



AN CUONG WOOD – WORKING JSC ACG

IR PRESENTATION
Q3 2023

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Business Performance



Consolidated Results Q3 2023

Net Revenue

VNDbn **962**

▼ -18.2% YOY

Q3 2022: VNDbn **1,176**

Gross Profit

VNDbn **298**

▼ -14.4% YOY

Q3 2022: VNDbn **348**

Net Profit

VNDbn **130**

▼ -21.9% YOY

Q3 2022: VNDbn **166**

Total Assets

VNDbn **5,122**

▼ -6.3% YTD

Owners' Equity

VNDbn **4,136**

▲ 5.7% YTD

Consolidated Results 9M 2023

Net Revenue

VNDbn **2,611**

▼ -15.5% YOY

9M 2022: VNDbn **3,091**

Gross Profit

VNDbn **769**

▼ -15.3% YOY

9M 2022: VNDbn **908**

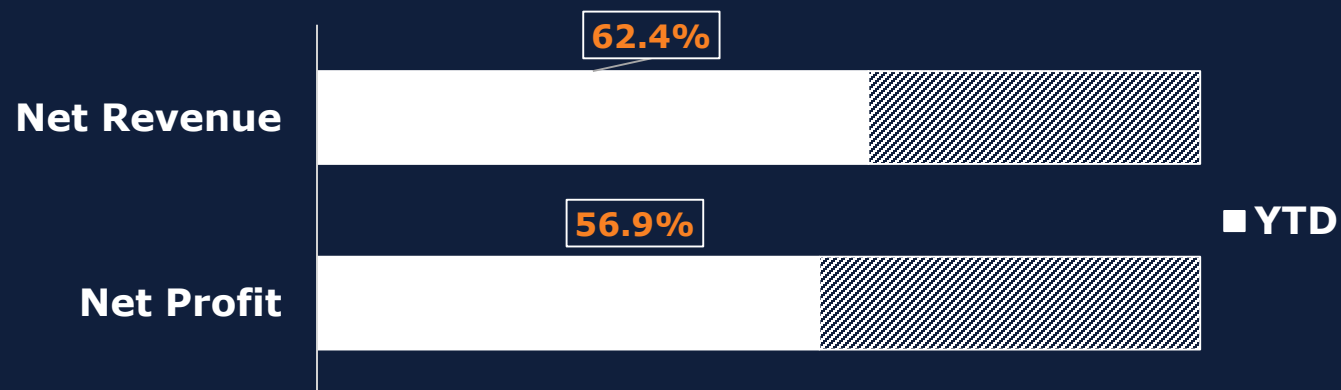
Net Profit

VNDbn **275**

▼ -38.3% YOY

9M 2022: VNDbn **445**

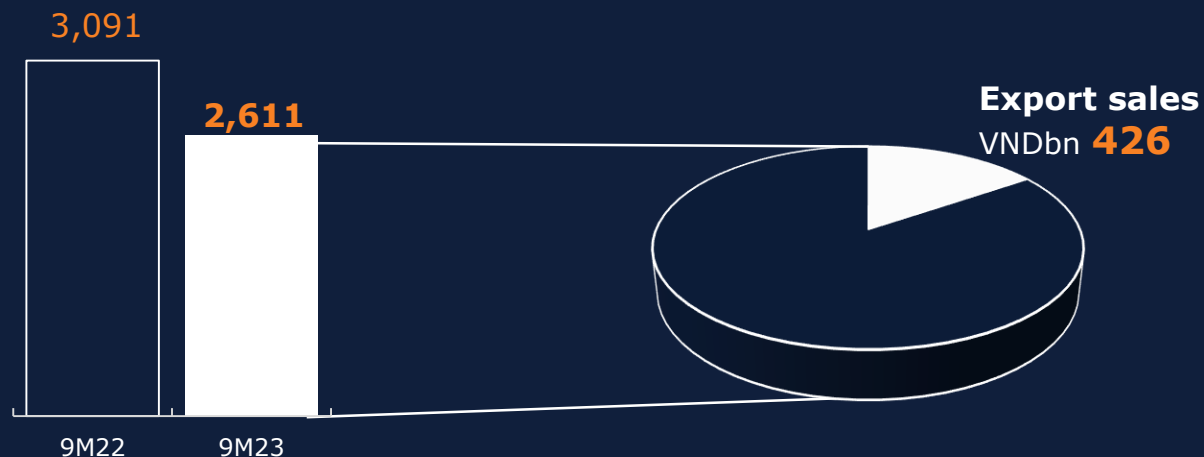
% Completion of FY guidance (*)



(*) Revised Plan

Net Revenue

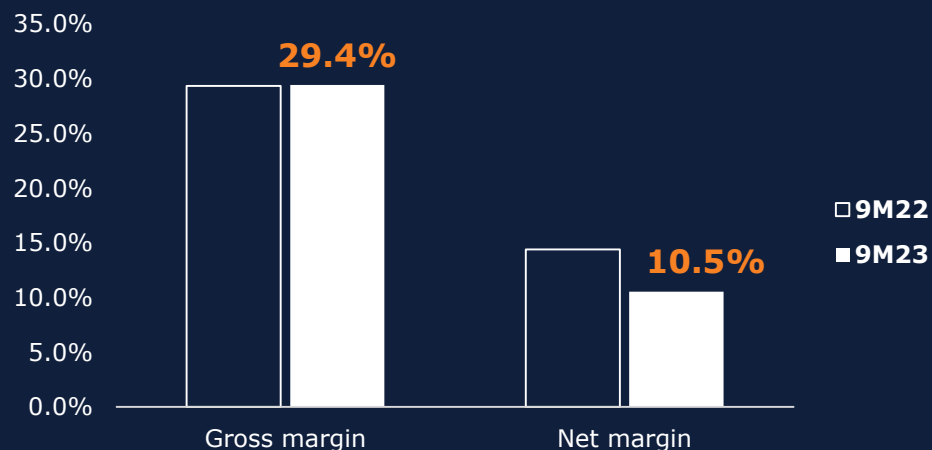
In VNDbn



During Q3, weak demand continued to put pressure on net revenue. Gross margin increased to 31% last quarter when there was improvement in margins of both domestic and export orders.

SG&A expenses were lower compared to preceding quarter as not much expenses incurred to fuel expansion plan.

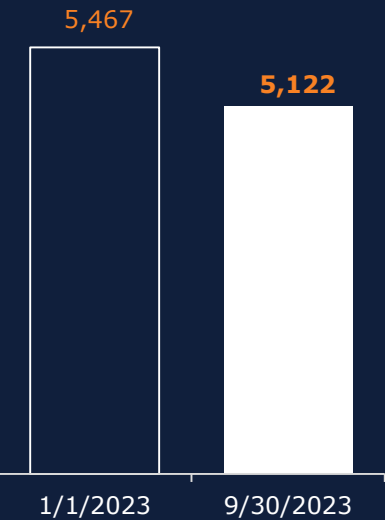
Profit margins



Balance Sheet

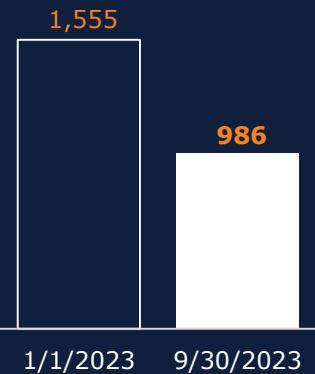
In VNDbn

Total Assets



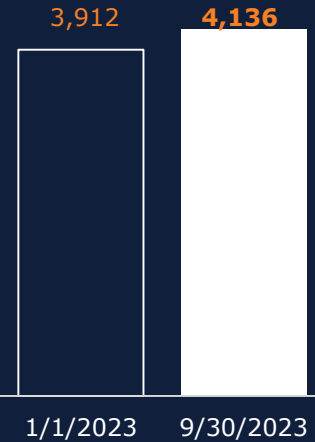
Total assets decreased by VND 345 billion year-to-date, mainly due lower inventory level.

Liabilities



Liabilities reduced by VND 569 bil during the last 9 months when the Company paid down short term borrowings.

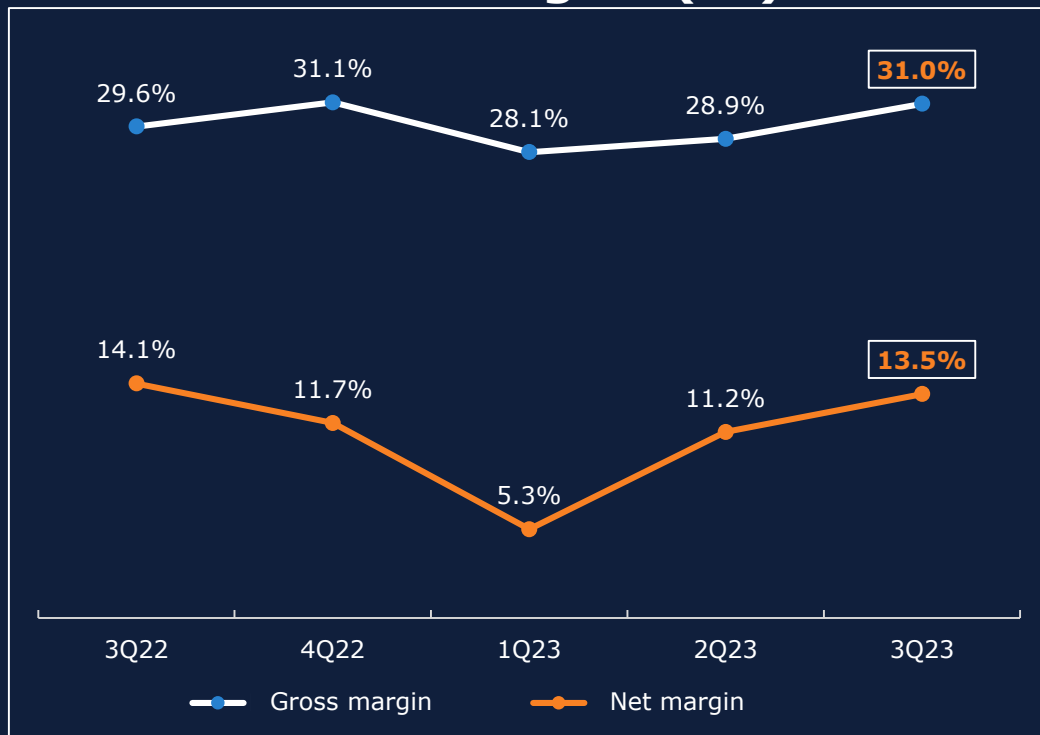
Owners' Equity



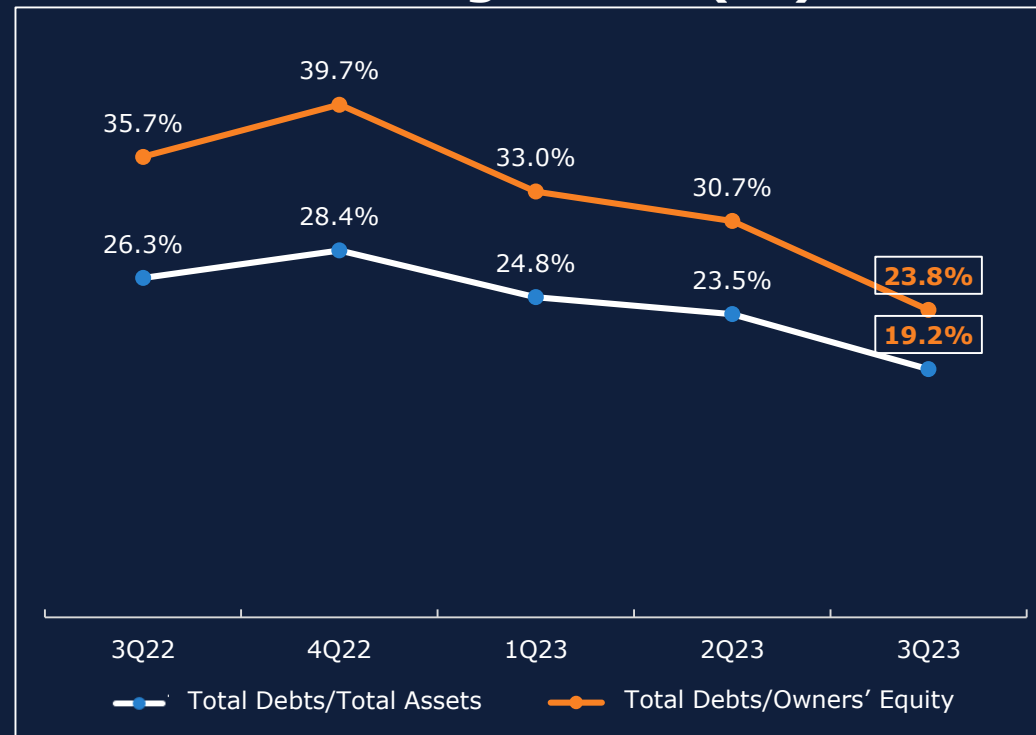
Owners's Equity increased slightly as a result of accumulated profit during the period.

Key Financial Indicators

Profit Margins (%)



Leverage Ratio (%)



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Key Activities

87 [Converted]-01.png



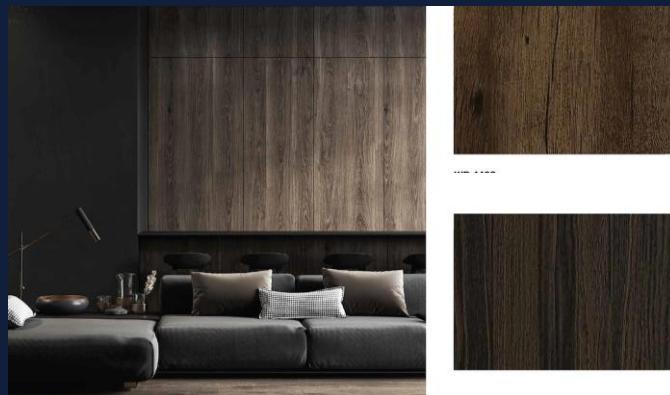
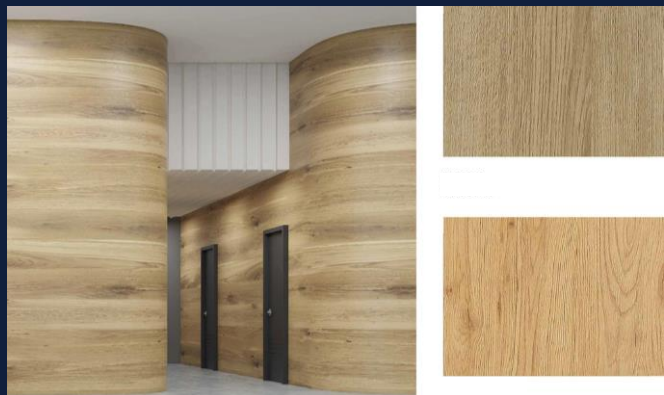
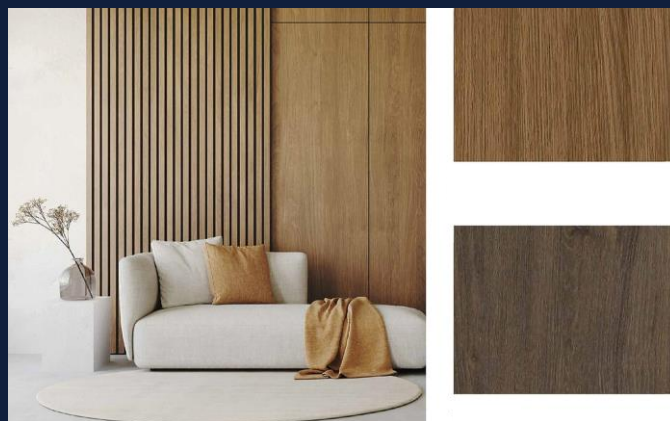
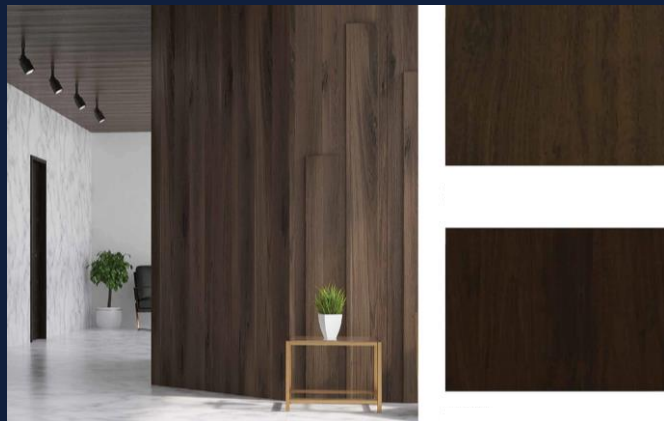
Update on distribution network expansion plan



As at end of September 2023, total business locations of An Cuong in Vietnam has increased to 137 locations, including 16 showrooms owned and operated by An Cuong. Accordingly, the Company's distribution network has fully covered all 63 cities and provinces in Vietnam



Wallpaper – new product line to extend An Cuong's product portfolio



*Throughout the year, An Cuong has extended product portfolio by introducing new products and solutions, including Lambri Panel, Acoustic Panel, Wall & Ceiling Panel, new products for exterior designs ... This not only offers more options to customers but also enhances An Cuong's image as **Top of mind** brand in décor market.*

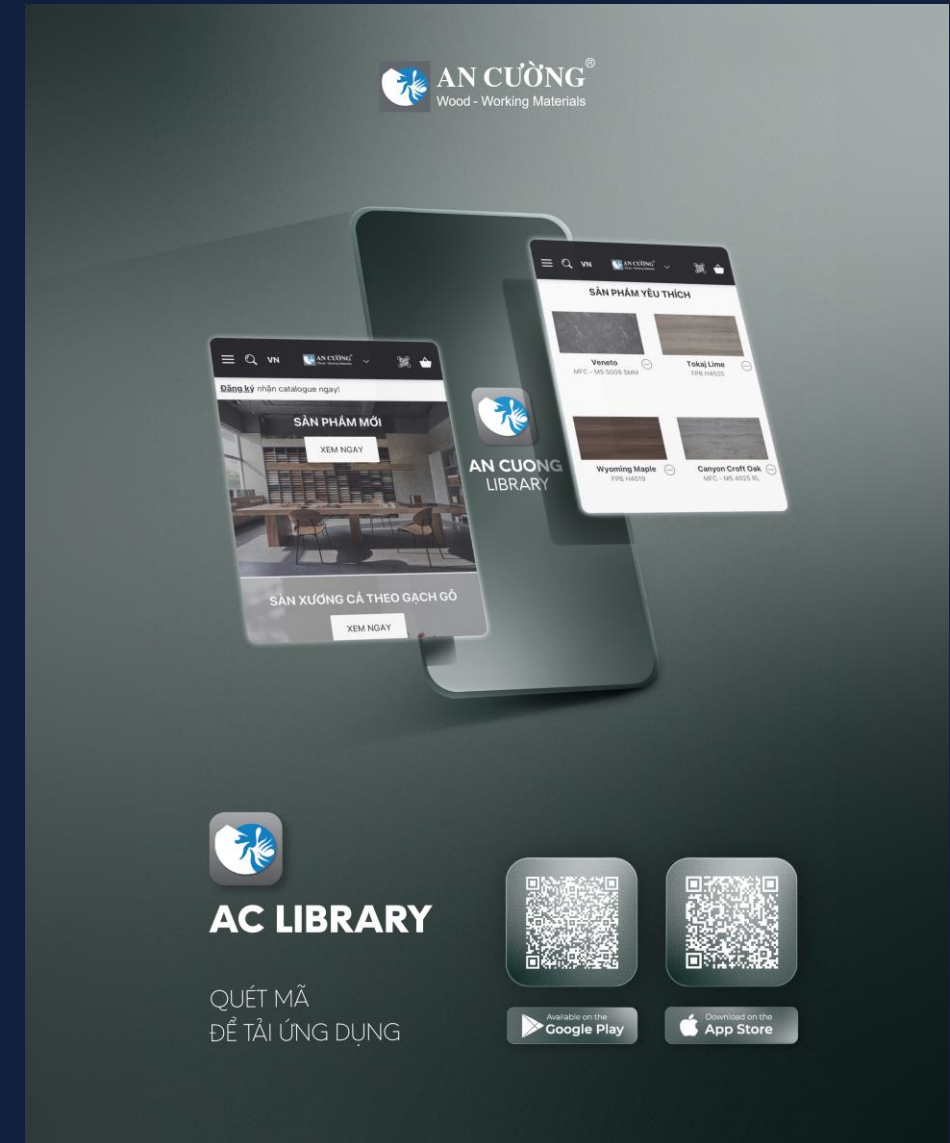
Recently, An Cuong Wallpaper Decoration product line has been launched to offer a cost effective option for interior design.

With its aesthetics and superior quality, the product easily captured the attention from customers and home-owners.

An Cuong's AC Library App updates

Last September, An Cuong has launched the updated version of AC Library App. The new version of the application would bring users/customers seamless mobile experience with the sleek and intuitive interface.

Extensive distribution network, AC Library application along with a diverse collection of products and solutions are key competitive advantages that allow An Cuong to quickly and effectively meet evolving demands from customers/partners, thereby enhancing the Company's position in the market.





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Wood - Working Materials

Thank you

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