



# MAY 2022 UPDATE

10 May 2022



VINH HOAN

# 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.



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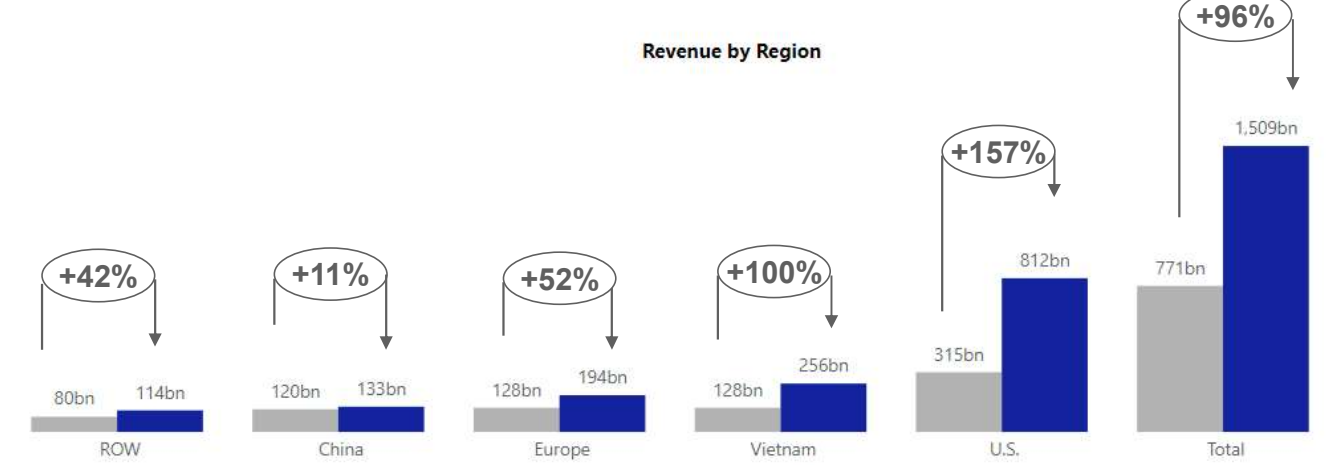
# FINANCIALS AND OUTLOOK

# MAY 2022 REVENUE DASHBOARD – YOY



● May 2021  
● May 2022

- Total revenue increased by 96% YoY primarily due to the growth in these respective product categories: Pangasius Products (+101% YoY), By-products (+73% YoY), Wellness (+40% YoY), and Miscellaneous (+398% YoY), Shrimp chips (+27% YoY), Rice products (+28% YoY), and Value-added products (+114% YoY)



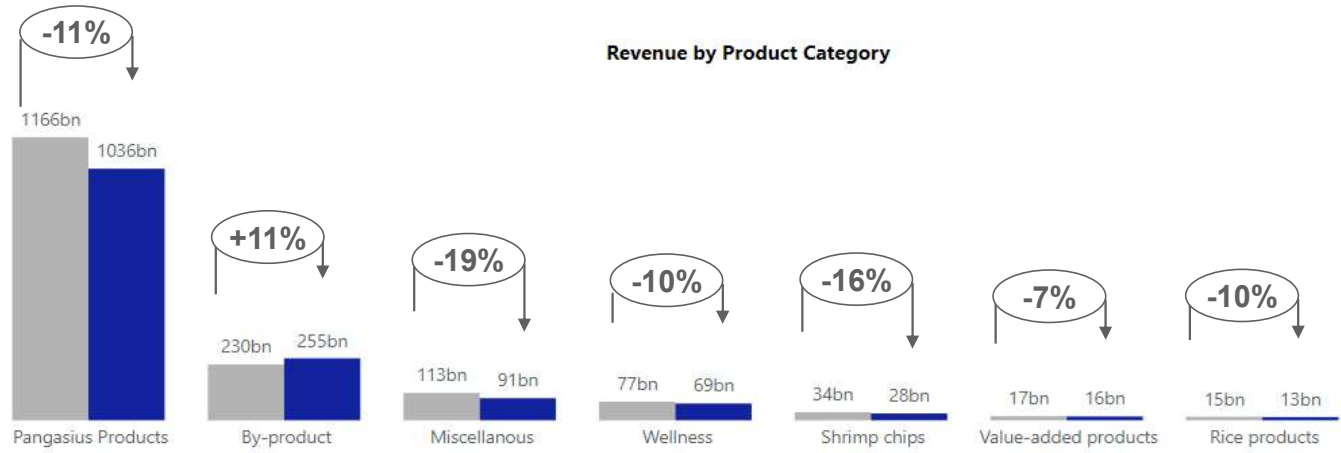
● May 2021  
● May 2022

- Revenue growth is seen across the U.S. (+157% YoY), ROW (+42% YoY), Vietnam (+100% YoY), China (+11% YoY), and Europe (+52% YoY).



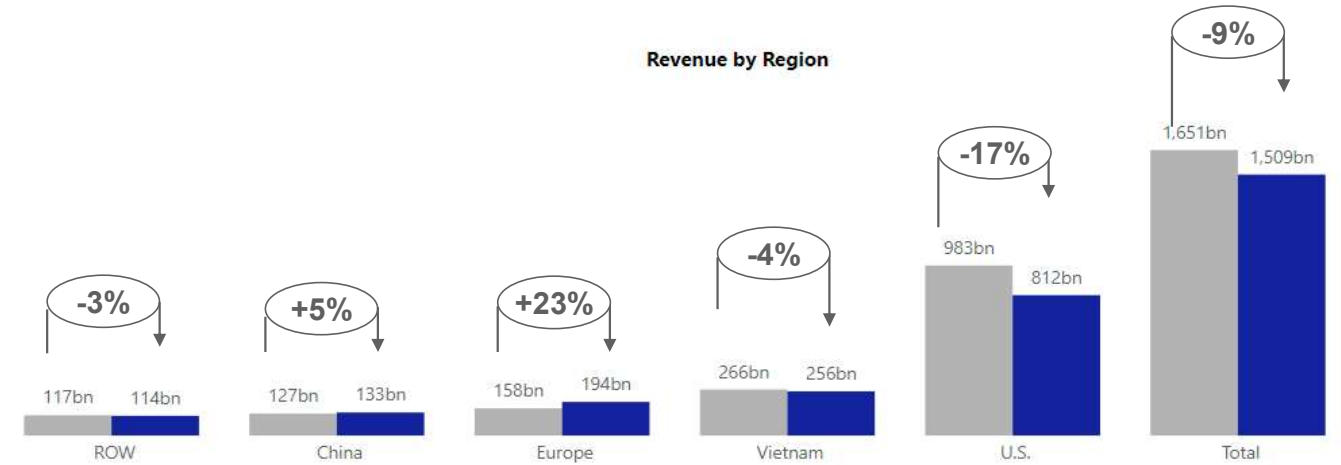
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

# MAY 2022 REVENUE DASHBOARD – MOM



● Apr 2022  
● May 2022

- Total revenue decreased -9% MoM due to the decrease in Pangasius Products (-11% MoM), Value-added products (-7%), Rice products (-10% MoM), Miscellaneous (-19% MoM), Wellness (-10% MoM), and Shrimp chips (-16% MoM), which is partly offset by the growth in By-product (+11% MoM)



● Apr 2022  
● May 2022

- The decrease is mainly coming from the U.S. market (-17% MoM);, ROW (-3% MoM), and Vietnam (-4% MoM), which were partly offset by the increase in China (+5% MoM), Europe (+23% 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

## EVENT HIGHLIGHTS



During 2022, Vinh Hoan Corporation is regarded as one of the Top 50 Listed Companies by Forbes Vietnam – the 10<sup>th</sup> time

*June 2022, Vietnam*



# EVENT HIGHLIGHTS



Vinh Wellness – a business division of Vinh Hoan Corporation, participated in Thai Fex Aguda Tradeshow and showcased our products and innovations in hydrolyzed collagen.

*May 2022, Vietnam*

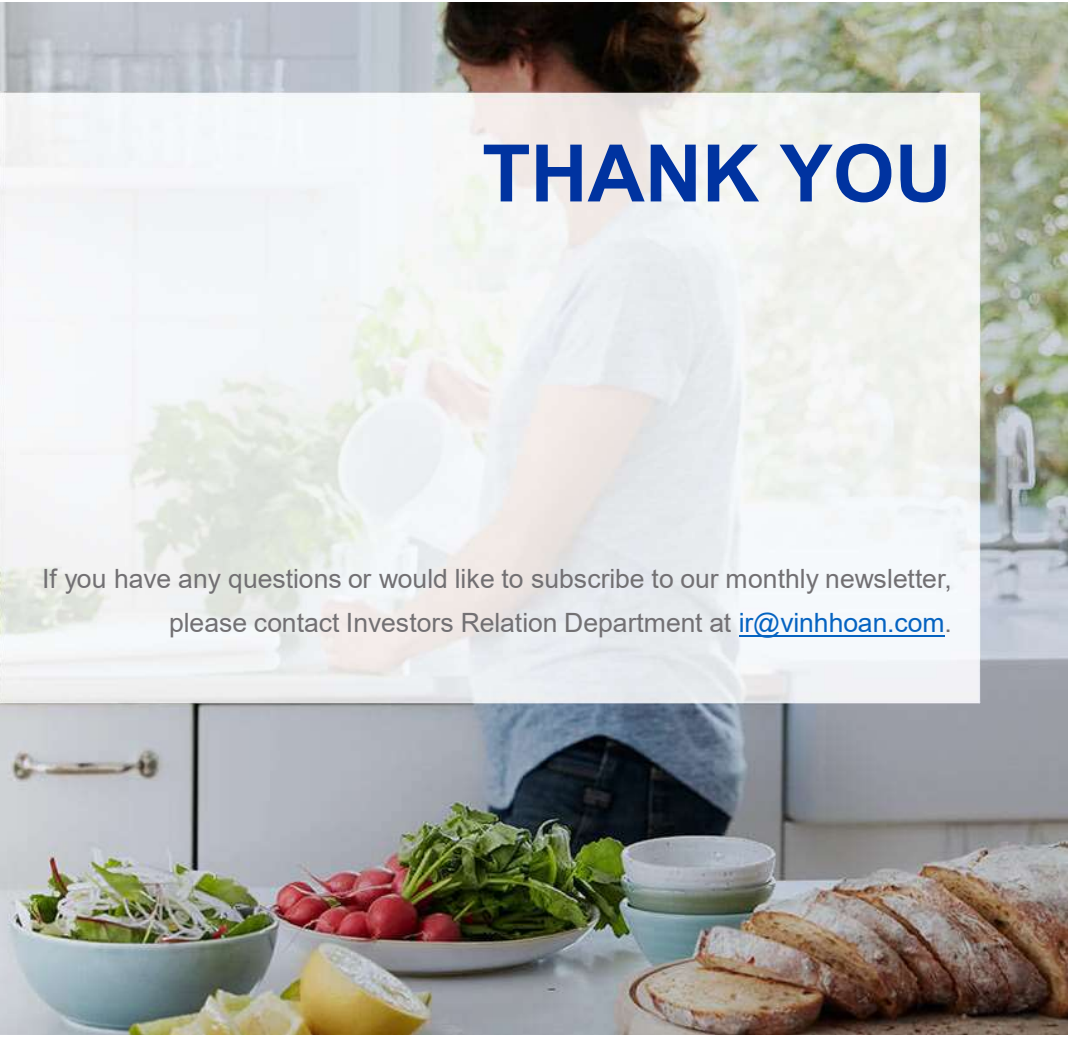


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Sa Giang, a member of Vinh Hoan, joined the PLMA tradeshow in Amsterdam. It was a great opportunity for Sa Giang to connect with potential customers around the world.

*June 2022, Vietnam*



**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).