



# NOV 2020 UPDATE

15 Dec 2020



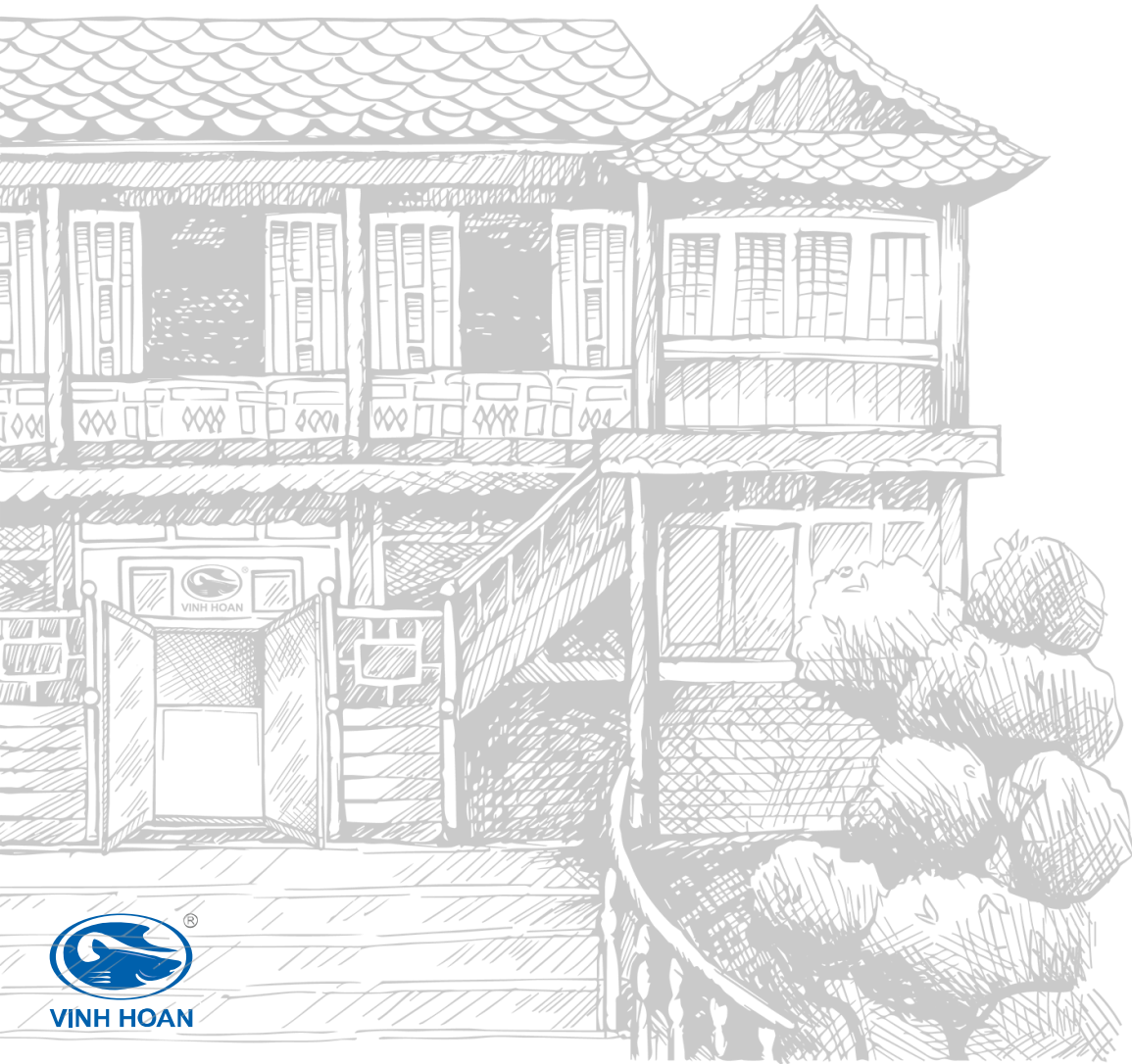
# CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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



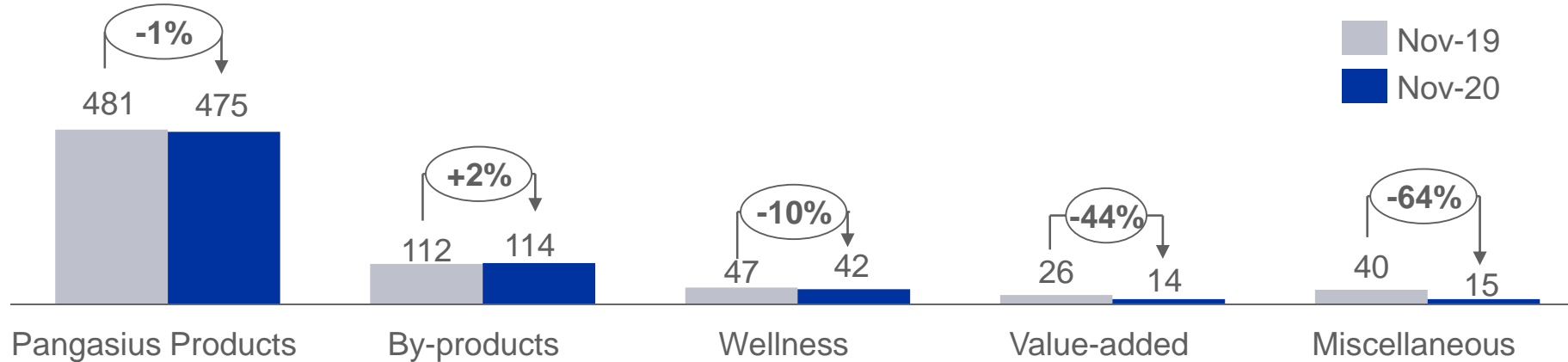
We have a traditional wooden house at all of our major locations for employees meetings and social events.

# FINANCIALS AND OUTLOOK

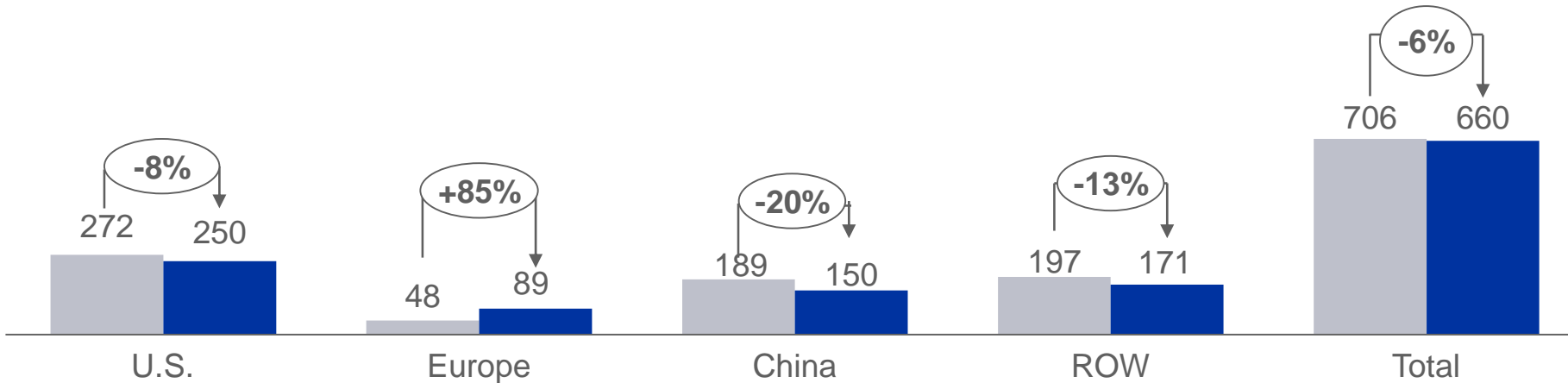


# NOV 2020 REVENUE DASHBOARD - YOY

## Revenue by Product Category



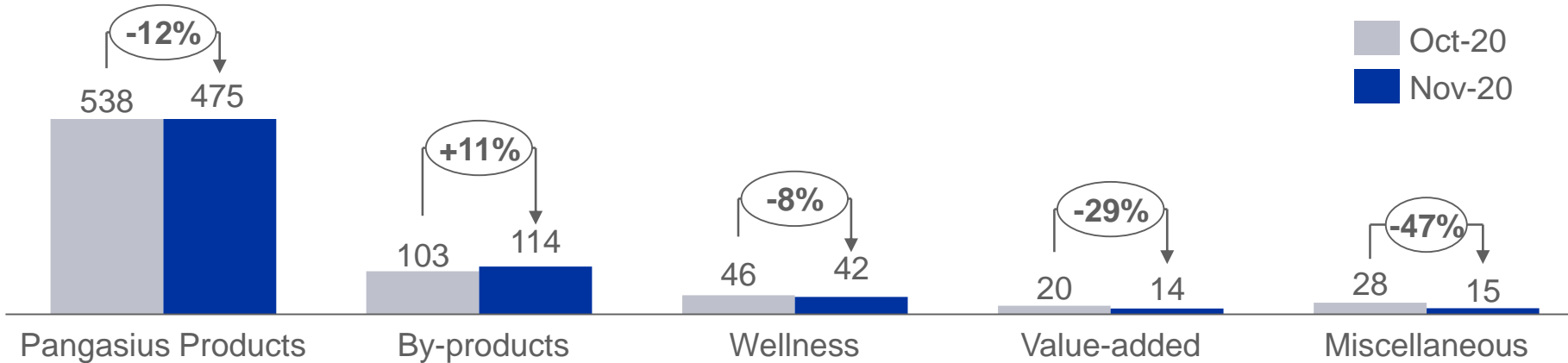
## Revenue by Region



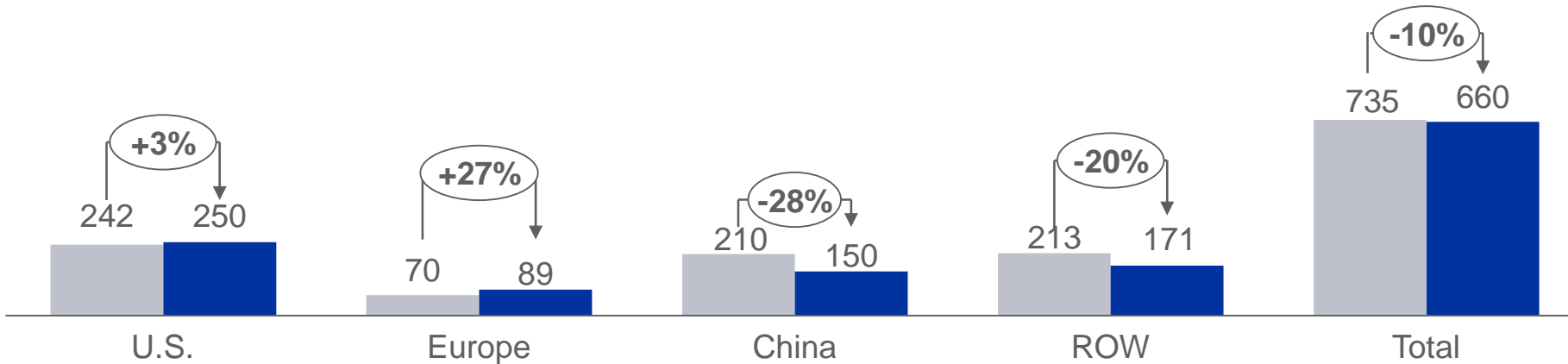
- Total revenue decreased by 6% YoY primarily due to the decrease in most product lines: Pangasius Products (slightly -1% YoY), Wellness (-10% YoY), Value-added (-44% YoY), and Miscellaneous (-64%)
- Growth in Europe (+85% YoY) was partly offset by the decline in U.S. (-8% YoY), China (-20% YoY), and ROW (-13%)
- Due to ongoing public health challenge, trading condition has become more challenging than the same period in the preceding year

# NOV 2020 REVENUE DASHBOARD - MOM

## Revenue by Product Category



## Revenue by Region

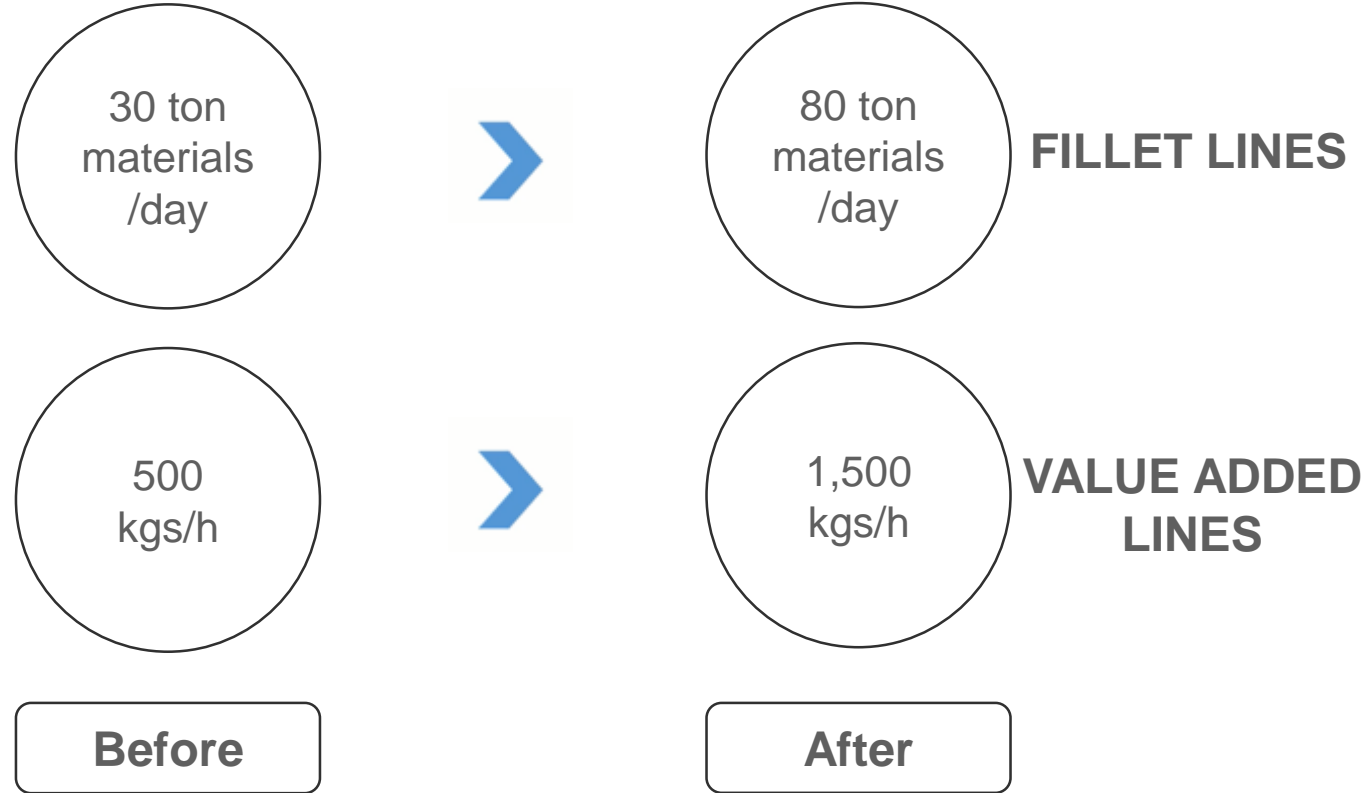


- Total revenue decreased by 10% MoM due to decrease in Pangasius Products (-12% MoM), Wellness (-8% MoM), Value-added (-29% MoM) and Miscellaneous (-47%), partly offset by an increase in By-products (+11% MoM)
- Revenue decreased in China (-28% MoM) and ROW (-20% MoM), partly offset by increase in the U.S. (+3% MoM) and Europe (+27% MoM)
- In China, perceived risk of COVID-19 contamination in frozen seafood and resulting logistic disruptions have affected supply

# EVENT HIGHLIGHTS



# EVENT HIGHLIGHTS



In Quarter III/2020, Vinh Hoan completed expansion and upgrading Factory 2.



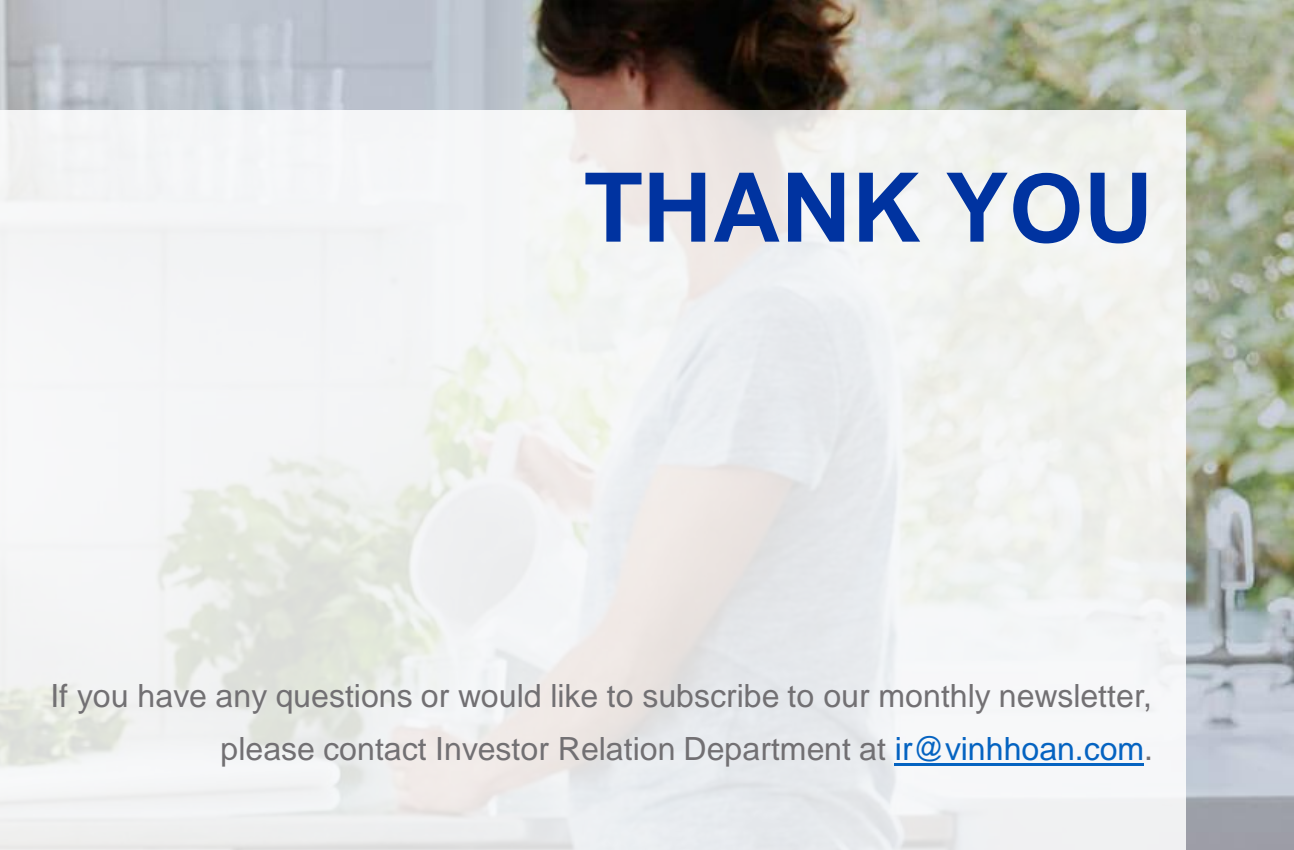
# EVENT HIGHLIGHTS



- Vinh Hoan participated in “OCOP Products – Connect to Reach out” program in Dong Thap Trade Fair. The trade fair promoted the reputation of Pangasius/Basa
- Vinh Hoan is honored to win the 1<sup>st</sup> prize in the contest “Pangasius/Basa Cuisine” organized by Dong Thap Trade, Tourism and Investment Promotion Center.

*Dong Thap, 10 – 15 Dec 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).

