

IR NEWSLETTER

2nd QUARTER OF 2023

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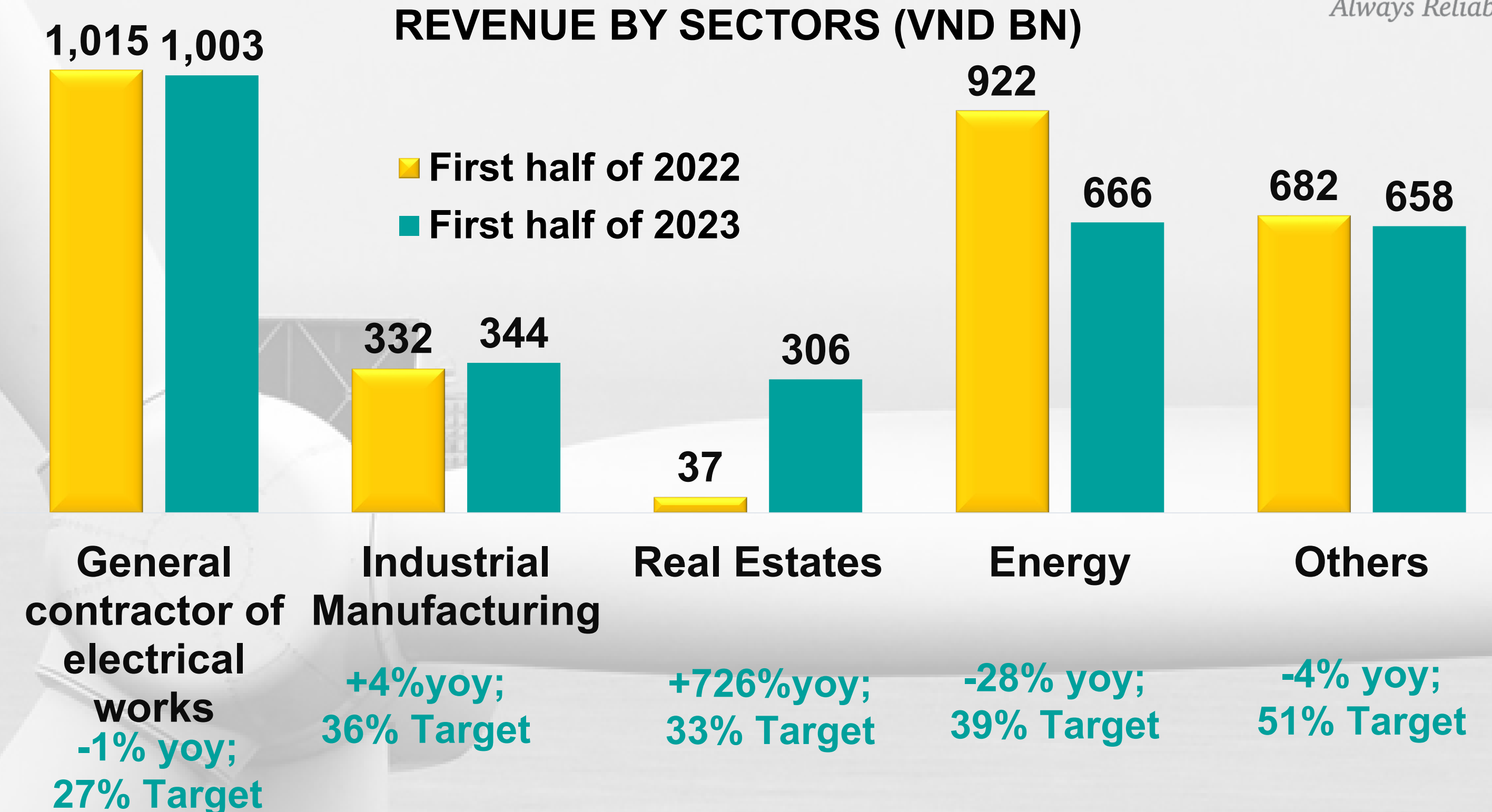
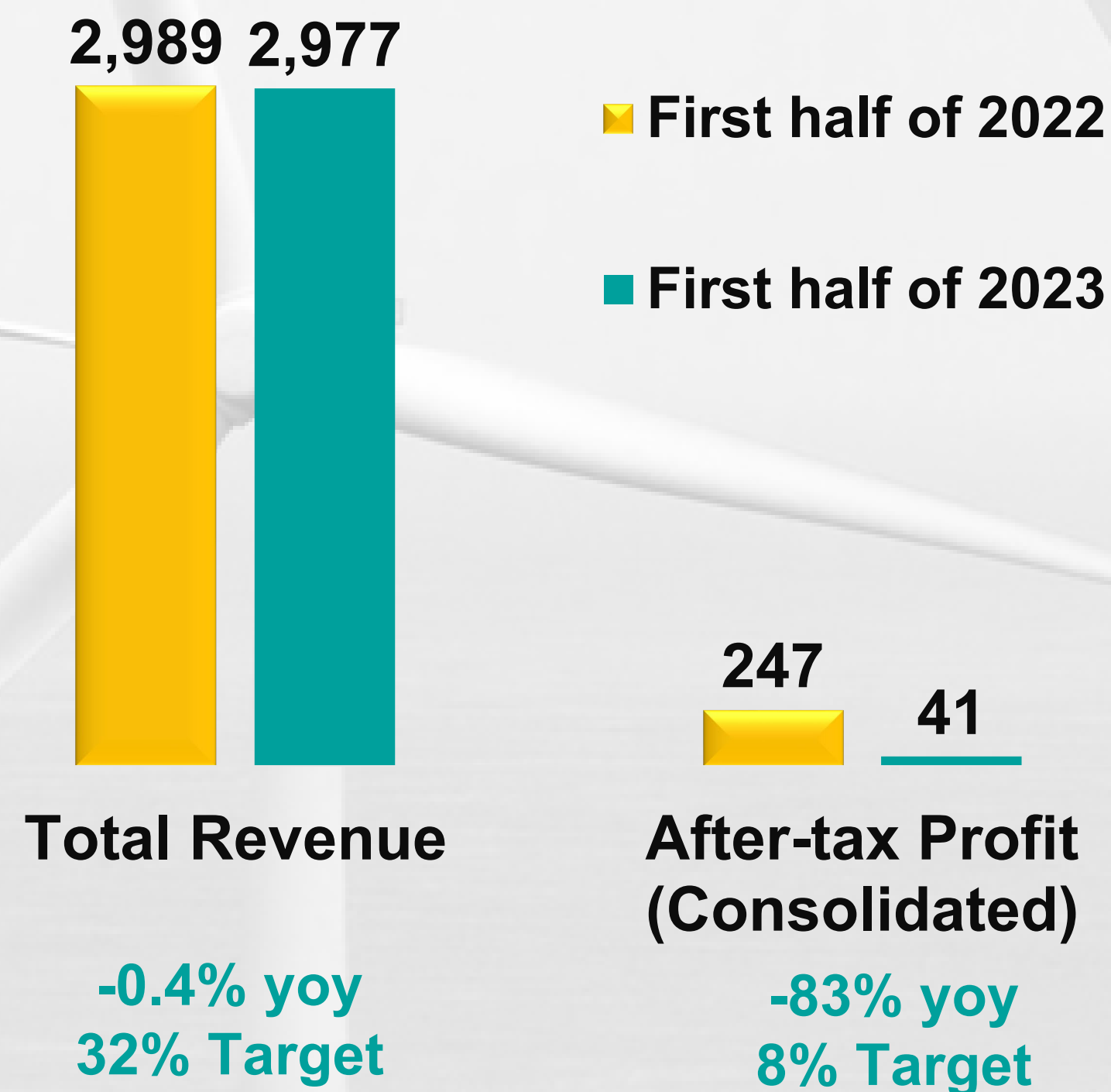


GENERAL INFORMATION

▲ Stock code	PC1
▲ Listed place	HOSE
▲ Market cap (VND billion) on 4 Aug 2023	7,504
▲ Number of outstanding shares	270,433,002

"INNOVATION - CREATIVITY - DEVELOPMENT"

BUSINESS PERFORMANCE IN FIRST HALF OF 2023

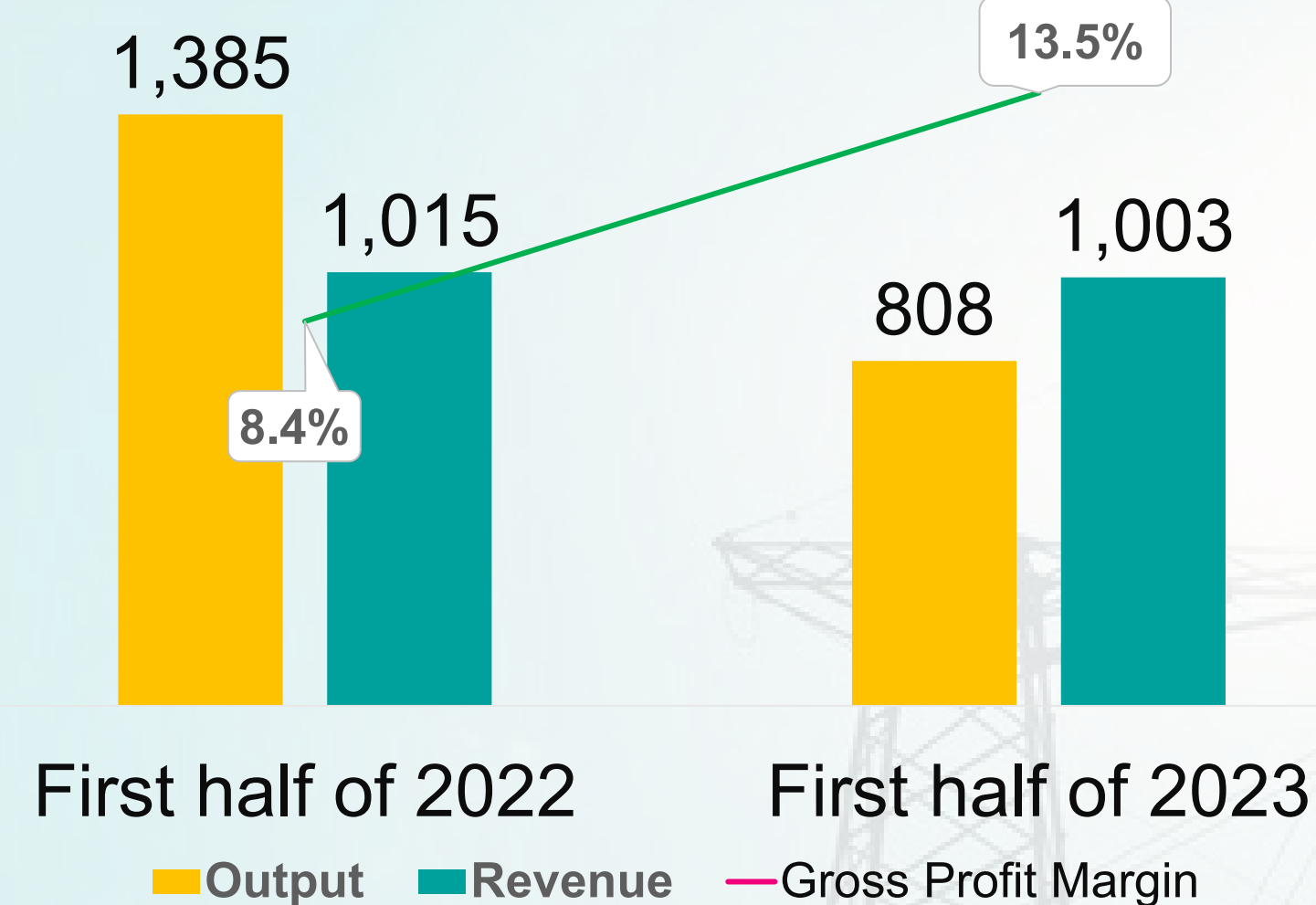


- Vietnam's economic situation in the first 6 months of 2023 was very difficult. PC1's investment, production and business sectors such as electricity, real estate also face many obstacles in legal, implementation, growth, ... affecting the overall business results of PC1.
- In the second quarter, PC1's revenue reached VND 1,472 billion, down 2.6% compared to the same period last year of VND 1,518 billion. The fields of general contractor for electrical works, energy and trading in goods and materials all recorded lower revenue than the same period. Real estate sector recorded growth in revenue due to the consolidation of exploitation and operation of real estate in Japan - Hai Phong industrial zone from the fourth quarter of 2022.
- Financial expenses increased over the same period due to increased borrowing rates, increased loan balance (in Q1/2022, the company has not issued bonds), and the ore sorting plant of Tan Phat Mineral Company was put into operation. so interest expense is no longer capitalized.
- The first half of 2023 business results recorded a consolidated revenue of VND 2,977 billion, equivalent to 30% of the year plan. Consolidated EAT reached 41 billion dong, reaching 8% of the year plan.

GENERAL CONTRACTOR OF ELECTRICAL WORKS

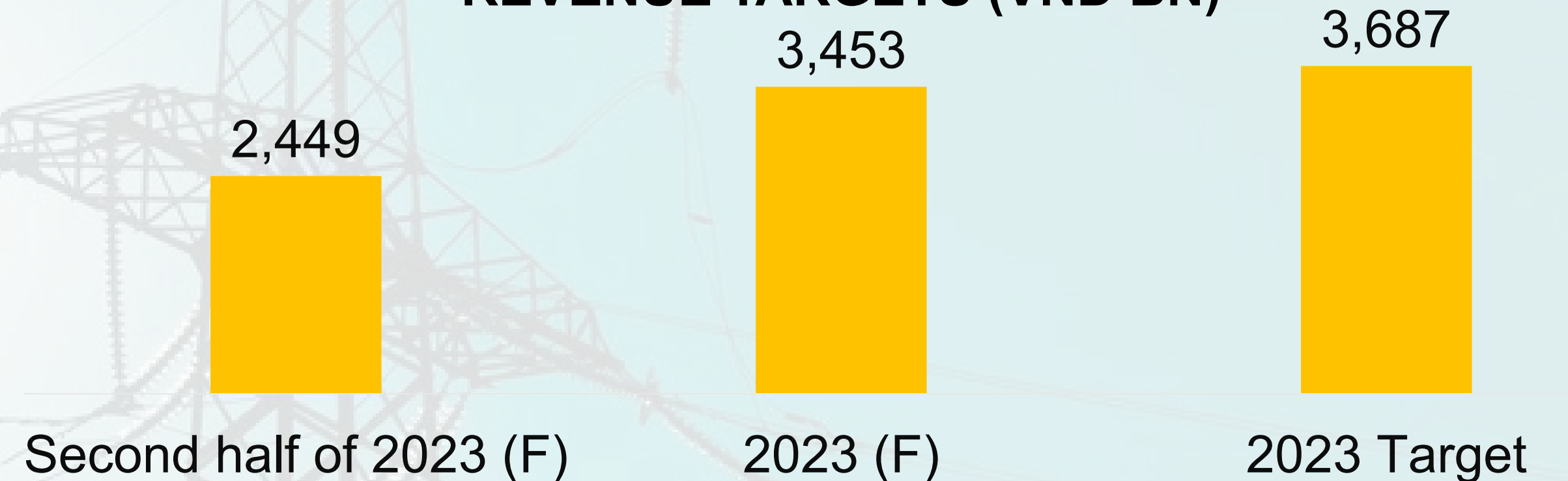


OUTPUT & REVENUE (VND BN)



Contract value rolled-over to Q3/2023 (VND bn): 3,590

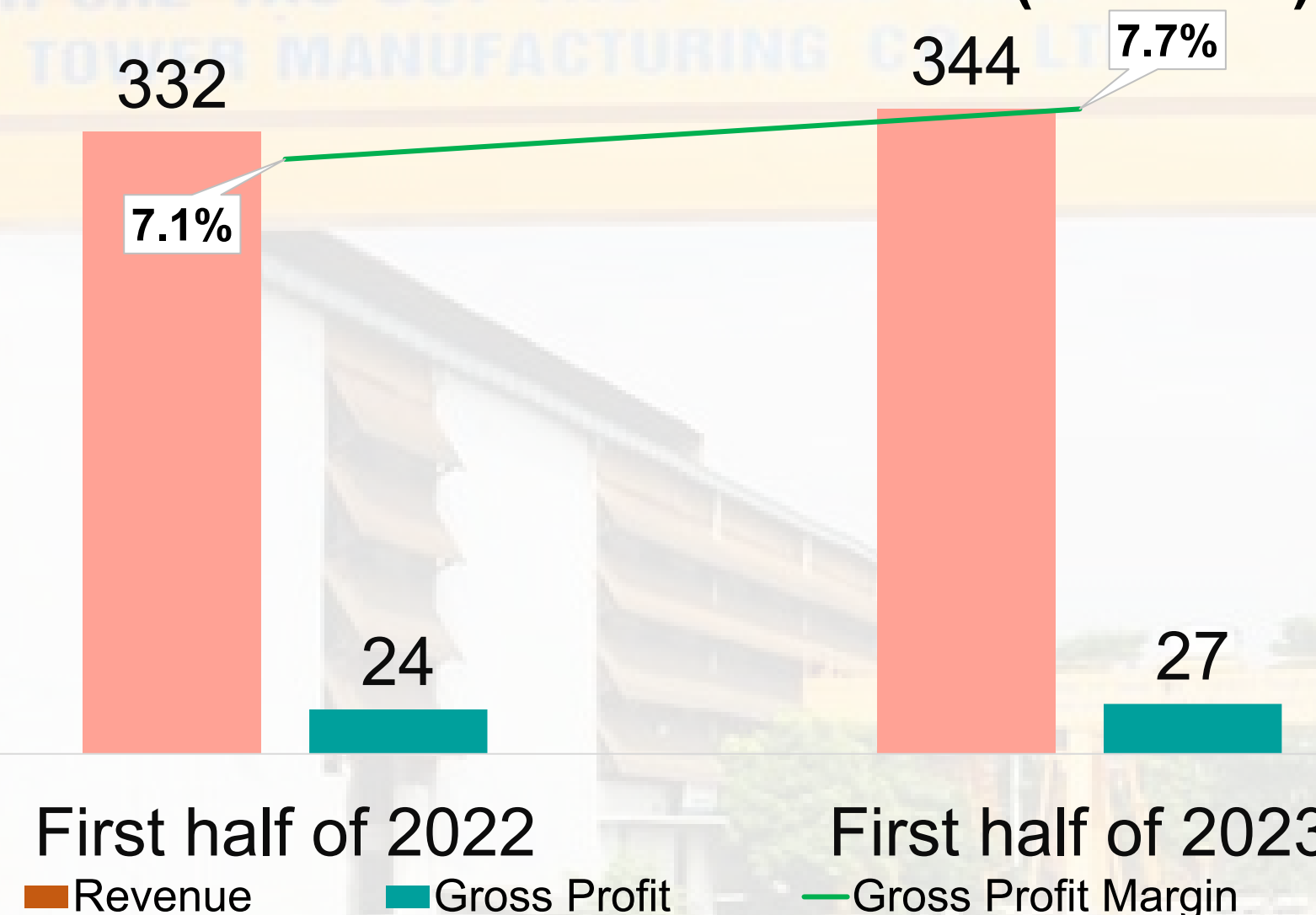
REVENUE TARGETS (VND BN)



- Power planning 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 Power Master Plan VIII. It still needs more time to supplement relevant legal policies, so investors in the power industry (EVN, power plant investors) have not implemented many large-scale projects.
- Output of construction and installation, general contractor of electrical works decreased over the same period due to difficulties in investment capital inside and outside EVN, non-urgent projects, stopping new investment in construction field. installation, general contractor of electrical works. Projects that have investment plans are slow to follow legal procedures to issue bidding documents.
- Revenue from the field of electrical construction general contractors in the first 6 months of 2023 reached VND 1,003 billion, down 1% compared to the same period last year, reaching 25% of the year plan. This period's gross profit margin reached 13.5% due to the additional settlement of Tan Phu Dong project and the low low proportion of materials and equipment in this period's revenue structure.
- New contract value in the period reached 968 billion dong, backlog remained high, reaching 3,590 billion dong.
- PC1 is continuing to research, expand foreign markets (Philippines, Laos, Australia ...), invest in developing new products (OCC phase 2, Deploying and applying BIM, wind power construction technology equipment. Offshore, Completing the Smart Industrial Park project) and closely following EVN's plan to invest in the 500kV transmission line, circuit 3 to the North, completed in June 2024. The revenue plan for the third quarter of 2023 is 700 billion dong.

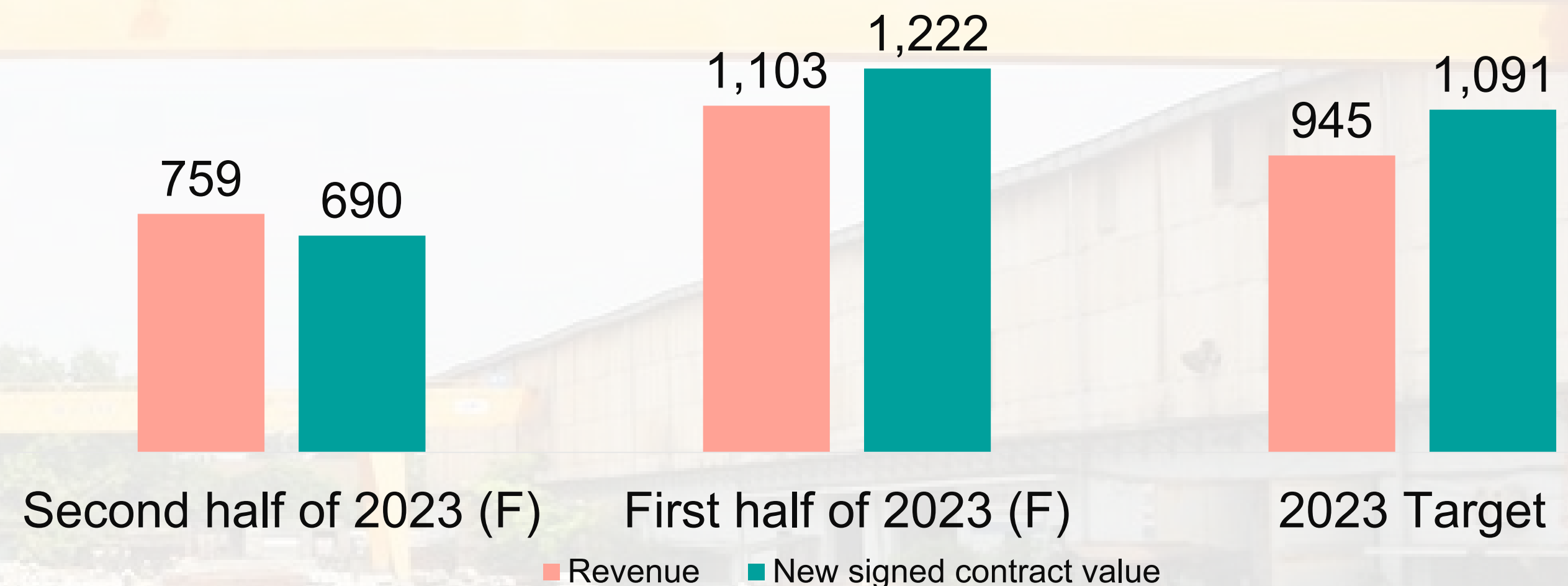
INDUSTRIAL PRODUCTION

REVENUE & GROSS PROFIT (VND BN)



Contract value rolled-over to Q2/2023 (VND bn): 333

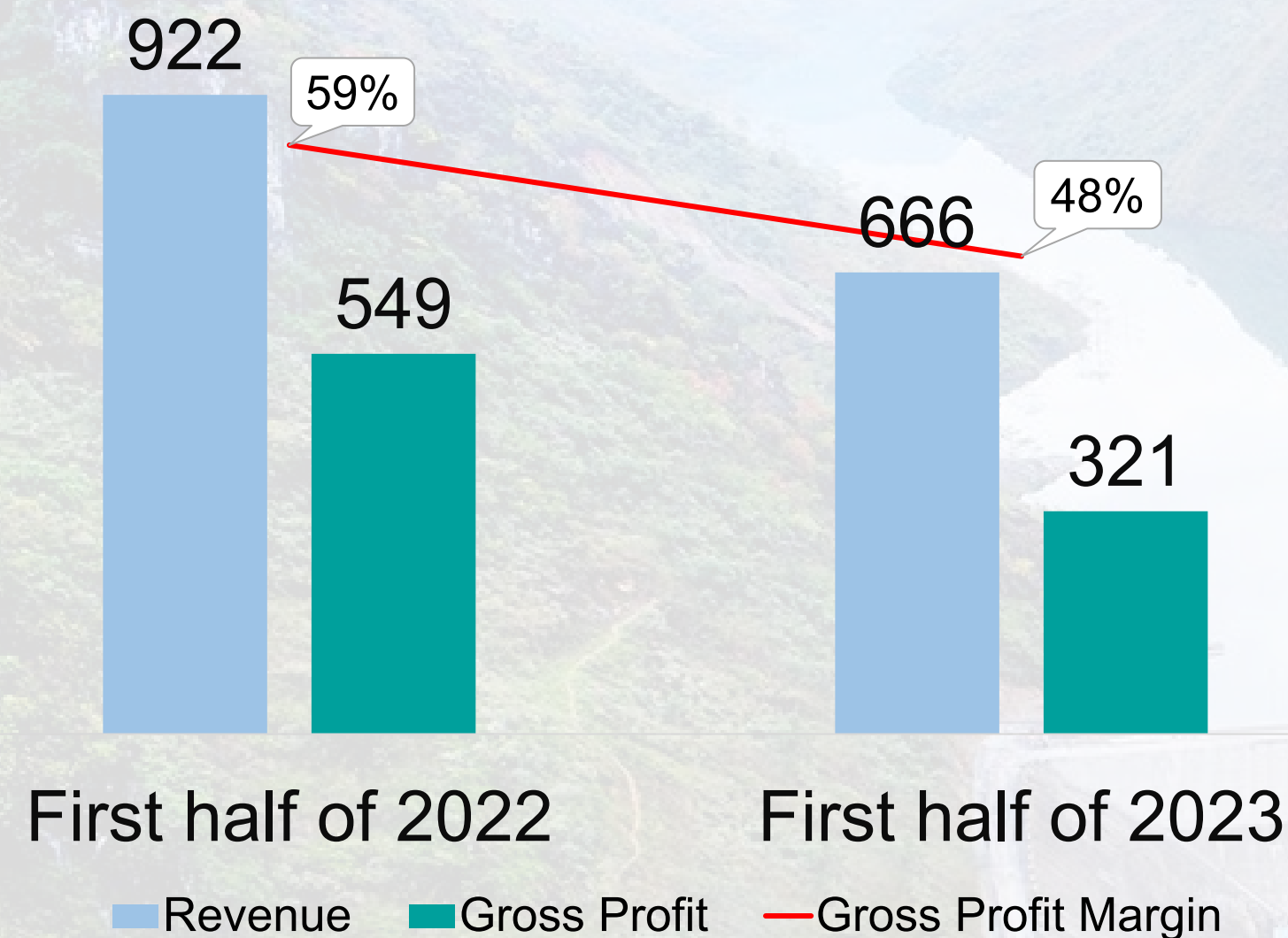
TARGETS (VND BN)



- Revenue in the first half of 2023 reached VND 344 billion, achieving 33% of the year plan. Particularly, the second quarter's revenue reached 256 billion dong, mainly from projects of EVN that have started to be implemented.
- Overseas market: in the second quarter, orders were exported to Australia and new contracts were signed in this market with Monopole products.
- The number of new contracts signed in the period reached 532 billion dong, equivalent to 49% of the year plan, the backlog value at the end of the period was 333 billion dong.
- Continue to closely follow the international market and the 500 kV 3 expansion circuit project.
- Q3 revenue plan is more than 400 billion

ENERGY INVESTMENT

REVENUE & GROSS PROFIT (VND BN)



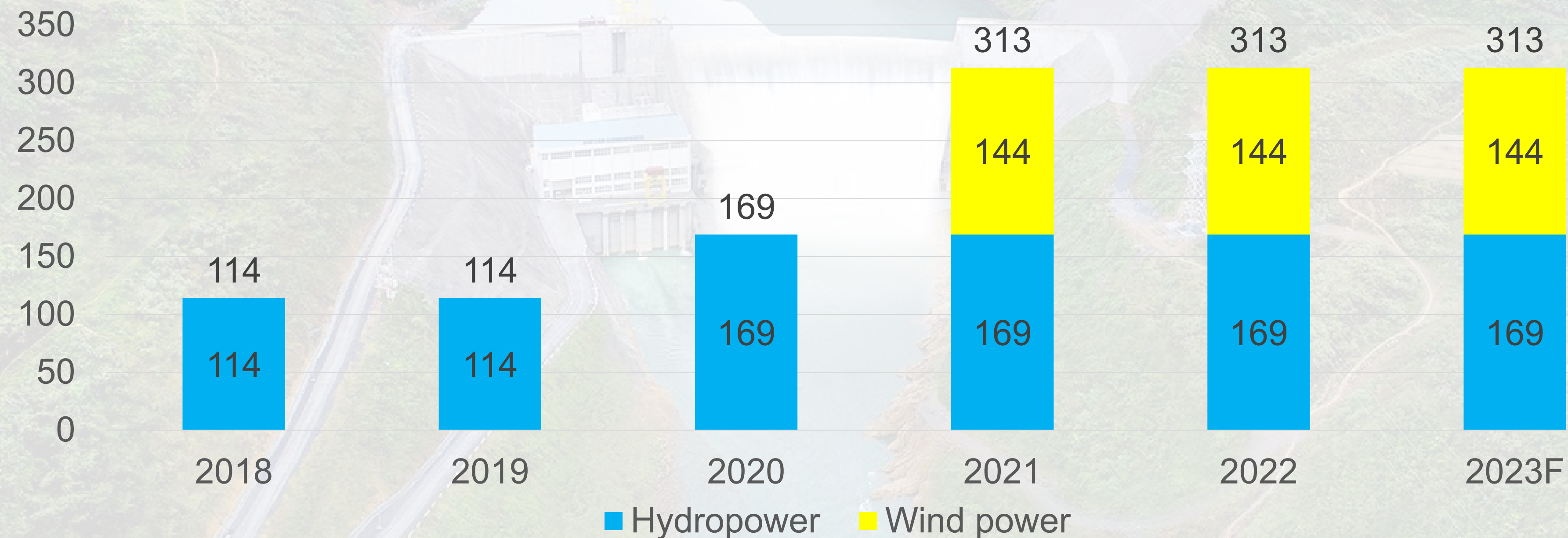
- Revenue in the first 6 months of 2023 reached VND 666 billion, equivalent to 39% of the year plan. Due to the negative influence of El Nino phenomenon, extreme heat, drought and the weak wind season in the second quarter of the year, hydropower output and revenue dropped sharply compared to the same period last year.
- Gross profit margin reached 48%, a slight decrease compared to the same period last year but still remained at a high level.
- Planned revenue of electricity production in the first 9 months of the year is estimated at 1,090 billion VND, equivalent to 63% of the year plan.

Power plants	Capacity (MW)	First half of 2022		First half of 2023		2023 Target	
		Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)	Output (mil Kwh)	Revenue (VND bn)
Hydropower	169	296	498	99	224	600	773
Wind power	144	218	428	217	436	464	934
Total	313	514	917	316	660	1,064	1,706

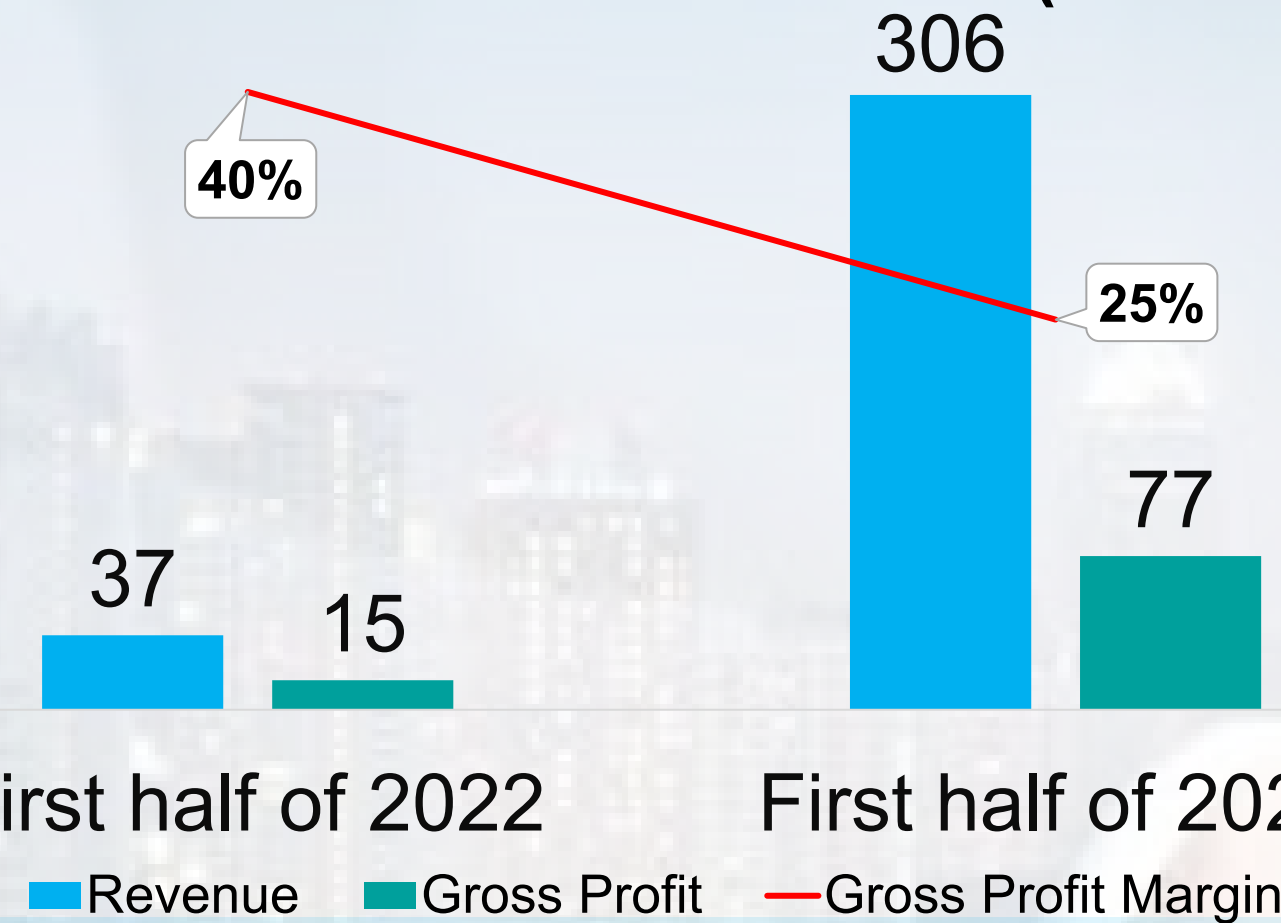
ENERGY INVESTMENT

- Bao Lac A 30 MW and Thuong Ha 10 MW hydroelectric projects are expected to start construction in late 2023 and early 2024, expected to be completed in 2025-2026.
- PC1 continues to contact partners to seek investment cooperation opportunities, research projects to develop new clean energy projects. Continue to monitor data, manage wind measurement of wind power projects in Central Highlands, Quang Tri and deploy solar power projects in Japan Industrial Park - Hai Phong.

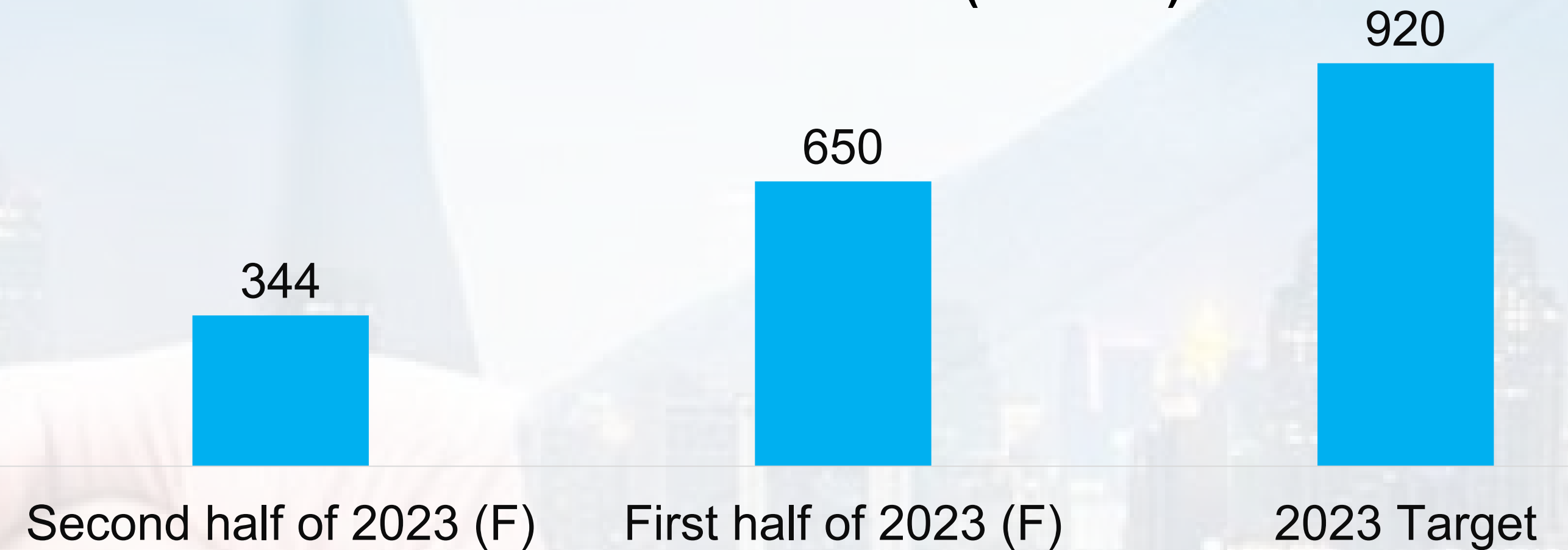
CAPACITY BY THE TIME OF POWER GENERATION (MW)



REVENUE & GROSS PROFIT (VND BN)



REVENUE TARGET (VND BN)



- **Industrial real estate:**

- + Revenue from exploitation and operation of the Japanese - Hai Phong industrial park in the first half of 2023 reached VND 292 billion, reaching 48% of the year plan. PC1 is installing rooftop solar power in the Industrial Park, the goal is to achieve from 4MW-8MW in 2023. In the third quarter, the company continues to implement legal development of industrial park projects in Hai Phong and Vung Tau. Revenue in the third quarter is estimated at 170 billion dong.

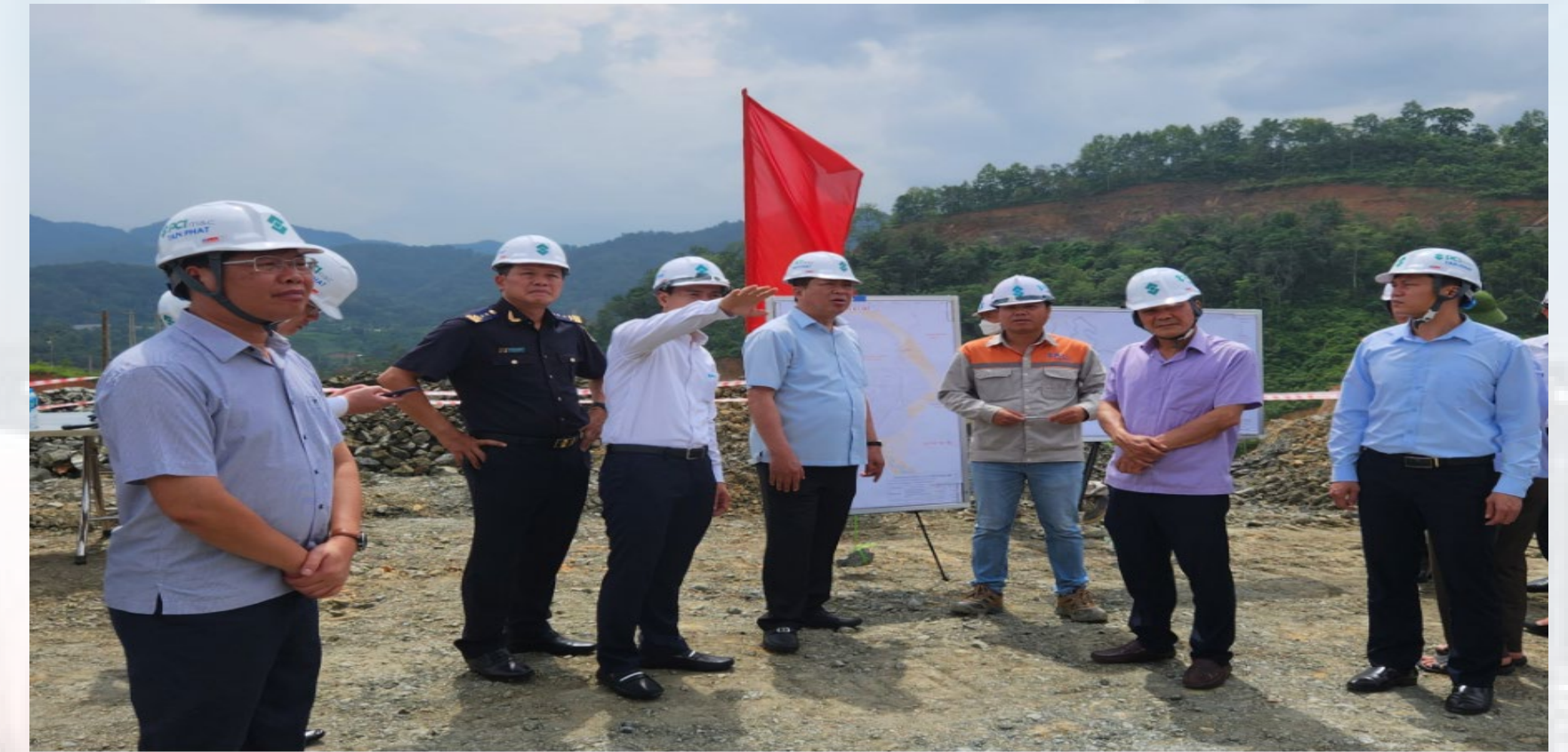
- **Residential real estate:** Continue to develop the project, complete investment procedures

- + PC1 continues to complete procedures to be able to approve the master plan and preliminary architecture of PC1 Gia Lam project, which is expected to start construction in the fourth quarter of 2023.

- + It is expected that in the third quarter, it will complete the confirmation of site clearance and request an extension of the investment progress of the Bac Tu Liem project.

MINERALS AND NEW MATERIALS

Tan Phat Nickel - Copper Factory Project has successfully completed the first phase of investment, producing quality products. In July 2023, the first shipment of 7,500 tons was exported, revenue was nearly 200 billion dong. The next batches are expected to be shipped in September and December 2023, with an output of 10,000 tons/lot. The company continues to maintain the good performance of environmental protection, occupational safety and health and complete the procedures to implement the investment phase 2 of the project.



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





MOU signing ceremony for strategic partnership in renewable energy between PC1 group and DNV group

On June 8, 2023, the delegation of DNV Group, led by Mr. Le Gallo, Brice – Vice President, DNV Asia Pacific region director, visited and worked at PC1 Group's Office. The two parties signed a Memorandum of Understanding (MOU) on many fields focused on Renewable Energy. For PC1 Group, this continues to be a significant milestone in the expansion of major partnership cooperation to continuously improve capacity and affirm its position as a professional and reputable General Contractor with outstanding international standards management, leading Vietnam and Southeast Asia.

PC1 construct technical infrastructure for the Metro Line no.02 Ben Thanh – Tham Luong

On June 2, 2023, the People's Committee of HCM City, the Management Board of the City Urban Railway Project organized the groundbreaking ceremony to relocate technical infrastructure works located within the metro line 2 Ben Thanh - Tham Luong. This is the first construction item to return the clean ground, helping the contractor officially start construction of the main underground items in the next phase. PC1 believes that with the experience of successfully implementing high-voltage underground cables in the city and at sea; always mastering advanced technology, PC1 will successfully implement the technical infrastructure for this project.



ITS brings optimal solutions for energy system operation and management problems to Vietnam ETE & Enertec Expo

Coming to Vietnam ETE & Enertec Expo - The largest exhibition in the Electrical & Energy Equipment industry in Vietnam, Investment and Technology Services Joint Stock Company - ITS has brought the optimal solutions for operation and management of the energy system. ITS Company in particular and PC1 Group in general with a solid technology foundation, young and high-quality staff are committed to contributing to Vietnam's goal of achieving net zero CO2 emissions by 2050 and the work Green energy transition globally.



OTHER INFORMATION

- Consolidated and Separate Financial statements for Q2/2023: <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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