



JUN 2020 UPDATE

13 Jul 2020



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.

TABLE OF CONTENTS



1. Financials and Outlook	4
2. Event Highlights	7
3. News Clipping	9



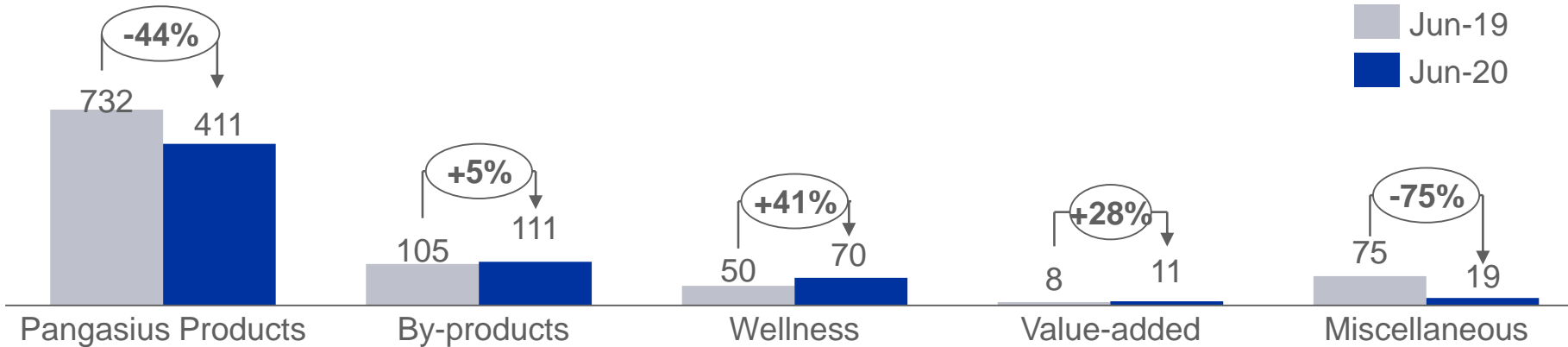
We have a traditional wooden house at all of our major locations for employees meetings and social events.

FINANCIALS AND OUTLOOK

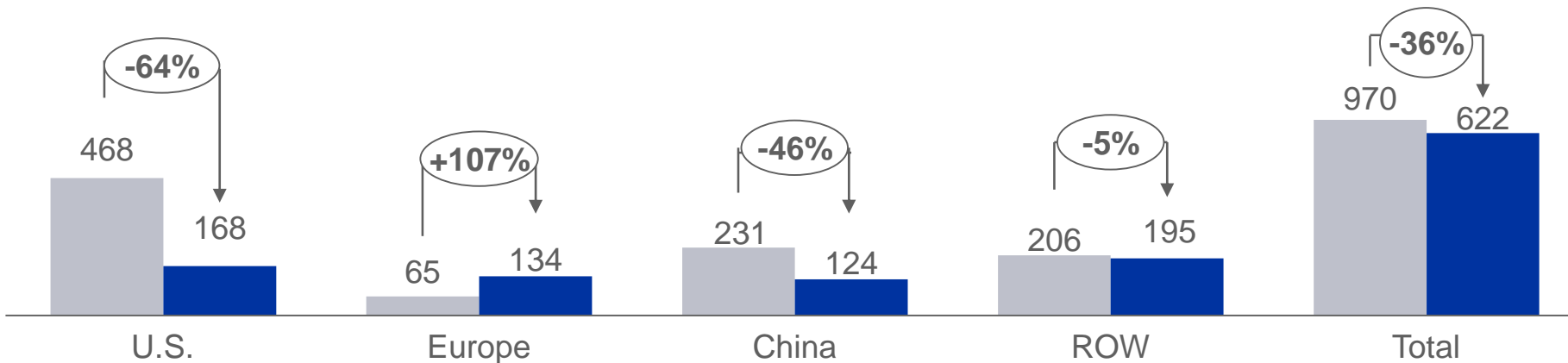


JUN 2020 REVENUE DASHBOARD - YOY

Revenue by Product Category



Revenue by Region



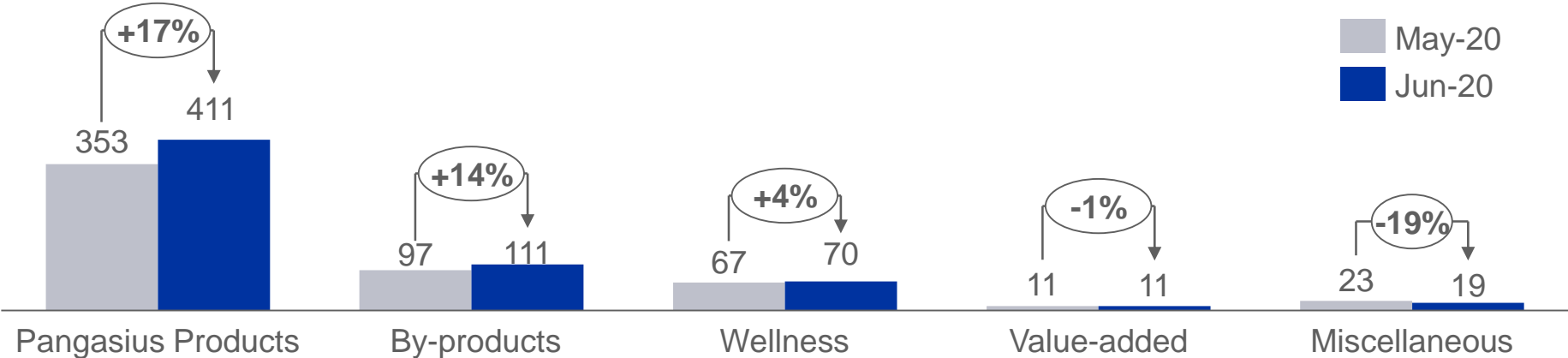
- Total revenue decreased 36% YoY due to weaker Pangasius Products exports (-44% YoY) and reduced feed trading booked in Miscellaneous (-75% YoY), partly offset by growth in Wellness (+41% YoY)
- Revenue in the U.S. (-64% YoY) and China (-46% YoY) fell as the pandemic suppressed demand and trading softened from Jun-19 when market participants sought to replenish depleted pangasius inventory at the time



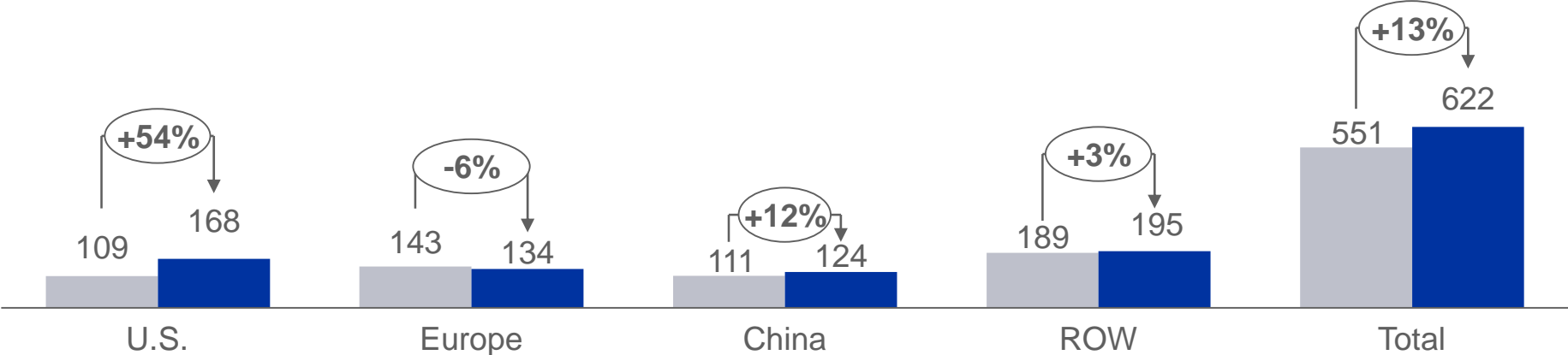
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

JUN 2020 REVENUE DASHBOARD - MOM

Revenue by Product Category



Revenue by Region



- Total revenue increased 13% MoM primarily driven by Pangasius Products (+17% MoM), showing signs of recovery from May-20
- U.S. (+54% MoM) and China (+12% MoM) outperformed as foodservice continues to recover and market participants adapted to market situation



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)

EVENT HIGHLIGHTS



EVENT HIGHLIGHTS



Vinh Hoan was honored in the list of “Vietnam’s 50 Best-performing Companies” 7 times by Nhip Cau Dau Tu Magazine to honor the most effective companies on Vietnam Stock Exchange

Nhip Cau Dau Tu Magazine, 10 Jul 2020

NEWS CLIPPING



NEWS CLIPPING

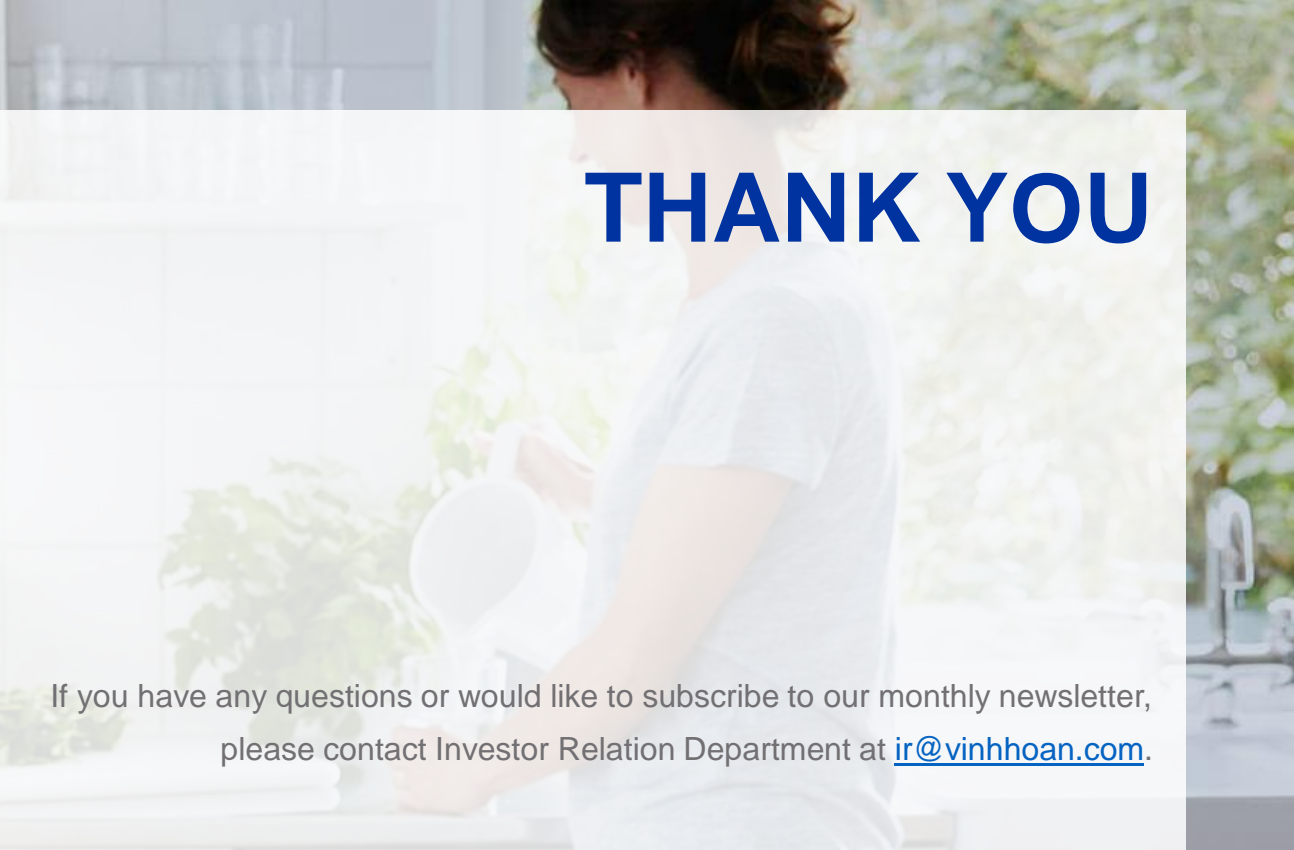
With trade flows rapidly shifting, it's boom time for pangasius imports into China

“In April China imported around 45,000 metric tons of pangasius, more than tripling the figure from the same month in 2019.”

...“this is not only the impact of the coronavirus but is reflected by growing demand for whitefish, particularly pangasius from Vietnam.”

“China become a net freshwater fish importer last September, a shocking turnabout for a country with one of the world's largest tilapia farming industries. Vietnam currently supplies 99 percent of this.”

IntraFish, 07 Jul 2020



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.

