



OCT 2021 UPDATE

11 Nov 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.

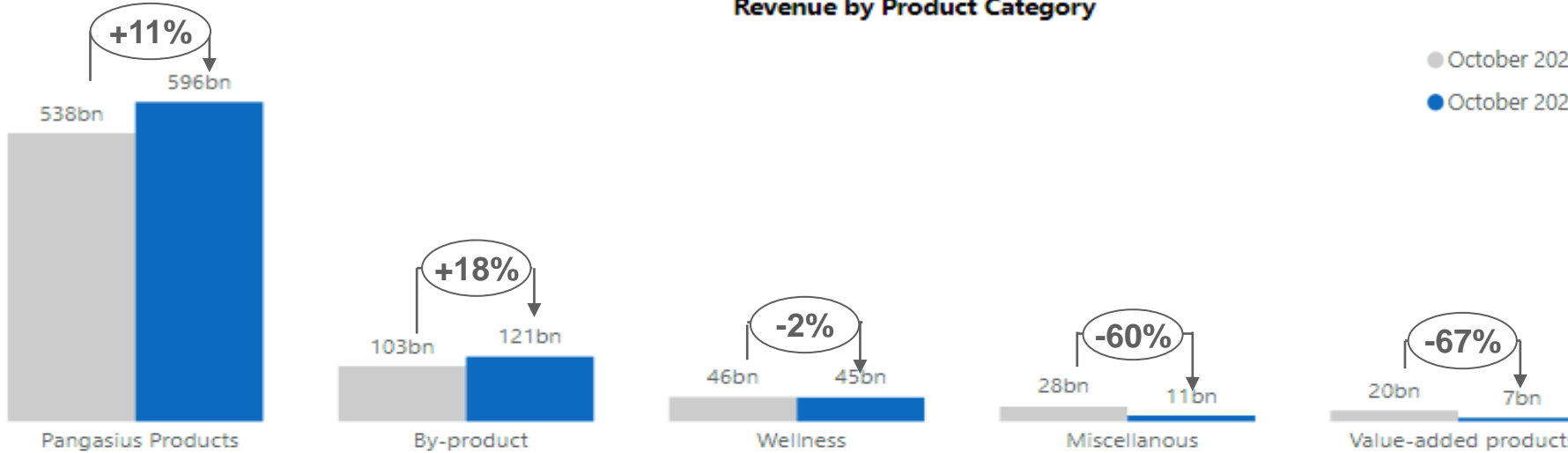
FINANCIALS AND OUTLOOK



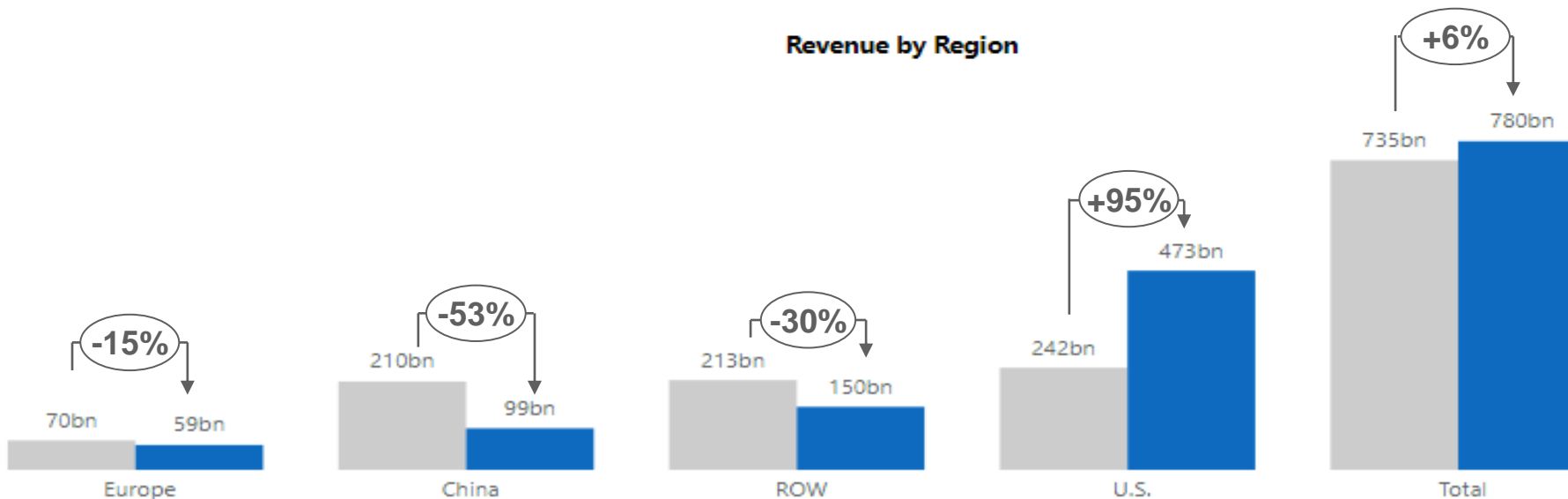
OCT 2021 REVENUE DASHBOARD – YOY (EXCLUDE SA GIANG)

Revenue by Product Category

● October 2020
● October 2021



Revenue by Region



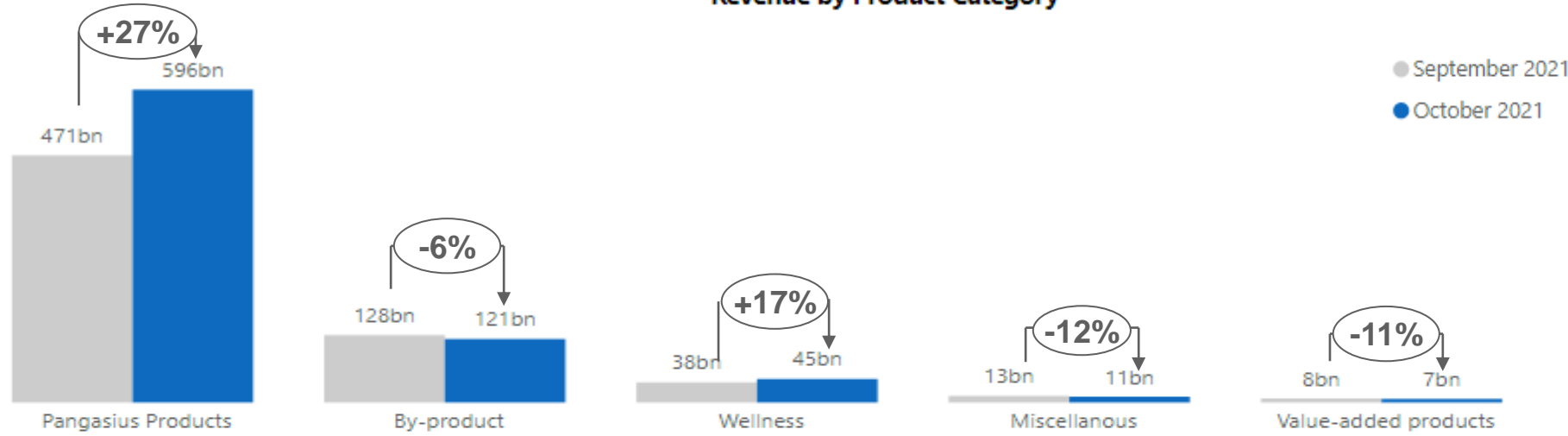
- Total revenue increased by 6% YoY primarily due to the growth in main product lines: Pangasius Products (+11% YoY), and By-products (+18% YoY), partly offset by a decrease in Wellness (-2%), Value-added (-67% YoY) and Miscellaneous (-60% YoY).
- Growth in U.S. (+95% YoY) which are still impressive as recovery affirmations, partly offset by the decline in China (-53% YoY), Europe (-15%), and ROW (-30%).



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)

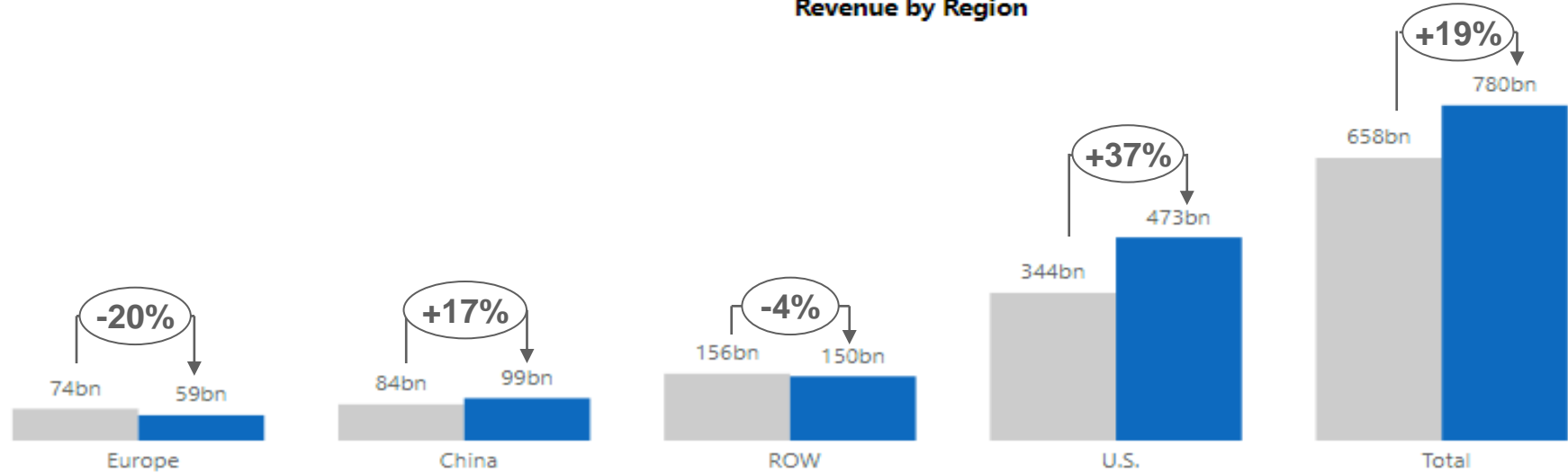
OCT 2021 REVENUE DASHBOARD – MOM (EXCLUDE SA GIANG)

Revenue by Product Category



- Total revenue increased 19% MoM due to the increase in Pangasius Products (+27% MoM), and Wellness (+17% MoM), partly offset by the decreased in By-product (-6%), Miscellaneous (-12%), and Value-added products (-11%).

Revenue by Region



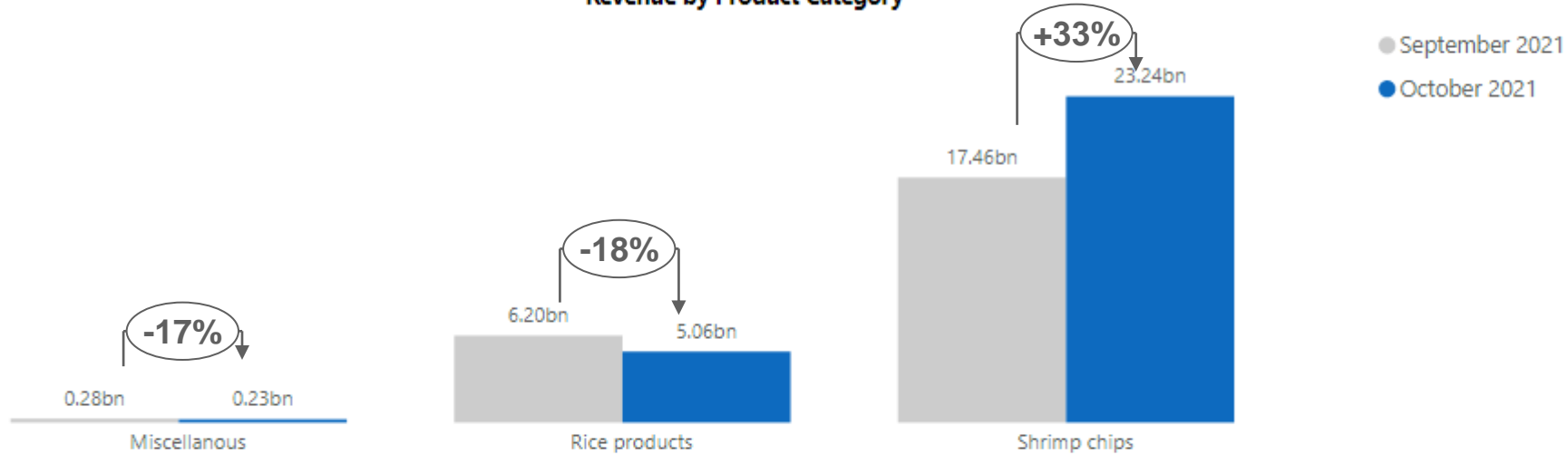
- The U.S and China markets have seen a positive growth, respectively +37%, and +17% MoM, partly offset by other export markets Europe (-20% MoM), and ROW (-4% MoM).



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)

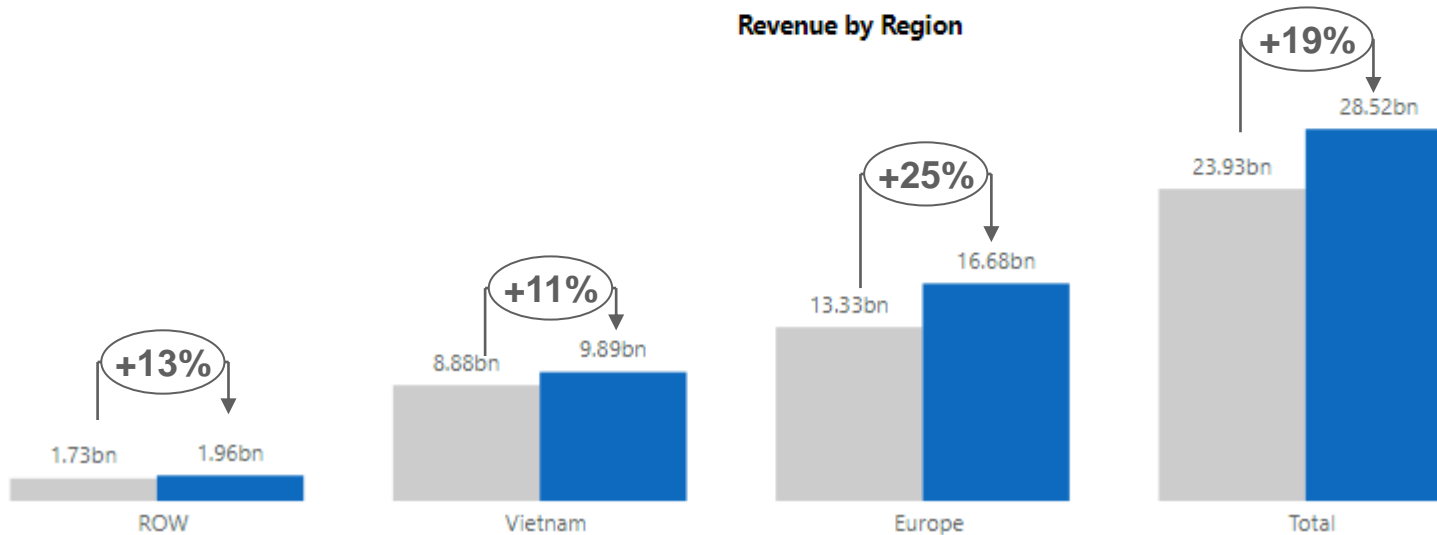
OCT 2021 REVENUE DASHBOARD – MOM – SA GIANG (SGC)

Revenue by Product Category



- Sa Giang's revenue increased due to the growth in Shrimp Chips (+33% MoM), partly offset by the decrease in Rice products (-18% MoM).

Revenue by Region



- The revenue increased (+19% MoM) in all markets: with export markets: Europe (+25% MoM) and ROW (+13% MoM); with Domestic (11% MoM)

EVENT HIGHLIGHTS



EVENT HIGHLIGHTS



Madam Trương Thị Lê Khanh – Founder and Chairwoman, was featured on the cover of the Forbes Vietnam Magazine No. 99 named “Reorganizing the production chain during the pandemic – Flexibility in volatility”

Forbes Vietnam Magazine No. 99, November 2021

NEWS CLIPPING



NEWS CLIPPING



Fish vaccination a key part of future success for world's largest pangasius producer

“The key to the continued growth of the pangasius industry is being more innovative in solving its main fish health, quality and sustainability challenges, says Nguyen Ngo Vi Tam, CEO of Vinh Hoan, the world’s leading producer of the species.”

...

“Vaccines part of push to cut antibiotics”

...

“Striving for innovation”

...

“Customer interest, but some farmer resistance”

...

“Importance of leadership”

...

Fish Health Forum, Oct 2021

NEWS CLIPPING

The year 2022: The production of wild, farmed white fish globally will be little changed

According to the Marine Fish Forum (GFF) forecast, the global production of farmed and wild-caught whitefish will reach about 7,095 million tons in 2022, essentially unchanged from 7.144 million tons in 2021.

It is predicted that the supply of some critical species will decrease. These include Atlantic cod, Atlantic cod, and hake.

Other species such as cod and saithe will increase while pollock, pacific cod, and Hoki will remain unchanged.

(Translated from Vietnamese)

VASEP, 09 Nov 2021

Seafood exports will recover from October 2021

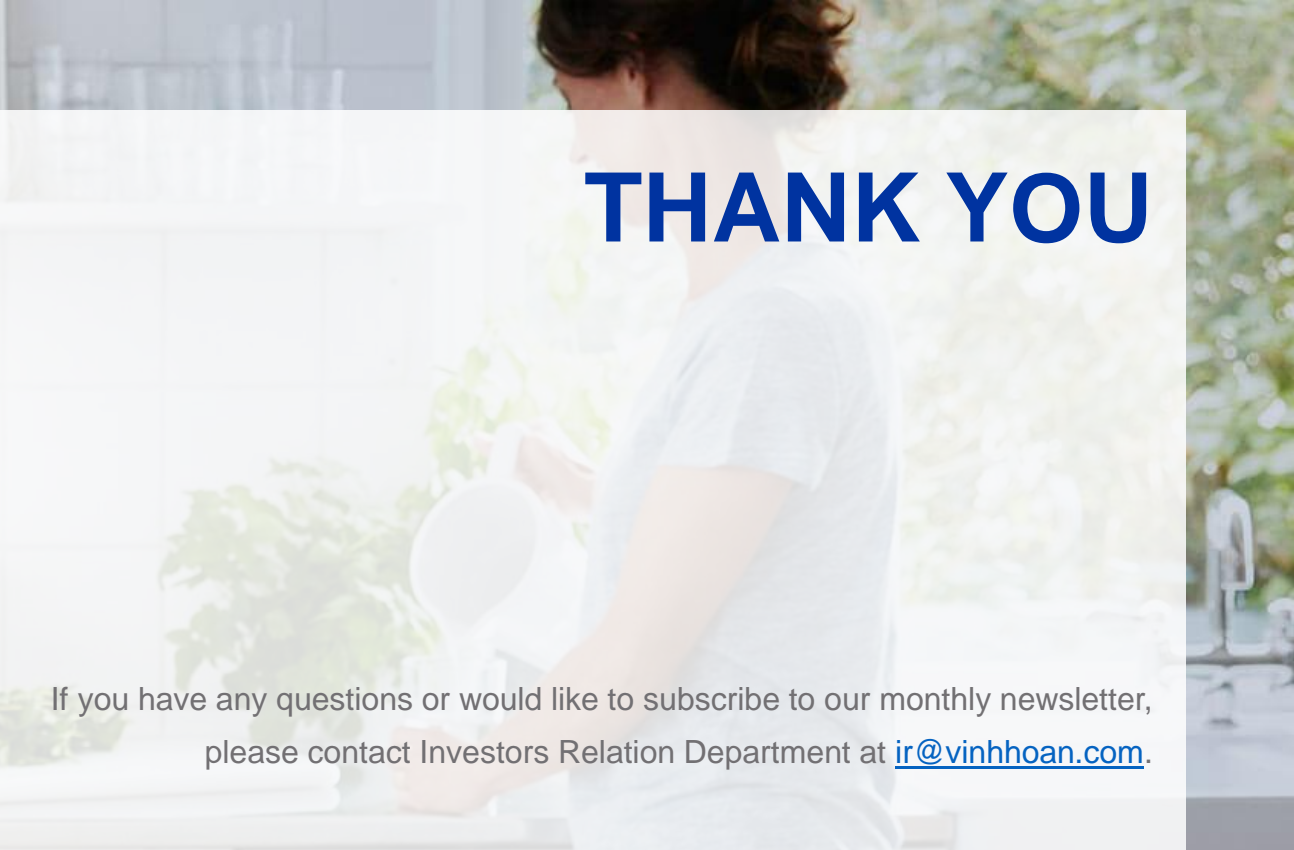
It is forecasted that seafood exports will recover from October 2021, when many southern provinces and cities gradually relax social distancing. Significantly, with high demand from the US and EU, seafood exports will recover strongly in the last months of the year.

The Import-Export Department further informed that after the provinces eased the distance, businesses in the West quickly restored production, most seafood factories reached over 70% of their working capacity compared to before. The covid-19 outbreak occurred. This is the time when enterprises produce to meet year-end demand from significant import markets.

It is forecasted that seafood exports will recover from October 2021, when many southern provinces and cities gradually relax social distancing. Moreover, with high demand from the US and EU, seafood exports in the last months of the year are expected to recover strongly.

(Translated from Vietnamese)

Hai quan Online, 08 Oct 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.

