



MAY 2019 UPDATE

14 June 2019



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.

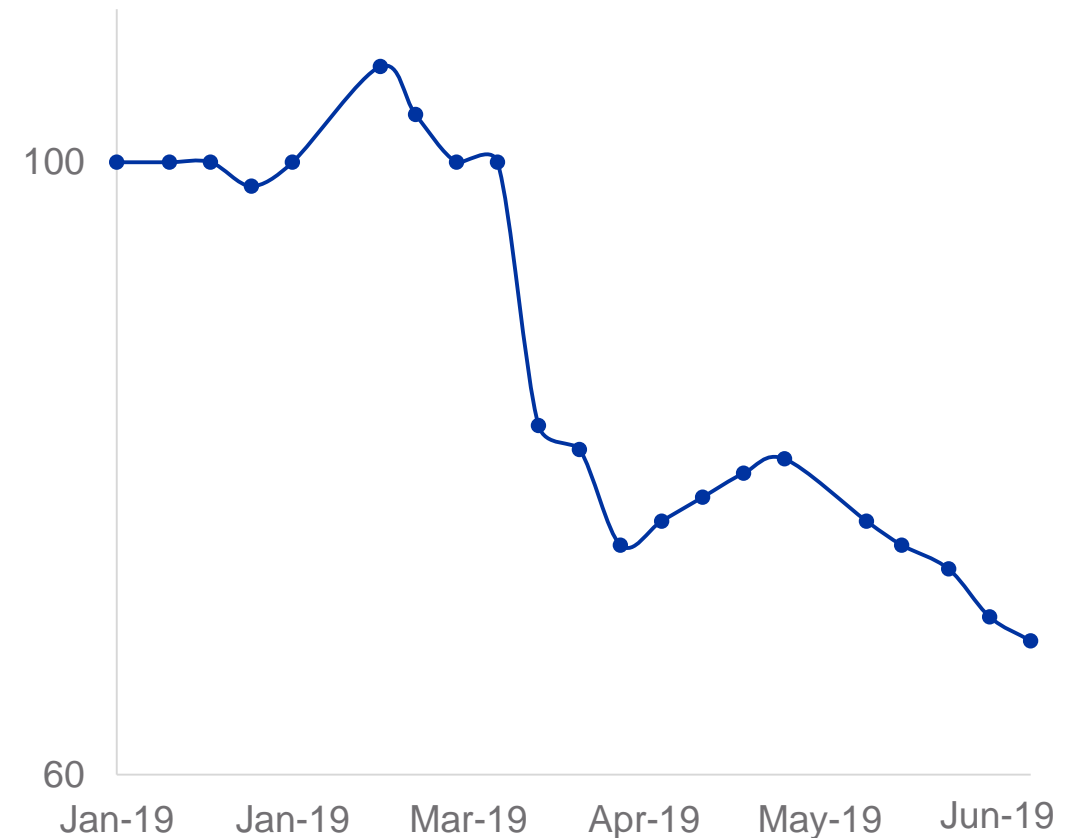
1. HIGHLIGHTS



HIGHLIGHTS

- Market prices for fingerling and raw materials supply stabilized with cost saving opportunities for externally-sourced fish raw materials in 2H 2019.
- China's export to the U.S. jumped significantly up to 10 May 2019 when tariff increased to 25%, overloading inventory level and pushing demand into 2H 2019.
- On track to reach 2019 target with stronger volumes, lower ASP and raw material prices in 2H 2019.

YTD Pangasius Raw Material Prices
(Rebased, Jan-19=100)



Source: VASEP; Note: does not represent Company input prices

DIVESTITURE OF VAN DUC TIEN GIANG

- Announced a clean exit of its 35% minority interest in VDTG at circa 8x 2019F P/E and circa 7x 2019F EV/EBITDA¹.
- Company to focus on operating modern facilities at VHC, VPF and TBDT wholly-owned by the Company with superior portfolio operational and organizational efficiency, and to expand Wellness.
- Exit will generate a financial income of approx. VND 107bn, which will more-than-offset its anticipated profit potential in 2H 2019.
- The Company held VDTG for ~5 years and achieved an IRR¹ of circa 25% for the period.



VPF expansion layout

DIVESTITURE OF OCTOGONE

- Announced a clean exit of 25% of Octogone, its PRC fish distribution affiliate.
- Major customers will continue to trade with the Company directly via its sale office in HCMC, unaffected by the transaction.
- Exiting affiliate relationships with Octogone will avoid credit and operational risks to smaller customers.
- Octogone recorded a loss in 2018 and is expected to recorded a loss or just breakeven in 1H 2019.
- Does not expect an impact to sale volume to China as a result of this transaction.



EVENT HIGHLIGHTS



THAIFEX – Bangkok, Thailand

28 – 30 May 2019



*Forbes Women's Summit – Ho Chi Minh City, Vietnam
Chairwoman awarded top 50 influential women by Forbes Vietnam*

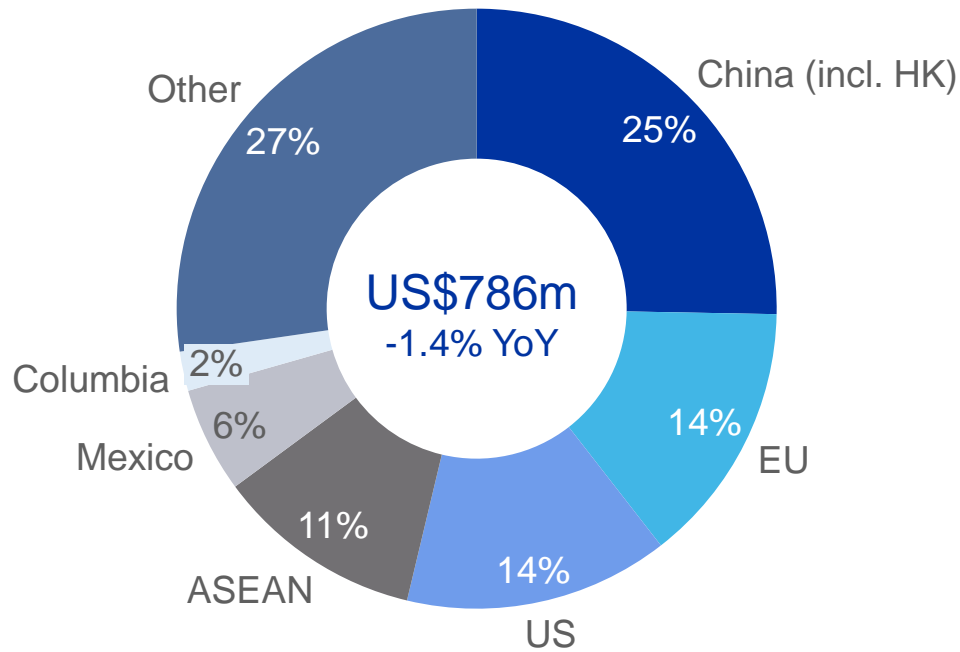
23 May 2019



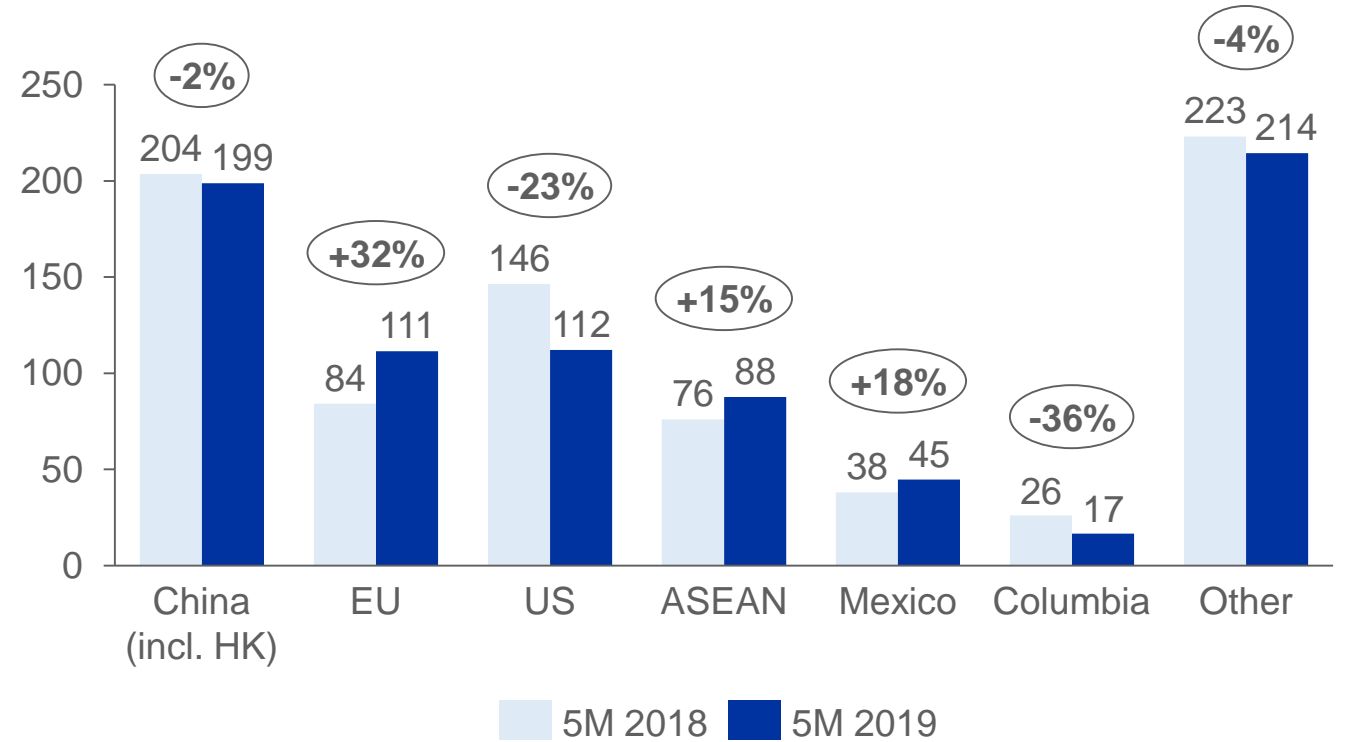
2. MARKET SUMMARY

PANGASIUUS EXPORT MARKET

Industry Export Value
5M 2019



Industry Export Value by Country/Region (US\$m)

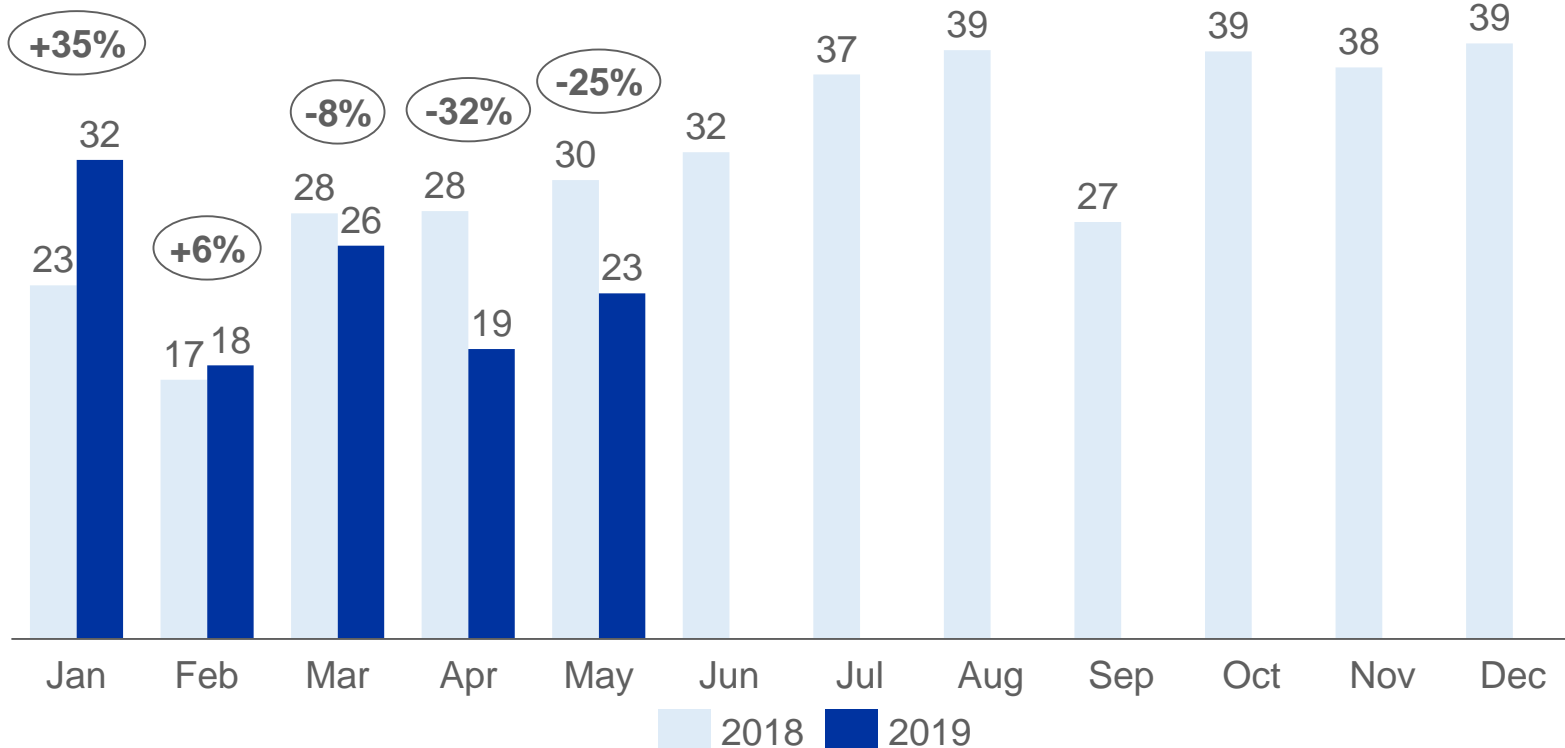


3. EXPORT PERFORMANCE



EXPORT PERFORMANCE

Preliminary Group Export Value (US\$m)



- May-19's export value fell YoY due to lower fish price and raw material cost, partly offset by growth in China and UK, and collagen and gelatin sales.
- U.S. and China pangasius export value increased MoM due to improved trade policies.
- Expect continued MoM improvement through 2H 2019.



Source: management; Note: rounded preliminary figures; export value includes goods exported as a service and is not audited or reviewed

4. NEWS CLIPPINGS

NEWS CLIPPINGS

Young's breathing new life into UK pangasius market

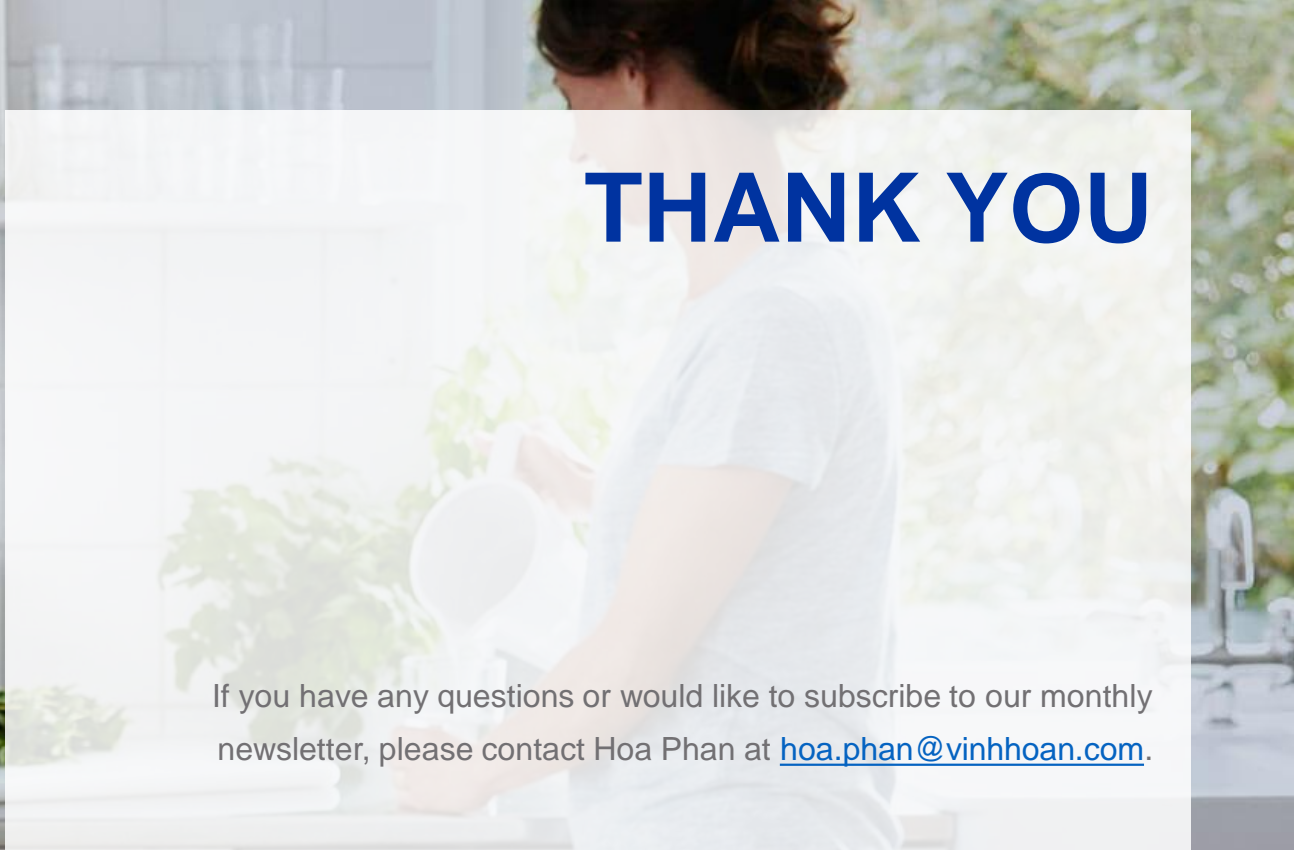
Pangasius has been waiting for something to give it a jump-start in the UK market, and thanks to seafood giant Young's Seafoods' embrace of the fish as a raw material in its newer line of products, the species is finally gaining traction.

Intrafish, 14 May 2019

Agriculture: Vietnam Mekong Delta's Raw Pangasius Prices Hit Two-Year Low

"The prices of raw pangasius in Vietnam's Mekong Delta, the biggest pangasius-farming area in the country, have recently hit the two-year record low of VND20,500 (\$0.9) per kilogram, state media reported. With such rates, breeders have incurred losses of VND2,500-VND3,000 per kilogram."

Viet Nam News, 10 June 2019



THANK YOU

If you have any questions or would like to subscribe to our monthly newsletter, please contact Hoa Phan at hoa.phan@vinhhoan.com.

