

# IR NEWSLETTER

*4th QUARTER OF 2022*

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## GENERAL INFORMATION

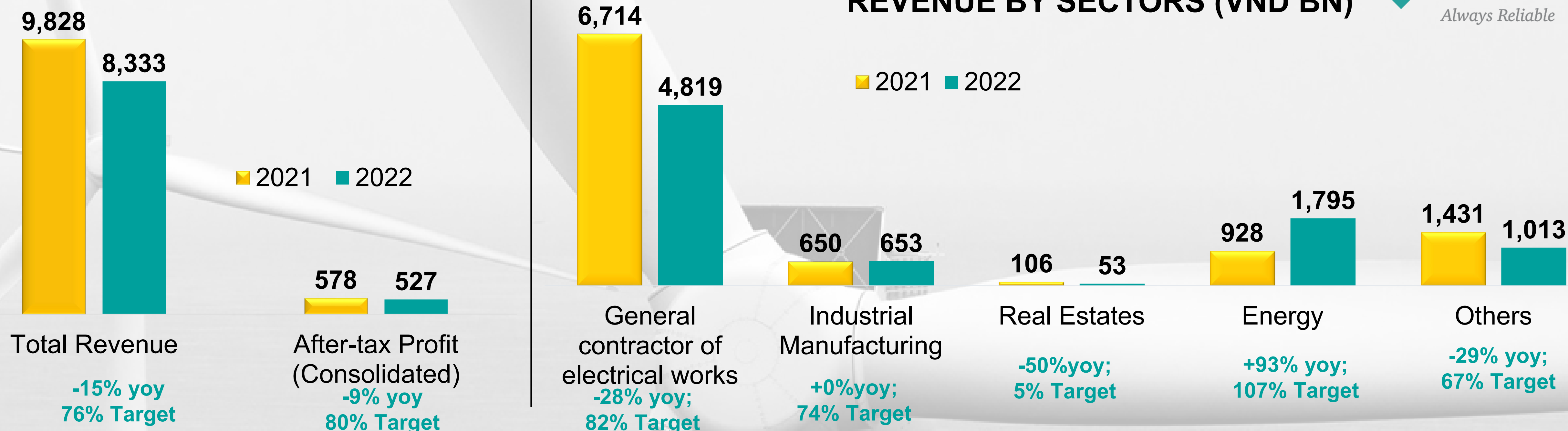
▲ Stock code	PC1
▲ Listed place	HOSE
▲ Charter capital (VND billion)	2,704
▲ Number of outstanding shares	270,433,002



"INNOVATION - CREATIVITY - DEVELOPMENT"

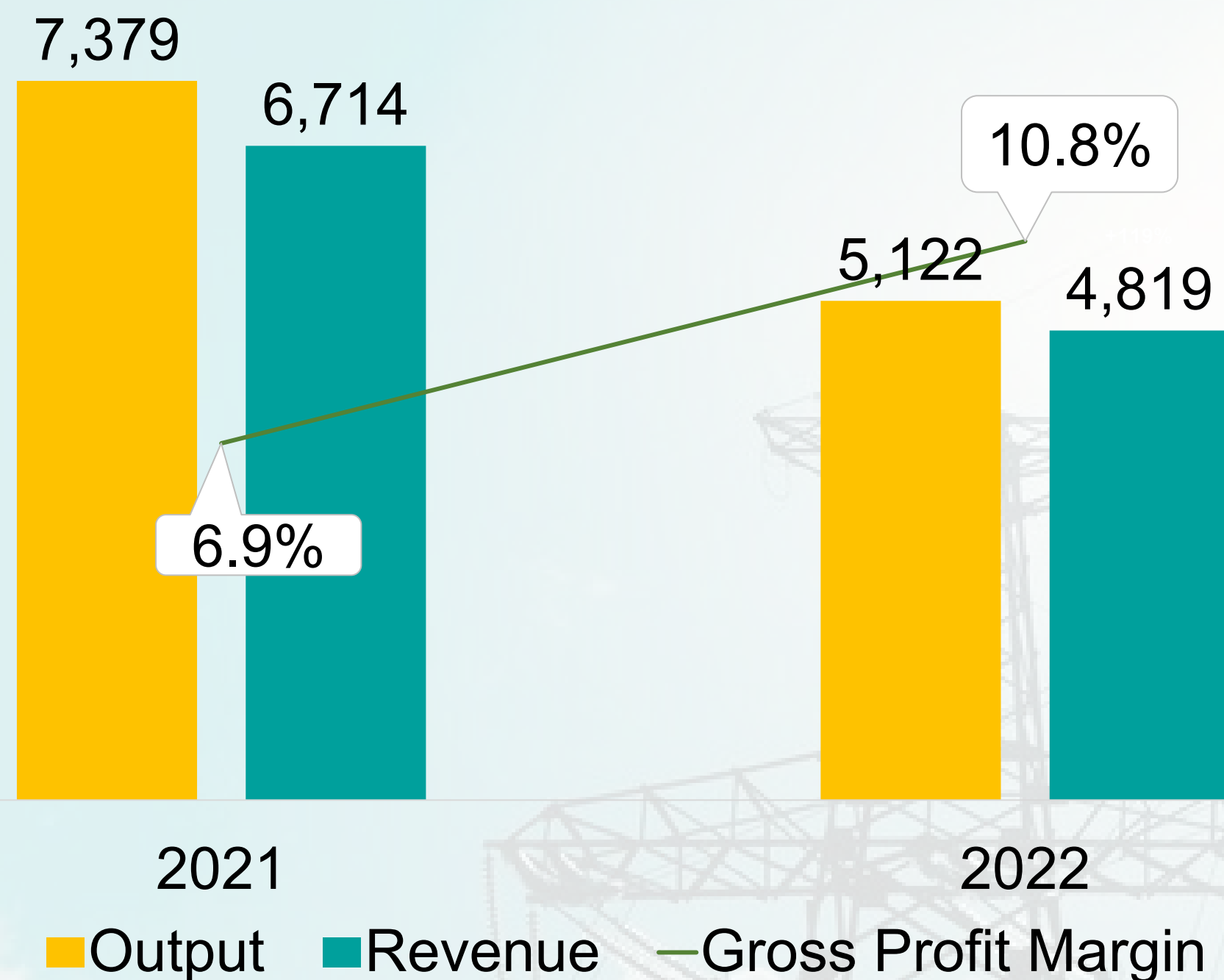
# BUSINESS PERFORMANCE IN THE YEAR OF 2022

## REVENUE BY SECTORS (VND BN)



- Revenue in 2022 reached VND 8,333 billion. In which, electricity sales reached VND 1,795 billion, increasing 93% compared to the previous year; revenue of industrial manufacturing reached VND 653 billion, maintaining a positive growth rate. In the fields of general contractor for electrical works, real estate, and trading in commercial goods, revenue decreased but profit margin improved, contributing to increasing gross profit margin of the Company from 12% to 19.2%.
- Interest expense in 2022 increased due to ceasing interest capitalization of wind power plants after COD (October 2021) and bond interest. An increase in the USD/VND exchange rate increases the unrealized financial expense of revaluation of the foreign currency loan. The principal of this loan will be repaid over 14 years, so it will not affect the Company's current cash flow. In addition, the selling price of electricity is calculated in USD, reducing exchange rate risk. In Q4/2022, the exchange rate has decreased, so the unrealized financial expenses due to re-evaluation have decreased by VND 48.6 billion.
- Financial income decreased mainly because in 2021, financial income of VND 262 billion was recorded from the Company increasing the investment in Tan Phat Mineral Joint Stock Company from an associate to a subsidiary. In return, high interest rates also increase interest income from term deposits of PC1.
- In 2022, consolidated NPAT reached VND 527 billion, equivalent to 80% of the year target, EPS reached VND 1,513/share.

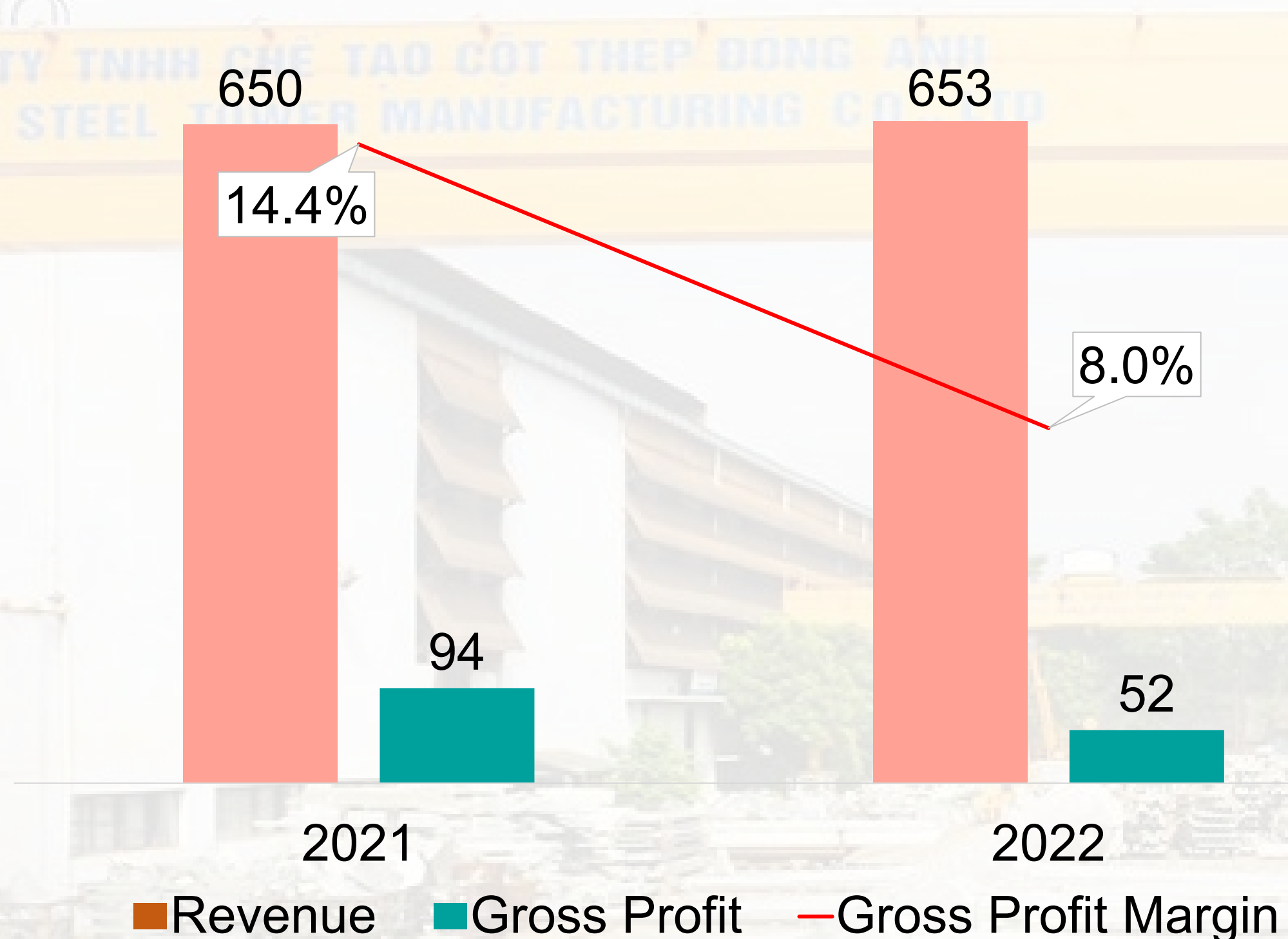
# GENERAL CONTRACTOR OF ELECTRICAL WORKS



- The Q4/2022 recorded the majority of revenue from EPC of Tan Phu Dong 1 Wind Power Plant project. Revenue in 2022 reached VND 4,819 billion, equivalent to 82% of the year target. The reason is that the Power Plan VIII was delayed in promulgation, power projects and power grids faced many difficulties in terms of site clearance, legal procedures, high prices of raw materials and equipment due to global inflation while investment norms and disbursements are low.
- Gross profit margin increased sharply from 6.9% to 10.8% due to the increase in both proportion and efficiency from general contractor projects for non-EVN investors and reduction in proportion of project within EVN.

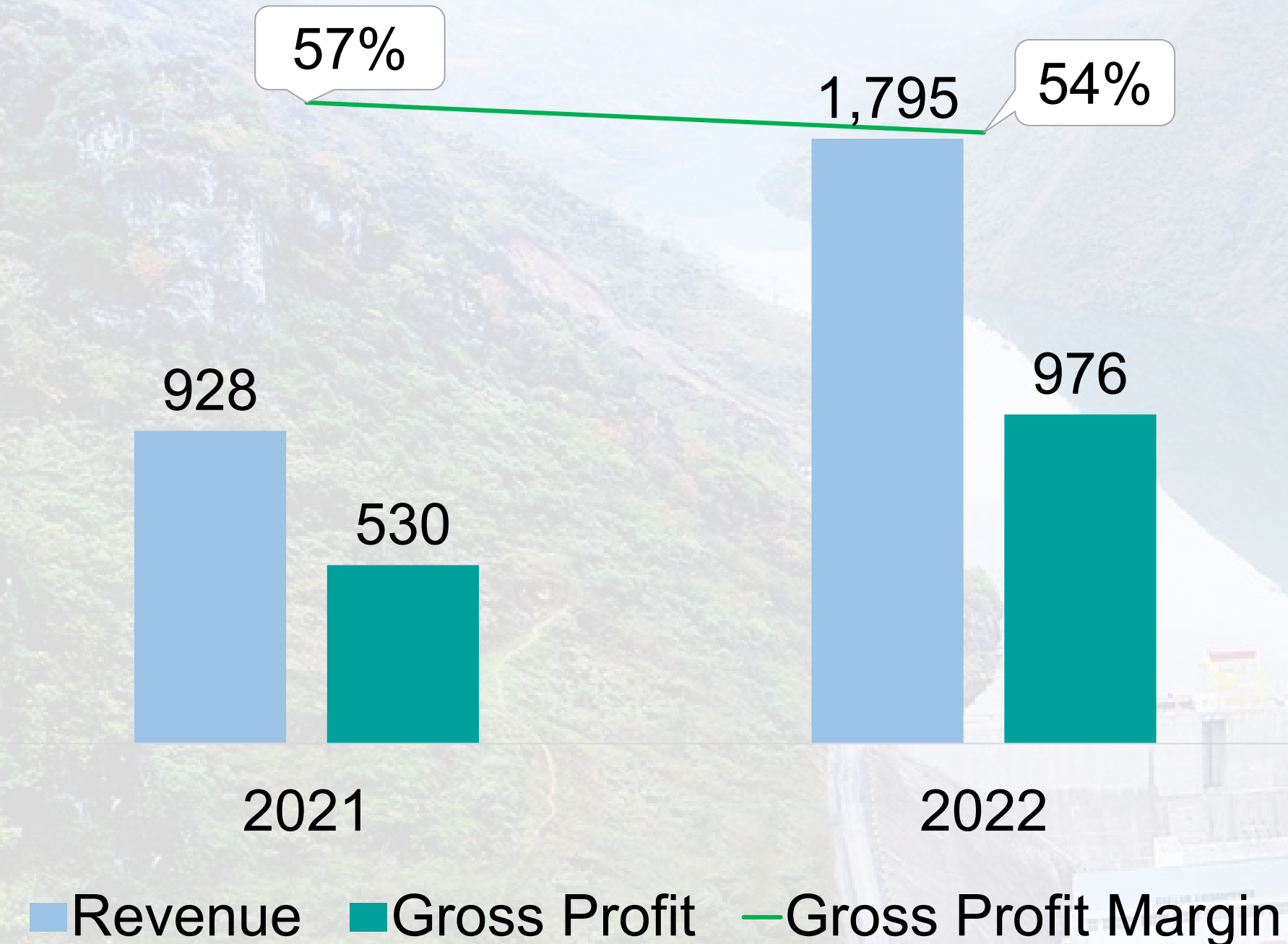
- The value of new contracts signed in 2022 reached nearly VND 7,200 billion, helping to keep the backlog at a high level of VND 3,726 billion. It is expected that in 2023, PC1 will continue to sign more than VND 6,000 billion thanks to EVN's capital construction investment plan remaining high, equivalent to 106% of the realized value in 2022 along with accelerating public investment disbursement.
- Revenue in 2023 is expected to reach over VND 4,000 billion.
- At the same time, PC1 is continuing to research and expand overseas markets (Laos, Australia...), invest in new products (capacity forecasting, OCC, BESS, undersea cable construction system, BIM software, etc.) ).

# INDUSTRIAL PRODUCTION



- Revenue in 2022 reached VND 653 billion, increased slightly compared to the previous year, reaching 74% of the year target. Due to the highly competitive domestic steel column market situation, many projects have signed contracts, but the implementation progress has been delayed, the price fluctuations of materials, raw materials and fuels are large, making the gross profit margin this period reach 8%.
- Overseas markets have many positive results: fulfilling orders of antenna monopole with Australian partners, continuing to seek export opportunities to the US, Japan, Laos... The product of tube busbar column started to enter EVN market.
- The 2023 target revenue increases by 45% to nearly VND 950 billion.

# ENERGY INVESTMENT



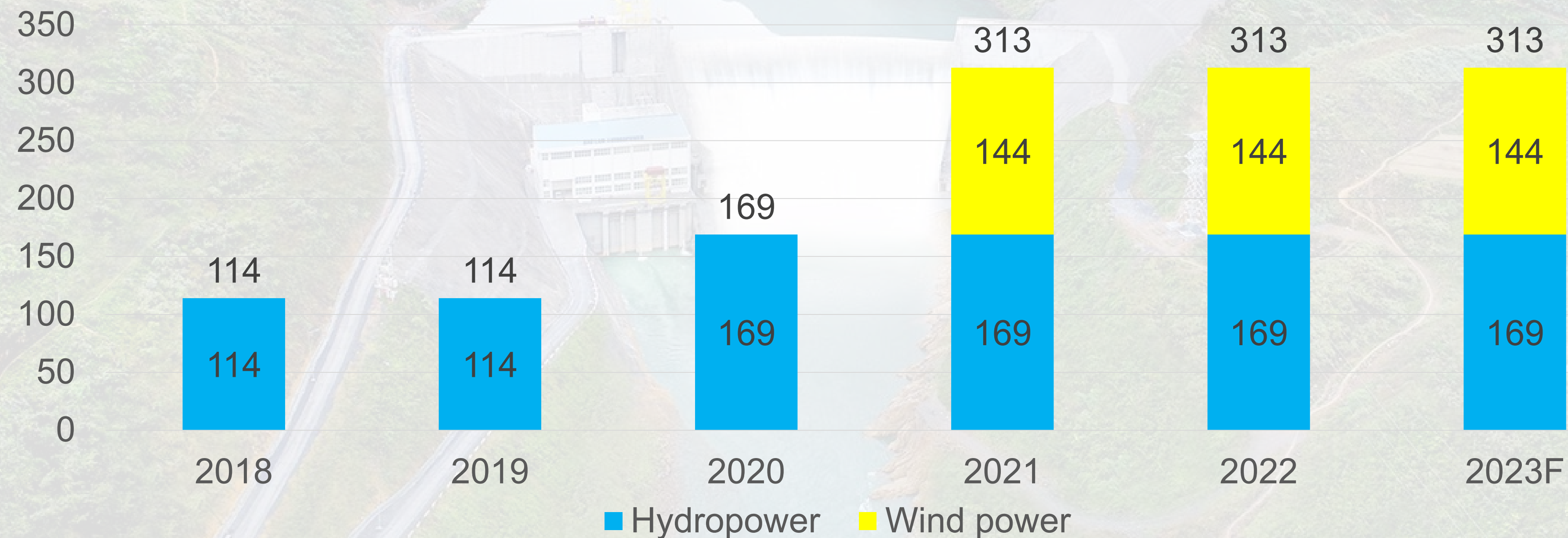
- Revenue in 2022 increased by 93% compared to the previous year, reaching 107% of the year target. Favorable hydrological conditions lead to both electricity output and revenue exceeding the target.
- Gross profit margin reached 54%, while last year reached 57%.
- In 2023, the revenue of the Energy segment is about VND 1,700 billion.

Power plants	Capacity (MW)	2022 Target		2022 Actual		2023 Target	
		Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)
Hydropower	169	587	762	669	883	600	773
Wind power	144	460	903	418	829	464	934
<b>Total</b>	<b>313</b>	<b>1.046</b>	<b>1,665</b>	<b>1,086</b>	<b>1,712</b>	<b>1,064</b>	<b>1,706</b>

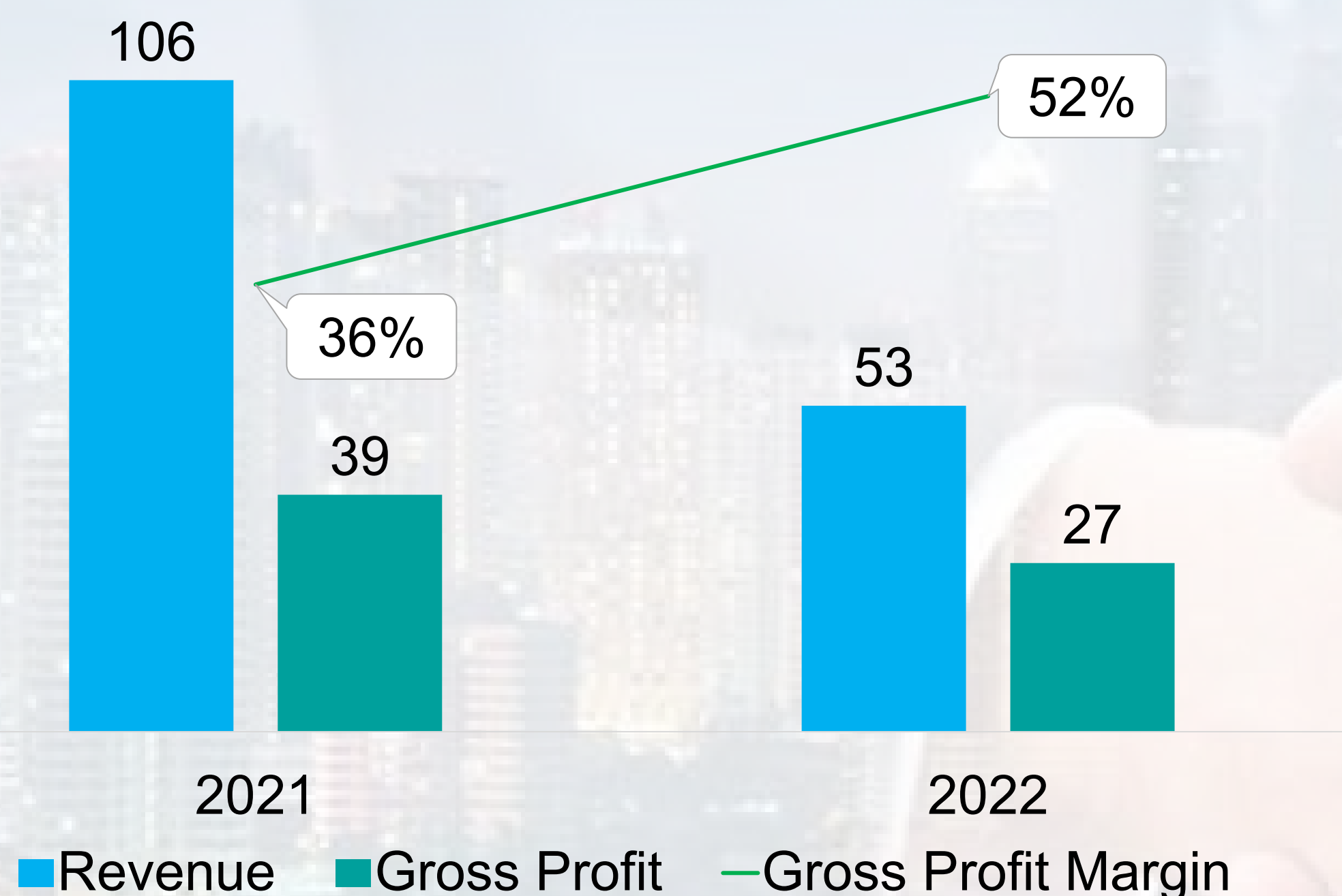
# ENERGY INVESTMENT

- New investments:
  - + Project development needs issued Power Planning VIII and clear mechanisms and policies.
  - + PC1 is surveying onshore wind power projects, researching and preparing to invest in Bao Lac A, Thuong Ha hydropower projects, rooftop solar power projects in Japan-Hai Phong Industrial Zone (NHIZ).

## CAPACITY BY THE TIME OF POWER GENERATION (MW)



# REAL ESTATES



- **Residential real estate:**

The plan of being granted the investment policy of PC1 Dinh Cong and Gia Lam projects moves to 2023. At the same time, PC1 is researching and developing other projects in Hanoi.

- **Industrial real estate**

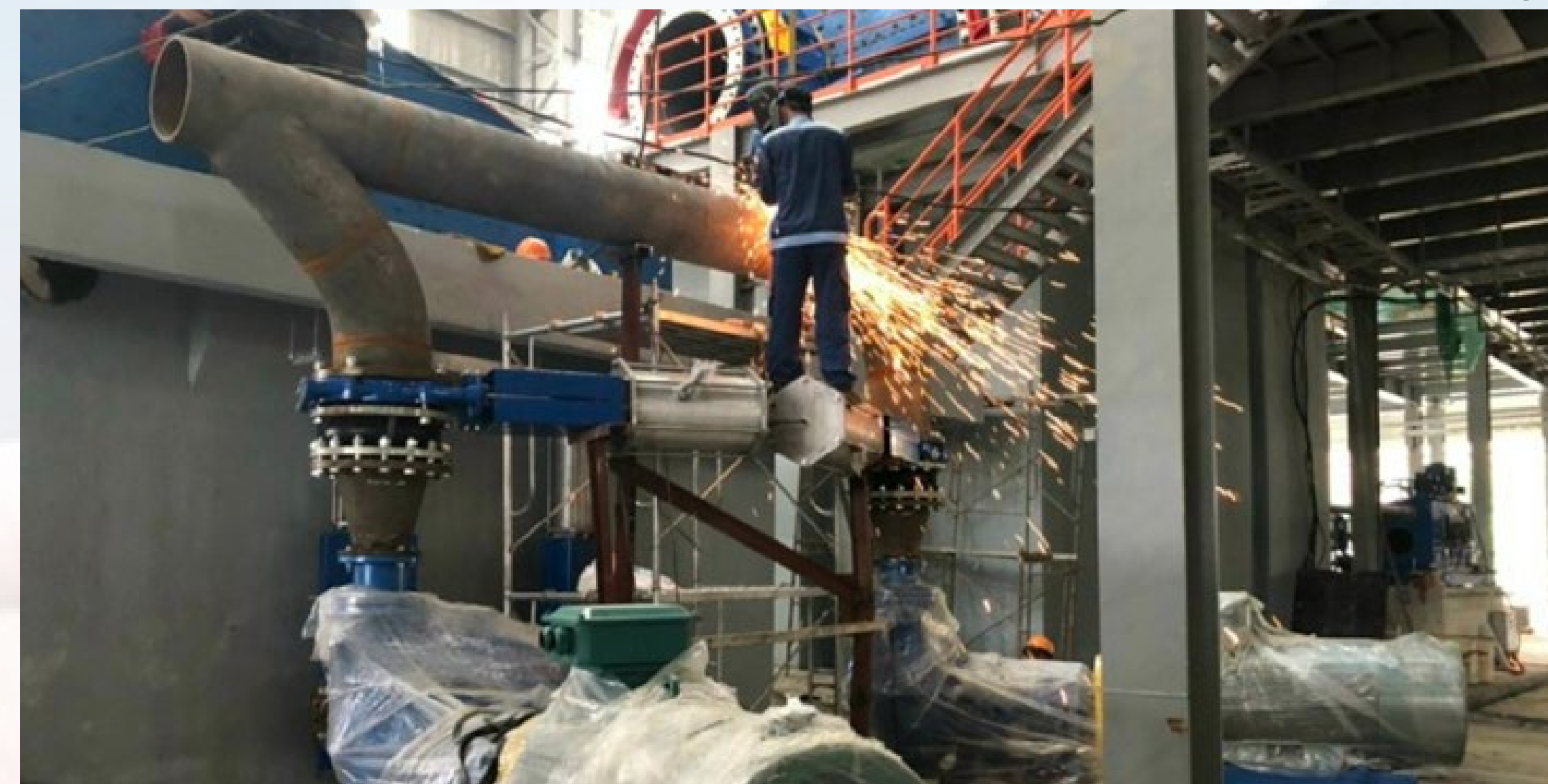
- + Completed handover of Japan - Hai Phong Industrial Zone (NHIZ) in early November and continued to operate reliably, contributing to the Group's business results.

- + In 2023, PC1 will continue to research and cooperate with Western Pacific as well as develop and expand the industrial zone's land bank by itself.

- In 2023, the target revenue of the real estate sector is more than VND 900 billion.

# INVESTMENT IN NEW TECHNOLOGY AND MATERIALS

By February 2023, Tan Phat Nickel - Copper Project has basically completed the construction of the factory and selected the mining contractor, starting the production and business phase.





### PC1 Corporation attends Vietnam - Denmark Sustainable Energy Summit Forum

On November 1, 2022, the General Director of PC1 Group attended the Vietnam - Denmark Sustainable Energy Summit Forum with two seminars on Wind Energy and Energy Efficiency. The program is within the framework of the state visit of the Crown Prince of Denmark Frederik and Princess Mary on the occasion of the 50th anniversary of the establishment of diplomatic relations between Vietnam and Denmark. PC1 Group together with DSV Panalpina (the world's third largest transport and logistics group) signed a memorandum of understanding on cooperation in the field of transportation & Logistics of renewable energy projects.



### PC1 owns 70% of capital in Japan Industrial Zone - Hai Phong (NHIZ)

On November 10, 2022, PC1 officially owned 100% of charter capital at NAIV and through NAIV became a joint venture partner with 70% of capital at Nomura - Hai Phong Industrial Park Development Joint Stock Company (NHIZ). The new Board Council and Board of Management agree and are highly determined to implement NHIZ's business and development plan in the coming years, in which the focus is on serving partners and customers better on the basis of application of clean energy, gradually developing into a smart industrial zone.



### Cooperation signing ceremony between PC1 & Savills Vietnam

On November 23, 2022 at Savills Vietnam office, a cooperation signing ceremony "Research and evaluation of the residential and industrial real estate market in the period 2022 - 2025 and after 2025" took place between PC1 and Savills Vietnam – the world's leading brand of real estate service providers. The event marks the first step in a strategic long-term cooperation plan and affirms PC1's vision and sustainable development strategy in the field of residential real estate and industrial zones.



### PC1 – Top 500 largest enterprises in Vietnam 2022

On January 5, 2023, for the eighth time in a row, PC1 was ranked in the top 500 largest enterprises in Vietnam announced by Vietnam Report, continuing to affirm its position and prestige as a multi-industry economic group with 6 key business areas.

## OTHER INFORMATION

- Separate Financial statements for Quarter 4/2022: [http://pc1group.vn/store/uploads/2023/01/20230130-PC1-CBTT-BCTC-Rieng-Quy-4-2022\\_signed.pdf](http://pc1group.vn/store/uploads/2023/01/20230130-PC1-CBTT-BCTC-Rieng-Quy-4-2022_signed.pdf)
- Consolidated Financial statements for Quarter 4/2022 : [http://pc1group.vn/store/uploads/2023/01/20230130-PC1-CBTT-BCTC-Hop-nhat-Quy-4-2022\\_signed.pdf](http://pc1group.vn/store/uploads/2023/01/20230130-PC1-CBTT-BCTC-Hop-nhat-Quy-4-2022_signed.pdf)
- Other information disclosure : <https://pc1group.vn/category/quan-he-dau-tu/cong-bo-thong-tin/>



# THANK YOU FOR YOUR ATTENTION!

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