



JUNE 2022 UPDATE

12 July 2022



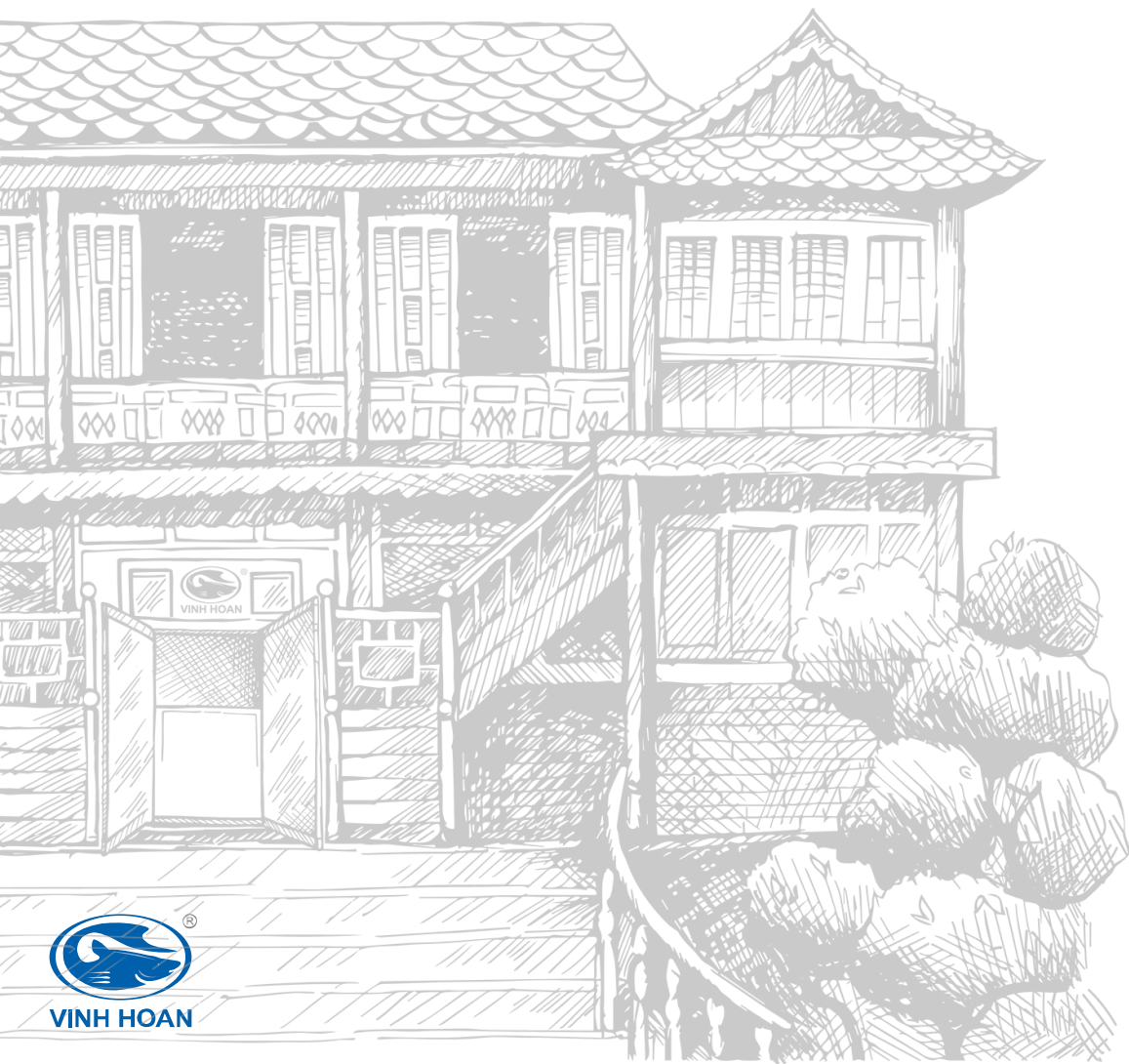
CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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.

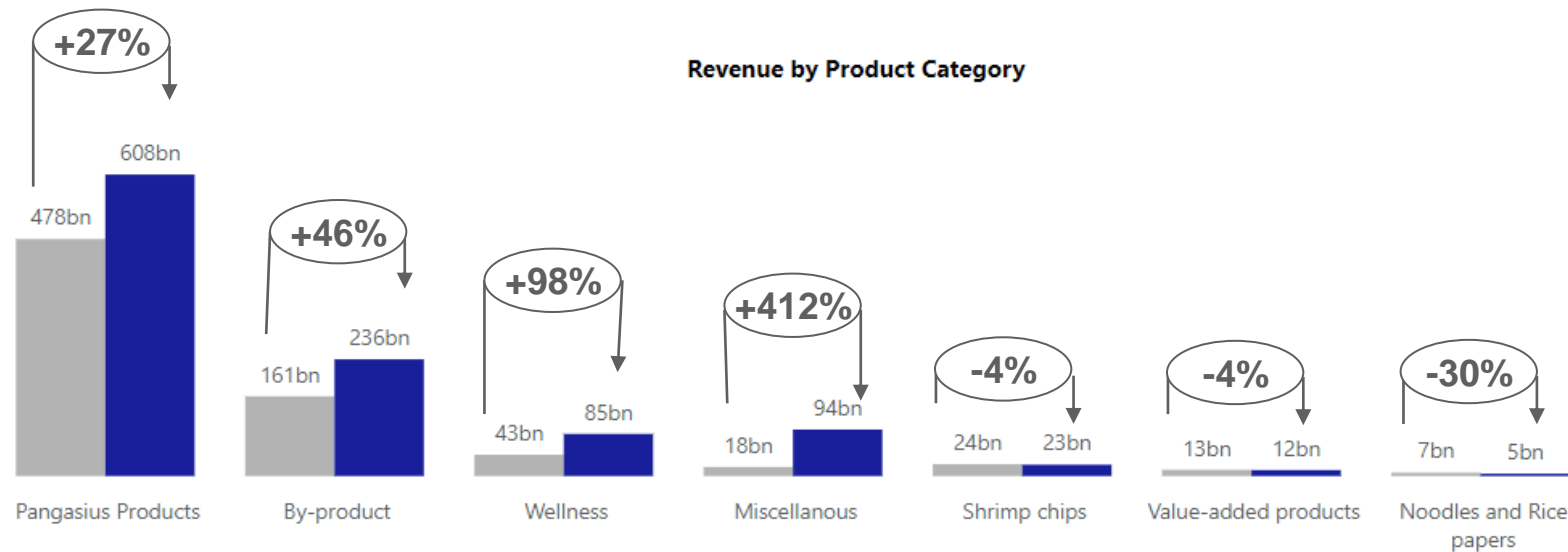
TABLE OF CONTENTS

1. Financials and Outlook	4
2. Event Highlights	7
3. News Clipping	13



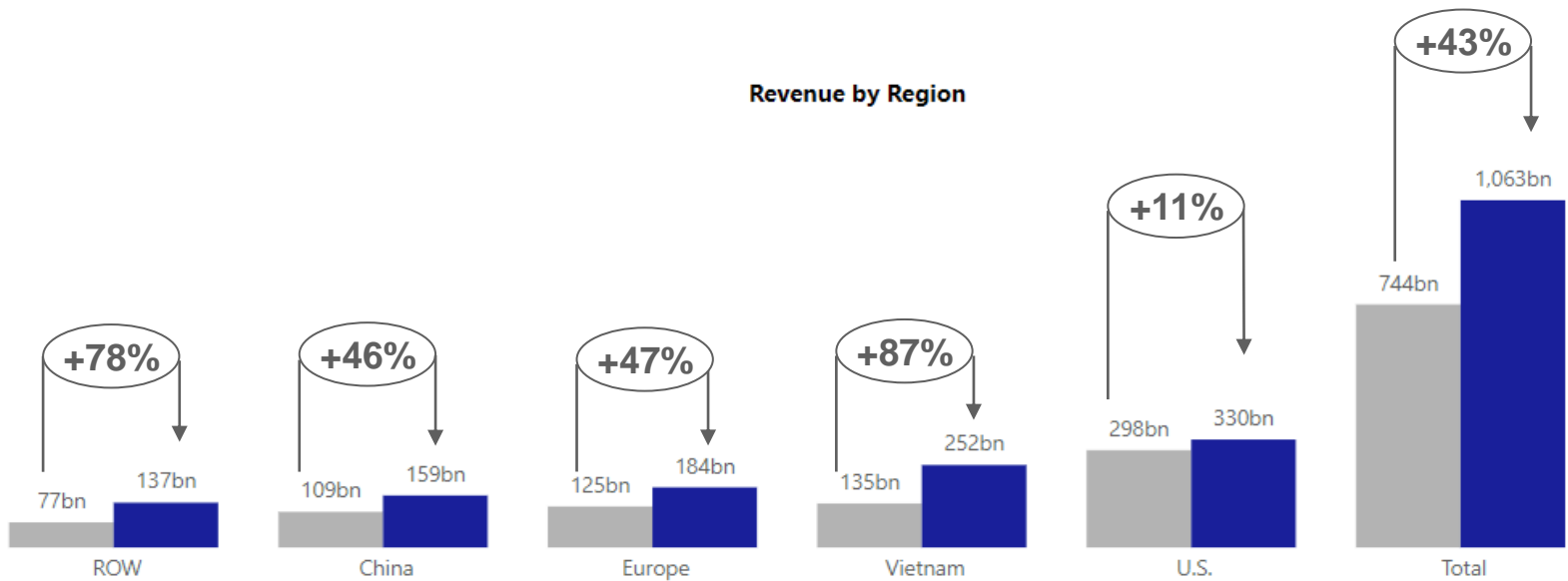
FINANCIALS AND OUTLOOK

JUNE 2022 REVENUE DASHBOARD – YOY



● Jun 2021
● Jun 2022

- Total revenue increased by 43% YoY primarily due to the growth in these respective product categories: Pangasius Products (+27% YoY), By-products (+46% YoY), Wellness (+98% YoY), and Miscellaneous (+412% YoY), being partly net-off with the decrease in these following categories: Shrimp chips (-4% YoY), Noodles and Rice papers (-30% YoY), and Value-added products (-4% YoY)



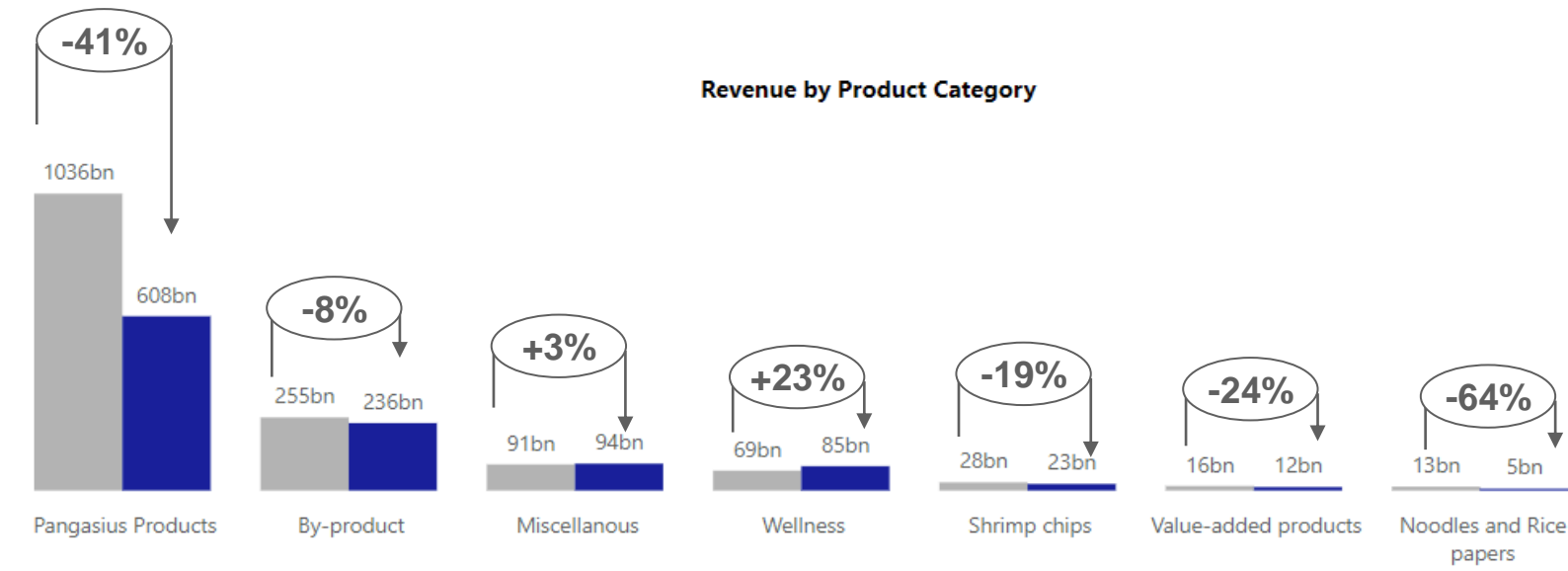
● Jun 2021
● Jun 2022

- Revenue growth is seen across the U.S. (+11% YoY), ROW (+78% YoY), Vietnam (+87% YoY), China (+46% YoY), and Europe (+47% YoY).



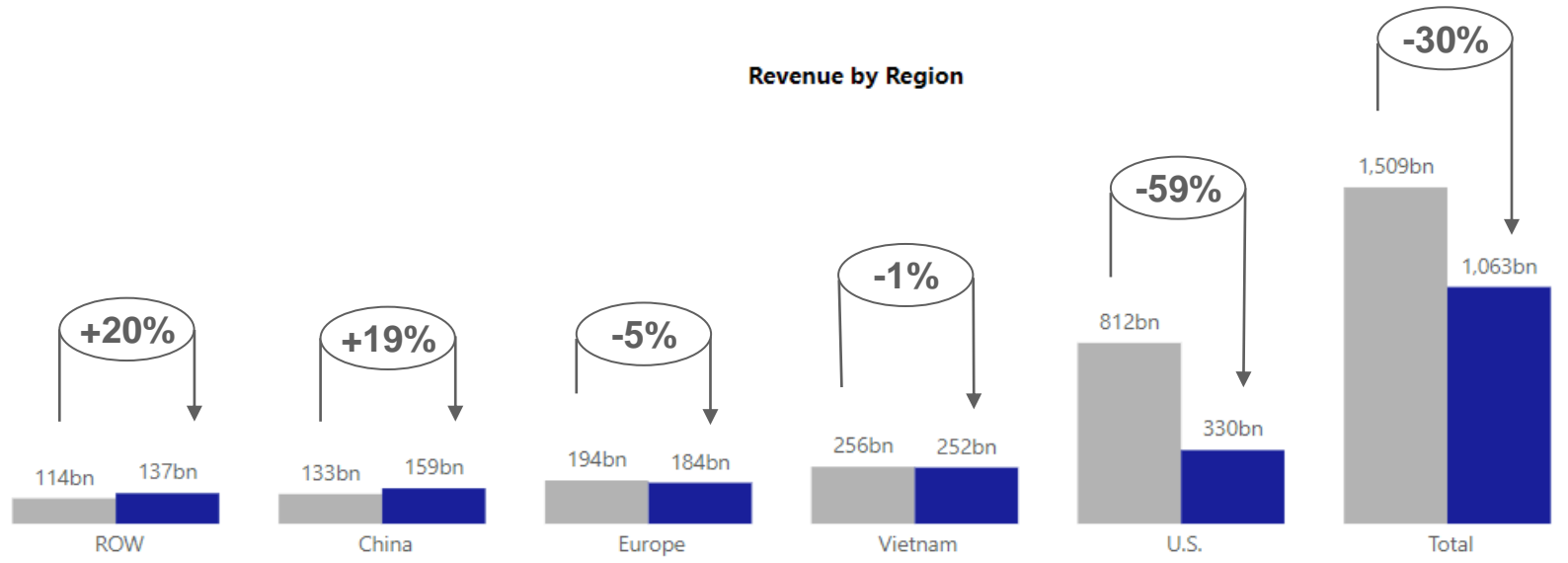
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

JUNE 2022 REVENUE DASHBOARD – MOM



● May 2022
● Jun 2022

- Total revenue decreased -30% MoM due to the decrease in Pangasius Products (-41% MoM), Value-added products (-24%), Noodles and Rice papers (-64% MoM), By-product (-8% MoM), and Shrimp chips (-19% MoM), which is partly offset by the growth in Miscellaneous (+3% MoM), Wellness (+23% MoM)



● May 2022
● Jun 2022

- The decrease is mainly coming from the U.S. market (-59% MoM), Europe (-5% MoM) and Vietnam (-1% MoM), which were partly offset by the increase in China (+19% MoM), ROW (+20% 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



In June 2022, Sa Giang, a member of Vinh Hoan Corporation was awarded as first-class medal of the Labor Order.

[June 2022, Vietnam](#)

EVENT HIGHLIGHTS



On June 11th 2022, Vinh Hoan's Light of Dream initiative, sponsoring free eye surgery for the elderly who are in need of surgery but faces financial difficulties, reached its four thousand eye surgery.

June 2022, Vietnam

NEWS CLIPPING



NEWS CLIPPING

Food crisis in EU: Opportunities for pangasius from Vietnam

“During the first half of this fiscal year, pangasius exports to the EU market have flourished again post three-year period full of gloominess. As of the beginning of this May, the total export value of frozen pangasius to this market reached USD 76.8 million, increasing by 95% compared to the same period last year. In particular, the Netherlands is the market with the strongest attraction, accounting for 31.7% of the total value of Vietnam's pangasius exports to the EU.

...

Up to now, the Netherlands is still the largest pangasius import market of Vietnamese enterprises. During the first 4 months of this year, Vietnam exported a huge variety of pangasius products to this market, including value-added products such as: Frozen breaded pangasius, frozen sliced pangasius; frozen pangasius fillets (Cubes), frozen pangasius fillets; Frozen nugget cut pangasius fillet, frozen rose roll pangasius fillet, frozen fried beer flavored breaded pangasius, frozen organic pangasius fillet.

Apart from the Netherlands, pangasius enterprises are currently exporting frozen pangasius products to Germany, Spain, Belgium... with a positive trend.

...”

VASEP, 8 Jun 2022

Pangasius exports are forecast to reach USD 2.6 billion in 2022

“...

China - Hong Kong:

By the end of May 2022, the total export value of pangasius to this market reached more than USD 317 million, up 124% over the same period last year. Many cargo port and factory closures due to many races in order to prevent the pandemic at a number of hot spots, having affected not only the global supply chain but also domestic goods chain. Therefore, in Q1.2022, the import of white fish in China decreased tremendously, in which pollocks imported from Russia particularly shrank by 60%.

The US

...

Pangasius exports to the US market are in a stable trend so far. According to the latest statistics from ITC, by the end of this April, the price of frozen pangasius imported from Vietnam has set a new peak of nearly USD 5 per kg, nearly USD 2 higher than the same period last year. This is an unprecedented increase in prices in the past 3 years.

...”

VASEP, 20 Jun 2022



THANK YOU

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

