



# AUG & SEP 2023 UPDATE

09 Nov 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.



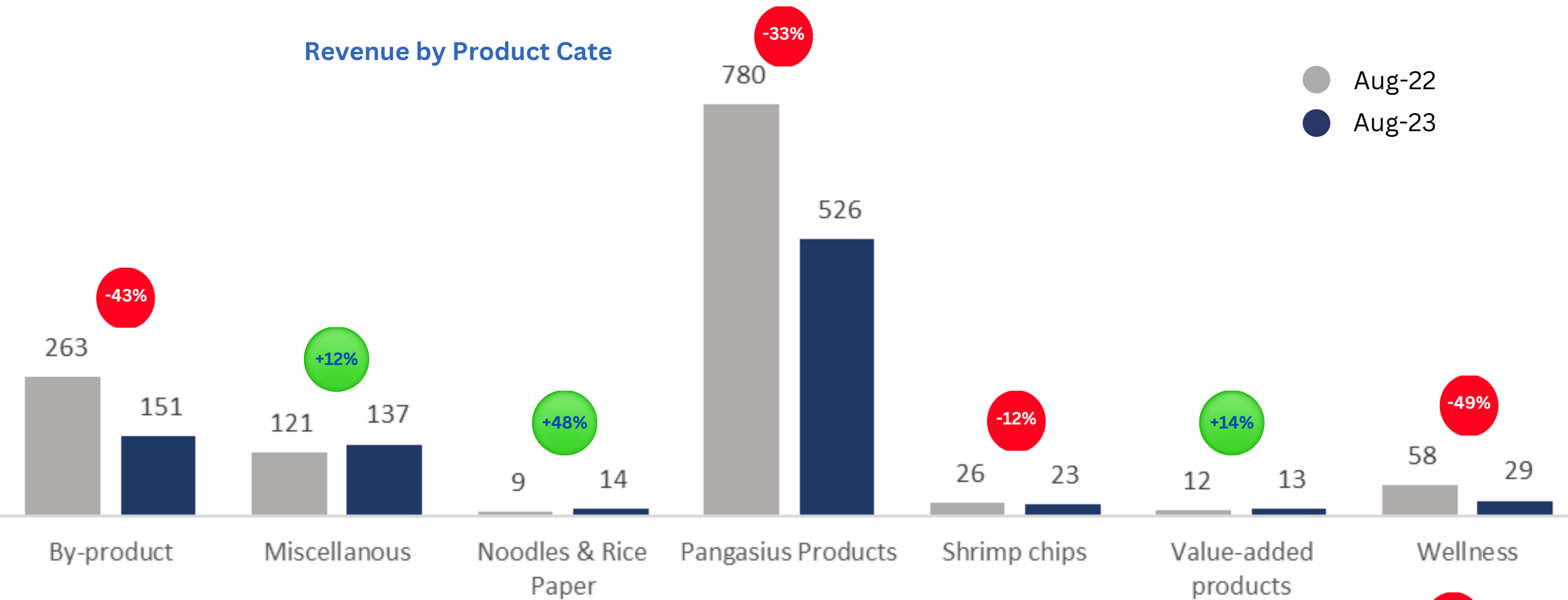
# FINANCIALS AND OUTLOOK

## AUG-23

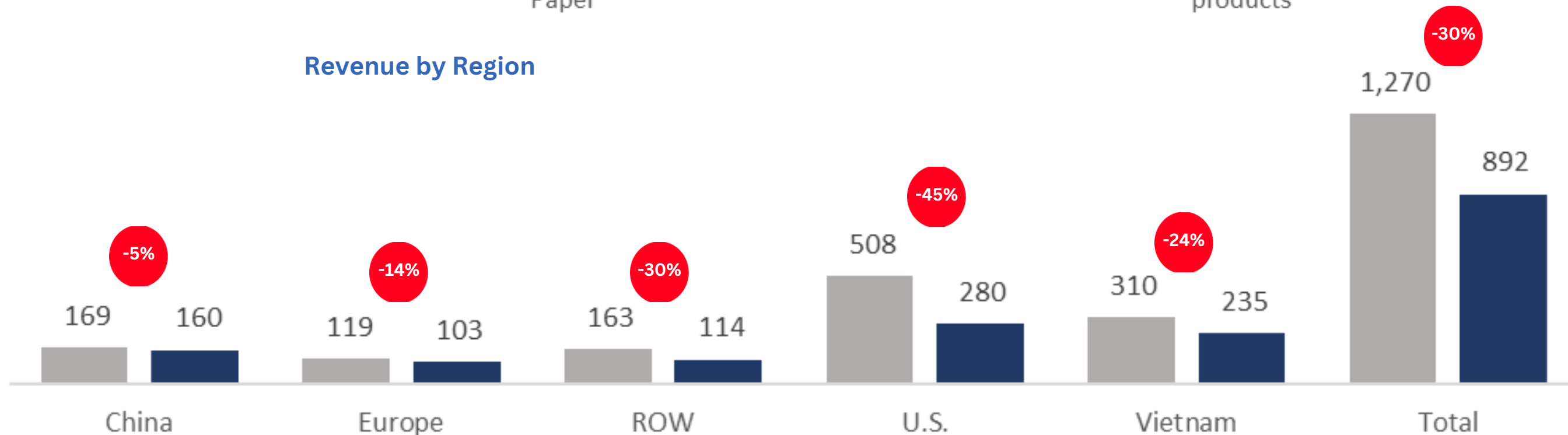


# AUG 2023 REVENUE DASHBOARD - YOY

Revenue by Product Cate



Revenue by Region



Total revenue decreased by -30% YoY primarily due to the decrease in these respective product categories: Pangasius Products (-33% YoY), By-products (-43% YoY), Wellness (-49% YoY), and Shrimp chips (-12% YoY), partly offset by the increase in Miscellaneous (+12% YoY), Value-added products (+14% YoY), and Noodles & Rice Paper (+48% YoY)

The revenue growth is seen to decrease across some regions: the U.S. (-45% YoY), Europe (-14% YoY), China (-5%), Vietnam (-24% YoY), and ROW (-30% YoY).

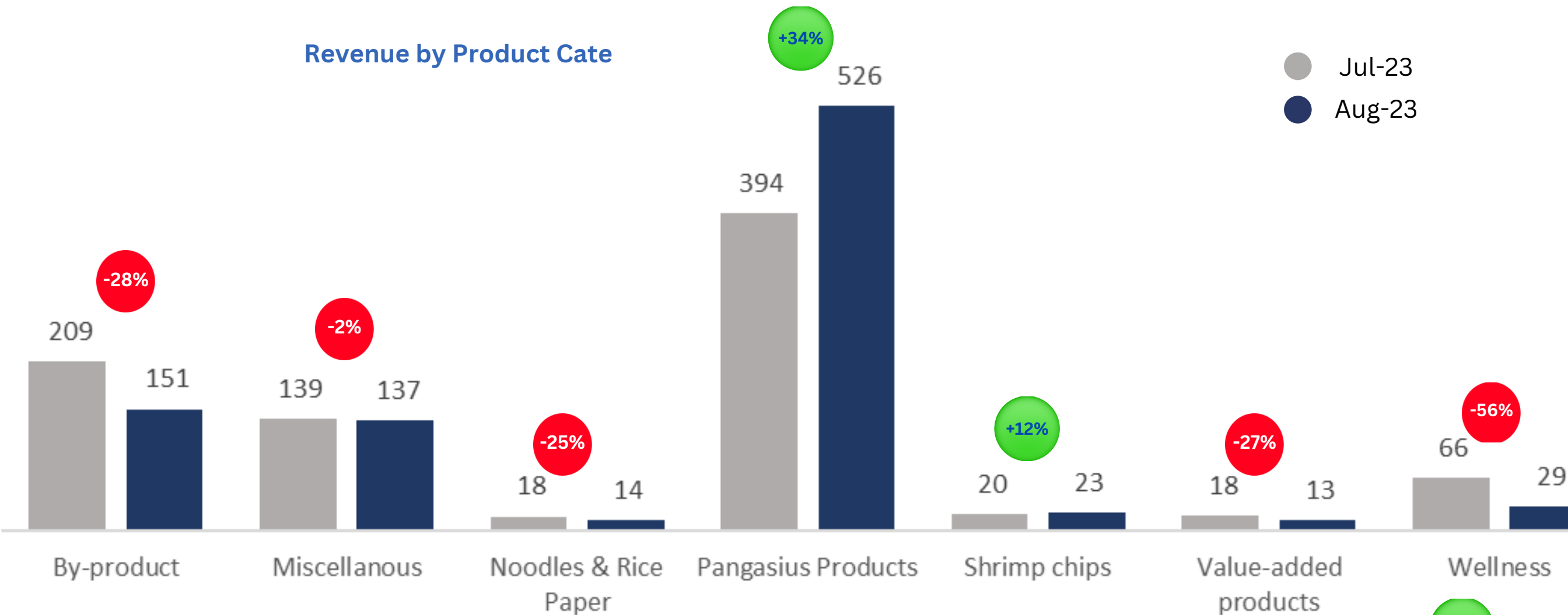


Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

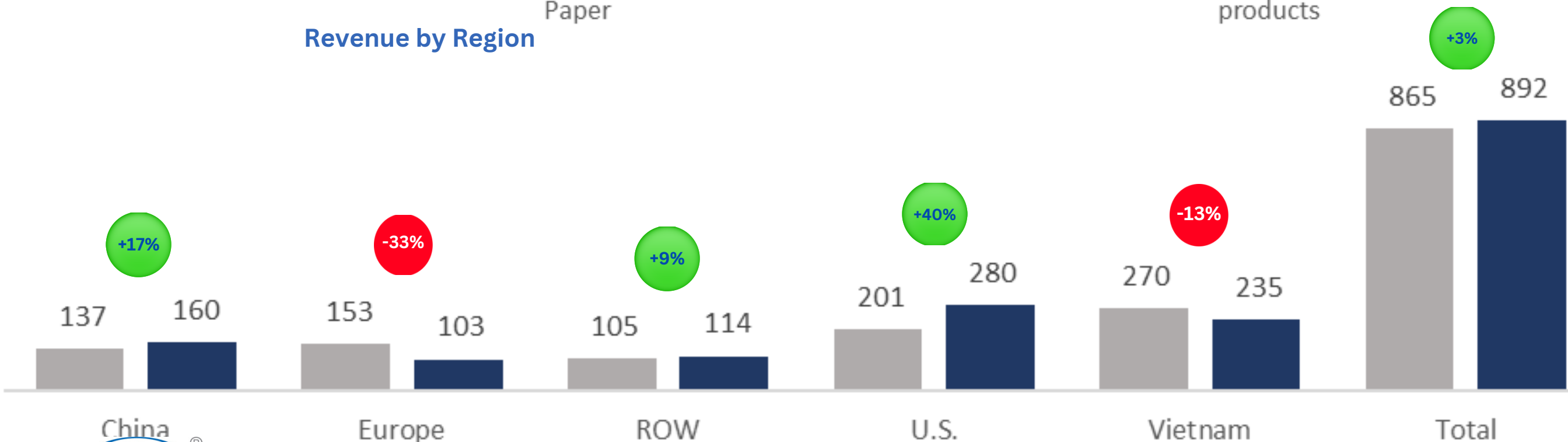


# AUG 2023 REVENUE DASHBOARD - MOM

Revenue by Product Cate



Revenue by Region



Total revenue slightly increased +3% MoM due to the increase in Pangasius Products (+34% MoM), and Shrimp chips (+12% MoM), partially offset by the decrease in Wellness (-56% MoM), By-product (-28% MoM), Noodles & Rice Paper (-25% MoM), Value-added products (-27% MoM) and Miscellaneous (-2% MoM).

The increase was mainly coming from the China market (+17% MoM), U.S. (+40% MoM), and ROW (+9%), partially offset by the decrease in Europe (-33% MoM), Vietnam (-13% 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)



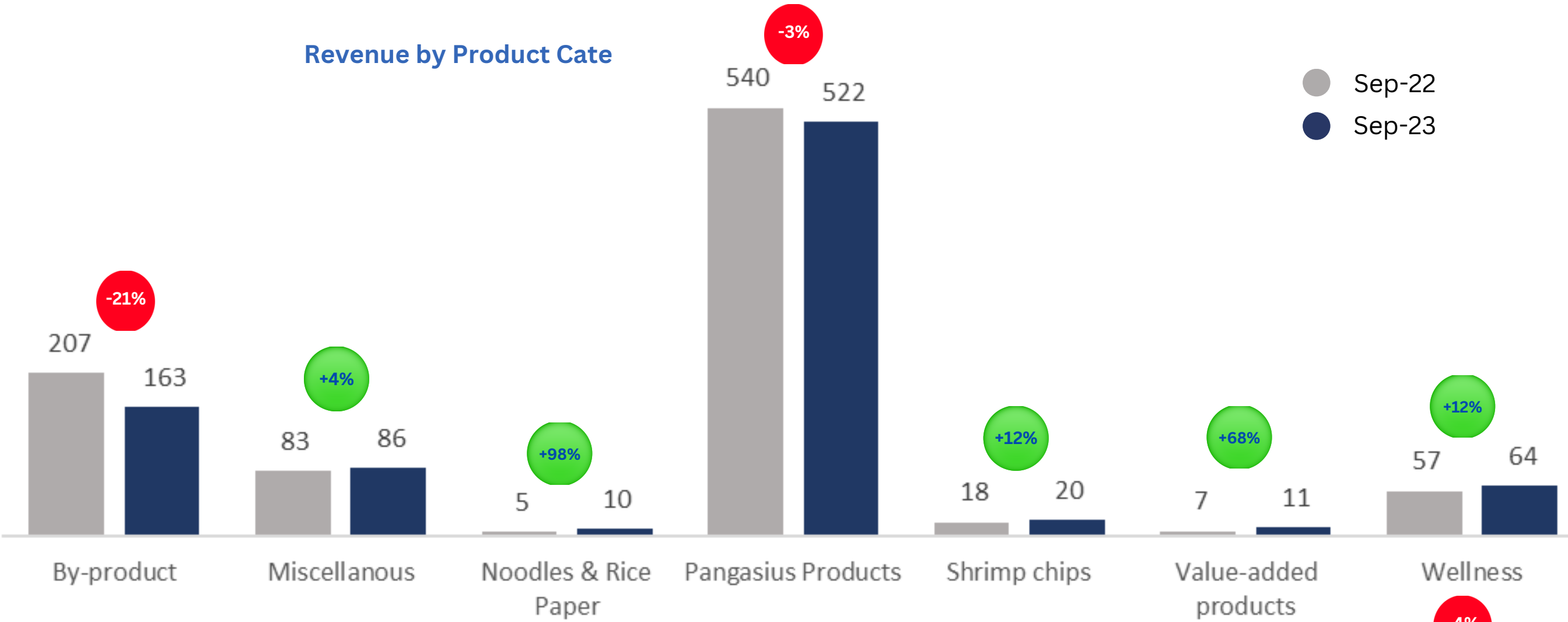
# FINANCIALS AND OUTLOOK

## SEP-23

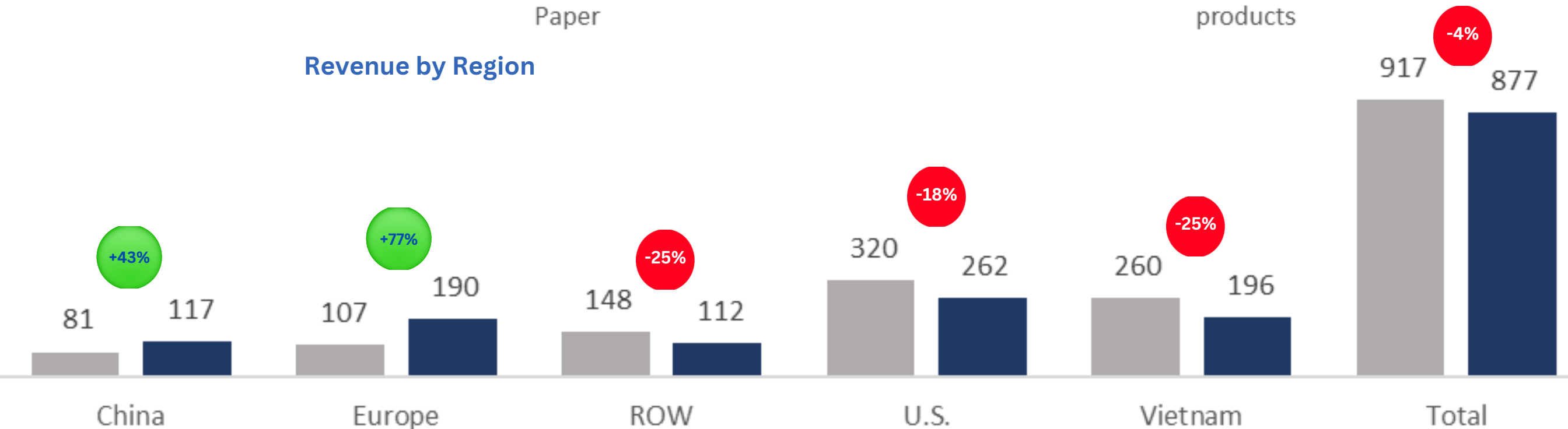


# SEP 2023 REVENUE DASHBOARD - YOY

Revenue by Product Cate



Revenue by Region



Total revenue decreased by -4% YoY primarily due to the decrease in these respective product categories: Pangasius Products (-3% YoY), By-products (-21% YoY), partly offset by the increase in Miscellaneous (+4% YoY), Shrimp chips (+12% YoY), Value-added products (+68% YoY), Wellness (+12% YoY) and Noodles & Rice Paper (+98% YoY)

The revenue growth is seen to decrease across some regions: the U.S. (-18% YoY), Vietnam (-25%), and ROW (-25% YoY), partly offset by the increase in Chia market (+43% YoY), Europe (+77% YoY).



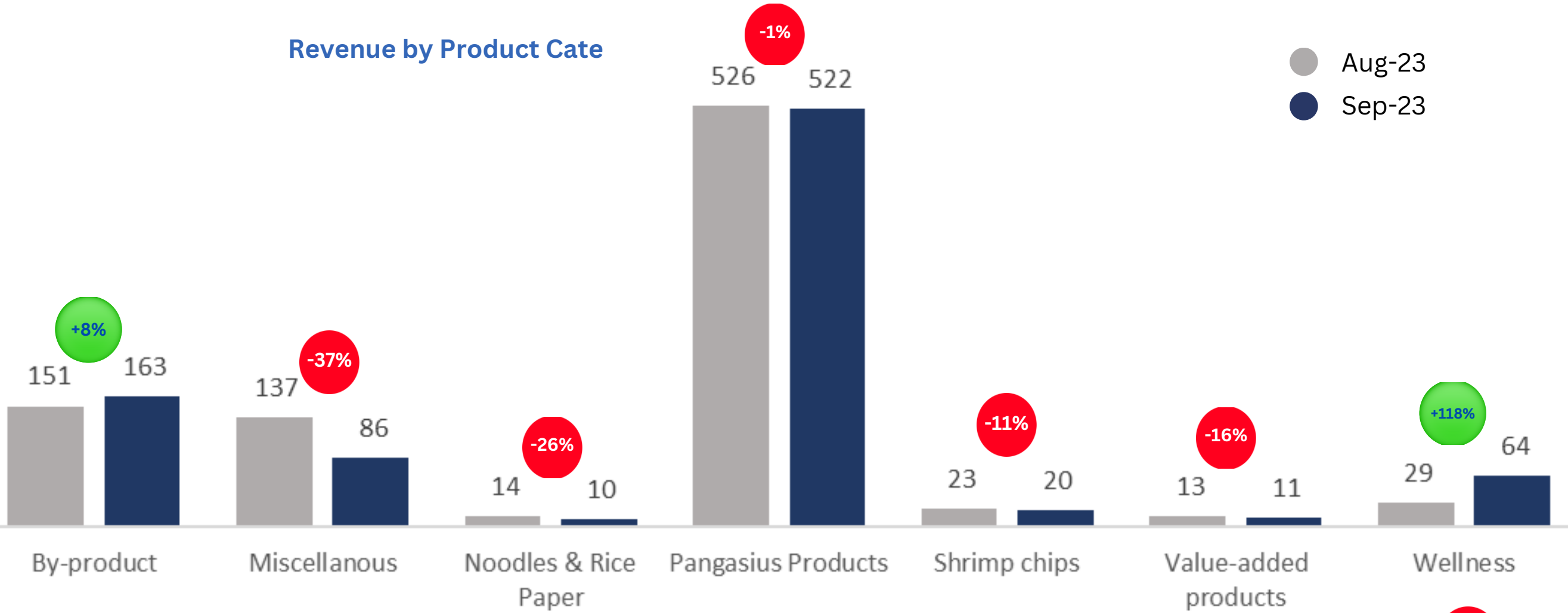
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)



# SEP 2023 REVENUE DASHBOARD - MOM

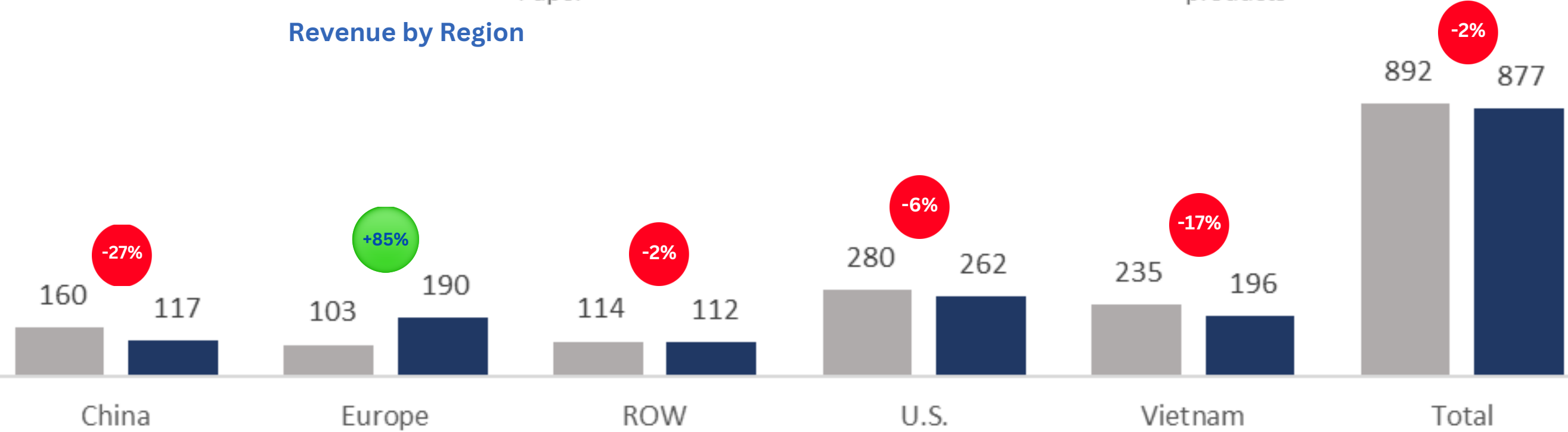
Revenue by Product Cate

● Aug-23  
● Sep-23



Total revenue slightly decreased -4% MoM due to the decrease in Pangasius Products (-1% MoM), Noodles & Rice Paper (-26% MoM), Shrimp chips (-11% MoM), Miscellaneous (-37% MoM), and Value-added products (-16% MoM), partially offset by the increase in and Wellness (+118% MoM), By-product (+8% MoM).

Revenue by Region



The decrease was mainly coming from the China market (-27% MoM), U.S. (-6% MoM), Vietnam (-17% MoM), and ROW (-2%), partially offset by the increase in Europe (+85% 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



Top 50 Most Effective Business in Vietnam 2023

16 Sep 2023, Ho Chi Minh City, Vietnam





# EVENT HIGHLIGHTS



The Future of Wellness at VITAFOODS 2023

C33, 20-22 Sep 2023, Queen Sirikit National Convention Center (QSNCC), Bangkok, Thailand



# EVENT HIGHLIGHTS



Experience the vibrancy of VietFish 2023 at Vinh Hoan's booth!

Gold 5, 23-35 Sep 2023 SECC, 799 Nguyen Van Linh, Ho Chi Minh City, Vietnam







# 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)