

# Vinh Hoan Corporation's October IR news

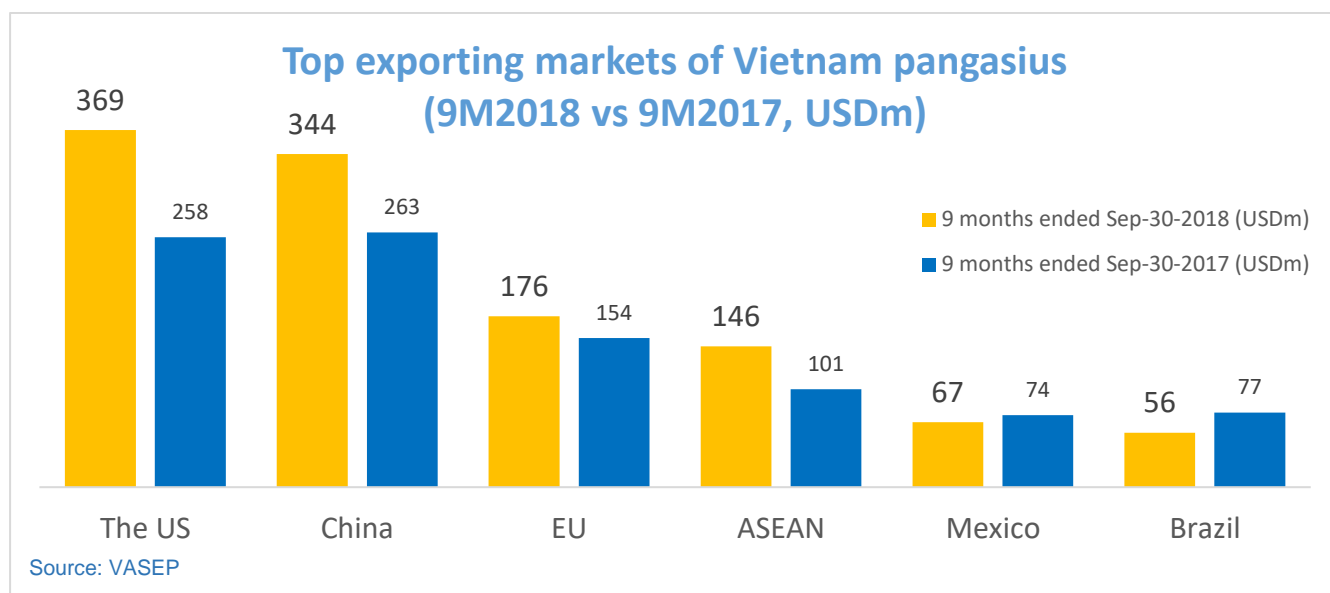
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## Market summary

Until September 2018, Vietnam exported USD 1.6bn worth of pangasius, a strong growth of 23% yoy.

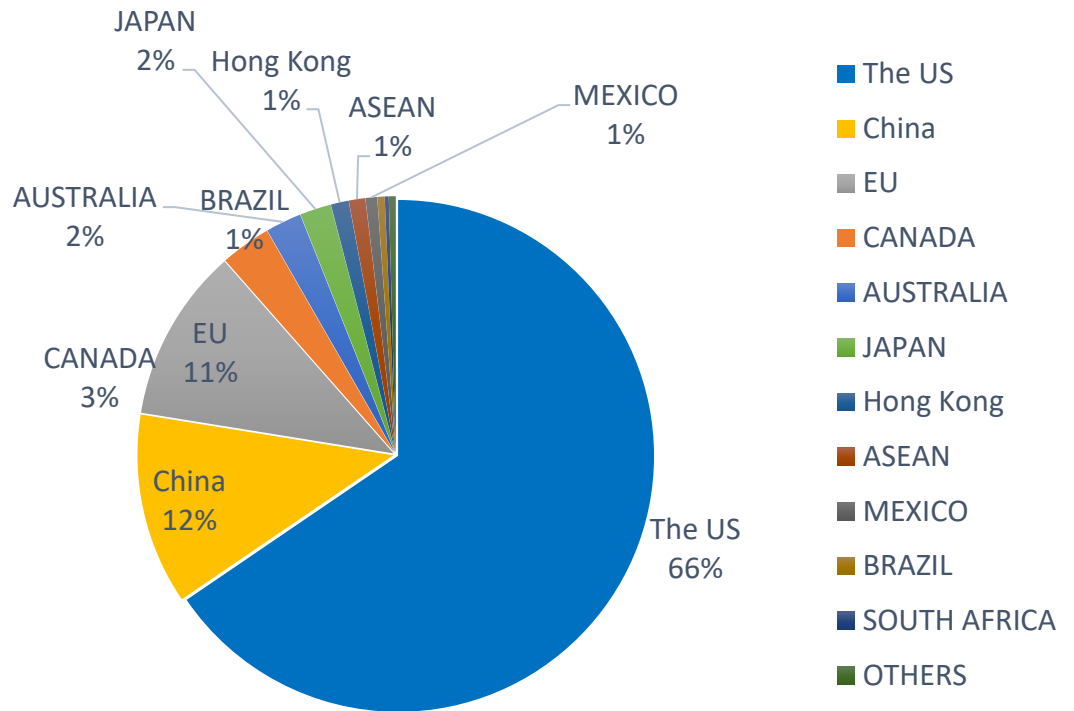
Most markets imported more pangasius in 9 months, with imports from US topped at nearly USD 370m, a growth of 23% yoy.



## Vinh Hoan's 9M2018 market structure

The US, China, EU remained as top exporting markets of Vinh Hoan. However, the overall market performance was patchy, while exports to US, China, Japan, South Africa rose significantly by 45%, 102%, 30%, and 140% respectively, some markets like EU, Canada, Mexico, Hong Kong imported less pangasius from the company.

## Vinh Hoan's 9M18 market structure



Source: Vinh Hoan

### Q318 financials: NPAT increased by 260% yoy

On October 20, Vinh Hoan released Q318 financials with yoy net revenue went up by 25% and NPAT by 260%. End of first 9 months, Vinh Hoan profited VND 1,036bn (~ USD 44m), up 153% yoy, exceeding its 2018 whole year target (of VND 620bn).

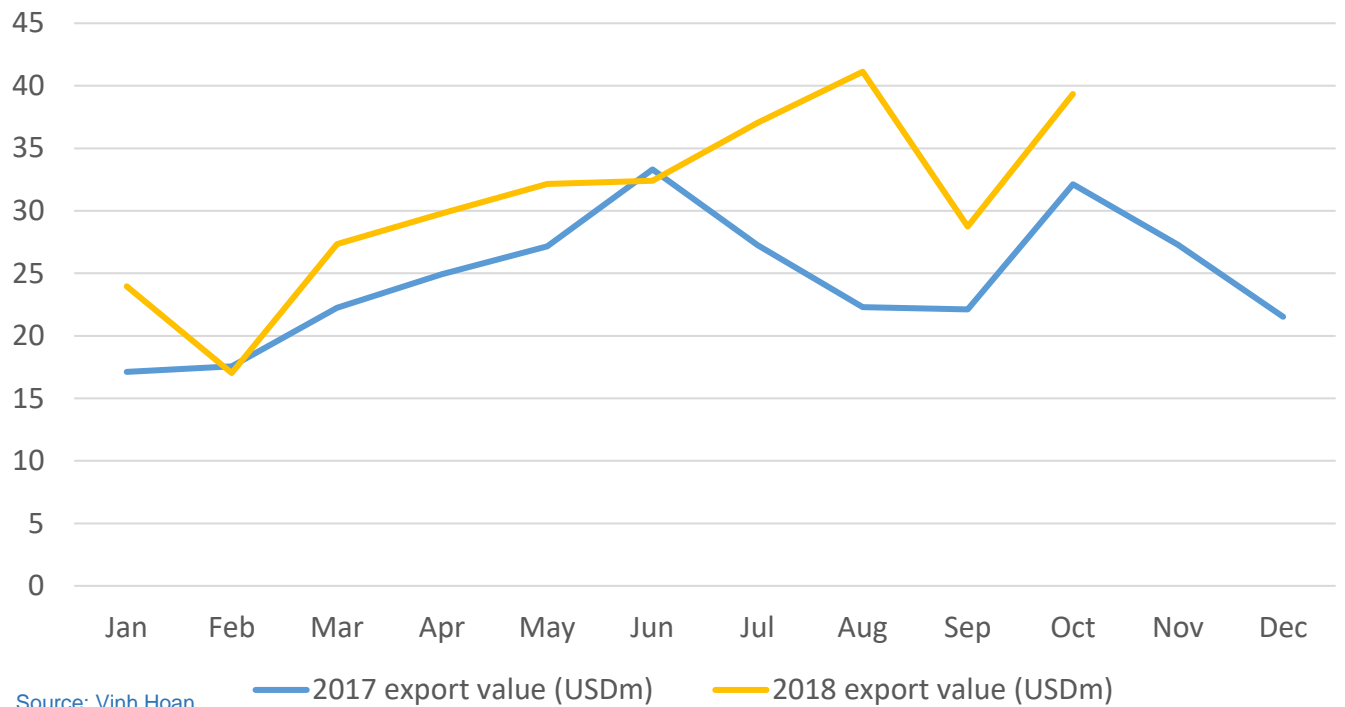
See [details](#)

### Vinh Hoan's export value in October

Total export value (excl. VDTG) in October reached USD 39.3m, up 22% yoy. For 10 months, Vinh Hoan recorded over USD 309m in export turnover, a yoy growth of 26%.

Pangasius fillets and fish by-products i.e. fishmeal and fish oil saw robust yoy growth of 21% and 63% respectively.

## Monthly export value (2018 vs 2017, USDm)



### Record date for 2018 cash dividend

Vinh Hoan announced its 2018 cash dividend payment schedule as follows:

- Record date for 2018 dividend: December 10, 2018
- Dividend payout ratio: 20% over par value (VND 2,000/share)
- Dividend type: cash
- Payment date: December 20, 2018

### Treasury shares selling transaction to be executed from late November

Vinh Hoan announced its Treasury shares selling scheme:

- Total Treasury shares held before transaction: 102,060 shares
- Most recent Treasury shares transaction: Purchased 102,060 shares from February 04-19, 2016
- Most recent share offering/issuing closing date: July 18, 2013
- Total Treasury shares registered for selling transaction: 102,060 shares
- Purpose of selling Treasury shares: To supplement working capital
- Expected transaction period: Within 30 days, from November 29 to December 28, 2018
- Transaction method: Put through and (or) order matching on Hochiminh Stock Exchange (HOSE)
- The securities company designated as agent for executing Treasury shares selling transaction: Hochiminh Securities Company (HSC)