APR-2024 IR NEWS

10 MAY 2024

EVENTS & NEWS CLIPPING

INVESTMENT RELATIONSHIP NEWS

THAIFEX – Anuga Asia

Prepare to delight your palate with our Pangasius fillets and value-added creations, crafted to elevate your culinary journey.

Uncover invaluable strategic insights crafted to boost your product quality and enhance your business performance.

Booth: 3-L28
Location: IMPACT MUANG THONG THANI, BANGKOK, THAILAND

Bangkok, Thailand, May 28th to Jun 01st 2024

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Barcelona Seafood Expo 2024

The Seafood Excellence Global Awards competition is designed to recognize the best seafood products represented at Seafood Expo Global/Seafood Processing Global each year. Finalists will then be judged by a distinguished group of seafood experts based on eating experience, packaging, convenience, originality and market potential.

Vinh Hoan proudly announces that we have won the Innovation Award for our Lucky Bag product at the Barcelona Seafood Expo 2024.

Barcelona, until Apr 25th 2024

EVENTS & NEWS CLIPPING

The forecast predicts a roughly 10% increase in pangasius export prices in the latter half of this year 2024

In the first quarter of this year, Vietnam's pangasius exports reached $411 million, a decrease of 2.5% compared to the same period in 2023. The pangasius export situation is expected to improve from the third quarter of this year, leading to a price adjustment trend of at least a 10% increase compared to the current price.

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Translated from Vietnamese - VASEP, May 06th 2024

Vietnam's pangasius enjoys a stable consumption market in England

According to Vietnam Customs data, exports of pangasius to the UK amounted to nearly $3 million in the first half of March 2024. Cumulative pangasius exports to this market as of March 15, 2024, reached $12 million, a 3% decrease compared to the same period last year.

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Consumers in the UK are increasingly interested in sustainable products and environmental protection. Therefore, exports to this market need to adhere to regulations on resource management, minimize environmental impact, and ensure sustainability in production.

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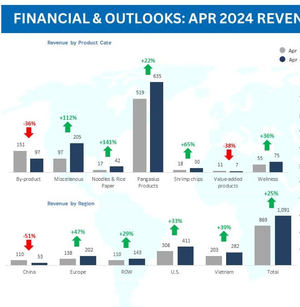
Translated from Vietnamese - VASEP, Apr 25th 2024

FINANCIAL & OUTLOOKS: APR 2024 REVENUE - YOY

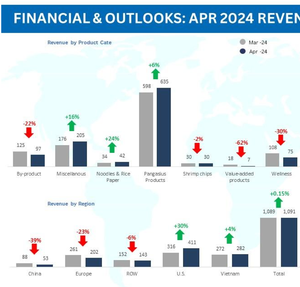


Total revenue increased 25% MoM due to the increase in Miscellaneous (+112% YoY), Noodles & Rice Papers (+141% YoY), Pangasius Products (+22% YoY), Shrimp chips (+65% YoY), and Wellness (+36% YoY), partly offset by the decrease in By-product (-36% YoY), and Value-added products (-38% YoY).

The increased was mainly coming from the Europe (+47% YoY), ROW (+29% YoY), U.S. (+33% YoY), and Vietnam (+39% YoY), partially offset by the increase in China market (-51% 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: APR 2024 REVENUE - MOM



Total revenue increased slightly by +0.15% MoM primarily due to the increase in these respective product categories: Noodles & Rice papers (+24% MoM), Pagasius products (+6% MoM), and Miscellaneous (+16% MoM), partly offset by the decrease in By-product (-22% MoM), Shrimp chips (-2% MoM), Wellness (-30% MoM), and Value-added products (-62% MoM).

The increase was mainly coming from the U.S. market (+30% MoM), and Vietnam (+4% MoM); partially offset by the decrease in the China market (-39% MoM), Europe (-23% MoM), and the ROW (-6% 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)