



OCTOBER 2022 UPDATE

8 November 2022

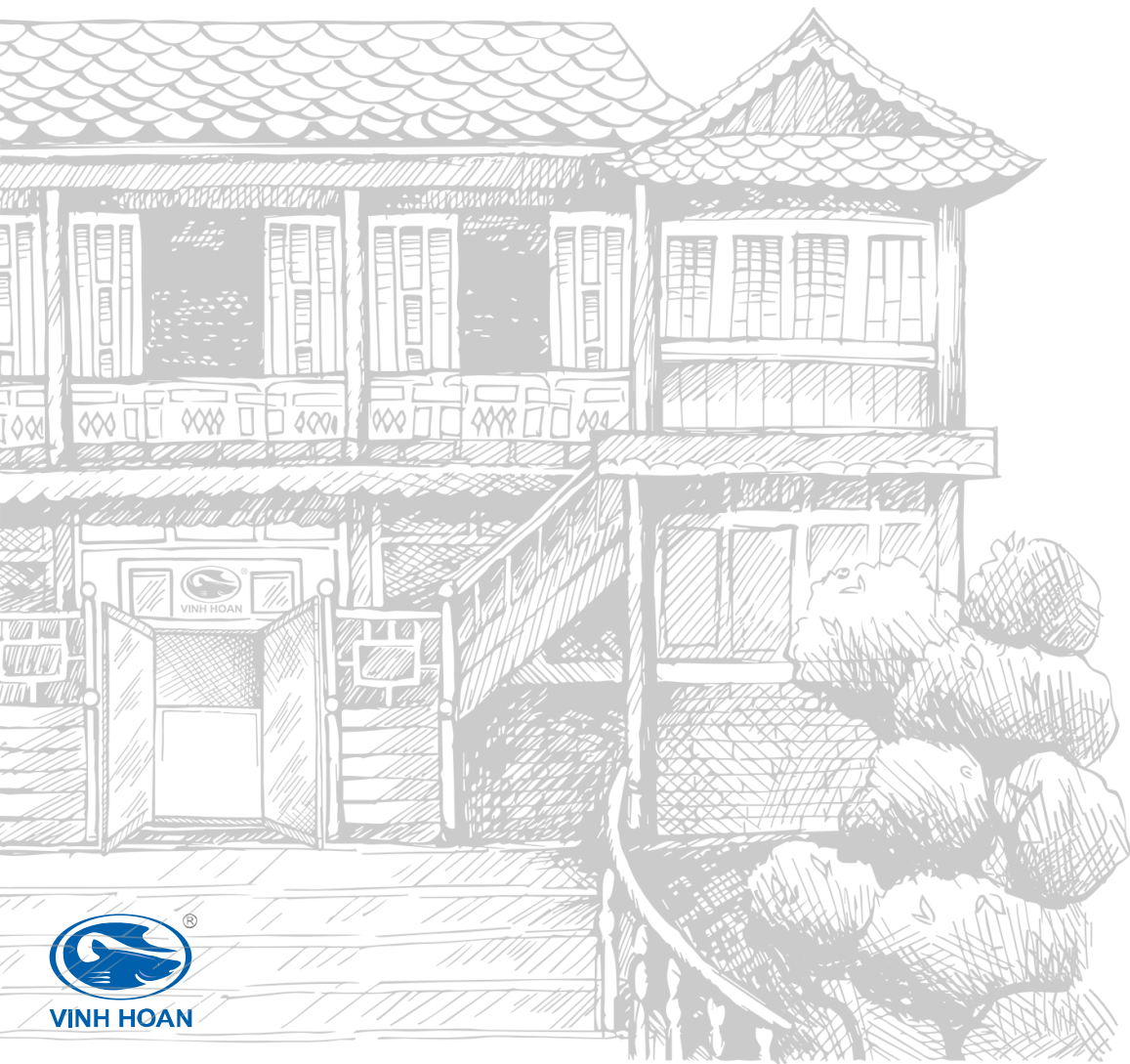


CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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

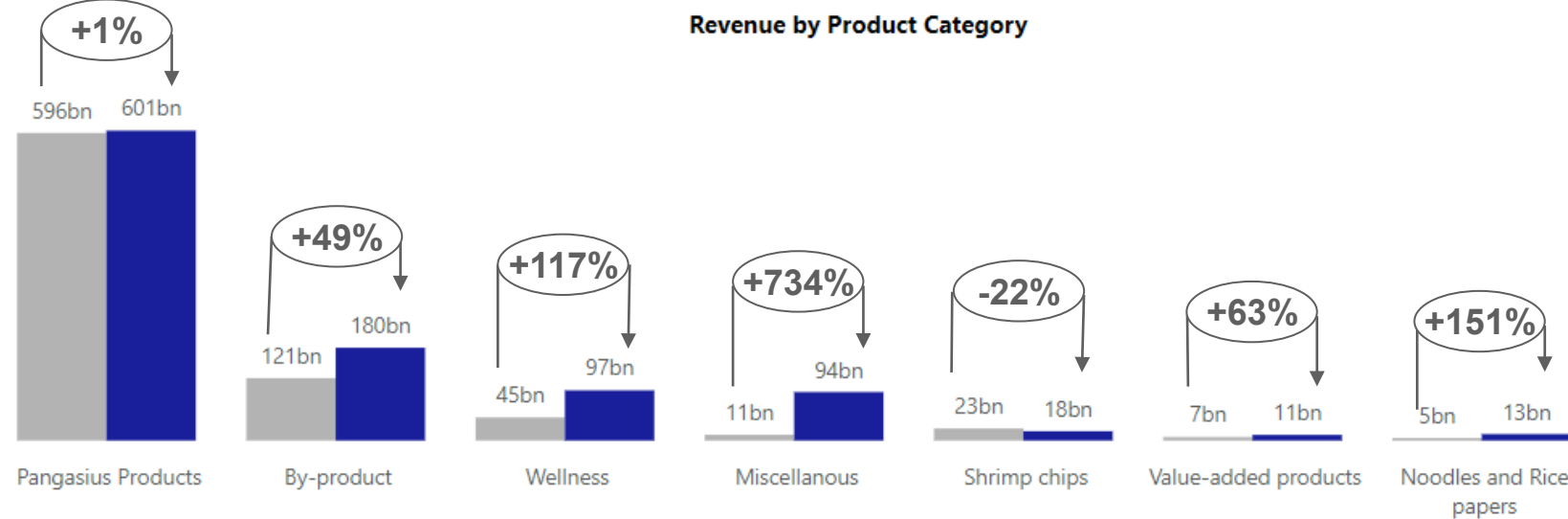


1. Financials and Outlook	4
2. Event Highlights	7
3. News Clipping	14

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

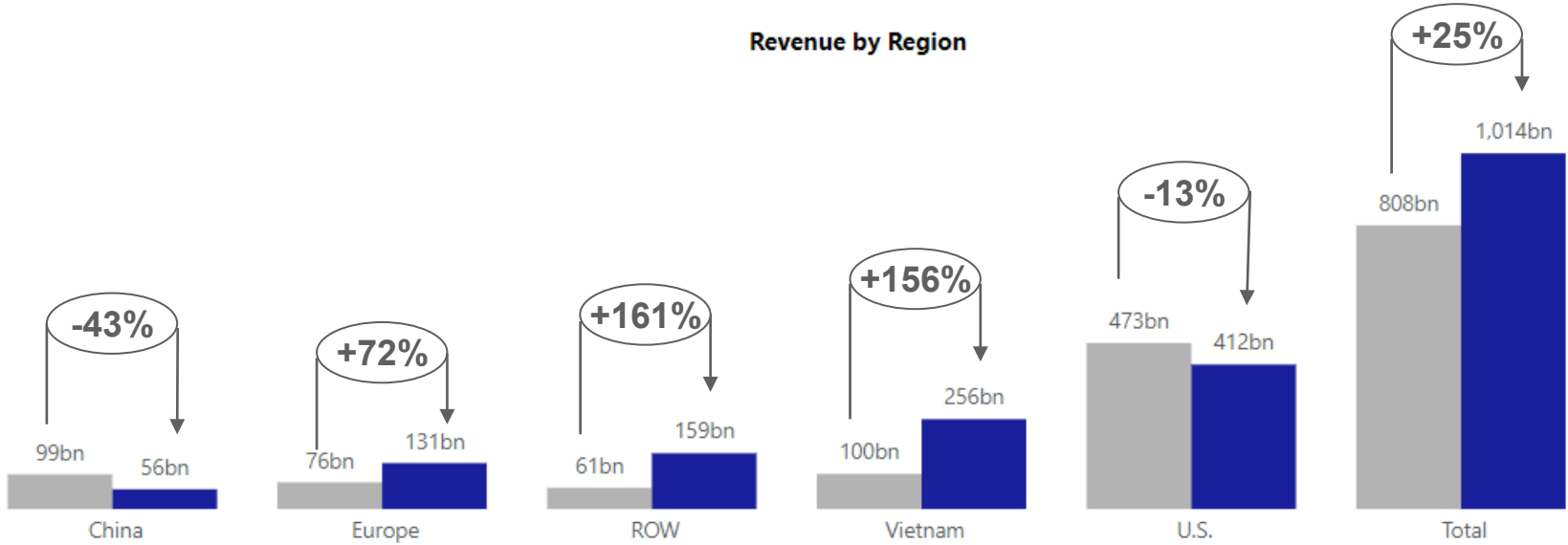
FINANCIALS AND OUTLOOK

OCT 2022 REVENUE DASHBOARD – YOY



● Oct 2021
● Oct 2022

• Total revenue increased by 25% YoY primarily due to the growth in these respective product categories: Pangasius Products (+1% YoY), By-product (+49% YoY, Miscellaneous (+734% YoY), Wellness (+117% YoY), Noodles and Rice papers (-151% YoY), and Value-added products (+63% YoY) and partially offset by the decrease in Shrimp chips (-22% YoY).



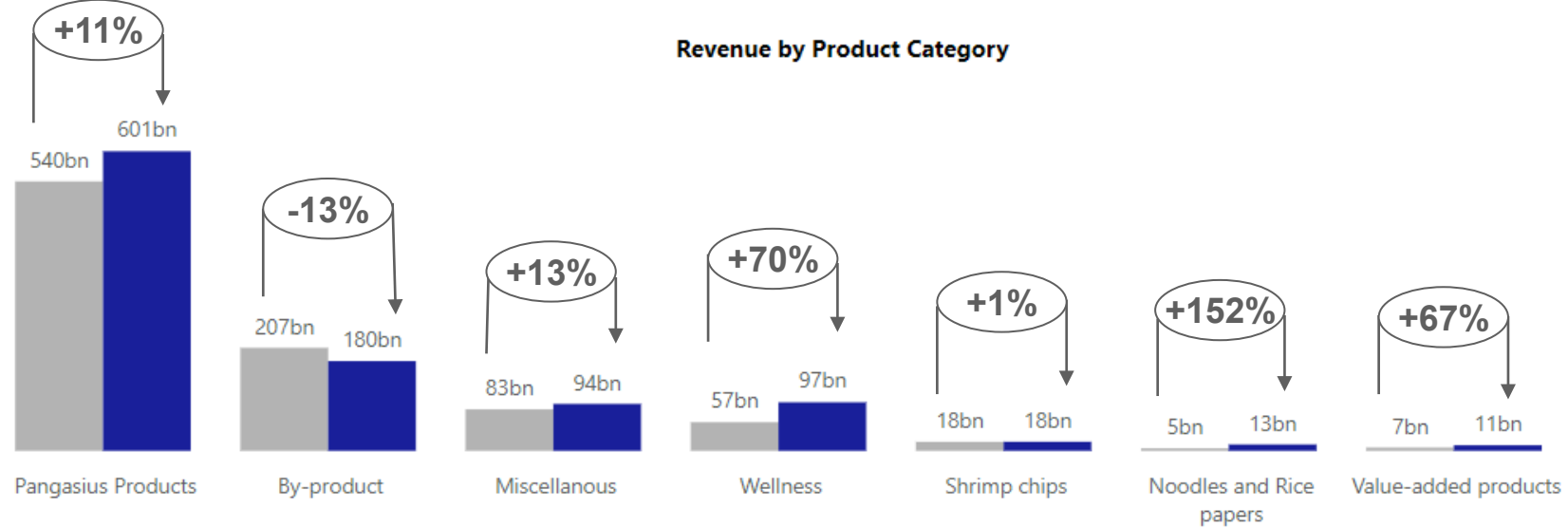
● Oct 2021
● Oct 2022

• Revenue growth is seen across some regions: ROW (+161% YoY), Vietnam (+156% YoY), and Europe (+72% YoY), partly offset by the decline in the U.S. (-13% YoY), and China (-43% YoY).



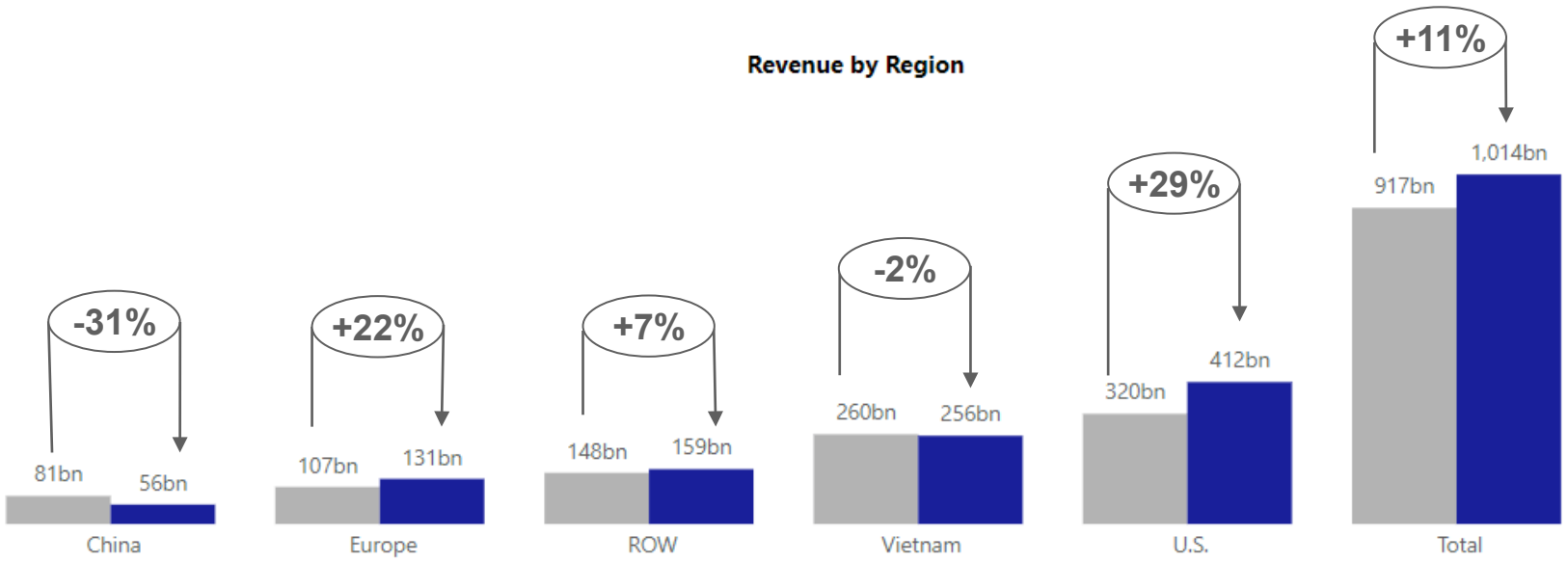
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

OCT 2022 REVENUE DASHBOARD – MOM



● Sep 2022
● Oct 2022

Total revenue increased +11% MoM due to the increase in Miscellaneous (+13% MoM), Shrimp chips (+1% MoM), Wellness (+70% MoM), Pangasius Products (+11% MoM), Value-added products (+67%), and, Noodles and Rice papers (+152% MoM), and partially offset by the decrease in By-product (-13% MoM).



● Sep 2022
● Oct 2022

The increase is mainly coming from the U.S. market (+29% MoM), Europe (+22% MoM), and ROW (+7% MoM), and partially offset by the decrease in Vietnam (-2% MoM) and China (-31% 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



TO BE DEVOTED AND ALWAYS GIVE YOUR BEST SHOT

- Khanh Truong -

FOUNDER & CHAIRWOMAN OF THE BOARD

On October 7th, 2022, Madam Truong Thi Le Khanh, founder and chairwoman of Vinh Hoan Corporation, was honored to achieve the award MASTER ENTREPRENEUR of the Asia Pacific Enterprise Awards 2022 Vietnam Chapter. This Award aims to recognize entrepreneurial and corporate excellence, outstanding entrepreneurship, continuous innovation, and sustainable leadership.

[October 2022, Vietnam](#)

EVENT HIGHLIGHTS



Forbes Vietnam named Vinh Hoan Corporation as one of the top 25 leading F&B brands and companies in 2022.

October 2022, Vietnam

EVENT HIGHLIGHTS



On October 12th 2022, Madam Truong Thi Le Khanh, founder and chairwoman of Vinh Hoan Corporation, visited the underprivileged patients at the obstetrics department of the University of Medicine and Pharmacy in Ho Chi Minh City.

October 2022, Vietnam

EVENT HIGHLIGHTS



On October 6th , 2022, Ms. Nguyen Ngo Vi Tam, CEO of Vinh Hoan Corporation, shared about the evolution of ESG investing in Vietnam. The conference was hosted by VinaCapital.

October 2022, Vietnam

EVENT HIGHLIGHTS



In October 2022, Vinh Hoan – Vinh Wellness sales team participated in Vitafoods Asia, the nutraceutical event in Bangkok.

October 2022, Vietnam

EVENT HIGHLIGHTS



In October 2022, Sa Giang Company – a member company of Vinh Hoan Corporation participated in Sial Paris 2022, which is the world's largest food innovation exhibition.

October 2022, Vietnam

NEWS CLIPPING

NEWS CLIPPING

Birds Eye, Iglo parent Nomad Foods strikes deal with Vietnam pangasius suppliers

“ Europe’s leading frozen food company, Nomad Foods, announced it has struck new contracts to secure the supply of Aquaculture Stewardship Council (ASC) certified pangasius from Vinh Hoan, VDTG and Godaco Seafood, three of the largest suppliers globally.

The move follows work by a number of large European processors to secure whitefish alternatives, with supply chains for cod and other whitefish disrupted following the Russian invasion of Ukraine, and additional volumes from Norway, Iceland and the Faroes in tight supply.

Big brand names such as Nomad, Young's and Germany's Frosta have all been looking for alternatives, and pangasius is widely regarded as one of the answers.

Nomad will introduce pangasius to most of its markets, excluding the Adriatic markets, next year and are currently in discussions with retailers on the detail and timings, the spokesperson told IntraFish.

Fast-growing and cheap, pangasius 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, 28 Oct 2022

China surpasses US as Vietnam’s largest import market in September

“China replaced the US to become Vietnam's largest importer of fishery products in September, with imports valued at \$146.3 million. That is also up by 117.6% year-on-year, reports Vietnam Net.

Exports to the US, however, fell by 9.6% to \$142.8m. Japan was the country's third largest importer with \$142m worth of imports, a 90% increase compared to the same period a year before.

...

Although exports to the US fell in recent months, it continued to be the second biggest importer of Vietnamese fishery products in the first nine months of the year, with imports reaching \$1.77bn -- a 21.7% y-o-y increase.

...

According to the Vietnam Association of Seafood Exporters and Producers (VASEP), inflation has reduced demand for many products, but pangasius remains a popular export item thanks to its affordable price.

...

...”

Undercurrentnews, 14 Oct 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.

