CÔNG TY CỔ PHẦN VĨNH HOÀN
VINH HOAN CORPORATION
VINH HOAN

FEB-2024
IR NEWS

20 FEB 2024

VINH HOAN

EVENTS & NEWS CLIPPING

Vietcap
VIETNAM ACCESS DAYS 2024
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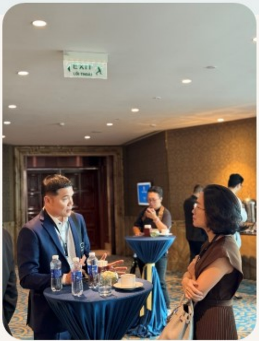
HO CHI MINH CITY
28 FEBRUARY - 1 MARCH



INVESTMENT RELATIONSHIP NEWS

Vietnam Access Days (VAD) - 2024

On 29 Febuary 2024, Ms. Nguyen Ngo Vi Tam, CEO of Vinh Hoan, on behalf of the company,

FRUIT PROCESSING FACTORY – FREEZE DRYING TECHNOLOGY

attended the Vietnam Access Days 2024.
VAD is Vietnam's largest investment conference that connects the nation's leading enterprises and global investors to discuss the latest market trends and potential investment opportunities.

Ho Chi Minh city, Febuary 2024

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INVESTMENT RELATIONSHIP NEWS

EXPANDED STRATEGIC PARTNERSHIP WITH ENTOBEL

On February 15, 2024 – Progressing closer towards the goal of building a more sustainable and resilient aquaculture supply chain, Entobel and Vinh Hoan announced the signing of an expanded strategic partnership

Ho Chi Minh city, Febuary 2024

Entobel
CONTRACT SIGNING CEREMONY
Commercial Offtake & Strategic Partnership between Vinh Hoan Corp/Feed One and Entobel
15 February 2024

EVENTS & NEWS CLIPPING

Vietnam’s Pangasius exports are "expanding opportunities" to the United States and Europe

… Currently, some organizations and seafood export businesses in Vietnam are hopeful that the aforementioned actions could create more favorable conditions for Vietnamese seafood products, especially pangasius fillets, in the U.S. and European markets. These are two key export markets for Vietnamese pangasius. In fact, Vietnam's pangasius exports to Europe in December 2023 increased by 3% compared to the same period in 2022 and by 23% compared to November 2023.

Translated from Vietnamese - VASEP, 26 Febuary 2024

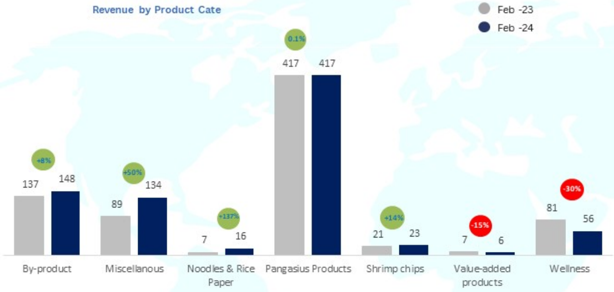
Pangasius exports experienced positive growth in January 2024

In January 2024, Vietnam's Pangasius exports reached 165 million USD, nearly doubling compared to the same period last year. The major markets for tra fish consumption, including the United States, China & Hong Kong, the European Union, all experienced positive growth.

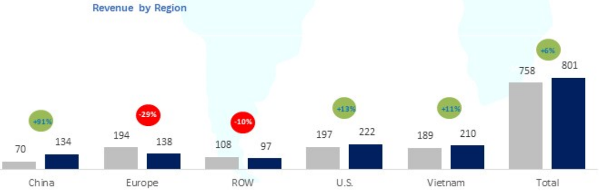
… The main Pangasius export product in January 2024 remained frozen fillets, with a value exceeding 131 million USD, an 87% increase compared to the same period in 2023, accounting for 80% of the total export value.

Translated from Vietnamese - VASEP, 29 Febuary 2024

FINANCIAL & OUTLOOKS: FEB 2024 REVENUE - YOY



Revenue by Product Cate



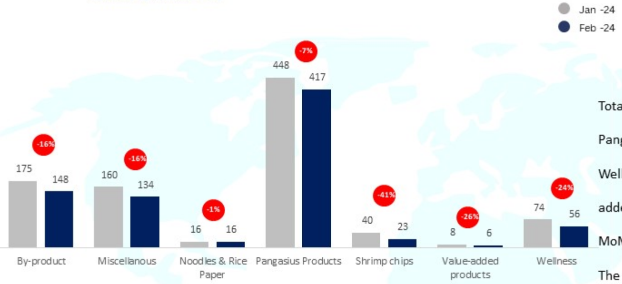
Revenue by Region

Total revenue increased by +6% YoY primarily due to the increase in these respective product categories: By-products (+8% YoY), Noodles & Rice papers (137% YoY), Shrimp chips (+14% YoY), Miscellaneous (+50% YoY) and Pangasius Products (0,1% YoY), partly offset by the decrease in Value-added products (-15% YoY) and Wellness (-30% YoY).

The increase was mainly coming from the China market (+91% YoY), U.S. (+13% YoY), and Vietnam (+11% YoY), partially offset by the decrease in Europe (-29% YoY) and ROW (-10% YoY).

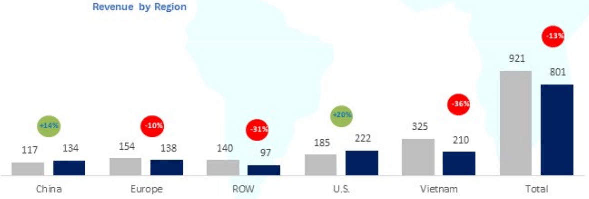
Source: Management; Note: rounded preliminary figures not audited or reviewed in VND billions; figures presented in net revenue basis, net of sales return and deduction; ROW denotes Rest of World (incl. HK)

FINANCIAL & OUTLOOKS: FEB 2024 REVENUE - MOM


Revenue by Product Cate

Total revenue decreased -13% MoM due to the decrease in Pangasius Products (-7% MoM), Shrimp chips (-41% MoM), Wellness (-24% MoM), By-product (-16% MoM), Value-added products (-26% MoM), Noodles & Rice Papers (-1% MoM), and Miscellaneous (-16% MoM)

The decreased was mainly coming from the Europe (-10% MoM), Vietnam (-36% MoM) and ROW (-31% MoM), partially offset by the rise in China market (+14% MoM) and U.S. (+20% 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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