



JUL-2024 IR NEWS

13 Aug 2024



EVENTS & NEWS CLIPPING

INVESTMENT RELATIONSHIP NEWS

Experience Premium Pangasius Excellence at VIETFISH 2024



Join us from **August 21-23** at the **Saigon Exhibition & Convention Center (SECC)**. Find our team at **booth Gold 5** to explore cutting-edge seafood solutions and learn how we can elevate your product line. Experience the difference with Vinh Hoan's premium offerings.

Vinh Hoan, Aug 2024

EVENTS & NEWS CLIPPING

Vietnam's Export of Value-Added Pangasius to the U.S. Reaches Peak in June 2024

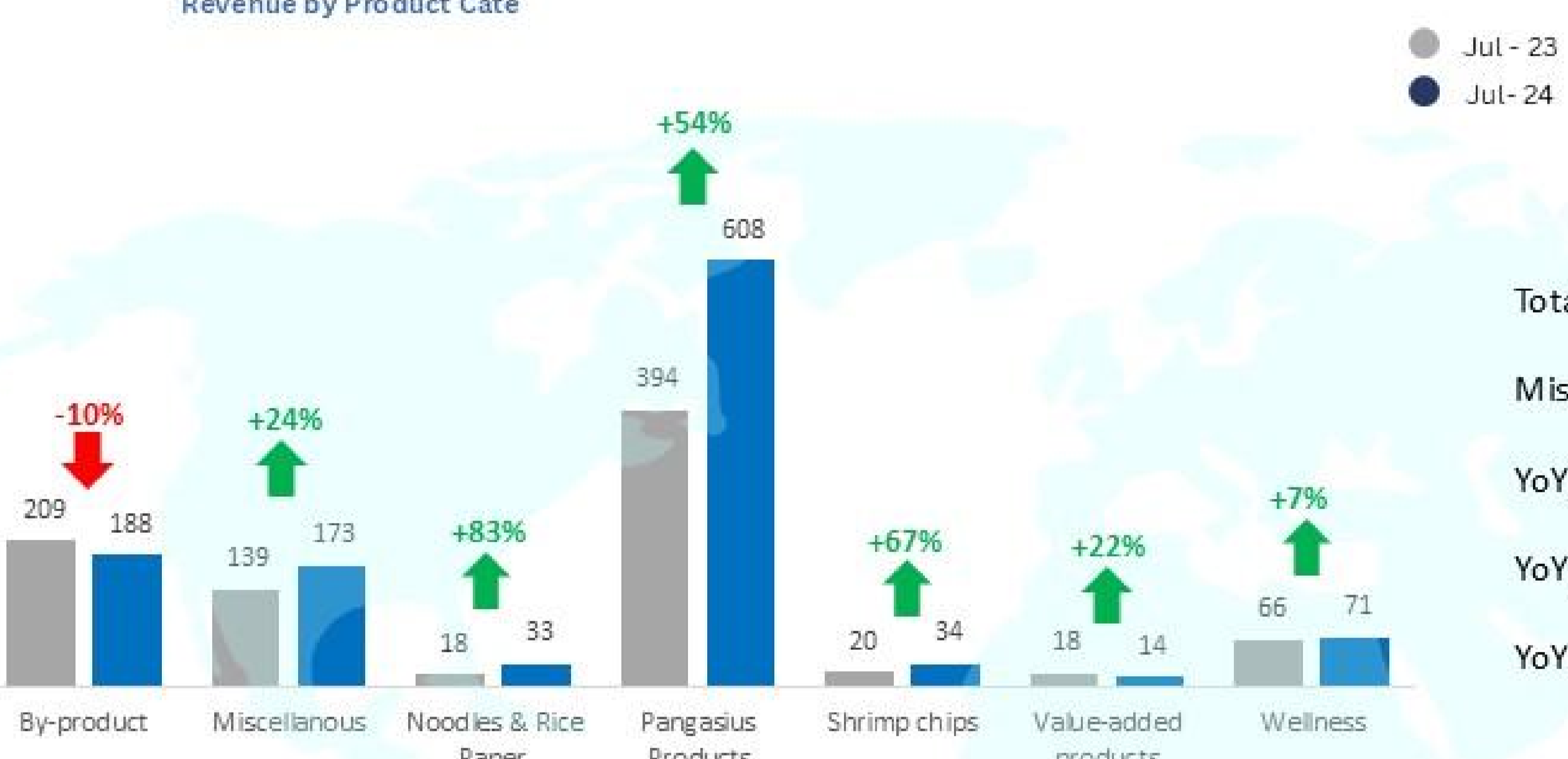


"According to data from Vietnam Customs, in the second quarter of 2024, the value of pangasius exports to the U.S. market reached \$95 million, up 15% compared to the same period in 2023. The cumulative value of pangasius exports to the U.S. in the first half of this year reached nearly \$160 million, an increase of 14% compared to the same period last year. April was recorded as the month with the highest export value of pangasius since the beginning of the year, with nearly \$38 million, up 34% compared to the same period. ..."

Translated from Vietnamese - VASEP, Aug 07th 2024

FINANCIAL & OUTLOOKS: JUL 2024 REVENUE - YOY

Revenue by Product Cate



Total revenue increased 30% YoY due to the increase in Miscellaneous (+24% YoY), Noodles & Rice Papers (+83% YoY), Pangasius Products (+54% YoY), Shrimp chips (+67% YoY), Value-added products (+22% YoY), and Wellness (+7% YoY), partly offset by the decrease in By-product (-10% YoY).

Revenue by Region



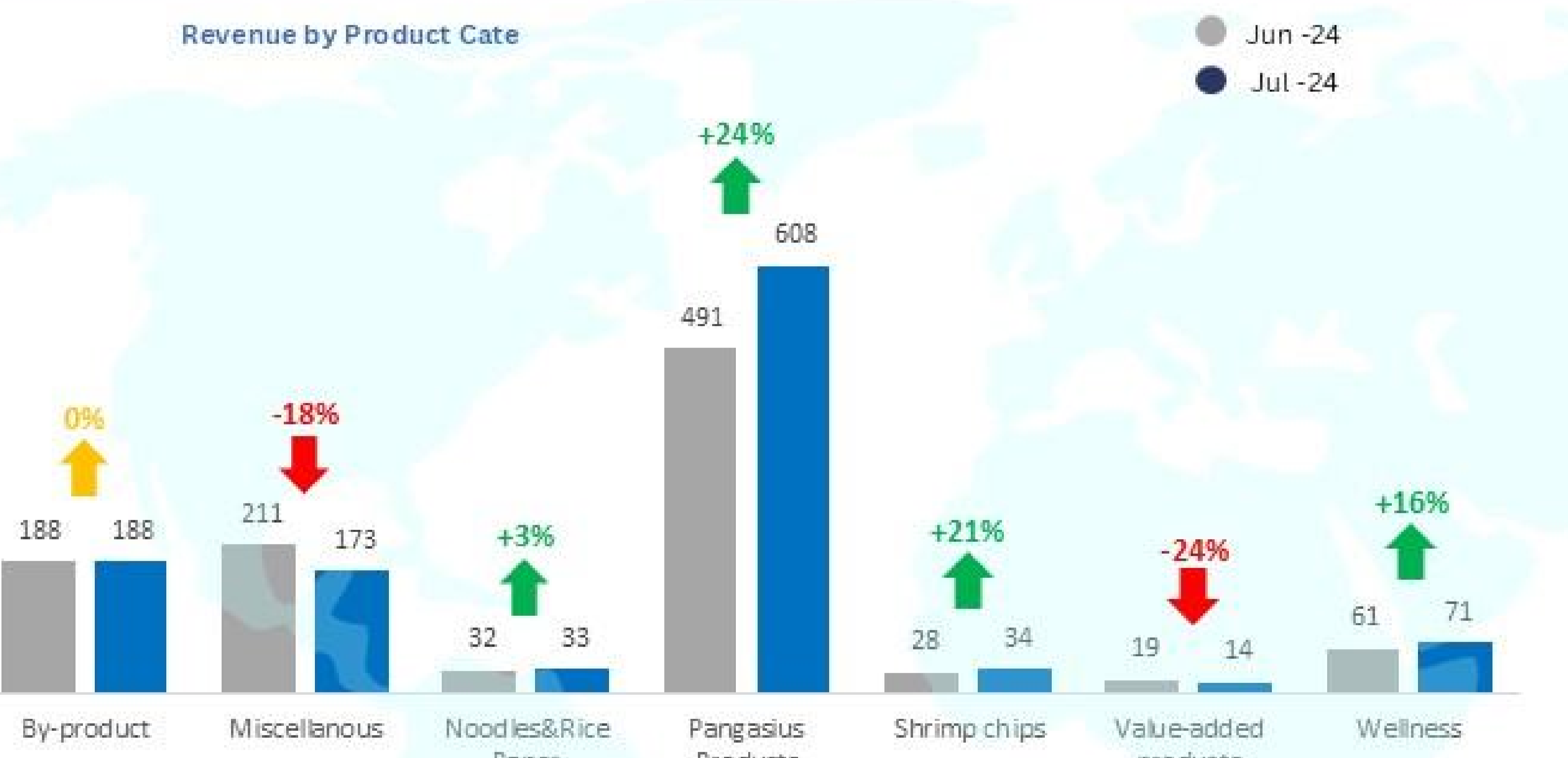
The increased was coming from the Europe (+4% YoY), ROW (+50% YoY), ROW (+50% YoY), the U.S. (92% YoY), and Vietnam (+11% YoY), partly offset by the decrease in China market (-13% YoY).



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 increased by +9% MoM primarily due to the increase in these respective product categories: Noodles & Rice papers (+3% MoM), Pagasius products (+24% MoM), Pagasius products (+24% MoM), Shrimp chips (+21% MoM), and Wellness (+16% MoM), partly offset by the decrease in Miscellaneous (-18% MoM), and Value-added products (-24% MoM).

Revenue by Region



The increase was coming from the ROW market (+13% MoM), and the U.S. (+44%), partly offset by the decrease in China market (-17% MoM), Europe (-3% MoM), and Vietnam (-5% 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)



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