



# APR 2021 UPDATE

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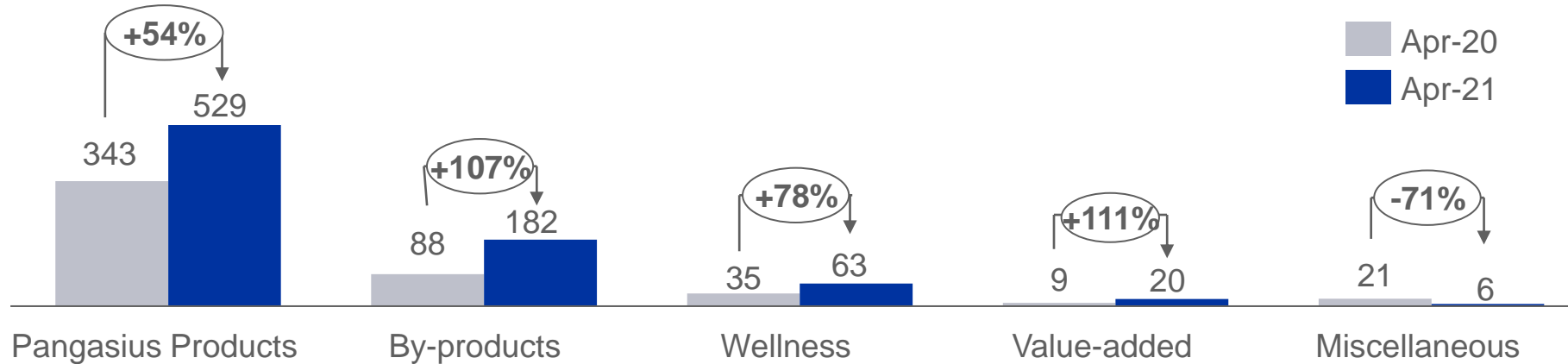
We have a traditional wooden house at all of our major locations for employees meetings and social events.

# FINANCIALS AND OUTLOOK

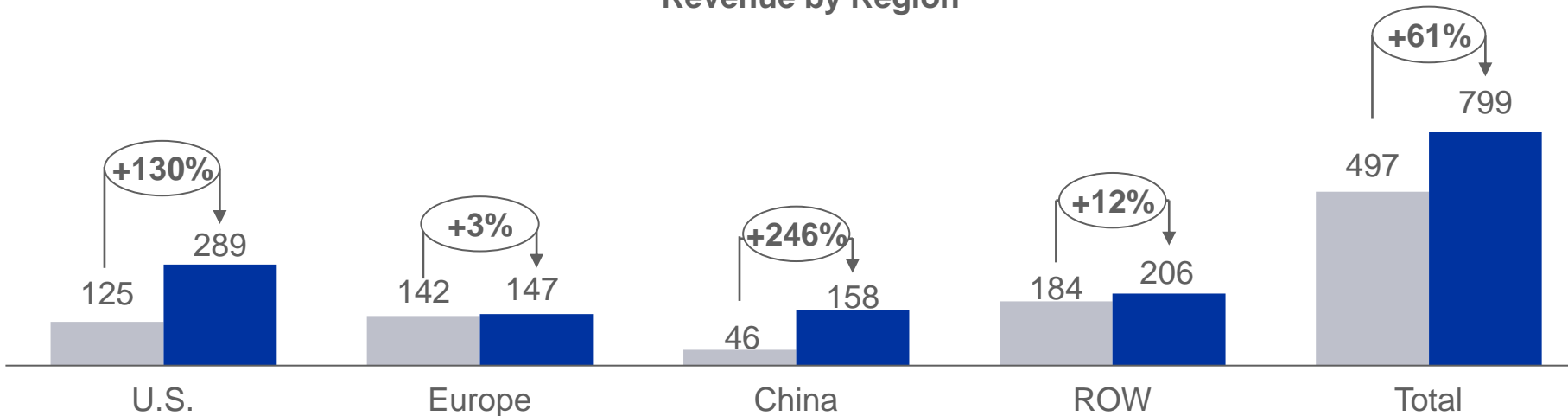


# APR 2021 REVENUE DASHBOARD – YOY (EXCLUDE SA GIANG)

Revenue by Product Category



Revenue by Region



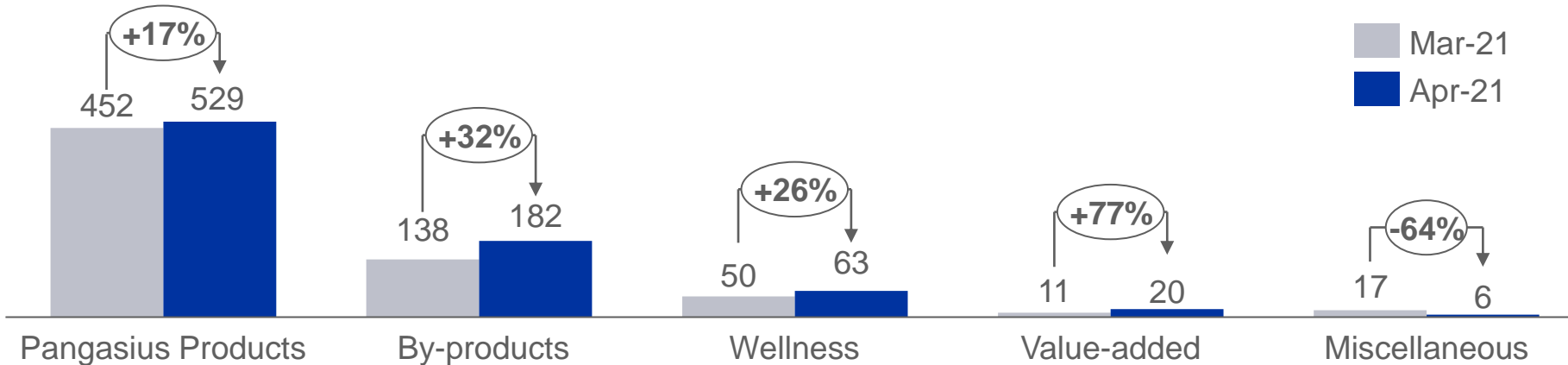
- Total revenue increased by 61% YoY primarily due to the growth in most product lines: Pangasius Products (+54% YoY), By-products (+107% YoY), Wellness (+78% YoY), and Value-added (+111% YoY), partly offset by a decrease in Miscellaneous (-71% YoY)
- Growth in almost markets: U.S (+130% YoY), Europe (+3% YoY), China (+246% YoY) and ROW (+12% YoY) because Apr,2020 was the time Covid-19 pandemic broke out strongly in the world and many countries were in lockdown.



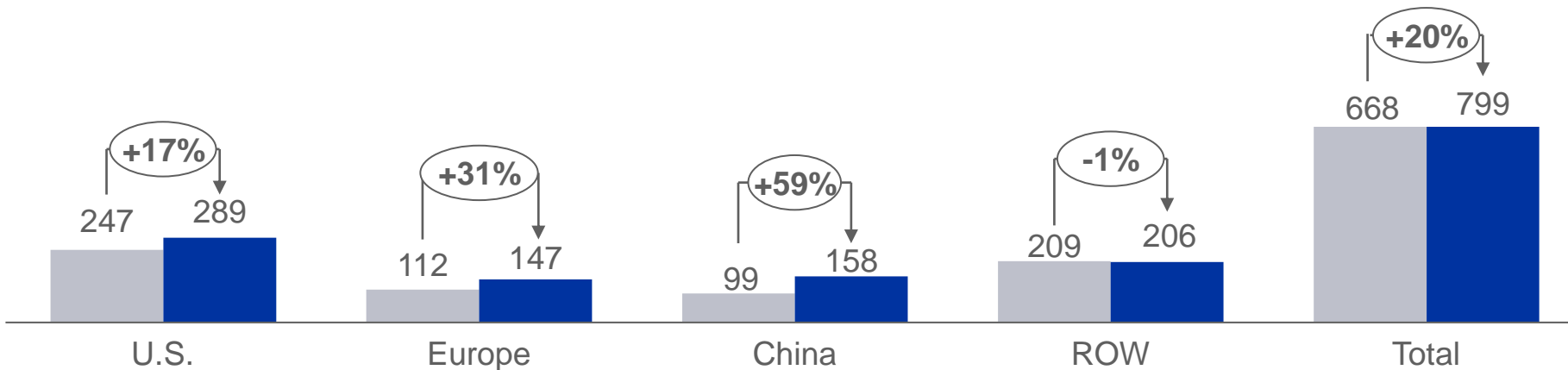
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

# APR 2021 REVENUE DASHBOARD – MOM (EXCLUDE SA GIANG)

Revenue by Product Category



Revenue by Region



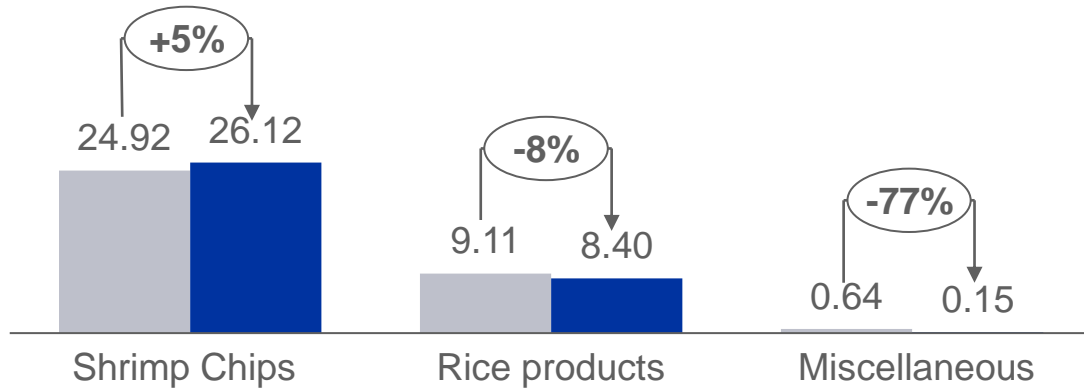
- Total revenue increased by +20% MoM, as follows: increase in Pangasius products (+17% MoM), Wellness (+26% MoM), By-products (+32%) MoM, and Value-added (+77% MoM) was partly offset by a decrease in Miscellaneous (-64% MoM)
- Export value continued a positive growth in U.S (+17% MoM), Europe (+31% MoM), China (+59% MoM) and almost unchanged in the ROW (-1%).



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)

# APR 2021 REVENUE DASHBOARD – MOM – SA GIANG (SGC)

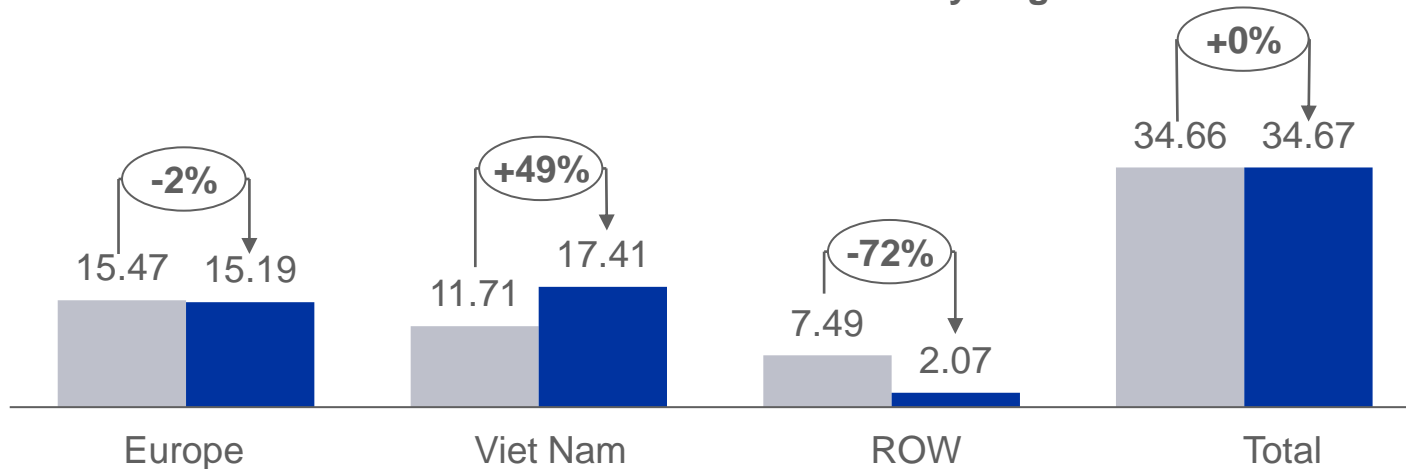
## Revenue by Product Category



■ Mar-21  
■ Apr-21

There was no significant change in Apr, 2021 revenue because of a decline in Rice products (-8% MoM) and Miscellaneous (-77% MoM) was partly offset by an increase in Shrimp Chips (+5% MoM).

## Revenue by Region



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





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VHC held the Annual Shareholder Meeting 2021 in Cao Lanh, Dong Thap

*29 Apr 2021, Dong Thap Province*

# EVENT HIGHLIGHTS



## *The Topping Out Ceremony – Milestone of Housing for employees by Vinh Hoan Corporation*

VHC conducted the Topping Out Ceremony for Block B1 of the Housing Project for the workers. When in operation, the project not only addresses housing needs for more than 1,000 employees of Vinh Hoan Company, but also is a civilized modern architecture that contributes to building a spacious urban landscape of the city. The project also contributes to promote the socio-economic development of Dong Thap province in the future.

*10 May 2021, Dong Thap Province*

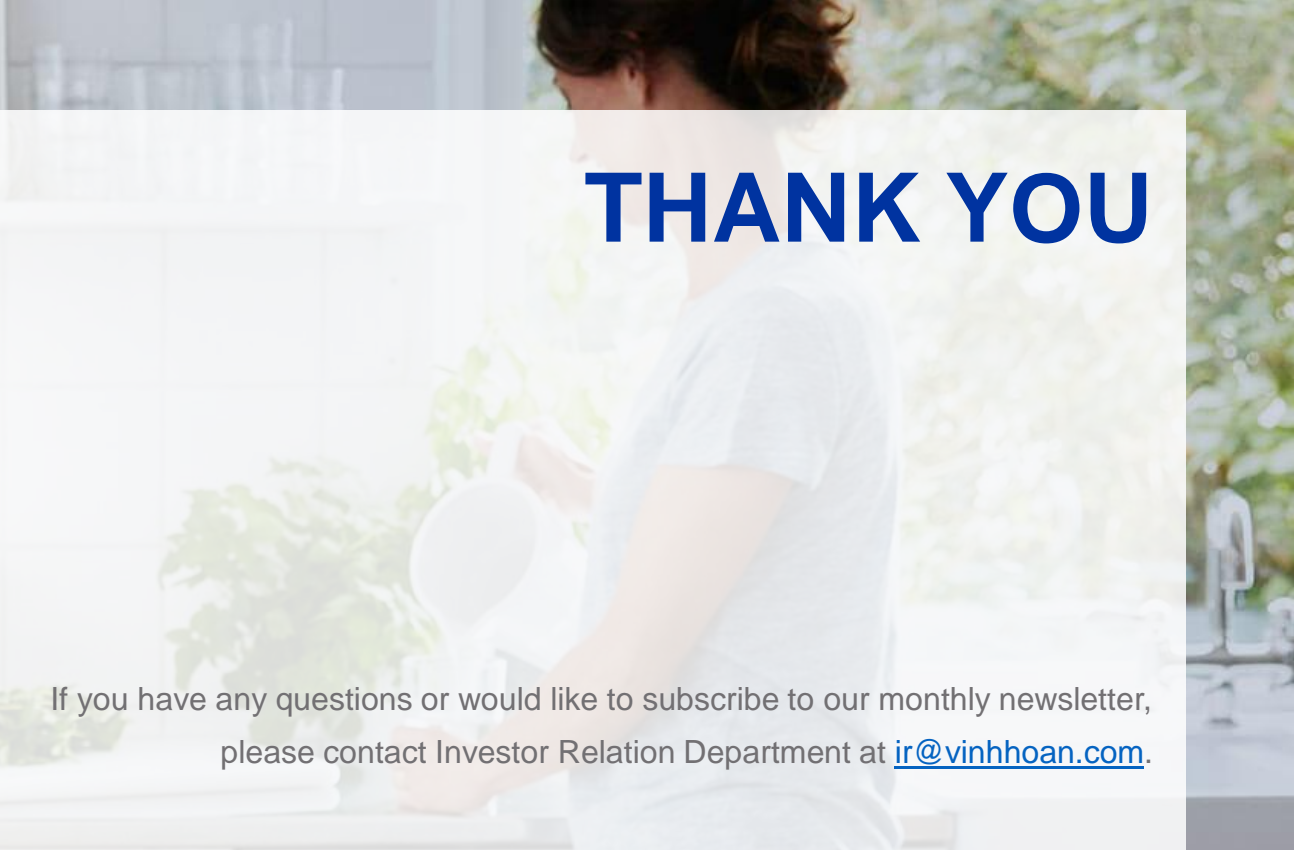
# EVENT HIGHLIGHTS



VHC started sampling BASAmaster products at MM Binh Duong on May 13<sup>th</sup>, 2021. Moreover, on May 14<sup>th</sup>, 15<sup>th</sup> and 16<sup>th</sup>, BASAmaster will continue to come to MM An Phu and Hiep Phu.

***BASAmaster - “Full of nutrition, delicious and natural”***

***13 May 2021, Binh Duong***



# 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).

