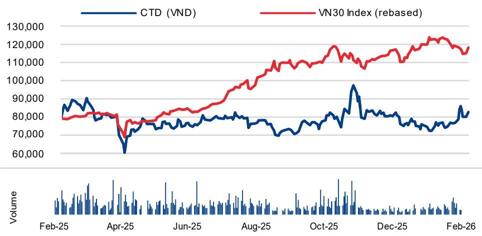
Coteccons Construction JSC (CTD - HSX)

Buy *(unchanged)*
Target price: VND110,000 *(from VND104,762)*
Up/downside: 33.0%

Share price (VND) (as of 11 Feb 2026)	82,700
Bloomberg code	CTD VN
52-week range (VND)	60,523-97,420
Trading value (5D) (VNDmn)	65,842
Market cap. (VNDbn)	8,264
Market cap. (USDmn)	318
Shares outstanding (mn)	99.9
Total FOL share room (mn)	49.0
Current FOL share room (mn)	0
Foreign ownership limit	49.0%
Foreign owned ratio	49.0%
Free float	54.7%
Major shareholder	KUSTOCEM (18.2%)

Source: Company, HSC Research estimates

Share price performance



Share price (%)	-1 mth	-3 mth	-12 mth
Ordinary shares	14.2	3.24	4.60
Relative to index	20.9	(3.63)	(28.3)
Relative to sector	-	-	-

Source: Company, FactSet

HSC vs. consensus

EPS adj. (VND)	HSC	Cons	% diff
2026F	7,374	7,006	5.3
2027F	7,047	10,274	(31.4)
2028F	9,074	10,103	(10.2)

Source: Bloomberg, HSC Research estimates

Company description

CTD is one of the leading construction companies in Vietnam, with a solid track record in both civil and industrial projects

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Riding Vietnam's infrastructure boom

- We lift our CTD TP by 5.9% to VND110,000 following our analysis of the company's strong 2Q-FY6/26 results and outlook. We maintain our Buy rating, with 33% upside to our new TP.
- We raise our bottom-line forecasts for FY26-28 (June YE) by 12.6%, 15.9%, and 11.4% respectively, mainly on a stronger backlog and growth in minor segments (including facades, M&E, and RE leasing).
- Up 14.2% over the past 1M, helped by the company's strong recent results, CTD is now trading on a 1-yr rolling fwd P/E of 13.0x, 0.8 SD below its average of 19.2x in the last 3Y.

Event: Updates following 2Q-FY06/25 results

We update our CTD forecasts and view following its recently announced 2Q-FY06/26 results. In the quarter, CTD booked revenue of VND10.0tn (up 45.3% y/y) and net profit of VND228bn, up 115% y/y. Through 1H-06/26, CTD thus posted robust net profit of VND523bn – up 162.5% y/y and a strong 78% of our pre-results FY06/26F – on revenue of VND17,459bn (up 49.9% y/y; 58% of our FY06/26F). The results exceeded our expectations on robust construction revenue.

Impact: Lifting FY06/26-28 estimates

We lift our FY6/26-28 revenue and net profit estimates by averages of 4.8% and 13.3%, respectively, primarily on the back of a stronger backlog and growth in other business segments (facades, M&E), while we keep unchanged our GPM estimate of 3.5%.

We now forecast respective FY6/26-28 revenue of VND31.7tn (up 27.7% y/y), VND38.5tn (up 21.1% y/y), and VND46.9tn (up 22.2% y/y); corresponding net profits are projected at VND747bn (lifted 12.6%; growth of 63.8% y/y), VND714bn (lifted 15.9%; down 4.4% y/y on a high base), and VND919bn (lifted 11.4%; growth of 28.8% y/y). Overall, our new forecasts suggest 3-year CAGRs (FY6/25A-FY6/28F) of 41.8% in terms of 'core' net earnings, 26.3% in terms of net earnings, and 23.6% in terms of revenue.

Valuation and recommendation

Up 14.2% over the past month (past 3M: up 3.2%), helped by the market's positive reaction to the company's strong recent results, CTD is now trading on a 1-yr rolling fwd P/E of 13.0x, 0.8 SD below its average of 19.2x (based on the last 3Y of data).

We expect the company to further solidify its status as the nation's leading contractor and and one of the biggest beneficiaries of the current infrastructure boom.

Year end: June	06-24A	06-25A	06-26F	06-27F	06-28F
EBITDA adj. (VNDbn)	175	597	729	847 ▼	1,078
Reported net profit (VNDbn)	310	458	747 ▲	714 ▼	919
EPS adj. (VND)	3,098	4,511	7,374 ▲	7,047 ▼	9,074
DPS (VND)	0	984	974 ▼	1,533	1,533
BVPS (VND)	85,967	88,382	90,306	95,485	102,594
EV/EBITDA adj. (x)	43.3	14.5	8.72	6.89	4.88
P/E adj. (x)	26.7	18.3	11.2	11.7	9.11
Dividend yield (%)	0	1.19	1.18	1.85	1.85
P/B (x)	0.96	0.94	0.92	0.87	0.81
EPS adj. growth (%)	1,438	45.6	63.5	(4.43)	28.8
Ret. on avg. equity (%)	3.69	5.21	8.05	7.22	8.73

Note: Use of ▲ ▼ indicates that the item has changed by at least 5%.
Source: Bloomberg, HSC Research estimates

Well positioned and inexpensive

With its backlog scaling new all-time highs – now at VND62.5tn, nearly double that of the previous period – and exposure to all major segments of Vietnam's construction sector, we expect CTD to further solidify its status as the nation's leading contractor and one of the biggest beneficiaries of the current infrastructure boom. We increase our TP by 5.9% to VND110,000, primarily on higher backlog assumption. Overall, our forecasts call for 3-year CAGRs (FY6/25A-FY6/28F) of 41.8% in terms of 'core' net earnings, 26.3% in terms of net earnings, and 23.6% in terms of revenue. With 33.0% upside to our new TP, we maintain our Buy rating.

Updates post 2Q-FY6/26 results

We update our forecasts for CTD after its recently announced 2Q-FY6/26 results (CTD has its financial year ending 30 June), which came in above our expectations, featuring revenue of VND10,007bn (up 45.3% y/y and 34.3% q/q) and net profit of VND228bn (up 115% y/y but down 22.7% q/q). On a 6M-FY6/26 basis, CTD thus posted robust net profit of VND523bn (up 162.5% y/y) on revenue of VND17,459bn (up 49.9% y/y). With these results, the company has achieved 58% of our FY06/26 revenue forecast and 78% of our FY06/26 net profit forecast.

Results in the quarter exceeded our expectations, driven by robust construction revenue (VND9,918bn, up 46.6% y/y), higher revenue/gross profit from other segments, and improving overall GPM for the first half of the year.

As a reminder, 1Q-FY06/26 included a VND188bn gain from the divestment of CTD's stake in the property project (namely Emerald 68). Excluding unusual/non-recurrent items (net) in all periods, 'core' profit reached VND197bn for 2Q-FY6/26 (up 113.4% y/y) and VND365bn for 1H-FY6/26 (up 95.0% y/y).

Figure 1: 2Q-FY6/26 and 1H-FY6/26 results, VNDbn, CTD

VNDbn	2Q FY06/25	2Q FY06/26	Growth y/y	1H FY06/25	1H FY06/26	Growth y/y
Net sales	**6,886**	**10,007**	**45.3%**	**11,645**	**17,459**	**49.9%**
Gross profit	202	371	84.1%	407	693	70.2%
Net financial income	23	28	20.5%	55	56	1.0%
G&A	(106)	(114)	7.6%	(224)	(270)	20.4%
Operating profit	118	284	141.3%	237	478	101.7%
Profit before tax	135	285	110.8%	252	661	163.0%
Net profit	**106**	**228**	**114.6%**	**199**	**523**	**162.5%**
Unusual/non-recurrent items, net	14	31	122.5%	12	157	1,229%
'Core' net profit	**92**	**197**	**113.4%**	**187**	**365**	**95.0%**

Source: CTD, HSC Research

Backlog: Scaling new summits

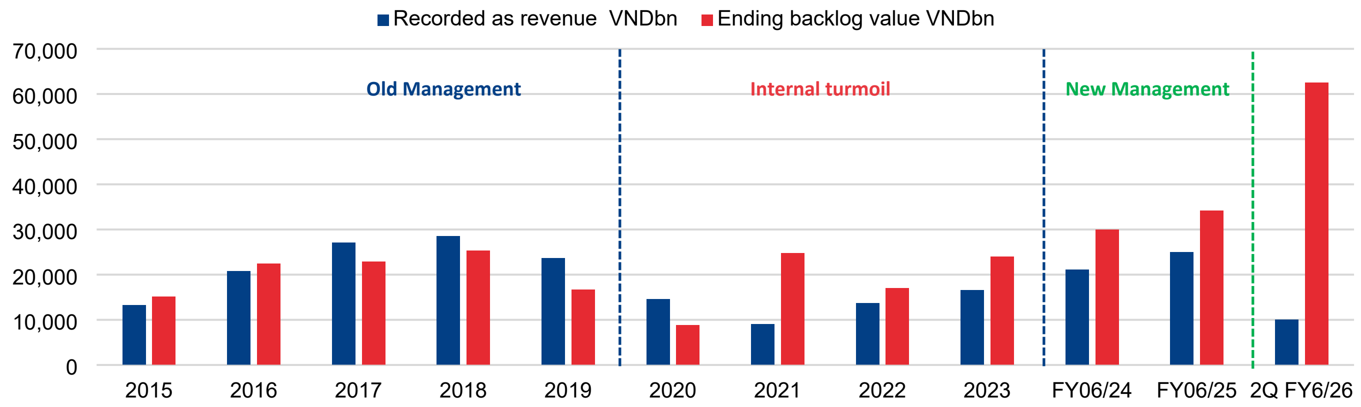
CTD backlog reached a record high of VND62.5tn (up 77.8% y/y, or 22.4% q/q) at the end of its 2Q, bolstered by VND18.0tn in new contract wins this quarter. During the quarter, the company has secured VND18.0tn (or VND37.3tn in 1H-FY6/26) in new contracts across the FDI, residential, and public infrastructure segments, continuing the trend of new signings outpacing recognized revenue for three quarters straight.

A 94% repeat sales ratio for 6M-FY6/26 also demonstrates strong client confidence. Key partners include major developers such as Vingroup, Sun Group, Masterise, and MIK. Notable projects includes: Can Gio Bridge (Consortium), Masterise Dai An, Vinschool Co Loa, PVF Stadium, Song Xanh Theater, Vinhomes Wonder City, etc.

As one of the few contractors with full exposure to all major segments of Vietnam's construction sector – including residential RE, industrial/FDI RE, and public infrastructure of all kinds – CTD possesses the experience and proven track record to compete effectively. We reiterate our view that CTD remains on track to be a primary beneficiary of the ongoing construction and public infrastructure boom across Vietnam.

Figure 2: Revenue and period-end backlog value, CTD

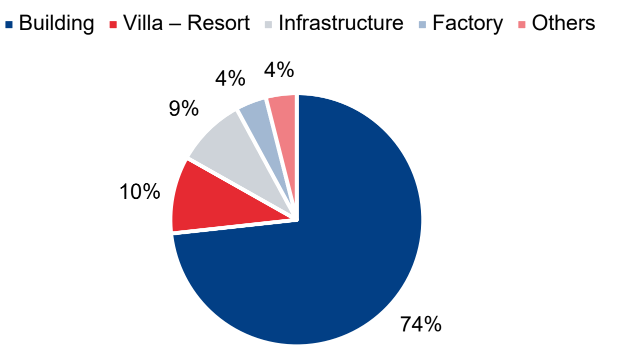
New signings far exceeded booked revenue (VND18.0tn vs VND10.0tn), raising CTD's backlog to all-time high at VND62.5tn



Source: CTD, HSC Research

Figure 3: Backlog by segment (1H-FY06/26), CTD

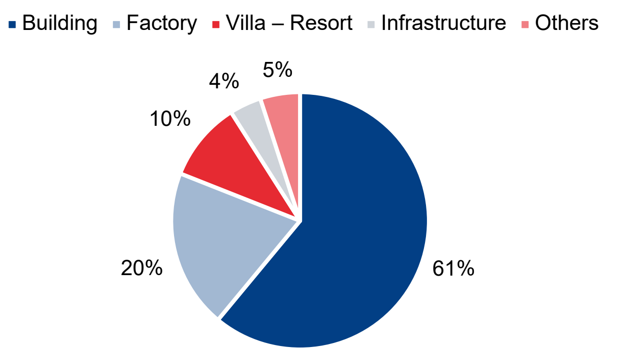
Total: VND62,500bn



Source: CTD, HSC Research

Figure 4: Revenue by segment (1H-FY06/26), CTD

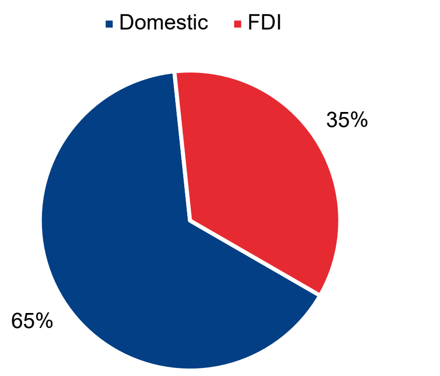
Total: VND17,459bn



Source: CTD, HSC Research

Figure 5: Revenue structure (1H-FY06/26), CTD

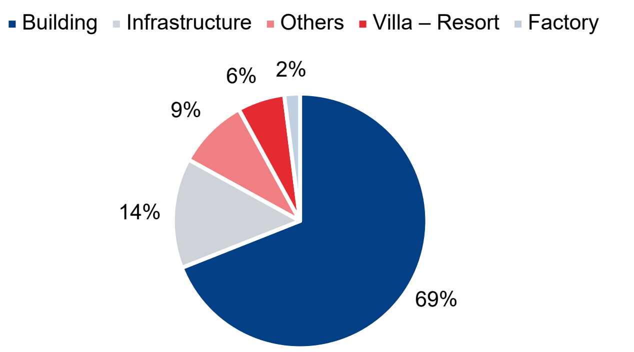
Domestic clients make up 65% of CTD's revenue in 1H



Source: CTD, HSC Research

Figure 6: Winning bid by segment (1H-FY06/26), CTD

VND37,300bn in winning bids (94% of which are repeat sales)



Source: CTD, HSC Research

Margins: Gradual GPM expansion; but sharp NM improvement

GPM: Seasonal resilience; noticeable improvement in the core segment

The company continued to demonstrate margin resilience, with the overall GPM 3.7% in this quarter. While this reflects a slight seasonal softening from the 4.3% recorded in 1Q-FY6/26, it remains a notable improvement over last year performance of 2.9%. On a half-year basis, GPM strengthened to 4.0% compared to 3.5% in 6M FY6/25.

The core construction segment (constitued 99% of CTD's revenue) recorded a GPM of 3.5% in the quarter, which, despite a 40-basis-point sequential dip vs 1Q, marks a significant y/y recovery. This trend underscores the initial success of the group's internal cost-control initiatives.

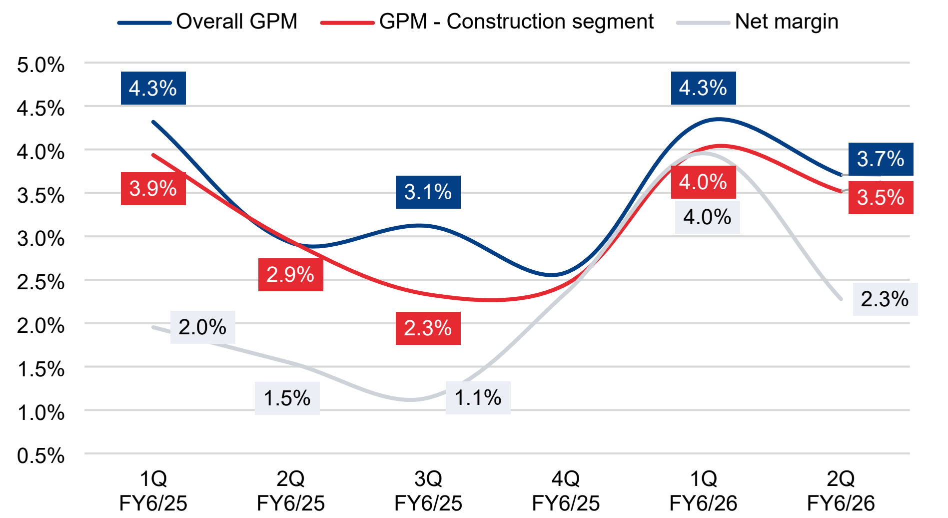
NM: Integration synergy and operational leverage

On the bottom line, net margins for 2Q-FY6/26 rose to 2.3%, a sharp increase from 1.5% a year ago.

Notably, while gross margins remain subject to seasonal fluctuations, the net margin trajectory shows more a consistent upward since FY25. This expansion is primarily attributed to the successful vertical integration of mechanical & electrical (M&E) and facades businesses acquired in FY24, which has captured more value within the chain. Furthermore, enhanced operational efficiency at the consolidated level has led to a reduction in the SG&A-to-sales ratio, bolstering overall profitability.

Figure 7: GPM and net margin, CTD

Demonstrating margin expansion across both GPM and NM



*Note: * We note that the QoQ drop in 2Q was primarily due to non-core investment recognized in 1Q, which created a high base effect.*
Source: CTD, HSC Research

Provisions: Improving, with swing factors for earnings

CTD's bad debt balance saw a slight q/q improvement in its 2Q, decreasing to VND1,520bn from VND1,566bn in 1Q-FY6/26 (or VND2,033bn in 2Q-FY25). The company successfully recorded a VND37.9bn provision reversal in 2Q-FY6/26; when factoring in the VND25.0bn set aside in 1Q-FY6/26, the net provision for 1H stands at VND12.9bn. This sustains the recovery trend since bad receivables peaked at VND2,243bn two years ago, marking a significant 40% reduction through consistent recoveries and reversals.

We note that in FY6/25, CTD fully recognized VND143bn in a provision reversal regarding One Central Project (situated opposite Ben Thanh Market, HCMC, previously under the ownership of Saigon Glory), which helped strengthen last year's bottom line. While One Central was previously the second-largest exposure on CTD's bad debt list, the largest remaining balance is now tied to Ngoi Sao Viet Real Estate Investment LLC, an affiliate of the unlisted Tan Hoang Minh Group.

Given the strong recovery in the property market, which has improved the financial health of several developers – including CTD's previously distressed major client, Tan Hoang Minh Group – we note potential upside from provision reversals related to these clients. However, due to the high uncertainty surrounding the timing and realization of such gains, we have not incorporated them into our forecasts at this stage.

Figure 8: Bad receivables as of end-2Q-FY06/26, CTD

Consistent recoveries and reversals trend, with Sagigon Glory's balance (VND143bn) as a major earnings upside.

VNDbn	As of 31 Dec-25			As of 30 Dec-24		
	Value	Provisioned	Remaining	Value	Provisioned	Remaining
Ngoi Sao Viet RE Investment LLC	526	526	-	484	484	-
Saigon Glory LLC			-	143	143	-
Minh Viet Investment JSC	122	122	-	122	122	-
Others	872	587	285	1,285	603	681
Total	**1,520**	**1,235**	**285**	**2,033**	**1,352**	**681**

Source: CTD, HSC Research

Progress at the JV project with BEHS

On 26 Dec-25, Tay Ninh Province signed a decision to recover state-managed land and subsequently allocate and lease this land (Phase 1) to BEHS Joint Stock Company (private/unlisted). The total area exceeds 45.4 hectares, categorized as follows:

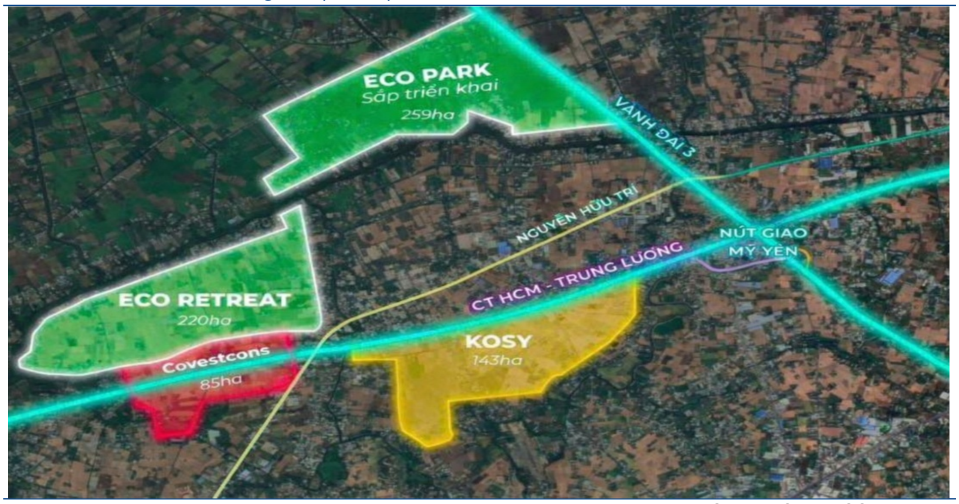
- 7.8 hectares of residential land.
- 35.4 hectares of public land (for non-commercial purposes).
- 6,620 sqm of resettlement land (BEHS will invest in the infrastructure before handing it back to the State).
- 1.5 hectares of land for physical education, sports, and medical facilities (BEHS will complete construction and transfer management to the State).

We note that the decision pertains to the Thanh Phu residential, commercial, and service complex. Located in Ben Luc District, the project spans over 85 hectares with a total investment exceeding VND10,662bn. The BEHS-Covestcons (CTD's investment arm) consortium has been officially designated as the project's developer.

We note that (1) no specific information regarding CTD's stake in the project has been disclosed and (2) given its nature as a non-core investment, we have excluded it from our current projections. Consequently, this project represents a significant upside to our earnings and valuation forecasts.

Figure 9: Thanh Phu complex by BEHS-Covestcons consortium

Located in Ben Luc, Long An (85 ha), with a total investment of VND 10.6tn



Source: CTD, HSC Research

Earnings: Lifting FY06/26-28 forecasts

As a reminder, CTD changed its year end to 30 June from 31 December back in 2023. The first financial year (12 months) post this change was from 1 July 2023 to 30 June 2024 (1 January 2023 to 30 June 2023 was deemed to be a transitional period). We adjusted our forecasts accordingly for FY06/24 and in subsequent years.

We raise our bottom-line forecast for FY6/26-28 by 12.6%, 15.9%, and 11.4% respectively, mainly on stronger backlog and growth in minor segments (facades, M&E, and RE leasing), as these segments' 1H total results have already beaten our FY06/26F substantially, while we maintain a conservative GPM estimate of 3.5% for the construction segment.

We now project revenue growth of VND31.7tn (up 27.7% y/y), VND38.5tn (up 21.1% y/y), and VND46.9tn (up 22.2% y/y) for the FY6/26-28 period. Correspondingly, we forecast net profits of VND747bn (up 63.8% y/y), VND714bn (down 4.4% y/y due to a high base effect), and VND919bn (up 28.8% y/y),respectively.

Excluding net unusual/non-recurrent items, including (1) non-core investments and (2) provision expenses on bad receivables, we project CTD's 'core' net profit to reach VND640bn (up 91.9% y/y), VND753bn (up 17.7% y/y), and VND951bn (up 26.2% y/y) for the FY6/26-28 period, respectively.

Specifically, we have reflected the gain from Emerald 68 (from the 1Q result) in the FY6/26 projection but project none for FY6/27-FY6/28. Our provision expense estimates remain relatively unchanged, we currently do not forecast any major provision reversals similar to the one seen in FY6/25 (re. One project) for the upcoming period.

Overall, our forecasts call for 3-year CAGRs (FY6/25-FY6/28) of 41.8% in terms of 'core' net earnings, 26.3% in terms of net earnings, and 23.6% in terms of revenue. We expect CTD to maintain momentum as it stands to be one of the biggest beneficiaries of the infrastructure/construction boom.

Figure 10: Old and new earnings estimates, CTD

Our forecasts call for 3-year CAGRs of 41.8% in terms of 'core' net earnings

VNDbn	Before	After	Difference	Growth y/y
FY06/26				
Revenue	**30,089**	**31,766**	**5.6%**	**27.7%**
Gross profit	1,069	1,182	10.5%	45.0%
SG&A	(574)	(574)	0.0%	73.3%
Net profit	**663**	**747**	**12.6%**	**63.8%**
Non-recurrent items*	107	107		
'Core' net profit	**556**	**640**	**15.1%**	**91.9%**
FY06/27				
Revenue	**36,467**	**38,454**	**5.4%**	**21.1%**
Gross profit	1,294	1,420	9.8%	20.1%
SG&A	(689)	(689)	0.0%	19.9%
Net profit	**616**	**714**	**15.9%**	**-4.4%**
Non-recurrent items*	(39)	(39)		
'Core' net profit	**655**	**753**	**15.0%**	**17.7%**
FY06/28				
Revenue	**45,460**	**46,999**	**3.4%**	**22.2%**
Gross profit	1,609	1,723	7.1%	21.3%
SG&A	(761)	(761)	0.0%	10.5%
Net profit	**825**	**919**	**11.4%**	**28.8%**
Non-recurrent items*	(31)	(31)		
'Core' net profit	**856**	**951**	**11.0%**	**26.2%**

*Note: *Tax adjusted.*
Source: CTD, HSC Research

Valuation and recommendation

Conclusions and methodology

We revise our TP up by 5.9% to VND110,000. This revision reflects upgraded earnings forecasts and a positive outlook for CTD, driven by a record-high backlog and synergies from recent acquisitions, while also accounting for the company cash & stock dividend payout on December 24, 2025, (10% for cash; 20:1 ratio for stock). We maintain our Buy rating, despite CTD's recent share price strength, as immediate entry still commands a 33.0% upside.

Some details re. our methodology and assumptions include:

- We use a two-stage DCF model to value stock. Our projected growth phase is from FY6/25 to FY6/31. After that, we apply a terminal growth rate of 2.0% to calculate the terminal value.
- Our valuation continues to use a WACC of 14.3%, based on a risk-free rate of 4.0% (unchanged), an adjusted ERP of 10.25% (also unchanged) (which includes a specific premium of 1.5ppt, reflecting certain funding realities here in Vietnam for real estate and related sectors, on our house view of 8.75% ERP), and a beta of (avg. over two yrs).
- Our underlying cost of equity continues to come to 15.3%, while our 10% cost of debt is also unchanged. We assume an average debt-to-equity ratio of 21.9%
- Our valuation basis is designated at end of calenda year 2026, which is the mid-point between CTD's FY6/26 and FY6/27.

Figure 11: DCF Valuation, CTD

New TP comes to VND110,000, representing 33.0% upside

VNDbn	FY6/26	FY6/27	FY6/28	FY6/29	FY6/30	FY6/31
FCFF	**2,682**	**707**	**776**	**970**	**943**	**837**
Terminal growth rate (g)						2.0%
Terminal value						7,297
Future cash flow	2,682	707	776	970	943	8,134
Present value	**2,682**	**622**	**600**	**660**	**564**	**4,281**
Total firm value	**6,832**					
PV terminal value	4,773					
PV cashflows through FY6/30F	2,058					
- Total debt	(2,987)					
+ Cash and cash equivalents	7,907					
Value of owners' equity	**11,752**					
No. of shares o/s (mn)	106					
Fair value per share (adjusted end CY26)	**110,000**					

Source: CTD, HSC Research

Figure 12: TP sensitivity (VND), CTD

Our bases case valuation uses a 4.0% risk-free rate and a 2.0% terminal growth rate

		Terminal growth rate				
		1.0%	1.5%	**2.0%**	2.5%	3.0%
Risk-free rate	3.0%	111,000	113,000	115,000	117,000	120,000
	3.5%	109,000	111,000	112,000	114,000	117,000
	4.0%	107,000	109,000	**110,000**	112,000	114,000
	4.5%	105,000	107,000	108,000	110,000	112,000
	5.0%	104,000	105,000	106,000	108,000	109,000

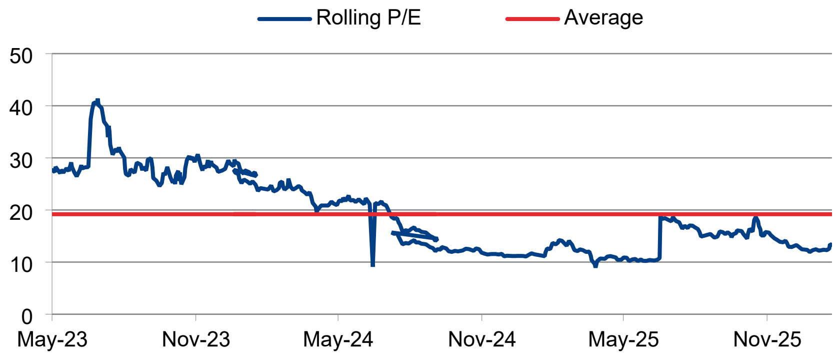
Source: HSC Research

Valuation context

We note that CTD is up 14.2% over the past month (though up only 3.2% over the past 3M as the market reacted to the company's strong recent results (featuring a higher backlog and improving GPM). CTD is now trading on a 1-yr rolling fwd P/E of 13.0x, 0.8 SD below its average of 19.2x in the last 3Y.

Figure 13: 1Y rolling fwd P/E, CTD

CTD is now trading at a 1-yr rolling fwd P/E of 13.0x, 0.8 SD below its 3Y avg of 19.2x



Source: HSC Research

Financial statements and key data

Income statements (VNDbn)	06-24A	06-25A	06-26F	06-27F	06-28F
Sales	21,045	24,885	31,766	38,454	46,999
Gross profit	713	815	1,182	1,420	1,723
SG&A	(581)	(331)	(574)	(689)	(761)
Other income	0	0	0	0	0
Other expenses	0	0	0	0	0
EBIT	**132**	**484**	**608**	**731**	**962**
Net interest	175	50.7	138	162	188
Associates/affiliates	(0.01)	(0.02)	0	0	0
Other non-operational	0	0	0	0	0
Exceptional items	80.1	18.8	188	0	0
Pre-tax profit	**387**	**553**	**934**	**893**	**1,149**
Taxation	(77.0)	(95.8)	(187)	(179)	(230)
Minority interests	0.02	0.03	0	0	0
Exceptional items after tax	0	0	0	0	0
Net profit	**310**	**458**	**747**	**714**	**919**
Net profit adj'd	**310**	**458**	**747**	**714**	**919**
EBITDA adj.	**175**	**597**	**729**	**847**	**1,078**
EPS (VND)	3,098	4,511	7,374	7,047	9,074
EPS adj. (VND)	3,098	4,511	7,374	7,047	9,074
DPS (VND)	0	984	974	1,533	1,533
Basic shares, average (mn)	99.9	101	101	101	101
Basic shares, period end (mn)	99.9	101	106	106	106
Fully diluted shares, period end (mn)	99.9	101	106	106	106

Cash flow statements (VNDbn)	06-24A	06-25A	06-26F	06-27F	06-28F
EBIT	132	484	608	731	962
Depreciation & amortisation	(43.5)	(114)	(122)	(116)	(116)
Net interest	175	50.7	138	162	188
Tax paid	(80.1)	(118)	(187)	(179)	(230)
Changes in working capital	(397)	0	2,135	13.1	(103)
Others	99.8	398	(128)	(152)	(181)
Cash flow from operations	**24.3**	**(1,154)**	**2,529**	**321**	**355**
Capex	(551)	(467)	(61.1)	(6.91)	(6.91)
Acquisitions & investments	(264)	(15.9)	0	0	0
Disposals	23.9	270	0	0	0
Others	1,031	516	347	371	397
Cash flow from investing	**240**	**303**	**286**	**364**	**390**
Dividends	0	(99.9)	(104)	(163)	(163)
Issue of shares	7.13	15.0	0	0	0
Change in debt	56.9	1,437	0	0	0
Other financing cash flow	(0.91)	0	0	0	0
Cash flow from financing	**63.1**	**1,352**	**(104)**	**(163)**	**(163)**
Cash, beginning of period	1,883	2,210	2,712	5,424	5,946
Change in cash	**328**	**502**	**2,711**	**522**	**582**
Exchange rate effects	0.06	0.33	0	0	0
Cash, end of period	**2,210**	**2,712**	**5,424**	**5,946**	**6,527**
Free cash flow	**(526)**	**(1,620)**	**2,468**	**314**	**348**

Balance sheets (VNDbn)	06-24A	06-25A	06-26F	06-27F	06-28F
Cash	2,210	2,712	5,424	5,946	6,527
Short-term investments	1,868	1,589	1,589	1,589	1,589
Accounts receivable	12,024	15,870	17,555	20,385	25,137
Inventory	3,126	5,964	6,608	7,515	8,588
Other current assets	1,228	1,827	2,009	2,209	2,430
Total current assets	**20,456**	**27,963**	**33,185**	**37,644**	**44,271**
PP&E	456	442	394	297	201
Intangible assets	-	-	-	-	-
Investment properties	331	308	295	282	270
Long-term investments	307	313	313	313	313
Associates/JVs	2.46	2.44	2.44	2.44	2.44
Other long-term assets	1,317	673	673	673	673
Total long-term assets	**2,413**	**1,738**	**1,678**	**1,568**	**1,459**
Total assets	**22,869**	**29,701**	**34,863**	**39,212**	**45,730**
Short-term debt	1,519	2,984	2,984	2,984	2,984
Accounts payable	6,161	7,534	9,636	11,161	14,017
Other current liabilities	4,071	5,315	6,509	7,512	8,794
Total current liabilities	**14,223**	**20,684**	**25,201**	**29,000**	**34,761**
Long-term debt	21.1	2.83	2.83	2.83	2.83
Deferred tax	29.5	27.6	27.6	27.6	27.6
Other long-term liabilities	3.57	22.2	22.2	22.2	22.2
Long-term liabilities	**54.2**	**52.6**	**52.6**	**52.6**	**52.6**
Total liabilities	**14,278**	**20,736**	**25,254**	**29,053**	**34,814**
Shareholders' funds	8,591	8,965	9,608	10,159	10,916
Minority interests	0.53	0.56	0.56	0.56	0.56
Total equity	**8,591**	**8,965**	**9,609**	**10,160**	**10,916**
Total liabilities and equity	**22,869**	**29,701**	**34,863**	**39,212**	**45,730**
BVPS (VND)	85,967	88,382	90,306	95,485	102,594
Net debt/(cash)*	(670)	275	(2,437)	(2,959)	(3,540)

Financial ratios and other	06-24A	06-25A	06-26F	06-27F	06-28F
Operating ratios					
Gross margin (%)	3.39	3.28	3.72	3.69	3.67
EBITDA adj. margin (%)	0.83	2.40	2.30	2.20	2.29
Net profit margin (%)	1.47	1.84	2.35	1.86	1.96
Effective tax rate (%)	19.9	17.3	20.0	20.0	20.0
Sales growth (%)	44.8	18.2	27.7	21.1	22.2
EBITDA adj. growth (%)	224	241	22.1	16.2	27.2
Net profit adj. growth (%)	1,383	47.8	63.3	(4.43)	28.8
EPS growth (%)	1,438	45.6	63.5	(4.43)	28.8
EPS adj. growth (%)	1,438	45.6	63.5	(4.43)	28.8
DPS growth (%)	nm	nm	(1.06)	57.3	0
Dividend payout ratio (%)	0	21.8	13.2	21.7	16.9
Efficiency ratios					
Return on avg. equity (%)	3.69	5.21	8.05	7.22	8.73
Return on avg. CE (%)	1.51	5.48	6.51	7.36	9.08
Asset turnover (x)	1.01	0.95	0.98	1.04	1.11
Operating cash/EBIT (x)	0.18	(2.38)	4.16	0.44	0.37
Inventory days	56.1	90.4	78.9	74.1	69.2
Accounts receivable days	216	241	210	201	203
Accounts payable days	111	114	115	110	113
Leverage ratios					
Net debt*/equity (%)	20.0	56.8	37.5	42.8	49.4
Debt/capital (%)	17.2	26.3	25.9	26.2	26.1
Interest coverage (x)	N/a	N/a	N/a	N/a	N/a
Debt/EBITDA (x)	22.4	13.1	12.4	12.1	11.1
Current ratio (x)	1.44	1.35	1.32	1.30	1.27
Valuation					
EV/sales (x)	0.36	0.35	0.20	0.15	0.11
EV/EBITDA adj. (x)	43.3	14.5	8.72	6.89	4.88
P/E (x)	26.7	18.3	11.2	11.7	9.11
P/E adj. (x)	26.7	18.3	11.2	11.7	9.11
P/B (x)	0.96	0.94	0.92	0.87	0.81
Dividend yield (%)	0	1.19	1.18	1.85	1.85

*Note: *Excluding short-term investments.*
Source: Company, HSC Research estimates

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Buy: Expected to rise by more than 20% on an absolute basis in the next 12 months
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