



MAR 2022 UPDATE

12 Apr 2022

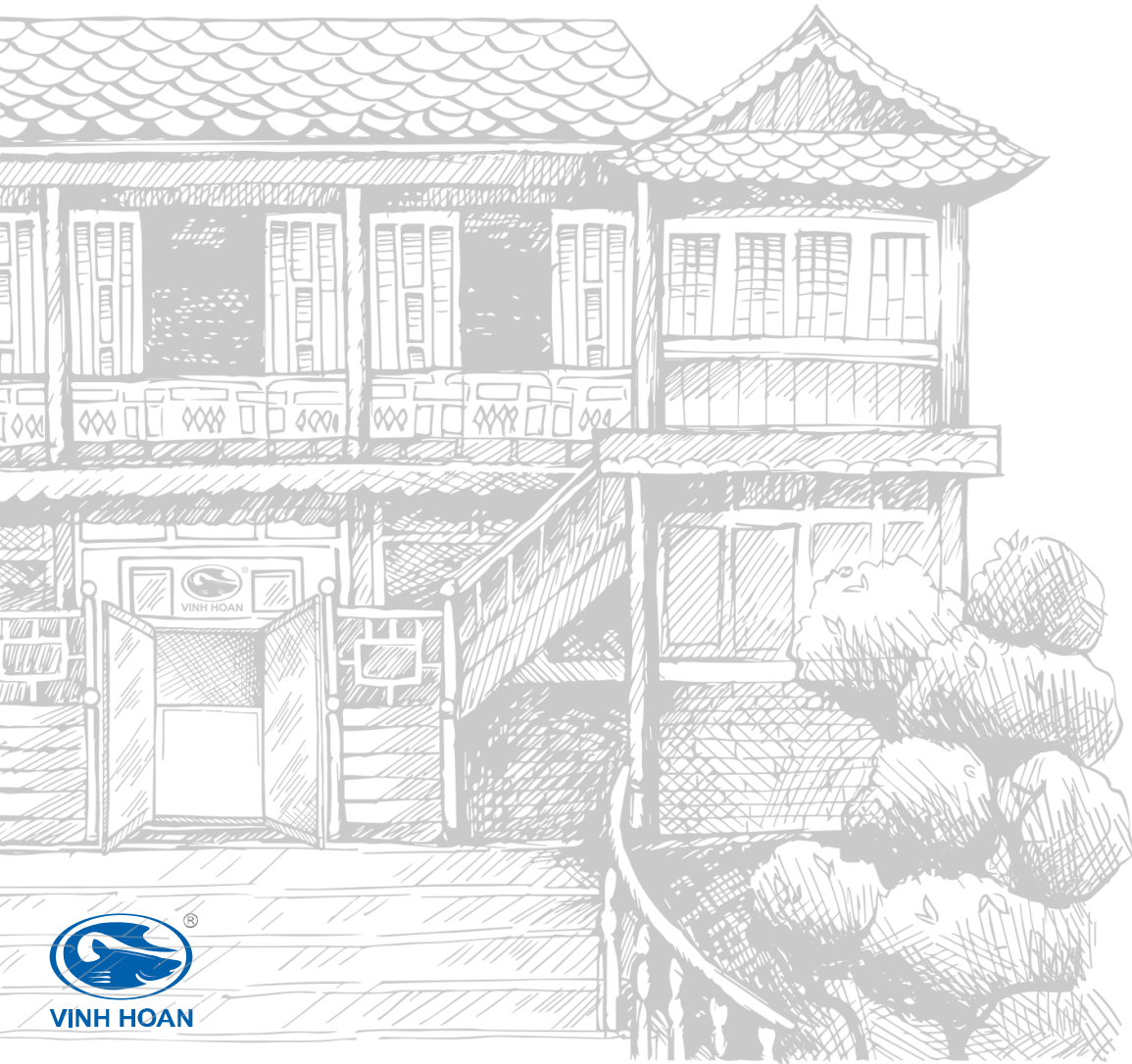


CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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



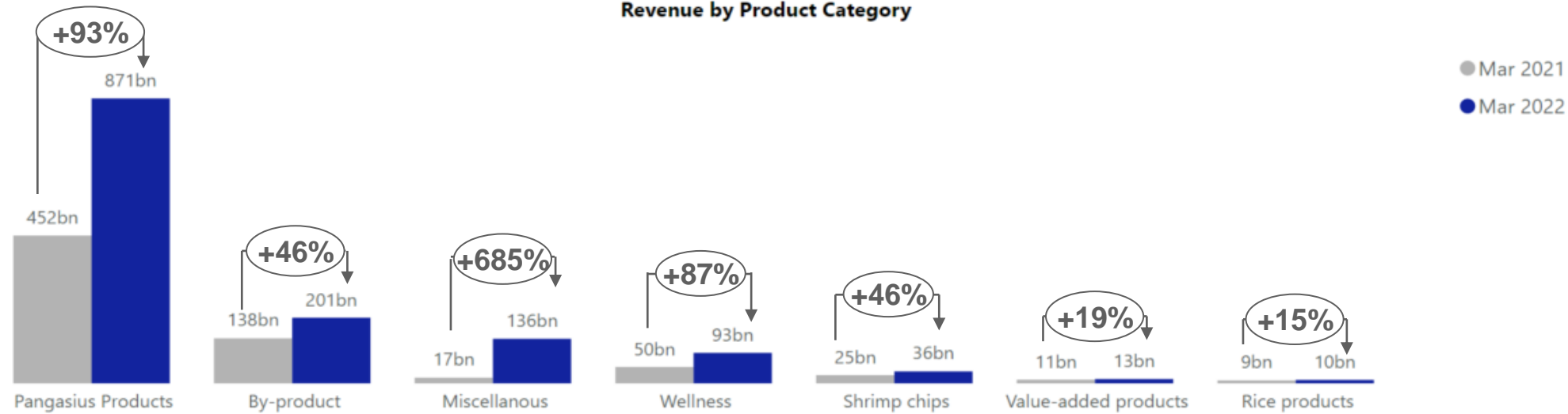
1. Financials and Outlook	4
2. Event Highlights	7
3. News Clipping	9

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

FINANCIALS AND OUTLOOK

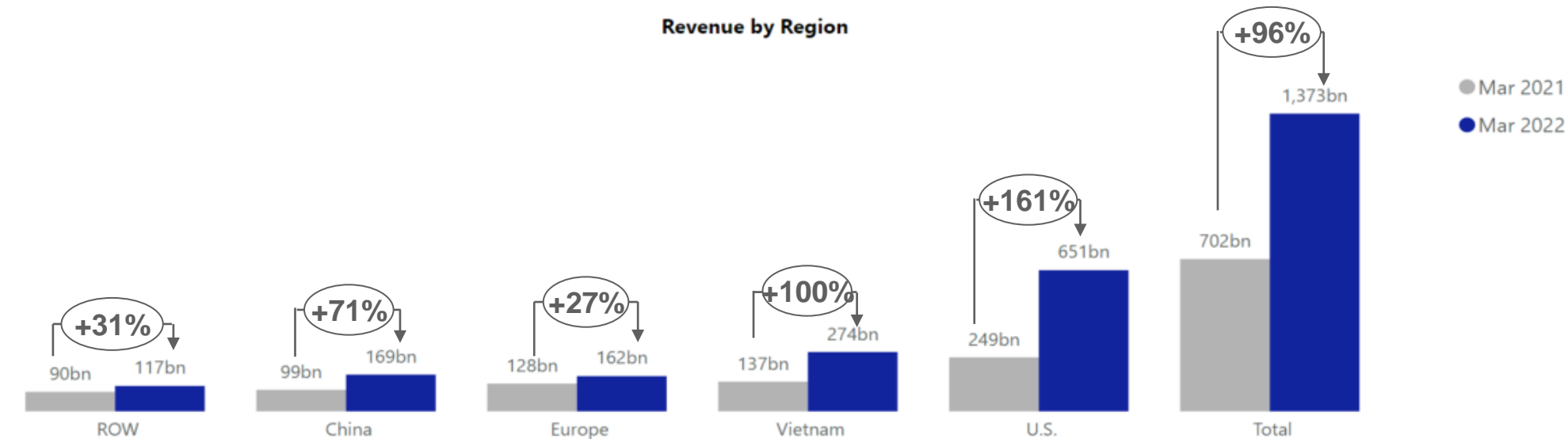
MAR 2022 REVENUE DASHBOARD – YOY

Revenue by Product Category



- Total revenue increased by 96% YoY primarily due to the growth in all product categories: Pangasius Products (+93% YoY), By-products (+46% YoY), Wellness (+87% YoY), and Miscellaneous (+685% YoY), Shrimp chips (+46% YoY), Rice products (+15%), and Value-added products (+19% YoY)

Revenue by Region



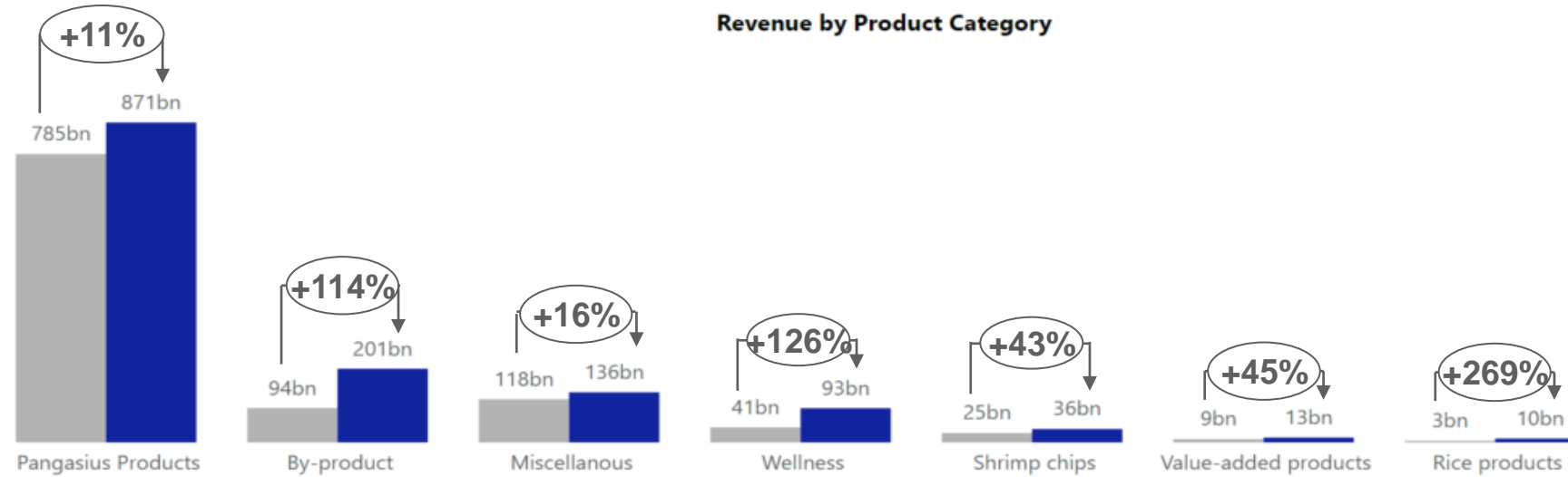
- Revenue growth is seen across all regions: the U.S. (+161% YoY), Europe (+27% YoY), ROW (+31% YoY), China (+71% YoY), and Vietnam (+100%)



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)

MAR 2022 REVENUE DASHBOARD – MOM

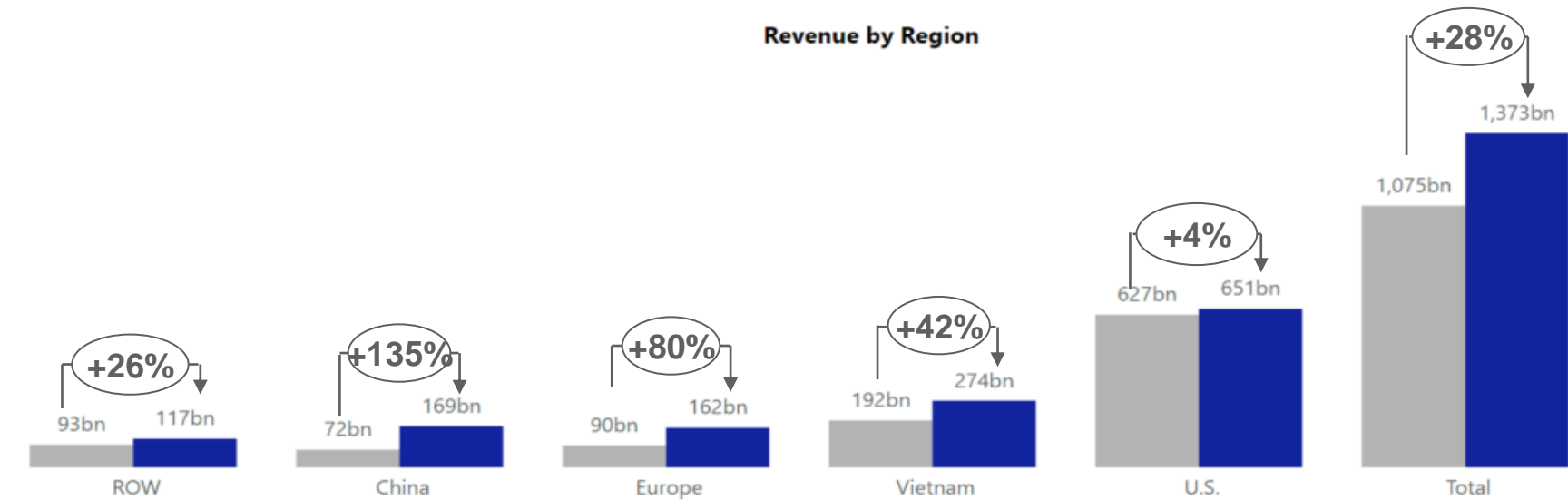
Revenue by Product Category



● Feb 2022
● Mar 2022

- Total revenue increased - 28% MoM due to the highly increase in all Pangasius Products (+11% MoM), By-product (+114% MoM), Miscellaneous (+16% MoM), Wellness (+126% MoM), Shrimp chips (43% MoM), Value-added products (+45%), and Rice products (+269% MoM)

Revenue by Region



● Feb 2022
● Mar 2022

- The increase in the U.S. market (+4% MoM), China (+135% MoM), Europe (+80% MoM), ROW (+26% MoM), and Vietnam (+42% 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)

EVENT HIGHLIGHTS



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A visit to Shiok Meat's R&D facilities and mini-plant of Vinh Technology



Madam Khanh, Mrs. Tam Nguyen, and Ms. Tien Le had an exciting meeting with the Shiok Meats team, a company Vinh Technology invested in.

Apr 2022, Singapore

NEWS CLIPPING



NEWS CLIPPING

UK gov't issues sanctions against Russian whitefish import

“The UK government has issued additional sanctions against Russian imports, which include sanctions on the import of whitefish products such as cod, haddock, and pollock.

...

EU issues new sanctions, whitefish not included (yet). This will likely mean new tariffs, although it is unclear from the EU's statement what this will mean for imports of cod, haddock and Alaskan pollock, by far the biggest seafood imports by volume that the bloc receives from Russia.

There is no direct mention of whitefish within the release,...

Undercurrent News, 15 Mar 2022

Can pangasius fill the whitefish void in wake of Russian shutdowns?

“ ...

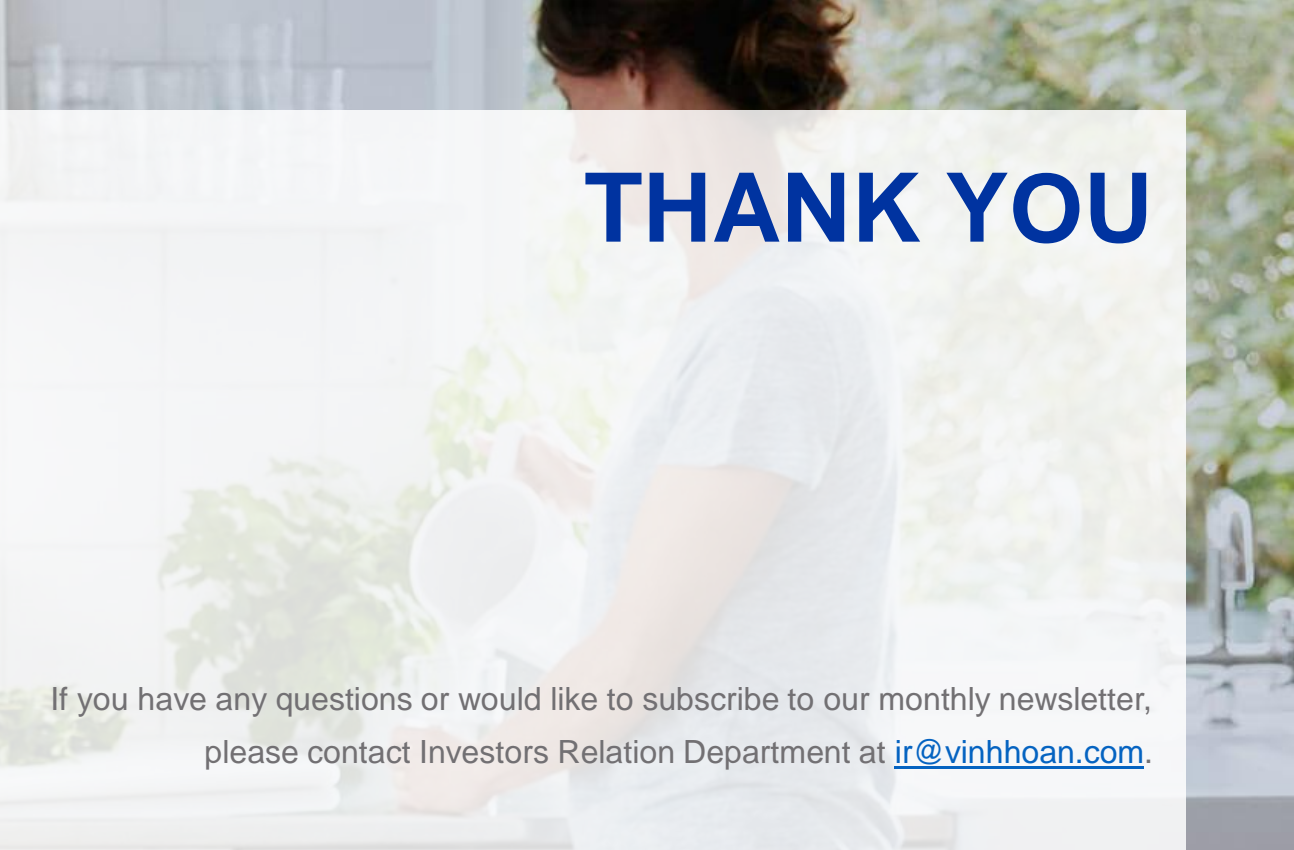
The United States banned seafood imports from Russia earlier this month, taking a sizeable market off the table for Russia's cod and pollock exporters. The United Kingdom, where frozen fish giant Young's Seafood and others process Russian fish, announced an additional 35 percent tariff on whitefish imports from the country.

...

Pangasius may be one of the answers. Fast-growing and cheap, the fish is a mild-tasting, soft-fleshed whitefish that has been a mainstay on the US market for years, and at one point had a large European presence as well.

...”

IntraFish, 30 Mar 2022



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.

