

# IR NEWSLETTER

*1st QUARTER OF 2023*

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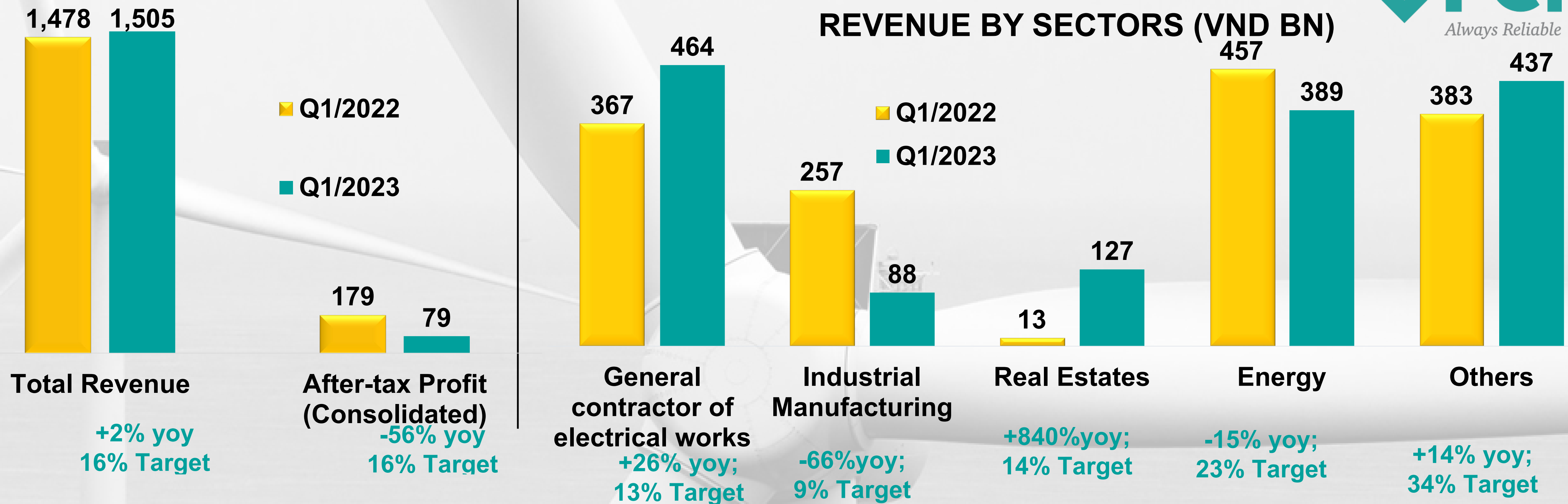


## GENERAL INFORMATION

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

# BUSINESS PERFORMANCE IN 1<sup>st</sup> QUARTER OF 2023

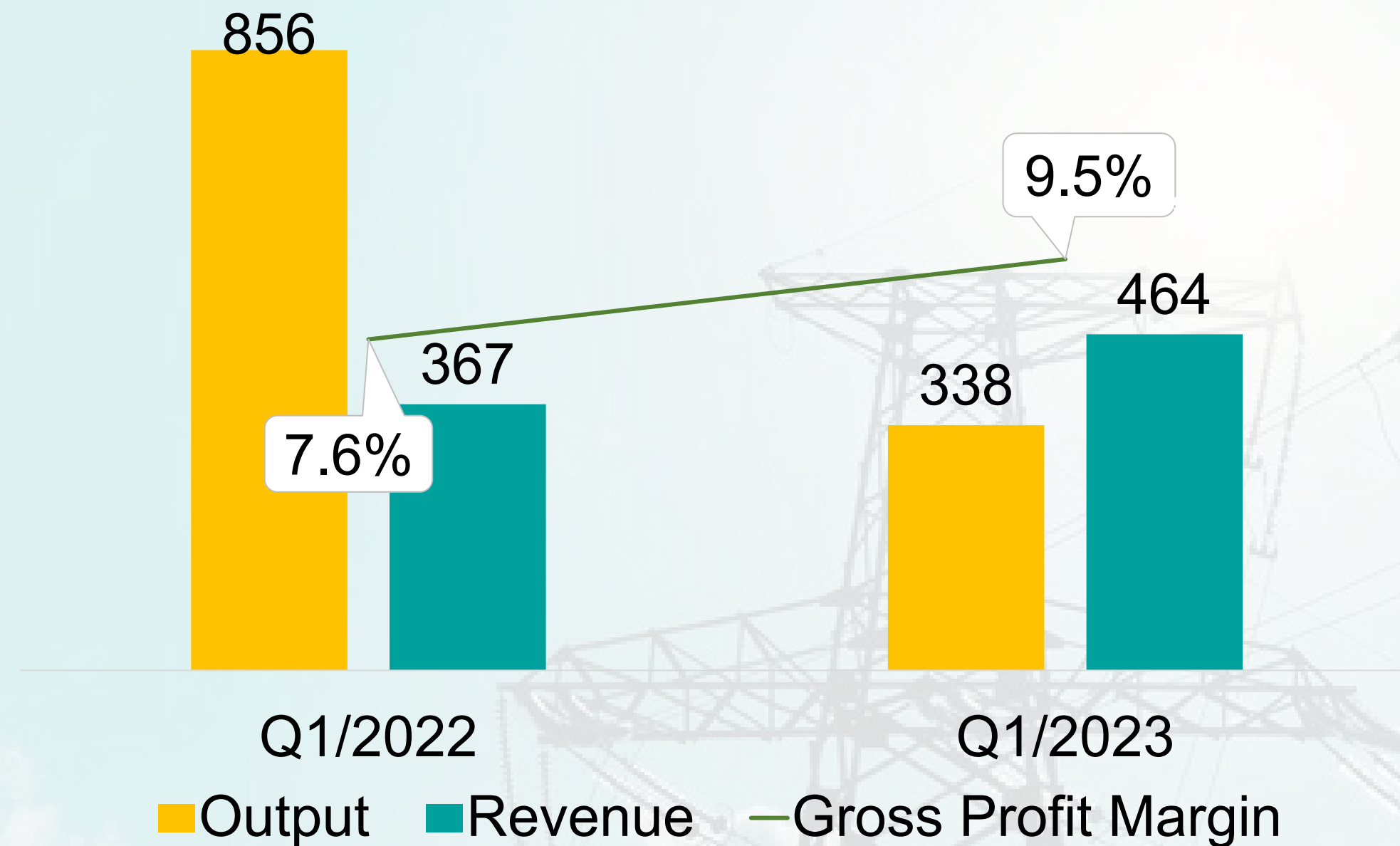
## REVENUE BY SECTORS (VND BN)



- Revenue in the first quarter of 2023 reached VND 1,505 billion, increased by 2% over the same period last year. In which, the revenue of the general contractor for electrical works reached VND 464 billion, increased by 26% over the same period last year; sales of commercial goods (steel billet, construction steel, coke) increased by 14%. Real estate revenue increased strongly due to the consolidation of operating revenue of Japan - Hai Phong Industrial Zone Development Company. The energy and industrial production sectors saw revenue decreased by 15% and 66%, respectively, year-on-year.
- Financial expenses increased over the same period last year due to the increase in the scale of short-term loans for production and business and the interest rates remained high compared to the same period in 2022. The principal balance of long-term loans increased due to loans for investment in Nickel factory in Cao Bang.
- Consolidated NPAT in Q1 reached VND 79 billion, equivalent to 16% of the year target. In which, NPAT of non-controlling shareholders is VND 64.6 billion dong, mainly from 3 wind power companies which are ~55% owned by PC1 and Japan - Hai Phong Industrial Zone Development Company which is 70% owned by PC1.

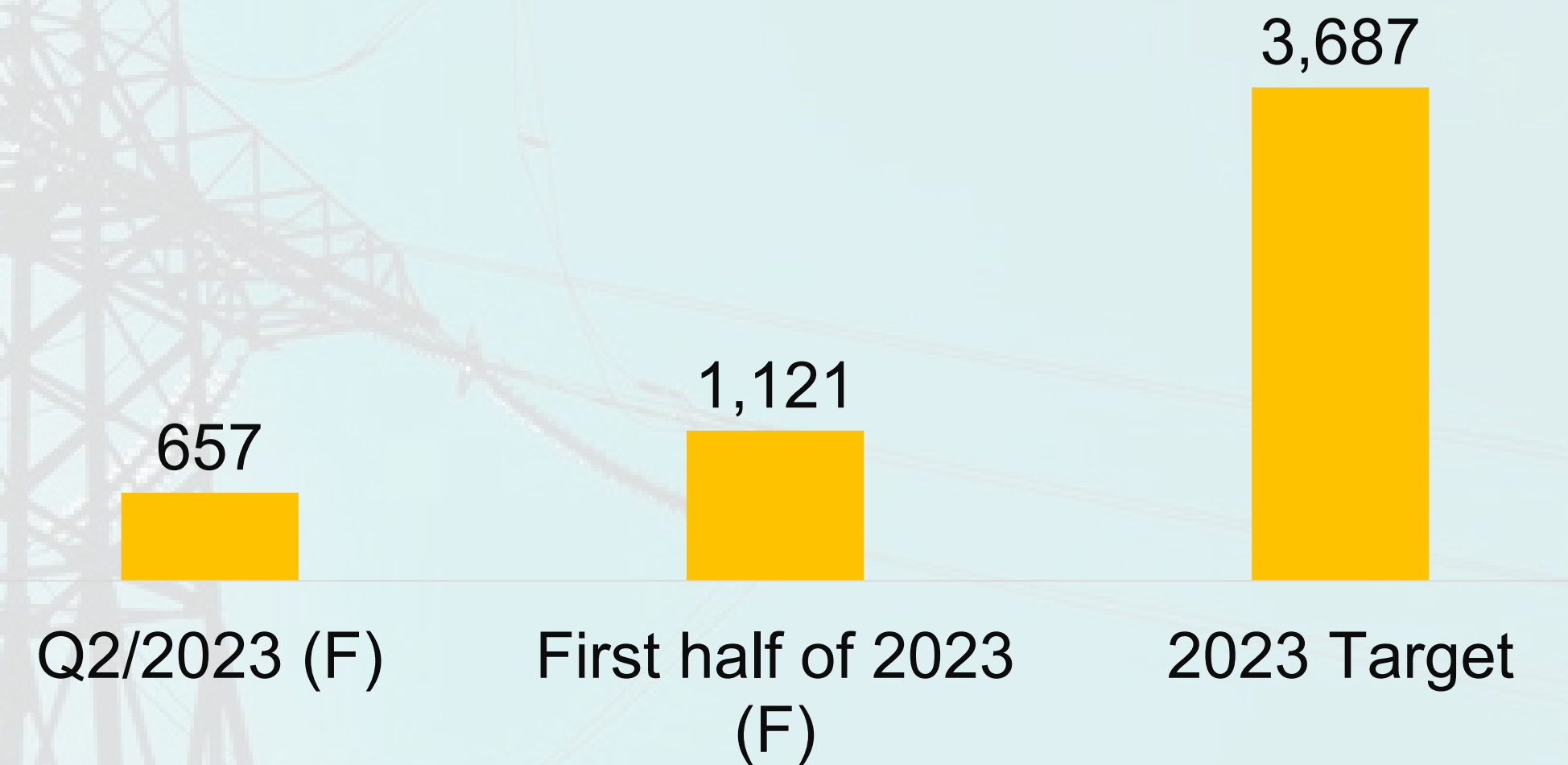


## OUTPUT & REVENUE (VND BN)



Contract value rolled-over to Q2/2023 (VND bn): 3.887

## REVENUE TARGETS (VND BN)



- Revenue from the field of General Contractor of electrical works in the first quarter of 2023 reached VND 464 billion, increased by 26% over the same period last year, reaching 13% of the year target. Gross profit margin improved from 7.6% to 9.5%.
- The value of new contracts signed in Q1 reached nearly VND 700 billion, the backlog remained high, reaching VND 3,887 billion. However, the output in the first quarter is at a low level due to low investment inside and outside EVN. Some industry policies such as electricity planning VIII, transitional electricity prices, and average retail electricity prices have not been issued yet, contracts signed but not yet started.
- PC1 is continuing to research, expand overseas markets (Laos, Australia...), invest in new products (capacity forecasting, OCC, BESS, undersea cable construction system, BIM software,...).

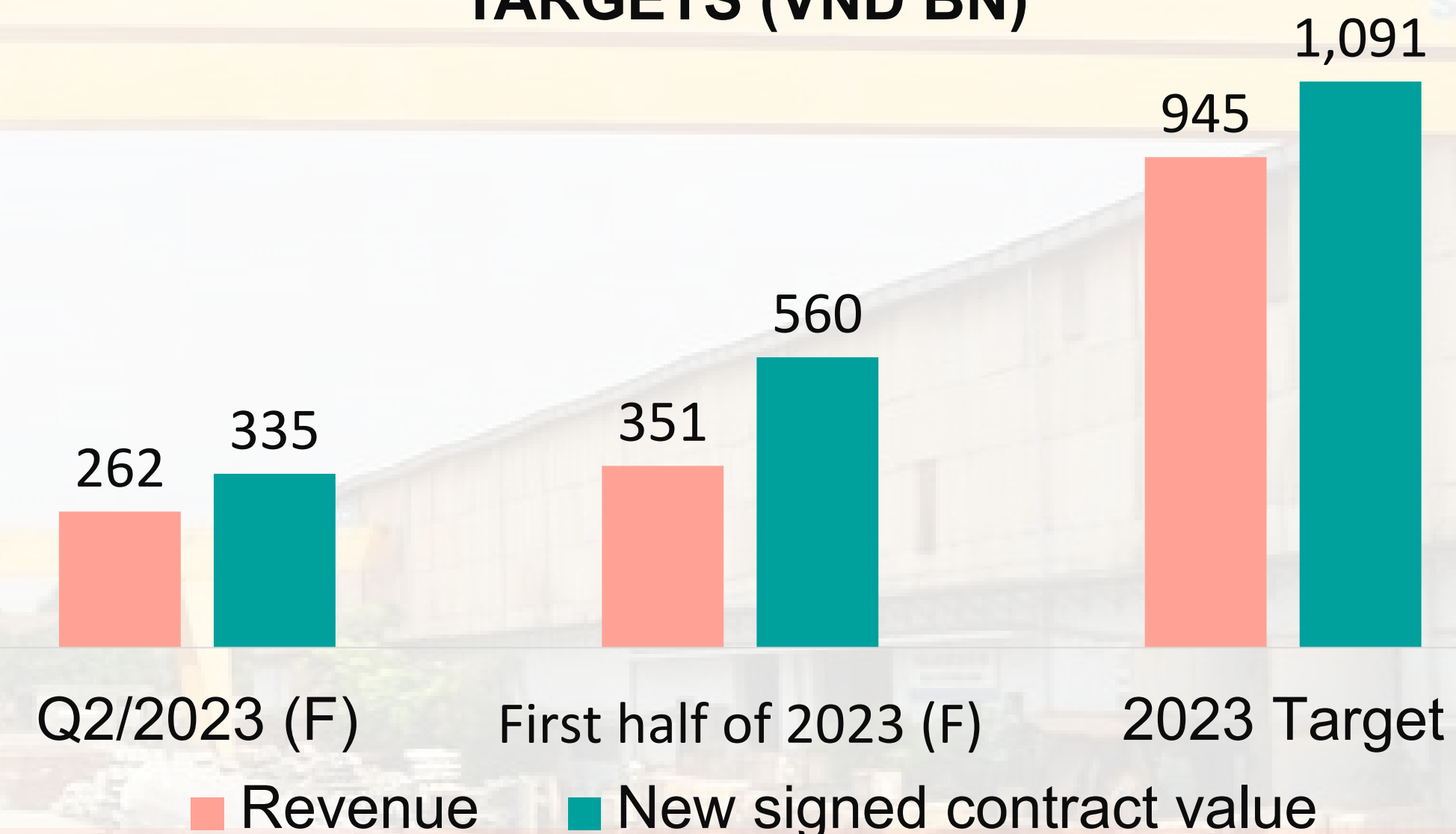
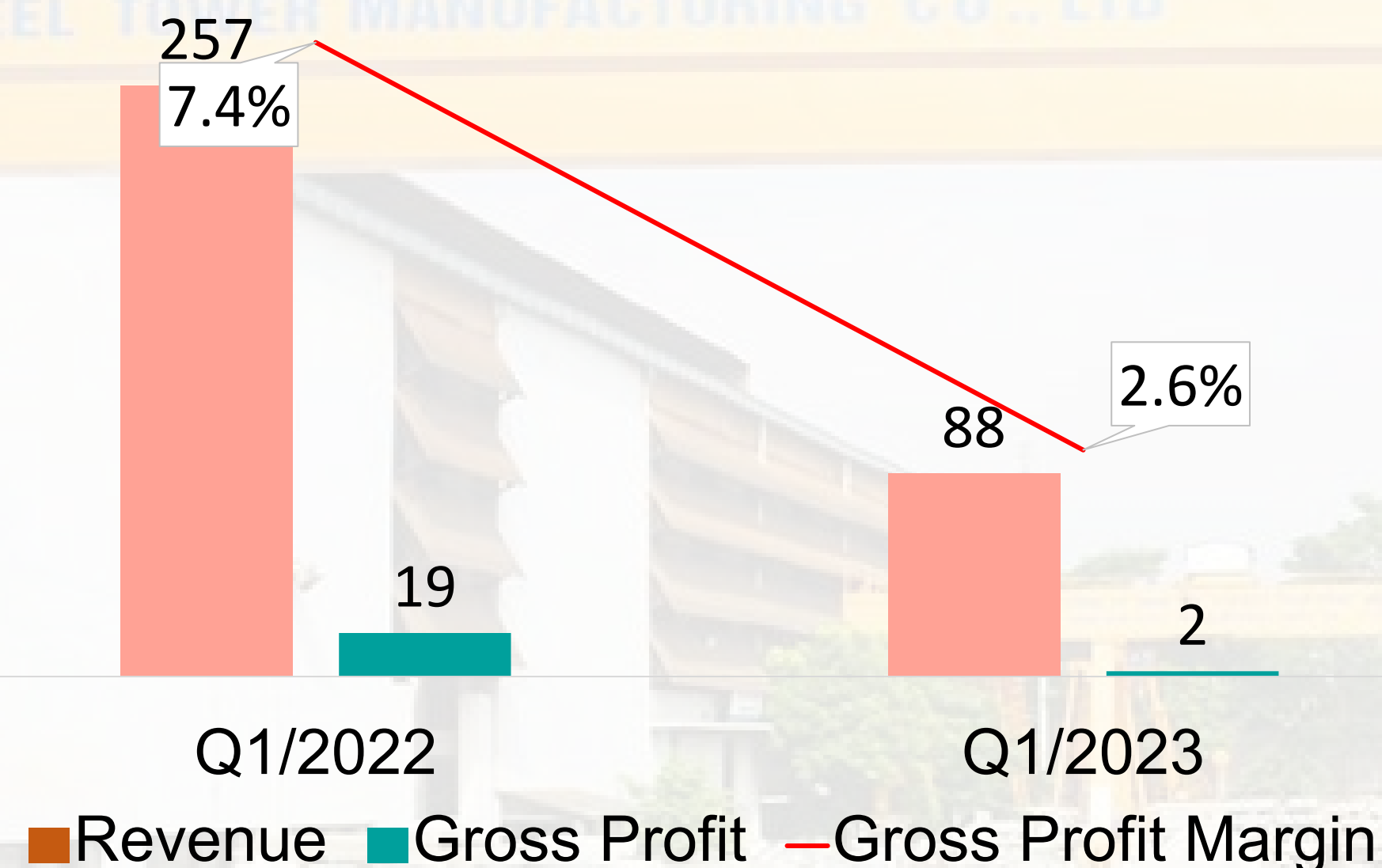


# INDUSTRIAL PRODUCTION

## REVENUE & GROSS PROFIT (VND BN)

Contract value rolled-over to Q2/2023 (VND bn): 315

## TARGETS (VND BN)

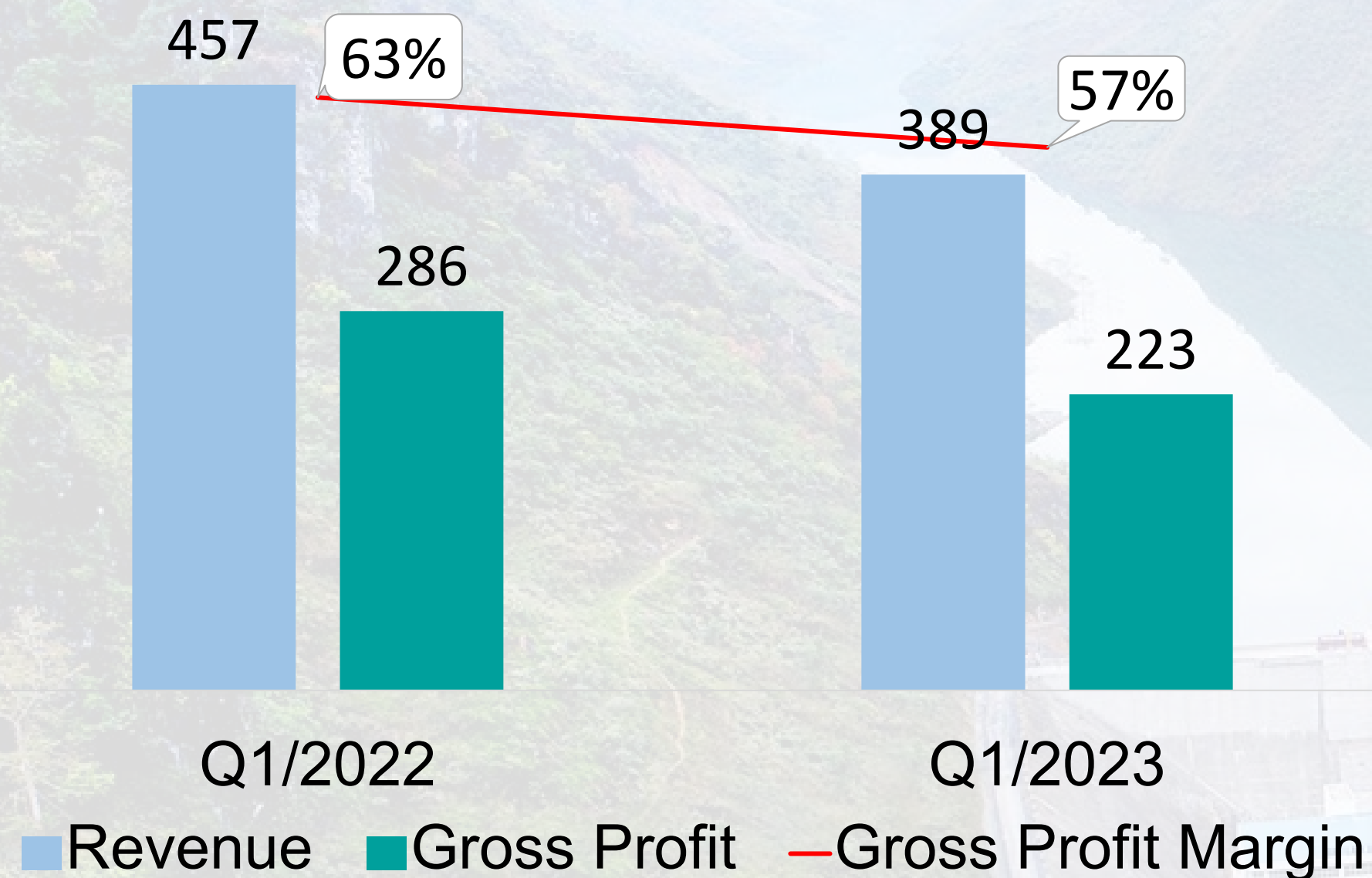


- Revenue in the first quarter of 2023 reached VND 88 billion, reaching 9% of the year target. The reason is that the domestic market continues to be difficult, many projects have signed contracts but are delayed to implement due to the disbursement of EVN, fluctuations in prices of raw materials, fuel, and high transportation costs also decrease gross profit margin this period.
- Overseas markets: continue to cooperate well with Australian partners, maintain and promote the value of orders, continue to seek export opportunities to the US, Japan, Laos...
- In the first 6 months of 2023, revenue is estimated at VND 351 billion, new contracts signed value are VND 560 billion, equivalent to 51% of the year target.



# ENERGY INVESTMENT

## REVENUE & GROSS PROFIT (VND BN)



- Revenue in the first quarter of 2023 reached VND 389 billion, equivalent to 23% of the year target. Due to the influence of El Nino phenomenon, hydropower output and revenue decreased compared to the same period last year, PC1 also actively maintained and repaired power plants.
- In return, wind power was favorable and grew well over the same period.
- Gross profit margin remained high, reaching 57%.
- The estimated revenue for the first 6 months of the year is VND 774 billion VND, equivalent to 45% of the year target.

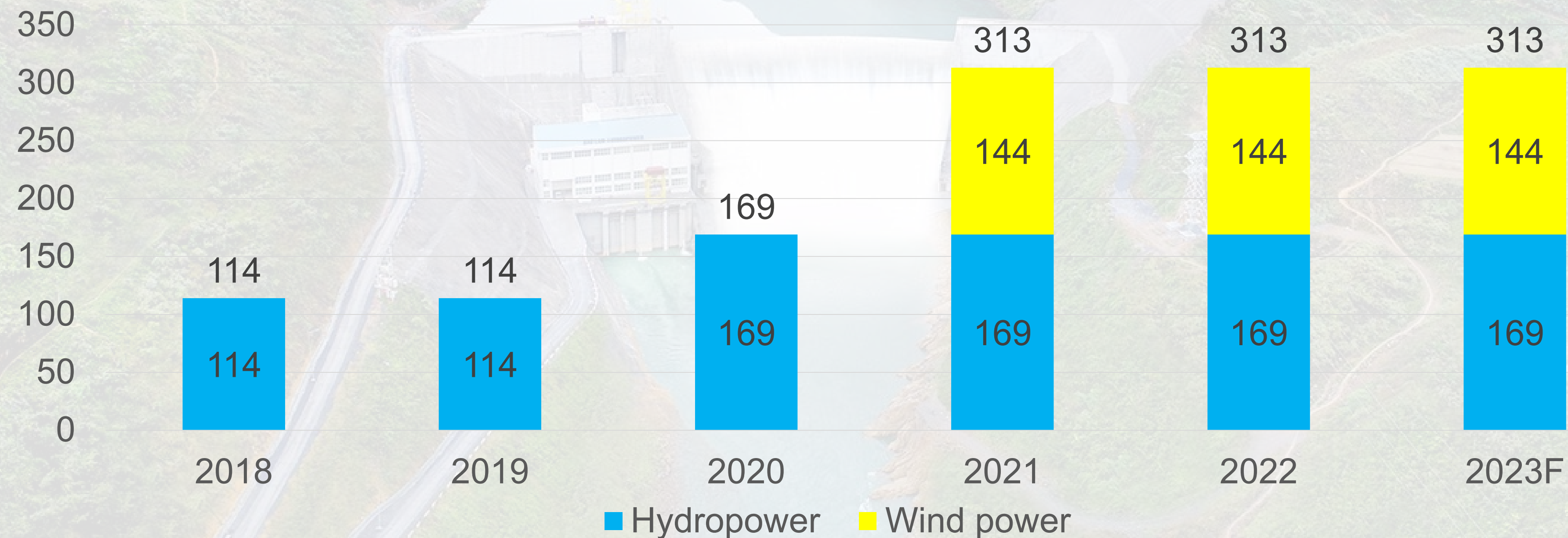
Power plants	Capacity (MW)	Quarter 1/2023		First half of 2023 (F)		2023 Target	
		Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)
Hydropower	169	40	105	168	311	600	773
Wind power	144	142	285	230	462	464	934
<b>Total</b>	<b>313</b>	<b>181</b>	<b>389</b>	<b>398</b>	<b>774</b>	<b>1,064</b>	<b>1,706</b>



# ENERGY INVESTMENT

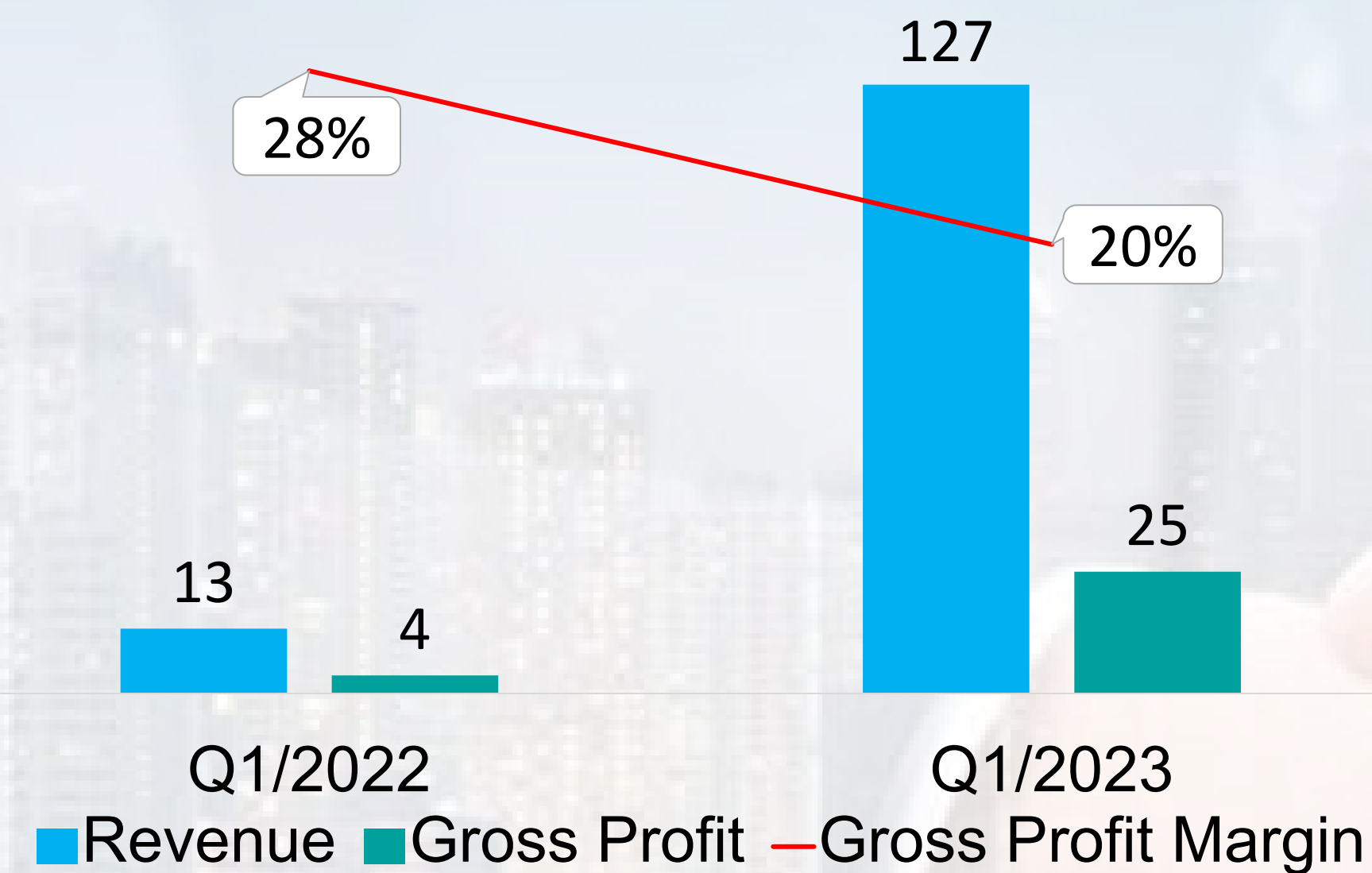
- New investments:
  - + Project development needs issued Power Planning VIII and clear mechanisms and policies.
  - + PC1 is surveying onshore wind power projects, researching and preparing to invest in Bao Lac A hydro power (30 MW), Thuong Ha hydropower (10 MW), rooftop solar power projects in Japan-Hai Phong Industrial Zone (~8 MW).

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

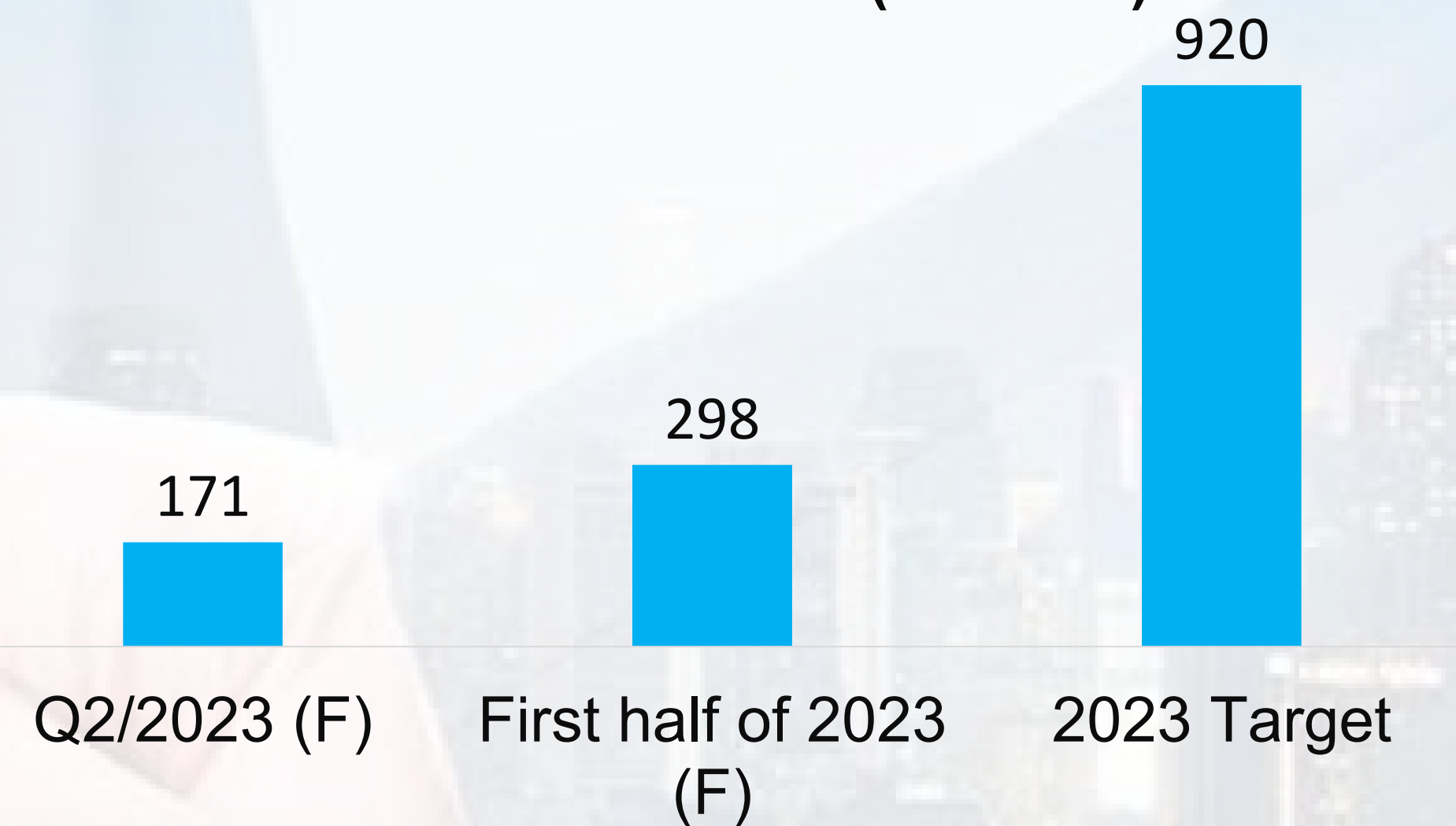




REVENUE & GROSS PROFIT (VND BN)



REVENUE TARGET (VND BN)



- **Industrial real estate:**

- + Continue to manage and operate reliably, Japan - Hai Phong Industrial Zone (NHIZ), the revenue target in 2023 is VND 605 billion.
- + Currently carrying out the development work of Nomura 2 Industrial Zone project in Hai Phong and Industrial Zone in Vung Tau.

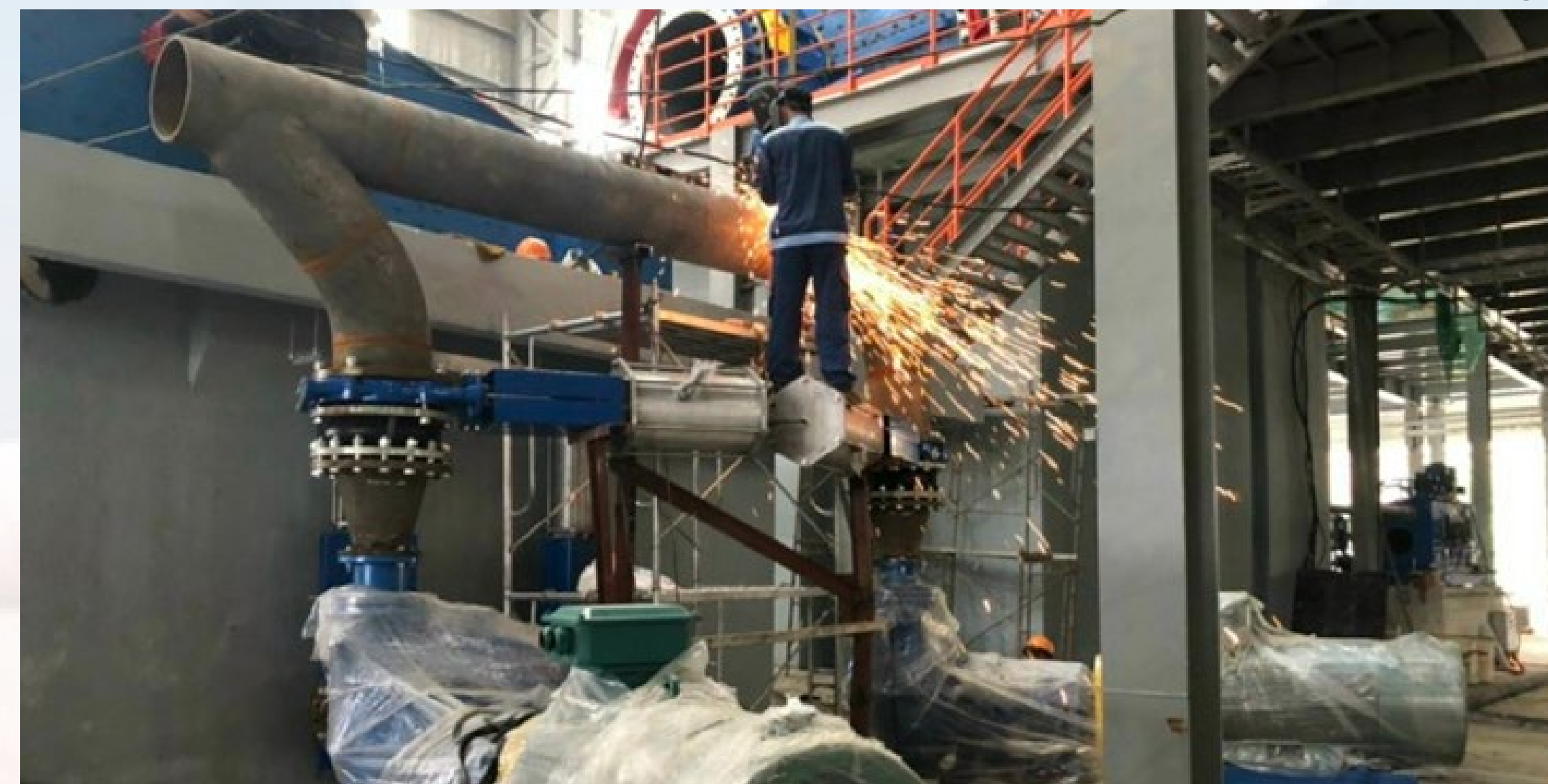
- **Residential real estate:**

- + Actively completing procedures to get approval for the investment policy of PC1 Gia Lam project in May 2023 and record revenue of VND 315 billion in 2023.
- + Bac Tu Liem, Dinh Cong Projects: continue to research and invest in parallel with completing legal procedures.



# MINERALS AND NEW MATERIALS

The project of Tan Phat Nickel - Copper Factory has been put into operation and production has been stable since April 2023, the output of concentrates in the Q2/2023 is estimated at 8,700 tons, expected to be partially sold and record revenue of VND 137 billion.







### Conference for Meetings and Dialogues at Japan-Hai Phong Industrial Zone

On February 16, 2023, Hai Phong Economic Zone Authority cooperated with Nomura-Hai Phong Industrial Zone Development Company (now called Japan-Hai Phong Industrial Zone Development Company) to hold a Conference for Meetings and Dialogues. Mr. Trinh Van Tuan, Chairman of the Members' Council of Japan-Hai Phong Industrial Zone Development Company, affirmed that the company will continue to maintain the best infrastructure and services in the industrial zone for enterprise to operate more efficiently. In the near future, Hai Phong will continue to expand the second phase of the Japan-Hai Phong Industrial Zone with an area of about 200ha in the communes of An Hung, An Hong, Dai Ban, An Duong district to create space to continue to attract investors, especially Japanese investors.



### PC1 granted 100 houses worth VND 4.4 billion in Cao Bang province

To respond to the 70th anniversary of the traditional day of the Economic Security Force, within the framework of the visit and work in Cao Bang province, the delegation of the Department of Economic Security - Ministry of Public Security and accompanied enterprises - PC1 Group has contributed VND 4.4 billion to the Cao Bang "For the Poor" Fund to build 100 houses for poor households.





### PC1 Group inaugurated the Operation Control Center (OCC)

On March 14, 2023, PC1 held the Inauguration Ceremony of Remote Control Center – OCC at the head office. Operation Control Center – OCC is designed with optimal configuration and put into operation in phase 1 with remote control for the Group's wind power plants, ensuring the following main objectives: Real-time report real, integrated BI report on the operation and output of each Plant; Combined with the development orientation of 3D, 4D, 5D...7D BIM systems to bring the control center into operation according to the visual model; Integrate capacity forecasting for each Plant to serve the operation planning and maintenance...



### The Australian business delegation visited and worked at the Group's headquarters

In the series of activities of Vietnam - Australia Business Forum on Energy Transformation 2023; To celebrate the 50th anniversary of the establishment of diplomatic relations between the two countries, on the morning of March 27, 2023, the Group's Executive Board and related departments welcomed the Australian business delegation to visit and work at the headquarters of the Group. The meeting marked the good feelings, valuable support and effective cooperation of the Australian Government and Enterprises for the Group in the journey of green and smart investment transformation.





### PC1 successfully held the 2023 Annual General Meeting of Shareholders

On April 26, 2023, at the headquarters of the Group, the Annual General Meeting of Shareholders took place. In 2022, PC1 recorded revenue of VND 8,358 billion, profit after tax reached VND 537 billion. The meeting approved the plan to pay dividends in 2022 in shares at the rate of 15% of charter capital, equivalent to the exercise rate of 100:15.

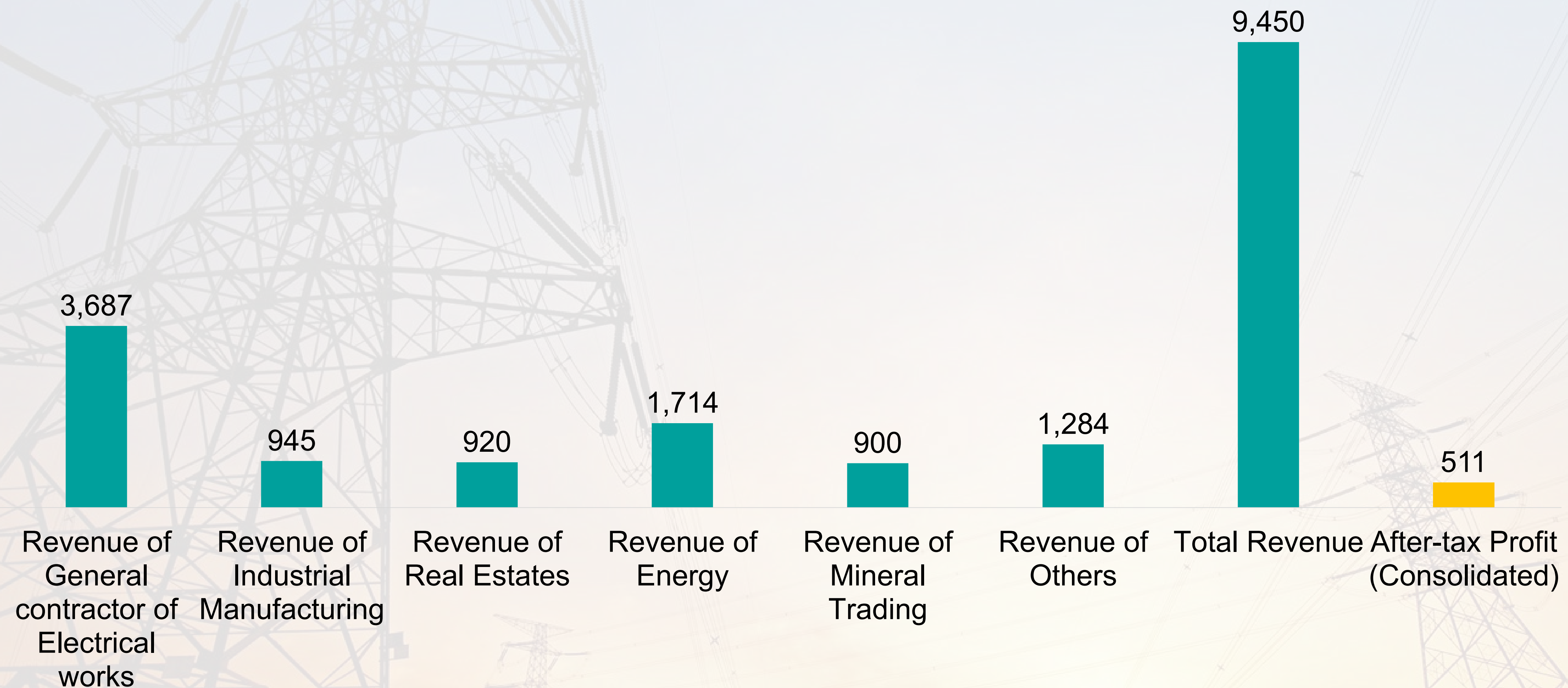
The annual general meeting of shareholders has approved the business plan for 2023, PC1 sets a target of total revenue of VND 9,450 billion, profit after tax of VND 511 billion and dividend payout ratio of 15%. The 2023 plan shows the Group's determination in stabilizing and developing production and business activities despite the difficult domestic economic context.

### OTHER INFORMATION

- Resolution and Meeting Minutes of 2023 Annual General Meeting of Shareholders: <https://pc1group.vn/bien-ban-hop-va-nghi-quyet-dhdcd-thuong-nien-nam-2023/>
- Annual Report 2022: <https://pc1group.vn/en/category/shareholder/annual-report/>
- Consolidated and Separate Financial statements for Q1/2023: <https://pc1group.vn/category/quan-he-dau-tu/bao-cao-tai-chinh/>
- Other information disclosure: <https://pc1group.vn/category/quan-he-dau-tu/cong-bo-thong-tin/>



## 2023 TARGET







# THANK YOU FOR YOUR ATTENTION!

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