

# FEB-2026 IR NEWS

14 Mar 2026



## EVENTS & NEWS CLIPPING

INVESTMENT RELATIONSHIP NEWS



## GULFOOD 2026

Let us show you what's possible with pangasius.

At **Gulfood 2026**, Vinh Hoan invites you to discover how pangasius is redefining the modern plate. From versatile retail solutions to food service innovation, our team is here to share how quality and adaptability drive business growth.

Featured Products: **Fish Finger | Breaded Fillet | Surimi Crab Stick**

Dubai, Feb 2026

## EVENTS & NEWS CLIPPING

### Retail Drives Growth in UK Seafood Consumption

According to the report "Seafood Market and Retail Trends in the United Kingdom 2026", released at the Norway-UK Seafood Conference, the retail channel is becoming the main growth driver of the industry. Total fast-moving consumer goods (FMCG) sales in the UK currently reach around £190 billion, of which approximately 80% are still sold through traditional retail stores. The retail seafood market alone is valued at about £2.6 billion and is experiencing growth in both value and volume, outperforming several other protein categories as consumers increasingly prioritize healthy and flexible meal options.

The report also shows that around 25% of UK consumers are willing to try new fish species, such as pollock, hake, flatfish and saithe. This suggests that the future of seafood in the retail channel will depend not only on individual species but also on how products are processed, packaged and used.



... Norway continues to be a key supplier of salmon to the UK market, exporting around 180,000 tonnes annually. In 2025, imports of Norwegian salmon into the UK increased 35% in volume and 40% in value.

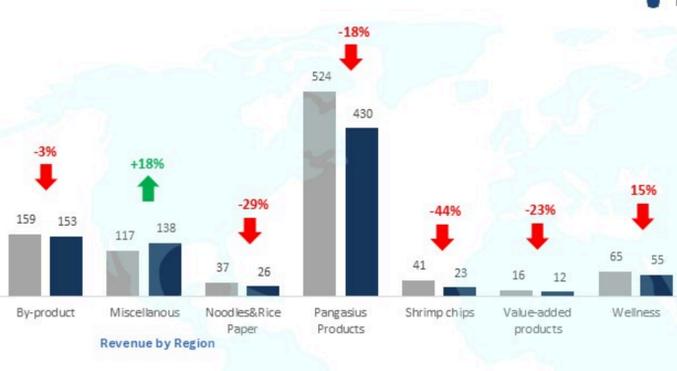
In addition, raw seafood-based products such as sushi, poke bowls and ceviche are also experiencing strong growth, driven by the trend toward quick and convenient meals. The report suggests that the seafood industry still has significant room to expand in ready-to-eat meals and premium frozen products, segments that are becoming increasingly popular among UK consumers.

Translated from Vietnamese - VASEP, Mar 12<sup>th</sup> 2026

## FINANCIAL & OUTLOOKS: FEB 2026 REVENUE - MOM

Revenue by Product Cate

● Jan-26  
● Feb-26



Total revenue decreased 12% MoM due to the increase in Pangasius Products (-18% MoM), Value-added products (-23% MoM), By-product (-3% MoM), Noodles & Rice papers (-29% MoM), Shrimp chips (-44% MoM) and Wellness (-15% MoM); partly offset by the increase in Miscellaneous (+18% MoM).



The decreased was coming from China market (-26% MoM), Vietnam (-8% MoM), the Europe (-36% MoM) and ROW (-31% MoM); partly offset by the increase in U.S. (+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)

## FINANCIAL & OUTLOOKS: FEB 2026 REVENUE - YOY

Revenue by Product Cate

● Feb-25  
● Feb-26



Total revenue increased 8% YoY due to the increase in Pangasius Products (+4% YoY), By-product (+35% YoY), Value-added products (+79% YoY), Wellness (+21% YoY), Noodles & Rice Papers (+27% YoY) and Shrimp chips (+49% YoY); partly offset by the decrease in Miscellaneous (-13% YoY).



The increased was coming from the U.S. (+20% YoY), and ROW (+26% YoY); partly offset by the decrease in Vietnam (-4% YoY), the China market (-2% YoY) and Europe (-0.4% 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)

