



# JUN-2024 IR NEWS

12 July 2024



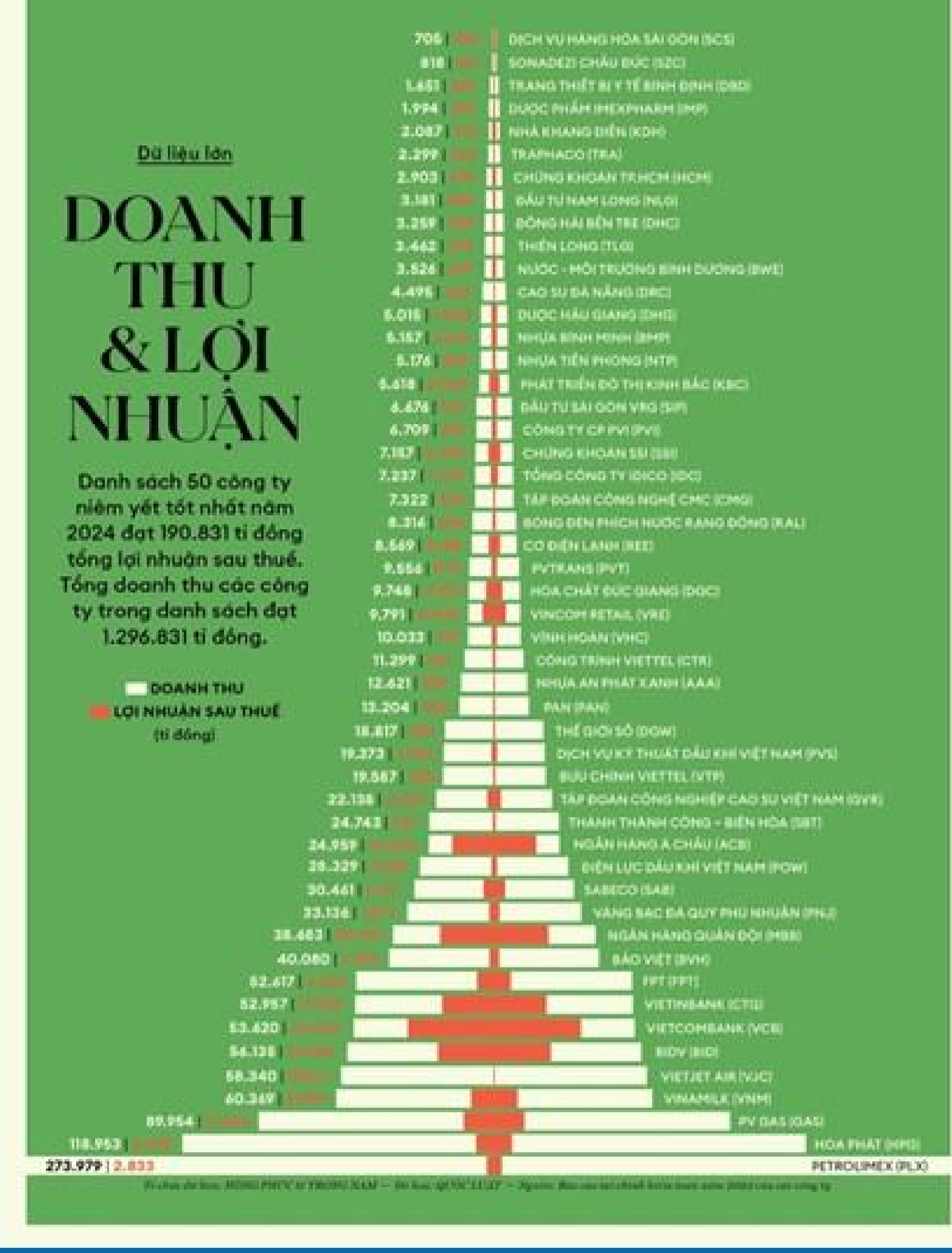
## EVENTS & NEWS CLIPPING

INVESTMENT RELATIONSHIP NEWS

### VHC - FORBES VIETNAM'S TOP 50 BEST LISTED COMPANIES 2024

We are proud to announce that Vinh Hoan Corporation has been listed in Forbes Vietnam's Top 50 Best Listed Companies for the 9th time. This recognition underscores our unwavering commitment to excellence and leadership in the industry. Thank you for your continued support.

Forbes Vietnam, Jun 26<sup>th</sup> 2024



## EVENTS & NEWS CLIPPING

### Vietnam's Pangasius Exports Bolstered by CPTPP FTA

The Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) is considered a crucial stepping stone for the seafood industry to "take off," including pangasius. The implementation of FTAs always facilitates enterprises to expand and diversify markets, enabling Vietnamese seafood, including pangasius, to participate more deeply in the global production and supply chain.

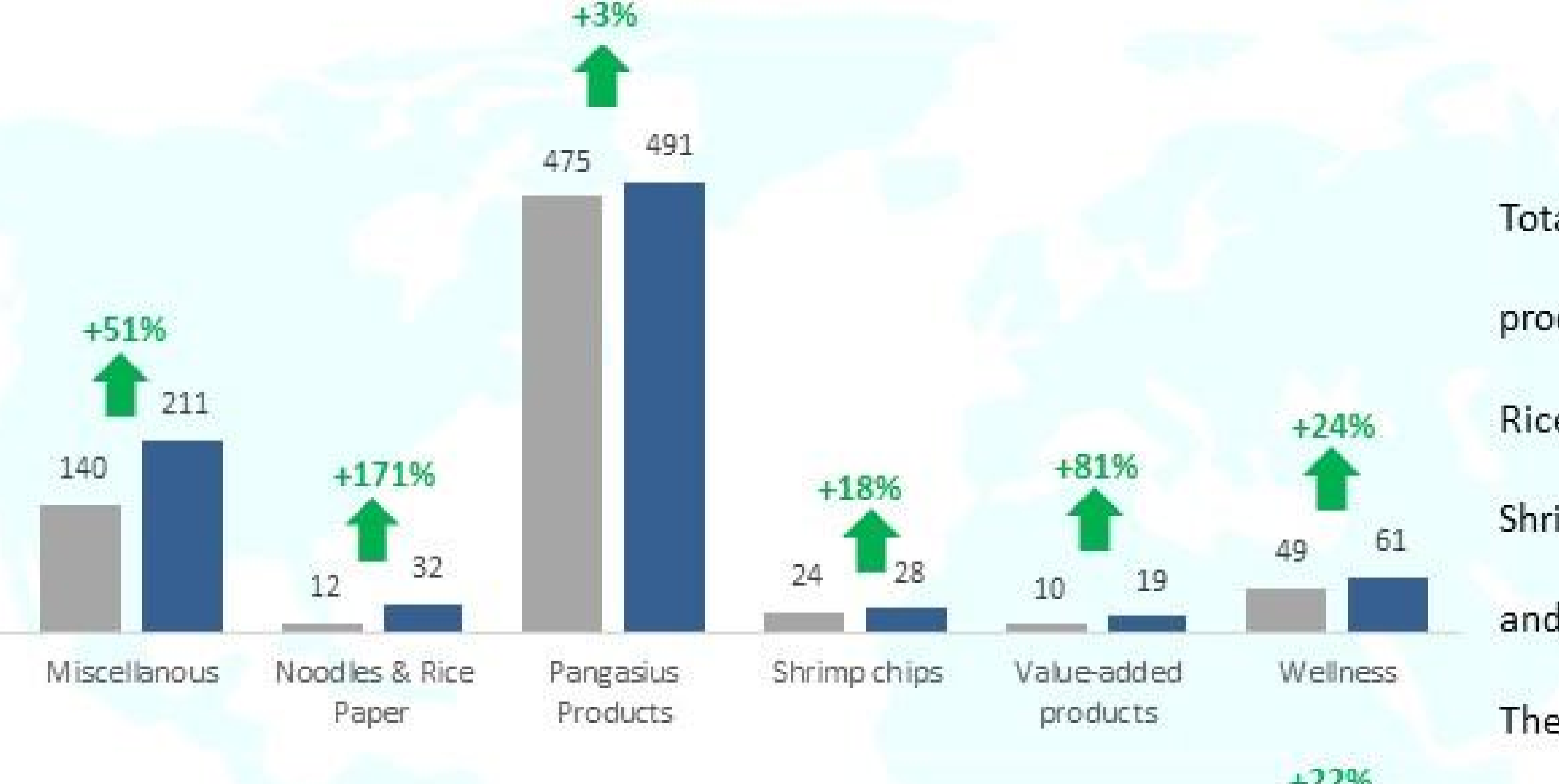
In the last six months of 2024, pangasius exports to the CPTPP bloc are expected to continue the growth momentum from the first half of the year as prices and demand gradually stabilize. To achieve this result, businesses need to enhance their competitiveness, study the benefits that this agreement brings in terms of tariffs to seize opportunities and increase exports.

Translated from Vietnamese - VASEP, Jun 11<sup>th</sup> 2024



## FINANCIAL & OUTLOOKS: JUN 2024 REVENUE - YOY

Revenue by Product Cate



Total revenue increased 22% YoY due to the increase in By-product (+39% YoY), Miscellaneous (+51% YoY), Noodles & Rice Papers (+171% YoY), Pangasius Products (+3% YoY), Shrimp chips (+18% YoY), Value-added products (+81% YoY), and Wellness (+24% YoY).

Revenue by Region



The increased was coming from all markets: the Europe (+31% YoY), ROW (+61% YoY), China market (+18% YoY), the U.S. (+8% MoM), and Vietnam (+47% 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)

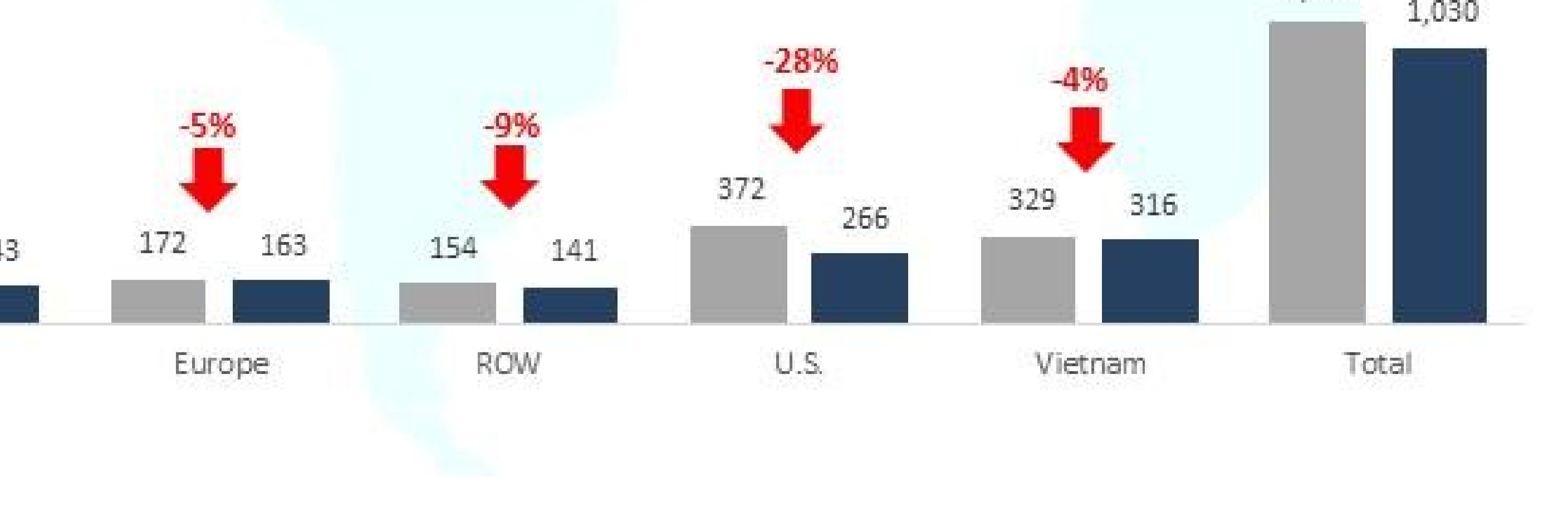
## FINANCIAL & OUTLOOKS: JUN 2024 REVENUE - MOM

Revenue by Product Cate



Total revenue decreased slightly by -9% MoM primarily due to the decrease in these respective product categories: Miscellaneous (-3% MoM), Pangasius products (-18% MoM), Shrimp chips (-9% MoM), and Wellness (-26% MoM), partly offset by the increase in By-product (+14% MoM), Noodles & Rice papers (+24% MoM), and Value-added products (+55% MoM).

Revenue by Region



The decrease was coming from the Europe market (-5% MoM), Vietnam (-4% MoM), the U.S. (-28% MoM) and ROW (-9% MoM); partially offset by the increase in the China market (+37% 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)

