

FEB-2025 IR NEWS

13 Mar 2025



EVENTS & NEWS CLIPPING



INVESTMENT RELATIONSHIP NEWS

GULFOOD 2025

Thanks to everyone who visited and chatted with us at Gulfood2025 – we loved hearing your thoughts!

We are delighted to assist you in exploring our notable pangasius products: Fish Fingers, Formed Fish Fillets, and Tartar Fish Nuggets. Crafted from responsibly farmed pangasius, these products offer a perfect balance of taste, convenience, and sustainability. 🍴🐟

Excited to see you at the upcoming events!

Dubai, February 2025



EVENTS & NEWS CLIPPING

The UK Joins CPTPP: A New Advantage for Vietnam's Pangasius Exports?

... The UK's accession to the CPTPP means that tariffs will be minimized or reduced to 0% according to CPTPP commitments, giving Vietnamese pangasius a price advantage over competitors that are not part of the agreement. Vietnamese pangasius exporters will find it easier to access the UK market due to reduced trade barriers and harmonized standards. They can also leverage the distribution networks and trade partnerships of other CPTPP countries. Previously, Vietnam had to meet the UK's specific quality standards, which might differ from other markets, leading to high inspection and certification costs. Now, with harmonized quality standards under CPTPP, costs and procedures are reduced, and Vietnamese exporters can use CPTPP-recognized certifications to facilitate exports to the UK.

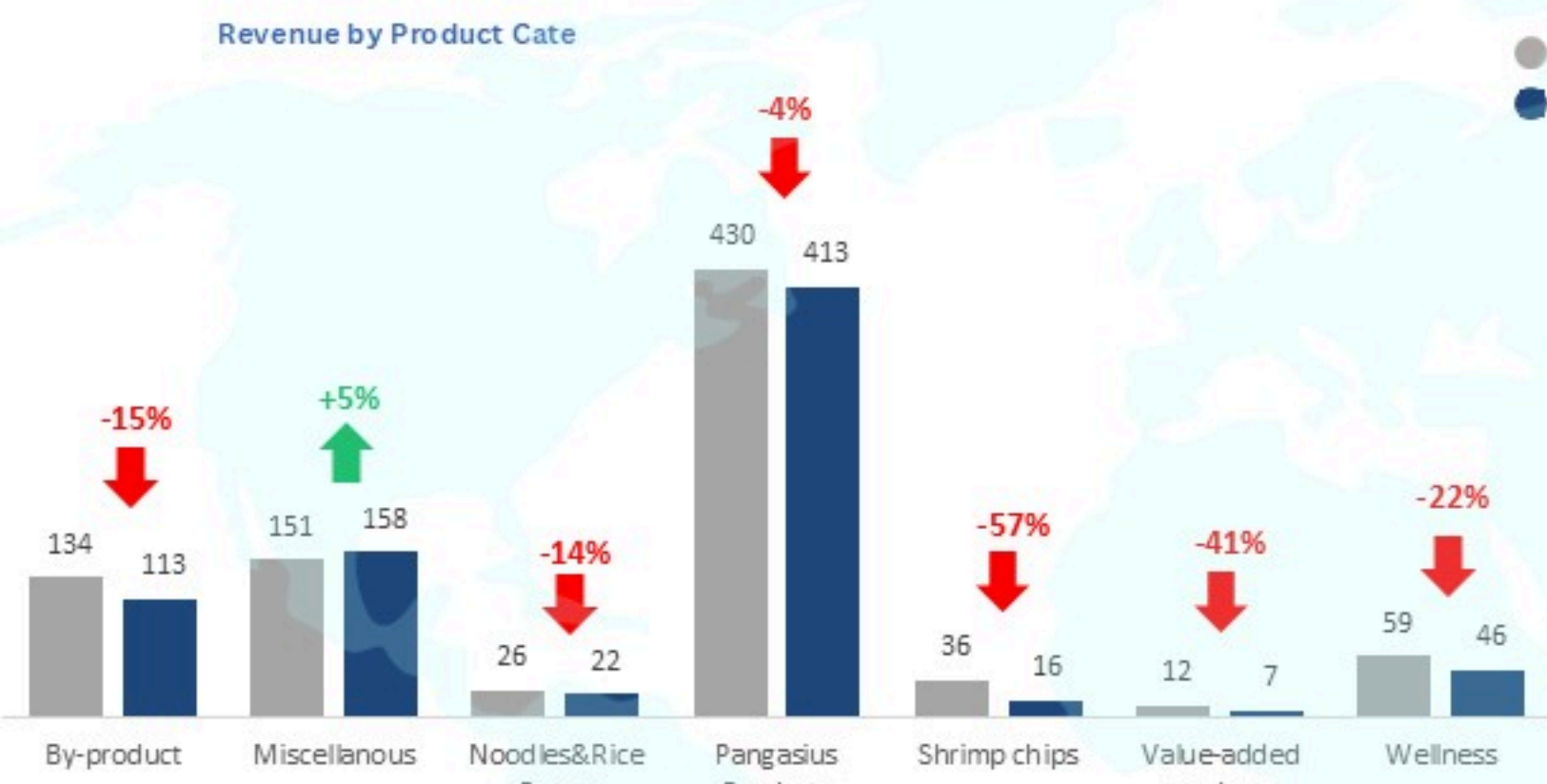


However, the UK's participation in CPTPP also intensifies competition between Vietnam and other CPTPP members such as Canada, Australia, and Japan. Vietnamese businesses must be cautious in meeting higher quality standards and diversifying their products to cater to market demands...

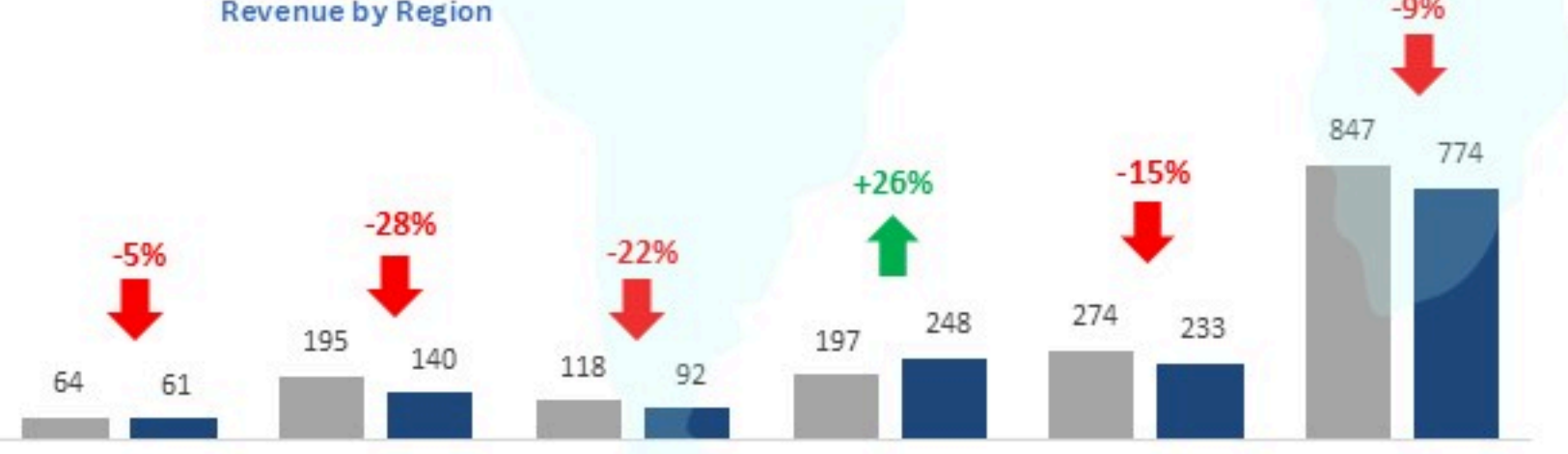
Translated from Vietnamese - VASEP, Feb 25th 2025

FINANCIAL & OUTLOOKS: FEB 2025 REVENUE - MOM

Revenue by Product Cate



Revenue by Region



Total revenue decreased 9% MoM due to the decrease in Pangasius Products (-4% MoM), Shrimp chips (-57% MoM), By-product (-15% MoM), Noodles & Rice papers (-14% MoM), Value-added products (-41% MoM) and Wellness (-22% MoM); partly offset by the increase in Miscellaneous (+5% MoM)

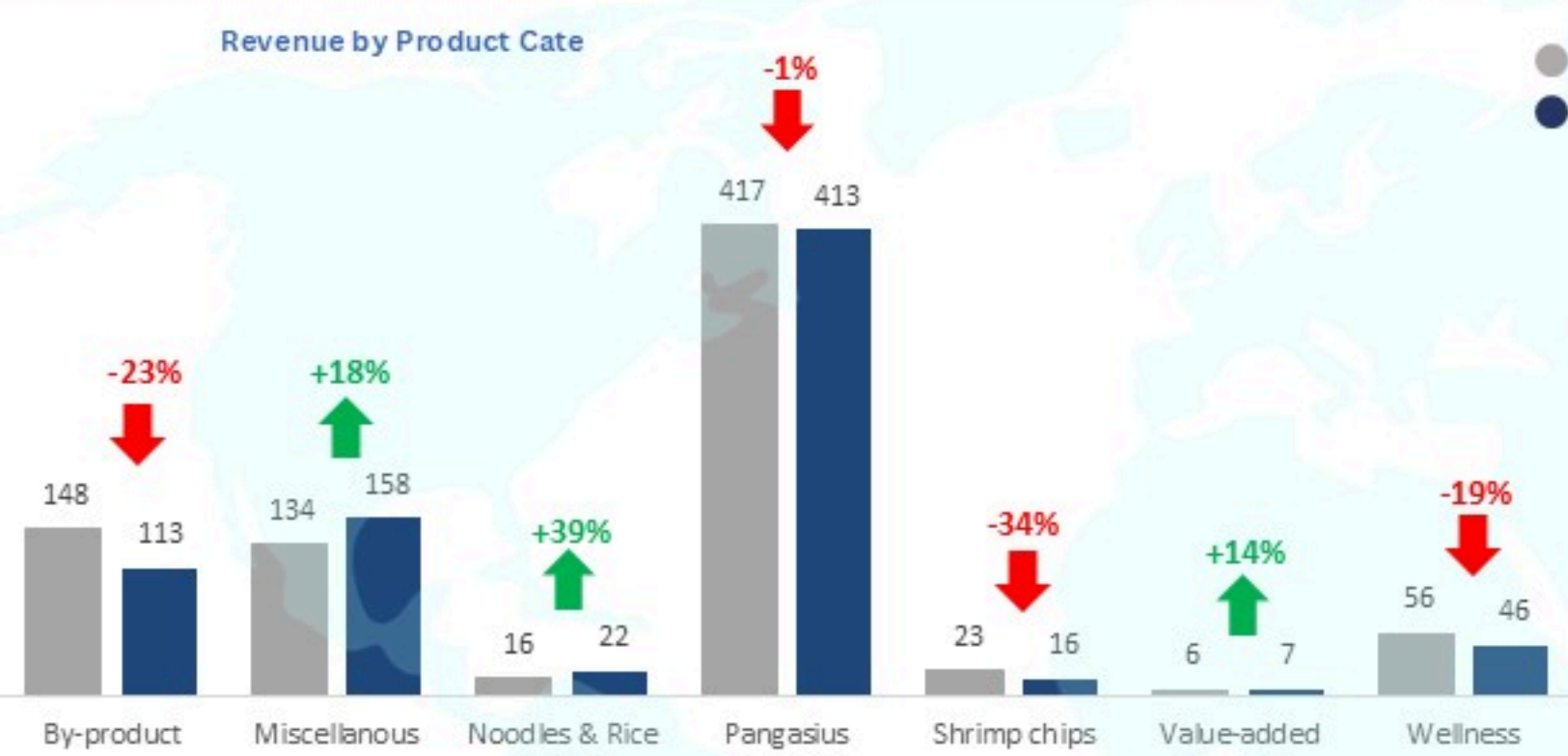
The decreased was coming from the China market (-5% MoM), ROW (-22% MoM), the Europe (-28% MoM) and Vietnam (-15% MoM); partly offset by the increase in U.S. (+26% MoM)



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 2025 REVENUE - YOY

Revenue by Product Cate



Revenue by Region



Total revenue decreased 3% YoY due to the decrease in By-product (-23% YoY), Wellness (-19% YoY), Pangasius Products (-1% YoY) and Shrimp chips (-34% YoY); partly offset by the increase in Value-added products (+14% YoY), Noodles & Rice Papers (+39% YoY) and Miscellaneous (+18% YoY)

The decreased was coming from the China market (-54% YoY) and ROW (-6% YoY); partly offset by the increase in Europe (+1% YoY), the U.S. (+12% YoY) and Vietnam (+11% 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)

