



# IR PRESENTATION Q3 2024

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# Business Performance



# Consolidated Result Q3 2024

## Net Revenue

VNDbn **1,044**

⤴ **8.4%** yoy

Q3 2023: VNDbn 963

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## Gross Profit

VNDbn **328**

⤴ **9.9%** yoy

Q2 2023: VNDbn 298

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## Net Profit (\*)

VNDbn **130**

⤴ **23.7%** yoy

Q2 2023: VNDbn 105

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## Total Assets

VNDbn **5,544**

⤴ **0.4%** ytd

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## Owners' Equity (\*)

VNDbn **4,207**

⤴ **3.2%** ytd

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(\*) Restated as per Consolidated Financial Report for Q3 2024

# Consolidated Result 9M 2024

## Net Revenue

VNDbn **2,765**

⬆️ **5.9%** yoy

9M 2023: VNDbn 2,611

## Gross Profit

VNDbn **875**

⬆️ **13.8%** yoy

9M 2023: VNDbn 769

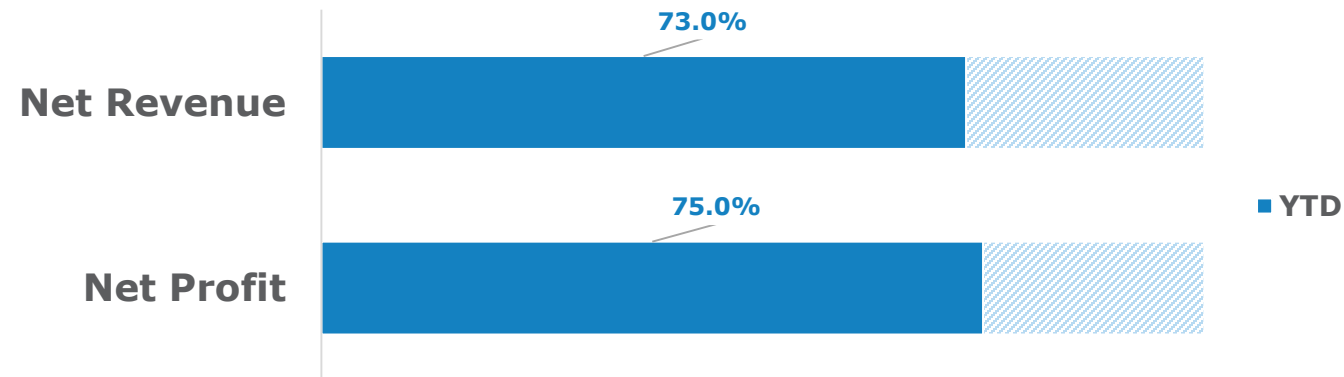
## Net Profit (\*)

VNDbn **330**

⬆️ **32.4%** yoy

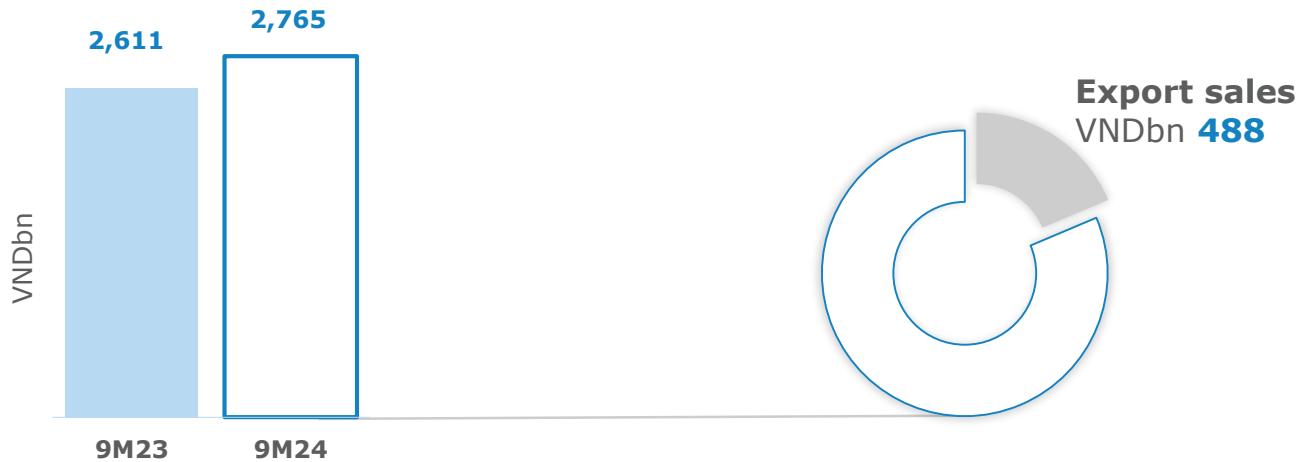
9M 2023: VNDbn 249

## % Completion of FY guidance



(\*) Restated as per Consolidated Financial Report for Q3 2024

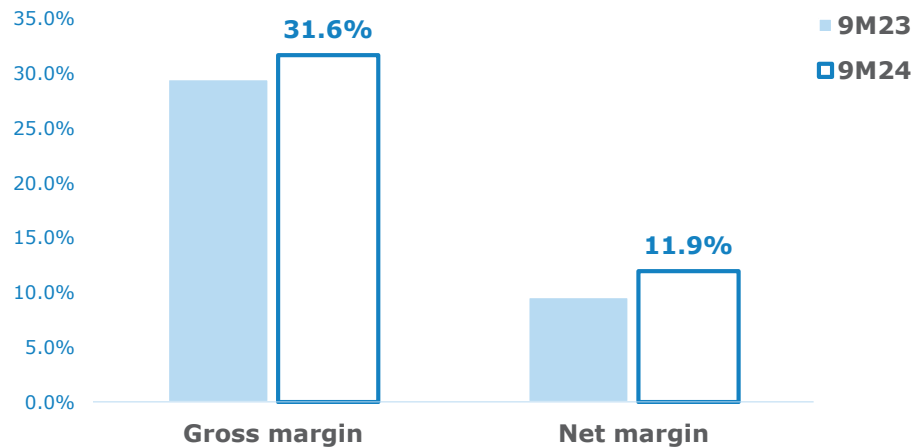
# Net Revenue (\*)



Domestic sales rose 11.5% last quarter, bringing more hope for the Company in the fourth quarter peak season.

Employee expense and provision cost reported increases in Q3; even so, profit margins remained at healthy levels.

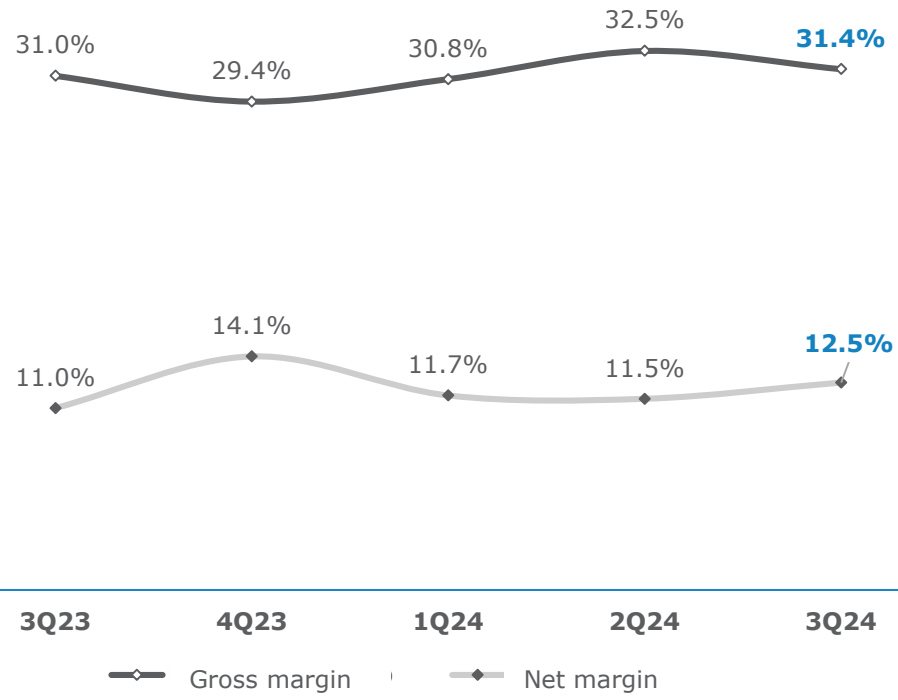
# Profit Margins (\*)



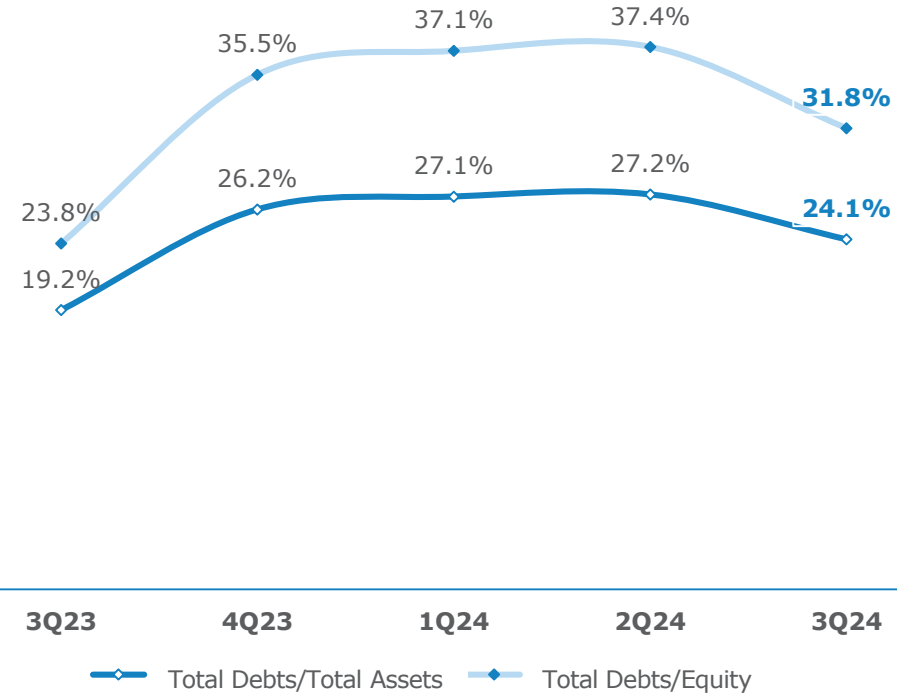
(\*) Restated as per Consolidated Financial Report for Q3 2024

# Key Financial Indicators (\*)

## Profit Margins (%)

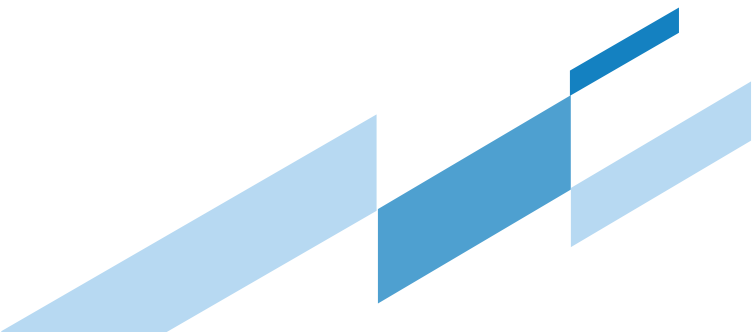


## Leverage Ratio (%)



(\*) Restated as per Consolidated Financial Report for Q3 2024

# Key Activities





# Honored as Best Companies to Work for in Asia 2024

HR Asia - Best Companies to Work for in Asia is the award organized by HR Asia magazine. Under the theme of “The Definitive Z Choice”, the 2024 award honored 130 businesses that demonstrate exceptional prowess in hiring and retaining young talent, creating and promoting a multi-generational workforce. This year, An Cuong continued to be named at this award for the third time.



After 30 years of establishment, An Cuong team has increasingly expanded, with diversity in gender, ethnic and age. In order to optimize internal strength, especially when the Company is entering a new phase of growth, our human resources policy is always focused to create a working environment that promotes cooperation and continuous improvement.

# Listed among Top 50 companies at CSA 2024



Corporate Sustainability Award - CSA is the annual event held by Nhip Cau Dau Tu magazine. The Top 50 CSA Award honors companies that apply sustainable development strategies, commit to implementing community responsibility and green growth, aiming to raise awareness of sustainable business practices in the private enterprise sector.

The CSA 2024 divided into 16 categories covering ESG criteria (Environment Protection – Social Responsibility – Corporate Governance). An Cuong was honored in two categories: E – Minimize carbon footprint and S – Outstanding CSR activity.

Honoring as Top 50 CSA 2024 Award for three year in a row, An Cuong has continued to affirm our commitments to contribute positive impacts to the market, society and environment.



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