# JAN-2024
# IR NEWS

*20 FEB 2024*

VINH HOAN

## EVENTS & NEWS CLIPPING

CÔNG TY HẦN VĨNH HOÀ
TẶN QUÀ TẾT

COMMUNITY ACTIVITIES

### Bringing joy to the community!

This Lunar New Year, we had the incredible opportunity to spread smiles at Linh An Pagoda in An Giang. Together, we shared warmth, kindness, and gifts to brighten the spirits of our community.

*An Giang Province, January 2024*

## EVENTS & NEWS CLIPPING

COMMUNITY ACTIVITIES

### A meaningful Lunar New Year!!!

At the end of last January, Vinh Hoan had the opportunity to send gifts to elderly individuals in difficult circumstances, to celebrate a meaningful and warm Lunar New Year together.

*My Hiep & My Long Commune, January 2024*

ĐẢNG CỘNG SẢN VIỆT NAM QUANG VINH MUÔN NĂM
CÔNG TY CỔ PHẦN VĨNH HOÀN
TẶNG QUÀ TẾT
CHO NGƯỜI CAO TUỔI CÓ ĐƠN THUỘC HỘ NGHÈO NĂM 2024

## EVENTS & NEWS CLIPPING

**The Pangasius export business has been accelerating since the beginning of the year.**

In 2024, the Pangasius industry aims to strive for an aquaculture area of 5,700 hectares, with a production output of approximately 1.7 million tons of Pangasius, and an estimated export turnover of 2 billion USD. ... In addition to the main product of Pangasiu fillets, secondary products such as dried tra fish bubbles, sausage, marinated Pangasius, etc., are favored in the markets of the United States, China, Malaysia, and Singapore.

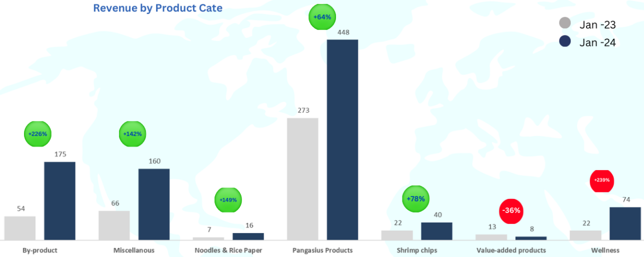
*Translated from Vietnamese - VASEP, 31 January 2024*

### China is expected to increase its consumption of Vietnamese Pangasius in 2024

In 2024, Vietnam expects China to be a high-growth area for Pangasius consumption, especially after the country lifted restrictions on imports to prevent Covid. The relaxation of policies regarding nucleic acid testing somewhat improves the demand for food and seafood in this market. Mainland Chinese consumers remain the largest buyers of Vietnamese Pangasius. By the end of 2023, Chinese enterprises had stockpiled goods to meet the enormous demand during the Lunar New Year holiday for hotels, restaurants, and the service and tourism industries.

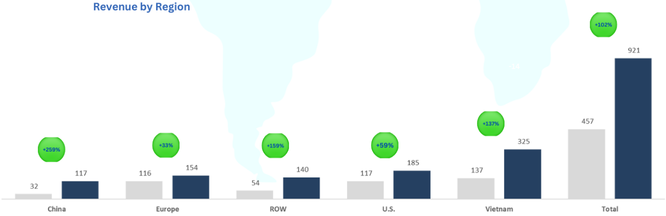
*Translated from Vietnamese - VASEP, 24 January 2024*

## FINANCIAL & OUTLOOKS: JAN 2024 REVENUE - YOY



Total revenue increased by +102% YoY primarily due to the increase in these respective product categories: Pangasius Products (+64% YoY), By-products (+226% YoY), Wellness (+239% YoY), Shrimp chips (+78% YoY) and Miscellaneous (+142% YoY), partly offset by the decrease in Value-added products (-36% YoY).

The revenue growth is seen to increase across all regions: the U.S. (+59% YoY), Europe (+33% YoY), China (+259%), Vietnam (+137% YoY) and ROW (+159% YoY).



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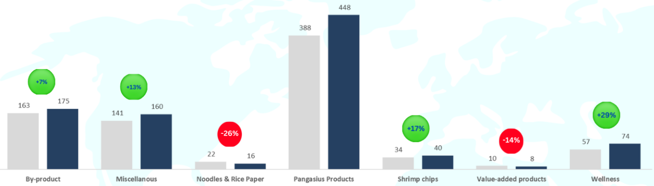
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

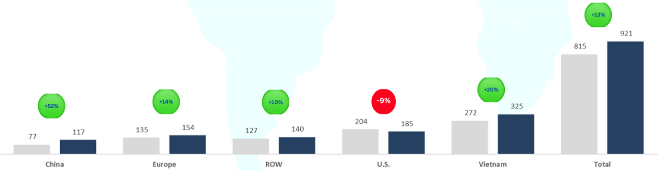
## FINANCIAL & OUTLOOKS: JAN 2024 REVENUE - MOM

Total revenue slightly increased +13% MoM due to the increase in Pangasius Products (+15% MoM), Shrimp chips (+17% MoM), Wellness (+29% MoM), By-product (+7% MoM) and Miscellaneous (+13% MoM), partially offset by the decrease in Noodles (-26% MoM) and Value-added products (-14% MoM).

The increase was mainly coming from the China market (+52% MoM), Europe (+14% MoM), Vietnam (+20% MoM) and ROW (+10%), partially offset by the decrease in U.S. (-9% 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)

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