



AUG 2021 UPDATE

12 Sep 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.

TABLE OF CONTENTS



- 1. Financials and Outlook 4
- 2. Event Highlights 8
- 3. News Clipping 10

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

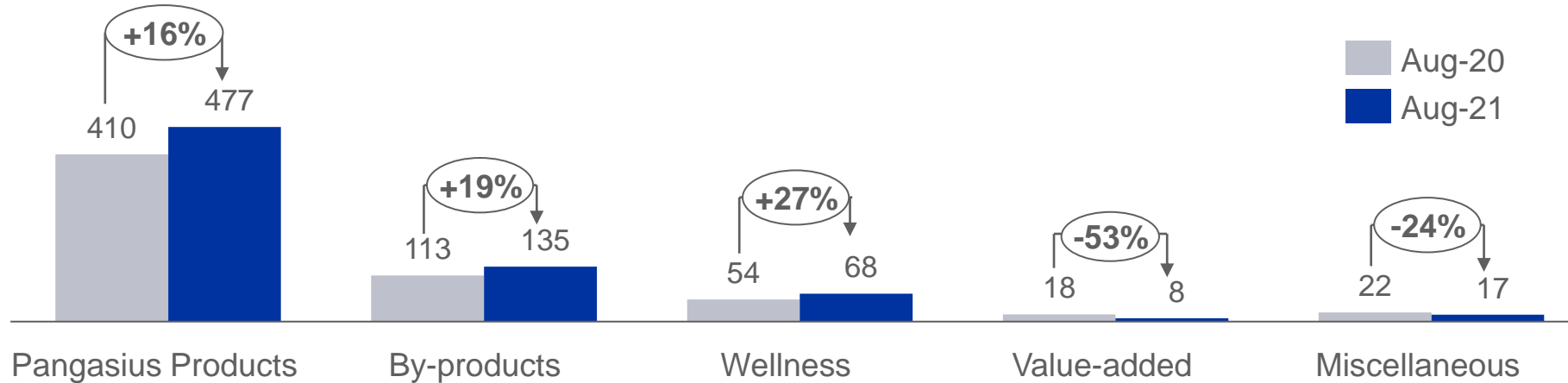


FINANCIALS AND OUTLOOK

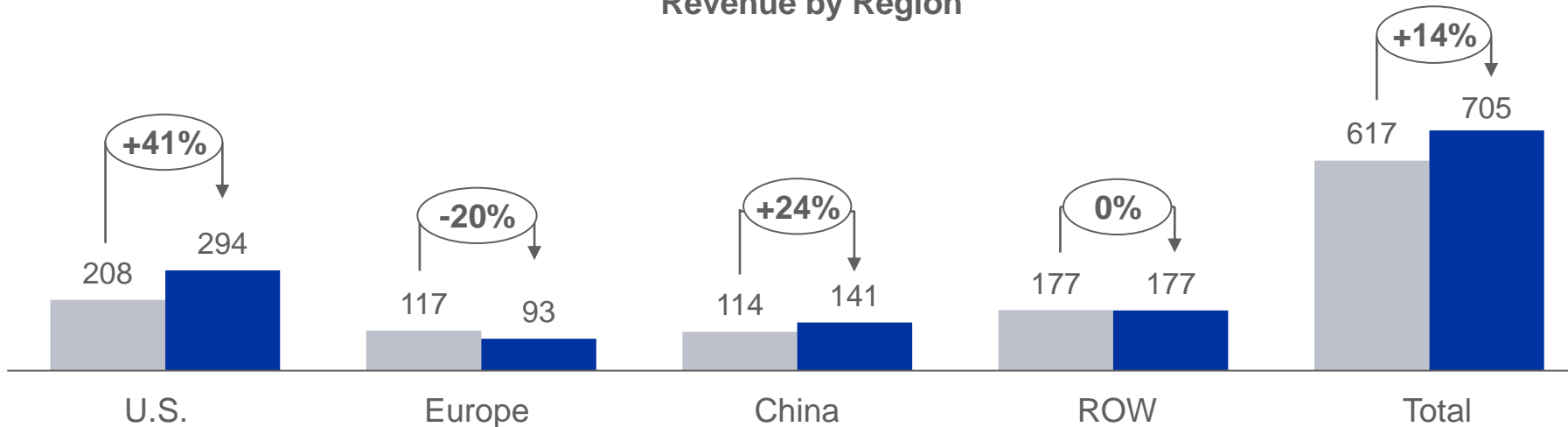


AUG 2021 REVENUE DASHBOARD – YOY (EXCLUDE SA GIANG)

Revenue by Product Category



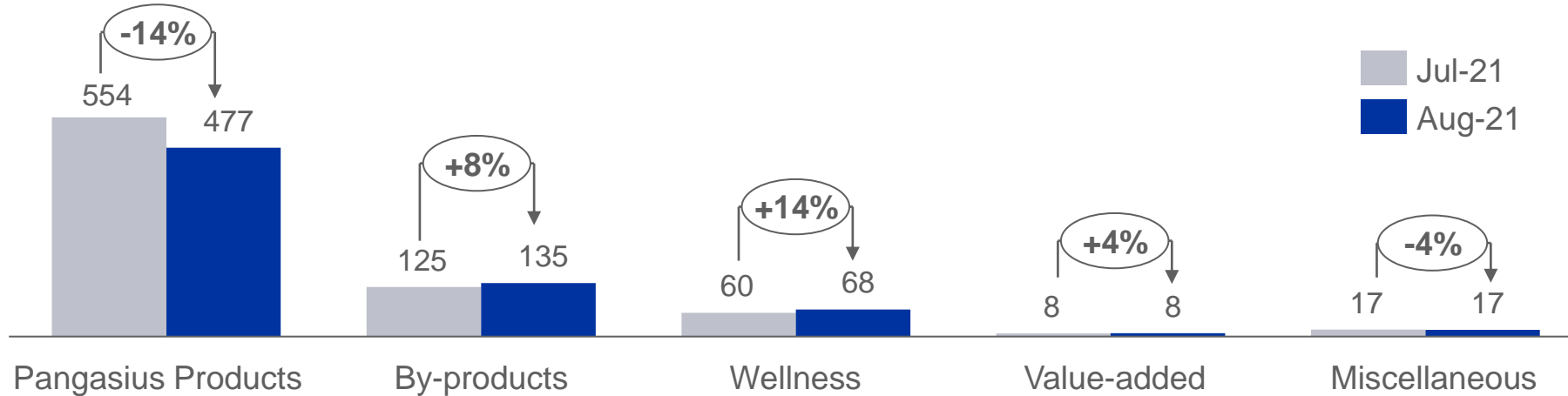
Revenue by Region



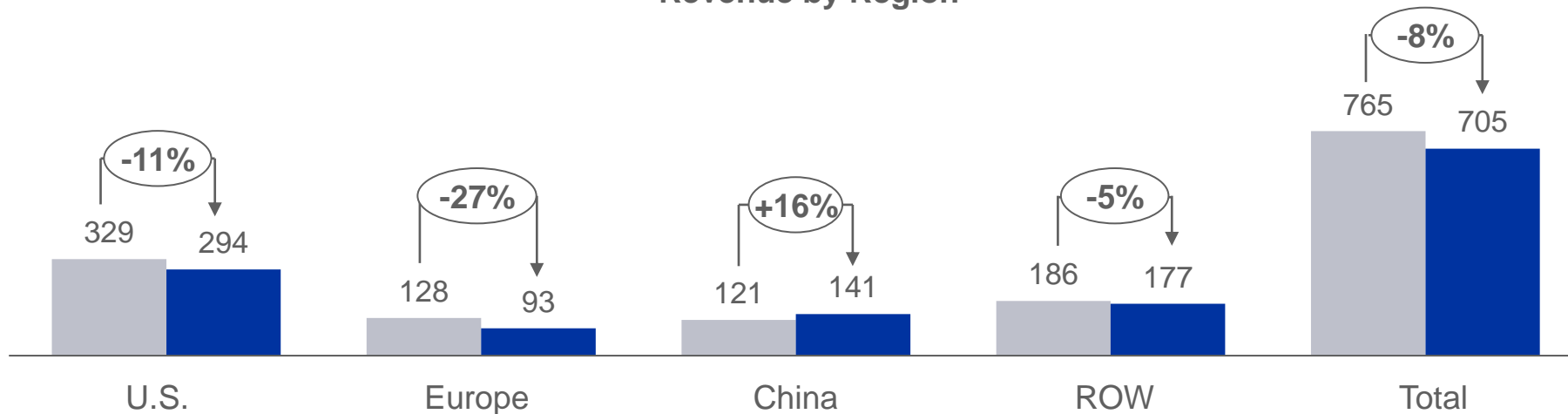
- Total revenue increased by 14% YoY primarily due to the growth in almost main product lines: Pangasius Products (+16% YoY), By-products (+19% YoY) and Wellness (+27% YoY), partly offset by a decrease in Value-added (-53% YoY) and Miscellaneous (-24% YoY).
- Growth in U.S. (+41% YoY) and China (+24% YoY) which are still impressive as recovery affirmations, partly offset by the decline in Europe (-20% YoY), meanwhile revenue in the ROW remained stable.

AUG 2021 REVENUE DASHBOARD – MOM (EXCLUDE SA GIANG)

Revenue by Product Category



Revenue by Region



- Total revenue decreased 8% MoM due to weakened Pangasius Products exports (-14% MoM) and declined feed trading booked in Miscellaneous (-4% MoM), partly offset by growth in By-products (+14% MoM), Wellness (+14% MoM) and Value-added (+4% MoM).

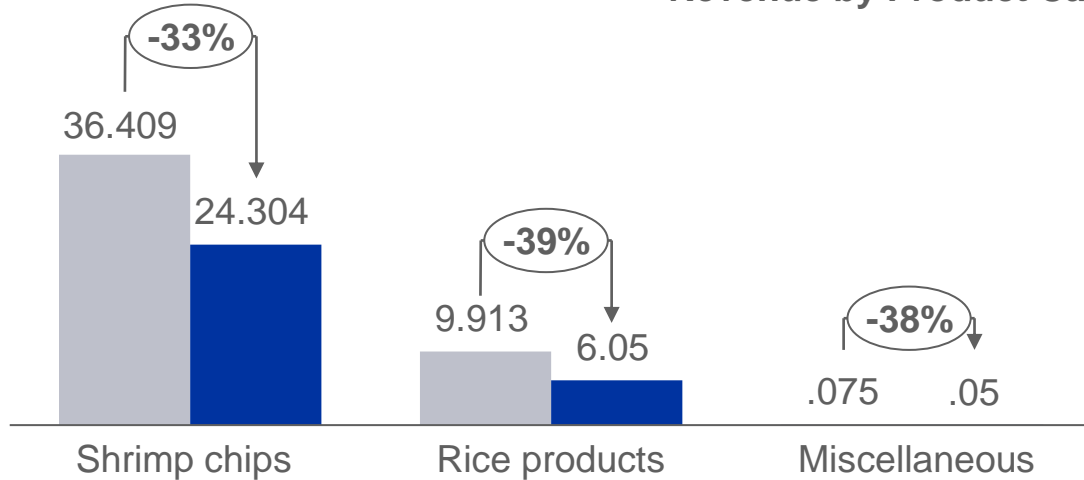
- Beside China with a positive growth (+16% MoM), most other export markets went down in decline: U.S. (-11% MoM), Europe (-27% MoM) and ROW (-5% MoM) because of reduced processing capacity to comply with Covid-19 restriction and lockdown policies in Vietnam.



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)

AUG 2021 REVENUE DASHBOARD – MOM – SA GIANG (SGC)

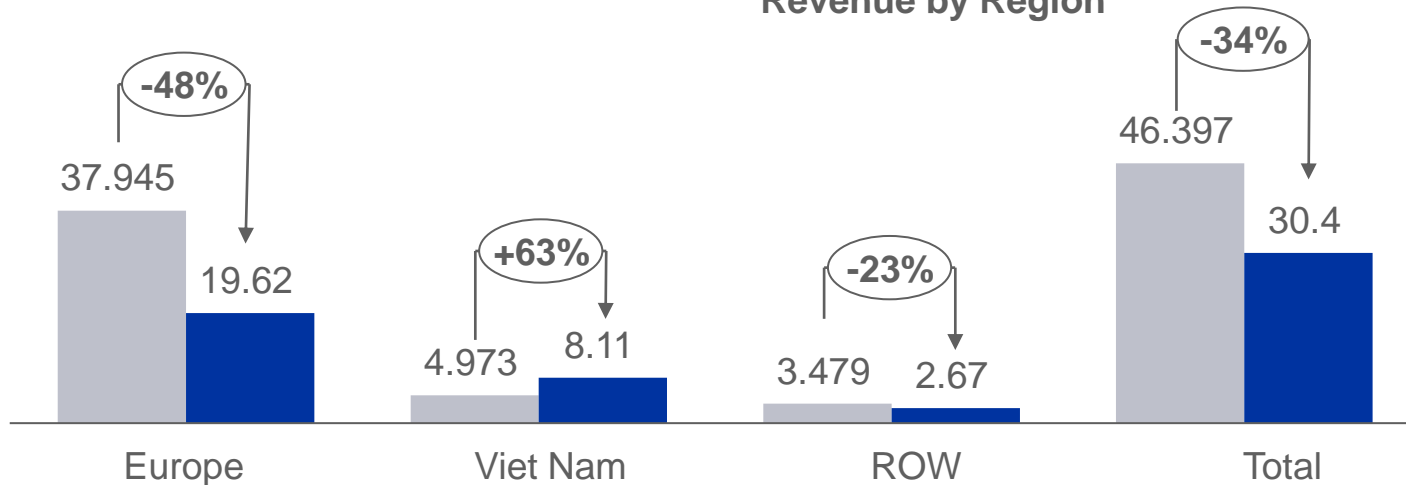
Revenue by Product Category



■ Jul-21
■ Aug-21

- Sa Giang's revenue moderated after last month's impressive leap (-34% MoM), in which: Shrimp chips (-33% MoM), Rice products (-39% MoM) and Miscellaneous (-38% MoM).
- The revenue decreased in export markets: Europe (-48% MoM) and ROW (-23% MoM) partly offset by growth in Domestic (+63% MoM)
- Thanks to its new factory, Sa Giang was approved to supply dry noodles to Bach Hoa Xanh stores.

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



EVENT HIGHLIGHTS



Welcome

Ms. Lê Ngọc Tiên
CHIEF STRATEGY OFFICER

The Resolution of the BOD on the appointment of Ms. Le Ngoc Tien as Chief Strategy Officer of Vinh Hoan Corporation from 01 September 2021.

NEWS CLIPPING



NEWS CLIPPING

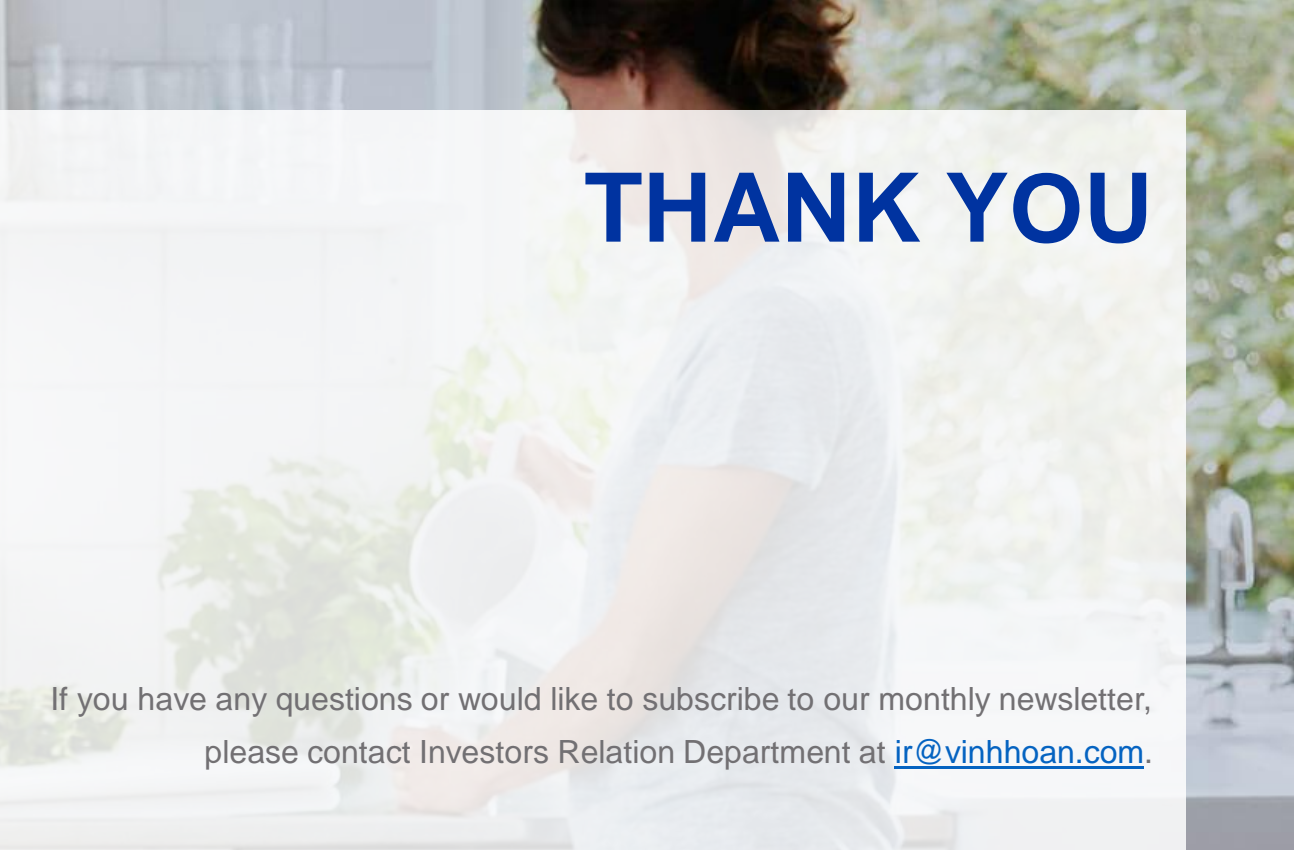
Positive prospect for Vietnamese pangasius in the Mexican market

“As of the first half of August 2021, the total value of Vietnamese pangasius exports to the Mexican market reached US\$43.76 million, up nearly 70% over the same period last year. With this result, Mexico has now surpassed Brazil and entered the top pangasius export market of Vietnamese seafood enterprises in Latin America.

[...] Mexico is the market with the second highest per capita income in Latin America (after Brazil). Free trade system with relatively low import tax, ranging from 0-35% on average. This is also a market in the CPTPP bloc. According to the CPTPP Agreement, the import tax rate of seafood into the Mexican market will be 0% from the third year. Pangasius is the seafood product imported by Mexico with the largest volume and value, followed by fish tuna products”

VASEP, 08 Sep 2021





THANK YOU

If you have any questions or would like to subscribe to our monthly newsletter, please contact Investors Relation Department at ir@vinhhoan.com.

