



JUL 2020 UPDATE

24 Aug 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.

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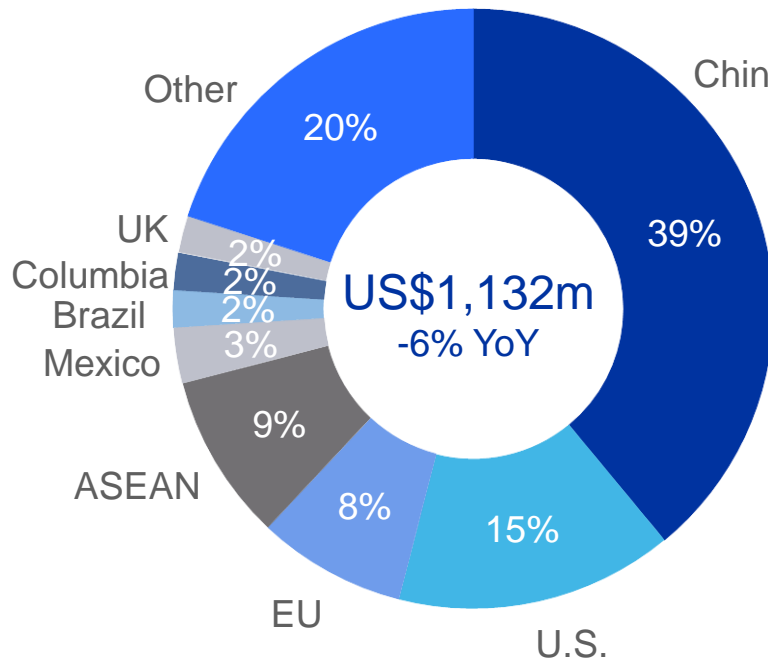


We have a traditional wooden house at all of our major locations for employees meetings and social events.

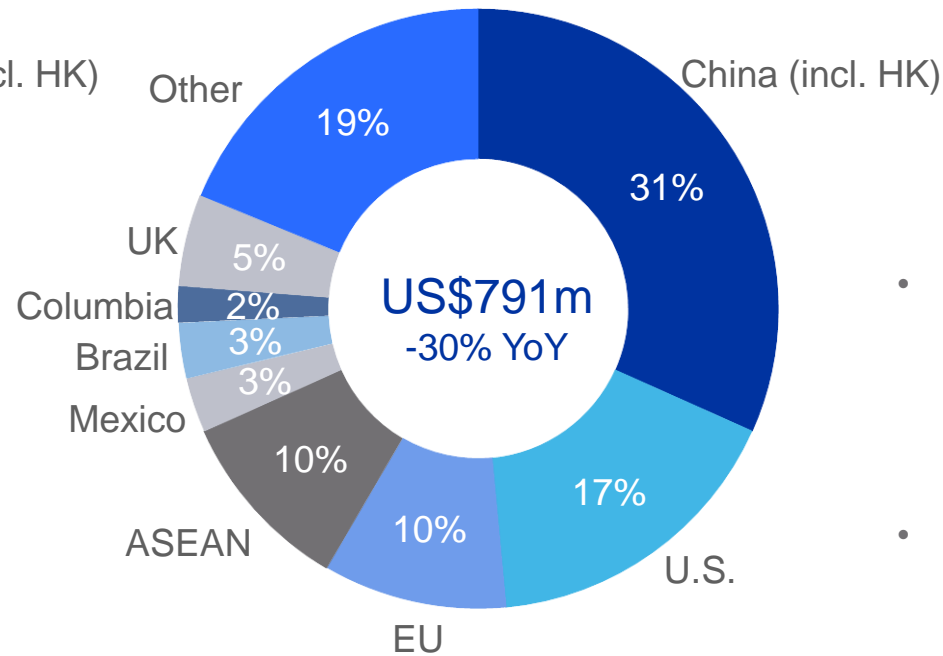
PANGASIUS INDUSTRY SUMMARY

PANGASIOUS INDUSTRY EXPORT

Industry Export Value
7M 2019



Industry Export Value
7M 2020



- Vietnam's pangasius export value decreased significantly by 30.1% YoY because of the profound impact of the COVID-19 pandemic. Export value simultaneously decreased in virtually all markets including China (incl. HK) (-22%), U.S. (-20%), and EU (-35%)
- The export to the UK market reached approx. US\$40m year to date with a 20% YoY increase, contrary to other major markets, driven by consumer and retailer seeking sustainably sourced seafood
- U.S. and EU markets exhibited superior resilience in 7M 2020 as their export value contribution as a % of total market increased by 2% and 2%, respectively
- China (incl. HK) market contribution as a % of total market decreased by 8% in 7M 2020 due to severe foodservice disruptions (particularly smaller ones), weaker demand, and regulatory uncertainty with regards to import standard and requirements



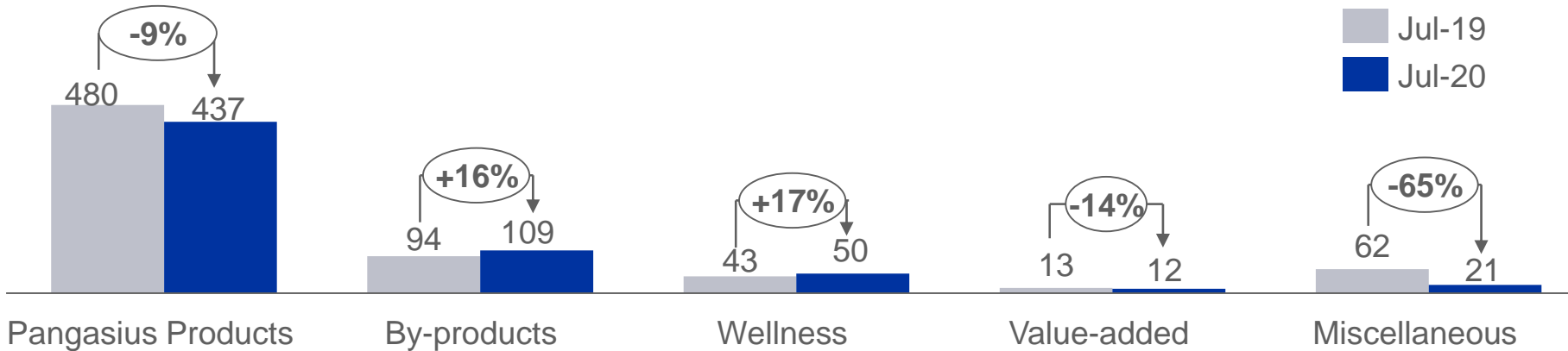
Source: VASEP; Note: figures are rounded

FINANCIALS AND OUTLOOK

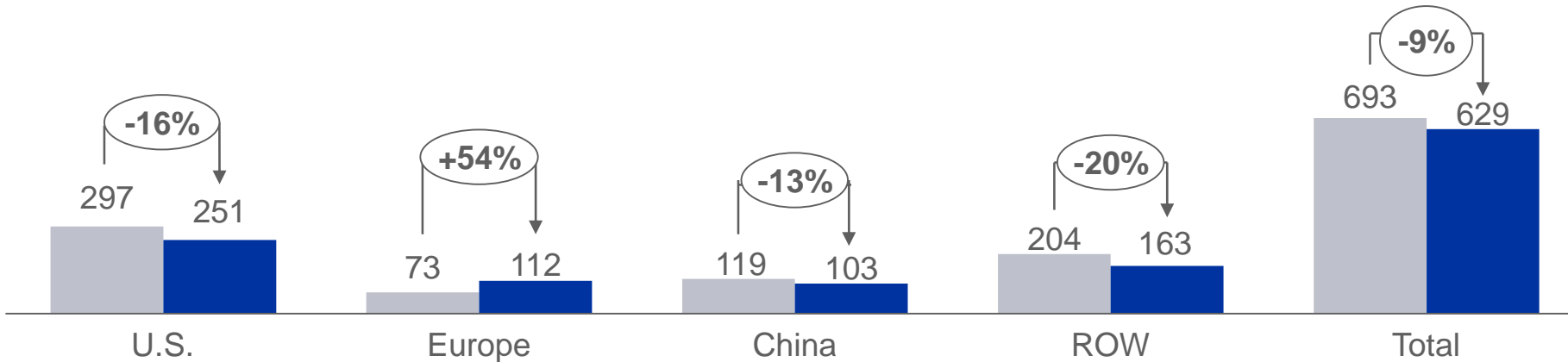


JUL 2020 REVENUE DASHBOARD - YOY

Revenue by Product Category



Revenue by Region



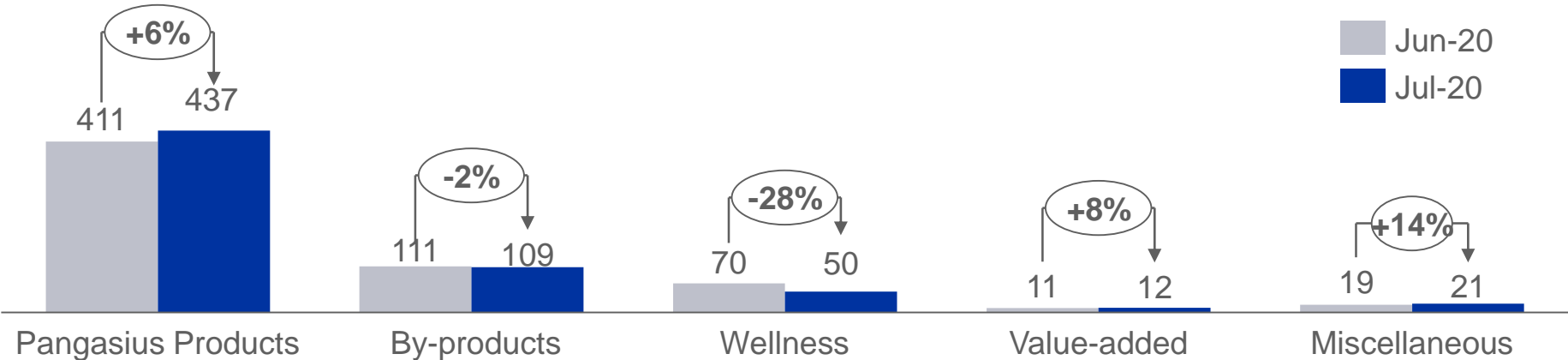
- Total revenue decreased 9% YoY primarily due to weaker Pangasius Products exports (-9% YoY) and reduced feed trading booked in Miscellaneous (-65% YoY), partly offset by growth in Wellness (+17 YoY)
- Revenue in the U.S. (-16% YoY), ROW (-20% YoY), and China (-13% YoY) fell as the pandemic suppressed demand and trading softened, whereas Europe (+54% YoY) benefitted from modern retail growth



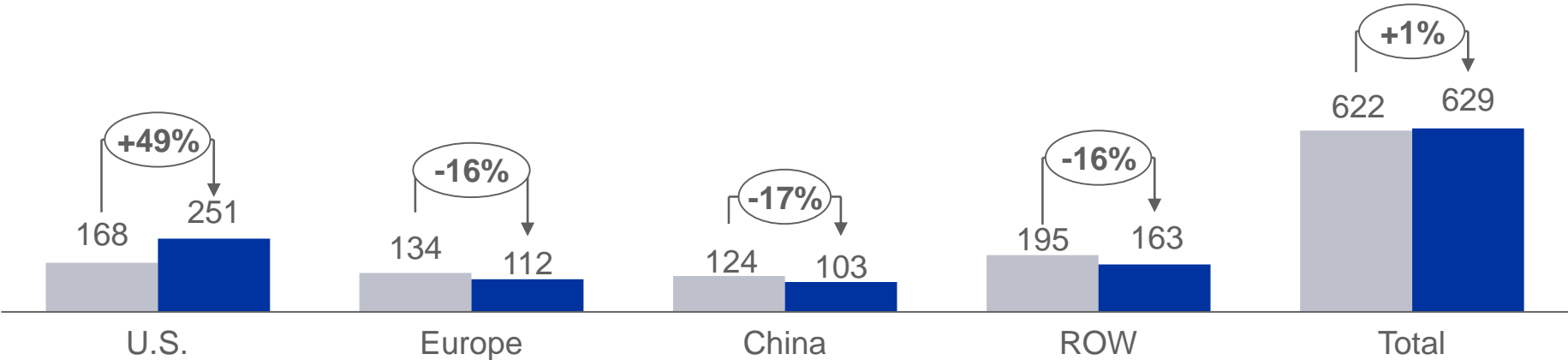
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

JUL 2020 REVENUE DASHBOARD - MOM

Revenue by Product Category



Revenue by Region



- Total revenue increased slightly 1% MoM mainly came from Pangasius Products (+6% MoM), showing signs of continued recovery
- U.S. revenue increased by 49% MoM as foodservice reopens and market participants adapt to market situation, partly offset by decline in ROW (-16% MoM), Europe (-17% MoM) and China (-17% MoM)



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)

NEWS CLIPPING



NEWS CLIPPING

The Prime Minister approves the EVFTA implementation plan

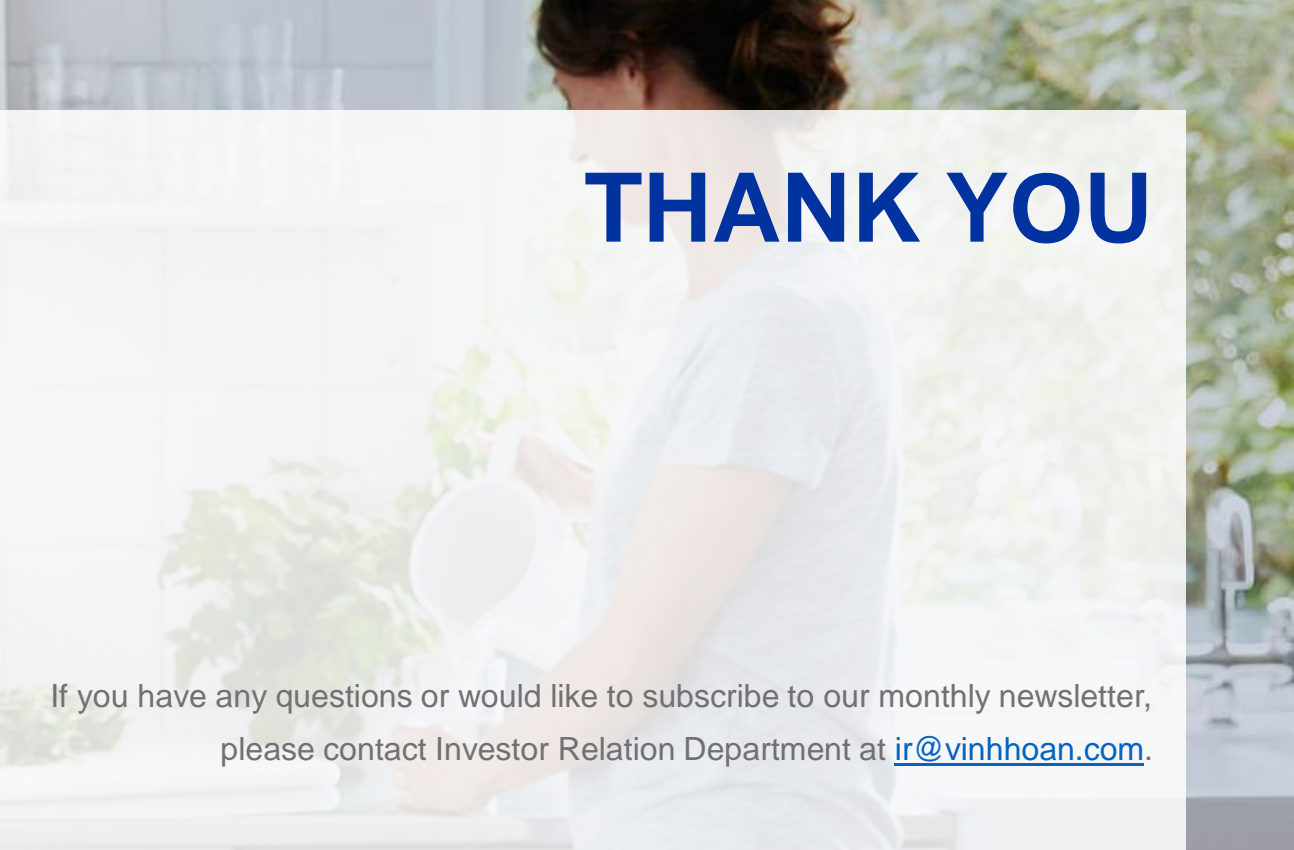
On August 6th, 2020, The Prime Minister – Nguyen Xuan Phuc signed a decision approving the plan to implement the EU – Vietnam Free Trade Agreement (EVFTA).

Promote trade and investment promotion programs in EU countries to inform the business community of other countries about the opportunities and advantages of Vietnam's business and investment environment, thereby developing trade and revenue to attract foreign investment into key areas.

Besides, set up programs to support and improve competitiveness for enterprises.

(Translated from Vietnamese)

VASEP, 17 Aug 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.

