

IR NEWSLETTER

3rd QUARTER OF 2023

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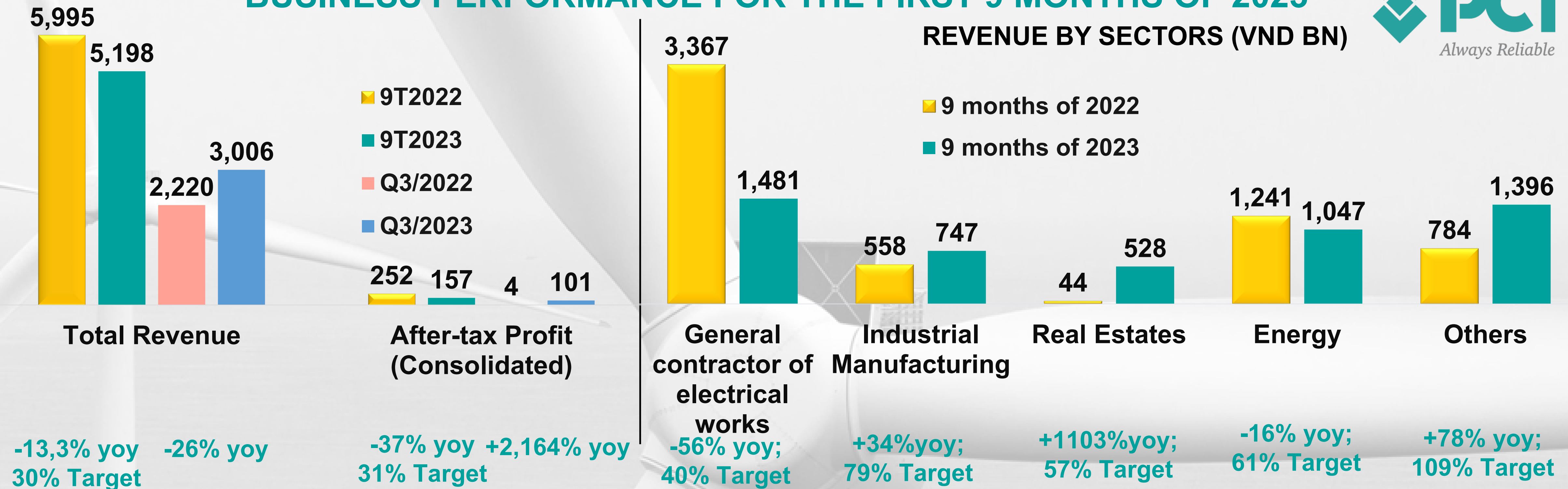


GENERAL INFORMATION

▲ Stock code	PC1
▲ Listed place	HOSE
▲ Market cap (VND billion) on 30 Oct 2023	7,098
▲ Number of outstanding shares	270,433,002

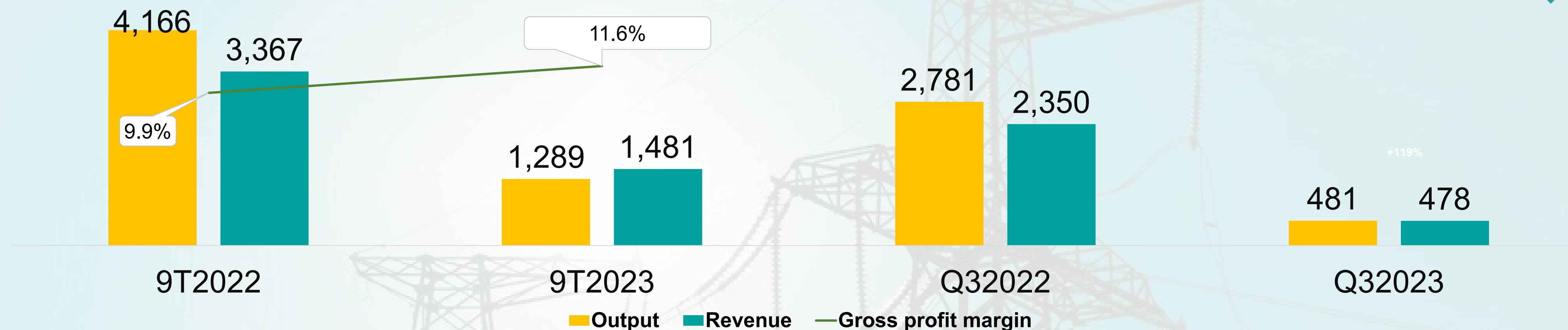
"INNOVATION - CREATIVITY - DEVELOPMENT"

BUSINESS PERFORMANCE FOR THE FIRST 9 MONTHS OF 2023



- Net revenue in the third quarter of 2023 reached 2,220 billion VND; decreased 26% over the same period. However, gross profit recorded 534 billion VND, an increase of 35%. Profit after tax reached nearly 101 billion VND (4 billion VND in the same period), of which the parent company's profit after tax reached 66 billion VND. Accumulated in the first 9 months of the year, revenue reached 5,198 billion VND, consolidated profit after tax was 157 billion VND, reaching 31% of the year plan.
- Fluctuations in business results for the third quarter and accumulated 9 months are mainly due to the following reasons:
 - The company has exported mineral concentrates and recorded business results.
 - In the third quarter of 2023, business results of the industrial park exploitation and operation sector were recorded, while in the same period last year, there were no business results in this field.
 - Energy field: Due to the impact of El Nino phenomenon on hydropower, the electricity output of hydroelectric plants decreased, which is the main reason leading to a decrease in electricity sales revenue and gross profit from electricity sales compared to the same period last year.
 - Construction sector: 9-month revenue decreased, leading to a decrease in gross profit compared to the same period last year.
 - Financial costs: Loan interest rates fluctuated compared to the same period last year, leading to increased interest costs. In addition, the ore processing plant of Tan Phat Minerals Joint Stock Company went into operation in June, so the time to capitalize interest costs has expired, which is also the reason for the increase in interest costs compared to the same period last year.

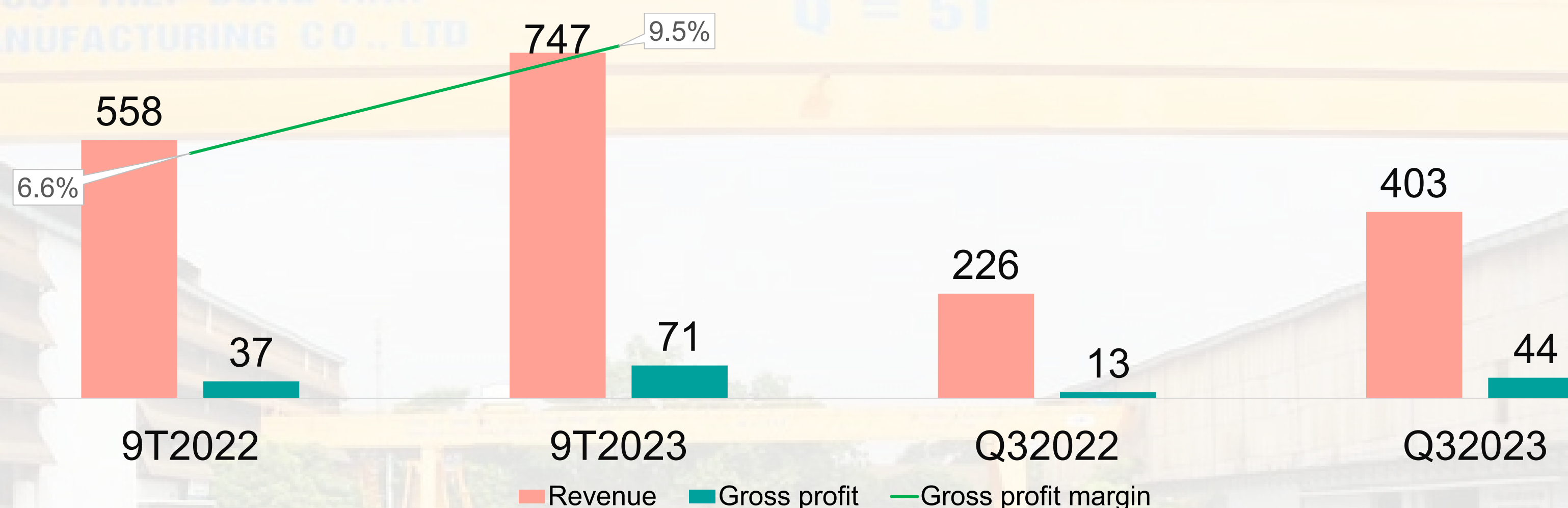
GENERAL CONTRACTOR OF ELECTRICAL WORKS



- Power plan VIII was approved by the government on May 15, 2023. In July 2023, the Ministry of Industry and Trade submitted for approval the implementation plan of Electricity Planning VIII. More time is still needed to supplement relevant legal policies, so power sector investors (EVN, power plant investors) have not implemented many large-scale projects.
- Output in the field of construction and installation, general contractor of electrical works decreased over the same period due to difficulties in investment capital from inside and outside EVN, projects that are not urgently postponed or stopped new investment in the field of construction. installation and general contractor for electrical projects. Projects with investment plans have delayed legal procedures to issue bidding documents.
- Revenue in the field of general electrical engineering works in the first 9 months of 2023 reached VND 1,481 billion, down 56% over the same period last year, reaching 40% of the year plan. Gross profit margin improved compared to the previous period reaching 11.6%. New contract value in the period reached 968 billion dong, backlog remained high, reaching 3,590 billion dong.
- The value of newly signed contracts during the period reached 1,576 billion VND, the backlog remained high, reaching 3,738 billion VND (including VAT)
- It is expected that in the 4th quarter, revenue in the electrical project general contractor field will reach 986 billion VND.
- PC1 is continuing to research and expand foreign markets: focusing on 03 renewable energy projects to sell electricity to Vietnam in Laos, signing a 500kV transmission package for Moonson project, completing development projects to expand international markets. For the domestic market, PC1 focuses on closely following the bidding for the 500kV circuit 3 expansion line project and customers in the transitional renewable energy project group. Expanding the market for solar power products, BESS, and smart warehouses; OCC TT for industrial parks and FDI projects.

INDUSTRIAL PRODUCTION

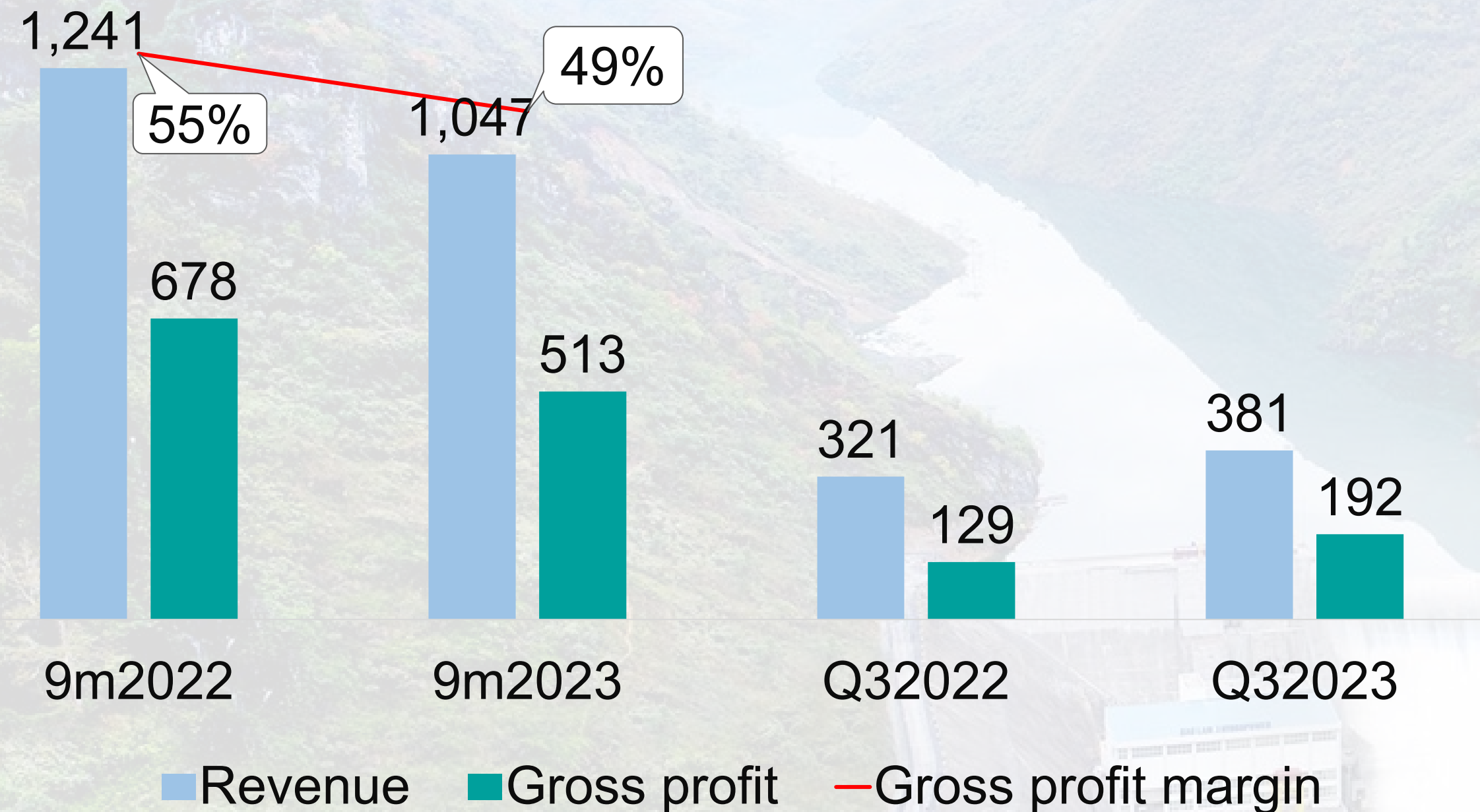
REVENUE & GROSS PROFIT (VND BN)



- Revenue for the first 9 months of 2023 reached VND747 billion, achieving 79% of the annual plan. Overseas market: Continue to sign new orders, currently producing and delivering additional Mono Pole PO35 and PO36 poles for export to Australia. Domestic market: Implementing projects: Rạch Giá 2 – Kiên Bình, 500kV Long Thành substation.
- The number of new contracts signed in the period reached VND865 billion, with a backlog value of VND 569 billion at the end of the period.
- In Q4, the company will continue to focus on market activities and bidding according to plan, both within and outside the EVN industry, and domestically and internationally (Australia, Japan, Pakistan, etc.).
- It is expected that Q4 revenue will be estimated at VND363 billion, and the estimated annual revenue will be VND 1,110 billion, reaching 117% of the 2023 plan.

ENERGY INVESTMENT

REVENUE & GROSS PROFIT (VND BN)



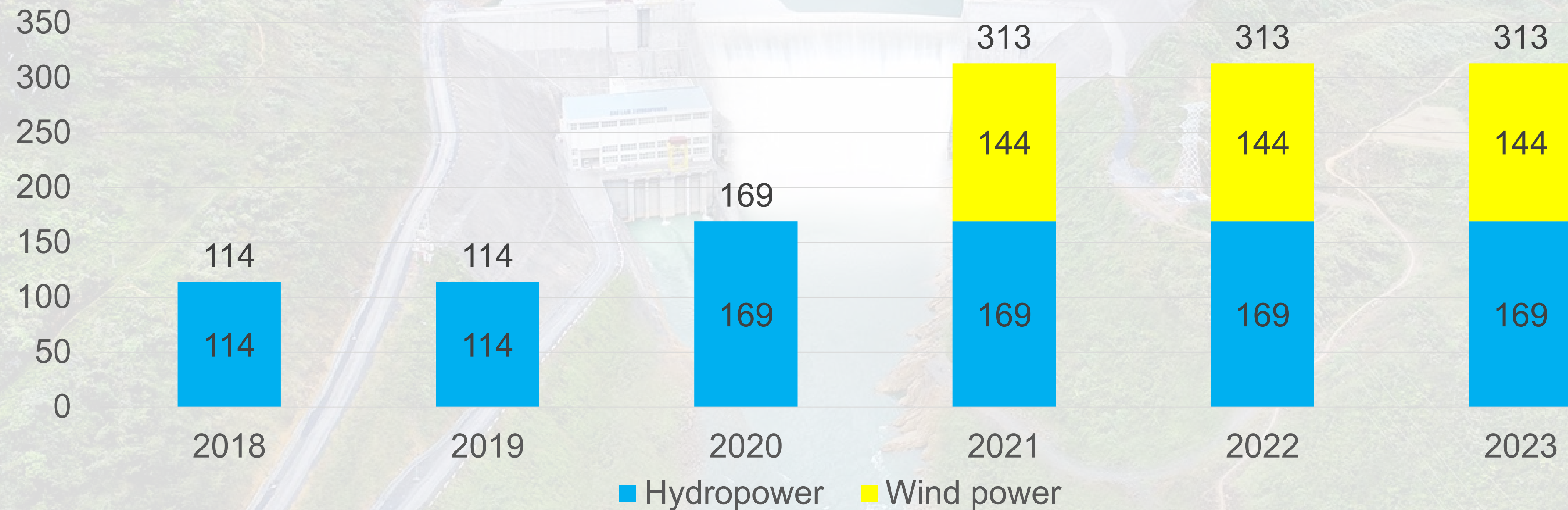
- Revenue in the first 9 months of 2023 reached 1,047 billion VND, equivalent to 61% of the year plan. Due to the negative impact of adverse weather phenomena, hydropower output was low and began to improve from the third quarter. Wind power operated stably and met the plan.
- Estimated annual electricity production revenue is estimated at 1,445 billion VND, equivalent to 83% of the year's plan.

Power plants	Capacity (MW)	9 months of 2022		9 months of 2023		2023 Target	
		Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)
Hydropower	169	564	716	331	417	600	773
Wind power	144	267	526	309	624	464	934
Total	313	831	1,242	640	1,041	1,064	1,706

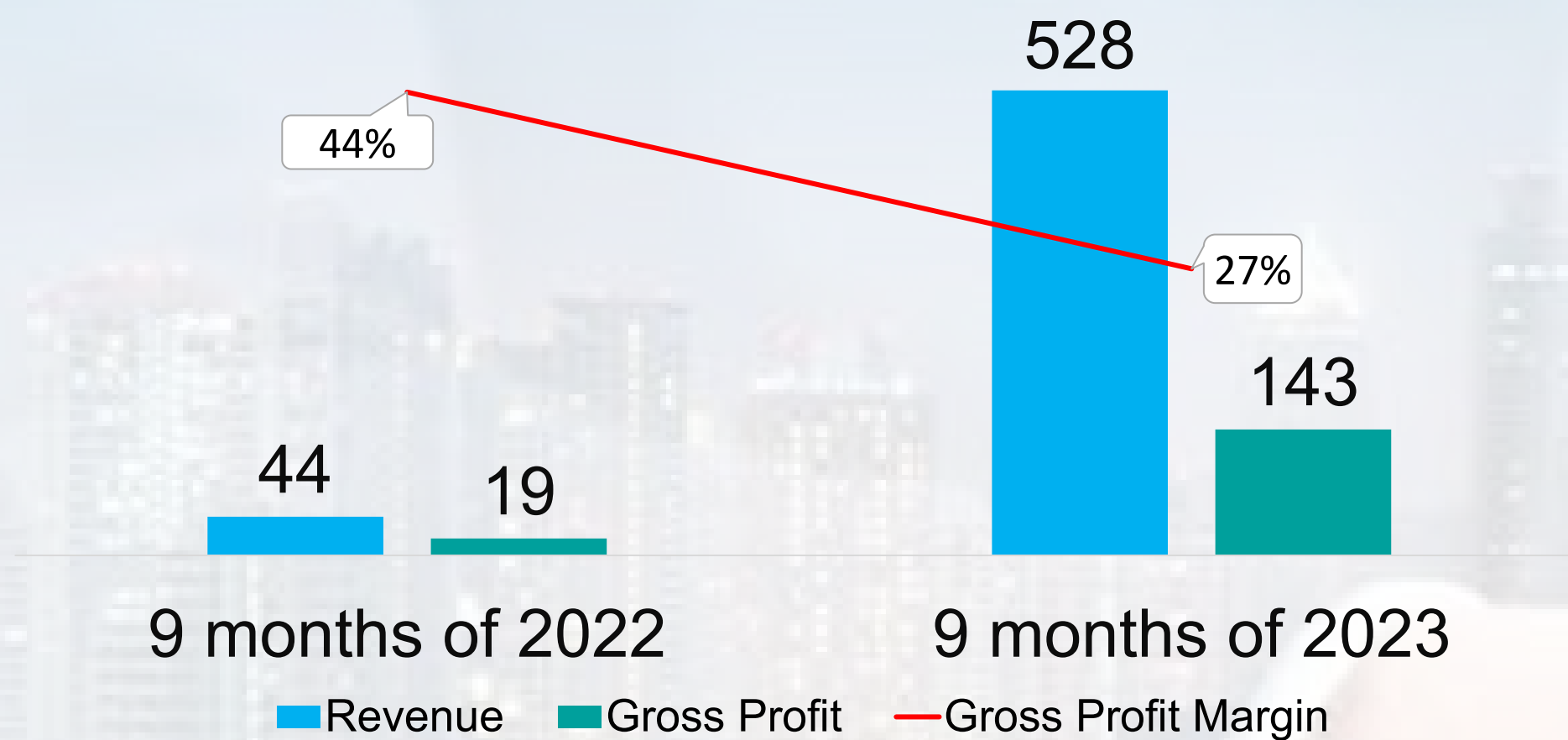
ENERGY INVESTMENT

- Bao Lac A 30 MW and Thuong Ha 13 MW hydropower projects are expected to start construction in late 2023 and early 2024, expected to be completed in 2025-2026.
- Research, evaluate the market, update policies to develop an energy investment strategy.
- Continue to work on Onshore project development in Quang Tri.
- Looking for investment partners, looking for investment opportunities in new energy projects.

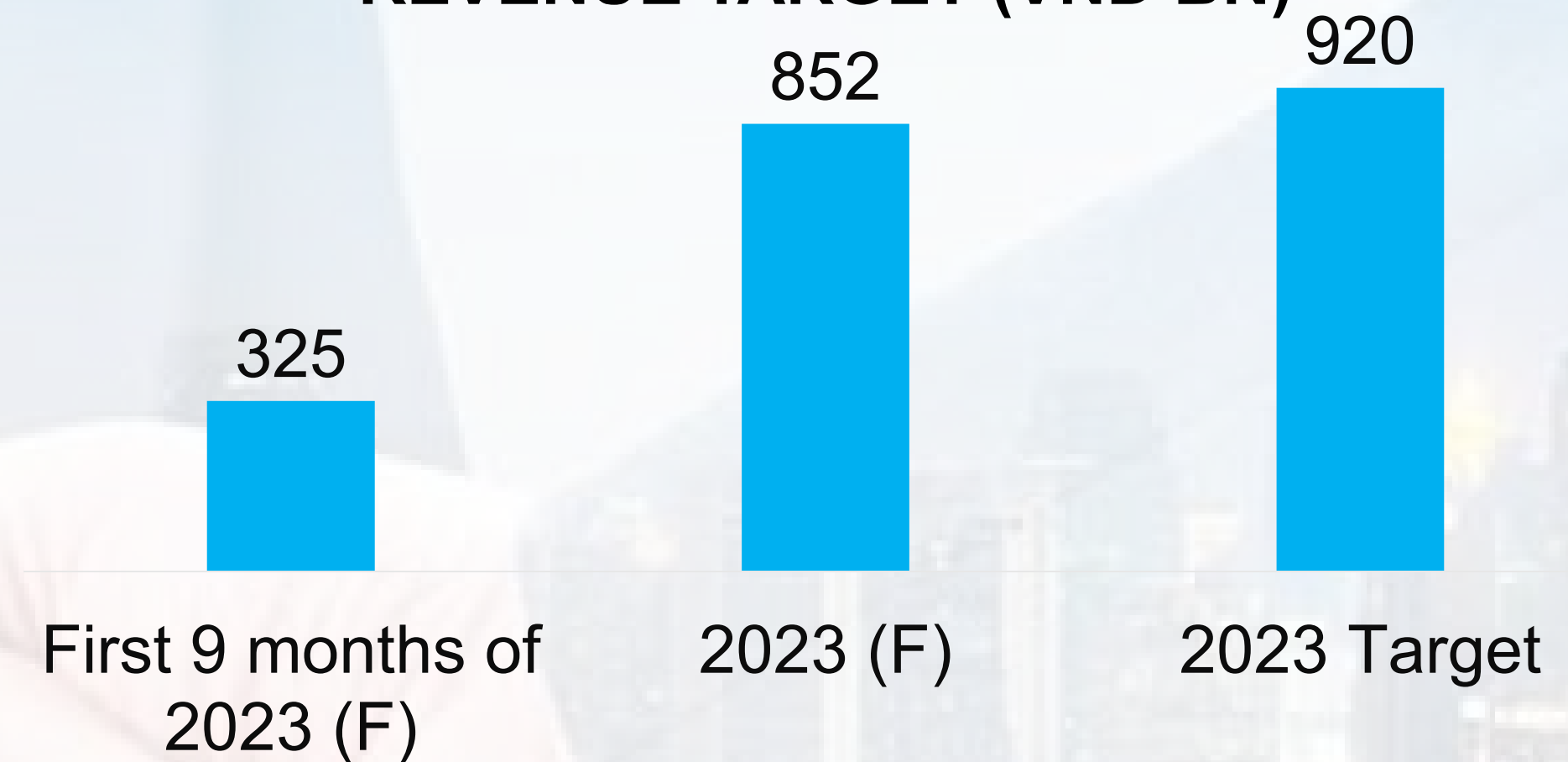
CAPACITY BY THE TIME OF POWER GENERATION (MW)



REVENUE & GROSS PROFIT (VND BN)



REVENUE TARGET (VND BN)



- **Industrial real estate:**

- + Revenue from exploitation and operation of Japan - Hai Phong industrial park in the first 9 months of 2023 reached 474 billion VND, accounting for 90% of real estate revenue.

- + The company is continuing to apply for an investment policy for Hai Phong Industrial Park and surveying to establish an industrial park investment project in Ba Ria - Vung Tau province.

- **Residential real estate:**

- + The company is focusing on completing investment procedures for Gia Lam and Bac Tu Liem projects

MINERALS AND NEW MATERIALS

After exporting the second batch of nickel ore concentrate, the company recorded revenue in the first 9 months of the year reaching more than 598 billion VND. The company continues to maintain good performance in production operations, environmental protection, occupational safety and hygiene and complete procedures to deploy investment in phase 2 of the project.



The delegation inspects the field at the open pit mining site
Tan Phat Nickel– copper



PC1 Group continuously honored for Top 50 listed companies in Vietnam

In a year full of volatiles and challenges for the global economy, PC1 Group affirmed its prestige by being honored for the 4th time in the prestigious award “Top 50 Listed Companies” in 2023 published by Forbes Vietnam Magazine.

With a brand position and outstanding capacity; Applying digital technology to intelligentized management and administration activities; Digitize products and services to improve customer experience. We are committed to unstoppable researching, learning and creating to run their company successfully with strategic goals and gradually reach the international level.



PC1 AUSTRALIA EFFORTS TO CONTRIBUTE IN THE GREEN ENERGY TRANSITION JOURNEY IN AUSTRALIA

PC1 Australia is a member company of PC1, established to strengthen international cooperation, digital transformation and sustainable business development, creating a Brand and Prosperity PC1 Group. All-Energy Australia is Australia's largest and most anticipated renewable energy exhibition - connecting more than 250 suppliers and more than 10,000 experts from around the world, creating more opportunities for expansion. business network in the field of energy storage and renewable energy. Attending the event, PC1 Australia provided a diverse exhibition space for steel products, the latest technologies and electrical system solutions. Along with that is a team of experienced consultants in the field of EPC general contractors for line projects, transformer stations and industrial production.



OTHER INFORMATION

- Consolidated and Separate Financial statements for Q3/2023: <https://pc1group.vn/en/category/shareholder/financial-report/>
- Other information disclosure: <https://pc1group.vn/en/category/shareholder/publicized-info/>



THANK YOU

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