



VINH HOAN CORP.

# IR Newsletter 04/2015

[www.vinhhoan.com.vn](http://www.vinhhoan.com.vn)



*IR Newsletter is approved and issued by Vinh Hoan Corporation (VHC), targeting to provide VHC's existing shareholders and interested investors with recent news on VHC's corporate developments and activities and VHC's share capital information.*

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## 4M2015's export value shoot up by 34% yoy

	4M2015 (US\$m)	4M2014 (US\$m)	YoY Change (US\$m)	YoY Change (%)
<b>Export value</b>	<b>81.0</b>	<b>60.3</b>	<b>20.7</b>	<b>34.3%</b>

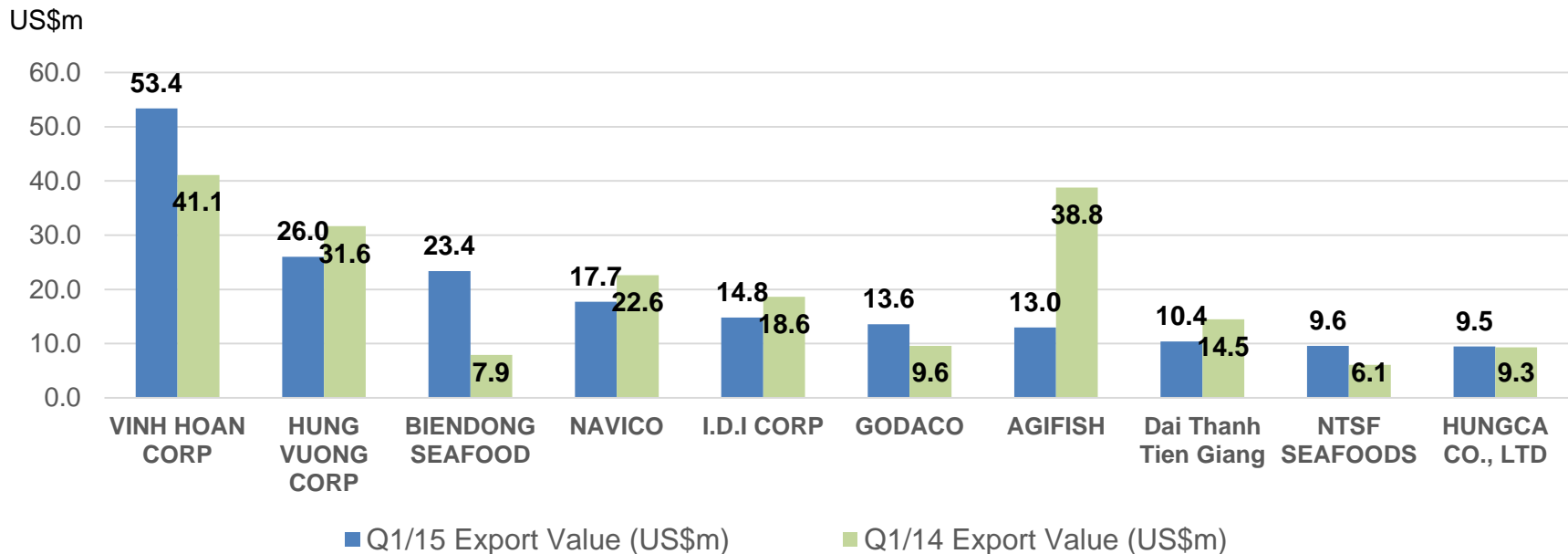
*(Source: Company data)*

In first 4M2015, the seafood industry in general and the panga exporting in particular showed patchy performance. While some suffered negative growth, Vinh Hoan reported strong growth of 34% yoy mostly driven by its increasing processing capacity combined with pro-active sales and marketing programs.



Vinh Hoan outperformed the overall pangasid industry, with Q1/15 export value reported at US\$53.4m, up by approx. 30% yoy; hence a gain of 4.9% in market share (14.95% in Q1/2015 vs 10.06% in Q1/2014)

Top 10 Vietnamese Pangasid Exporters' Value Q1/15 vs Q1/14



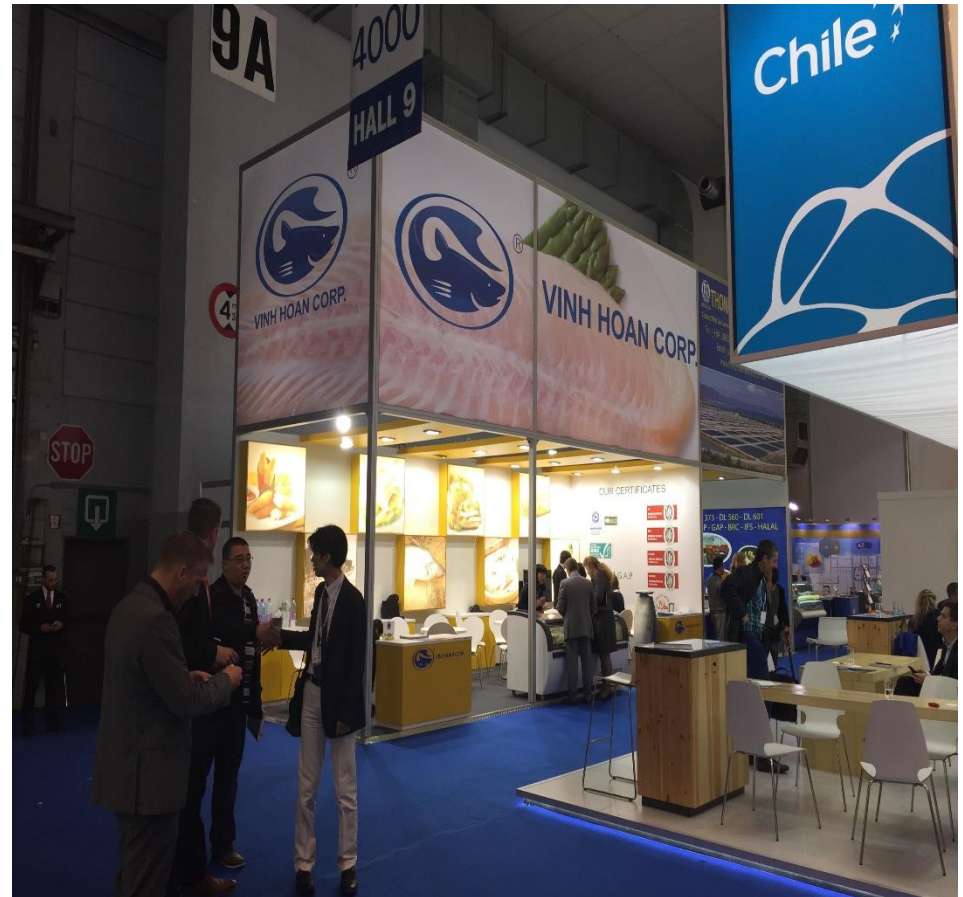
(Source: VASEP newsletter)

## The European Seafood Exposition

*(Brussel, Belgium 21-23 Apr 2015)*

The European Seafood Exposition (aka Brussel Expo) is a famous showcase to connect leading industry professionals and provides access to substantial seafood resources. This year it attracted more than 300 visitors and 119 exhibitors around the world.

Vinh Hoan occupied Booth No. 9040





## Stock information

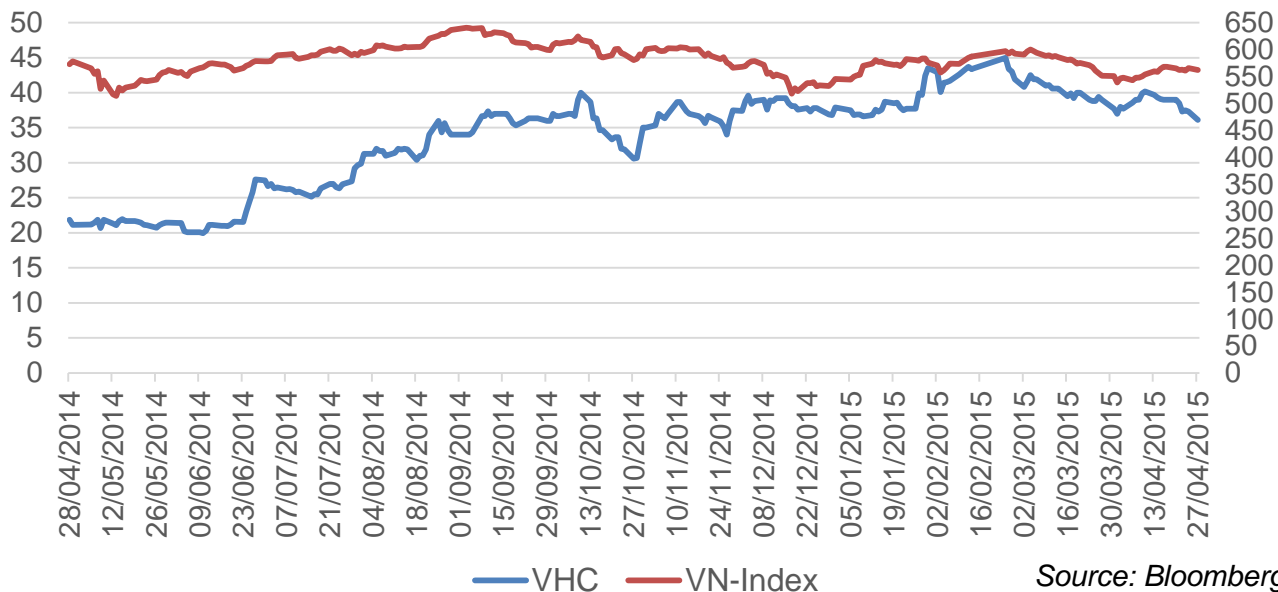
Bloomberg	VHC VN
Share price (Apr 27 2015)	VND36,100
Historical price	
52-week high	VND 45,000
52-week low	VND 19,933
No. of outstanding shares	92.4m
Par value	VND 10,000
Market capitalization	VND3,335.8bn

## Major shareholders

As of Dec 31 2014

Ms. Truong Thi Le Khanh	49.32%
Red River Holding	15.13%
<b>Foreign ownership</b>	<b>20.05%</b>
<b>Foreign limit</b>	<b>49.00%</b>

VND **VHC'S 52-WEEK STOCK PERFORMANCE**



Source: Bloomberg



**VINH HOAN CORP.**

### **About us:**

Established in 1997 and listed on HSX since 2007, VHC is a leading Pangasius processing and exporting companies in Vietnam, accounting for 15% of total Vietnam's Pangasius exports (as of April 2015). The Company operates based on a **vertically-integrated business model** from fingerlings production, fish farming, to processing and exporting pangasius fillets, related by-products (fish oil, fish meal), and high-margin products extracted from fish skin (collagen, gelatin) to exploit the economies of scale and optimize the value chain.

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