

A close-up photograph of two hands shaking in a firm grip, symbolizing a business agreement or partnership. The hands are positioned in the center of the frame, with one hand slightly above the other. The background is blurred, showing what appears to be a meeting table with papers and a pen. A large teal triangle is overlaid on the left side of the image.

Earnings Call

UPDATE 1H2024

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A photograph of a business meeting. Two people are looking at a document with various financial charts and tables. One person is pointing at a table, and the other is holding a pen. The document contains several pie charts, bar charts, and a table with columns labeled 'Q1', 'Q2', 'Q3', and 'Q4'. The background is a dark teal color.

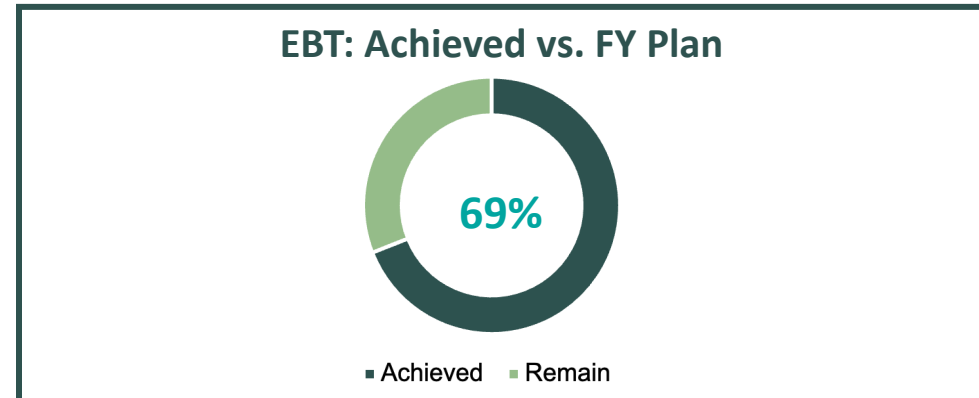
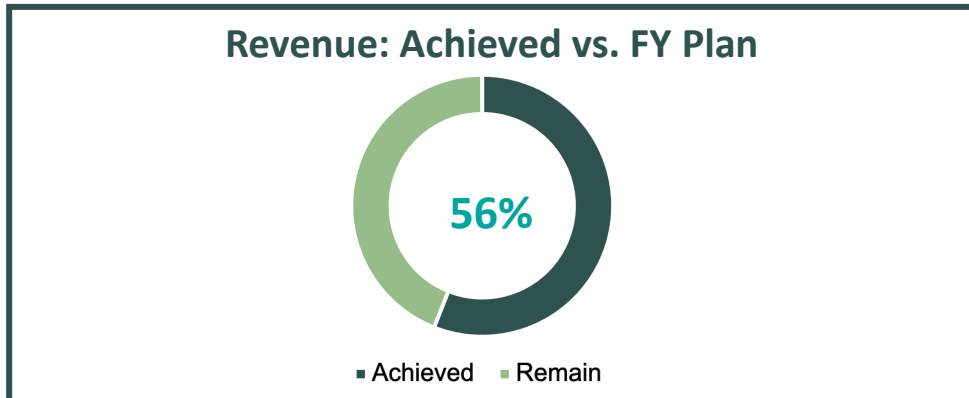
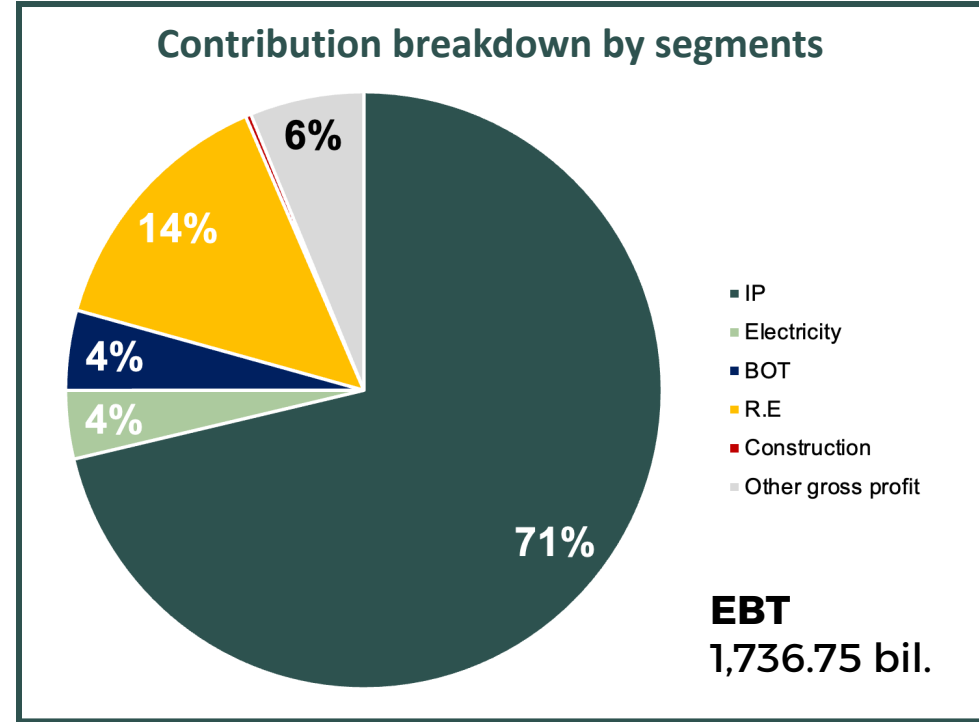
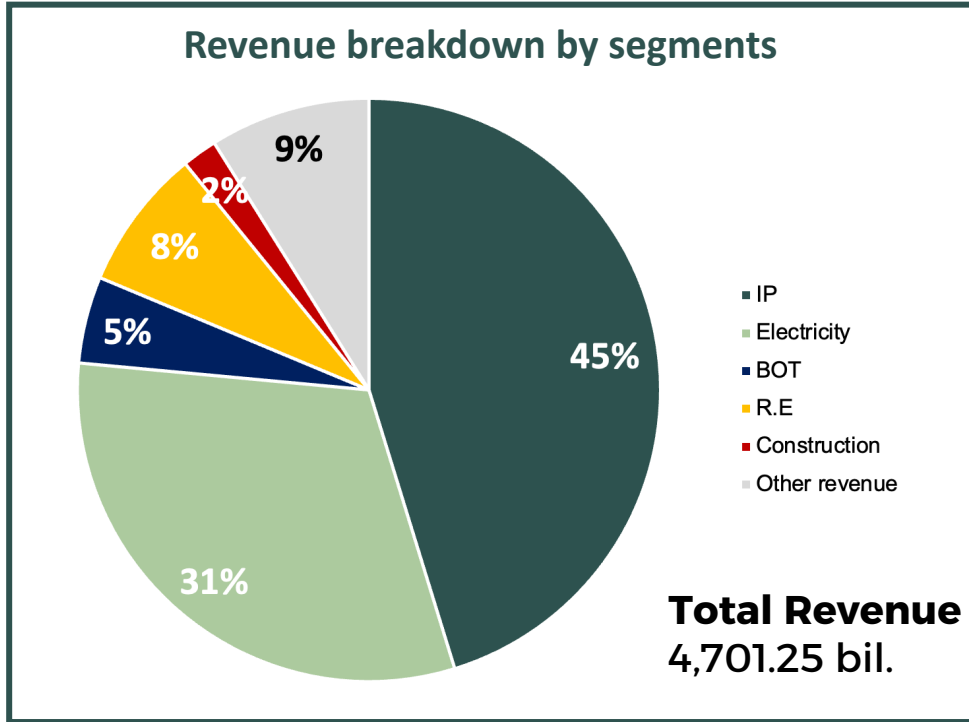
PART I: FINANCIAL HIGHLIGHTS

Financial Summary

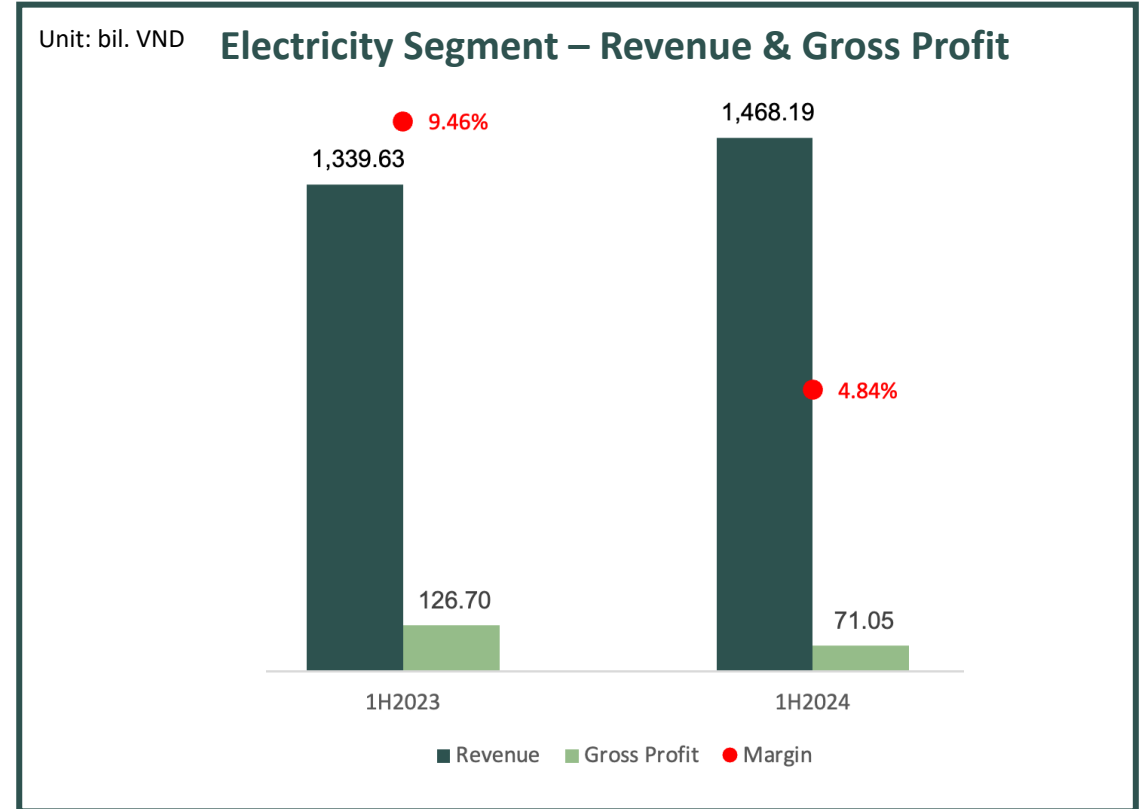
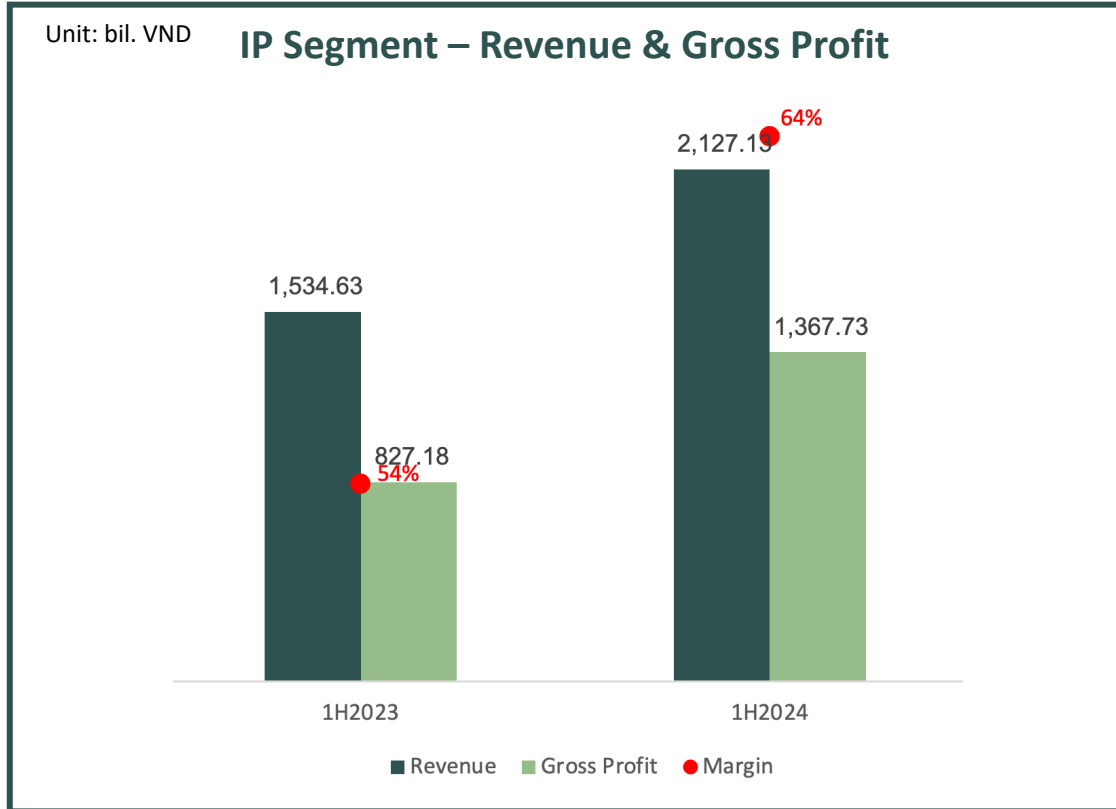
CONSOLIDATED FINANCIAL PERFORMANCE (Unit: bil. VND)					
	1H2024	1H2023	FY 2024 Plan	YoY	Actual vs. Plan
Total Revenue	4,701.25	3,665.71	8,466	128%	56%
Gross Profit	1,908.15	1,195.89		160%	
EBT	1,736.75	1,040.48	2,502	167%	69%
Net Profit	1,381.05	837.79		165%	
Gross Profit Margin	40.6%	32.6%		124%	
Net Profit Margin	29.4%	22.9%		129%	

- Total Revenue & EBT, within the first half achieved 56% & 69% of 2024 plan, respectively, and higher than 2023's due to revenue recognition of IP lease contracts and transferring commercial project to Aeon.

Financial Highlights

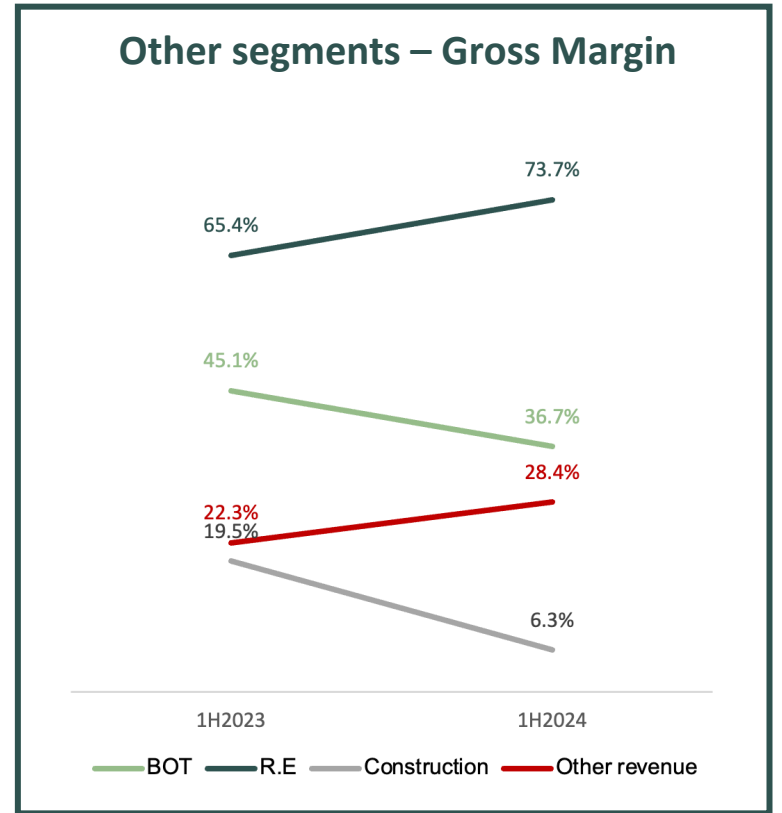
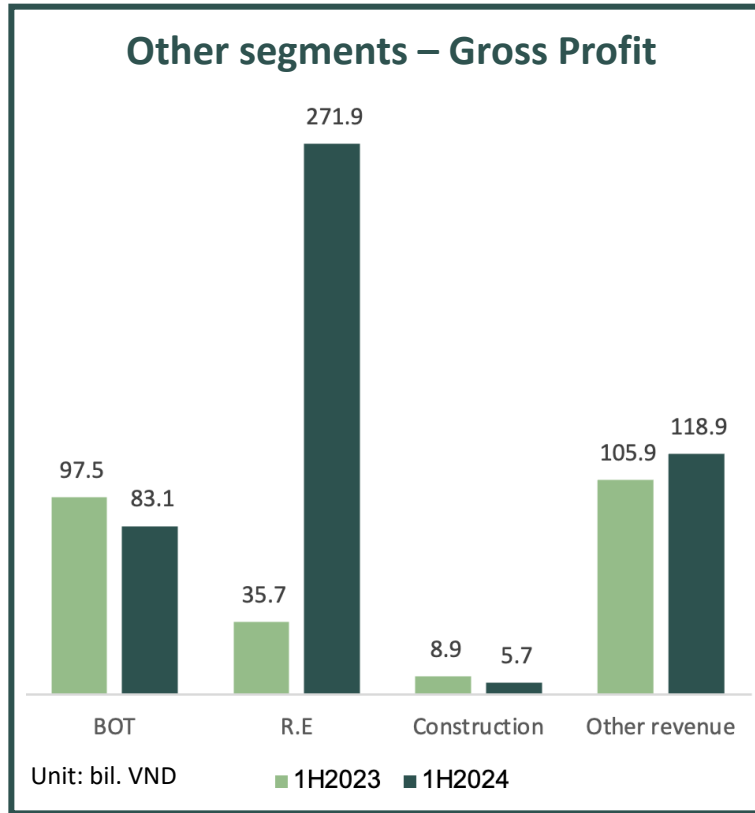
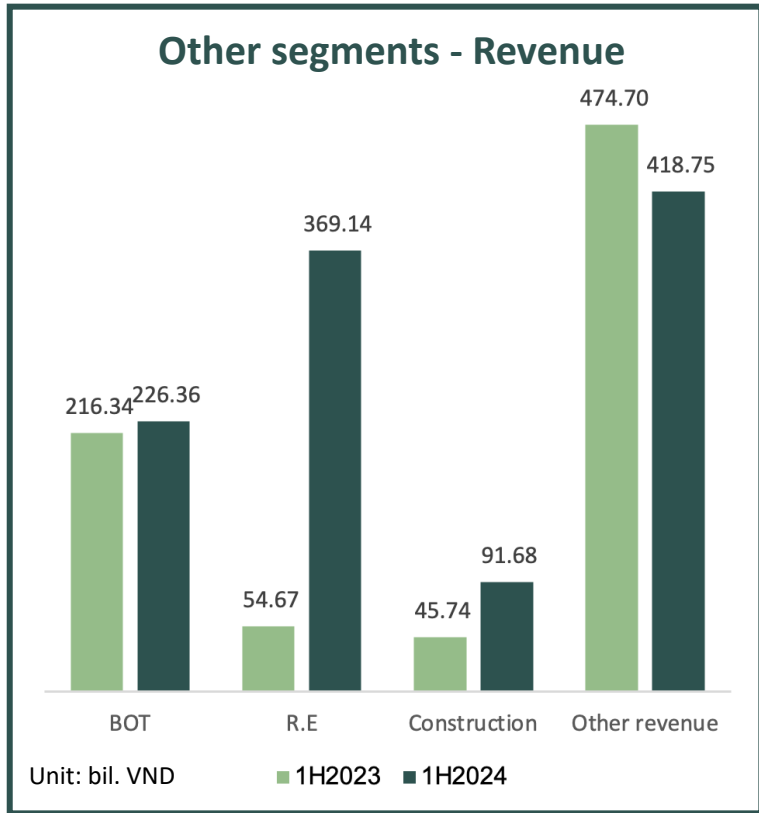


Financial Highlights

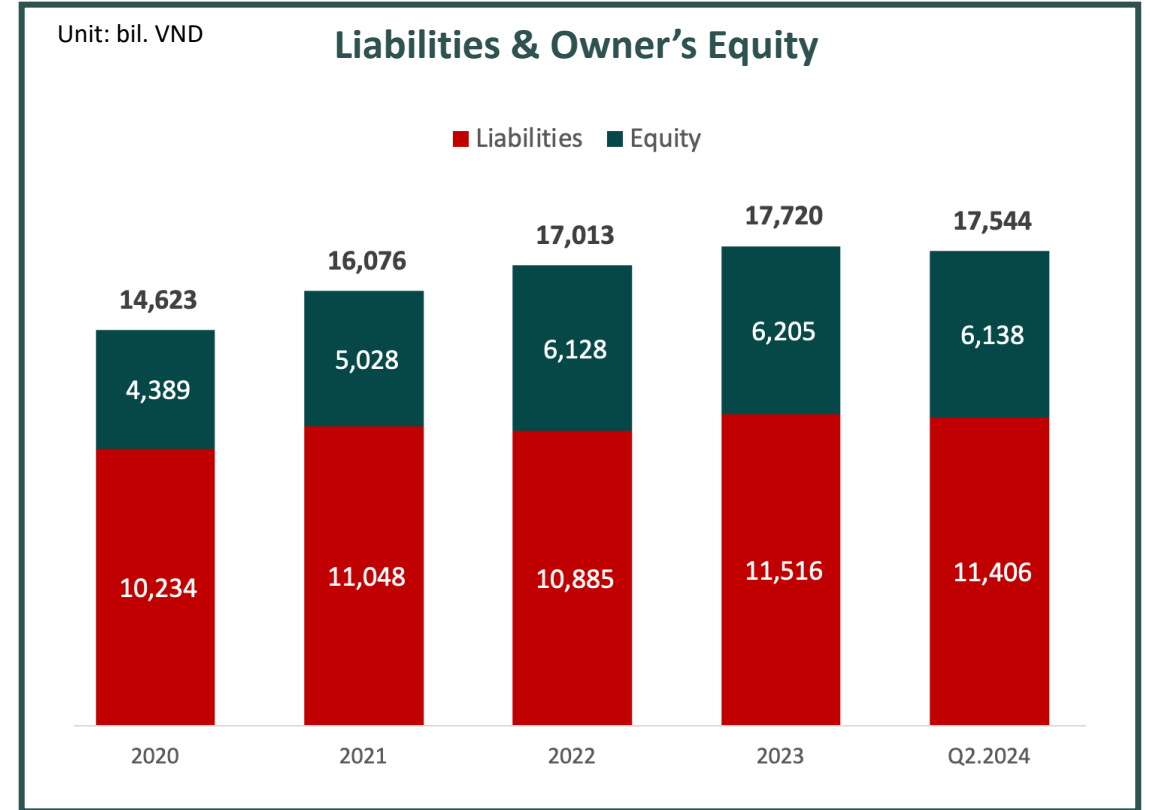
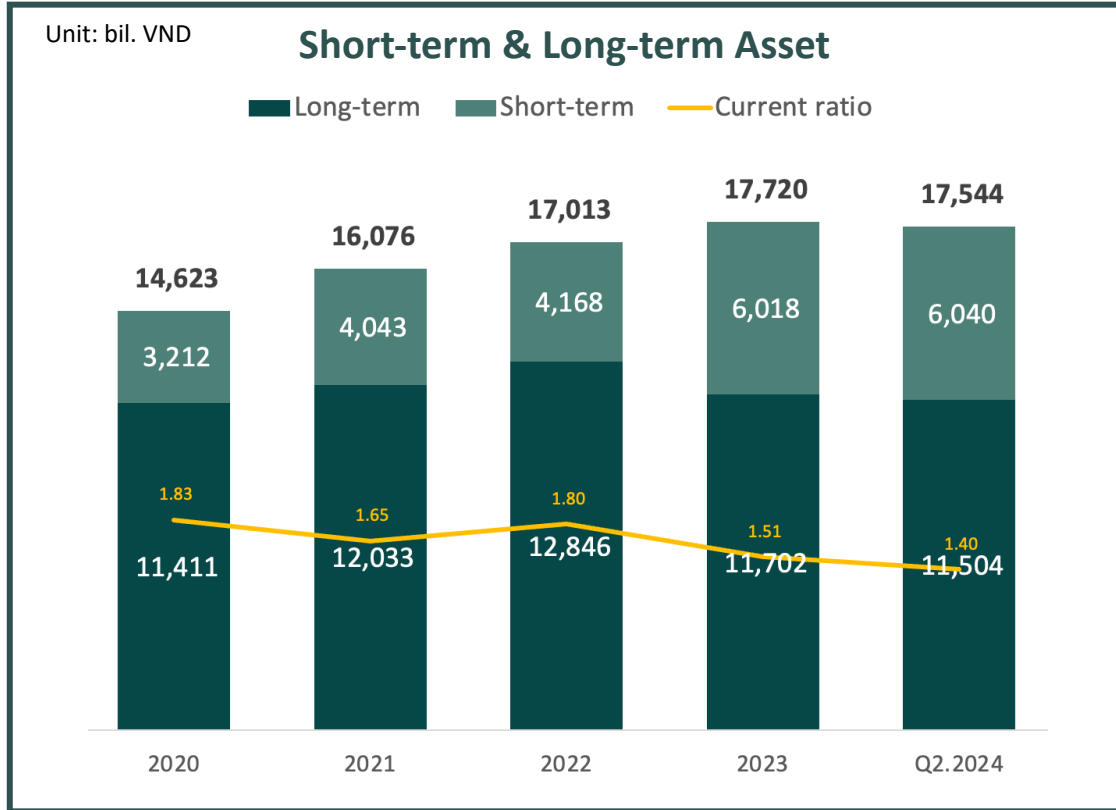


- IPs and Energy segment continues to make up a significant portion of IDICO's revenue (76%) in first half 2024.
- IP revenue in 1H2024 has increased 38% compared to same period of 2023 due to revenue recognition from Que Vo II, Cau Nghin and Huu Thanh IP. IP gross profit margin has increased to 64% in 1H2024 thanks to higher leasing rate.
- IDICO's energy gross profit margin has dropped in 1H2024 (4,84%) compared to 1H2023 (9,46%) due to lower contribution from hydro power plants.

Financial Highlights

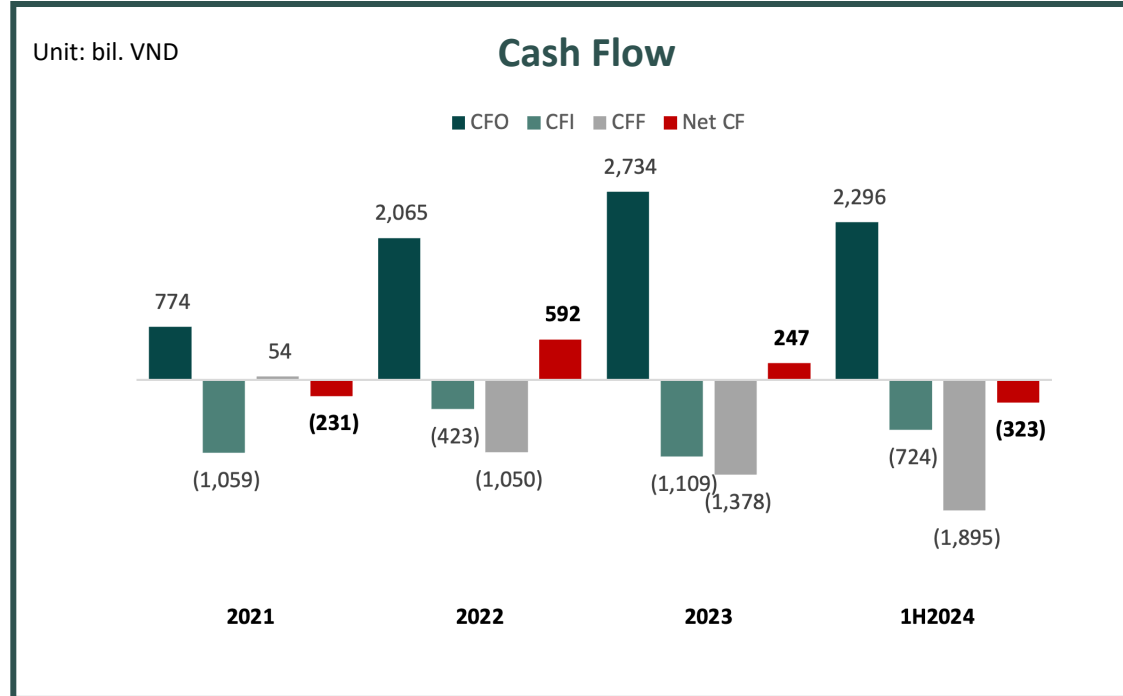


Financial Highlights



- IDICO's asset and capital structure have been stable in the last few years.
- Compared to EOY2023, total asset slightly decreased 176 bil VND (-1% YTD).

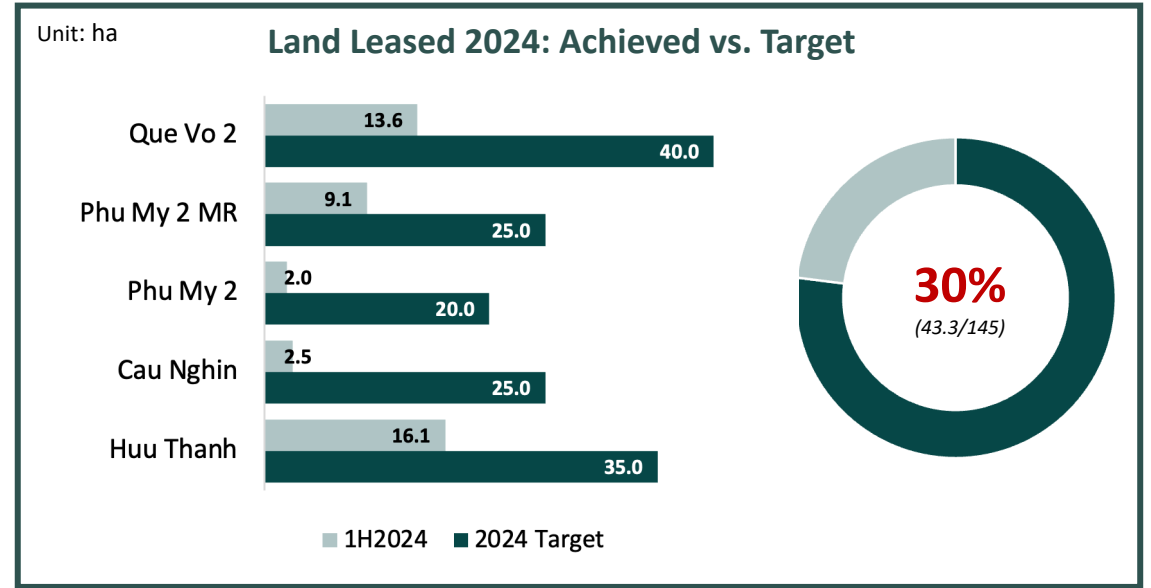
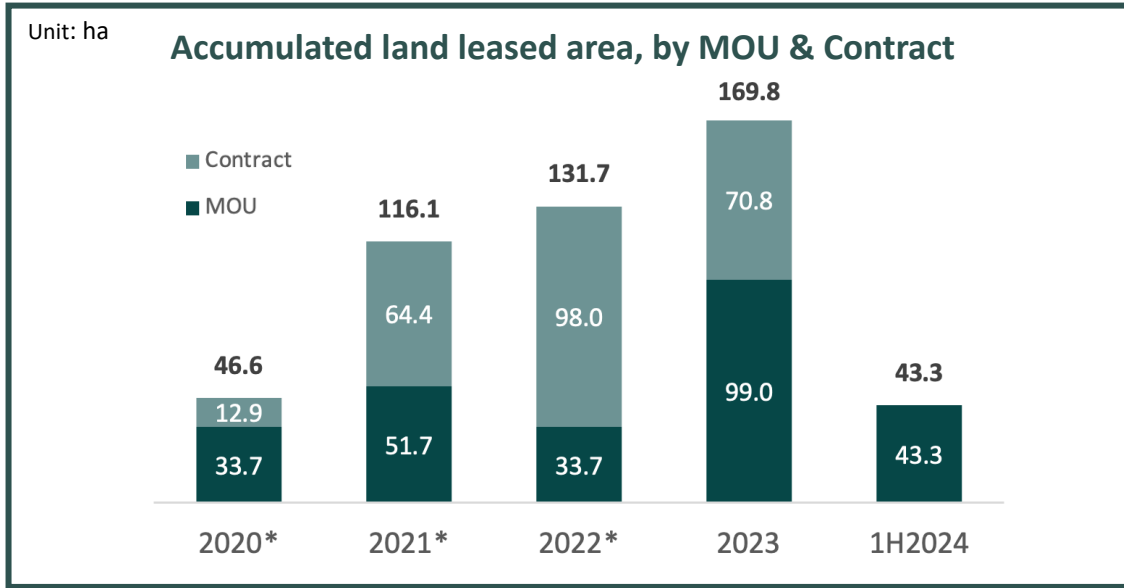
Financial Highlights



IDICO maintained healthy cash flow in 1H2024, especially strong CFO in the last few years thanks to positive leasing results.

PART II: BUSINESS HIGHLIGHTS

Industrial Parks



(* The contracts included MOUs from previous year converted into contracts in the reported period)

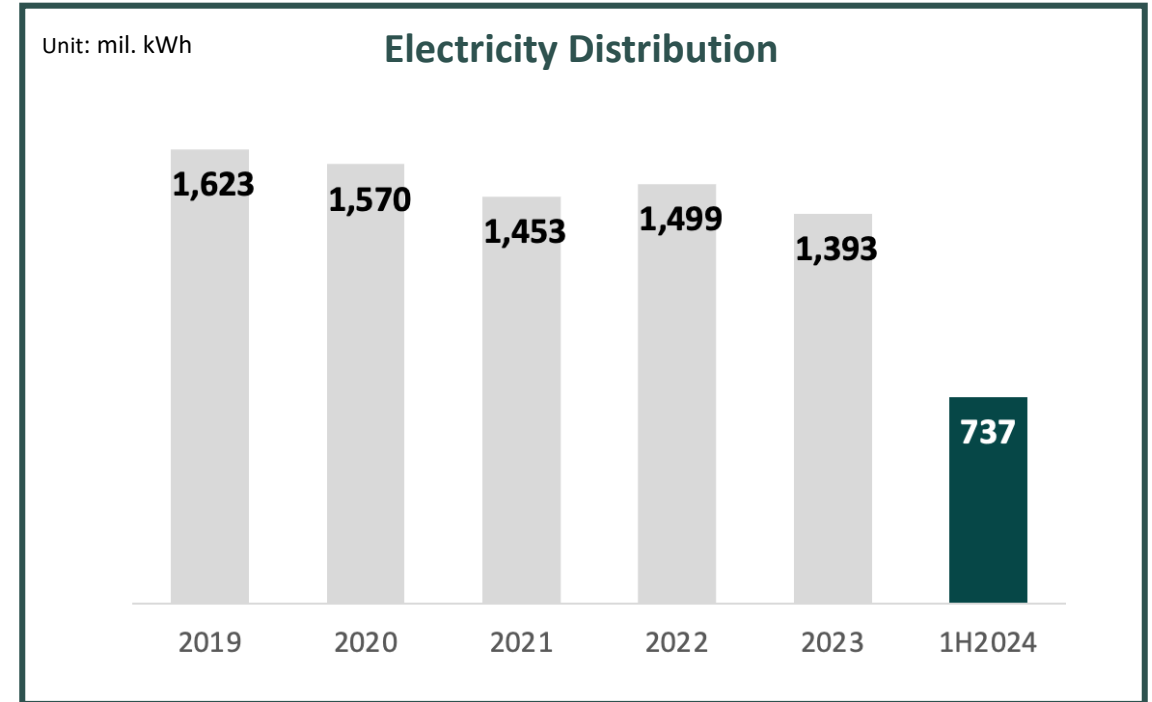
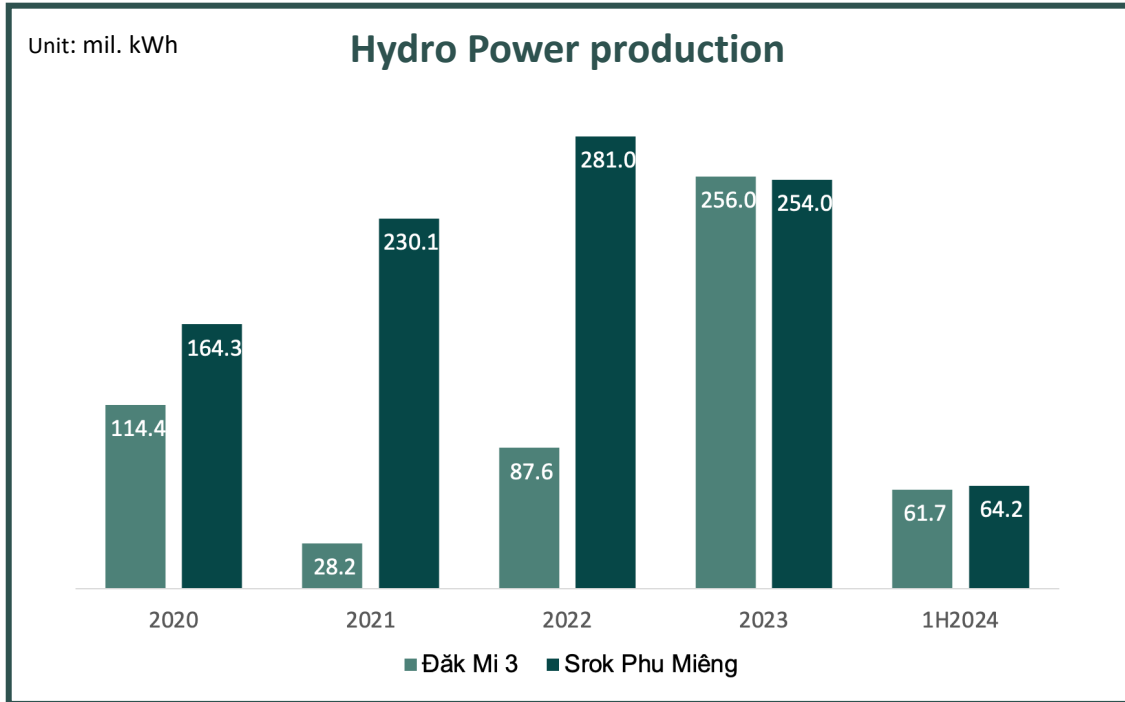
Industrial Parks (cont.)

CURRENT IP PORTFOLIO UPDATE JUNE 2024

Project	Location	IDC's Own.	Land Area (ha)	GLA (ha)	Remaining GLA	Occ. %	Avg Leasing Rate
Fully occupied projects			1,270.8	948.9		100.0%	
Kim Hoa	Vinh Phuc	100%	50.0	45.9		100.0%	-
My Xuan B1	Ba Ria - VT	51%	227.1	160.4		100.0%	-
My Xuan A	Ba Ria - VT	100%	302.4	229.3		100.0%	-
Nhon Trach I	Dong Nai	100%	381.9	284.1		100.0%	-
Nhon Trach V	Dong Nai	100%	309.4	229.2		100.0%	-
IPs being commercialized			2,466.2	1,754.9	899.6	49%	135
Cau Nghin	Thai Binh	100%	183.9	102.8	73.6	28%	81
Huu Thanh	Long An	100%	524.1	395.4	254.1	36%	161
Phu My II	Ba Ria - VT	100%	620.6	443.3	62.9	86%	124
Phu My II Ext.	Ba Ria - VT	100%	398.1	273.2	95.5	65%	126
Que Vo II	Bac Ninh	51%	269.5	177.4	50.7	71%	150
Tan Phuoc 1	Tien Giang	65%	470.0	362.8	362.8	0%	N/A

**Changed from last report*

Energy Segment



Energy Pipeline Summary

Pipeline IP	Capacity	Phase I - Capacity	Updating condition
Huu Thanh Substation 110/22 KV	189 MVA	63 MVA	COD 110/22kV Substation in April, start phase 2 in 2025.
Rooftop Solar	100-120 MWp (by 2026)		Developing > 10 MWp, est. COD in H2.

Residential Real Estate

No.	Current Pipeline	Location	Project Owner	IDICO's Own	Land Area sqm	Status
Social & Workers' Housing Projects						
1	Nhon Trach IP workers' housing project (1)	Dong Nai	IDICO - URBIZ	100.0%	100,284	Completed adjustment and was approved by Department of Construction for the construction planning for 2 9-level building blocks.
2	Nhon Trach IP workers' housing project (2)	Dong Nai	IDICO - URBIZ	100.0%	100,000	
3	Huu Thanh residential area and workers' housing project (In Home Huu Thanh)	Long An	IDICO - LINCO	51.0%	470,939	Received the land-handover Decision & Periodic Investment Disbursement. Completed land price for Phase 1 (33.44ha).
4	Nhon Trach 1 Resettlement Project and Hiep Phuoc apartment building (In Home Hiep Phuoc)	Dong Nai	IDICO-UDICO	66.9%	48,676	Complete the appropriate architectural plan; Submit application for adjustment of Investment Certificate
5	Vinh Cuu social housing project	Dong Nai	IDICO - URBIZ	100.0%	600,840	Bidding to be investor.
Other commercial projects						
6	Apartment complex on National Route 1K Hoa An + In Home Bien Hoa	Dong Nai	IDICO-UDICO	66.9%	70,350	Working with Province People's Committee on project's financial duties.
7	An Hoa Project	Dong Nai	IDICO - URBIZ	100.0%	38,886	Adjusting the construction planning
8	IDICO-INCO 10 head office	Can Tho	IDICO - INCO 10	97.8%	4,627	Waiting for construction permit.
9	Bac Chau Giang Project	Ha Nam	IDICO-CONAC	51.0%	56,527	About to complete construction & ready for sales.
10	Central residential area expansion - Long An	Long An	IDICO - LINCO	51.0%	30,500	Handed-over 1,7ha to Aeon. The remaining ~7,000sqm is being converted to commercial land.

**Changed from last report*

RBF & RBW Projects

No.	Current Pipeline	Location	Total Scale	Est. total CAPEX (bil.VND)	Status
1	Nhon Trach I RBF & RBW No.1	Dong Nai	8.28 ha	259.1	Phase 1 (1.3ha): 1 RBF/RBW Fully leased. Phase 2 (3.6ha): 2 RBFs/RBWs, constructing progress 30%. Phase 3 (3.38ha): 2025
2	Huu Thanh RBF & RBW	Long An	9.3 ha	450.0	Phase 1 (1.1ha): leasing Phase 2 (8.7 ha): appraising and approving the fire fighting design
3	Nhon Trach 1 RBF & RBW No.2	Dong Nai	9.81ha	Planning	Planning

**Changed from last report*

Nhon Trach I RBF & RBW



Huu Thanh RBF & RBW



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**THANKS FOR YOUR
ATTENTION**