



# APRIL 2019 UPDATE

31 May 2019



# 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.



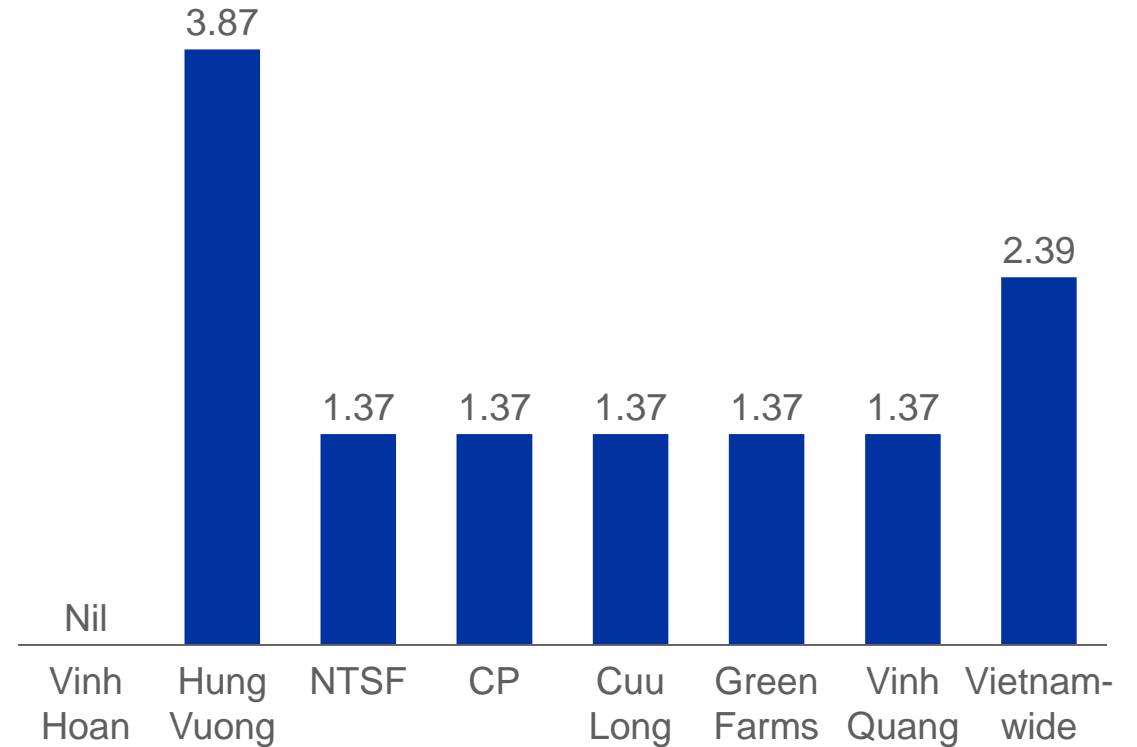
# 1. HIGHLIGHTS



# HIGHLIGHTS

- United States Anti-dumping (“AD”) duty for the 14<sup>th</sup> Period of Review (“POR14”) was announced around 29 April 2019.
- Europe market, particularly UK and Germany, shows early sign of recovery.
- Overall trading in April 2019 was negatively impacted by buyers waiting for the POR14 announcement.

United States AD Duty for POR14 (US\$/kg)



Source: Department of Commerce

# INITIATIVES AND RECENT EVENTS

- Investment in the high-tech hatchery project approved by An Giang's People Committee on 12 April 2019. Construction will commence shortly.
- Ground-breaking and contractors selected for the construction of fish meal/oil factory to increase carcass value and 5,000-ton finished product cold store to complement processing expansion.
- AGM held to approve a dividend of VND 2,000 per share with the ex-div date on 17 May 2019.



# EVENT HIGHLIGHTS



Annual General Meeting  
26 April 2019



Seafood Expo Global – Brussels, Belgium  
5 – 7 May 2019



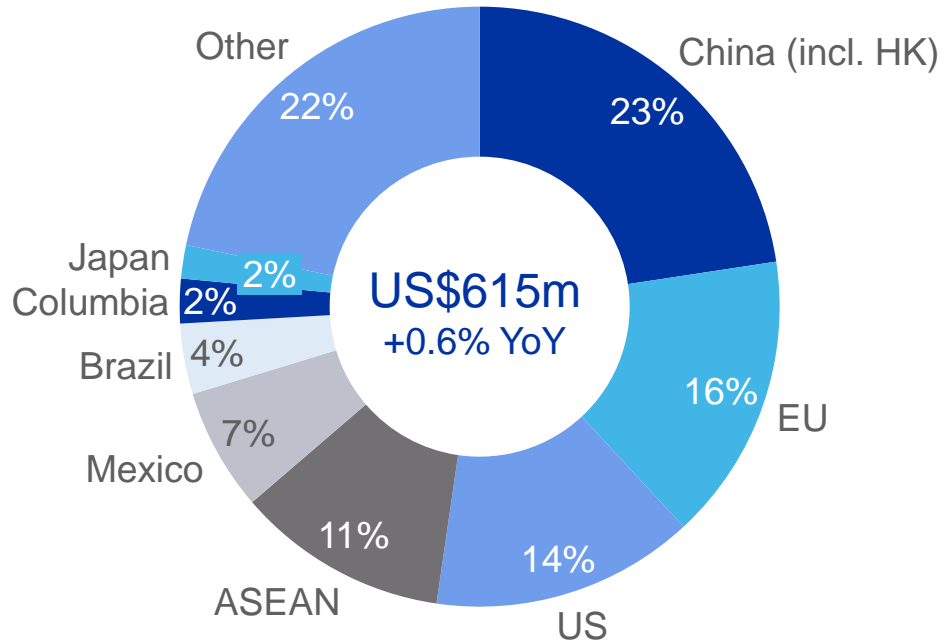


## 2. MARKET SUMMARY



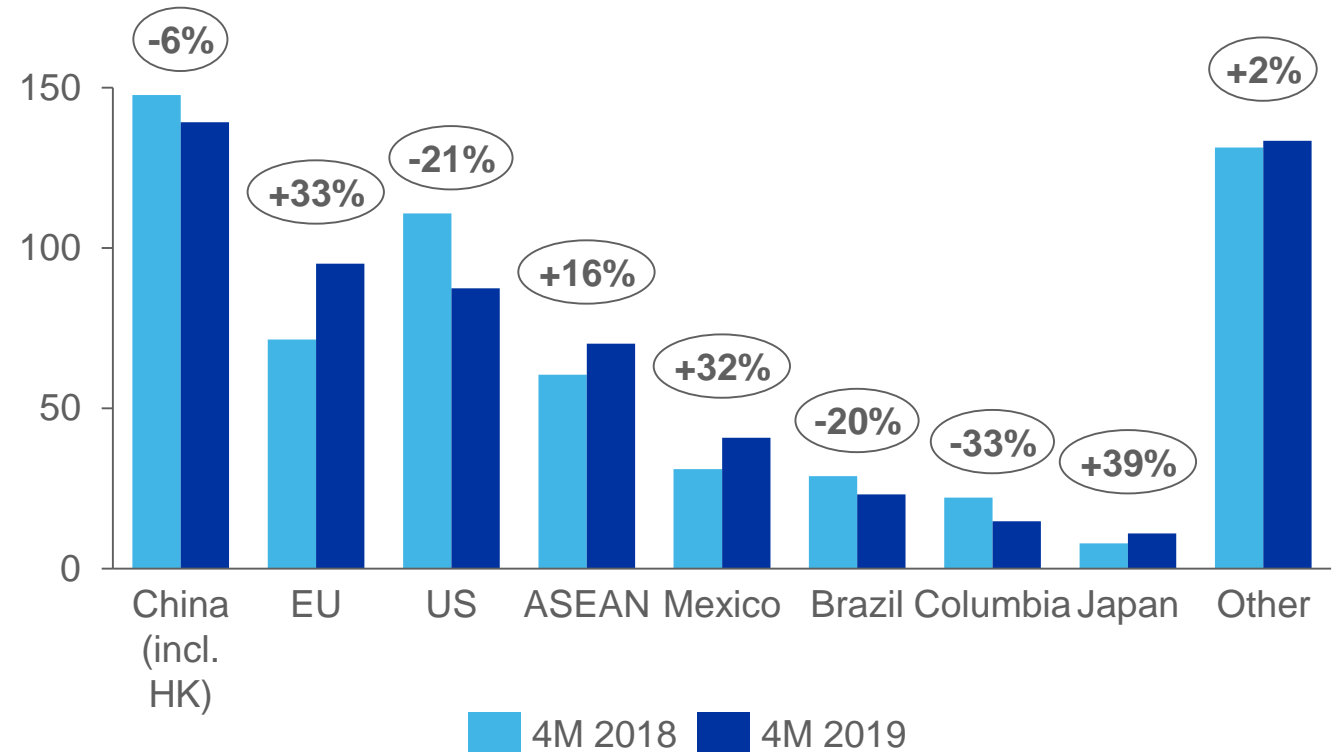
# PANGASIUUS EXPORT MARKET

Industry Export Value  
4M 2019



Source: VASEP

Industry Export Value by Country/Region 4M 2019  
(US\$m)



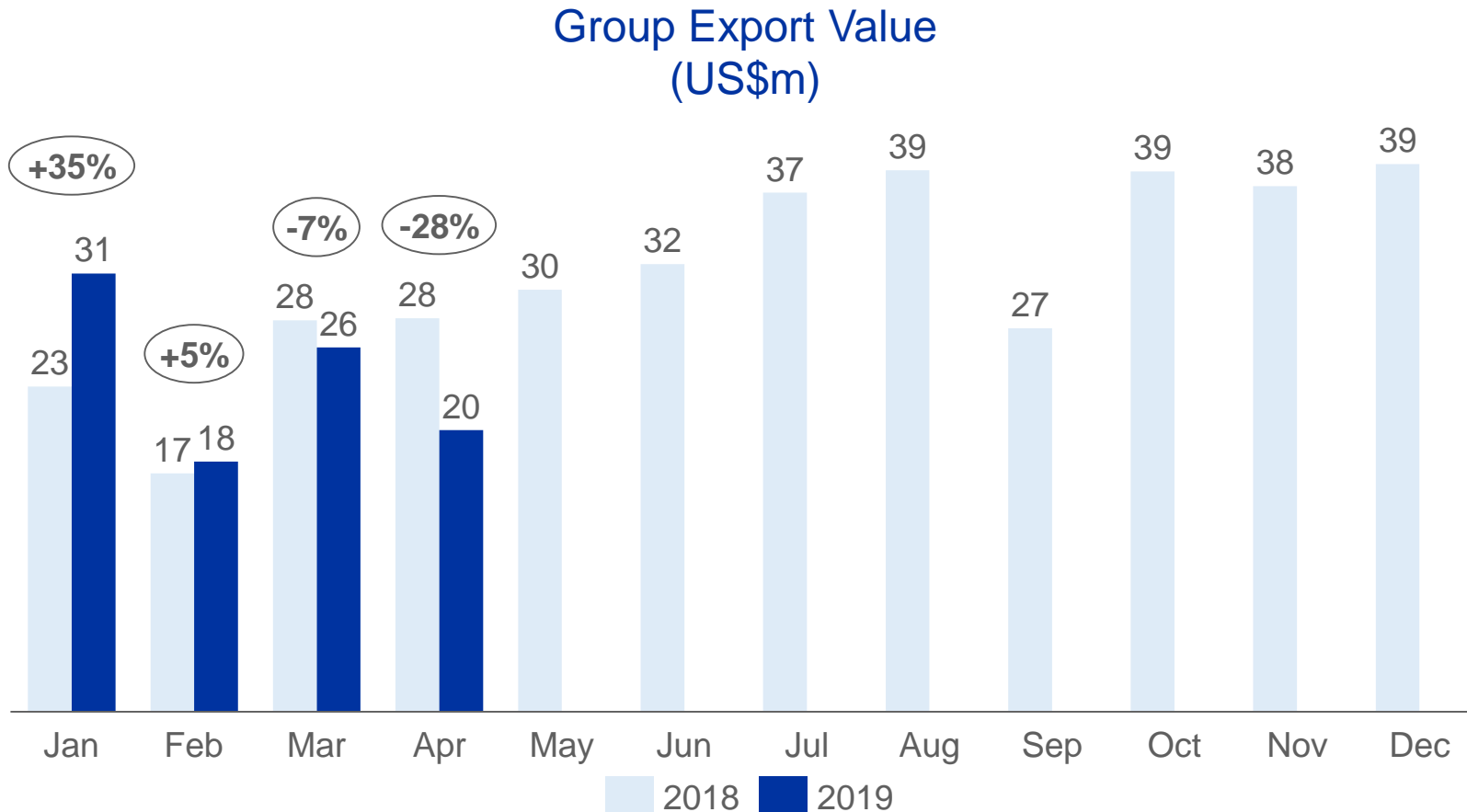
Source: VASEP

# 3. EXPORT PERFORMANCE





# EXPORT PERFORMANCE



- “Wait-and-see” approach up to the announcement of AD Duty and lower unit price led to weak trading in April 2019.
- Results partly offset by better-than-expected collagen and gelatin sales
- Improved raw material supply led to cost savings in sourcing.

# 4. NEWS CLIPPINGS



# NEWS CLIPPINGS

## US ups tariffs on range of Chinese seafood to 25%

*“US tariffs on seafood from China including tilapia, shrimp, haddock, flatfish, tuna and swimming crab moved from 10% to 25%...Trump also tweeted at the start of the week that tariffs on some \$325bn of Chinese goods not currently subject to tariffs -- presumably including cod, pollock, and salmon fillets, which were all removed from the US trade representative's (USTR) list last year -- will go to 25% at some point in the future.*

**Undercurrent News, 10 May 2019**

## China exempts wide variety of Vietnam exports from tariffs

*“China has exempted tariffs on 33 Vietnamese seafood exports, reports Vietnam News, citing the Vietnam Association of Seafood Exporters and Producers (VASEP). The products include lobster, tiger shrimp, sea shrimp, cod, clams, pangasius, round scads, tuna, and octopus.”*

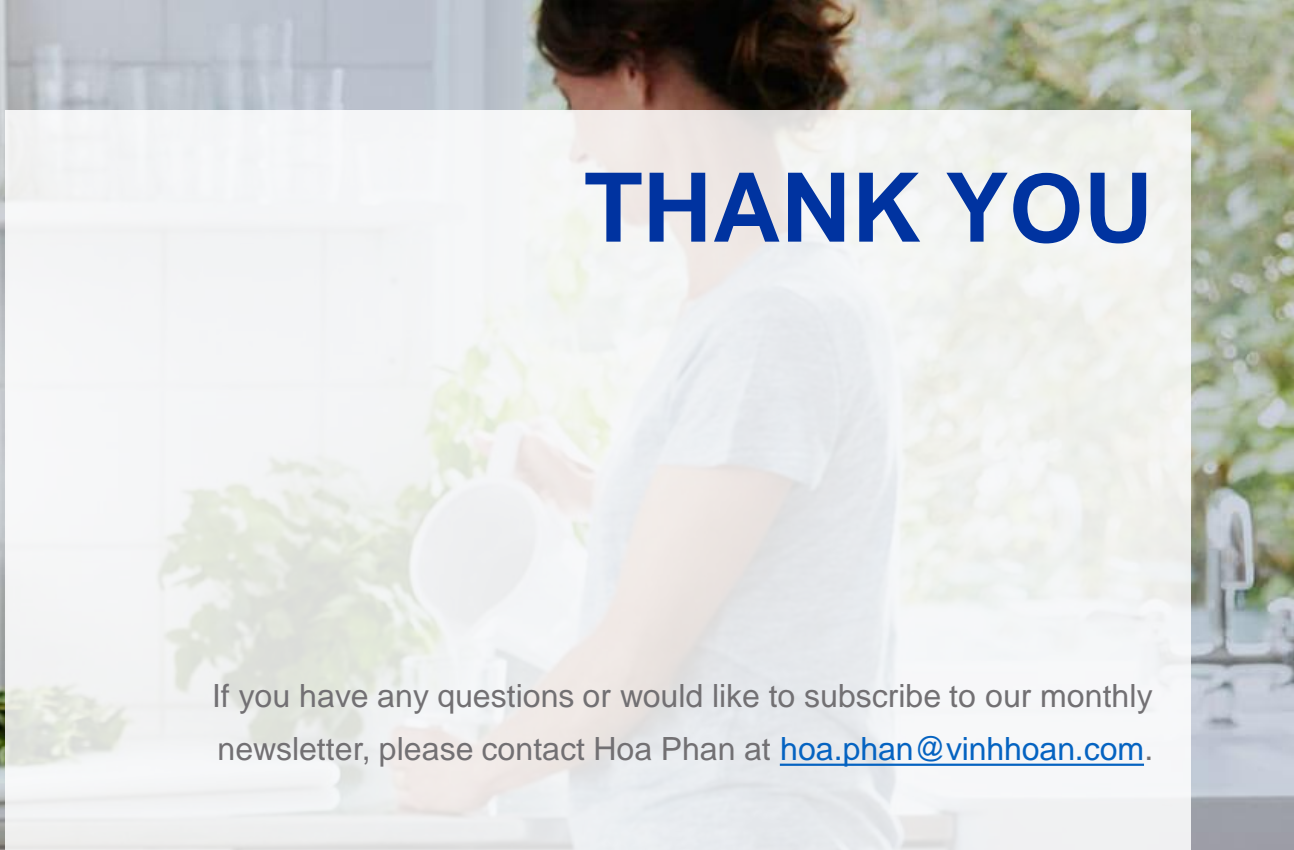
**Undercurrent News, 27 May 2019**

## Vietnamese PM talks pangasius improvements with Pharmaq in Norway

*“Phuc visited Pharmaq's global R&D center in Oslo. For the last ten years, the company has been collaborating with the Vietnamese government, the aquaculture industry and academia to reduce the need for antibiotics”.*

**Undercurrent News, 29 May 2019**





# THANK YOU

If you have any questions or would like to subscribe to our monthly newsletter, please contact Hoa Phan at [hoa.phan@vinhhoan.com](mailto:hoa.phan@vinhhoan.com).

