



# OCT 2020 UPDATE

16 Nov 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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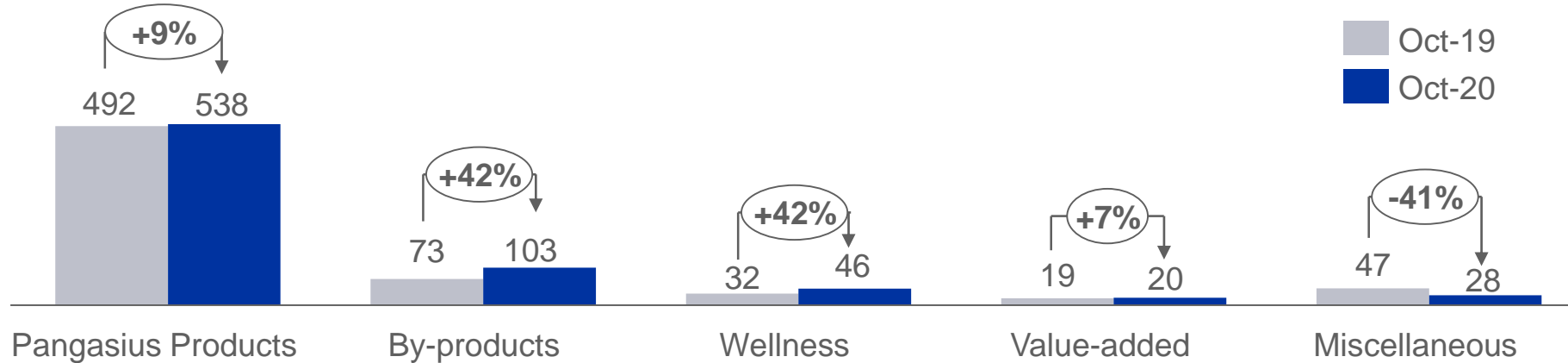


# FINANCIALS AND OUTLOOK

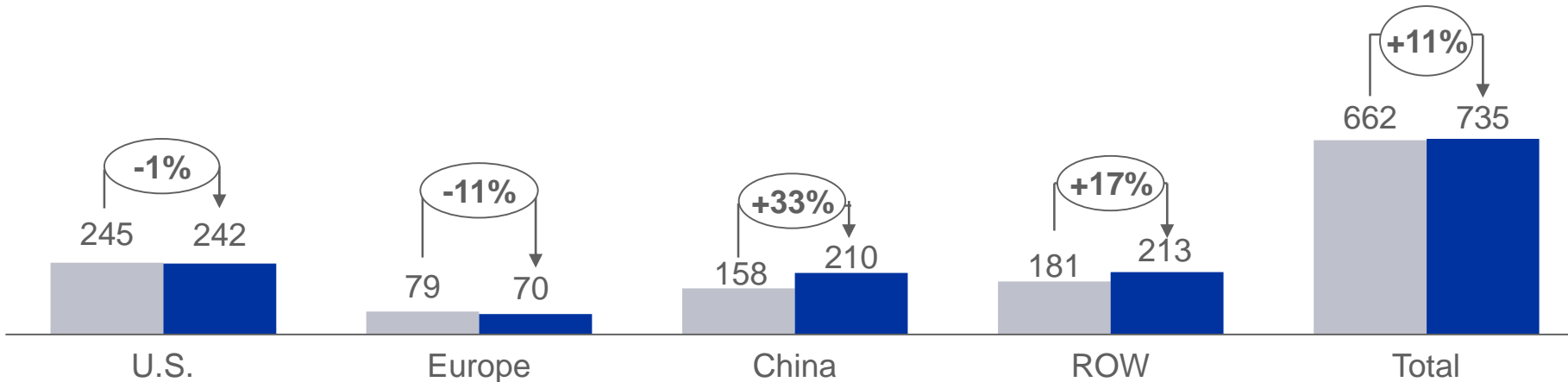


# OCT 2020 REVENUE DASHBOARD - YOY

## Revenue by Product Category



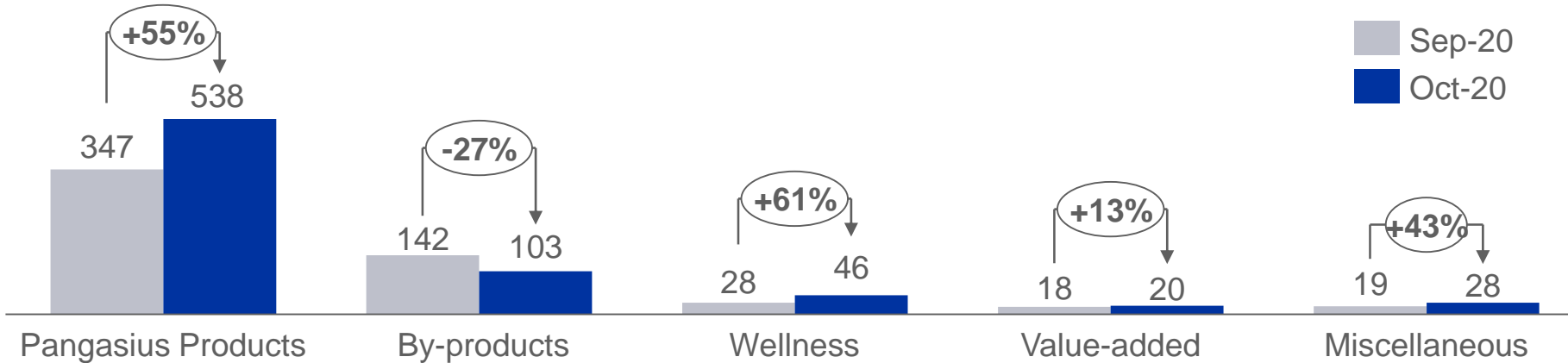
## Revenue by Region



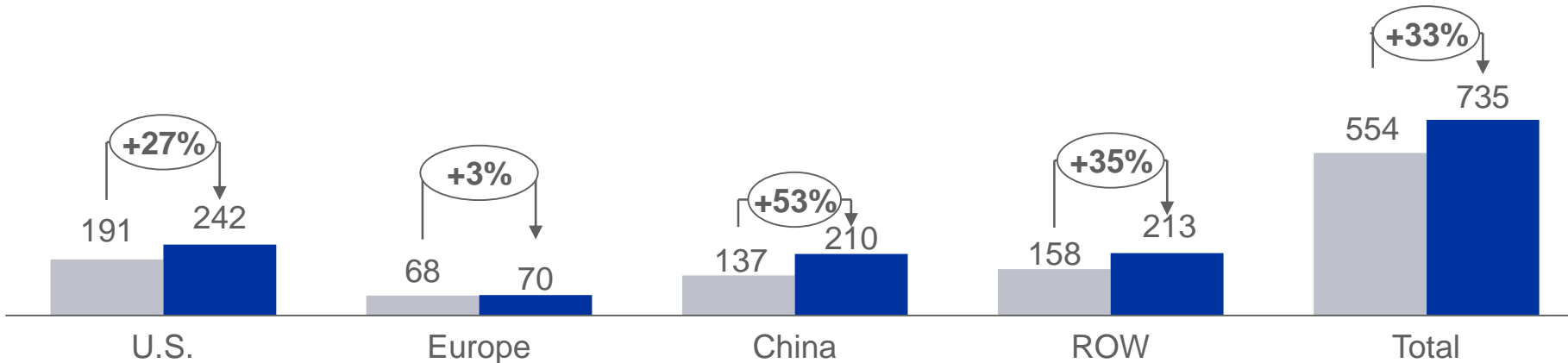
- Total revenue increased by 11% YoY primarily due to growth in most product lines: Pangasius Products (+9% YoY), By-products (+42% YoY), Wellness (+42% YoY) and Value-added (+7% YoY), partly offset by reduced feed trading booked in Miscellaneous (-41% YoY)
- Growth in China (+33% YoY) and ROW (+17% YoY) was partly offset by the decline in U.S. (-1% YoY) and Europe (-11% YoY)

# OCT 2020 REVENUE DASHBOARD - MOM

## Revenue by Product Category



## Revenue by Region



- Total revenue increased by 33% MoM primarily due to exports value in some major markets have increased in the end of Q3 2020. Increase in Pangasius Products (+55% MoM), Wellness (+61% MoM), Value-added (+13% MoM) and Miscellaneous (+43%) was partly offset by a drop in By-products (-27% MoM)
- Revenue from the U.S. (+27% MoM), Europe (+3% MoM), China (+53% MoM) and ROW (+35% MoM) increased due to export value increasing across geographies

# EVENT HIGHLIGHTS



# EVENT HIGHLIGHTS



*Vinh Hoan is honored to participate in The Announcement Ceremony of  
TOP 10 PRESTIGIOUS FOOD COMPANIES 2020 – Group of fresh and frozen food  
Vietnam Report, 22 Oct 2020*



# NEWS CLIPPING



# NEWS CLIPPING

## **Pangasius (Tra fish) exports eye US\$1.5 billion turnover this year**

“Vietnam’s Tra fish processing sector is projected to gross US\$1.5 billion in export turnover this year due to the impact of the COVID-19 pandemic, according to the Vietnam Pangasius Association.”

“Faced with a decline in exports, local firms focused on improving product quality, applying new technology to farming methods, and developing new sales channels and brands specifically for Vietnamese Tra fish.”

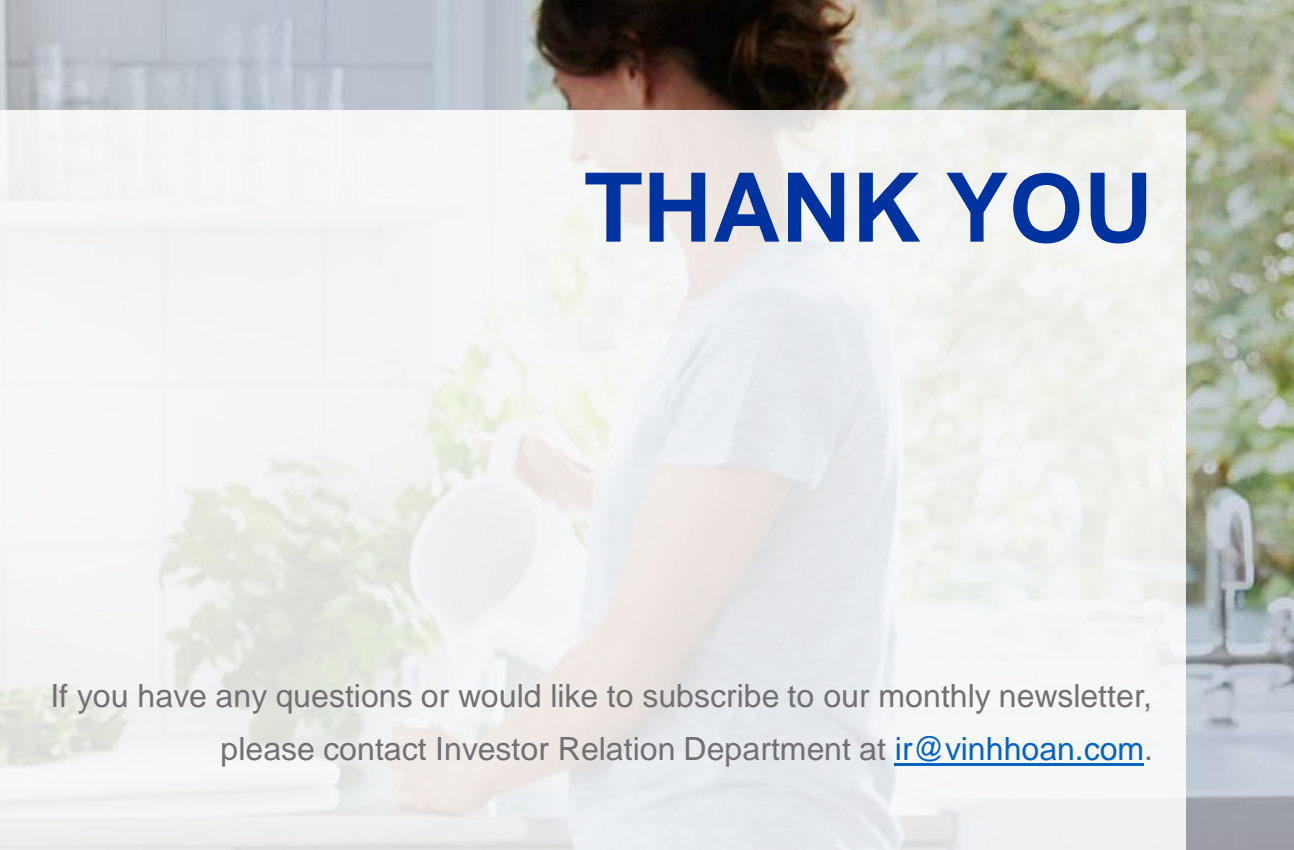
*Vov.vn, 11 Nov 2020*

## **Pangasius: participating in worldwide aquaculture growth**

“According to Gorjan Nikolic, Rabobank’s senior seafood analyst, the pangasius sector is promising the most growth potential in the close future. At the GOAL 2020 conference, he discussed how pangasius and other freshwater finfish are key when it comes to global aquaculture increase.”

“Due to the global pandemic, 2020 will show a slight drop. However, forecasts tell us that 2021 will definitely show a strong recovery. With Vietnam and India respectively being the biggest exporters.”

*Youreverydayfish.com, 21 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).

