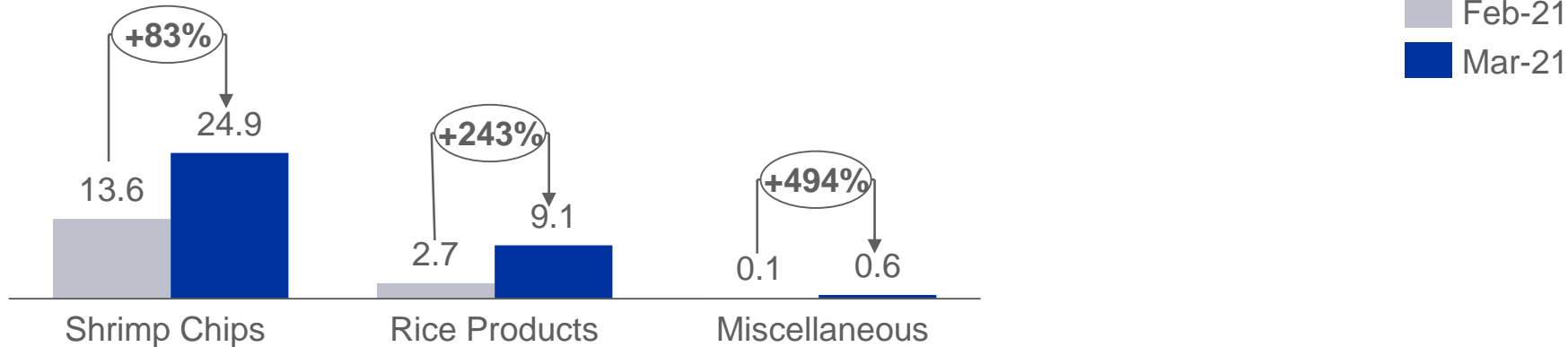
- Exports rebounded in March in all markets (+53% MoM): Europe (+64% MoM), the U.S. (+27% MoM), the ROW (+59%), and specifically, China (+139% MoM), thanks to consumer recovery picked up steam in China and, other nations after the lunar new year holidays



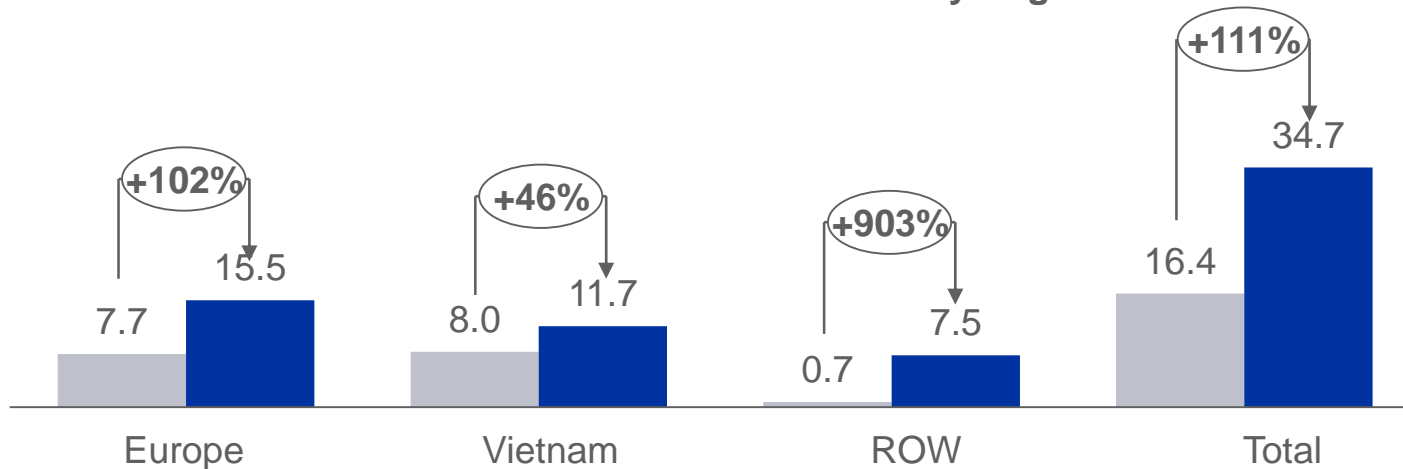
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

MAR 2021 REVENUE DASHBOARD – MOM – SA GIANG (SGC)

Revenue by Product Category



Revenue by Region



After the consolidation of SGC, we report its results separately:

- Total revenue increased by 494% MoM with Shrimp Chips (+83% MoM), Rice Products (+243% MoM), and Miscellaneous (+494% MoM)
- Revenue from Europe (+102% MoM), Vietnam (+46% MoM), and ROW (+903% MoM) increased, thanks to sales network synergy



Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

NEWS CLIPPING



NEWS CLIPPING

Young's Seafood turns to basa for its new retail launch at Tesco

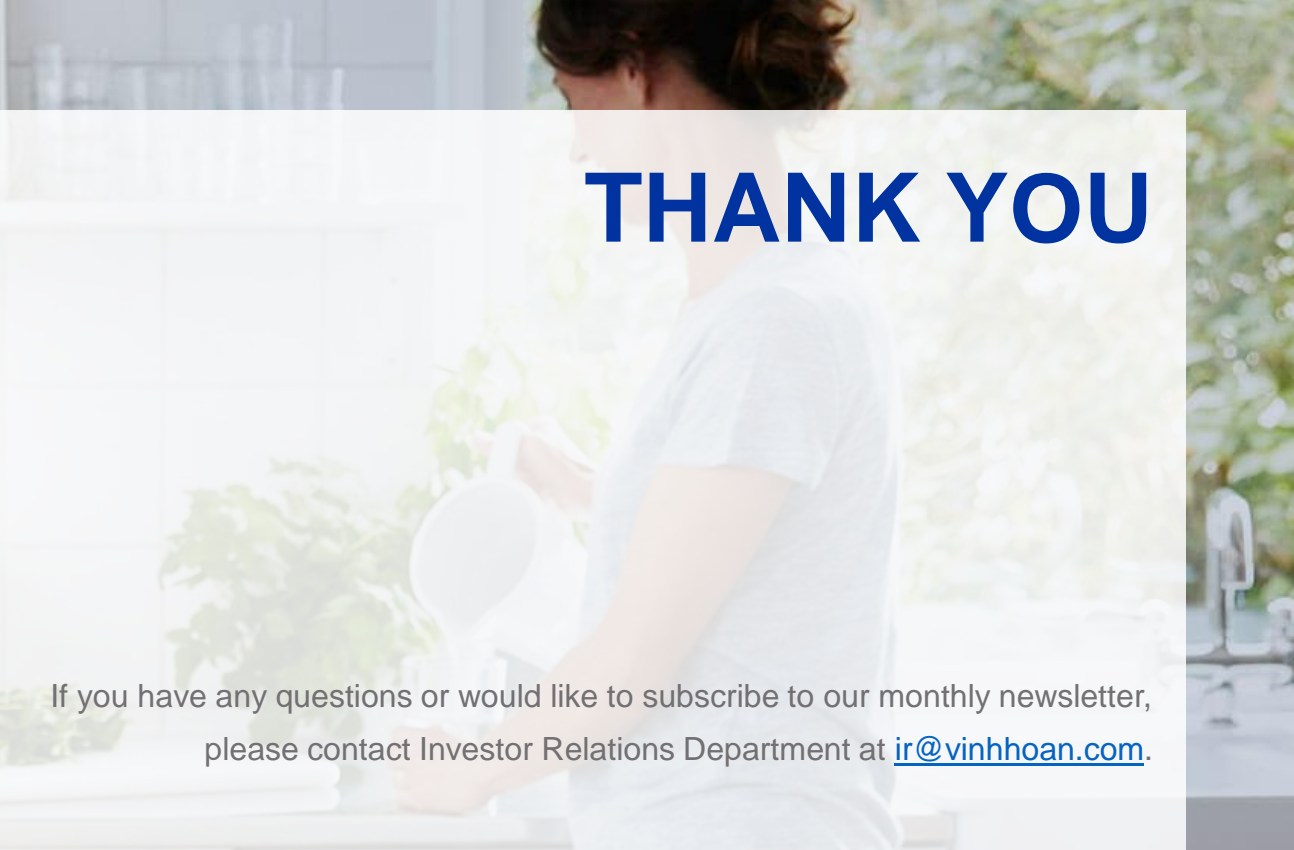


“Grimsby, UK-based Young's Seafood rolled out a new line of fish fillet strips to attract the new flood of consumers that have entered the frozen-foods category since the start of the global pandemic.

The new line includes smaller basa -- the trade name for pangasius -- fillet strips aimed at offering more flexible use of the product. The line includes three different flavors, southern fried, crispy battered, and salt and vinegar, in 450-gram bags...

Pangasius has been waiting for something to give it a jump start in the UK market, and thanks to Young's embrace of the fish as a raw material in the line it launched in 2019, the species is finally gaining traction.”

IntraFish, 16 March 2021



THANK YOU

If you have any questions or would like to subscribe to our monthly newsletter, please contact Investor Relations Department at ir@vinhhoan.com.

