



# APRIL 2023 UPDATE

09 May 2023

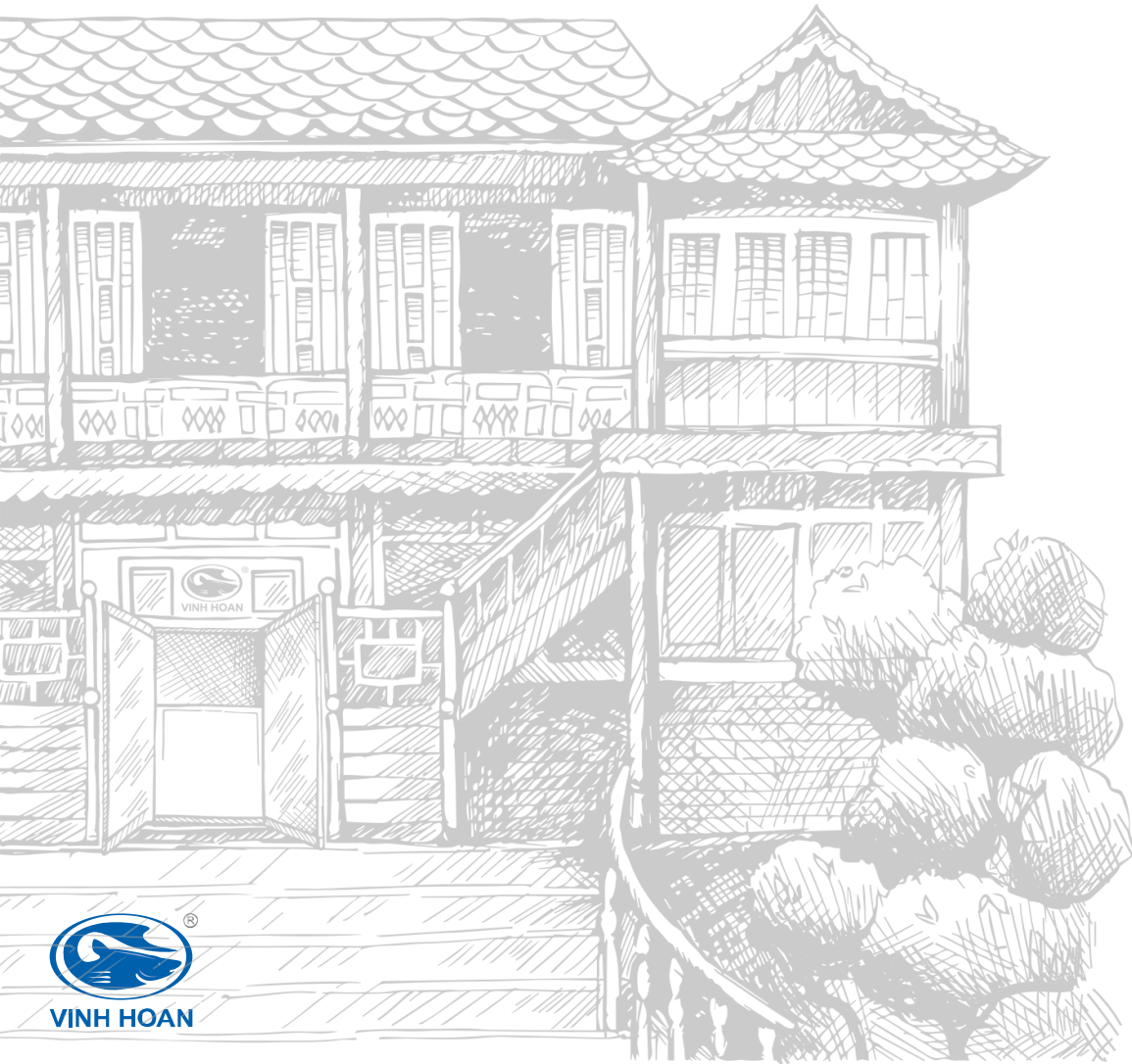


# CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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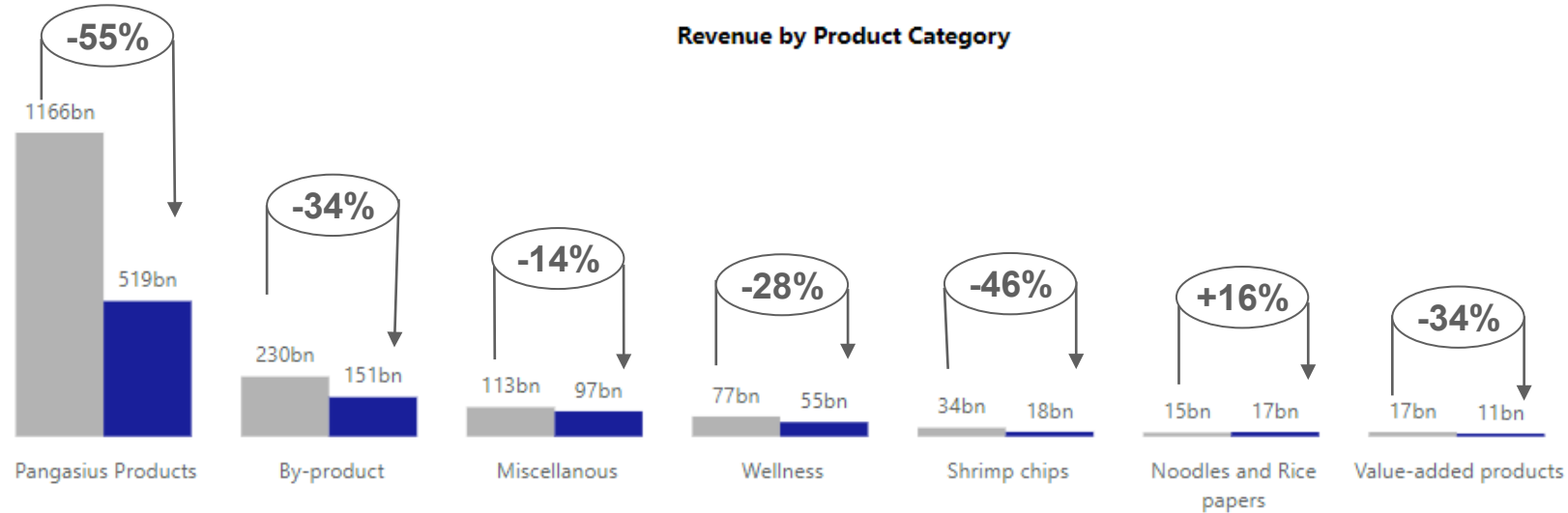
We have a traditional wooden house at all of our major locations for employees meetings and social events.

# FINANCIALS AND OUTLOOK



# APR 2023 REVENUE DASHBOARD – YOY

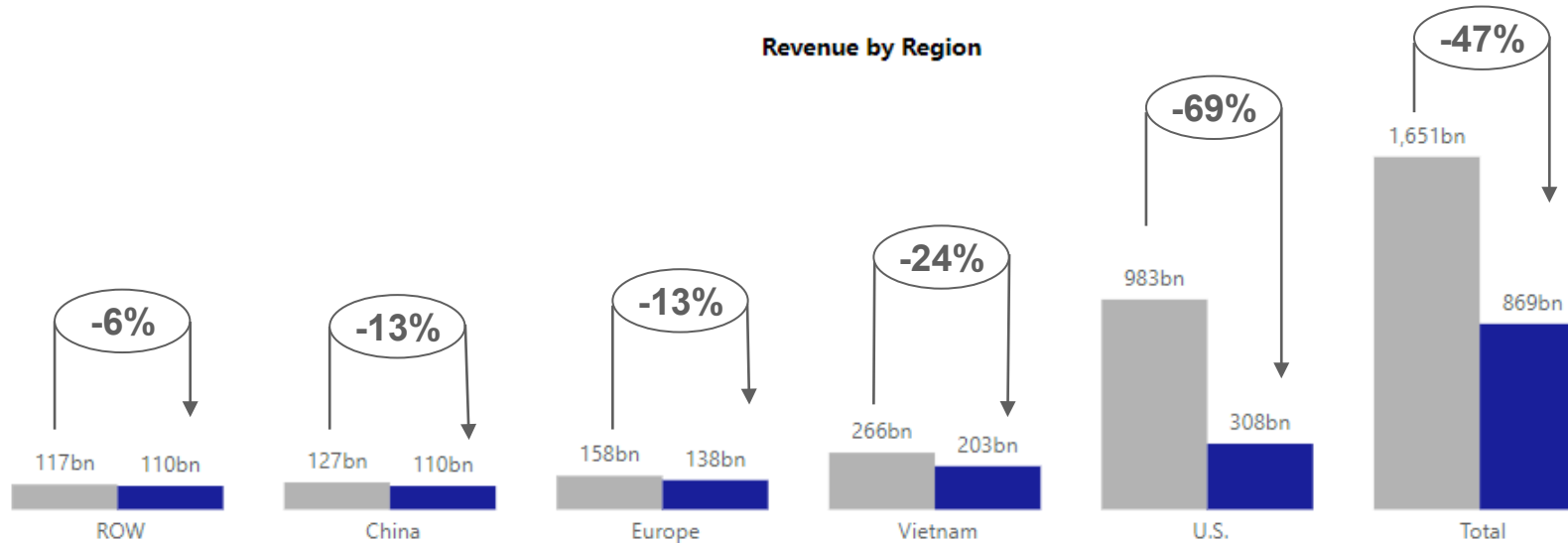
Revenue by Product Category



● Apr 2022  
● Apr 2023

Total revenue decreased -47% YoY due to the decrease in Pangasius Products (-55% YoY), By-product (-34% YoY), Wellness (-28% YoY), Shrimp chips (-46% YoY), Value-added products (-34% YoY), and Miscellaneous (-14% YoY) and was partially offset by the increase in Noodles and Rice papers (+16% YoY).

Revenue by Region



● Apr 2022  
● Apr 2023

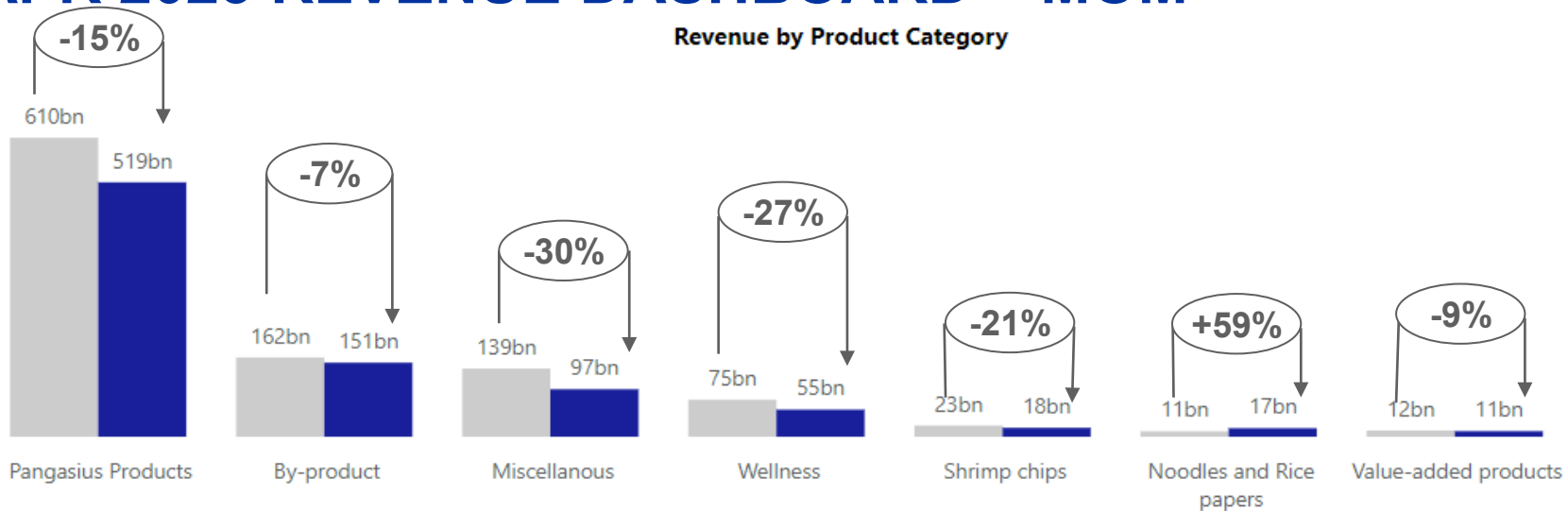
The decrease was mainly coming from the U.S. market (-69 YoY), China (-13% YoY), Vietnam (-24% YoY), ROW (-6% YoY), and Europe (-13% YoY).



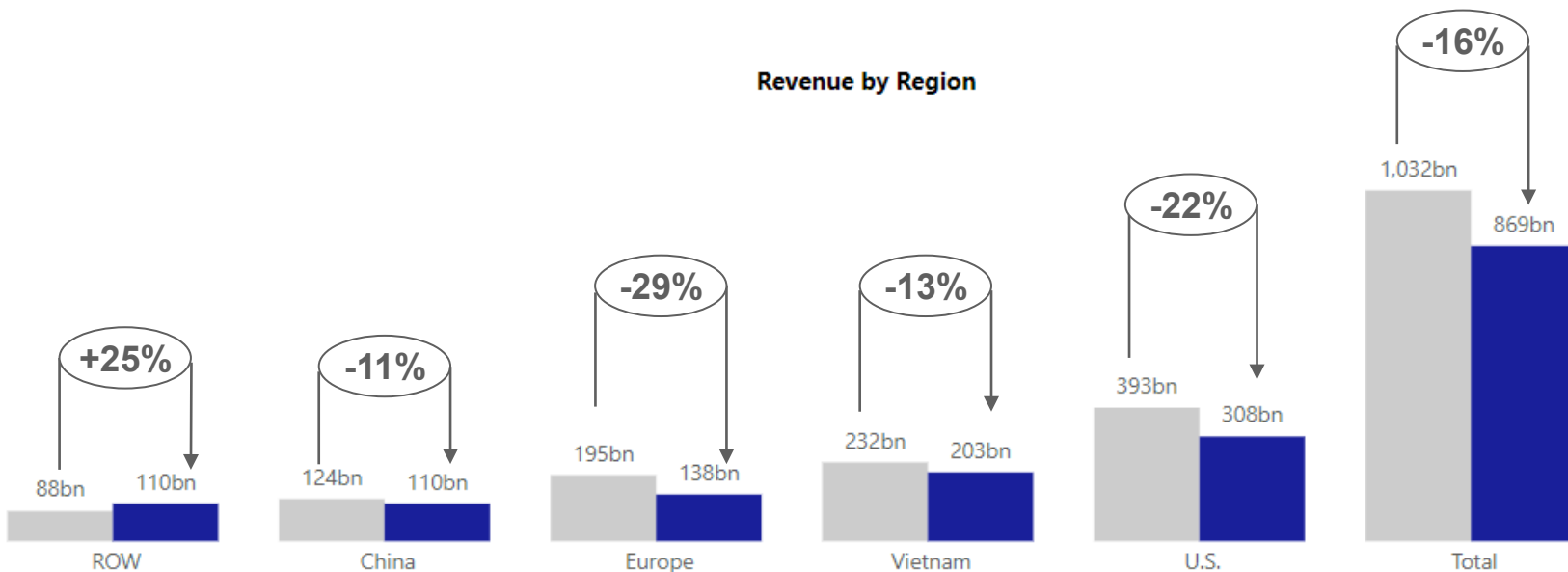
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

# APR 2023 REVENUE DASHBOARD – MOM

Revenue by Product Category



Revenue by Region



- Mar 2023
- Apr 2023

Total revenue decreased by -16% MoM primarily due to the increase in these respective product categories: Pangasius Products (-15% MoM), By-product (-7% MoM), Miscellaneous (-30% MoM), Shrimp chips (-21% MoM), and Value-added products (-9% MoM), and partly offset by the increase in Noodles and Rice papers (+59% MoM) and Wellness (-27% MoM)

- Mar 2023
- Apr 2023

The revenue growth is seen to decrease across some regions: the US (-22% MoM), China (-11% MoM), Europe (-29% MoM), and Vietnam (-13% MoM), and partly offset by the increase in ROW (+25% 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

LỄ CÔNG BỐ  
TOP 50 DOANH NGHIỆP SÁNG TẠO  
VÀ KINH DOANH HIỆU QUẢ NĂM 2023  
ĐƯỢC TỔ CHỨC VÀO THÁNG 6/2023



Vinh Hoan Corporation is honored to be recognized as one of the Top 50 Most Innovative Enterprises Vietnam 2023 (VIE50) with innovative and reformative approaches to business operations, resulting in effective business outcomes and strong growth potential.

[April 2023, Vietnam](#)



# EVENT HIGHLIGHTS



Vinh Hoan Corporation is honored to be among the product finalists for the retail category in the prestigious 2023 Seafood Excellence Global Awards.

[April 2023, Vietnam](#)

# NEWS CLIPPING



# NEWS CLIPPING

## Singapore - The bright spot of Vietnamese pangasius exports 2023

“Singapore stands out in the ASEAN market due to a substantial rise in imports of Vietnamese pangasius in the first three months of this year, despite a general trend of inflation and lower imports.

...

Vietnam's pangasius exports to Singapore totaled \$7 million USD, representing a 40% increase over the same period last year. Singapore is one of the top 11 single markets for Vietnamese pangasius imports. Over the same period last year, the proportion of pangasius imports from this "Lion island" climbed from 1% to 2%.

...

While Vietnam's pangasius exports to the majority of ASEAN markets fell, the growth in Singapore imports is seen as compensation for this market.

...

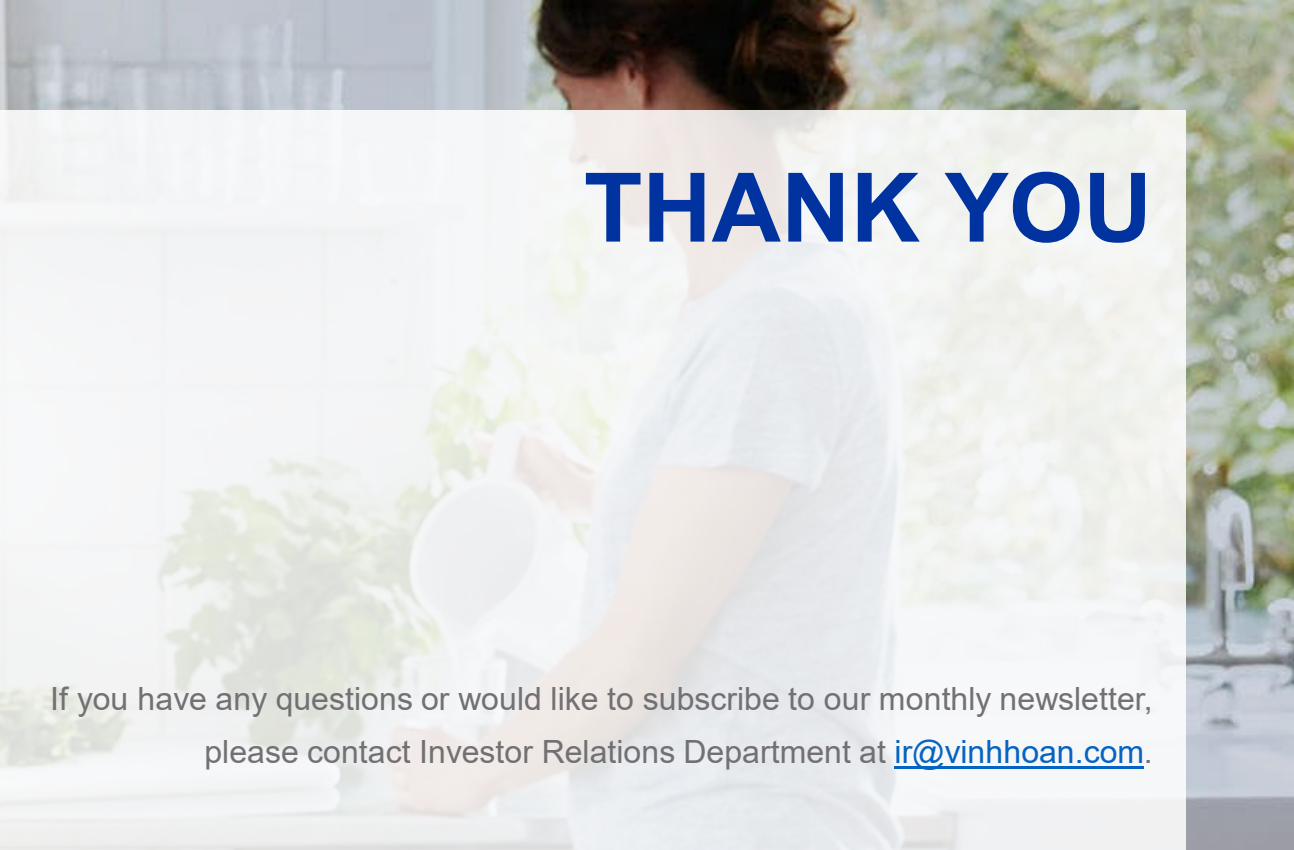
Southeast Asia, particularly Singapore, is seen as a promising growth region that has profited substantially from China's liberalization. The ASEAN region's GDP growth is expected to be 5.2% in 2023, much greater than that of many other economies in the face of a bleak global economic outlook. Asia-Pacific, which accounts for 35% of global GDP, will play a leading role in global economic growth in 2023, thanks to regional free trade agreements, efficient supply networks, and competitive cost structures.

...

A robust recovery in air travel and overseas arrivals is predicted to boost the food service industries. At the same time, this opens up new potential for Vietnam's pangasius exports to Singapore due to the qualities of exquisite white fish at reasonable costs in the context of tight spending due to inflation.

...”

*VASEP, 05 April 2023*



# 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).

