

Masterclass: Real Estate & Industrial Parks

Vietnam Access Days 2025

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Real Estate

Demand and supply recovering

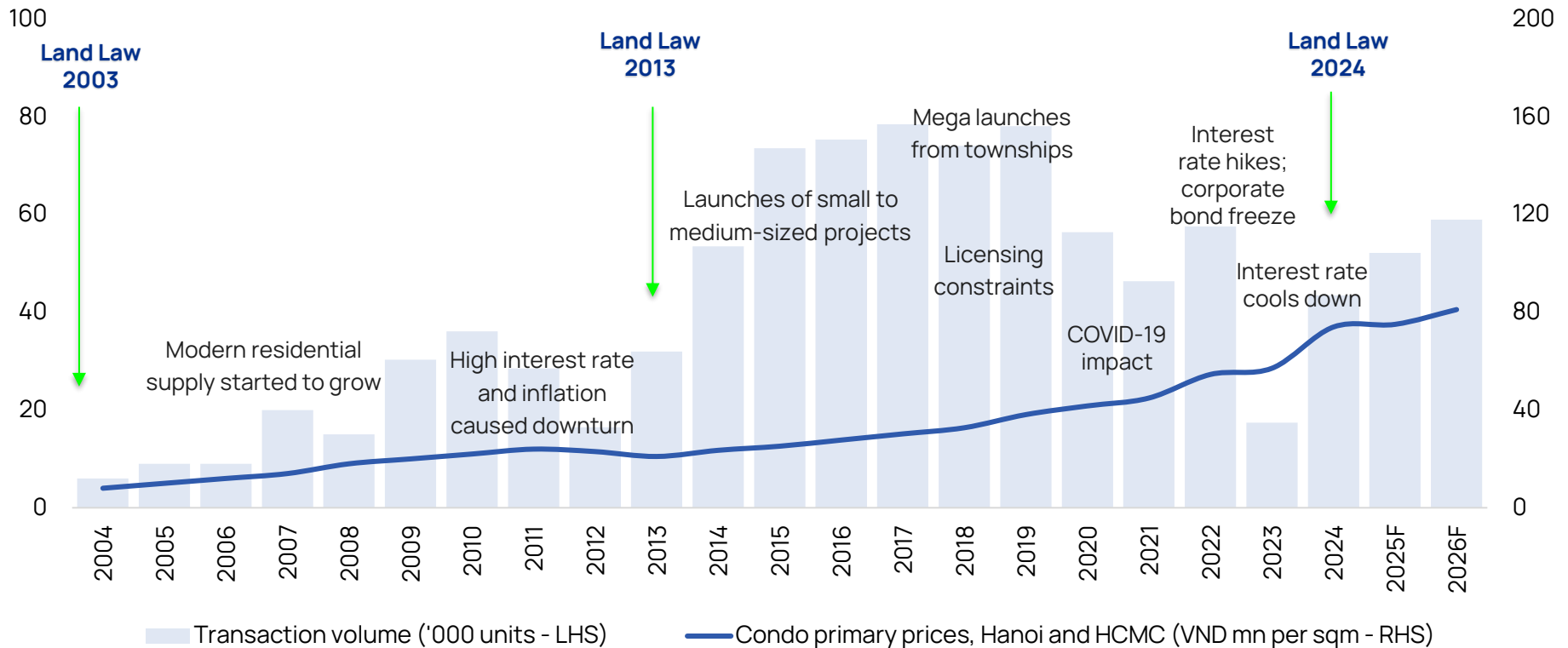
Real Estate: Demand and supply recovering

Key takeaways:

- 2025 should see **increased transactions** driven by strong real living demand, returning investment buyers, more project launches, and heightened homebuyer confidence.
- 2024 Amended Land Law is set to **gradually streamline** legal procedures, facilitating additional primary market project launches.
- Equity issuance and M&A to be **favorable capital-raising options** for developers to strengthen their financial positions.
- Vietnam's housing market remains **promising in the long-term**, supported by improved infrastructure, urban population growth, an emerging middle-affluent class, and more mortgage penetration.
- Top picks: **KDH** and **NLG** to benefit early from the market's recovery.

Transitioning into a sustainable growth phase

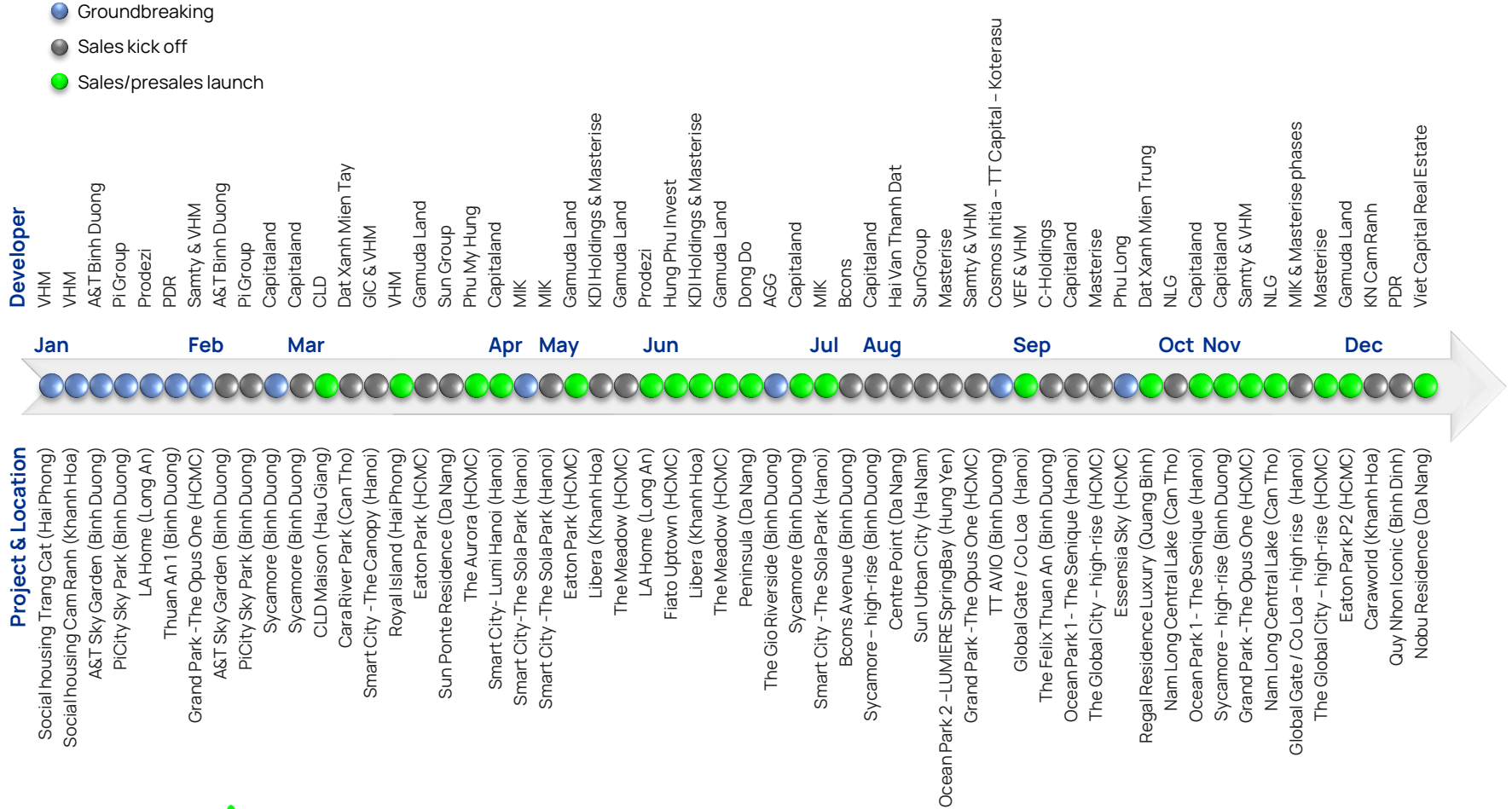
Vietcap's estimate (for illustration purposes) for combined primary transactions (condo and landed property) in Hanoi, HCMC, and select border provinces*



Source: CBRE, Vietcap compilation and estimates; (*) Hung Yen, Hai Phong, Binh Duong, Long An, and Dong Nai provinces. Note: It is important to highlight that housing market data in Vietnam is not uniformly compiled. The real estate agencies do not clearly state the definition of their samples or any change in samples. We believe each real estate agency may have distinct database samples (subject to projects, scope of study, or timing) and/or methodologies for data collection, which can lead to varying data outcomes or divergent trends within a given period.

Nationwide project launch preparations gain momentum

Active groundbreaking, introduction, and launch events for new projects in 2024



2025 Outlook: Demand and supply recovering

Vietcap's views on the 2025F market growth outlook

Transactions

Growth in primary transactions compared to 2024 driven by **solid real living demand** and selective investor return.

Hanoi to continue outperforming, **HCMC and second-tier** regions to gradually recover in 2025F.

Supply

Growth in new primary supply, supported by **smoother legal procedures**.

Prices

Primary prices: to rise with **single-digit growth** from 2024's high base.

Secondary prices: Following the primary market trend.

Presales in our coverage

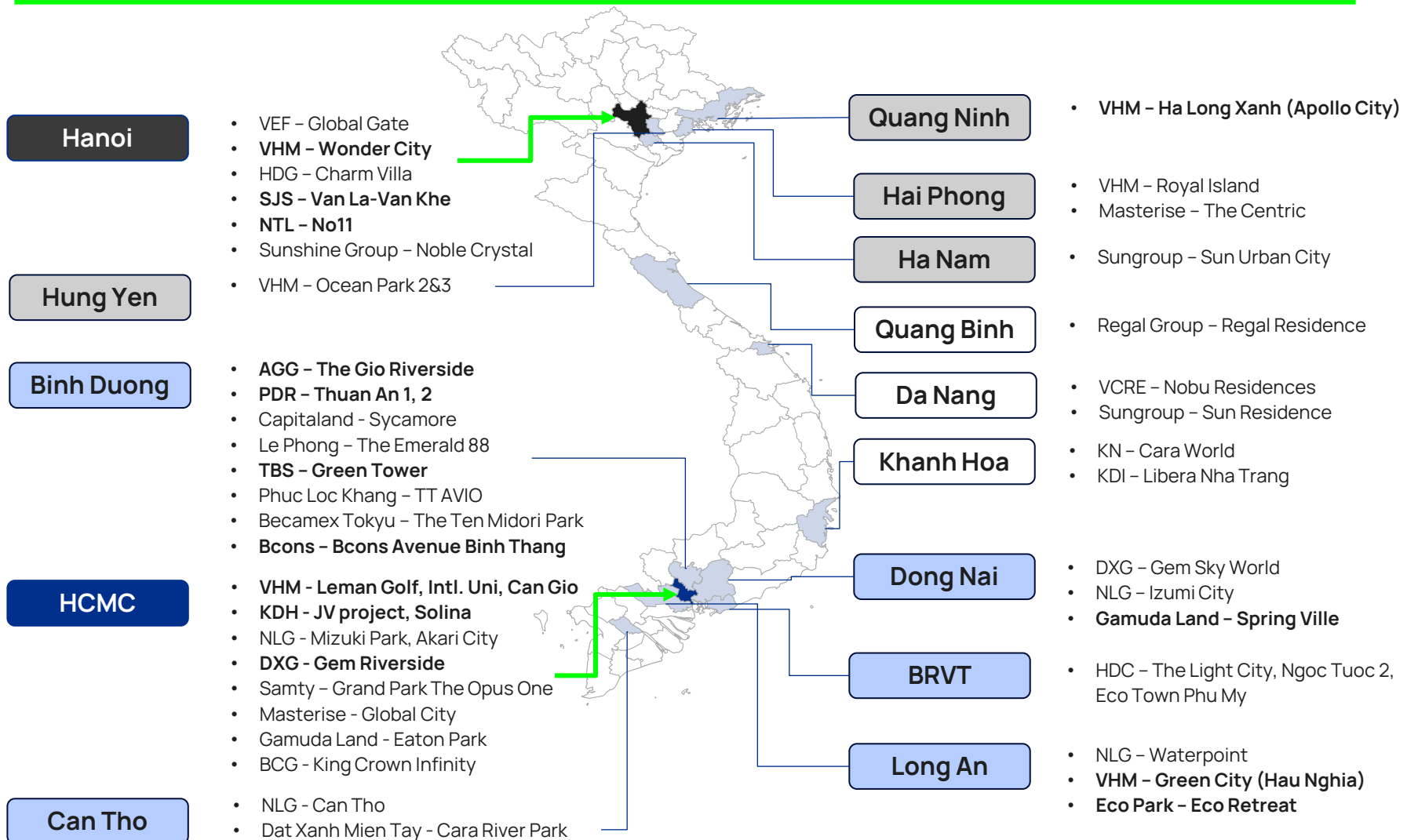
Aggregate presales of **KDH, NLG, DXG, and HDC** in 2025F to **nearly triple vs 2024**, while we forecast VHM's 2025F presales to decrease vs 2024.

Presales forecast driven by **new project launches** and/or next-phases of existing project launches.

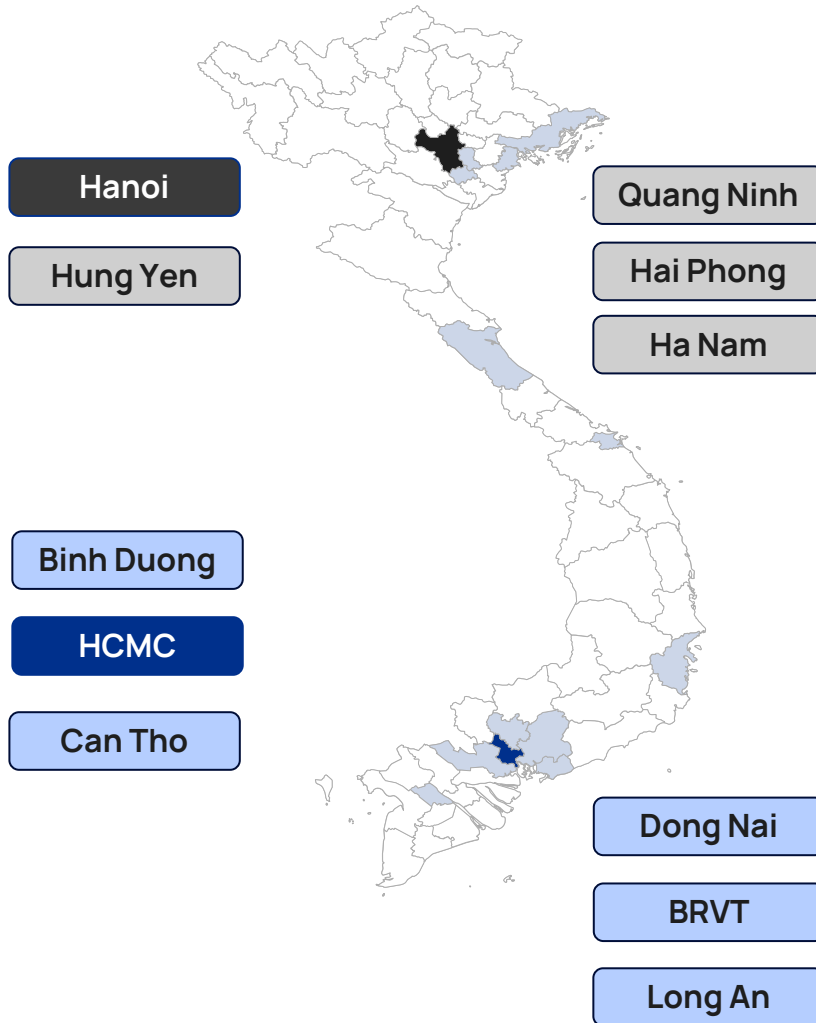
Risks to our positive view

Higher-than-expected exchange rate pressure could lead to higher-than-expected VND interest rates and mortgage rates, slowing the 2025F real estate recovery.

Supply: Expected new launches nationwide in 2025-26F



Improving infrastructure to benefit real estate development



Notable projects and completion timeline based on latest Government-announced plans

- Road linking Ha Long – Hai Phong Expressway (Quang Ninh; by **2025**)*
- Ring Road 3.5, 4 (by **2027-2028**)*
- May Chai, Nguyen Trai bridges (Hai Phong; by **2025-2027**)*
- Ninh Binh – Hai Phong Expressway (by **2029**)
- Metro Nam Thang Long – Tran Hung Dao (Hanoi; by **2029**)
- Lao Cai – Ha Noi – Hai Phong Railway (by **2030**)
- Tan Vu – Lach Huyen 2 Bridge (Hai Phong; by **2030**)

- Ring Road 3 (by **2025**)*
- Ben Luc – Long Thanh Expressway (by **2025**)*
- Nhon Trach Bridge (by **2025**)*
- Bien Hoa – Vung Tau Expressway (by **2026**)*
- Can Tho – Ca Mau Expressway (by **2026**)*
- Chau Doc – Can Tho – Soc Trang Expressway (by **2026**)*
- HCMC – Moc Bai Expressway (by **2027**)
- HCMC – Thu Dau Mot – Chon Thanh Expressway (by **2027**)
- Can Gio Bridge (HCMC; by **2028**)
- Thu Thiem 4 Bridge (HCMC; by **2028**)
- Vam Co Dong, Vam Co Tay, Can Giuoc bridges (Long An; by **2030**)
- Metro Line 1 extension, Line 2 Ben Thanh – Tham Luong (HCMC; by **2030-2035**)

Demand: Solid real living demand and a selective return of investment buyers in 2025F

Homebuyer profile for each property product

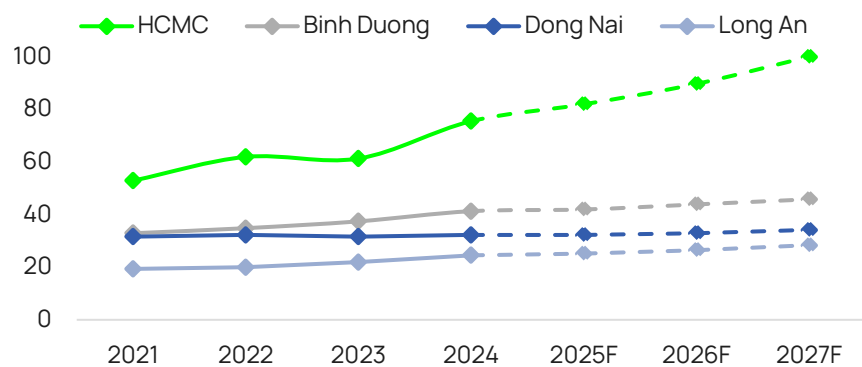
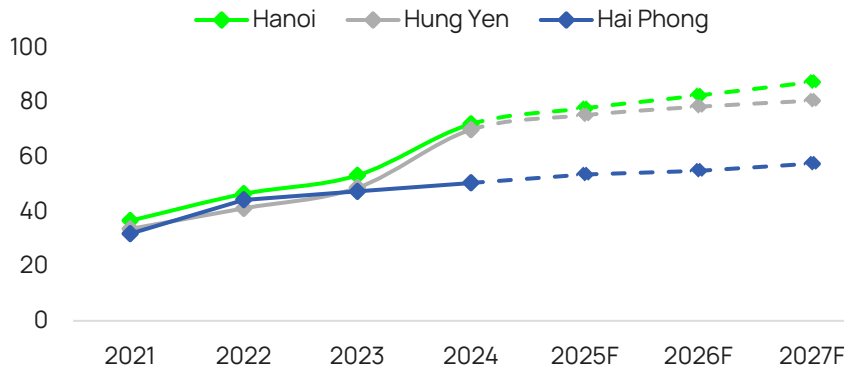
Homebuyer profile	Real demand (owner-occupier or buy-to-rent)	Investors (asset accumulation)	Speculation (buy-to-flip)
Property product	Mid-end condos	High-end condos and townhouses/villas	Land plots or deposit-flipping for initial presale launches of condos
Location	Close to existing urban amenities and good infrastructure	Good infrastructure and connectivity; or to benefit from in-progress infrastructure development plans	To benefit from in-progress infrastructure development plans or urbanization
Legal status	Clear legal status with visible construction progress	Clear legal status and visible construction progress	Have lands use rights certificate for land plots
Developer profile	Reputable, construction quality, pink book handovers	Reputable, construction quality, pink book handovers	Not focused
Price*/Expectation	VND2.5-4.2bn (USD100-168k) for a 2BR condo unit; affordable mortgage payment	Above VND4.2bn (USD168k) for a 2BR condo unit. Price appreciation outlook	Low upfront capital; price appreciation outlook
Holding horizon	Long term	Long term	Short term
2025F outlook (Vietcap's view)	Sustainable solid demand	Selectively recovering	Slowly recovering

Survey on property purchase purpose in 2024 (N=1,421; 6 provinces) **

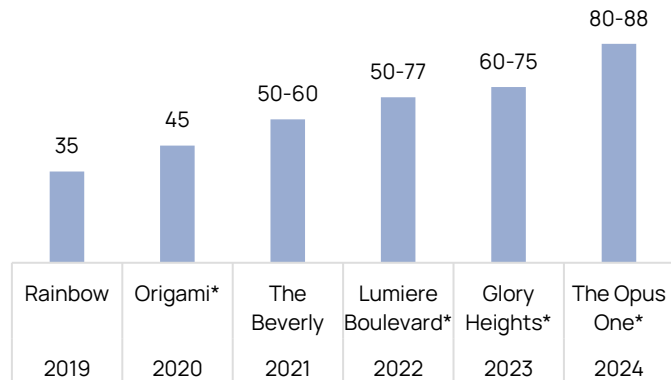


Prices: Primary price increases to slow to single-digit growth from 2024's high base level

CBRE's primary condo prices for Hanoi, HCMC, and select border provinces (VND mn/sqm)



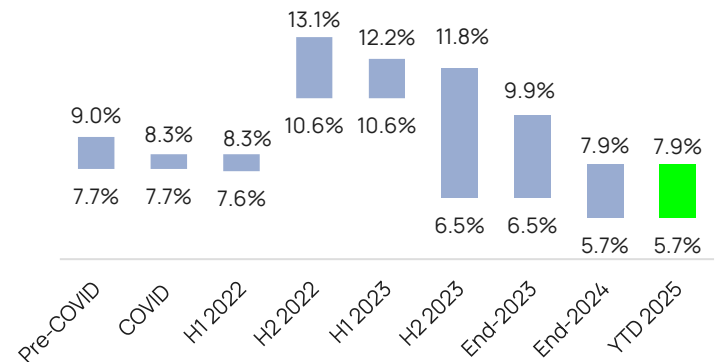
Primary condo prices ⁽²⁾ (VND mn/sqm) at first launch of phases in Vinhomes Grand Park (HCMC)



Sales incentives for 2024 new project launches

- Relaxed payments up to 5 years
- Discount for quick payment up to 16%
- Interest subsidy up to 30 months

Preferential interest rates (in first 1 year) for mortgage package (estimated, % p.a.) ⁽³⁾



VHM first launched retail sales at Vinhomes Grand Park (HCMC) in 2019 with Rainbow phase; (*) launched by sub-developers (VHM's bulk sales buyers). We have observed that these newer phases benefit from developed comprehensive amenities, high-quality furniture, and better locations compared to the earlier phases.

Legal reforms to encourage sustainable development in the sector

Crucial steps in the approval process of the Amended Land Law



Progressive legal movement from late-2024

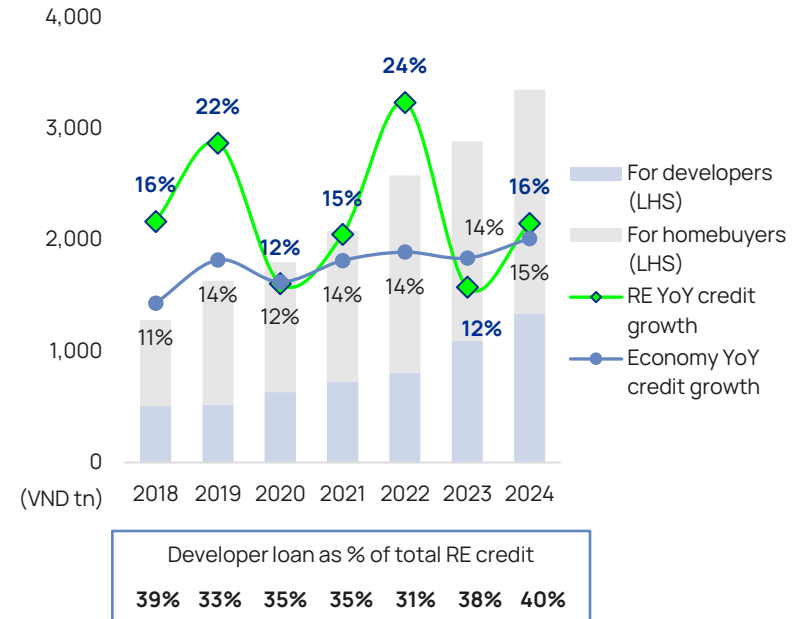
Legal step	Notable example
Master plan	<ul style="list-style-type: none"> Bien Hoa (Dong Nai)'s 1/10,000 revised master plan in November 2024, to support revision progress of NLG - Izumi City and NVL - Aqua City's 1/500 detailed plan. HCMC's master plan approved in December 2024.
Land use rights fee (LURF)	<ul style="list-style-type: none"> Several provinces issue new land price tables. NLG - Can Tho completed LURF payment in September 2024. NVL - NovaWorld Phan Thiet received adjusted land lease decision in November 2024, a basis for resolving land financial obligations.
Construction permit	<ul style="list-style-type: none"> DXG's Gem Riverside received in September 2024. HDC received for Ecotown Phu My in November 2024 and Dai Duong in January 2025. KDH - The Solina Phase 1 received in early 2025.

Active equity issue plans in 2025

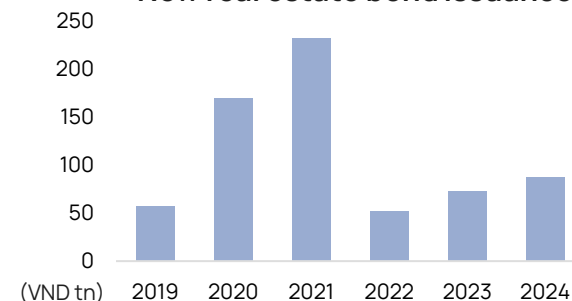
Capital raisings of select real estate companies in 2024-2025G

Ticker	LQ Net D/E	Bond issues	Rights issue	Private placement
VHM	22%	Issued VND22.4tn in 2024 (domestic; fixed interest rate 12% p.a.). Up to an additional USD500mn (international).		
Vinpearl	34%		Raised VND5.0tn	
BCM	103%	Issued VND3.2tn in 2024 (domestic; interest rate 10.2-12% p.a.)	Expected VND20.9tn** (via public auction)	
KDH	19%			Raised VND3.0tn
NVL	119%		Up to VND11.7tn	Up to VND2tn
KBC	8%			Expected VND6.25tn
PDR	43%		Raised VND1.34tn	
DIG	27%	Issued VND1.6tn in 2024 (domestic; interest rate of 11.25% p.a.)	Up to VND3.0tn (halted in 2024)	Up to VND3.0tn
NLG	5%	Issued VND2.5tn in 2024 (domestic; fixed interest rate in first year: 9.5-10.11% p.a.)	Up to VND5.0tn	
VPI	80%	Issued VND1.05n in 2024 (domestic; fixed interest rate in first year of 11% p.a.)		
DXG	34%	Issued VND235bn in 2024 (domestic; fixed interest rate 10.2% p.a.)	Expected VND1.8tn	Minimum of VND1.74tn
HDC	70%		Raised VND300bn	
IJC	21%		Raised VND1.26tn	

Outstanding bank credit to real estate



New real estate bond issuance



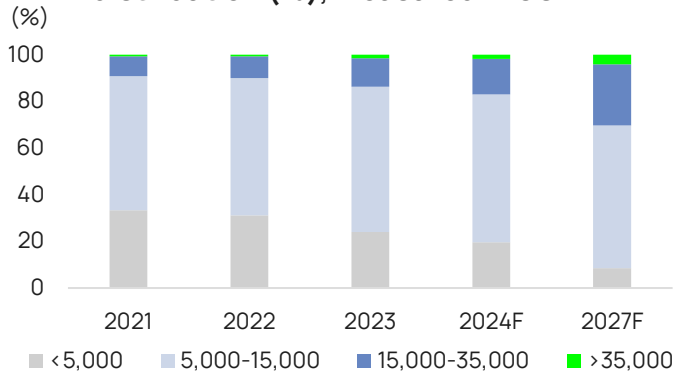
Increasing M&A in satellite provinces

Select land bank/project divestments and joint ventures in 2024

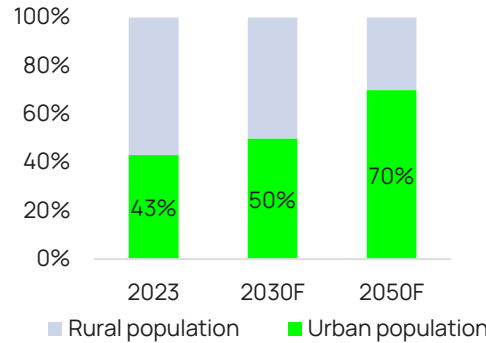
Seller	Buyer	Buyer nationality	Project	Deal size	Location	Stage of transaction
VHM	Undisclosed	Foreign	Royal Island	VND16.6tn	Hai Phong	Completed
VHM	Undisclosed	Foreign	Ocean Park 3	VND3.4tn	Hung Yen	Completed
VHM	Undisclosed	Foreign	Ocean Park 3	VND13.2tn	Hung Yen	MOU signed in Q4 2024.
VEF	Undisclosed	Undisclosed	Co Loa (Vinhomes Global Gate)	Expected VND40tn	Hanoi	VEF will adjust/issue the project LURC* to a potential buyer, with an expected deadline in Q1 2025 and with a 90-day extension.
NVL	Undisclosed	Undisclosed	A HCMC project	VND7.0tn for minor stake	HCMC	Completed
NVL	Undisclosed	Undisclosed	Undisclosed	VND1.0tn	Undisclosed	Completed
SkyVenue	SkyWorld Development Berhad	Malaysia	Guocoland (remaining land plots)	Undisclosed, for 49% stakes	Binh Duong	MOU signed in August 2024.
Keppel	HTV Dai Phuoc & Vinobly	Vietnam	Saigon Sports City	VND7.4tn, for 70% stakes	HCMC	MOU signed in October 2024.
Kim Oanh	Sumitomo Forestry, Kumagai Gumi, NTT Urban Development	Japan	The One World	Undisclosed	Binh Duong	MOU signed in May 2024, joint venture agreement.

Long-term outlook: Structural growth drivers for housing sector remain solid

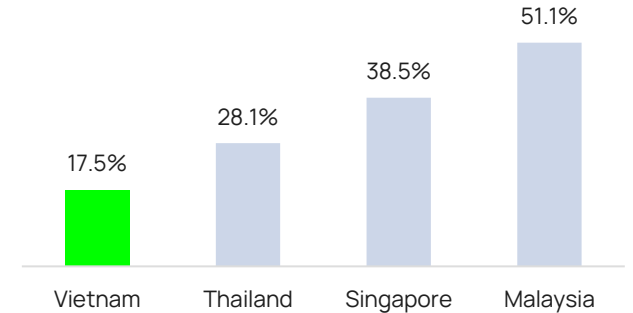
Vietnam's projected household income distribution (%), measured in USD



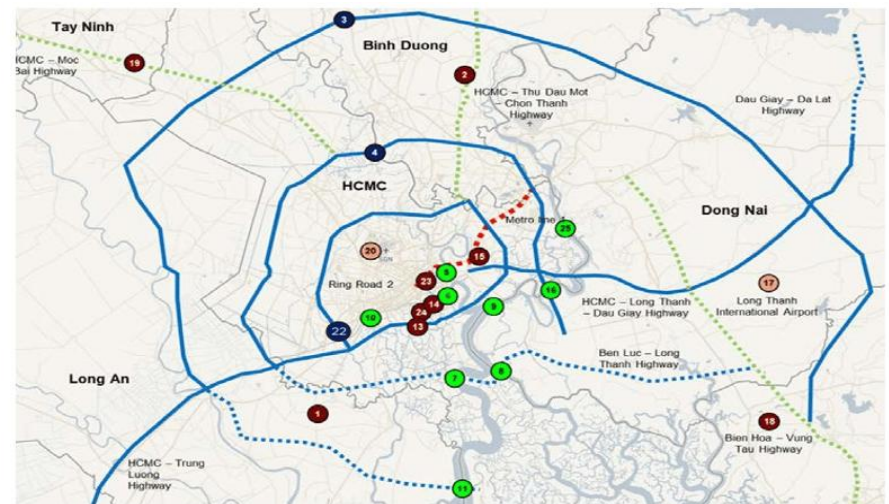
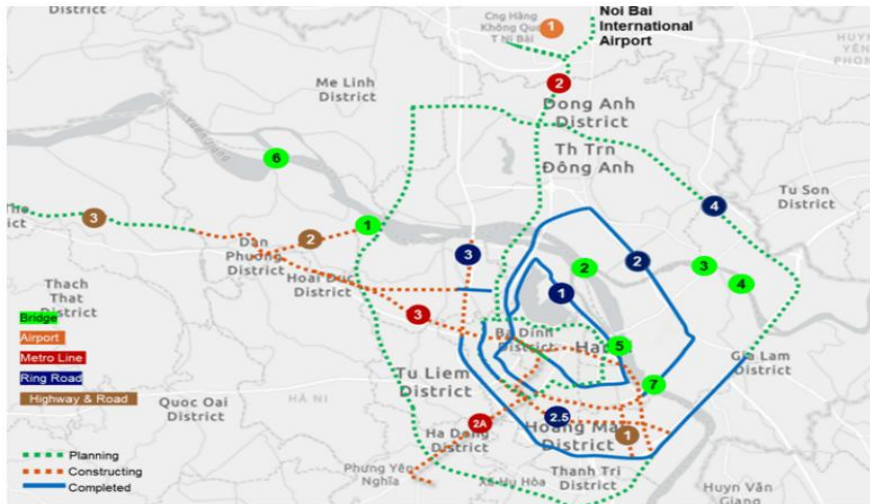
Vietnam's urbanization rate (%)



Total home mortgage loans outstanding as percentage of GDP in 2024



Infrastructure improvement to spur demand in areas surrounding the centers of Hanoi and HCMC



Vietcap real estate coverage

Real Estate: Key data

Code	Rating	Market Cap USD mn	State O'ship %	Foreign Limit %	Foreign Avail USD mn	ADTV 30D USD mn	Share Price VND ps	Target Price VND ps	Target Price Updated	Upside %	Dividend Yield %	12M TSR %
NLG	BUY	492	0%	50%	38	2.5	32,550	47,000	2/6/25	44%	2%	46%
KDH	BUY	1,356	0%	50%	175	2.2	34,200	42,100	2/21/25	23%	0%	23%
HDC	O-PF	172	0%	49%	80	1.2	24,650	29,400	8/30/24	19%	0%	19%
DXG	O-PF	523	0%	50%	164	5.6	15,300	17,500	2/11/25	14%	0%	14%
DXS	O-PF	161	0%	50%	50	0.4	7,110	7,400	2/11/25	4%	0%	4%
VRE	O-PF	1,533	0%	49%	480	4.1	17,200	20,000	2/21/25	16%	0%	16%
VHM	M-PF	6,298	0%	50%	2,386	7.0	39,100	42,500	2/21/25	9%	0%	9%
VIC	M-PF	5,894	0%	48%	2,380	7.5	40,400	43,700	2/21/25	8%	0%	8%
IJC	NR	221	50%	49%	98	1.2	14,950	18,500*	1/20/25	N.A.	N.A.	N.A.

Real Estate: Summary valuations

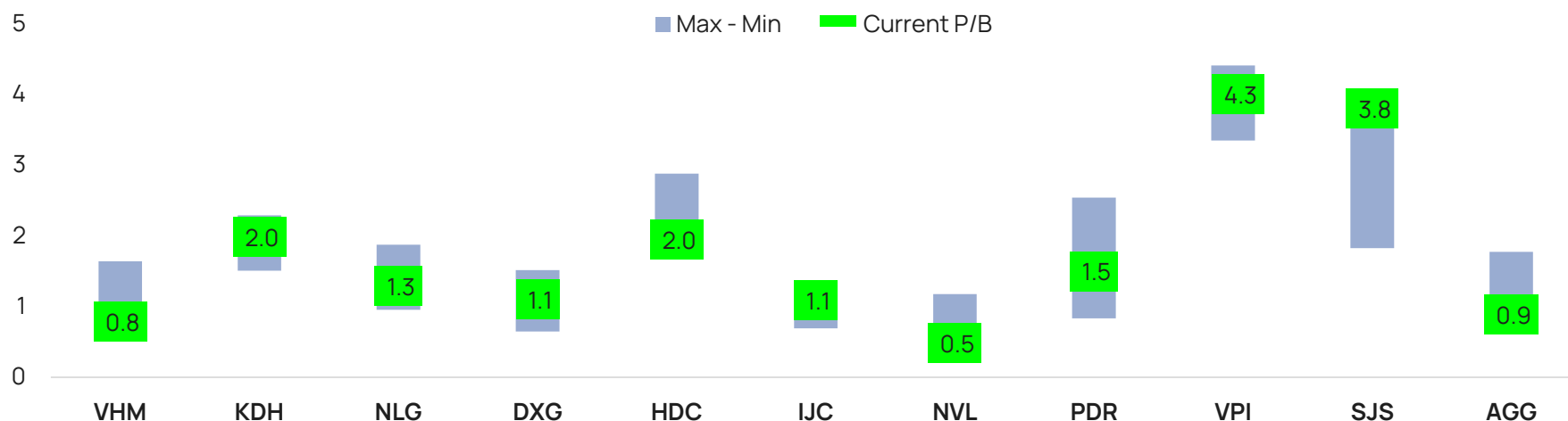
Code	Share price VND ps	EPS g 2024 %	EPS g 2025F %	EPS g 2026F %	P/E LTM x	P/E 2025F x	P/E 2026F x	P/B LQ x	P/B 2025F x	P/B 2026F x	ROE 2025F %	Net D/E LQ %
NLG	32,550	7%	32%	13%	25.6	19.5	17.2	1.3	1.2	1.2	7%	5%
KDH	34,200	9%	6%	29%	41.4	39.3	30.4	2.0	1.9	1.8	5%	19%
HDC	24,650	-50%	377%	1%	63.4	13.3	13.2	2.0	1.6	1.4	13%	70%
DXG	15,300	21%	-13%	65%	43.8	53.2	32.2	1.1	1.1	1.0	2%	34%
DXS	7,110	N.M.	98%	54%	32.5	16.4	10.7	0.7	0.7	0.6	5%	21%
VRE	17,200	-7%	3%	19%	9.5	9.3	7.8	0.9	0.8	0.8	10%	4%
VHM	39,100	-5%	1%	-3%	5.4	5.3	5.5	0.8	0.7	0.6	14%	22%
VIC	40,400	458%	1%	-14%	12.8	12.7	14.8	1.1	1.0	0.9	8%	116%
IJC	14,950	-32%	49%	N.A.	16.4	13.7	N.A.	1.1	1.1	N.A.	31%	11%

Real estate share price performance and P/B multiples

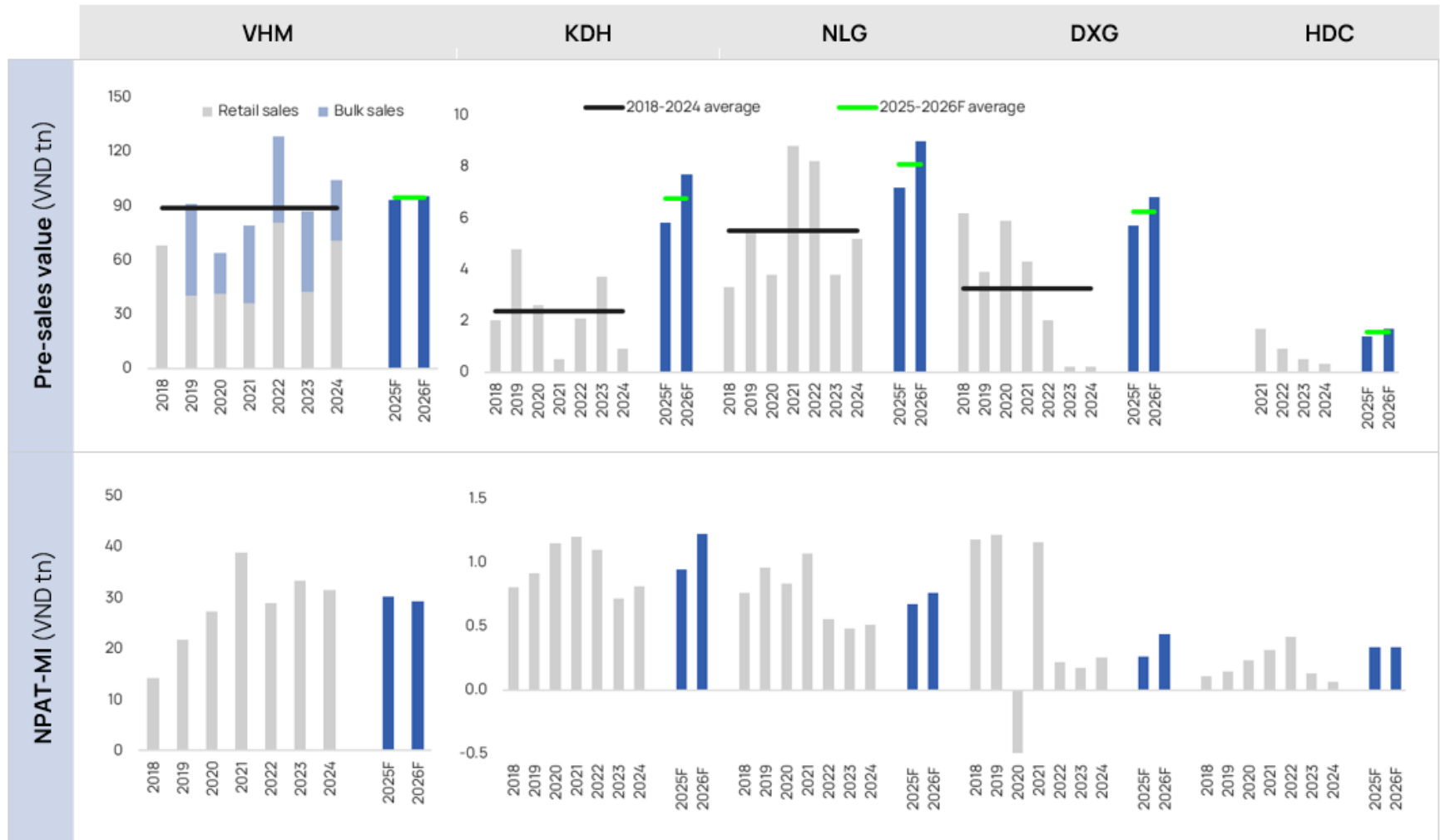
Share price performance

	VN-Index	VIC	VRE	VHM	KDH	NLG	DXG	DXS	HDC	IJC	NVL	PDR	VPI	SJS	AGG
H1 2022	-20%	-23%	-5%	-24%	-24%	-44%	-44%	-43%	-51%	-42%	-18%	-26%	15%	-12%	-3%
H2 2022	-16%	-27%	-8%	-23%	-25%	-13%	-35%	-60%	-22%	-34%	-81%	-74%	-6%	-37%	-12%
H1 2023	11%	-5%	2%	15%	16%	6%	16%	35%	21%	47%	6%	24%	-2%	-8%	-6%
H2 2023	1%	-13%	-13%	-21%	12%	11%	38%	5%	17%	0%	15%	66%	6%	66%	-8%
H1 2024	10%	-8%	-12%	-13%	18%	13%	-17%	-6%	-5%	17%	-22%	-6%	6%	-9%	-10%
H2 2024	2%	-2%	-16%	6%	8%	-12%	-3%	2%	0%	0%	-23%	-13%	23%	17%	-19%
YTD 2025	2%	0%	0%	-2%	-5%	-11%	2%	-1%	-2%	8%	-8%	-6%	-2%	34%	10%

Historical LQ P/B in the last two years



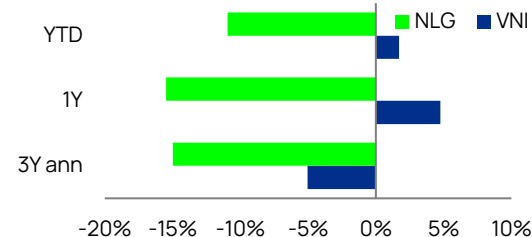
Vietcap real estate coverage: Presales and earnings forecasts



NLG – Well-positioned to benefit from second-tier recovery

Rating*	BUY		2024	2025F	2026F	2027F
Share Price (Feb 19)	VND32,550	Revenue (VND bn)	7,196	4,807	6,684	5,663
Target Price (TP)*	VND47,000	% YoY	126.2%	-33.2%	39.1%	-15.3%
		EBIT (VND bn)	1,678	1,096	1,655	1,409
		NPAT-MI (VND bn)	512	674	761	790
Upside to TP	+44.4%	% YoY	5.9%	31.6%	13.0%	3.8%
Dividend Yield	1.5%	EPS % YoY	7.0%	31.6%	13.0%	3.8%
TSR	+45.9%	Presales (VND bn)	5,200	7,200	9,000	9,700
		GPM	42.6%	46.0%	43.9%	45.8%
Industry	Real Estate	OPM	23.3%	22.8%	24.8%	24.9%
Market Cap	USD491.5mn	NPM	7.1%	14.0%	11.4%	13.9%
Foreign Room	USD38.2mn	ROE	5.4%	6.8%	7.3%	7.2%
ADTV30D	USD2.5mn	Net D/E	5.0%	11.4%	19.3%	15.0%
State Ownership	0.0%	P/E	25.6x	19.5x	17.2x	16.6x
Outstanding Shares	385.1 mn	P/B	1.3x	1.2x	1.2x	1.1x
Fully Diluted Shares	385.1 mn					

* TP and rating last updated February 6, 2025



Company Overview

NLG is a property developer with over 30 years of experience. After becoming a proven low-end housing developer, NLG expanded into the mid-range and landed properties segments across its land bank in HCMC, Long An, Dong Nai, and Hai Phong.

An experienced developer with well-positioned products to capitalize on solid owner-occupier demand in the mid-end housing market and a sustainable development strategy of partnering with Japanese developers. We anticipate a gradual market recovery in second-tier provinces starting in 2025F, where NLG benefits from its strong brand equity and a proven track record with launched projects. We also expect NLG to continue to succeed in its joint-development strategy with its land bank in HCMC, Dong Nai, and Long An.

Presales growth to sustain in 2025-26F: We forecast NLG's 2025-26F presales to average VND8.1tn p.a. (USD318mn) vs the 2023-2024 average of VND4.55tn p.a. (USD178mn), driven by expected launches for next phases at Izumi City, Mizuki Park, and Akari City, as well as ongoing presales at Southgate and Can Tho. We expect NLG will launch new project Paragon in 2027F.

Continuing co-development strategy via project stake sales to support 2025F earnings growth: We anticipate that NLG will proceed with the next partial stake sale of 15% for the Izumi City project (following the transfer of the initial 35% stake to Japanese partners in 2020). We forecast an after-tax gain of VND271bn (USD11mn) from this transaction, accounting for 40% of our 2025F NPAT-MI forecast (VND674bn/USD26mn; +32% YoY).

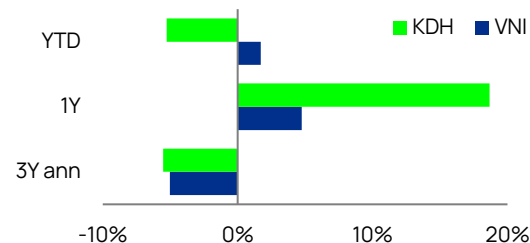
Rights issue plan to support project development in the medium term: NLG is seeking shareholders' written approval for its 2025 rights issue plan (100 million shares, 26% of O/S at VND25,000/share), in which total proceeds will be used for project development, debt payment and capital contribution in subsidiaries. We have not yet factored the rights issue plan into our forecasts and valuation for NLG. We expect strong earnings and presales growth in 2025-26F to partly offset the potential dilution risk from the rights issue plan.

Downside risk: Slower-than-expected launches of new phases at key projects.

KDH – New medium-scale projects to boost 2025/26F presales

Rating*	BUY		2024	2025F	2026F	2027F
Share Price (Feb 19)	VND34,200	Revenue (VND bn)	3,279	4,858	5,576	6,321
Target Price (TP)*	VND42,100	% YoY	57.0%	48.2%	14.8%	13.4%
		EBIT (VND bn)	1,309	2,401	3,004	3,284
		NPAT-MI (VND bn)	810	947	1,224	1,542
Upside to TP	+23.1%	% YoY	13.1%	16.9%	29.2%	26.0%
Dividend Yield	0.0%	EPS % YoY	9.0%	5.5%	29.2%	26.0%
TSR	+23.1%	Presales (VND bn)	900	5,800	5,700	7,000
		GPM	53.1%	61.0%	65.7%	62.6%
Industry	Real Estate	OPM	39.9%	49.4%	53.9%	52.0%
Market Cap	USD1.4bn	NPM	24.7%	19.5%	21.9%	24.4%
Foreign Room	USD175mn	ROE	4.6%	5.3%	6.5%	7.6%
ADTV30D	USD2.2mn	Net D/E	19.2%	21.0%	18.0%	14.8%
State Ownership	0.0%	P/E	41.4x	39.3x	30.4x	24.1x
Outstanding Shares	1.0 bn	P/B	2.0x	1.9x	1.8x	1.6x
Fully Diluted Shares	1.0 bn					

* TP and rating last updated February 21, 2025



Company Overview

KDH is a well-known landed property (townhouses and villas) developer in HCMC. Since 2017, the company has expanded into mid-range condo developments. Currently, KDH owns projects with total land area of ~600 ha located in Thu Duc, Binh Chanh District, and Binh Tan District of HCMC.

KDH possesses an undervalued land bank that is one of the largest in HCMC. We believe housing products from experienced developers with strong brand equity – such as KDH with its dominance in the HCMC landed housing segment – will be among the first to benefit from the recovering market.

New medium-scale projects to drive 2025/26F presales vs 2024 low base: For 2025F, we anticipate that the JV project with Keppel (11.8 ha; this project includes ~200 low-rise units and ~600 condos) will launch presales for its low-rise portion and begin contributing earnings to KDH. For 2026F, we expect The Solina (~500 low-rise units or ~13 ha planned for Phase 1; fully paid the land use rights fee for Phase 1), and the Le Minh Xuan Expansion IP (~110 ha of total site area) will start presales/sales contributions for KDH, as both projects are slated to begin construction in 2025 after obtaining their construction permits in early February 2025.

Tan Tao project to start presales from 2027F: KDH has completed over 85% of land compensation for the Tan Tao (~329 ha; Binh Tan District, HCMC) as of end-2024. We believe the Tan Tao project will drive KDH's long-term growth outlook given (1) the company's established reputation and solid financial position, and (2) expected strong demand amid limited new supply in HCMC.

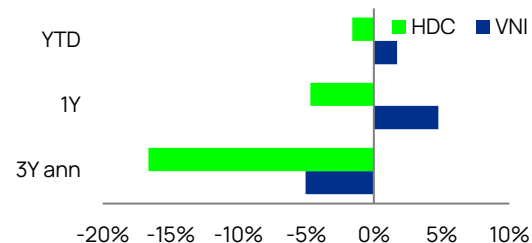
KDH is currently trading at respective 2025/26F P/Bs of 1.9x/1.8x (based on our forecasts), compared to its 3Y average P/B of 2.1x, which we think is an attractive level given the company's valuable land bank pipeline in HCMC.

Downside risk: Slower-than-expected launches of large-scale projects such as Tan Tao.

HDC – Large land bank leveraged to expected recovery in Vung Tau

Rating*	OUTPERFORM		2023	2024	2025F	2026F
Share Price (Feb 19)	VND24,650	Revenue (VND bn)	665	546	1,024	1,447
Target Price (TP)*	VND29,400	% YoY	-48.7%	-17.9%	87.4%	41.3%
		EBIT (VND bn)	240	163	346	496
		NPAT-MI (VND bn)	132	65	334	337
Upside to TP	+19.3%	% YoY	-68.6%	-50.7%	415.1%	0.9%
Dividend Yield	0.0%	EPS % YoY	-65.1%	-50.3%	377.1%	0.9%
TSR	+19.3%	Presales (VND bn)	500	300	1,400	1,700
		GPM	44.7%	40.3%	40.0%	40.9%
Industry	Real Estate	OPM	36.0%	29.9%	33.8%	34.3%
Market Cap	USD172.4mn	NPM	19.8%	11.9%	32.6%	23.3%
Foreign Room	USD80.0mn	ROE	7.1%	3.1%	12.9%	11.6%
ADTV30D	USD1.2mn	Net D/E	88.6%	69.7%	57.6%	60.7%
State Ownership	0.0%	P/E	31.5x	63.4x	13.3x	13.2x
Outstanding Shares	178.4 mn	P/B	1.9x	2.0x	1.6x	1.4x
Fully Diluted Shares	178.4 mn					

* TP and rating last updated August 30, 2024



Company Overview

HDC is a property developer with 34 years of experience. HDC currently owns projects with a total land area of ~430 ha, mainly located in Ba Ria Vung Tau Province.

An experienced developer to benefit from recovery in the Ba Ria - Vung Tau (BRVT) market. HDC currently owns a total land bank of ~430 ha that is under development, mainly in BRVT (except one project in Binh Thuan). In the long run, we believe HDC can capitalize on its large land bank supported by its extensive experience in BRVT and improving infrastructure development in southern Vietnam (i.e., future Bien Hoa-Vung Tau Expressway, to complete by 2026G).

2025-26F presales and profit to recover from the low base in 2024: In 2024, The Light City Phase 1 and Ngoc Tuoc 2 projects recorded gradual continued presales, while the earnings fell short of our previous expectations as stake sales were not recorded in Q4. For 2025-26F, we expect the the presales will recover, supported by launched projects The Light City Phase 1, Ngoc Tuoc 2, West 3/2 and new small-scale projects including Ecotown Phu My (social housing; construction kick-off in November 2024) and East 3/2. We expect (1) new presales and (2) stake sales recognition will drive 2025-26F earnings.

Large-scale projects to drive the long-term outlook: Currently, HDC is working on legal procedures for other large-scale pipeline projects including The Light City P2 (21.8 ha), Long Dien (36 ha), Phuoc Thang (50 ha), and Vung Tau Wonderland (234 ha). We believe HDC's large land bank can support at least 15 years of development. We think that HDC would need to raise capital to develop these large-scale projects from 2025F onwards.

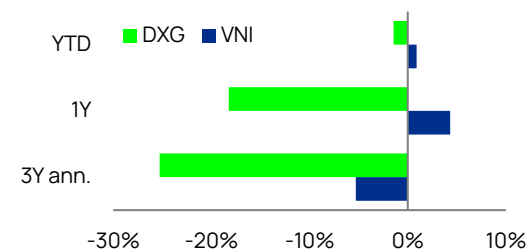
HDC is currently trading at a 2025F P/B of 1.6x, respectively (based on our forecast), vs its average two-year P/B of 2.2x.

Downside risks: Longer-than-expected development timeline of projects; challenges to raise capital for large-scale project developments.

DXG – GSW, GR relaunches to drive presales recovery

Rating*	OUTPERFORM		2024	2025F	2026F	2027F
Share Price (Feb 19)	VND14,750	Revenue (VND bn)	4,733	4,439	5,745	7,519
Target Price (TP)*	VND17,500	% YoY	27.1%	-6.2%	29.4%	30.9%
		EBIT (VND bn)	1,153	1,152	1,615	2,586
		NPAT-MI (VND bn)	253	265	438	922
Upside to TP	+18.6%	% YoY	46.9%	4.9%	65.1%	110.8%
Dividend Yield	0.0%	EPS % YoY	21.2%	-13.2%	65.1%	112.7%
TSR	+18.6%	Presales (VND bn)	200	5,700	6,800	7,300
		GPM	48.3%	52.8%	53.1%	58.2%
Industry	Real Estate	OPM	24.3%	26.0%	28.1%	34.4%
Market Cap	USD503.7mn	NPM	5.3%	6.0%	7.6%	12.3%
Foreign Room	USD157.1mn	ROE	2.5%	2.3%	3.4%	6.9%
ADTV30D	USD5.4mn	Net D/E	34.4%	22.6%	16.2%	16.6%
State Ownership	0.0%	P/E	44.5x	51.3x	31.0x	14.6x
Outstanding Shares	870.8 mn	P/B	1.0x	1.0x	1.0x	0.9x
Fully Diluted Shares	870.8 mn					

* TP and rating last updated February 11, 2025



Company Overview

DXG is a mid-range residential developer with land bank focused in HCMC, Binh Duong, and Dong Nai. DXG's 59%-owned subsidiary Dat Xanh Services (HOSE: DXS) is a leading property brokerage company with around 30% market share nationwide.

Gem Sky World (GSW) and Gem Riverside (GR) relaunches to boost 2025-26F presales vs minimal presales in 2023-24F: We project 2025-26F presales to surge to VND5.7tn/VND6.8tn (USD224mn/USD267mn) in 2025/26F, respectively, vs minimal presales in 2023-24, supported by the expected relaunches of GSW (total of ~4,000 low-rise/land-plot units; ~60% presold and ~45% delivered at end-2024; Dong Nai Province) and Gem Riverside (GR; 4.3 ha; Thu Duc, HCMC). For GR, DXG is preparing to start construction and aims to receive its sales permit by H1 2025G; we expect presales at this project to start in 2025F and for handovers to start in 2027F. Additionally, we expect GSW to relaunch in 2025F, benefiting from the ongoing development of the Long Thanh International Airport.

Brokerage segment recovery to continue in 2025F: We forecast DXG's brokerage revenue to climb 31%/30% YoY in 2025/26F, respectively, driven by our expectations for increased property transactions and brokerage activities from the low levels of 2023-24, and the relaunches of DXG and DXS's self-developed projects.

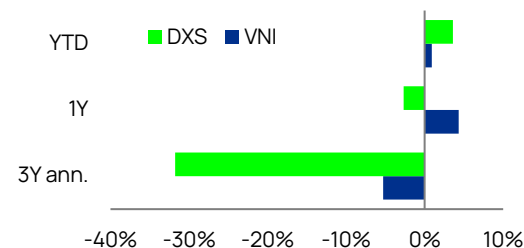
Pipeline projects in Binh Duong to support long-term prospects: We expect DXG's land bank in Binh Duong (including Opal Luxury: 8.4 ha, Park View: 5 ha, Park City: 10 ha, and Opal City View: 1.0 ha) to contribute to DXG's long-term growth outlook.

Downside risks: Slower-than-expected new launches; dilution risk from capital raising plans.

DXS – Recovery in brokerage transactions to continue in 2025F

Rating*	OUTPERFORM		2024	2025F	2026F	2027F
Share Price (Feb 19)	VND6,940	Revenue (VND bn)	2,376	2,646	3,194	3,787
Target Price (TP)*	VND7,400	% YoY	20.1%	11.4%	20.7%	18.6%
		EBIT (VND bn)	449	688	1,001	1,337
		% YoY	321.7%	53.3%	45.6%	33.6%
Upside to TP	+6.6%	NPAT-MI (VND bn)	141	279	430	597
Dividend Yield	0.0%	% YoY	N.M.	98.4%	54.0%	39.0%
TSR	+6.6%	EPS	N.M.	98.4%	54.0%	39.0%
		GPM	48.7%	54.0%	57.8%	60.8%
Industry	Real Estate	OPM	18.9%	26.0%	31.3%	35.3%
Market Cap	USD157.6mn	NPM	5.9%	10.5%	13.4%	15.8%
Foreign Room	USD48.9mn	ROE	2.4%	4.5%	6.6%	8.5%
ADTV30D	USD370,000	Net D/E	20.7%	13.2%	4.8%	-5.1%
State Ownership	0.0%	P/E	31.8x	16.0x	10.4x	7.5x
Outstanding Shares	579.1 mn	P/B	0.7x	0.6x	0.6x	0.5x
Fully Diluted Shares	579.1 mn					

* TP and rating last updated February 11, 2025



Company Overview

DXS is the leading brokerage company in Vietnam with around 30% of the primary brokerage market share and a strong nationwide distribution network. DXS enjoys a superior margin from its full-service brokerage business, which is a key competitive advantage compared to local peers.

Property brokerage transactions to continue recovering in 2025F: We expect the brokerage segment's revenue to grow by 47%/30% YoY in 2025/26F (compared to doubled growth in 2024), with its gross margin improving to 64% and 67% (up from 61% in 2024). These projections are supported by our expectation of a continued recovery in the overall property market from a low base in 2023.

Strong unbilled backlog to translate to profit recognition over the medium term: As of end-2024, deposits for marketing and product distribution contracts of real estate projects amounted to VND4.9tn (USD193mn; +9% YoY). Additionally, DXS recorded end-2024 inventory of VND4.4tn (USD174mn; +7% YoY), mainly from self-developed projects like the Regal Legend (21 ha; Quang Binh), Regal Pavilion (2.1 ha; Da Nang), and Regal Maison (4.1 ha; Phu Yen), which are expected to drive DXS's property sales revenue recognition in the medium term.

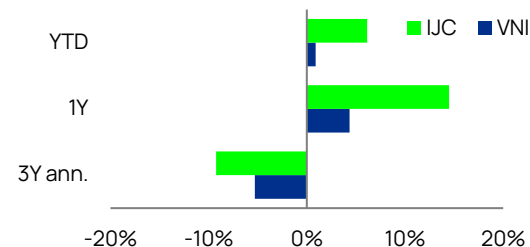
Gem Sky World and Gem Riverside relaunches to support brokerage segment: We expect these projects (developed by DXG – DXS's parent company) to relaunch in 2025F and to contribute around 20% to DXS's 2025/26F brokerage revenue forecasts.

Downside risk: Slower-than-expected recovery in property sales activities.

IJC – Cleared residential land in Binh Duong; valuable IP affiliate

Rating*	NOT RATED		2022	2023	2024	2025F
Share Price (Feb 19)	VND14,700	Revenue (VND bn)	1,968	1,494	1,021	1,522
Fair value*	VND18,500	% YoY	-24.4%	-24.1%	-31.7%	49.1%
		EBIT (VND bn)	705	550	350	529
		% YoY	-19.7%	-22.0%	-36.4%	51.3%
Upside to TP	+25.9%	NPAT-MI (VND bn)	511	395	355	426
Dividend Yield	3.4%	% YoY	-17.7%	-22.7%	-10.0%	19.8%
TSR	+29.3%	EPS	-16.2%	-31.2%	-10.0%	19.8%
		GPM	41.1%	43.5%	45.0%	41.3%
Industry	Real Estate	OPM	35.8%	36.8%	34.3%	34.8%
Market Cap	USD217.8mn	NPM	26.0%	26.4%	34.8%	28.0%
Foreign Room	USD96.3mn	ROE	14.3%	10.3%	5.9%	8.3%
ADTV30D	USD1.1mn	Net D/E	20.1%	18.1%	11.1%	30.6%
State Ownership	0.0%	P/E	6.8x	9.8x	16.4x	13.7x
Outstanding Shares	579.1 mn	P/B	0.8x	1.0x	1.1x	1.1x
Fully Diluted Shares	579.1 mn					

* Fair value updated January 20, 2025



Company Overview

IJC is a mid-cap residential developer with land bank focused in Binh Duong. In addition, IJC is the toll fee collector for National Highway 13, an important route connecting HCMC and Binh Duong. The company also holds a 31.6% stake in the mega-scale IP & UA project Becamex Binh Phuoc. Becamex IDC (HOSE: BCM) is IJC's largest shareholder who currently holds a 49.8% stake.

Experienced residential developer in Binh Duong with exposure to IP and toll collection: IJC is a mid-cap residential developer with saleable land bank of around 56 ha in Binh Duong Province, the majority of which has completed land clearance and fully paid land use rights fees.

Sunflower II and Prince Town II to drive 2025F residential segment recovery: We project the residential segment's 2025F revenue at VND805bn (USD32mn; +145% YoY), driven by accelerated sales and handover activities at Sunflower II (5.3 ha of total saleable area, BDNC) and IJC Hoa Loi, as well as the launch of Prince Town II (3.6 ha of total saleable area, BDNC). Additionally, we expect the real estate market in Binh Duong to warm up, alongside the development of upcoming infrastructure development such as the National Highway 13 expansion.

Becamex Binh Phuoc affiliate to increase profit contribution: We estimate income from affiliates to contribute VND82bn (USD3.2mn) to 2025F PAT (or 19% of our 2025F NPAT forecast), mostly from the Becamex Binh Phuoc affiliate (31.6%-owned by IJC; the IP is ~18% occupied, with over 300 ha leased by end-2024). We expect demand to grow in the medium to long term due to its proximity to highly-occupied Binh Duong Province and improving infrastructure, particularly from the development of the HCMC – Chon Thanh Expressway.

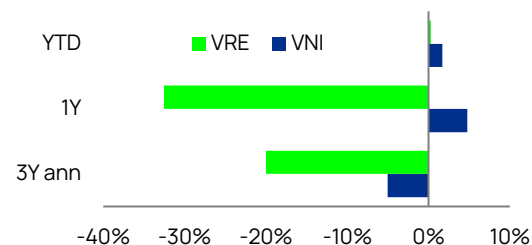
BOT segment to provide sustainable cash inflow: We expect the BOT segment to maintain a CAGR of 10% in revenue in 2023-2030F as we expect increased traffic flow and toll collection fees due to IJC currently participating in the project to expand National Highway 13 from six lanes to eight lanes, with a total expected investment cost of VND1.5tn (USD59mn).

Downside risk: Slower-than-expected recovery in property sales activities.

VRE – Retail leasing profits to recover in 2025F

Rating*	OUTPERFORM		2024	2025F	2026F	2027F
Share Price (Feb 19)	VND17,200	Revenue (VND bn)	8,939	9,007	11,020	12,144
Target Price (TP)*	VND20,000	% YoY	-8.7%	0.8%	22.3%	10.2%
		EBIT (VND bn)	3,773	4,274	5,293	6,036
		Leasing NOI (VND bn)	5,747	6,188	7,166	7,960
Upside to TP	+16.3%	NPAT-MI (VND bn)	4,096	4,205	5,019	5,597
Dividend Yield	0.0%	% YoY	-7.1%	2.7%	19.4%	11.5%
TSR	+16.3%	EPS	-7.1%	2.7%	19.4%	11.5%
		GPM	53.2%	55.5%	56.0%	57.4%
Industry	Real Estate	OPM	42.2%	47.4%	48.0%	49.7%
Market Cap	USD1.5bn	NPM	45.8%	46.7%	45.5%	46.1%
Foreign Room	USD480mn	ROE	10.3%	9.6%	10.3%	10.4%
ADTV30D	USD4.1mn	Net D/E	3.6%	1.8%	-1.3%	-5.8%
State Ownership	0.0%	P/E	9.5x	9.3x	7.8x	7.0x
Outstanding Shares	2.3 bn	P/B	0.9x	0.8x	0.8x	0.7x
Fully Diluted Shares	2.3 bn					

* TP and rating last updated February 21, 2025



Company Overview

VRE is the leading developer, owner, and operator of retail malls in Vietnam. The company currently owns 1.84 million sqm of retail GFA under four different mall formats: Vincom Center (VCC), Vincom Mega Mall (VMM), Vincom Plaza (VCP), and Vincom+ (VC+).

Leading mall developer that is well-positioned to capitalize on the rise of modern retail in Vietnam over the long run, with its dominant position and proven track record.

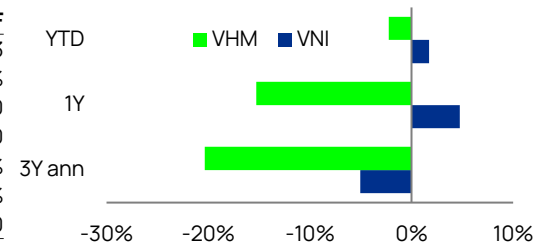
Retail leasing profits to recover in 2025F: The segment maintained a gradual QoQ improvement in Q4 2024 across revenue (+2% QoQ and +4% YoY), leasing NOI margin (+0.2 ppts QoQ and -4.2 ppts YoY), and average occupancy rate (+0.6 ppts QoQ) in Q4 2024. Full-year 2024 retail leasing gross profit declined 4% YoY, primarily due to tenant turnover in H1 2024 and higher YoY energy costs. For 2025F, we forecast VRE's retail leasing gross profit at VND4.9tn (USD193mn; +12% YoY), driven by (1) an improvement in tenant sales and occupancy rates supported by recovering consumer spending toward end-2025 and mall upgrade initiatives and (2) full-year contributions from new malls opened in 2024 – including Vincom Mega Mall Grand Park (HCMC).

Enhanced operation efficiency at existing malls and new openings to drive growth in the medium term: In 2024, VRE re-opened two VCP malls 3/2 (HCMC) and VCP Imperia (Hai Phong) following upgrades to the tenant mix and/or design. These enhancements led to improved occupancy rates, with VCP 3/2 reaching 92% in Q4 2024, up from 56% before renovation, and VCP Imperia rising to 82% from 56%. Additionally, VRE plans to expand its commercial street concept by acquiring 1,200 shophouses in the Royal Island and Golden Avenue projects from VIC/VHM to develop for sales, which we believe will boost foot traffic for upcoming mall launches. We project a 2025-2029F NPAT-MI CAGR of 12% for VRE, driven by an expected resilient leasing NOI margin averaging 70.6% (up from 68.8% in 2024) and an average annual retail leasing GFA addition of ~109,000 sqm during 2025-2029F.

Downside risks: Slower-than-expected profit margin improvement; slower-than-expected development of projects under BCCs with VIC/VHM.

VHM – Wonder City, southern projects to begin presales in 2025F

Rating*	MARKET PERFORM		2024	2025F	2026F	2027F	
Share Price (Feb 19)	VND39,100	Revenue (VND bn)	102,045	88,930	88,616	95,063	YTD
Target Price (TP)*	VND42,500	% YoY	-1.5%	-12.9%	-0.4%	7.3%	
		EBIT ** (VND bn)	40,600	38,800	38,800	37,800	1Y
		NPAT-MI (VND bn)	31,527	30,226	29,337	29,430	
Upside to TP	+8.7%	% YoY	-5.5%	-4.1%	-2.9%	0.3%	3Y ann
Dividend Yield	0.0%	EPS	-5.3%	1.4%	-2.9%	0.3%	
TSR	+8.7%	Presales (VND bn)	103,900	93,000	95,400	99,000	
		GPM	31.8%	34.5%	35.3%	38.0%	
Industry	Real Estate	EBIT ** margin	35.9%	35.9%	37.1%	37.1%	Company Overview
Market Cap	USD6.3bn	NPM	30.9%	34.0%	33.1%	31.0%	Vinhomes (VHM), a 73.5%-owned subsidiary of
Foreign Room	USD2.4bn	ROE	16.5%	13.9%	11.9%	10.6%	Vingroup (VIC), has established itself as the leading
ADTV30D	USD7.0mn	Net D/E	22.2%	25.0%	23.2%	21.7%	developer in Vietnam's residential market by
State Ownership	0.0%	P/E	5.4x	5.3x	5.5x	5.5x	delivering a number of developments with sizable
Outstanding Shares	4.11 bn	P/B	0.8x	0.7x	0.6x	0.6x	scale.
Fully Diluted Shares	4.11 bn						



* TP and rating last updated February 21, 2025; ** Underlying property EBIT which includes BCCs and bulk sales recognized as financial income.

We believe VHM is well-positioned for growth in Vietnam's residential property sector over the long run with its leading market position, large land bank, and proven track record in large-scale project development. In Vietnam, VHM's market share was 39% in the high-end condo segment (2016-2024) and 38% in the mid-end condo segment (2019-2024), per CBRE.

New projects, including Wonder City in Hanoi and Green City in Long An, to start contributing to 2025F presales: Per our observation, sales agents have started advertising for the Wonder City (133 ha, Hanoi) and Green City (197 ha, Long An) projects from early 2025. This preparation aligns with (1) our expectations for Wonder City and Green City to start presales in 2025F, respectively contributing 20% and 12% of our VHM's 2025F contracted sales value of VND93tn (USD3.6bn; -11% YoY), and (2) management's guidance for several new project launches in 2025G.

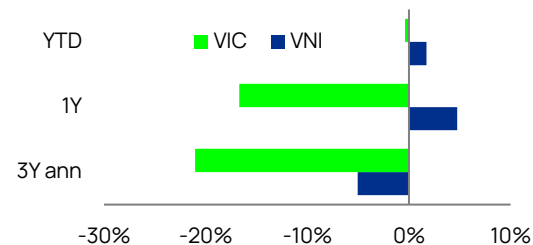
Debt financing for project development to continue: In 2024, VHM issued VND22.4tn of domestic corporate bonds (USD878mn, vs VND9tn/USD353mn in 2023), accounting for 26% of total new real estate bonds issued in 2024 (VBMA data). Additionally, VHM is progressing with its international bond issue plan (up to USD500mn; maximum 5 years; non-convertible and unsecured bonds), having completed necessary regulatory procedures and is currently in discussions with potential investors. We expect VHM to continue utilizing debt financing for large-scale project development, leveraging its proven track record and resilient financial position. We forecast VHM's net debt-to-equity ratio at 25%/23%/22% for YE2025-2027, compared to 13%/21%/22% for YE2022-2024.

Upside potential: Stronger-than-expected presales launches/margins at new projects. **Downside risk:** Weaker-than-expected presale launches/margins at new projects.

VIC – Ongoing funding demands for 2025-26F to be supported by Chairman's grants

Rating*	MARKET PERFORM		2024	2025F	2026F	2027F
Share Price (Feb 19)	VND40,400	Revenue (VND bn)	192,159	179,761	195,474	221,189
Target Price (TP)*	VND43,700	Revenue % YoY	19.0%	-6.5%	8.7%	13.2%
		EBIT (VND bn)	-6,970	-14,279	-8,339	2,320
		PBT (VND bn)	16,724	19,900	16,093	10,642
Upside to TP	+8.2%	NPAT-MI (VND bn)	11,735	11,834	10,146	2,692
Dividend Yield	0.0%	NPAT-MI % YoY	444.1%	0.8%	-14.3%	-73.5%
TSR	+8.2%	EPS^ % YoY	458.5%	0.8%	-14.3%	-73.5%
		GPM	14.6%	14.4%	16.1%	19.6%
Industry	Diversified	OPM	-3.6%	-7.9%	-4.3%	1.0%
Market Cap	USD5.9bn	NPM	6.1%	6.6%	5.2%	1.2%
Foreign Room	USD2.4bn	ROE	9.3%	8.2%	6.6%	1.7%
ADTV30D	USD7.5mn	Net D/E	116.3%	144.4%	152.7%	161.3%
State Ownership	0.0%	P/E^	12.8x	12.7x	14.8x	55.8x
Outstanding Shares	3.7 bn	P/B^	1.1x	1.0x	0.9x	0.9x
Fully Diluted Shares	3.8 bn					

* TP and rating last updated February 21, 2025. ^ Excluding VIC shares owned by its subsidiaries



Company Overview

VIC is a conglomerate with a wide range of operations, including residential real estate development, hospitality development and operation, and automobile manufacturing.

Property sector leader: We expect proven name **Vinhomes** to benefit from growth in housing demand from an emerging middle class. We forecast VHM's aggregate 2025-2027F presales to reach VND287tn (USD11.3bn), supported by ongoing projects and expected new projects.

Recovery of the hospitality segment is on track: We expect its EBIT to break even in 2025F, driven by the tourism recovery and improving efficiency.

EV sales volume to further grow: **VinFast** began operating its first car manufacturing plant in September 2017 and fully transformed into a pure EV producer in July 2022. We project car deliveries to grow by 30%/18% YoY in 2025/26F, reaching 127,000 and 150,000 units, respectively, mainly from the Vietnam market. We expect that the industrial segment's losses will continue over the medium term as the company aims for market share growth.

Chairman's grants to support cashflow: We assume that the Chairman will provide new grants in 2025-26F to VinFast per the November 2024 announcement that the Chairman will donate VND50tn (USD2.0bn) in new grants through 2026 (VND5tn/USD196mn disbursed in Q4 2024).

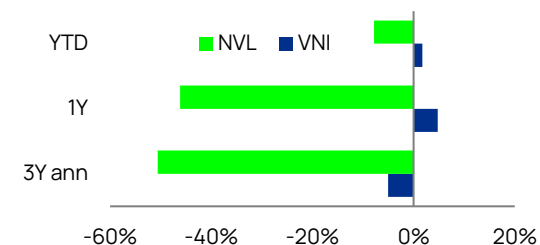
Funding demands continue: We project the capex investment (including R&D) and EBITDA loss of the industrial segment (mainly VinFast) in 2025-26F at an average of VND23.5tn (USD922mn) and VND20.3tn (USD796mn) per year, respectively. These will be mainly funded by our projection for VIC's average net debt increase (excluding VHM) at VND24.8tn (USD972mn) per year during the same period. We maintain our view that VIC/VinFast will balance its capital investment with the progress of capital raising plans, including debt refinancing.

Upside potential: Better-than-expected car sales, cash burn, and capital raising outlook. **Downside risks:** Slower-than-expected improvement in profit margins of the industrials segment; higher-than-expected funding costs for international capital raising plans.

NVL – Focused on debt restructuring; addressing legal, construction issues takes time

Rating	NOT RATED		2021	2022	2023	2024*
Share Price (Feb 19)	VND9,450	Revenue (VND bn)	14,903	11,134	4,757	9,073
Dividend Yield	0.0%	Revenue % YoY	196.5%	-25.3%	-57.3%	90.7%
		NPAT (VND bn)	3,455	2,182	486	-4,351
		NPAT-MI (VND bn)	3,225	2,162	606	-6,412
		% YoY	-17.7%	-33.0%	-72.0%	N.M.
		EPS % YoY	-24.6%	-38.9%	-72.1%	N.M.
		Gr. debt (VND bn)	60,518	64,869	57,712	61,532
		GPM	41.2%	38.2%	27.8%	1.2%
Industry	Real estate	OPM	23.6%	15.8%	-9.7%	-20.5%
Market Cap	USD722.7mn	NPM	21.6%	19.4%	12.7%	N.M.
Foreign Room	USD319.4mn	ROE	10.6%	6.0%	1.6%	N.M.
ADTV30D	USD2.9mn	Net D/E	103.1%	124.8%	119.8%	119.3%
State Ownership	0.0%	P/E	5.2x	8.5x	30.4x	N.M.
Outstanding Shares	1.95 bn	P/B	0.5x	0.5x	0.5x	0.5x

(*) NVL's Q4 2024 unaudited financial statements



Company Overview

NVL is one of the largest real estate developers in Vietnam, mainly focusing on residential and hospitality projects in the southern region. NVL has been under business restructuring since Q4 2022.

Early legal progress at key projects; addressing legal issues should take time: In November 2024, Bien Hoa received approval for the revised 1/10,000 master plan, which is a prerequisite for revising the Aqua City project's 1/500 detailed planning. For Novaworld Phan Thiet, NVL received the adjusted land lease decision, providing a basis for resolving land financial obligations for this project. In addition, the Water Bay project (HCMC) is included in the Resolution on Special Mechanisms for Land and Project Issues in HCMC, Da Nang, and Khanh Hoa, potentially paving the way for a gradual resolution.

Bond refinancing to continue a pressure: At end-2024, NVL's total bond balance was VND32tn (USD1.2bn), with VND16/6/10tn set to mature in 2025/26/27F respectively. We anticipate that NVL will continue negotiations with bond holders and likely need to explore alternative financing options such as asset sales.

Ongoing handover progress at modest pace: At end-2024, the total accumulated delivered units at Aqua City, Novaworld Phan Thiet, and Novaworld Ho Tram were ~800/1,300/450 units, respectively, which represent ~8%/17%/17% of total accumulated presold units (per NVL's last update as of Q2 2023).

Our view: We believe NVL's fundamental progress, including debt restructuring, addressing legal and construction issues, and restoring homebuyer confidence, will require time to resolve. In 2025, we expect NVL to continue focusing on (1) debt restructuring, including negotiations with bondholders to extend maturity/asset swaps, and (2) working on solving legal and construction issues step by step to deliver houses (presold units) to homebuyers.

Key risks to our view: (1) Delays in homebuyers' presale payments, (2) challenges in securing funding for construction activities and debt refinancing, and (3) potential dilution risk from rights issue and private placement plans.

Industrial Parks

IP land sales to rebound in 2025

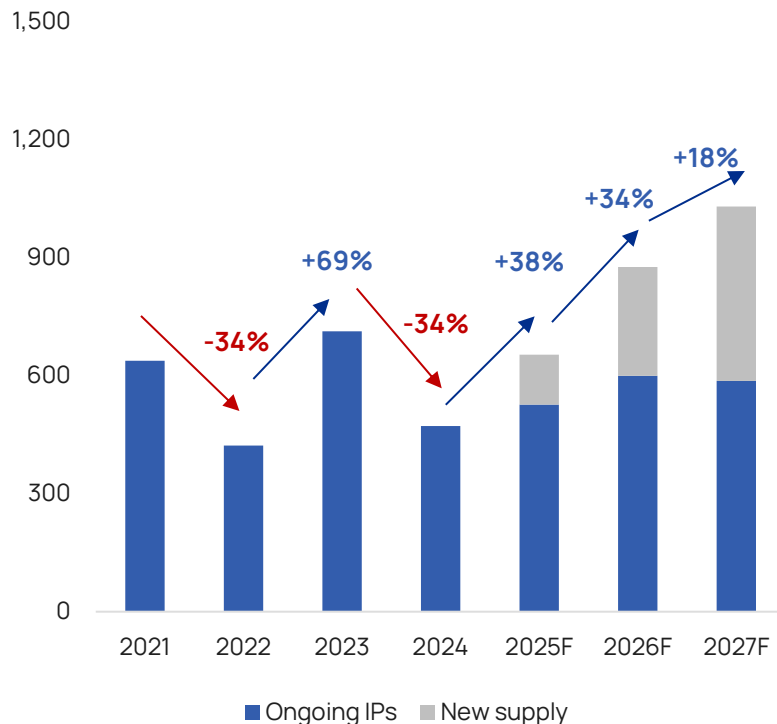
Industrial Parks: IP land sales to rebound in 2025

Key takeaways:

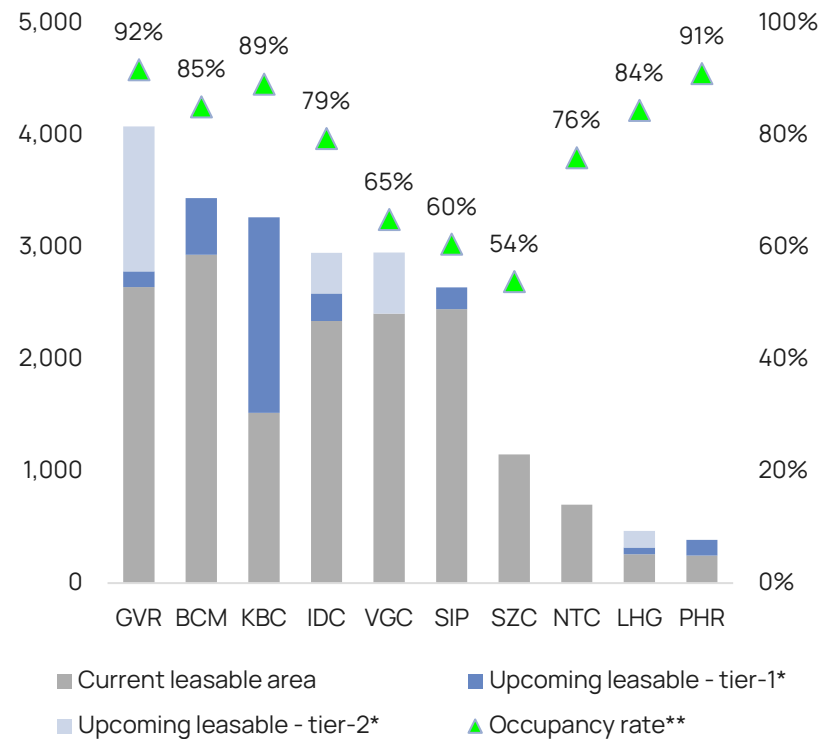
- ✓ **IP land sales to rebound** in 2025F, driven by Vietnam's new supportive policies for FDI and clearer US policy directions.
- ✓ **Sustained demand** in long-term growth reinforced by the ongoing shift in the supply chain from China.
- ✓ Approval process for IP development to **accelerate**, particularly for new projects.
- ✓ Vietnam continues to **attract FDI** with a variety of FTAs, relatively low labor costs, rapidly improving infrastructure, and a young, increasingly educated workforce.
- ✓ **Legal changes** streamline approvals and mitigate GMT impacts.
- ✓ Top picks: **IDC, KBC, SIP, and PHR**, with healthy financial positions and extensive land banks.

IP land sales to rebound in 2025F

Vietcap's forecast for 2025-27F aggregate IP land sales (ha) of select IP developers[^]

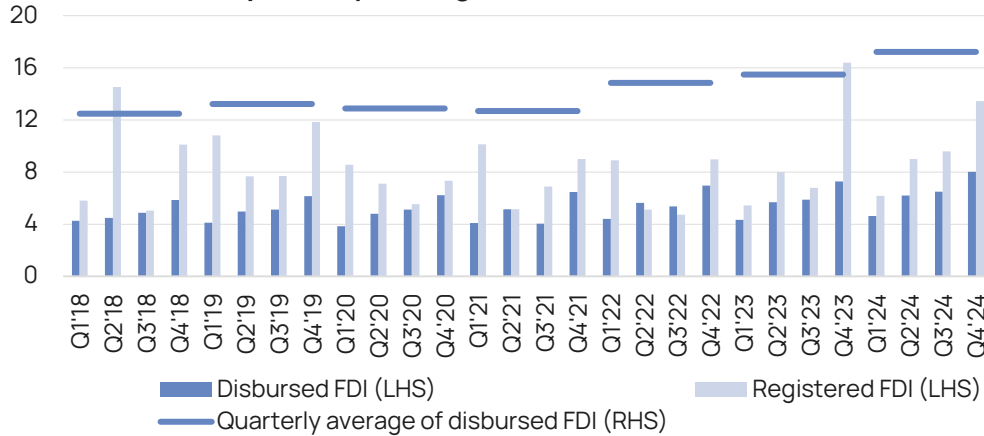


Leasable area (ha) and occupancy rate (%) of select IP developers as of end-2024

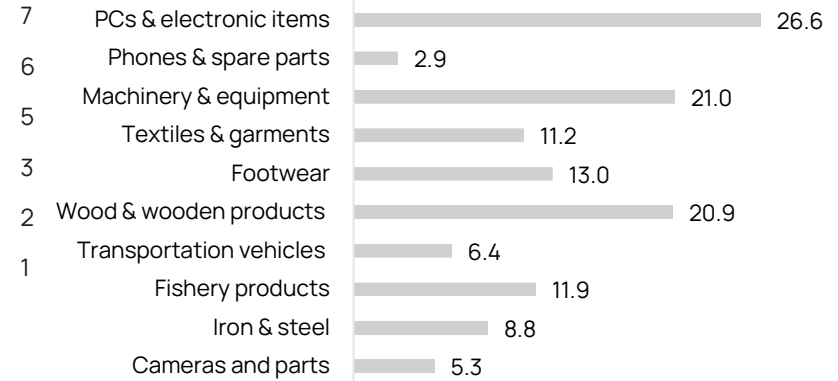


Improving macroeconomic conditions to encourage IP land sales recovery and price appreciation

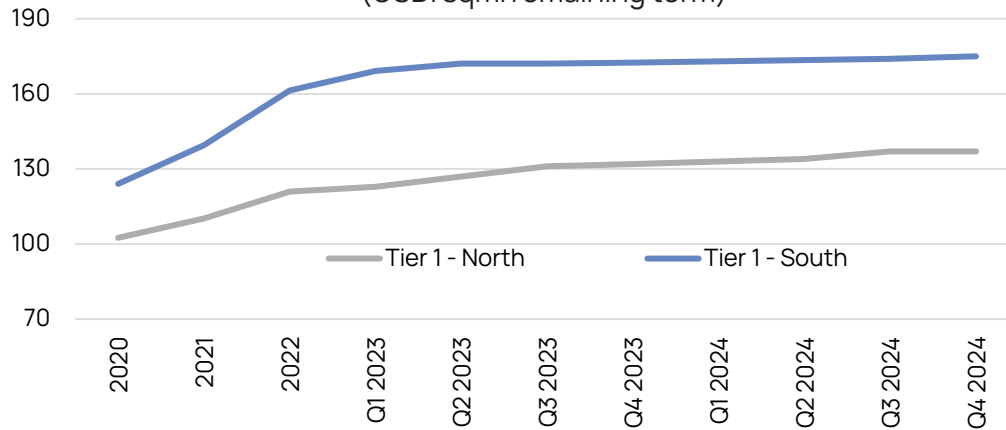
Disbursed FDI, registered FDI, and quarterly average of disbursed FDI (USD bn)



2024 top exports (% YoY)

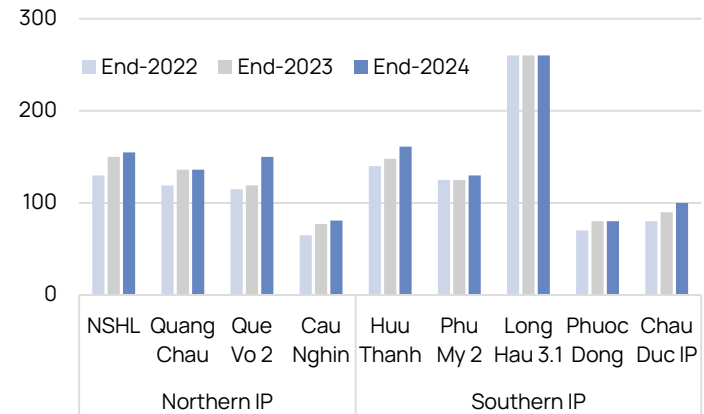


Industrial land rental rates (USD/sqm/remaining term)



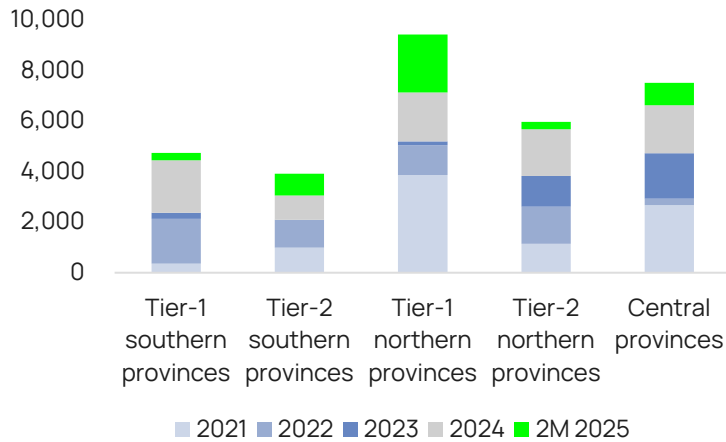
CBRE: North 4-8%, South 3-7% (2025-27FCAGR)

ASP of select IPs* (USD/sqm/remaining term)

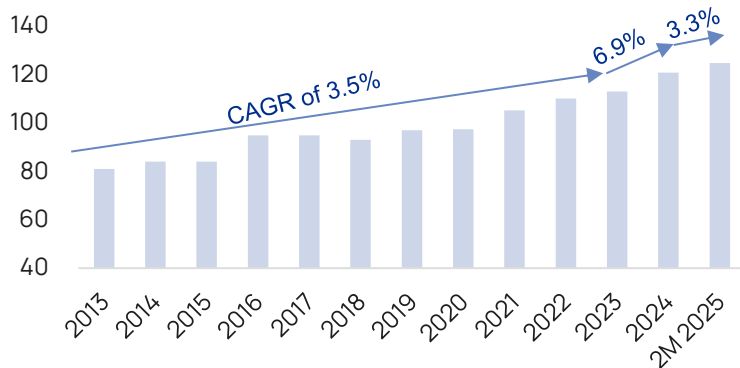


More new IP land supply expected from 2026F; natural rubber land conversion to drive new IP supply in southern Vietnam

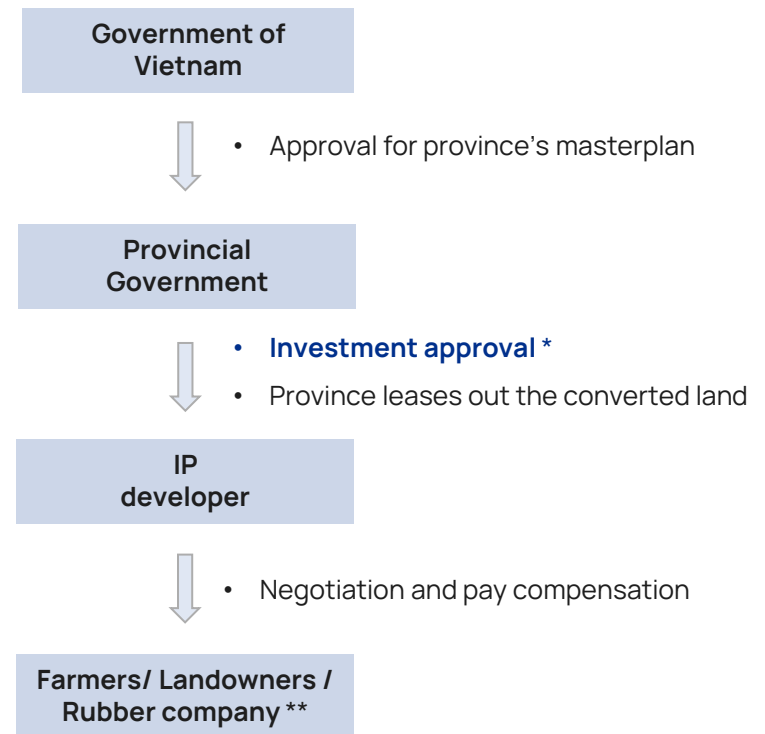
Government approvals for expansion and new establishment of IP area (ha) in 2021 - 2M 2025



Total IP site area (ha) of IPs established ^ in Vietnam in 2012 - 2M 2025



Industrial park project approval process



(*) The Amended Law on Investment grants Provincial People's Committees the authority to approve investment for new IP projects, which previously required the Prime Minister's approval.

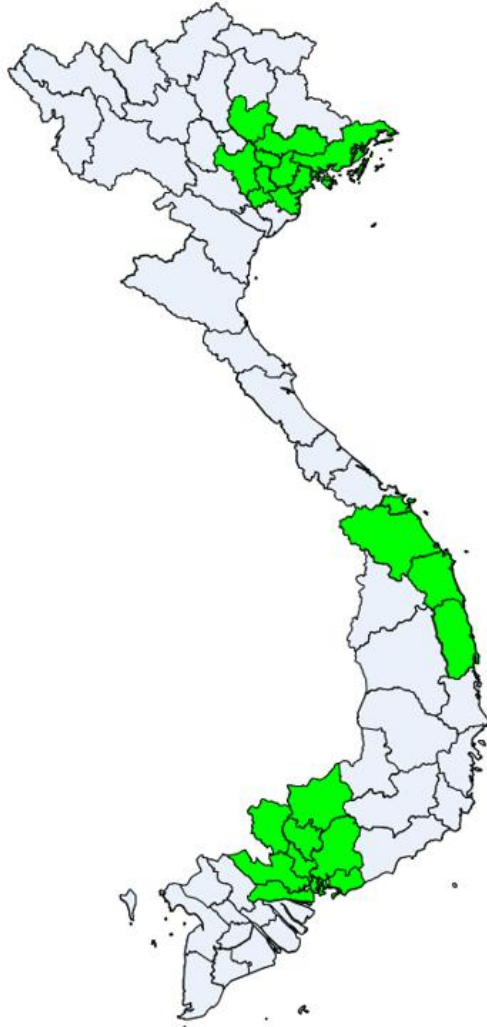
(**) Listed developers with large rubber land banks to be converted to industrial land include PHR, DPR, and GVR.

Positive legal changes to help attract FDI

Updates on upcoming Laws & Decrees that will impact the IP sector

Decrees & Law	Current status	Aim	Current guiding Decrees and Law	Vietcap's comments
Investment Support Fund (ISF)	Currently being established by the Government.	Mitigate the impact from the Global Minimum Tax (GMT)* and incentivize high-tech investments in Vietnam.	Decree for the fund was approved in December 2024 .	We expect that the ISF will have positive effects on investor sentiment and encourage further FDI into Vietnam.
Amended Investment Law	Effective date from January 15, 2025.	For IP: synchronize and streamline investment procedures via granting more approval authority to local Governments.	Law 57/2024/QH15, approved by the National Assembly on November 29, 2024.	The Law grants Provincial People's Committees the authority to approve new investment approval of IP projects , which previously required the Prime Minister's approval for projects exceeding 75 ha. This can potentially streamline investment procedures.
Law on Industrial Park and Economic Zone	No draft released yet.	Establish a comprehensive legal framework to support the development of new industrial parks and economic zones in Vietnam.	Management of industrial parks is mainly based on guiding decrees (most notably being the Decree 35/2022/NĐ-CP) while the legal framework governing industrial parks is stipulated in many different laws.	This upcoming law could streamline administrative procedures for IP approvals. Additionally, the law can potentially incentivize investments in specialized and mixed-use IPs , offering targeted support packages that can attract higher value-added FDI.
Land price regulation (Amended Land Law, approved in January 2024)	The updated annual land price table will be effective from January 1, 2026.	More frequently updated land price table helps it be closer to the market price and facilitates the compensation and implementation of projects.	Per the Amended Land Law, the land price table will be updated on an annual basis rather than based on a given number of years like previously.	This can potentially result in higher land costs for IP developers . However, we expect the development process to smoothen following a closer-to-market land price table. Also, IP developers with large cleared land banks, and/or IP developers with large rubber land banks to be converted to IP land, may benefit more from the law.

Long-term outlook: Key northern and southern industrial hubs dominate FDI attraction



Northern industrial hubs – 14,600 ha of total leasable area

Major industries: computers, electronic & optical products, machinery & equipment, automobile

Average net rent (tier-1): ~USD137/sqm/lease term

Occupancy rate: 80% *

Notable recent major FDI: Victory Giant Technology (USD800mn - PCB manufacturing; Hai Phong), Foxconn (USD383mn - PCB manufacturing; Bac Ninh), Sunwoda (USD300mn - EV battery; Bac Giang)

Central industrial hubs – 5,100 ha of total leasable area

Major industries: electronic & optical products, aquatic product processing, forestry, fabricated metal products

Average net rent: USD71/sqm/lease term

Notable recent major FDI: Mega Textile (USD590mn – textile; Nghe An), Casetek (USD473mn – electronics products; Nghe An)

Southern industrial hubs – 28,500 ha of total leasable area

Major industries: machinery & equipment, textiles & garments, plastic & rubber products, food processing, chemicals

Average net rent (tier-1): ~USD176/sqm/lease term

Occupancy rate: 89% *

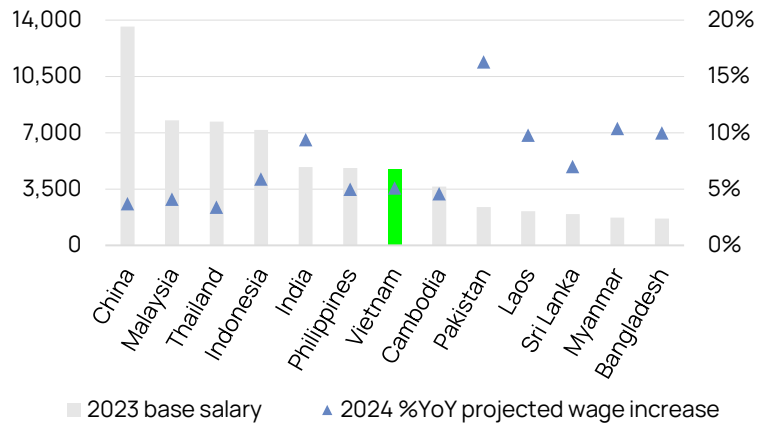
Notable recent major FDI: Kumho Tire (USD300mn – tire manufacturing; Binh Duong), Tripod (USD250mn – smart products; BR-VT), CS Wind (USD200mn – wind power; Long An)

Ample IP land bank supply in Vietnam in the long run

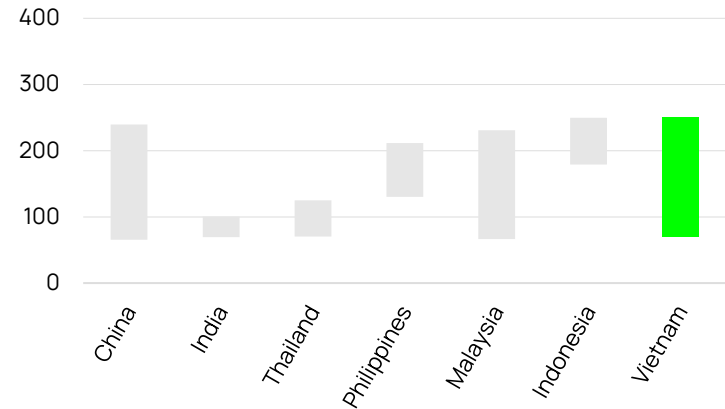
Country	Total IP site area (ha)	Occupancy rate	Total IPs	Vietcap's comments
Vietnam	~145,000	~70%	~430	Largest land bank among ASEAN peers to accommodate mega-scale FDI tenants. The Government guides for established IP site area to reach ~210,900 by 2030. Established electronics clusters.
Thailand	~30,000	78%	70	Established automotive landscape , which accounts for ~10% of GDP. However, the number of zones lags peers.
Indonesia	~66,000	46%	135	Large deposits of minerals that are strategic inputs to electric vehicle batteries. However, per Tractus' research, the availability of industrial land for large-scale projects in well-connected areas is limited.
Malaysia	N/A	~90%	247	Established infrastructure and strong source of highly-skilled workers . However, industrial land supply is limited, and workers' wages are higher than peers.
Philippines	N/A	N/A	N/A	Development of IP land is challenging due to the Philippines' nature as an archipelago, leading to connectivity issues involving logistics and infrastructure.
China	N/A	N/A	>20,000	World's current manufacturing hub. However, manufacturers are diversifying away from China.
India	~471,000	77%	3,857	One of the leading destinations for the "China + 1" manufacturing shift.

Vietnam retains competitive advantages to attract FDI

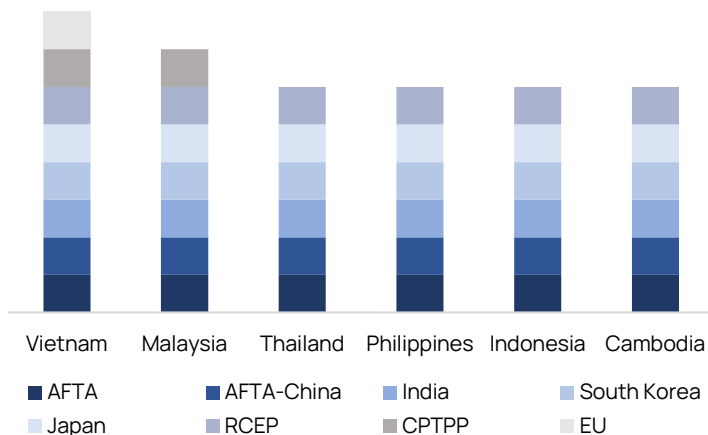
Total cost of a manufacturing worker* in Asia (USD per year)



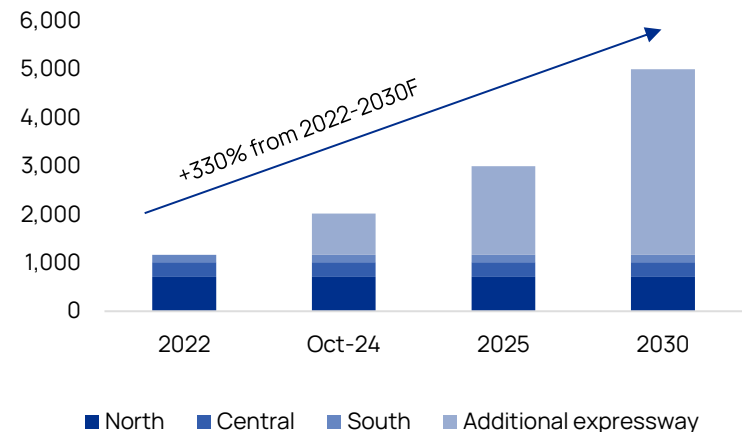
Industrial land price range at end-2023 (USD/sqm/term)



FTAs among Southeast Asian countries



Expressway kilometers in Vietnam (unit: km)

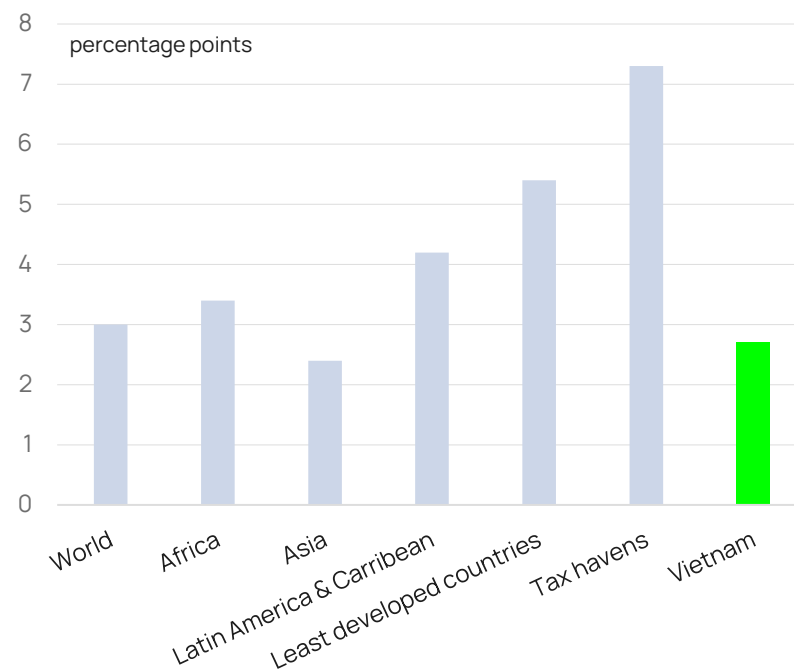


Risk: Slower-than-expected progress in legal reforms and investment incentives pose key risks to FDI attractiveness

Q2 2024 survey of criteria for Vietnam to improve to attract FDI

Factors	% of participants	2024 ranking	2023 Ranking*
Reduce administrative difficulties for foreign firms	37%	1 st	1
Make laws clearer and more precise to reduce arbitrary interpretation	32%	2 nd	N/A
Infrastructure development	23%	3 rd	3 rd
Reduce visa difficulties for foreign experts	22%	4 th	4 th
Increase political stability and security	17%	5 th	N/A
Improved e-government services and digital infrastructure	17%	6 th	8 th
More favorable tax rates for FDI firms	16%	7 th	N/A
Enhance the enforcement of laws and regulations	15%	8 th	N/A
Increasing the quality and availability of skilled labor	11%	9 th	5 th
Providing more financial incentives for foreign investors	11%	10 th	10 th
Upgrading the electrical grids and infrastructure	10%	11 th	7 th

Projected percentage point increase in effective tax rates (ETRs) for FDI investors after application of GMT



Vietcap industrial park coverage

Industrial parks: Key data

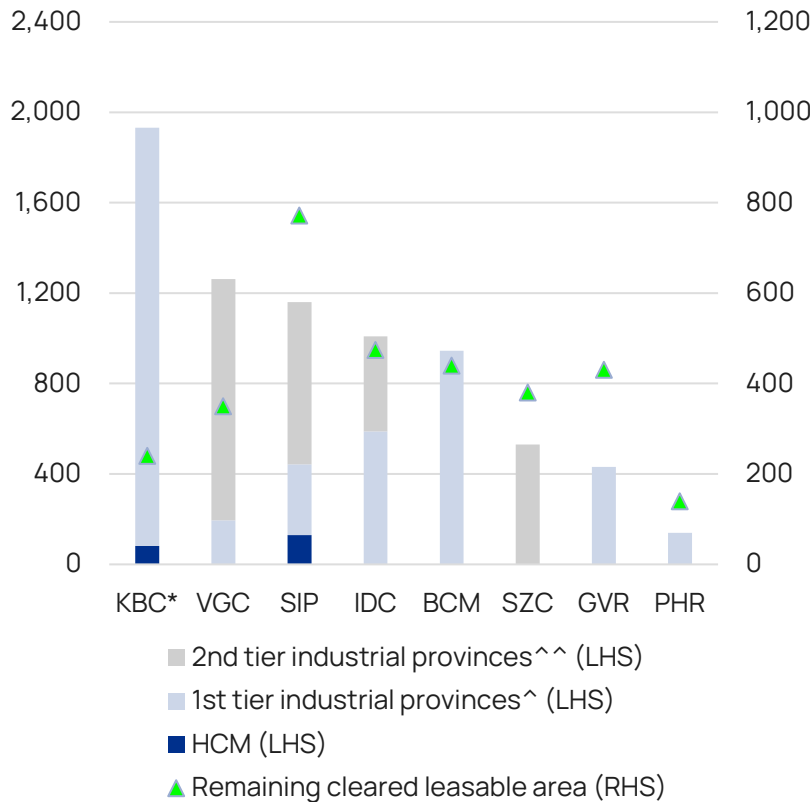
Code	Rating	Market Cap USD mn	State O'ship %	Foreign Limit %	Foreign Avail USD mn	ADTV 30D USD mn	Share Price VND ps	Target Price VND ps	Target Price Updated	Upside %	Dividend Yield %	12M TSR %
IDC	BUY	721	0%	49%	192.7	1.4	55,700	71,500	11/21/24	28%	7%	36%
KBC	BUY	908	0%	49%	268.2	5.7	30,150	37,700	11/8/24	25%	0%	25%
PHR	BUY	308	67%	49%	95.1	0.6	57,900	69,300	10/7/24	20%	3%	23%
SIP	BUY	715	2%	49%	317.5	1.9	86,600	95,800	10/7/24	11%	2%	13%
GVR	M-PF	4,965	97%	13%	628.5	2.7	31,650	34,600	10/7/24	9%	1%	10%
SZC	BUY	314	58%	20%	55.9	3.6	44,500	44,200	10/7/24	-1%	2%	2%
BCM	NR	2,894	95%	34%	920.6	0.7	71,300	91,000*	2/24/25	N.A.	N.A.	N.A.
VGC	NR	932	39%	49%	406	2.0	53,000	51,400*	12/4/24	N.A.	N.A.	N.A.

Industrial parks: Summary valuations

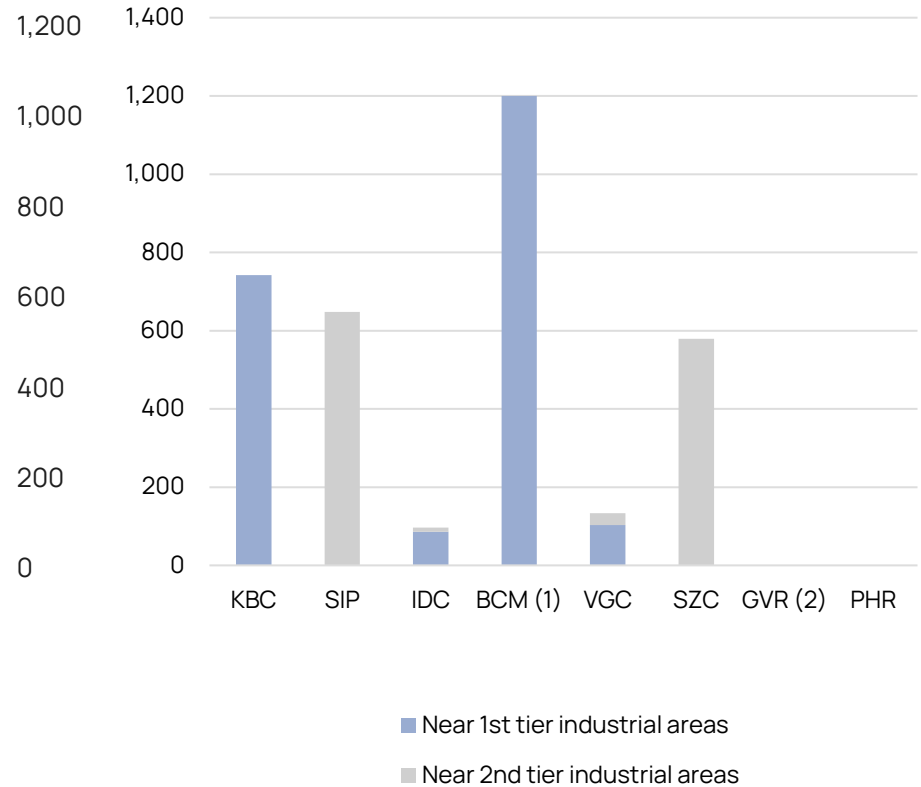
Code	Share price VND ps	EPS g 2024 %	EPS g 2025F %	EPS g 2026F %	P/E LTM x	P/E 2025F x	P/E 2026F x	Adj. P/B L/Q x	Adj. P/B 2025F x	Adj. P/B 2026F x	ROE 2025F %	Net D/E LQ %
IDC	55,700	43%	7%	32%	9.3	8.7	6.6	2.2	1.9	1.6	36%	-18%
KBC	30,150	-79%	247%	127%	54.3	15.7	6.9	1.2	1.1	1.0	8%	17%
PHR	57,900	-24%	-15%	65%	18.6	21.8	13.2	1.8	1.9	1.7	11%	-46%
SIP	86,600	22%	-8%	11%	16.9	18.5	16.6	2.0	1.8	1.6	24%	-42%
GVR	31,650	61%	-15%	16%	30.0	35.5	30.7	2.2	2.2	2.0	7%	-22%
SZC	44,500	12%	42%	32%	28.8	20.3	15.4	2.5	2.3	2.0	14%	42%
BCM	71,300	-14%	33%	40%	36.9	27.8	19.9	3.8	3.5	3.1	14%	103%
VGC	53,000	-9%	3%	51%	22.6	21.9	14.5	2.5	2.3	2.0	14%	15%

Land banks of select IP developers

Remaining leasable area (ha) of IP projects of select IP developers that have obtained investment approval as of end-2024



Total site area (ha) of pipeline urban area projects of select IP developers as of end-2024

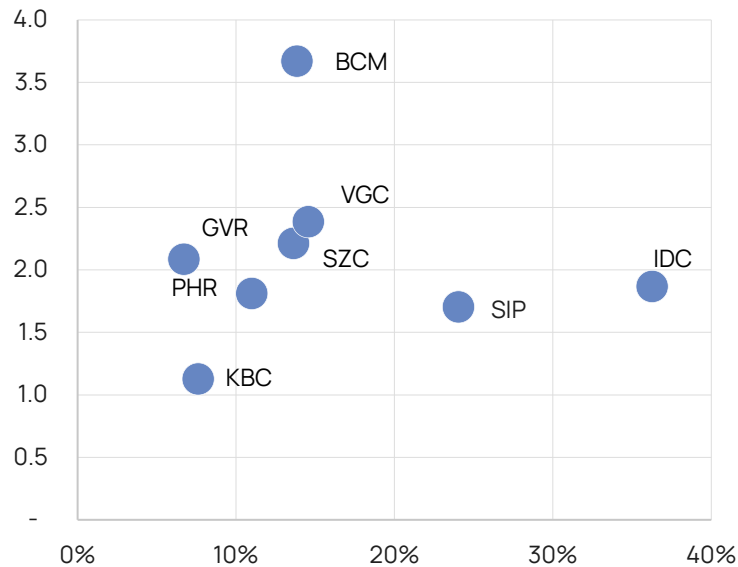


Industrial park share price performance and P/B multiples

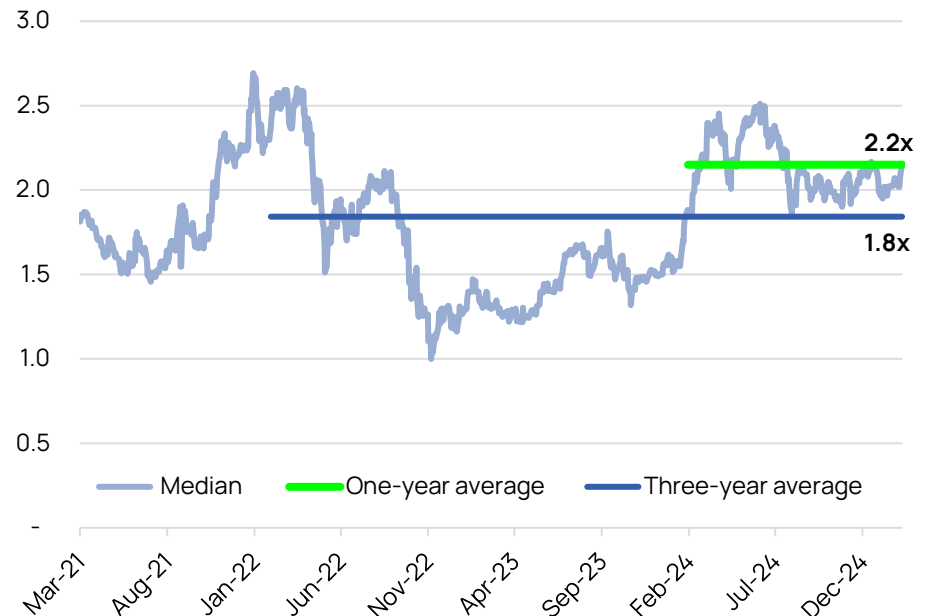
Share price performance

	VN-Index	GVR	BCM	VGC	KBC	IDC	SIP	PHR	SZC	NTC	LHG
H1 2023	11%	41%	-2%	26%	21%	34%	67%	18%	38%	46%	25%
H2 2023	1%	9%	-21%	29%	8%	23%	12%	7%	48%	17%	14%
H1 2024	10%	61%	1%	-5%	-9%	15%	40%	22%	6%	11%	23%
H2 2024	2%	-10%	13%	-11%	-6%	-7%	9%	-7%	9%	2%	-1%
2M 2025	2%	4%	1%	18%	11%	0%	4%	9%	5%	2%	3%

IP stocks with 2025F ROE (x-axis) and 2025F adjusted P/B (y-axis)



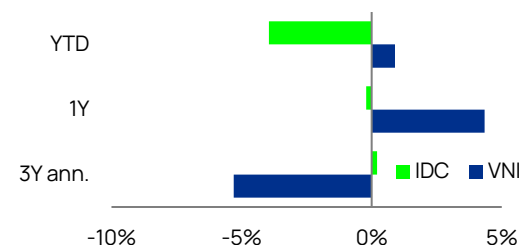
Adjusted P/B ratio of select IP stocks*



IDC – Upbeat IP land sales recovery outlook; expanding land bank

Rating*	BUY		2023	2024	2025F	2026F
Share Price (Feb 19)	VND55,700	Revenue (VND bn)	7,237	8,846	9,619	11,620
Target Price (TP)*	VND71,500	Revenue % YoY	-3.3%	22.2%	8.7%	20.8%
		EBIT (VND bn)	2,061	2,939	3,127	4,068
		NPAT-MI (VND bn)	1,394	1,996	2,133	2,824
Upside to TP	+28.4%	NPAT-MI % YoY	-21.2%	43.2%	6.9%	32.4%
Dividend Yield	7.2%	EPS % YoY	-21.2%	43.2%	6.9%	32.4%
TSR	+35.5%	IP cash inflow (VND bn)	3,227	4,487	4,260	5,971
		GPM	33.5%	37.7%	36.8%	39.1%
Industry	IP & Power	OPM	28.5%	33.2%	32.5%	35.0%
Market Cap	USD720.8mn	NPM	19.3%	22.6%	22.2%	24.3%
Foreign Room	USD192.7mn	ROE	28.1%	37.7%	36.3%	40.2%
ADTV30D	USD1.4mn	Net D/E	20.6%	-18.3%	-4.3%	0.6%
State Ownership	0.0%	P/E	13.3x	9.3x	8.7x	6.6x
Outstanding Shares	330.0 mn	Adjusted P/B	2.4x	2.2x	1.9x	1.6x
Fully Diluted Shares	330.0 mn					

* TP and rating updated November 21, 2024



Company Overview

IDICO (HNX: IDC) is a leading industrial park (IP) developer in Vietnam with a current total site area of 3,268 ha in key southern and northern industrial provinces. IDC also invests in hydropower plants, electricity trading, construction, toll roads, and real estate projects.

Capacity to attract FDI tenants: IDC is a leading IP developer in Vietnam that has a current leasable IP site area of 961 ha in key industrial provinces. The company is able to leverage its leading position and land banks in prime locations in order to attract anchor tenants such as Hyosung, PepsiCo, Hoa Phat, and Kinh Noi.

IP land sales to recover in 2025F: We forecast IP land sales to recover to 140 ha/165 ha, respectively, in 2025/26F, compared to a low base of 96 ha in 2024, as IP land demand recovers while IDC continues to possess a large remaining leasable land bank (~1,090 ha with ~43% cleared at end-2024). Our projection for recovery is supported by (1) our expectations that clearer US policy directions and more supportive FDI policies from Vietnam will boost capital investments by manufacturers, and (2) the Tan Phuoc 1 IP (470 ha in Tien Giang, approved for investment in May 2024), expected to begin land sales in 2026F.

Resilient growth prospects: We project a 2023-26F NPAT-MI CAGR of 27%, which will be mainly driven by (1) resilient 2024-26F IP land sales (134 ha/year on average) and handovers (120 ha/year on average), and (2) an increased contribution from the residential segment during the forecast period.

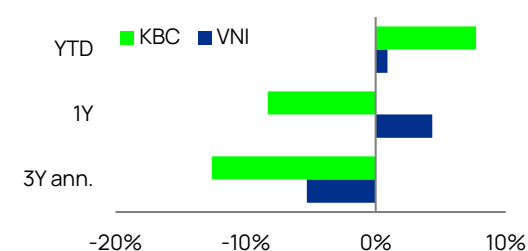
Expanding IP land bank: In addition, with the recently approved Vinh Quang IP phase 1 (226 ha; Hai Phong), IDC is seeking to expand its overall IP land bank by another 10 IPs across Vietnam, which should ensure its long-term land bank attractiveness.

Downside risk: Slower-than-expected approval and development of future IP projects.

KBC – New project launches to drive IP land sales rebound

Rating*	BUY		2023	2024	2025F	2026F
Share Price (Feb 19)	VND30,150	Revenue (VND bn)	5,618	2,776	7,521	11,820
Target Price (TP)*	VND37,700	Revenue % YoY	491.3%	-50.6%	171.0%	57.2%
		EBIT (VND bn)	2,883	657	2,105	4,675
		EBIT % YoY	N.M.	-77.2%	220.6%	122.1%
Upside to TP	+25.0%	NPAT-MI (VND bn)	2,031	426	1,477	3,349
Dividend Yield	0.0%	NPAT-MI % YoY	33.0%	-79.0%	246.7%	126.7%
TSR	+25.0%	EPS	33.0%	-79.0%	246.7%	126.7%
		% YoY	33.0%	-79.0%	246.7%	126.7%
		GPM	65.8%	46.2%	42.2%	50.0%
Industry	IP & Real estate	OPM	51.3%	23.7%	28.0%	39.6%
Market Cap	USD907.6mn	NPM	36.1%	15.4%	19.6%	28.3%
Foreign Room	USD268.2mn	ROE	11.9%	2.3%	7.6%	15.3%
ADTV30D	USD5.7mn	Net D/E	13.9%	17.1%	31.2%	32.8%
State Ownership	0.0%	P/E	11.4x	54.3x	15.7x	6.9x
Outstanding Shares	767.6 mn	Adjusted P/B	1.3x	1.2x	1.1x	1.0x
Fully Diluted Shares	767.6 mn					

* TP and rating updated November 8, 2024



Company Overview

Founded in 2002, KBC is a leading industrial park (IP) developer in Vietnam. KBC and its associates own ~5,700 ha in total site area of industrial and residential land. Most of KBC's land is in industrial hubs in northern Vietnam. KBC's major clients include LG, Foxconn, Canon, and Goertek.

We expect KBC to benefit from the global manufacturing shift to Vietnam, due to its large land banks (~5,700 ha in total site area) in key industrial hubs and ability to attract anchor tenants such as LG, Foxconn, and Canon.

IP land sales to recover strongly in 2025: We forecast 2025F IP land handovers of 115 ha, up from a low base of 33 ha in 2024, driven by an expected pick up in IP land sales as well as launches of new projects. YTD, KBC recorded IP land sales of ~55 ha from ongoing sales at the Nam Son Hap Linh IP and the newly launched Hung Yen industrial clusters. Additionally, we expect the Trang Due 3 IP to start to contribute to KBC's 2025 IP land sales as it recently received investment approval from the Prime Minister in January 2025. LG could likely be a potential anchor tenant in TD3, driving demand for the IP.

Phuc Ninh UA and Trang Cat UA to contribute to profit from 2025F and 2026F, respectively. We expect UA land handovers in 2025/26F to surge to 16 ha/23 ha, respectively, vs 3 ha in 2024F. This growth forecast is primarily driven by our expected relaunch and resumed handovers at Phuc Ninh UA (115 ha site area in Bac Ninh) in 2025F and the sales launch at Trang Cat UA (585 ha site area in Hai Phong) starting in 2026F.

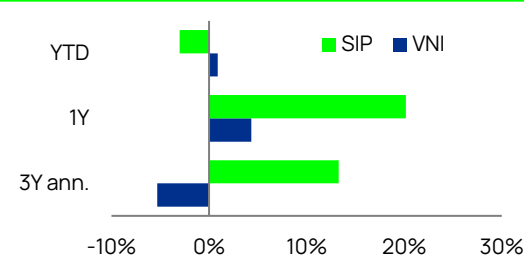
Large IP land bank remains: In addition to the upcoming TD3 and currently-selling IPs, we estimate that KBC possesses ~1,300 ha of leasable land, located in tier-1 industrial regions. We anticipate the Hung Yen ICs and Long An IPs to start sales contributions from 2026F.

Downside risks to our positive view: Delays in launching new projects and/or investment delays from potential customers; dilution risk from KBC's private placement plan.

SIP – Resilient IP cash flow, IP utilities services to grow in 2025F

Rating*	BUY		2023	2024	2025F	2026F
Share Price (Feb 19)	VND86,600	Revenue (VND bn)	6,673	7,800	8,228	8,845
Target Price (TP)*	VND95,800	Revenue % YoY	10.6%	16.9%	5.5%	7.5%
		EBIT (VND bn)	820	985	1,045	1,182
		NPAT-MI (VND bn)	956	1,164	1,067	1,185
Upside to TP	+10.6%	NPAT-MI % YoY	-2.1%	21.7%	-8.4%	11.1%
Dividend Yield	2.3%	EPS % YoY	-2.1%	21.7%	-8.4%	11.1%
TSR	+12.9%	IP cash inflow (VND bn)	626	1,222	1,164	1,722
		GPM	13.9%	14.0%	14.4%	15.1%
Industry	IP & Power	OPM	12.3%	12.6%	12.7%	13.4%
Market Cap	USD715.0mn	NPM	14.3%	14.9%	13.0%	13.4%
Foreign Room	USD317.5mn	ROE	28.1%	29.5%	24.0%	23.2%
ADTV30D	USD1.9mn	Net D/E	-53.5%	-45.6%	-22.0%	-34.3%
State Ownership	1.8%	P/E	20.6x	16.9x	18.5x	16.6x
Outstanding Shares	210.5 mn	Adjusted P/B	2.2x	2.0x	1.8x	1.6x
Fully Diluted Shares	210.5 mn					

* TP and rating updated October 7, 2024



Company Overview

Sai Gon VRG Investment (SIP) is a leading listed industrial park (IP) developer whose land bank is located in Vietnam's southern industrial provinces. SIP was founded by Vietnam Rubber Group (GVR) and related entities in 2007. Its core businesses are IPs, residential real estate, and related fields such as utilities.

SIP is one of the largest listed IP developers in Vietnam's southern industrial hub. SIP currently owns five IPs in Tay Ninh Province (~2,200 ha), HCMC (~500 ha), and Dong Nai Province (~800 ha), totaling around 3,500 ha of IP land site area. SIP also operates four electricity substations and provides water & other utilities in its IPs, generating solid recurring income.

Strong cash generation from IP land sales and recurring incomes: We forecast cash inflow from IP land sales to average VND1.4tn (USD57mn) p.a. in 2025-26F (+18% vs 2024) driven by our expectation for IP land sales increasing and ASP growth. The increase in IP land sales also drives our projection for average gross profit from IP utility services (electricity, water, & others) at VND859bn (USD32mn) p.a. in 2025-26F, +15% vs 2024.

Large IP and UA land bank remaining: As of end-2024, SIP possesses a remaining leasable IP land bank of ~960 ha, among which we estimate that ~770 ha has been cleared. We expect SIP to broadly complete all land compensation across its land banks in 2025F. In addition, SIP recently received investment approval for the Long Duc phase 2 IP in Dong Nai Province with a total site area of ~300 ha. SIP is also developing residential land bank with a total site area of ~700 ha, most of which is the Phuoc Dong UA.

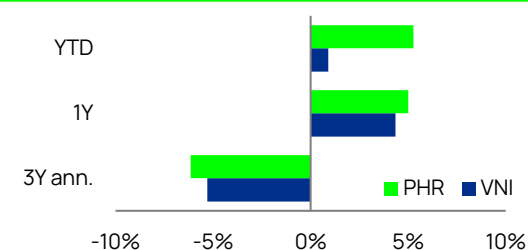
Stronger-than-expected IP land sales: SIP recorded upbeat 2024 IP land sales of 74 ha, exceeding our 2024F IP land sales projection of 30 ha and much higher than the low land sales in 2023 of ~19 ha. We continue to expect the resilient IP land sales in 2025F.

Downside risks: Slower-than-expected IP land sales and/or revenue from utilities.

PHR – Benefiting from substantial rubber land conversion

Rating*	BUY		2023	2024	2025F	2026F
Share Price (Feb 19)	VND57,900	Revenue (VND bn)	1,351	1,633	1,570	2,083
Target Price (TP)*	VND69,300	Revenue % YoY	-20.9%	20.9%	-3.9%	32.7%
		EBIT (VND bn)	193	266	156	388
		EBIT % YoY	-21.0%	37.4%	-41.3%	148.5%
Upside to TP	+19.7%	NPAT-MI (VND bn)	620	469	401	660
Dividend Yield	3.5%	NPAT-MI % YoY	-30.3%	-24.2%	-14.7%	64.8%
TSR	+23.1%	EPS	% YoY -30.3%	-24.2%	-14.7%	64.8%
		GPM	24.2%	25.9%	19.1%	27.8%
Industry	Rubber & IP	OPM	14.3%	16.3%	9.9%	18.6%
Market Cap	USD307.7mn	NPM	45.9%	28.7%	25.5%	31.7%
Foreign Room	USD95.1mn	ROE	17.9%	12.7%	11.0%	16.9%
ADTV30D	USD0.6mn	Net D/E	-47.8%	-46.1%	-35.6%	-22.3%
State Ownership	66.6%	P/E	14.1x	18.6x	21.8x	13.2x
Outstanding Shares	135.5 mn	Adjusted P/B	1.9x	1.8x	1.9x	1.7x
Fully Diluted Shares	135.5 mn					

* TP and rating updated October 7, 2024



Company Overview

PHR is one of the largest natural rubber companies in Vietnam with total rubber land bank of 15,000-ha, which the company plans to convert to industrial park land in the long-run. PHR operates industrial parks in Binh Duong Province through its subsidiary and affiliates. PHR is a 66.6%-owned subsidiary of Vietnam Rubber Group (HOSE: GVR).

Strategic shift to IP development to secure long-term growth outlook: PHR has accumulated around 15,000 ha of rubber land bank in Binh Duong Province in well-connected areas, among which a sizeable portion could be converted into IP and residential land.

Binh Duong's provincial masterplan guides for substantial rubber land bank to be converted. Based on the 2021-2030 Binh Duong provincial masterplan per Decision 790/QĐ-TTg in August 2024, PHR could convert ~2,800 ha of total site area into IPs, ~580 ha into industrial clusters (IC), and ~1,150 ha into residential land (UA), in addition to land for other purposes. We assume that PHR could self-develop ~650 ha of IPs/ICs in 2026-36F and convert ~2,450 ha of rubber land to IP/IC and UA land in 2027-40F.

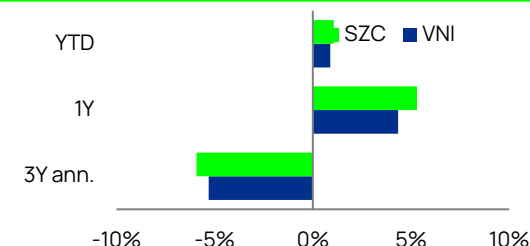
Affiliate income to rise in 2025F: We forecast VSIP III and NTU3 to contribute VND241bn profit (USD9.5mn; 46% of PHR's PBT forecast) in 2025F vs VND177bn in 2024 (USD6.9mn; 32% of PBT), mainly due to YoY higher IP land handovers (NTU3 to start handovers in 2025F; and VSIP III to double IP land sales vs 2024's low base).

Self-developed IPs and industrial clusters to contribute to PHR's profit from 2026/27F: We forecast 2026F NPAT-MI to surge 65% vs 2025F, driven by the launch of the Tan Lap 1 IP (200 ha of total site area) after its 1/2000 masterplan is completed and receives investment approval from the Prime Minister. Additionally, we expect PHR could launch sales of industrial clusters (~450 ha of total site area) by 2027F due to relatively less complicated legal procedures compared to IPs. We expect that the recent approval of Binh Duong's masterplan can smoothen the legal procedures for these upcoming projects.

SZC – Chau Duc IP to boost FDI appeal

Rating*	BUY		2023	2024	2025F	2026F
Share Price (Feb 19)	VND44,500	Revenue (VND bn)	818	871	1,165	1,426
Target Price (TP)*	VND44,200	Revenue % YoY	-4.8%	6.4%	33.8%	22.5%
		EBIT (VND bn)	295	369	557	744
		EBIT % YoY	13.8%	25.1%	50.9%	33.4%
Upside to TP	-0.7%	NPAT-MI (VND bn)	219	302	428	566
Dividend Yield	2.2%	NPAT-MI % YoY	10.9%	38.0%	41.8%	32.1%
TSR	+1.6%	EPS	10.9%	12.5%	41.8%	32.1%
		GPM	42.8%	49.5%	54.9%	59.1%
Industry	IP & Real estate	OPM	36.1%	42.4%	47.9%	52.1%
Market Cap	USD314.1mn	NPM	26.8%	34.7%	36.8%	39.7%
Foreign Room	USD55.9mn	ROE	13.4%	12.5%	13.6%	16.5%
ADTV30D	USD3.6mn	Net D/E	139.0%	41.6%	64.4%	62.7%
State Ownership	57.7%	P/E	32.4x	28.8x	20.3x	15.4x
Outstanding Shares	180.0 mn	Adjusted P/B	3.5x	2.5x	2.3x	2.0x
Fully Diluted Shares	180.0 mn					

* TP and rating updated October 7, 2024



Company Overview

SZC is a leading industrial park (IP) and urban area (UA) developer in Ba Ria-Vung Tau Province (60-85 km from central HCMC) with a total site area of ~2,300 ha. SZC is a subsidiary of Sonadezi Corporation (UPCoM: SNZ), which is a State-owned holdings group founded by Dong Nai Province.

We believe SZC is one of the main beneficiaries from major infrastructure projects, including the fast-growing Cai Mep port cluster, upcoming Long Thanh International Airport (LTA) in Dong Nai Province, and potential development of the Bien Hoa-Vung Tau Expressway. SZC cleared 82% of its ~2,300-ha total land bank at an estimated average land clearance cost of ~USD8/sqm. We expect the company to accelerate unlocking its cleared and low-cost land bank – especially for UA projects – which should provide substantial earnings growth.

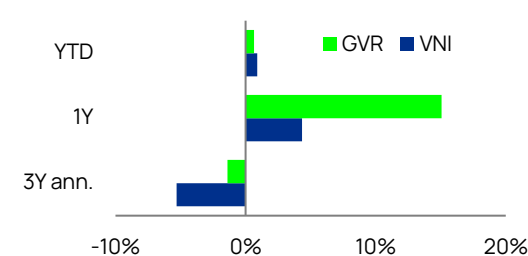
IP land sales and ASP growth forecast for 2024/25F, driven by demand from anchor tenants: We forecast 2025-26F average IP land sales of 63 ha (+36% vs the 2024 land sales) to be driven by expected demand from new anchor tenants. In 2024, SZC secured around 46 ha of MOUs/signed contracts, among which are 18 ha to Tripod Electronics, 12 ha to Vina One Steel, and 6 ha to HPG. Per SZC, Tripod may expand its investment to ~100 ha in future phases, boosting SZC's future IP demand alongside potential suppliers. We also expect SZC's 2025-26F ASP to grow 10% p.a. in 2025-26F, as SZC's current ASP is somewhat low relative to the average IP ASP in Ba Ria-Vung Tau.

Residential/UA projects to contribute to profit growth from 2025F: As of end-2024, SZC presold ~120 shophouses at the Huu Phuoc UA (41 ha of total site area; ~160 shophouses and ~500 townhouses). We expect higher residential revenue in 2025F, driven by (1) improved homebuyer sentiment due to a low interest-rate environment and (2) increased demand from infrastructure development and a higher IP occupancy rate. We also project the Chau Duc UA (539 ha) to start land sales in 2027F, based on expected faster land clearance at the Chau Duc IP/UA projects.

GVR – Stable rubber profit, land conversion progress to pick up

Rating*	MARKET PERFORM		2023	2024	2025F	2026F
Share Price (Feb 19)	VND31,650	Revenue (VND bn)	22,138	26,254	27,591	29,764
Target Price (TP)*	VND34,600	Revenue % YoY	-12.9%	18.6%	5.1%	7.9%
		EBIT (VND bn)	2,507	4,214	3,896	4,344
		EBIT % YoY	-38.0%	68.1%	-7.5%	11.5%
Upside to TP	+9.3%	NPAT-MI (VND bn)	2,623	4,213	3,563	4,118
Dividend Yield	0.9%	NPAT-MI % YoY	-32.4%	60.6%	-15.4%	15.6%
TSR	+10.2%	EPS	% YoY -32.4%	60.6%	-15.4%	15.6%
		GPM	22.4%	26.3%	25.0%	25.3%
Industry	Rubber & IP	OPM	11.3%	16.1%	14.1%	14.6%
Market Cap	USD5.0bn	NPM	11.8%	16.0%	12.9%	13.8%
Foreign Room	USD628.5mn	ROE	5.3%	7.5%	6.7%	7.4%
ADTV30D	USD2.7mn	Net D/E	-18.8%	-21.7%	-25.2%	-29.5%
State Ownership	96.8%	P/E	48.3x	30.0x	35.5x	30.7x
Outstanding Shares	4.0 bn	Adjusted P/B	2.4x	2.2x	2.2x	2.0x
Fully Diluted Shares	4.0 bn					

* TP and rating updated October 7, 2024



Company Overview

Vietnam Rubber Group (HOSE: GVR) and its associates manage a large land bank of more than 407,800 ha (~97% of which is rubber plantations) across Vietnam, Cambodia, and Laos. GVR's core businesses include natural rubber, rubber products, industrial parks (IP) and wood processing.

Strategic shift to IP development to secure long-term growth outlook: GVR is the largest natural rubber exporter in Vietnam with substantial rubber land bank in Vietnam of around ~280,000 ha. GVR plans to convert a sizeable portion of its land bank into IP land.

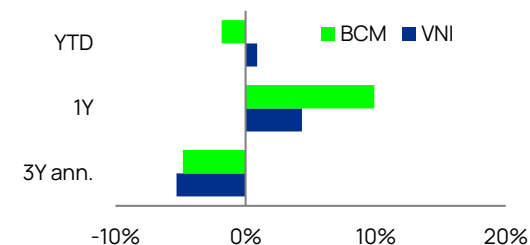
Rubber segment to benefit from sustained high ASP: In 2024, Vietnam's exported rubber ASP increased by 26% YoY to USD1,701/sqm, driven by supply constraints caused by unfavorable weather. Per the Association of Natural Rubber Producing Countries (ANRPC), the supply shortage could continue until 2028, leading to a global shortfall of ~600,000 to 800,000 tonnes of rubber annually. For 2025F, we expect GVR's rubber ASP to drop by 4% vs 2024E as supply improves with more stable weather conditions. For the wood segment, we anticipate a rebound for GVR's wood processing revenue of 29% YoY in 2025F.

Rubber land bank conversion to lead medium to long-term earnings growth: Based on the approved masterplans of Ba Ria-Vung Tau, Binh Phuoc, Tay Ninh, Binh Duong, and Dong Nai, we estimate at least ~30,000 ha of rubber land can be converted into industrial land. We have incorporated our projections for ~24,000 ha of land conversion to IP land by 2040F into our GVR valuation. We anticipate rubber land conversion progress to pick up from 2025F as most provincial masterplans have been completed in 2023-2024.

BCM – Strategical land reserves to drive multi-year growth trajectory

Rating*	NOT RATED		2023	2024	2025F	2026F
Share Price (Feb 19)	VND71,300	Revenue (VND bn)	7,883	5,195	8,591	12,422
Fair Value*	VND91,000	Revenue % YoY	20.1%	-34.1%	65.4%	44.6%
		EBIT (VND bn)	2,783	1,655	2,638	4,031
		EBIT % YoY	88.4%	-40.5%	59.4%	52.8%
Upside to Fair Value	27.6%	NPAT-MI (VND bn)	2,423	2,106	2,796	3,909
Dividend Yield	1.4%	NPAT-MI % YoY	42.5%	-13.1%	32.8%	39.8%
TSR	+29.0%	EPS	47.3%	-13.5%	32.8%	39.8%
		GPM	53.9%	65.3%	52.7%	54.5%
Industry	IP & Real Estate	OPM	35.3%	31.9%	38.7%	32.5%
Market Cap	USD2.9bn	NPM	30.7%	40.5%	32.5%	31.5%
Foreign Room	USD920.6mn	ROE	13.7%	11.1%	13.8%	17.5%
ADTV30D	USD0.7mn	Net D/E	94.0%	103.1%	117.1%	118.5%
State Ownership	38.6%	P/E	31.9x	36.9x	27.8x	19.9x
Outstanding Shares	1,035 mn	Adjusted P/B	4.0x	3.8x	3.5x	3.1x
Fully Diluted Shares	1,035 mn					

* Fair value updated February 24, 2025



Company Overview

BCM directly operates ~4,800 ha of industrial park (IP) site area while its remaining land bank for residential development totals ~1,220 ha. In addition, BCM has a 49% stake in VSIP, and a 24% stake in BW Industrial. BCM is also involved in infrastructure construction, healthcare, and education.

Leading IP developer along with its joint ventures/affiliates: BCM directly operates ~4,700 ha of industrial park (IP) site area while its remaining land bank for residential development totals ~1,200 ha. In addition, BCM has a 49% stake in VSIP (largest IP land bank in Vietnam), and a 24% stake in BW Industrial (leading logistics developer).

Substantial land bank pipeline to drive profit growth outlook: We forecast NPAT-MI to grow 33%/40% YoY in 2025/26F, driven by the expected recovery in Binh Duong's residential market and expected sales launches of the Cay Truong IP and Bau Bang Expansion IP remaining phase. BCM's ample IP/UA land bank in Binh Duong should drive robust land sales for the next decade. This strategic advantage, coupled with limited IP land availability in the region, projects a positive land sales outlook.

Valuable affiliate to boost profit contributions: We expect net income from joint ventures/affiliates to respectively increase by 17%/18% in 2025/26F and account for 72%/60% of BCM's NPAT forecasts for these years. This increase is supported by two key factors: (1) we project VSIP to post strong profit growth, buoyed by its robust IP land sales in 2024 and promising medium-term outlook from new sales launches; and (2) significant growth expected from BW Industrial after reaching breakeven profit in 2024, reversing a net loss of ~VND1.2tn (USD49mn) in 2023.

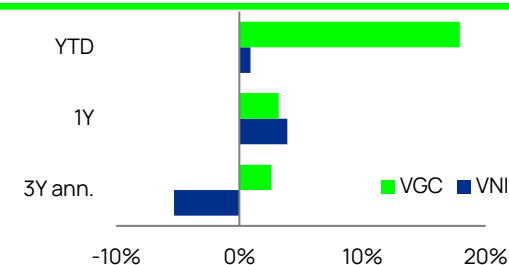
We estimate a fair value of VND91,000 per share for BCM. We believe the upcoming share auction plan of 300 million new shares (29% of current outstanding shares; planned in April 2025) could provide positive upside to BCM's valuation as it should allow the company to accelerate the development of its IP projects and IP affiliates.

Key risk: Slower-than-expected IP & UA project development.

VGC – New earnings growth cycle set to begin in 2025

Rating*	NOT RATED		2023	2024	2025F	2026F
Share Price (Feb 19)	VND53,000	Revenue (VND bn)	13,194	11,913	14,003	15,908
Fair Value*	VND51,400	Revenue % YoY	-9.6%	-9.7%	17.5%	13.6%
		EBIT (VND bn)	1,951	1,912	2,311	2,946
		NPAT-MI (VND bn)	1,218	1,105	1,136	1,715
Upside to Fair Value	-3.0%	NPAT-MI % YoY	-29.5%	-9.3%	2.8%	51.0%
Dividend Yield	<u>2.8%</u>	EPS % YoY	-29.5%	-9.3%	2.8%	51.0%
TSR	-0.2%	IP cash inflow (VND bn)	4,604	3,557	4,557	5,150
		GPM	26.7%	29.5%	24.2%	28.7%
Industry	Construction materials & IP	OPM	14.8%	16.1%	12.0%	16.5%
Market Cap	USD931.9mn	NPM	9.2%	9.3%	7.5%	8.1%
Foreign Room	USD405.8mn	ROE	15.7%	13.7%	14.1%	19.5%
ADTV30D	USD2.0mn	Net D/E	34.6%	15.3%	23.7%	6.0%
State Ownership	38.6%	P/E	20.5x	22.6x	21.9x	14.5x
Outstanding Shares	448.4 mn	Adjusted P/B	2.7x	2.5x	2.3x	2.0x
Fully Diluted Shares	448.4 mn					

* From our energy team's coverage of GEX, updated Dec 4, 2024



Company Overview

VGC is a leading industrial park (IP) developer in northern Vietnam. VGC also conducts manufacturing and trading of building materials including glass, sanitary wares, and ceramic tiles. Additionally, VGC is developing social housing within its IP area.

VGC has ~4,200 ha of total IP land site area. VGC has developed 16 industrial parks (13 in northern Vietnam, 1 central, 1 southern, and 1 in Cuba), with ~1,270 ha of remaining leasable area as of end-Q3 2024. VGC has attracted over 200 corporations to its IPs, including renowned brands such as Samsung and Amkor. We project that VGC will lease an average of 154 ha of IP land p.a. in 2025-2029F.

VGC delivers a strong IP pipeline: VGC has received approval for the Song Cong II Phase 2, Doc Da Trang, and Tran Yen IPs which will break ground in November 2024, Q2 2025, and 2025, respectively. VGC also expects to get approval for three new IPs (~1,000 ha) in 2025/26 which represent upside potential to our long-term earnings forecast.

We forecast VGC's 2025F reported NPAT-MI of VND1,136bn (+32% YoY vs our latest 2024F, +3% YoY vs 2024A), as stated in In our GEX Update Report dated December 4, 2024. Our 2025F earnings forecast is mainly due to (1) the rebound from the construction materials segment and (2) higher YoY earnings from IP leasing following our projected ASP of USD110/sqm (+21% YoY), driven by (3) revenue from tier-1 IPs including Thuan Thanh (Bac Ninh Province) and Song Cong (Thai Nguyen Province), and (4) a 19% YoY higher handover area of 149 ha.

Upside potential: 2024 actual NPAT-MI beat our latest forecast by 28%. We see upside potential to our 2025F PBT forecast (VND2.0tn, +24% YoY) due to potential stronger-than-expected performance of the construction materials segment, pending a fuller review. VGC also guides for 2025 PBT of VND1.7tn (+57% YoY vs 2024G).

State divestment is expected to be completed by end-2025. Per VGC, its enterprise value was evaluated on September 30, 2024, with State divestment expected by December 31, 2025.

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