



# IR PRESENTATION Q2 2024

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# Business Performance



# Consolidated Result Q2 2024 (\*)

## Net Revenue

VNDbn **1,026**

⬆️ **6.0%** yoy

Q2 2023: VNDbn 968

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## Gross Profit

VNDbn **333**

⬆️ **19.2%** yoy

Q2 2023: VNDbn 280

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## Net Profit

VNDbn **118**

⬆️ **9.9%** yoy

Q2 2023: VNDbn 107

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## Total Assets

VNDbn **5,600**

⬆️ **1.4%** ytd

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## Owners' Equity

VNDbn **4,076**

⬇️ **0.0%** ytd

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(\*) Restated as per Consolidated Financial Report for Q2 2024

# Consolidated Result 1H 2024 (\*)

## Net Revenue

VNDbn **1,721**

⬆️ **4.4%** yoy

1H 2023: VNDbn 1,648

## Gross Profit

VNDbn **547**

⬆️ **16.3%** yoy

1H 2023: VNDbn 470

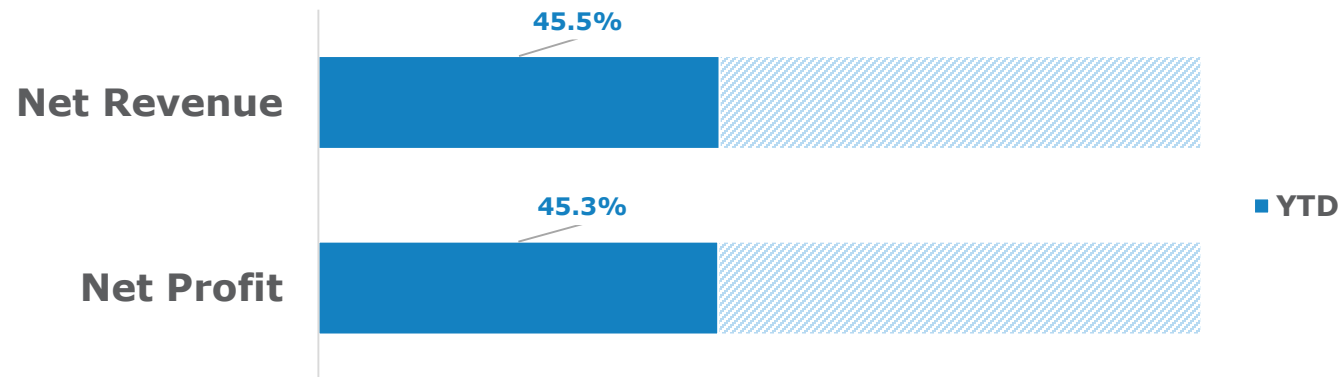
## Net Profit

VNDbn **200**

⬆️ **38.8%** yoy

1H 2023: VNDbn 144

## % Completion of FY guidance



(\*) Restated as per Consolidated Financial Report for Q2 2024

# Net Revenue (\*)

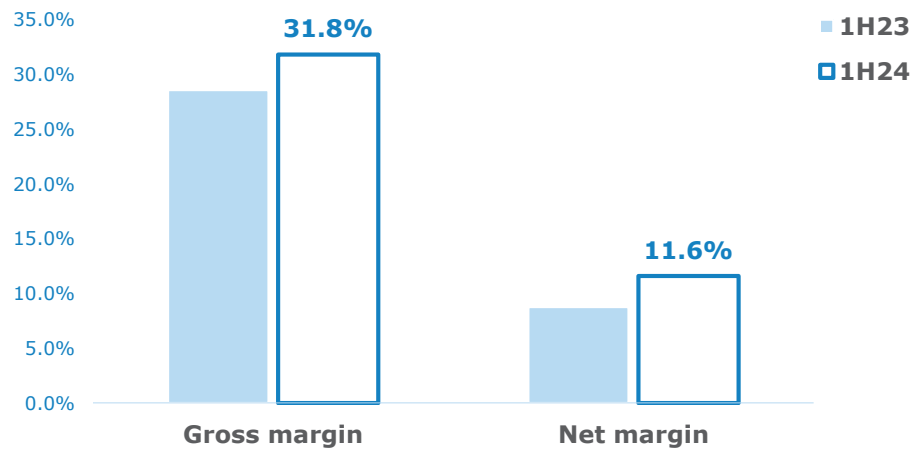


*Solid growth of export sales has become driving force for the recovery in total net revenue amid weak demand from domestic market in Q2.*

*Thanks to well-organized production in general and economies of scales in export line, gross margins have been strengthened, for domestic and export segments.*

*SG&A expenses have been optimized last quarter when the Company put the distribution network expansion plan on hold and has focused on improving performance of the current showrooms.*

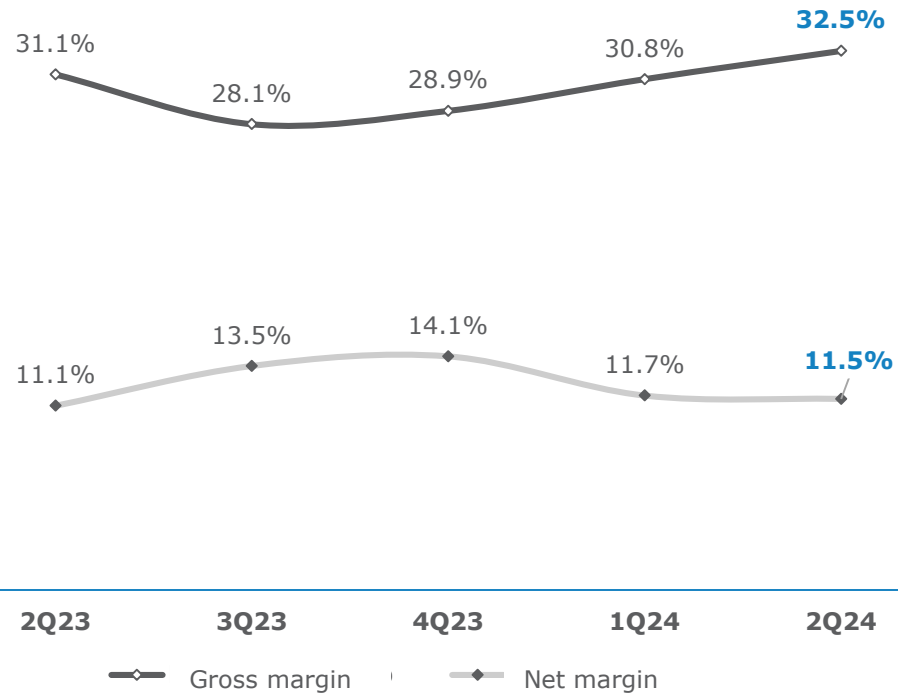
# Profit Margins (\*)



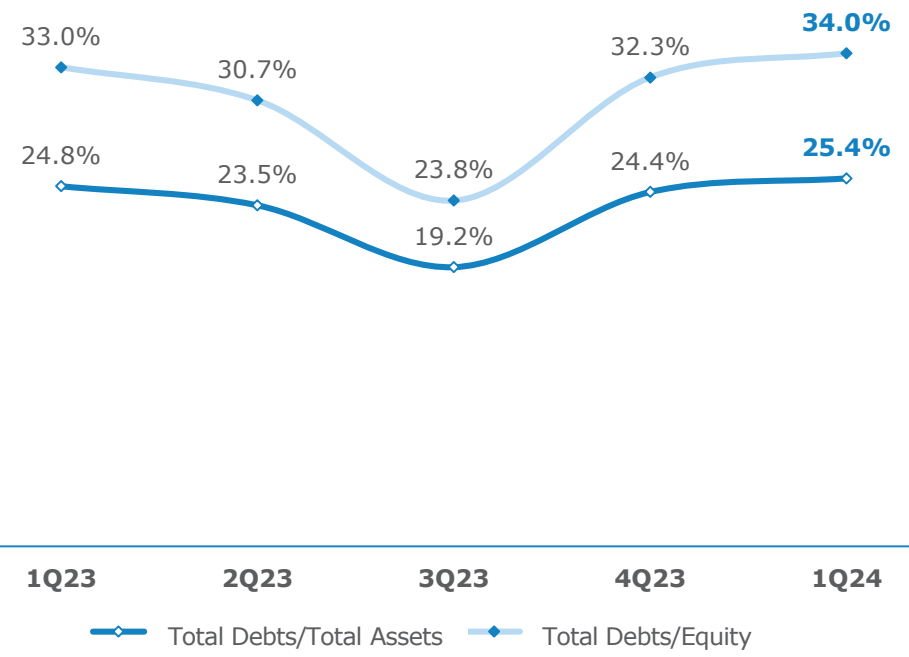
*(\*) Restated as per Consolidated Financial Report for Q2 2024*

# Key Financial Indicators (\*)

## Profit Margins (%)



## Leverage Ratio (%)



(\*) Restated as per Consolidated Financial Report for Q2 2024

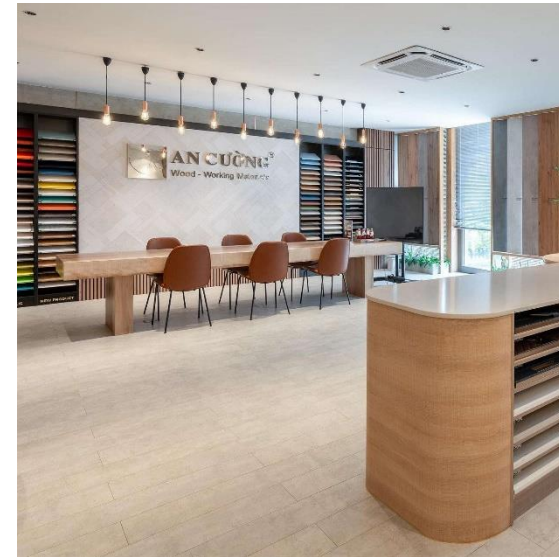
# Key Activities





# Launching new showroom in Laos

In April, An Cuong cooperated with HLD Furniture Company Limited to launch an official showroom in Ban Thatlounk Kang, Vientiane, Laos. The showroom covers an area of more than 1,000m2 featuring An Cuong products and solutions, including panels, accessories and furniture made of industrial woods.



Expanding footprint in this neighboring market, An Cuong plans to tap demand of middle class for high-end furnishing products in Laos when this market has shown some similarities to Vietnam market in term of customer behavior and preferences years ago.

# Top 10 Building Materials Companies in 2024

Last April, An Cuong has been named in the list of Top 10 Building Materials Companies in 2024 announced by Vietnam Report for 7 years in a row.



2023 – 2024 has shown a challenging period for most of players in construction industry. Facing those difficulties, An Cuong has thrived to bring the best solutions and products to our customers and partners. Our solutions and products not only satisfy furnishing demands but also aim to deliver a sustainable living and working spaces to our customers.



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