



NOV 2023 UPDATE

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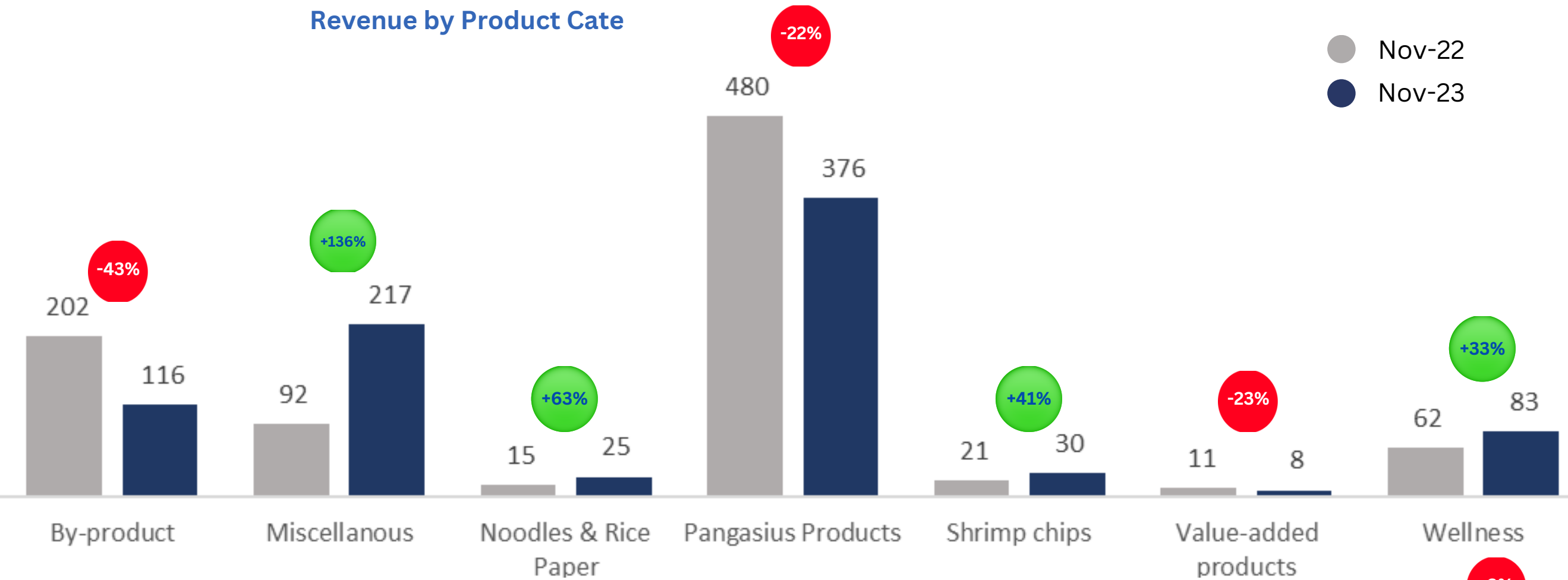
We have a traditional wooden house at all of our major locations for employees meetings and social events.

FINANCIALS AND OUTLOOK

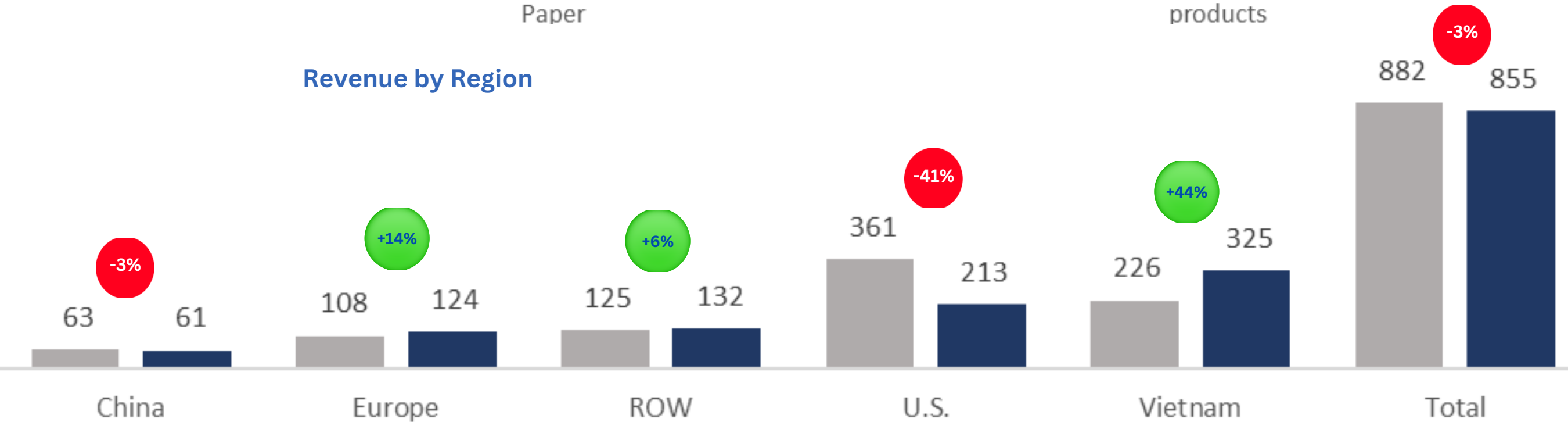


NOV 2023 REVENUE DASHBOARD - YOY

Revenue by Product Cate



Revenue by Region



Total revenue decreased by -3% YoY primarily due to the decrease in these respective product categories: Pangasius Products (-22% YoY), By-products (-43% YoY), and Value-added products (-23% YoY); partly offset by the increase in Miscellaneous (+136% YoY), Shrimp chips (+41% YoY), Noodles & Rice Paper (+63% YoY), and Wellness (+33% YoY).

The revenue growth is seen to decrease across some regions: the U.S. (-41% YoY), and China (-3% YoY); partly offset by the increase in Vietnam (+44% MoM), Europe (+14%); and ROW (+6% YoY).

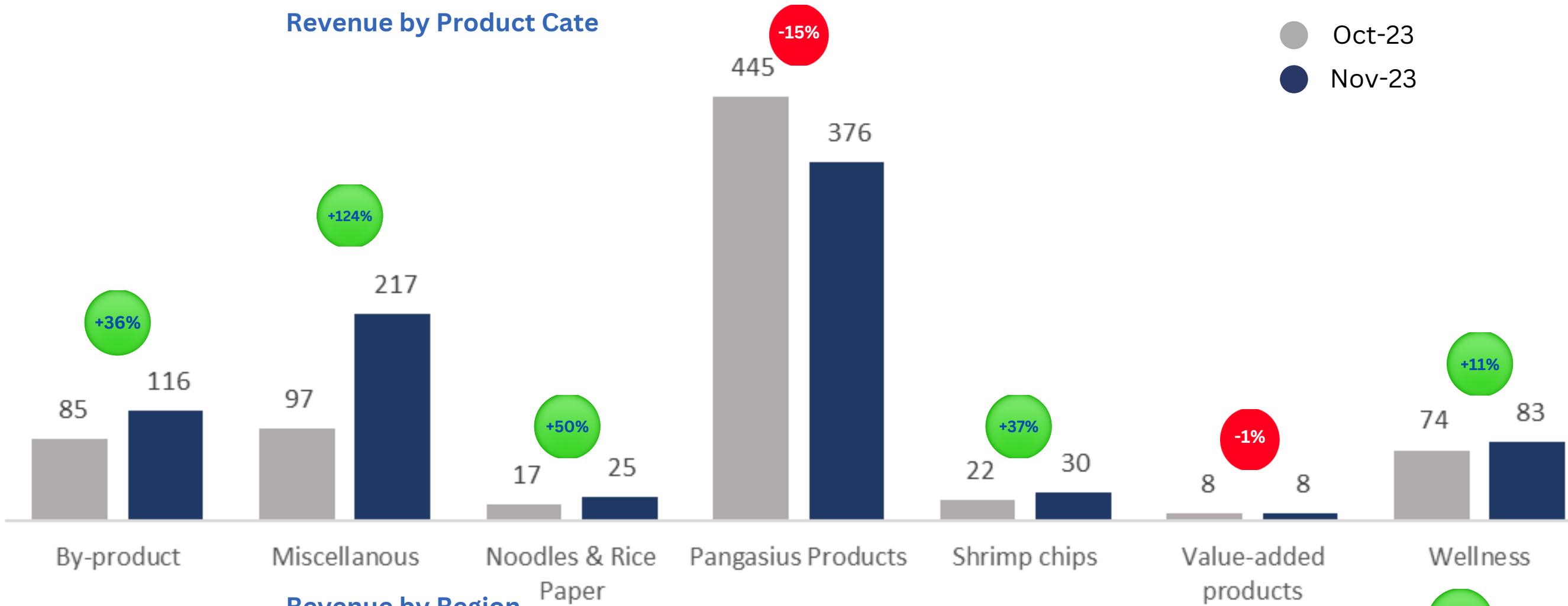


Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

NOV 2023 REVENUE DASHBOARD - MOM

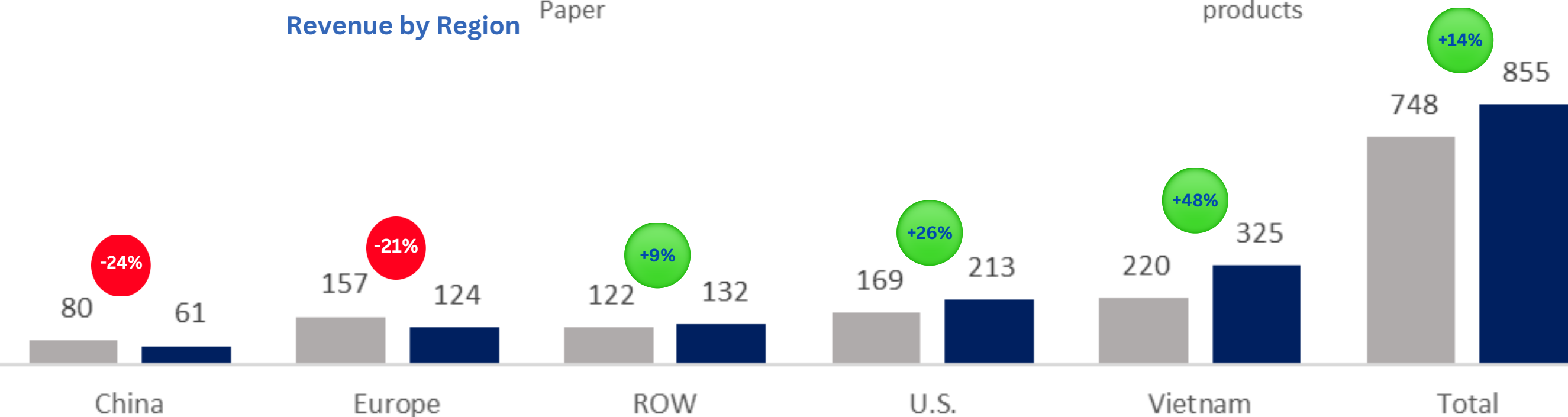
Revenue by Product Cate

● Oct-23
● Nov-23



Total revenue increased +14% MoM due to the increase in By-product (+36% MoM), Miscellaneous (+124% MoM), Noodles & Rice Paper (+50% MoM), Shrimp chips (+37% MoM), and Wellness (+11% MoM); partly offset by the decrease Pangasius Products (-15% MoM), and Value-added products (-1% MoM).

Revenue by Region



The increase was mainly coming from the U.S. (+26% MoM), Vietnam (+48% MoM), and ROW (+9% MoM); partially offset by the decrease in China (-24% MoM), and Europe (-21% 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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Vinh Hoan, Thanh Binh, Vinh Hoan Collagen were honored at the Taxpayer Commendation Conference 2022

Nov 2023, Dong Thap Province, Cao Lan, Vietnam

EVENT HIGHLIGHTS



Team building for VHC' employees 2023

Nov 2023, Vietnam



NEWS CLIPPING



NEWS CLIPPING

EU officially excludes Russian whitefish from duty-free scheme through 2026

“The European Council confirmed Monday it will exclude Russian and Belarusian fishery products from the next version of its autonomous tariff quotas (ATQs) scheme, which takes effect in January

...

The newly adopted regulation aims to ensure the EU's fish processing industry can continue to source raw materials for further processing from non-EU countries at reduced rates of duty or duty-free.

The European Union relies heavily on imports for the supply of many key fishery products because EU fisheries and aquaculture production currently covers only 39 percent of its needs.

...”

IntraFish, 27 Nov 2023



VINH HOAN



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