

INTRODUCTION

1. The necessary of this research

Fisheries is one of the key economic sectors in Vietnam. In recent years, the fisheries sector has significantly contributed to the transformation of the agricultural and rural economic structure and has made a relatively large contribution to Vietnam's export turnover. However, the fisheries industry also faces certain difficulties such as climate change, trade barriers like anti-dumping law, rigorous inspection process before importing to the US, China, Japan that lead to many difficulties of the production and business situation of seafood enterprises. This situation requires seafood companies in general and listed seafood companies in particular to improve their competitiveness, especially their governance capacity.

The use of financial analysis information in general and business performance analysis in particular as a supporting tool in corporate governance and administration for most listed seafood companies has not been paid attention. The survey result shows that the business managers do not pay much attention to business performance analysis and the business performance analysis indicators which are mainly compulsory indicators for the listed companies. Based on the above reasons, the author chose the topic "Completing analysis of business performance in listed seafood companies in Vietnam".

2. Literature review

In recent years, there have been many domestic and foreign studies researching on issues related to analysis of business performance. The author reviewed the previous research that focus on database for business performance analysis, analytical process, analytical method, and content of business performance analysis.

The previous research on business performance analysis in the world and in Vietnam reviewed in other spaces and times,

with different perspectives have brought great value in theory as well as practice. However, there are some gaps that need more research in the future such as the database for analysis has not yet been used or less use of managerial reports, industry average reports, and the reports of another companies in the same industry. This trigger an incomplete and incomprehensive information from the analysis. Moreover, the use of traditional analytical methods such as assessment methods will also limit the information provided to company executives and investors. In addition, the analyzing the business performance which only considering the contents in economic aspect is not comprehensive. Especially for listed companies that cause mistakes in management decisions and investment decisions. Furthermore, there is no research directly related to the completion of business performance analysis in listed seafood companies in Vietnam. Therefore, this is a research gap for this thesis and the thesis can inherit and apply the published research in the process of completing this thesis topic.

3. The research objectives

Based on the framework of theoretical system and views on business performance, analysis processes, analysis method, and content of business performance analysis, this research shows current status of business performance analysis in listed seafood companies in Vietnam. The thesis sets out the following objectives:

*** Overall objective:**

Based on the theoretical basis of the business performance analysis and the survey results on the business performance analysis in the listed seafood companies in Vietnam, the overall objective of the thesis is to research and propose solutions that completing business performance analysis in listed seafood companies in Vietnam. These studies

set out in terms of analysis serving the information needs of managers and investors.

*** Detail objectives:**

From the above overall objective, the specific research objectives of the thesis are determined as follows:

- Systematize the theoretical basis of business performance and business performance analysis;
- Research and evaluate the status of business performance analysis in listed seafood companies in Vietnam through the results, limitations and causes;
- Postulate and recommend solutions to complete the business performance analysis in listed seafood companies in Vietnam.

4. Research statement and research scope

4.1. Research statement

The research object of the thesis is operational efficiency analysis in enterprises.

4.2. Research scope

The research scope of the thesis is limited as follows:

- The thesis focuses on researching theoretical and practical issues about business performance analysis including database, process, method and content analysis at listed seafood companies in Vietnam that aim to provide information for managers and investors;
- The thesis investigates the current status of business performance analysis in listed seafood companies in Vietnam until 2019 and recommends solutions to complete the business performance analysis in listed Vietnamese seafood companies from year 2021;

The thesis focus on Vietnamese seafood companies which listed on three stock exchange of Hanoi (HNX), Ho Chi Minh (HoSE) and Upcom.

5. Research methods

On the basis of the methodology of dialectical materialism, historical materialism, to have the course-based analysis and assessment. The thesis uses research methods including synthetic method, comparative methodc analysis method. Besides, the thesis applies the statistical method described through SPSS to evaluate the current situation of analyzing business performance in listed seafood companies in Vietnam.

6. Significance of the research

* *Significance in theory*: The research builds a theoretical framework of business performance and business performance analysis that showing the role of business performance and business performance analysis; database, process, method and content of business performance analysis on economic and social aspects. The research results of the topic supplement the theoretical framework of business performance and business performance analysis that help researchers, teachers, managers and interested people have a systematized view of the business performance analysis. Besides, the thesis also points out the factors affecting business performance analysis in enterprises. At the same time, the thesis also gives the lessons of business performance analysis for firms operating in Vietnam through researching experience in business performance analysis around the world.

* *Practical significance*: The thesis investigates and the current situation of business performance analysis in listed seafood companies in Vietnam on the following aspects:

databases, processes analysis, analytical methods and analytical content on economic and social aspects to 2019. On that basis, the thesis assesses the achieved results, the limitations and points out the cause of the limitations in business performance analysis in seafood companies in Vietnam. Then, the thesis proposes and recommends practical solutions to improve the analysis of business performance in listed seafood companies in Vietnam. These solutions are built on the basis of theory and practical experience in line with the policy and development orientation of the fisheries industry and fisheries companies since 2021.

7. The structure of the thesis

Exclude introduction, conclusion, list of acronyms, list of references, appendices, the structure of the research includes 3 chapters.

Chapter 1. Theoretical framework of business performance analysis

Chapter 2. The results of business performance analysis in listed seafood Companies in Vietnam.

Chapter 3. The recommendations and solutions to complete business performance analysis in the listed seafood companies in Vietnam.

CHAPTER 1: THEORETICAL FRAMEWORK OF BUSINESS PERFORMANCE ANALYSIS

1.1. Overview on business performance

1.1.1. The concept of business performance

Business performance (business efficiency) is an economic concept that reflecting the level of using resources and the efficiency of using those resources in order to bring the highest benefit to businesses and society. With this point of view, business performance is expressed through correlation between input resources with the benefits obtained. Moreover, considering the conditions of specific space and time, the business efficiency of enterprises must always be associated with social efficiency.

1.1.2. The roles of business performance

Firstly, business efficiency is an important measure of an enterprise's success in governance.

Secondly, business efficiency is the factor promoting competition and progress in production and business activities.

Thirdly, business performance is the factor promoting social development, improving social efficiency.

1.2. Overview on business performance analysis

1.2.1. The concept of business performance analysis

Business performance analysis of enterprises is the application of analytical methods to evaluate the operational efficiency of enterprises in the past and present and forecast the business performance in the future, thereby helping users to use information to make decisions. appropriate to achieve economic as well as social goals.

1.2.2. The goals of business performance analysis

1.2.3. The database of business performance analysis

To conduct business performance analysis, it is necessary to have a complete, timely and appropriate database. Databases serving business performance analysis can be obtained from many sources but basically divided into data inside and outside the enterprise.

1.2.4. The procedure of business performance analysis

Business performance analysis is performed through three phases: Analysis preparation phase; phase of analysis; the end phase of the analysis.

1.2.5. The methods of business performance analysis

To conduct business performance analysis of the enterprise, analysts often use a combination of specific technical methods in analysis such as evaluation method, factor analysis method, forecasting method, and so on. Each method has different effects, and is used in different analytical contents. As follows:

1.2.5.1. Evaluation methods

This is the most commonly used method in operational efficiency analysis, including: comparison method, division method and graph method

1.2.5.2. Factor analysis method

Factor analysis is an analytical method used to study the influence of factors on the indicators reflecting operational efficiency. Factor analysis methods include the following methods: Dupont method, which determines the impact level of each factor.

1.2.5.3. Prediction method

The forecasting method is used to forecast the operational efficiency and growth of enterprises. There are many different methods to predict future economic and financial indicators; including regression method, econometric model method.

1.2.6. The content of business performance analysis

1.2.6.1. Content analysis of business efficiency on economic aspects

From the economic perspective, the content of business performance analysis must improve the level of resource use and the benefits that the enterprise gains from using that resource. Therefore, the thesis divides the content of the business performance analysis from economic aspects into the content of operation performance analysis, the content of cost efficiency analysis, the content of the analysis of the efficiency of capital usage, and the content of the analysis the profitability.

**** Analysis of operation performance***

To analyze the business performance of an enterprise, use the following criteria: Net profit margin from selling good and products activities, net profit margin from operating activities, pre-tax accounting profit margin, profit after tax rate. When analyzing the operation performance using the method of comparing the indicators between the analysis period with the original period (this period with the previous period, data of one enterprise with other enterprises in the same industry ...) and base the value of each indicator, in the comparison results, on the characteristics of the business lines of the enterprise to evaluate the business performance of the enterprise in the period.

**** Cost effectiveness analysis***

Analyzing the cost effectiveness of an enterprise use the following criteria: cost rate, cost of goods sold rate, cost of sale ratio, and administrative cost ratio. Analyzing the efficiency of using costs, people often use the comparison method to determine the criteria of the cost ratio in the analysis period with the original period (this period with the previous period,

data of one enterprise with another firm in the same industry ...), and based on the value of each indicator on the results of comparison, specific business lines of the business to evaluate the cost management situation of the enterprise in the period.

*** *Analysis of the effectiveness of capital usage***

- Analysis of the efficiency of using operational capital

Analysis the efficiency of using operational capital is to evaluate the management and use of capital in the business process of the business. When analyzing capital efficiency, using criteria: efficiency of using operational capital. When analyzing the efficiency of working capital using the method of comparing the indicators between the analysis period with the original period and the factor analysis method, analyzing the nature of the impact of the factors on capital efficiency. business of the business.

- Short-term capital turnover ratio

Short-term capital is the monetary expression of short-term assets. In the production process, short-term capital of enterprises continuously moves through different stages of the production and business cycle. The fast or slow turnover of short-term capital reflects the situation of short-term capital turnover. When analyzing the rate of short-term capital turnover, people use two criteria: Number of short-term capital cycles and short-term capital turnover. When analyzing the short-term capital turnover ratio, we use the method of comparing the indicators between the analysis period with the base period and the factor analysis method, analyzing the nature of the effects of the factors on utilization efficiency of short-term capital.

- Inventory turnover ratio

Inventory turnover ratio is shown through two criteria: Inventory turnover and average inventory period. The ratio of inventory turnover compares the criteria of the current period with the original period, and the factor analysis method to determine the impact on the turnover of inventory ratio.

- Accounts receivable turnover ratio

Receivables are the capital of the business that is temporarily occupied by receivable capital turnover rate helps to provide information to the company's managers about the payment capital turnover speed, helps managers to have a credit policy and a reasonable debt recovery solution for each debt subject. The speed of payment capital turnover is shown in two criteria: the average number of debt recovery cycles and the average debt recovery term. When analyzing the turnover of accounts receivable, the method of comparing analytical criteria with the base period is used, and the factor analysis method to determine the impact on the rate of the accounts receivable turnover.

- Performance analysis using fixed capital

To analyze the efficiency of fixed capital, we use the index of fixed capital efficiency. When analyzing the efficiency of fixed capital use, the method of comparing analytical criteria with the base period is used, and the method of factor analysis to determine the impact on the efficiency of fixed capital use.

*** Analysis of the profitability of businesses**

- Profitability of operational capital

The profitability of operational capital is shown through the following criteria: Return on assets (ROA) and economic profitability ratio of assets (BEP – Break-even point). When analyzing business profitability, we use comparison method to

analyze indicators with the original period, Dupont method and factor analysis method to determine the influence of factors.

- Return on equity

Analytical criteria: Return on equity (ROE). When analyzing ROE, we use the comparison method, the Dupont method and the factor analysis method to determine the impact of factors on the ROE, and at the same time use the prediction method (econometric model) to analyze the impact of factors on the ROE.

*** Profitability of stocks**

For listed companies, in addition to the criteria determining profitability mentioned above, these companies can also assess their profitability through stock profitability ratios. These include earning per share (EPS), dividends on income per ordinary stock (D/E), dividend ratio on market price of each ordinary stock (D/P). These above rates use the method of comparing this period with the previous period of each indicator or comparing the enterprise's indicator with the industry average. Moreover, it is possible to use the method of analyzing the effects of each factor affecting each criterion to have appropriate solutions.

1.2.6.2. Analysis of business performance on social aspects

The analysis of business performance from a social perspective use groups of indicators to contribute economically to the society, groups of indicators to contribute to environmental protection and groups of other criteria.

- Group of indicators of economic contribution to the society: The level of contribution to the State budget, the average income of the employee.

- Group of contributing indicators in terms of environmental protection: Rate of reused by-products and

waste from input materials, level of investment in production waste.

- Group of other indicators: Benefits that businesses bring to the community such as: charity activities, gratitude, study promotion fund, and so on, and customer satisfaction index. To analyze social efficiency indicators, the method is mainly used comparison method. Comparison the same indicator between different years is to see the degree of variation or comparison the targets of enterprises with those of other companies in the same industry, same field of business, or comparison the business targets with the industry average.

1.3. Factor affecting the business performance analysis

- Internal factors:

The internal factors include firm size, characteristics of the enterprise's management apparatus, business industry characteristics, Knowledge and perception of business performance, human resources for analysis.

- ***External factors:*** International environment, national environment

1.4. The experience of business performance analysis around the world

1.4.1. Experience in analyzing business performance in several countries around the world

The thesis has studied the experience of using database, process, method and content to analyze business efficiency of enterprises in some countries around the world such as UK, USA, India, China.

1.4.2. Lessons for Vietnamese enterprises

Firstly, the database serving operational efficiency analysis should be obtained from many sources.

Second, the analytical method needs to be done in coordination with different methods and techniques.

Third, enterprises in Vietnam should learn from Chinese experiences in diversifying analytical indicators. At the same time, it is necessary to add the contents of the operational efficiency analysis on the social aspects to see the comprehensive in the operational efficiency of the company.

Fourth, the financial analysis in enterprises in general, the business performance analysis in particular depends a lot on the accounting standards, legal framework, as well as the socio-economic conditions of each country. Therefore, to help information of the business performance analysis in the listed companies in Vietnam to be compared with other countries in the world and easy to understand for international investors, the state agencies need to complete the accounting standards as well as the law on securities and stock market according to international practice.

**CHAPTER 2: THE RESULTS OF BUSINESS
PERFORMANCE ANALYSIS IN THE LISTED
SEAFOOD COMPANIES IN VIETNAM**

2.1. Overview of the listed seafood companies in Vietnam

2.1.1. The history of establishment and development of the Fisheries industry and the listed Fisheries companies in Vietnam

- The development of fisheries industry in Vietnam
- Establishment and development process of listed seafood companies in Vietnam

2.1.2. Organizational and managerial characteristics of listed seafood companies

The organizational characteristics of the management apparatus of listed seafood companies will affect the content and process of operational efficiency analysis.

2.1.3. Characteristics of business in the listed fisheries companies

The characteristics of products, raw materials, technical specifications, consumption markets of listed seafood companies have a great influence on the business performance analysis of the company.

2.2. The results of business performance analysis in the listed seafood companies in Vietnam

2.2.1. The results of database serving business performance analysis in the listed seafood companies in Vietnam

The survey results indicated 100% of companies interviewed have prepared databases for business performance analysis. However, most companies use internal information as the main database for business performance analysis, only 5 companies use external information.

2.2.2. Situation of business performance analysis process in listed seafood companies in Vietnam

From the survey results, the thesis used the statistical commands described on the SPSS obtained the statistical

results "the level of interest in the business performance analysis process" and "The level of business performance analysis process" in these companies. The results in the listed seafood companies showed that surveyed companies are only interested and perform analysis with the Mean of 3.67. The remaining phase in analysis have not been paid attention to.

2.2.3. Current situation of business performance analysis method in listed seafood companies in Vietnam

From the survey results, the thesis ran the statistical commands described on the SPSS obtained the statistical results "the level of interest in the business performance analysis method" and "The level of business performance analysis method" in the companies. The result in the listed seafood companies showed that the surveyed companies are only interested in using comparison method (with Mean = 4). The remaining methods have not been paid attention to.

2.2.4. The results of the content of business performance analysis in listed seafood companies in Vietnam

2.2.4.1 The results of the content of business performance in terms of economics in listed seafood companies in Vietnam

From the survey results, the thesis ran the statistical commands described on the SPSS to obtain the statistical results of "interest level" and "performance level" of business performance analysis indicators; cost effectiveness analysis; analysis of capital efficiency; and criteria for analysis of profitability in listed seafood companies in Vietnam. Furthermore, the thesis synthesized the survey results of managers and investors on the use of information from capital efficiency analysis to support decision making.

2.2.4.2. Situation of the content of analyzing business efficiency on social aspects in listed seafood companies in Vietnam

According to the survey of the reliability of business performance analysis on social aspects in listed seafood companies, the research used the comparison method. And the

researcher used SPSS to show descriptive statistics. The statistical results on the level of interest and performance of operational efficiency analysis indicators in social aspects at listed seafood companies revealed that the listed seafood companies interested in analyzing business performance on the average level. However, the level of using business performance analysis indicators on social aspects of listed seafood companies is still low.

2.3. Evaluate the current situation of business performance analysis in listed seafood companies in Vietnam

2.3.1. *The achievements*

- *Regarding the business performance analysis database:* according to the survey, listed seafood companies have collected and prepared the database for the operational efficiency analysis, the information for analysis has also been taken. information inside and outside the company, there is information on the financial statements and information on the international management report. Regarding the business performance analysis process: listed seafood companies have analyzed the business performance according to the document collection process, analyzed and made analysis reports. The process, although incomplete, has met the need for basic information.

- *Regarding business performance analysis method:* according to the survey, the majority of listed seafood companies have used simple business performance analysis methods to analyze.

- *Regarding the content of business performance analysis:* the majority of surveyed seafood companies have analyzed the contents of business performance mainly in economic aspects.

2.3.2. *The limitations and the causes*

2.3.2.1. *The limitations*

* ***About database analysis***

In collecting and synthesizing information supporting business performance analysis in the listed seafood companies in Vietnam, they still rarely use management reports and general economic information. These documents help to analyze the business performance of the company in detail, in full details and more timely.

*** *About process analysis***

In analyzing the listed seafood companies, there is almost no analysis preparation phase. Although there are a number of companies that have fully performed the work such as implementing and finishing the analysis, it is still not scientific and methodical.

*** *About analytical method***

The business performance analysis method used is simple, only comparative, not reflecting the impact level of each indicator.

*** *About content analysis***

The content of analyzing business performance in the listed seafood companies is simple, incomplete with targets, and the calculation of some indicators is not correct. These companies do not pay attention to business performance analysis in social aspects.

2.3.2.2. *The causes*

* Objective cause: due to the lack of regulations on corporate financial analysis as well as business performance analysis

* Subjective cause: Management's awareness of financial analysis and business performance analysis is still limited

CHAPTER 3: RECOMMENDATIONS TO COMPLETE BUSINESS PERFORMANCE ANALYSIS IN THE LISTED SEAFOOD COMPANIES IN VIETNAM

3.1. Socio-economic context and development orientation of Vietnam's fisheries sector

3.1.1. The socio-economic context influences the listed seafood companies in Vietnam

3.1.2. Development orientation of the Fisheries industry

According to the fisheries development strategy to 2030, with a vision to 2045, the strateg aims to build and develop Vietnam's fisheries sector to meet the requirements of marine economic development in line with the Vietnam Marine Strategy. By 2030, to meet the requirement of socio-economic development, the fisheries industry will keep contributing to strengthening national defense and security and protecting national sovereignty over the islands in Vietnam.

3.2. Viewpoints and principles of completing business efficiency analysis in listed seafood companies in Vietnam

3.2.1. Complete viewpoint

Firstly, the improvement must be based on the State's regulations on the accounting standards, the compulsory reporting regulations for listed companies, the regulations of the Stock Exchange and the State Securities Commission.

Second, the completion must be able to accurately and comprehensively evaluate the efficiency of objects and resources in the enterprise.

Third, the completion must be consistent with industry characteristics and with listed companies being public companies.

Fourth, the completion must comprehensively evaluate business performance according to different levels.

Fifth, the completion must be in line with the world's development trend of business performance analysis and

convenient to apply information science and technology to analysis.

Sixth, the completion content must have full economic and social efficiency aspects.

3.2.2. The principle of completion

Completing business performance analysis in the listed seafood companies must ensure the appropriate principle, principle of synchronization, principle of unity, flexible principle, and feasibility principle.

3.3. Complete solution to analyze business performance in listed seafood companies in Vietnam

Based on the orientation, viewpoints and principles of completion, the thesis postulates some basic solutions and recommendations to complete the analysis of business performance in the listed seafood companies in Vietnam

3.3.1. Recommendations on business performance analysis database

Based on the current status of the operational efficiency analysis database in listed seafood companies, the research give some recommendations and solutions to complete the database as follows:

Firstly, firms need continue to use information on the financial statements include balance sheet and profit and loss statement. Moreover, the listed seafood companies should add necessary information on the cash flow statement and notes to the financial statements.

Second, these firms should collect and use governance reports.

Third, these firms should add additional information outside the company to serve business performance analysis.

Fourth, add additional information to serve business performance analysis on social aspects.

3.3.2. Solutions group to complete the business performance analysis process

Stemming from the current situation of listed seafood companies in Vietnam, the research proposes solutions to standardize the business performance analysis process including the following steps: Planning analysis, collecting data bases for analysis, perform analysis and finish analysis.

3.3.3. Solution group to complete the method of analyzing business performance

Based on the current situation of using the business performance analysis method of listed seafood companies, the thesis gives some complete solutions such as: completing the comparison method and adding factor analysis method and prediction method.

3.3.4. Group of solutions to complete the content of business performance analysis in listed seafood companies in Vietnam

3.3.4.1. Complete the content of operational efficiency analysis in listed seafood companies on economic aspects

**** Complete content to business performance analysis***

The solutions based on the current situation of analyzing the business performance of the fisheries companies listed in Stock Exchange. The research gives some solutions to complete the business performance analysis criteria.

Solution

Continuing to use the criteria that listed seafood companies are using, which are the profit rate from operating activities and the after-tax profit rate, and add the pre-tax accounting profit rate target and adding specific criteria for the fisheries sector

**** Complete the content of cost effectiveness analysis in listed seafood companies***

The solutions to complete cost efficiency analysis criteria helps administrators to see both general and detailed cost management skills, considering whether the use of costs is really effective. Thereby they gives out the solutions to manage costs more reasonably.

Solution

- Analytical criteria: in addition to the 3 criteria that the two companies analyzed, which are the cost of goods sold rate on sales revenue, the ratio of cost of goods sold on sales revenue and the ratio of administrative expenses on sales revenue, then need to add: the ratio of operating expenses to total net revenue; the ratio of financial expenses to total net revenue; add more specific criteria of the fisheries sector, which is the raw material cost ratio.

** Complete content analysis of capital efficiency in listed seafood companies*

The solutions completing the criteria for analysis of capital efficiency help the managers of enterprises grasp complete and accurate information about the efficiency of business capital usage, the efficiency of each type of capital and the factors affecting the efficiency of capital use of the business.

The completing solutions

These firms should continue to use the criteria that listed seafood companies are analyzing at present, adding the indicators of short-term capital turnover and short-term capital turnover, adding the indicators of average inventory period, average accounts receivable ratio, and average accounts receivable period. These firms should continue to use the ratio of the efficiency of fixed capital usage, however the denominator must be calculated by average equity.

** Completing profitability analysis criteria*

The basis of complete solution

Derived from the assessment of the profitability analysis criteria and specificity of the listed seafood companies in Vietnam, the research proposes solutions to complete this content as follows: Continuing to use profitability analysis indicators such as ROS, ROE, ROA, Profit ratio from operating activities/net sales, and adding additional analytical

criteria that the listed seafood companies have not used include: break-even point (BEP); EPS, D/E, D/P.

3.3.4.2. Complete the system of analyzing business performance indicators in social aspects

The basis of completing solution

Complete business performance analysis criteria on social aspects will help provide fully and accurately the information on operational efficiency of fisheries companies in terms of contributing to the sustainable development of enterprises, and the whole society. Stemming from the assessment of the current operational efficiency analysis criteria on the social aspects and specifics of the listed seafood companies in Vietnam, the research proposes solutions:

Add groups of indicators of economic contribution to society; group of indicators for contributing to environmental protection and other indicators of listed seafood companies in Vietnam.

3.4. Conditions for implementing the solutions

3.4.1. For state agencies

It is necessary to supplement legal documents specifying the content of the analysis, the system of analytical criteria, the method and the analysis process. The Ministry of Finance also needs to issue strict regulations on the disclosure of financial statements information to ensure timely and higher quality.

3.4.2. For seafood listed companies in Vietnam

Increasing awareness of the role of business performance analysis, improving professional qualifications for analysts, organizing a specialized analytical apparatus.

CONCLUSION

Listed companies on the stock market in general and listed Fisheries companies in particular, the transparency of financial information, especially business performance is extremely important. The information provided from business performance analysis will help the company's administrators to evaluate the current operational performance, strengths, limitations and the causes of limitations to give out the decisions that are consistent with the company's strategy. On the basis of the theory and collected survey data, the research topic "Completing business performance analysis in the listed seafood companies in Vietnam" has analyzed and achieved some results.

Firstly, the thesis systematized and clarified the basic issues of business performance and the business performance analysis according to different perspectives, thereby giving the views of the researcher business performance and business performance analysis.

Secondly, the thesis has outlined the process of formation and development of listed seafood companies, characteristics of the fisheries sector affecting operational efficiency and business performance analysis. And the thesis investigated the reality of current business performance analysis in listed seafood companies. Thereby, the thesis assesses the achieved results, limitations and causes of limitations in the business performance analysis of these companies.

Thirdly, the thesis has pointed out the development orientation of the Fisheries industry in general and the listed Fisheries companies in particular to 2030 with a vision to 2045. At the same time, the thesis has also proposed six points of

view and five principles of completion. This is the basic premise to achieve the research purposes of the thesis.

Fourthly, the thesis has achieved the most basic goal of providing solutions to complete the business performance analysis in listed seafood companies on three angles: Completing the analytical method, especially the forecasting method by regression analysis, perfecting the analytical content on the economic and social aspects, and perfecting the analytical process.

Fifthly, the thesis has proposed some solutions to implement the above solutions, which are recommendations to state agencies and recommendations to listed seafood companies.