



# AUGUST 2022 UPDATE

12 September 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

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

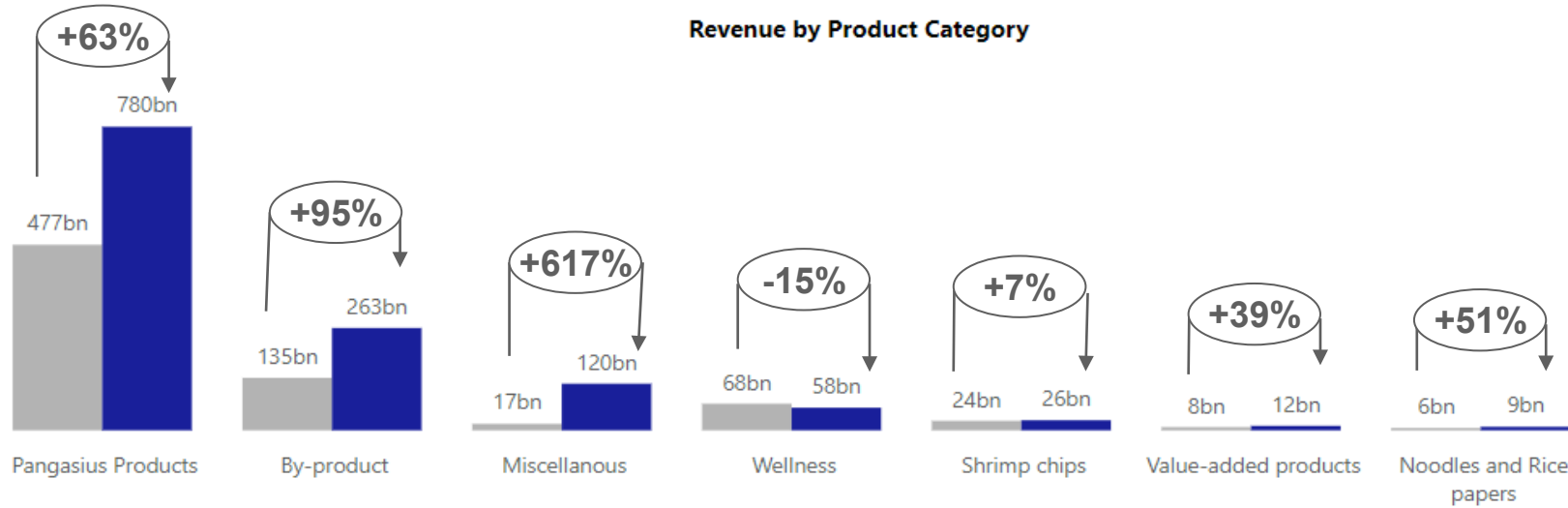


# FINANCIALS AND OUTLOOK



# AUG 2022 REVENUE DASHBOARD – YOY

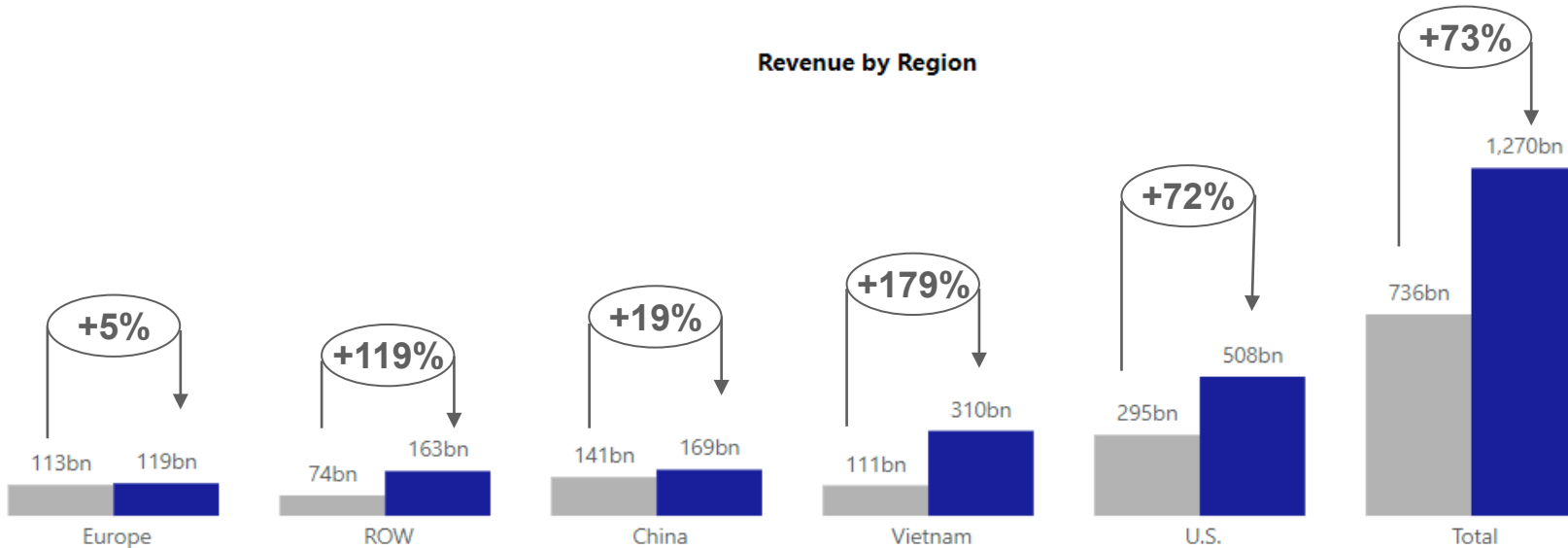
Revenue by Product Category



● Aug 2021  
● Aug 2022

Total revenue increased by 73% YoY primarily due to the growth in these respective product categories: Pangasius Products (+63% YoY), By-product (+95% YoY), Miscellaneous (+617% YoY), Noodles and Rice papers (+51% YoY), Shrimp chips (+7% YoY), and Value-added products (+39% YoY), partly offset with the decrease in Wellness (-15% YoY).

Revenue by Region



● Aug 2021  
● Aug 2022

Revenue growth is seen across all regions; the U.S. (+72% YoY), ROW (+119% YoY), Vietnam (+179% YoY), China (+19% YoY), and Europe (+5% YoY).

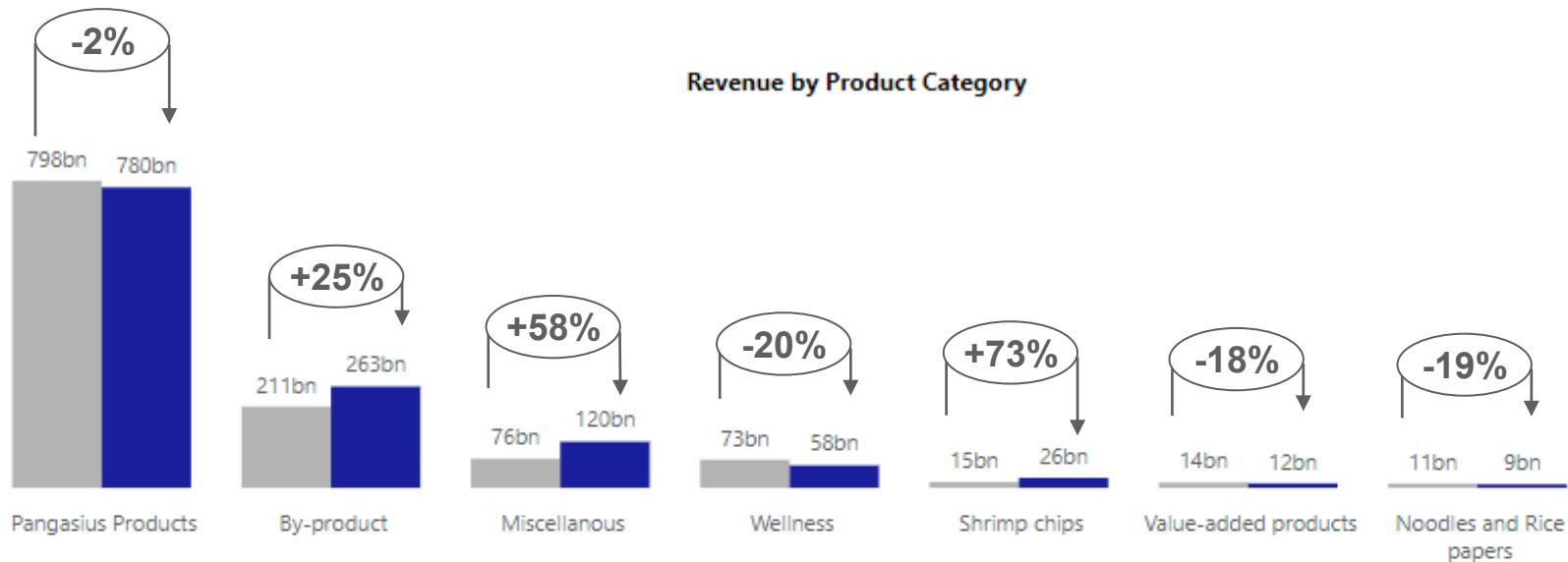


Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

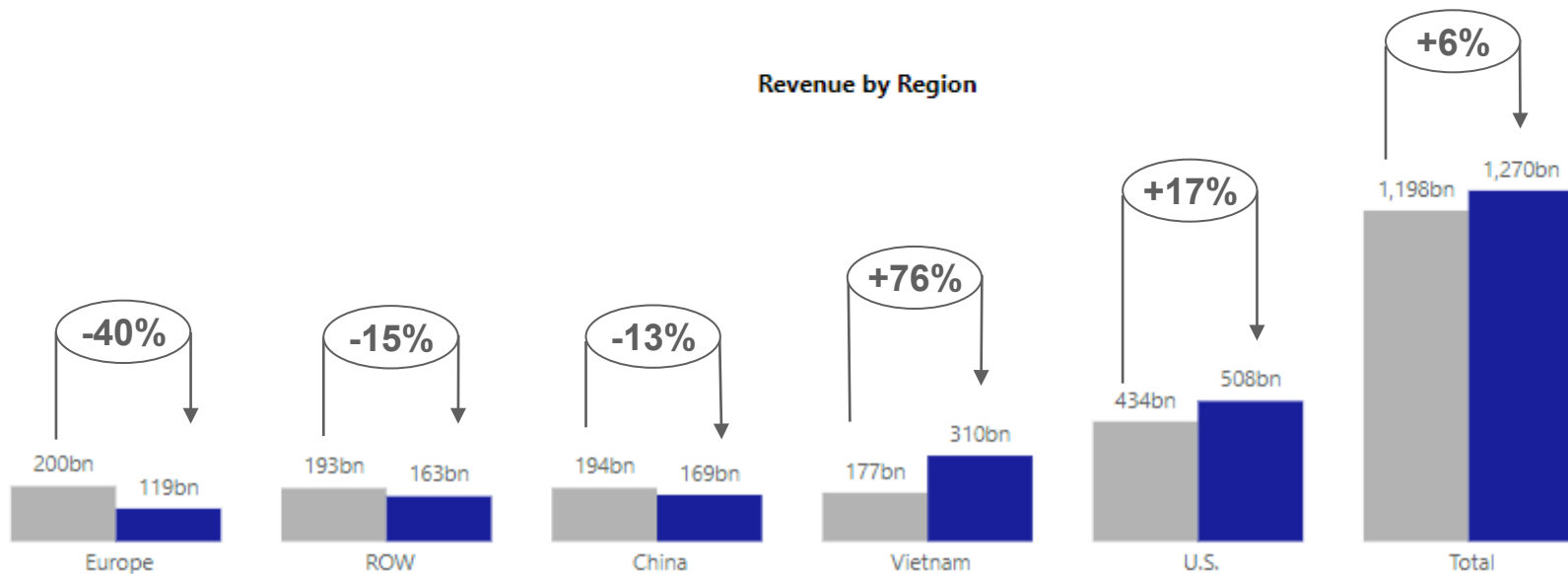


# AUG 2022 REVENUE DASHBOARD – MOM

Revenue by Product Category



Revenue by Region



● Jul 2022  
● Aug 2022

Total revenue increased +6% MoM due to the increase in By-product (+25% MoM), Miscellaneous (+58% MoM) and Shrimp chips (+73% MoM), which were partly offset by the decline in Wellness (-20% MoM), Pangasius Products (-2% MoM), Value-added products -18%), and, Noodles and Rice papers (-19% MoM)

● Jul 2022  
● Aug 2022

The increase is mainly coming from the U.S. market (+17% MoM), and Vietnam (+76% MoM), which were partly offset by the decrease in Europe (-40% MoM), China (-13% MoM), and ROW (-15% 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



On August 4<sup>th</sup> 2022, Mrs. Nguyen Ngo Vi Tam, CEO of Vinh Hoan Corporation, on behalf of the company, received the award of the top 50 best-listed companies in 2022 as voted by Forbes Vietnam.

*August 2022*



# EVENT HIGHLIGHTS



x



## TOP 50 CORPORATE SUSTAINABILITY AWARD 2022



On June 11<sup>th</sup> 2022, Vinh Hoan was awarded as Top 50 Corporate Sustainable Award (Top 50 CSA).

*August 2022, Vietnam*

# EVENT HIGHLIGHTS



Vinh Hoan representatives visited and granted scholarships for students in An Hiep commune, Chau Thanh District., Dong Thap Province  
August 2022, Vietnam



# EVENT HIGHLIGHTS

## VIETFISH INTERNATIONAL SEAFOOD EXHIBITION 2022



Vinh Hoan's representative participated in VIETFISH 2022, welcoming our valued customers.

*August 2022, Vietnam*



# NEWS CLIPPING





# NEWS CLIPPING

## **Vietnam pangasius exports to China increased by 107%**

“ In the first 6 months of 2022, the total value of Vietnam pangasius exports to China - Hong Kong reached US\$427.6 million, up 107% over the same period last year.

...

In the first 6 months of the year, China tightened measures to trace SARS-CoV-2 virus on imported food products, including white fish. However, according to the most updated statistics of ITC, according to Chinese Customs data, in the first quarter of 2022, the total value of white fish imports of this country reached 452.7 million USD, up 151% over the same period last year. In which, imports of pollock from Russia reached more than 250 million USD, an increase of 250%. Imports of pangasius, white fish from Vietnam reached 125 million USD, rising 43%.

But in June 2022, China Customs announced four times to restrict the import of Russian seafood due to the detection of coronavirus on frozen Pacific cod packaging. By May 2022, Chinese specialties had detected coronavirus in seafood products supplied to China by more than 30 Russian fishing vessels, as well as about 20 warehouses in Russia.

...”

VASEP, 2 Aug 2022



## **Nomad confirms a 'third wave' of price increases by Q4, forges ahead with pangasius sourcing**

“ Nomad Foods -- the frozen fish and food giant that owns the Iglo and Birds Eye brands -- has said it will implement a "third wave" of price increases later this year.

...

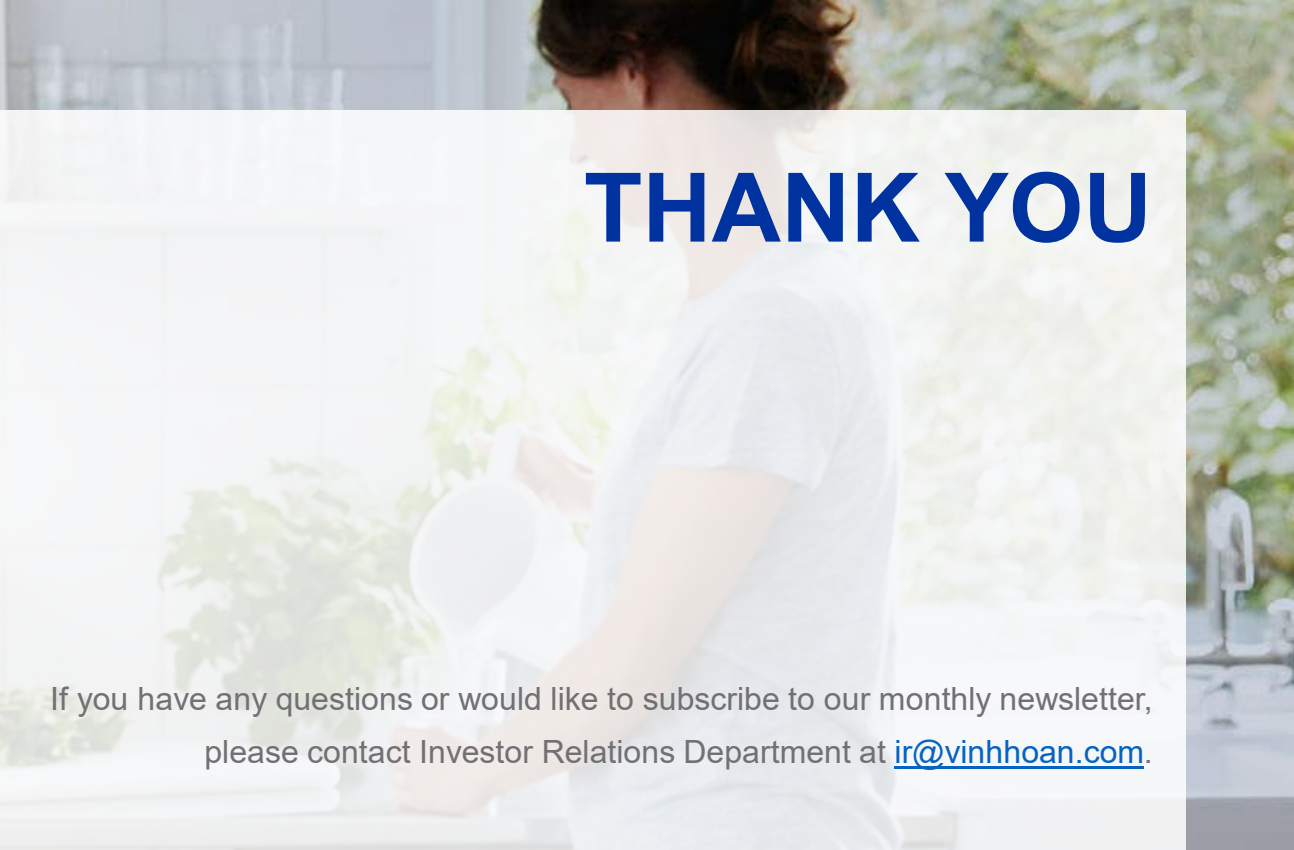
Nomad had added new geographies and species to augment its current supply, and was working to secure new sources of farmed fish, name-checking pangasius from Vietnam.

...

Asked where Nomad would likely be sourcing from in coming years, he said it would likely be a mix of US fish, Russian, and Russian goods via China. *"And also farmed fish, mostly from Vietnam, will be very important."*

...”

Undercurrent, 11 Aug 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).

