



# SEP 2020 UPDATE

17 Oct 2020



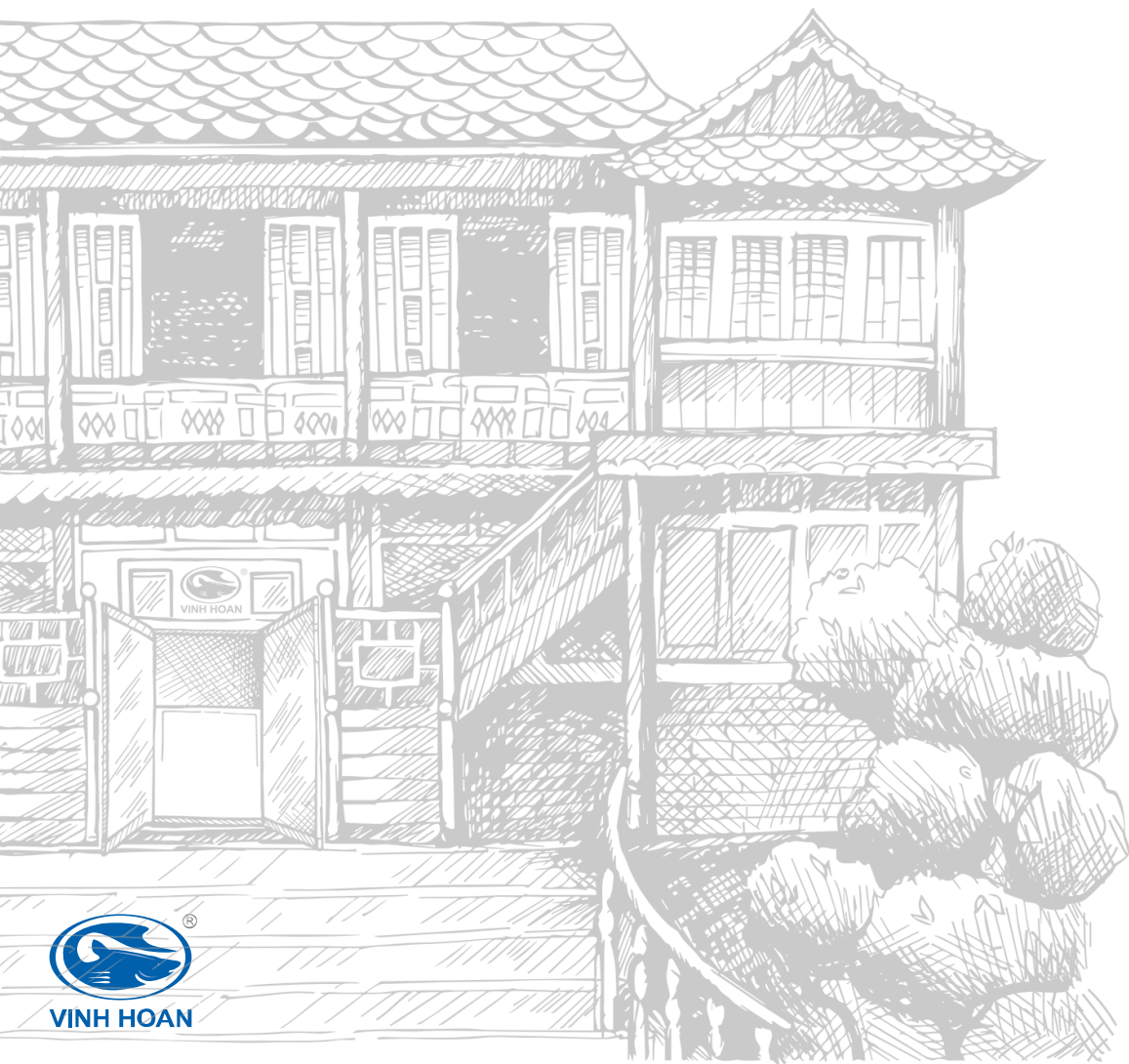
# CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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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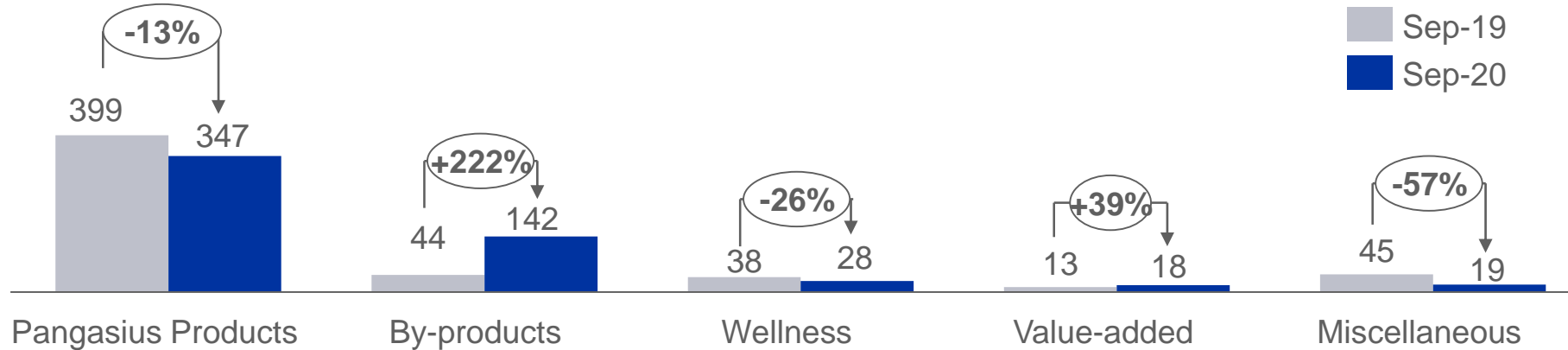




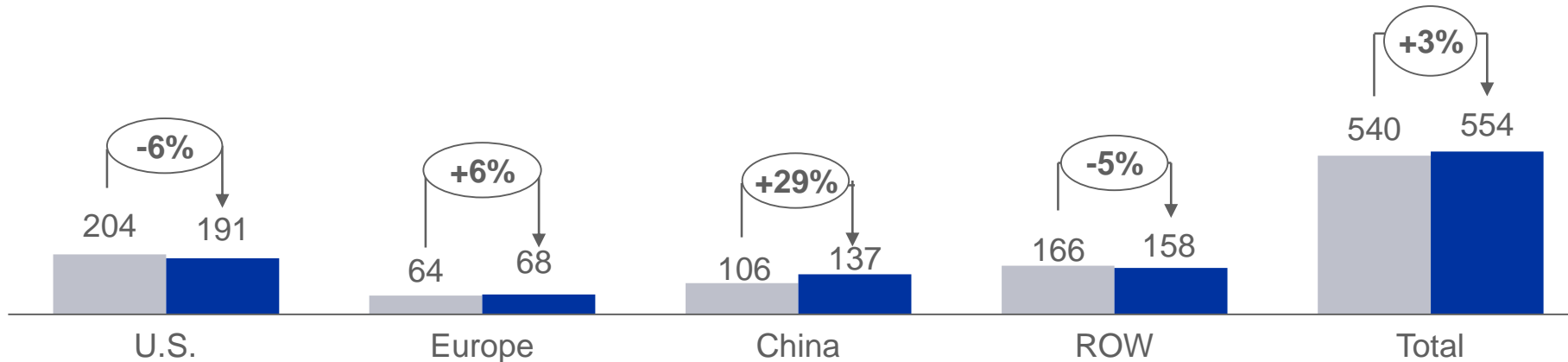
# FINANCIALS AND OUTLOOK

# SEP 2020 REVENUE DASHBOARD - YOY

Revenue by Product Category



Revenue by Region

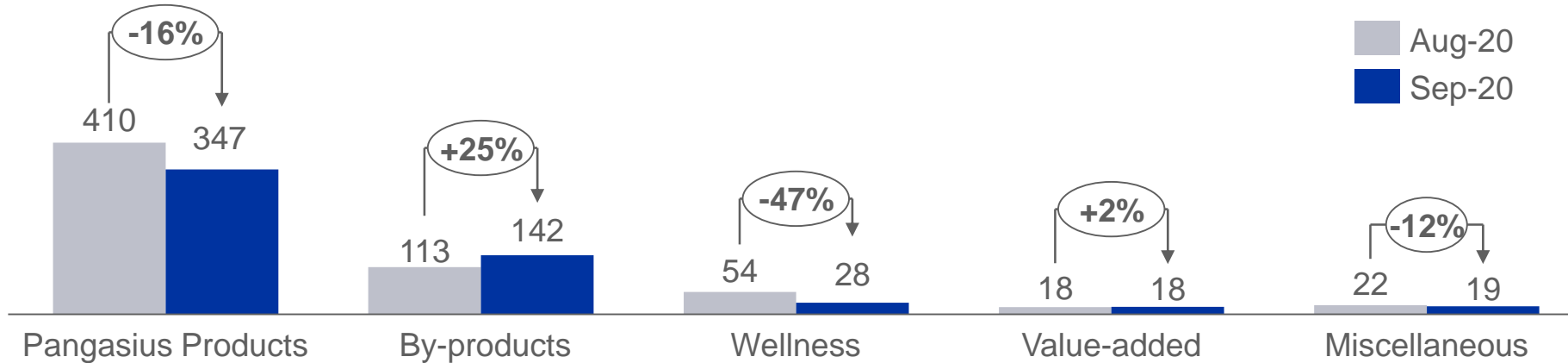


- Total revenue increased by 3% YoY primarily due to By-products (+222% YoY) and Value-added (+39% YoY) growth, partly offset by Pangasius Products (-13% YoY) and Wellness (-26% YoY)
- Growth in China (+29% YoY) and Europe (+6% YoY) was partly offset by the decline in U.S. (-6% YoY) due to a decline in unit price

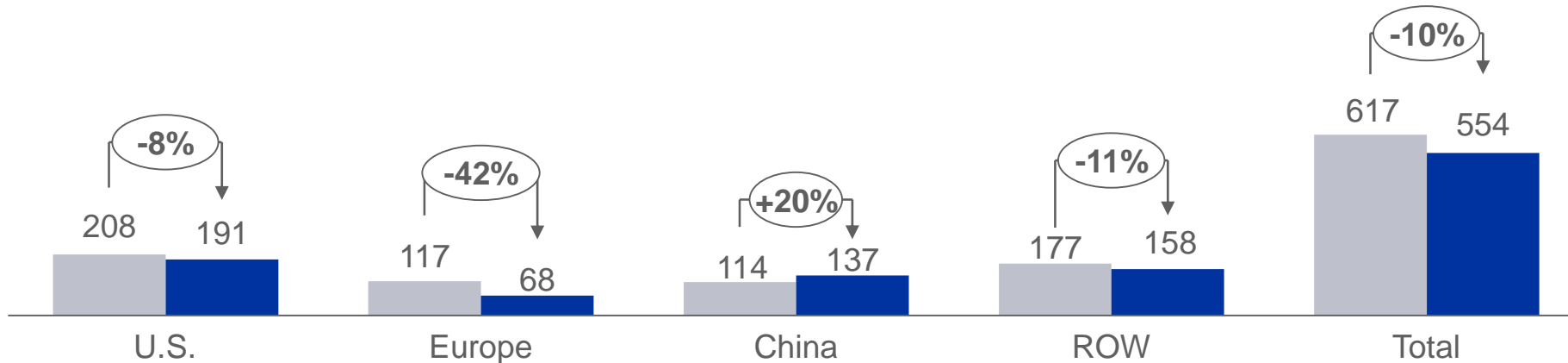


# SEP 2020 REVENUE DASHBOARD - MOM

Revenue by Product Category



Revenue by Region



- Total revenue decreased 10% MoM primarily due to a decline in Pangasius Products (-16% MoM) and Wellness (-47% MoM), which was partly offset by recovery in By-products (+25% MoM), Value-added (+2% MoM)
- Revenue from the U.S. (-8% MoM), Europe (-42% MoM), and ROW (-11% MoM) reflected the fragile nature of the global economy, partly offset by growth in China (+20% MoM) due to demand recovery and low level of inventory level

# EVENT HIGHLIGHTS





# EVENT HIGHLIGHTS

New expansion  
line of gelatin

**Completed**

VHC's new expansion line of gelatin has been fully operational despite obstacles arising from the COVID-19 pandemic, and no on-site support of foreign experts.

This has proved the high level of Vinh Hoan Collagen's technical team.

The new line is also expected to generate revenues as well as profit for the next year 2021.





# EVENT HIGHLIGHTS

New R&D  
Center

**Completed**

R&D Center of Vinh Hoan Collagen has been put into operation since October 2020.

The R&D Center focuses to develop new products for Vinh Wellness.



# EVENT HIGHLIGHTS



*Vinh Hoan was honored in the list of “Top 50 best-listed companies” in 7 consecutive times by Forbes Vietnam Magazine*

*Forbes Vietnam, 15 Oct 2020*



# EVENT HIGHLIGHTS



**VHC launched brand BASAmaster**

*Dong Thap, 05 Oct 2020*

# EVENT HIGHLIGHTS



*Economic & Social Achievements Fair of Dong Thap Province 2016-2020*

*Dong Thap, 17 – 20 Oct 2020*



# EVENT HIGHLIGHTS



*Dong Thap Specialized Basa Week in Ha Noi – Big C Thang Long*

*Ha Noi, 09 – 11 Oct 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](mailto:ir@vinhhoan.com).

