



JUL 2023 UPDATE

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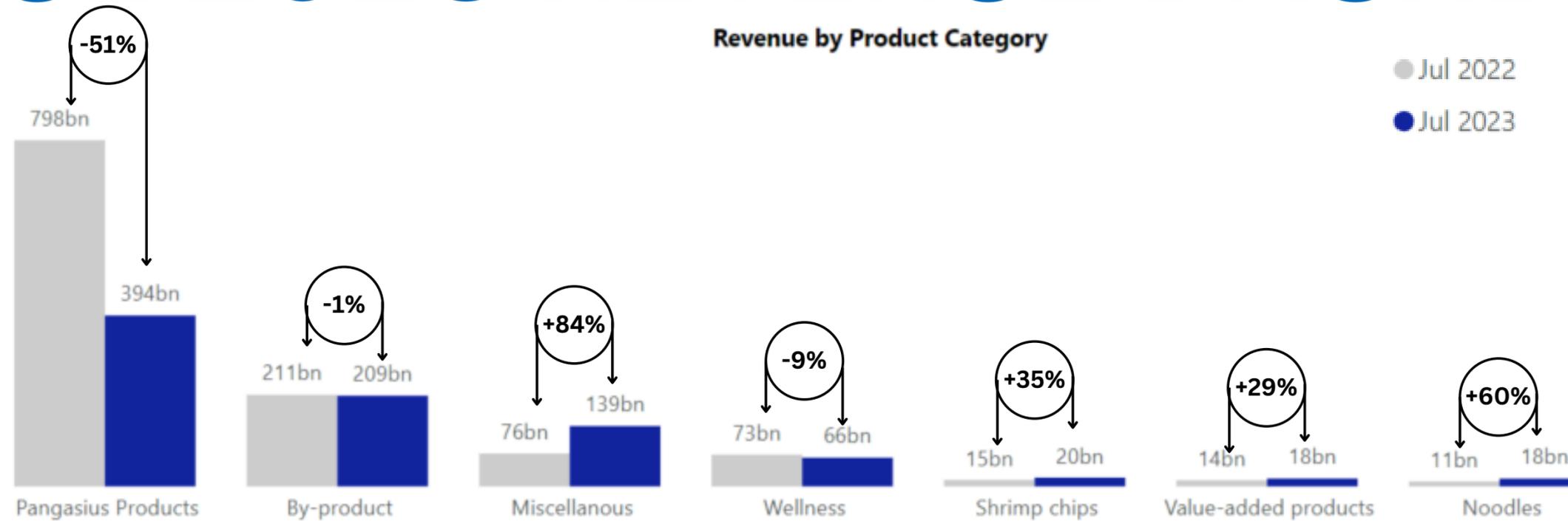
We have a traditional wooden house at all of our major locations for employees meetings and social events.

FINANCIALS AND OUTLOOK



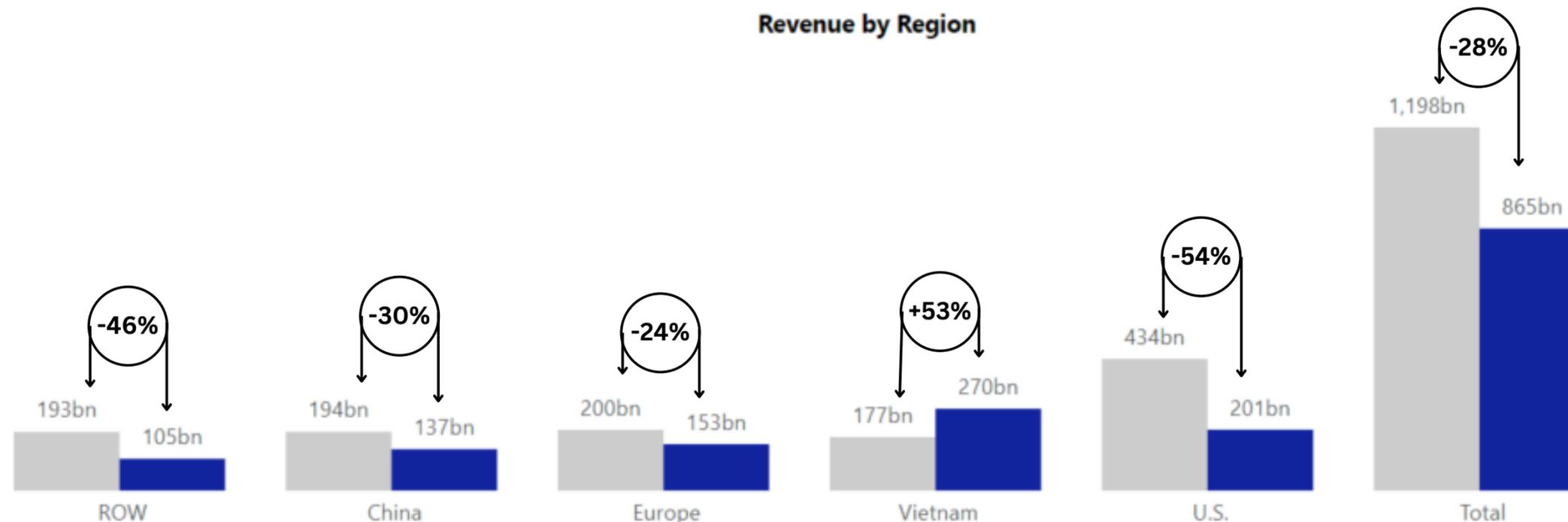
JUL 2023 REVENUE DASHBOARD - YOY

Revenue by Product Category



Total revenue decreased by -28% YoY primarily due to the decrease in these respective product categories: Pangasius Products (-51% YoY), By-products (-1% YoY), Wellness (-9% YoY), partly offset by the increase in Miscellaneous (+84% YoY), Shrimp chips (+35% YoY), Value-added products (+29% YoY), and Noodles (+60% YoY)

Revenue by Region



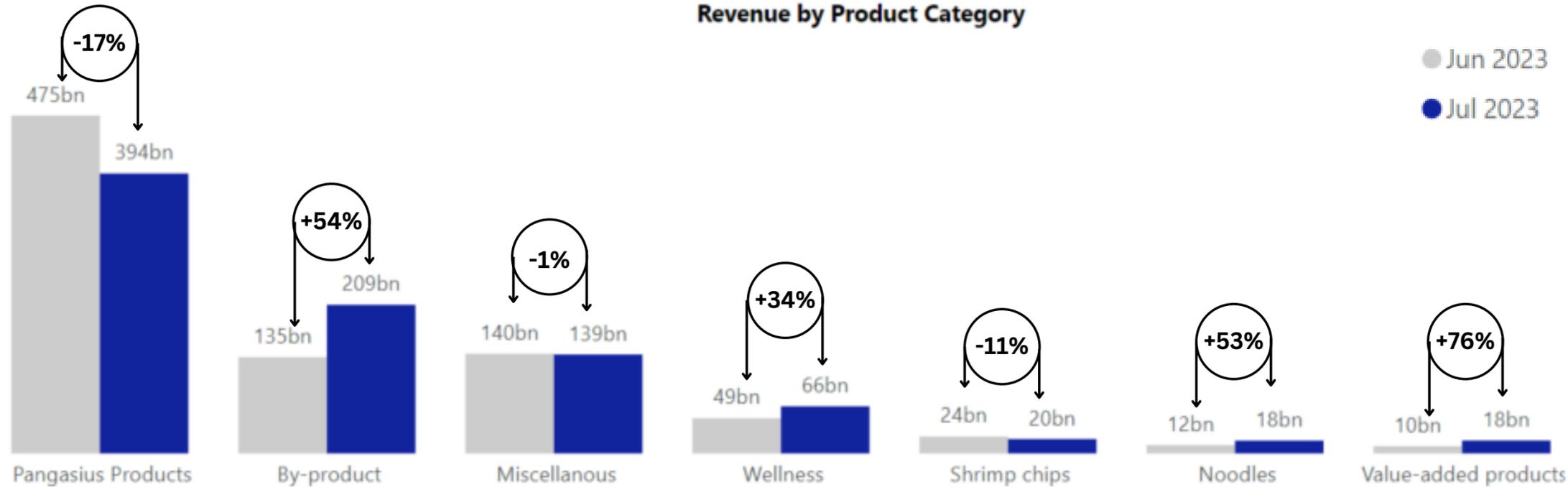
The revenue growth is seen to decrease across some regions: the U.S. (-54% YoY), Europe (-24% YoY), China (-30%), and ROW (-46% YoY), partly offset by the increase in Vietnam (+53% YoY)



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)

JUL 2023 REVENUE DASHBOARD - MOM

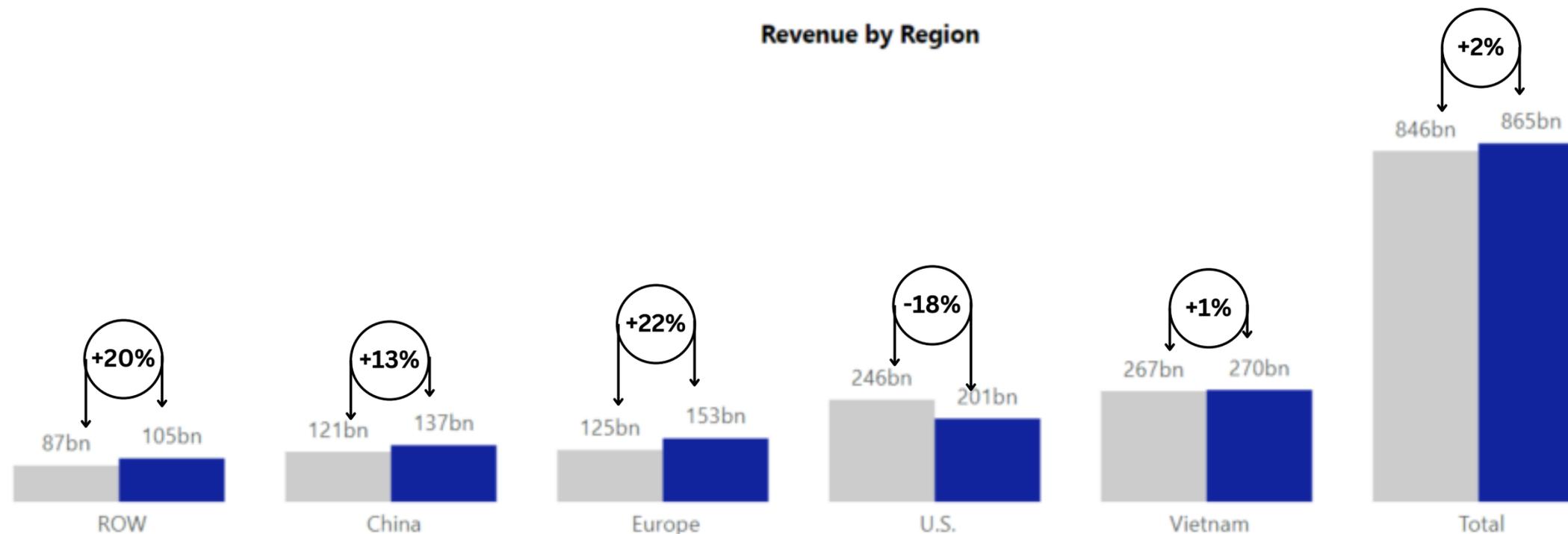
Revenue by Product Category



Total revenue slightly increased +2% MoM due to the increase in Wellness (+34% MoM), By-product (+54% MoM), Noodles (+53% MoM), and Value-added products (+76% MoM), partially offset by the decrease in Pangasius Products (-17% MoM), Miscellaneous (-1% MoM), and Shrimp chips (-11% MoM)

The increase was mainly coming from the China market (+13% MoM), Europe (+22% MoM), Vietnam (+1% MoM), and ROW (+20%), partially offset by the decrease in U.S. (18% MoM)

Revenue by Region



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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VINH HOAN

Visit **VINH HOAN**
at VIETNAM FISHERIES INTERNATIONAL EXHIBITON

23-25
August | 2023

BOOTH: GOLD 5
SECC, 799 Nguyen Van Linh,
Ho Chi Minh City, Vietnam




VINH HOAN


vietfish

*Experience the mouthwatering
delight of the chef's culinary creations
At Vinh Hoan booth Gold 5*

Visit us at the VIETFISH 2023 exhibition to explore our innovative product portfolio

23-25 Aug 2023, SECC, Ho Chi Minh City, Vietnam

NEWS CLIPPING

NEWS CLIPPING

Positive Outlook: Pangasius exports market set to thrive

"In the foreseeable future, Pangasius exports are predicted to rebound significantly, driven by the substantial decrease in U.S. inventories. Additionally, the product's competitive pricing provides a favorable advantage amid the current economic challenges.

...

Challenges for the seafood industries in the first half of 2023

...

Positive indicators for the fishing industry

..."

vinhhoan.com, 27 Jul 2023

Vietnam's pangasius exports have reached 165 markets in the first half of this year

"...

The decline compared to the same period last year has gradually narrowed in most markets. The export value in the following months has also been increasing compared to the previous month. In QII/2023, the export turnover reached 451 million USD, a 42% decrease compared to the same period in 2022 but a 7% increase compared to QI/2023.

In the second half of this year, it is expected that inventory levels will be gradually relieved in the markets, with a more active demand as the year-end consumption season and major festivals approach.

..."

(Vietnamese translation)

VASEP, 03 Aug 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