



TRANSPORT AND INDUSTRY DEVELOPMENT INVESTMENT
JOINT STOCK COMPANY - TCD-

INVESTOR RELATIONS

NEWSLETTER



4Q 2021

HIGHLIGHTS

4Q 2021

SHARE ISSUANCE

INVESTOR MEETING

EVENTS OF THE GROUP



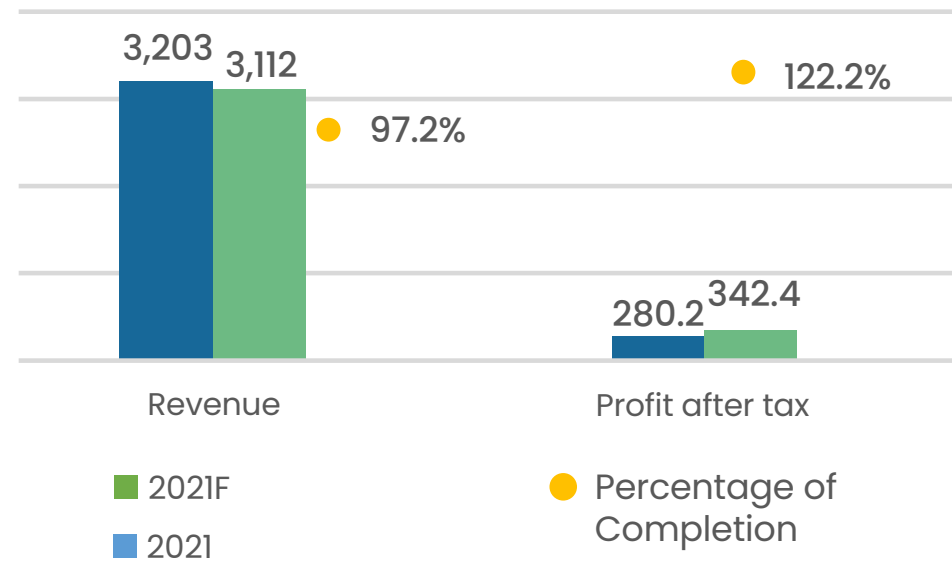
CORPORATE SOCIAL RESPONSIBILITY

PROJECT UPDATES

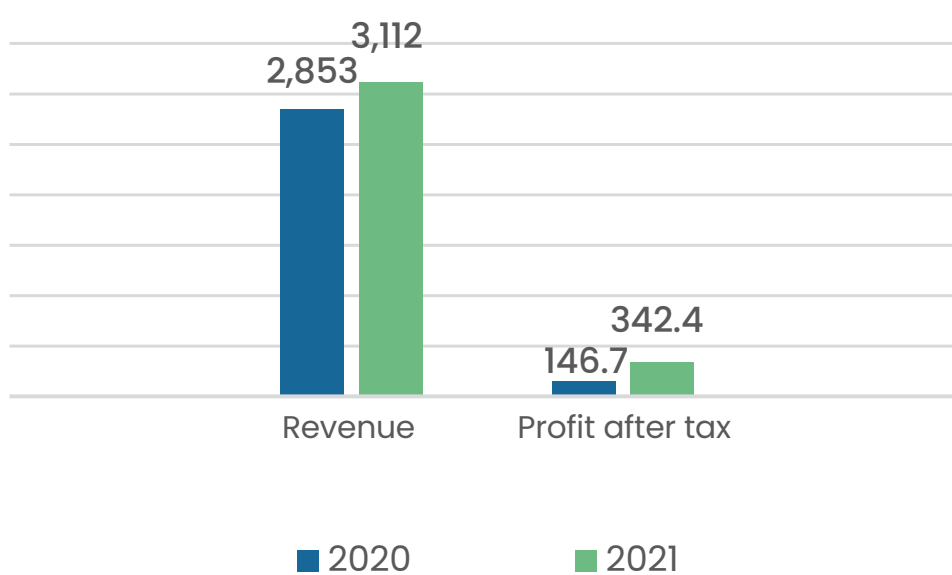


BUSINESS RESULT

Performance

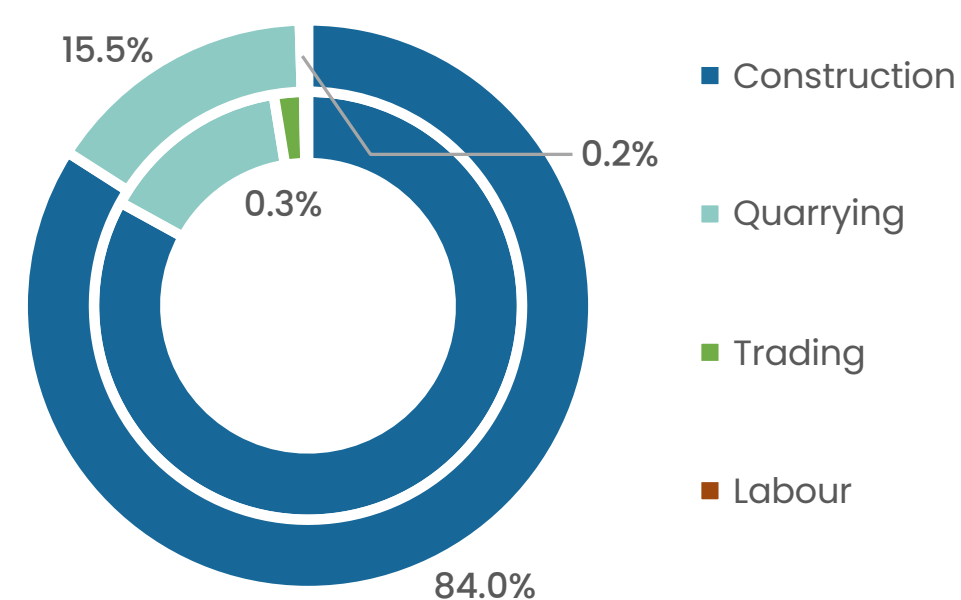


Performance



Performance by sectors

(inner chart: 4Q/2020; outer chart 4Q2021)



FINANCIAL RESULTS

In 4Q2021, revenue reached nearly VND 1.010 billion, down 18,67% compared to 4Q2020 of VND 1.242,3 billion. Profit before tax reached VND 63.4 billion, down 37,9% compared to the the same period of 2020. In 2021, the consolidated revenue and profit after tax reached VND 3.112 billion and VND 342,4 billion respectively, presenting 97,2% and 122,2% respectively of the plan.



REVENUE
4Q 2021 REACHED

1.010 Billion VND

%

DOWN COMPARED
TO THE 4Q 2020

18,67 %



PRE-TAX PROFIT
4Q 2021 REACHED

63,4 Billion VND

%

DOWN COMPARED
TO THE 4Q 2020

37,9 %



REVENUE
OF SALES & SERVICES 2021

3.112 Billion VND

%

PRESENTING
CORRESPONDINGLY
OF THE PLAN

97,2 %



PROFIT AFTER TAX
2021

342,4 Billion VND

%

PRESENTING
CORRESPONDINGLY
OF THE PLAN

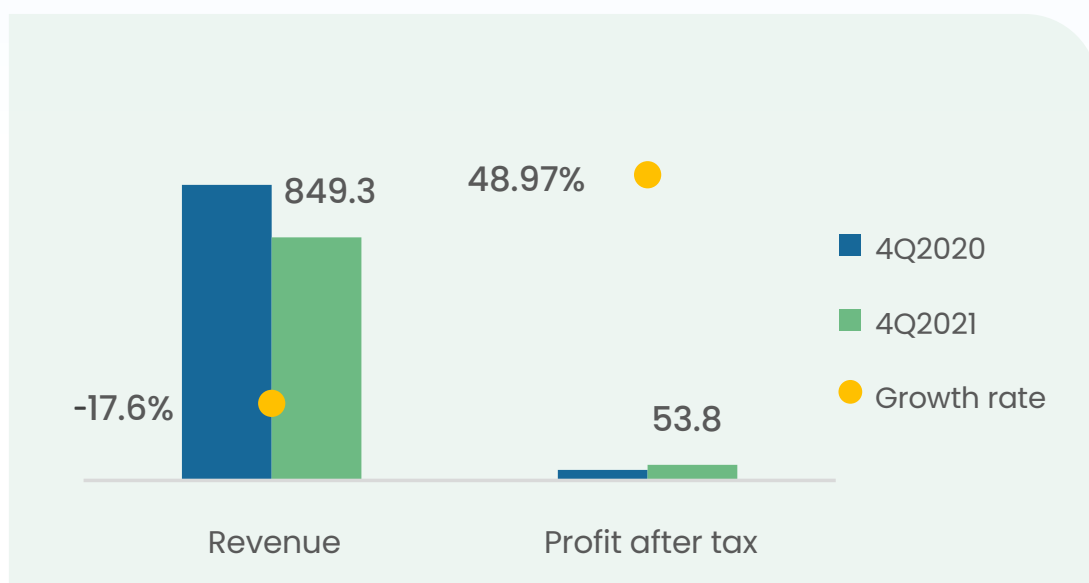
122,2 %

In 2021, the construction reached VND 2.533 billion in revenue, fulfilling 100% of the plan. Profit after tax reached VND 181.9 billion, presenting 100,86% of the plan. Quarrying earned VND 554,8 billion in revenue, presenting 87,63% of the plan of VND 633.1 billion, profit after tax reached VND 47.3 billion, presenting 105% of the plan. Labour export earned VND 7,7 billion in revenue, equivalent to 62,89% of the plan and Trading reached VND 20,4 billion in revenue, presenting 1.57% of the plan.

CONSTRUCTION

In 4Q2021, revenue reached VND 849,3 billion, profit after tax reached VND 53,8 billion, up 48,97% over the same period in 2020.

Revenue and profit come from projects: Malibu Hoi An, Hoi An Do'r, King Crown Infinity, Casa Marina Resort and solar rooftop projects.

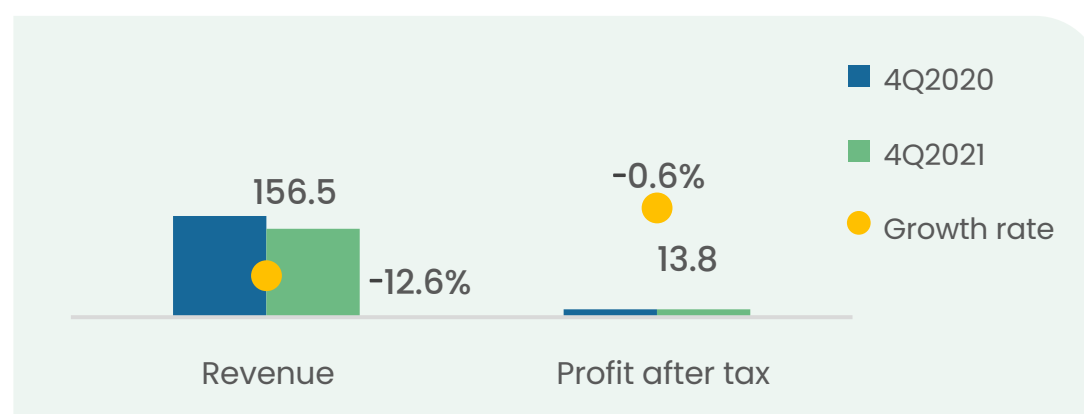


QUARRYING

In 4Q2021, the quarrying contributed VND 156.5 billion to consolidated revenue. Profit after tax reached roughly VND 13.8 billion.

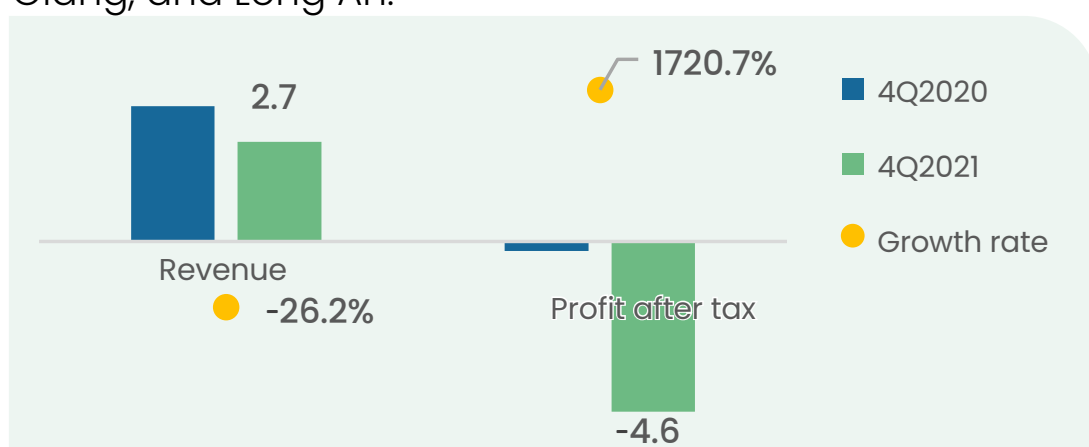
Revenue mainly comes from key projects in the Mekong Delta. Down in revenue and profit due to the break-down of covid-19.

In 2022, infrastructure projects will be focused causing the increase in raw materials for construction. The company is looking for opportunities to M&A more quarries located in the area to meet the demand during in the coming years.



LABOUR EXPORT

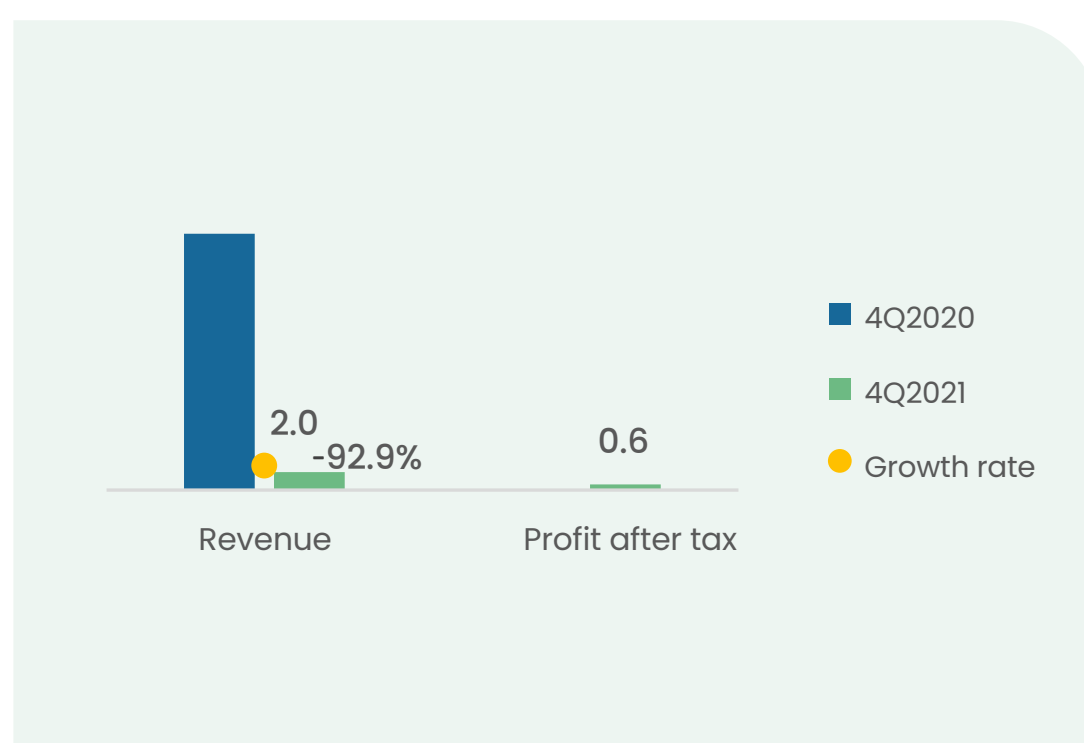
Revenue in 4Q2021 in the labor export segment reached VND 2.7 billion. In 2021, Tracodi Labor has brought: 194 employees to Japan, the number of students who have successfully accepted orders in the third quarter is: 65 workers and 247 employees have obtained residency status, waiting for Japan to open. The reception door is possible to exit. Labor export segment, specifically at Tracodi Export Company, which supplies laborers to Japan, during Covid-19 complicated developments in 2021, labor export has not been able to arrange workers to go abroad to work. However, Tracodi Labor still maintains online recruitment and training activities to prepare after Japan opens its doors to workers from other countries, expected in early March 2022. The company's labor source is mainly from the provinces in the Mekong Delta: Dong Thap, Ben Tre, Vinh Long, Tien Giang, and Long An.



TRADING

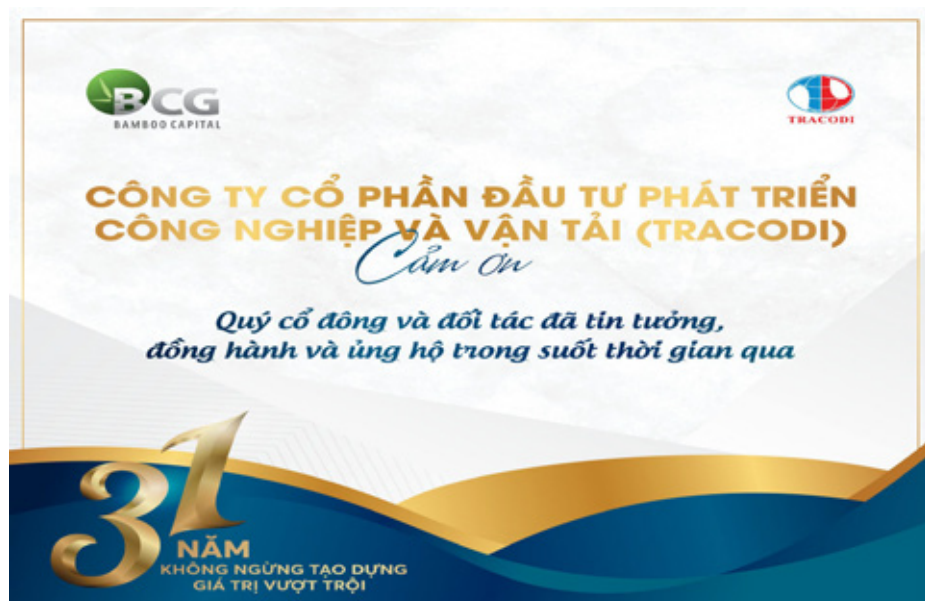
In 4Q2021, revenue reached VND 2 billion, profit after tax reached VND 0.6 billion, up 803.8% over the same period in 2020.

In 4Q2021, Tracodi Trading has prepared to purchase for the projects such as Malibu Hoi An. Also, sanitary ware products have been approached European market. It will bring big income in coming years.



REMARKABLE ACTIVITIES

4Q 2021



Celebrating 31 years of TRACODI's establishment – A journey of a Thousand miles

Tracodi's enduring journey for 31 years is constantly developing sustainably and affirming the brand in the fields of construction of transport, industrial and civil works; mining and processing construction stones; production and trade in agricultural products; and labor exports. TRACODI is proud to be the leading prestigious brand in many fields.



Investor Meeting Event

With the subject of "Business results in the third quarter of 2021 and revenue plan at the end of 2021", the third quarter business results with many positive signals despite the impact of the Covid-19 epidemic, with the goal of update business operations as well as facilitate direct information exchange with investors.



TCD proposes pre-feasibility study "Investment project to build north-south economic development axis"

The north-south economic development axis route of Soc Trang province (Provincial Road 935C) has the first point connecting the road south of Dai Ngai Bridge, expected in Long Duc commune (Long Phu district) and the end point connecting to Tran De port logistics area, expected at the intersection between Provincial Road 936B and Nam Song Hau National Highway in Tran De district, with a route length of over 30km, with 4 mixed lanes, design speed of 80km/h, the total investment on a complete scale is VND 3,514 billion. When the project is completed and operated, it will promote the development of industrial parks, industrial clusters and facilitate the transportation of goods from Soc Trang deep-water port to the provinces in the region, as well as promote the development of districts: Long Phu, Tran De and Vinh Chau.



TCD successfully issued 87 million shares to existing shareholders

Tracodi issued shares to existing shareholders under the offer license of the SSC. The issuance of more than 87 million shares is aimed at improving capital capacity commensurating with the total value of Tracodi's current assets.



Bamboo Capital and Tracodi entered “Top 500 most profitable private enterprises in Vietnam 2021”

"Top 500 most profitable private enterprises in Vietnam 2021" award is a remarkable achievement, proving the right vision, business strategy and efforts of the BOD and staff of BCG and TRACODI.



Ministry of Finance approves Bamboo Capital's transaction to purchase AAA Insurance controlling shares from Australian group

AAA's total shares is currently 112,261,006 shares with par value of 10,000 VND/share. BCG's participation rate in AAA is 79.7 million shares, equivalent to 71% ownership of AAA Insurance's charter capital. BCG Financial also acquired 10,822,468 shares of AAA, equivalent to owning 9.64% of charter capital. With an 80.64% ownership of charter capital, BCG has replaced IAG as the current largest shareholder of AAA.



Bamboo Capital Group entered the top "Best workplace in Asia 2021"

In 2021, Bamboo Capital Group has excellently surpassed 466 applications of domestic enterprises/organizations participating in HR Asia's Independent Selection and Evaluation Program to win the "Best Workplace in Asia" award voted by HR Asia International – HR magazine in the first time attending.



Bamboo Capital marks its 10th anniversary with many important events

The opportunity to look back on the past decade, be proud of the achievements and map out the direction and strategy for the future. BCG continues to make constant efforts and creativity to build the precious value. At the ceremony, Mr. Nguyen Ho Nam – Chairman of BCG Board of Directors was honored to receive the Third Class Labor Medal. BCG Group is also honored to receive the Certificate of Merit from the Prime Minister and the Emulation Flag and The Certificate of Merit of Ho Chi Minh City People's Committee.



Bamboo Capital (BCG) issues an additional 148 million shares for existing shareholders

BCG issued 148,768,587 shares at VND12,000 per share, the amount BCG earned was estimated at more than VND1,785 billion. The right implementation rate is 2:1, after this offering, BCG charter capital is expected to increase to VND 4,463 billion. The last registration date is 07 Dec 2021.



DEEP C, Bamboo Capital Group and Sojitz cooperate to develop industrial parks in Vietnam

Within the framework of the Investment Promotion Conference held in Japan, Hong Duc Industry Joint Stock Company under the DEEP C Industrial Park Complex, Bamboo Capital Group and Sojitz Group (Japan) signed a memorandum of understanding. Memorandum of Understanding (MoU) on the development of an industrial park and industrial park infrastructure project with an estimated total investment of 250 million USD.



Bamboo Capital Group won the "Excellent Asian Enterprise" award

BCG is highly appreciated by Enterprise Asia's international advisory council for its sustainable development orientation and contributions in the renewable energy sector, reducing emissions and protecting the environment. In addition, BCG's business results, financial audits, corporate data assessments and management capabilities also meet the strict criteria set by Enterprise Asia.



Bamboo Capital Group participates in the Conference "Aspirations of Dak Nong"

Gia Nghia City People's Committee has signed an agreement to implement Helios Village project with Bamboo Capital Group. Helios Village project has a scale of 19 hectares, including villas and eco-townhouses along Dak R'Tiê Lake (Gia Nghia City).



BCG Energy and Siemens Gamesa signed a cooperation agreement on wind power development at COP26

According to the agreement, Siemens Gamesa Renewable Energy will be the supplier of equipment and technical solutions for BCG Energy to implement the route to build more than 500 MW of wind power in Vietnam in the next few years. The contract value is expected to be worth about \$400 million.



King Crown Infinity of BCG Land was honored at Dot Property Vietnam Awards 2022

BCG Land's project was honored as "The most beautiful architectural design in Vietnam 2021", in the Dot Property Vietnam Awards 2021. The award honors three key trends: creating green living environment; contributing to regional economic development, local economy and contributing to socio-cultural development.



BCG Land signed a strategic cooperation agreement with The Ascott Limited, BIDV and Vietinbank

According to the agreement, The Ascott Limited will provide operations management services for the King Crown Infinity luxury apartment and commercial complex project. BCG Land also signed a cooperation agreement with BIDV and Vietinbank which are two of the Top 4 largest banks in Vietnam that will open up many investment opportunities for business partners of King Crown Infinity project.



King Crown Infinity achieve “PropertyGuru Vietnam Property Awards 2021”

According to the category "Best High End Condo Development", King Crown Infinity is one of the pioneering projects for the green living trend, developed by BCG Land in a methodical, multidimensional and comprehensive way in Thu Duc City, HCMC. It's a place to find and honor the leading units in the trend of sustainable real estate development.



Sembcorp Industries and BCG Energy signed a cooperation contract to develop renewable energy projects up to 1.5GW in Vietnam

BCG and Sembcorp's cooperation not only brings economic benefits to the two sides, but also promotes the clean energy transition in Vietnam, contributing to Vietnam's goal of reducing emissions in the future.





Nguyen Hoang - Bamboo Capital Member Company - registered as a public company and plans to trade shares on Upcom

Among the contents approved by The General Meeting of Shareholders of Nguyen Hoang company, the report on the mass registration and registration of stock trading are noticeable. Nguyen Hoang is one of the leading enterprises in the production and trading of wood products in the Central region. Nguyen Hoang's furniture and exterior are exported to major markets such as the US, Europe, Australia, Singapore, etc.



AAA Insurance Extraordinary General Meeting of Shareholders: Bamboo Capital becomes the largest shareholder, aims to list in the next 3 years

The General Meeting of shareholders recognized 2 major shareholders who are Bamboo Capital (BCG) and BCG Financial Joint Stock Company (BCG Financial). Currently, BCG holds 79.7 million AAA shares, equivalent to 71% of charter capital, while BCG Financial holds 10.8 million shares, equivalent to 9.64% of charter capital.

CONTRIBUTION TO THE COMMUNITY OF TRACODI AND BAMBOO CAPITAL GROUP THROUGH BCG FOUNDATION

Awarding the Central People's Committee 100,000 KN95 health masks worth VND 500 million with the desire to accompany the prevention of COVID-19 in the new normal period.

Contributing VND200 million to Dak Nong Startup Fund. Dak Nong has many potentials, advantages to attract investment, exploit tourism potential and its development space is promising.

BCG has signed an agreement with the program "One million national flags with fishermen staying with the sea" of Nguoi Lao Dong newspaper with the value of VND 5 billion.

In collaboration with the Blood Donation Center of the Red Cross Ho Chi Minh City, more than 80 BCG and TCD staff have registered to participate in voluntary blood donations to solve the severe shortage of blood reserves in Ho Chi Minh City due to the effects of COVID-19, which has collected nearly 110 blood units.

BCG Foundation has helped Vinh Long farmers "rescue" 8 tons of agricultural products including purple sweet potatoes, gourds, squash. The amount of agricultural products transferred to TP. Ho Chi Minh City and donated employees at Tapiotek – Tay Ninh company, the construction site of King Crown Infinity project near binh Tan industrial park cluster and sos go vap children's shelters and villages.

"The program of donating 15,000 sets of multipurpose life jackets" to fishermen in 12 central provinces was successfully organized by former President Truong Tan Sang and the Vietnam Red Cross Society. BCG is honored to be one of the main sponsors of the Program.



PROJECT UPDATES

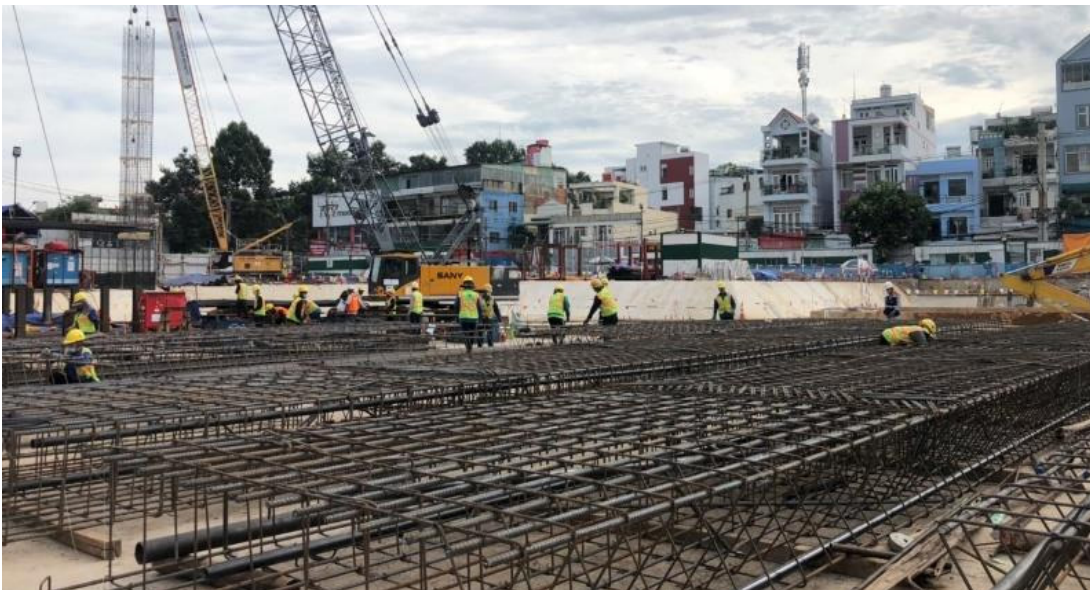
CIVIL CONSTRUCTION

Hoian d’Or, the contract value is 529.6 billion VND with a total area of up to 24.5 hectares. The project has officially started in April 2021, and currently constructing 80% of the body output of 202 shophouses, and has completed about 20% of the internal technical infrastructure, with a total of 500 to 700 workers work 3 shifts continuously day and night to ensure progress and is expected to complete in the upcoming 2023.



Amor Riverside Villas is located in Binh Chanh, Ho Chi Minh City with a contract value of VND 240 billion, including 33 luxury villas with a total construction area of 1.58 hectares. Started on August 3, 2020, currently constructing a mock-up house and renovating the internal technical infrastructure. The project is expected to be completed in 2022.

KingCrown Infinity (30 floors and 5 basements) belongs to the complex of apartments combining commercial, service, and offices with a total area of 1.2 hectares and started construction on November 21/ 2020. With a total contract value of 3,113.3 billion VND, this is a high-rise project with 5 basements with high requirements on construction techniques as well as progress. Currently, 100% of the work of concreting of mass bored piles and part of the 1st floor has been completed. The construction site is currently working 3 shifts 24 hours a day to ensure the progress assigned by the client.



Casa Marina Premium, a luxury resort on Ghenh Rang Island – Quy Nhon with a total contract value of VND 1,600,7 billion, was constructed on September 19, 2019 on an area of 12 hectares. Currently, the project has completed the mock-up house and is constructing the technical infrastructure of phase 1 and is expected to come into operation around Q3 of 2023.

Casa Marina Mui Ne includes 35 villas and 700 condotel apartments with the contract value of phase 1 recorded at 177.2 billion VND. Started construction on August 10, 2020 until now, the construction has been completed with 100% of the internal infrastructure and the mock-up house has been basically completed, only defects repair work remains. The overall completion schedule of the whole project is expected in 2023.



Malibu Hoi An consists of 96 villas, 675 resort apartments and commercial area at Ha My Dong B Street, Dien Duong Ward, TX. Dien Ban, Quang Nam with a contract value of VND 2,350 billion. the project has done 100% structural part; 50% finishing completion of apartments and commercial areas; 85% of the structural part of the villa area; basically complete the internal infrastructure; 100% mock-up house areas. It is expected to complete the whole project in 2022, expected to come into operation around Q3 of 2023.

PROJECT UPDATES

SOLAR ROOFTOP

PROJECT	CAPACITY (MWP)	SCHEDULE
VINAMILK FARM		
Vinamilk_Ha Tinh	1.05	100%
Vinamilk_Nghe An	0.92	100%
Vinamilk_Nhu Thanh	1.10	98%
Vinamilk_Thanh Hoa	0.40	100%
Vinamilk_Thong Nhat	2.50	95%
Vinamilk_Tay Ninh	1.72	100%
VINAMILK FACTORY		
Vinamilk_NM_Lam Son	1.25	10%
Vinamilk_NM_Nghe An	0.70	95%
Vinamilk_NM_Can Tho	1.25	5%
Vinamilk_NM_Da Nang	1.25	100%
Vinamilk_NM_Binh Duong	2.50	5%
Vinamilk_NM_Tien Son	5.00	15%
Vinamilk_NM_Binh Dinh	1.25	80%
Vinamilk_NM_Sai Gon	1.60	40%



Vinamilk Ha Tinh Farm with a capacity of 1,049 MWp, completed and COD



Da Nang Dairy Factory
Capacity: 1.25MWP
100% done



Vinamilk Tay Ninh Farm
Capacity: 1.72 MWP
Completed and COD



Vinamilk Saigon Factory | Capacity: 1.6 MWP
Construction in progress
Expected to be completed in Q1 – 2022

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“THE GOAL IN 2022,TCD ACHIEVES CONSOLIDATED REVENUE VND 4,431 BILLION, AND PROFIT AFTER TAX CONSOLIDATED MORE THAN 380 BILLION VND, GROWTH IS 38.3% AND 35.7% RESPECTIVELY COMPARED TO THE PREVIOUS PLAN”

“THE GROWTH RATE OF 17% - 18% IN REVENUE AND 17% - 20% IN PROFIT AFTER TAX WILL BE MAINTAINED IN THE PERIOD OF 2022-2025”

”



TRACODI

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