



AUG 2020 UPDATE

17 Sep 2020

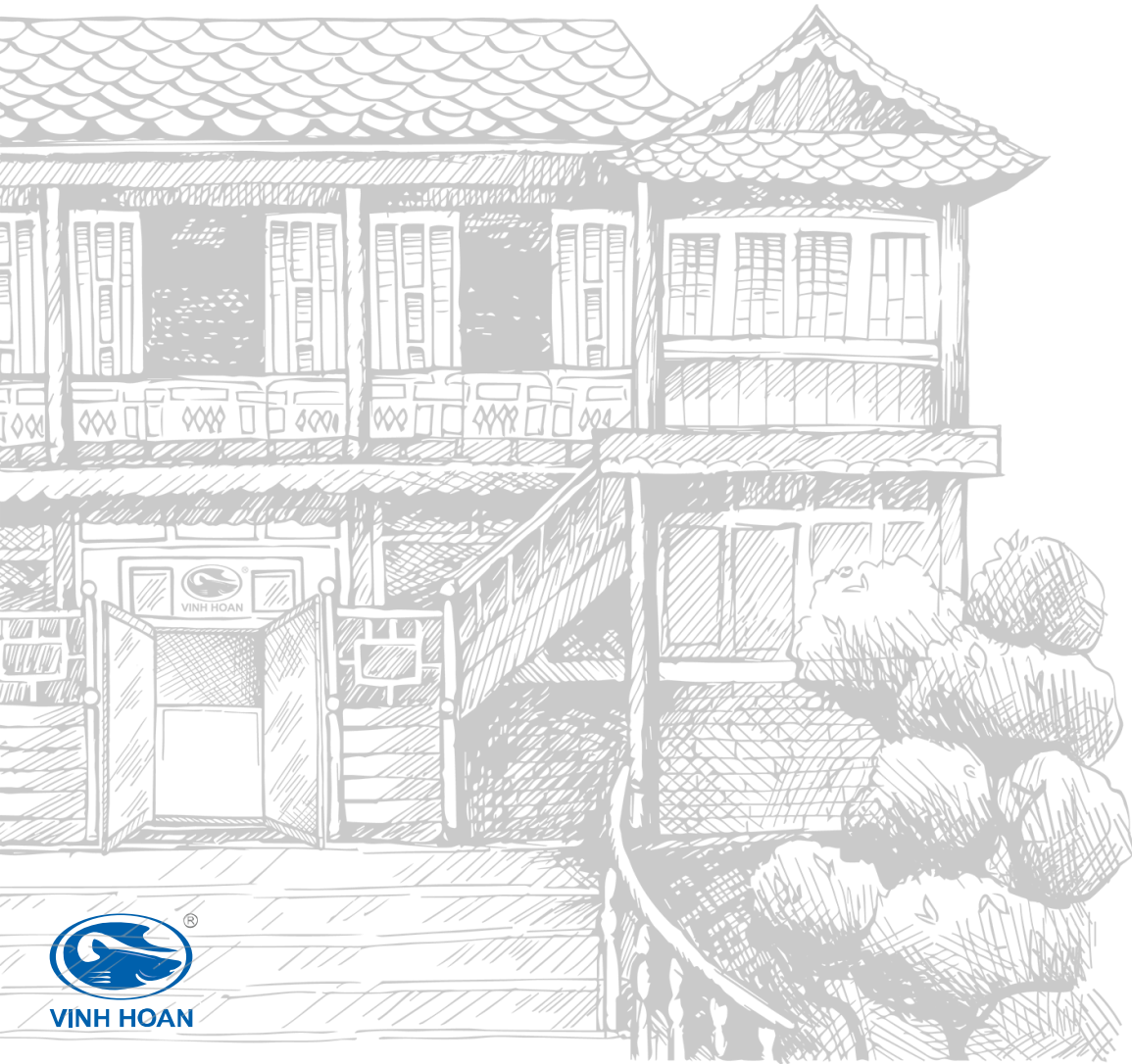


CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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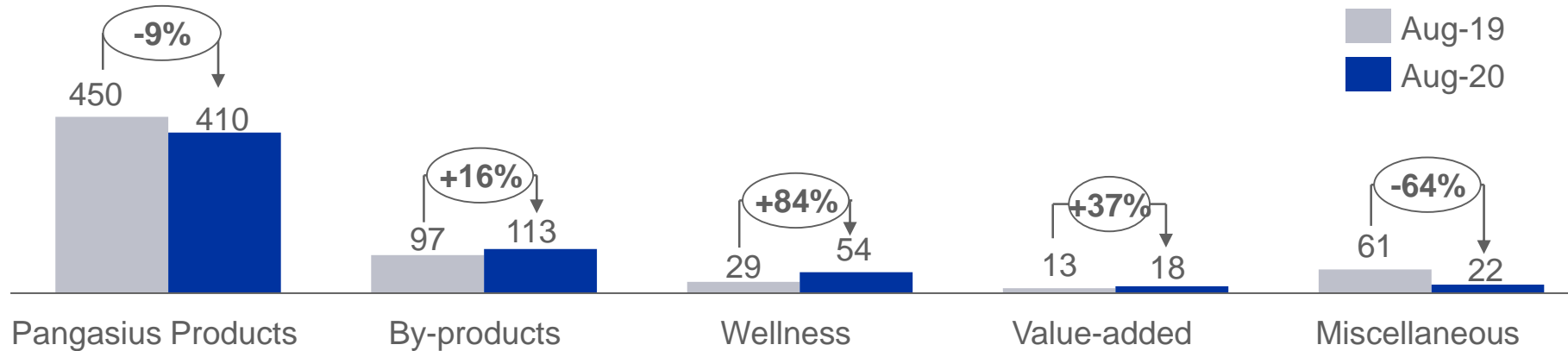
We have a traditional wooden house at all of our major locations for employees meetings and social events.

FINANCIALS AND OUTLOOK

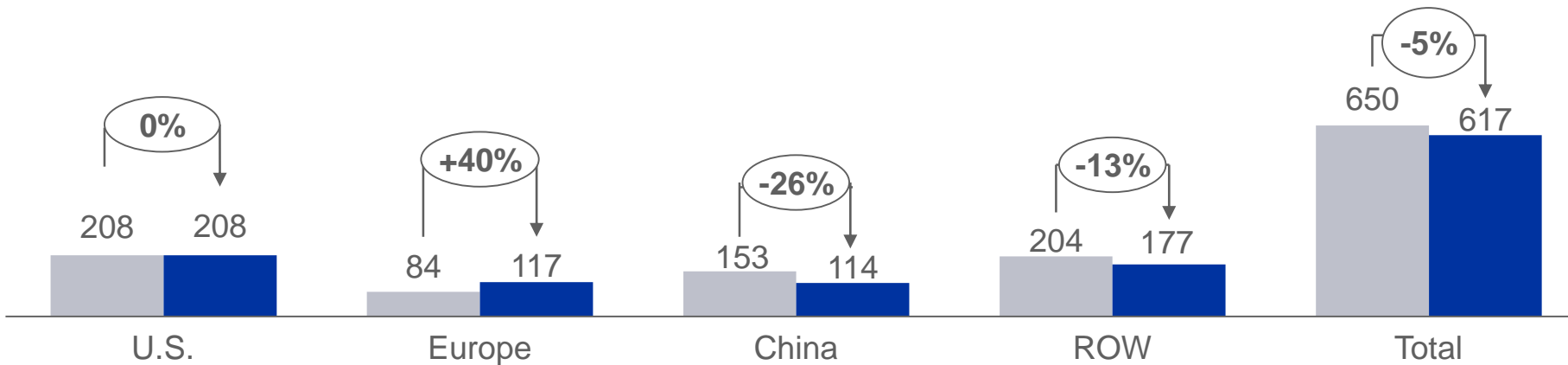


AUG 2020 REVENUE DASHBOARD - YOY

Revenue by Product Category



Revenue by Region



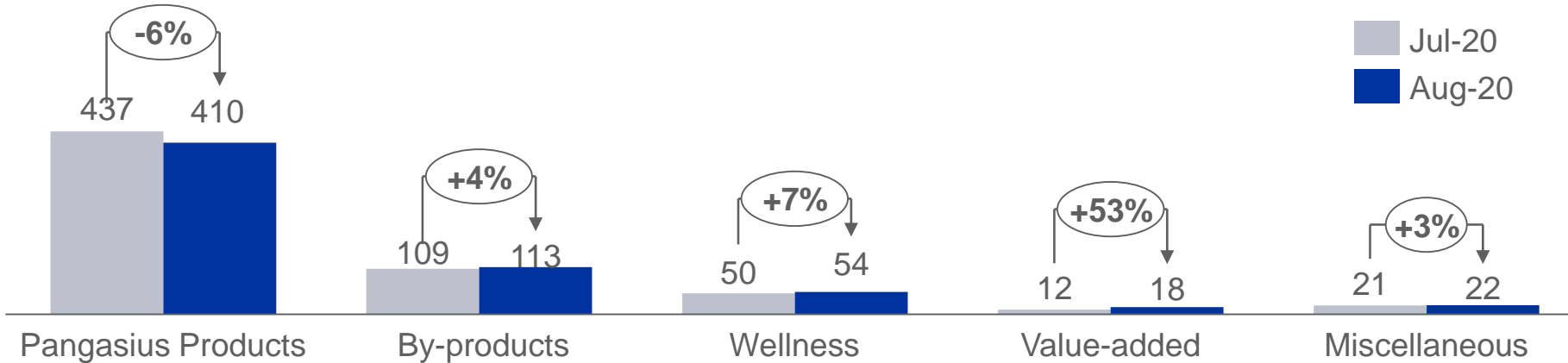
- Total revenue decreased by 5% YoY primarily due to the downturn in Pangasius Products (-9% YoY) and reduced feed trading booked in Miscellaneous (-64% YoY), partly offset by growth in Wellness (+84% YoY), By-products (+16% YoY) and Value-added (+37% YoY).
- Revenue in the U.S. remained stable, whereas Europe (+40% YoY) continued to be benefitted by modern retail, whereas China (-26% YoY) and ROW (-13% YoY) fell due to higher inventory level in the value chain.



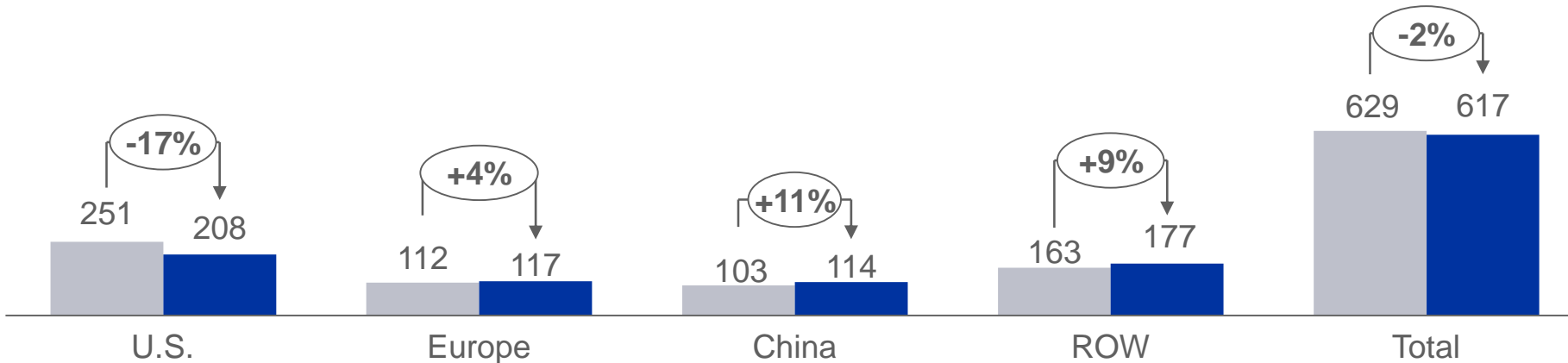
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

AUG 2020 REVENUE DASHBOARD - MOM

Revenue by Product Category



Revenue by Region



- Total revenue decreased slightly 2% MoM mainly came from the decline in Pangasius Products (-6% MoM), which was partly offset by the upward trend in By-products (+4% MoM), Wellness (+7% MoM), Value-added (+53% MoM) and feed trading booked in Miscellaneous (+3% MoM) showing signs of continuing market recovery.
- Revenue from the U.S. fell (-17% MoM) as trading condition remained unstable due to market dynamics, partly offset by growth in ROW (+9% MoM), Europe (+4% MoM), and China (+11% MoM) as modern retail and foodservice recover from disruptions.



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



Truong Thi
Le Khanh

Founder and Chairwoman,
Vinh Hoan

AGE: 59 • VIETNAM

Madam TRUONG THI LE KHANH – the Founder and Chairwoman of Vinh Hoan Corp – was honored in “Top 25 Power of Businesswomen” in 2020 by Forbes Asia

Forbes Magazine, 14 Sep 2020

EVENT HIGHLIGHTS



Ms. NGUYEN NGO VI TAM – the CEO of Vinh Hoan Corp – was honored in “Seafood Power 100: The Industry’s Most Influential Executives” by IntraFish

IntraFish, 15 Sep 2020

NEWS CLIPPING



NEWS CLIPPING

Pangasius export to EU: Take Advantage of EVFTA After Recovering From COVID-19

On August 1, 2020, the EVFTA officially took effect, before that, many Vietnamese pangasius companies had hoped a leap in export activities to this large traditional market as both groups of pangasius products exported: Frozen whole pangasius (HS 030324) and Fresh and chilled pangasius (HS 030272) was reduced from the basic tax rate - 8% to 0%; Fresh, chilled pangasius fillet (HS 030432) was decreased from 9% to 0%; The frozen pangasius fillet (HS 030462) was also reduced from 5.5% to 0%; Processed pangasius products (HS 1604) was also reduced tax from 14% to 0% within 3 years.

It is the immediate expectations after the EU countries' seafood trade stabilize again.

(Translated from Vietnamese)

VASEP, 16 Sep 2020

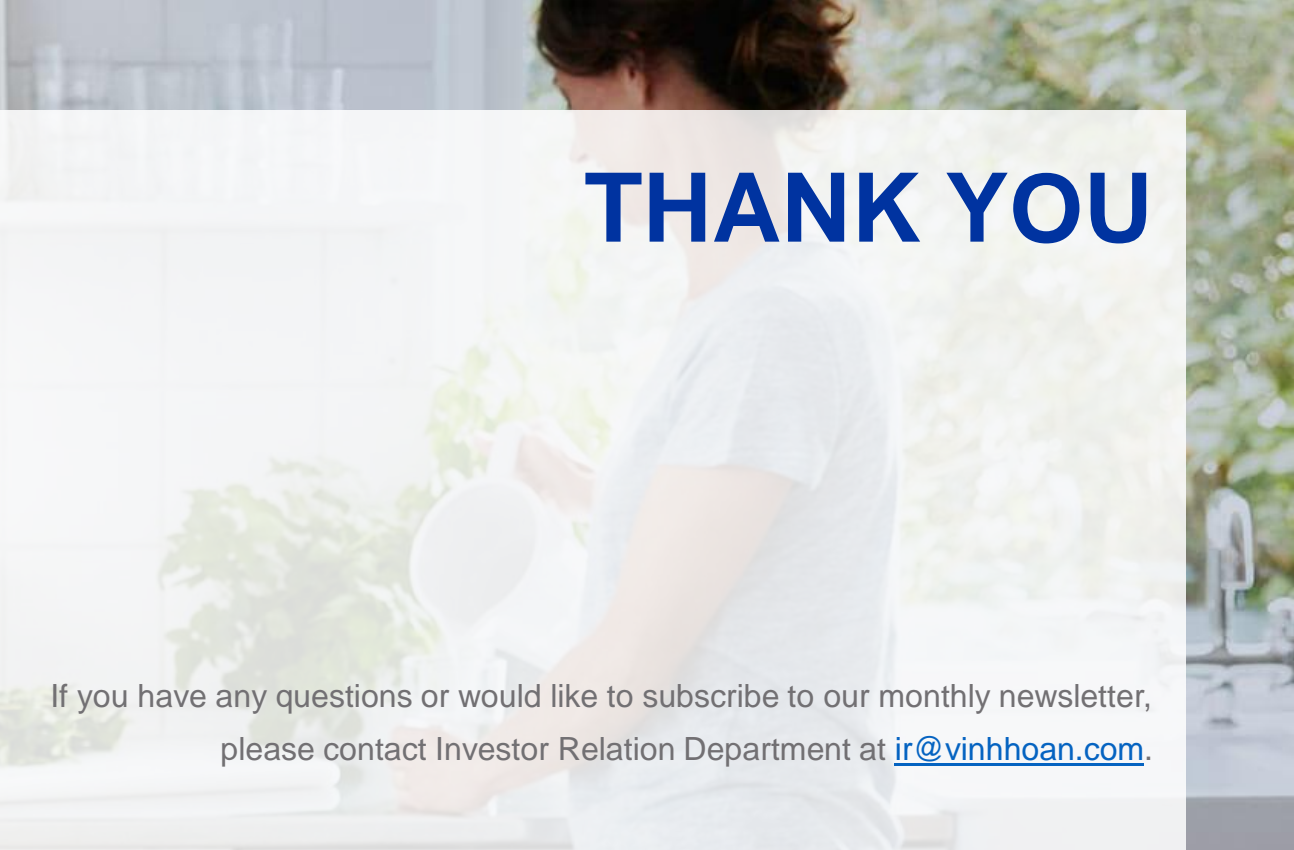
EU frozen catfish fillets imports from Vietnam



Source: European Market Observatory for Fisheries and Aquaculture Products (EUMOFA)

CN code 03046200

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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.

