



VIETNAM DAIRY PRODUCTS JSC.



EARNINGS RELEASE PRESENTATION

Q1-2023



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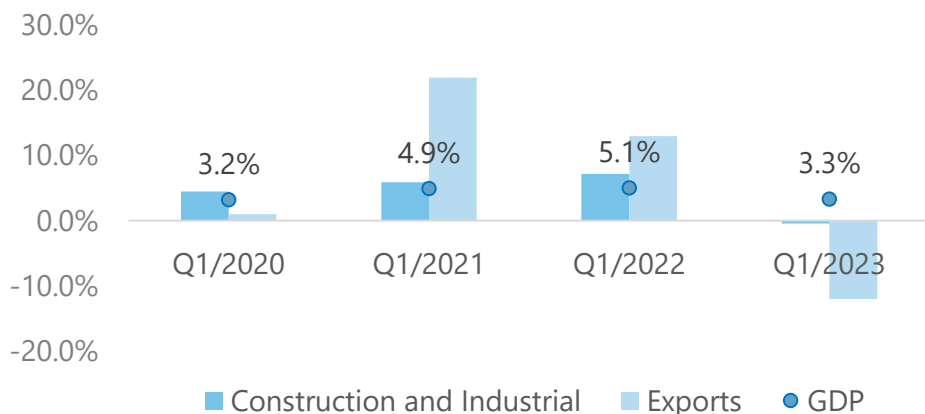
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2023 Outlook and 1Q2023 Financial Summary

MACRO: GDP GROWTH BY SECTOR¹



- The slowdown in GDP growth would have constrained domestic income and consumption.
- FMCG growth rate has significantly lower compared to last year².
- Consolidated total revenue reached VND 13,954 billion, ended the downtrend since Q2/22.

¹GSO

²ACNielsen

1Q2023 FINANCIAL SUMMARY

13.954	2.924	21,0%
TOTAL REVENUE	EBITDA	EBITDA MARGIN
2.312	16,6%	796
PRE-TAX PROFIT	PRE-TAX PROFIT MARGIN	EPS (VND)

2023 GUIDANCE

Consol	2023F	2022A	Growth
Total Revenue	63,380	60,075	5.5%
Pre-tax Profit	10,496	10,496	0%
Net Profit After Tax	8,622	8,578	0.5%

Unit: VND bn

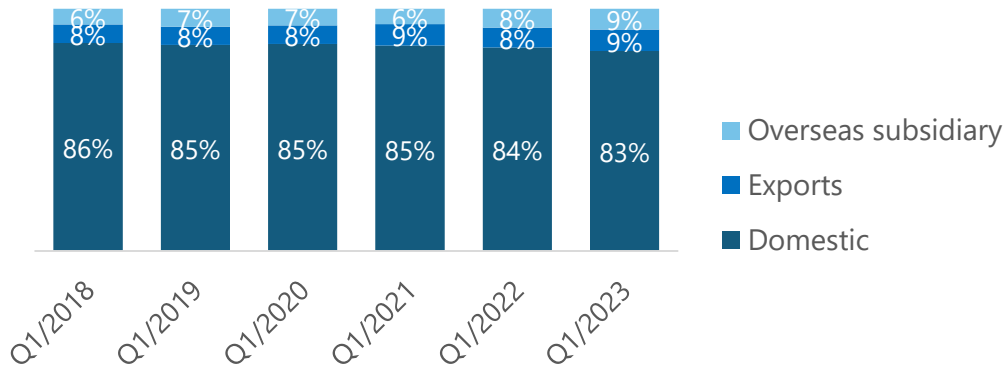


1Q2023 Topline

Consolidated sales movements



Consolidated sales mix



MCM sales movement



Domestic

- General Trade and Modern Trade: increased investment in product display, promotion, sales support and high-quality personnel to maintain our competitive position and stimulate consumer demand.
- Key Account given expansion of HORECA and school clients and Vinamilk's stores utilizing the nationwide coverage posted sales growth increase by 50% and 12% YoY, respectively.



VNM Stores
652



MCM stores
60

Exports

- Vinamilk successfully signed several large export contracts with a total value of USD 100 million.
- Del Monte-Vinamilk joint venture with healthy development in Philippines also well contributed the recovery of exports.

Overseas Subsidiaries

- Driftwood và AngkorMilk maintained strong sales performance at 7% and 11% YoY respectively.

MCM

- Improvement in brand image at sales points.
- The new brand logo towards a more streamlined approach.
- The expansion of MCM's outlets.



R&D and Marketing Activities

Vinamilk strategic cooperation with 6 leading nutrition groups in the world



Newly launched products in 1Q2023



- HỖ TRỢ TIÊU HÓA**
Chất xơ hoà tan 308mg
- HỖ TRỢ HỆ XƯƠNG**
Vitamin D3 & Canxi
- GIÚP TĂNG CƯỜNG THỊ LỰC**
Vitamin A

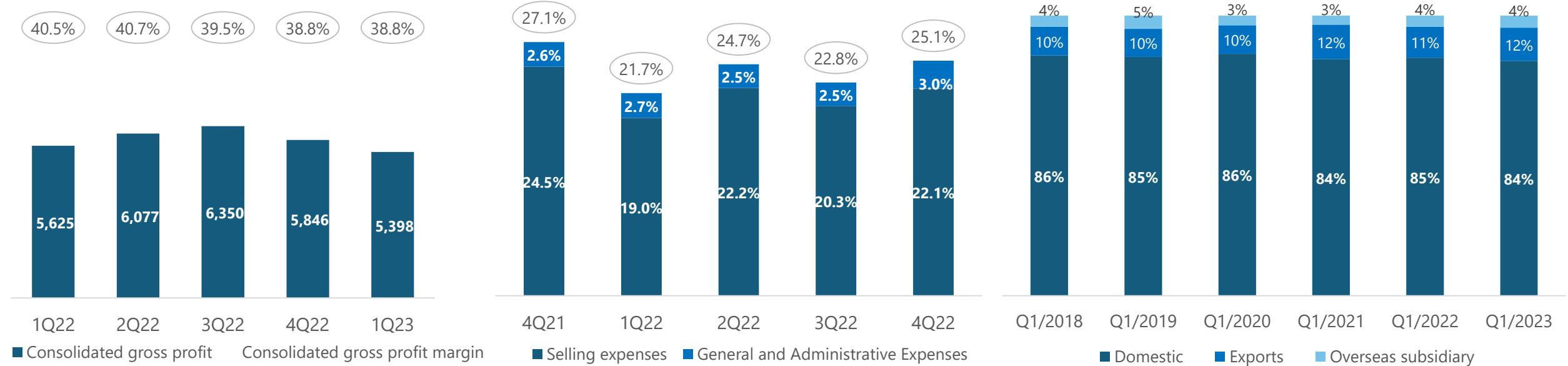


KHOẺ ĐẸ KHÁNG SÁNG TƯ DUY

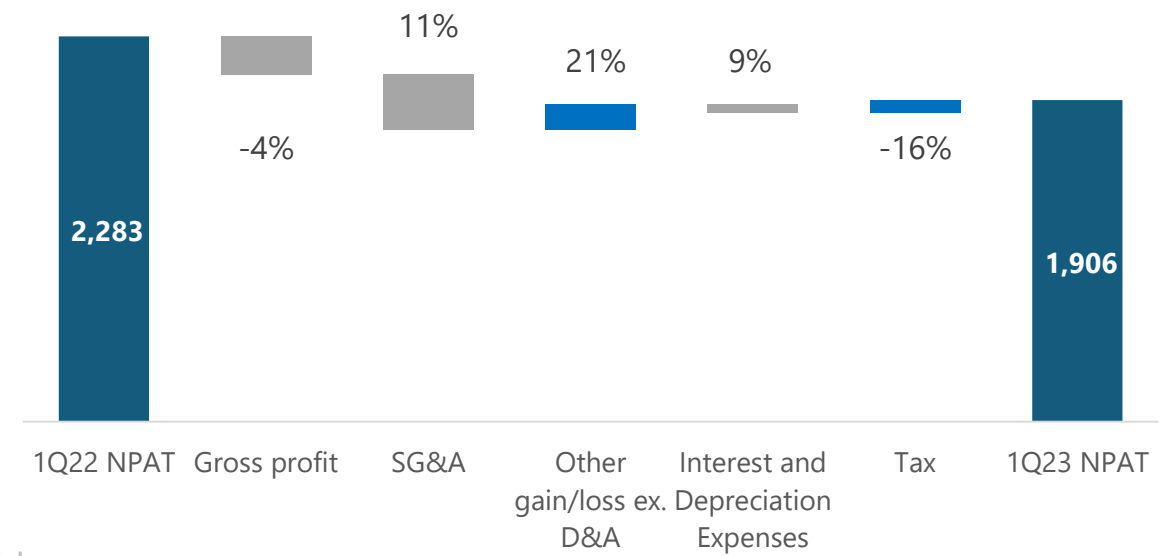




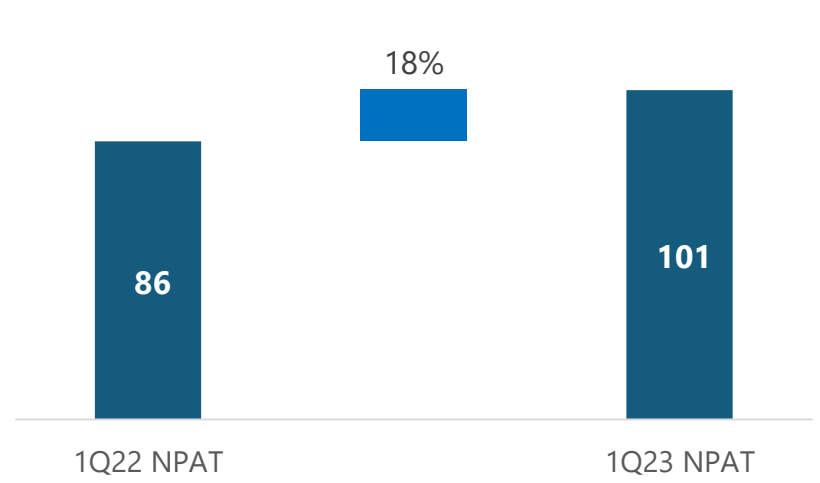
Cost structure and profitability



VNM NPAT movements

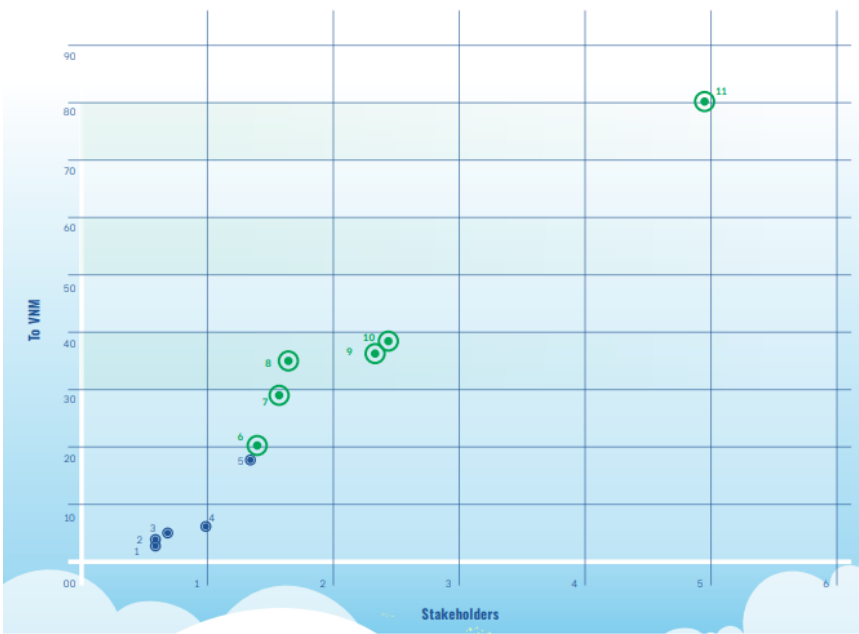


MCM NPAT movement





Sustainable development figures in 2022



Define 11 materiality areas (*):

1. Soil Quality and Retention

2. Soil Nutrients

3. Water availability and Quality

4. Biodiversity

5. Market development
6. Waste

7. Animal Care

8. Greenhouses Gas Emissions

9. Rural Economies

10. Working Conditions

11. Product Safety and Quality

	2020	2021	2022
Total Consumed Waste Water (m ³)	3,535,194	3,560,789	3,396,444
		1%	-5%
Total emission (kg) (**)	253,476,971	296,391,550	266,161,432
		17%	-10%
Total Energy Consumption (MJ)	2,258,405,520	2,239,377,766	2,163,324,010
		-1%	-3%

(*): Refer Dairy Sustainability Framework (DSF), more details on 2022 Sustainability Report

(**) Total greenhouse gas emissions include: (1) Scope 1: Direct emissions from equipment using FO, DO, Gasoline, Gas, CNG, emissions from cows, calves and emissions from production wastewater.; (2) Scope 2: Indirect emissions from electrical equipment



IR Contact:
TRUNG DONG – Head of IR
E dqtrung@vinamilk.com.vn
T +84 028 54 155 555 / Ext: 108247