



# NOVEMBER 2019 UPDATE

20 Dec 2019

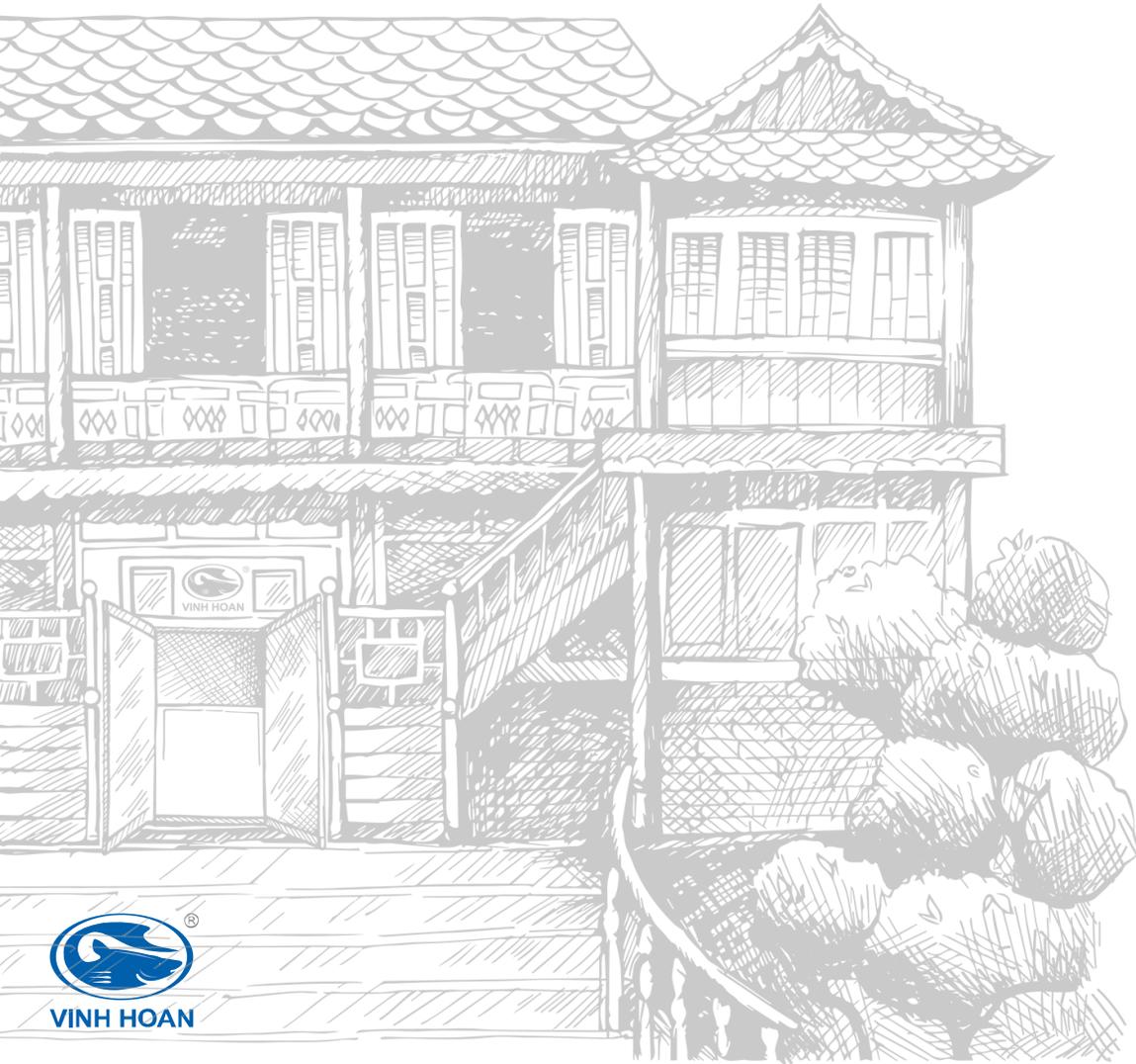


# CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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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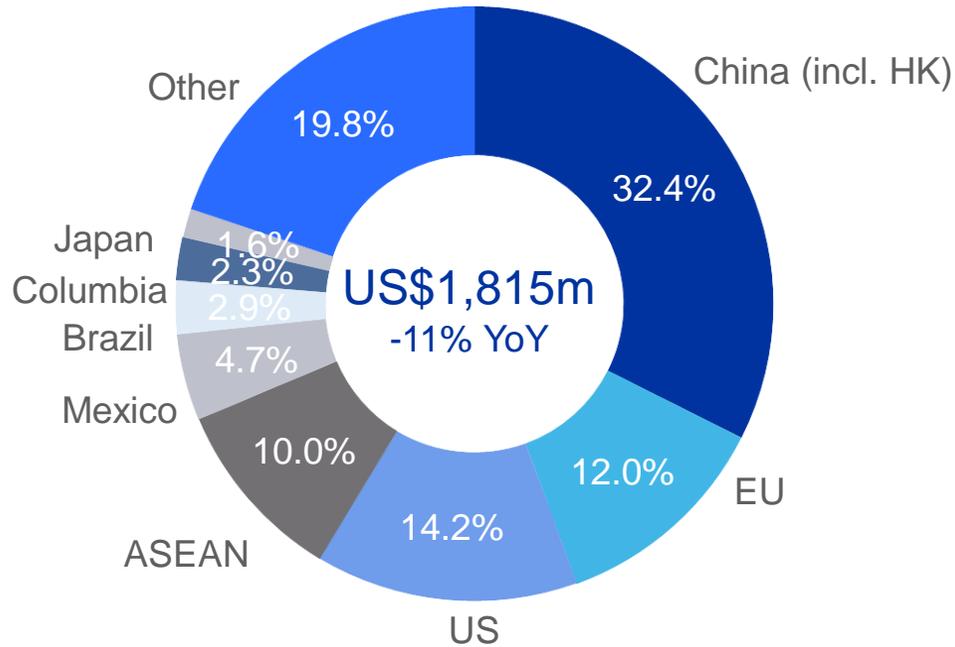


We have a traditional wooden house at all of our major locations for employees meetings and social events.

# 1. PANGASIUS MARKET SUMMARY

# PANGASIUUS EXPORT MARKET

Industry Export Value  
11M 2019



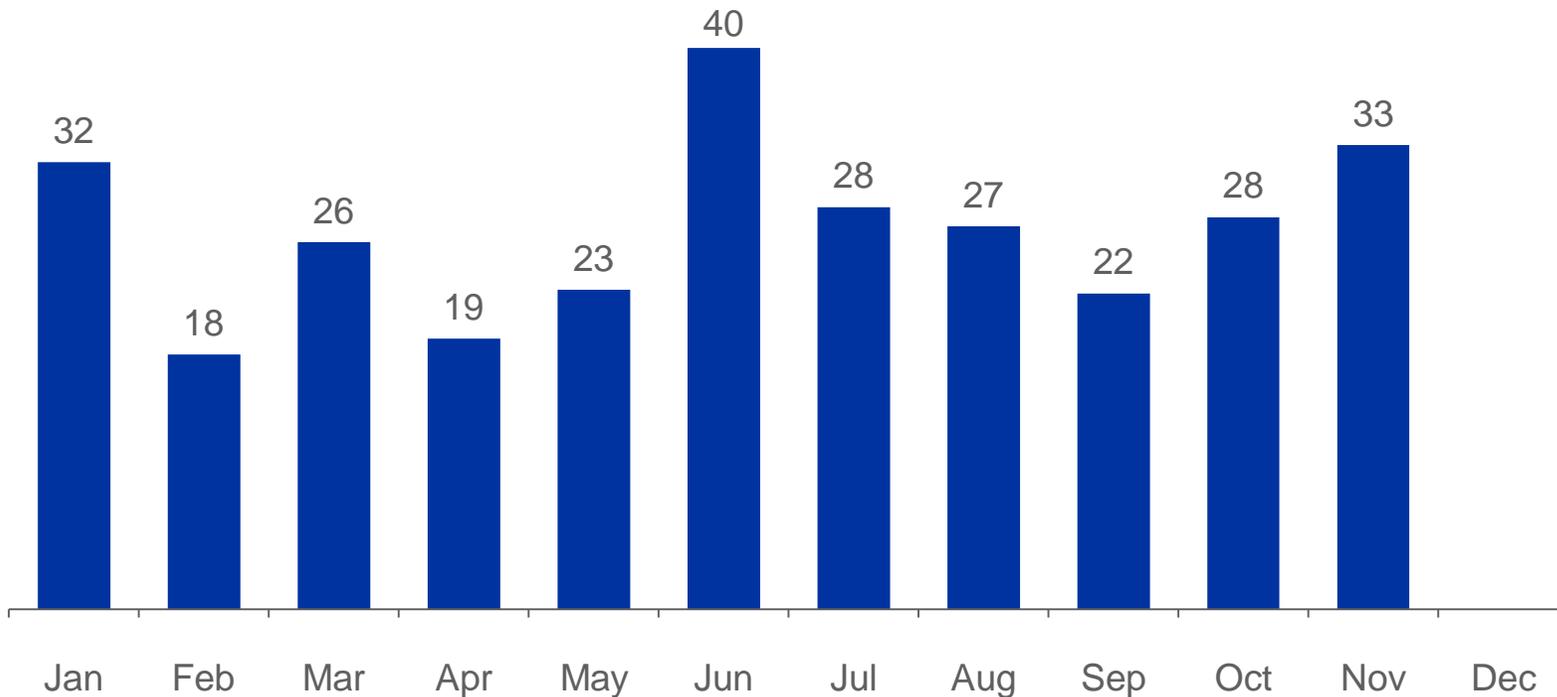
- U.S. export value remained soft YoY falling, but the market continued to strengthen during the holiday seasons in Q4 2019
- Export value to China, including Hong Kong, grew 22% YoY, supported by increasing demand and popularity of basa
- Export value to EU had negligible deduction circa 0.1% YoY despite a significant fall in prices, which signaled increasing volume from limited supply in 2018

## 2. EXPORT PERFORMANCE



# EXPORT PERFORMANCE

Preliminary Group Export Value FY2019  
(US\$m)



- Export value increased circa 18% MoM in Nov 2019:
  - Frozen fillet export value increased circa 8% MoM
  - Wellness products export value increased circa 5% MoM
  - Export value of fish meal and fish oil by-products to China continued to increase MoM
  - Value added products export value increased circa 32% MoM
- Further volume recovery driven from holiday season demands

# 3. NEWS



# NEWS

## Eligibility of the Socialist Republic of Vietnam To Export Siluriformes Fish and Fish Products to the United States

*“The Food Safety and Inspection Service (FSIS) is amending the Siluriformes fish inspection regulations to list the Socialist Republic of Vietnam (Vietnam) as a country eligible to export Siluriformes fish and fish products to the United States. FSIS has reviewed Vietnam's laws, regulations, and inspection system as implemented and has determined that Vietnam's Siluriformes fish inspection system is equivalent to the system that the United States has established under the Federal Meat Inspection Act (FMIA) and its implementing regulations. Under this final rule, only raw Siluriformes fish and fish products produced in certified Vietnamese establishments are eligible for export to the United States. All such products are subject to re-inspection at U.S. points-of-entry by FSIS inspectors.”*

FSIS, 5 Nov 2019



## VHC: The plan to pay dividends FY2019 by shares

*“On Nov 29<sup>th</sup>, 2019, the Board of Director of Vinh Hoan Corporation (“BOD”) issued a Resolution regarding “The plan to pay dividends FY2019 by shares”. The shares will be issued at the ratio 100% (1:1), which means a shareholder who owns one share will receive an additional share. The source of dividend payout will come from the Company’s undistributed post-tax profit as Dec 31<sup>st</sup>, 2018.” (translated from Vietnamese)*

Board of Directors, 29 Nov 2019

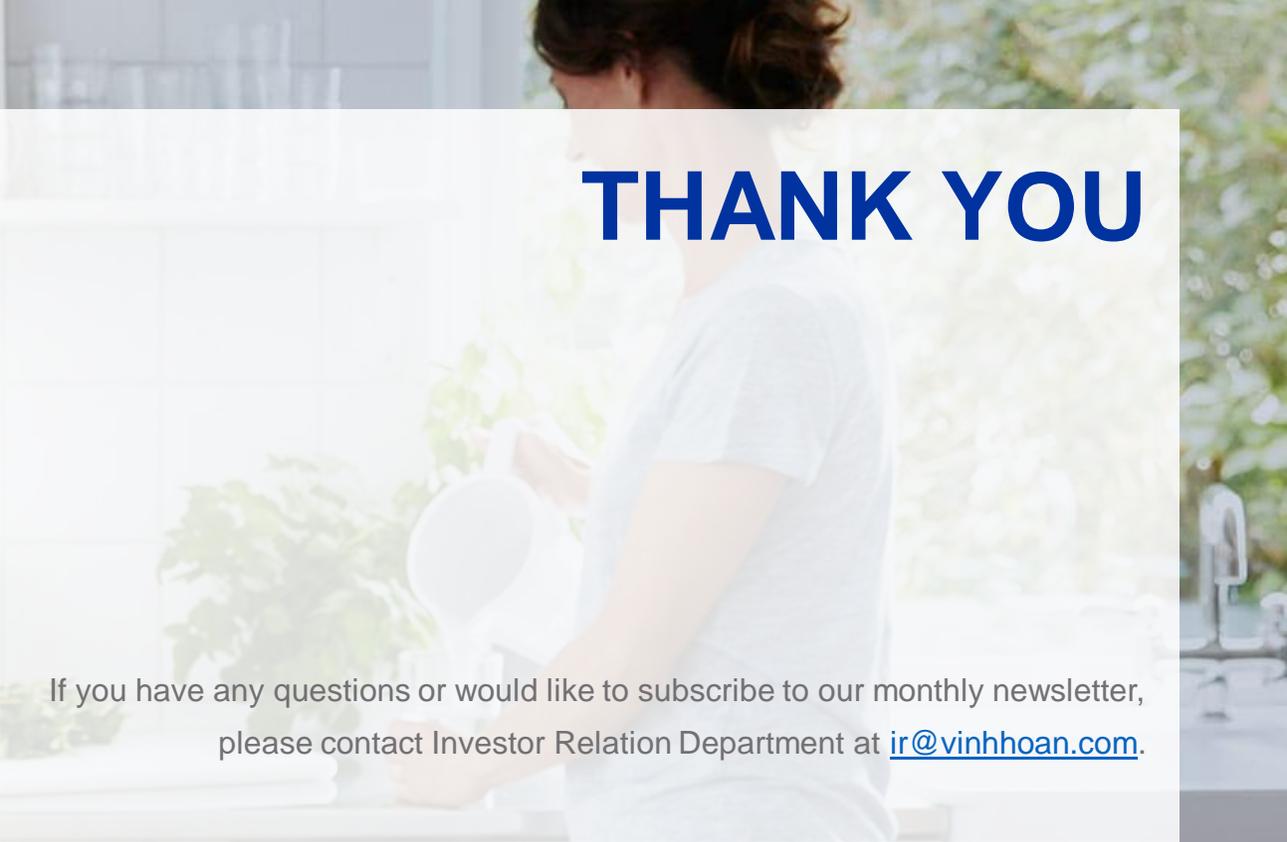
## Fi Europe & Ni 2019 – Paris, France



*FI Europe & Ni is world’s largest gathering of ingredient buyers and decision makers. As the industry continues to evolve, current emerging trends such as clean meat and sustainability all point to an important common denominator – the health-conscious consumer with a desire for better, sustainably sourced and healthier food options.*



3 – 5 Dec 2019



# THANK YOU

If you have any questions or would like to subscribe to our monthly newsletter, please contact Investor Relation Department at [ir@vinhhoan.com](mailto:ir@vinhhoan.com).

