



# JUN 2023 UPDATE

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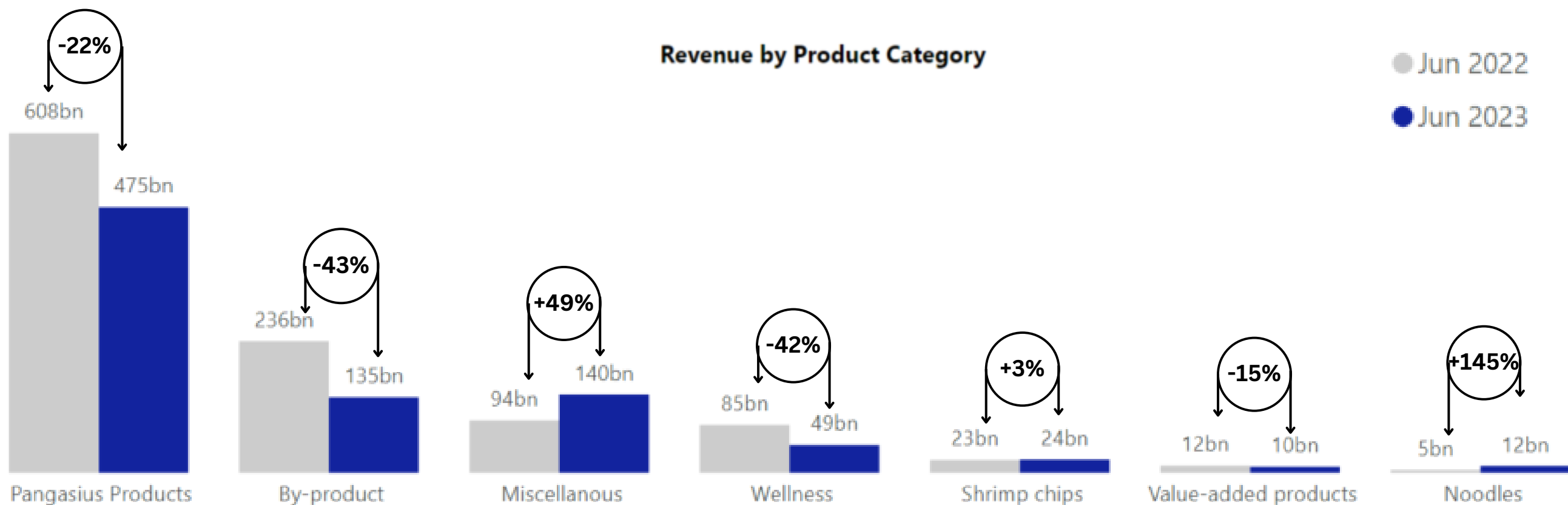
We have a traditional wooden house at all of our major locations for employees meetings and social events.



# FINANCIALS AND OUTLOOK

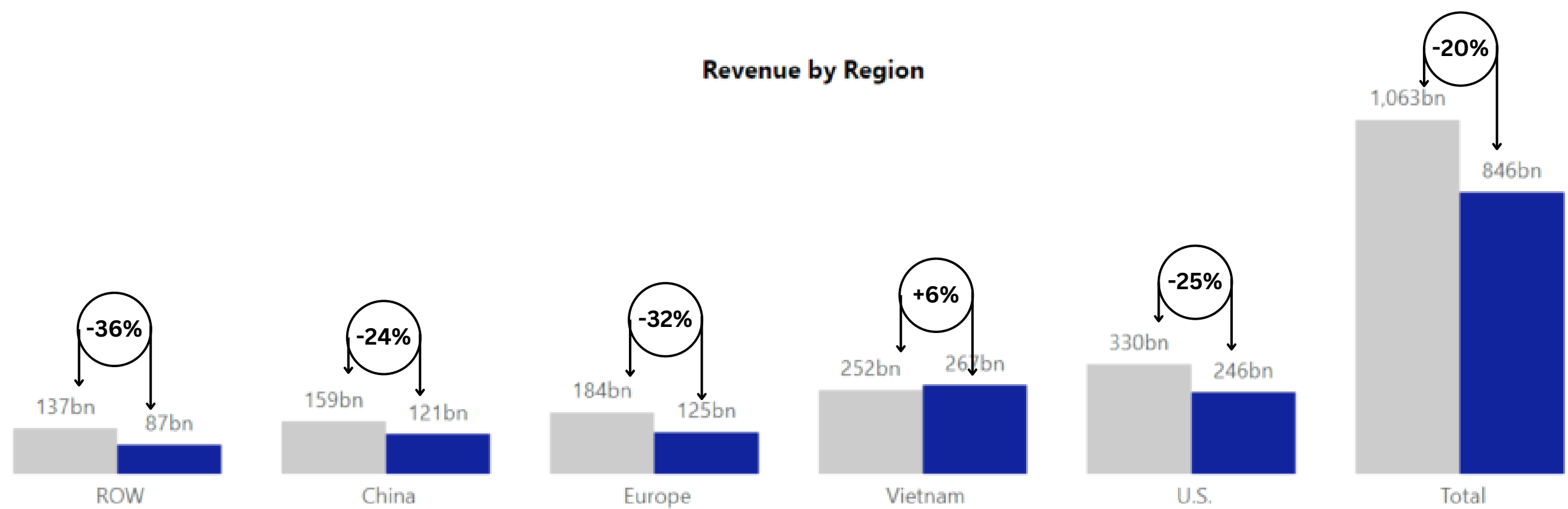


# JUN 2023 REVENUE DASHBOARD - YOY



Total revenue decreased -20% YoY due to the decrease in Pangasius Products (-22% YoY), By-product (-43% YoY), Wellness (-42% YoY), and Value-added products (-15% YoY), partially offset by the increase in Noodles (+145% YoY), Shrimp chips (+3% YoY), and Miscellaneous (+49% YoY)

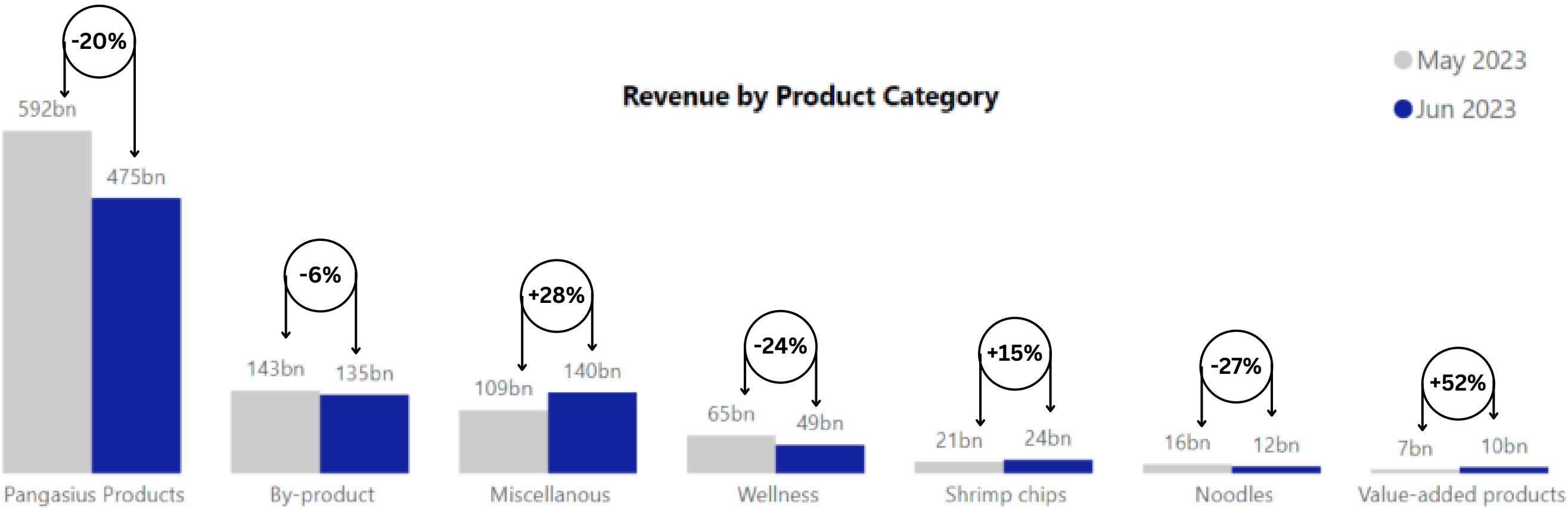
The decrease was mainly coming from the U.S. market (-25% YoY), China (-24% YoY), Europe (-32% YoY), and ROW (-36% YoY), partial offset by the increase in Vietnam (+6% YoY)



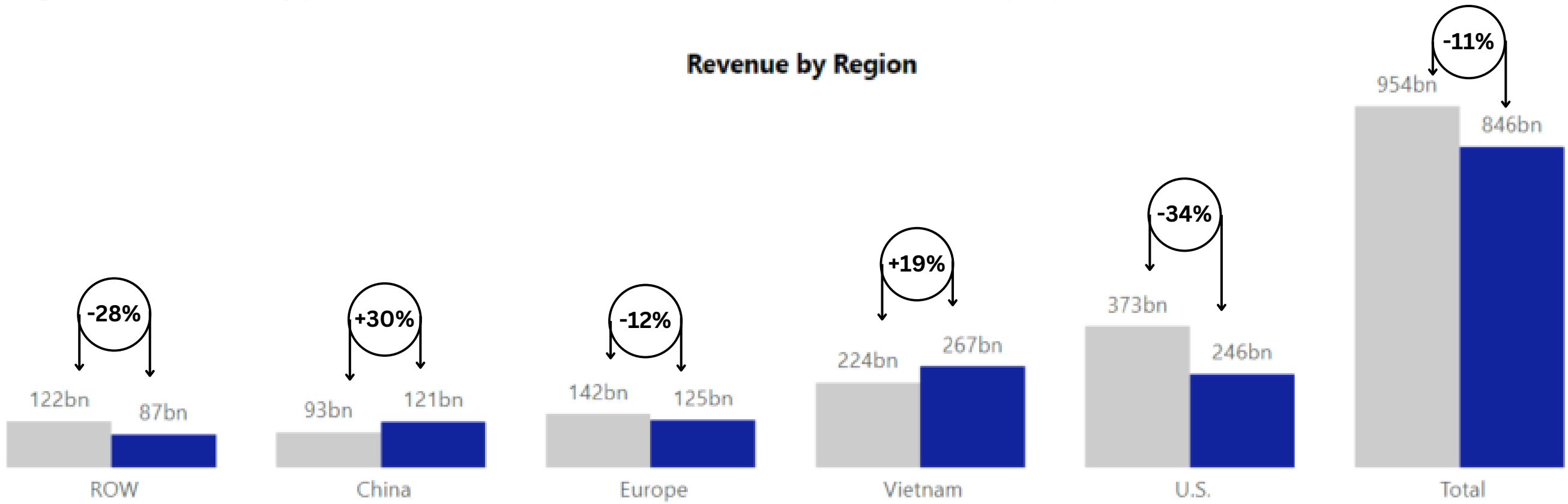
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)



# JUN 2023 REVENUE DASHBOARD - MOM



Total revenue decreased by -11% MoM primarily due to the increase in these respective product categories: Shrimp chips (+15% MoM), Value-added products (+25% MoM), and Miscellaneous (+28% MoM), partly offset by the decrease in Pangasius Products (-20% MoM), By-products (-6% MoM), Wellness (-24% MoM), and Noodles (-27% MoM).



The revenue growth is seen to decrease across some regions: the U.S. (-34% MoM), Europe (-12% MoM), and ROW (-28% MoM), partly offset by the increase in China (+30% MoM), and Vietnam (+19% 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



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On 29th June 2023, Mrs. Nguyen Ngo Vi Tam, CEO of Vinh Hoan Corporation, on behalf of the company, received the award of Top 50 Corporate Sustainable Award (Top 50 CSA).

Jun 2023, Ho Chi Minh City, Vietnam



# EVENT HIGHLIGHTS



Thanks for visiting Vinh Wellness's Booth NHF25 at Food Industry CHINA TRADESHOW to experience our interesting products

Jun 2023, China



# NEWS CLIPPING



# NEWS CLIPPING

## Attention should be paid to science, technology, and the Zero Waste trend in the pangasius industry

"At the VASEP General Assembly and 25th Anniversary Celebration held on June 12, 2023, Ms. Nguyen Ngo Vi Tam, the CEO of Vinh Hoan Corporation, shared insights on the application of science and technology in the catfish industry, as well as the relevant zero waste emissions trend in relation to the future development of the catfish market and the seafood industry as a whole.

...  
Vietnam's action plan for the period 2025-2030 includes the development of ecological agriculture, the establishment of a transparent and responsible food system, and sustainable solutions for partnerships and private investment towards a sustainable agricultural system.

..."  
*(Vietnamese translation)*

VASEP, 22 Jun 2023

## Relying on exports, the price of pangasius is expected to recover in the second half of the year

"Experts forecast that the demand for pangasius will recover in the U.S. and Chinese markets in the second half of the year, which will subsequently lead to improved selling prices.

...  
The demand for pangasius projected to recover in the U.S. and Chinese markets in the second half of the year. Specifically, in the U.S., inflation is gradually cooling down, creating conditions to stimulate consumer spending in this market. Additionally, the end of the second quarter is a period of inventory accumulation by retailers in the U.S. to serve the peak holiday season later in the year. These factors are expected to drive up catfish prices in the North American region

..."  
*(Vietnamese translation)*

VASEP, 23 Jun 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)