



DEC 2020 UPDATE

14 Jan 2021



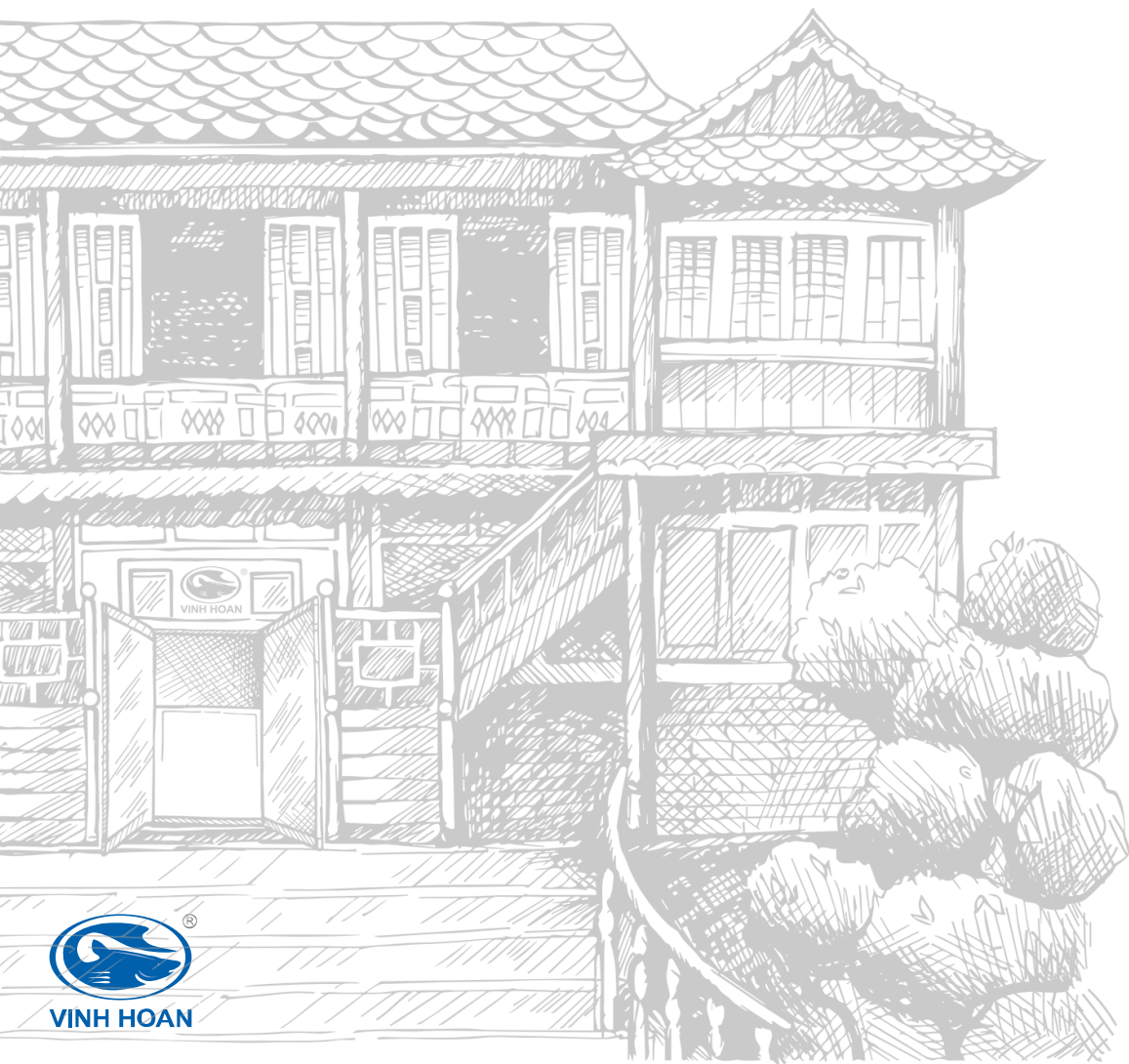
CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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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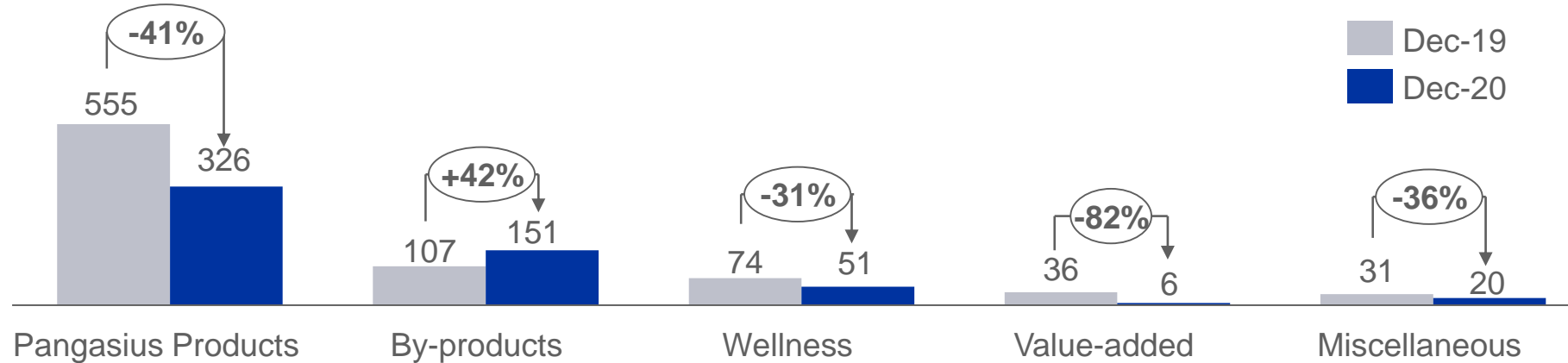
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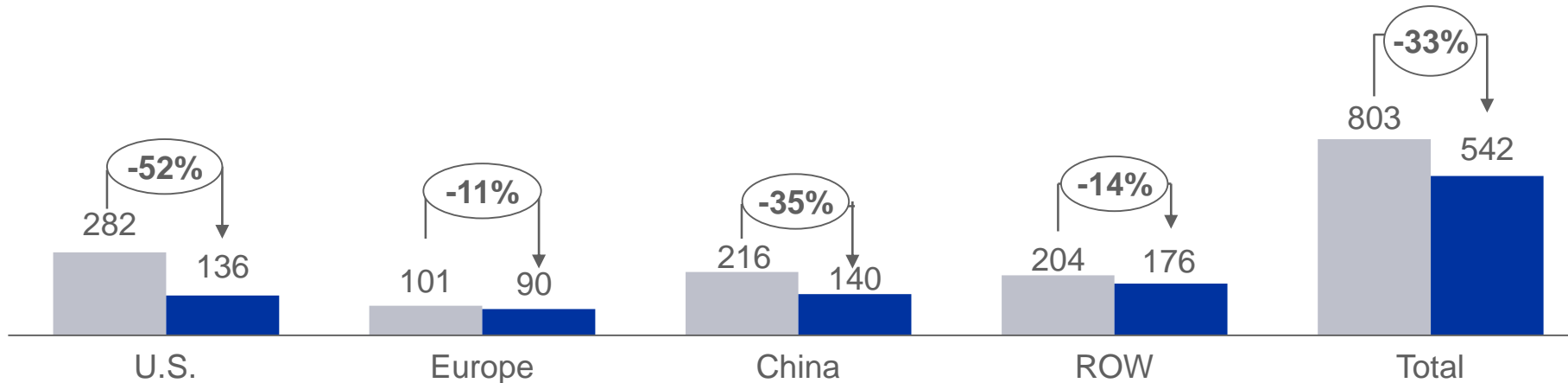
FINANCIALS AND OUTLOOK

DEC 2020 REVENUE DASHBOARD - YOY

Revenue by Product Category



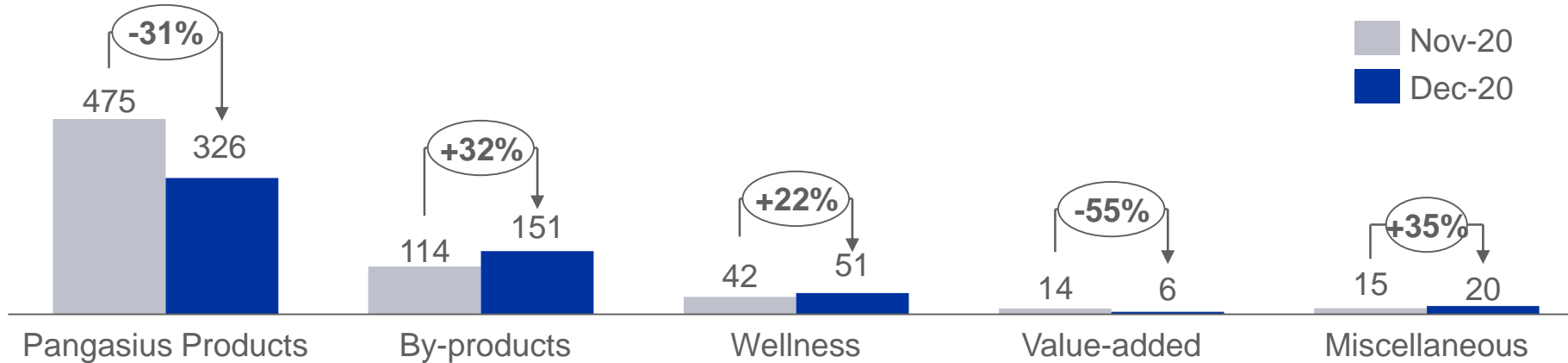
Revenue by Region



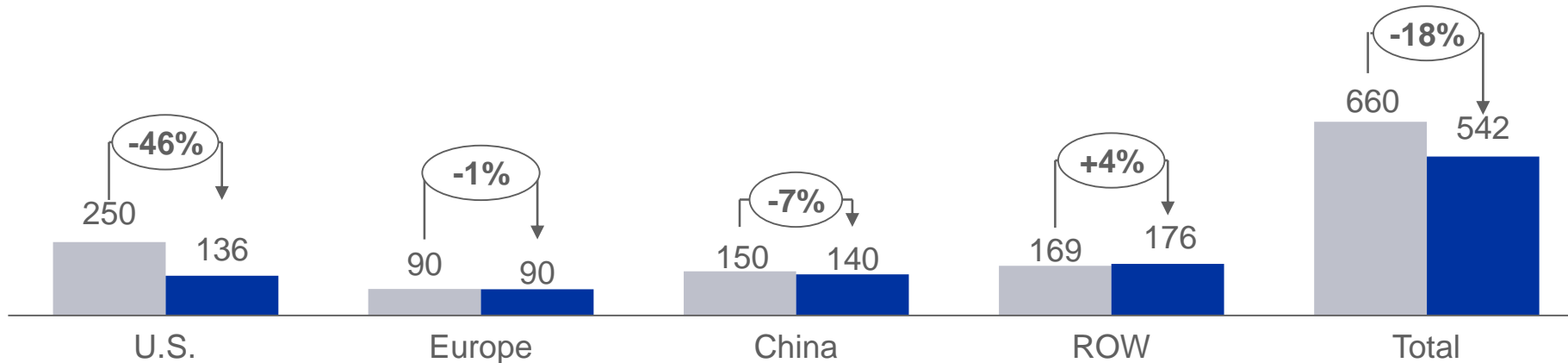
- Total revenue decreased by 33% YoY primarily due to the decrease in most product lines: Pangasius Products (-41% YoY), Wellness (-31% YoY), Value-added (-82% YoY), and Miscellaneous (-36% YoY)
- The decrease occurred in most markets: U.S. (-52% YoY), Europe (-11% YoY), China (-35% YoY), and ROW (-14% YoY)
- Sharply reduced maritime transport flow, slow pace of economic recovery and the emergence of a new variant of SARS-CoV-2 are the main reasons for the significant decrease YoY

DEC 2020 REVENUE DASHBOARD - MOM

Revenue by Product Category



Revenue by Region



- Total revenue decreased by 18% MoM due to decrease in Pangasius Products (-31% MoM), Value-added (-55% MoM), partly offset by an increase in By-products (+32% MoM), Wellness (+22% MoM) and Miscellaneous (+35% MoM)
- Revenue decreased in U.S. (-46% MoM), Europe (-1% MoM) and China (-7% MoM), partly offset by increase in the ROW (+4% MoM)
- Uncertainty trade position in the U.S. was the primary reason for the decline of the main product, i.e. Pangasius Products

EVENT HIGHLIGHTS



EVENT HIGHLIGHTS



Mekong Connect 2020 – Putting products and services in Mekong Delta into the global value chain

Dong Thap, 21 Dec 2020

NEWS CLIPPING

NEWS CLIPPING

Taking advantages of opportunities from UKVFTA: in 2021, exporting pangasius to the UK continue to grow

According to the assessment of the Ministry of Industry & Trade, the Covid-19 changed the consumption and import trend of British consumers and importers. Consumers target aquaculture products that are easy to consume at home, easy to store, easy to process, and at average low price. Vietnamese frozen pangasius is a great advantage and is exported to the UK when the leading suppliers have the appropriate price and the manufacturing process of many Vietnamese enterprises is accepted by the UK and Europe markets.

(Translated from Vietnamese)

VASEP, 05 Jan 2021



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.

