



# DEC 2021 UPDATE

11 Jan 2022



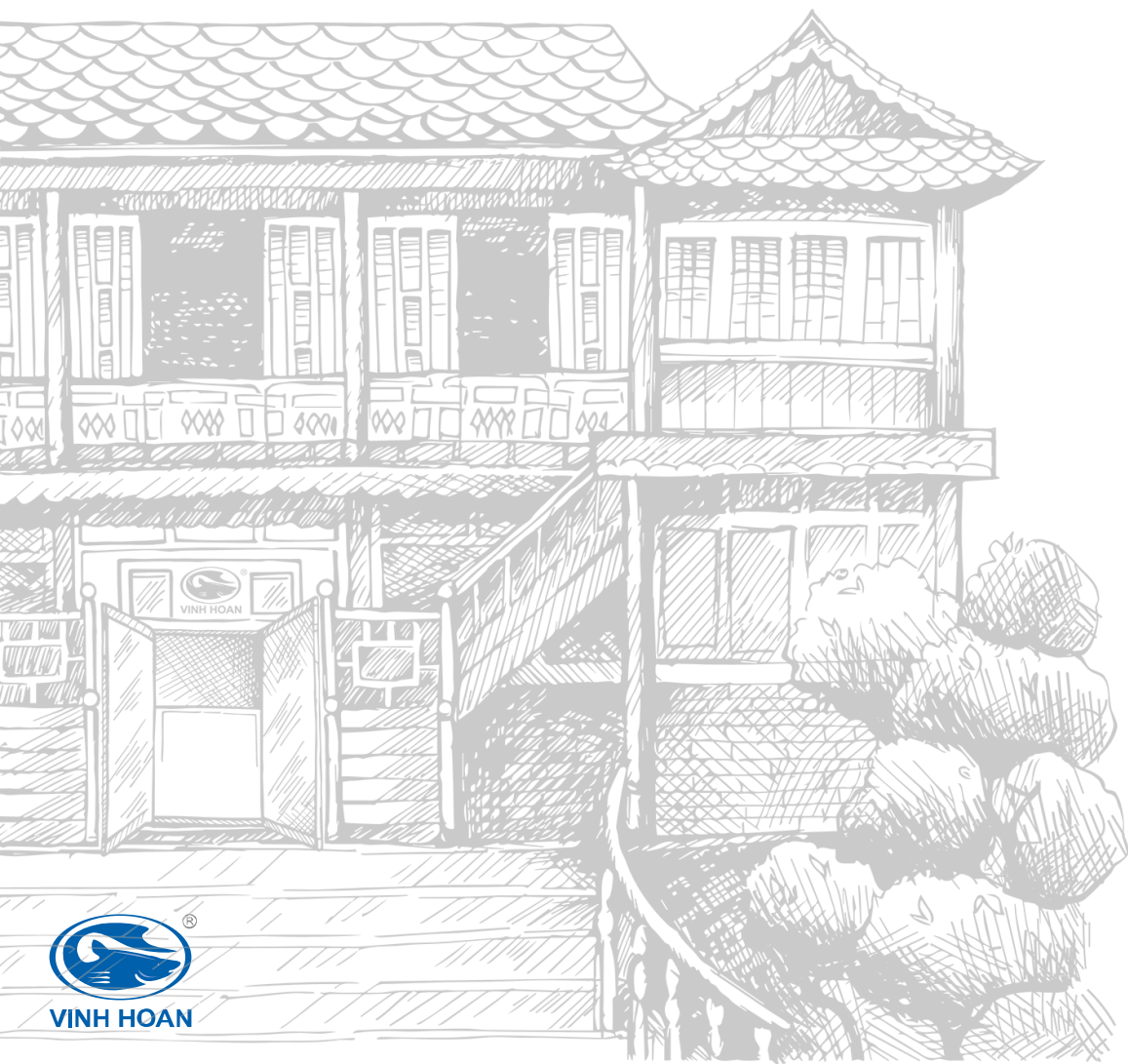
# CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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.

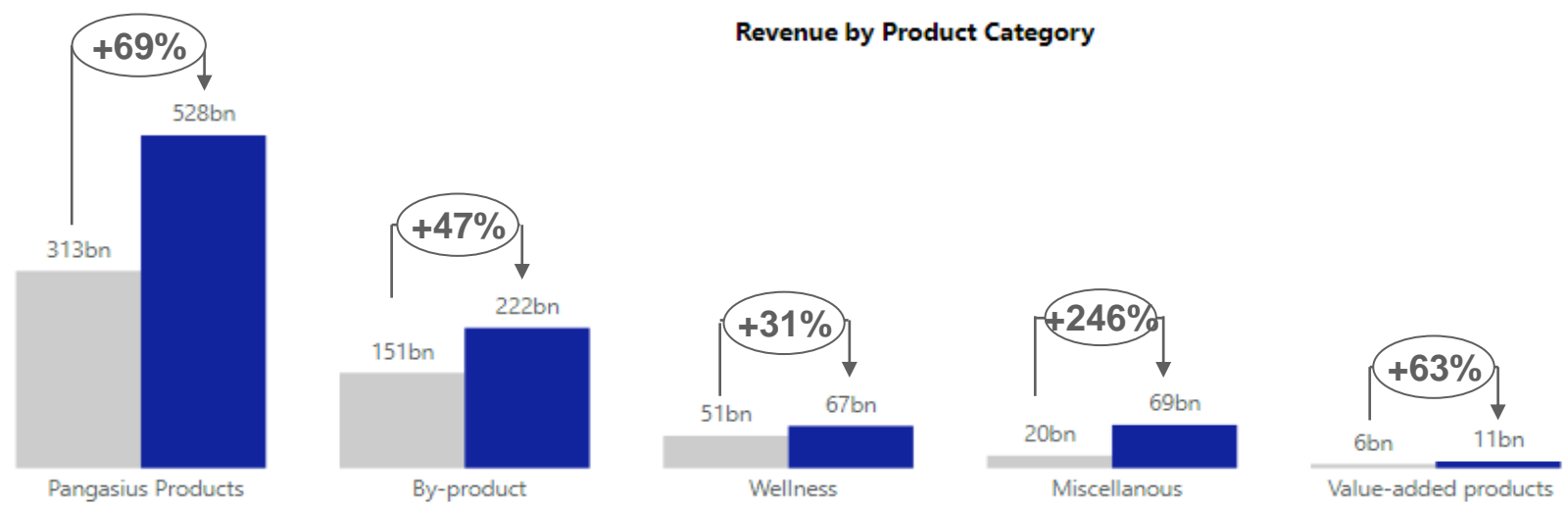
# TABLE OF CONTENTS

1. Financials and Outlook	4
2. Event Highlights	8
3. News Clipping	11



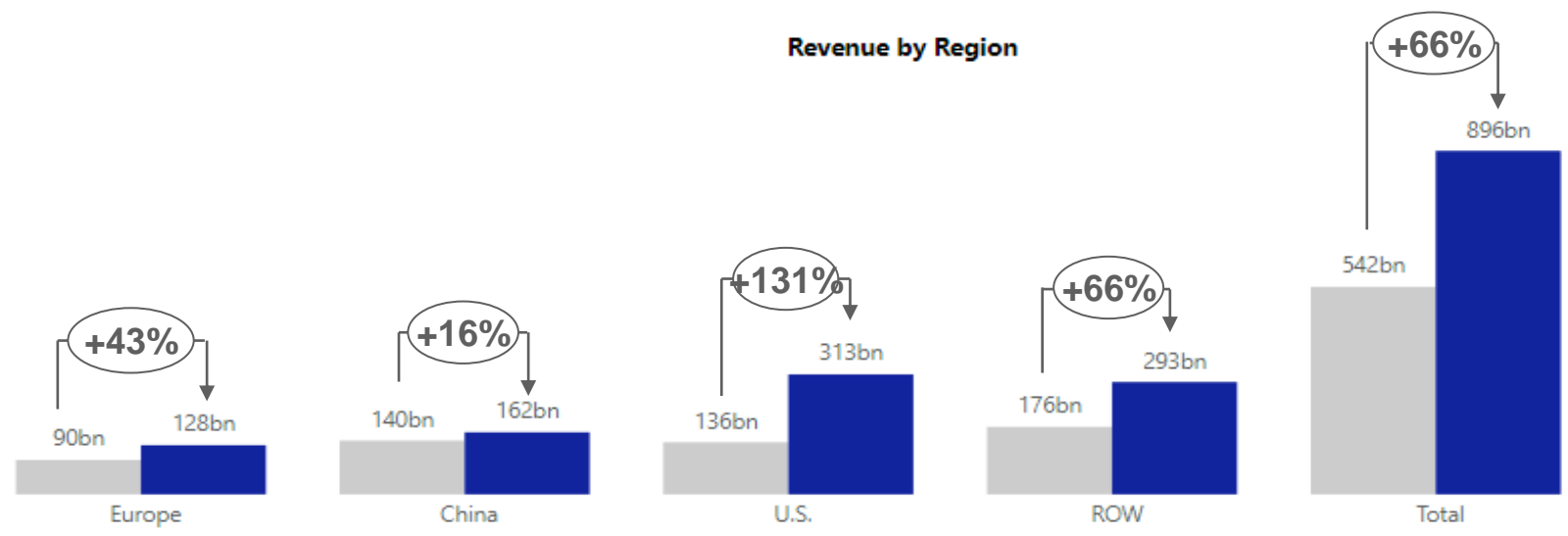
# FINANCIALS AND OUTLOOK

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



● December 2020  
● December 2021

• Total revenue increased by 66% YoY primarily due to the growth in all of the product lines: Pangasius Products (+69% YoY), By-products (+47% YoY), Wellness (+31% YoY), Value-added products (+63%), and Miscellaneous (+246% YoY).



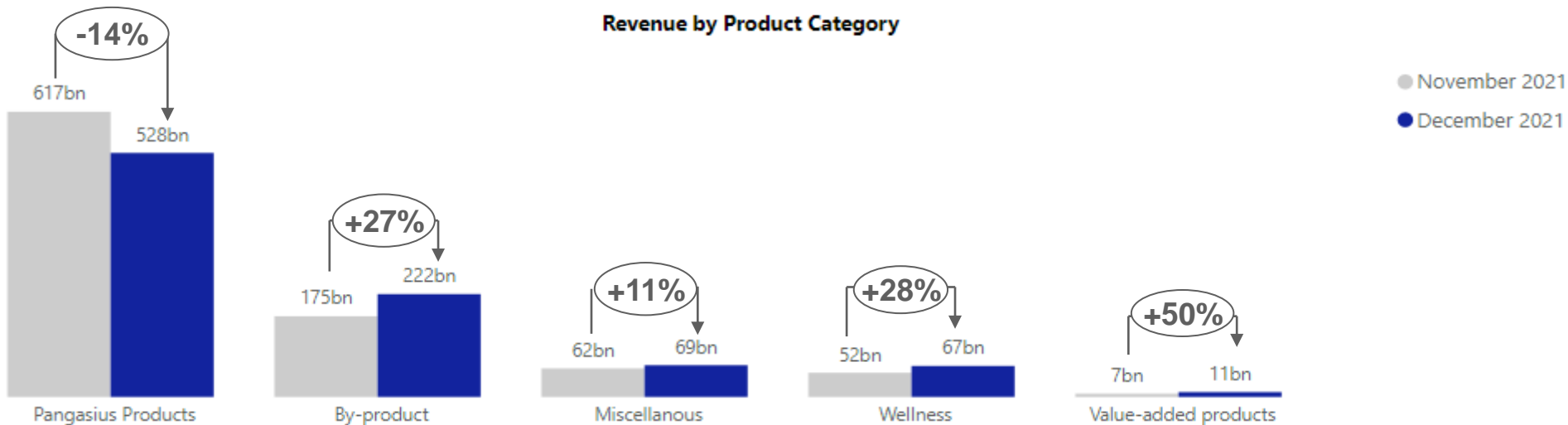
● December 2020  
● December 2021

• Revenue growth is seen across all regions: the U.S. (+131% YoY), China (+16%), Europe (+43%), and the ROW (+66%).

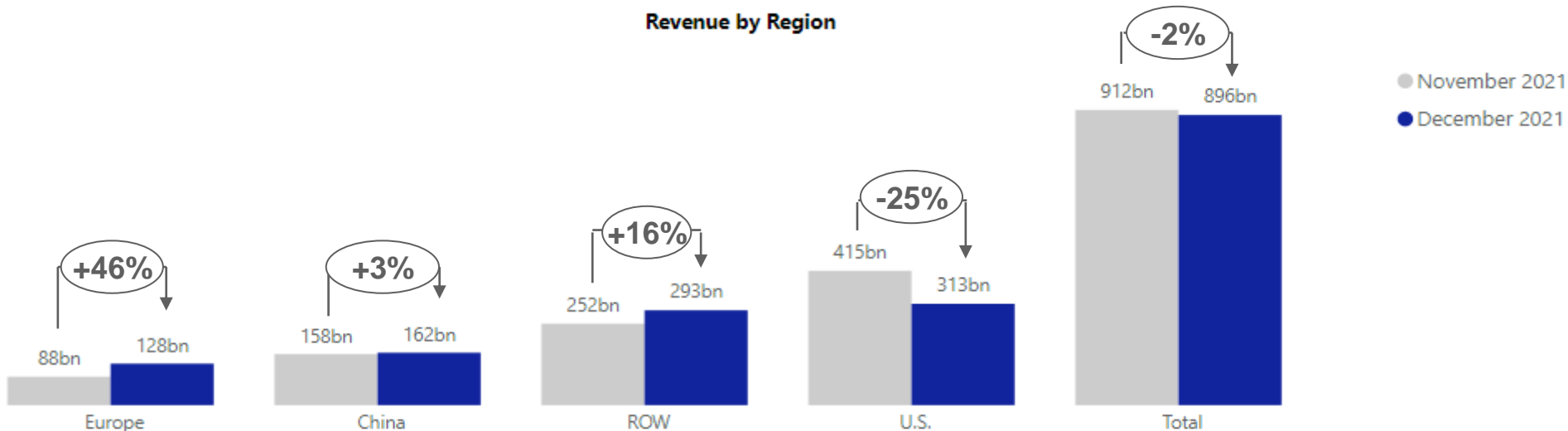


Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

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



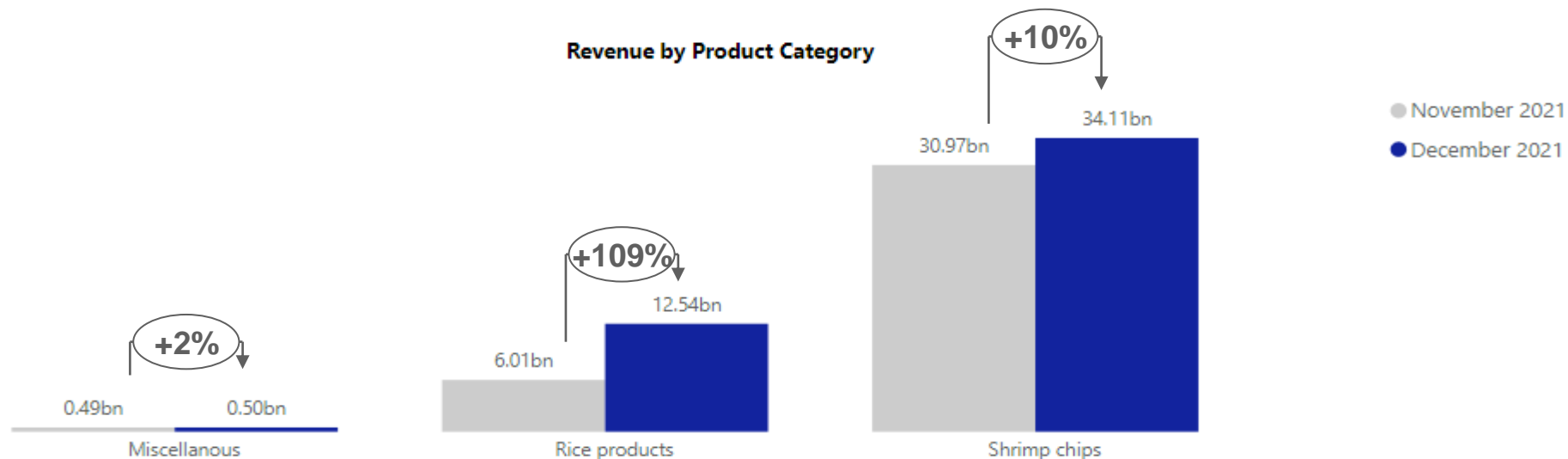
- Total revenue slightly decreased -2% MoM due to the decrease in Pangasius Products (-14% MoM), partly offset by the increase in most of production line: Wellness (+28% MoM), By-product (+27% MoM), Value-added products (+50% MoM), and Miscellaneous (+11% MoM).



- The Europe, China, and ROW markets have seen positive growth, respectively +46%, +3%, and +16% MoM, partly offset by the U.S. markets (-25% MoM).

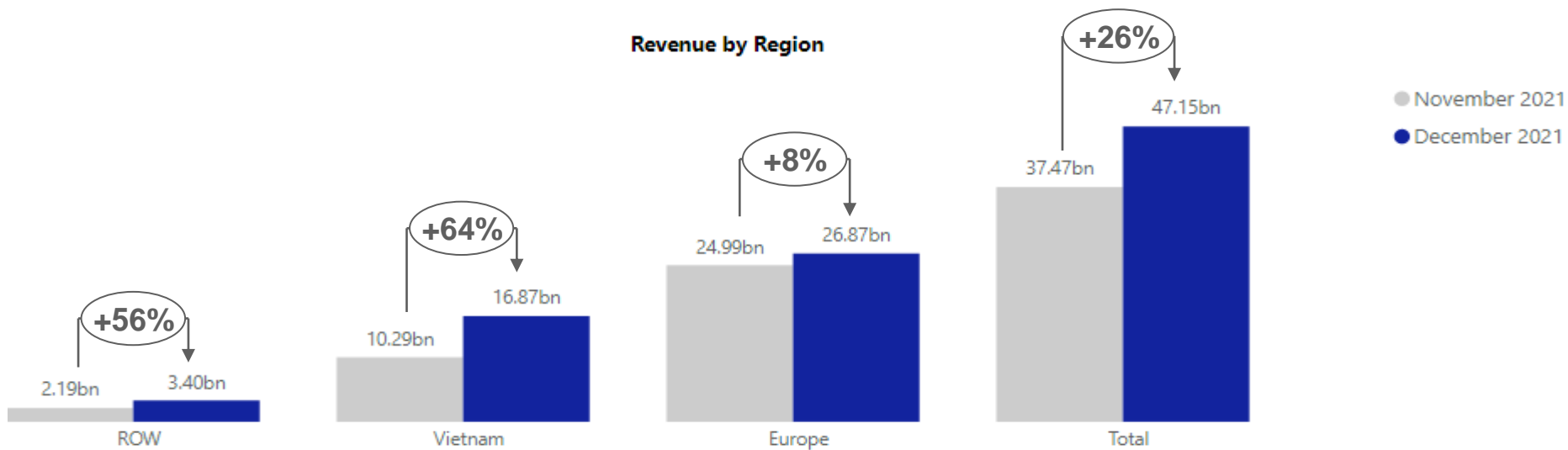
# DEC 2021 REVENUE DASHBOARD – MOM – SA GIANG (SGC)

Revenue by Product Category



- Sa Giang's revenue increased due to Shrimp Chips (+10% MoM), and Rice products (+109% MoM).
- The revenue increased (+26% MoM) in all markets: Europe (+8% MoM), the ROW (+56% MoM); and the Domestic (+64% MoM)

Revenue by Region



# EVENT HIGHLIGHTS



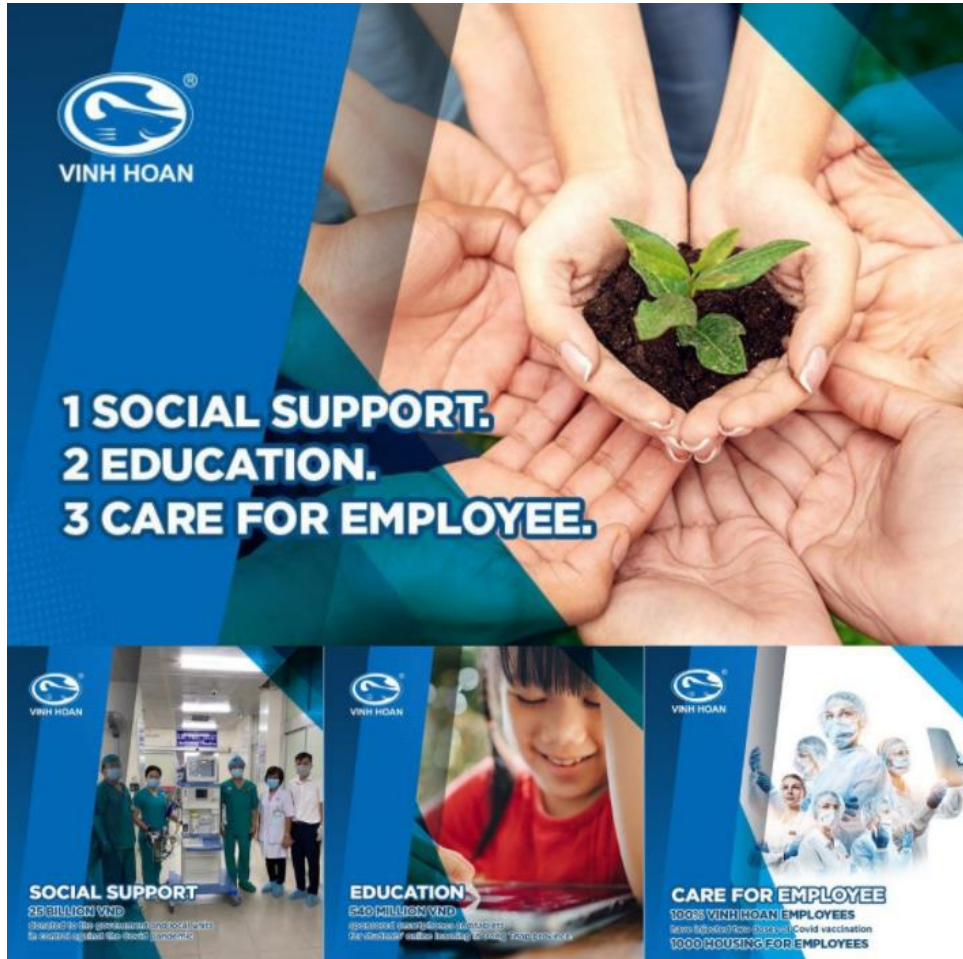
# EVENT HIGHLIGHTS



Madam Truong Thi Le Khanh was awarded the distinguished entrepreneurial women award in the 2021 award. This meaningful award recognizes and honors her relentless efforts in finding solutions and overcoming challenges amid the COVID-19 pandemic.

*VCCI, 29 Dec 2021*

# EVENT HIGHLIGHTS



A meaningful reflection looking back at 2021 Vinh Hoan's CSR activities amid the pandemic and start 2022 with the hope of a new normal.

# NEWS CLIPPING

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## Ample room for Vietnam's seafood exports in 2022

The recovery of the foodservice industry in the US is expected to create favorable conditions for the export growth of Vietnamese seafood because this is the country's largest export market for shrimp and pangasius.

The increasing global demand for seafood per capita is creating excellent growth potential for Vietnamese seafood exporters. Besides, Free Trade Agreements (FTAs) also act as a growth engine for the whole industry.

*(Translated from Vietnamese)*

*Vietnamplus, 10 Jan 2022*



**ALL THE BEST FOR 2022  
– MERRY CHRISTMAS  
AND A HAPPY NEW  
YEAR TO YOU**

[#VinhHoanCorporation](#) [#MerryChristmas](#) [#HappyNewYear](#)



# 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](mailto:ir@vinhhoan.com).

