



VINH HOAN

# GLOBAL PANGASIUS LEADER

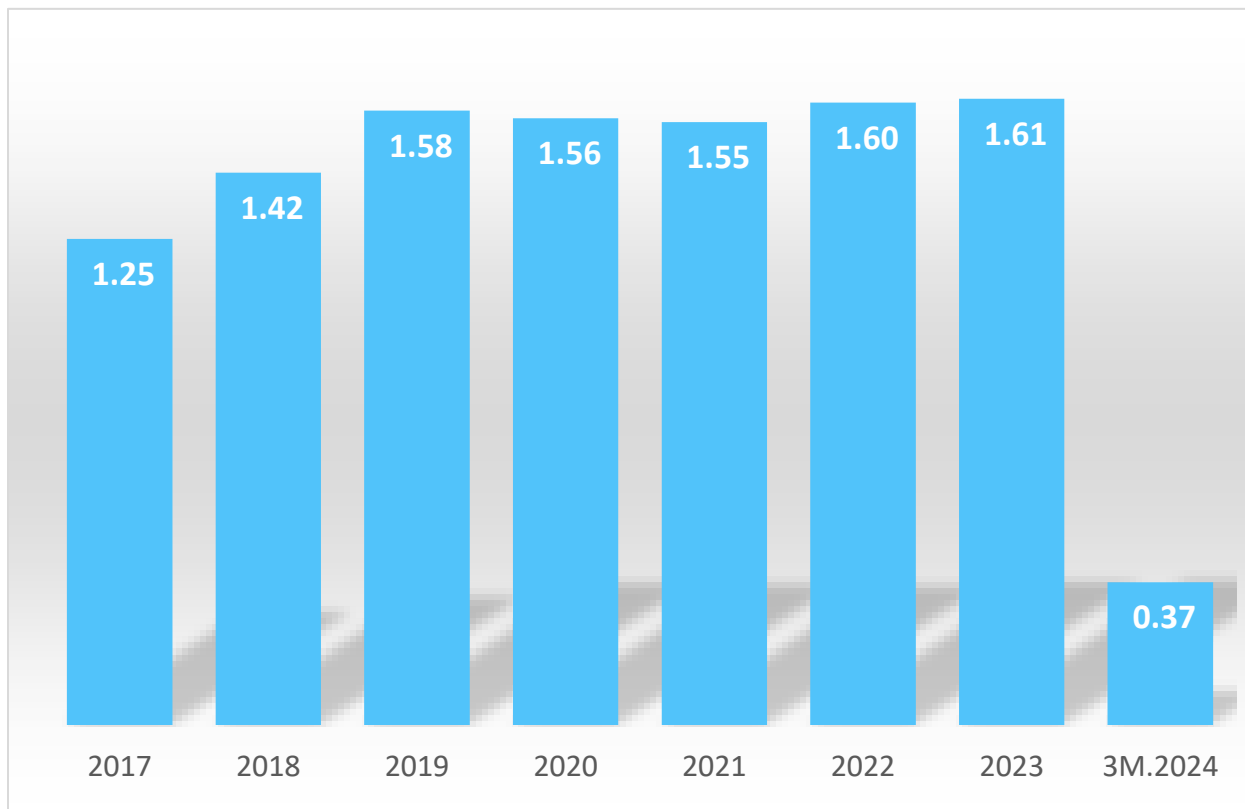
3M.2024



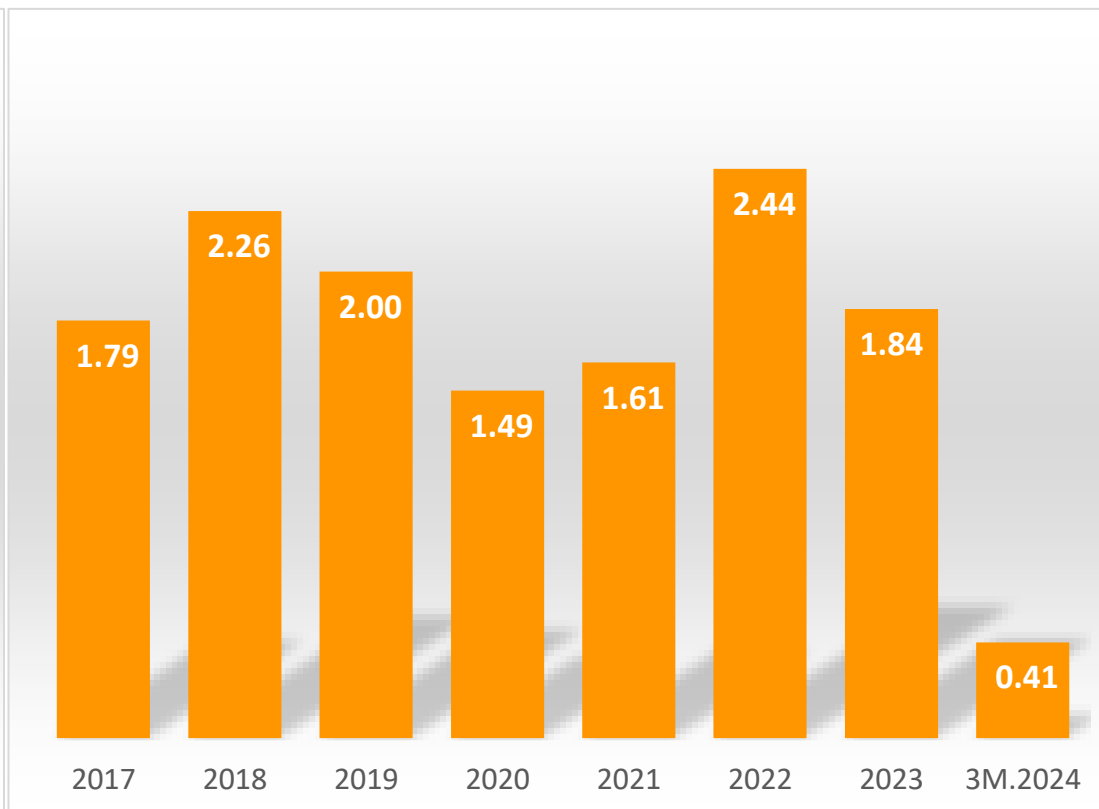
# VIETNAM PANGASIU OVERVIEW



Harvest Output (Million Tons)

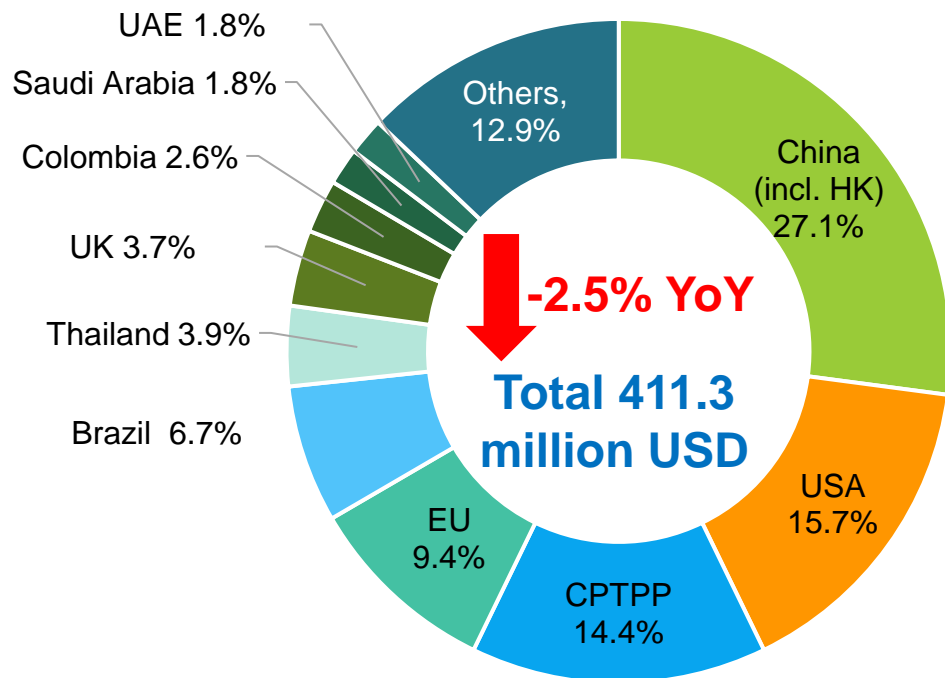


Export Value (USD bn)

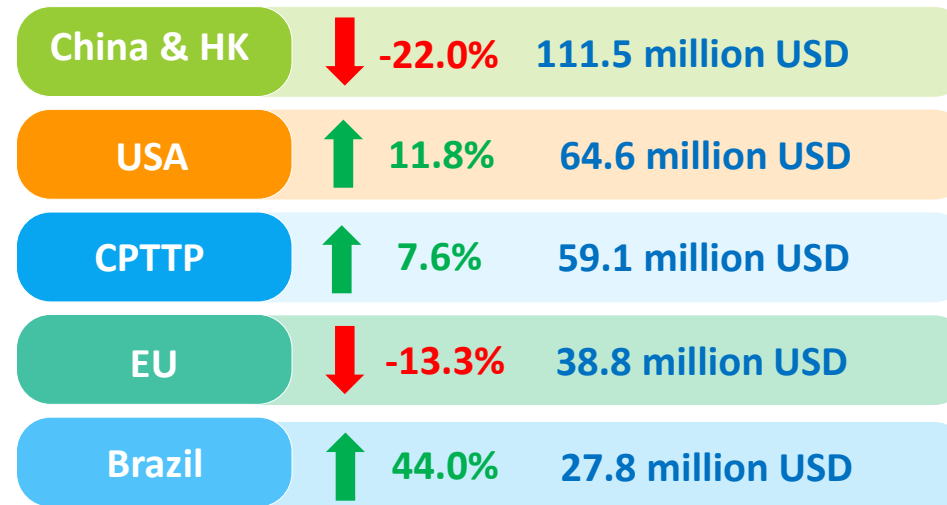


# VIETNAM PANGASIUS INDUSTRY EXPORT VALUE

Industry Export Value for Pangasius  
in 3M.2024



Industry Export Value for Pangasius  
3M.2024 vs 3M.2023 (YoY)





Inspiring Innovation to

**CREATE  
SUSTAINABLE  
FUTURE**



# VISION & MISSION



## VISION

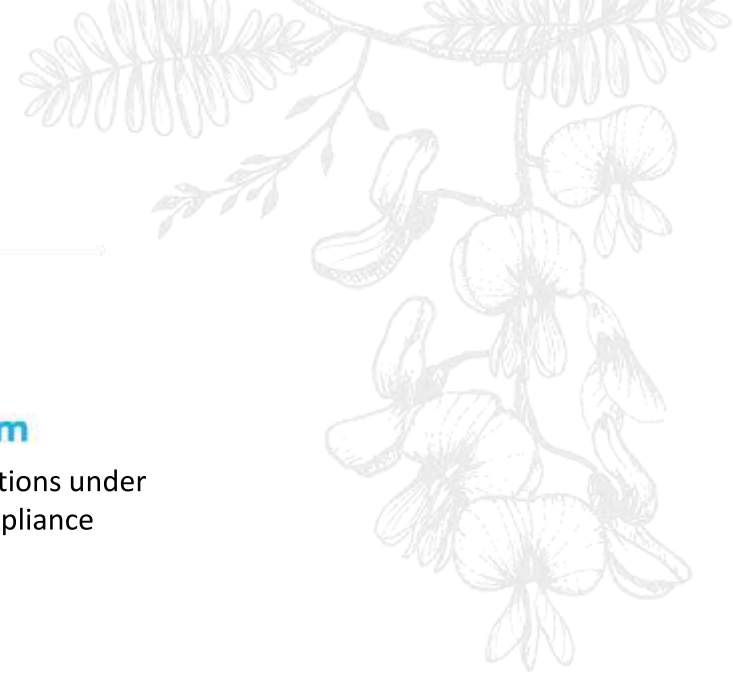
Becoming the world leader in sustainable aquaculture and seafood



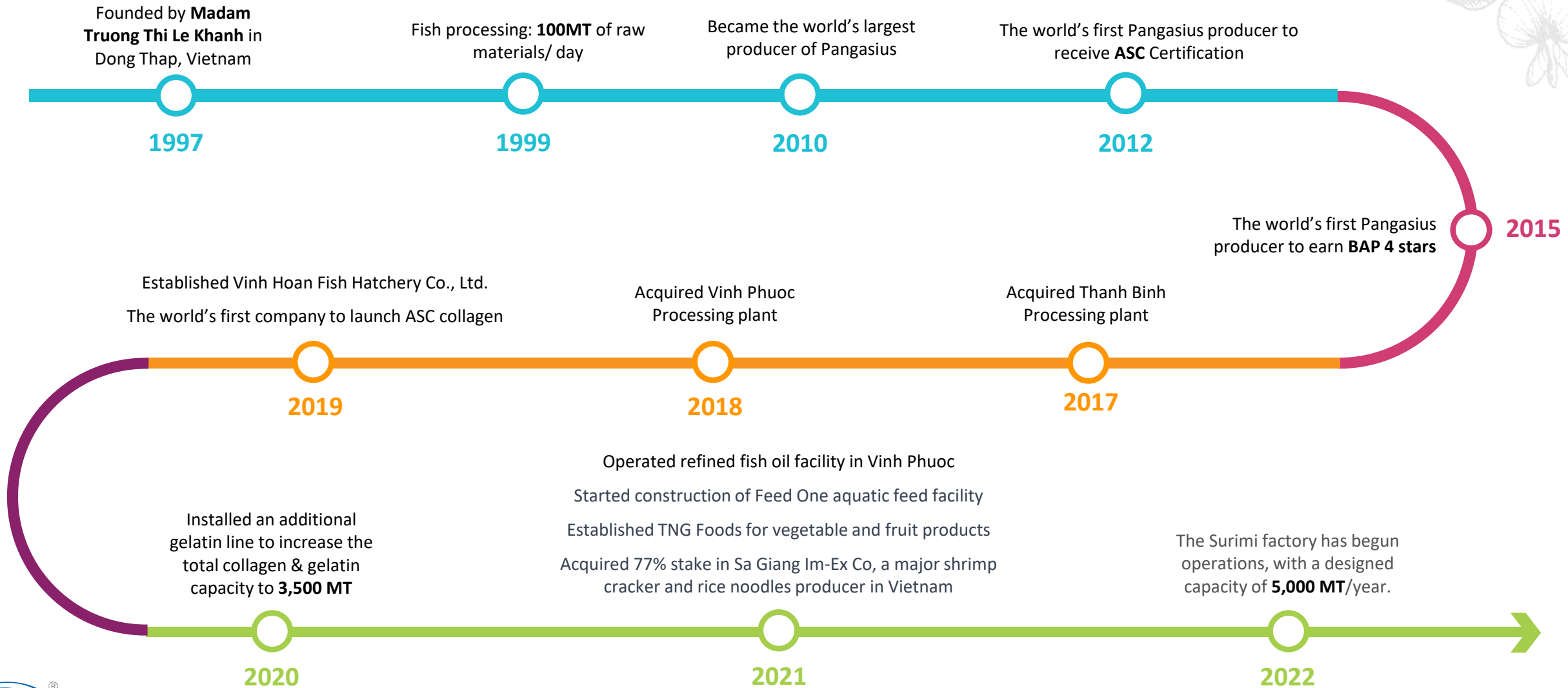
## MISSION

Maintaining the potential development of the sustainable aquaculture and seafood industry through continuous innovation in production, environmental protection, and efficiency improvement in all business aspects.

# CORE VALUE



# HISTORY



# DIVISIONS



**VINH** 01  
**FOODS**

**VINH** 02  
**WELLNESS**



**VINH** 03  
**AGRICULTURE**

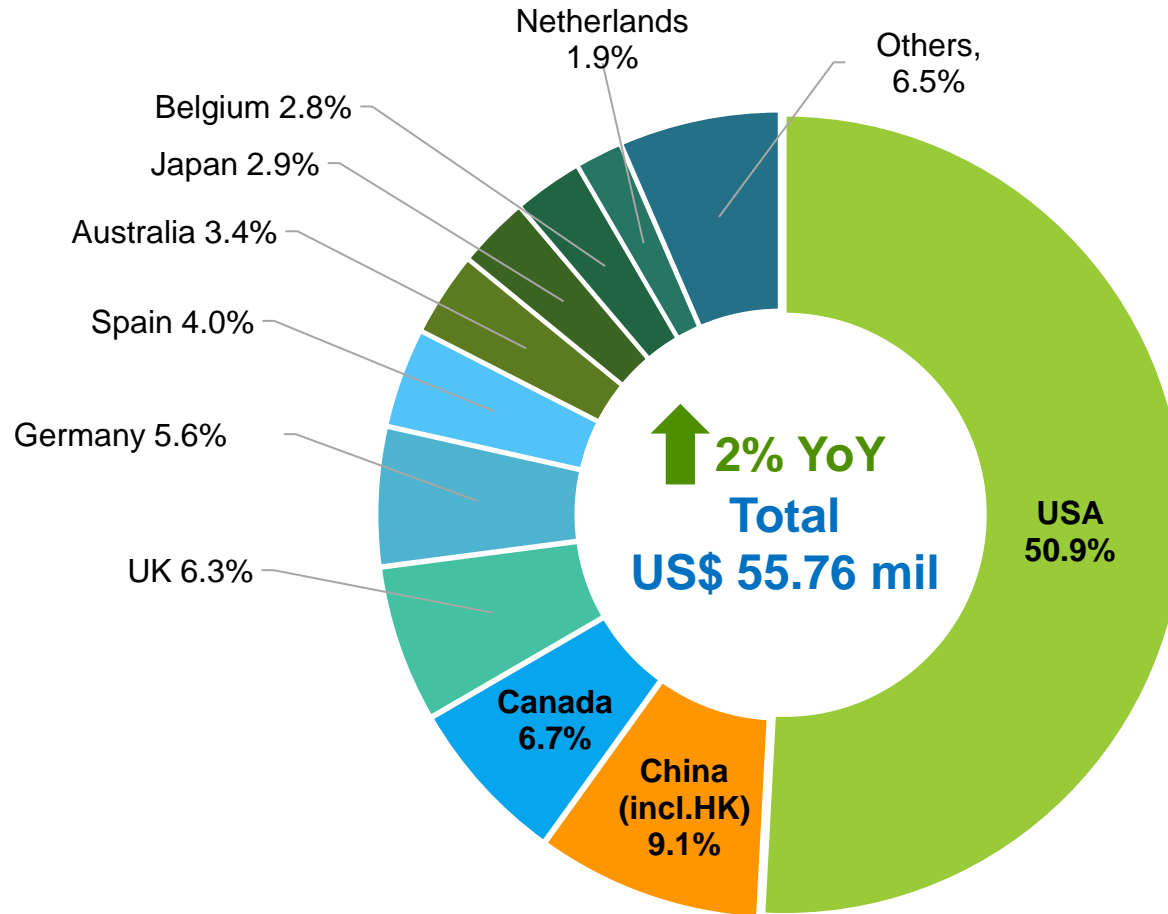
**VINH** 04  
**TECHNOLOGY**





# No.1 Pangasius Exporter Globally

Vinh Hoan's Key Export Markets for Pangasius in 3M.2024 (By Value)



# OUR STRENGTHS



01

**Vertically Integrated  
Supply Chain**

02

**Renowned Reputation for  
Quality**

03

**Solid and Expanding  
Customer Base**

04

**Diversified Product  
Portfolio**

05

**Corporate Social  
Responsibility**

# VERTICALLY INTEGRATED SUPPLY CHAIN

Complete traceability along the supply chain to ensure Food safety, quality and sustainability



## Hatchery

Our hatchery complex has been serving as a leading hub for innovations in farming performance.



## Farming

Nearly **760 ha** of farm  
Self-supply: **70%**  
**100% our farming has international certification.**



## Processing

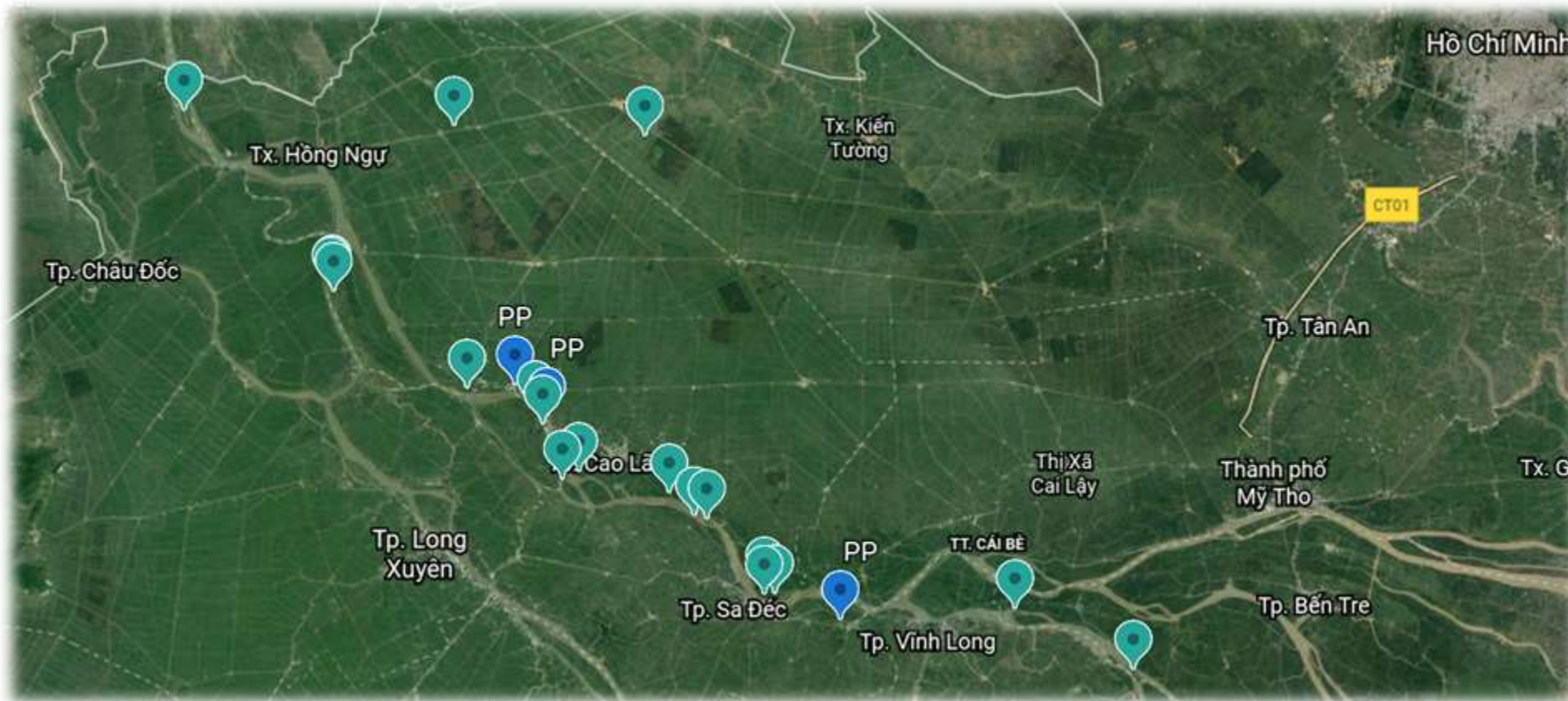
- **5** fillet processing facilities
- **1** value-added processing facility
- **2** fish meal & fish oil facilities
- **1** refined fish oil facility
- **1** aquafeed facility
- **1** collagen & gelatin facility
- **1** surimi facility



## Marketing & Sales

- HCMC sales office
- Sales offices in the U.S.

# VERTICALLY INTEGRATED SUPPLY CHAIN



Processing plant  
(1,200MT of RM/day)



Farming area

- **5 fillets processing plants** are located in Dong Thap province. They are also located in the centre of the raw material area.
- Contingency is guaranteed by number of factories / farms (production sites/ farming areas)

# Vinh Hoa Hatchery

01

Established in 2019 and operation in Jan 2022

02

Totally the hatchery have 91.57 ha (separated parts for bloodstock, genetic selection, fry, fingerling production)

03

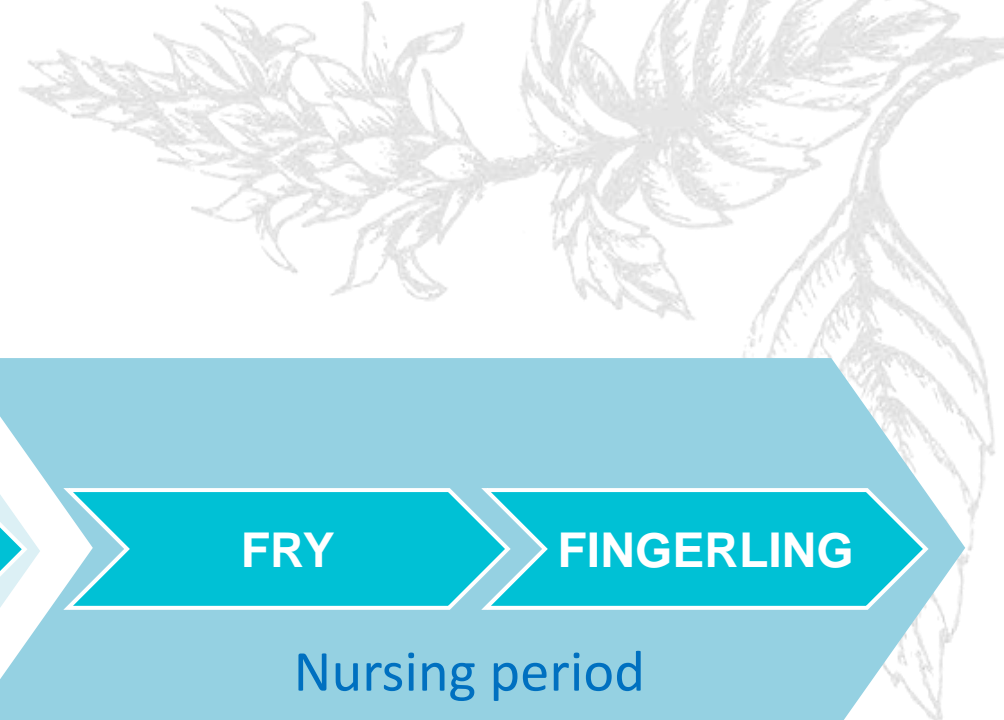
Produce 30 million fingerling and 1.6 billion fries per year

04

Earned BAP and GlobalGAP certifications in 2022



# Vinh Hoa Hatchery



**BROODSTOCK**

**EGG**

**LARVAE**

**FRY**

**FINGERLING**

Breeding and hatching period

Nursing period



Egg checking



Incubation



Larvae



Rearing period

# Vinh Hoa Hatchery

## OUR ADVANTAGES:

1. High quality of brood stock
2. Applied advanced technologies
3. Achieved international standards
4. Genetic selection
5. Vaccination



Genetic selection



Brood stock from RIA 2



IPRS pond



Vaccination



Auto fish pumping

# Feed One Aquatic Feed Factory

- **Starting operation:** June 2022
- **Factory area:** 48,000 m<sup>2</sup>
- **Capacity of Production:** 400,000 tons feed per year
- Modern equipment, production line and technology from EU and US.





# Feed One Aquatic Feed Factory



- Use fish meal from sustainable sources
- Good manufacturing practices
- High quality feed
- Well control at feeding



# Feed One Aquatic Feed Factory



Technology and equipment consulting: Selecting the most advanced production technology today from the US and Europe to save raw material costs, automation, less environmental pollution, less noise, suitable with the requirements of aqua feed in general and of the pangasius processing industry in particular

Main equipment and machines:

- System of sieving, mixing, crushing and coating machines: Stolz (France)
- Extrusion, drying and cooling systems: Andritz (Austria)
- Factory control automation system: Rockwell Automation (USA)
- Transportation system: Buckets, conveyors, conveyor chains: Nord (Germany)
- Quantitative system: Loadcell of Mettler Toledo (USA)

# Feed One Aquatic Feed Factory



SIEVING

MIXING

DRYING

PACKAGING

WAREHOUSE



BOILER

WATER  
TREATMENT

POWER  
SYSTEM

AIR  
COMPRESSOR



# RENOWNED REPUTATION FOR QUALITY

-  Environmental Responsibility
-  Animal Health & Welfare
-  Food Safety
-  Social Accountability



The largest ASC-certified farming area: 138ha



4-star BAP-certified farming area: 630ha



Global GAP-certified farming area: 56ha

# SOLID AND EXPANDING CUSTOMER BASE



Mekong BluePaddle

公九龍牌  
KONG KONG

MEKONG MASTER

ORIGINAL MEKONG SWAL

MEKONG NATURE

PETALO PANGA

BASAmaster™

VINH WELLNESS

# DIVERSIFIED PRODUCT PORTFOLIO



**Pangasius Fillet**

## Pangasius Products

Capacity: 1,200 MT of raw material per day



**Roll**



**Portion**

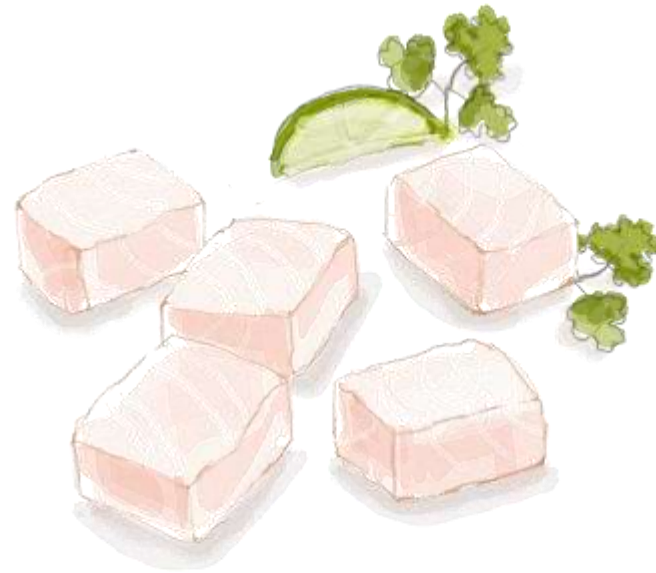


**Loin**



**Cube**

## Industrial Block



Square shape



Finger shape



# Value-Added Product

18 Breaded Items & 9 Marinated Items

*Best Seller*

**BREADED**



BREADED FISH FINGER



BREADED CRUCHY WHOLE FISH FILLET



BEER BATTERED FISH STRIP

*Best Seller*

**MARINATED**



TIKKA MARINATED FISH FILLET 24



GREEN CHILI MARINATED FISH FILLET



LEMON AND HERB MARINATED FISH FILLET



# DIVERSIFIED PRODUCT PORTFOLIO



Surimi – New taste of Pangasius

## Crabsticks



Standard Crabstick



Crab Chunk



Crab Sticks with Cheese



King Crab

## Surimi



# Special Products

## International Awards



### Provocake

Winner of the Seafood  
Prix d'Elite Health &  
Nutrition in 2011



### Lucky Bag

Winner of Seafood  
Excellence Global award  
for Innovation in 2024



### Seafood Harmony

Winner of the Seafood  
Prix d'Elite New Products  
Competition in 2009



### Coconut Panga

Finalist at the Seafood  
Excellent Global Awards  
in 2023



# Wellness Products

Total capacity: 4,500MT/year (by Q2.2024)



Certifications



Hydrolyzed collagen



Fish gelatin

- Factory began operation in early 2015
- Factory areas: 40,000 m<sup>2</sup>
- Include: 2 Gelatin processing lines & 1 Collagen processing line

# Fish Meal & Fish Oil Products – Total capacity: 100,00MT/year

Animal Consumption/  
Bio-project



Crude/Semi-Olein  
Fish Oil



Fish Meal

BY-PRODUCT  
PANGASIUS

Human  
Consumption



Stearin Oil



Olein Oil (Cooking)



# Thanh Ngoc (TNG Food)



- **Starting construction:** January 2022
- **Operation day:** March 2023
- **Total investment capital:** 22 million USD
- **Capacity of Raw material:** 150 tons per day
- **Capacity of End-Product:** 23,000 tons per year.

## Thanh Ngoc's Product Portfolio



FREEZE DRIED FRUIT



DRIED FRUIT



FROZEN FRUIT



CONCENTRATE



FRESH FRUIT



## FREEZEE DRYING

- Fruit & vegetable are kept its original color, taste, and shape.
- Light weight, easy to carry.
- The storage period is long.



## FLUIDIZED IQF

- Keep good quality for products
- Limit clumping of the product



# Sa Giang Products



**PRODUCT – CHIPS / PRAWN CRACKER – Capacity: 9000 MT per year**

## Flavors:

- Shrimp
- Cuttlefish
- Crab
- Mixed seafood
- Vegetable
- Sweet potato
- Potato
- Bean curd
- Artificial flavour



# Sa Giang Products



## PRODUCT – DRIED RICE NOODLES – Capacity: 6000 MT per year

- Rice Sticks
- Rice Noodles
- Rice Vermicelli
- Brown Rice Vermicelli
- Others





# CORPORATE SOCIAL RESPONSIBILITY

## SOCIAL SUPPORT

- **COVID-19 SUPPORT:** More than 25 billion VND (i.e., 1 million USD) were sent to the government, national hospitals, and local organizations to equip them with medical equipment, food, supplies, and vaccination from 2020 to 2021 during the peak of the pandemic in Vietnam.
- **LIGHT OF DREAM:** Vinh Hoan had sponsored 1,000 free eye surgeries with a budget of more than 500 million VND for the elderly who are in need of surgery but having financial difficulties. This program is organized by us with doctors from Ho Chi Minh City every year.
- **LIGHT UP COUNTRY ROAD:** Nearly 2 billion VND were sponsored by us for the installation of lighting systems on rural roads in Dong Thap to improve people's lives in the countryside.



**DONATIONS TO COVID-19 VACCINE FUND**

Join hands with the government to help the community get vaccinated



**SUPPORTING FRONTLINE HEALTHCARE WORKERS**

We sponsored ventilators and medical equipment



**SPONSORED FOOD FOR THE COMMUNITY AND ANTI-EPIDEMIC UNITS**



**SPONSORED SMARTPHONES AND TABLETS TO STUDENTS DURING LOCKDOWN**

# CORPORATE SOCIAL RESPONSIBILITY

## EDUCATION

- **INTERNSHIP PROGRAM:** Vinh Hoan helps students to intern at Vinh Hoan factories with methodical guidance and learn professional working processes. This is also the foundation for Vinh Hoan's future workforce.
- **NGUYEN SINH SAC SCHOLARSHIP FUND:** 1 billion VND were contributed to accompany this scholarship fund for study and talent promotion activities to give wings to the dreams of thousands of disadvantaged students for many years.



## CARE FOR EMPLOYEE

- **ABOUT EMPLOYEE'S CAREER PATHS:** About employee's career paths, with people as the core, Vinh Hoan always focuses on supporting mid-and senior-level employees to improve work efficiency by participating in classes and training courses designed to help employees improve their professional skills.
- **LE&TRUONG FOUNDATION:** We believe health and inclusion should be a right, not a privilege. With a total fund budget of 2 billion VND, we focus on main activities which support workers' children with scholarships for the better educational future. The money in the fund will be invested in Vietnam and all profits from the investment will be used for charity work.
- **GRANTS FOR WORKERS:** we supported employees who had poor living conditions, gave monetary support to illness, and offered support to education through its Scholarship Fund with a total value of nearly 500 million VND.
- **MENTAL HEALTH CARE FOR EMPLOYEES:** We also highly value the mental health of our employees. After working hours, the union organizes annual entertainment and exchange activities, travel trips, and team building for employees.



**2024**  
**VINH HOAN**  
**THANK YOU**

