



# JULY 2022 UPDATE

10 August 2022



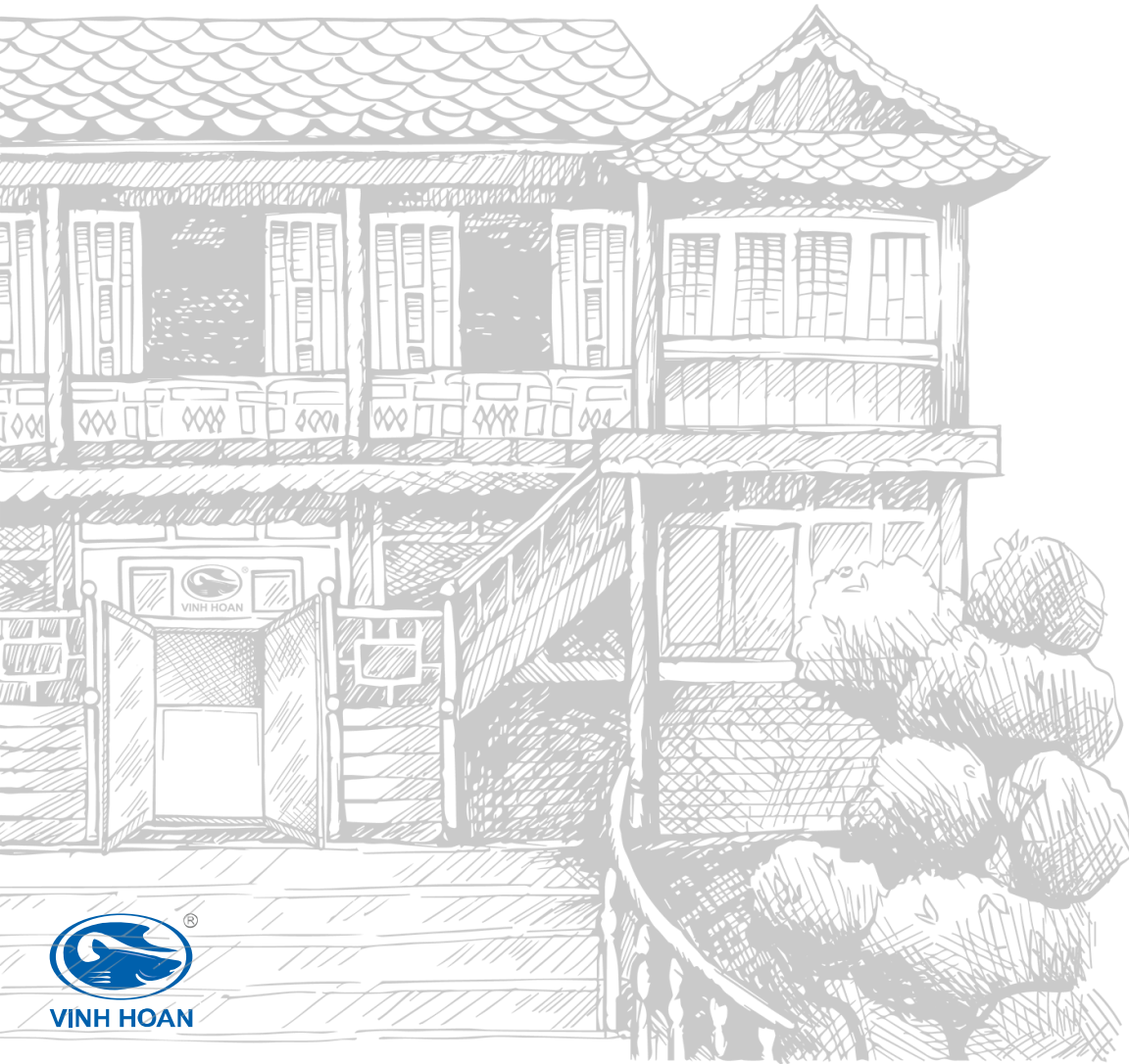
# CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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.

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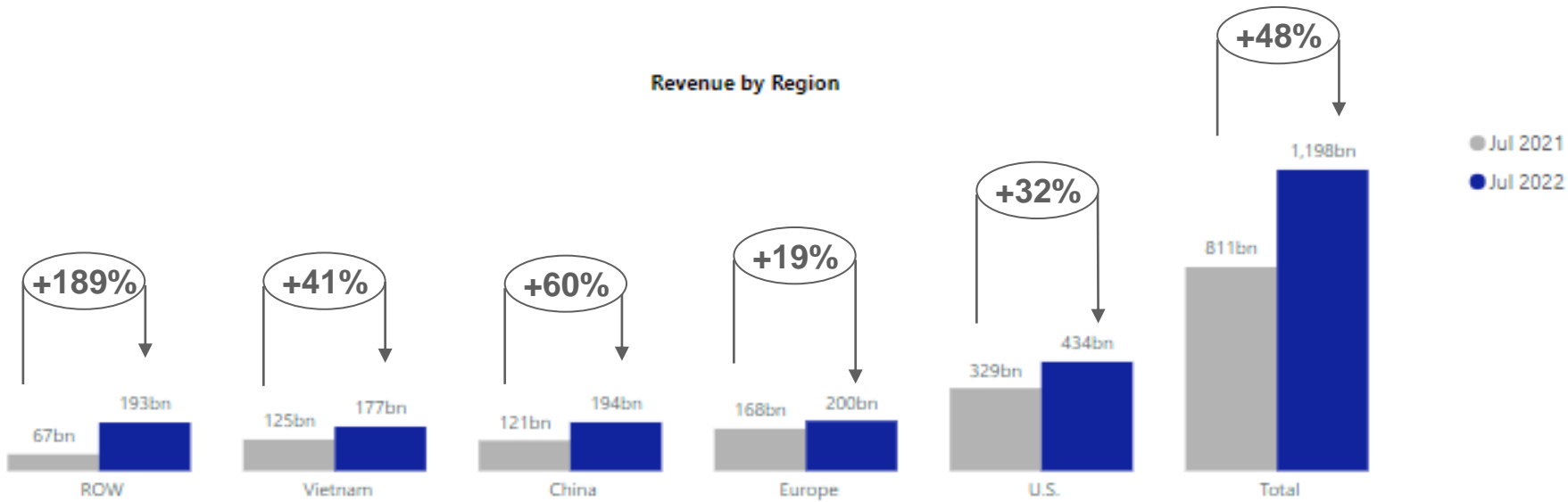
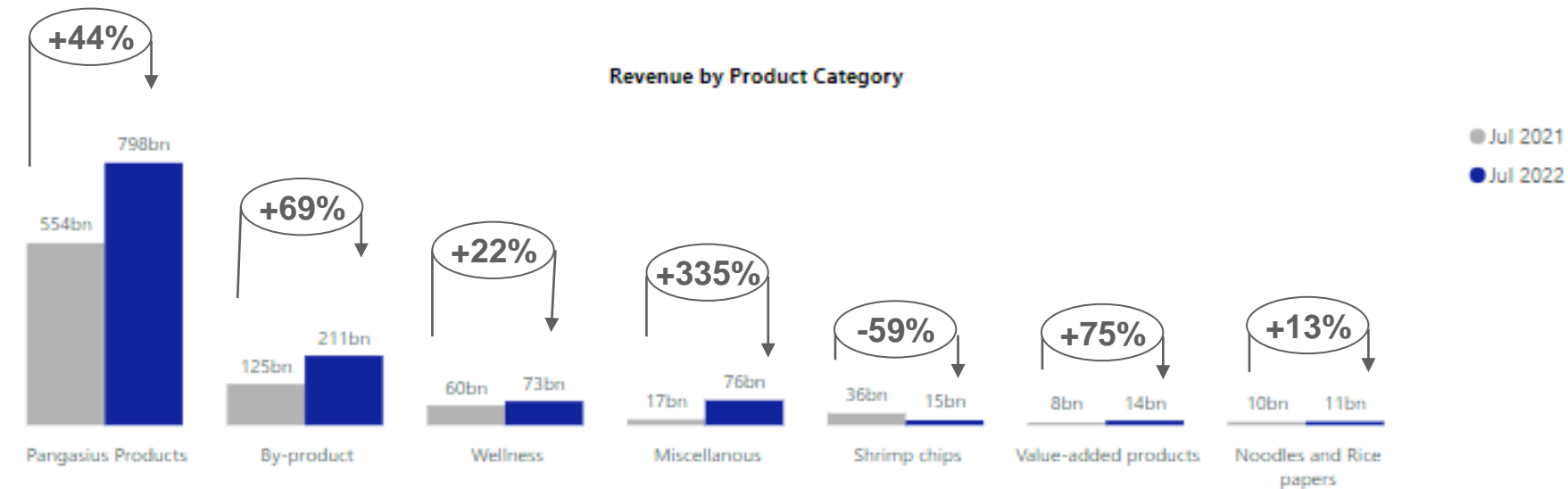
We have a traditional wooden house at all of our major locations for employees meetings and social events.



# FINANCIALS AND OUTLOOK



# JULY 2022 REVENUE DASHBOARD – YOY



- Total revenue increased by 48% YoY primarily due to the growth in these respective product categories: Pangasius Products (+44% YoY), By-products (+69% YoY), Wellness (+22% YoY), Miscellaneous (+335% YoY), Noodles and Rice papers (+13% YoY), and Value-added products (+75% YoY), partly offset with the decrease in Shrimp chips (-59% YoY),
- Revenue growth is seen across the U.S. (+32% YoY), ROW (+189% YoY), Vietnam (+41% YoY), China (+60% YoY), and Europe (+19% YoY).

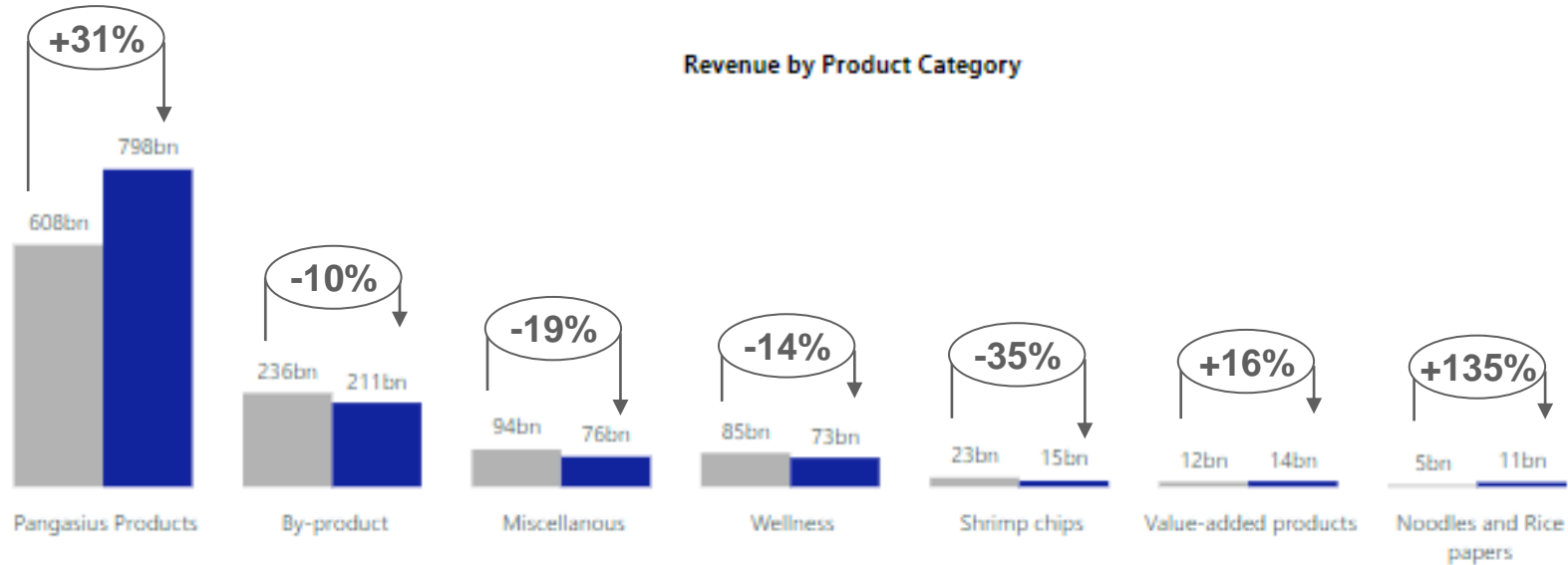


Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)



# JULY 2022 REVENUE DASHBOARD – MOM

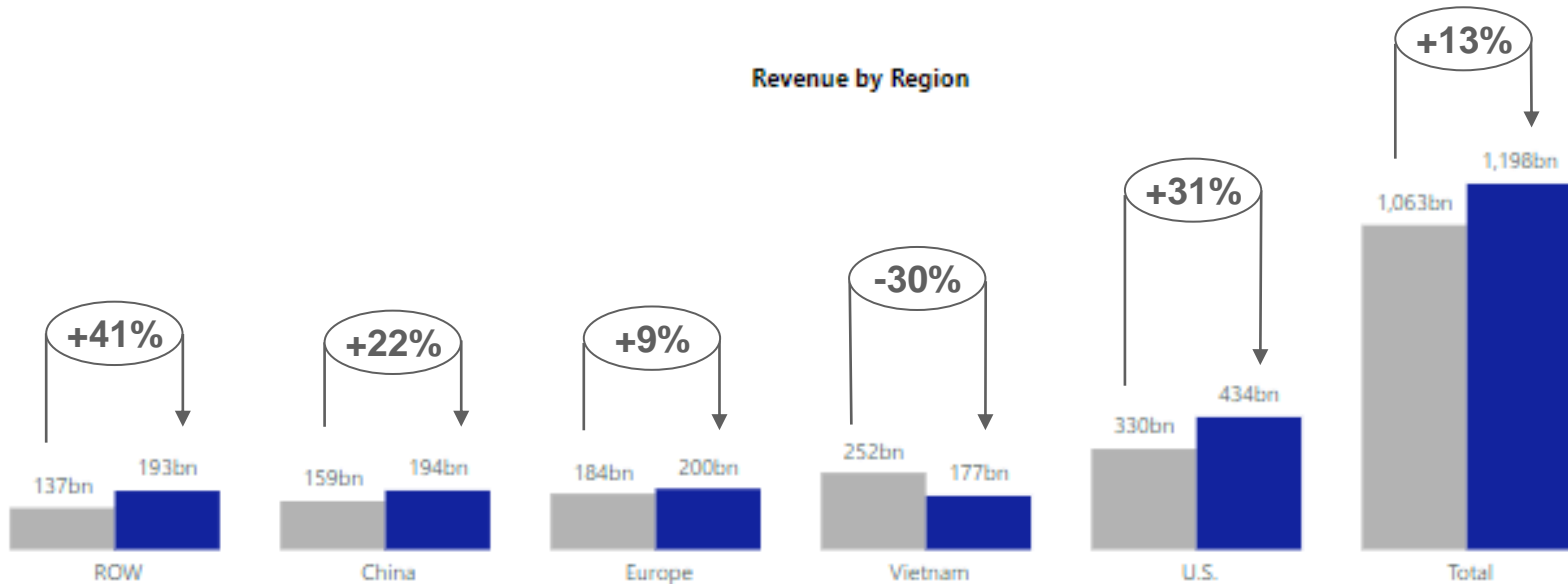
Revenue by Product Category



● Jun 2022  
● Jul 2022

- Total revenue increased +13% MoM due to the increase in Pangasius Products (+31% MoM), Value-added products (+16%), Noodles and Rice papers (+135% MoM), which were partly offset by the decline in Miscellaneous (-19% MoM), Wellness (-14% MoM), , By-product (-10% MoM), and Shrimp chips (-35%% MoM).

Revenue by Region



● Jun 2022  
● Jul 2022

- The increase is mainly coming from the U.S. market (+31% MoM), Europe (+9% MoM), China (+22% MoM), and ROW (+41% MoM) which were partly offset by the decrease in Vietnam (-30% 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)

# NEWS CLIPPING





# NEWS CLIPPING

## **Pangasius exports in the first half of the year increased noticeably in three major markets**

“...The total export value of pangasius reached 1.4 billion USD, up 82.4% over the same period last year...

### ***China – Hong Kong***

In the first 6 months of 2022, the total export value of pangasius to the China - Hong Kong market reached 427.6 million USD, up 107% compared to last year...

Recently, China has decided to remove the policy of suspending imports of frozen food contaminated with the Sars-COV-2 virus after nearly 2 years of implementation...

### ***The US***

By the end of June 2022, the total export value of pangasius to the US reached 356.4 million USD, up 111% as compared to 2021, accounting for 25% of the total export value.

However, in the past 2 months, pangasius export growth to this market has begun to slow down...

### ***CPTPP***

Ranked 3rd in the top largest pangasius export markets is the CPTPP market. In the first 6 months of this year, the total export value of pangasius to this market reached 180 million USD, up 66.3% over the same period last year. The Mexican market is much more noticeable among countries. This is the largest import market in the block with a value of 62.4 million USD, up 68.5%.

*VASEP, 20 Jul 2022*

## **UK's 35% import tariffs on Russian whitefish take effect**

“The UK government has officially added 35% tariffs on Russian and Belarusian fish, putting further pressure on the country's whitefish markets..

The UK's Department for International Trade said that the higher tariff levels came into effect on 12:01 a.m. Tuesday (July 20). They apply to all Russian fish and crustaceans as well as preserved products like caviar....

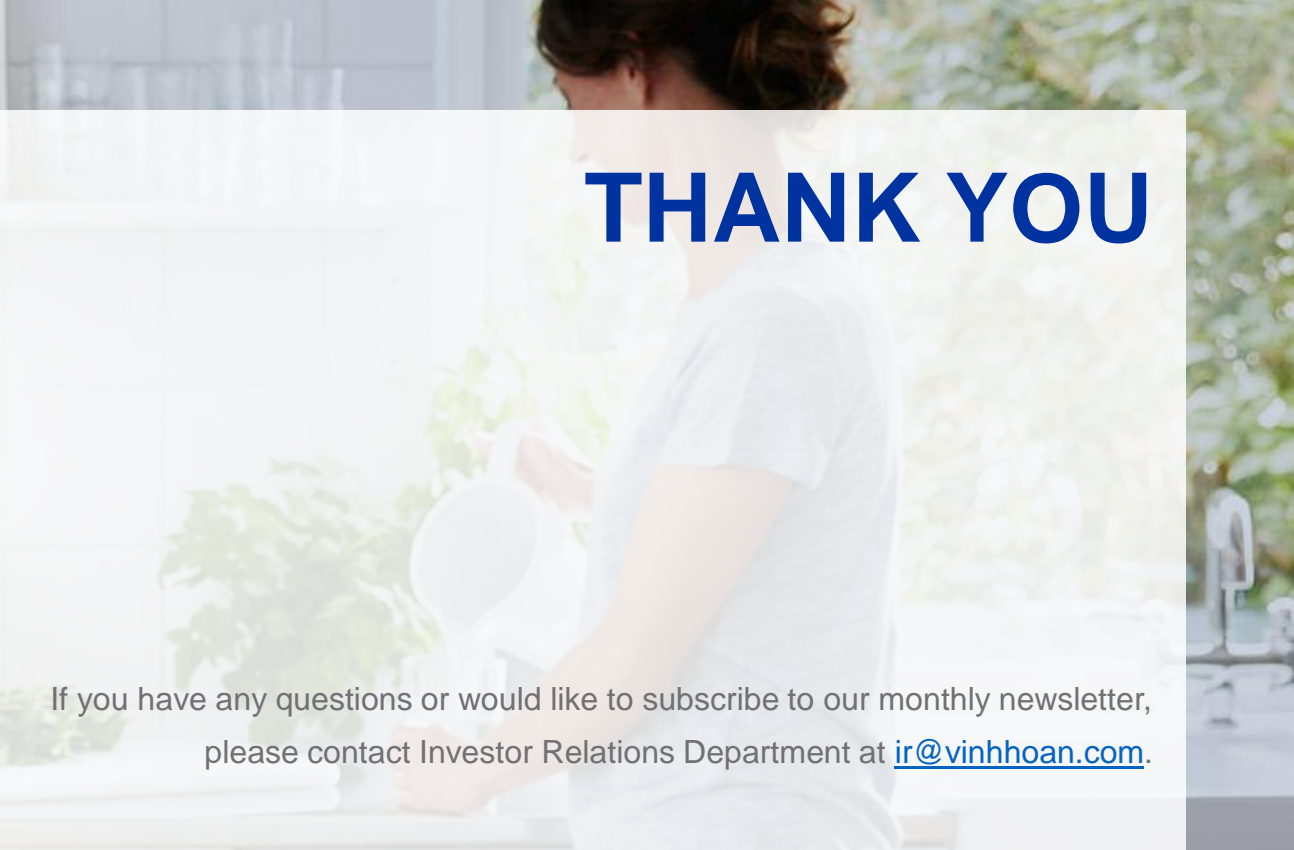
The tariffs will come on top of existing levels of 6% for frozen fillets and portions of cod and haddock, with pollock portions also 6% and fillets 12%.

...

Cod and haddock prices are rocketing as end-users switch away from Russia, putting more pressure on other sources, such as Norway and Iceland.”

*Undercurrent, 20 Jul 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](mailto:ir@vinhhoan.com).

