



# NEWSLETTER

## QUARTER 2/2022



# HIGHLIGHTS IN QUARTER 2/2022

- ▶ TRACODI COMPLETED 77% OF THE YEAR'S PROFIT PLAN IN Q2/2022
- ▶ KING CROWN INFINITY'S SECOND SALE LAUNCHED SUCCESSFULLY BY BCG LAND
- ▶ BCG LAND AND INTERCONTINENTAL HOTEL GROUP WENT INTO AGREEMENT ON HOSPITALITY MANAGEMENT FOR HOIAN D'OR
- ▶ SIGNING CEREMONY OF STRATEGIC COOPERATION AGREEMENT TO EXPAND SALE CHANNELS BETWEEN AAA ASSURANCE AND EXIMBANK
- ▶ SIGNING CEREMONY OF STRATEGIC COOPERATION AGREEMENT TO DIVERSIFY DISTRIBUTION CHANNELS BETWEEN AAA ASSURANCE AND MARSH VIETNAM

## FINANCIAL SNAPSHOT IN QUARTER 2/2022

(Unit: billions dong)

Total revenue

**881**

Total asset

**44,361**

Profit after tax

**355**

Owner's equity

**13,701**

# FINANCIAL SNAPSHOT IN Q2/2022

The Consolidated Financial Statements of BCG for the second quarter of 2022 shows revenue of more than 881 billion VND and profit after tax of 354.8 billion VND (+8.2% YoY and 12.4% YoY, respectively).

BCG reported first-half 2022 results with accumulated revenue of 2,133.9 billion VND and profit after tax of 877.1 billion VND (+47.4% and 81.5 % YoY, respectively), contributed by the three core business segments. The construction - infrastructure sector delivers 36.3% of BCG's revenue thanks to stable construction and quarrying activities. The renewable energy sector also creates a more consistent cash flow and is gradually adding to BCG's revenue structure. In particular, this sector accounted for 27.4% while this figure at the end of 2021 was 20%. Meanwhile, the real estate sector accounted for 25.4% of BCG's total revenue due to the handover of King Crown Village project.

By making investments in significant long-term projects, BCG's total accumulated assets climbed by 17.7% to 44,361 billion VND, as of June 30<sup>th</sup>, 2022. Total liabilities was minimized with a small increase of only 4.5%. This demonstrates that asset quality is well-controlled, and BCG concentrates on managing outstanding loans to strengthen financial stability and lower risks for the Company and investors.

By the end of June 2022, BCG's total liabilities on equity ratio had dropped from 3.5 times at the end of 2021 to 2.2 times. Additionally, the fact that BCG's debt-to-equity ratio dropped to 1 times indicates that financial risk has been cut to a reasonable level.

## IMPLEMENTATION OF DIVIDEND PAYMENT IN 2021

BCG's BOD approved the last registration date for dividend payment by cash and share for 2021 as follows:

- Last registration date: **24/08/2022**
- Dividend payment by cash: 5%/ par value (equivalent to 500 dong/share).
- Dividend payment by share: 5% (each 20 shares will receive one additional share).
- Payment date: 22/09/2022
- Implementation method:
  - *For Deposited Securities:* Shareholders follow procedures to receive dividends by cash and share for 2021 where the depository account is opened.
  - *For Non-Deposited Securities:* Shareholders follow procedures to receive cash dividends at Bamboo Capital JSC – Address: 27C Quoc Hung Street, Thao Dien Ward, District 2, Ho Chi Minh City from 22/09/2022.

## STOCK ISSUANCE FOR ESOP 2022

BCG's BOD approved Employee Stock Ownership Plan (ESOP) in 2022.

- Number of shares issued: 5,000,000 shares
- Exercise ratio: 0.993% total number of outstanding shares
- Transfer restriction: 02 years since issuance date
- Source of Capital issuance: Undistributed profit after tax as at 31<sup>st</sup> December 2021 on the basis of audited consolidated financial statements for 2021
- Time of implementation: **26/08/2022.**

# TRACODI COMPLETED 77% OF THE YEAR'S PROFIT PLAN IN Q2/2022

Tracodi's Consolidated financial statements for Q2/2022 shows revenue of over 283.3 billion VND (+108.7% YoY, respectively). According to the plan approved by the AGM in April this year, Tracodi has completed 77% of the year profit plan in the second quarter of 2022.

Quarrying and building, two fundamental business divisions, considerably boosted the performance of the entire company. In the quarrying sector, Antraco quarry has received approval from the An Giang Provincial People's Committee for the second phase of survey planning with a reserve of 25 million m<sup>3</sup> and 10-15 years of mining period. The company participates as a general contractor for real estate and renewable energy projects within the BCG's ecosystem, which is a major source of works for Tracodi's construction division.

Tracodi has restructured its capital by selling off a number of investments to concentrate on construction and infrastructure investment in order to address the growing demand for infrastructure investment in residential real estate. Tracodi currently has an unrealized construction contract value of 8,500 billion VND as of May 2022.



## KING CROWN INFINITY'S SECOND SALE LAUNCHED SUCCESSFULLY BY BCG LAND



The second sale opening of the King Crown Infinity project on June 25<sup>th</sup> attracted more than 680 interested clients and more than 90% of the total units were successfully registered, following the first sale debut in 2021 with all available units booked.

One of BCG Land's most remarkable projects, King Crown Infinity boasts distinctive architecture, luxurious living spaces, and a prime location on Thu Duc City's Vo Van Ngan Street. Large banks like BIDV, Vietcombank, Nam A, and MBBank, among others, will also provide financial support to clients who invest in the project. King Crown Infinity draws clients and investors from various cities by utilizing enticing payment policies and guaranteed building progress, proving the project's popularity on the Ho Chi Minh City real estate market in the first half of 2022.

## BCG LAND AND INTERCONTINENTAL HOTEL GROUP WENT INTO AGREEMENT ON HOSPITALITY MANAGEMENT FOR HOIAN D'OR

InterContinental Hotels Group (IHG), one of the top hotel and resort management groups in the world, and BCG Land announced a partnership agreement on May 31<sup>st</sup> to operate three luxury hotel brands at Hoi An d'Or, an ecological and cultural destination.

As a focal point for Hoi An's artistic and cultural qualities, this event draws a lot of attention. Those are encouraging signs that the tourism industry for cultural experiences will soon be expanded and grow. In contrast to other types of real estate, resort properties require a renowned hospitality operator in addition to aesthetic, amenities, and pricing. Therefore, the partnership with a global hotel management company aims to both validate the project developer's idea and draw in tourists from all over the globe.



## SIGNING CEREMONY OF STRATEGIC COOPERATION AGREEMENT TO EXPAND SALE CHANNELS BETWEEN AAA ASSURANCE AND EXIMBANK

In accordance with a collaboration agreement that the two parties formally signed on May 19<sup>th</sup>, Eximbank will allow AAA Assurance's non-life insurance products available through its network of more than 200 branches and transaction offices. Customers can readily access superior, all-inclusive insurance products and high-quality services, and customer databases can be managed utilizing digital technology-based management systems. Customers will then always receive the greatest services when selecting AAA Assurance products. The agreement to cooperate is made with the intention of prioritizing the requirements and interests of the client and working promptly and efficiently to address those needs.



## SIGNING CEREMONY OF STRATEGIC COOPERATION AGREEMENT TO DIVERSIFY DISTRIBUTION CHANNELS BETWEEN AAA ASSURANCE AND MARSH VIETNAM



On May 12<sup>th</sup>, AAA Assurance and Marsh Vietnam Insurance Broking Co., Ltd. recently signed a strategic collaboration agreement regarding insurance consulting concerns and the development of new products.

The partnership between AAA Assurance and Marsh is expected to provide consumers exceptional values, make it simpler for them to purchase premium insurance product bundles and support services in accordance with global standards, and safeguard them from any unforeseen hazards in life.



## SHARE INFORMATION AND SHAREHOLDER STRUCTURE

(January 1<sup>st</sup> 2022 to July 21<sup>st</sup> 2022)

	UNIT	
▶ PRICE	VND	15,250
▶ AVERAGE VOLUME OF 15 SESSIONS	SHARES	5,922,768
▶ PRICE MOVEMENT AMPLITUDE	VND	13,250 - 28,350
▶ EARNING PER SHARE(04-ACCUMULATED-QUARTER EPS)	VND	2,016
▶ P/E RATIO	TIMES	7.56
▶ MARKET CAPITAL	BILLION VND	7,675
▶ CHARTER CAPITAL	BILLION VND	5,033
▶ FLOATING SHARES	SHARES	503,305,437
▶ MAXIMUM FOREIGN-OWNERSHIP RATE	%	50%

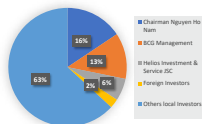
## VALUATION REPORT OF SECURITIES COMPANY

EVALUATION PARTY	DATE OF ISSUING	STOCK PRICE ON THE ISSUING DATE	TARGET PRICE	EXPECTED RETURN
SACOMBANK SECURITIES	JULY 22 <sup>ND</sup> , 2022	14,950	28,441	90.24%
VNDIRECT SECURITIES	JULY 12 <sup>TH</sup> , 2022	14,400	26,800	86.11%
YUANTA SECURITIES	MAY 23 <sup>RD</sup> , 2022	19,900	29,200	46.73%

## SHARE PRICE PERFORMANCE RELATIVE TO VN-INDEX



## SHAREHOLDER STRUCTURE



## REAL ESTATE PROJECT UPDATE

### Malibu Hoi An (updated on July 12<sup>th</sup>, 2022)

Condotels: Infinity pool and landscape are completed. The remaining items are completing and handing over in the Q3/2022.

Villas: The rough portion of the villas are completed and expected to handover from Q4/2022.



## REAL ESTATE PROJECT UPDATE

### King Crown Infinity (updated on July 12<sup>th</sup>, 2022)

Acceptance of construction of the foundation and ground floor. The tunnel is under construction. The phase 3 of project is expected to sale-opening at the end of 2022.

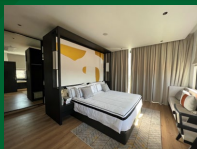




## REAL ESTATE PROJECT UPDATE

### Casa Marina Mui Ne (updated on July 12<sup>th</sup>, 2022)

The show-flat and infrastructure are completed. Under construction overall landscape including paving stone, planting trees, landscape lake, ... This project is project is expected to sale-opening in 2022.



## REAL ESTATE PROJECT UPDATE

### Hoian d'Or (updated on July 12<sup>th</sup>, 2022)

Shophouse: Under construction to complete the exterior to hand over to customers in August, 2022

3 star Hotel: Under construction of mass piling, the foundation and the body of the subdivision  
Botanical garden: Under construction technical infrastructure in the area and the rest of the project.



## REAL ESTATE PROJECT UPDATE

### Casa Marina Premium (updated on July 12<sup>th</sup>, 2022)

Under construction infrastructure and conducting static pressing of bored piles for the Villa area. The project is expected to sale-opening in 2022.



Địa điểm	Casa Marina Resort
Hạng mục	The công tác Khu villa
Cấp số	02 Lô BT3.4
Tên công	PH 27
Thời gian	2022.07.01
Lớp	1

## REAL ESTATE PROJECT UPDATE

### Amor Riverside Villas (updated on July 12<sup>th</sup>, 2022)

Under construction the infrastructure, the show-flat is expected to be completed in Q3/ 2022. Preparing to conduct mass pile pressing, infrastructure plastic carpet, landscape construction.



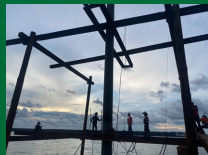
## RENEWABLE ENERGY PROJECT UPDATE

### Tra Vinh 1

Adjusting connection plan. About design and construction: The project has signed EPC contract for substation and line and off-shore construction. Contractor is surveying and technical design. Piling trial.



28 Apr 2022 at 18:49:13  
Nhà Máy Điện Gió Đồng Thành 1



## RENEWABLE ENERGY PROJECT UPDATE

### Ca Mau 1

Adjust investment policy and connection agreement. About design and construction: The project has signed EPC contract for substation and line and off-shore construction. Contractor is surveying and technical design. Piling trial completed.



## AGRICULTURE & TRADING PROJECT UPDATE

### Nguyen Hoang

The factory in Binh Dinh province completed constructing a 500 meters-square storage in May 2022. The company's finished products are stored there while waiting for being taken to the port for delivery.



## AGRICULTURE & TRADING PROJECT UPDATE

### Tapiotek

The factory in Tay Ninh province was upgraded its machine and production line in July 2022. By that, the company now can produce upto 3,500 ton of tapioca starch/month which is currently one of the top five biggest tapioca starch company capacity in Vietnam.





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