



DEO CA TRAFFIC INFRASTRUCTURE INVESTMENT JSC HHV

ANALYST MEETING Q1.2024



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CONTENTS

I

**INDUSTRY
PROSPECTS**



II

**2023 BUSINESS
PERFORMANCE**



III

**FORECASTING
BUSINESS
PERFORMANCE FOR
Q1/2024 & 2024
BUSINESS PLAN**



IV

2024 ACTION PLAN



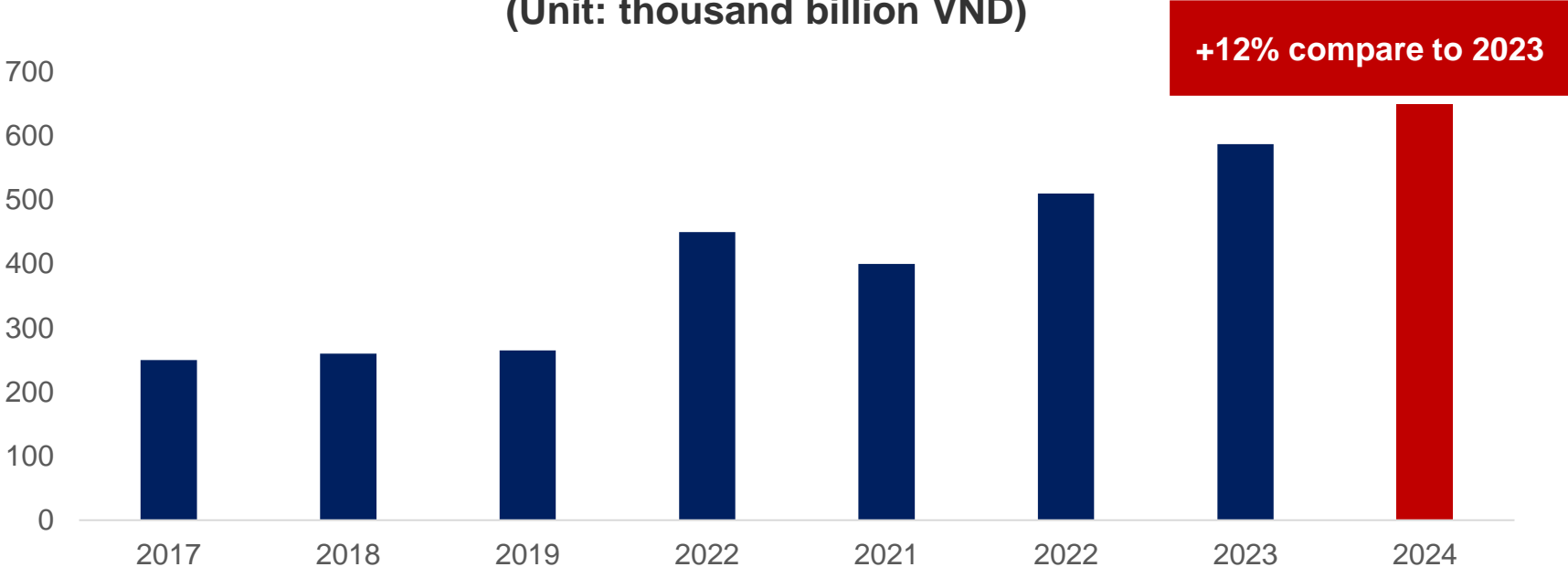


INDUSTRY PROSPECTS

DEOCA
INFRASTRUCTURE



Public capital disbursement in 2017-2023 and plan for 2024 (Unit: thousand billion VND)



In 2023, the Ministry of Transport has commenced construction for **26 projects** and completed **20 projects**, including 9 North-South expressway component projects. **HHV/Deo Ca Group** participated in construction process of 4 out of these 9 projects.



Mai Son - National Highway 45 Project



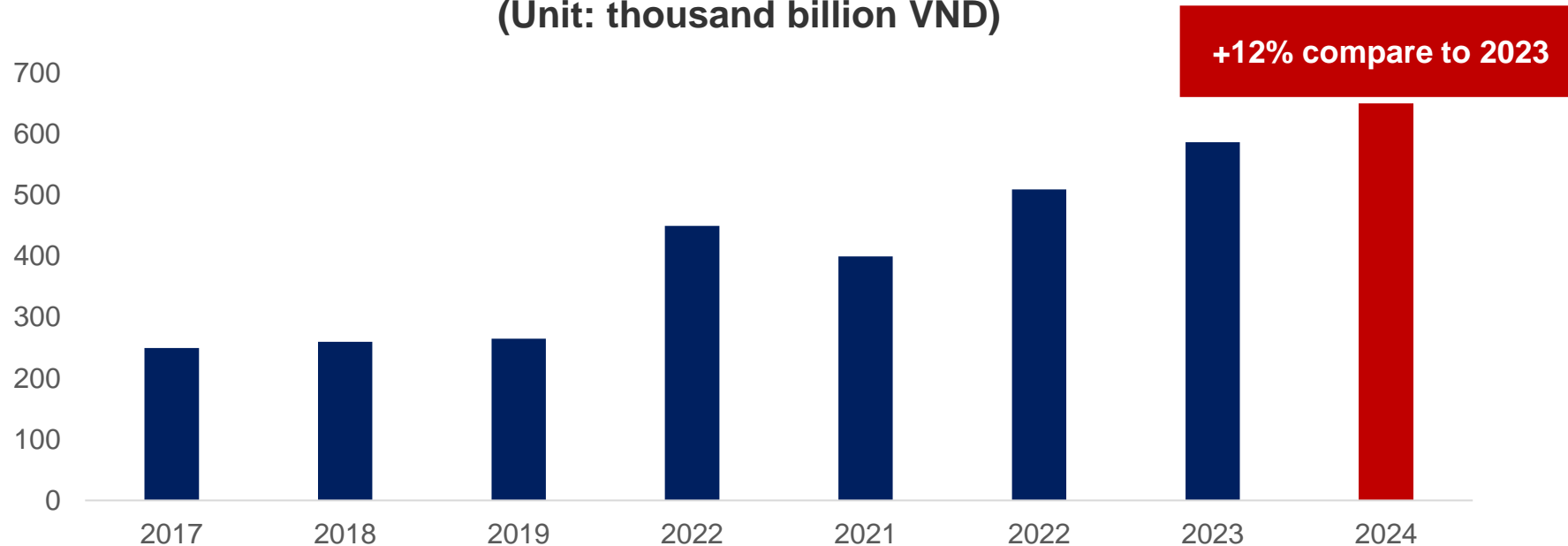
Nghi Son - Dien Chau Expressway Project



My Thuan 2 Bridge Project



Public capital disbursement in 2017-2023 and plan for 2024
(Unit: thousand billion VND)



- **Public investment** will be the key force of economic growth while other factors such as consumption and exports are still recovering slowly in the context of global economic fluctuations...;
- The total public capital disbursement plan in 2024 is **657,000 billion VND**, shows an increase of 12% compared to 2023. In the first 2 months of 2024, the value of public investment disbursement continued to prosper and estimated to reach nearly 60,000 billion VND, **increased 21%** over the same period;
- In 2024, the Government will continue to promote the construction of national key infrastructure projects with **422,000 billion VND** of public capital allocated for transportation infrastructure projects (corresponding to 62.3% of the total public investment capital plan)



GOVERNMENTAL INVESTMENT

NGHỊ QUYẾT VỀ KẾ HOẠCH ĐẦU TƯ CÔNG TRUNG HẠN 2021-2025

Trong 2,87 triệu tỷ đồng, vốn ngân sách trung ương 1,5 triệu tỷ đồng, vốn cân đối ngân sách địa phương 1,37 triệu tỷ đồng.

ĐỊNH HƯỚNG

Đầu tư có trọng tâm, trọng điểm, đồng bộ, hiện đại, sớm hoàn thành đưa các công trình đi vào sử dụng, phát huy hiệu quả thực tế.

2024 is the 4th year of implementation of the State Budget Investment Plan for the period of 2021 - 2025. Currently, the implementation of 2021 - 2023 is estimated at 1.57 million billion VND. To complete the plan, in the next 2 years, public capital needs to disburse about 1.3 million billion VND.

PPP INVESTMENT



Commencement of a series of PPP projects: Dau Giay - Tan Phu Expressway Phase 1, National Highway 4B Lang Son, Dong Dang - Tra Linh Expressway, Huu Nghi - Chi Lang Expressway, Gia Nghia - Chon Thanh Expressway, Ninh Binh - Hai Phong Expressway via Nam Dinh, Thai Binh,...

Total CAPEX of these projects reaches nearly 100,000 billion VND.

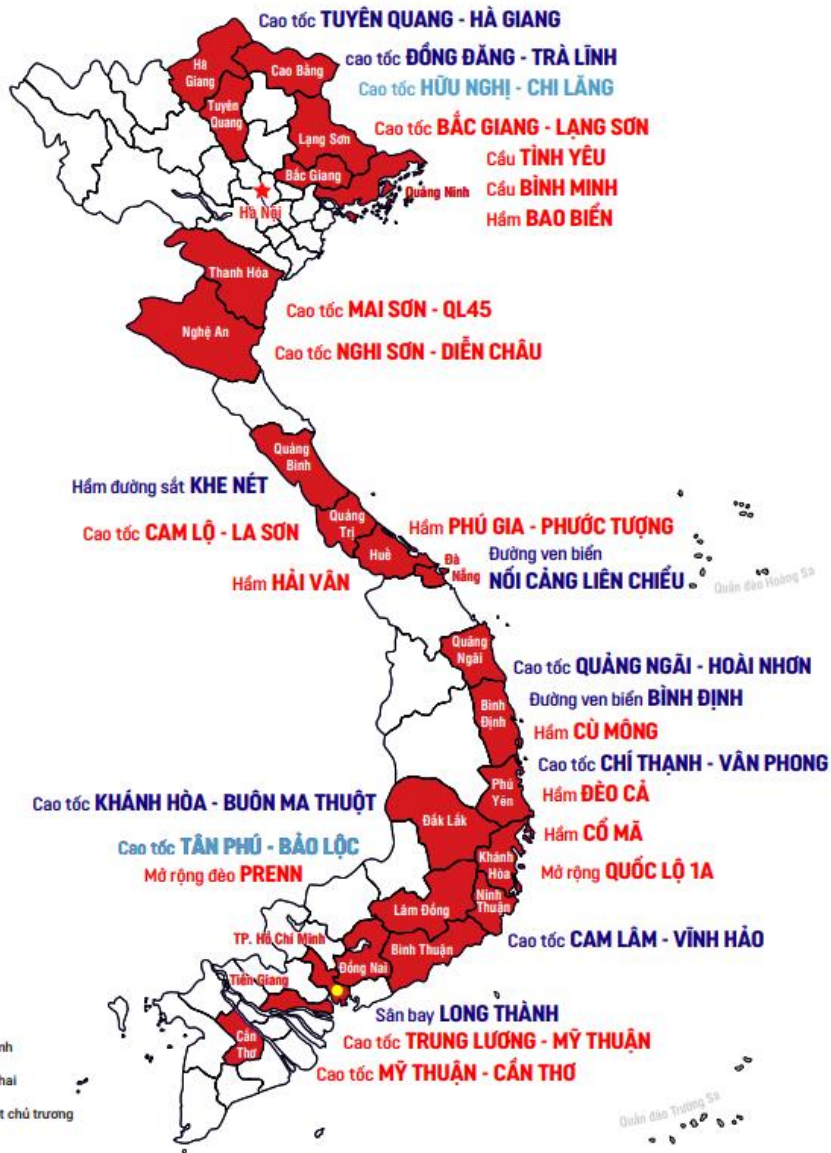
HIGH-SPEED RAILWAY METRO



The Government approved the investment policy of the North-South high-speed railway project in 2025 with a total of 1,545km, completing the metro network of Hanoi and Ho Chi Minh City by 2035, with a total investment value of about 100 billion USD.



Notable projects of Deo Ca Group



No	Projects are expected to be implemented by the Ministry of Transport in 2024	Total Investment (bil VND)
1	Cho Moi – Bac Kan Expressway	5,750
2	Lo Te – Rach Soi Expressway	6,355
3	Highway 4B Lang Son	2,300
4	Ho Chi Minh Road, Cho Chu - Trung Son intersection	1,665
5	Renovating and expanding National Highway 2, section Vinh Yen - Viet Tri, Vinh Phuc province	1,258
6	Ninh Cuong Bridge	582
7	Renovating and expanding National Highway 46, section Vinh - Nam Dan	500
8	Khe Net Pass Railway Rehabilitation Project, Railway Line on Hanoi - Ho Chi Minh City	2,011
9	Renovating and upgrading Quy Nhon channel for ships of 50,000 WDT	694
10	Renovate and upgrade National Highway 28B through Binh Thuan province and Lam Dong province	1,435
11	Dau Giay - Tan Phu Expressway Phase 1	8,776
12	Cao Lanh – An Huu Expressway Phase 1	5,886
13	My An – Cao Lanh Expressway Phase 1	6,210
14	Upgrading and renovating 03 national highways in the Mekong Delta	9,329
15	Ho Chi Minh Road section Rach Soi - Ben Nhat, Go Quao - Vinh Thuan	3,904
16	Dong Dang – Tra Linh Expressway	14,331
17	Huu Nghi – Chi Lang Expressway	11,179



INVESTMENT IN TRANSPORTATION INFRASTRUCTURE

CONSTRUCTION

O&M – TOLL FEE COLLECTION

Develop an ecosystem surrounding the field of transportation infrastructure

“THE GOLDEN ROAD CREATES GOLDEN VALUE”



**28 Km
Road Tunnels**



**400 Km
Expressways &
National Highways**



**15
Toll Stations**



**Construction
230 Km of
Expressways**



**INVESTMENT IN TRANSPORTATION
INFRASTRUCTURE**

CONSTRUCTION

O&M – TOLL FEE COLLECTION

WORKLOAD FOR THE PERIOD OF 2024 - 2025



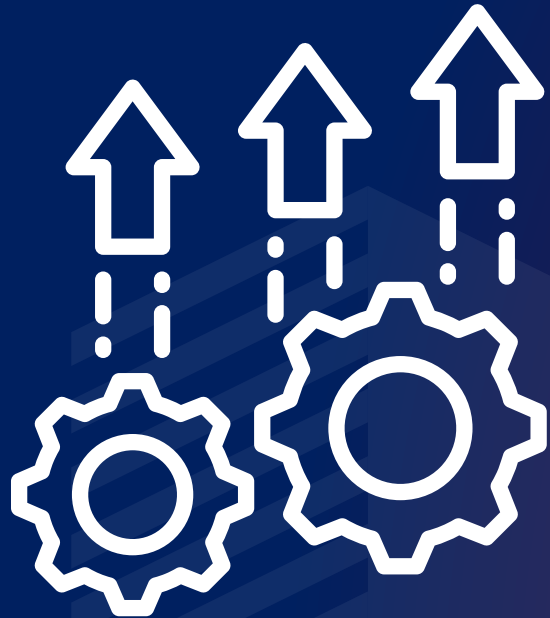
O&M

**550 Km of Expressways
& National Highways**



CONSTRUCTION

**20 Km Road Tunnels
450 Km of Expressways**



2023 BUSINESS PERFORMANCE

DEOCA
INFRASTRUCTURE

NEW CONSTRUCTION CONTRACTS IN 2023

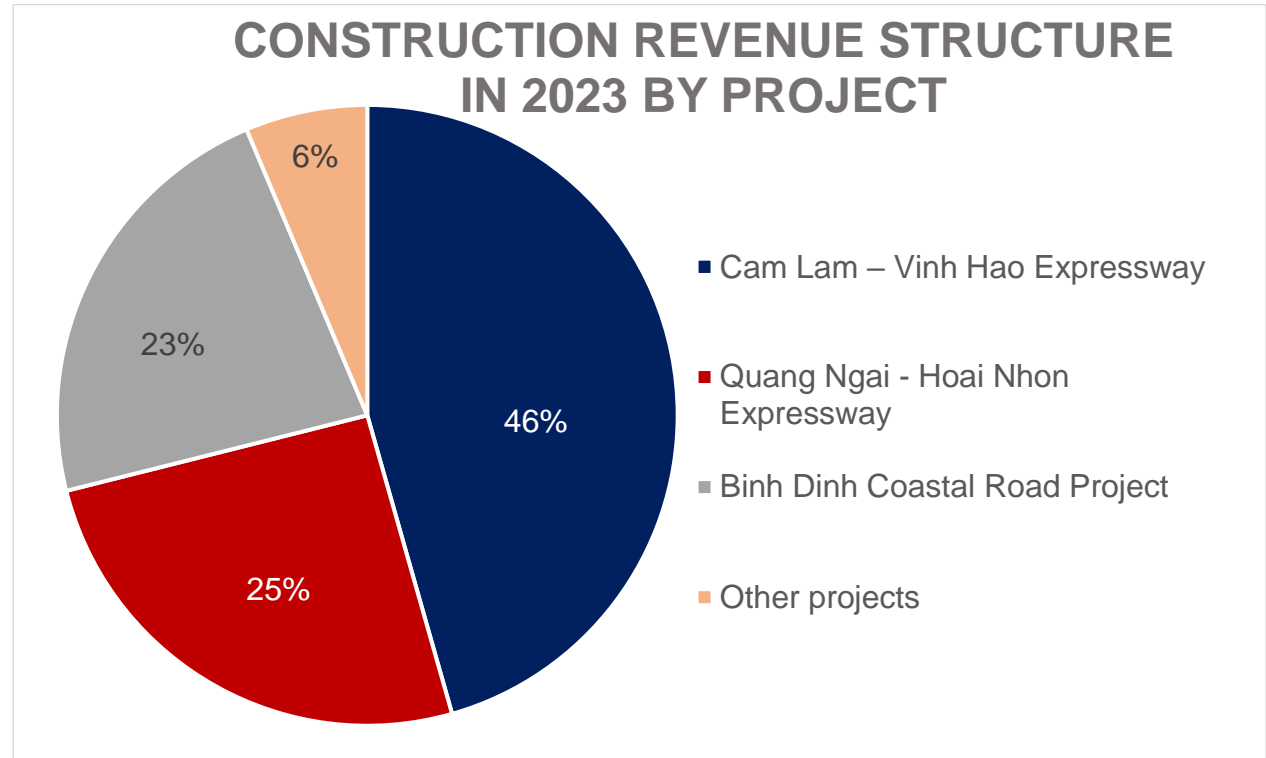
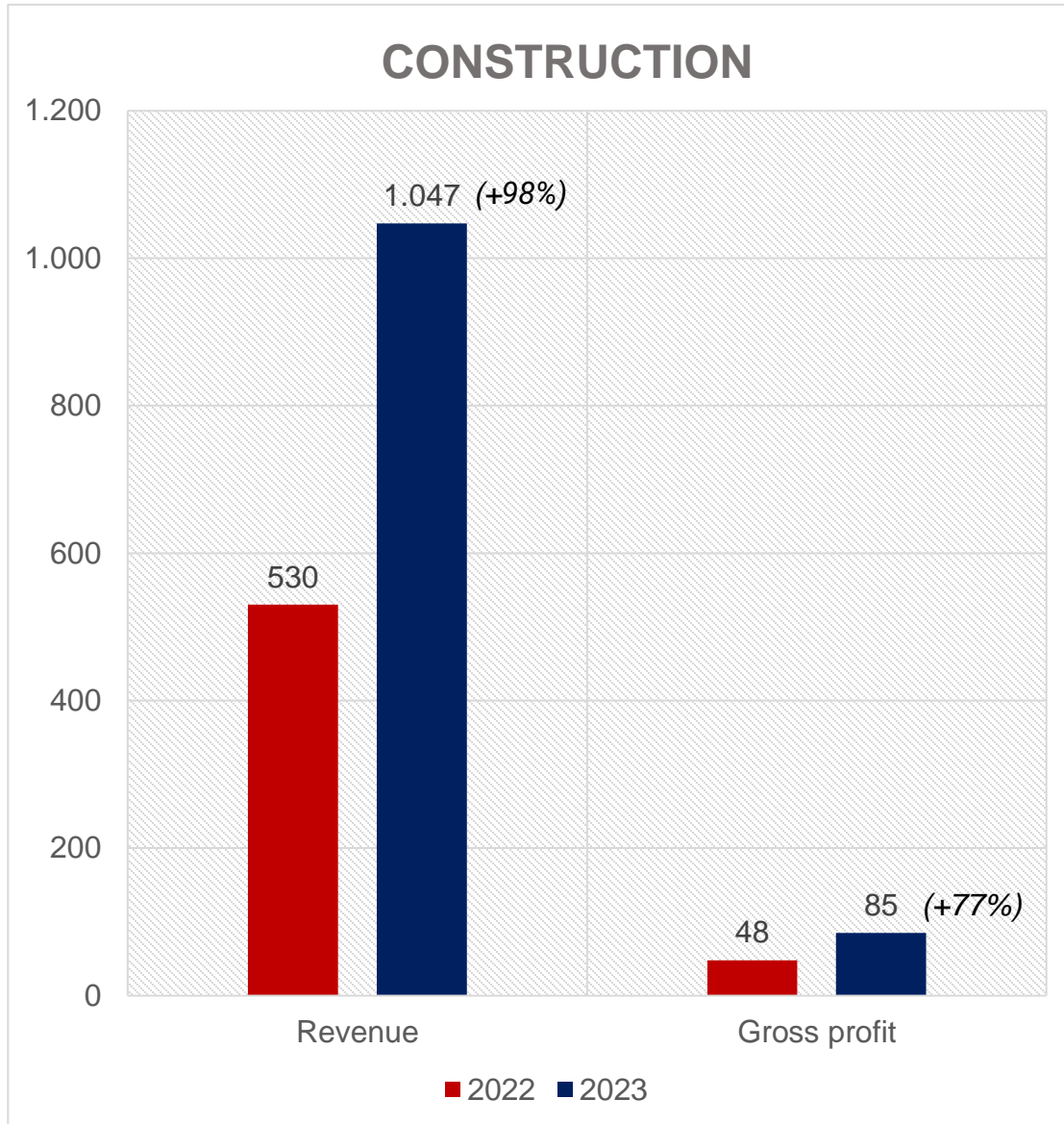


Unit: bil VND

No	Name of bidding package/Project	Investor	Contract value	Contract value of HHV	Execution period
1	Package XL1: Construction of Quang Ngai - Hoai Nhon Expressway Km0+000-Km30+000	Project Management Board 2	3,682	832	01/2023 - 10/2025
2	Package XL2: Quang Ngai Hoai Nhon	Project Management Board 2	4,129	454	03/2023 - 12/2025
3	Package XL3: Quang Ngai Hoai Nhon	Project Management Board 2	6,686	499	03/2023 - 09/2026
4	Expansion of Prenn Pass	Traffic Project Management Board of Lam Dong Province	414	43	02/2023 - 12/2023
5	Construction of coastal road connecting Lien Chieu port, Da Nang city	Priority Infrastructure Investment Project Management Board	147	147	09/2023 - 08/2026
Total			15,058	1,975	



Unit: bil VND

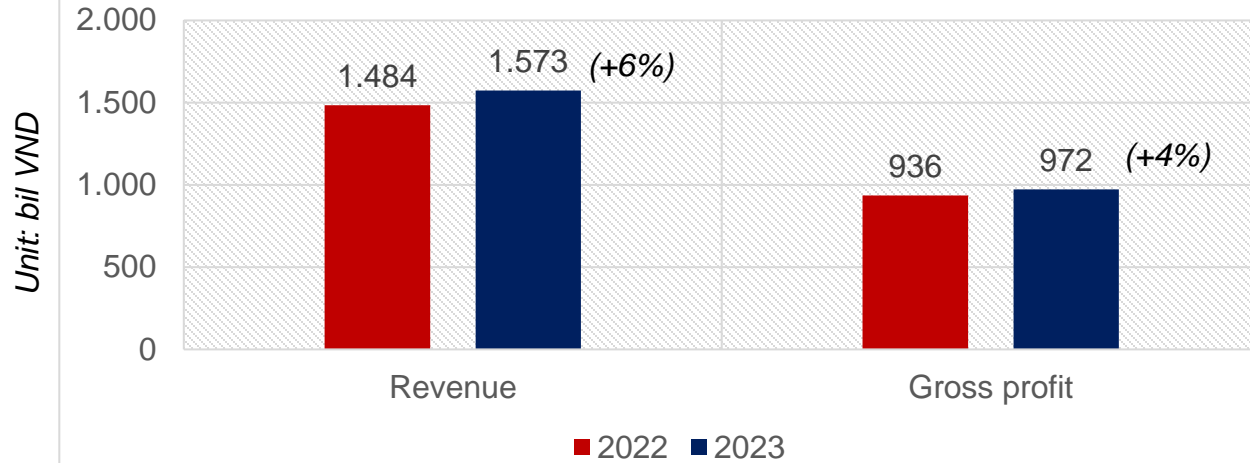


Construction revenue in 2023 will reach 1,047 billion VND, show an increase of **98%** compared to 2022. Construction revenue is mainly recorded from Cam Lam - Vinh Hao Expressway Project;

Gross profit of construction activities recorded more than 80 billion VND, corresponding to a growth rate of **77%** compared to 2022. Gross profit margin is about 8%.



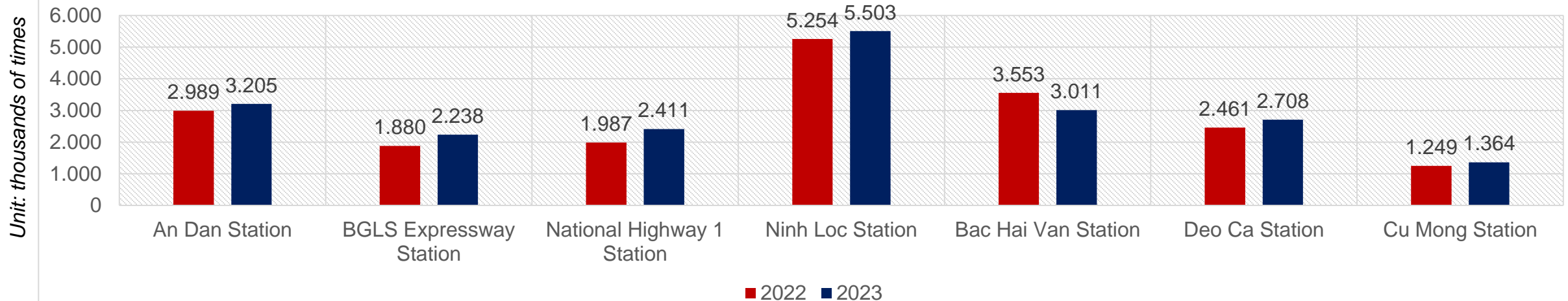
BOT TOLL COLLECTION



Revenue from BOT toll stations in 2023 reaches 1,573 billion VND, show an increase of more than 6% compared to revenue in 2022. Gross profit margin for this segment is stable at about **60%**;

Total traffic flow of HHV's projects increased by more than 1 million vehicles (+5.5%) compared to 2022 figures, of which the 2 toll stations of the Bac Giang - Lang Son Expressway Project recorded the most obvious growth rate (+20%)

TRAFFIC FLOW THROUGH TOLL PLAZAS IN 2023



PROJECT INVESTMENT IN 2023



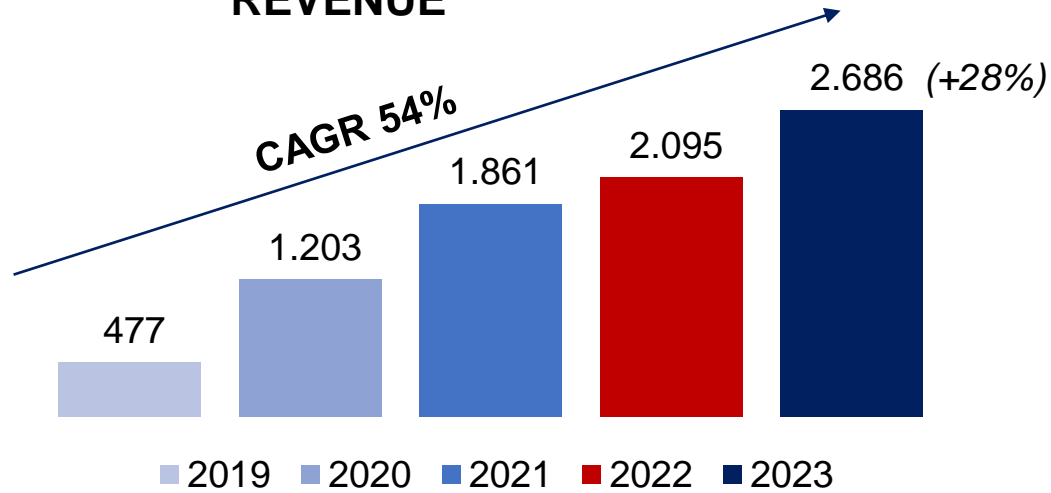
Unit: bil VND

Project	CAPEX	HHV's capital participated in project	2023 Revenue	2023 PAT	Operation Date
Projects that HHV is a direct investor					
Phuoc Tuong – Phu Gia Tunnel	1,559	294	173	21	2016
National Highway 1 expansion project - Khanh Hoa province	2,644	122	313	102	2016
Deo Ca – Co Ma – Cu Mong – Hai Van Tunnel	21,612	1,675	1,006	69	2018
Bac Giang – Lang Son Expressway	12,188	1,158	394	71	2020
Dong Dang – Tra Linh Expressway	14,331	217	-	-	Construction starts in 01/2024
Projects that HHV participates in Business Cooperation Contract					
Cam Lam – Vinh Hao Expressway	8,925	365	-	-	Expected 04/2024
Total	61,259	3,831	1,886	263	

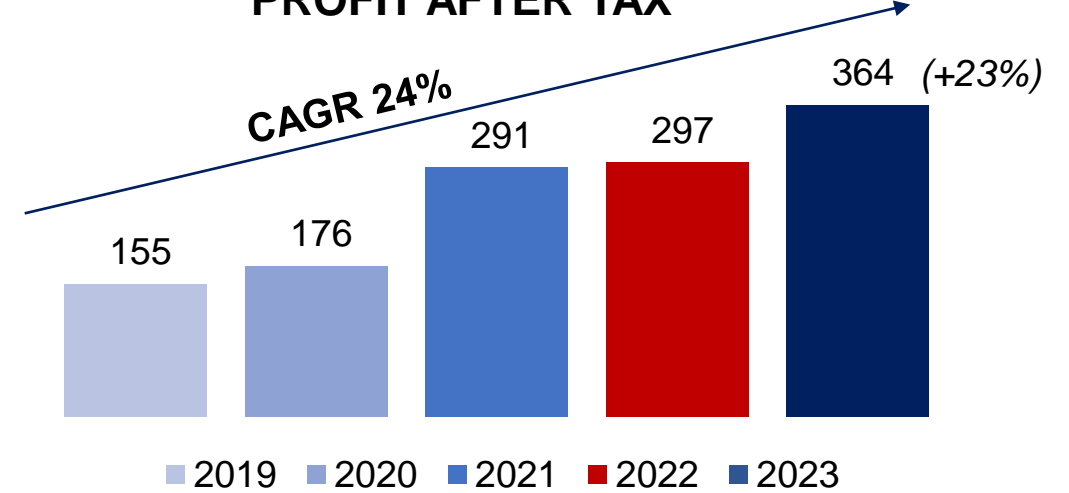
OVERVIEW OF 2023 BUSINESS PERFORMANCE



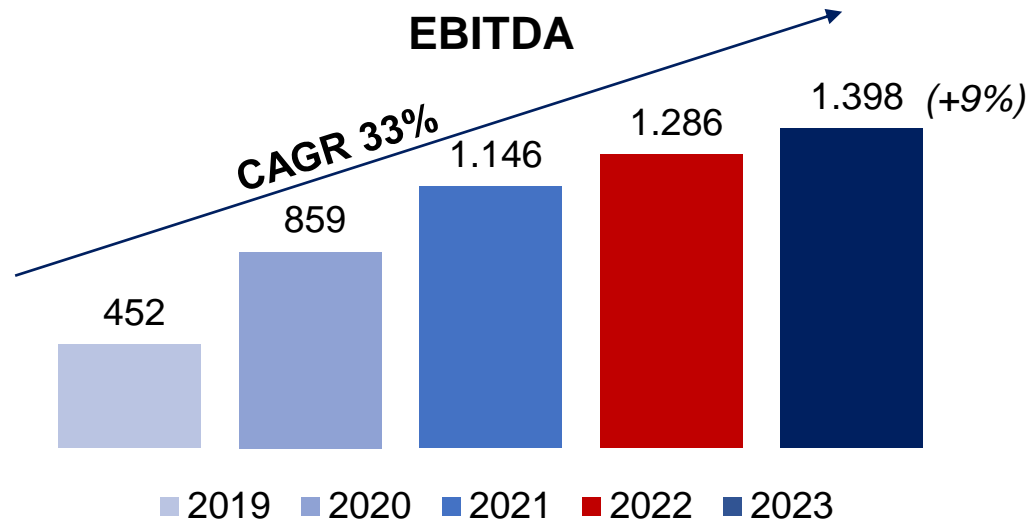
REVENUE



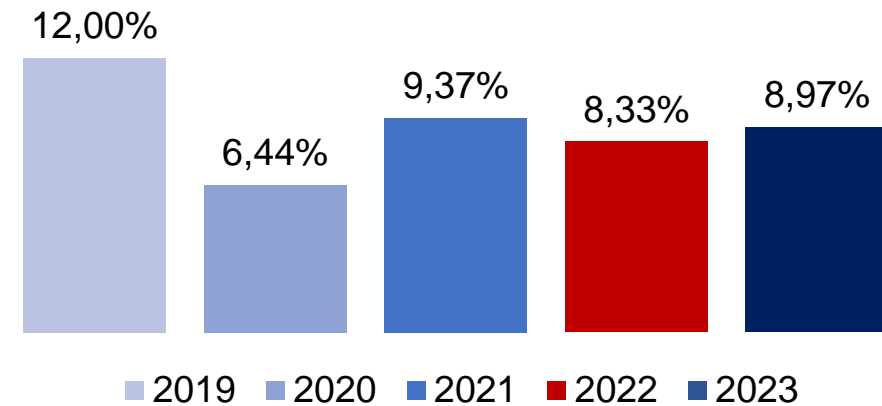
PROFIT AFTER TAX

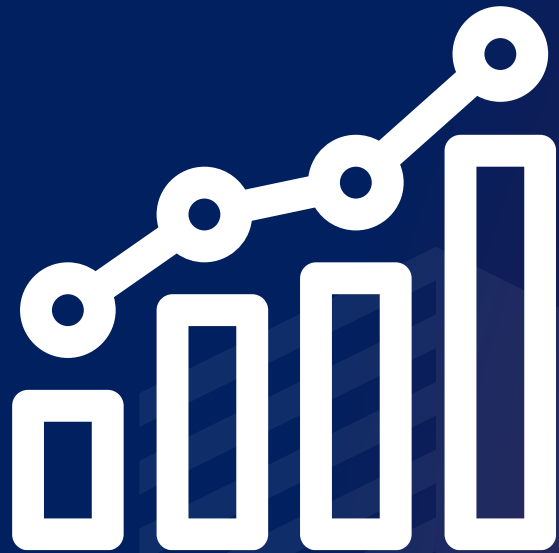


EBITDA



ROE





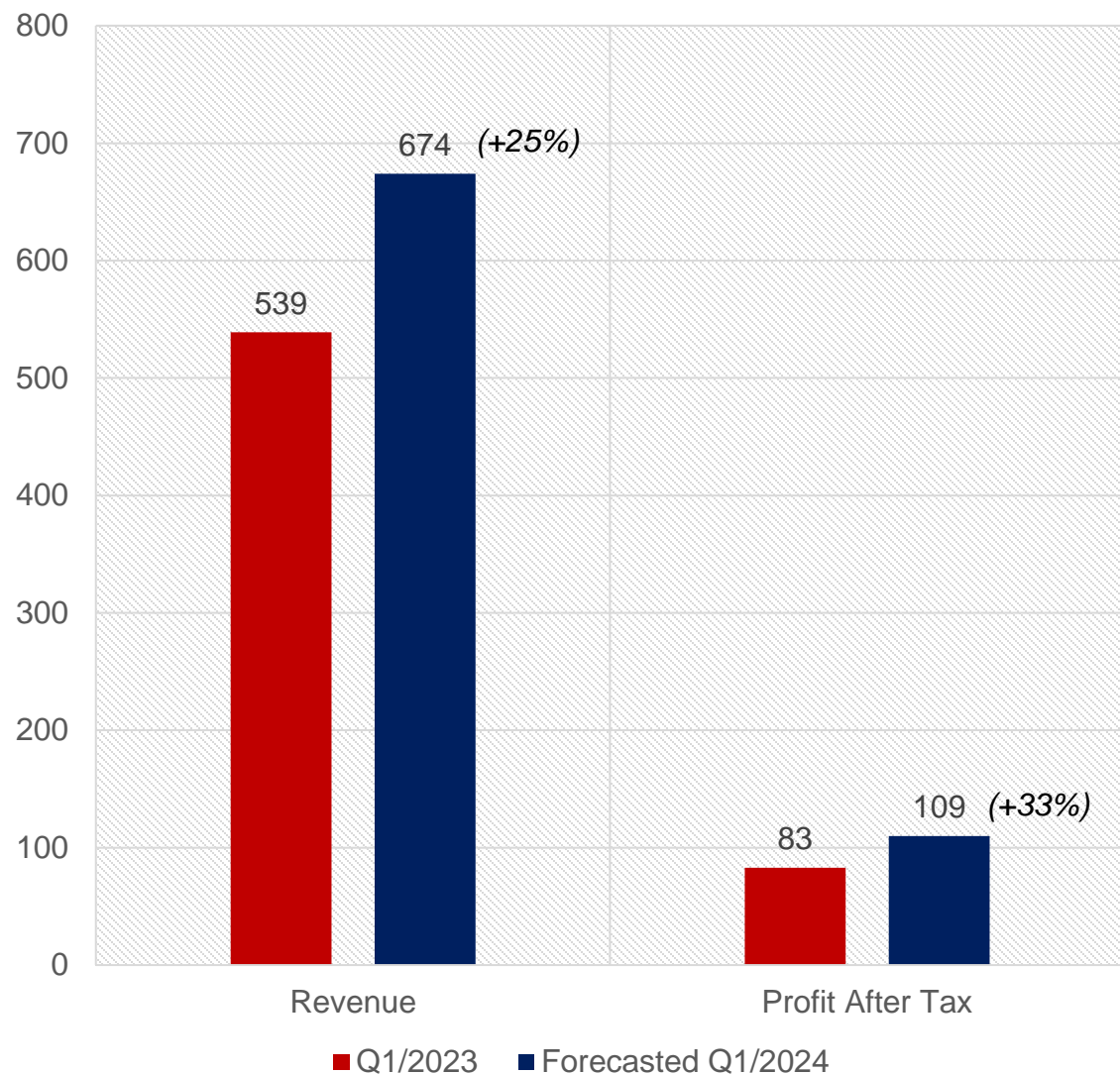
**FORECASTING BUSINESS
PERFORMANCE FOR Q1/2024
& 2024 BUSINESS PLAN**

INFRASTRUCTURE

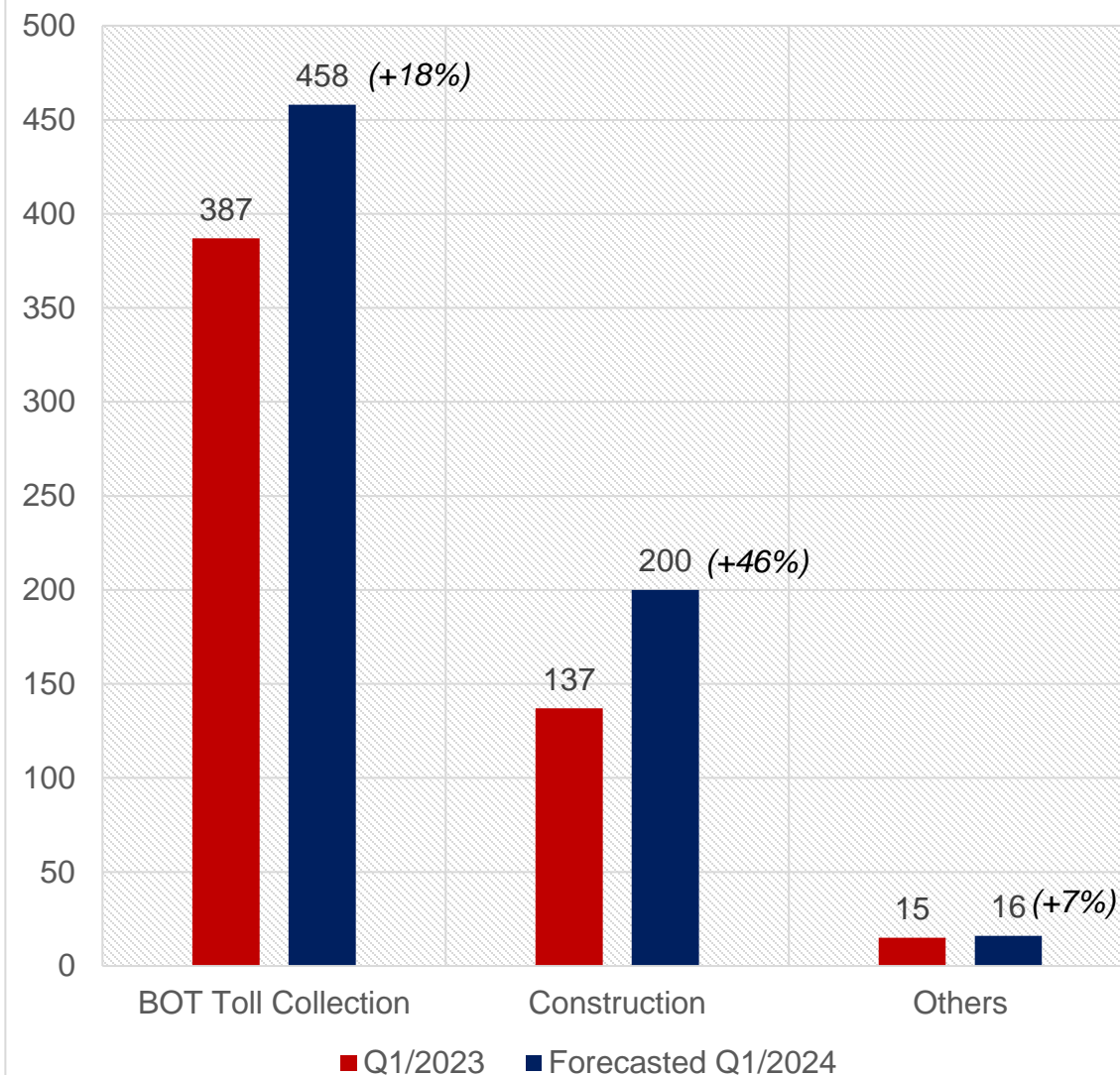


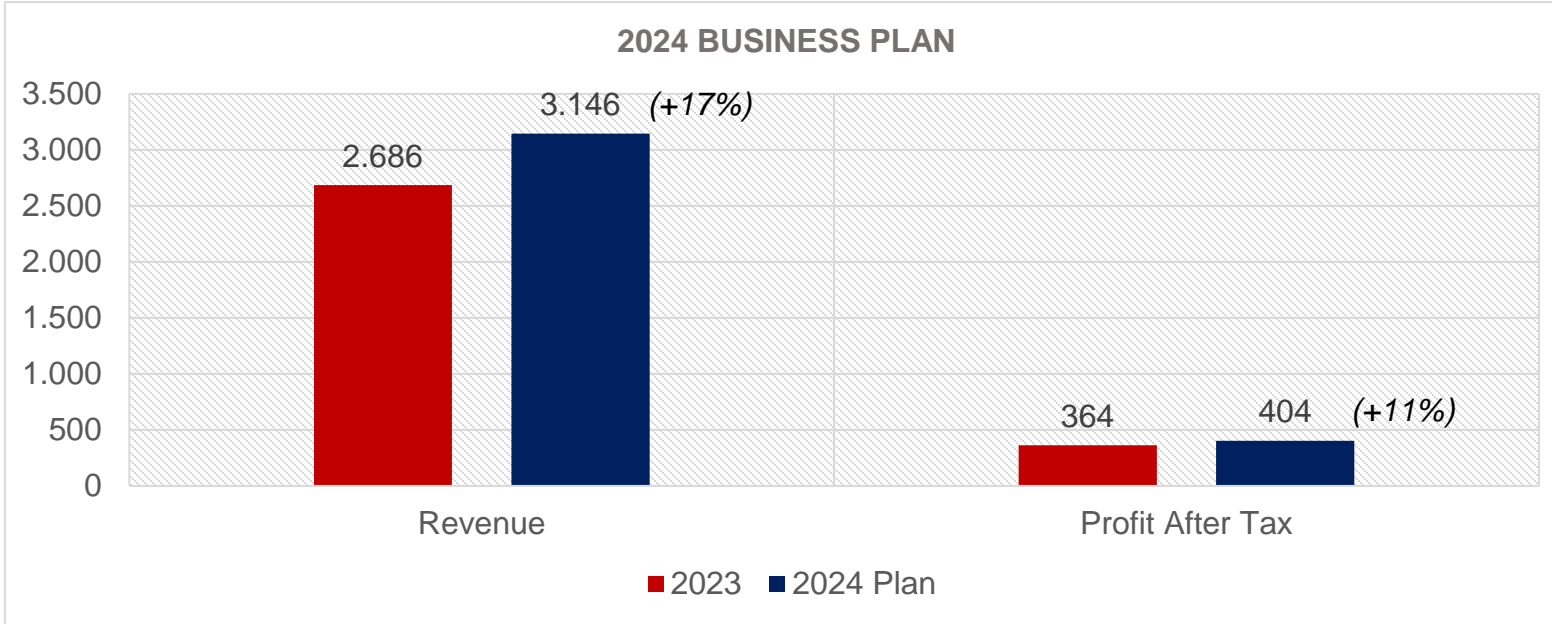
Unit: bil VND

BUSINESS PERFORMANCE FORECAST

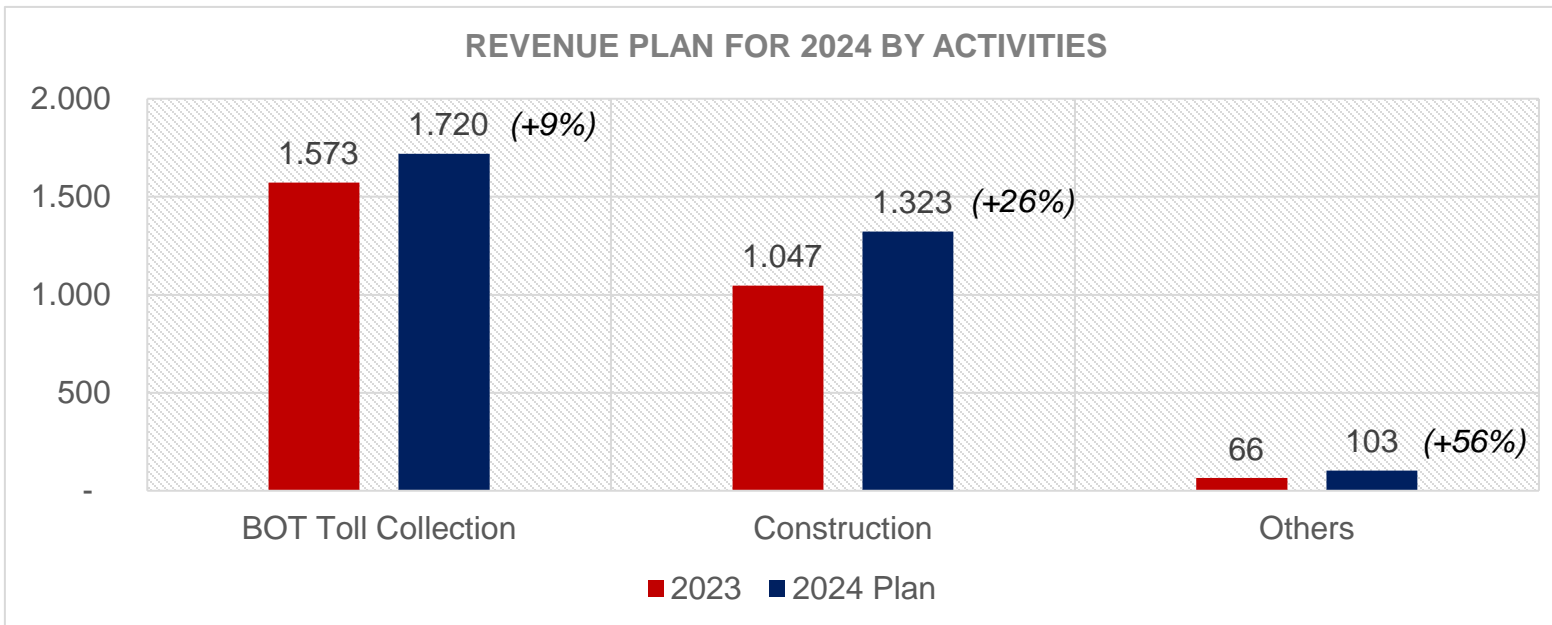
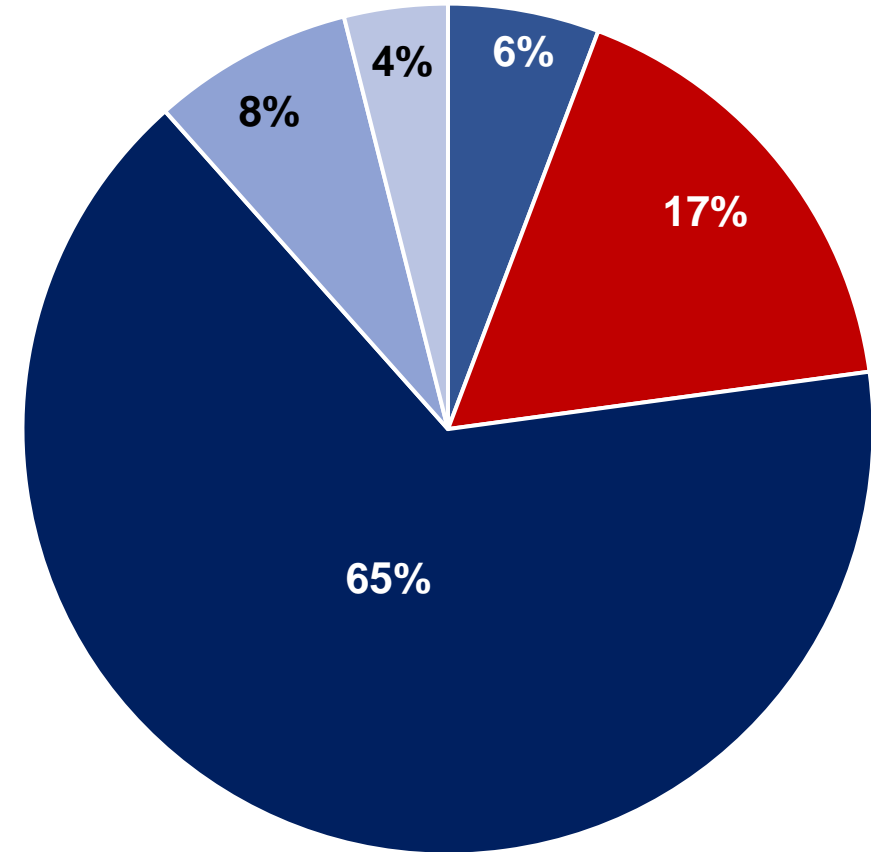


REVENUE FORECAST BY ACTIVITIES





Unit: bil VND
CONSTRUCTION REVENUE PLAN STRUCTURE IN 2024



- Dong Dang - Tra Linh Expressway
- Binh Dinh Coastal Road Project
- Quang Ngai - Hoai Nhon Expressway
- Cam Lam - Vinh Hao Expressway
- Other projects



IV

2024 ACTION PLAN

DEOCA
INFRASTRUCTURE

VISION

GOLDEN ROAD

creates

GOLDEN VALUE

STRATEGY

FOCUSED

GROWTH

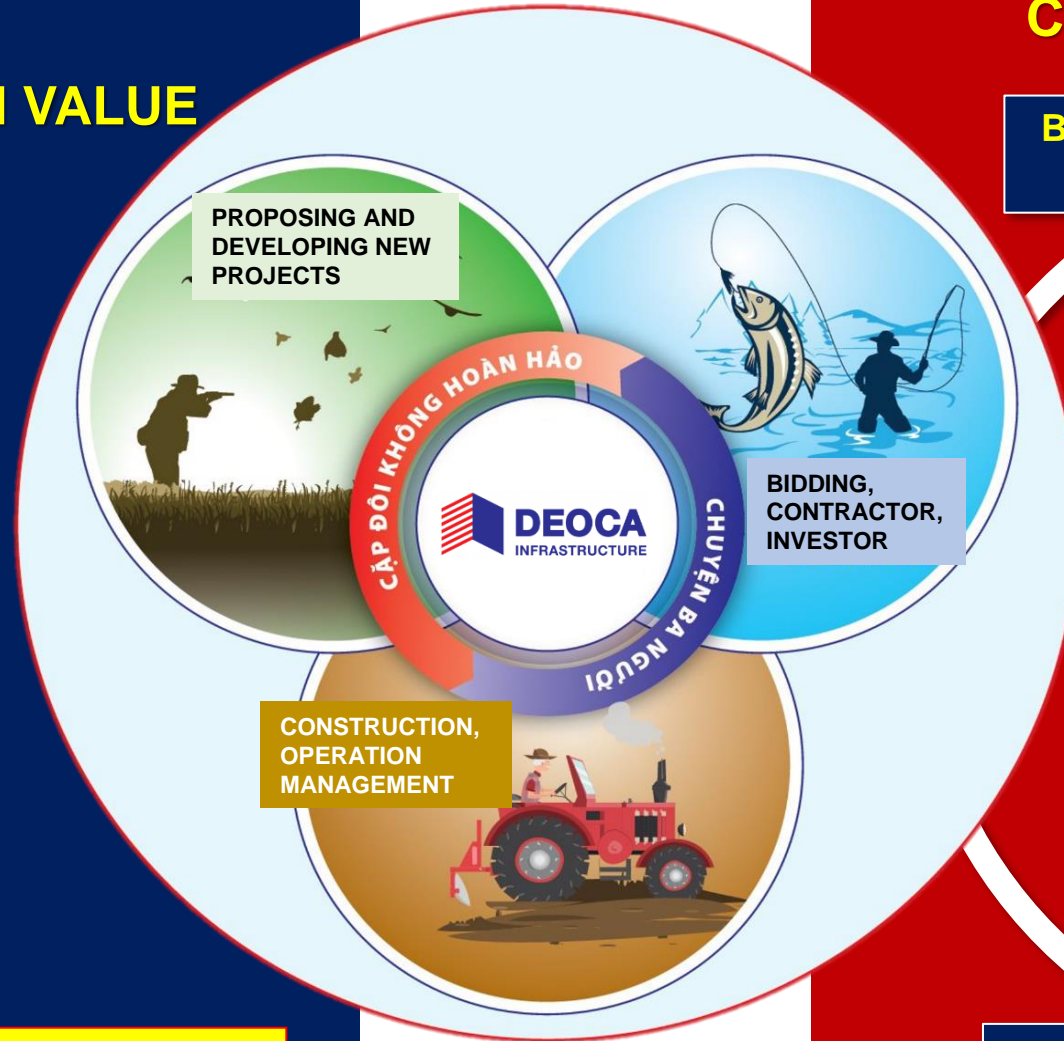
CORE BUSINESS

TRANSPORTATION INFRASTRUCTURE

INVESTMENT

CONSTRUCTION

O&M



ACTION

CIRCLE OF COMPETENCE

BIDDING - PROJECT DEVELOPMENT
Create jobs

INVESTMENT
Create assets

CONSTRUCTION
Create products & profits

O&M
Create long-term & stable cash flow



CONSISTENTLY PROPOSE STATE AGENCY TO RESOLVE EXISTING PROBLEMS

The state budget capital of 1,180 billion VND that was revoked has now been arranged to be returned to the Deo Ca Road Tunnel Project

Official document from the Prime Minister's Office (Văn phòng Chính phủ) regarding the state budget capital of 1,180 billion VND for the Deo Ca Road Tunnel Project. It includes the Prime Minister's decision (QUYẾT ĐỊNH) and the Prime Minister's signature.

Table with 7 columns: STT, Danh mục dự án, Mã dự án, Số quyết định, ngày, tháng, năm ban hành, Tổng số vốn NSĐTV, Kế hoạch chi ra trong năm ngân sách trung ương, Tổng số, Tổng số, Thành tích cơ bản, Ghi chú. It lists various projects and their funding details.

Điều 4. Quyết định này có hiệu lực thi hành kể từ ngày ký. Điều 5. Bộ trưởng, Thủ trưởng cơ quan ngang Bộ, Thủ trưởng cơ quan thuộc Chính phủ, Chủ tịch Ủy ban nhân dân các tỉnh, thành phố trực thuộc trung ương và Thủ trưởng các cơ quan liên quan chịu trách nhiệm thi hành Quyết định này. Nơi nhận: Như Điều 5; Thủ tướng, các PTTg/CP; Các Bộ: KHĐT, TC; HĐND, UBND các tỉnh nêu tại Điều 5; Đoàn ĐBQH các tỉnh nêu tại Điều 5; Văn phòng Quốc hội; UBTV Mặt trận Tổ quốc Việt Nam; Kiểm toán Nhà nước; VPCP: BTCN, các PCN, Trợ lý TTG, TGĐ Cổng TTĐT, các Vụ: TH, TKBT, NN, CN, QHQT, QHĐP; Lưu: Văn thư, KTTH (3b).

KT. THỦ TƯỚNG PHÓ THỦ TƯỚNG Lê Minh Khải

The MOT has reported to the Government to compensate 2,280 billion VND to the SPV for not being able to collect tolls at the La Son - Tuy Loan station

Official document from the Ministry of Transport (Bộ Giao thông Vận tải) regarding compensation of 2,280 billion VND to the SPV. It includes the Minister's decision (TỜ TRÌNH) and the Minister's signature (Nguyễn Danh Huy).

Table with 6 columns: STT, Tên dự án, Tổng mức đầu tư (theo giá trị phê), Tổng vốn đầu tư (xác định theo KT, QT), Giải pháp xử lý, Vốn nhà nước dự kiến tham gia/thanh toán (tỷ đồng), Ghi chú. It details the compensation amount and funding source for the La Son - Tuy Loan station project.

Ghi chú: Mức vốn nhà nước thực tế thanh toán, hỗ trợ đối với từng dự án sẽ xác định chính xác theo kết quả đàm phán với nhà đầu tư, ngân hàng cung cấp tín dụng về mức chia sẻ của các bên khi thực hiện giải pháp và kết quả kiểm toán mức vốn thanh toán.

Nơi nhận: Như trên; Thủ tướng Chính phủ (để báo cáo); Các Phó Thủ tướng (để báo cáo); Bộ trưởng (để báo cáo); Các Thứ trưởng; Văn phòng Chính phủ; Các Bộ: KH&ĐT, TC, XD, CA, TP; Ngân hàng Nhà nước Việt Nam; Văn phòng BCSD; Các Vụ: KHĐT, TC, PC, KCHTGT; Cục QLĐTXD.

KT. BỘ TRƯỞNG THỦ TRƯỞNG Nguyễn Danh Huy

The People's Committee of Lang Son province has reported to the Government to allocate 5,600 billion VND from the Government Budget to ensure the financial plan of the Bac Giang - Lang Son Expressway Project

Official document from the People's Committee of Lang Son province regarding the allocation of 5,600 billion VND. It includes the Provincial People's Committee's decision (TỜ TRÌNH) and the Provincial People's Committee's signature (Hồ Tiến Thiệu).

UBND tỉnh Lạng Sơn kính đề nghị Thủ tướng Chính phủ xem xét, đồng ý chủ trương hỗ trợ từ nguồn ngân sách trung ương khoảng 5.600 tỷ đồng (không quá 50% theo giá trị kiểm toán, quyết toán của Dự án) để bù đắp đồng tiền thâm hụt trong thời gian thu phí hoàn vốn đảm bảo phương án tài chính và đảm bảo vận hành, khai thác ổn định của Dự án đầu tư xây dựng tuyến cao tốc Bắc Giang - Lạng Sơn đoạn Km45+100 - Km108+500, kết hợp tăng cường mặt đường Quốc lộ 1 đoạn Km1+800 - Km106+500, tỉnh Bắc Giang và tỉnh Lạng Sơn theo hình thức Hợp đồng BOT.

UBND tỉnh Lạng Sơn kính đề nghị Thủ tướng Chính phủ quan tâm xem xét, giải quyết. Nơi nhận: Như trên; Văn phòng Chính phủ; Các Bộ: KHĐT, TC, GTVT; Thường trực Tỉnh ủy; Thường trực HĐND tỉnh; Chủ tịch, các Phó UBND tỉnh; Các Sở: KHĐT, TC, GTVT, XD; Ban QLDA ĐTXD tỉnh; Công ty CP BOT Bắc Giang - Lạng Sơn; C, PVP UBND tỉnh, Phòng TH, Trung tâm Thông tin; Lưu: VT, KT (VAT). Hồ Tiến Thiệu

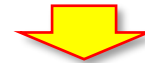
TM. ỦY BAN NHÂN DÂN CHỦ TỊCH Hồ Tiến Thiệu

PPP++ MODEL - UNLOCKING PROJECT CAPITAL RESOURCES



PPP MODEL

CAPITAL			INVESTORS - CONTRACTOR	PROJECT MANAGEMENT MECHANISM
State budget (P1) Central Government Budget or Local capital	Investor's capital (P2) Equity capital	Mobilized capital (P3) Loans	Investors can also be contractors or Investors are independent from contractors	None



PPP++ MODEL

CAPITAL			INVESTORS - CONTRACTOR	PROJECT MANAGEMENT MECHANISM
State budget (P1) Central Government Budget and Local capital and Other supporting mechanisms	Investor's capital (P2) Equity capital and Profits from constructing the project	Mobilized capital (P3) Loans and Bonds, BCC,...	GENERAL CONTRACTING MODEL Investors can also be contractors and Contractor ("Potential" Investor) and Sharing the management model together	<ul style="list-style-type: none"> Organize project management throughout from project enterprise, consultant, contractor Deduct part of the budget to manage the project according to a separate mechanism with common goals for all: training, applying technology in management,...

PARTICIPATING IN NEW PROJECTS



No	Projects	Construction phase	CAPEX	Project information	Form of participation	Location	Estimated concession time	Estimated contract value of HHV
1	Dong Dang – Tra Linh Expressway	2024 - 2026	14,331 bil VND	<ul style="list-style-type: none"> - Length: 93.35 km. Designed speed: 80 km/h - Connecting Huu Nghi - Chi Lang Expressway with 8 border gates with China 	Direct Investor Business Cooperation Contract (BCC)	Lang Son, Cao Bang Province	24 years 10 months	1,735 bil VND
2	Huu Nghi – Chi Lang Expressway	2024 - 2026	11,179 bil VND	<ul style="list-style-type: none"> - Length: 43.43 km. Designed speed: 80 km/h - Connecting Bac Giang - Lang Son Expressway to Huu Nghi border gate 	Business Cooperation Contract (BCC)	Lang Son Province	29 years 06 months	2,000 bil VND
3	Tan Phu – Bao Loc Expressway	2024 - 2027	18,120 bil VND	<ul style="list-style-type: none"> - Length: 66 km. Designed speed: 80 km/h with 4 car lanes - Connecting Giau Day - Tan Phu and Bao Loc - Lien Khuong Expressways 	Direct Investor Business Cooperation Contract (BCC)	Lam Dong Province	28 years 7 months	2,000 bil VND

Investment



Construction



O&M

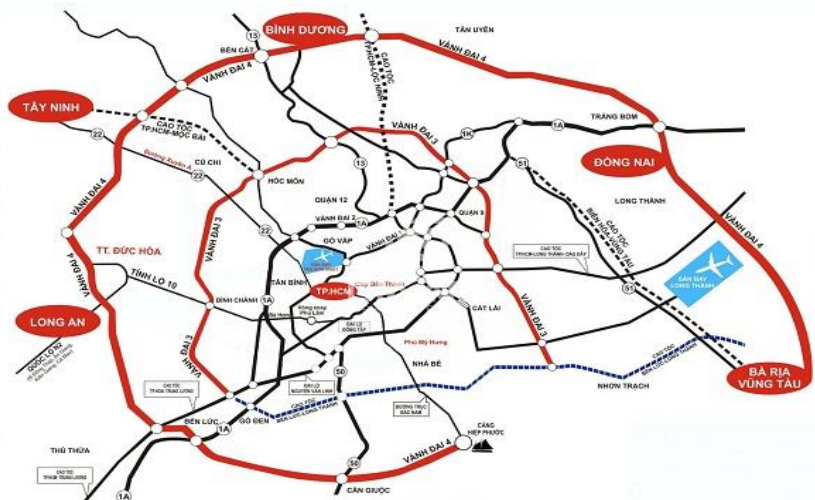




Unit: bil VND



Son La – Dien Bien Expressway



Ringroad No.4 of Ho Chi Minh City



Ho Chi Minh City - Trung Luong - My Thuan Expressway (Phase 2)



Ho Chi Minh City Metro Line 2 Phase III

Projects	Total Investment
EXPRESSWAY PROJECTS	79,250
Son La – Dien Bien	8,850
Line project connecting Quang Binh City - Phong Nha, Ke Bang, Quang Binh province	2,400
Ringroad No.4 of Ho Chi Minh City	20,000
Ho Chi Minh City - Chon Thanh Expressway (Phase 1)	18,000
Ho Chi Minh City - Trung Luong - My Thuan Expressway (Phase 2)	30,000
RAILWAY PROJECTS	59,708
Ho Chi Minh City Metro Line 2 Phase III	59,708

STRENGTHEN DOMESTIC AND INTERNATIONAL COOPERATION



COOPERATION TO IMPROVE TECHNOLOGY AND ENGINEERING



COOPERATION IN HUMAN RESOURCES, SCIENCE AND TECHNOLOGY TRAINING



COOPERATION IN PROJECTS CAPITAL ARRANGEMENT





DEOCA RESEARCH - TRAINING INSTITUTE



DEOCA PRACTICAL TRAINING CENTER



DEOCA PRACTICE RESEARCH INSTITUTE



RAILWAY - METRO CONSTRUCTION TRAINING PROGRAM



Private offering of shares

Maximum issue rate	17%
Expected number of shares at the time of issuance	432.264.177 shares
Maximum number of additional shares issued	73.484.910 shares
Maximum value of additional shares issued at par value	734.849.100.000 VND

Public offering of shares to existing shareholders

Maximum issue rate	15%
Expected number of shares at the time of issuance	505.749.087 shares
Maximum number of additional shares issued	75.862.363 shares
Maximum value of additional shares issued at par value	758.623.630.000 VND

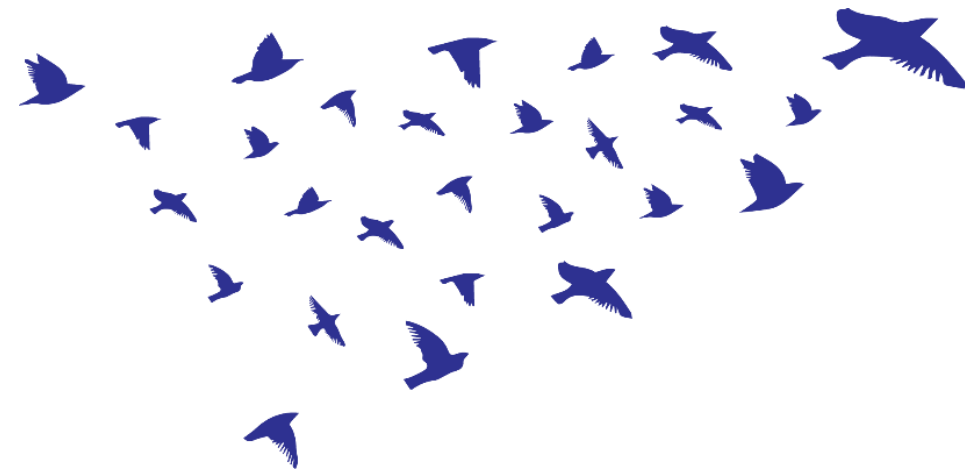
Capital using purposes:

- Participate in Huu Nghi - Chi Lang Expressway Project, Dong Dang (Lang Son province) - Tra Linh (Cao Bang province) Expressway Project and other PPP projects;
- Additional capital for training activities and science and technology development in preparation to join future railway projects.



THANK YOU!

HHV-IR@DEOCA.VN



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INFRASTRUCTURE