



# IR PRESENTATION Q4 2024

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# Business Performance



# Consolidated Result Q4 2024

## Net Revenue

VNDbn **1,216**

⬆️ **5.6%** yoy

Q4 2023: VNDbn 1,151

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## Gross Profit

VNDbn **376**

⬆️ **11.1%** yoy

Q4 2023: VNDbn 339

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## Net Profit

VNDbn **90**

⬇️ **44.3%** yoy

Q4 2023 (\*): VNDbn 162

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## Total Assets

VNDbn **5,640**

⬆️ **2.1%** ytd

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## Owners' Equity (\*)

VNDbn **4,176**

⬆️ **2.4%** ytd

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(\*) Restated as per Consolidated Financial Report for Q4 2024

# Consolidated Result FY2024

## Net Revenue

VNDbn **3,981**

⬆️ **5.8%** yoy

FY2023: VNDbn 3,762

## Gross Profit

VNDbn **1,251**

⬆️ **13.0%** yoy

FY2023: VNDbn 1,108

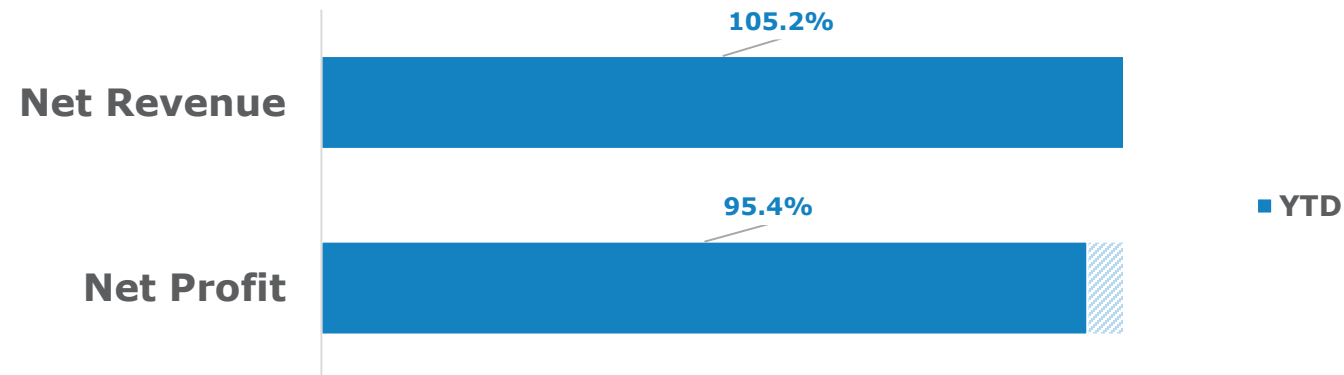
## Net Profit

VNDbn **420**

⬆️ **2.2%** yoy

FY 2023 (\*): VNDbn 411

## % Completion of FY guidance



(\*) Restated as per Consolidated Financial Report for Q4 2024

# Net Revenue



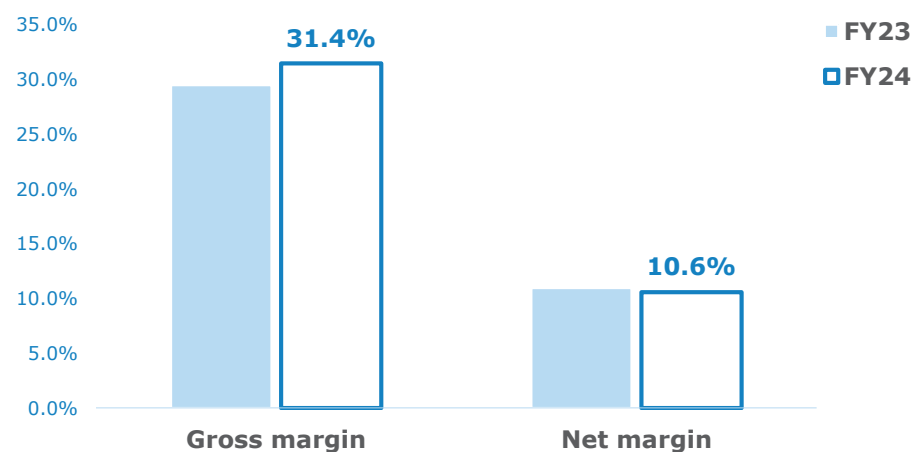
In the fourth quarter, revenue continued its quarter-on-quarter recovery trend and reported modest growth in both domestic and export markets compared to the same period last year.

From October, the Company commenced allocating provisions for the receivables from Novareal, leading to a significant increase in provision expenses for Q4. Additionally, higher employee-related costs further impacted the bottom line.

For the full year, despite incurring some abnormal expenses, the implementation of cost optimization strategies resulted in an enhanced gross margin, while the net margin remained stable year-over-year.

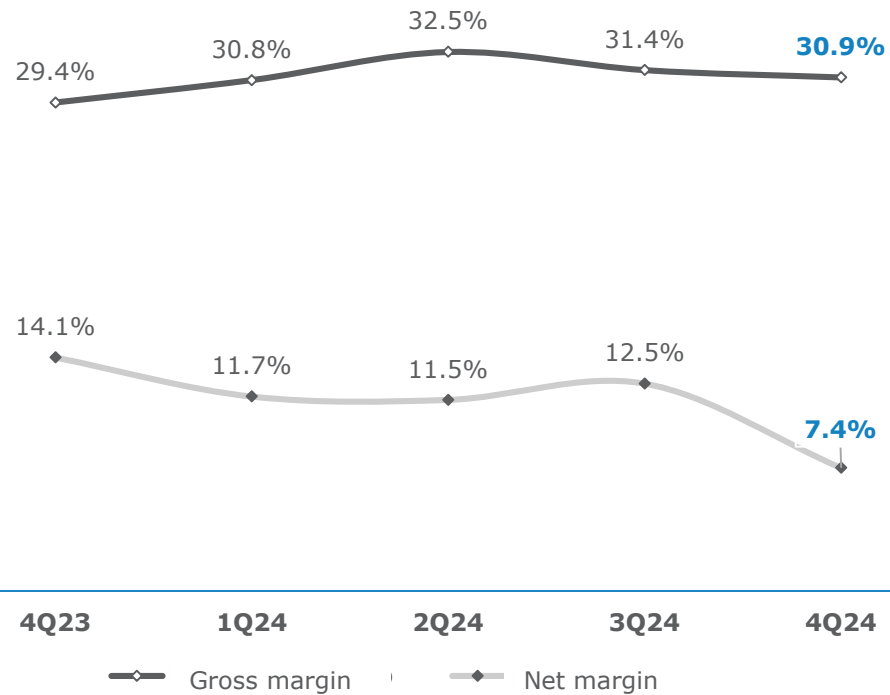
(\*) Restated as per Consolidated Financial Report for Q4 2024

# Profit Margins (\*)

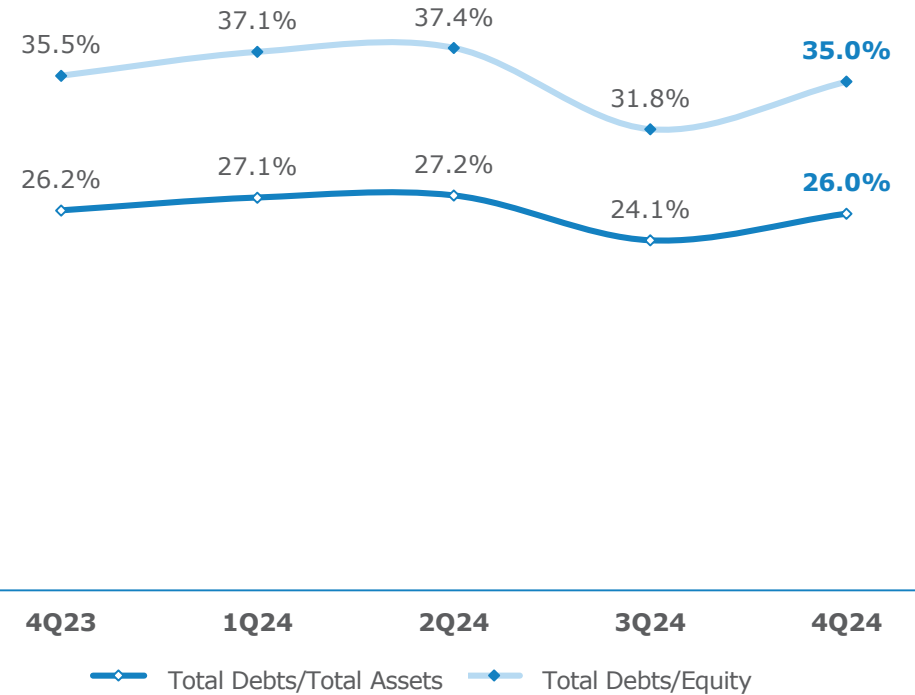


# Key Financial Indicators (\*)

## Profit Margins (%)

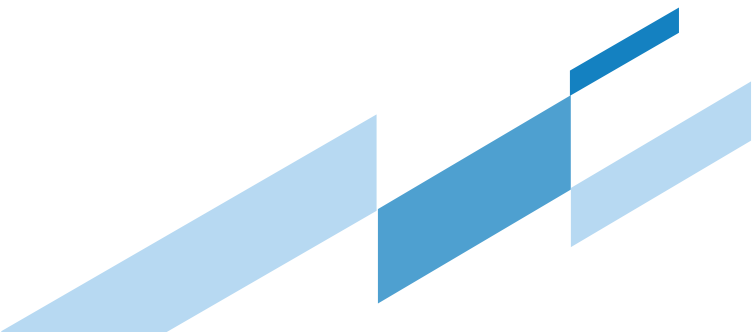


## Leverage Ratio (%)



(\*) Restated as per Consolidated Financial Report for Q4 2024

# Key Activities

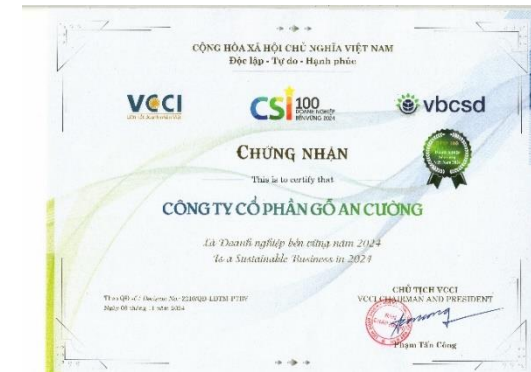




# Recognized with a series of Esteemed Awards



The commitment to innovation, continuous improvement, and sustainable development drives An Cuong to pursue excellence in all aspects of our business. Last quarter, our efforts were recognized as the Company was honored with a series of prestigious awards, including Vietnam Value, Vietnam Excellent Brand, Saigon Times CSR, Top 100 Sustainable Companies in Vietnam 2024 by VCCI and Excellent Sustainable Business Marketing Award – Kotler Awards Vietnam 2024. These accolades have inspired us to strive for further improvements. As the Company is entering a new chapter, we will continue to invest in cutting-edge technologies, foster a culture of creativity, and empower our team to unlock our potential, building a lasting impact and contributing to the development of society.





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