

Buy (from Add)

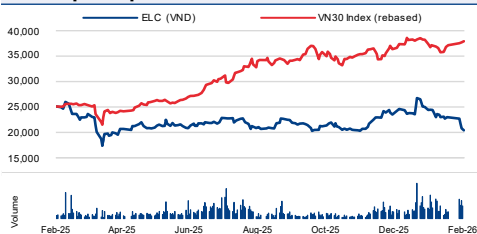
Target price: VND27,400 (from VND26,800)
 Up/downside: 34.3%

Share price (VND) (as of 27 Feb 2026) 20,400

| | |
|-----------------------------|--------------------------|
| Bloomberg code | ELC VN |
| 52-week range (VND) | 17,429-26,750 |
| Trading value (5D) (VNDmn) | 45,776 |
| Market cap. (VNDbn) | 2,246 |
| Market cap. (USDmn) | 86.2 |
| Shares outstanding (mn) | 110 |
| Total FOL share room (mn) | 53.9 |
| Current FOL share room (mn) | 51.6 |
| Foreign ownership limit | 49.0% |
| Foreign owned ratio | 2.14% |
| Free float | 65.0% |
| Major shareholder | Phan Chien Thang (7.54%) |

Source: Company, HSC Research estimates

Share price performance



| Share price (%) | -1 mth | -3 mth | -12 mth |
|--------------------|--------|--------|---------|
| Ordinary shares | (15.2) | (1.21) | (18.7) |
| Relative to index | (16.9) | (7.95) | (46.2) |
| Relative to sector | - | - | - |

Source: Company, FactSet

HSC vs. consensus

| EPS adj. (VND) | HSC | Cons | % diff |
|----------------|-------|-------|--------|
| 2026F | 1,364 | 1,266 | 7.7 |
| 2027F | 1,636 | 1,494 | 9.5 |
| 2028F | 1,927 | - | N/a |

Source: Bloomberg, HSC Research estimates

Company description

ETC is a smart solutions provider with a 30 year track record and expertise in ITS, telecom, security-defense, and digital transformation.

Analysts

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U/g to Buy on strong outlook and valuation

- We upgrade ELC to Buy (from Add) and lift our TP by 2% to VND27,400, suggesting upside of 34%.
- Our FY26-27 net profit forecasts, lifted by 9% on avg., suggest growth of 24%/20%, respectively, while our maiden FY28F suggests 18% further growth (3Y net profit CAGR: 20%).
- Off 15% over the past 1M, ELC now trades at 1-yr rolling fwd. P/E of 14.6x, 0.6 SD below its 5Y average of 20.3x. We believe the recent correction provides a good entry point for those who want to ride the theme of Vietnam's smart infrastructure.

Event: Strong FY25 results and FY26 outlook

For FY25, ELC delivered its best performance since FY11; net profit came to VND128bn (up 34% y/y) on net sales of VND1.5tn (up 90% y/y), completing 103% and 105% of our respective FY25Fs. The strong growth was led by the intelligent transportation systems (ITS) segment, which saw revenue more than triple y/y in FY25 to VND908bn, accounting for 60% of ELC's total net sales (vs. 35% in FY24).

For FY26, ITS is expected to maintain momentum and continue to lead growth, though the pace might slow down from a high base set in FY25. For this year, ELC already secured VND1tn backlog (to be recognized in 1H26) and expects to sign another VND1.6tn in 1H26.

Impact: Raising FY26-27 forecasts by 9% on avg.

We lift our FY26-27 earnings forecasts by 9% on average, mainly on higher estimates for the ITS segment. Our new forecasts suggest net profit growth of 24% y/y in FY26 (to VND158bn) and 20% y/y in FY27 (to VND190bn), respectively. Notably, we expect ELC could recognize VND1tn in revenue (tripling y/y) in 1H26, helping lead to VND85bn in net profit (up 3.4x y/y). We also introduce maiden FY28F, with net profit of VND223bn (up 18% y/y).

Our new FY26-28 net profit forecasts suggest a solid 3-yr CAGR of 20%.

Valuation and recommendation

Off 15% over the past 1M on weak sentiment towards the technology sector, ELC now trades at 1-yr rolling fwd. P/E of 14.9x, a 0.6 SD below its 5Y average of 20.3x. Helped by higher estimates, we lift our TP by 2% to VND27,400, suggesting 34% upside and valuing ELC on P/E's of 20.1x (FY26) and 16.7x (FY27).

We upgrade our rating to Buy (from Add). As a pioneer in barely tapped markets of ITS and surveillance camera systems, ELC looks well positioned to be the key beneficiary of Vietnam's move towards smart traffic and urban management.

| Year end: December | 12-24A | 12-25A | 12-26F | 12-27F | 12-28F |
|-----------------------------|--------|--------|----------|---------|--------|
| EBITDA adj. (VNDbn) | 116 | 139 | 213 ▲ | 252 ▲ | 292 |
| Reported net profit (VNDbn) | 95.4 | 128 | 158 ▲ | 190 ▲ | 223 |
| EPS adj. (VND) | 822 | 1,101 | 1,364 ▲ | 1,636 ▲ | 1,927 |
| DPS (VND) | 0 | 0 | 500 | 500 | 500 |
| BVPS (VND) | 12,692 | 12,273 | 13,137 ▼ | 14,273 | 15,700 |
| EV/EBITDA adj. (x) | 12.1 | 16.0 | 10.7 | 9.31 | 8.00 |
| P/E adj. (x) | 24.8 | 18.5 | 15.0 | 12.5 | 10.6 |
| Dividend yield (%) | 0 | 0 | 2.45 | 2.45 | 2.45 |
| P/B (x) | 1.61 | 1.66 | 1.55 | 1.43 | 1.30 |
| EPS adj. growth (%) | 22.0 | 34.0 | 23.9 | 20.0 | 17.8 |
| Ret. on avg. equity (%) | 9.45 | 10.6 | 11.3 | 12.6 | 13.5 |

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

Pioneer player in smart infrastructure management

We upgrade our rating on ELC to Buy (from Add) and lift our TP by 2% to VND27,400 (upside 34%). Our forecasts, lifted 9% on average for FY26-27, show net profit growth of 24% and 20% in respective years. Our maiden FY28 estimates show net profit growth of 18%. 3Y CAGR will then be 20% over FY25-28F, led by demand for ITS and surveillance camera systems.

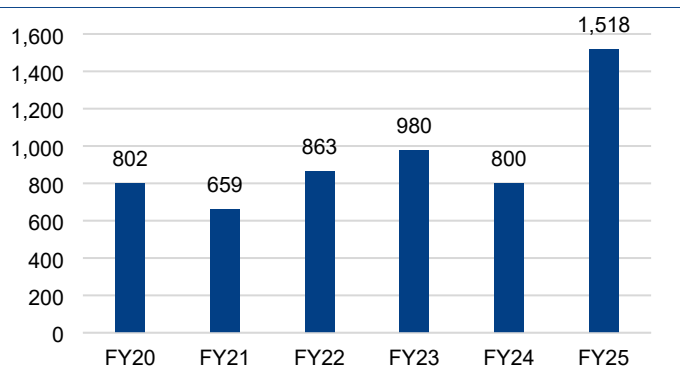
FY25 recap: 15Y record high results + consolidating its position as Vietnam's ITS leader

For FY25, ELC delivered record high results since FY11, with net sales of VND1.5tn (up 90% y/y) and net profit of VND128bn (up 34% y/y). These results completed 105% and 103% of our FY25 respective forecasts. The strong growth was led by the ITS segment, which saw revenue more than triple y/y in FY25 to VND908bn, accounting for 60% of total net sales (vs. 35% in FY24).

By end-FY25, ELC remained a net cash position with a balance of VND84bn.

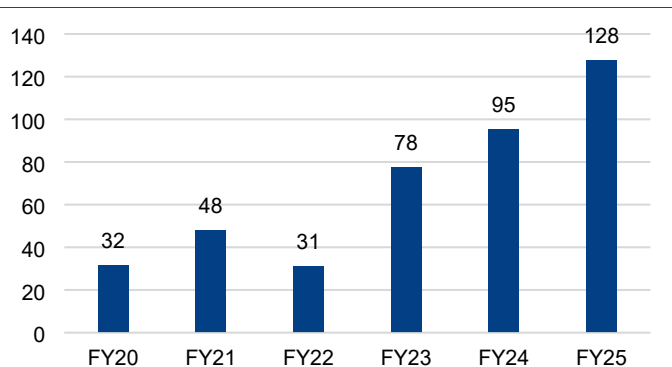
In the year, ELC has proven to be Vietnam's ITS leader after winning the majority of ITS procurement for two phases of the North-South Expressway (NSEX). As a reminder, for the first phase, ELC and its partners won five out of six procurements with total value of VND700bn (out of total procurements' value of VND750bn). Meanwhile, for the second phase, ELC and its partners won seven out of nine procurements with total value of VND860bn (out of total procurements' value of VND1.3tn, including value of those ELC did not participate). ELC's market share in expressway ITS is thus around 70%.

Figure 1: Net sales (VNDbn), ELC
5Y CAGR of 14%



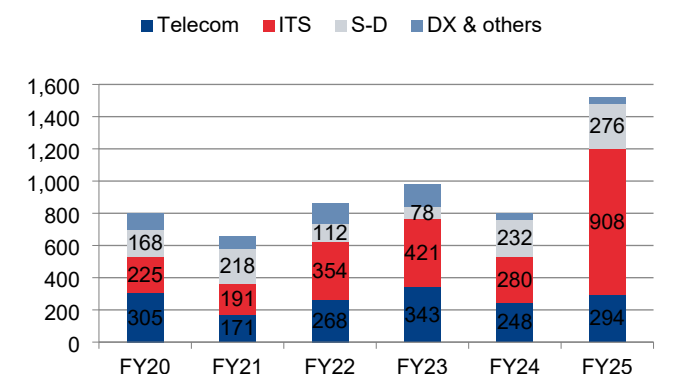
Source: ELC

Figure 2: Net profit (VNDbn), ELC
5Y CAGR of 32%



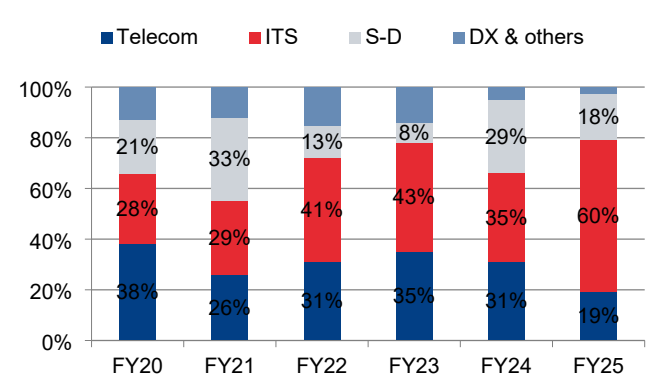
Source: ELC

Figure 3: Sales breakdown (VNDbn), ELC
Net sales growth was mainly helped by ITS & security-defense



Source: ELC

Figure 4: Sales contribution by segment, ELC
ITS is the biggest contribution, accounting for 60% of net sales



Source: ELC

Big picture: A pioneer in barely tapped markets

Vietnam's markets for ITS and surveillance cameras are barely tapped

ITS has been primarily deployed on expressway systems, where it is now mandated as a compulsory component of new highway projects. In contrast, urban ITS infrastructure remains at a very early stage of development. Historically, total investment in ITS for expressway and urban has been relatively modest, estimated at around VND3tn each to date.

Vietnam currently has approximately 3,000 km of expressways, of which about 2,000 km is the North-South Expressway. The country aims to expand its expressway network to 5,000 km by FY30 and 9,000 km by FY50. We estimate that investment in ITS for the additional 2,000 km of expressways planned between now and FY30 will amount to around VND3tn-4tn.

Urban ITS is a much larger and largely untapped market. At present, ITS for urban uses is mainly focus on the AI-powered camera systems at major intersections and key arterial roads. Hanoi has recently announced a plan to invest approximately VND18tn in its smart transportation system for the FY26-35 period, of which budget for the FY26-30 period is VND9.4tn and for the FY31-35 is VND8.6tn. 15% of these investments is for digital transformation (digitizing the transport system's data base, serving as a foundation for management and operation).

Demand for surveillance camera systems is also substantial. Hanoi and HCMC, Vietnam's two biggest cities, current have 1,500-2,000 surveillance cameras each (for both traffic and urban management). Hanoi has recently approved the installation of 40,000 surveillance cameras over the FY25-30 period. We estimate that total investment for the city's surveillance camera system alone could reach VND2-3tn. Assuming similar large-scale deployments across major cities nationwide, we project total investment in urban security camera systems could amount to approximately VND30tn during the FY26-30 period.

ELC: Pioneer with a proven track record

As one of the pioneers, ELC has proved to be Vietnam's ITS leaders, with market share of c.70% for expressway ITS, as mentioned above. For the urban surveillance camera market, ELC has won procurements for several provinces including Yen Bai, Phu Tho, Hue, Thanh Hoa, Nghe An, etc. As the market is largely untapped, ELC's track record looks actually strong. We expect that it could win c.20% of total market share in the urban surveillance camera market, thanks to proven track record. All in all, we expect that ELC could earn c.VND8tn revenue from ITS and surveillance camera systems over FY26-30, beside the already secured backlog for FY26 (c.VND1tn).

We note that ELC is fully self-reliant in AI camera technology, from system design to software development, while the hardware manufacturing is outsourced to third-party partners.

Raising FY26-27 earnings forecasts; introducing maiden FY28F

We lift our FY26-27 earnings forecasts by 9% on average, mainly on higher estimates for the ITS segment. Our new forecasts show net profit growth of 24% y/y in FY26 (to VND158bn) and 20% y/y in FY27 (to VND190bn). We also introduce our maiden FY28F, with net profit of VND223bn (up 18% y/y). 3Y CAGR will then be 20% over FY25A-28F for both topline and bottom line.

Figure 5: FY26-28 earnings forecasts, ELC

We lift our FY26-27 earnings forecasts by c.9% on average, showing net profit growth of 24%/20% in respective years

| VNDbn | Old forecasts | | | | New forecasts | | | Revision | | FY25-28 CAGR |
|-------------------|---------------|-------|-------|-------|---------------|-------|-------|----------|-------|--------------|
| | FY25A | FY25F | FY26F | FY27F | FY26F | FY27F | FY28F | FY26F | FY27F | |
| Net sales | 1,518 | 1,441 | 1,756 | 2,067 | 1,869 | 2,235 | 2,601 | 6.4% | 8.1% | 19.7% |
| Net profit | 128 | 123 | 147 | 173 | 158 | 190 | 223 | 7.7% | 9.5% | 20.5% |
| Growth y/y | | | | | | | | | | |
| Net sales | 89.7% | 80.2% | 21.8% | 17.7% | 23.1% | 19.6% | 16.4% | | | |
| Net profit | 33.7% | 29.2% | 19.0% | 17.9% | 23.9% | 20.0% | 17.8% | | | |

Source: HSC Research

ITS is expected to remain the biggest contribution to the topline, accounting for 61% over the forecasted period. The segment's revenue is expected to see a 3Y CAGR of 20.3%.

Strong revenue booking expected for 1H26

For this year, ELC already secured VND1tn backlog (to be recognized in 1H26), of which 80% comes from the ITS segment, including VND430tn from the North-South Expressway (NSEW) Phase 2, VND260bn from the remaining value at the LTIA project, VND98bn from the ITS projects in HCMC. Therefore, for 1H26, we expect the company could recognize VND1tn in revenue (tripling y/y) and VND85bn in net profit (up 3.4x y/y).

Figure 6: Forecasts of sales breakdown, ELC

Our sales estimates are raised by 6-8% for FY26-27, mainly on a 13-17% upward revision for the ITS segment

| VNDbn | Old forecasts | | | | New forecasts | | | Revision | | FY25-28 CAGR |
|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|-------------|--------------|
| | FY25A | FY25F | FY26F | FY27F | FY26F | FY27F | FY28F | FY26F | FY27F | |
| Net sales | 1,518 | 1,441 | 1,756 | 2,067 | 1,869 | 2,235 | 2,601 | 6.4% | 8.1% | 19.7% |
| Telecom | 294 | 273 | 300 | 330 | 323 | 356 | 391 | 7.8% | 7.8% | 10.0% |
| ITS | 908 | 840 | 1,008 | 1,159 | 1,135 | 1,362 | 1,580 | 12.6% | 17.5% | 20.3% |
| S-D | 276 | 278 | 348 | 418 | 332 | 391 | 454 | -4.8% | -6.3% | 18.0% |
| DX & others | 39 | 50 | 100 | 160 | 78 | 125 | 175 | -21.7% | -21.7% | 64.9% |
| Growth y/y | | | | | | | | | | |
| Net sales | 89.7% | 80.2% | 21.8% | 17.7% | 23.1% | 19.6% | 16.4% | | | |
| Telecom | 18.5% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | 10.0% | | | |
| ITS | 224.3% | 200.0% | 20.0% | 15.0% | 25.0% | 20.0% | 16.0% | | | |
| S-D | 19.1% | 20.0% | 25.0% | 20.0% | 20.0% | 18.0% | 16.0% | | | |
| DX & others | -2.1% | 25.0% | 100.0% | 60.0% | 100.0% | 60.0% | 40.0% | | | |
| Contribution | | | | | | | | | | |
| Net sales | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | | | |
| Telecom | 19.4% | 18.9% | 17.1% | 16.0% | 17.3% | 15.9% | 15.0% | | | |
| ITS | 59.8% | 58.3% | 57.4% | 56.1% | 60.8% | 61.0% | 60.8% | | | |
| S-D | 18.2% | 19.3% | 19.8% | 20.2% | 17.7% | 17.5% | 17.4% | | | |
| DX & others | 2.6% | 3.5% | 5.7% | 7.7% | 4.2% | 5.6% | 6.7% | | | |

Source: HSC Research

Figure 7: 1H26 earnings forecasts, ELC

We estimate that ELC could deliver VND1tn in revenue and VND85bn in net profit in 1H26 (up 2.0x y/y and 3.3x y/y, respectively)

| VNDbn | 1H25 | 1H26F | Growth y/y | 2H25 | 2H26F | Growth y/y | FY25 | FY26F | Growth y/y |
|------------|------|-------|------------|-------|-------|------------|-------|-------|------------|
| Net sales | 330 | 1,000 | 203.0% | 1,188 | 869 | -26.9% | 1,518 | 1,869 | 23.1% |
| Net profit | 19 | 85 | 336.6% | 108 | 73 | -32.4% | 128 | 158 | 23.9% |

Source: HSC Research

Figure 8: Backlog, ELC

C.VND800bn backlog would be booked in 1H26

| Procurement packages | Value (VNDbn) | Announcement | Implementation period (days) | ELC's portion | ELC's revenue (VNDbn) | Unbooked revenue |
|----------------------------------------------|---------------|---------------|------------------------------|---------------|-----------------------|------------------|
| North-South Expressway Phase 2 | 862 | | | | 431 | 431 |
| Quang Ngai - Hoai Nhon | 269 | Sep-25 | 120 | 50% | 135 | 135 |
| Ham Nghi - Vung Ang | 49 | Sep-25 | 80 | 50% | 24 | 24 |
| Ham Nghi - Vung Ang | 107 | Dec-25 | 90 | 50% | 54 | 54 |
| Chi Thanh - Van Phong | 109 | Dec-25 | 90 | 50% | 55 | 55 |
| Van Phong - Nha Trang | 134 | Dec-25 | 90 | 50% | 67 | 67 |
| Van Ninh - Cam Lo | 145 | Dec-25 | 100 | 50% | 73 | 73 |
| Bai Vot - Ham Nghi | 49 | Dec-25 | 90 | 50% | 25 | 25 |
| LTIA airport management system | 1939 | Apr-25 | 333 | 20% | 388 | 260 |
| Others | 689 | | | | 136 | 136 |
| Surveillance camera systems for Can Gio | 42 | Dec-25 | 180 | 50% | 21 | 21 |
| ITS Urban Traffic Mgmt Center of HCMC | 56 | Dec-25 | 150 | 100% | 56 | 56 |
| ITS for Hanoi-Lao Cai expressway interchange | 591 | Dec-25 | 880 | 10% | 59 | 59 |
| Total | 4180 | | | | 955 | 827 |

Source: dauthau.vn, ELC

Meanwhile, the company also expects to secure another VND1.6tn backlog in 1H26, mainly ITS projects.

TP lifted to VND27,400; u/g to Buy with 34% upside

Conclusions and methodology

Following our higher earnings estimates, we lift our TP by 2% to VND27,400, suggesting upside of 34% and implying P/Es of 20.1x (FY26) and 16.7x (FY27). With the government's push for expressway network expansion and development towards smart management, ELC is expected to be a key beneficiary with a proven profile and track record. We upgrade our rating to Buy.

Underlying assumptions include:

- A risk-free rate of 4.0%, an equity risk premium of 8.8%, and a beta of 0.9 (all unchanged). This leads to an unchanged 11.9% cost of equity.
- A terminal growth rate of 2.0% (unchanged).
- Valuation basis at end-FY26 (unchanged).

Figure 9: Cost of equity & cost of debt assumptions, ELC

11.9% cost of equity (CAPM) and 6.4% cost of debt

| | Value |
|-------------------------------|--------------|
| Risk-free rate | 4.0% |
| Market risk premium | 8.8% |
| Beta | 0.9 |
| Cost of equity | 11.9% |
| Cost of debt | 8.0% |
| Tax rate | 20.0% |
| Cost of debt after tax | 6.4% |

Source: HSC Research

Figure 10: WACC calculation, ELC

Capital structure leads to WACC of 11.9%

| | Value |
|----------------------|--------------|
| Equity/Total capital | 100% |
| Debt/ Total capital | 0% |
| WACC | 11.9% |

Source: HSC Research

Figure 11: DCF valuation, ELC

Our new TP comes to VND27,400, suggesting upside of 32%

| VNDbn | FY25 | FY26F | FY27F | FY28F | FY29F | FY30F |
|--------------------------------|--------------|---------------|------------|------------|------------|------------|
| Net income net B&W* | 121 | 150 | 180 | 212 | 240 | 266 |
| + Int. exp * (1 - t) | 13 | 25 | 22 | 21 | 22 | 23 |
| + D&A | - | 16 | 18 | 20 | 23 | 25 |
| - Changes in WC | (627) | (36) | (53) | (16) | 29 | 35 |
| - Capex | - | (22) | (25) | (26) | (26) | (26) |
| FCFF | (493) | 133 | 142 | 211 | 288 | 324 |
| Terminal growth rate | | | | | | 2% |
| Terminal value | | | | | | 3,331 |
| Future cash flow | (493) | 133 | 142 | 211 | 288 | 3,655 |
| Present value | (493) | 133 | 127 | 168 | 205 | 2,329 |
| Value of the firm | | 2,963 | | | | |
| <i>PV of CFs through FY30</i> | | 840 | | | | |
| <i>PV of terminal value</i> | | 2,123 | | | | |
| Less: Total debt / adjustments | | (357) | | | | |
| Add: Cash and cash equivalents | | 407 | | | | |
| Value of owner's equity | | 3,012 | | | | |
| Shares o/s (mn) | | 110.1 | | | | |
| Value per share | | 27,400 | | | | |

Note: Bonus and welfare funds.
Source: HSC Research

Figure 12: TP sensitivity analysis (VND), ELC

Our base case uses a terminal growth rate of 2.0% and a risk-free rate of 4.0%

| Terminal growth rate | Risk-free rate | | | | | |
|----------------------|----------------|--------|---------------|--------|--------|--|
| | 3.0% | 3.5% | 4.0% | 4.5% | 5.0% | |
| 1.0% | 28,000 | 26,700 | 25,400 | 24,300 | 23,300 | |
| 1.5% | 29,200 | 27,700 | 26,300 | 25,100 | 24,000 | |
| 2.0% | 30,500 | 28,800 | 27,400 | 26,000 | 24,800 | |
| 2.5% | 31,900 | 30,100 | 28,500 | 27,000 | 25,700 | |
| 3.0% | 33,500 | 31,500 | 29,700 | 28,100 | 26,700 | |

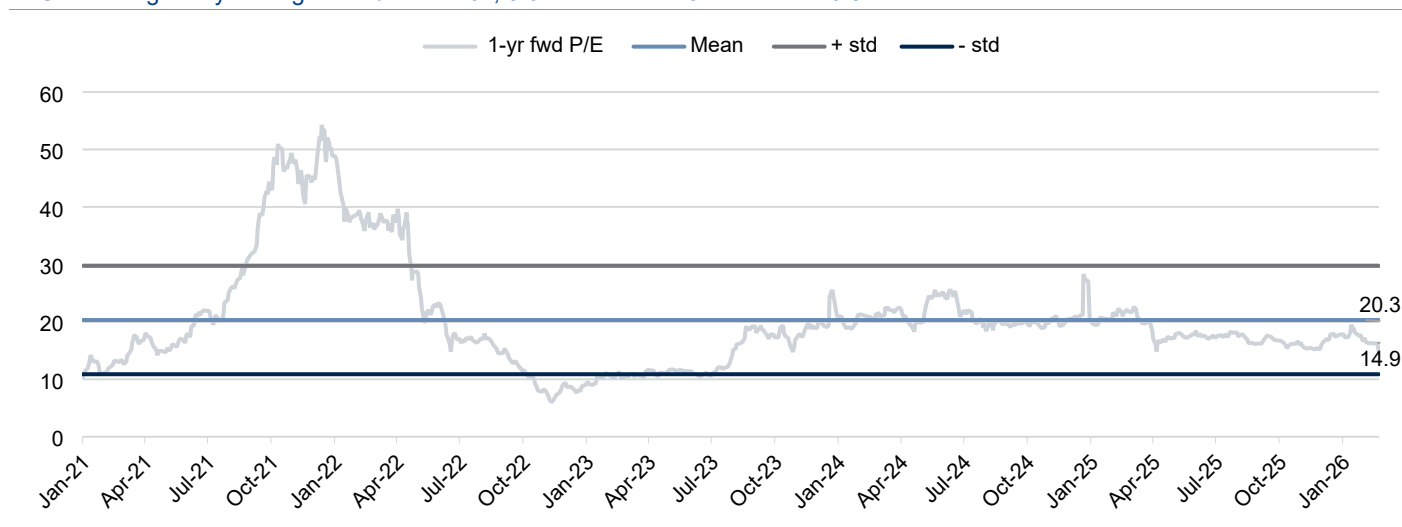
Source: HSC Research

Valuation context

Off 15% over the past 1M, ELC now trades at 1-yr rolling fwd. P/E of 14.6x, 0.6 SD below its 5Y average of 20.3x.

Figure 13: 1-yr rolling fwd. P/E, ELC

ELC is trading at 1-yr rolling fwd. P/E of 14.6x, 0.6 SD below its 5Y mean of 20.3x



Source: HSC Research

Financial statements and key data

| Income statements (VNDbn) | | | | | | Cash flow statements (VNDbn) | | | | | |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|----------------------------------|---------------|--------------|---------------|--------------|---------------|
| | 12-24A | 12-25A | 12-26F | 12-27F | 12-28F | | 12-24A | 12-25A | 12-26F | 12-27F | 12-28F |
| Sales | 800 | 1,518 | 1,869 | 2,235 | 2,601 | EBIT | 104 | 139 | 197 | 234 | 271 |
| Gross profit | 244 | 270 | 356 | 424 | 492 | Depreciation & amortisation | (12.5) | 0 | (16.2) | (18.2) | (20.4) |
| SG&A | (138) | (133) | (159) | (190) | (221) | Net interest | 11.4 | 19.3 | 2.67 | 4.44 | 8.42 |
| Other income | 2.37 | 2.41 | 0 | 0 | 0 | Tax paid | (26.4) | 0 | (22.4) | (24.6) | (26.0) |
| Other expenses | (5.25) | (1.10) | 0 | 0 | 0 | Changes in working capital | 25.8 | 0 | (35.6) | (53.0) | (16.5) |
| EBIT | 104 | 139 | 197 | 234 | 271 | Others | 176 | (444) | (181) | (179) | (154) |
| Net interest | 11.4 | 19.3 | 2.67 | 4.44 | 8.42 | Cash flow from operations | 140 | (305) | 99.6 | 126 | 196 |
| Associates/affiliates | 0.00 | (5.84) | (5.84) | (5.84) | (5.84) | Capex | - | - | - | - | - |
| Other non-operational | - | - | - | - | - | Acquisitions & investments | (210) | 0 | (22.4) | (24.6) | (26.0) |
| Exceptional items | - | - | - | - | - | Disposals | 67.9 | 0 | 0 | 0 | 0 |
| Pre-tax profit | 115 | 152 | 194 | 233 | 274 | Others | 140 | 0 | (86.0) | (103) | (103) |
| Taxation | (15.8) | (24.0) | (34.9) | (41.9) | (49.3) | Cash flow from investing | (2.29) | (139) | (108) | (127) | (129) |
| Minority interests | (3.81) | (0.73) | (0.90) | (1.08) | (1.28) | Dividends | (1.01) | 0 | (55.0) | (55.0) | (55.0) |
| Exceptional items after tax | - | - | - | - | - | Issue of shares | 10.0 | 0 | 0 | 0 | 0 |
| Net profit | 95.4 | 128 | 158 | 190 | 223 | Change in debt | (6.38) | 0 | (39.2) | (52.8) | 22.0 |
| | | | | | | Other financing cash flow | 0 | 0 | 0 | 0 | 0 |
| Net profit adj'd | 95.4 | 128 | 158 | 190 | 223 | Cash flow from financing | 2.61 | 533 | (94.3) | (108) | (33.1) |
| EBITDA adj. | 116 | 139 | 213 | 252 | 292 | Cash, beginning of period | 186 | 327 | 416 | 313 | 204 |
| | | | | | | Change in cash | 140 | 89.9 | (103) | (109) | 34.7 |
| EPS (VND) | 1,146 | 1,159 | 1,436 | 1,722 | 2,028 | Exchange rate effects | 0.04 | (0.16) | 0 | 0 | 0 |
| EPS adj. (VND) | 822 | 1,101 | 1,364 | 1,636 | 1,927 | Cash, end of period | 327 | 416 | 313 | 204 | 239 |
| DPS (VND) | 0 | 0 | 500 | 500 | 500 | Free cash flow | 140 | (305) | 99.6 | 126 | 196 |
| Basic shares, average (mn) | 83.3 | 110 | 110 | 110 | 110 | | | | | | |
| Basic shares, period end (mn) | 83.3 | 110 | 110 | 110 | 110 | | | | | | |
| Fully diluted shares, period end (mn) | 110 | 110 | 110 | 110 | 110 | | | | | | |
| | | | | | | | | | | | |
| Balance sheets (VNDbn) | | | | | | Financial ratios and other | | | | | |
| | 12-24A | 12-25A | 12-26F | 12-27F | 12-28F | | 12-24A | 12-25A | 12-26F | 12-27F | 12-28F |
| Cash | 327 | 416 | 313 | 204 | 239 | Operating ratios | | | | | |
| Short-term investments | 115 | 64.3 | 93.4 | 112 | 130 | Gross margin (%) | 30.5 | 17.8 | 19.0 | 19.0 | 18.9 |
| Accounts receivable | 662 | 996 | 1,121 | 1,251 | 1,353 | EBITDA adj. margin (%) | 14.5 | 9.15 | 11.4 | 11.3 | 11.2 |
| Inventory | 77.5 | 219 | 224 | 246 | 260 | Net profit margin (%) | 11.9 | 8.41 | 8.46 | 8.48 | 8.58 |
| Other current assets | 3.09 | 5.57 | 7.47 | 8.94 | 10.4 | Effective tax rate (%) | 13.7 | 15.7 | 18.0 | 18.0 | 18.0 |
| Total current assets | 1,185 | 1,701 | 1,760 | 1,822 | 1,992 | Sales growth (%) | (18.4) | 89.7 | 23.1 | 19.6 | 16.4 |
| | | | | | | EBITDA adj. growth (%) | 88.1 | 19.5 | 53.6 | 18.3 | 15.7 |
| PP&E | 100 | 104 | 111 | 117 | 123 | Net profit adj. growth (%) | 22.9 | 33.7 | 23.9 | 20.0 | 17.8 |
| Intangible assets | - | - | - | - | - | EPS growth (%) | 21.4 | 1.12 | 23.9 | 20.0 | 17.8 |
| Investment properties | 7.96 | 7.51 | 7.51 | 7.51 | 7.51 | EPS adj. growth (%) | 22.0 | 34.0 | 23.9 | 20.0 | 17.8 |
| Long-term investments | 216 | 141 | 141 | 141 | 141 | DPS growth (%) | nm | nm | nm | 0 | 0 |
| Associates/JVs | 109 | 103 | 103 | 103 | 103 | Dividend payout ratio (%) | 0 | 0 | 34.8 | 29.0 | 24.7 |
| Other long-term assets | 373 | 437 | 523 | 626 | 728 | | | | | | |
| Total long-term assets | 806 | 794 | 886 | 995 | 1,103 | Efficiency ratios | | | | | |
| | | | | | | Return on avg. equity (%) | 9.45 | 10.6 | 11.3 | 12.6 | 13.5 |
| Total assets | 1,990 | 2,495 | 2,646 | 2,817 | 3,095 | Return on avg. CE (%) | 8.05 | 8.84 | 10.7 | 11.9 | 12.9 |
| | | | | | | Asset turnover (x) | 0.42 | 0.68 | 0.73 | 0.82 | 0.88 |
| Short-term debt | 36.1 | 226 | 187 | 134 | 156 | Operating cash/EBIT (x) | 1.35 | (2.20) | 0.51 | 0.54 | 0.72 |
| Accounts payable | 443 | 301 | 374 | 447 | 520 | Inventory days | 50.9 | 64.1 | 54.1 | 49.5 | 45.0 |
| Other current liabilities | 25.8 | 33.5 | 33.5 | 33.5 | 33.5 | Accounts receivable days | 435 | 291 | 271 | 252 | 234 |
| Total current liabilities | 651 | 693 | 749 | 795 | 916 | Accounts payable days | 291 | 88.2 | 90.2 | 90.1 | 90.0 |
| | | | | | | | | | | | |
| Long-term debt | 0 | 170 | 170 | 170 | 170 | Leverage ratios | | | | | |
| Deferred tax | 64.5 | 62.2 | 62.2 | 62.2 | 62.2 | Net debt*/equity (%) | (16.4) | 6.52 | 12.1 | 16.3 | 15.6 |
| Other long-term liabilities | 26.0 | 23.1 | 23.1 | 23.1 | 23.1 | Debt/capital (%) | 7.72 | 20.2 | 18.4 | 16.4 | 16.4 |
| Long-term liabilities | 90.4 | 256 | 256 | 256 | 256 | Interest coverage (x) | N/a | N/a | N/a | N/a | N/a |
| | | | | | | Debt/EBITDA (x) | 1.32 | 3.63 | 2.29 | 1.83 | 1.74 |
| Total liabilities | 741 | 949 | 1,005 | 1,051 | 1,172 | Current ratio (x) | 1.82 | 2.45 | 2.35 | 2.29 | 2.17 |
| | | | | | | | | | | | |
| Shareholders' funds | 1,057 | 1,351 | 1,446 | 1,571 | 1,728 | Valuation | | | | | |
| Minority interests | 192 | 195 | 195 | 195 | 195 | EV/sales (x) | 1.76 | 1.47 | 1.23 | 1.05 | 0.90 |
| Total equity | 1,249 | 1,546 | 1,641 | 1,766 | 1,923 | EV/EBITDA adj. (x) | 12.1 | 16.0 | 10.7 | 9.31 | 8.00 |
| | | | | | | P/E (x) | 17.8 | 17.6 | 14.2 | 11.8 | 10.1 |
| Total liabilities and equity | 1,990 | 2,495 | 2,646 | 2,817 | 3,095 | P/E adj. (x) | 24.8 | 18.5 | 15.0 | 12.5 | 10.6 |
| | | | | | | P/B (x) | 1.61 | 1.66 | 1.55 | 1.43 | 1.30 |
| BVPS (VND) | 12,692 | 12,273 | 13,137 | 14,273 | 15,700 | Dividend yield (%) | 0 | 0 | 2.45 | 2.45 | 2.45 |
| Net debt/(cash)* | (291) | (20.1) | 43.7 | 100 | 87.6 | | | | | | |

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

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- Add: Expected to rise by between 5% and 20% on an absolute basis in the next 12 months
- Hold: Expected to rise or decline by less than 5% on an absolute basis in the next 12 months
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