

# IR NEWSLETTER

*4th QUARTER OF 2023*

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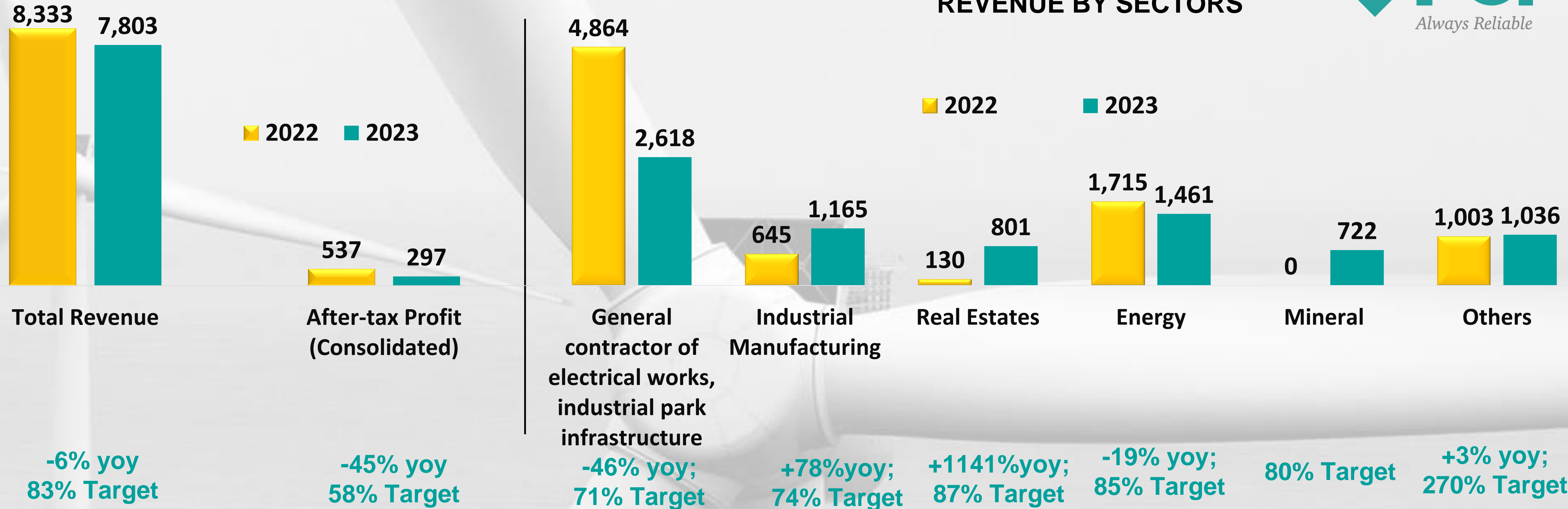
## GENERAL INFORMATION

▲ <u>Stock code</u>	PC1
▲ <u>Listed place</u>	HOSE
▲ <u>Market cap (VND billion) on 30 Oct 2023</u>	9,563
▲ <u>Number of outstanding shares</u>	310,995,558



# BUSINESS PERFORMANCE OF 2023

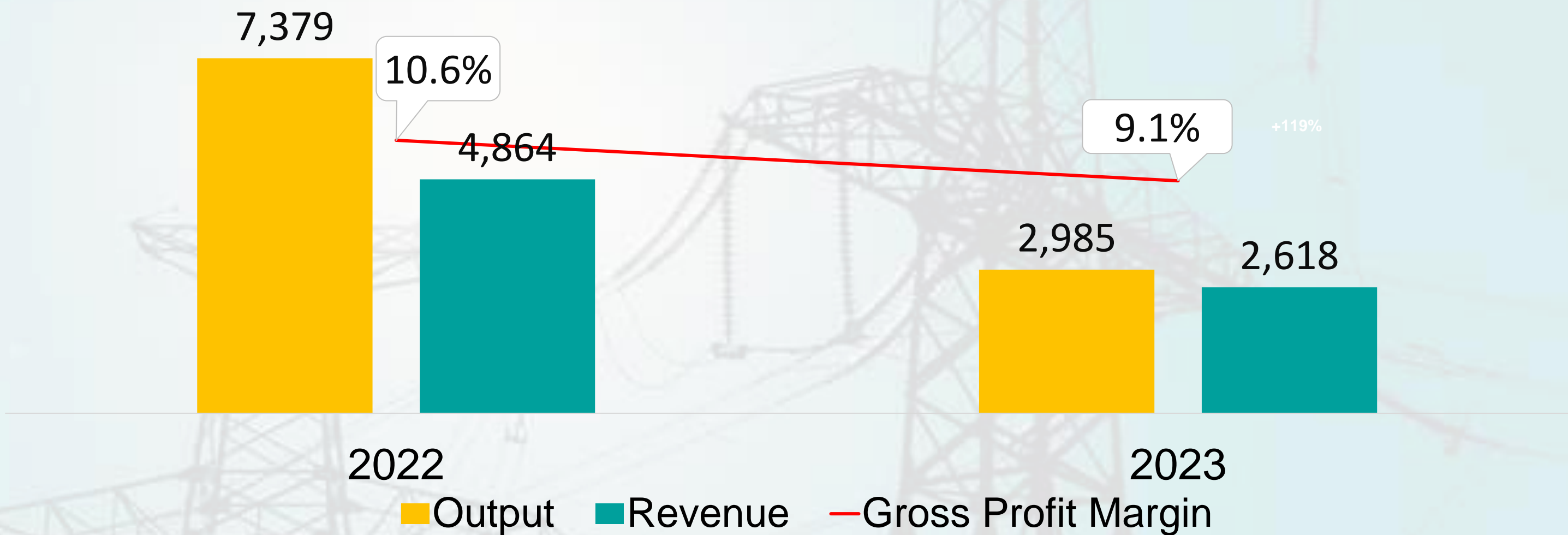
## REVENUE BY SECTORS



- In the fourth quarter of 2023, net revenue reached 2,605 billion VND, up 10% over the same period; Gross profit recorded 449 billion VND, down 11%. Profit after tax reached more than 137 billion VND (the same period was 285 billion VND), of which the parent company's profit after tax reached 71 billion VND. Accumulated revenue for the whole year reached 7,803 billion VND, consolidated profit after tax was 297 billion VND, reaching 58% of the year plan.
- Fluctuations in business results are mainly due to the following reasons:
  - From the third quarter of 2023, business results of the field of mining and exporting nickel mineral concentrates will be recorded.
  - Construction field: The overall market size decreased, so the company's revenue and profit decreased.
  - 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. .
  - 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 (subsidiary) has come into operation during the year, so the time to capitalize interest expenses has expired, which is also the cause of interest expenses. increased compared to the previous year.



## BUSINESS PERFORMANCE (VND BN)

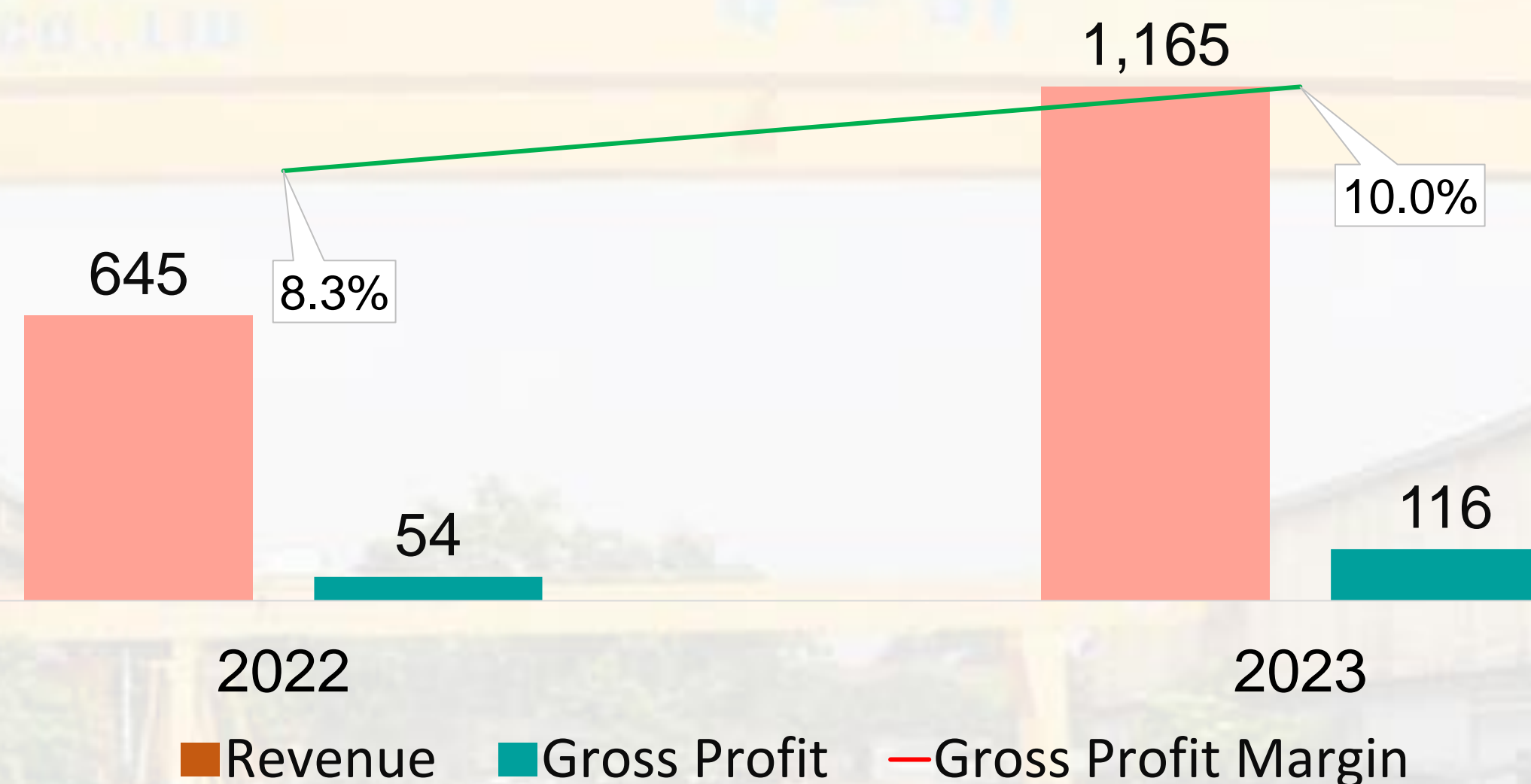


- In 2023, the field of construction and installation of electrical works will decline over the same period due to renewable energy investment projects still waiting for price policies, planning, etc., and transmission grid investment projects in the future. industry is not much. Revenue in the field of general electrical construction projects in 2023 will reach 2,618 billion VND, down 46% over the same period last year, reaching 71% of the year's plan. Gross profit margin is at 9.1%.
- In addition to construction in the electricity industry, the Electricity and Industry Division also carries out infrastructure construction in industrial parks invested by the Group.
- The value of newly signed contracts during the period reached 3,536 billion VND, the backlog to 2024 reached 4,237 billion VND (including VAT). From the end of 2023 and early 2024, PC1 won many bidding packages under the 500kV circuit 3 expansion line project, cumulatively until the end of January 2024 reached more than 2,100 billion VND (including construction and installation, supply steel columns, machinery and equipment...). Won the international construction contract for the 500kV Moonsun line in Laos for 200 billion VND. The new total target in 2024 is 7,500 billion, revenue is about 5,000 billion.
- PC1 is continuing to research and expand foreign markets and implement development projects to expand international markets. At the same time, expand the market for solar power products, BESS, smart warehouses; TT OCC, IOC for power plants, industrial parks, and FDI projects.



# INDUSTRIAL PRODUCTION

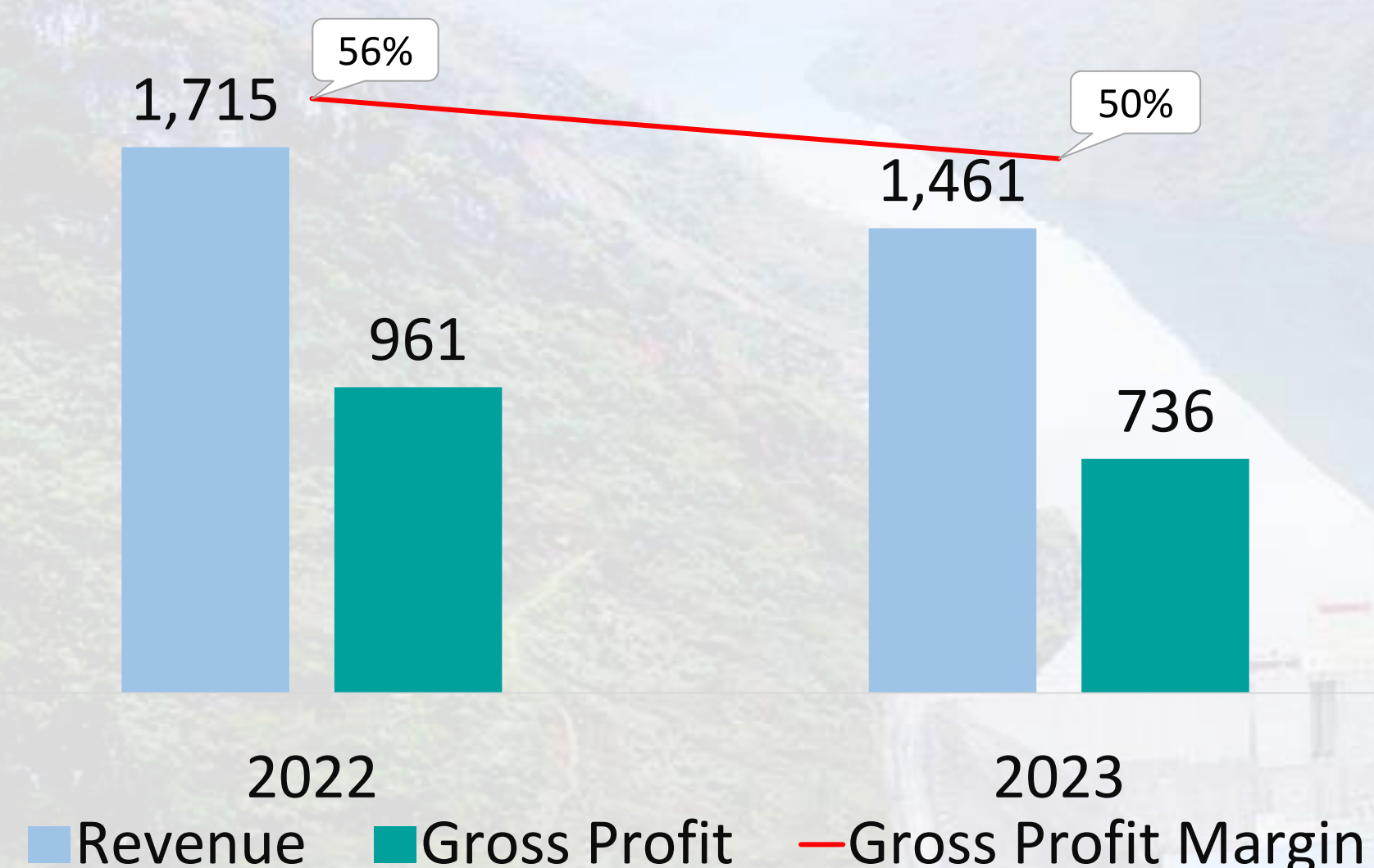
## REVENUE & GROSS PROFIT (VND BN)



- Revenue in 2023 reaches 1,165 billion VND, exceeding 23% of the year's plan.
- The number of new contracts signed in 2023 reaches 1,194 billion VND, the backlog value as of December 31, 2023 is 187 billion VND.
- In 2024, steel pole factories will continue to improve operating efficiency to meet market demand, especially providing steel poles for 500kV 3-circuit extended projects. In addition, develop export markets. The target new signing value in 2024 is more than 1,100 billion VND, revenue is 1,600 billion VND.



## REVENUE & GROSS PROFIT (VND BN)

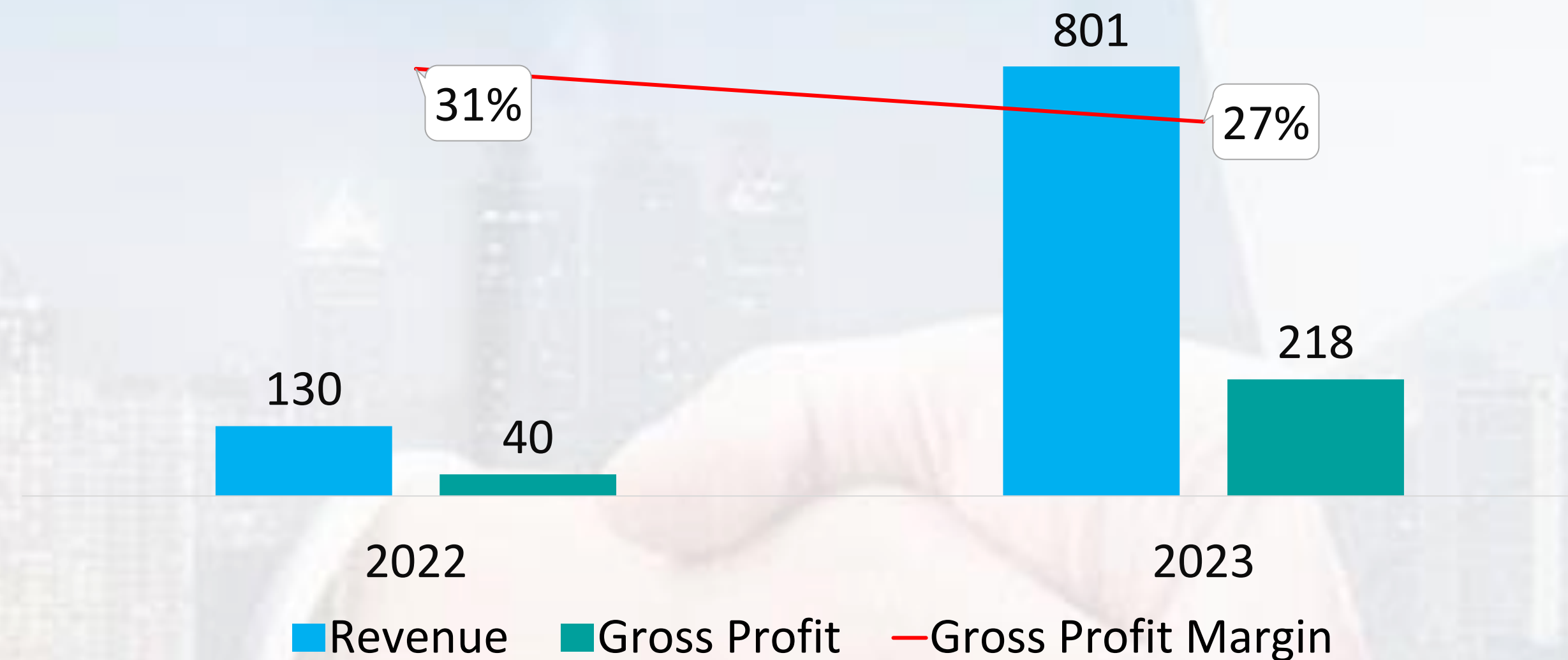


- Revenue in 2023 reaches 1,461 billion VND, equivalent to 85% of the year plan. Due to the negative impact of adverse weather phenomena, hydropower output was low and only improved from the third quarter. Wind power operated stably and achieved positive results.
- Expected year 2024: Electricity generation revenue will reach nearly 1,600 billion VND. Bao Lac A 30 MW and Thuong Ha 13 MW hydropower projects will start construction in the third quarter of 2024.

Power plants	Capacity (MW)	2023 Target		2023 Actual	
		Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)
Hydropower	169	600	773	402	541
Wind power	144	464	934	450	911
<b>Total</b>	<b>313</b>	<b>1.064</b>	<b>1.706</b>	<b>852</b>	<b>1.452</b>



## REVENUE & GROSS PROFIT (VND BN)



- **Industrial real estate**

- + Revenue from exploitation and operation of Japan - Hai Phong industrial park in 2023 will reach 614 billion VND, accounting for 77% of real estate revenue.

- + In 2024, the affiliated company will begin to record revenue and profits at the Yen Phong II-A project, thereby significantly adding about 100 billion VND to PC1's consolidated profit.

- + The company is continuing to develop new projects in Hai Phong and Vung Tau, with the goal of receiving investment policies in 2024.

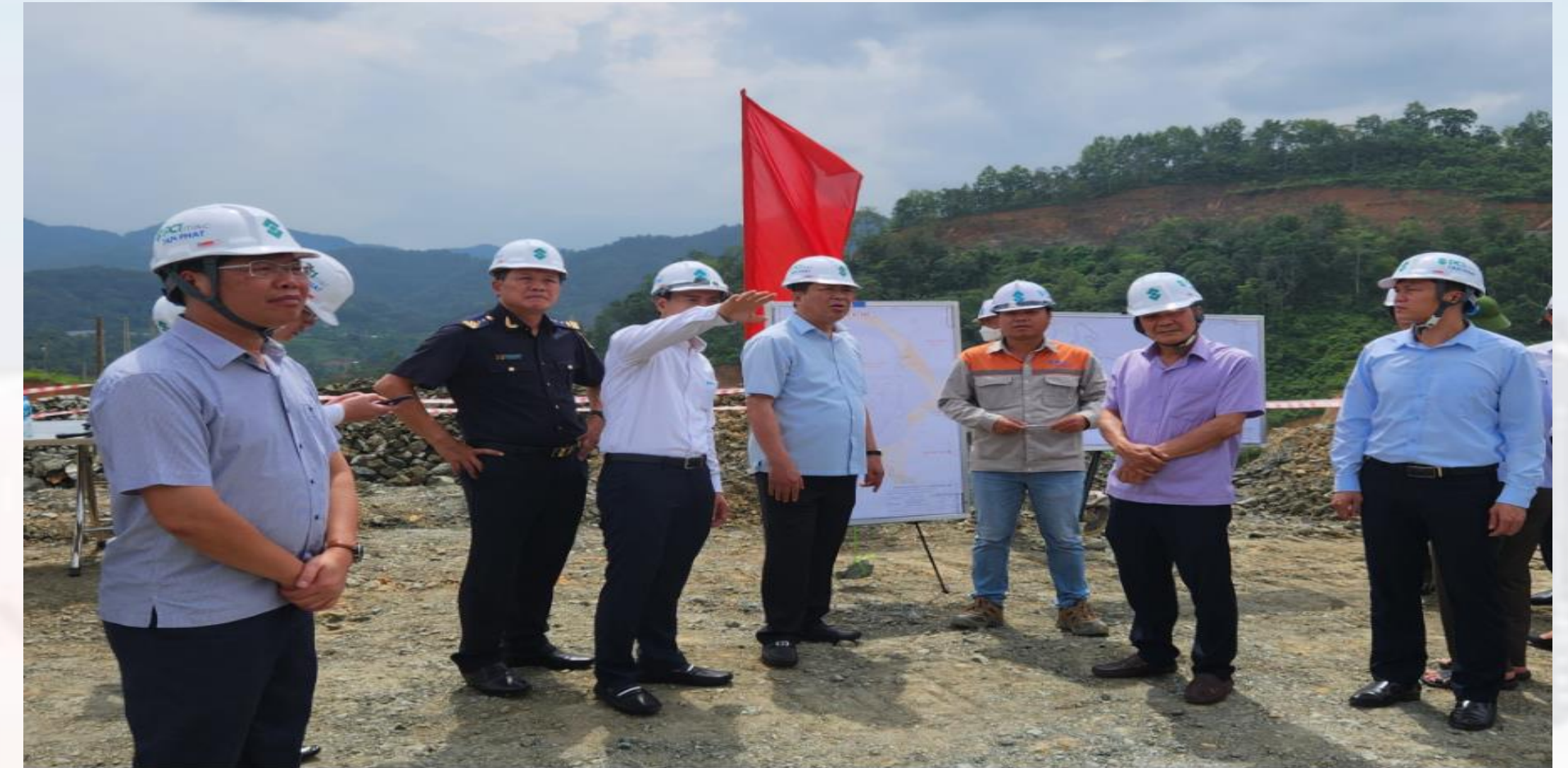
**Residential real estate:**

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



The company records revenue from the mineral exploitation sector in 2023 reaching more than 722 billion VND (not including revenue from selling products generated from the trial run phase, which has been recorded as a decrease in investment value).

Production operations, maintenance, environmental protection, and labor safety and hygiene are stable and complied with. In 2024, it is expected to have a revenue of over 1,200 billion VND and implement investment development procedures in the following years.



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





**PC1 was honored to welcome Prime Minister Pham Minh Chinh to inspect construction and give gifts of encouragement at the 500kV Quang Trach - Pho Noi transmission line project**

On the evening of January 27, PC1 Group was honored to welcome Prime Minister Pham Minh Chinh to inspect the construction and give gifts to encourage the unit during the construction process of the 500kV 3rd circuit transmission line project from Quang Trach. (Quang Binh province) to Pho Noi (Hung Yen province).

PC1 Group, with its leading position in the Electrical Construction and Industrial Production industry, undertakes construction and provides materials and equipment for the project. Up to now, PC1 is being evaluated as the fastest construction unit on the entire route.





### PC1 contributes to realizing the commitment to develop the ASEAN energy system

On September 30, 2023, in Quang Nam, the construction launching ceremony of the project "Monsoon - Thanh My 500kV line" took place, realizing the bilateral commitment on cooperative relations between the Governments of the two countries of Vietnam, South and Laos in the field of energy system development. The 500kV Monsoon - Thanh My line project was approved by the Prime Minister with the policy of importing electricity and the connection plan to the Monsoon Wind Power Plant (Laos). The 500 kV Monsoon - Thanh My line, completed and put into operation, will be able to transmit a maximum capacity of about 2,500 MW, contributing to adding a clean energy supply to the national power system.

In order to meet the goal of soon putting the project into operation to serve the country's economic and social development, PC1 is committed to mobilizing high-quality human resources, advanced technological machinery and equipment, and financial resources to ensure on schedule, quality, environment and labor safety.



### 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/>



### PC1 has a new major shareholder after the BIM Group shareholder group divested capital

PC1's major shareholder group, BEHS Joint Stock Company and BEHS's subsidiaries, have divested all of more than 73.4 million PC1 shares, equivalent to 23.6% of capital, from January 22-24, 2024.

PC1 Group has just added a major shareholder, Mr. Phan Ngoc Hieu, after Mr. Hieu bought 410,000 shares in the session of January 30, 2024.

After the transaction, Mr. Hieu's ownership ratio at PC1 increased by 5%, equivalent to nearly 15.6 million shares.



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# THANK YOU

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