

PART V

Economic

By integrating Environmental, Social and Governance (ESG) indicators throughout its decision-making processes, Coteccons' 2026 business results show that the company not only delivers returns to shareholders but also translates growth into sustainable value across the entire construction ecosystem.



Healthy finances

GO HAND IN HAND WITH A GREEN FUTURE

In 2026, Coteccons delivered a strong financial performance, with revenue reaching VND 34,340 billion and profit after tax rising 73% to VND 788 billion. These results affirm that ESG is not an add-on cost but a core part of financial decision-making: a healthy financial foundation provides resources to invest in green technology, transparent governance, and the well-being of employees and workers.

In 2026, the Ministry of Construction set a target of approximately 14.5% annual growth for the construction sector, contributing to a GDP growth target of more than 10% a year and the goal of double-digit growth over 2026–2030. Key targets include an urbanization rate above 50%, with a modern, integrated urban system driving regional and national development; and the completion of 1,655 kilometers of expressways and 645 kilometers of railways, including 200 kilometers of urban rail.

Against this backdrop, Coteccons recorded revenue of VND 34,340 billion in fiscal year 2026, up 38% from 2025 and achieving 115% of its plan. Gross profit reached VND 1,446 billion, profit before tax VND 1,020 billion, and profit after tax VND 788 billion, up 73%. Its healthy financial foundation provides internal resources for the company to continue investing in technological, governance, and environmental solutions while supporting the well-being of employees and workers throughout the value chain. ESG practices also strengthen its bidding capabilities, expand its presence in the FDI market, help maintain its backlog, and reduce long-term operating costs through more efficient use of resources.

Coteccons remains the leader in Vietnam in terms of the number of projects underway. In FY2026, the company successfully bid for 70 projects/bidding packages.

Unit (VND billion)	2025	2026
Revenue	24,885	34,340
Profit Before Tax	552	1,020
Profit After Tax	456	788
Backlog Value	35,353	~70,000

The value of contracts won during the year reached VND 60,307 billion, bringing its total backlog to VND 70,000 billion, up 98%. This ensures a continuous flow of work for workers, subcontractors, and suppliers throughout the supply chain. Notably, 60 of the 70 projects won came from its “repeat sales” strategy, accounting for 72% of the total value of contracts won.. This reflects the reputation and trust the company has built through construction quality, customer service, and added value.

Coteccons’ revenue mix continued to diversify: civil construction projects accounted for approximately 72%; industrial projects, most of them FDI projects, approximately 14%; tourism and resort projects approximately 3%; infrastructure approximately 7%; and other project types 4%. This mix reduces Coteccons’ dependence on any single business segment or customer group, limits its exposure to market fluctuations, and supports stable long-term growth.

The Suntory PepsiCo Vietnam factory project in Tay Ninh, with Coteccons serving as the general contractor for design and construction, showcases the use of green materials and energy-efficient production equipment, maximizes renewable energy use, and meets LEED Gold standard, part of a globally recognized green building certification system.





TOWARD Green finance

Coteccons is moving toward green finance by allocating resources to projects and activities that reduce negative environmental impacts throughout the construction lifecycle. Its goal is to use materials, energy, and water more efficiently in support of sustainable development and its “Green Profile”

The company is also building a transparent governance system and putting ESG into practice throughout the value chain. In line with this approach, it is developing the capacity to meet project owners’ requirements for green building standards (LEED, LOTUS, EDGE, and Green Mark) through low-emission materials, energy-efficient construction, and effective construction waste management. It also integrates environmental and social considerations into bidding, supplier selection, and decisions on equipment investment.

In 2025, Coteccons expanded construction solutions that use renewable energy and recycled materials to improve resource efficiency and reduce environmental impacts. Specifically, the company encouraged the installation of solar power

1. The OpusK project (Metropole 1.14), with Coteccons’ involvement, was planned and designed to meet the LEED Gold standard (a green building certification developed by the U.S. Green Building Council) as well as the Green Mark Gold standard.

2. Application of BIM technology at The OpusK project (Metropole 1.14) in Ho Chi Minh City.

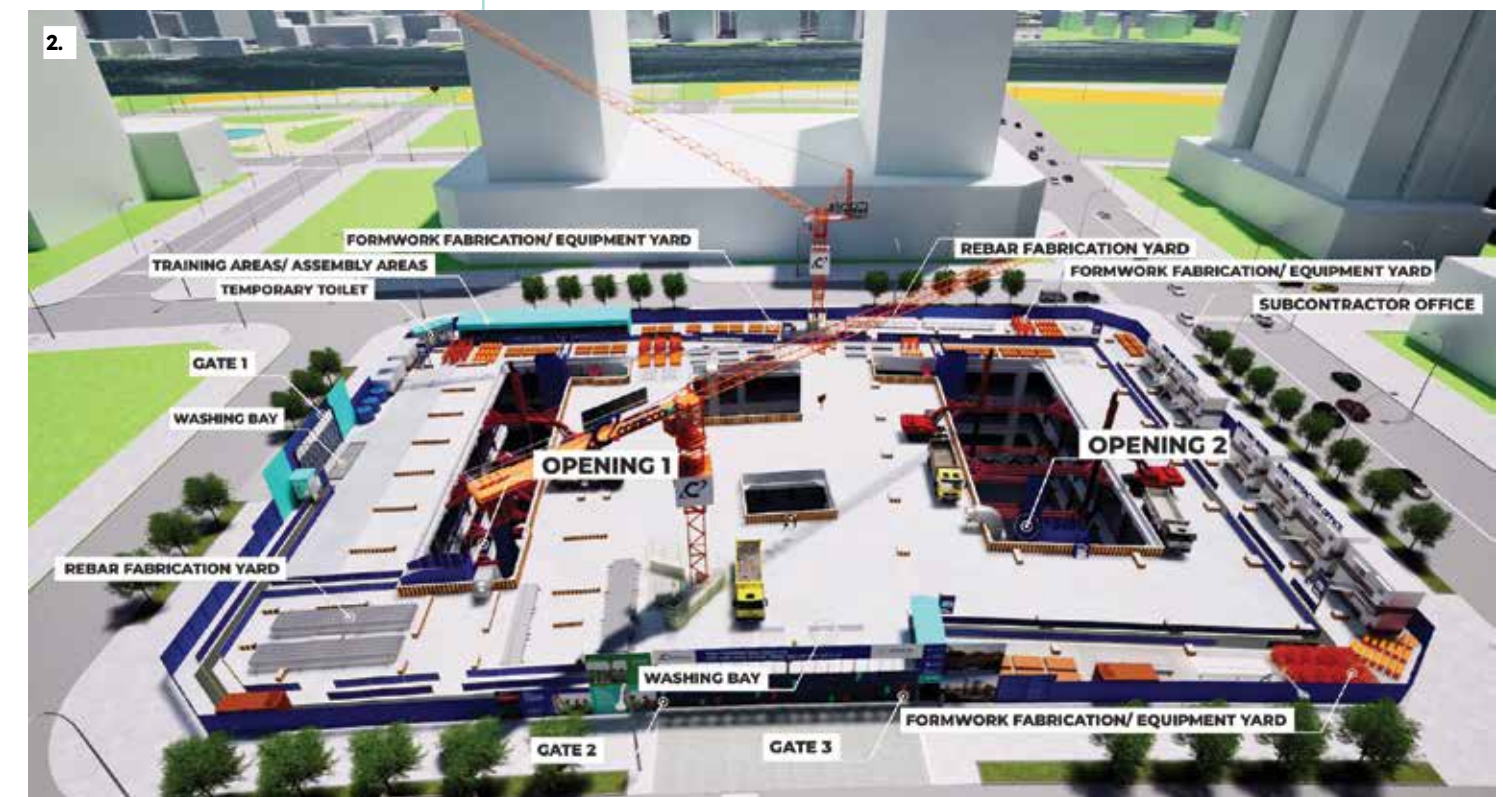
systems at some of its construction sites to help offset electricity consumption. Recovering and recycling formwork, scaffolding, and ancillary materials across construction sites promotes the circular economy and helps limit emissions under the 3R principle. The wider use of Building Information Modeling (BIM) helps optimize material quantities and reduce errors and the need for demolition. It also supports a sustainable construction value chain, improves operational efficiency after project handover, and reduces negative impacts on ecosystems.

In short, the company directs financial resources toward green projects, solutions, and technologies that reduce negative environmental impacts.

Coteccons considers more than a project’s profitability. It also takes environmental, social, and governance factors into account when selecting, evaluating, and carrying out projects. ESG is therefore part of financial decision-making, rather than an activity separate from the business.

Over the long term, investments in ESG activities may increase upfront costs, but they help reduce energy and material use, waste, emissions, or risks over a project’s lifecycle. They can therefore generate long-term economic benefits for the business.

At the same time, the company is gradually rolling out these efforts with suppliers across the value chain in the spirit of “United To Rise,” bringing the construction value chain together to create positive value for workers and communities while supporting the industry’s sustainable development.



Tax & Social welfare

Coteccons has fully met its tax obligations and is among the 100 private companies contributing the most to the state budget.



TOP 100 CÔNG TY TƯ NHÂN NỘP NGÂN SÁCH LỚN NHẤT VIỆT NAM 2026				
Theo số thuế nộp trong năm 2025 tại thành phố Hồ Chí Minh				
1. VNGROUP	11. CTH HOLDINGS	21. GDEX	31. BEE	41. EXIMBANK
2. SUNSHINE GROUP	12. HUGAN GROUP	22. PHAT DAT	32. VINCOM RETAIL	42. H&A SEN GROUP
3. THACO GROUP	13. SACOMBANK	23. VPS SECURITIES	33. VNG GROUP	43. PCT GROUP
4. BRG GROUP (B&H SHIRT CITY)	14. VINAMILK	24. TPBANK	34. VIETJET AIR	44. BUI PHUONG GROUP
5. HOA PHAT GROUP	15. HOABANK	25. VIB	35. SSI	45. BOWLAND GROUP
6. THANH CONG GROUP	16. THAILOAN	26. JI REAL ESTATE	36. SEABANK	46. VIAN PHU
7. FPT	17. BHH GROUP	27. PHU QUOC TOURISM	37. HSB	47. NAMA BANK
8. TECHCOMBANK	18. LMBANK	28. TRICO	38. JSC	48. B&A S&A C&A PHU THUAN
9. VPBANK	19. SHB	29. PNB	39. T&A & A THUAN INVESTMENT GROUP	49. QNS
10. ACB	20. B&A CO-LAND	30. MOBILE WORLD GROUP	40. V&M	50. X&A L&A MOTORS
Theo số thuế nộp trong năm 2025 tại thành phố Hồ Chí Minh				
51. OCB	61. H&C	71. AC&S	81. F&B INVESTMENT	91. V&A CONEX
52. WORLD AUTO	62. K&A B&A CITY	72. H&A H&A GROUP	82. L&A	92. L&A
53. V&A RETAIL	63. C&A GROUP	73. H&A D&A GROUP	83. A&A CO	93. D&A V&A V&A GROUP HOLDINGS
54. P&A RETAIL	64. V&A SECURITIES	74. L&A 1&A	84. G&A D&A GROUP	94. T&A H&A
55. N&A FOOD	65. F&A RETAIL	75. T&A H&A CORP	85. K&A L&A BANK	95. S&A H&A
56. B&A LONG	66. A&A BANK	76. G&A CO&A	86. T&A P&A GROUP	96. P&A H&A
57. K&A B&A	67. V&A PH&A	77. B&A S&A D&A B&A T&A	87. B&A BANK	97. B&A H&A
58. A&A GROUP	68. H&A L&A	78. D&A	88. P&A T&A	98. C&A C&A
59. B&A H&A	69. S&A H&A GROUP	79. T&A H&A FOOD	89. F&A CO&A	99. A&A C&A W&A
60. B&A C&A C&A	70. B&A H&A GROUP	80. K&A GROUP	90. B&A	100. C&A

Coteccons ranked among Vietnam's top 100 private companies in terms of contributions to the state budget in 2026. Image source: Government News.

Contributions to the state budget:
VND 434.18 billion
Total social welfare budget:
VND 176.14 billion



- 1. Coteccons provides annual health check-ups for all employees.
- 2. Coteccons employees receive Tet gifts as part of the company's annual employee support activities, contributing to their welfare and strengthening engagement.

Coteccons determines that fulfilling its tax and social welfare obligations is more than a compliance requirement; it is also part of the company's responsibility to the State, workers, and the localities where it operates.

Underpinned by transparent, honest, and responsible governance, Coteccons files its tax returns and pays its taxes in full and on time, accurately reflects the economic substance of its transactions, and complies with applicable laws. Tax management is integrated into the internal control system, with responsibilities clearly assigned across management levels, relevant departments, and lines of control to ensure data accuracy, consistency, and accountability throughout the process.

This responsibility extends beyond the company. In working with subcontractors and suppliers, Coteccons is gradually encouraging them to fully meet their tax and social insurance obligations and ensure workers receive their related benefits. In this way, the principles of fairness - transparency - responsibility - accountability extend across the supply chain, helping build a more responsible and sustainable business ecosystem.

COTECCONS' JOURNEY To create indirect value

With 89 projects, more than 32,000 workers, and nearly 30,000 partners, Coteccons is reinforcing its position as an industry leader while creating broader sustainable value and fostering shared progress and growth across the value chain.

Coteccons recognizes that the economic value a company creates lies not only in revenue, profit, or project scale, but also in the effects its operations have on people, the supply chain, and communities. As a leader in the construction industry, Coteccons aims to create value through a consistent journey: **People - Site - Ecosystem - Community.**

At construction sites, this approach translates into quality, safety, and effective project delivery. Each project generates a network of jobs and related economic activity involving workers, subcontractors, material suppliers, logistics service providers,



Key Figures:

Projects under construction:

89 projects

Number of workers:

32,245 workers

Number of subcontractors/
suppliers/partners:

29,738 partners

and local businesses. At the same time, applying increasingly high standards for safety, quality, the environment, and risk management helps the parties involved strengthen their capabilities and improve how they operate.

Within the ecosystem, Coteccons uses its scale and position to promote standards for transparency, compliance, safety, quality, and sustainable development in its relationships with subcontractors, suppliers, customers, and other partners. Rather than optimizing benefits within individual projects alone, the company aims to build long-term relationships based on trust, capabilities, and shared values, helping strengthen the overall health and competitiveness of the construction value chain.

For communities, economic impacts extend through infrastructure development, job creation, workforce development, and bringing together the resources of businesses and stakeholders. When a project is

completed, the value Coteccons seeks to create extends beyond the asset handed over to include capabilities developed, livelihoods sustained, and new conditions that support local development.

Through the People > Site > Ecosystem > Community journey, Coteccons is gradually turning its growth into broader positive impacts on the industry and society. This is also how the company fulfills its role toward an Industry Leader: raising its own standards while working with stakeholders to improve the quality, capabilities, and sustainability of the entire construction ecosystem.

1. A recognition ceremony marking 1.5 million safe working hours at the BWID Pho Noi project in Hung Yen.

2. The project management team at the Suntory PepsiCo Vietnam factory project in Tay Ninh, together with the project owner, subcontractors and workers, proudly achieved the milestone of 3.5 million safe working hours.

