

# IR NEWSLETTER

*3rd QUARTER OF 2022*

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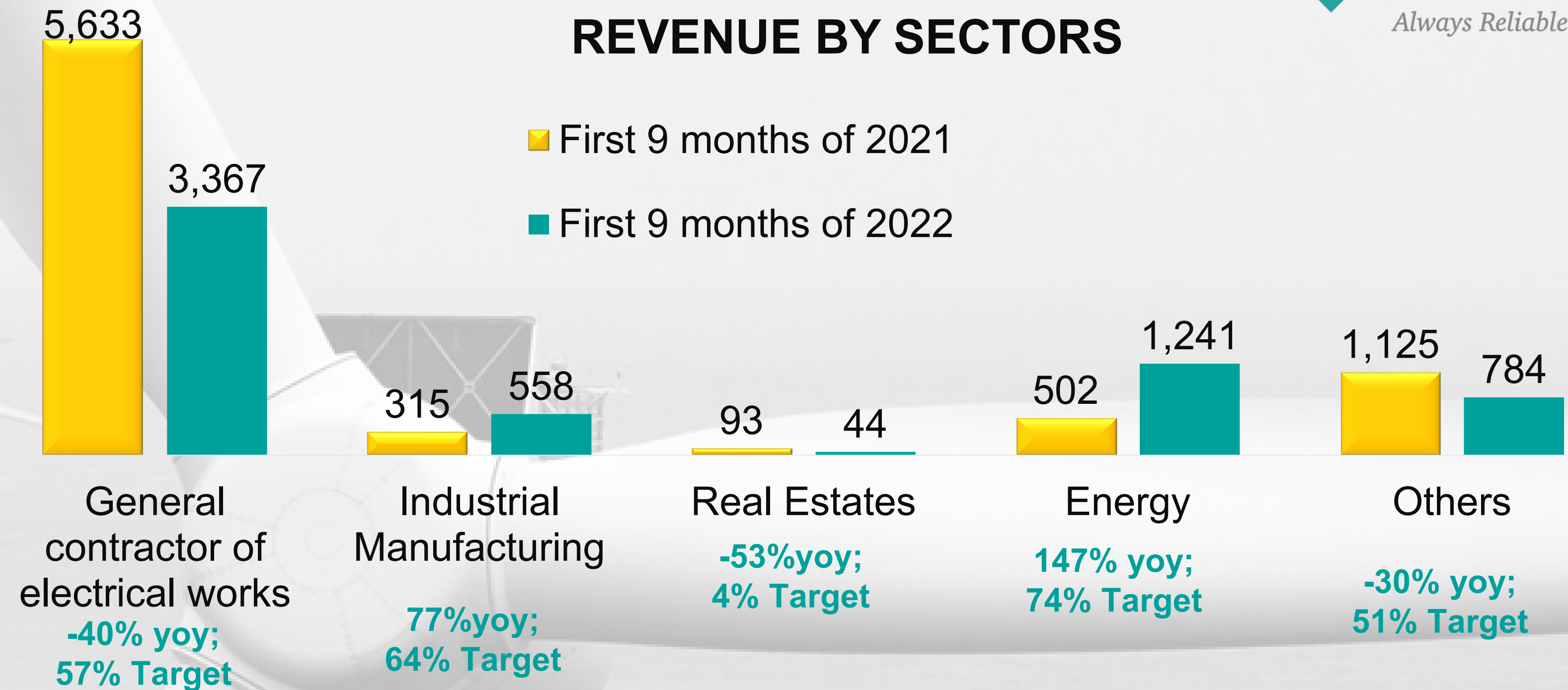
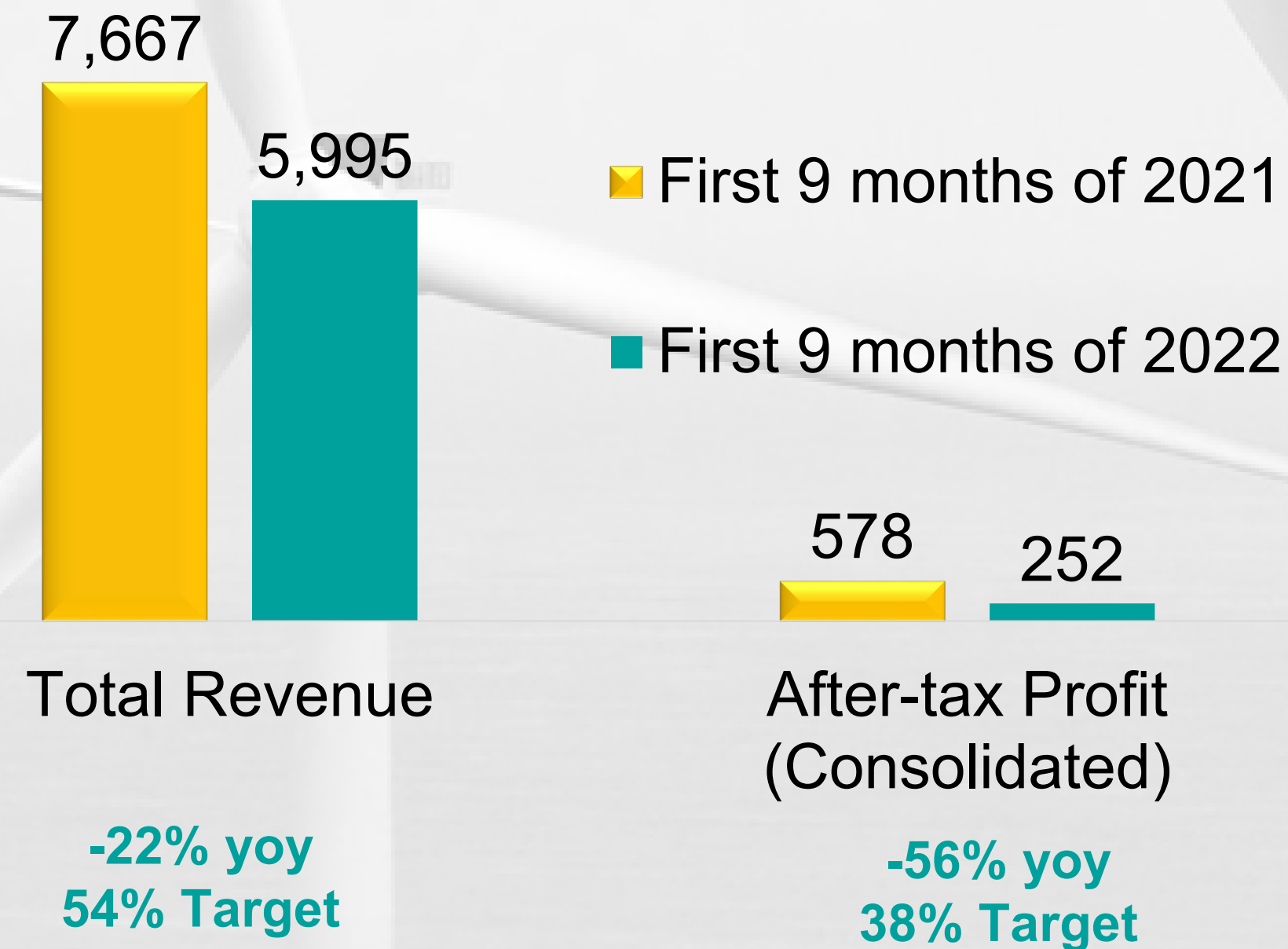
## GENERAL INFORMATION

▲ Stock code	PC1
▲ Listed place	HOSE
▲ Charter capital (VND billion)	2,704
▲ Number of outstanding shares	270,433,596



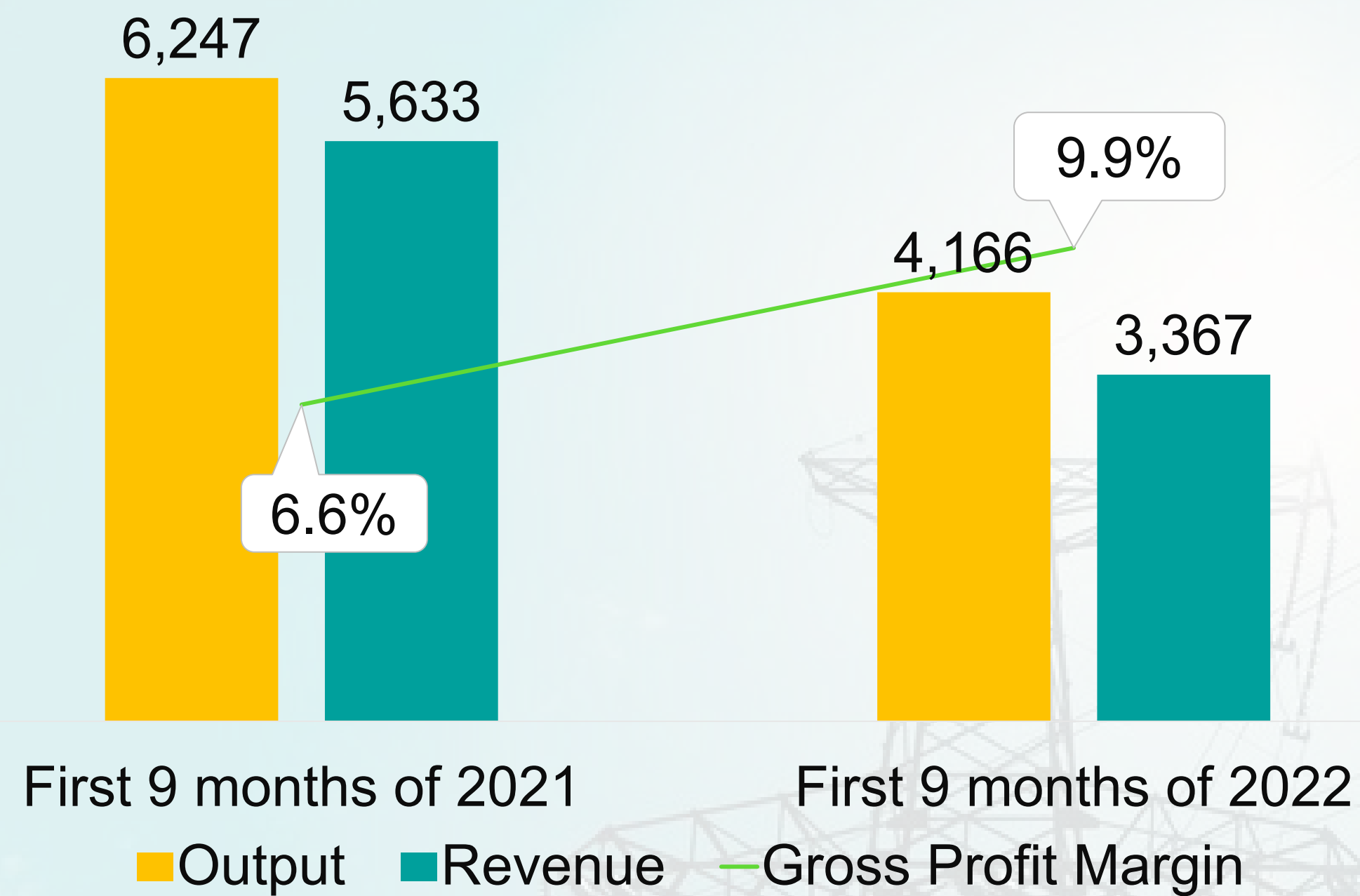
"INNOVATION - CREATIVITY - DEVELOPMENT"

# BUSINESS PERFORMANCE FOR THE FIRST 9 MONTHS OF 2022



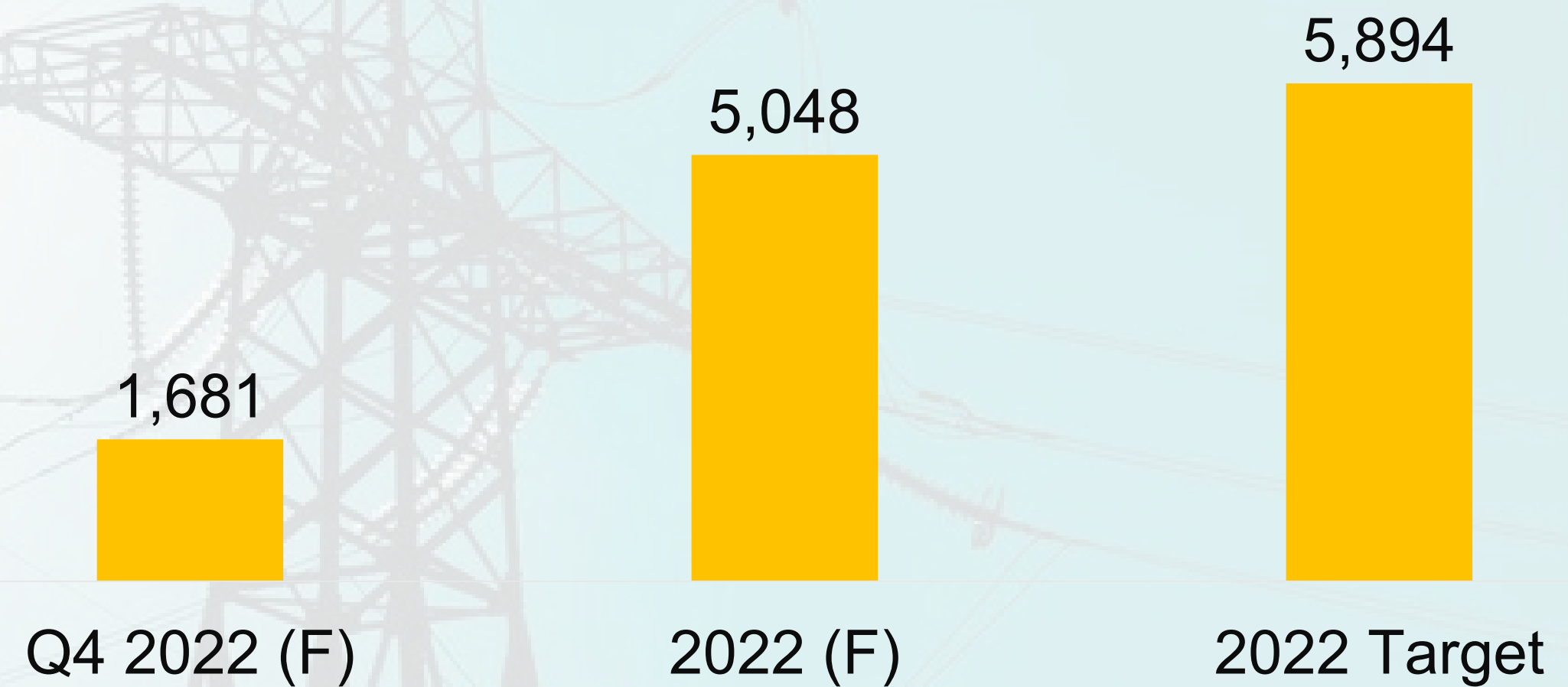
- Revenue in Q3/2022 reached VND 3,006 billion while revenue in the same period last year was VND 3,131 billion. In which, electricity sales reached VND 319 billion, increasing VND 117 billion over the same period and equivalent to 58%; revenue of industrial manufacturing reached VND 226 billion, increasing VND 134 billion and equivalent to 146%. The sectors of general contractor of electrical works, real estates, and trading recorded lower revenue than the same period last year. Gross profit increased by VND 81 billion.
- Interest expense increased due to ceasing interest capitalization of wind power plants after COD (October 2021) and bond interest. The increase in USD/VND exchange rate resulted in the increase in financial expenses when re-evaluating all foreign currency loan balances as of September 30, 2022. The principal of this loan will be repaid over 14 years, so it will not affect PC1's current cash flow. In addition, the selling price of electricity is also calculated in USD, reducing exchange rate risk.
- Consolidated NPAT in Q3/2022 is VND 4.4 billion, of which PC1's NPAT is VND 65.8 billion. Accumulated in the first 9 months, revenue reached VND 5,995 billion, equivalent to 54% of the year target, NPAT reached VND 252 billion, equivalent to 38% of the year target.





Revenue value rolled-over to Q4/2022 (VND bn): 3,530

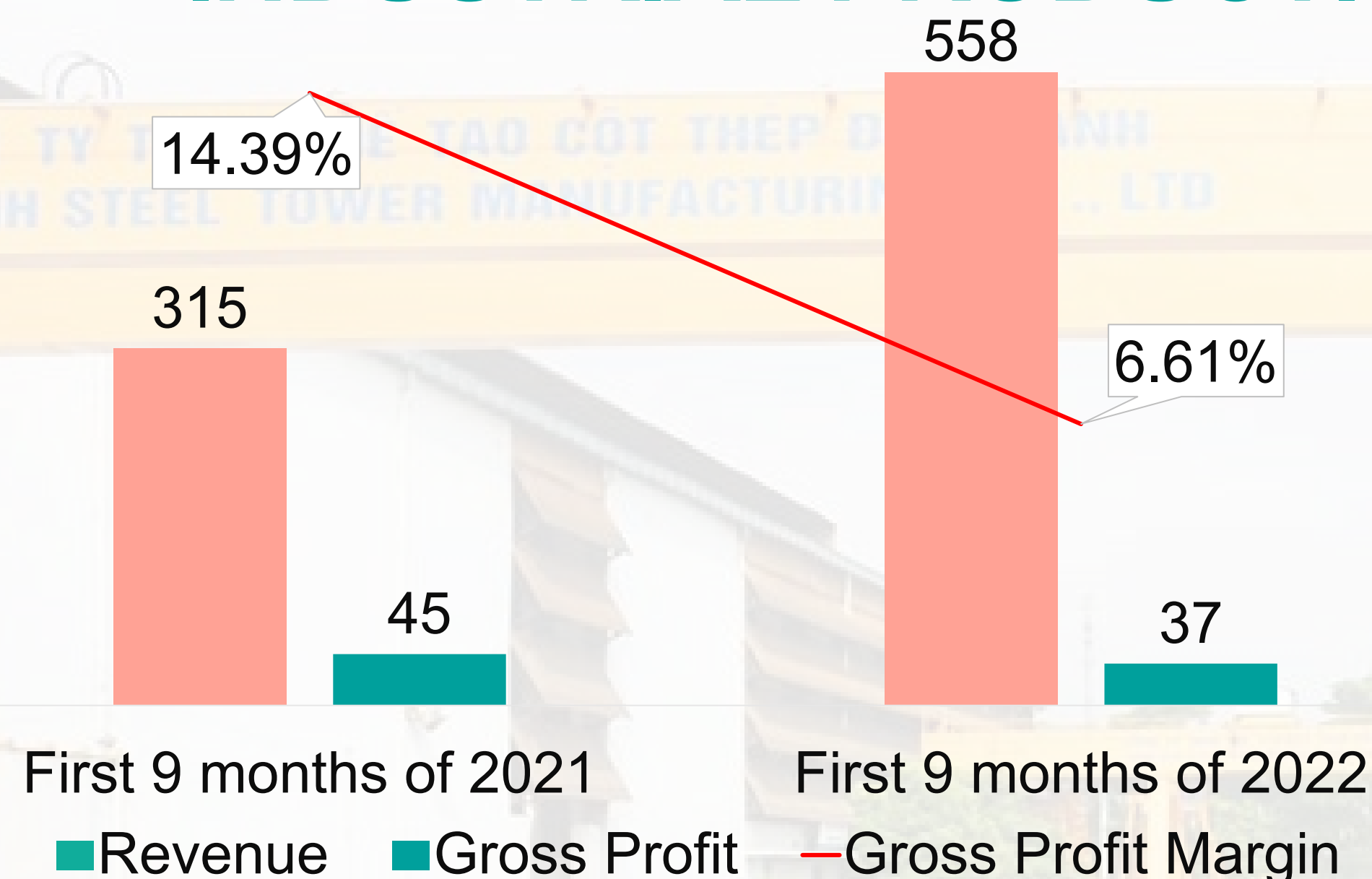
## REVENUE TARGETS (VND BN)



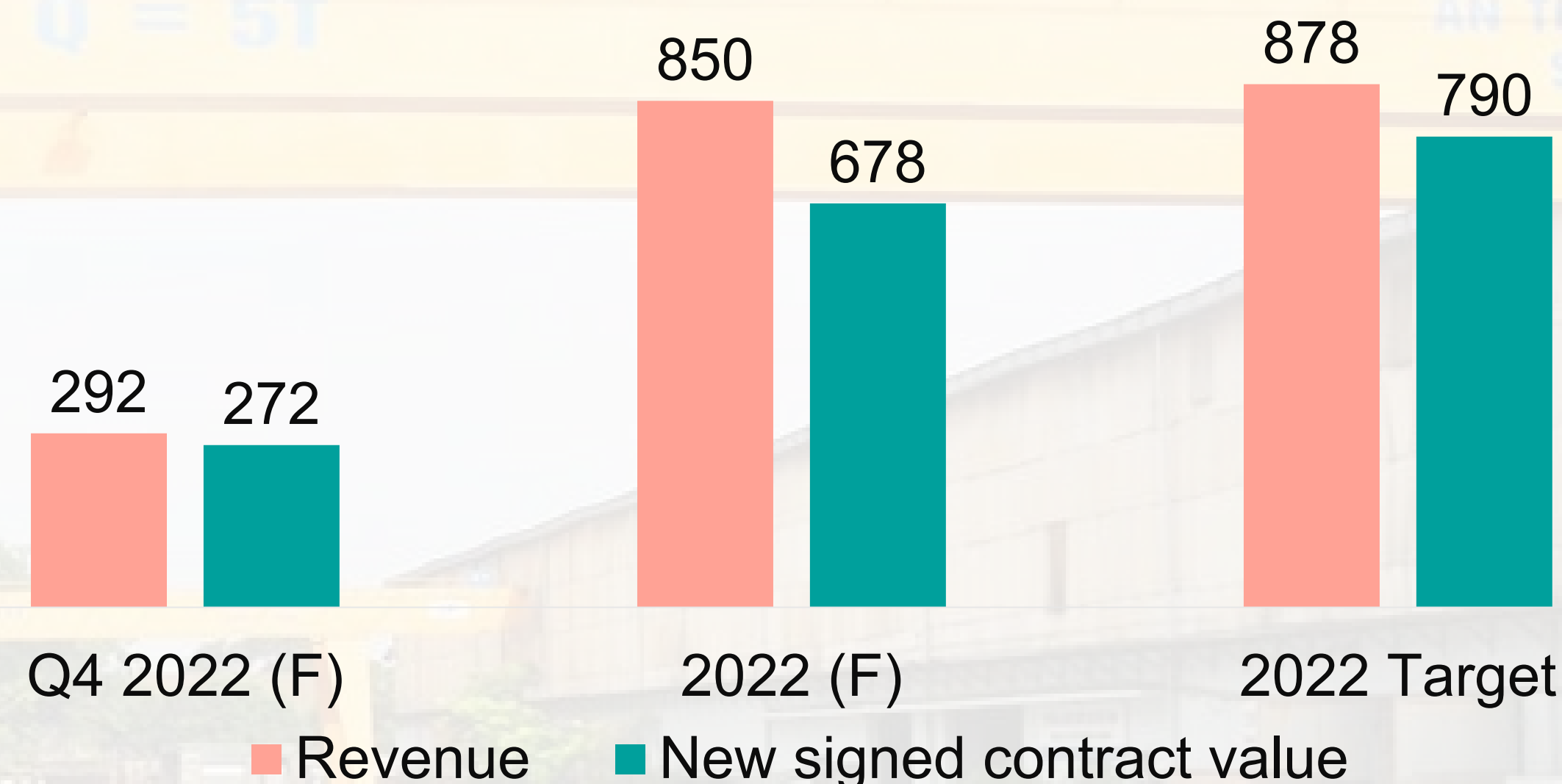
- In the first 9 months of 2022, the revenue of general contractor of electrical works decreased by 40% over the same period and reached 57% of the year target, the output decreased by 33% over the same period and reached 63% of the year target. The reason is that in 2021, many wind power projects will be invested so that the FIT price can be applied before October 31, 2021.
- Gross profit margin this period is 9.9%, increased from 6.6% in the same period last year because of the increase in both proportion and efficiency from general contractor projects for non-EVN investors and decrease in proportion of EVN project.
- Power planning VIII has not yet been approved. Current power source and grid projects are facing many difficulties in terms of site clearance, legal procedures while norms and investment disbursement is at a low level. These contents are expected to be resolved in Q4/2022.
- Total revenue in 2022 is estimated at VND 5,048 billion, reaching 86% of the target set out at the beginning of the year.
- The value of new contracts signed in 2022 is over VND 6,000 billion, helping to keep the backlog at a high level. At the same time, PC1 is continuing to research opportunities with the foreign market, investing in new products (capacity forecasting, OCC, BESS, undersea cable construction system, BIM software, ...).



# INDUSTRIAL PRODUCTION



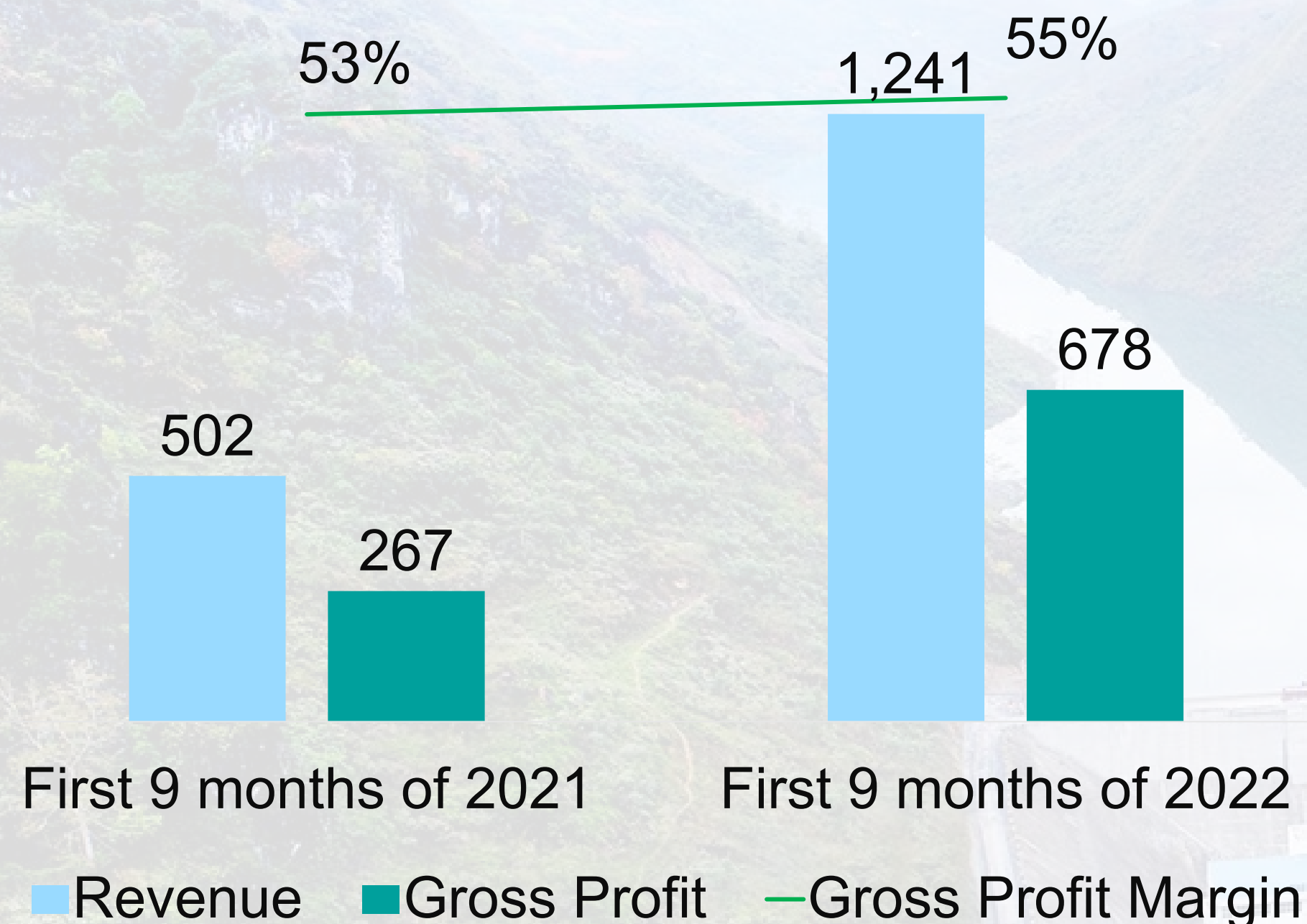
## TARGETS (VND BN)



- Revenue in the first 9 months of 2022 reached VND 558 billion which is equivalent to 64% of the year target, increasing 77% over the same period.
- The domestic steel column market is highly competitive, while the large fluctuation in the price of steel and zinc materials makes the gross profit margin this period reach 6.6% (same period last year 14.4%). Currently, the price of input materials has been on a downward trend, which will help improve business performance.
- The value of new contracts signed in Q3/2022 is VND 182.4 billion, the target in Q4/2022 is VND 272 billion, accumulated value is estimated at 86% of the year target.
- Foreign markets: continue to produce and deliver more antenna masts for export to Australia, seek opportunities to export to Japan, Korea, Laos...



# ENERGY INVESTMENT

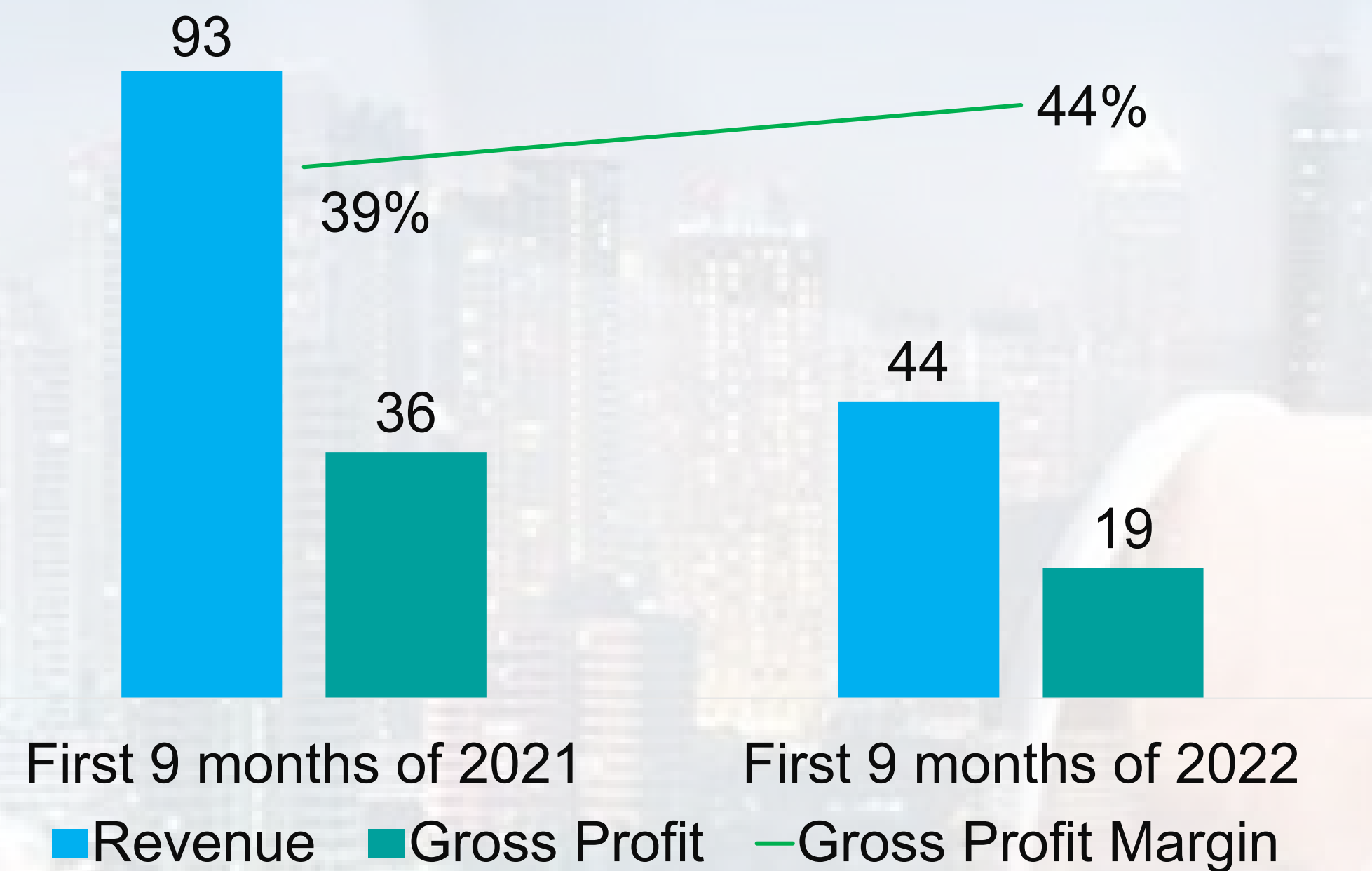


- Revenue in the first 9 months of 2022 increased by 147% over the same period because 3 wind power plants of 144 MW operated from October 2021. In the second quarter, maintenance of wind turbines was completed. Revenue in 9 months reached 74% of the year target.
- Gross profit margin reached 55%, same period last year 53%.
- The fourth quarter's revenue target is VND 496 billion (of which 131 billion in October), the year's accumulated revenue is estimated at VND 1,740 billion, reaching 104% of the year target.
- New investments:
  - + Project development needs electricity planning VIII and clear mechanisms and policies.
  - + PC1 is surveying onshore wind power projects and studying and preparing to invest in Bao Lac A, Thuong Ha hydropower plants.

Power plants	Capacity (MW)	First 9 months of 2021		First 9 months of 2022		2022 Target	
		Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)
Hydropower	169	374	497	564	716	587	762
Wind power	144	-	-	267	526	460	903
<b>Total</b>	<b>313</b>	<b>374</b>	<b>497</b>	<b>831</b>	<b>1,243</b>	<b>1,046</b>	<b>1,665</b>



# REAL ESTATES



- The investment progress of PC1 Dinh Cong and Gia Lam projects is slower than the original plan. It is expected that the Gia Lam project will be granted an investment policy in November 2022, then the Dinh Cong project..
- Industrial Zone Real Estate: PC1 will complete the handover of Hai Phong Nomura Industrial Zone in early November, contributing to the PC1's business performance (average monthly revenue of over VND 50 billion, annual revenue of over VND 600 billion).



# INVESTMENT IN NEW TECHNOLOGY AND MATERIALS

- Tan Phat Nickel - Copper Factory: investment value in 9 months reached VND 1,357 billion, reaching 81% of the target. The plant is expected to run trial at the end of 2022 and commercial operation from 2023.



Nickel Price Chart 2022







### PC1 Group for the 5th year in a row in the Top 50 Vietnam Best Profitable Companies

On October 25, 2022, PC1 continued to be honored at this noble award announced by Vietnamnet newspaper - Ministry of Information and Communications, based on independent research and evaluation results according to international standards by Vietnam Report. The recognition in the Top 50 Vietnam Best Profitable Companies 2022 continues to create more positive impressions, affirming the prestige, position and capacity of the multi-industry economic group, which leads in the field of energy investment and general contractor of electrical works in Vietnam.



### Officially operating the 220kV Kien Binh - Phu Quoc transmission line, phase 1

On October 14, 2022, Southern Power Corporation successfully held the energizing ceremony for 110kV voltage supply, phase 1, Project 220kV transmission line across the sea Kien Binh - Phu Quoc. At the ceremony, PC1 Group was honored to receive the Certificate of Merit for the HDST & PC1 joint venture, firmly affirming its leading capacity in Vietnam in the construction of power grid and transmission projects, especially key, urgent projects in EVN.



## PC1 Group to receive the Typical Renewable Energy Project Award of the year

Award presented by IJGlobal Magazine in Singapore for Lotus Wind project - 3 wind power plants Phong Huy, Phong Nguyen, Lien Lap. The receipt of the IJGlobal award by PC1 Group once again affirms PC1's position as one of the pioneers in renewable energy development in Vietnam, putting its name on the wind power map of the country and Southeast Asia.



## OTHER INFORMATION

- Separate Financial statements for 9-month period of 2022: [http://pc1group.vn/store/uploads/2022/10/20221028-PC1-CBTT-BCTC-Rieng-Quy-3-2022\\_signed.pdf](http://pc1group.vn/store/uploads/2022/10/20221028-PC1-CBTT-BCTC-Rieng-Quy-3-2022_signed.pdf)
- Consolidated Financial statements for 9-month period of 2022 : [http://pc1group.vn/store/uploads/2022/10/20221028-PC1-CBTT-BCTC-Hop-nhat-Quy-3-2022\\_signed-1.pdf](http://pc1group.vn/store/uploads/2022/10/20221028-PC1-CBTT-BCTC-Hop-nhat-Quy-3-2022_signed-1.pdf)
- Notice of issuance of shares to pay dividends : <https://pc1group.vn/thong-bao-phat-hanh-co-phieu-de-tra-co-tuc-nam-2021/>
- Resolution on ceasing the transfer of 100% of contributed capital at PC1 - Dai Mo: <https://pc1group.vn/ngghi-quyet-hdqt-ve-viec-dung-chuyen-nhuong-von-gop-tai-cong-ty-tnhh-mtv-xay-lap-dien-1-dai-mo/>
- Other information disclosure : <https://pc1group.vn/category/quan-he-dau-tu/cong-bo-thong-tin/>





# THANK YOU FOR YOUR ATTENTION!

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