

FMC – Q3/2026 – A Favorable Shrimp Farming Season

- Q3/2026 revenue reached 2,534 billion VND (-15% YoY, +52% QoQ), while NPAT-MI surged 94% to 188 billion VND. Both segments declined: the shrimp segment recorded 2,512 billion VND (-15% YoY) with volume and selling price down 10% and 5% YoY, respectively, pressured by high anti-dumping duties in the US; the agricultural segment fell to 21 billion VND (-47% YoY).
- Q3/2026 gross profit reached 423 billion VND, up 1% YoY, pushing the gross margin to 16.7% from 14.0% in the same period, thanks to an improved shrimp segment margin of 16.6%. Cost of goods sold decreased faster than selling prices due to a 14% YoY drop in outsourced shrimp prices and an increased self-sufficiency ratio as export volume narrowed. Meanwhile, selling prices declined slowly as the Company pushed value-added products with higher price points.
- Selling expenses decreased 42% YoY due to lower anti-dumping and anti-subsidy tax costs in the US as the Company limited exports to that market. Meanwhile, Q3/2026 administrative expenses increased 16% YoY, mainly due to other expenses. Financial activities recorded a net loss of 14 billion VND due to a 139% YoY increase in interest expenses. Other income showed no significant fluctuations. Consequently, the Q3/2026 net profit margin reached 7.4%, higher than the 3.3% in the same period but lower than Q2/2026 (9.2%).
- In 9M/2026, net revenue reached 5,600 billion VND (-18% YoY), completing 70% of the annual plan, and profit before tax reached 453 billion VND, meeting the 2026 annual plan, equivalent to 81% and 93% of our forecasts, respectively. We expect to maintain revenue but adjust net profit upward due to low selling and production costs. Currently, we maintain our **BUY** recommendation for FMC shares with a short-term target price of **42,900 VND/share**.

Q3/2026 Results – Profit growth driven by cost reduction

Q3/2026 revenue reached 2,534 billion VND (-15% YoY, +52% QoQ) with declines in both shrimp and agricultural segments. Accordingly, shrimp segment revenue reached 2,512 billion VND (-15% YoY) with a volume of 7,307 tons (-10% YoY) due to lower US volume and an average selling price of 344,000 VND/kg (-5% YoY). Agricultural segment revenue fell to 21 billion VND (-47% YoY) due to decreases in both volume and selling price. \$MERGED\$

Gross profit reached 422.9 billion VND (+1% YoY) and the corresponding gross margin reached 16.7% (from 9.0% in the same period). The margin improvement was driven by the shrimp segment, reaching 16.6% (from 13.7%) as production costs fell faster than selling prices (estimated 9% decrease vs. 5% decrease in selling price).

- Selling prices declined more slowly as the Company promoted value-added products (breaded shrimp, fried shrimp) which have higher price points compared to boiled and fresh shrimp.
- Meanwhile, the average production cost was estimated at 287,000 VND/kg (-9% YoY, +0% QoQ). Production costs decreased YoY due to (1) outsourced shrimp prices estimated at 106,000 VND/kg, a 14% YoY decrease, and (2) an increased self-sufficiency ratio for raw shrimp.
 - (1) Outsourced whiteleg shrimp prices fell due to abundant supply during the main season, while purchasing demand declined due to difficulties in exporting to the US.
 - (2) The self-sufficiency ratio for raw shrimp increased as self-farmed shrimp volume rose while export volume narrowed. Self-farmed volume increased as the Company managed diseases, seed quality, and farming areas effectively. Consequently, self-farmed shrimp had lower costs than outsourced shrimp due to higher survival rates.

Selling expenses reached 184 billion VND (-42% YoY) as the Company no longer accrued counter-tax expenses, and anti-dumping and anti-subsidy tax costs decreased by 19% and 54%, respectively, as the Company limited exports to the US. Meanwhile, administrative expenses reached 26.7 billion VND (+17% YoY) due to other expenses reaching 4.6 billion VND (+102% YoY). Financial activities recorded a loss of 14 billion VND, down 29 billion VND YoY, due to interest expenses reaching 34 billion VND (+139% YoY).

Other profit items showed no significant fluctuations. Consequently, NPAT-MI reached 188 billion VND (+94% YoY). The net margin reached 7.4%, up from 3.3% in the same period but down from 9.2% in Q2/2026.

In 9M/2026, net revenue reached 5,600 billion VND (-18% YoY), completing 70% of the annual plan. Of this, the shrimp segment contributed 5,517 billion VND, down 18% YoY due to a 15% YoY volume decline to 16,693 tons and an average selling price of 330,000

VND/kg (-4% YoY); the agricultural segment reached 83 billion VND, down 14% YoY due to volume and price declines of 5% and 9%, respectively. Gross profit reached 767 billion VND (+3% YoY) and the gross margin improved to 13.7% (+285 bps YoY), mainly due to the shrimp margin rising to 13.4%. NPAT-MI reached 399 billion VND (+92% YoY), with a net margin of 7.1% (+410 bps YoY). 9M/2026 profit before tax has met the annual plan.

Regarding Q3/2026 operational efficiency, the company's inventory days decreased by 31 days QoQ but remained 30 days higher YoY as the Company faced difficulties in pushing sales volume. Receivables days reached 32 days, down 6 days YoY as the Company shifted export markets from the US to Japan, where collection times are shorter. This shift is also reflected in 9M/2026 whiteleg shrimp export turnover to the US reaching 43 million USD (-53% YoY), while to Japan it reached 34 million USD (+10% YoY), according to Agromonitor. Payables days reached 20 days, up 13 days YoY as raw whiteleg shrimp prices decreased in Q3/2026 when supply was abundant and purchasing demand fell, helping the Company have a more favorable position when negotiating with suppliers.

Regarding Q3/2026 balance sheet items, the Company increased cash and short-term investments by 67% YoY to 2,956 billion VND, while short-term borrowings rose by 34% YoY to 2,361 billion VND. The Company continued to have no long-term debt. However, the average borrowing rate was estimated at 1.6% per quarter (+80 bps YoY), above the estimated deposit rate of 1.2% per quarter (+30 bps YoY), which may pressure financial income in subsequent quarters.

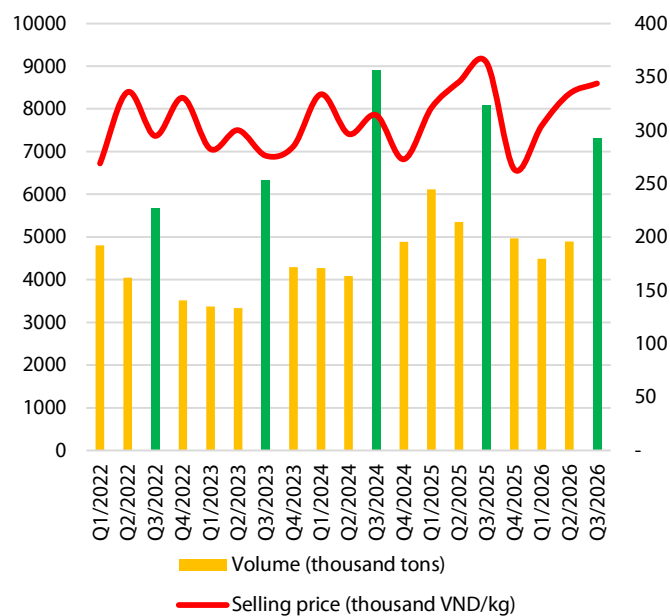
Table 1: FMC Q3/2026 Business Results

Unit: Billion VND	Q3/2026	Q3/2025	+/- YoY	Q2/2026	+/- QoQ	9M/2026	9M/2025	+/- YoY	2026 Plan Completion
Net Revenue	2,534	2,984	-15%	1,667	52%	5,600	6,850	-18%	70%
- Shrimp	2,512	2,945	-15%	1,637	53%	5,517	6,755	-18%	
+ Shrimp volume (thousand tons)	7,307	8,102	-10%	4,895	49%	16,693	19,570	-15%	
+ Shrimp selling price (thousand VND/kg)	344	363	-5%	334	3%	330	345	-4%	
- Agricultural products	21	40	-47%	31	-31%	83	96	-14%	
+ Sales volume (thousand tons)	188	306	-39%	277	-32%	746	787	-5%	
+ Agricultural selling price (thousand VND/kg)	112	130	-13%	111	1%	111	122	-9%	
Gross profit	423	418	1%	243	74%	767	743	3%	
- Shrimp	418	404	3%	231	81%	740	707	5%	
- Agricultural products	5	15	-64%	12	-57%	27	36	-23%	
Gross margin	16.7%	14.0%	+267 bps	14.6%	+210 bps	13.7%	10.8%	+285 bps	
- Shrimp gross margin	16.6%	13.7%	+289 bps	14%	+249 bps	13.4%	10.5%	+294 bps	
- Agricultural gross margin	25.1%	36.8%	-1,166 bps	40%	-1,502 bps	33.2%	37.3%	-412 bps	
Selling expenses	(184)	(316)	-42%	(63)	190%	(285)	(511)	-44%	
Administrative expenses	(27)	(23)	17%	(25)	8%	(79)	(66)	20%	
SG&A/Revenue ratio	8.3%	11.4%	-306 bps	5%	+301 bps	6.5%	8.4%	-192 bps	
EBIT	213	79	168%	155	37%	403	166	142%	

Financial income	39	43	-11%	71	-45%	141	122	16%	
Financial expenses	(53)	(15)	264%	(25)	113%	(96)	(44)	117%	
Other income	2	-	N/A	1	59%	4	1	415%	
PBT	200	108	85%	202	-1%	453	245	85%	100%
PAT	199	112	78%	202	-1%	452	251	80%	
NPAT-MI	188	97	94%	169	11%	399	207	92%	
Net profit margin	7.4%	3.3%	+418 bps	10.2%	-272 bps	7.1%	3%	+410 bps	

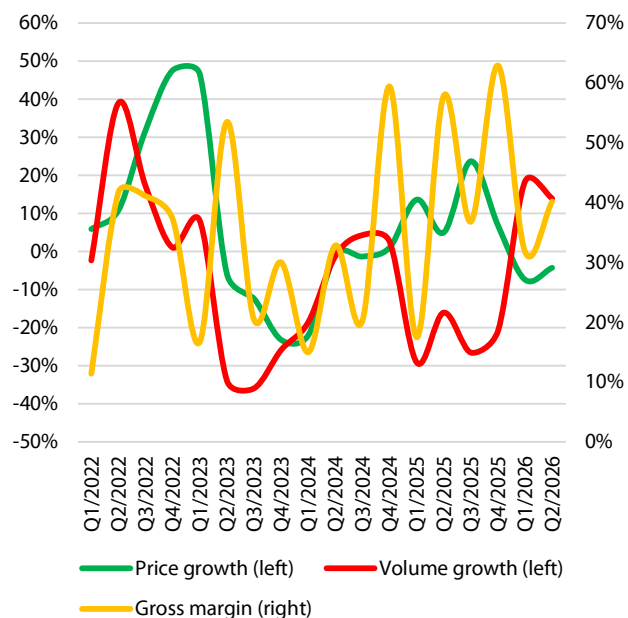
Source: FMC, RongViet Securities

Figure 1: Average shrimp volume (tons, left) and selling price (thousand VND/kg, right)



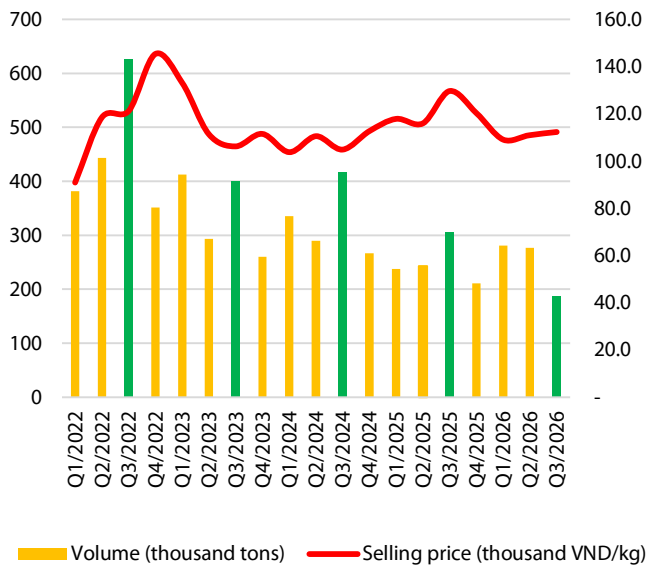
Source: FMC, RongViet Securities

Figure 2: YoY Price and volume growth (% , right) and shrimp segment gross margin (% , left)



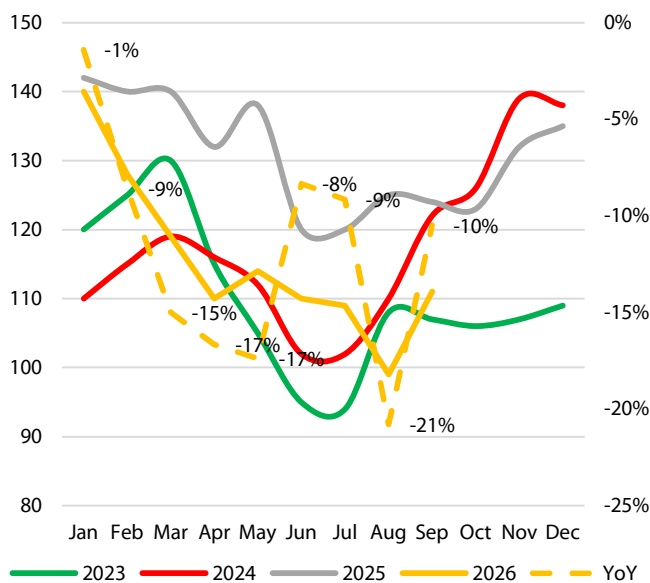
Source: FMC, RongViet Securities

Figure 3: Average agricultural volume (tons, left) and selling price (thousand VND/kg, right)



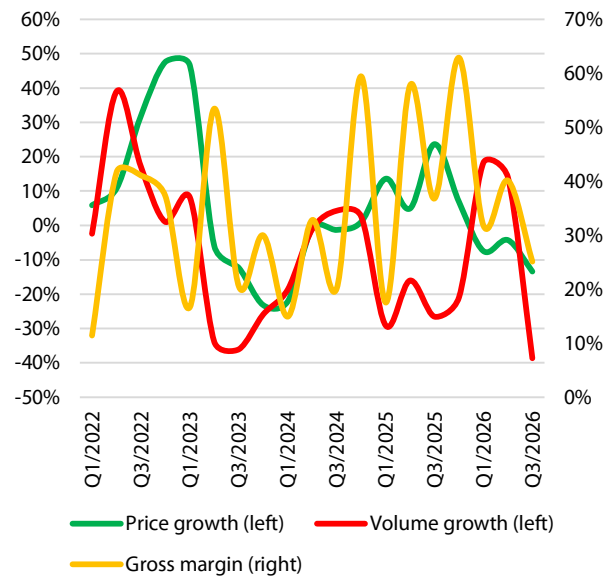
Source: FMC, RongViet Securities

Figure 5: Raw whiteleg shrimp selling price (thousand VND/kg, left) and growth (% , right)



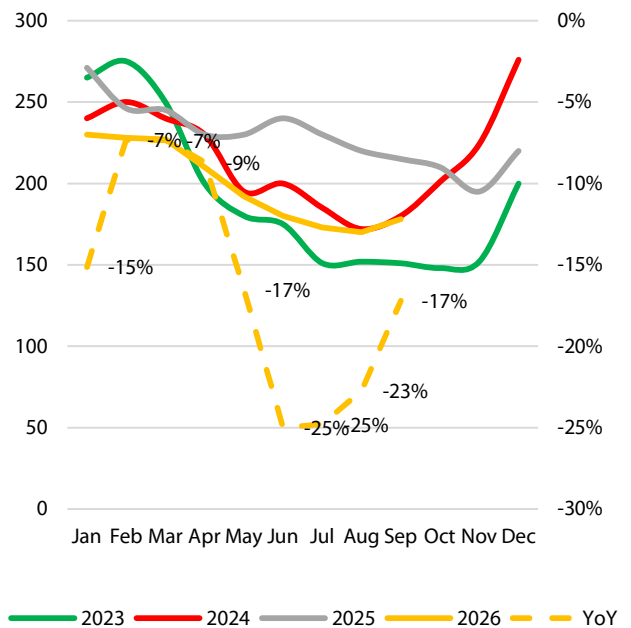
Source: Agromonitor, RongViet Securities

Figure 4: YoY price and volume growth (% , right) and agricultural segment gross margin (% , left)



Source: FMC, RongViet Securities

Figure 6: Raw black tiger shrimp selling price (thousand VND/kg, left) and growth (% , right)



Source: Agromonitor, RongViet Securities

Table 2: Key indicators in Q3/2026

Indicator	Q3/2026	Q2/2026	+/- (QoQ)	Q3/2025	+/- (YoY)
Profitability indicators					
Gross profit margin	17%	15%	+210 bps	14%	+267 bps
EBITDA/Revenue	10%	11%	-121 bps	4%	+636 bps
EBIT/Revenue	8%	9%	-92 bps	3%	+573 bps
Net profit margin	7%	10%	-272 bps	3%	+418 bps
Operational efficiency					
- Inventory days	53	84	(31)	23	30
- Receivables days	32	28	4	38	(6)
- Payables days	20	13	7	7	13
Leverage (%)					
Total debt/Total Equity	55%	51%	+367 bps	49%	+587 bps

Source: FMC, RongViet Securities

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