



INVESTOR BULLETIN

QUARTER 3 - 2018



EVNGENCO 3
TỔNG CÔNG TY PHÁT ĐIỆN 3

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I. BUSINESS PERFORMANCE OF THE FIRST 9M/2018

	Units	2018 plan' JSC	9M 2018	9M 2017	Change (YoY %)	% of 2018 plan
Parent company						
Total Outputs	mn kWh	32,390	22,745	23,419	-2.9	70.2
Revenue	Bn VND	38,475	28,332	27,028	4.8	73.6
<i>Revenue from electricity production</i>	Bn VND	38,262	27,502	26,733	2.9	71.9
Gross profit	Bn VND	4,060	3,582	4,094	-12.5	88.2
Total PBT	Bn VND	322	264	366	-27.8	82.2
Forex translation losses	Bn VND	1,169	1,369	2,317	-40.9	117.1
PBT excluding forex translation losses	Bn VND	1,491	1,633	2,683	-39.1	109.5
PAT	Bn VND	201	263	321	-18.1	130.4
Consolidated						
Total Outputs	mn kWh	35,843	24,931	25,658	-2.8	69.6
Revenue	Bn VND	41,532	29,793	28,302	5.3	71.7
<i>Revenue from electricity production</i>	Bn VND	41,249	28,974	27,938	3.7	70.2
Gross profit	Bn VND	4,210	3,695	4,111	-10.1	87.8
PBT	Bn VND	449	319	288	10.9	71.1
Forex translation losses	Bn VND	1,169	1,362	2,342	-41.9	116.5
PBT excluding forex translation losses	Bn VND	1,618	1,681	2,630	-36.1	103.9
PAT	Bn VND	303	288	226	27.7	95.1

Note: Total consolidated Revenue includes income of the associates (VND 172 billion)

During the first 9M/2018, Thermal Power plants operated stably. However, they had low mobilization due to decrease in fuel gas supply for power plants in the South East of Vietnam and high mobilization of hydro power plants in the North of Vietnam; some units of Phu My, Vinh Tan 2, Mong Duong 1 PP had to shutdown due to over supply. Buon Kuop HP was highly mobilized due to the high level of water-flow in quarter 3/2018.

Environment protection at Thermal power plants is guaranteed.

II. BUSINESS PERFORMANCE BREAKDOWN

1. Phu My Thermal Power company (Phu My 1, Phu My 2.1 & 2.1 MR, Phu My 4) - Capacity 2,540 MW - 100% Ownership



- Output decreased by **5.4%** YoY due to gas shortage in June and September 2018.
- Revenue from electricity production increased by **3.9%** YoY due to an increase of variable price in 2018.

	Unit	2018 plan	9M 2017	9M 2018	Change YoY (%)	% of 2018 plan
Output	Mn kWh	16,007	12,244	11,588	-5.4	72.4
Revenue	Bn VND	19,088	13,072	13,578	+3.9	71.1

2. Vinh Tan Thermal Power company (Vinh Tan 2 coal thermal power plant) - Capacity 1,244 MW - 100% Ownership



- Output increased by **21.9%** YoY thanks to stable operation of S1 and S2 and high mobilization during dry season of 2018.
- Revenue increased by **21.9%** YoY because of highly output.

	Unit	2018 plan	9M 2017	9M 2018	Change YoY (%)	% of 2018 plan
Output	Mn kWh	7,321	4,564	5,565	+21.9	76.0
Revenue	Bn VND	9,286	5,965	7,272	+21.9	78.3

3. Mong Duong Thermal Power company (Mong Duong 1 coal Thermal power plant) - Capacity 1,080 MW - 100% Ownership



- Output decreased by **9.3%** YoY because of long maintenance of unit S2 before FAC issued and low mobilization.
- Revenue decreased by **13.3%** YoY because of lower output than 2018 business plan.

	Unit	2018 plan	9M 2017	9M 2018	Change YoY (%)	% of 2018 plan
Output	Mn kWh	6,153	4,175	3,788	-9.3	61.6
Revenue	Bn VND	7,631	5,908	5,124	-13.3	67.1

4. Buon Kuop Hydro Power company (Buon Kuop, Buon Tua Srah, Srepok 3 hydro power plants) - Capacity 586 MW - 100% Ownership.



- Output decreased by **25.9%** YoY and Revenue was down by **14.5%** because the water - flow in the lake was lower than that of in 2017.

	Unit	2018 plan	9M 2017	9M 2018	Change YoY (%)	% of 2018 plan
Output	Mn kWh	2,909	2,436	1,803	-25.9	62,0
Revenue	Bn VND	2,194	1,788	1,528	-14.5	69.6

5. Ba Ria Thermal Power JSC - Capacity 390 MW - 79,56% Ownership.



- Output decreased by **10.2%** YoY. BTP is an auxiliary service power plant, operated according to the mobilization of the National Load Dispatch Center.
- Revenue from electricity production increased by **35.7%** YoY due to an increase of gas price in 2018.

	Unit	2018 plan	9M 2017	9M 2018	Change YoY (%)	% of 2018 plan
Output	Mn kWh	1,523	654	587	-10,2	38.5
Revenue	Bn VND	2,240	733	994	+35.7	44.4

6. Ninh Binh Thermal Power JSC (NBP) - Capacity 100 MW - 54.76% Ownership



- Output increased by **5.2% YoY**. NBP is an auxiliary service power plant, operated according to the mobilization of National Load Dispatch Center.
- Revenue increased by **1.3% YoY** because of high output.

	Unit	2018 plan	9M 2017	9M 2018	Change YoY (%)	% of 2018 plan
Output	Mn kWh	374	252	265	+5.2	70.9
Revenue	Bn VND	747	472	478	+1.3	64.0

7. Affiliates (Thac Ba Hydropower JSC, Vinh Son - Song Hinh Hydropower JSC, Se San 3A Power Investment & Development JSC)

Affiliates	Capacity (MW)	% stake	2018 Plan (mn kWh)	9M 2018 (mn kWh)	Change YoY (%)	% 2018 plan (%)
Total	364		1,555	1,334	-0.12	85.78
Vinh Son - Song Hinh HP (VSH)	120	30.55	750	599	+70.20	79.87
Thac Ba HP (TBC)	136	30	395	342	-47.18	86.64
Sesan 3A HP	108	30	410	393	+18.10	95.77

III. INVESTMENT AND CONSTRUCTION

1. Project management consultancy service

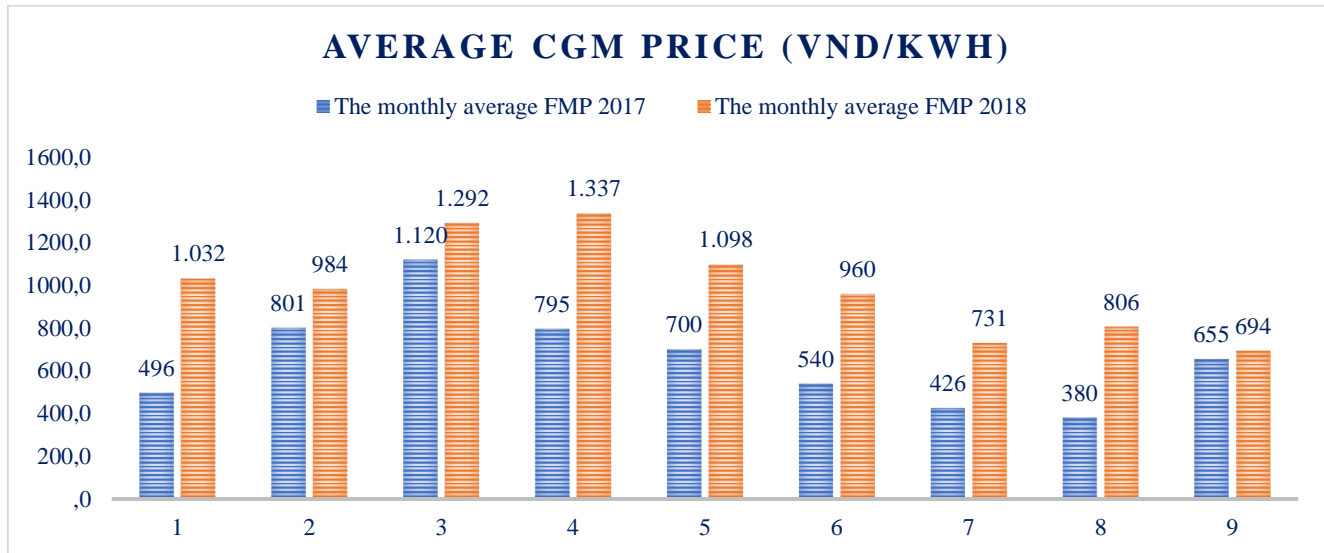
- ❑ Vinh Tan 4 TPP (EVNGENCO 3 provides project management consultancy service): The plant has been operated since 03/31/2018.
- ❑ Completed test and commercial operation of 02 units - S1 & S2 of Thai Binh 1 TPP (EVNGENCO 3 provides project management consultancy service)
- ❑ Vinh Tan 4 TPP Extension: completed boiler pressure Test on 08/24/2018, with 7 days earlier than mentioned in EPC contract.

2. New Projects

- ❑ **Vinh Tan 2 Solar Power Project (Binh Thuan - 42.6 MWp):** on 07/10/2018, People's committee of Binh Thuan Province has decided on principle to allow investment into the project. Currently, EVNGENCO 3 is doing compensation works for site clearance and bidding for EPC Contractors.
- ❑ **Solar Power project in DakLak Province:** Submitted documents to the Ministry of Industry and Trade for additional project planning.
- ❑ **Ninh Phuoc 7 Solar Power plant (200 MWp):** on 05/17/2018, People's committee of Ninh Thuan Province submitted documents to the Ministry of Industry and Trade for additional project planning.
- ❑ **Long Son Power Complex:** Currently, EVNGENCO 3 is preparing documents to add this project into Power plan to submit to MOIT.

IV. INFORMATION OF THE COMPETITIVE GENERATION MARKET (CGM)

- ❑ In the first 9 months of 2018, The Price's CGM increased by **51.05%** YoY.
- ❑ Currently, Phu My Thermal Power company is participating in the Viet Nam Wholesale electricity Market (VWEM) Test. It is expected to start on 01/01/2019
- ❑ In the first 9 months of 2019, the 02 units of Song Bung 2 power plant (100 MW) will be completed. 02 units of Vinh tan 4 TPP (1,200 MW) and 02 units of Thai Binh 1 TPP (600 MW) will start their commercial operation.



Fuel Prices	Unit	Average in June 2018	Change (YoY, %)	Average 9M 2018	Change (YoY, %)
Gas	(USD/MMBTU)	5.961720	+15.89	5.584508	+13.44
Coal (FOB)	(VND/ton)	1,382,000	-	1,382,000	-

V. NEWS OF EVNGENCO 3, SUBSIDIARIES AND AFFILIATES

EVNGENCO 3 organized the First Shareholders' General Meeting

On 09/17/2018, in Ho Chi Minh city, EVNGENCO 3 organized The First Shareholders' General Meetings - Joint stock company. Attending Meeting was the representative of the Government Office, The Ministry of Planning and Investment, MOIT, HCM city and Hanoi Stock Exchange, Communist Party of industrial enterprise in Ho Chi Minh City, Viet Nam Electricity (EVN), banks, securities companies, domestic and foreign partners, reporters with Board of Directors' EVNGENCO 3 and 122 shareholders and authorized shareholders who have purchased shares' EVNGENCO 3, the representative of 1,065,665,129 shares equaling 99.65% of the voting shares.

At the AGM, EVNGENCO 3 present summary report on the Equitization, shareholders participated in discussion, voted Charter, Business plan 2018 and plan of restructuring, salary plan of BOD and Supervisors in 2018, selecting the Auditor of the 2018 Financial Report, Draft regulation on internal management.



The presidium control the Congress

Equitization steering committee of EVNGENCO 3 also announced the decisions to appoint a representative of EVN's capital at EVNGENCO 3 and introduce the member of the independent board members, supervisors of the first term (2018-2023). The shareholders voted all of them according with the regulations. After announcing election, BOD and BOS held the first meeting to elect Chairman, CEO and chairman of the BOS.

Link: <https://www.genco3.com/tin-tuc/tin-tuc-evngenco-3/tong-cong-ty-phat-dien-3-to-chuc-thanh-cong-dai-hoi-co-dong-lan-thu-nhat>

Cooperate with TEPCO - Japanese to provide high qualification human resources

One of the tasks in the “Advanced upgrade human source quality” plan for 2018 of EVNGENCO 3 is improving the quality of human resources in order to provide high quality human resources and master technology to ensure the stability of operation and power plant repair. One of the solutions is through on-the-job training (OJT) at Off-JT Training Centers or Off-JT - Off the Job Training and proactive self-improvement of the knowledge of each employee.

EVNGENCO 3 has cooperated with TEPCO Fuel & Power - Japan to organize training courses on operation and repair of coal thermal power plants from April 2018 - August 2018 in 03 core areas: Maintenance, C & I and repair, with 04 steps (training) in Vietnam and Japan. Both sides signed a Memorandum of Understanding on: Training of experts, technical development, technology for improving efficiency, stability and reliability improvement in power plants.



【STEP4】Follow-up Training Human Resources Development Support for GENCO3

Opening training course at Human Resource Training Center, TEPCO Fuel & Power in Japan

This training program is the beginning of the cooperation. In order to apply and develop this training program into the actual situation of each unit, and to build the core team / experts during operation, repair or teaching process, a Training Center will be established. As such, EVNGENCO 3 will continue to cooperate with TEPCO Fuel & Power and other high qualification training centers in the world.

Link: <https://www.genco3.com/tin-tuc/tin-tuc-evngenco-3/hop-tac-voi-tepcu-nhat-ban-dao-tao-nguon-nhan-luc-chat-luong-cao-1>

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