



NEWSLETTER
Q4 - 2023



TABLE OF CONTENTS

**01.
HIGHLIGHTS**

Page 01

**03.
IR
ACTIVITIES**

Page 13

**05.
BUSINESS
PERFORMANCE**

Page 21

**02.
MARKET
INFORMATION**

Page 05

**04.
PROJECT
NEWS**

Page 15

**06.
ESG
NEWS**

Page 27

01. HIGHLIGHTS

1 COTECCONS NOMINATED "OUTSTANDING UNIT" AT WECHOICE AWARDS 2023



Coteccons was nominated the "Outstanding Unit" at the WeChoice Awards 2023, surpassing many strong competitors in the category. This award not only recognizes Coteccons' unwavering efforts and contributions to the construction industry but is also an opportunity for the company to promote its exceptional values and social vision. Winning this award has further motivated Coteccons to continue promoting initiatives that uphold humanistic values within the community. At Coteccons, we operate with the guiding principle of kindness and righteousness, striving towards becoming responsible and fulfilled global citizens who prioritize giving back to society.

2 OUTSTANDING IDENTITY OF COTECCONS-UNICONS SHOWCASED THROUGH THE SERIES OF EVENTS COTECCONS OLYMPIC - TOWN HALL - YEAR-END PARTY 2023



Coteccons Group's series of Olympic, Town Hall, and Year End Party 2023 events taking place at Dai Yen Multipurpose Stadium, Ha Long City, Quang Ninh Province on January 12, 2024 marked a journey in which Coteccons Group endeavored for significant transformations. The Olympics event highlighted the company's sporting spirit, while the Town Hall provided an opportunity to gather and evaluate its global development direction with the theme "ALL FOR THE NEXT - Breaking Boundaries - Going Global". The Year-End Party concluded the celebration with a vibrant atmosphere filled with positive energy, leaving everyone with unforgettable memories.

3 COTECCONS-UNICONS NAMED AMONG TOP 50 VIETNAM THE BEST 2023 - UPHOLDING THE PRESTIGE



Coteccons and Unicons have been named two of the top 50 best enterprises in Vietnam for 2023, according to the VNR500 ranking on January 18, 2024. Organized annually by Vietnam Report in collaboration with VietnamNet e-newspaper, the Top 50 Vietnam the Best is a prestigious ranking that recognizes outstanding businesses in Vietnam. Coteccons has earned this title for six consecutive years, showcasing its commitment to excellence and dedication to delivering quality service.

4 COTECCONS GROUP SIGNS COOPERATION AGREEMENT WITH HCMC UNIVERSITY OF OF TECHNOLOGY & EDUCATION FOR THE 2023-2024 SCHOOL YEAR



Continuing its series of events to sign cooperation agreements with universities, Coteccons Group successfully held a signing ceremony with HCMC University of Technology & Education on December 27, 2023. This milestone agreement marks the first partnership between Coteccons Group and HCMC University of Technology & Education, signifying their commitment to working together in upcoming projects and initiatives.

5 COTECCONS-UNICONS HOSTS THE 2023 SUPPLIERS AND SUBCONTRACTORS CONFERENCE WITH THE THEME 'THRIVING TOGETHER'



Coteccons-Unicons recently organized the 2023 Suppliers and Subcontractors Conference in both southern and northern regions on December 28 and 30, respectively. With over 120 participants, the conference was an opportunity for Coteccons Group's Board of Directors to share the company's strategy, spirit of cooperation, and sustainable development orientation with its partners. Mr. Bolat Duisenov, Chairman of the Board of Directors, highlighted that this was one of the most important events of the year for Coteccons, emphasizing the importance of "transparency" as a key factor for Coteccons and its partners to reach the international market and develop together for a better future of the construction industry.

6 COTECCONS GROUP AND HCMC UNIVERSITY OF TECHNOLOGY - NATIONAL UNIVERSITY OF HCMC SIGNED A COOPERATION AGREEMENT FOR THE 2023-2024 SCHOOL YEAR



Coteccons Group and HCMC University of Technology - National University of HCMC have signed a cooperation agreement for the school year 2023-2024 on December 25, 2023. Under this agreement, Coteccons Group will partner with the university in various programs and activities to support students such as academic research, internship programs, scholarship sponsorship, site visits, and hands-on experiences in construction, and especially companionship of students in ESG activities at Coteccons Group. During the event, Coteccons Group awarded 20 scholarships to excellent students, as part of its mission to build futures by motivating students to strive and achieve new milestones.

7

COTECCONS GROUP COLLABORATES WITH HCMC UNIVERSITY OF ARCHITECTURE TO BUILD THE FUTURE



On December 20, 2023, Coteccons held a signing ceremony for a 2023-2024 comprehensive cooperation agreement with HCMC University of Architecture, creating opportunities for development for future generations. During the program, 10 excellent students received Coteccons scholarships - an encouragement to continue their learning journey with confidence. We believe that through this partnership, Coteccons and HCMC University of Architecture will create conditions for talented individuals to have more development opportunities, especially in the construction industry.

8

COTECCONS AND UNICONS HONORED WITH THE "TOP 500 VIETNAM BEST EMPLOYERS" (VBE500) AND "TOP 10 VIETNAM BEST WORKPLACES" (VBW10) AWARDS



The awards were announced at the VBE500 and VBW10 ranking ceremony organized by Vietnam Business Research Joint Stock Company (Viet Research) on December 8, in collaboration with the Vietnam Investment Review Newspaper publishing unit. This recognition shows Coteccons' commitment to placing people at the center of their business activities and ESG (Environmental, Social, Governance) goals. The award also serves as an encouragement and inspiration for the company to continue this path and create a positive impact on society, motivating Coteccons and Unicons to overcome challenges and strive for excellence.

9

COTECCONS GROUP SIGNS A COOPERATION AGREEMENT WITH HANOI UNIVERSITY OF CIVIL ENGINEERING



Recently, on December 7, 2023, Coteccons Group successfully signed a cooperation agreement with Hanoi University of Construction. This is an annual initiative of the company aiming to supporting students in accessing hands-on working environments via scholarship sponsorship, internship opportunities, and skill development training. Continuing the success of previous years, Coteccons awarded 15 scholarships during this year's program, each worth 10,000,000 VND. The scholarships were granted to students who demonstrated exceptional academic achievements, outstanding extracurricular activities such as participation in youth unions, noteworthy scientific research results, and those who overcame challenges to achieve academic success.

10

UNICONS ORGANIZES INTEGRATION TRAINING FOR OVER 30 NEW EMPLOYEES



In the morning of December 2, the Training Department collaborated with other departments/boards to hold an "Integration Training" program in both offline and online formats for more than 30 new employees who joined Unicons in October-November 2023, in two locations across the North and South regions. The program aimed to help new members gain a better understanding of the company's culture, systems, benefits, and career path opportunities at Unicons, while providing a relaxed and open atmosphere. It was not only an opportunity for new employees to learn more about Unicons but also a chance to address any questions they had regarding shared concerns.

11

COTECCONS GROUP INAUGURATES NEW REPRESENTATIVE OFFICE IN HANOI



On November 28, 2023, Coteccons Construction Joint Stock Company inaugurated a new experiential office model in the northern region. The space features a unique open design that showcases the company's OWNIT and DEI culture. The office is designed based on the "agile workplace" trend which emphasizes flexible working and promotes individuality among employees. Unlike traditional offices where employees are fixed to their desks, Coteccons' "agile workplace" in Hanoi is designed to be flexible, enabling employees to move about freely within the office and utilize any space that suits their goals at any given time. The "agile workplace" is our way of empowering employees to choose where they want to work within the office environment.

12

COTECCONS ANNOUNCES THE RESULTS OF THE 2023 NORTHERN MEN'S FOOTBALL QUALIFIERS

- Following the event in the South, the Men's football qualifying round - the northern Coteccons Group 2023 was a great success on November 11, 2023 at Hoang Mai District Stadium, Hanoi. At the end of the tournament, the Organizing Committee awarded the following prizes:
 - First prize: Ha Long 2 team
 - Second prize: Vinfast team
 - Third prize: HN Office - Smart City Alliance and
 - "Dong Chi Huong" Alliance
 - Golden Gloves: Nguyen Van Khanh - Ha Long 2
 - Top scorer: Nguyen Van Tai - Vinfast (6 goals)
- The tournament was a great success, contributing to tightening the spirit of solidarity and exchange between individuals and departments within the Company. This is also an opportunity for players to practice physically, improve skills, and prepare for the 2023 Coteccons Olympic finals.



02. MARKET INFORMATION

REAL ESTATE MARKET

INFLUENCING FACTORS

GDP

Vietnam's GDP in the fourth quarter of 2023 increased by 6.72% over the same period in 2022 with a positive trend, the next quarter is higher than the previous quarter (the first quarter increased by 3.41%, the second quarter increased by 4.25%, the third quarter increased by 5.47%). Of which, the agriculture, forestry and fisheries sector increased by 4.13%; The industrial and construction sector

increased by 7.35%; The service sector increased by 7.29%. Regarding the economic structure in 2023, the agriculture, forestry and fisheries sector accounts for 11.96%; The industrial and construction sector accounts for 37.12%; The service sector accounts for 42.54%; The Product tax minus the product subsidies accounts for 8.38%.

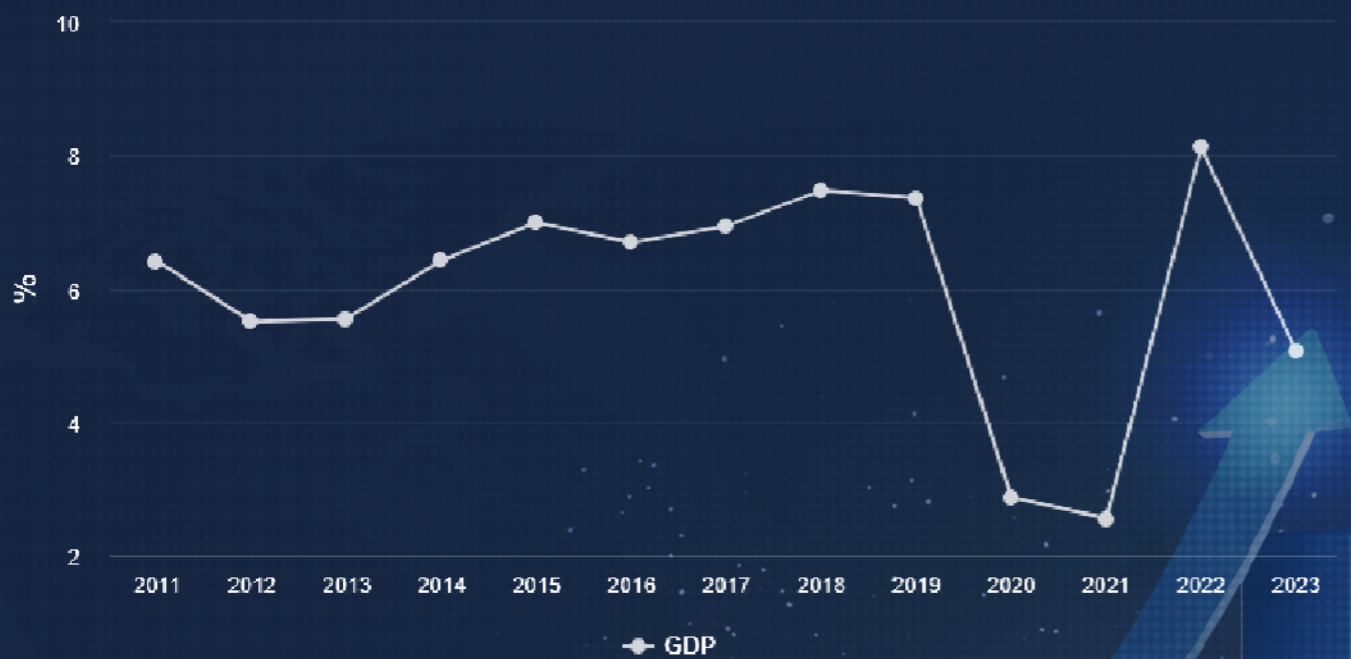


Chart: GDP growth over the years (%)
Source: GSO

FDI

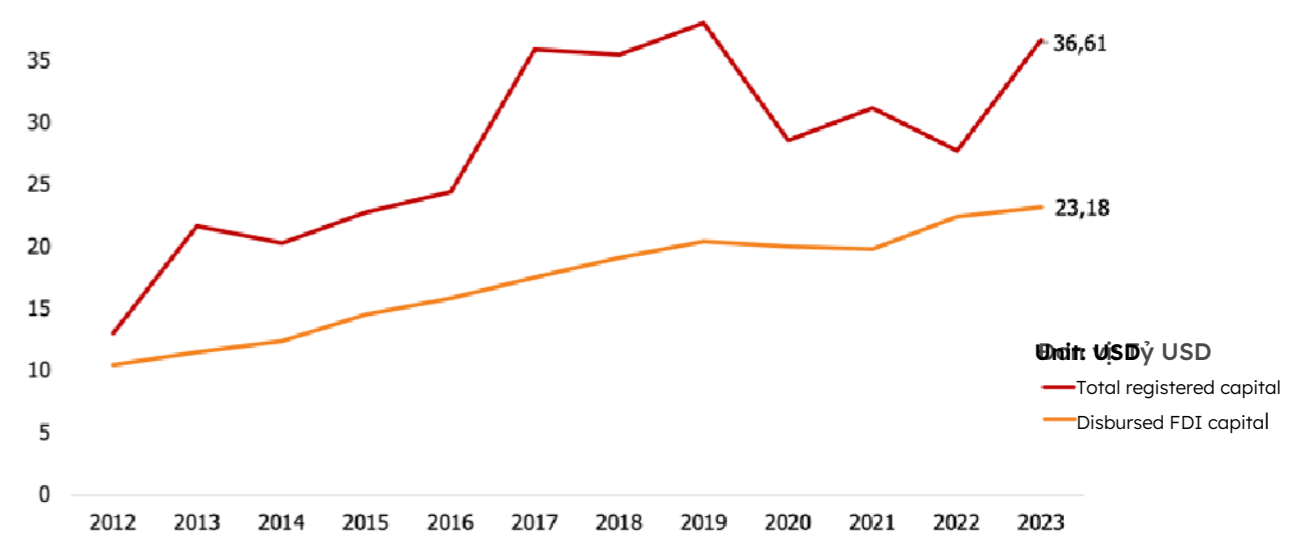


Chart: Newly registered and implemented FDI capital in the period 2012-2023
Source: GSO

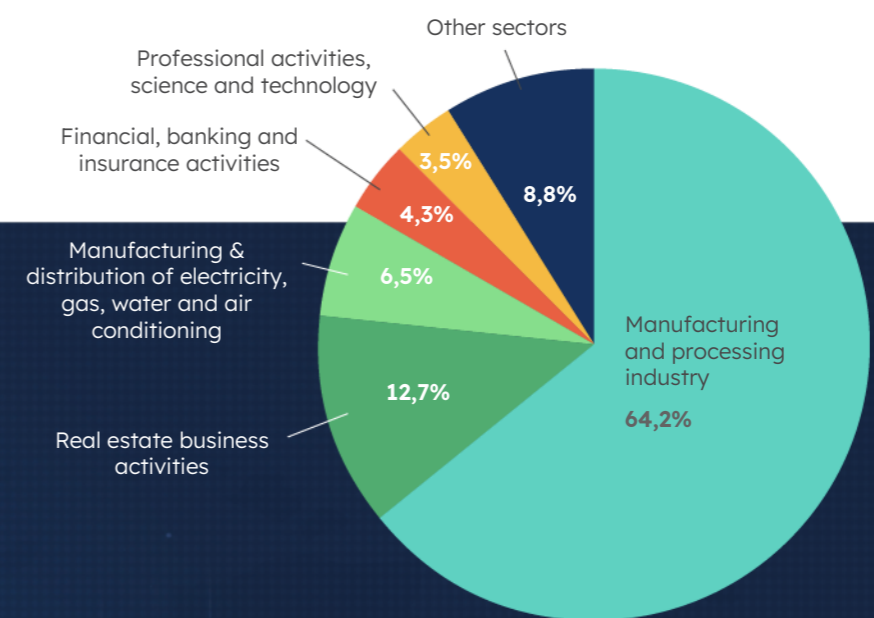
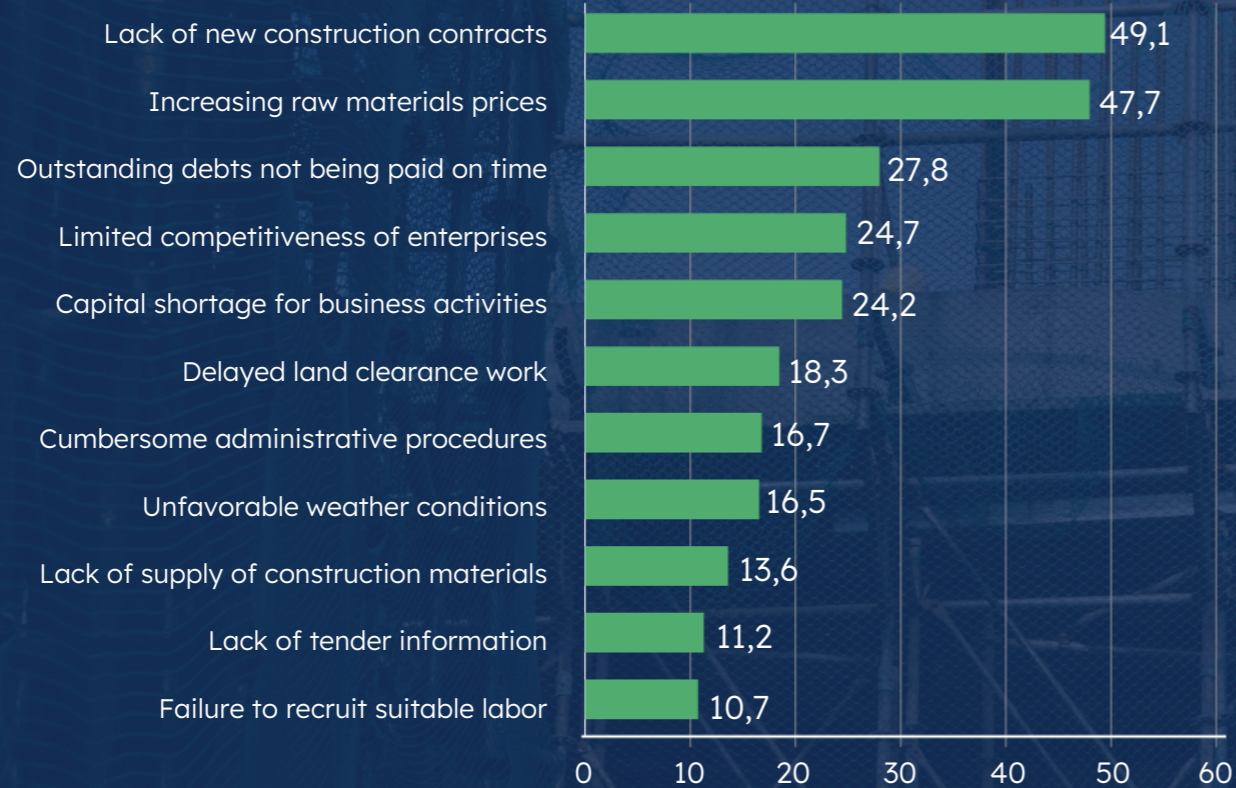


Chart: Foreign investment in 2023 by economic sector
Source: GSO

Of the total registered capital of more than 36.6 billion USD in 2023, the newly registered capital reached nearly 20.19 billion USD, an increase of 62.2% over the same period. The number of newly registered projects also reached 3,188 projects, increased by 56.6%. Thus, both new projects and newly registered capital increased sharply. This is a very noteworthy point.

In the structure of total registered capital, the real estate business ranks second with a total investment capital of nearly 4.67 billion USD, accounting for more than 12.7% of total registered investment capital, an increase of 4.8% over the same period.

FACTORS AFFECTING PRODUCTION AND BUSINESS ACTIVITIES OF CONSTRUCTION ENTERPRISES IN THE FOURTH QUARTER OF 2023 (%)



Source: GSO

- One of the biggest challenges facing construction businesses is **the lack of new construction contracts**. In addition to widely publishing public and transparent bidding information, it is necessary to reduce bidding procedures and conditions to enable businesses to access new projects, especially public investment projects that are currently being heavily promoted.
- **Although administrative procedures have improved significantly, they are not synchronized, strict, or timely enough**, causing negative impacts on business operations. The disbursement of capital and the process of adding capital to public investment projects are still slow, which greatly affects the progress of construction.
- **A policy should be implemented to adjust the unit prices** for construction companies compared to the time of receiving the bid so that they do not have to compensate for losses due to fluctuations in raw materials and labor costs.

COMMERCIAL - RESIDENTIAL REAL ESTATE

In the previous cycle (2013-2016), after the turning point in Q3/2013, the market gradually recovered in four main stages: probing, strengthening, prosperity, and stability. Following the progression of the previous cycle, the market is expected to show signs of reversal around Q2 - Q4/2024. After the turning point, the market is expected to gradually recover in the following four stages:

STEEL



OTHER MATERIALS

- The concrete market increased slightly, while other construction materials remained stable.
- It is expected that early next year, particularly after the Lunar New Year, material prices will rise due to the recovery in the market demand and the strong resumption of construction projects.

1 Probing stage

expected to take place in the second half of 2024 with liquidity starting from the apartment market.

2 Strengthening stage

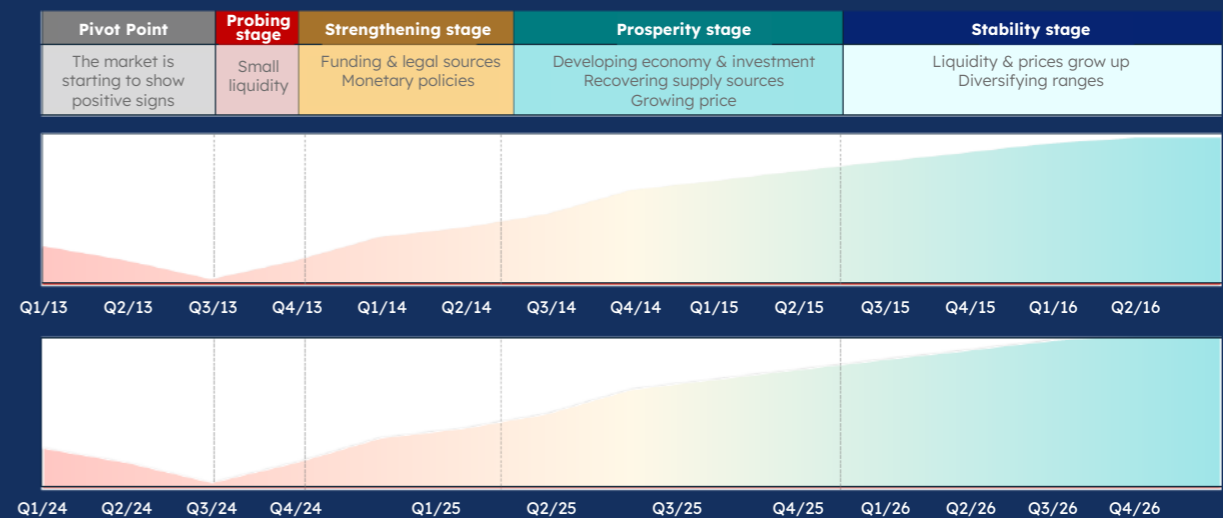
unlocking money sources to create momentum for the market, untangling legal regulations to guide sustainable development. Stability in products, laws, money sources, and monetary policies will be promoted on a large scale to support the market.

3 Prosperity stage

recording strong development and growth in investment funds. The financial capacity of clients and improvements in the monetary environment lead to a recovery in the overall supply and liquidity. During this period, real estate prices also demonstrate improvement simultaneously with the enhancement of supply and liquidity...

4 Stability stage

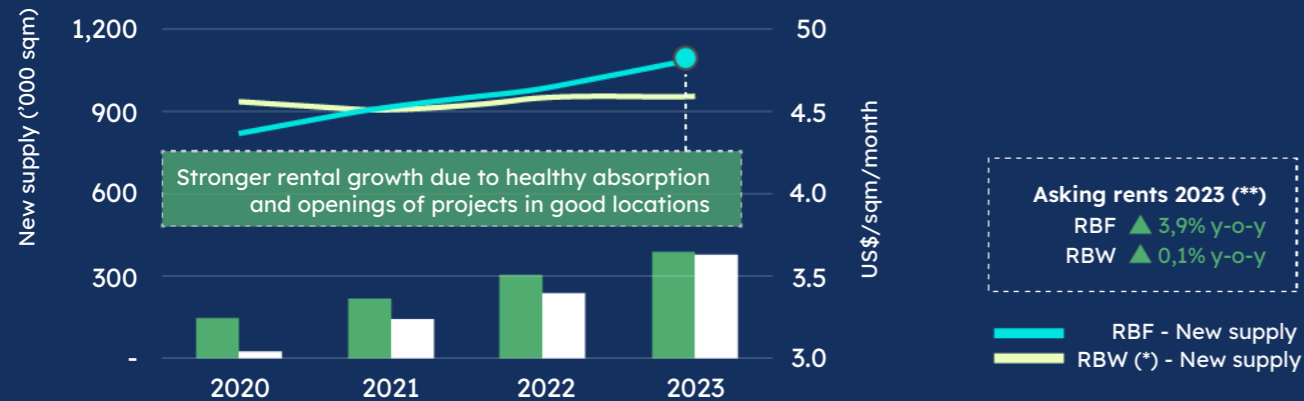
the market continues its strong growth trend in terms of liquidity and prices, while witnessing the emergence of various types of real estate.



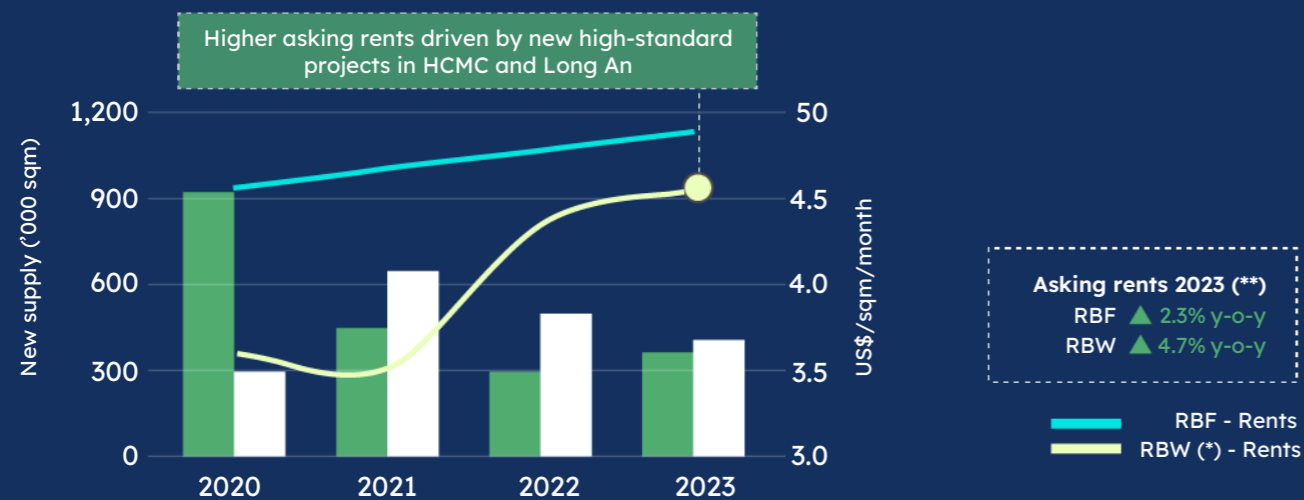
Source: PropertyGuru

INDUSTRIAL REAL ESTATE

NORTH - TIER 1



SOUTH - TIER 1



Note: (*) Excluding Service Warehouse (**) Asking rents do not include incentives
 Source: CBRE Research, Q4 2023.

- The Industrial Land market grows as tenants continue to expand operations in Vietnam.
- Ready-built warehouses/factories: New supply in the North remains at a high level, and the South is stable at a lower level. The absorption area is promising in both regions. The South recovered strongly in the second half of the year with more flexible rental policies.
- Supply growth slows down but competition is still high for ready-built warehouse/factory products.

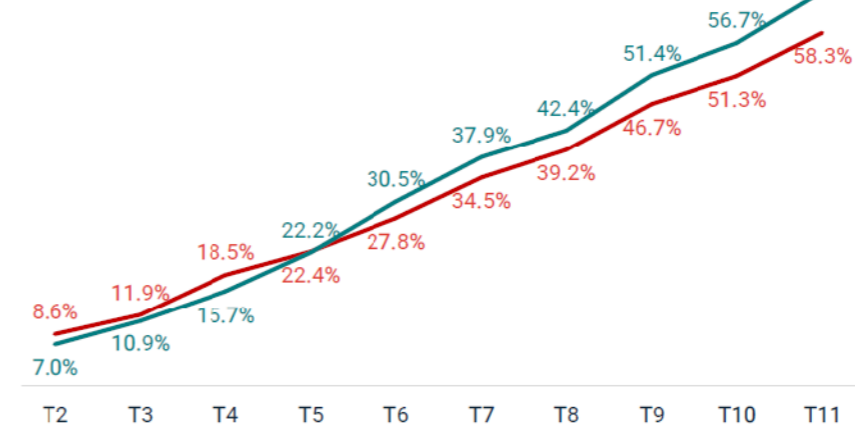
INFRASTRUCTURE

THE ANTICIPATED KEY INFRASTRUCTURE PROJECTS ARE EXPECTED TO DRIVE THE INDUSTRIAL REAL ESTATE MARKET.



Source: CBRE

THE DISBURSEMENT SPEED OF PUBLIC INVESTMENT 2022 - 2023



Source: PropertyGuru

Public investment has always been a crucial driver for economic growth. The government is directing efforts vigorously with the involvement of the entire system. However, numerous contradictions, overlaps in mechanisms, policies, and organizational implementation issues are affecting the disbursement progress of projects.

03. IR ACTIVITIES

CORPORATE EVENTS

- Holding Analyst Meetings
- Organizing series of Olympic - Town Hall - Year-end Party events

INFORMATION DISCLOSURE

- 1 Financial report for Q2/2024 (from October 1, 2023 - December 31, 2023).
- 2 Resolution of the Board of Directors approving the policy of signing and implementing contracts between Coteccons and Subsidiaries.
- 3 Report on bond principal and interest payments in 2023.
- 4 Report on stock trading results of Insiders.
- 5 Resolution of the Board of Directors on the handling of undistributed treasury shares under the ESOP.
- 6 Announcing information about signing a contract with the auditing firm for the 2024 financial statements.
- 7 The Board of Directors approved the selection of E&Y as the auditor of the 2024 financial statements.
- 8 Announcement of using of treasury shares to sell to employees.
- 9 Receipt from the State Securities Commission, etc., for having received documents reporting on the use of treasury shares to sell to Coteccons' employees.
- 10 Resolution of the Board of Directors, etc. approving repurchasing bonds before maturity as requested by the Bondholders.
- 11 Announcement of the last registration date to make bond payment period 4 - bond code CTD122015.
- 12 Information disclosure: Board of Directors Resolution approving the plan to sell treasury shares under the ESOP.
- 13 Information disclosure Summary of the Board of Directors Resolution approving the policy of acquiring 100% capital of a Company in the Mechanical and Electrical field.
- 14 Notice of change to the 26th Business Registration Certificate.
- 15 Announcement of changes in securities trading registration.



Source: FireAnt

69.100 VND

CTD stock price on January 30, 2024

Number of outstanding shares:
99,216,719 shares

Average volume of 10 sessions:
1,268,880 shares

Market capitalization:
6,855.9 billion VND

Equity:
8,407 billion VND

Free float rate:
55%



1. COTECCONS BREAKS GROUND THE “CN14.1 YEN PHONG INDUSTRIAL DEVELOPMENT” PROJECT

On January 25, 2024, Yen Phong Industrial Development Company Limited and Coteccons Construction Joint Stock Company held a groundbreaking ceremony for the Yen Phong Industrial Development Project CN14.1 at No. 38, Street 9, Commercial Industrial Park and VSIP Bac Ninh Service. The project marks an important milestone for BW’s business activities in the North as it is not only the first two-storey project of Yen Phong Industrial Development Company Limited in the region but also the first logistics project of BW in Bac Ninh province. Furthermore, the project has been developed to meet LEED Gold certification standards in line with BW’s commitment to green and sustainable development.



2. COTECCONS AND UNICONS SIMULTANEOUSLY COMMENCE THE CONSTRUCTION OF THREE PROJECTS: THE VIET - ITALY STEEL FACTORY, LA HOME URBAN AREA, AND VAN LANG SKYLAKE URBAN AREA

Coteccons is serving as the general contractor for the Viet - Italy steel rolling mill project in Hai Phong for infrastructure, reinforced concrete, steel structure, MEP, and finishing works, etc. At the contract signing ceremony and groundbreaking for the infrastructure construction of the LA Home urban area project in Luong Hoa, Ben Luc, Long An, Mr. Huynh Thien Quan - Director of Prodezi Long An Joint Stock Company stated that through the LA Home project, Prodezi Long An Joint Stock Company hopes to deliver a quality product, aiming to create a livable and sustainable urban area, right at the gateway of Ho Chi Minh City. As for the Van Lang Skylake urban housing area project, Unicons has been entrusted by Tu Lap Construction Company Limited to handle the construction package of two 22-storey and 26-storey apartment blocks and one 32-storey hotel block, which require high technology and pose many challenges for construction teams.



3. CRYSTAL HOLIDAY HARBOUR SITE MANAGEMENT BOARD CONQUERS TRANSFER BEAM ITEMS

On January 19, the Unicons Site Management Board reached an important milestone in the Crystal Holiday Harbour Van Don project by successfully completing floor pouring work for both towers. The project required 2,300m³ of concrete, 700 tons of steel and nearly 350 workers for both towers. During construction, the Management Board encountered numerous difficulties, the high transfer beams necessitating the Management Board to change construction methods. However, with the “steel” spirit of the Unicons team, determination of the Site Management Board members, and efforts of all the construction workers on-site, all items were completed according to the planned schedule.



4. UNICONS WINS THE “STRONKIN VIETNAM ENGINEERING CO., LTD. FACTORY” PROJECT

The client of the project is Stronkin Vietnam Electronics Company Limited - a company that specializes in manufacturing electronic auxiliary components. This company is a major supplier to well-known electronic corporations such as Samsung, Philips, Dell, and LG. The Stronkin factory is located in Ba Ria Vung Tau and covers a total land area of 57,387 m², including main factory areas such as a foundry, assembly workshop, stamping workshop, large warehouse, and administrative and service areas, comprising the administrative house, cafeteria, security house, etc. The project is expected to be completed within 270 days.

04. PROJECT NEWS





5. UNICONS ORGANIZES THE GROUNDBREAKING CEREMONY OF “MIDORI PARK The TEN” PROJECT

On the morning of January 12, 2024, Unicons organized the groundbreaking ceremony for “Midori Park The TEN” project in Binh Duong New City. Becamex Tokyu Co., Ltd, a subsidiary of Tokyu Group, the leading urban development corporation in Japan, is investing in this luxury apartment project. With a scale of 300 5-star apartments and a luxurious, classy design that showcases the essence of Japanese culture, Midori Park The TEN promises to become an ideal home, enhancing the value of life for future residents.



6. TTC LAND AND COTECCONS OFFICIALLY COMMENCE THE “TTC PLAZA DA NANG” PROJECT

On January 10, 2024, Saigon Thuong Tin Real Estate Joint Stock Company (TTC Land; HOSE: SCR) and Coteccons Construction Joint Stock Company (HOSE: CTD) held a groundbreaking ceremony for the TTC Plaza Complex Building Project located on Dien Bien Phu Street, Chinh Gian Ward, Thanh Khe District, Da Nang City. Situated in a prime location with four road frontages and proximity to the international airport, TTC Plaza Da Nang is one of the main commercial complex projects in the center of Da Nang city. The complex comprises 18 floors with four commercial floors, 126 tourist apartments, 150 hotel rooms, and more than 30,000 m2 of office space for rent. Coteccons hopes that the TTC Plaza Da Nang project will become the next iconic symbol in Da Nang City, welcoming both international and domestic tourists every time they visit this livable city.



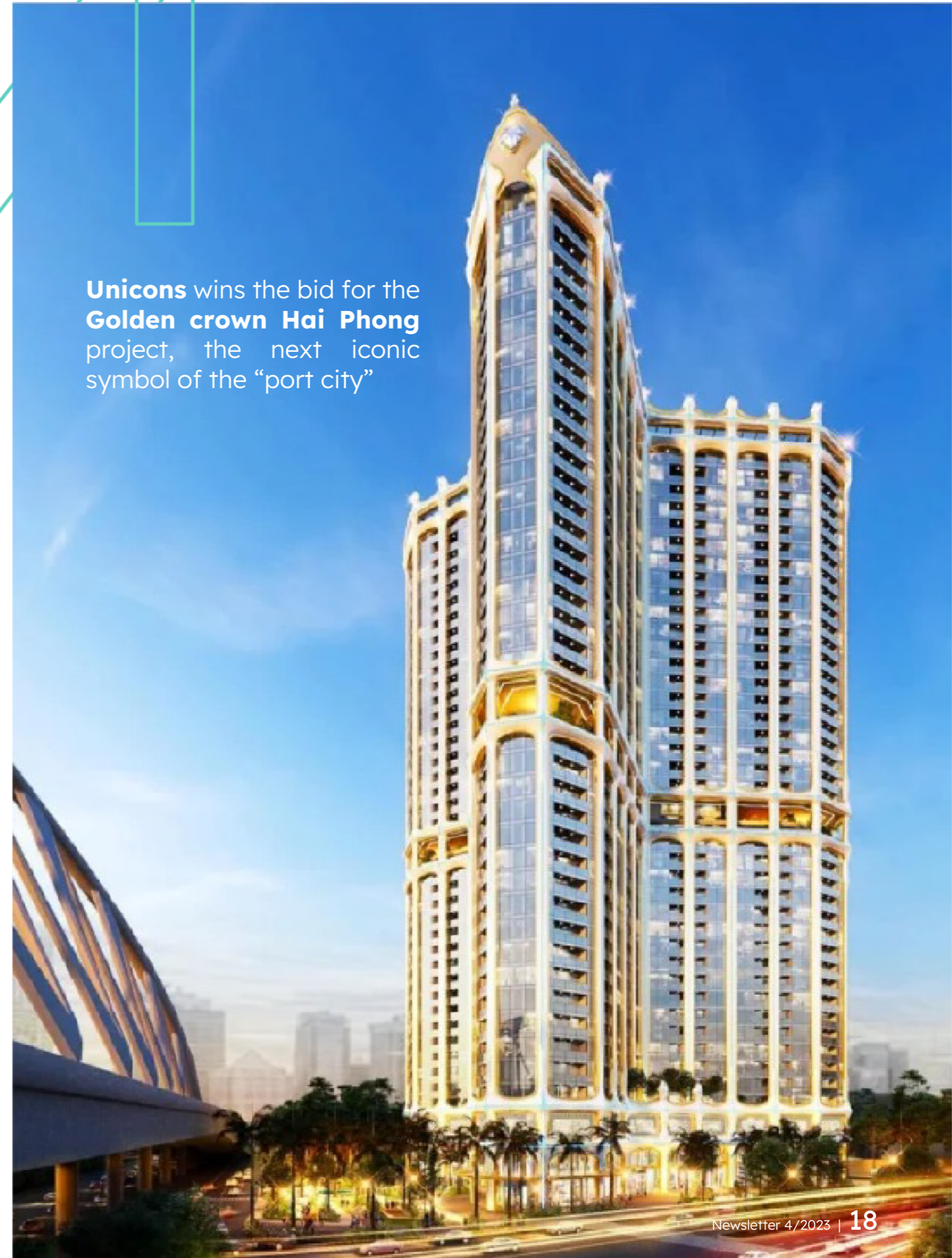
7. UNICONS WINS THE BID FOR THE GOLDEN CROWN HAI PHONG PROJECT, THE NEXT ICONIC SYMBOL OF THE “PORT CITY”

The luxury apartment project is invested by Hai Phong Invest Company and shares the same ecosystem as Diamond Crown Hai Phong, which Coteccons - Unicons served as the general contractor and has just topped out in September 2023. For this project, Unicons handles the basement construction package with a total area of nearly 30,000 square meters for three basements. With confidence and affirmation for the near future, the Unicons Site Management Board is committed to safely completing the project with quality and meeting the client's requirements.



8. SITE MANAGEMENT BOARD AT VINHOMES GRAND PARK PROJECT TOPS OUT GLORY HEIGHTS SUBDIVISION

The Site Management Board at the Vinhomes Grand Park project has successfully completed the topping out ceremony for the Glory Heights subdivision on the morning of December 20, 2023 in Long Binh Ward, Thu Duc City, Ho Chi Minh City. The ceremony was attended by representatives of the client, general contractor, consultant, subcontractors, and all workers involved in the project. This milestone is a testament to the efforts of the client, contractor, construction units, and workers in ensuring the progress and quality of the project.



Unicons wins the bid for the **Golden crown Hai Phong** project, the next iconic symbol of the “port city”



9. UNICONS SUCCESSFULLY ORGANIZES THE GROUNDBREAKING CEREMONY FOR THE TOWER OF THE "TIEN BO PLAZA" PROJECT

The project is invested by Tien Bo Printing Company Limited and TID Joint Stock Company, with Unicons serving as the construction contractor for the tower, shell, and infrastructure. Tien Bo Plaza is located at 175 Nguyen Thai Hoc in Ba Dinh District, right at the national political center and close to central agencies. With an architectural style that blends the distinctive features of Hanoi with a modern outlook towards the future, Tien Bo Plaza will become a new symbol of the capital city.



10. UNICONS COMMENCES CONSTRUCTION OF "GO! SHOPPING MALL" PROJECT IN BAC LIEU

The groundbreaking ceremony was held in the morning of December 6 and was attended by the Unicons Site Management Board, client representatives, and guests who were excited about the project. GO! Bac Lieu is part of the chain of commercial centers of Central Retail Group, the leading retail group in Thailand. The GO! Shopping Mall Project in Bac Lieu covers an area of more than 25,000 square meters, including a GO! commercial center and hypermarket, cinema, restaurant area, entertainment area, etc.



11. UNICONS SECURES THE BID FOR HEINEKEN DA NANG BREWERY PROJECT

Officially operated since 2007, the Da Nang brewery covers a total area of 7.7 hectares. After more than 16 years of operation along with plans to increase production capacity, the brewery has decided to expand, and at the same time, renovate some areas of the factory. With experience in constructing large industrial projects such as LEGO Vietnam, TESA Hai Phong, Vinfast, Apache, Saigon Beer Brewery, provincial factory chains of BWID and KCN, and being a leading construction company in Vietnam, Unicons is confident that it will bring the best value and quality to this project.



12. GROUNDBREAKING CEREMONY OF THE EMERALD 68 PROJECT - A SYMBOL OF PROSPERITY

In the morning of November 9, 2023, Unicons successfully organized the groundbreaking ceremony for the Emerald 68 project located at the forefront of Binh Duong Avenue. Cotecons Construction Joint Stock Company and Le Phong Group Joint Stock Company are investing in the project. The Emerald 68 is a true "emerald" gem located in the heart of Binh Duong New City with a total investment of over 2,000 billion VND on a land area of nearly 8,000 m2, belonging to the luxury apartment project segment. The project possesses a "million-dollar" view, situated in the forefront of Binh Duong Avenue and Vinh Phu 16 Street, approximately 1 km from Ho Chi Minh City. The project is expected to become a symbol of prosperity, contributing to changing the appearance of the city.

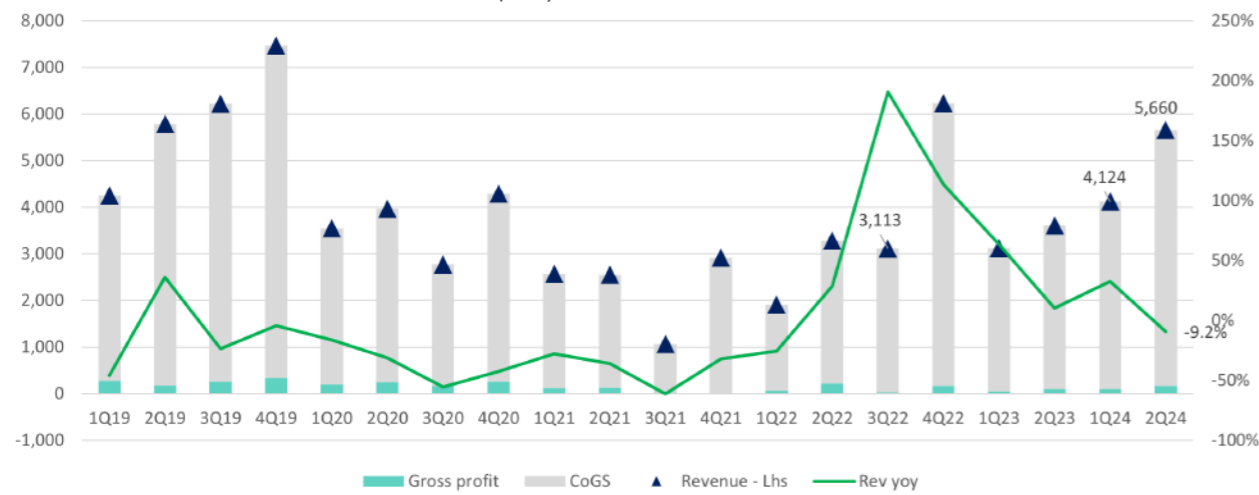
Groundbreaking ceremony of **The emerald 68** project - a symbol of prosperity.



05. BUSINESS PERFORMANCE

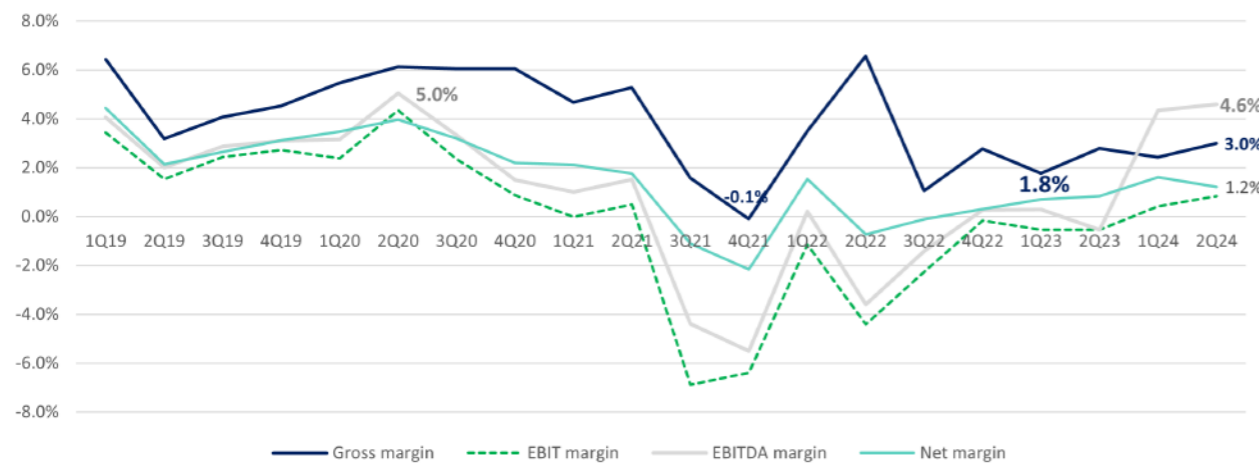
REVENUE

Despite the challenging market conditions, the revenue in the second quarter of the fiscal year 2024 has maintained good growth momentum. This success can be attributed to the repeat sales strategy and a new reputable customer database adopted by the company.



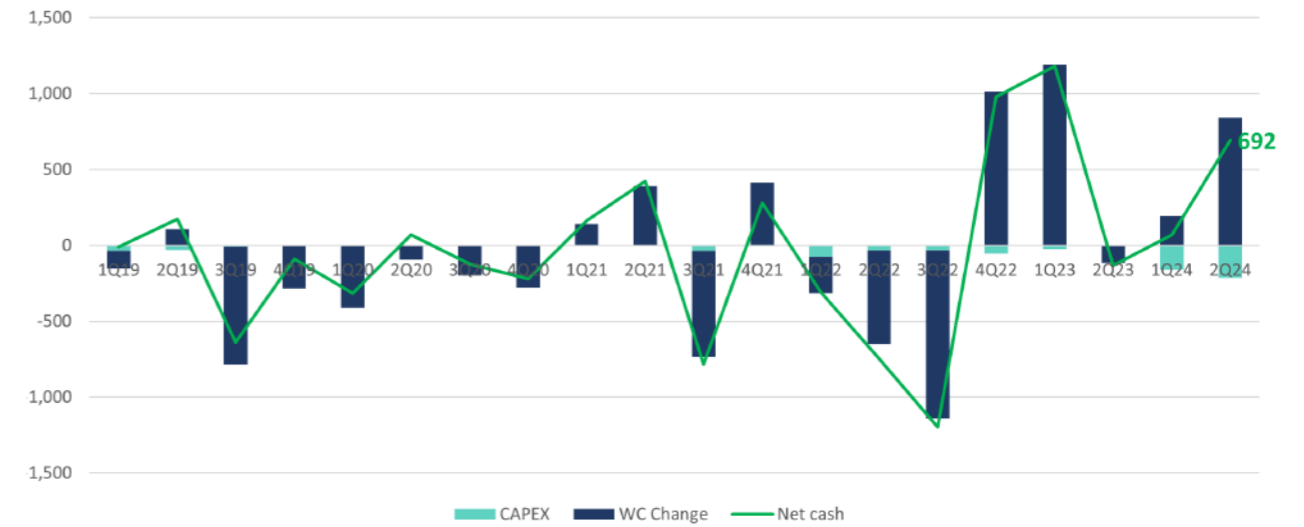
PROFIT MARGIN

The company's profits are on a recovering trend, with the profit margin returns to 3%, with EBITDA margin surpassing 4% for the first time since 2020.



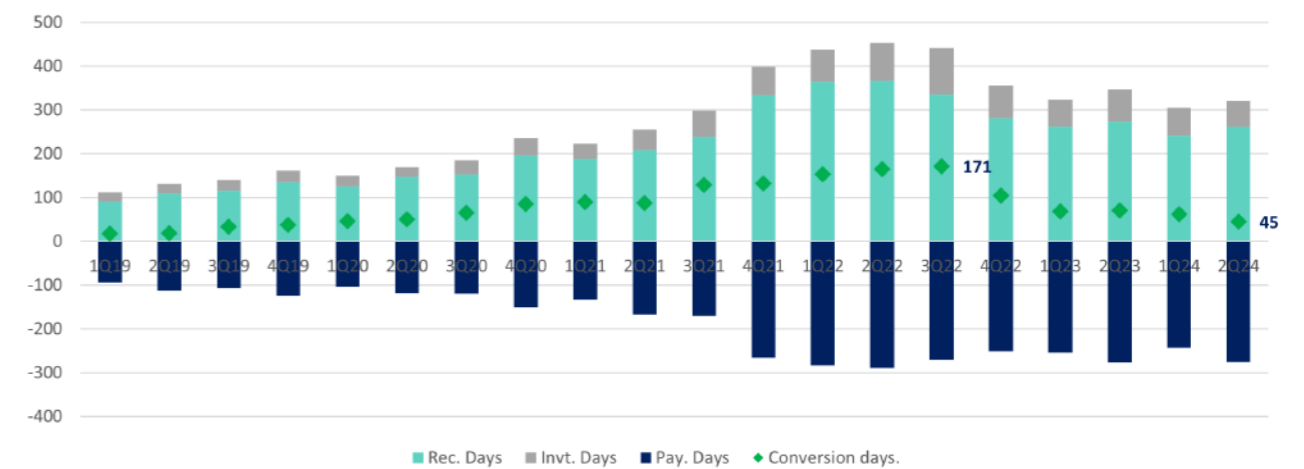
CASH FLOW

Thanks to the database of customers with good financial health, the company's free cash flow continued to register a high surplus in the second quarter of 2024 at 692 billion VND.



CASH CONVERSION DAYS

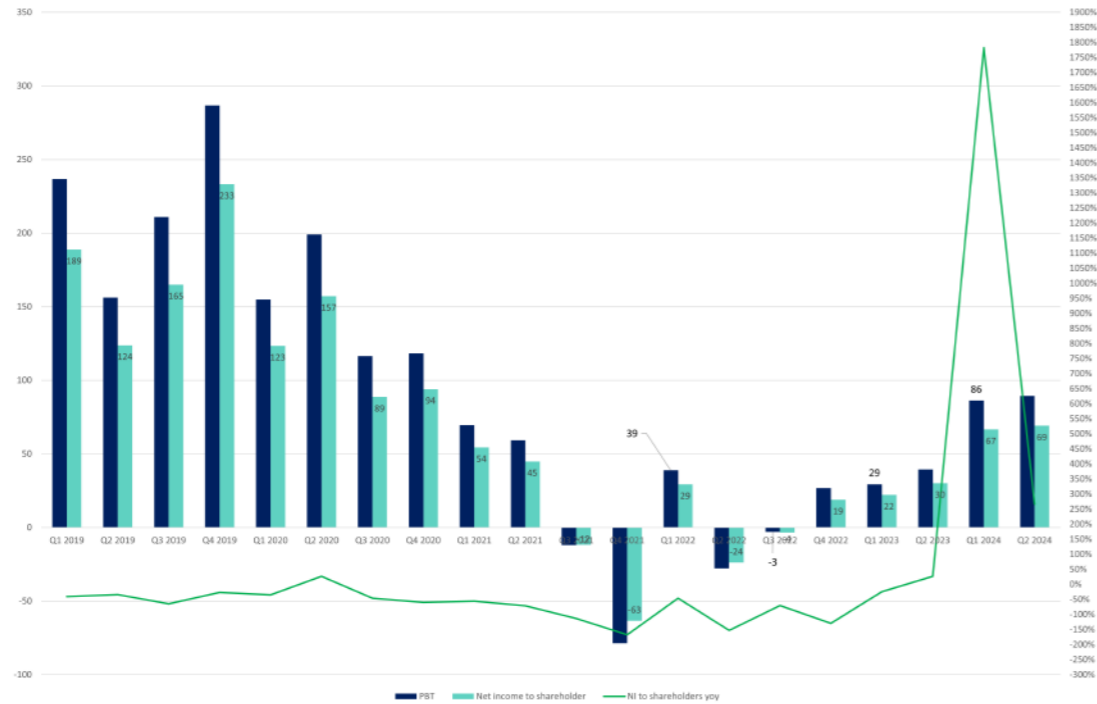
The number of days sales outstanding is 262 days, the number of days in inventory is 59 days, and the number of days payable is 276. As a result, the cash conversion cycle has reached 45 days, reduced by 59 days compared to the same period, indicating stability and a trend of improvement.



Source: Finance & Accounting Dept.

PROFITS

The company's profits demonstrate a recovery trend, with the second quarter of 2024 reaching 69 billion VND, which is an increase of 263% compared to the same period in 2022.



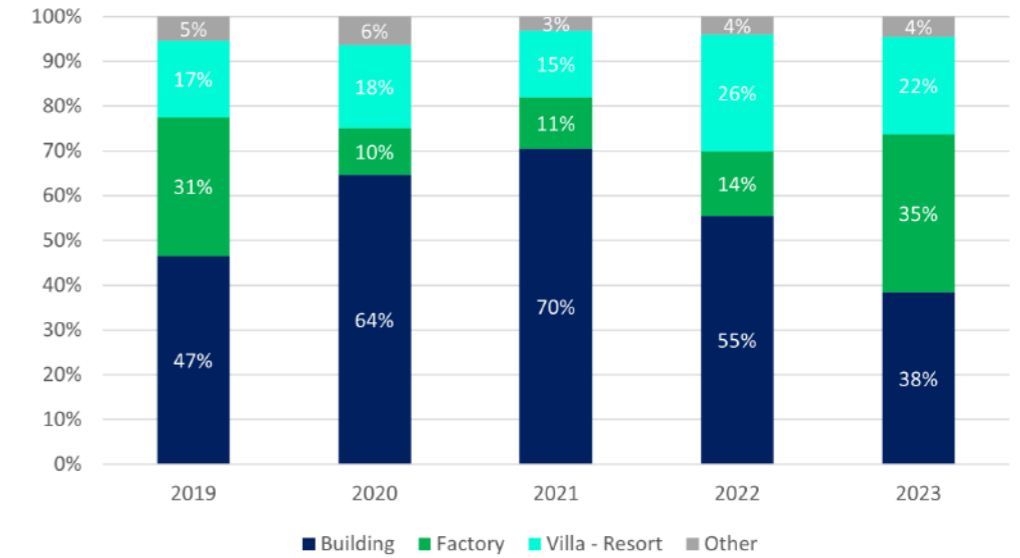
FINANCIAL LEVERAGE

In Q2/24, the company had a significant amount of usable cash, amounting to 4,304 billion VND, while its debt was only 1,078 billion VND. The debt primarily served the working capital needs of the company.



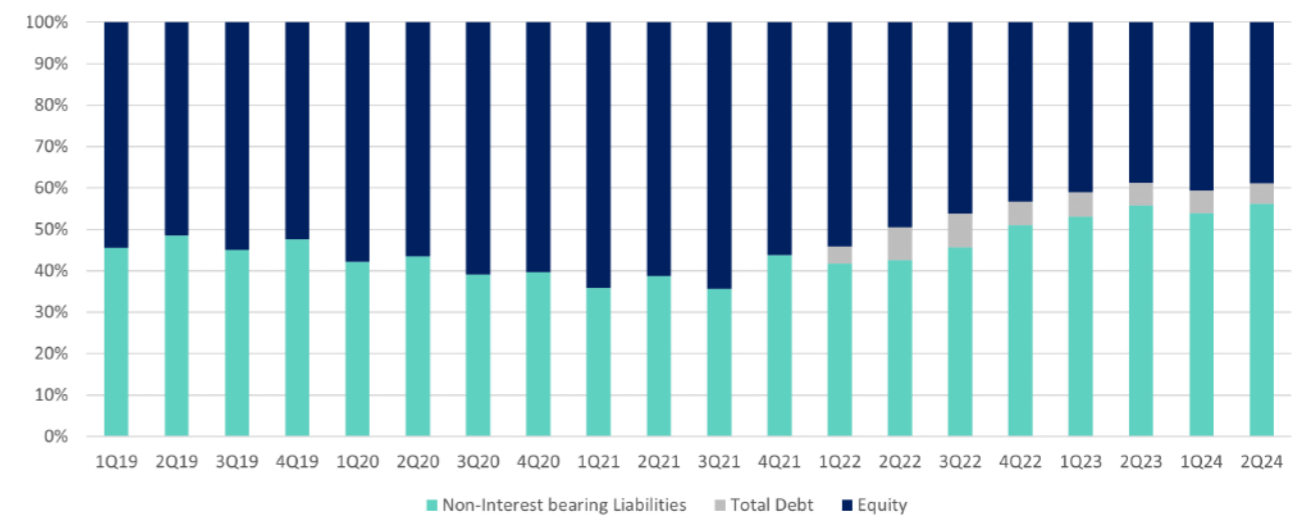
REVENUE STRUCTURE

The revenue structure in 2023 clearly reflects the shift from civil construction, which accounted for 38% (reduced by 17%) to industrial construction currently accounting for 35% (increased by 21%). The proportion of revenue from villa and resort construction segment decreased slightly by 4% from 26% in 2022. The proportion of revenue of other segments remained stable at 4%.



CAPITAL STRUCTURE

The company has a strong capital structure, with interest-bearing debts accounting for a small proportion of only 5%. Moreover, 56% of the debt is interest-free, demonstrating the company's prudence in managing its debt.

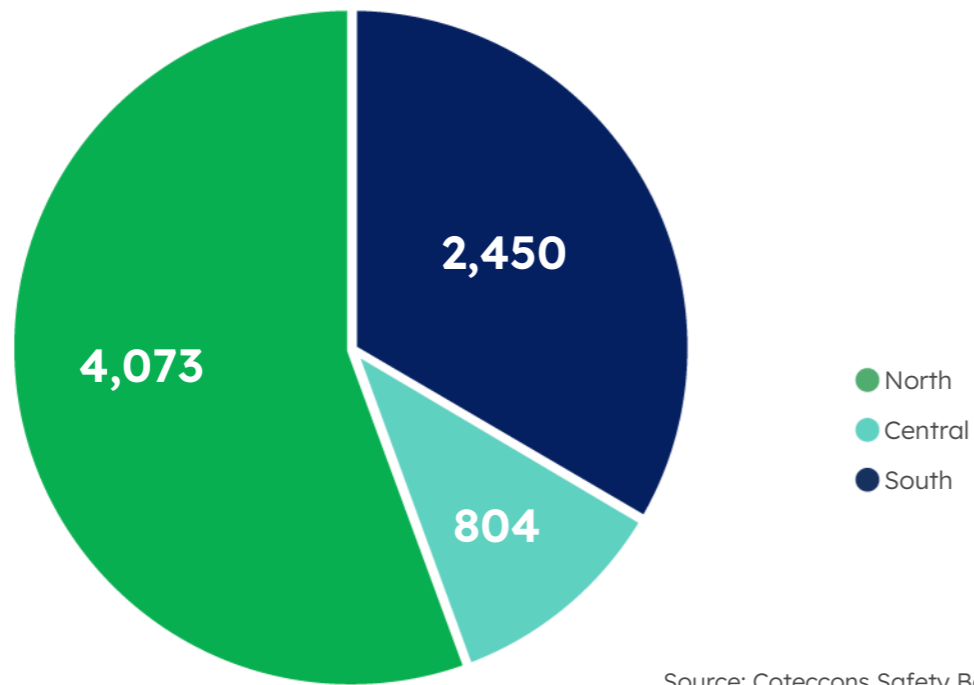


Source: Finance & Accounting Dept.

The total number of safety hours of Coteccons Group in Q4/2023 is

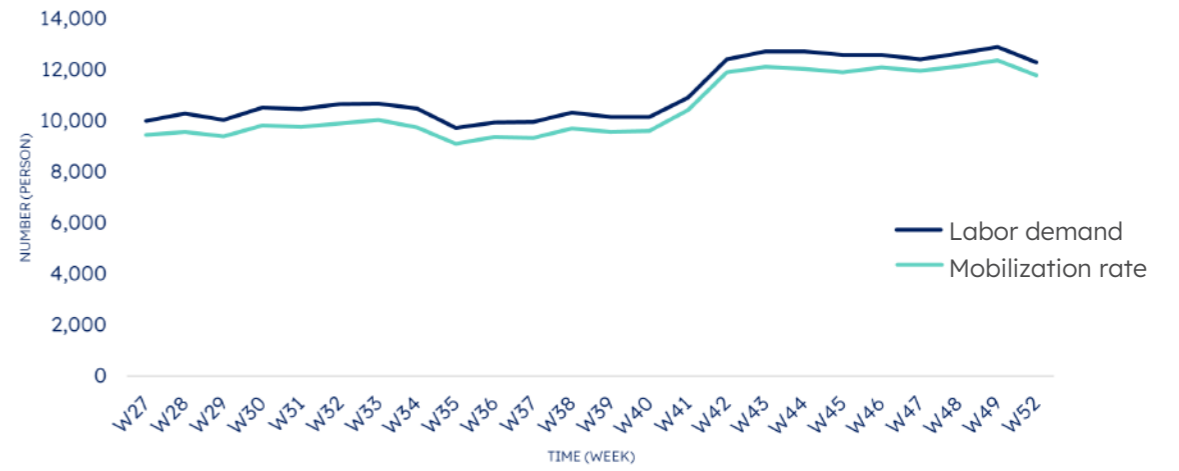
10,115,129 HOURS

SAFETY HOURS STRUCTURE IN Q4/2023 BY REGION (%)

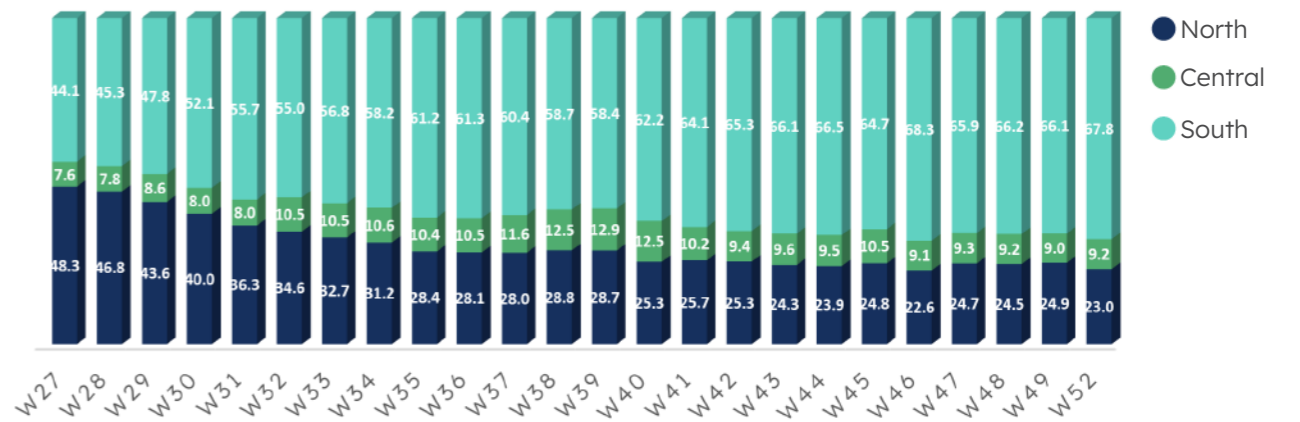


Source: Coteccons Safety Board

TOTAL REQUIRED WORKFORCE PERCENTAGE OF FULFILLMENT IN Q4/2023



WORKFORCE BY REGION IN Q4/2023



Source: Coteccons Construction Workforce Development Dept.



06. ESG NEWS



1. COTECCONS GIVES 1,000 "BUILD TET" GIFTS TO THE SANITATION WORKERS IN HO CHI MINH CITY

On January 30, 2024, in Ho Chi Minh City, Coteccons, in partnership with the Department of Information and Communications and the Labor Confederation of Ho Chi Minh City, has launched a program to give 1,000 "Build Tet" gifts to sanitation workers in the city. The event is part of the larger "Build Tet 2024" program, organized by Coteccons and Nhan Dan newspaper, which aims to provide nearly 17,000 Tet gifts to workers across all three regions of Vietnam who are far from home and doing silent work. By recognizing the contributions of these workers, the program seeks to foster a sense of community and gratitude.



2. COTECCONS GROUP LAUNCHES "GREEN SPRING WITH COTECCONS" CONTEST

The Marketing and Communications Board at Coteccons Group has launched the "Green Spring with Coteccons" contest to promote the 3R criteria of "Reduce - Reuse - Recycle" and encourage employees to create miniature or decorative ornamental/apricot/peach trees using recycled materials, to bring a greener atmosphere to their workplace. The contest aims to foster creativity among employees in decorating their workspaces according to the unique characteristics of their department/construction site, while also providing an opportunity for team bonding through joint decoration activities.



3. DISSEMINATING THE ESG IMPLEMENTATION PLAN AT COTECCONS GROUP

On January 2, 2024, the Coteccons ESG Subcommittee held a session to discuss "Coteccons Group's sustainable development goals" and the related programs to achieve those goals. The subcommittee shared about the "greenhouse gas emissions inventory report" and the "3R - reduce-reuse-recycle" program that will be implemented in the near future. During the session, Mr. Tran Van Lam, General Director of Unicons, also provided valuable insights into the implementation of ESG at Coteccons - Unicons and gave instructions to departments and construction sites to prioritize ESG and consider it as a core factor for the company's development.



4. RENOVATION OF THE STAIRWAY OF XOM CAI APARTMENT COMPLETED IN "NHA MINH" PROJECT

On December 22, 2023, the Coteccons project team "Nha Minh" completed the renovation of the stairway at Xom Cai apartment complex in Ward 8, District 5. Representatives from Coteccons, the apartment complex, and local government attended the launching ceremony to celebrate the project's completion. Mr. Ho Xuan Bac, the Deputy Secretary, Chairman of the ward people's committee, expressed his gratitude for Coteccons' support and contributions, which have helped create a new appearance for the neighborhood, providing living spaces for residents in both old apartment buildings and the locality. Additionally, he hoped that the "Nha Minh" project would continue to carry out practical activities to create a more civilized and clean living environment in the apartment buildings.



7. UNION GIVES ENVIRONMENTALLY-FRIENDLY JACKETS TO ALL EMPLOYEES

In November 2023, Coteccons' employees from north to south received warm jackets made from recycled materials such as coffee grounds and plastic bottles. This is a meaningful and environmentally-friendly gift for all employees, especially those working at construction sites in the north before the cold weather arrives. Additionally, the union executive committee sent gifts, representing the hearts of all employees of the company, to colleagues who are going through difficult circumstances. The gifts are in cash and taken from the One Heart Fund - Coteccons Charity Fund launched in July 2023 to promote connection, empathy, and solidarity within the company.

5. EXCHANGE EMPTY PLASTIC BOTTLES FOR SOFT DRINK AT LEGO MANUFACTURING VIETNAM PROJECT

Since December 2023, the Site Management Board at the Lego Manufacturing Vietnam project has launched a new initiative called "Exchange Plastic Bottles for Soft Drinks". This activity has received great support and participation from the workforce, including subcontractor workers. Under this program, every ten empty plastic bottles can be exchanged for a bottle of refreshing soft drink - a perfect way to relax and refresh after hard working hours. This initiative not only helps keep the construction site clean and reduces the burden on waste classification but also contributes to creating a positive working atmosphere, bringing people together.



8. "NHA MINH" PROJECT BRINGS NEW COLORS TO TWO SCHOOLS IN SAPA AND BAT XAT DISTRICT - LAO CAI

As part of the "Nha Minh" project's ESG activities, the northern volunteer team of the ESG subcommittee coordinated with the Site Management Board of the Hyatt Sapa project and the Hope Lao Cai volunteer club to repaint two schools in remote areas of Sapa and Bat Xat district, Lao Cai. The living conditions, especially facilities, in these areas are still very difficult and limited. This winter, Coteccons - Unicons is proud to have contributed to helping students at Xin Chai and Chu Lin area schools have more spacious and cleaner learning environment.



6. BUILD TET 2024: HAPPINESS FOR THE WHOLE CONSTRUCTION CHAIN STARTING FROM A SINCERE THANK YOU TO THE CONSTRUCTION WORKERS

On December 18, 2023, the Coteccons Group collaborated with Nhan Dan newspaper to launch the "Build Tet 2024" program to provide practical material and spiritual support for nearly 17,000 workers. The program will run from December 23, 2023, to January 2024 on construction sites in three regions of the country, including Hanoi, Hung Yen, Quang Ninh, Quang Ngai, Ho Chi Minh City, Binh Duong, etc. The key activity of "Build Tet 2024" will take place on January 9, 2024, in Van Giang, Hung Yen. This initiative will distribute nearly 17,000 Tet gifts to encourage and motivate workers who are working away from home and doing silent work.



Mời Quý Nhà đầu tư/Cổ đông tham khảo thêm công bố thông tin của Coteccons tại đây:
<https://coteccons.vn/>

Bản quyền thuộc về Coteccons. Tất cả nội dung trong Bản tin chỉ nhằm mục đích cung cấp thông tin cho các Nhà đầu tư/Cổ đông, tổ chức/cá nhân của Coteccons. Coteccons sẽ luôn nỗ lực đảm bảo tính minh bạch, đầy đủ và chính xác về các thông tin được trình bày trong Bản tin. Tuy nhiên, những thông tin này không phải là khuyến nghị mua/bán cổ phiếu Coteccons (CTD). Do đó, Nhà đầu tư/Cổ đông chỉ nên sử dụng Bản tin này như một nguồn tham khảo. Coteccons miễn trừ trách nhiệm trước những trường hợp ngoài ý muốn khi có cá nhân khác sử dụng thông tin trên dưới bất kỳ mục đích nào.



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