

# VIETNAM FOCUS

## Investment opportunities for 2026

Capital market  
deepening



Infrastructure  
Super-Cycle



Digital &  
Consumer  
renaissance



RESEARCH [research@miraeasset.com.vn](mailto:research@miraeasset.com.vn)

# [Summary] Macro and Strategy

## Vietnam 2026: The quality-growth pivot

The 2026 outlook is defined by a massive fiscal pivot—shifting from export-led growth to a dual-engine model driven by public infrastructure investment and domestic consumption recovery. Vietnam's stock market is transitioning from a period of "frontier market" volatility into a phase of structural institutionalization and capital deepening. **The strategic recommendation is measured accumulation, with top three investment themes as follows:**

- 1) Capital-market deepening toward 2030:** Vietnam is actively engineering a re-rating of its capital markets by reviewing the legal regulations on FOL and Foreign Room Level, plan to implement Central Counterparty Clearing, and developing the FX market, with the target of market capitalization reaching 120% of GDP by 2030. This creates a structural tailwind for the financial sector, which remains the liquidity engine of the economy.
- 2) The Infrastructure Super-Cycle:** With the government targeting an ambitious 10% annual GDP growth for 2026–2030, the macro environment is characterized by fiscal expansion (2026–2030 public investment planned at VND8,500tn; +166% vs. 2021–2025F) underpinned by a disciplined sovereign balance sheet (public debt of 34% of GDP). Connectivity and logistics will improve through key projects: Major airports (e.g. Long Thanh: US\$16bn; Gia Binh: US\$9.7bn), international transshipment ports (e.g. Can Gio: US\$8.4bn), and high-speed railways (e.g. Lao Cai - Hanoi - Hai Phong: US\$8.4bn; North-South High-Speed Railway: US\$61.4bn).
- 3) The Digital & Consumer renaissance:** The 2026–2030 plan emphasizes a shift toward a digital economy (30% of GDP by 2030) and high-quality human capital (Total Factor Productivity to contribute 55% of GDP growth from 47% in 2020–2025E). Simultaneously, 2026 marks a recovery in purchasing power as the negative wealth effects of the 2022–2023 bond/property crisis fade and supportive policy solutions (including personal allowance in PIT 2026 revised upward by 40.9% versus the previous level) take hold.

**Key risks to watch:** 1) **Trade War 2.0** (as a highly open economy, Vietnam is vulnerable to protectionist shifts); 2) **FX volatility** (prolonged VND depreciation could dampen foreign investor sentiment); 3) **Financial system vulnerabilities (Real Estate debt overhang:** There is a lingering "maturity wall" for developers that could constrain credit availability for other sectors if not managed carefully; **Corporate bond trust:** Recent reforms (credit rating requirements) are positive but may cause short-term liquidity tightening as issuers adjust to higher transparency standards).

## [Summary] Sector and stock recommendations

**Banks:** With banks playing an essential role in supporting the next leg of economic growth, both profit trajectories and market performance are expected to improve from here, especially as investors gravitate back toward names with stronger fundamentals. Looking into 2026, profit growth is expected to improve by 17.9% YoY, led by a 19.2% rebound in NII, underpinned by a stabilization of NIM, which has limited room to compress further as yield-cost spread conditions normalize. The recent correction has erased 20–80% of YTD gains across many names, reminding the market, once again, that valuations eventually need to reconnect with fundamentals. Given the current backdrop, short-term trading remains challenging. As such, banks with attractive long-term potential but near-term headwinds, such as VPB, TCB, STB, and others, are temporarily set aside due to elevated valuations or high concentration risks. These names may come back into focus once prices stabilize, since concentrated loan books, while risky, can also produce strong upside under the right conditions. For now, preference is given to banks with clean balance sheets, limited concentration risk, still-reasonable valuations, and meaningful room for earnings acceleration in 2026. This cycle's preferred list includes: ACB – TP: 29,800; VCB – TP: 70,800; and MBB – TP: 28,600.

**IT:** The restructuring of global IT supply chains is accelerating as the US, EU, and Japan project a shortage of 70–85mn ICT workers by 2030 (OECD), pushing enterprises toward markets with competitive costs and scalable talent pools. Vietnam stands out with 20–30% lower engineer costs, ICT workforce growth of 8–10% annually, and increasingly mature project-management capabilities. In addition, with more stable electricity prices, ample land availability, and lower operating costs, Vietnam has emerged as a prime hub for data centers. Data-center clusters in Hanoi, Ho Chi Minh City, Binh Duong, and Da Nang are expanding to Tier III+ standards, attracting global operators such as NTT Global Data Center (the world's 3rd-largest DC operator with 160+ facilities).

**Steel:** Steel players' margin profiles should improve in FY26F. This assumes: (1) continued growth in domestic demand, supported by government capex and a recovering residential construction cycle; (2) higher utilization of new capacity at HPG and NKG, alongside improved cost efficiency and a more profitable product mix; and (3) greater independence from external price swings and a more stable HRC trend, which should improve inventory management and support more predictable margins. We recommend HPG as the prime beneficiary of the domestic cyclical upturn, with valuation having retreated despite relatively sound fundamentals. Our trading ideas for this sector remain NKG and HSG, as FY26 should start to benefit from the low base. We also note that rising HRC prices could trigger inventory reversals, providing an additional boost to reported earnings.

## [Summary] Sector and stock recommendations

**Real estate:** 4Q25, typically the most active launch window, is expected to see stronger sell-through, particularly in the South. HCMC, in particular, is expected to stand out in terms of new supply. CBRE forecasts a sharp pick-up in 4Q25 launches in HCMC, with approximately 6,000 apartment units (2x the 2021–2Q25 average) and around 3,500 low-rise units (vs. the historical run-rate of ~140 units). HCMC's condominium supply is forecasted to increase by 14%/15% YoY in 2026/27, outpacing Hanoi (projected to grow 4%/9% in 2026/27). Among listed developers, excluding VHM and NVL, most major players, including DXG, PDR, NLG and KDH, recorded YoY earnings growth in 9M25, driven by handovers from previously launched projects. A broad set of flagship projects is slated for launch, including Green Paradise, Lang Van (VHM), Gladia (KDH), The Prive (DXG), Mizuki Park, Southgate, Can Tho, and Izumi City (NLG).

**Industrial parks:** The draft decree replacing Decree 35/2022/ND-CP is considered a significant step forward in addressing regulatory bottlenecks in industrial park development, focusing on two major breakthroughs: (1) strengthening decentralization of management, and (2) expanding the mechanism for converting two-crop rice land. While the Southern region is projected to maintain a 5–7% price increase supported by major infrastructure advantages (such as Long Thanh Airport and Can Gio International Seaport), the Northern region is expected to see performance divergence, mainly concentrated in Bac Ninh and Hai Phong—two key locations benefiting from supply chain shifts under the “China +1” strategy. According to IP developers, demand has shown signs of recovery since the second half of 3Q25, coinciding with the announcement of the first reciprocal tax agreements between Vietnam and the U.S., set at the ceiling rate of 20%. This indicates that the industry's most challenging period (lasting from 3Q24, peaking in 2Q25) is gradually passing, laying the foundation for a strong profit recovery among listed companies starting from 2026.

**Oil and Gas:** The government recently issued Resolution 66.6/2025/NQ-CP, marking a significant legislative breakthrough by granting Petrovietnam (PVN) greater authority over several capital-approval processes that were previously overseen by the Ministry of Industry and Trade. This acceleration is crucial for offsetting the rapidly declining production supply as domestic hydrocarbon projects enter the latter half of their lifecycle. We maintain an optimistic view on the upstream and service-related segments (such as PVS, PVD, and PVT), supported by: 1) Brent prices remaining above the breakeven extraction level of approximately US\$55/bbl; and 2) the renewed acceleration in exploration and production activity, enabled by a more constructive policy framework. Among them, we consider PVS the most prominent beneficiary, given its exceptional positioning. According to disclosed information, PVS has secured the majority of key infrastructure packages across major projects, with an estimated net contract value of approximately US\$1.5bn.

## [Summary] Sector and stock recommendations

---

**Fertilizer:** Geopolitical dynamics continue to play a key role in shaping the global fertilizer market landscape: 1) Geopolitical developments in the Middle East that may disrupt global supply chains; 2) The progression of the Russia–Ukraine peace process, which could affect fertilizer trade routes and feedstock costs; and 3) China’s export policy stance, as further easing or tightening will play a decisive role in balancing global fertilizer supply and prices. We expect global fertilizer prices to remain elevated through 4Q25 and 1H26, creating a favorable export environment for Vietnamese fertilizer producers to sustain robust earnings momentum and strong profitability during the period.

**Electric Utilities:** In the short term, forecasted La Niña conditions are expected to continue increasing hydropower utilization, supporting profit improvement in 4Q25–1H26. In the long term, specific power sources are expected to be further promoted under the new pricing framework: Decision 1508/QD-BCT raises the ceiling price for onshore/nearshore wind power by 9–23%, creating momentum for companies such as GEG, REE, HDG, and PC1. Decision 988/QD-BCT sets the electricity price framework for solar power, reducing prices by 7–19% for projects without BESS in the Central and Southern regions, but increasing prices by 24–33% for projects with BESS in the Northern region.

**Textile:** We expect softer US textile demand through the rest of 2025 and into 1H26 due to price pressure and labor market concerns. Asian and EU demand should remain stable but with rising competition. Long term, we stay positive on the textile industry, supported by supply chain diversification and manufacturing shifts away from China. For the garment segment, we recommend TNG Investment and Trading JSC (TNG VN), given its high-quality customer portfolio. For the fiber segment, we favor Phong Phu Corporation (PPH VN), largely due to its long-standing strategic cooperation with Coats Group.

# TOP PICKS

Sector	Stock	Company	12M Target price (VND)	Upside
<b>Banks</b>	<b>VCB</b>	Bank for Foreign Trade of Vietnam	70,800	23%
	<b>MBB</b>	Military Commercial Joint Stock Bank	28,600	21%
	<b>ACB</b>	Asia Commercial Joint Stock Bank	29,800	24%
<b>IT</b>	<b>FPT</b>	FPT Corporation	117,700	22%
<b>Telecommunication</b>	<b>CTR</b>	Viettel Construction JSC	103,000	18%
<b>Steel</b>	<b>HPG</b>	Hoa Phat Group JSC	35,750	35%
<b>Real estate</b>	<b>KDH</b>	Khang Dien House Trading and Investment JSC	41,500	24%
	<b>NLG</b>	Nam Long Investment Corporation	43,000	22%
<b>Industrial parks</b>	<b>IDC</b>	IDICO Corporation - JSC	46,800	18%
<b>F&amp;B</b>	<b>VNM</b>	Vietnam Dairy Products JSC	76,250	17%
	<b>QNS</b>	Quang Ngai Sugar JSC	57,900	32%
<b>Retail</b>	<b>MWG</b>	Mobile World Investment Corporation	99,500	24%
<b>Oil &amp; Gas</b>	<b>PVS</b>	PetroVietnam Technical Services Corporation	41,100	25%
	<b>PLX</b>	Vietnam National Petroleum Group	47,300	36%
<b>Fertilizer</b>	<b>DCM</b>	PetroVietnam Ca Mau Fertilizer JSC	40,600	20%
<b>Utilities</b>	<b>VSH</b>	Vinh Son - Song Hinh Hydropower JSC	51,300	17%
	<b>GEG</b>	Gia Lai Electricity JSC	20,100	41%
	<b>BWE</b>	Binh Duong Water - Environment Corporation JSC	60,500	28%
<b>Textile</b>	<b>TNG</b>	TNG Investment and Trading JSC	24,000	27%
	<b>PPH</b>	Phong Phu Corporation	37,000	33%

Source: Mirae Asset Vietnam Research (closing prices on December 2, 2025)

# WATCHLIST

Stock	Company	12M Target price (VND)	Key factors to watch
CTG	Vietnam JSCB for Industry and Trade	57,400	<ul style="list-style-type: none"> <li>Earnings remain highly vulnerable to swings in credit costs and NIM, given both are running near the lower end of their historical ranges.</li> </ul>
TCB	Vietnam Technological And Commercial JSB	40,400	<ul style="list-style-type: none"> <li>High concentration risks</li> </ul>
VPB	Vietnam Prosperity JSCB	31,700	<ul style="list-style-type: none"> <li>Credit growth targets and rising gross NPL ratio with weak LLR pressure provisioning, NIM.</li> <li>High concentration risks.</li> </ul>
STB	Sai Gon Thuong Tin CJSB	58,800	<ul style="list-style-type: none"> <li>Core business lacks clear drivers following its recovery phase, leaving momentum relatively muted.</li> <li>The 32.5% stake auction remains a key catalyst, but SBV approval is still pending with no defined timeline.</li> <li>Weakening asset quality.</li> </ul>
VIB	Vietnam International Commercial JSB	21,500	<ul style="list-style-type: none"> <li>Facing headwinds in funding growth, as it must pay higher rates for comparable products and confronts tougher competition in the affluent and mass-affluent segments, where TCB continues to lead.</li> <li>Asset quality remains relatively weak, reflected in both elevated NPLs and modest provisioning buffers.</li> </ul>

# Part I



## Macro and Strategy

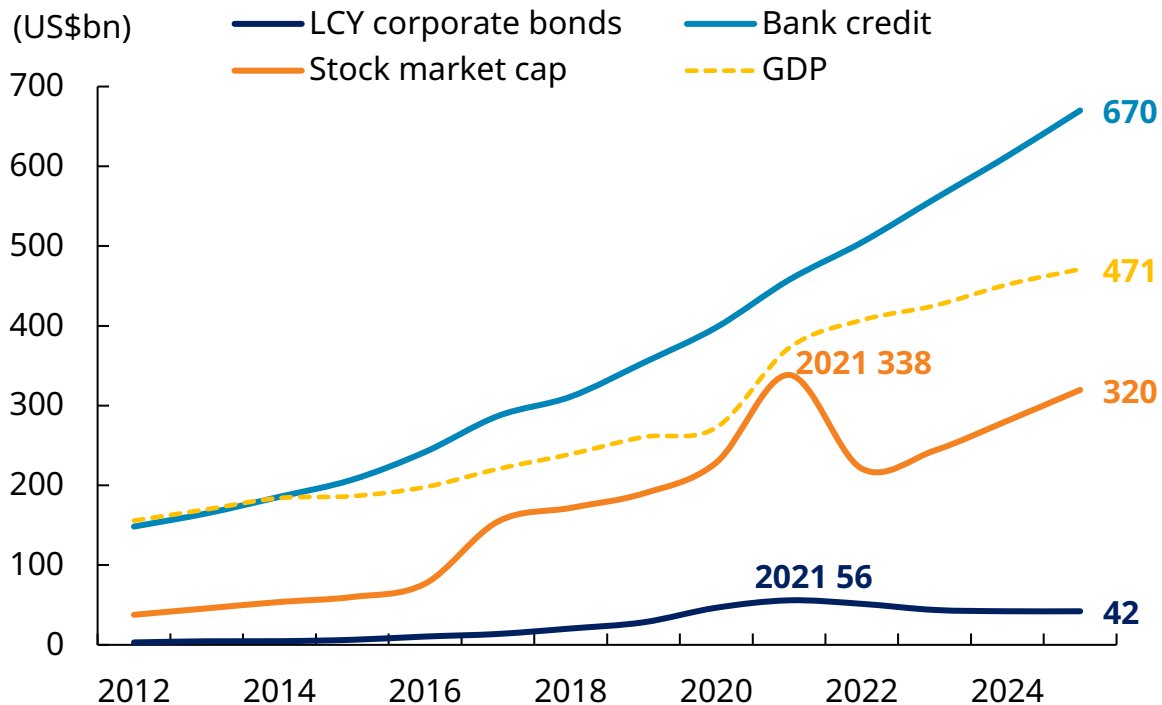


# Theme 1. Capital-market deepening toward 2030

## Government's 2030 target: Stock market capitalization → 120% of GDP

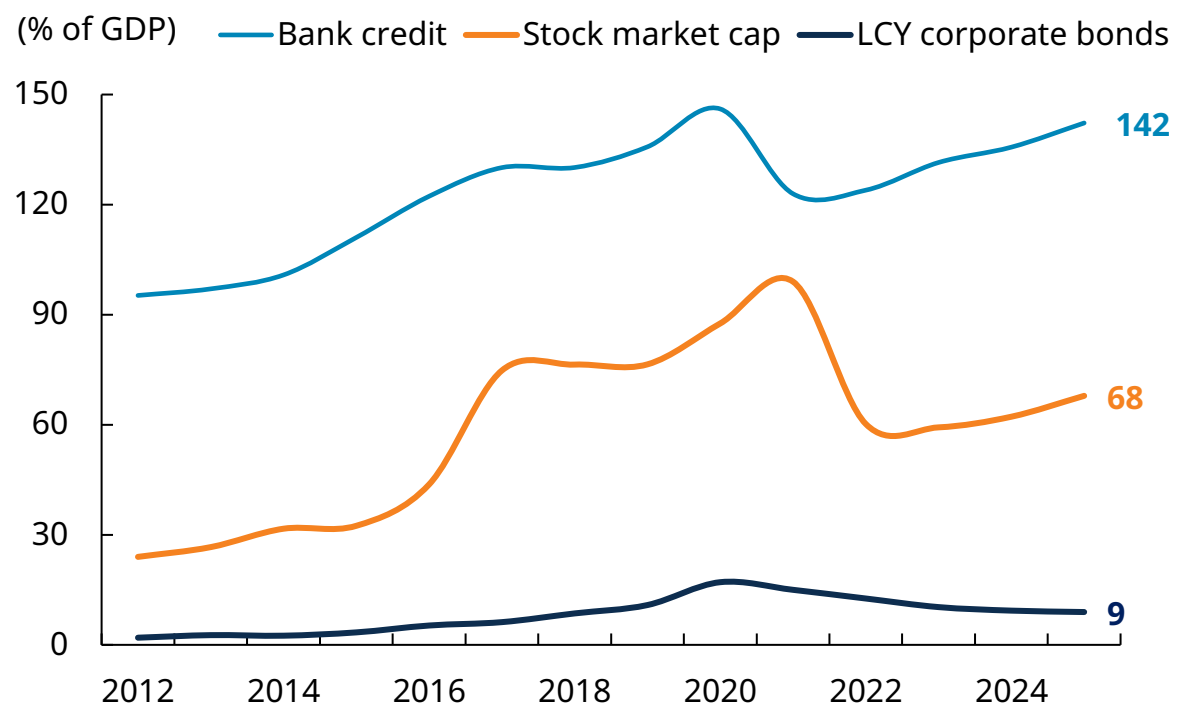
- **Vietnam's financial system remains bank-centric**, reinforcing the government's determination to deepen capital markets.
- In order to increase stock market capitalization to 120% of GDP by 2030 (from the current: 68%), the government is actively implementing reforms to **improve its regulatory framework, market infrastructure, standards of corporate governance, facilitating access for foreign investors.**
  - Plan to mandate IFRS for accounting and applies OECD principles for corporate governance

### Vietnam's over-reliance on bank credit



Source: Mirae Asset Securities (Vietnam) Research compiled from Bloomberg, SBV, and ADB. Data as of **Sept. 2025**.

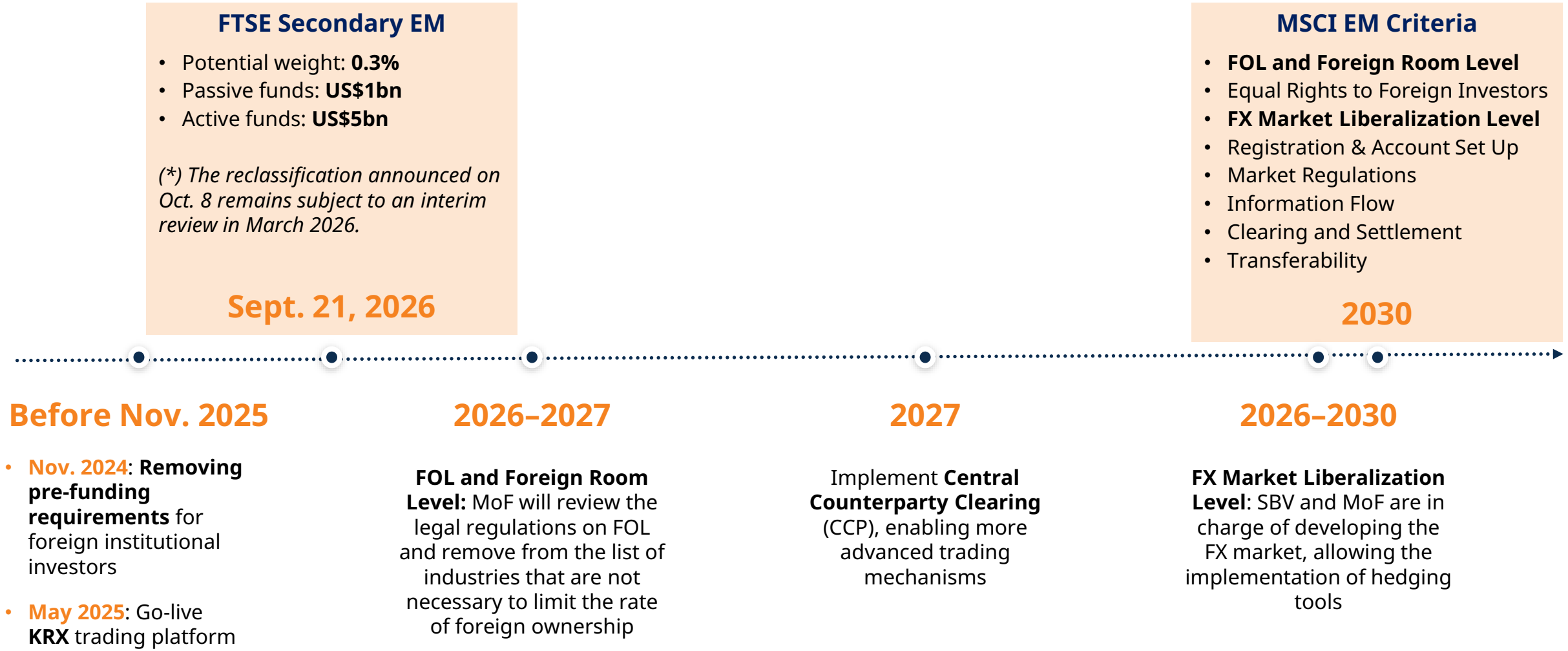
### Plan to deepen Vietnam's financial markets



Source: Mirae Asset Securities (Vietnam) Research compiled from Bloomberg, SBV, and ADB. Data as of **Sept. 2025**.

# Theme 1. Capital-market deepening toward 2030 (cont'd.)

## Government's 2030 target: Market reclassification → FTSE Advanced EM and MSCI EM



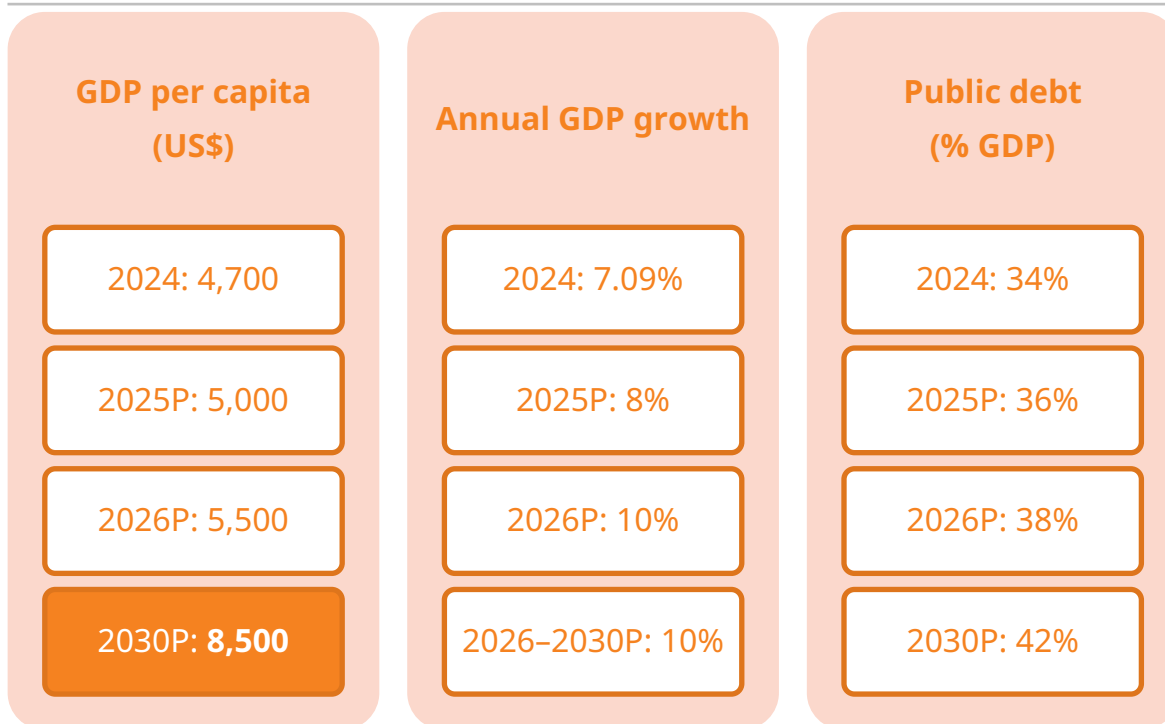
Source: Mirae Asset Securities (Vietnam) Research compiled. Note: Please see detailed Roadmap for Emerging Market Status by 2030 on the **Decision 2014/QD-TTg (dated: Sept. 12, 2025)**.

## Theme 2. The Infrastructure Super-Cycle

### 2026–2030 plan centers on accelerating growth, backed by substantial public investment

- The national goal is to achieve high-income status by 2045. The first milestone is to increase **GDP per capita to US\$8,500 by 2030**.
- Both monetary and fiscal policies are accommodative to support the **high growth target** of at least **8% in 2025** and an average of **10%pa from 2026–2030**.
- **Public investment in infrastructure development is substantial: VND8,500tr will be disbursed in the period 2026–2030**, equivalent to a 166% increase, compared with the previous 2021–2025E disbursement (VND3,201tr; of which, 2025 plan is VND899tr — a 70% YoY increase). The feasibility of this plan is supported by Vietnam's healthy fiscal position, with public debt remaining low at 34% of GDP in 2024, projected to reach 42% by 2030.

#### First milestone: Increase GDP per capita to US\$8,500 by 2030



Source: Mirae Asset Securities (Vietnam) Research, Vietnam's MOF

#### Substantial public investment in infrastructure development

Some large projects	Investment (US\$bn)	Timeline
Long Thanh International Airport	16	2021–2050
Eastern North-South Expressway	5.8	2023–2025
HCMC Ring Road No. 3	3.1	2023–2026
Hanoi Ring Road No. 4	3.6	2023–2027
Can Gio International Transshipment Port	5.5	2025–2030
Metro Ben Thanh - Tham Luong (HCMC)	2.0	2025–2035
HCMC Ring Road No. 4 (phase 1)	4.8	2026–2027
Gia Binh International Airport	9.65	2026–2030
Lao Cai - Hanoi - Hai Phong Railway	8.37	2025–2030
North-South High-Speed Railway	61.35	2028–2035

Source: Mirae Asset Securities (Vietnam) Research compiled

## Theme 3. The Digital & Consumer renaissance

The Politburo determined 4 pillars for future development

### RESOLUTION 57

Technology,  
digital  
transformation



### RESOLUTION 59

International  
integration

## KEY PILLARS

### RESOLUTION 66

Law-making and  
implementation



### RESOLUTION 68

Private  
economic  
development

# Vietnam's stock market: Key figures

## Vietnam stands out as undemanding market, despite having high ROE and promising growth

Country	Index	Last trade	Trend since 2024	Market cap (US\$bn)	Index change		EPS growth			P/E		ROE	
					QTD	YTD	2024	2025F	2026F	Current	LT average	Current	LT average
Vietnam	VNINDEX	1,741		292	4.8%	37.5%	8%	33%	20%	16.9	16.7	13.5	14.0
MSCI DM	MXWO	4,418		90,805	2.6%	19.2%	7%	10%	12%	23.7	20.2	15.3	12.4
MSCI EM	MXEF	1,377		25,807	2.3%	28.0%	14%	11%	17%	16.5	14.9	13.0	11.3
US	SPX	6,857		60,721	2.5%	16.6%	7%	14%	13%	27.3	22.2	18.8	15.7
Japan	NKY	50,492		5,582	12.4%	26.6%	61%	19%	-5%	22.5	22.0	10.8	9.1
China	SHCOMP	3,903		8,676	0.5%	16.4%	-4%	23%	11%	18.4	15.3	8.3	9.9
Taiwan	TWSE	27,981		2,863	8.4%	21.5%	26%	25%	23%	22.4	17.5	13.4	11.8
S. Korea	KOSPI	4,100		2,191	19.7%	70.9%	44%	38%	38%	17.9	15.0	7.6	7.2
India	SENSEX	85,602		1,877	6.6%	9.6%	17%	17%	5%	24.4	24.5	16.8	13.9
Indonesia	JCI	8,633		952	7.1%	21.9%	20%	26%	22%	21.6	20.9	11.3	10.4
Thailand	SET	1,274		501	0.0%	-9.0%	18%	-7%	8%	13.6	18.9	7.5	8.0
Singapore	STI	4,524		523	5.2%	19.4%	3%	-2%	8%	13.7	15.0	10.0	8.7
Malaysia	FBMKLCI	1,617		279	0.3%	-1.6%	0%	-3%	8%	15.5	17.0	9.8	9.4
Philippines	PCOMP	5,949		145	-0.1%	-8.9%	9%	14%	9%	9.9	18.1	12.3	10.5

Source: Mirae Asset Securities (Vietnam) Research; compiled from Bloomberg. Data as of Dec. 5, 2025.

# Vietnam's stock market: Key figures (cont'd.)

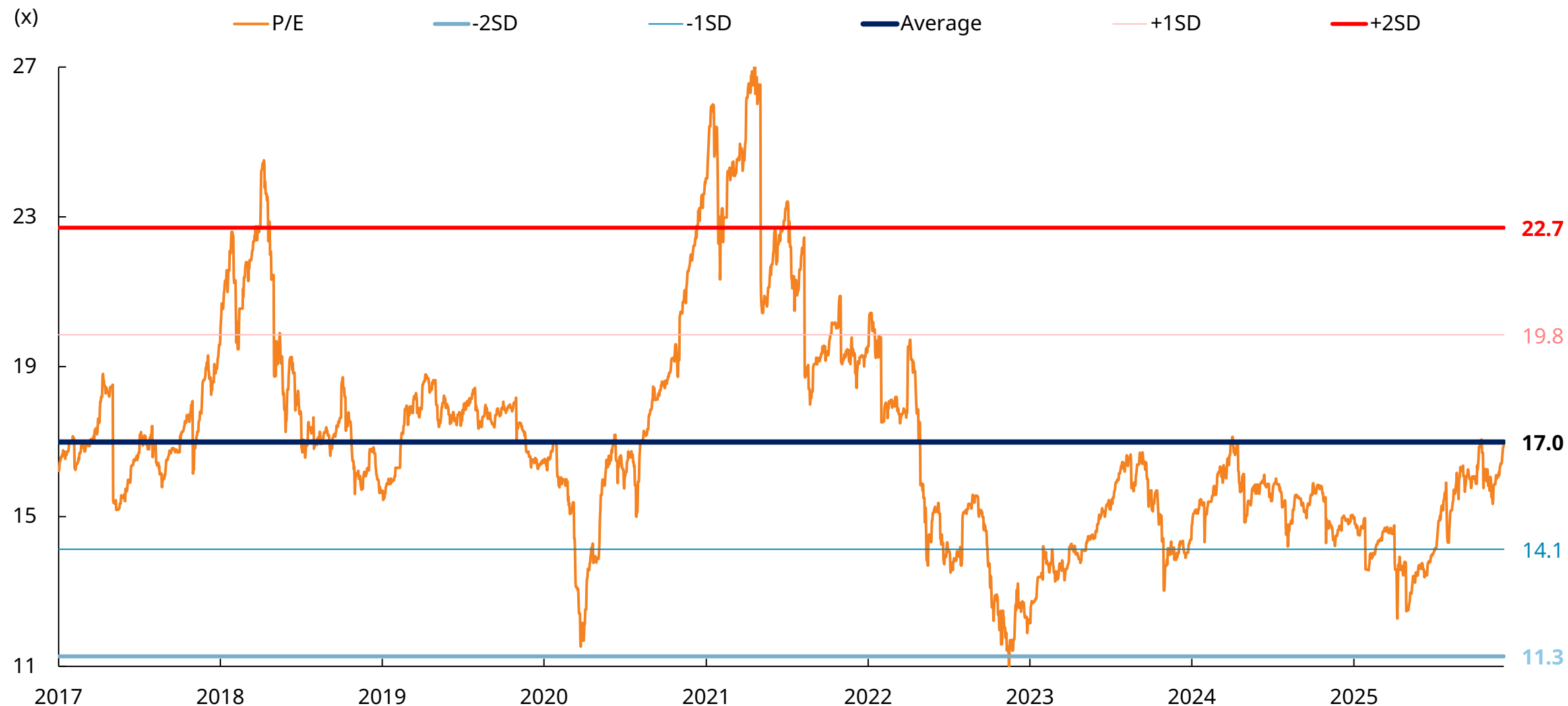
## Strong earnings growth expectations on the back of macro themes

GICS industry group	Market cap (VNDbn)	Weight	Market cap trend since 2024	Change		Earnings growth			Quarterly earnings growth (% YoY)						
				QTD	YTD	2023	2024	2025F	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25
<b>VN-Index</b>	<b>7,690,826</b>	<b>100%</b>		5%	37%	-7%	18%	29%	11%	7%	22%	33%	10%	33%	22%
<b>Banks</b>	<b>2,592,218</b>	<b>33.7%</b>		-4%	23%	4%	19%	18%	10%	19%	17%	29%	13%	16%	22%
<b>Real Estate</b>	<b>1,983,097</b>	<b>25.8%</b>		29%	201%	-7%	-2%	51%	-32%	-72%	49%	108%	24%	185%	-54%
Materials	474,236	6.2%		-3%	5%	-41%	45%	33%	91%	92%	25%	6%	17%	29%	59%
F&B	449,851	5.8%		3%	7%	-24%	17%	34%	28%	1%	24%	22%	4%	30%	23%
<b>Financial Services</b>	<b>339,343</b>	<b>4.4%</b>		8%	69%	-29%	-21%	42%	-56%	-23%	69%	-29%	72%	84%	13%
Transportation	290,386	3.8%		-9%	21%	-14%	41%	84%	33%	27%	6%	110%	5%	92%	193%
Capital Goods	336,240	4.4%		5%	50%	43%	23%	49%	106%	35%	1%	-13%	-2%	25%	155%
Utilities	386,268	5.0%		36%	33%	116%	1386%	32%	416%	138%	466%	619%	-11%	83%	3%
Software & Services	174,815	2.3%		3%	-26%	22%	21%	17%	22%	22%	17%	21%	22%	20%	19%
Retailing	178,399	2.3%		9%	38%	-93%	1102%	61%	710%	1534%	527%	590%	70%	45%	119%
Energy	147,580	1.9%		-2%	0%	-24%	-56%	30%	3%	-6%	-109%	-72%	-63%	12%	622%
Consumer Durables & Apparel	51,873	0.7%		5%	-10%	23%	7%	27%	13%	7%	-1%	9%	17%	34%	58%
Insurance	52,156	0.7%		-6%	3%	-33%	26%	32%	8%	39%	34%	35%	7%	18%	59%
Pharmaceuticals	36,846	0.5%		1%	1%	2%	-12%	17%	-23%	-21%	-10%	7%	10%	14%	17%

Source: Mirae Asset Securities (Vietnam) Research; Bloomberg; FinPro. Data as of Dec. 5, 2025. Of note, our 2025 forecast is based on AGM targets.

# Vietnam's stock market: Key figures (cont'd.)

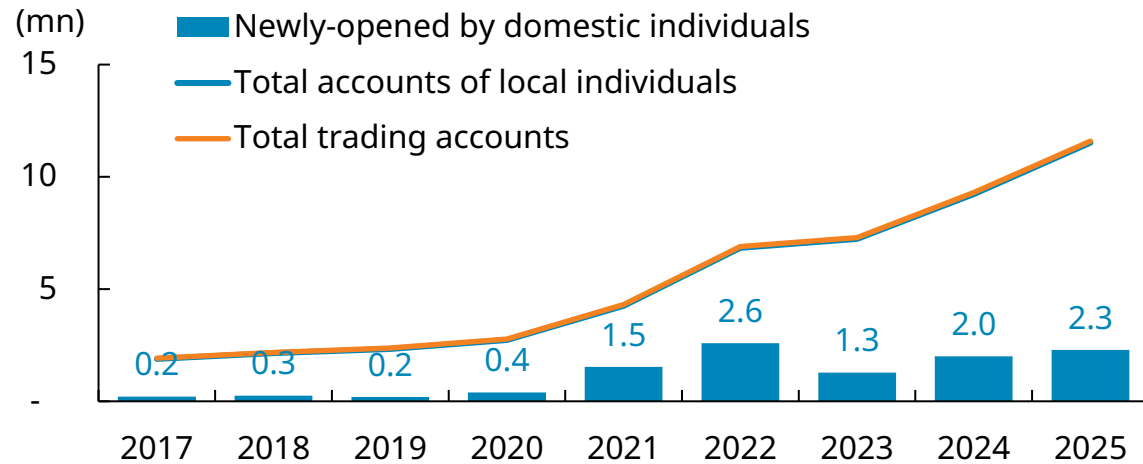
Valuation upside: Vietnam trades at 16.9x of TTM earnings, below historical cycle peaks of 20x+



Source: Mirae Asset Securities (Vietnam) Research; Bloomberg. Data as of Dec. 5, 2025.

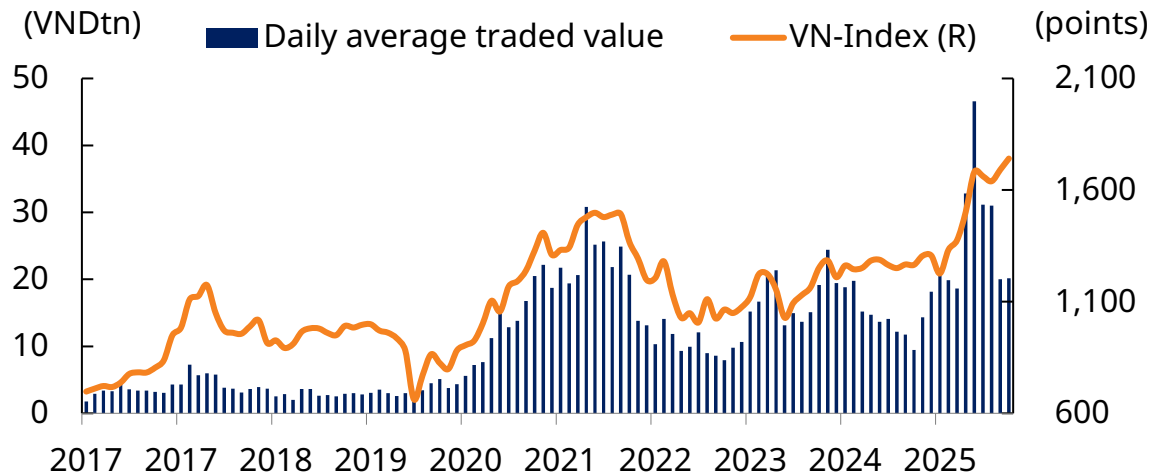
# Vietnam's stock market: Key figures (cont'd.)

## A large unserved market (current no. of stock accounts: 11.6mn)



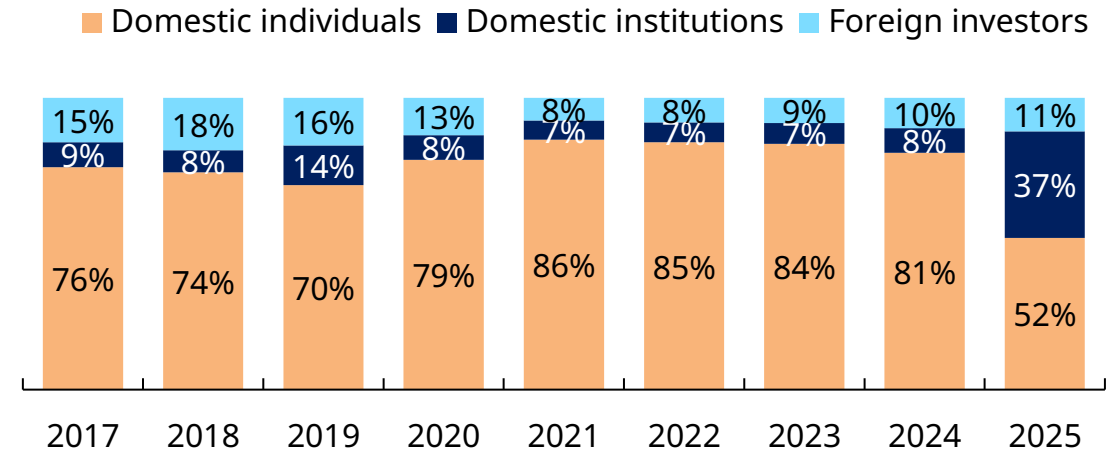
Source: Mirae Asset Securities (Vietnam) Research, VSD. Data as of Nov. 2025.

## Vietnam's stock market: Both prices and liquidity set new highs



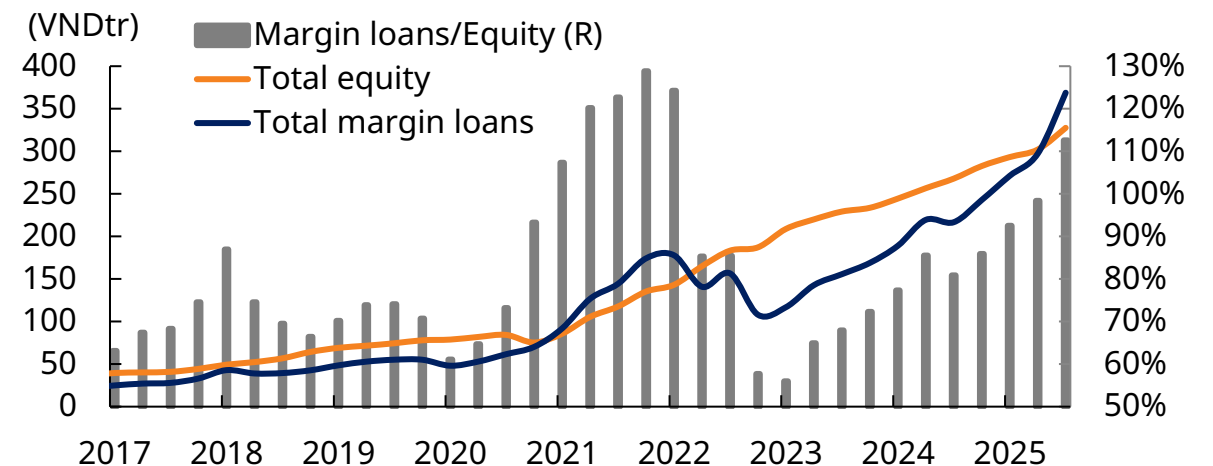
Source: Mirae Asset Securities (Vietnam) Research, FiinPro

## Heightened participation of local institutions since May 2025



Source: Mirae Asset Securities (Vietnam) Research, FiinPro. Data as of Nov. 2025.

## Securities firms: Expanding their capital for margin lending demand



Source: Mirae Asset Securities (Vietnam) Research, FiinPro

## Part II



## Stock recommendations

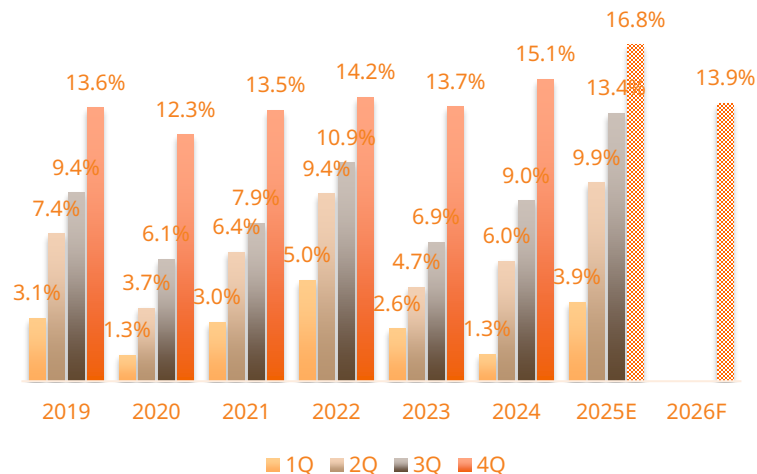


# Banks - Task on track

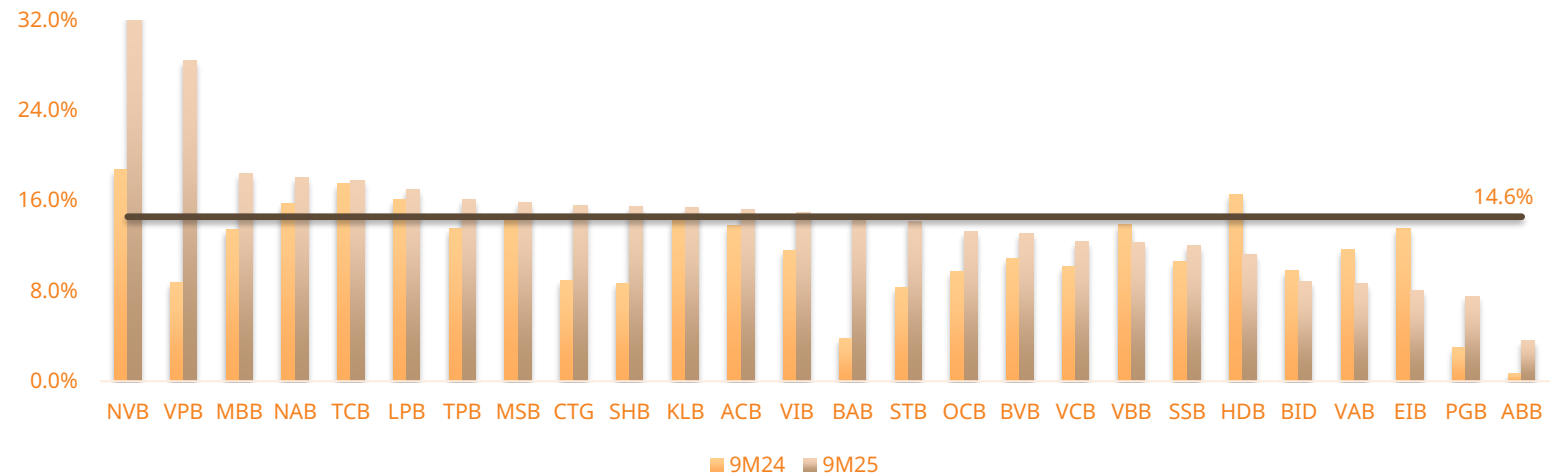
## Within policy bounds

- **Credit expansion showed signs of moderation in 3Q25 as lending approached the annual target.** Total system credit rose 13.4% YTD by end-9M25 (10M25: +15.09%), up 3.5%p QoQ (1Q25: +3.9%p; 2Q25: +6.0%p), nearing the SBV's full-year guidance of 16%. The deceleration was partly seasonal, reflecting subdued corporate and retail loan demand during this period.
- **Listed banks continued to outperform, with aggregate credit growth reaching 14.6% YTD.** Excluding a few outliers, growth dispersion remained limited, indicating a broadly synchronized expansion across the sector. Top-tier lenders have regained growth leadership thanks to stronger balance-sheet resilience and improving macro visibility following tariff-related disruptions. With greater confidence, these banks have expanded exposure to recovering core client segments, notably VPB (+28.5% YTD), MBB (+18.5%), and TCB (+17.9%), while HDB experienced a 4.1%p QoQ contraction to 11.4% YTD, mainly due to loan sales to Vikki. Among state-owned banks, CTG (+15.6%) remained broadly in line with the sector average, whereas VCB (+12.4%) and BID (+8.8%) continued to lag — a pattern consistent with their large balance-sheet sizes and tight liquidity and capital management.
- **The credit growth forecast for FY25 has been revised upward to 16.8% (from 16.0% previously), with a more tempered outlook anticipated for FY26.** Although lending activity typically accelerates toward year-end, momentum is expected to remain moderate, as a significant portion of 9M25 growth came from short-term or non-core segments. Banks are therefore likely to adopt a more selective approach in 4Q25, focusing on meeting SBV's annual targets rather than expanding aggressively. For 2026, credit growth is projected to moderate even as GDP targets point toward double-digit expansion, driven by several factors: 1) Credit growth above 16% is already historically high; 2) While macro indicators remain generally sound — with public debt under 35% of GDP, credit-to-GDP at 134% (elevated but manageable), and CPI around 3.3% in 9M25 — recent SBV communications suggest that the credit quota mechanism will be phased out gradually rather than removed entirely, reflecting a more prudent policy stance. Moreover, the credit room can also be interpreted as an indicative growth mandate, implying that banks are expected to maintain growth at a reasonable pace without excessive deviation from policy targets; and 3) Heightened attention to credit concentration and allocation efficiency continues to shape the policy narrative, as authorities stress the need for credit quality improvements and more sustainable growth drivers beyond monetary easing. Overall, the credit cycle is expected to progress at a measured pace, with emphasis shifting from expansion volume to lending efficiency and structural resilience.

YTD credit growth



Credit growth of listed banks



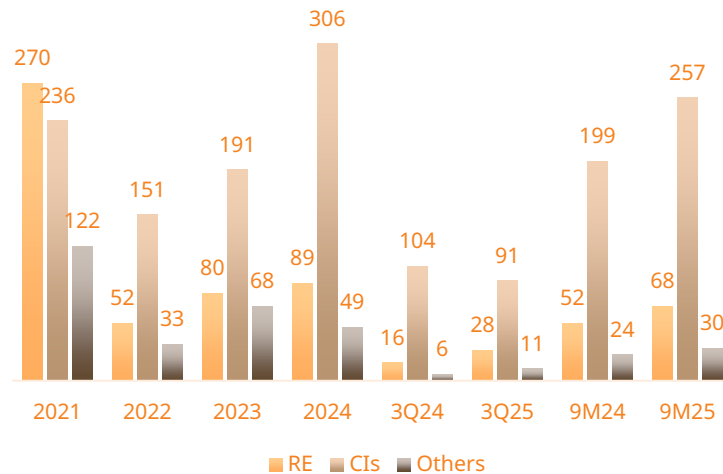
Sources: SBV, GSO, Company data, Mirae Asset Vietnam

# Banks - Task on track (cont'd.)

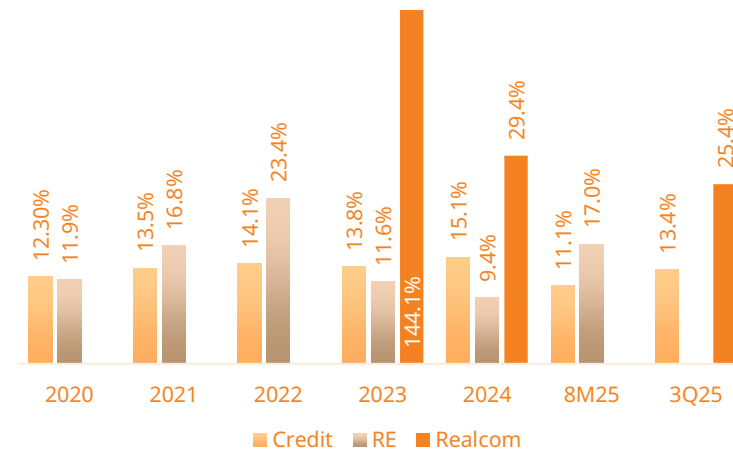
## Risk migration

- While business banking (BB) maintained stronger overall growth, retail banking (RB) showed a broad-based recovery across several lenders in 3Q25.** SOCBs continued to dominate RB portfolio expansion, supported by comparatively attractive lending rates. Conversely, private banks with higher RB exposure saw mild declines, including VIB (-2%p QoQ to 72%) and ACB (-1%p to 60%). Banks with heavier BB bias remained constrained, as business-related real estate loans have yet to transition into end-user mortgages—exemplified by VPB (-4%p QoQ to 38%). TCB stood out with a 24.2% QoQ surge in margin lending—largely classified as retail—which lifted its RB mix by 85bps to 42.5%. HDB also reported a 1%p increase, driven by the offload of selected BB exposures to Vikki Bank.
- Average lending rates for new disbursements fell further but diverged across banks.** According to the SBV, the average rate for new loans was 6.55%, down 38bps from end-2024, reflecting tighter regulatory oversight and administrative guidance. However, by late 3Q25, rates edged up 5–20bps at several banks versus 2Q25, mainly due to (1) a higher share of medium-to long-term lending (+0.9%p QoQ among listed banks) and (2) rising funding costs. Lending rates are expected to normalize further in 4Q25–early 2026, with top bankers projecting a 50–70bps increase, implying that credit growth could temper somewhat in 2026.
- Corporate bond issuance fell 19% YoY in 3Q25, driven by a 31% drop among credit institutions, while real estate developers rebounded 36% YoY—still modest versus pre-SCB-crisis levels.** The sharp buildup of real estate-related on-balance-sheet loans has heightened concentration risk within banks. Average corporate bond yields rose 49bps QoQ and 58bps YoY, led by higher bank bond yields, while real estate yields eased slightly, per VBMA. The rise in bank bond yields appeared justified given softer deposit inflows and increased bond supply from CIs. Still, overall real estate issuance since 2022 remains subdued, leaving refinancing and project funding heavily reliant on bank credit. This risk migration to banks has significantly expanded sectoral exposures over the past 2–3 years, amplifying concentration and liquidity risks. Going forward, clearer regulatory frameworks in property and bond markets—together with enhanced transparency, wider credit rating coverage, and more rated issuers (especially developers)—should help restore investor confidence and support a more sustainable rebound from 2026 onward.

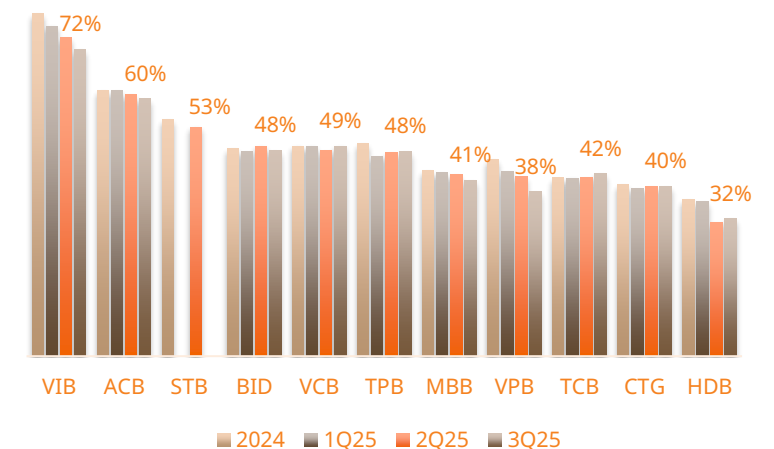
Bond issuance



Real estates related credit outpaced



Retail compositions



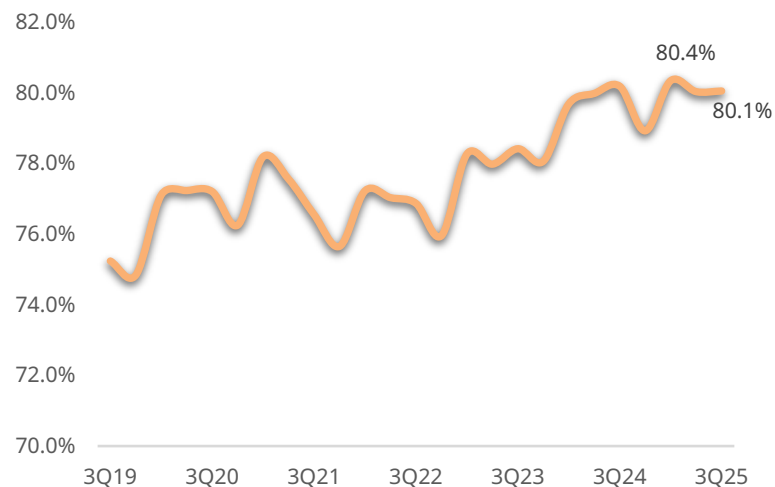
Sources: SBV, VBMA, company data, Mirae Asset Vietnam

# Banks - Task on track (cont'd.)

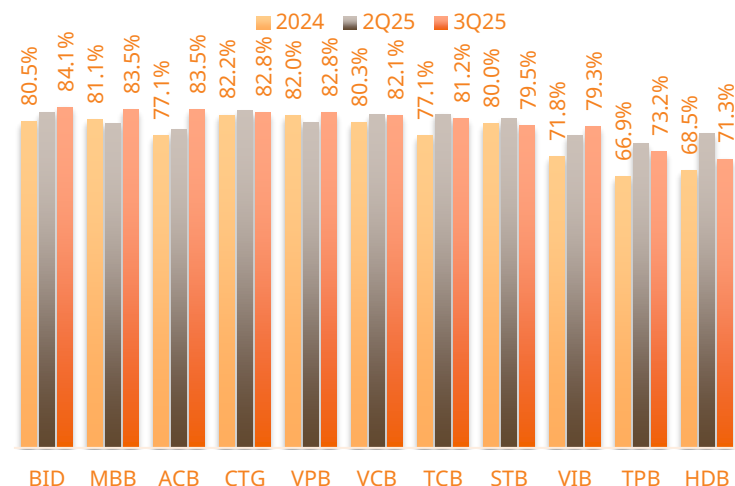
## Remains manageable

- System-wide LDR ratios eased slightly QoQ, although divergence among lenders became less evident as several banks pushed their ratios closer to the regulatory ceiling.** While pure deposit growth lagged behind credit expansion, the increased use of alternative funding sources, particularly certificates of deposit (CDs), helped partially bridge the gap. In addition, some banks benefited from rising government deposits, which, together with SBV's liquidity support, provided additional relief—especially for SOCBs. The contribution of these sources to total interest-bearing liabilities rose notably at BID (7.6%, +1%p YTD), CTG (6.6%, -0.4%p), and VCB (7.7%, +3.5%p), alongside several second-tier private peers. Despite these offsets, LDRs at major banks have climbed considerably since the start of the year, approaching the ceiling and thereby limiting balance-sheet flexibility. The ratio is expected to improve over the coming quarters as credit growth moderates in 4Q25–2026, while deposit rates are projected to accelerate and strengthen funding momentum.
- Meanwhile, the sector's average CAR edged higher in 3Q25, supported by stronger profitability and a gradual slowdown in credit expansion.** Declines were only observed at a few banks such as VPB and ACB, where robust loan growth outpaced the pace at which earnings could be translated into retained equity, temporarily constraining their capital buffers. At the same time, movements in Tier-2 capital also influenced headline CAR levels—TCB, for instance, recorded CAR improvement despite similar QoQ loan growth to ACB, driven by greater issuance of long-term bonds, while its Tier-1 ratio remained broadly stable from 2Q25. For HDB, reduced loan balances and a strategic increase in bond issuance (over five-year tenor) bolstered both liquidity headroom (LDR: 71.3%) and CAR (15%), aligning with the bank's ambition to sustain credit growth above 20% in the short-to-medium term. At current levels, CAR ratios among private joint-stock banks (PJCBS) are not a major concern, given their ample buffers above the regulatory floor and the absence of any significant hurdles to meeting upcoming capital adequacy adjustments. By contrast, SOCBs are not targeting aggressive growth; instead, their capital position is expected to improve gradually in tandem with capital market development and institutional reforms. Potential solutions include additional capital issuance, adjustments to the state ownership threshold, or channeling recapitalization through a national investment company rather than direct budget injections. Among SOCBs, CARs remain relatively low but still within a safe and compliant range under current requirements. Strengthening capital buffers is not viewed as an immediate priority, as these banks continue to balance positive profitability with the need to anchor lending rates at accommodative levels.

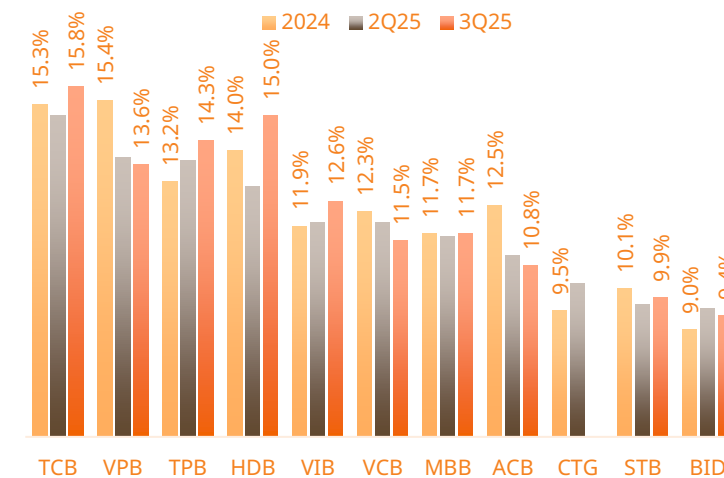
LDR



LDR



CAR



Sources: Company data, FiinPro, Mirae Asset Vietnam

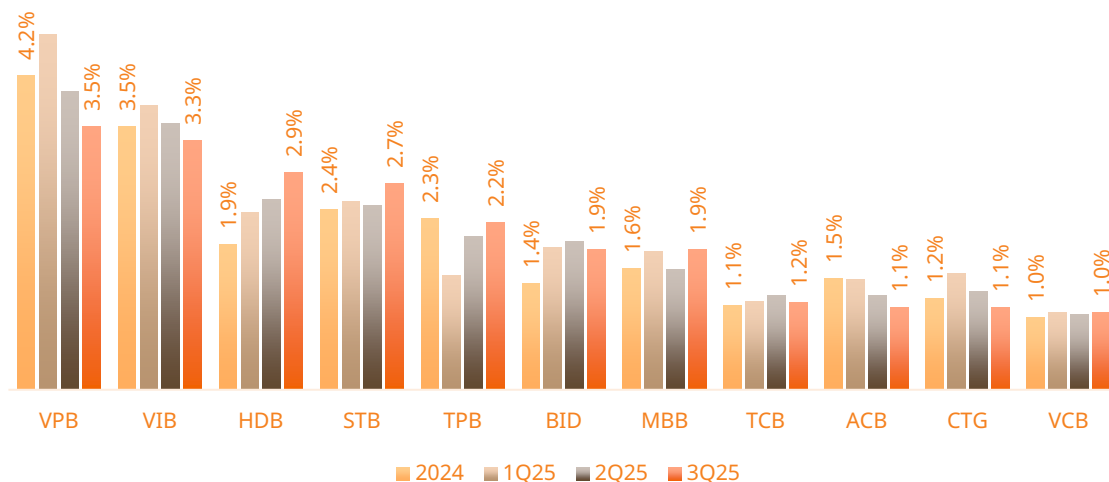
Note: the LDR cap applies only to parent banks, while consolidated figures may reflect higher ratios due to outstanding loans of subsidiaries

# Banks - Task on track (cont'd.)

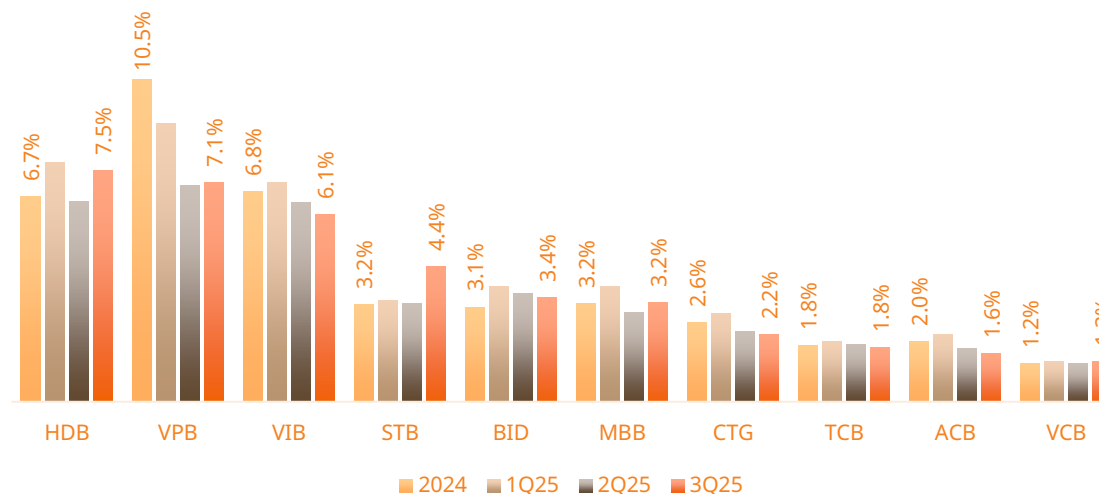
## Kept broadly in check

- Standard loan indicators present a mixed picture, though the underlying movements remain modest, leaving overall asset quality broadly well-contained.** Specifically, the NPL ratio (Groups 3–5) inched down by 4bps QoQ to 2.0% — still slightly above the FY24 average of 1.92%, yet 15bps lower than 1Q25 and 23bps below mid-2024 levels. The gradual improvement continues to be supported by the accommodative interest-rate environment. Within the coverage universe, banks that previously exhibited unusually high NPL readings have accelerated efforts to restore asset-quality metrics toward their respective comfort zones. Although the spread remains wide across institutions, much of it reflects the inherent composition of each loan book rather than any material deterioration in credit risk. Among banks disclosing NPL by customer segment, retail portfolios show further stabilization, while a slight uptick has emerged in the business-loans segment as prior macro turbulence becomes increasingly priced in. This pattern is broadly expected, as household borrowers typically register early stress signals followed by SMEs. In other words, the recent movements appear normal and pose limited concern. The isolated upticks across banks largely reflect bank-specific factors rather than any shift in underlying credit conditions, implying negligible impact on the sector's overall asset-quality trajectory. Gross NPLs (Groups 2–5) among listed banks rose 8bps QoQ but declined sharply on both a YTD and YoY basis — by 18bps and 57bps, respectively — reaffirming a trend of continued improvement in overall asset quality.
- A stable macro environment is expected to outweigh concerns about upward lending-rate pressures.** Under current policy guidance, banks indicate that any increase in lending rates is likely to remain below deposit-rate adjustments due to ongoing preferential-rate schemes aimed at supporting economic activity. Moreover, banks retain flexibility to calibrate lending rates to levels that balance delinquency risk with margin optimization. Second, with early credit-growth targets already communicated, banks have been accelerating disbursements — primarily into the corporate segment, where NPL ratios remain structurally low and stable. This shift in loan-mix should help anchor short-term asset-quality dynamics. Finally, lending-rate adjustments should be assessed relative to the underlying business outlook rather than purely against recent historical levels. In periods of improving business conditions, moderately higher lending rates typically exert limited pressure on repayment capacity. Taken together, industry-wide NPLs are expected to decline slightly or at least remain broadly in check moving toward 4Q25. Banks within the coverage universe may see marginal increases as they continue to re-weight exposure toward retail banking heading into 2026.

NPL



Gross NPL



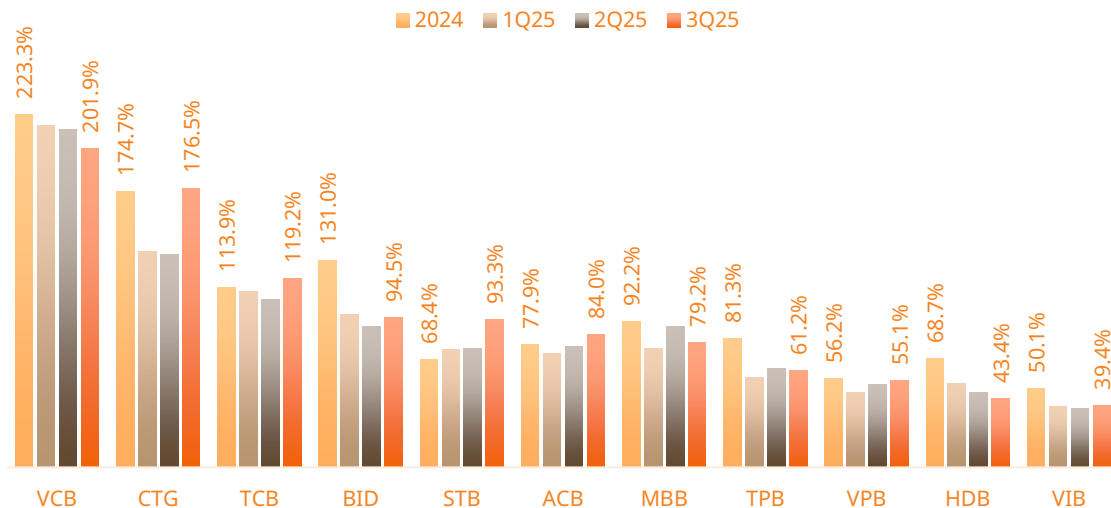
Sources: Company data, Mirae Asset Vietnam

# Banks - Task on track (cont'd.)

## Steady accumulation

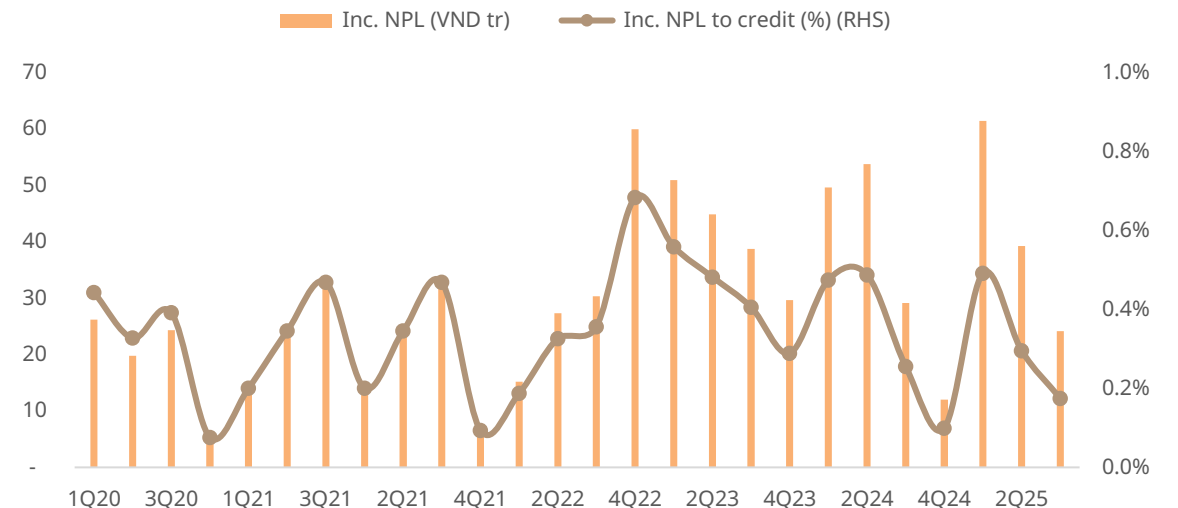
- Provision buffers continued to strengthen during the quarter.** Although improvements were not uniform, the broader trend remains clearly positive. The loan loss reserved (LLR) ratio (Groups 3-5) is still down 6.3%p YTD but has already improved by 4.6%p QoQ and 1.3%p YoY. It is uncommon for LLR ratios to rise simultaneously across all banks; however, the data indicate that a larger number of institutions are seeing meaningful recovery, both in breadth and magnitude. Notably, banks that typically maintain high buffers yet under-accumulated during the more challenging period — such as TCB, ACB, and CTG — have rebuilt reserves at a healthier pace, with the trajectory largely dependent on earnings momentum. Buffer reinforcement remains necessary, especially as the rising share of business lending could accelerate the migration of stressed assets more quickly than in a retail-led portfolio.
- New NPL formation also declined further.** Incremental were estimated at appr. VND24tr for 3Q25, down 17.2% QoQ and 60.7% from the peak in 1Q25. Relative to credit, the formation ratio eased to 0.17%, markedly below 0.3% in 2Q25, 0.5% in 1Q25, and the >0.6% levels recorded in late 2022–early 2023 during the monetary-tightening phase. While the ratio is approaching its cyclical low, a sharp rebound also appears unlikely at this stage, as no short-term catalyst suggests an imminent deterioration.
- Despite the lack of clear stress signals, latent risks remain if credit growth becomes increasingly skewed toward specific segments.** The value of newly delayed bond payments in 3Q25 fell to VND 1,668bn (-80% QoQ), with VND 639bn subsequently settled — reaffirming improving repayment behavior. Historical issuance data also show that new supply from real-estate-related issuers has been modest in recent years relative to system-wide credit expansion. At the same time, restructured loans at several banks have fallen to below 0.1% of total credit, posing little systemic concern. However, as noted earlier, exposures tied to real-estate business activities have edged close to 10% of system credit by end-3Q25 (MoC data), while total real-estate lending — including both business and retail — had approached 23% by mid-3Q. This concentration warrants attention, as credit growth remains heavily dependent on real-estate leverage. Should regulators adopt a firmer stance to curb activity in this segment, systemwide credit expansion could face constraints. Elevated exposure to a single sector also increases earnings vulnerability in the event that the sector's outlook weakens.

Loan loss reserve ratio (LLR)



Sources: Company data, Mirae Asset Vietnam

Quarterly incremental NPL (listed banks)

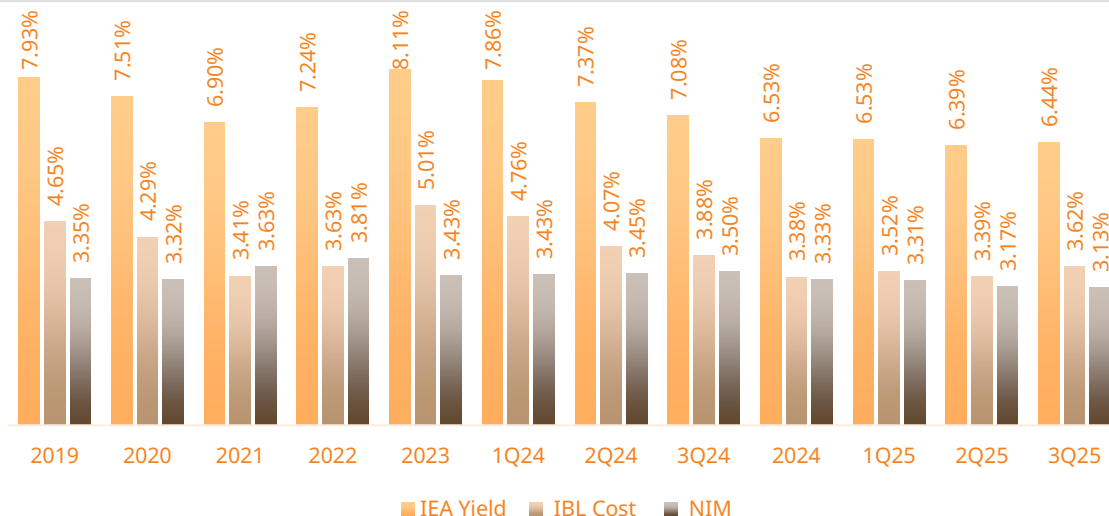


# Banks - Task on track (cont'd.)

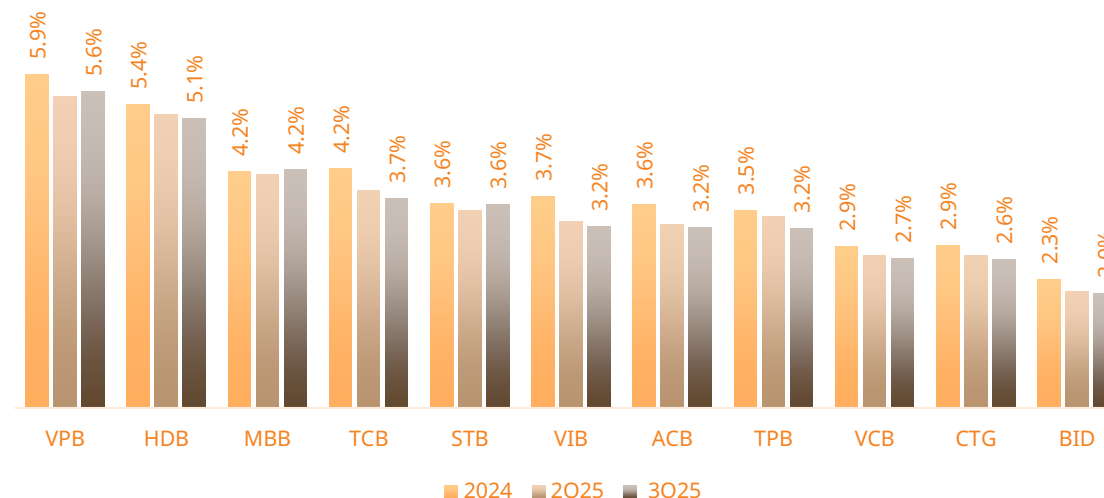
## Hints of steadiness

- Net interest margins (NIMs) continued to soften across the system, though the rate of contraction has visibly moderated.** In 3Q25, banks' NIM declined only 4bps QoQ to 3.13%, and the cumulative YTD drop of about 20bps. Asset yields have started to edge upward as lending rates gradually reprice, but funding costs rose at a faster clip, largely due to exceptionally high interbank rates and a greater dependence on this costly liquidity channel. This dynamic is regarded as temporary, as the elevated cost of short-term wholesale funding offers limited scope for transmission to standard lending products. Within the coverage universe, several banks began to show initial signs of margin stabilization after an extended period of compression. SOCBs continued to record margin declines given their structural role in anchoring market interest rates. Among PJCBs, banks with meaningful exposure to recovering real-commerce delivered more noticeable improvements—VPB (+9bps QoQ), MBB (similar), and STB (+11bps). For STB, however, part of the expansion likely stems from interest reversals associated with the completed resolution of the Phong Phu IPs NPLs, making it premature to treat the uptick as a sustained trend. The gradual firming of NIM also reflects easing credit competition, particularly as SOCBs have largely reached liquidity and capital thresholds for more aggressive loan growth. This shift has redirected incremental credit demand toward PJCBs, which are currently positioned with stronger repricing leverage. As a result, these banks have greater capacity to defend spreads even as system-wide funding conditions remain tight. Overall, sector NIM is projected to bottom out between 4Q25 and early 1H26, supported by a more balanced loan–deposit dynamic and the normalization of interbank funding costs. Banks within the coverage group are expected to realize NIM gains ranging from 3bps to 20bps through FY26, depending on portfolio mix and funding structure.
- Cost-to-income ratios (CIRs) continued to improve, though the room for additional efficiency gains is narrowing.** Listed banks' aggregate CIR fell to 32.7%, down 0.5%p/1%p QoQ/YTD, extending a multiyear decline driven by headcount optimization, automation, and rapid digitalization. This positions Vietnamese banks well ahead of regional peers, where CIRs typically range 40–50%. However, most “easy efficiency gains” have already been realized. Further digital transformation may enhance productivity but requires substantial upfront investment, likely lifting operating expenses in the near term. At the same time, the expected recovery in retail banking—rising loan demand, heavier customer servicing, and increased transaction volumes—will require rebuilding salesforce capacity and strengthening back-office operations. These structural needs suggest that current lean cost levels are not fully sustainable. As a result, CIR is projected to tick up modestly in FY26, reflecting both the lagged cost impact of technology upgrades and the operational requirements of a more active retail banking environment.

Yield vs. cost



NIM of banks



Sources: Company data, Mirae Asset Vietnam

# Banks - Task on track (cont'd.)

## Ramping up the run

- Profit momentum strengthened in 3Q25, supported by broad-based improvements across core income drivers.** Pre-tax earnings of LBs rose 24.6% YoY, with all major income streams expanding at double-digit rates: NII (+13%), NSI (+19.4%), and NOI (+37.7%). The recovery in fee income was particularly notable after the transitional impact of revised revenue-recognition policies. On the cost side, operating expenses increased only 9.1% YoY thanks to deeper automation, while benign asset quality kept provisioning growth at 8.7% YoY. Within the coverage universe, profit growth also accelerated to 21.2% YoY in 3Q25, up from +18% in 2Q25. NII rose 11.5% YoY, slightly below the LBs' average due to higher baseline NIMs and the influence of SOCBs, which faced heavier margin pressure. Conversely, NSI grew strongly at 24.9% YoY, supported by revived IB activity and a sharp bancassurance rebound. NOI surged 35.2% YoY, driven mainly by FX trading gains, while fixed-income trading gains softened amid rising yields. Recovery income remained subdued due to a high base and administrative delays linked to provincial consolidation; however, stronger recoveries are expected from 4Q25 as legalizing Res. 42 comes into effect from mid-October. OPEX and provisioning increased at roughly 10.1% YoY. For 9M25, listed banks delivered 18.1% YoY pre-tax profit growth, supported by a 43% YoY surge in non-recurring income, while recurring revenue and costs expanded at more moderate rates. Earnings growth within the coverage group was slightly softer at 16.5% YoY, reflecting weaker NIM performance.
- Banks in the watchlist also recorded stronger profit growth but still lagged initial expectations, prompting a downward revision to FY25 earnings forecasts.** Many bankers remain behind schedule on their annual plans, primarily due to deeper-than-expected NIM compression. Earlier expectations that NIM had bottomed in 2Q25 did not fully play out, as margins continued to edge lower in 3Q25, weighing on NII. Consequently, full-year NII for 11 covered banks has been revised down 6.7%, while improved asset quality allowed a 12.6% cut to provisioning. NSI forecasts were adjusted +9.2%, supported by stronger fee and trading income, while OPEX was revised -3.4%. Overall, the FY25 bottom line was trimmed only ~1%, still implying nearly 13% YoY earnings growth. Looking into 2026, profit growth is expected to improve by 17.9% YoY, led by a 19.2% rebound in NII, underpinned by a stabilization of NIM, which has limited room to compress further as yield-cost spread conditions normalize.

### 9M25 performance

Tickers	PBT (VNDbn)	PBT (YoY)	PBT vs. Plan	Cre. Gr. (YoY)	Cre. Gr. (YTD)	Cre. Gr. (P)	NII (YoY)	NSI (YoY)	NOI (YoY)	OPEX (YoY)	Prov. (YoY)
ACB	16,072	4.8%	69.9%	20.6%	15.2%	16.0%	-4.4%	-5.0%	88.4%	-0.3%	-5.5%
BID	23,632	7.2%	60.2%	14.5%	8.8%	16.0%	4.1%	1.0%	65.4%	12.2%	18.8%
CTG	29,535	51.4%	N/A	23.8%	15.6%	0.0%	5.2%	-15.3%	18.5%	8.8%	-32.6%
HDB	14,803	17.0%	69.9%	21.3%	11.3%	31.1%	10.3%	227.3%	126.6%	-7.6%	122.4%
MBB	23,139	11.6%	73.0%	30.2%	18.5%	26.0%	23.5%	40.5%	17.3%	14.4%	82.2%
STB	10,988	35.8%	75.5%	13.9%	14.2%	13.9%	15.7%	15.2%	-12.2%	3.6%	-8.1%
TCB	23,385	2.4%	74.2%	22.0%	17.9%	16.4%	1.7%	-5.8%	27.3%	9.2%	-9.1%
TPB	6,048	10.7%	67.2%	22.6%	16.1%	20.0%	-0.7%	19.5%	47.0%	19.3%	-25.1%
VCB	33,133	5.1%	74.7%	16.1%	12.4%	16.3%	2.3%	-38.2%	58.6%	10.8%	-30.2%
VIB	7,046	6.7%	63.9%	25.2%	15.0%	22.2%	-7.4%	14.4%	16.8%	0.1%	-31.4%
VPB	20,396	47.1%	80.7%	39.3%	28.5%	25.0%	16.7%	7.0%	31.4%	20.5%	-5.3%

Sources: Company data, Mirae Asset Vietnam

# Banks - Task on track (cont'd.)

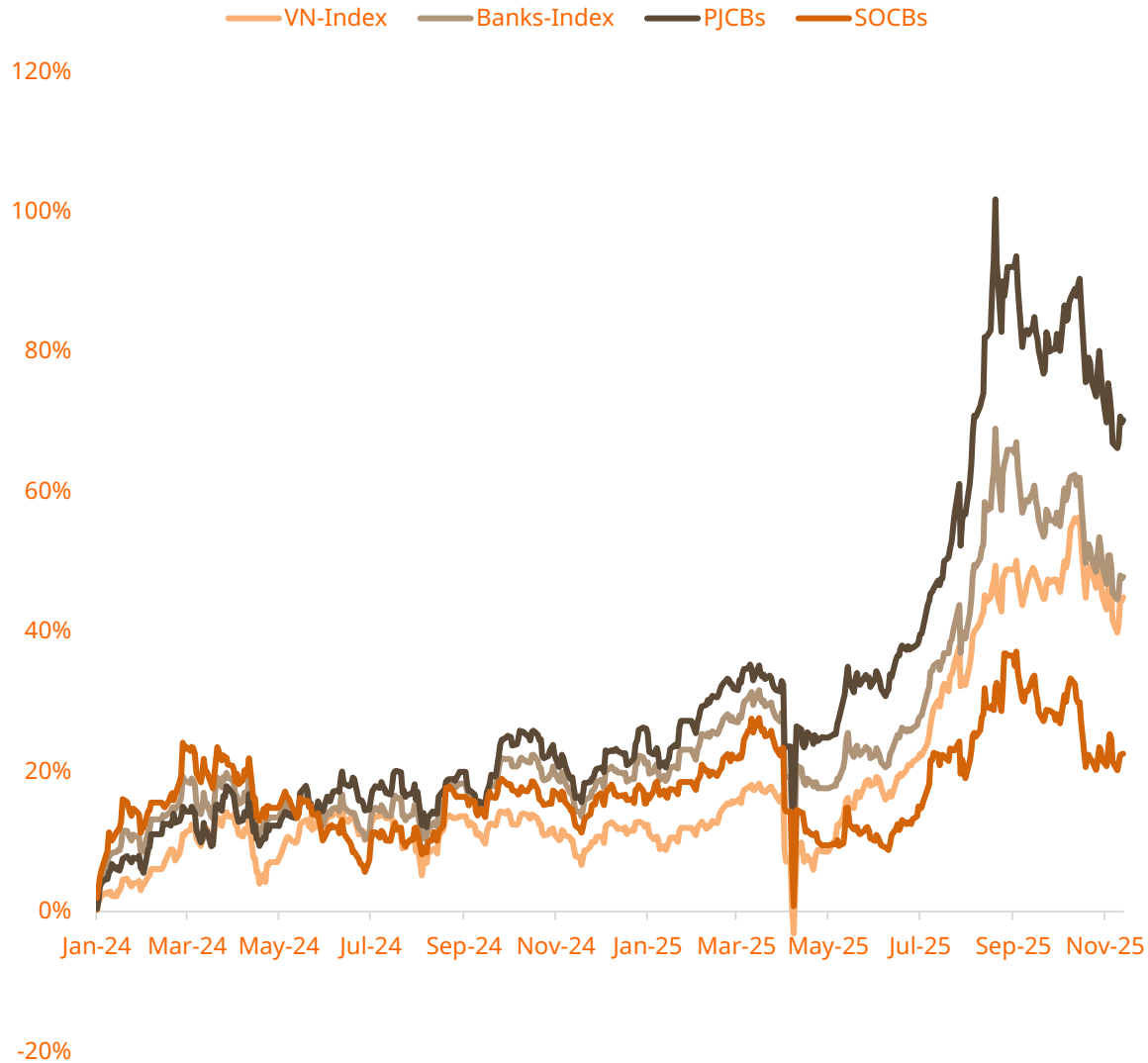
---

## Themes now well-discounted

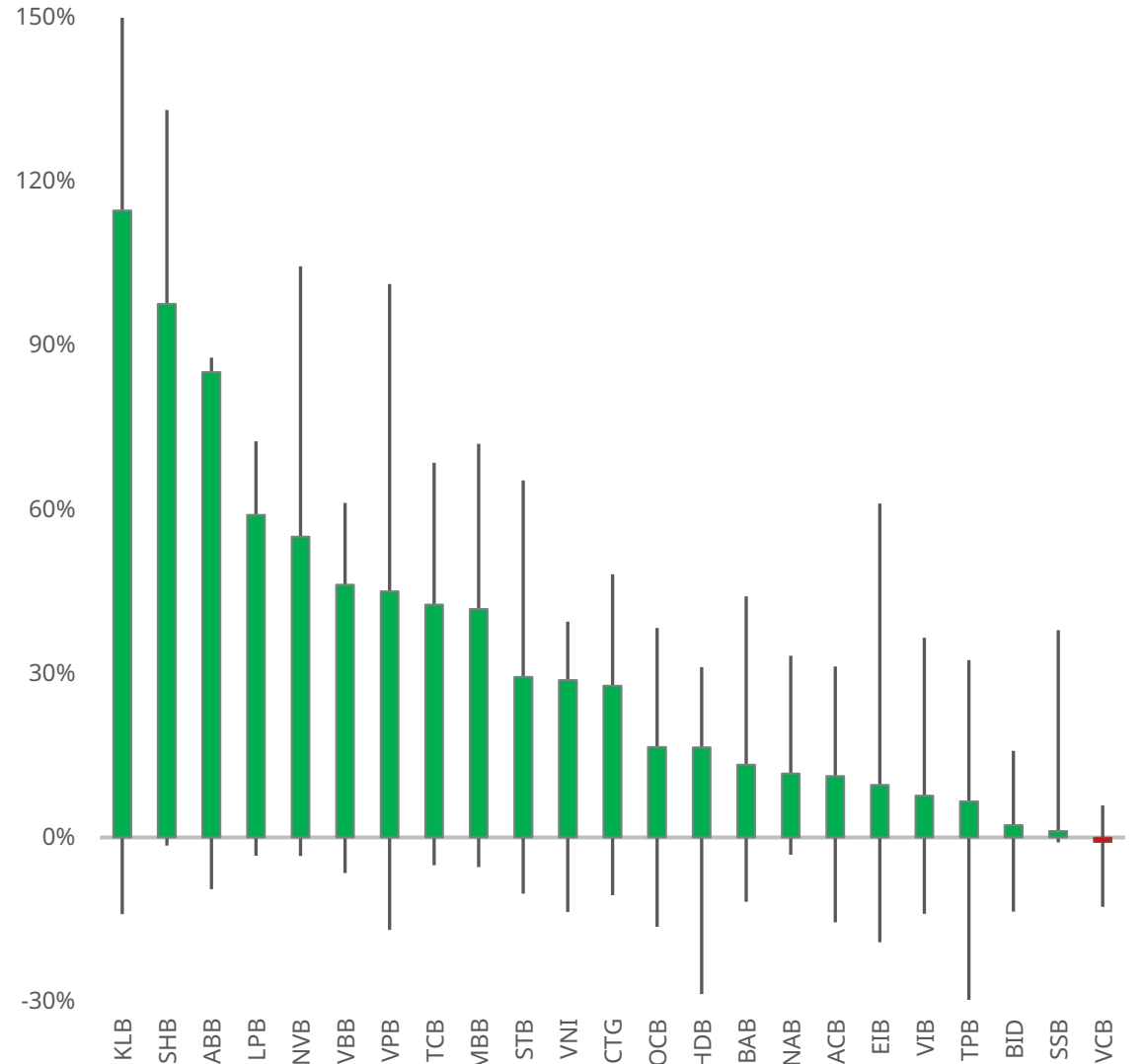
- **Banks vs. the broader market**
  - **On the fundamental side, bank earnings have been solid but clearly trailed the broader market.** Overall corporate profits rose 41.8% YoY, driven mostly by non-financial companies (+50.4% YoY), while listed banks delivered a more measured +24.6% YoY in 3Q25. This gap is not entirely surprising: bank earnings tend to move in a steady, almost “cruise-control” fashion, rarely swinging as sharply as cyclical sectors. Meanwhile, several top players in non-financial industries posted outsized gains, which naturally skewed aggregate numbers.
  - **Even so, banking stocks continued to draw strong capital flows.** Sector performance has remained broadly in line with the VN-Index thanks to familiar strengths—transparency, system-wide stability, deep liquidity, and dependable earnings. With banks playing an essential role in supporting the next leg of economic growth, both profit trajectories and market performance are expected to improve from here, especially as investors gravitate back toward names with stronger fundamentals.
- **Cooling after a strong run**
  - **Among SOCBs, CTG was the standout, delivering performance close to the VN-Index,** backed by a significant jump in profit and clearly improving asset quality. In contrast, VCB and BID saw relatively muted movements in both valuation and earnings—consistent with their more stable, lower-volatility profiles.
  - **Momentum among PJCBS also cooled after a sharp rally through 2Q25 and early 3Q25.** Stocks with big investment themes—like VPB and TCB following their subsidiary IPOs—have moved into a quieter phase as catalysts fade, causing valuations to drift back toward long-term averages after briefly touching +2SD. STB also corrected from above +2SD to below +1SD after the excitement around the full recovery of Phong Phu IPS proceeds settled. On top of that, PJCBS faced notable foreign selling, partly from profit-taking and partly from concerns over VND depreciation—especially as many major currencies strengthened against the USD, while the VND continued to weaken.
- **Recalibrating sector preferences**
  - **Banking stocks also went through turbulence after retesting their highs in late 2Q25 and early 3Q25.** The correction has erased 20–80% of YTD gains across many names—reminding the market, once again, that valuations eventually need to reconnect with fundamentals. Even the strongest narratives can only pull so far ahead before the core kicks in. Given the current backdrop, short-term trading remains challenging. As such, banks with attractive long-term potential but near-term headwinds—such as VPB, TCB, STB, and others—are temporarily set aside due to elevated valuations or high concentration risks. These names may come back into focus once prices stabilize, since concentrated loan books, while risky, can also produce strong upside under the right conditions. For now, preference is given to banks with clean balance sheets, limited concentration risk, still-reasonable valuations, and meaningful room for earnings acceleration in 2026. This cycle’s preferred list includes: ACB – TP: 29,800; VCB – TP: 70,800; and MBB – TP: 28,600.

# Banks - Task on track (cont'd.)

Banks' stock performances



Banks' stock performances (from start of 2025)

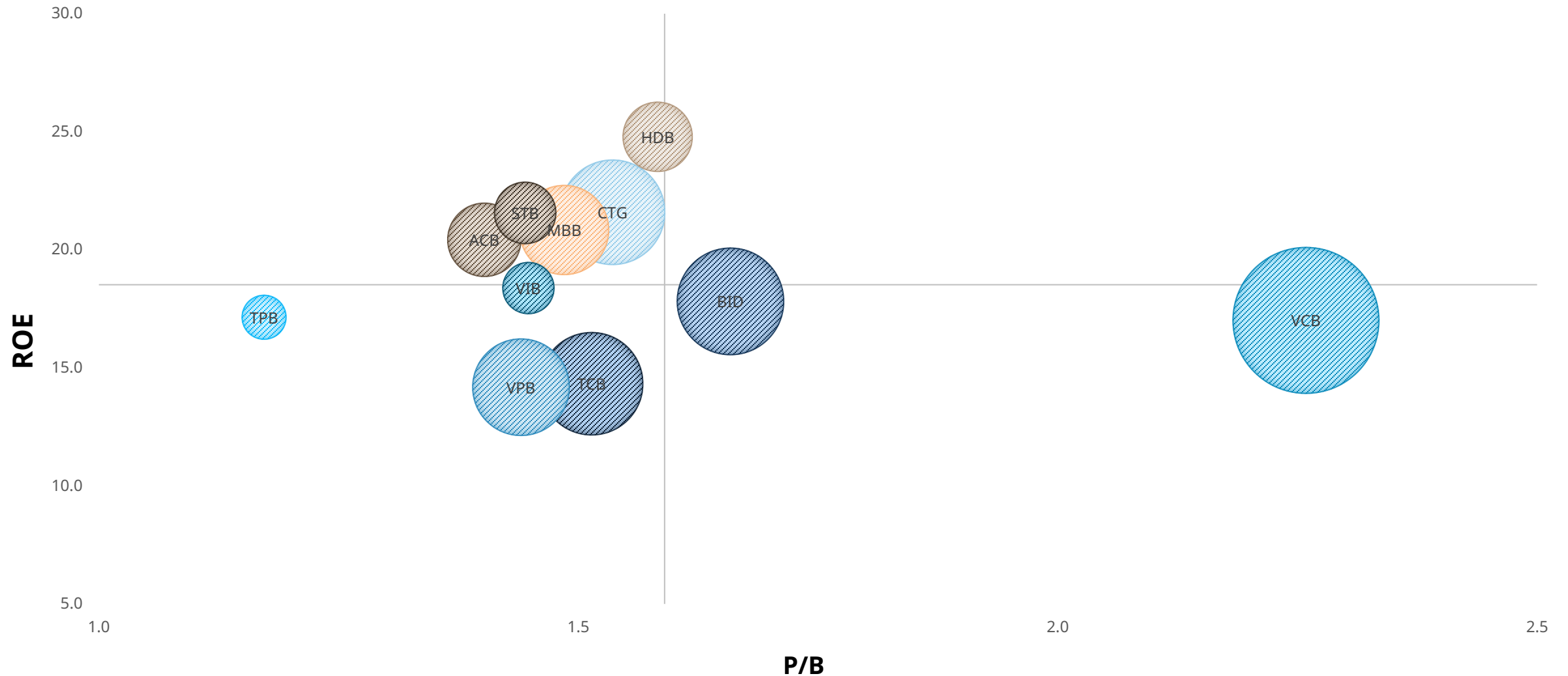


Sources: Bloomberg, Mirae Asset Vietnam

# Banks - Task on track (cont'd.)

## Relative valuation

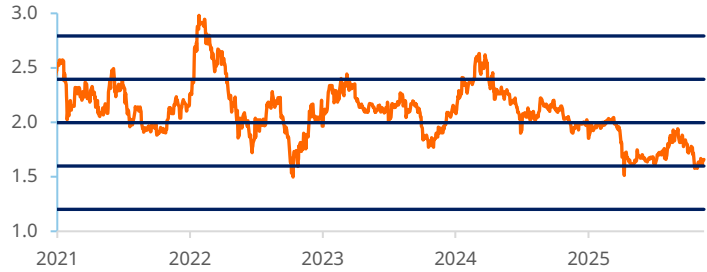
Current market cap, ROE, and trailing P/B (avg. P/B of 12 top banks: 1.59)



Sources: Bloomberg, Mirae Asset Vietnam

# Banks - P/B band chart

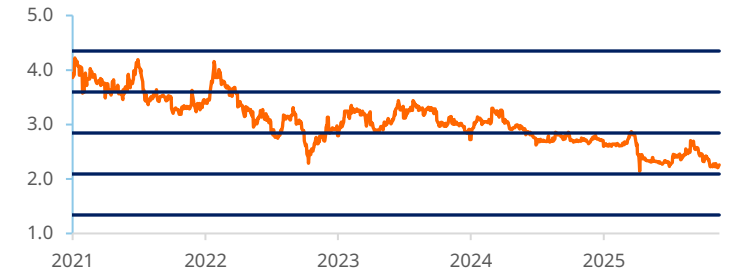
**BID**



**CTG**



**VCB**



**MBB**



**VPB**



**TCB**



**ACB**



**STB**



**HDB**



Sources: Bloomberg, Mirae Asset Vietnam

## Cushion pre-packed

Nguyen Nguyen, nguyen.ndc@miraeasset.com.vn



<b>(Update)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>70,800</b>
Current price (12/02/25)	57,600
Expected return	23%

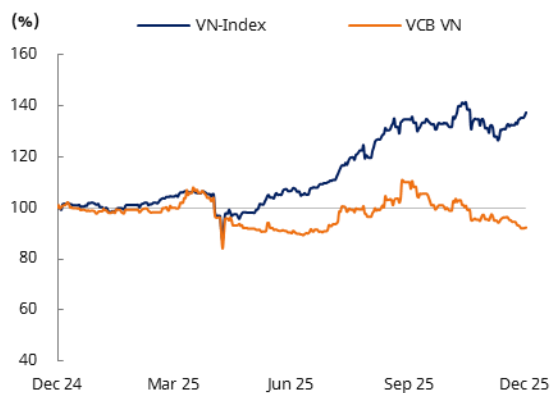
NPATMI (26F, VNDbn)	38,279
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	8.1
P/E (26F, x)	12.5

Market cap (VND bn)	481,287
Shares outstanding (mn)	8,356
Free float (%)	25.2
Foreign ownership (%)	21.4
52-week low (VND)	52,000
52-week high (VND)	70,600

(%)	1M	6M	12M
Absolute	-3.4	2.3	-8.6
Relative	-8.1	-25.6	-45.8

### Investment points

- Credit growth continued to expand positively in 3Q25. As of 9M25, total bank credit rose 12.3% YoY (vs. 7.2% in 2Q25). Although this pace remains somewhat below the sector average, the divergence is not unusual given the bank's diversified earnings base. For 2025, total credit is expected to grow 15.6% YoY (+1.2%p from the previous forecast) to around VND1.7qa, followed by a moderated expansion of 12.2% YoY in 2026 (unchanged from the prior projection). Key growth drivers are expected to come from retail and large corporate segments, with forecasted loan growth of 18%/14% and 15%/11% for 2025/2026, respectively (actual 9M25 growth: ~14.5% and 11.3%). Asset quality slightly softened, with the NPL and gross NPL ratios edging up 3bps and 6bps to 1.03% and 1.31%, respectively. These metrics are projected to remain healthy at around 1.0% and below 0.98% in 2025–2026. NIM continued to narrow modestly in 3Q25 (-6bps QoQ; vs. -16bps QoQ in 2Q25), though a mild rebound of +3bps is anticipated, supported by an increasing share of medium- (4.3%, +0.2%p YoY) and long-term loans (34%, +1.3%p YoY) in the portfolio.
- Profit growth remained steady during the period (+5% YoY in 3Q25; +5.1% in 9M25), reflecting flexible management of both revenue and expenses. NII rose a solid 8% YoY in 3Q25 (+2.3% for 9M25; +5.5% 2025F). In contrast, NSI income fell sharply by 26.2% YoY in 3Q25 (-38.2% in 9M25; -15.5% 2025F). NOI maintained a strong uptrend (+23.7% YoY in 3Q25; +58.6% in 9M25; +36.2% 2025F), mainly underpinned by recoveries from written-off debts. While the bank's headcount optimization progressed as planned (-2% YoY / -0.7% QoQ in 9M25), personnel expenses still grew robustly (+10.3% / +12.7% in 3Q25 and 9M25, respectively). Accordingly, OPEX for 2025 was revised up +2.7% from the prior forecast. Conversely, thanks to stable asset quality, provision expenses declined 30.2% YoY in 9M25, with 2025 provisions now estimated at around VND4.4tn (+31.6% YoY, but -28.6% vs. previous forecast). As a result, PBT forecasts were slightly revised down by 1.7%, to VND44tn for 2025 and VND47.8tn for 2026.
- VCB remains an industry leader in asset quality and operational resilience. While its prudent growth strategy may limit near-term credit expansion compared with peers, this conservative stance ensures a highly diversified income structure — with roughly 20% of revenue derived from non-interest sources, including about 9% from FX trading gains. Despite rising global trade protectionism, particularly from the U.S., Vietnam continues to diversify its customer base. Accordingly, VCB's FX-related income is projected to maintain robust growth of +25%/+16.2% in 2025/2026. Overall, VCB remains both a short-term trading story and a long-term defensive play. The bank plans a private placement of approximately 6.5%, with pricing yet to be finalized. For reference, the 2019 issuance was executed at around 2.7x P/B, compared to the current market valuation of ~2.2x. For 2026, our target price is revised upward from VND69,600 to VND70,800. The key risk lies in potential profitability compression (ROE, ROA), which could prompt investors to reassess valuation premiums (currently trading above sector average of 1.5–1.7x).



FY (31/12)	12/22	12/23	12/24	12/25E	12/26F	12/27F
Net interest inc. (VNDbn)	53,246	53,621	55,406	58,637	66,826	77,149
Net non-interest inc. (VNDbn)	14,836	14,103	13,173	14,818	13,631	15,373
Operating profit (VNDbn)	37,359	41,244	42,236	44,211	47,812	58,326
NP (VNDbn)	29,892	33,033	33,831	35,395	38,279	46,696
EPS (VND)	6,316	5,910	6,053	4,236	4,581	5,588
ROE (%)	24.2	21.6	18.4	16.7	15.9	17.0
P/E (x)	10.7	10.1	11.4	13.6	12.5	10.3
P/B (x)	2.0	2.0	1.7	2.1	1.9	1.6
BVPS (VND)	29,158	30,156	35,597	27,083	30,706	35,200
Total assets (VNDbn)	1,814,188	1,839,223	2,085,397	2,375,838	2,665,404	2,980,712
Equity (VNDbn)	137,988	168,543	198,956	226,298	256,571	294,119

Source: Company data, Mirae Asset Vietnam Research

# Military Commercial Joint Stock Bank (MBB VN)

Banks



## Leading the industry in credit expansion

Quan Ton, quan.td@miraeasset.com.vn

(Maintain)	BUY
Target price (VND, 12M)	28,600
Current price (12/02/25)	23,550
Expected return	21%

NPATMI (26F, VNDbn)	29,090
Market consensus (26F, VNDbn)	N/A
EPS Growth (26F, %)	6.2
P/E (26F, x)	5.6

Market cap (VNDbn)	189,695
Shares outstanding (mn)	8,055
Free float (%)	68.7
Foreign ownership (%)	20.1
52-week low (VND)	14,735
52-week high (VND)	29,500

(%)	1M	6M	12M
Absolute	-0.2	27.4	48.0
Relative	-4.9	-0.5	10.8

### Investment points

**MBB posted strong 9M25 results with total operating income (TOI) reaching VND48,165bn (+24% YoY) and profit before tax at VND23,139bn (+11.6% YoY).** Growth was driven by robust credit expansion and strong fee-based income, though profitability was partly offset by higher provisioning expenses.

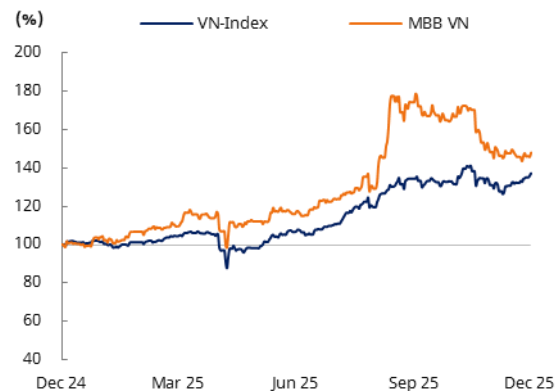
**Net interest income (NII) rose 23.5% YoY to VND37,055bn, while net fee income (NFI) surged 40.5% YoY to VND4,478bn.** Within NFI, insurance contributed VND2,197bn (+50.9% YoY), settlement services VND1,084bn (+27.8% YoY), and brokerage VND530bn (+374.6% YoY), while other services fell 38% YoY to VND661bn. The CIR was down 234bps YoY to 27.9%, reflecting effective cost control. Provisioning jumped 82.2% YoY to VND11,574bn, highlighting MBB's proactive risk management stance; 3Q25 provisioning alone spiked 131.8% YoY to VND3,801bn. TOI in 3Q25 reached VND15,596bn (+22.8% YoY), with NII at VND12,991bn (+24.7% YoY) and NFI at VND1,326bn (+50% YoY), mainly led by insurance and settlement services.

**Credit growth rose 18.5% YTD to VND960tr, with loans up 20% YTD to VND931tr, reaffirming MBB's industry-leading expansion.** Total assets grew 17.7% YTD to VND1.329qa. Corporate bond holdings declined 15.6% YTD to VND28.2tr. By sector, trading loans rose 16% YTD (27.8% of total loans), manufacturing grew 21.7% YTD (22.4%), and real estate trading surged 51.3% YTD to 10.4%, reflecting a selective re-entry into the property market. Construction and hospitality rose 20.4% and 13.4% YTD, respectively. Meanwhile, retail lending increased 11.1% YTD, lowering its share to 23.5% (from 26.3%) and underscoring MBB's corporate-led credit strategy.

**Asset quality:** Despite strong loan growth, asset quality improved. The NPL ratio fell to 1.87% (-36bps YoY) and the broad NPL ratio to 3.23% (-89bps YoY). NPL coverage rose slightly to 79.2% (+10bps YoY), supported by front-loaded provisioning.

**NIM and CASA:** Customer deposits grew 10.3% YTD to VND788tr, representing 69% of interest-bearing liabilities. Within the deposit base, CASA stood at VND292tr (or 37% of total deposits), improving 50bps YoY but declining 90bps QoQ. Meanwhile, valuable papers surged 33% YTD to VND171tr (accounting for 15.1% of IBL), reflecting greater reliance on higher-cost funding instruments, with an estimated average cost of 5.5%. The TTM NIM contracted 20bps YoY as asset yields fell faster than funding costs but expanded 9bps QoQ in 3Q25, supported by a 19bps rebound in asset yields despite a 16bps increase in funding costs.

**2026F:** NII is expected reach VND55,840bn (+15% YoY); NFI at VND5,385bn (+11.5% YoY), PBT at VND36,363 (+16.9% YoY) with sustained levels of credit growth and ROE.



	FY (31/12)	FY22	FY23	FY24	FY25F	FY26F	FY27F
Net interest income (VNDbn)		36,023	38,684	41,152	48,561	55,840	68,465
Net non-interest inc. (VNDbn)		9,570	8,622	14,261	14,210	13,453	13,954
Operating profit (VNDbn)		22,729	26,306	28,829	31,112	36,363	40,727
Net Profit (VNDbn)		17,483	20,677	22,634	24,889	29,090	32,580
EPS (VND)		3,673	3,764	4,021	4,019	4,270	4,348
ROE (%)		24.6	23.5	21.2	19.8	19.8	18.7
P/E (x)		6.5	6.4	6.0	6.0	5.6	5.5
P/B (x)		1.4	1.4	1.2	1.1	1.0	1.0
Total assets (VNDbn)		728,532	944,954	1,128,801	1,409,792	1,728,331	2,119,597
Equity (VNDbn)		79,613	96,711	117,060	134,645	159,534	188,624
BVPS (VND)		16,727	17,604	20,794	21,743	23,420	25,173

Source: Company data, Mirae Asset Vietnam Research

# Asia Commercial Joint Stock Bank (ACB VN)

Banks

ACB

## No hurry, no worries

Nguyen Nguyen, nguyen.ndc@miraeasset.com.vn

<b>(Update)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>29,800</b>
Current price (12/02/25)	23,950
Expected return	24%

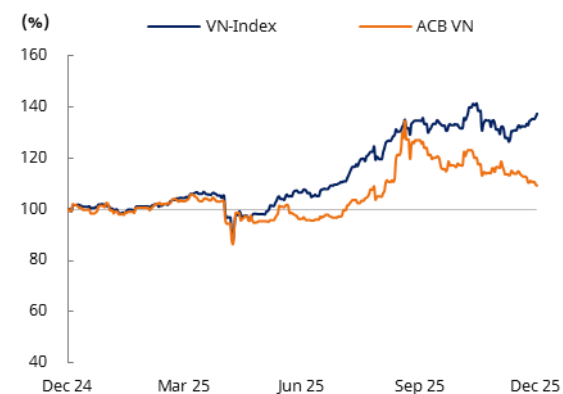
NPATMI (26F, VNDbn)	19,798
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	11.8
P/E (26F, x)	7.8

Market cap (VND bn)	123,023
Shares outstanding (mn)	5,137
Free float (%)	92.4
Foreign ownership (%)	29.2
52-week low (VND)	18,043
52-week high (VND)	29,500

(%)	1M	6M	12M
Absolute	-6.1	14.0	9.5
Relative	-10.8	-13.9	-27.7

### Investment points

- ACB maintained solid credit growth in 3Q25, rising 15.2% YTD, slightly below major peers but still outperforming the sector average of +13.4%. We revise up the 2025–2026 credit growth targets from 16% to 18.9% and 20%, respectively. The 2026 forecast is slightly higher, supported by ample capital headroom (Tier 1 ratio at 12.13% in 3Q25). In 9M25, amid intense deposit-rate competition and weaker demand from retail clients (ACB's core segment, +10.9% YTD), the bank's NIM contracted notably to 3.18% (–6bps QoQ, –41bps YTD), despite optimized liquidity ratios (LDR near the cap at 83.5%, SFMLL at 23.5% < 30%). NIM is expected to dip slightly by 2bps in 4Q25 (3.16%, –42bps YoY) before recovering above 3.3%, driven by a rebound in retail lending share (2024/25/26: 64.1% / 62.6% / 63.2%). Housing affordability remains a constraint as primary apartment prices in HCMC and Hanoi surged 31% and 41% YoY in 3Q25, respectively (CBRE), with new supply still dominated by premium projects — a segment less aligned with ACB's retail focus. However, 2026 is expected to see more affordable housing launches as regulators aim to rebalance supply. According to the Ministry of Construction, around 20,000 social housing units were completed in 2024, and over 200,000 units are expected during 2025–26. Meanwhile, satellite areas are expanding supply (e.g., ~11,000 units in HCMC in 3Q25, 79.6% located in Binh Duong and Ba Ria–Vung Tau) at ~VND50mn/sqm, compared with ~VND100mn/sqm in the center areas in HCMC and HN.
- Asset quality continued to improve, with the NPL ratio falling below 1.1% (from 1.5% end-2024), gross NPL down 16bps QoQ to 1.57%, and NPL coverage rising to 84% (+9.2%p QoQ). The recent government guidance restricting foreclosure of primary residences could slightly increase ACB's NPL-handling costs, given its high exposure to home-loan portfolios. Nonetheless, clearer legal frameworks and standardized resolution procedures should accelerate bad-debt recovery and enhance capital efficiency. With improving asset quality and declining credit costs, we cut our credit-cost assumption by 3bps for both 2025 and 2026, and expect NPL ratios to fall 17bps and 8bps to around 1.1%.
- Profitability showed signs of recovery, supported by cost efficiency and income diversification. Although net interest income continued to edge down (–1.6% YoY in 3Q25), net fee and other income grew 6.5% and 29.3%, respectively, while operating and provision expenses fell 7.5% and 19.3%. For 9M25, PBT rose 4.8% YoY to VND16.1tr, with full-year forecasts of VND22.1tr/24.7tr for 2025/2026 (+1.3% / –1.9% vs. prior estimates). CIR improved to 31.9% (TTM 3Q25) and is projected to decline to 31% in 2025, before rising modestly to 32% in 2026, reflecting –1% / +21% changes, respectively. Provisions are expected to increase 20.6% in 2025 and 43% in 2026, supported by higher profitability that allows buffer strengthening.
- Maintaining a prudent growth strategy and sound asset quality remains ACB's key strength. However, the relatively slower balance-sheet growth in recent years has weighed on valuation upside, explaining why ACB's share performance has lagged peers with higher risk profiles. Still, ACB remains a resilient defensive pick among private-sector banks, benefiting from solid fundamentals and stable operating efficiency amid market volatility. We raise our target price to VND29,800 for 2026, assuming a long-term ROE of 18%. Under the target P/B method, valuation implies 1.47x (= VND28,300), while the residual income approach yields VND31,300.



FY (31/12)	12/22	12/23	12/24	12/25E	12/26F	12/27F
Net interest inc. (VNDbn)	23,534	24,960	27,795	28,597	34,778	41,340
Net non-interest inc. (VNDbn)	5,257	7,787	5,720	6,267	5,800	6,516
Operating profit (VNDbn)	17,114	20,068	21,006	22,118	24,736	29,197
NP (VNDbn)	13,688	16,045	16,790	17,703	19,798	23,368
EPS (VND)	4,053	4,131	3,759	3,428	3,834	4,525
ROE (%)	26.5	24.8	21.7	19.9	19.9	21.1
P/E (x)	6.2	6.0	7.9	8.7	7.8	6.6
P/B (x)	1.4	1.4	1.6	1.6	1.5	1.3
BVPS (VND)	17,303	18,269	18,685	18,247	20,322	22,670
Total assets (VNDbn)	607,939	718,795	864,006	980,701	1,167,901	1,364,186
Equity (VNDbn)	58,439	70,956	83,462	94,223	104,941	117,066

Source: Company data, Mirae Asset Vietnam Research

## Soft landing

Nguyen Nguyen, nguyen.ndc@miraeasset.com.vn



<b>(Update)</b>	<b>TRADING BUY</b>
<b>Target price (VND, 12M)</b>	<b>57,400</b>
Current price (12/02/25)	49,050
Expected return	17%

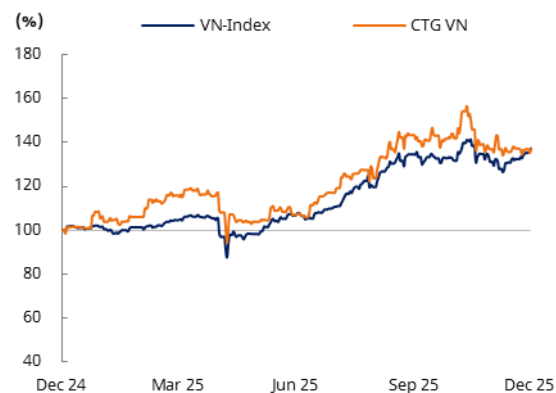
NPATMI (26F, VNDbn)	37,350
Market consensus (26F, VNDbn)	37,143
EPS Growth (26F, %)	19.0
P/E (26F, x)	7.0

Market cap (VND bn)	263,398
Shares outstanding (mn)	5,370
Free float (%)	35.5
Foreign ownership (%)	25.5
52-week low (VND)	33,800
52-week high (VND)	56,500

(%)	1M	6M	12M
Absolute	0.1	27.2	36.8
Relative	-4.6	-0.7	-0.4

### Investment points

- Credit growth remained strong, with 9M25 up 15.6% YTD and a continued expansion outlook of +19.4%/+17.2% YoY for 2025/2026. CTG's 9M25 growth was not only among the highest within the state-owned group but also outperformed many large private banks, driven by retail lending (+16% YTD), FDI clients (+21%), and other segments (+52.9%), while SME and large corporate lending underperformed at +14.2% and +13.2%, respectively.
- The gradual increase in the retail loan share (3Q25: 39.6%; 2025F: 39.9%) is expected to support a NIM recovery to 2.73% by end-2025 (+6bps QoQ, -20bps YoY). To ensure capital adequacy for short- and medium-term credit growth, the SBV approved CTG's plan in early 4Q25 to issue stock dividends from retained earnings. As of 2Q25, CTG's Tier 1 and CAR ratios stood at 7.21% and 10.29%, close to the minimums under Circular 14/2025 (Year-4 thresholds: 8.5% and 10.5%), indicating gradual alignment with regulatory standards.
- Asset quality improved more strongly than expected. In 9M25, NPL, gross NPL, and coverage ratio reached 1.09% (-13bps YTD/-22bps QoQ), 2.17% (-40bps YTD/-10bps QoQ), and 176.5% (+41.7ppts QoQ/+1.8ppts YTD), respectively. Accordingly, we lower NPL forecasts by 26bps/20bps to 1.1%/1.2% for 2025/2026, while credit costs are revised down 2bps/19bps. Nonetheless, provision expenses are expected to rise +1.1% vs. prior forecast in 2025 due to the higher credit-growth assumption (raised to 19.1% from 15.6%).
- PBT performance was exceptional, reaching VND29.5tn—75.2% of the full-year forecast (-1.3% vs. previous)—after 9M25, while the parent bank's PBT hit VND27.5tn, fulfilling 84.6% of the business plan. Although higher credit growth may pressure NIM (-6bps/-24bps in 2025/2026 from previous projections), lower provisioning costs offset much of the impact, leaving our PBT forecasts largely unchanged (+1.3%/+0.2%). Other revisions include NOI (+2.9%/-6%) and OPEX (+1.1%) adjustments.
- We raise our target price from VND47,000 to VND57,400 after rolling forward the valuation horizon to end-2026. The new valuation implies a 2026F P/B of 1.46x, based on the assumption that CTG will continue retaining earnings to sustain ~14% medium-term credit growth. The key risk in our call is the volatility in credit costs, which have fluctuated widely (0.6%–1.9% over the past five years) and could weigh on profitability under more challenging macro conditions.



FY (31/12)	12/22	12/23	12/24	12/25F	12/26F	12/27F
Net interest inc. (VNDbn)	47,930	52,957	62,403	68,332	78,707	87,931
Net non-interest inc. (VNDbn)	16,650	17,591	19,506	18,801	15,983	16,740
Operating profit (VNDbn)	21,113	24,990	31,764	39,274	46,802	52,349
NP (VNDbn)	16,912	19,904	25,348	31,358	37,350	41,757
EPS (VND)	3,519	3,706	4,720	5,840	6,955	7,776
ROE (%)	16.7	17.0	18.5	19.3	19.3	18.2
P/E (x)	13.8	13.1	10.3	8.3	7.0	6.2
P/B (x)	2.1	2.1	1.8	1.5	1.2	1.0
BVPS (VND)	22,536	23,440	27,655	32,781	39,427	46,160
Total assets (VNDbn)	1,809,189	2,032,614	2,385,388	2,764,944	3,108,780	3,487,696
Equity (VNDbn)	108,305	125,872	148,505	176,035	211,721	247,878

Source: Company data, Mirae Asset Vietnam Research



## Valuation reset

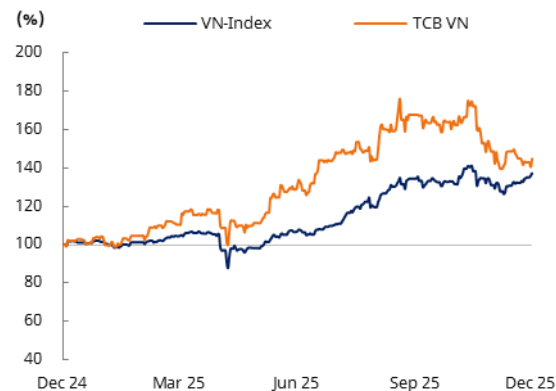
Nguyen Nguyen, nguyen.ndc@miraeasset.com.vn

<b>(Update)</b>	<b>TRADING BUY</b>
<b>Target price (VND, 12M)</b>	<b>40,400</b>
Current price (12/02/25)	34,200
Expected return	18%

NPATMI (26F, VNDbn)	30,387
Market consensus (26F, VNDbn)	30,866
EPS Growth (26F, %)	26.0
P/E (26F, x)	8.8
Market cap (VND bn)	242,349
Shares outstanding (mn)	7,086
Free float (%)	77.4
Foreign ownership (%)	22.5
52-week low (VND)	22,300
52-week high (VND)	42,500
<b>(%)</b>	<b>1M 6M 12M</b>
Absolute	-2.6 10.0 44.6
Relative	-7.3 -18.0 7.4

### Investment points

- Credit growth accelerated further in 3Q25, expanding 17.9% YTD, significantly outperforming the sector average of 13.4%. The loan book remained the main growth driver, rising 21.4% YTD. With stronger-than-expected momentum, we revise up our 2025 credit growth target to 24.7% (from 22.8%) and maintain an above-20% medium-term forecast, aligned with TCB's strategic goal of sustaining 20–25% average annual growth. 9M25 outstanding disbursements were led by RE business (+23.5% YTD), financial services (+61.5%), wholesale & retail (+23.7%), and notably leveraged lending (+61%), while mortgage loans remained modest (+15.5%). Given that the peak RE transaction season typically falls in 4Q (4Q24: +7.2% QoQ), this segment is expected to become a key driver for loan book expansion and net interest income growth. The NIM contraction also eased in 3Q25 (-12bps QoQ vs. -22bps QoQ in 2Q25) with a 10bps QoQ recovery expected in 4Q25, as CASA rose 2%p to 38.4% by end-3Q (42.5% including interest-bearing accounts). Asset quality improved across all indicators, and is likely to continue strengthening in 4Q25, supported by a low-rate environment and robust credit expansion.
- Earnings rebounded in 3Q25, up 14.4% YoY, driven by a broad-based recovery across income streams: NII (+11.2%), NSI (+16.4%), and NOI (+133.4%). Notably, insurance income surged (+66% QoQ, +35% YoY in 9M25) along with advisory fees (+30%). For 9M25, PBT reached VND23.4tr, up a mild 2.4% YoY, but full-year profit is projected to rise 13.1%, given that 4Q24 was a low base due to one-off termination fees with Manulife.
- TCB's outlook remains largely consistent in recent years as it continues to pursue its closed-loop ecosystem strategy, though with several evolving investment stories. This model has enabled sustained balance-sheet growth amid the real estate rebound, as projects by its strategic partners continue to show strong market absorption backed by prime locations and effective marketing. In addition, TCB is expanding its insurance business, having raised capital in both life and non-life segments, with plans to revive this income stream and diversify NSI, targeting growth of +63%/+24% in 2025–2026, respectively. The bank also plans to enter the digital-asset space through TCBS, though earnings impact remains unquantified at this stage. At TCBS, the long-anticipated IPO deal has been finalized. While the transaction did not attract a strategic investor as originally planned, it still provided a modest valuation uplift. Overall, this deal has little bearing on TCB's credit growth outlook, as liquidity and capital adequacy remain solid. The upward revision mainly reflects positive systemic policy momentum and the bank's commitment to government-aligned development directives.
- We raise our target price slightly from VND40,000 to VND40,400. Although the valuation horizon has been rolled forward to end-2026, we re-introduce both residual income and long-term P/B methods, after previously relying solely on target P/B during TCX's IPO phase to capture short-term investment opportunities. The new valuation implies a 2026F P/B of ~1.5x, which is deemed more appropriate for the current cycle.



	<b>FY (31/12)</b>	<b>12/22</b>	<b>12/23</b>	<b>12/24</b>	<b>12/25E</b>	<b>12/26F</b>	<b>12/27F</b>
Net interest inc. (VNDbn)		30,290	27,691	35,508	38,060	47,282	55,723
Net non-interest inc. (VNDbn)		10,612	12,370	11,482	13,365	13,392	14,529
Operating profit (VNDbn)		25,568	22,888	27,538	30,395	39,038	46,616
NP (VNDbn)		20,150	18,148	21,523	24,078	30,387	36,286
EPS (VND)		5,729	5,152	3,046	3,403	4,288	5,113
ROE (%)		19.5	14.8	15.4	14.9	16.3	17.1
P/E (x)		6.6	7.4	12.4	11.1	8.8	7.4
P/B (x)		1.2	1.0	1.8	1.6	1.4	1.2
BVPS (VND)		32,248	37,368	20,583	23,629	26,668	30,485
Total assets (VNDbn)		699,033	849,482	978,799	1,127,742	1,327,726	1,564,328
Equity (VNDbn)		113,425	131,628	147,940	175,119	197,744	226,125

Source: Company data, Mirae Asset Vietnam Research



## Enduring recovery phase

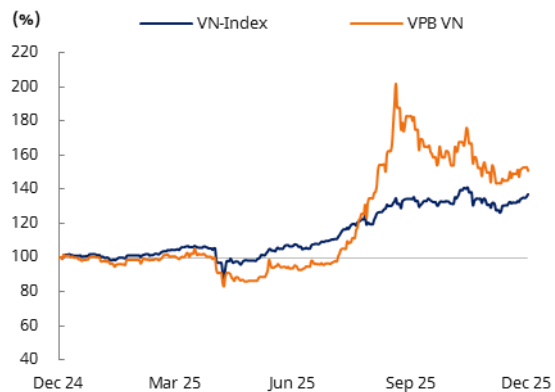
Nguyen Nguyen, nguyen.ndc@miraeasset.com.vn

<b>(Update)</b>	<b>TRADING BUY</b>
<b>Target price (VND, 12M)</b>	<b>31,700</b>
<b>Current price (12/02/25)</b>	<b>28,900</b>
<b>Expected return</b>	<b>10%</b>

NPATMI (26F, VNDbn)	27,881
Market consensus (26F, VNDbn)	23,346
EPS Growth (26F, %)	21.4
P/E (26F, x)	9.3
Market cap (VND bn)	229,290
Shares outstanding (mn)	7,934
Free float (%)	91.8
Foreign ownership (%)	24.2
52-week low (VND)	15,150
52-week high (VND)	38,900
<b>(%)</b>	<b>1M</b> <b>6M</b> <b>12M</b>
Absolute	0.7    59.7    50.5
Relative	-4.0    31.7    13.3

### Investment points

- Balance sheet expansion exceeded expectations. With VPB's 3Q25 credit growth surging 28.6% YTD, we revise up our 2025 target from 30.6% to 35.1%. However, NII is adjusted only modestly (+0.8%) as we trim the NIM assumption by 5bps, reflecting a persistently low-interest rate environment. Given the bank's strong 2025 delivery and its high credit growth ambitions for 2024–2029, we also raise our 2026 target to 24.3% (from 19.9%), implying an average mid-term growth of ~23%. Still, we lower our mid-term NIM forecast by 5bps to 5.86% (3Q25: 5.62%, +8bps QoQ) on expectations that VPB will lend more cautiously to mitigate earnings volatility associated with high credit costs and a still-muted consumer finance outlook.
- Asset quality continued to recover, supported by steady core-income momentum. NPLs declined both in absolute terms (-4.4% QoQ) and ratio (-46bps). Although the gross NPL ratio widened slightly (+12bps QoQ), it has fallen 3.3%p vs. 4Q24, while NPL coverage rebounded to above 55%. The low-rate environment, though weighing on margins, should reinforce the asset-quality trend, with NPLs projected to ease to 3.19% and 3.07% in 2025–2026, and credit costs falling to 2.66% and 2.63%, respectively. In 3Q25, PBT jumped nearly 77% YoY, driven by NII (+23.9%), NSI (+108.4%, thanks to insurance and advisory recovery), and NOI (+52.5%, aided by securities gains while NPL recoveries stayed flat), alongside modest cost increases. Accordingly, we raise 2025–2026 profit forecasts by 12.9% and 10.7%, translating to YoY growth of 47.3% and 21.7%, respectively, reflecting stronger credit growth, better fee recovery, and reduced cost pressures, particularly from credit costs.
- The stock presents both valuation opportunities and challenges, stemming from both core and non-core developments. First, with a solid capital buffer and the government's plan to remove credit-growth caps, VPB appears well-positioned to pursue aggressive loan growth without major concerns over new CAR requirements or cash-dividend restrictions. However, rapid credit expansion without parallel earnings growth—should NIM compress or credit costs fail to ease as expected—remains a risk. On the upside, potential strategic stake sales or raising the foreign ownership limit to 49% (per Dec. 69 on restructuring weak banks) could unlock capital and trigger a valuation re-rating, noting that the last investment in late 2023 was executed at 1.8x P/B. The IPO of VPBS is another investment story: although it won't generate cash inflows for the parent bank (as up to 25% of charter capital will be newly issued), it represents a notable milestone in VPB's financial ecosystem. The proceeds are expected to fund proprietary trading and margin lending, targeting Vietnam's capital-market segment, with annual growth plans of 50% during 2025–2030. Other potential growth areas—still at an early stage and not yet modeled—include the digital asset platform (CAEX) and a planned life insurance venture, both of which could broaden income streams over time. Meanwhile, GPB—under compulsory acquisition and excluded from consolidated financials—has already turned profitable since June 2025, with PBT of VND500bn targeted for 2025. This entity could later join VPB's ecosystem post-restructuring or deliver non-recurring gains from divestment. Nonetheless, VPB's relatively high exposure to construction, real estate trading, and accommodation-food services—which together account for ~35.2% of its loan book—poses risk amid macro uncertainties or potential policy tightening in property markets. Additionally, mortgage loans (~13.2% of the portfolio) may also carry indirect exposure to this segment, underscoring a need for prudence amid cyclical headwinds.



	<b>FY (31/12)</b>	<b>12/22</b>	<b>12/23</b>	<b>12/24</b>	<b>12/25E</b>	<b>12/26F</b>	<b>12/27F</b>
Net interest inc. (VNDbn)		41,021	38,175	49,080	58,918	72,947	86,846
Net non-interest inc. (VNDbn)		16,776	11,569	13,175	15,132	16,704	17,042
Operating profit (VNDbn)		21,220	10,987	20,013	29,487	35,876	44,790
NP (VNDbn)		18,168	10,053	15,779	22,952	27,881	34,752
EPS (VND)		2,706	1,267	1,989	2,893	3,514	4,380
ROE (%)		19.1	8.3	11.0	14.8	16.2	17.7
P/E (x)		12.0	25.7	16.4	11.3	9.3	7.4
P/B (x)		2.2	1.9	1.8	1.7	1.5	1.3
BVPS (VND)		14,490	16,980	17,886	19,721	22,165	25,457
Total assets (VNDbn)		631,013	817,700	923,848	1,166,610	1,383,469	1,634,993
Equity (VNDbn)		103,502	139,947	147,275	162,374	182,479	209,566

Source: Company data, Mirae Asset Vietnam Research

## Phong Phu IDZ debt resolution provided a buffer

Quan Ton, quan.td@miraeasset.com.vn

(Update)	TRADING BUY
Target price (VND, 12M)	58,800
Current price (12/02/25)	49,400
Expected return	19%

NPATMI (26F, VNDbn)	14,231
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	16.9
P/E (26F, x)	7.1

Market cap (VND bn)	93,130
Shares outstanding (mn)	1,885
Free float (%)	96.7
Foreign ownership (%)	14.8
52-week low (VND)	32,150
52-week high (VND)	61,300

(%)	1M	6M	12M
Absolute	-11.0	19.5	49.2
Relative	-15.7	-8.5	12.0

### Investment points

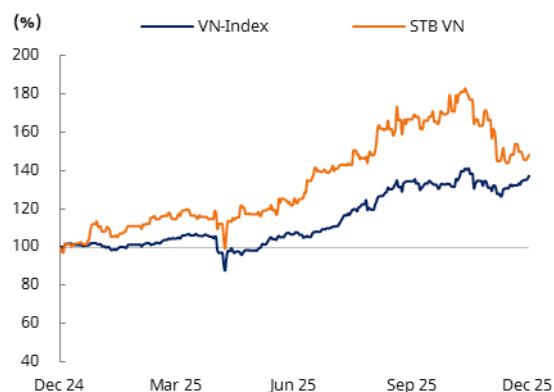
**In 9M25, Sacombank (STB) recorded total loans of VND591tn (+9% YTD) and customer deposits of VND641tn (+9.5% YTD).** Loan and deposit growth remained balanced, indicating no liquidity pressure and ample room for further credit expansion. Pre-tax profit reached VND10,988bn (+35.8% YoY), achieving 75% of its FY25 target (VND14,650bn). Total operating income (TOI) increased 14.5% YoY to VND24,362bn, while operating expenses rose modestly by 3.6% YoY to VND11,222bn, bringing the cost-to-income ratio (CIR) down to 46% (-4.9%p YoY).

**Solid credit growth:** Credit growth is projected to reach 16% in 2025 (vs. 11.7% in 2024; 12.4% YTD in 9M25), supported by recovery in real estate, wholesale trade, and manufacturing sectors. The net interest margin (NIM) is expected to stay around 3.7%. In 9M25, net fee income rose to VND2,320bn (+15% YoY).

**Asset quality:** The non-performing loan (NPL) ratio remained weak at 2.7% (+28bps YoY; +29 bps QoQ) in 9M25. Special mention loans (Group 2) increased to 1.6% (+90bps QoQ) in 3Q25, while Group 5 loans accounted for 1.9% of total loans, rising slightly by 20bps YoY. The loan loss coverage ratio (LLCR) improved to 93% (+17ppts QoQ).

**Phong Phu IDZ debt resolution:** Sacombank recorded most of the proceeds from the Phong Phu debt sale during 3Q25, with interest income of approximately VND2,000bn. The bank also reversed nearly VND3,600bn in provisions following the successful resolution of related debts transferred to VAMC. This debt originated over a decade ago, from loans issued by Southern Bank during 2011–2012, secured by land-use rights and benefits associated with the Phong Phu Industrial Park project.

**FY26 forecast:** Balance sheet momentum is expected to hold steady, with asset growth of +14.8% YoY, and deposit growth of +15.2% YoY. We expect NII to reach VND34,708bn (+16.9% YoY), supported by +14.6% loan growth and a 4.03% NIM (+15bps YoY), primarily driven by real estate and commercial lending. NFI is projected at VND3,669bn (+8.9% YoY) on the back of a gradual recovery in insurance fees, while NOI is forecast at VND1,296bn (+12.9% YoY). With continued headcount reduction and tighter cost controls, the CIR is expected to improve to 44.4% (-1.8ppt YoY). Credit costs will remain elevated, with provisioning rising to VND4,120bn (+35.1% YoY). In all, PBT is expected to increase by 17% YoY in FY26. FY26 will be defined by the SBV's approval of the 32.5% stake sale—the final unlock in STB's restructuring. If approved, the bank could recover VND11–13tn (including VND6tn in principal and roughly VND6tn in interest), which would accelerate capital clean-up and potentially increase the CAR.



	FY (31/12)	FY22	FY23	FY24	FY25F	FY26F	FY27F
Net interest income (VNDbn)		26,141	22,072	24,532	29,679	34,708	38,323
Net non-interest inc. (VNDbn)		8,994	4,101	4,145	4,518	4,965	5,876
Operating profit (VNDbn)		6,339	9,595	12,720	15,352	17,946	20,620
Net Profit (VNDbn)		2,447	7,719	10,087	12,175	14,231	16,352
EPS (VND)		13.8	3,747	4,896	5,910	6,908	7,937
ROE (%)		20.4	18.3	20.0	19.9	19.1	18.2
P/E (x)		2.7	13.3	10.2	8.3	7.1	6.2
P/B (x)		2.7	2.3	1.9	1.5	1.2	1.0
Total assets (VNDbn)		591,908	674,390	748,095	866,211	994,387	1,141,440
Equity (VNDbn)		38,627	45,734	54,972	67,285	81,516	97,868
BVPS (VND)		18,750	22,199	26,683	32,660	39,568	47,505

Source: Company data, Mirae Asset Vietnam Research



## Rough patches

Nguyen Nguyen, nguyen.ndc@miraeasset.com.vn

(Update)	<b>TRADING BUY</b>
Target price (VND, 12M)	<b>21,500</b>
Current price (12/02/25)	18,450
Expected return	17%

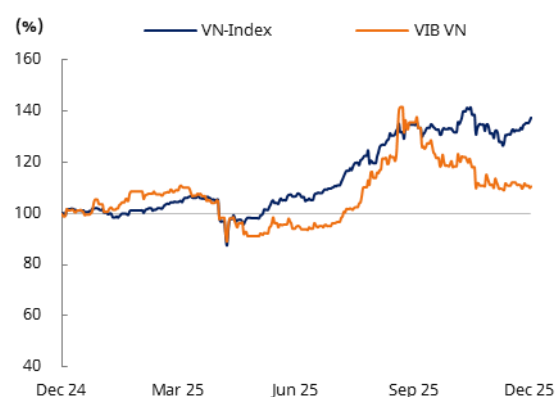
NPATMI (26F, VNDbn)	10,151
Market consensus (26F, VNDbn)	10,682
EPS Growth (26F, %)	25.5
P/E (26F, x)	6.3

Market cap (VND bn)	62,804
Shares outstanding (mn)	3,404
Free float (%)	63.6
Foreign ownership (%)	5.0
52-week low (VND)	14,298
52-week high (VND)	24,800

(%)	1M	6M	12M
Absolute	-0.5	16.9	11.6
Relative	-5.3	-11.1	-25.7

### Investment points

- More cautious balance-sheet expansion. In 9M25, VIB's total assets reached VND543.6tr (+10.2% YTD), driven largely by loan growth of +15%. We maintain our credit-growth targets at ~20% for 2025 and ~22% for 2026. The strongest lending segments were realcom (+62.4% QoQ), financial services (+15%), and construction (+10.1%). Conversely, retail lending was nearly flat (-0.1% QoQ / -1.1% YTD), causing its share to continue falling to 62% by end-3Q25 (2024: 72.1%) or 71.6% including household business loans. The retail proportion is expected to decline further to below 70%/65% in 2025–2026 as VIB continues to diversify toward a more balanced loan mix.
- Interest income remained under pressure in a low-rate environment, while fee income gradually recovered. NIM, which had dropped sharply since early 2023 due to asset-quality issues and portfolio restructuring, showed signs of stabilization (3Q25: 3.41%, -8bps QoQ / -47 bps YTD) and is expected to slip only 2 bps in 4Q25 before recovering to ~3.6% by 2026, around the peer average. Despite a 39% YTD rise in CASA (including high-yield accounts) to ~17.4% total/15.4% core CASA ratios (-1.4%p QoQ), the funding cost of deposits still rose 23bps, implying that these deposits remain relatively expensive versus organic CASA. Regarding to non-interest incomes, net service income rose 20.6% YoY, led by payment-service fees (+14.7%) and insurance commissions (+2.6x) in 3Q25, which are projected to contribute ~VND1.8–2tr in 2025–26.
- The core investment thesis centers on portfolio re-orientation and asset-quality normalization, which will influence NII, credit costs, NPL recoveries, and OPEX. NPLs continued to improve, falling to 3.32% at end-3Q25 (-24bps QoQ), though still above peers and requiring time to “normalize” after prior high-yield expansion. Given weaker-than-expected core income, the improvement pace remains modest; we raise NPL forecasts by 15bps/13bps to 3.1%/2.9% for 2025–2026. LLR improved to 39.4% (+2.2%p QoQ) but remains low versus history (50–80%).
- Provisions were ~VND1.2tr in 3Q25 (+0.2% YoY), below expectations; thus, credit-cost projections are revised down 26.1% for 2025 to ~VND3.9tr (4Q25F: 1.7tr), with 2026 steady at ~VND5.8tr as earnings allow stronger buffer buildup. With a more balanced growth strategy (lower retail weight) and greater process automation, headcount fell 9.3% YTD in 9M25, supporting a CIR improvement to 34.5%/30.2% in 2025–2026. Meanwhile, under a more favorable macro backdrop and streamlined administrative processes, NPL recoveries are projected to rise 18%/46% in 2025–26.
- Valuation has normalized to safe zone. We shift the valuation horizon to 2026 and maintain both residual-income and long-term P/B methods, setting a new TP of VND21,500 (from VND18,800), implying a 2026F P/B of 1.2x—below VIB's historical average but in line with the five-year sector mean. This is reasonable given that earnings growth has moderated (PBT +12.1%/+25.7% in 2025–26) and the bank still needs further improvement before reaching higher valuation tiers. In the near term, VIB lacks short-term catalysts, such as subsidiary listings or divestments, to trigger re-rating.



FY (31/12)	12/22	12/23	12/24	12/25E	12/26F	12/27F
Net interest inc. (VNDbn)	14,963	18,484	16,750	17,432	21,599	25,845
Net non-interest inc. (VNDbn)	3,095	3,676	3,819	3,906	4,865	4,241
Operating profit (VNDbn)	10,581	10,704	9,004	10,093	12,687	14,423
NP (VNDbn)	8,469	8,563	7,204	8,076	10,151	11,540
EPS (VND)	4,018	3,376	2,418	2,372	2,978	3,380
ROE (%)	29.7	24.3	18.1	17.6	18.5	17.9
P/E (x)	4.7	5.6	7.8	8.0	6.3	5.6
P/B (x)	1.2	1.3	1.3	1.3	1.1	0.9
BVPS (VND)	15,492	14,956	14,052	14,623	17,519	20,305
Total assets (VNDbn)	342,799	409,881	493,158	588,152	683,153	786,590
Equity (VNDbn)	32,651	37,940	41,862	49,776	59,724	69,326

Source: Company data, Mirae Asset Vietnam Research

# IT – Data-center expansion remains a key trend

## Technology industry landscape

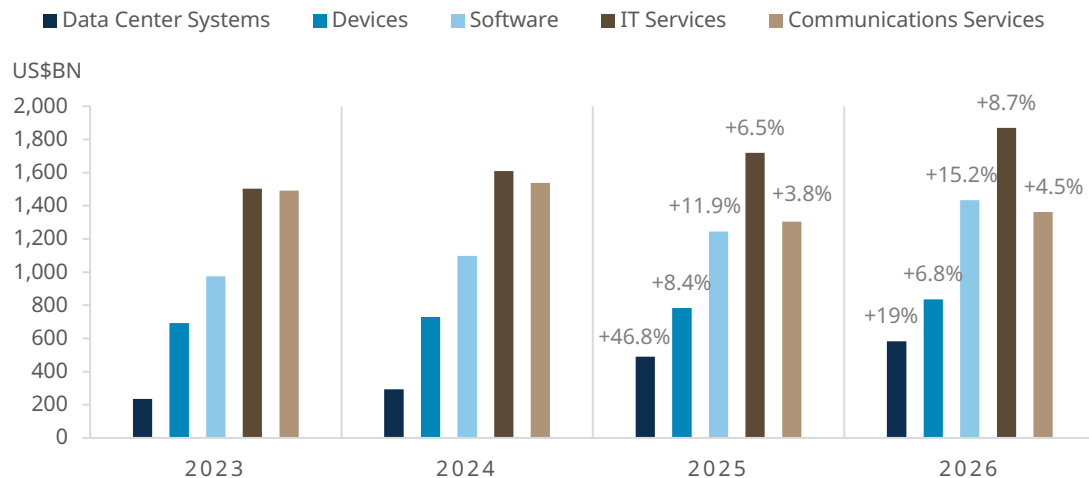
### Global IT & Digital infrastructure cycle 2025–2027

- The global IT and digital infrastructure cycle is entering a new acceleration phase. According to Gartner, global IT spending is projected to reach US\$5.5tr in 2025 (+10% YoY), the strongest growth in three years, driven by AI, cloud, cybersecurity, and data-infrastructure demand.
- The Data Center Systems segment spending is expected to surge 46–47% in 2025 and 19% in 2026, reflecting rising requirements for AI training/inference and high-density computing models. Gartner, however, notes a potential “AI expectation bubble” in 2026 if real infrastructure demand lags current optimism.

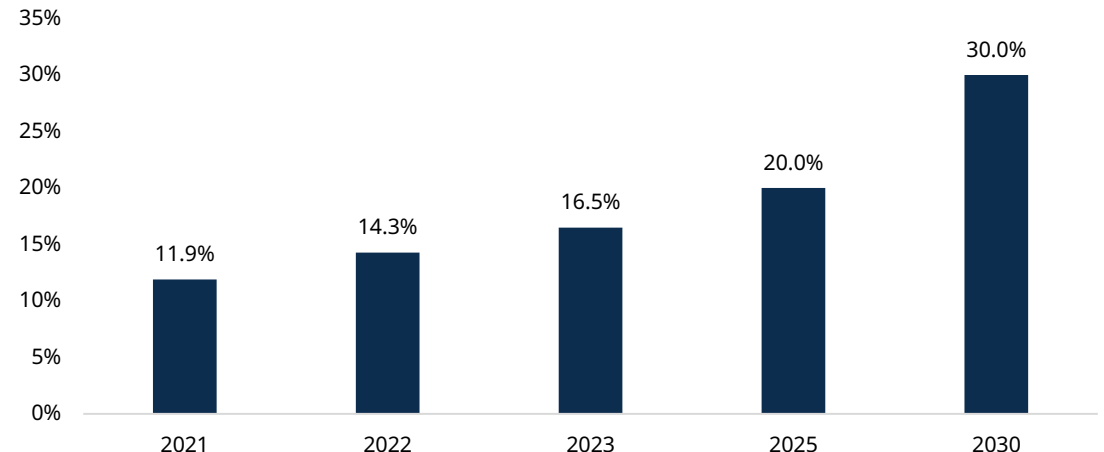
### Restructuring wave

- The restructuring of global IT supply chains is accelerating as the US, EU, and Japan project a shortage of 70–85mn ICT workers by 2030 (OECD), pushing enterprises toward markets with competitive costs and scalable talent pools.
- Vietnam stands out with 20–30% lower engineer costs, ICT workforce growth of 8–10% annually, and increasingly mature project-management capabilities. According to the Ministry of Education and Training, Vietnam graduates 70,000–80,000 IT students per year. AI, data science, cybersecurity, and cloud engineering are now integrated into formal curricula across major universities. In parallel, corporations such as FPT, Viettel, VNPT, and foreign investors like Samsung and Intel have established internal academies to deepen technical capabilities.
- Domestically, the regulatory environment is being strengthened via the Personal Data Protection Law, the amended Telecommunications Law, and updated cybersecurity rules—all of which support demand for cloud, data centers, and secure digital infrastructure.

Gartner Global IT spending forecast



Vietnam digital economy target: 20% of GDP by 2025, 30% by 2030



Source: Gartner, Mirae Asset Vietnam Research

# IT – Data-center expansion remains a key trend (cont’d.)

Vietnam is becoming a prime hub for data centers and technical talent

## Digital infrastructure & data centers

- Singapore’s tightening of new data-center permits due to power constraints has created a regional capacity gap, prompting AI workloads and cloud infrastructure to relocate to more cost-efficient markets. With more stable electricity prices, ample land availability, and lower operating costs, Vietnam has emerged as a viable alternative. Data-center clusters in Hanoi, Ho Chi Minh City, Binh Duong, and Da Nang are expanding to Tier III+ standards, attracting global operators such as NTT Global Data Center (the world’s 3rd-largest DC operator with 160+ facilities). Domestically, Viettel IDC leads with 11,500 racks, 87 MW, and 81,000 m<sup>2</sup> across 14 DCs; FPT operates 7,000 racks, including 3,600 racks from its HCM02 facility; CMC Telecom owns roughly 3,000 racks, including 1,200 racks at its Tan Thuan DC.

## Vision for Vietnam’s semiconductor industry

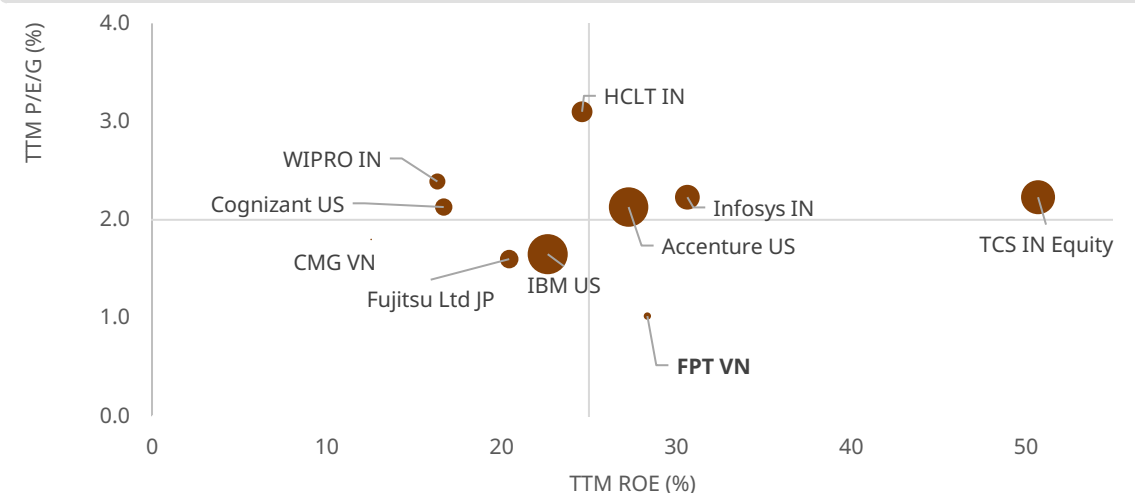
- Decision 1018/QĐ-TTg (21 Sept 2024) sets the national semiconductor development strategy through 2030 with a 2050 vision. Decree 88/2025/NĐ-CP (issued 13 Apr 2025) details financial support mechanisms, including up to VND12.8tr in state funding for semiconductor fabrication plants focused on R&D, design, packaging, and testing. The government will subsidize up to 30% of project investment (capped at VND10tr) for facilities completed before 31 Dec 2030.
- At SemiExpo Vietnam (Nov 2025), Viettel announced a three-pillar semiconductor strategy: (1) Develop a high-tech chip manufacturing plant to build a domestic semiconductor ecosystem and support national targets of 100 design firms and 15,000 engineers. (2) Advance 5G–6G, AI, and IoT chip lines. (3) Build a high-quality talent pipeline, targeting 1,000 design engineers and 300 manufacturing engineers, supported by expanded training programs, labs, and industry collaborations.

Data center projects (2024-2026)

Ground-breaking	Project	Location	IT Load (MW)	Racks	Area	Investment	Investor
2024	NTT GDC HCMC1	HCMC Hi-Tech Park, Thu Duc	6–7.5	~1,200	3,100 m <sup>2</sup>	~US\$56mn	NTT, QD.Tek
2025	Viettel Tan Phu Trung Hyperscale	Cu Chi, HCMC	140	~10,000	~4 ha	N/A	Viettel
	Viettel An Khanh DC	Hoai Duc, Hanoi	60	N/A	~1.9 ha	VND17.5tn (~US\$700mn)	Viettel
	IDC Da Nang DC	Da Nang Hi-Tech Park	N/A	~1,000	~2 ha	~VND800bn	IDC
2026	IPTP AIDC DeCenter	Da Nang Hi-Tech Park	>=10	~1,000	10,000 m <sup>2</sup>	~US\$200mn	IPTP Networks

Source: NTT, Viettel, Mirae Asset Vietnam Research

P/E/G valuation across Global IT firms





## Signed revenue indicates recovery

Quan Ton, quan.td@miraeasset.com.vn

<b>(Maintain)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>117,700</b>
Current price (12/02/25)	96,600
Expected return	22%

NPATMI (26F, VNDbn)	10,722
Market consensus (25F, VNDbn)	N/A
EPS Growth (25F, %)	17
P/E (25F, x)	16

Market cap (VNDbn)	164,559
Shares outstanding (mn)	1,704
Free float (%)	89.5
Foreign ownership (%)	38.8
52-week low (VND)	85,043
52-week high (VND)	135,652

(%)	1M	6M	12M
Absolute	-7.0	-4.9	-21.9
Relative	-11.7	-32.8	-59.1

### Investment highlights

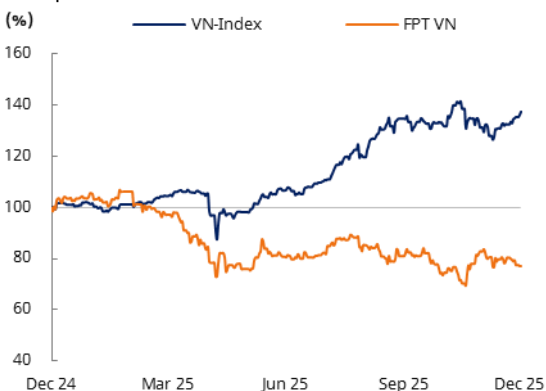
**FPT revised its 2025 base-case guidance to 15% revenue and 18–19% profit growth (vs. 20%/21% at AGM):** As of 10M25, revenue reached VND55,897bn (+10% YoY) and PBT VND10,805bn (+17.1% YoY), with a PBT margin of 19.3% (10M24: 18.2%). The Technology segment led with VND34,795bn revenue (+11% YoY) and PBT of VND4,855bn (+11% YoY), PBT margin of 14% (10M24: 14%). Management cited weaker overseas IT services due to tariff-related delays and fewer small contracts as clients adopt AI solutions. New signed contracts totaled VND33,385bn (+21.5% YoY; 9M25: +14.4% YoY), reflecting recovery momentum.

**FPT plans a chip testing plant:** FPT Chairman Truong Gia Binh said the firm seeks approval for Vietnam's first back-end semiconductor plant in Da Nang, covering wafer cutting, packaging, assembly, and testing, according to Nikkei Asia. FPT currently designs chips but outsources production abroad. Da Nang was chosen for its abundant talent pool—19 universities with 100,000 students—and growing semiconductor ecosystem, where players like Synopsys and Marvell are present.

**The Telecom segment inaugurated the FPT Fornix 02 Data Center:** In 10M25, Telecom posted revenue of VND15,928bn (+11% YoY) and PBT of VND3,599bn (+20.8% YoY), with PBT margin rising to 22.6% (10M24: 20.8%); broadband services revenue grew 10.8% YoY with profit before tax grew 21.1% YoY. On August 20, 2025, FPT commissioned Fornix 02 in District 9, adding 3,600 racks to the existing 3,400-rack capacity, nearly doubling total capacity. FPT now operates 4 data centers in Hanoi (HN01, HN02) and HCM City (HCM01, HCM02) with about 7,000 racks.

**Education segment launched 20,000 student Hue education complex:** Education & Others recorded VND5,173bn revenue (+1.8% YoY) and PBT VND2,351bn (+25.6%), with a PBT margin of 45% (10M24: 36.8%). Capacity will rise sharply with the Hue complex (20,000 students) operational in 2026, now near completion. FPT expects new student intake in 2025 to increase 30% YoY. On September 19, FPT also broke ground on FPT Vinh School (capacity 2,800 students; K–12) in Nghe An, slated to open in 2026–2027.

**Earnings outlook:** We forecast 13.4% growth in revenue and 17.1% in PBT in 2025, below the 20% rate of 2020–2024, but still superior to peers and the market. For 2026, revenue is projected at VND82,701bn (+16.1% YoY), driven by IT segment (+17.4% YoY), Telecom (+13.5% YoY), and Education (+15% YoY) with NPATMI is expected at VND10,722bn (+17.3%). Growth catalysts include: (1) Technology recovery with larger global contracts; (2) Telecom uplift from doubled data center capacity; (3) Education's structural scale-up with the Hue complex and new schools.



FY (31/12)	FY22	FY23	FY24	FY25F	FY26F	FY27F
Revenue (VNDbn)	44,010	52,618	62,849	71,254	82,701	96,721
OP (VNDbn)	6,795	8,452	10,508	11,043	12,844	15,320
OP margin (%)	15.4	16.1	16.7	15.5	15.5	15.8
EBITDA (VNDbn)	8,628	10,738	13,044	13,443	15,939	18,747
NPATMI (VNDbn)	5,310	6,465	7,857	9,142	10,722	12,621
EPS (VND)	4,420	4,648	4,877	4,937	5,790	6,816
ROE (%)	27.2	28.1	28.7	28.0	27.7	27.5
P/E (x)	20.8	19.7	18.8	18.7	16.0	13.6
P/B (x)	5.2	5.1	5.0	4.8	4.1	3.4
Total assets (VNDbn)	51,650	60,283	72,000	82,355	93,114	106,281
Equity (VNDbn)	21,046	24,974	29,794	35,441	42,064	49,859

Source: Company data, Mirae Asset Vietnam Research

## Infrastructure leasing momentum

Sang Ho, sang.hh@miraesasset.com.vn

(Update)	TRADING BUY
Target price (VND, 12M)	103,000
Current price (12/02/25)	87,000
Expected return	18%

NPAT (26F, VNDbn)	688
Market consensus (26F, VNDbn)	N/A
EPS Growth (26F, %)	14
P/E (26F, x)	15.5

Market cap (VND bn)	9,952
Shares outstanding (mn)	114
Free float (%)	29.2
Foreign ownership (%)	5.1
52-week low (VND)	73,900
52-week high (VND)	136,300

(%)	1M	6M	12M
Absolute	-5.4	-4.5	-26.8
Relative	-10.2	-32.4	-64.0

### Investment points

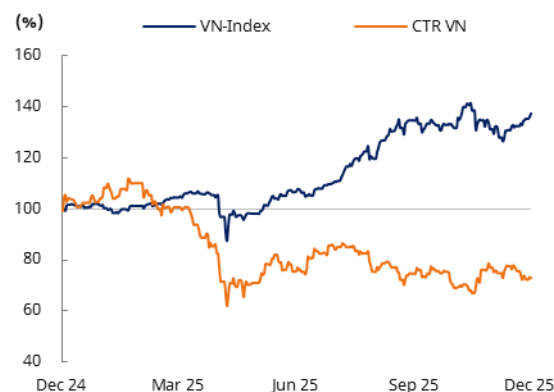
**10M25 business results:** Viettel Construction JSC (CTR) reported consolidated revenue of VND11,314bn (+9% YoY) and pre-tax profit (EBT) of VND608bn (+12% YoY). Revenue from Viettel-group related customers increased 12% YoY to VND7,128bn, accounting for 63% of total revenue. By end-10M25, CTR had fulfilled 81% of its 2025 revenue target (VND13,968bn) and 84% of its EBT goal (VND721bn).

- Infrastructure leasing contributed 6% of total revenue and delivered the strongest growth, surging 40% YoY to VND708bn.
- Network operation remained the largest revenue contributor, accounting for 45% of total revenue, with a modest 1% YoY increase to VND5,126bn.
- Construction segment delivered 12% YoY growth, reaching VND3,806bn and contributing 34% of total revenue.
- IT integrated solutions recorded revenue of VND1,621bn, marking a strong 17% YoY increase.

**2026 earnings forecast:** We forecast CTR's FY2026 revenue to reach VND15,141bn (+10% YoY) and net profit to grow 14% YoY to VND688bn. Our key assumptions are as follows:

- Construction segment to grow 14% YoY, supported by accelerating 5G infrastructure investments.
- Growth of network operations increased 3% YoY.
- IT solutions revenue growth of 10% YoY, driven by strong growth in solar energy.
- Infrastructure leasing to maintain the fastest growth pace at 40% YoY, with a gross margin of 25%.

**Valuation and recommendation:** We revise our valuation assumptions as follows: the 5-year average P/E multiple (Bloomberg) is adjusted downward from 18.9x to 18.5x, the beta decreases from 1.26 to 1.18, and the US risk-free rate declines from 4.7% to 3.9%. Based on these updates, we upgrade our recommendation to Trading Buy (from Hold) and raise the target price to VND103,000 (from VND100,200).

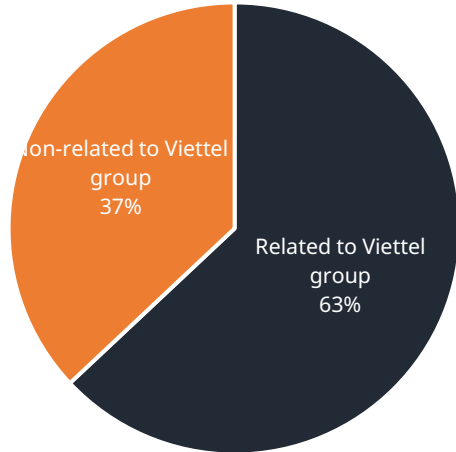


FY (12/31)	FY23	FY24	FY25F	FY26F	FY27F
Revenue (VNDbn)	11,370	12,610	13,794	15,141	16,653
OP (VNDbn)	654	716	757	841	936
OP Margin (%)	5.8%	5.7%	5.5%	5.6%	5.6%
NPAT (VNDbn)	525	538	604	688	782
EPS (VND)	4,510	4,705	5,281	6,012	6,840
ROE (%)	28.6%	27.9%	29.8%	28.7%	27.5%
P/E (x)	23.9x	21.3x	17.6x	15.5x	13.6x
P/B (x)	6.5x	7.7x	5.4x	4.5x	3.8x
Total assets (VNDbn)	6,991	7,106	8,567	9,121	9,628
Equity (VNDbn)	1,997	1,865	2,192	2,596	3,087

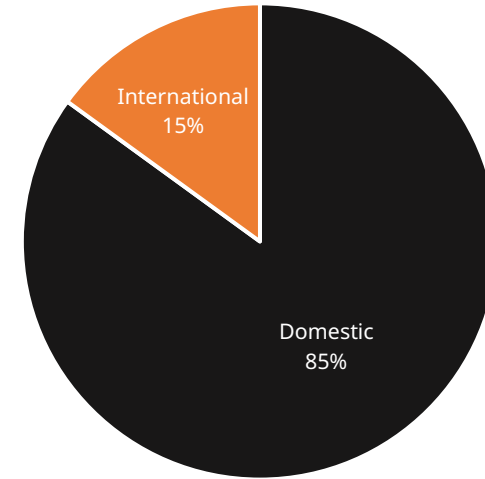
Source: Company data, Mirae Asset Securities Research estimates

# Viettel Construction JSC (CTR VN)

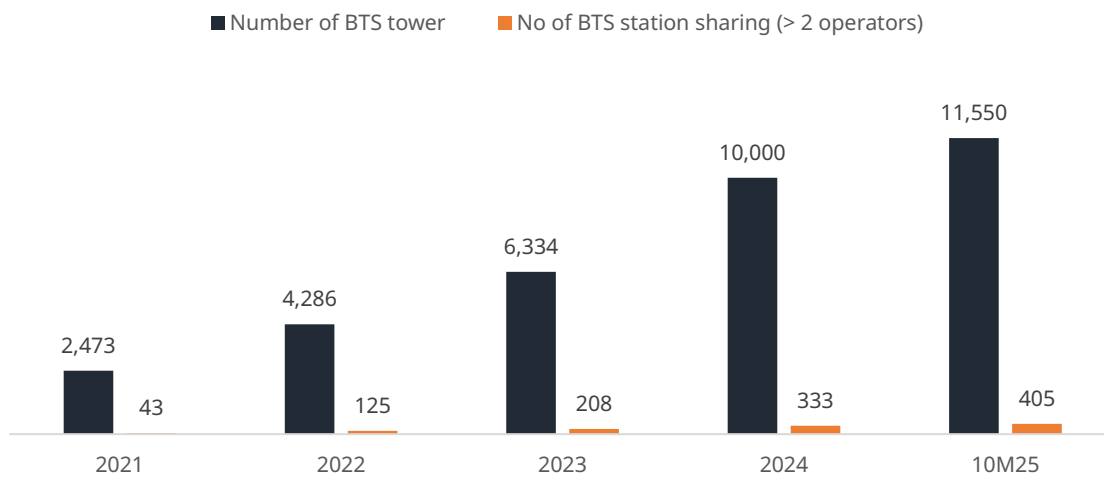
Revenue by customer in 10M25



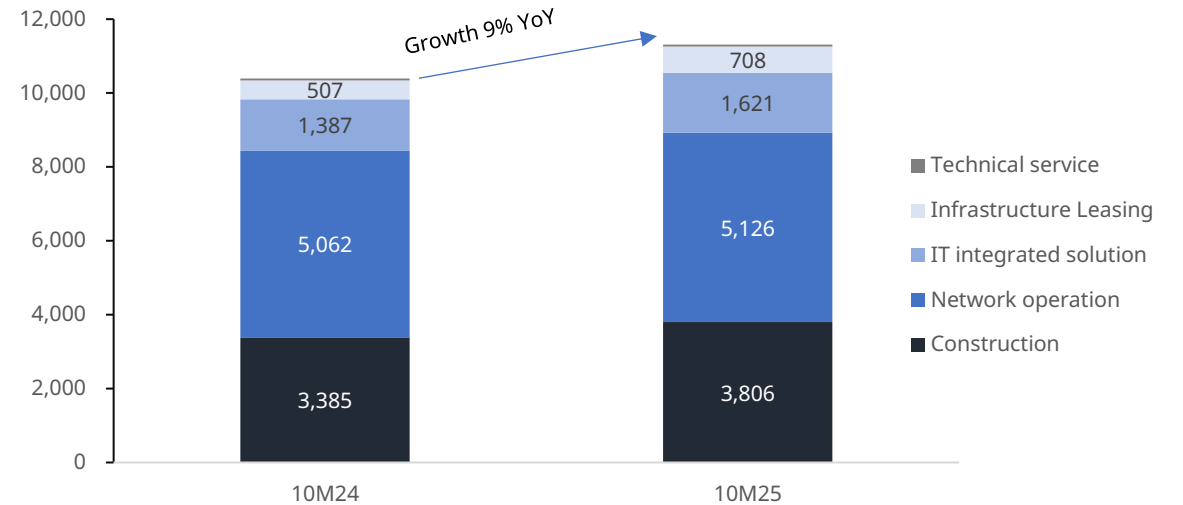
Revenue by geography in 10M25



Number of BTS towers and sharing towers



Revenue by segments in 10M25 (VNDbn)



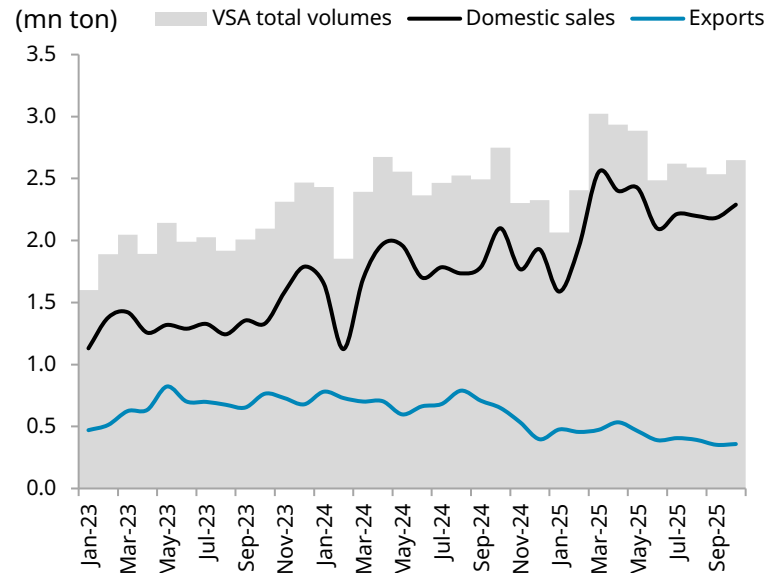
# Steel – Home-grown momentum

## Downward export pressure vs. signs of a domestic upturn

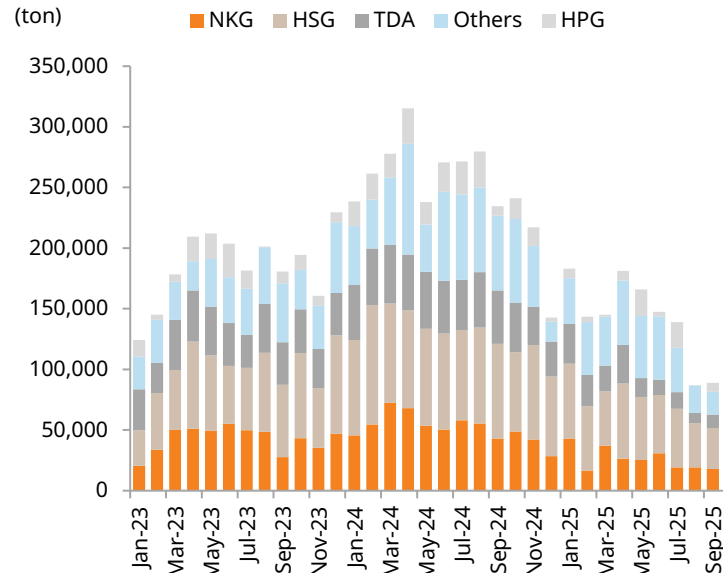
**Still a growing sector.** Vietnam's steel sales held up better than expected, rising 6.9% YoY to 26.2mn tons in 10M25, despite a sharp 38.6% YoY drop in exports. Growth was driven entirely by the domestic market, where local sales accelerated 25.1% YoY as Vietnamese mills continued to gain share from imports. Recent trade-remedy measures on HRC (AD20) and coated steel (AD19) have reinforced this shift toward local supply. As a result, domestic products now account for 83.5% of total consumption, up from 72.8% in 2024.

- HPG posted a 20.5% YoY surge in sales volume, reaching 9.5mn tons in 10M25. Gains were led by HRC, which delivered 4mn tons (+64.4% YoY, 42% of total volume), supported by new capacity and trade-remedy measures. Construction steel remained stable at 3.9mn tons (+3% YoY; 41% of total volume), while coated plates (4% of total volume) fell 10.8% YoY due to weaker exports.
- Plate producers' volumes fell 12.5% YoY as gains in domestic sales (2.7mn tons; +32.2% YoY; 66% of total) were not enough to offset the sharp decline in exports (1.4mn tons; -47.2% YoY). Among major players, total volumes declined 10%/20%/13% YoY for NKG/HSG/GDA, respectively. Encouragingly, producers have been relatively successful in pivoting toward the domestic market, supported by AD19. NKG delivered the strongest growth in local sales (426k tons; +97% YoY), followed by GDA (456k tons; +53% YoY), while HSG posted a modest 11% YoY increase due to its already large base (600k tons).

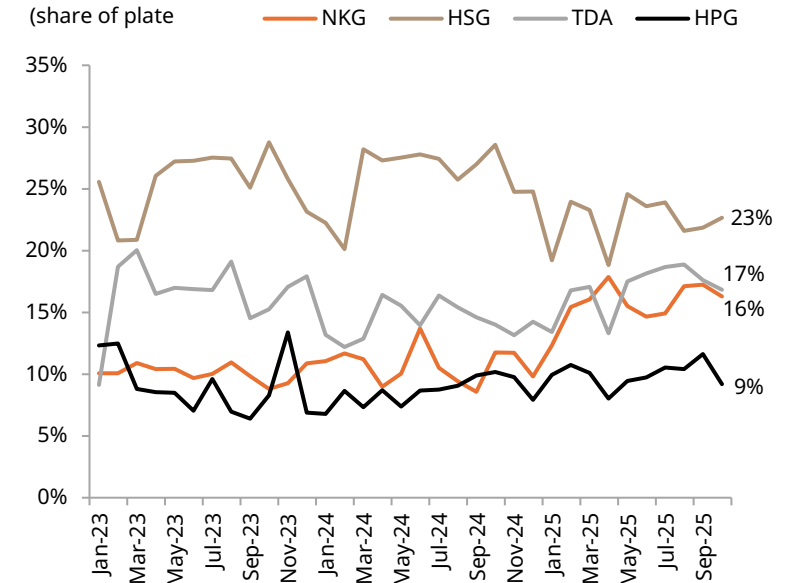
Vietnam player's sales volume, by markets



Trend Vietnam plates' export volumes



Changes in Vietnam plate markets share



Sources: Company data, VSA, Mirae Asset Research

# Steel – Home-grown momentum (cont'd.)

**Input-output spread to narrow in 4Q, leaving upside for uncertainty**

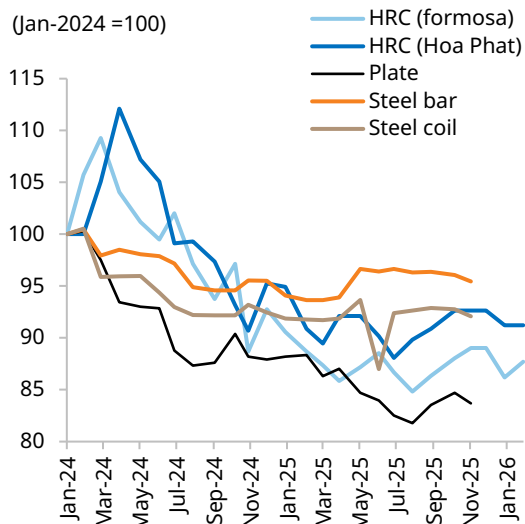
**We have observed some weaknesses in price.** These include continued weather disruptions, weak construction demand, and cautious inventory management among downstream players ahead of Hoa Phat and Formosa's January–February 2026 HRC contract hikes.

- **While prices have continued to lag in 2025** (HRC/plate/construction steel down 5.5%/4.8%/1% YTD as of November 2025), we still expect a moderate and stable uptrend going forward, supported by the on-going strong underlying demand and the materialized impact of trade-remedy measures on imports.
- **Near-term noise** such as weather disruptions, temporary supply bump from new capacity and the upcoming Tet may weigh on prices into 1Q26, but we view these as temporary rather than trend-defining.

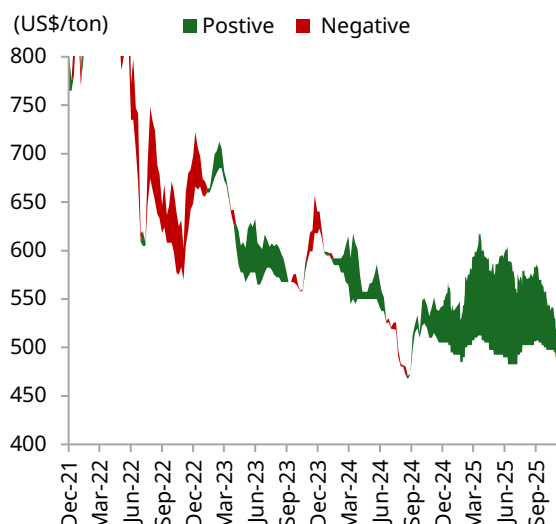
**If our price projections prove accurate, steel players' margin profiles should improve in FY26F.** This assumes: (1) Continued growth in domestic demand, supported by government capex and a recovering residential construction cycle; and (2) higher utilization of new capacity at HPG and NKG, alongside improved cost efficiency and a more profitable product mix; (3) Greater independence from external price swings and a more stable HRC trend would improve inventory management and support more predictable margins.

- **Top pick:** We recommend HPG as the prime beneficiaries of the domestic cyclical upturn. Valuation has retreated despite relatively sound fundamentals.
- **Our trading ideas for this sector** remain NKG and HSG, as FY26 should start to benefit from the low base. We also note that rising HRC prices could trigger inventory reversals that provide an additional boost to reported earnings.

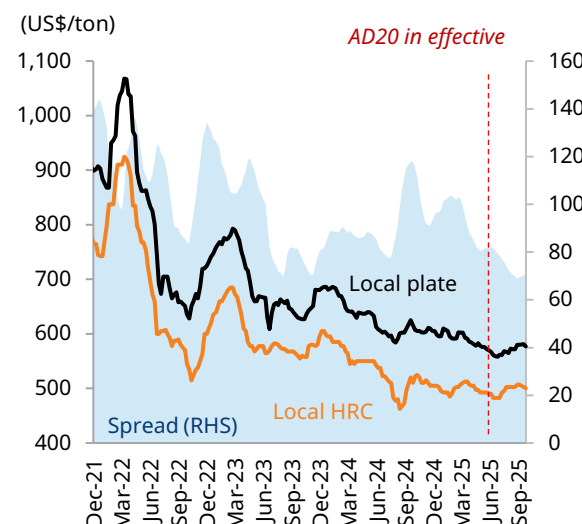
**Trend in key steel category's prices**



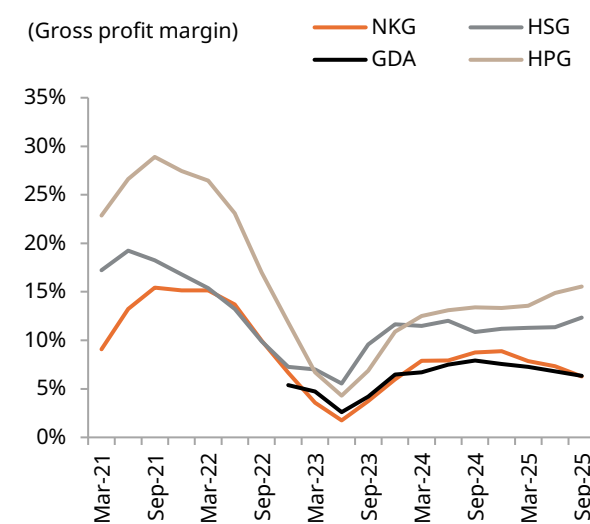
**HRC-over-input spread (iron, coal, etc.)**



**Spread of plate over input (HRC)**



**Steel companies' margins**



Sources: Company data, VSA, Mirae Asset Research



## Resilient through the low season

Nguyen Nguyen, nguyen.nhb@miraeasset.com.vn

(Maintain)	BUY
Target price (VND, 12M)	35,750
Current price (12/02/25)	26,500
Expected return	35%

NPATMI (26F, VNDbn)	21,287
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	39.9
P/E (26F, x)	9.7

Market cap (VND bn)	203,400
Shares outstanding (mn)	7,675
Free float (%)	59.0
Foreign ownership (%)	19.4
52-week low (VND)	17,750
52-week high (VND)	30,850

(%)	1M	6M	12M
Absolute	-0.2	32.2	24.9
Relative	0.4	-2.5	-6.4

### Investment highlights

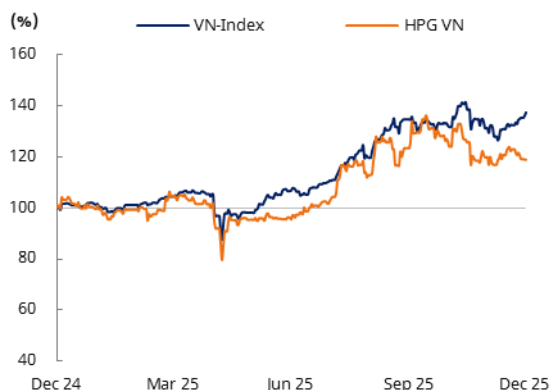
**Overview:** HPG leads Vietnam's steel sector with a 57%/41% market share in HRC/construction steel and 33%/10% in steel pipes/coated sheet in 10M25 among local producers. Domestic demand remains the focus, with the proportion of local sales rising to 85.2% in 10M25, up from 69% in previous year.

**3Q25 review:** HPG posted revenue of VND36.4tn (+7% YoY, +1% QoQ) and net profit of VND4.0tn (+33% YoY, -6% QoQ), slightly below market expectations (VND4.5-4.7tn).

- **Steel operations tracked broadly in line with our earlier expectations.** Average selling prices rose to VND12.6mn per ton (+12.5% QoQ), helping offset a 10% drop in sales volume during the off-season. The operating margin slipped to 11% (from 12% in 2Q25) as input costs increased faster than prices. Steel revenue and EBIT grew 8% and 38% YoY, but fell slightly QoQ. Steel remained the main earnings driver, contributing 93% of revenue and 81% of EBIT.
- **Other businesses showed mixed trends.** The agriculture segment saw revenue fall 9% QoQ, with operating margin down to 19% (from 26%) due to lower hog prices. Meanwhile, property revenue doubled QoQ on higher project handovers.
- **Other items:** Construction in progress dropped to VND39tn (-VND33tn QoQ), while fixed assets rose to VND151tn (+VND41tn QoQ), showing that Phase 1 of DQ2 is now being recognized. Depreciation rose 22% QoQ (+VND1.75tn), with unit costs at VND65mn per ton (+35% QoQ). Net financial expense fell 25% QoQ to VND361bn, helped by lower FX loss and higher interest income. Inventory days remained high at 142 days for up-coming production at DQ2.

**Outlook:** We maintain our forecast, projecting 4Q25 revenue of VND45.7tn (+26% QoQ, +33% YoY) and net profit of VND3.9tn (-2 QoQ, +39% YoY). These figures would bring our FY25 estimates to 12% revenue growth and 27% earnings growth YoY. Looking ahead to FY26, we expect 25% revenue growth and 40% earnings growth.

**Valuation :** We maintain our 12-month target price of VND35,750, on 2.1x 2026 BV. Post-3Q results, HPG trades at 1.6x P/B, below its 5-year median of 1.9x.



FY (31/12)	2022	2023	2024	2025F	2026F	2027F
Revenue (VNDbn)	141,409	118,953	138,855	155,643	194,872	220,617
OP (VNDbn)	13,078	9,669	14,615	20,148	29,560	33,920
OP margin (%)	9.2	8.1	10.5	12.9	15.2	15.4
NPATMI (VNDbn)	8,484	6,835	12,020	15,218	21,287	25,860
EPS (VND)	1,452	1,169	1,879	1,983	2,774	3,370
ROE (%)	9.0	6.8	11.1	12.4	15.3	16.5
P/E (x)	18.5	24.1	14.3	13.6	9.7	8.0
P/B (x)	1.6	1.5	1.5	1.6	1.4	1.2
Total assets (VNDbn)	170,336	187,783	224,490	243,678	256,955	268,885
Equity (VNDbn)	96,113	102,836	114,355	129,866	147,955	166,140

Source: Company data, Mirae Asset Vietnam Research

# Real Estate – Conventional names gain favor

## Market update

- **Transactions:** Ministry of Construction data indicates that 430,769 units changed hands in 9M25, broadly flat YoY. By segment, Hanoi recorded a modest 4% YoY increase in primary apartment sales, while low-rise transactions surged 47% YoY. Ho Chi Minh City saw firmer momentum, with apartment and landed-property transactions rising 13% YoY and 36% YoY, respectively.
- **Pricing:** Primary prices continued to climb, reflecting a supply mix skewed toward mid-to-high-end launches and the impact of recent administrative boundary changes. Average primary prices reached VND91mn/m<sup>2</sup> in Hanoi (+26% YTD; +16% vs. 2Q) and VND87mn/m<sup>2</sup> in HCMC (+14% YTD; +6% vs. 2Q).
- **Supply outlook:** CBRE expects a sharp pick-up in 4Q25 new supply in HCMC, with ~6,000 apartment units (2x the 2021–2Q25 average) and ~3,500 low-rise units (vs. a historical run-rate of ~140 units). HCMC's condominium supply is forecasted to increase by 14%/15% YoY in 2026/27, outpacing Hanoi (projected to grow 4%/9% in 2026/27).

## Listed developers

- **9M25 performance:** Excluding VHM and NVL, most major developers — DXG, PDR, NLG and KDH — reported YoY earnings growth, driven by handovers from previously launched projects. Some results still included non-recurring contributions such as asset transfer/divestment or consulting income.
- **Outlook:** 4Q25 — typically the most active launch window — is expected to see stronger sell-through, particularly in the South. Demand is likely to benefit from capital rotation following Hanoi's sharp 36% YoY price increase in 2024. A broad set of flagship projects is slated for launch, including: **Green Paradise, Lang Van** (VHM), **Gladia** (KDH), **The Prive** (DXG), **Mizuki Park, Southgate, Can Tho, Izumi City** (NLG).

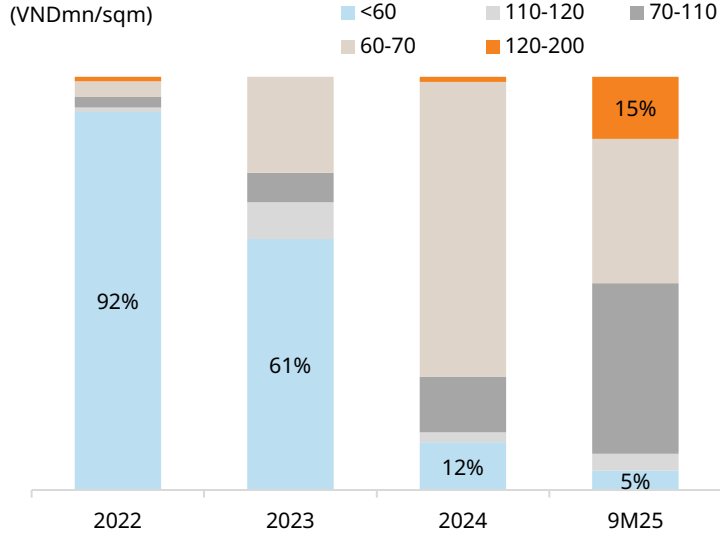
### Listed developers' earning performances in 9M25, VNDbn

Comp.	3Q25	QoQ	YoY	9M25	YoY	%guidance	Note
HDC	538	9.3x	41.1x	609	9.4x	144%	<i>Dai Duong <b>divestment</b> and small handover from remaining inventory</i>
KDH	236	18.5%	235.1%	557	35.0%	56%	<i>Handover at Privia and Gladia (new-launch)</i>
DXG	93	14.1%	202.3%	223	134.5%	60%	<i>Brokerage fee and handover at Gem Sky World</i>
NLG	146	46.9%	Turns profitable	354	21.85x	50%	<i>Handover from prior-year launches; 4Q Izumi <b>divestment</b> expected</i>
PDR	86	32.2%	67.4%	201	31.1%	28%	<i><b>Divestment:</b> Ky Dong (3Q); Quy Nhon Iconic (exp. 4Q); <b>consultant fee</b></i>
VHM	4,184	-44.3%	-46.8%	14,381	-26.8%	34%	<i>Golden City bulk sales and delivery at Royal Island, OCP2-3</i>
NVL	-878	Narrow loss	-128.1%	-1,482	Narrow loss		<i>Deliver NovaWorld Phan Thiet, NovaWorld Ho Tram, Aqua City, Sunrise Riverside, Palm City</i>

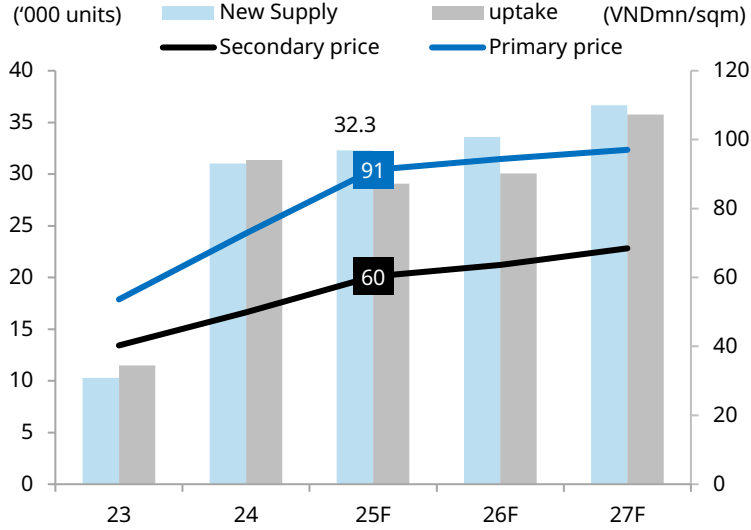
Sources: Company data, CBRE, Mirae Asset Research

# Real Estate – Conventional names gain favor (cont'd.)

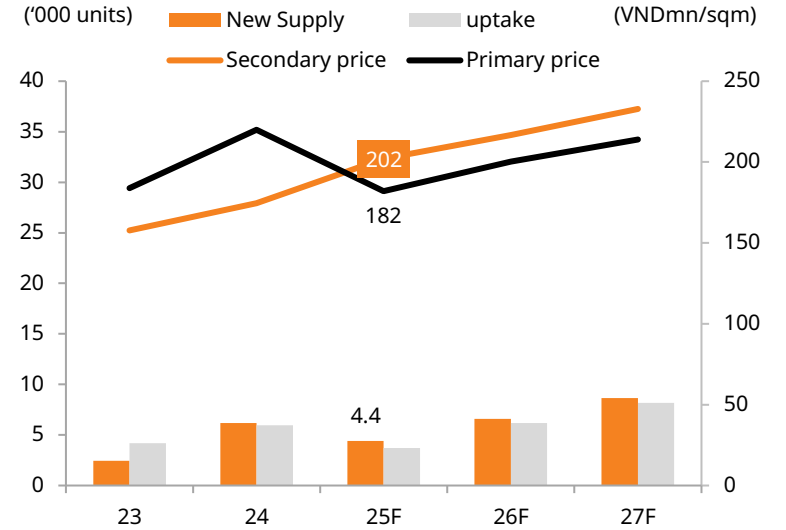
**Hanoi: Break-up of condo supply by price segments**



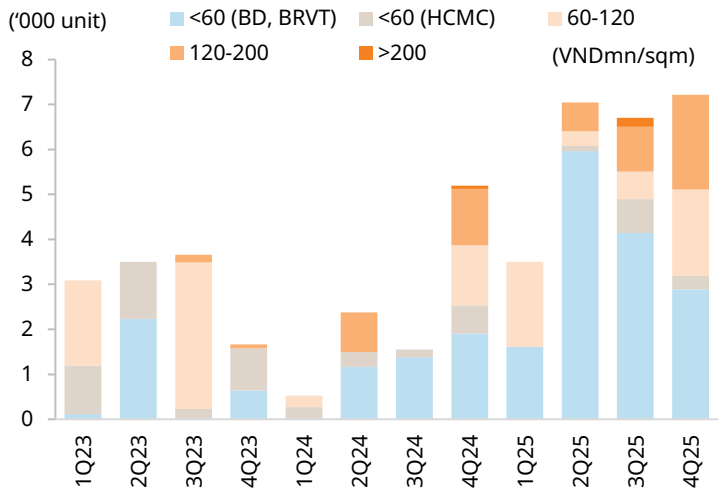
**Hanoi: Condo new launches and price trend**



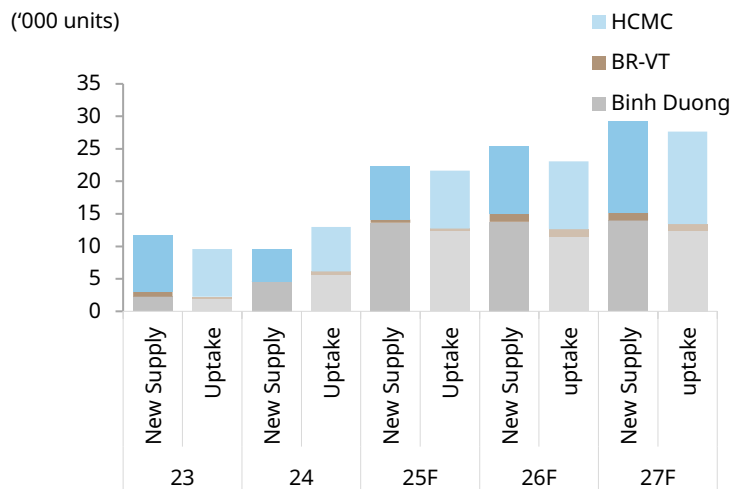
**Hanoi: Low-rise property new launches and price trend**



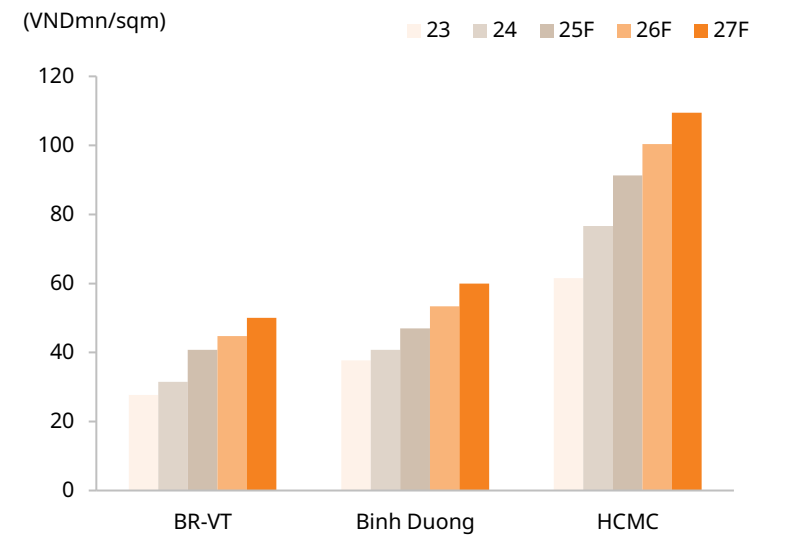
**HCMC: Condo supply by price segments**



**HCMC: New condo launches and supply**



**HCMC: Condo price trend**



Source: CBRE, Mirae Asset Research

## Started recognizing Gladia

Nguyen Nguyen, nguyen.nhb@miraeasset.com.vn



(Maintain)	BUY
Target price (VND, 12M)	41,500
Current price (12/02/25)	33,550
Expected return	24%

NPATMI (26F, VNDbn)	1,159
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	21.7
P/E (26F, x)	32.5
Market cap (VND bn)	37,650
Shares outstanding (mn)	1,122
Free float (%)	64.4
Foreign ownership (%)	27.5
52-week low (VND)	22,045
52-week high (VND)	38,100
(%)	1M 6M 12M
Absolute	-6.4 22.0 12.3
Relative	-11.1 -5.9 -24.9

### Investment highlights

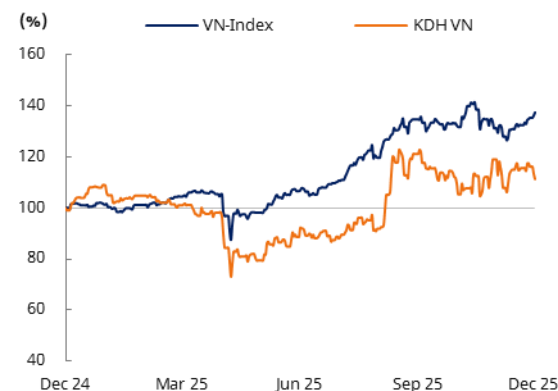
**3Q25 earnings beat on early handovers.** KDH reported revenue of VND1.1tn (+5% QoQ, +335% YoY) in 3Q25, driven by earlier-than-expected deliveries at The Gladia. As of October, roughly 100 townhouses and villas had been sold within just two months of launch. The first phase comprises 226 low-rise units with an estimated GDV of VND9-10tn. According to KDH, 30 units were handed over in 3Q35.

**Gross and operating margins expanded to 70.6% and 59.8% (vs. 62.4%/35.9% in 3Q24),** supported by (1) a higher mix of high-value four-plex villas booked early and (2) legacy low-cost land accumulated over prior cycles. Pretax profit reached VND654bn (+166% QoQ, +783% YoY). After tax and minority interests (Keppel holds 49% of Gladia), NPAT-MI rose to VND235bn (+18% QoQ, +234% YoY), far above the market's consensus of VND37bn.

**YTD performance:** For 9M25, KDH recorded revenue of VND2.86tn (+132% YoY) and NPAT-MI of VND556bn (+35% YoY), achieving 56% and 58% of full-year forecasts, respectively. The 3Q result outperformed expectations on both timing and project profitability. Full-year gross and net margins are now estimated at 60.3% and 18.8%, and could surprise on the upside should KDH accelerate Gladia handovers in 4Q.

**Outlook:** For 2026, we forecast revenue of VND6.28tn (+24% YoY) and NPAT-MI of VND1,159bn (+22% YoY), back by the handover of the entire low-rise component of Gladia. As of October 2025, 100/226 units had been sold with an estimated earnings backlog of about 70 units for 4Q25-FY26. We also expect contributions from a few low-rise units at Solina, where infrastructure construction began in 2025. Following the approach used for Gladia, we anticipate that KDH will launch the low-rise component soon after completing infrastructure works to recycle capital for the high-rise phase. Both Gladia and Solina apartments are expected to launch in FY26, with handovers shifting to FY27. Beyond these, KDH plans to launch the Binh Trung Dong project (adjacent to Gladia) in 2027, one year ahead of schedule, supported by strong sales momentum at Gladia. The 18-ha project has completed site clearance and recently received investment approval.

**Valuation:** Following stronger-than-expected results and robust absorption at The Gladia, KDH's share price now trades at 1.9x P/B around its 5-year median. We set our target price at VND41,500/share (RNAV-based), implying 24% upside potential.



FY (31/12)	2022	2023	2024F	2025F	2026F	2027F
Revenue (VNDbn)	2,912	2,088	3,279	5,078	6,278	8,191
OP (VNDbn)	1,065	1,220	1,308	2,382	3,232	3,327
OP margin (%)	37.0	58.0	40.0	46.9	51.5	40.6
NPATMI (VNDbn)	1,103	716	810	952	1,159	2,220
EPS (VND)	1,440	840	80	849	1,033	1,978
ROE (%)	10.0	5.2	4.6	4.7	5.2	8.9
P/E (x)	24.9	42.7	448.1	39.5	32.5	17.0
P/B (x)	2.2	1.8	1.9	1.8	1.6	1.4
Total assets (VNDbn)	21,539	26,481	30,758	35,420	39,647	43,268
Equity (VNDbn)	11,795	15,523	19,453	21,226	23,705	26,244

Source: Company data, Mirae Asset Vietnam Research



## Time to launch

Nguyen Nguyen, nguyen.nhb@miraeasset.com.vn

(Update)	BUY
Target price (VND, 12M)	43,000
Current price (12/02/25)	35,200
Expected return	22%

NPATMI (26F, VNDbn)	697
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	14.8
P/E (26F, x)	24.4

Market cap (VND bn)	17,079
Shares outstanding (mn)	485
Free float (%)	71.0
Foreign ownership (%)	45.3
52-week low (VND)	23,596
52-week high (VND)	45,633

(%)	1M	6M	12M
Absolute	-11.4	4.4	1.2
Relative	-16.2	-23.6	-36.0

### Investment highlights

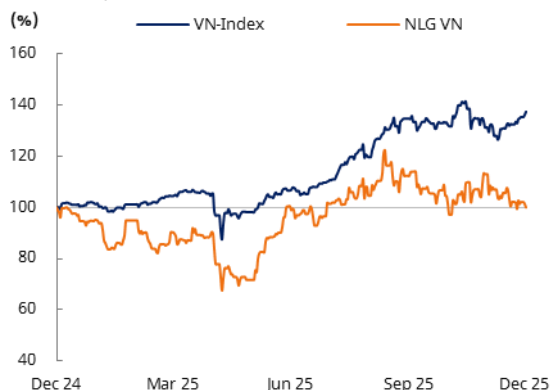
**So far so good — but still behind plan:** NLG recorded 9M25 presales of VND5tn (+32% YoY) and a steady 3Q contribution of VND1,670bn (33%). Southgate (62%) remained the core driver, followed by Can Tho (21%). However, progress remains meaningfully short of the FY25 target, with only 34% of the VND14.6tn guidance achieved, largely due to delayed permits for high-value projects. Management maintained FY25 guidance and provided an indicative FY26 presales expectation of ~VND25tn.

**4Q is the real swing factor:** With long-awaited sales permits finally granted in 4Q, including The Pearl-Southgate (early September), Izumi Phase 3 (17 October), and Trellia Cove-Mizuki Park (late November), we expect the conversion of existing bookings into presales to close the gap to full-year presales guidance, given the sizeable project value. NLG has not disclosed booking values and uptakes rates (projects were not officially launched earlier); however, our checks with brokerage agencies provide the following indications:

- **Mizuki Park – Trellia Cove** (817 high-rise, 24 low-rise units): Brokerages estimate that more than 25% of units were pre-booked, given robust demand in HCMC (secondary sales at previous Mizuki launches were stalled due to limited inventory). Rumored pricing is around VND65mn/sqm, a 10% higher than prior launches (55-58mn/sqm).
- **Izumi Phase 3:** Launched 200 premium low-rise units at VND65-68mn/sqm, 20% up from VND55mn/sqm previously. Over half of launched units have been sold. Buyer interest saw increased traction after authorities approved the Long Hung Bridge, which will directly connect the project's arterial road to HCMC Ring Road No.3.
- **Southgate – The Pearl** (241 low-rise units): Launched in September at US\$1,900-2,500/sqm, significantly above Riviera's VND30-35mn/sqm. Discussions with brokerages indicate that part of the parcel has already been taken up while site checks show visible construction progress.

**Estimates:** We keep our FY25 estimates broadly unchanged, forecasting revenue of 5,933 (-18% YoY) and NPATMI of 607 (+17% YoY). Notably, NLG divested part of Izumi City in 3Q and is progressing license finalization to fully recognize the remainder in 4Q, supporting reported earnings. For FY26, we expect revenue of VND6,777bn (+14% YoY) and net profit of VND697bn (+15% YoY). With NLG having already made land-use right payments on its near-term pipeline, the observed price uplift at recent launches vs earlier phases should translate into higher margins — our mix-delivery projection indicates recognized GP margin of 47% vs 44% in FY25F.

**Valuation:** We increase our TP to VND43,000 (from VND39,150, post-share-offering adjustment), based on a 10% RNAV discount (from 18%). The stock is trading at 1.28x FY26F P/B vs. the 5-year median of 1.67x.



FY (31/12)	2022	2023	2024	2025F	2026F	2027F
Revenue (VNDbn)	3,181	3,181	7,196	5,933	6,777	8,561
OP (VNDbn)	582	582	1,664	1,318	1,736	2,240
OP margin (%)	18.3	18.3	23.1	22.2	25.6	26.2
NPATMI (VNDbn)	484	484	518	607	697	981
EPS (VND)	1,257	1,257	1,346	1,251	1,436	2,022
ROE (%)	5.9	5.9	9.5	3.7	3.8	4.9
P/E (x)	27.8	27.8	26.0	28.0	24.4	17.3
P/B (x)	1.5	1.4	1.4	1.3	1.3	1.2
Total assets (VNDbn)	28,611	28,611	30,318	33,825	37,670	43,352
Equity (VNDbn)	13,533	13,533	14,569	17,921	19,033	20,875

Source: Company data, Mirae Asset Vietnam Research

# Industrial Parks – Stepping beyond the fog

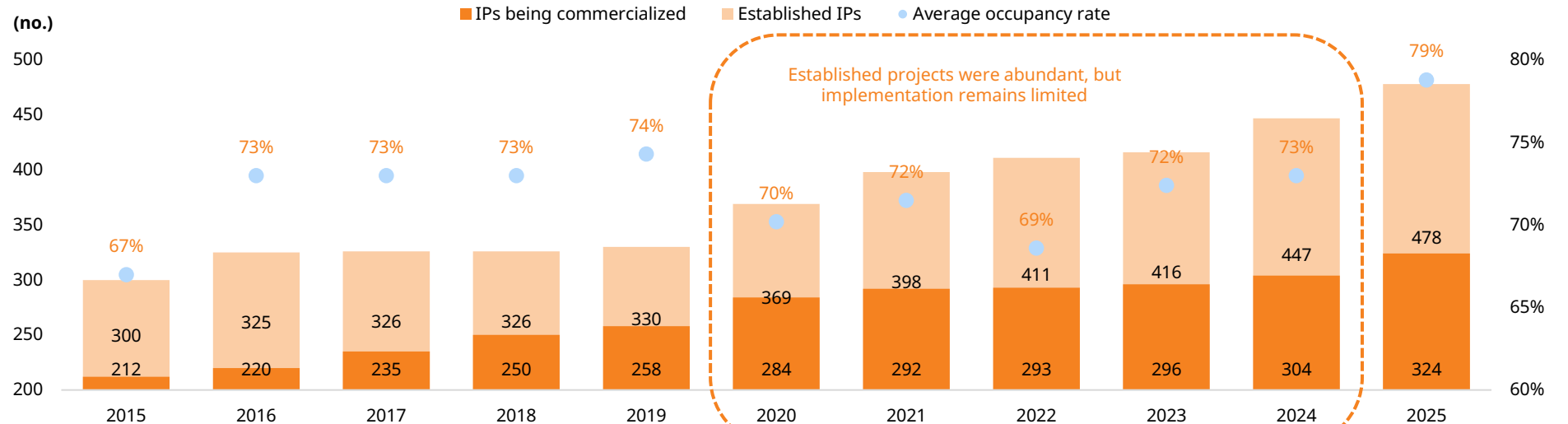
## Strengthening reform initiatives

The adoption of Law No. 57/2024/QH15 and Law No. 90/2025/QH15 has enabled Decree No. 35/2022/ND-CP (Decree 35) to fully realize its intended impact by officially decentralizing authority to local governments – specifically, the provincial People’s Committees (PPCs), allowing them to approve investment licenses for most industrial-park (IP) projects rather than waiting for the Prime Minister’s approval. This legislative adjustment is regarded as a critical milestone in sharpening the expansion of prospective supply in the coming years, particularly in the Southern key economic zone. Provincial authorities had already begun approving investment licenses as early as March 2025. Alongside finalizing the broader legal framework, the government is also reviewing a draft decree to replace Decree 35, aimed at removing the remaining institutional barriers for developers. Based on our assessment, we found that the draft focuses on two key initiatives:

- **Strengthened decentralization and streamlined project procedures:** The draft grants IP authorities the power to approve 1/500 master plans (whereas Decree 35 assigns this responsibility to the PPCs), thereby reducing lead time and streamlining administrative procedures.
- **Accelerated investment progress for projects:** The document provides a standard framework for converting two-crop rice land, offering two options: 1) a maximum of 200 ha per investment phase, regardless of geographical location; or 2) PPCs have full authority to decide for each phase, but not exceeding 200 ha. This represents a notable shift from the current Decree 35, which sets different conversion thresholds across regions, ranging from 100 to 200 ha. The proposed change enables developers avoid the overly fragment projects to meet approval license, while also facilitating land clearance.

We believe this marks a pivotal point for the potential supply pipeline, especially in the Red River Delta, North Central, and Central Coastal regions, where farmland represents roughly 60–70% of total industrial-development land bank.

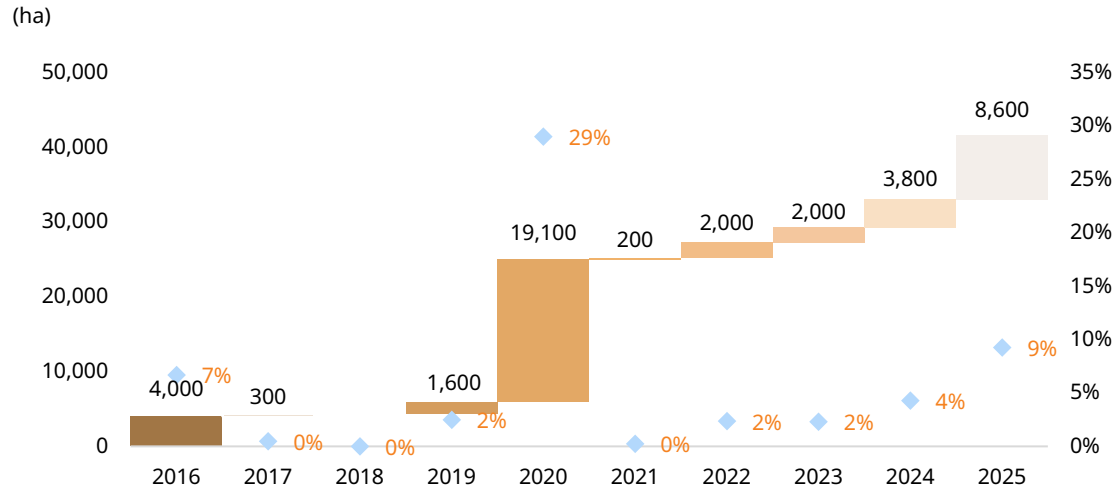
### Legal streamlining is expected to significantly shorten IP deployment timelines, from establishment to operation



Source: Minister of Finance, Mirae Asset Research  
 Data as of November 2025, Vietnam has established a total of 478 IPs and EZs (+7% YoY), bringing total industrial land area to approximately 101,600 ha (+9% YoY).

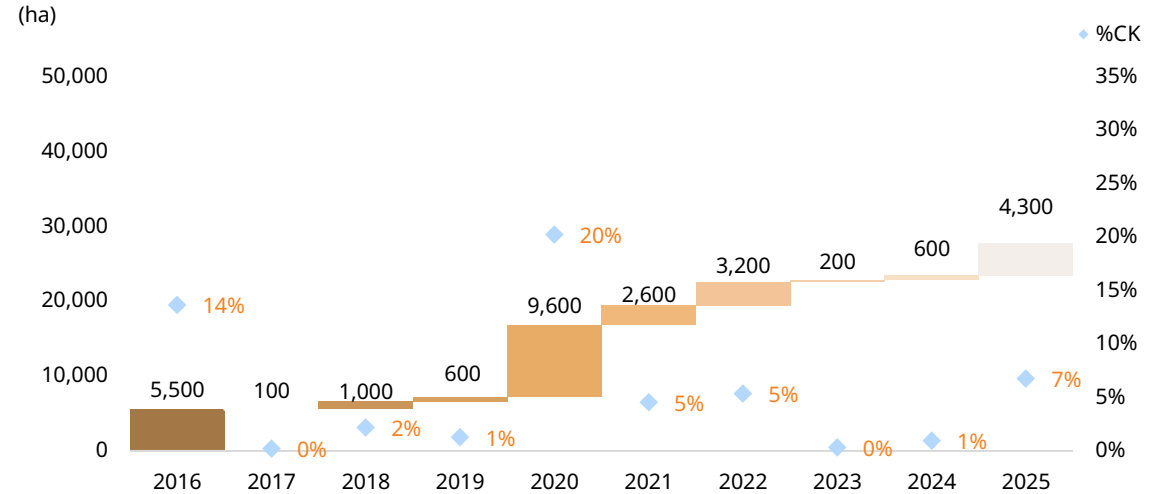
# Industrial Parks – Stepping beyond the fog (cont'd.)

The total industrial land bank jumped in FY25 following the 2025–2030 planning framework



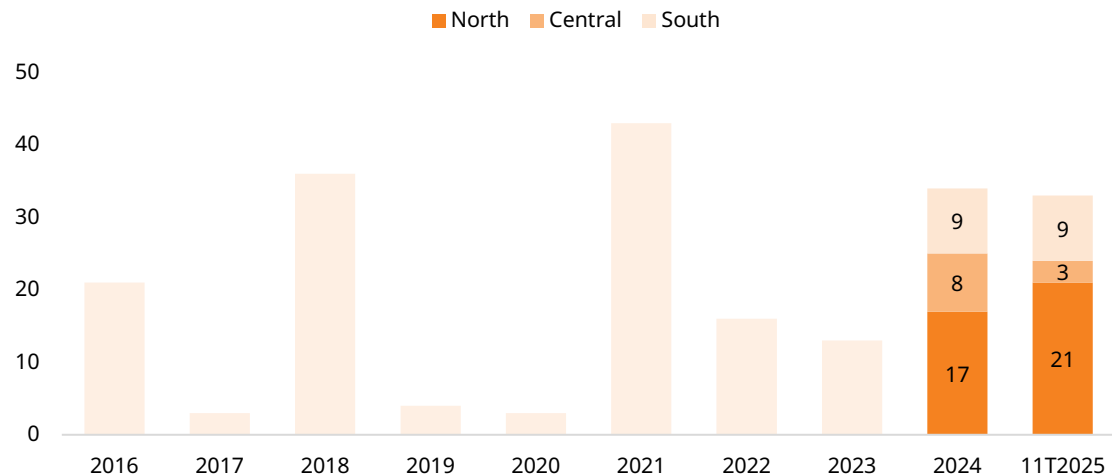
Source: Minister of Finance, Mirae Asset Research

20 new IPs put into service, offering 4,300 ha of available leased area (+7% YoY) in FY25



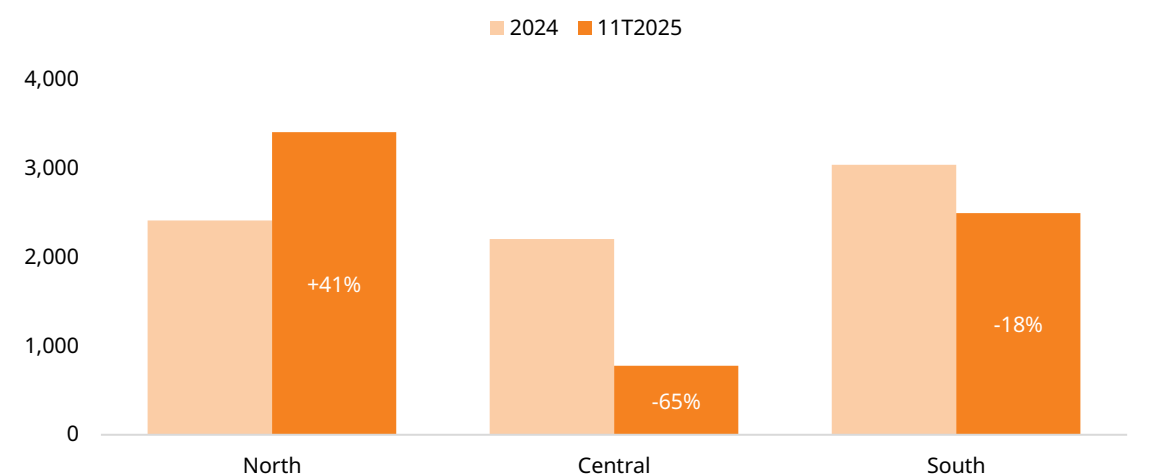
Source: Minister of Finance, Mirae Asset Research

The Northern Economic Zone (NEZ) dominates approvals, accounting for 21 out of 33 licenses in 11M25



Source: Authorities, Mirae Asset Research

Hai Phong and Bac Ninh stand out as magnets, making up 36% of approved land bank



Source: Authorities, Mirae Asset Research

# Industrial Parks – Stepping beyond the fog (cont'd.)

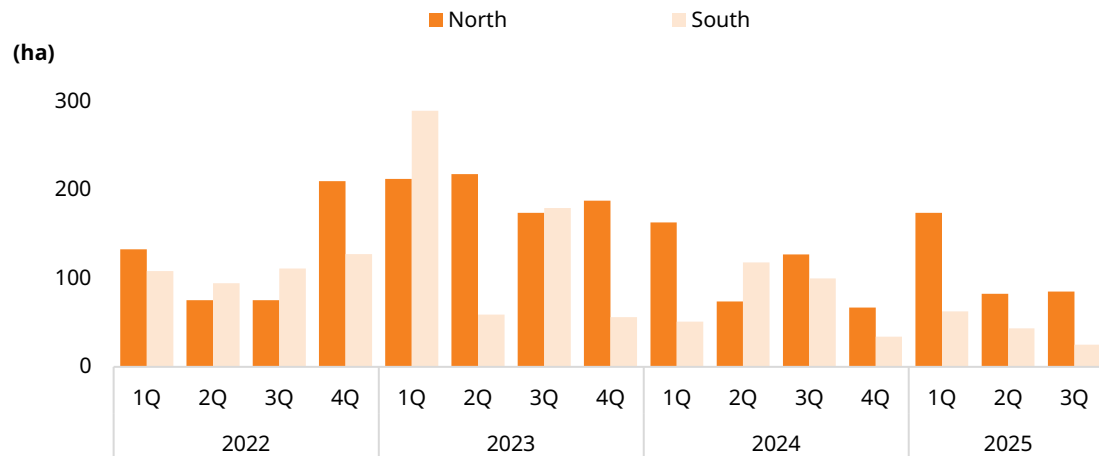
## Though footsteps falter, the path still rises

Market data shows that the Southern region's average leasing price was US\$185/m<sup>2</sup>, up 1.1% QoQ and 5.5% YoY in 3Q25. However, net absorption fell sharply (9M25: -51% YoY) due to the reciprocal tariff incident. In addition, this trend is largely due to the consistently high occupancy rate of around 89%, driven by restricted new supply and generally stable FDI inflows into key provinces such as HCMC and Dong Nai (post-merger). In reality, despite many projects having been previously approved, the leasable land bank remains scarce, as land clearance continues to face protracted bottlenecks, delaying project execution and limiting new supply additions to the market.

In the Northern market, where the occupancy rate was only ~73% due to continued supply expansion, average asking rents climbed 3.4% YoY in 3Q25, but remained essentially unchanged QoQ, reaching US\$138/m<sup>2</sup>. The price increase was largely driven by higher stated rents across new IPs in Bac Ninh and Hai Phong (post-merger), the North's two leading FDI hubs, while most other provinces remained quiet. During 9M25, net absorption was generally steady at roughly 340 ha (-6% YoY), with the majority inflows concentrated in abovementioned provinces.

Looking ahead, we expect that the Southern Economic Zone will continue to generate 5–7% YoY rent growth, supported by the upcoming operation of several key infrastructure projects, including Long Thanh Airport and Ring Road No. 3. These developments are set to materially improve regional connectivity, reduce logistics costs, and enhance the attractiveness of IPs in HCMC and Dong Nai. Meanwhile, the rental growth in Northern IPs are led primarily by Bac Ninh and Hai Phong, which continue to be important beneficiaries of global supply-chain migration under the "China+1" strategy. Other Northern provinces, however, may experience more modest growth as new supply ramps up and competition intensifies.

### Short-term demand softens on tariff concerns, while core momentum holds firm



Source: Minister of Construction, Agencies, Mirae Asset Research

### Leasing prices demonstrate an upward trend mainly at newly operational IPs

Region	2022				2023				2024				2025		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q
<b>Growth (% QoQ)</b>															
NEZ	5.0	1.6	-2.1	4.1	0.5	4.1	2.3	2.0	-0.4	1.9	1.5	2.6	-1.1	1.5	0.3
SEZ	5.1	1.0	1.8	6.1	3.9	0.9	0.9	0.9	-0.4	2.3	0.3	0.2	1.0	3.2	1.1
<b>Growth (% YoY)</b>															
NEZ	8.4	8.4	8.3	8.7	4.0	6.6	11.4	9.2	8.2	5.9	5.1	5.8	5.1	4.6	3.4
SEZ	12.9	12.9	13.2	14.7	13.4	13.2	12.2	6.8	2.3	3.8	3.2	2.4	3.8	4.7	5.5

Source: Minister of Construction, Agencies, Mirae Asset Research

# Industrial Parks – Stepping beyond the fog (cont'd.)

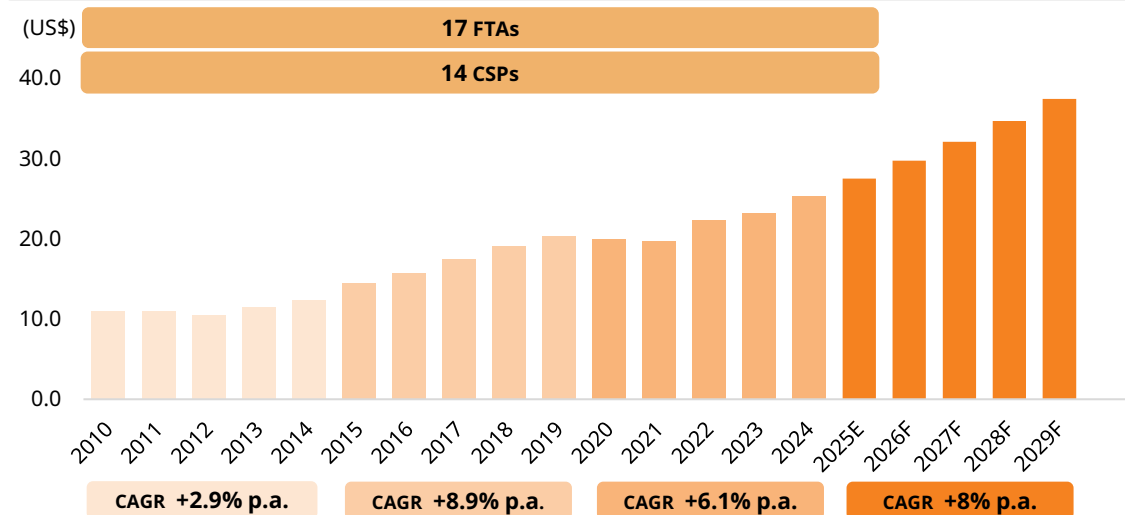
## Stepping beyond the fog

Following the listed developers, demand began to pick up in August, coinciding with the announcement of the first reciprocal-tariff framework between Vietnam and the U.S., capped at 20%, while the U.S. accounts for about 40% of Vietnam's seaborne export volume. This improvement indicates that the most difficult period for the sector has passed, following a prolonged decline that began in 3Q24 and peaked during the tariff event in 2Q25. Currently, concerns about policy ambiguity have subsided significantly, as the applicable tariff levels for Vietnam and the competitive landscape for FDI attraction are now clearly defined. In fact, both registered and disbursed FDI continued to set new highs in 10M25, reaching US\$31.5bn (+16% YoY) and US\$21.3bn (+9% YoY), respectively. Newly registered capital accounted for the largest share, with 3,321 newly licensed projects (+21% YoY), although total value declined 7.6% YoY to US\$14bn, reflecting headwinds from tariff-related challenges. The manufacturing sector remained the dominant contributor, with US\$18bn (+5% YoY) in registered capital, accounting for nearly 57% of the total.

In terms of reciprocal tariffs, the new framework provides room for the U.S. to grant preferential treatment as "opened the door" that eliminates tariff impacts on selected product categories. Electronics and semiconductor components have emerged as the most likely candidates, given their role as Vietnam's leading export category and their importance to U.S. high-tech supply-chain security, supported by major corporations such as Apple, Intel, and Amkor, which operate manufacturing facilities in Vietnam. Together with policy orientations under Resolution 50 and Resolution 57-NQ/TW, we believe this segment is well-positioned to secure tariff levels below the 20% cap. As high-tech capital inflows continue to shift toward Vietnam, we expect the country's role within global technology supply chains to strengthen markedly in the years ahead.

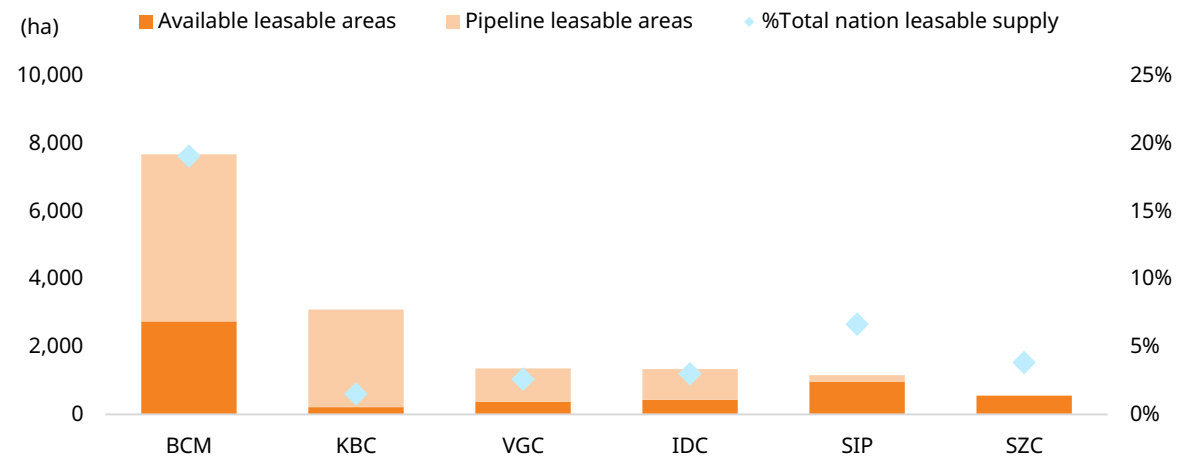
For listed developers, we observe that the existing leasable land bank remains relatively ample and is largely concentrated in key economic regions, while the pipeline of potential new supply is significantly larger than the current commercially available stock. This suggests that developers will maintain a sufficient reserve of deployable land over the coming years – particularly as regulatory procedures become more streamlined, FDI demand stays resilient, and major infrastructure projects continue to advance. Ultimately, we expect the earnings of listed industrial park developers to stage a strong recovery in 2026, once the key sector headwinds have been addressed.

**FY25-29F FDI disbursement to grow at an 8% CAGR, with 35–40% expected to be allocated to IPs**



Source: Minister of Finance, Mirae Asset Research

**Most developers hold a sizable backup land bank, expected to come online within two years**



\*Pipeline leasable areas include under-construction projects  
Source: Companies, Authorities, Mirae Asset Research



## Earnings to bottom up

Duy Nguyen, duy.nk@miraeasset.com.vn

(Maintain)	TRADING BUY
Target price (VND, 12M)	46,800
Current price (12/02/25)	39,700
Expected return	18%

NPATMI (26F, VNDbn)	2,545
Market consensus (26F, VNDbn)	N/A
EPS Growth (26F, %)	14.7
P/E (26F, x)	5.1
Market cap (VND bn)	15,066
Shares outstanding (mn)	379
Free float (%)	65.4
Foreign ownership (%)	11.0
52-week low (VND)	27,304
52-week high (VND)	50,261
(%)	1M 6M 12M
Absolute	4.2 8.2 -17.7
Relative	-0.5 -19.8 -55.0

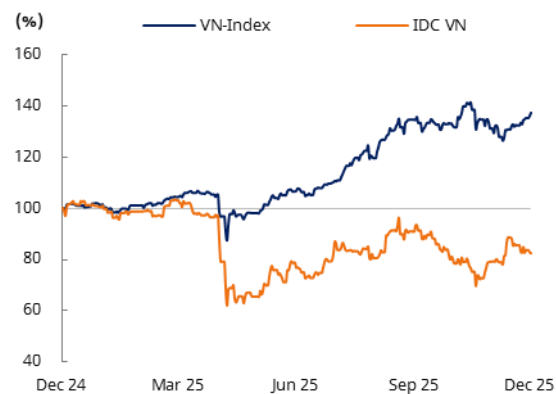
### Investment highlights

**Overview:** Established in 2000 under the Ministry of Construction, Vietnam Urban and Industrial Zone Development Investment Corporation renamed as IDICO Corporation – JSC in 2018 and listed its shares on the Hanoi Stock Exchange (HNX) in 2019. In 2022, IDICO approved a business model restructuring focusing on four core segments: Industrial Parks, Energy, Residential Real Estate, and Services.

**The 3Q earnings signaled a pivotal moment:** The results began showing clear signs of improvement, with revenue reaching VND2,871bn (+26% YoY; +62.9% QoQ) and net profit surging to a three-year high of VND842bn (+64.7% YoY; +183% QoQ). This solid recovery was mainly driven by the acceleration of industrial land handover activities, with an estimated 35 ha delivered (+52% YoY), generating VND1,296bn in one-time revenue (+59% YoY). In addition to expediting land handovers, we note that the strong YoY growth was partly supported by a low base in 3Q24, when leasing demand had already begun to soften due to heightened tariff concerns and increased geopolitical uncertainty surrounding U.S. trade policy. Meanwhile, the energy distribution segment, a crucial revenue pillar, grew by 12% YoY and 8% QoQ in output, indicating that manufacturing activities in the Nhon Trach IPs had fully recovered before tariff concerns arose. Ultimately, we expect the momentum to further strengthen in 4Q25. Specifically, we project that industrial land handover will accelerate, resulting in roughly VND1,900bn in income (~4x YoY) and 46 ha, completing our full-year land handover forecast of 109 ha.

**Earnings to bottom up:** Looking ahead, the 2026 top line and net profit are expected to reach VND9,782bn (+10.5% YoY) and VND2,545bn (+14.7% YoY), primarily driven by the IP contribution with VND4,958bn in revenue (+20.5% YoY). In detail, we estimate that IDC will deliver 129 ha (+18% YoY), driven by: (1) 34 ha handed over at Que Vo 2 IP (+49% YoY), as Bac Ninh remains the top-ranked province for FDI attraction for major high-tech projects in the Northern economic; and (2) the initial deliver of 11 ha at Tan Phuoc 1 IP. Our confidence in this projection is underpinned by observable improvements in key macro and operating indicators. The major bottlenecks affecting FDI inflows earlier this year have largely dissipated—both disbursed FDI and the number of registered projects recently reached a five-year high, reflecting renewed investor confidence.

**Attractive valuation discount remains despite earnings recovery:** Despite the clearer return of growth momentum in 3Q25, IDC is still trading at a 20% discount to its 3-year average adjusted P/B (-1 STD). This valuation gap could reflect the market's cautious sentiment toward the industrial park sector, as most peers have yet to recover from the tariff-related sell-off. Over the medium to long term, we maintain a constructive view that IDC will regain strong upward momentum, supported by its robust fundamentals and significant tailwinds from Vietnam's ongoing aggressive infrastructure upgrades and sustained FDI attraction.



FY (31/12)	2022	2023	2024	2025F	2026F	2027F
Revenue (VNDbn)	7,485	7,237	8,846	8,851	9,782	10,390
OP (VNDbn)	2,726	2,061	2,939	3,077	3,496	3,402
OP margin (%)	36.4	28.5	33.2	34.8	35.7	32.7
NP (VNDbn)	1,768	1,394	1,996	2,220	2,545	2,548
EPS (VND)	5,605	4,223	6,049	6,726	7,713	7,720
ROE (%)	36.8	26.9	35.7	33.2	32.7	28.2
P/E (x)	5.9	11.5	8.9	5.9	5.1	5.1
P/B (x)	1.2	1.9	1.8	2.3	1.9	1.6
Total assets (VNDbn)	17,013	17,720	18,800	18,122	19,536	21,061
Equity (VNDbn)	6,128	6,205	7,208	7,896	9,280	10,673

Source: Company data, Mirae Asset Vietnam Research

## Extending revenue record

Chau Bui, chau.bn@miraeasset.com.vn



(Maintain)	TRADING BUY
Target price (VND, 12M)	76,250
Current price (12/02/25)	65,000
Expected return	17%

NPATMI (26F, VNDbn)	10,165
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	7.9
P/E (26F, x)	14

Market cap (VND bn)	135,847
Shares outstanding (mn)	2,090
Free float (%)	35.3
Foreign ownership (%)	50.1
52-week low (VND)	51,400
52-week high (VND)	66,200

(%)	1M	6M	12M
Absolute	12.8	15.5	0.8
Relative	8.1	-12.5	-36.5

### Investment points

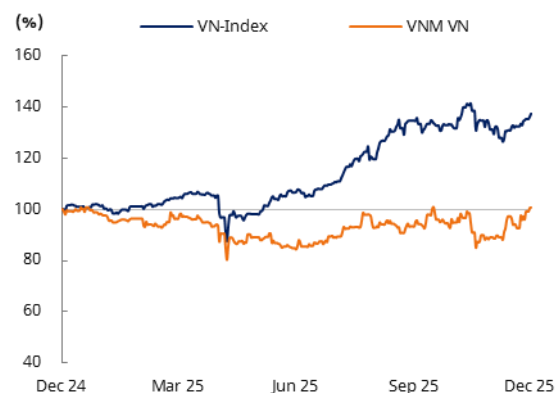
Viet Nam Dairy Products JSC (VNM VN) is the leading dairy corporation in Vietnam, with the largest domestic market share in the liquid milk segment and second largest market share in the formula milk segment. VNM currently operates 15 farms in the Indochina region and is the major buyer of fresh milk from exclusive farmers with total cows of nearly 130,000. VNM also has a wide distribution system of over 200,000 points of sale throughout the country, which provides the corporation with a solid competitive advantage over peers. In addition, VNM's recent moves to penetrate abroad markets via M&A deals and joint venture has positive signals. We believe that VNM is a worthy investment, as the dominant corporation in Vietnam dairy market.

**Business updates:** In 3Q25, VNM recorded a good performance when revenue increase 9.1% YoY to VND16,968.1bn – a new quarterly record. Both domestic and overseas markets saw growth in net revenue, at 5.1% YoY and 32.6% YoY, respectively. Notably, net revenue from exports jumped 46.8% YoY to VND2,019bn. Gross margin widened to 41.8% (3Q24: 41.2%) and gross profit reached VND7,087.3bn (+10.7% YoY). In the quarter, financial income and expenses did not change much while SG&A expenses increased to VND4,039.5bn (+7.5% YoY). VNM's 3Q25 operating profit and NPAT reached VND3,157.7bn (+6.3% YoY) and VND2,510.5bn (+4.4% YoY), respectively. In 9M25, VNM's revenue and NPAT reached VND46,678.1bn (+0.7% YoY) and VND6,586.4bn (-9.9% YoY), respectively.

**2025 and 2026 forecast:** We maintain our view that overseas markets will become VNM's key growth driver. Due to sluggish domestic demand, we believe domestic revenue will only grow, thanks to increases in price, at 2% YoY. We forecast VNM's 2025 revenue at VND64,156bn (+3.8% YoY). With most of our cost assumptions maintained, we forecast the company's NPAT at VND9,509bn (+0.6% YoY). In 2026, we expect domestic revenue to maintain while overseas revenue should continue to grow at 10% YoY. We forecast 2026 revenue and NPAT at VND66,671bn (+3.9% YoY) and VND10,268bn (+7.9% YoY), respectively.

**Valuation:** We used the discounted free cashflow to the firm (FCFF) method, with some key assumptions: 1) a required rate of return at 11%; and 2) a terminal growth rate after 2034 at 3%. Thus, we maintain our target price for VNM at VND76,250 (dividend adjustment) and maintain our Buy rating.

**Key risks:** We believe the key risks to our rating and valuation include: 1) the drop in Vietnam milk import tariffs to zero from FY18, increasing domestic competition; 2) changes in input prices; and 3) changes in VNM's M&A, investment plans.



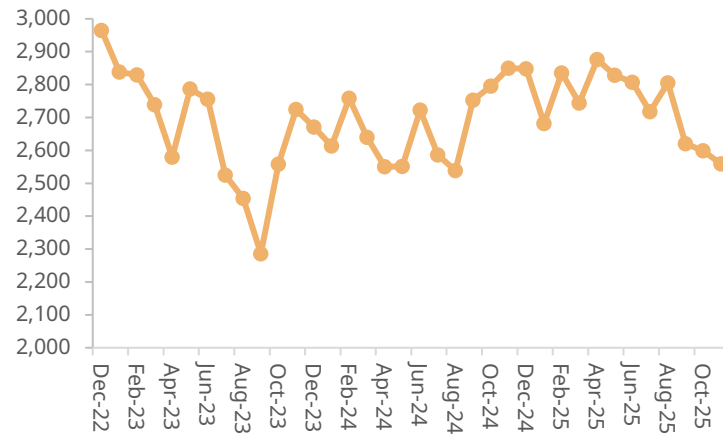
FY (31/12)	2022	2023	2024	2025F	2026F	2027F
Revenue (VNDbn)	60,075	60,479	61,824	64,156	66,671	69,340
OP (VNDbn)	10,491	10,904	11,594	11,596	12,521	13,168
OP margin (%)	17.5	18	18.8	18.1	18.8	19.0
Pre-tax income (VNDbn)	10,496	10,968	11,600	11,596	12,521	13,168
NPATMI (VNDbn)	8,516	8,874	9,392	9,414	10,165	10,690
EPS (VND)	3,632	3,796	4,022	4,054	4,377	4,603
ROE (%)	25	26.6	26.6	25.8	26.7	26.6
P/E (x)	24.1	17.8	15.8	15.1	14.0	13.3
P/B (x)	3.8	4.4	4.1	3.8	3.6	3.4
Total assets (VNDbn)	48,483	52,673	55,049	53,481	55,664	58,434
Equity (VNDbn)	32,817	35,026	36,174	37,427	39,363	41,777

Source: Company data, Mirae Asset Vietnam Research

# Vietnam Dairy Products JSC (VNM VN)

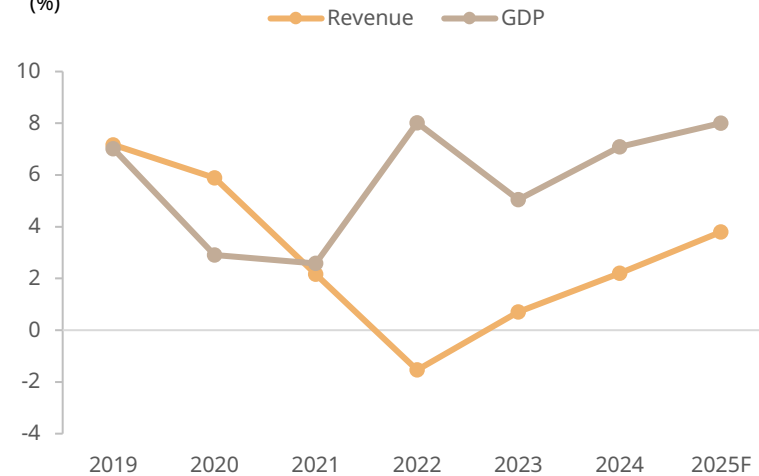
## Milk powder price

(US\$/MT)



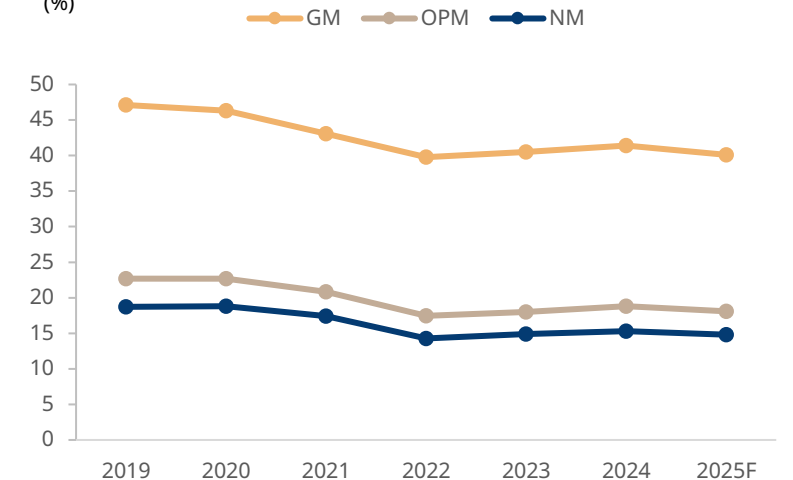
## VNM's yearly revenue growth vs. Vietnam GDP

(%)



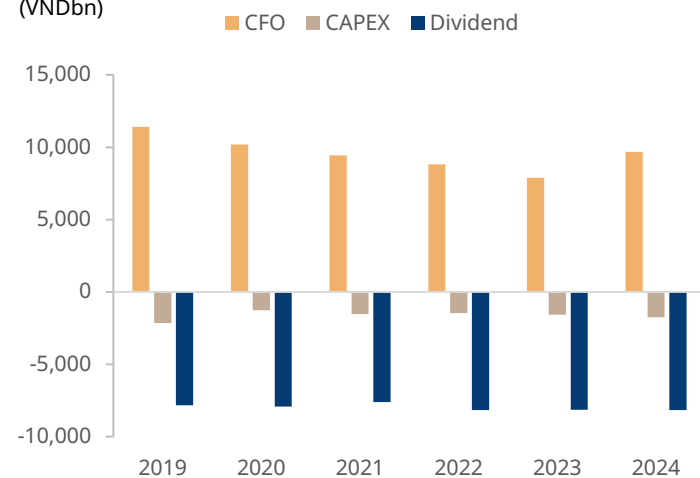
## VNM's profit margins

(%)



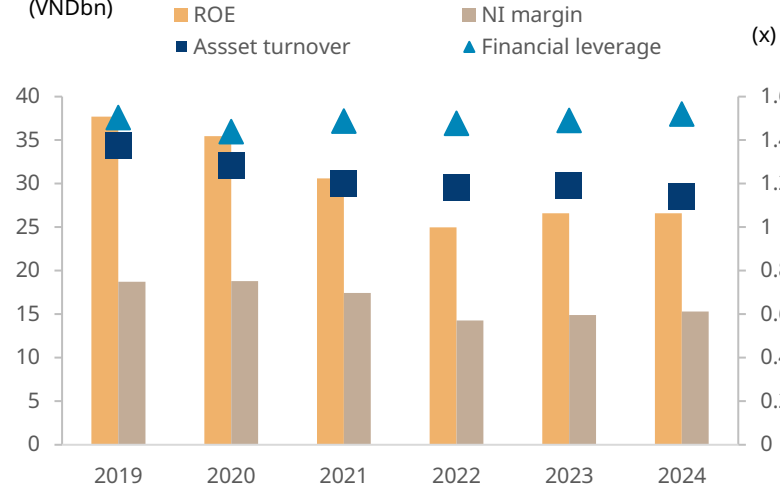
## VNM's CFO, CAPEX & Dividend

(VNDbn)



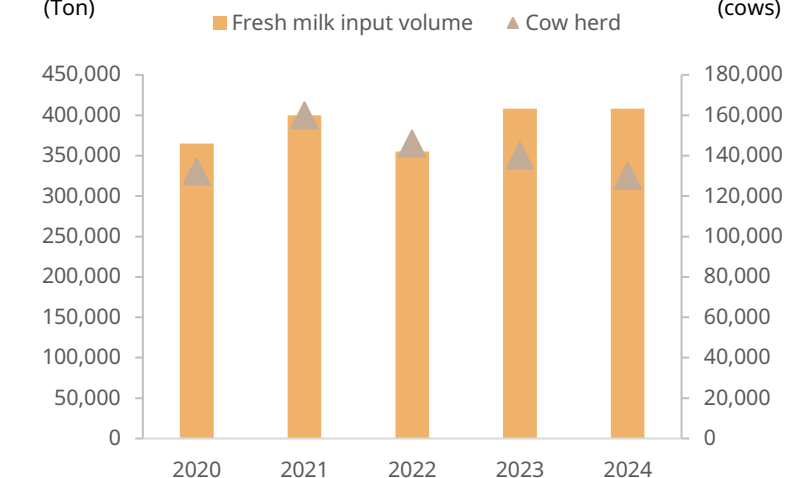
## VNM's Dupont analysis

(VNDbn)



## VNM's cows & fresh milk input volume

(Ton)



Source: Global Dairy Trade, Company data, Mirae Asset Vietnam Research

## Soy milk to sweeten the cycle

research@miraeasset.com.vn



<b>(Maintain)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>57,900</b>
Current price (12/02/25)	43,900
Expected return	32%

NPATMI (26F, VNDbn)	2,243
Market consensus (26F, VNDbn)	N/A
EPS Growth (26F, %)	16
P/E (26F, x)	7.4

Market cap (VND bn)	16,140
Shares outstanding (mn)	368
Free float (%)	65.9
Foreign ownership (%)	9.2
52-week low (VND)	43,000
52-week high (VND)	52,300

(%)	1M	6M	12M
Absolute	-2.7	-7.6	-13.1
Relative	-7.4	-35.5	-50.3

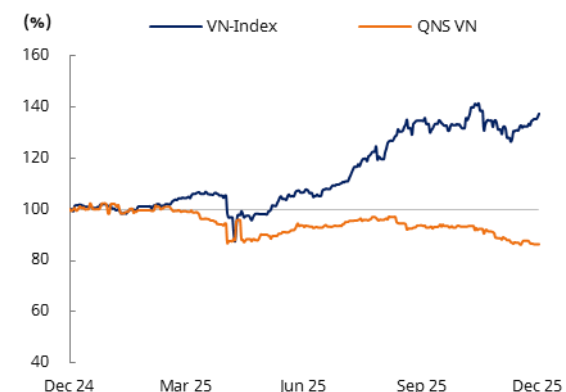
### Investment highlights

**Overview:** Quang Ngai Sugar JSC (QNS VN) is a diversified consumer staple company in Vietnam, with operations spanning 5 key segments: Soymilk (Vinasoy), sugar & biomass power, mineral water & soft drinks (Thach Bich), beer (Dung Quat) and confectionery. Soymilk remains the revenue driver, contributing 40.5% in FY24 revenue, while sugar and biomass segment are undergoing long-term capacity expansion, promising a new growing phase ahead.

**9M25 update:** QNS recorded net revenue of VND7,872bn (-2.4% YoY) with GPM of 32.7% (-0.8ppt YoY), primarily pressured by sugar down-cycle while soymilk maintained solid momentum. Sugar revenue declined to VND2,635bn (-18.3% YoY), with 22.0% in GPM (-10.3ppt YoY) due to weaker domestic prices. On the bright side, soymilk segment achieved a strong topline of VND3,596bn (+12.8% YoY), GPM improved to 43.7% (+5.1ppt YoY) from favourable soybean input costs. Selling expenses rose sharply to VND999bn (+42.6% YoY), driven by elevated promotional spending of VND278bn in 9M25 (a 9x increase from VND15bn in 9M24) as part of a destocking effort that helped reduce inventories by 33.3% QoQ in 3Q25, in line with QNS's seasonal inventory pattern. Consequently, operating profit and NPAT stood at VND1,347bn (-24.8% YoY) and VND1,319bn (-24.9% YoY), respectively.

**FY26 projection: 1) Sugar:** ASP is expected to edge up to VND17.9mn/ton (+2.5% YoY) as a mild recovery from the FY25 trough, still below 2022-24 peak. FY26F output is forecast at 0.20mn tons (-9.0% YoY), reflecting normalized avg. 66 tons/ha yield. However, to carry-over inventory from the previous crop, selling volume is expected to increase slightly by 2.5% YoY. Revenue is projected at VND3,595bn (+5.3% YoY) with 22.1% GPM (+0.2%p YoY). **2) Soymilk:** Being structural growth driver, sales volume is projected to expand at 5.3% CAGR (FY25-27F) and ASP to sustain ~2% annual growth. Segment revenue is forecasted at VND4,833bn (+7.1% YoY), underpinned projection of expanded GPM to 48.4% (+4.5%p YoY). Collectively, we forecast consolidated revenue of VND10,420bn (+4.9% YoY), with 34.2% GPM (+1.2%p YoY). Operating profit and NPAT are estimated at VND2,330bn (+21.5% YoY) and VND2,243bn (+15.9% YoY), respectively.

**Valuation:** We derived QNS's fair value using an equal-weighted average of two approaches: discounted FCF and P/E multiple. Based on a 10.4% WACC, 5.0x exit EV/EBITDA, and 8.7x FY26F EPS (5-year median), we initiate coverage with a target price of VND57,900/share for QNS. In all, while facing temporary margin volatility in sugar, QNS remains anchored by strong structural fundamentals: 1) Margin anchor in soymilk; 2) Sugar business demonstrates relative resilience during industry headwinds; and 3) Conservative capital structure for scalable capex and continuous high dividend track record.

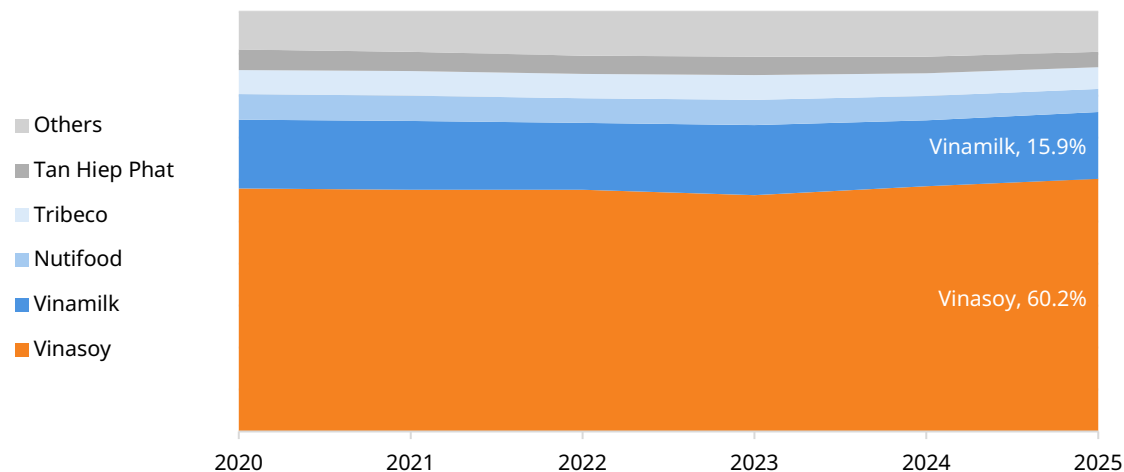


FY (31/12)	2022	2023	2024	2025F	2026F	2027F
Revenue (VNDbn)	8,255	10,021	10,243	9,932	10,420	11,425
OP (VNDbn)	1,359	2,154	2,381	1,917	2,330	2,581
OP margin (%)	16.5	21.5	23.2	19.3	22.4	22.6
Pre-tax income (VNDbn)	1,505	2,447	2,645	2,162	2,505	2,772
NPATMI (VNDbn)	1,287	2,183	2,377	1,936	2,243	2,482
EPS (VND)	4,226	6,117	6,465	5,266	6,102	6,751
ROE (%)	17.2	25.4	23.8	18.5	19.3	19.1
P/E (x)	10.7	7.4	7.0	8.6	7.4	6.7
P/B (x)	2.2	1.9	1.7	1.6	1.4	1.3
Total assets (VNDbn)	10,266	12,053	13,808	14,580	15,771	17,370
Equity (VNDbn)	7,465	8,581	10,002	10,467	11,607	12,986

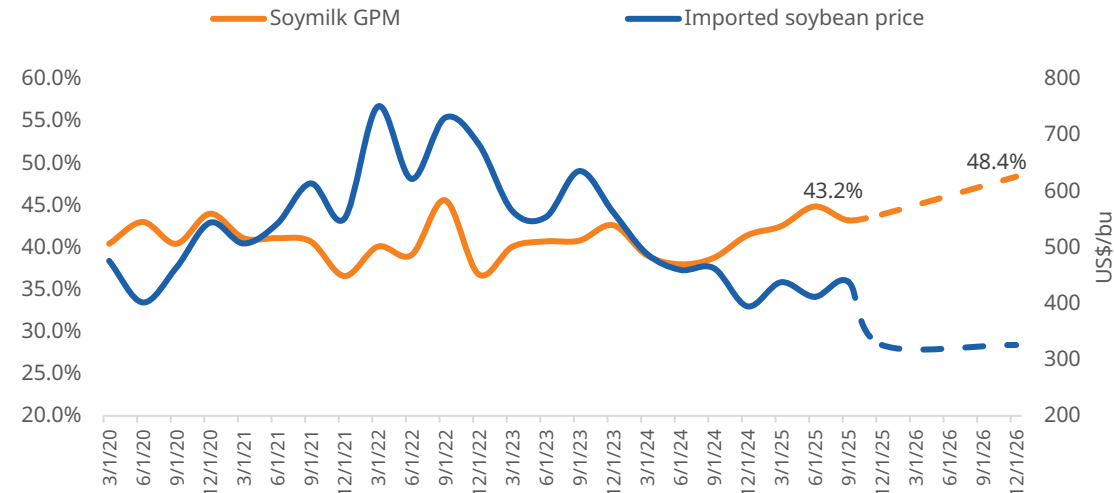
Source: Company data, Mirae Asset Vietnam Research

# Quang Ngai Sugar JSC (QNS VN)

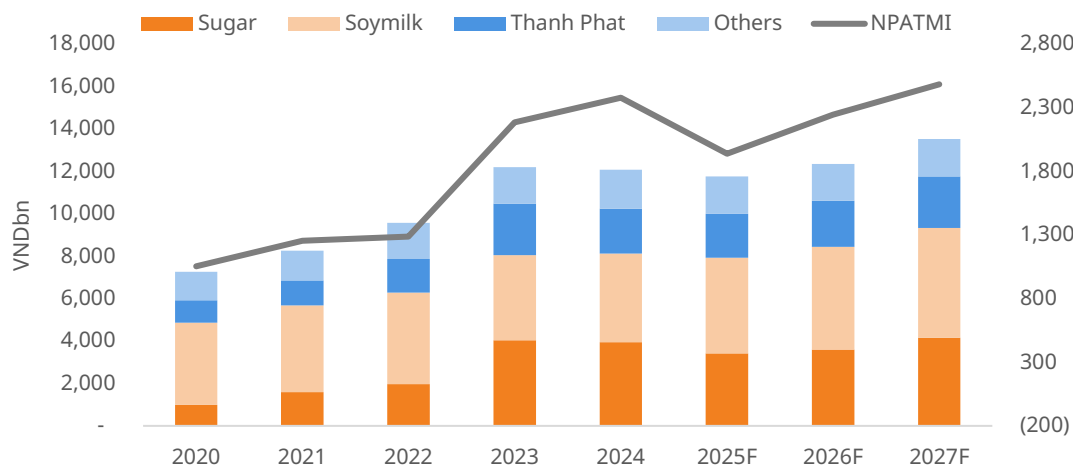
## Resilient standing in Vietnam's plant-based milk market



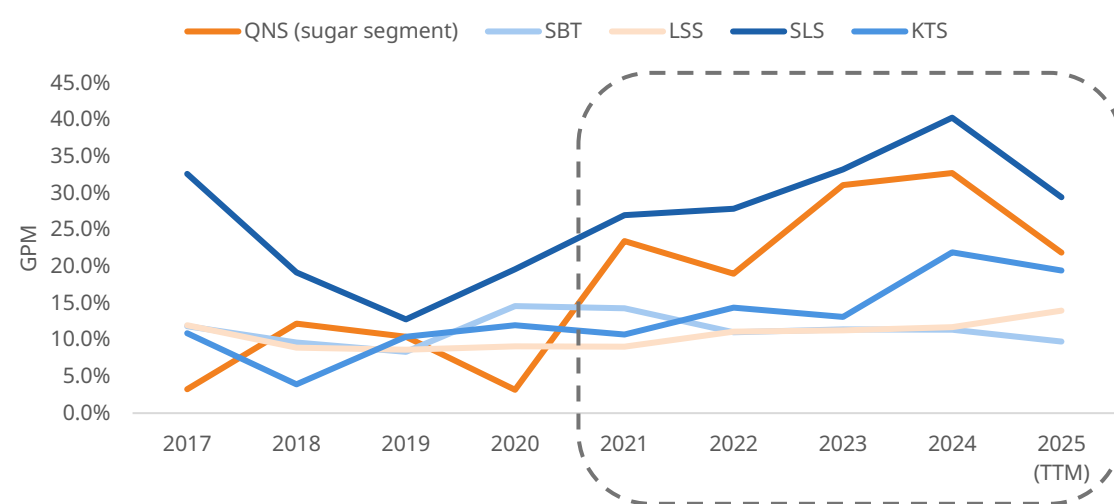
## FY26F soymilk GPM to improve by 4.5%p YoY



## FY26 NP to rebound 15.9% YoY after a 18.5% YoY decline in FY25



## Sugar margin premium shields against industry downturn



Sources: QNS, FiinPro, World Bank, Mirae Asset Vietnam



## Keep the plates spinning

Nguyen Nguyen, nguyen.nhb@miraeasset.com.vn

<b>(Maintain)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>99,500</b>
Current price (12/02/25)	80,000
Expected return	24%

NPATMI (26F, VNDbn)	7,114
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	12.8
P/E (26F, x)	16.6

Market cap (VND bn)	118,277
Shares outstanding (mn)	1,478
Free float (%)	82.7
Foreign ownership (%)	46.1
52-week low (VND)	45,750
52-week high (VND)	87,900

(%)	1M	6M	12M
Absolute	-3.1	29.7	32.5
Relative	-7.9	1.7	-4.8

### Investment highlights

**Cost down:** Efficiency strengthened markedly, with SG&A falling to 15.2% of revenue in 9M25 (vs. 19% in FY23 and 17% in FY24), driven by the closure of high-capex stores and leaner staffing at TGDĐ-ĐMX. Gross margin also held firm, supported by deeper partnerships with major suppliers (e.g., Apple). MWG is increasingly procuring directly in larger volumes and securing exclusive SKUs rather than relying on B2B distributors. As a result, operating margin improved from the FY24 range of 1.6%–4.2% to a stable 4.4% in 9M25.

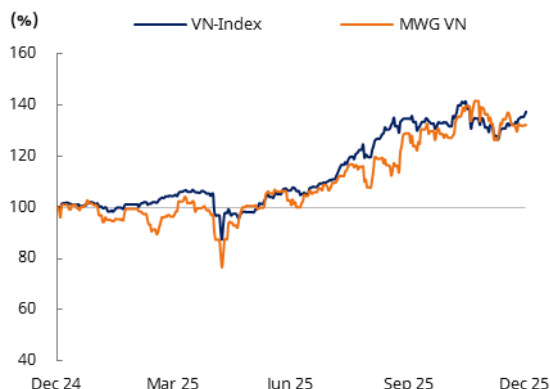
**Growth up:** 9M25 revenue reached VND113.4tn (+14% YoY), translate to a NP of VND4,956bn (+73% YoY). Oct-2025 follow this momentum with sales up 9% MoM/28% YoY.

- **ICT-CE continued to deliver consistent double-digit growth**, with 10M25 revenue reaching VND128.3tn (+15.2% YoY). Growth was driven by: (1) MWG's refreshed customer-acquisition strategy — 0% installments, competitive pricing, and stronger after-sales services; and (2) reduced competitive pressure from unorganized retailers as the government tightened enforcement on grey-market goods, strengthened tax compliance, and e-commerce platforms raised commission fees.
- **BHX:** The chain recorded VND38.5tn in 10M25 revenue (+13.7% YoY), supported by 600 new stores YTD (+34%), with ~50% located in the Central region. Lower traffic in these markets diluted monthly per-store sales from VND2.08bn (Dec-24) to VND1.74bn (Oct-25). Encouragingly, profitability remained positive for the sixth consecutive quarter, with 3Q25 net margin at ~2.5%, indicating healthy mature-store performance and manageable new-store set-up cost.

**Outlook:** Growth momentum should remain intact, though ICT-CE revenue growth is expected to normalize to +5.2% YoY in FY26F on a higher base. FY26F BHX revenue is projected to grow 42% YoY, as the chain absorbs the new stores added in 2025 and accelerates expansion with 800 new stores in the North in 2026 (+34% vs. Oct-2025 store base). We forecast consolidated operating margin to soften from 4.3% in FY25F to 3.9% in FY26F, reflecting upfront investments for BHX's northern expansion, before improving in FY27F. Net profit is expected to grow +13%/+30% YoY in FY26F/27F, versus revenue growth of +17%/+20%.

**Valuation:** We rolled our model forward to FY26F and set a target price at VND99,500.

**Risk:** (1) Higher-than-estimated BHX expansion costs derailed margin expansion; (2) The slower ramp-up in new-store sales weigh on overall efficiency.

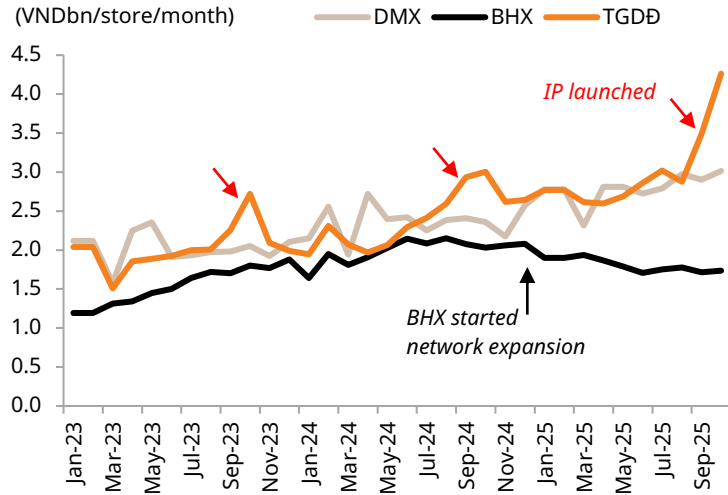


FY (31/12)	2022	2023	2024	2025F	2026F	2027F
Revenue (VNDbn)	133,405	118,280	134,341	151,448	177,224	212,466
OP (VNDbn)	6,624	328	4,032	6,539	6,958	9,385
OP margin (%)	5.0	0.3	3.0	4.3	3.9	4.4
NPATMI (VNDbn)	4,100	168	3,722	6,306	7,114	9,278
EPS (VND)	2,802	115	2,547	4,262	4,808	6,270
ROE (%)	17.1	0.7	13.2	19.0	18.4	19.9
P/E (x)	28.6	697.8	31.4	18.8	16.6	12.8
P/B (x)	1.7	1.4	1.2	1.0	0.9	0.8
Total assets (VNDbn)	55,834	60,111	70,438	82,187	95,832	113,128
Equity (VNDbn)	23,933	23,360	28,122	33,131	38,765	46,564

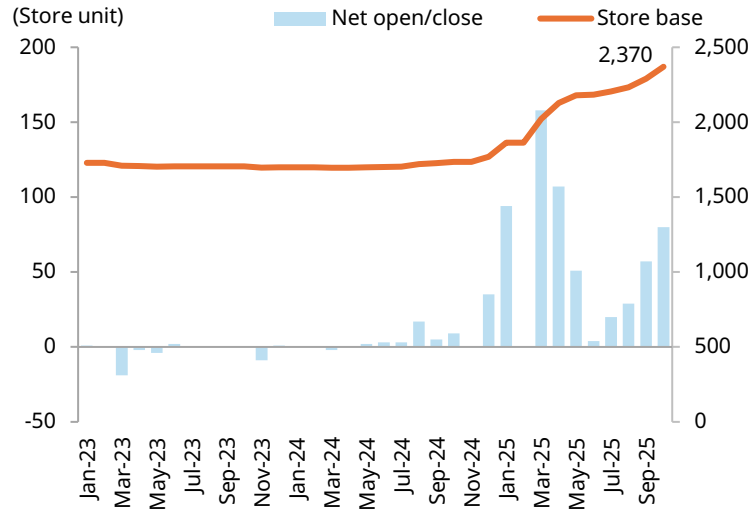
Source: Company data, Mirae Asset Vietnam Research

# Mobile World Investment Corporation (MWG VN)

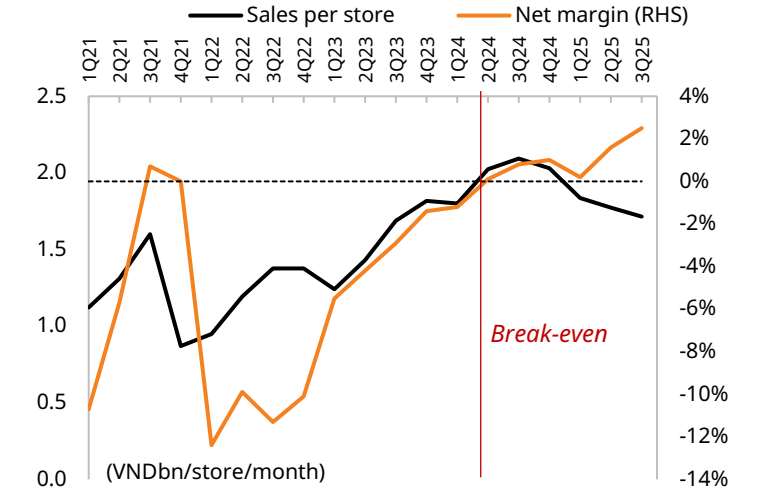
## Trend in monthly per-store sales across key formats



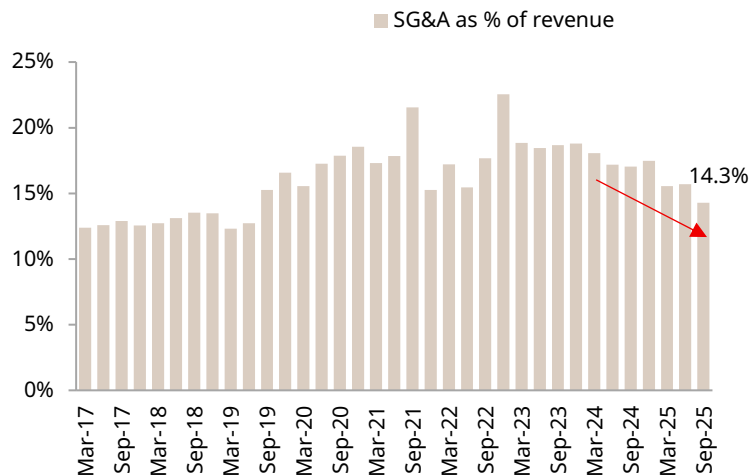
## BHX: New-store additions



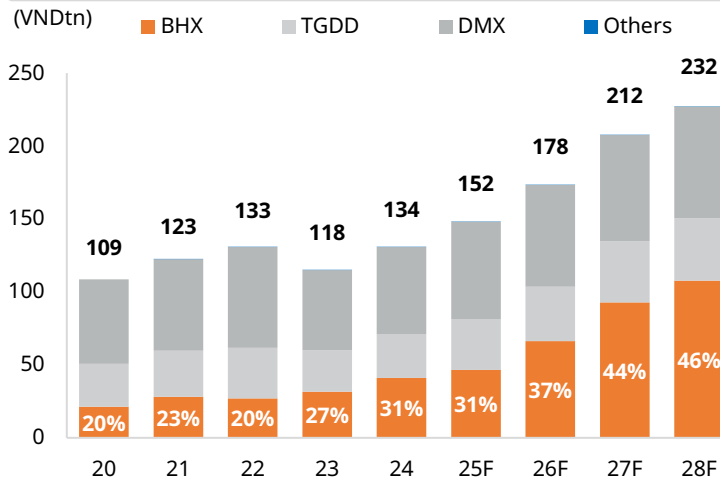
## BHX: Per-store sales and margin trend



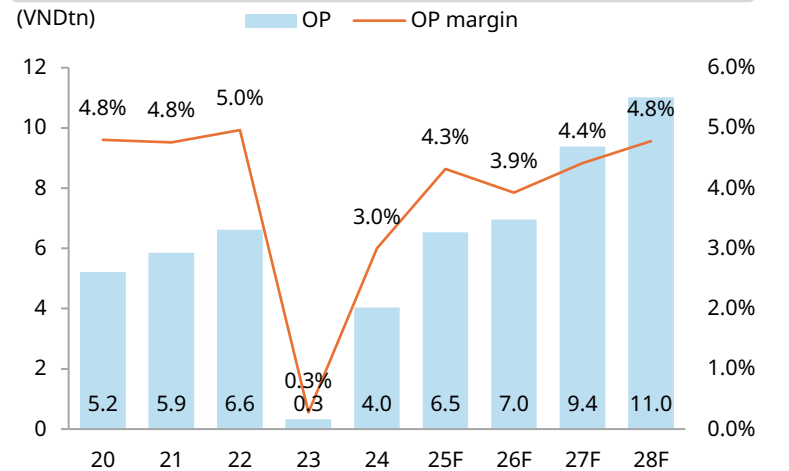
## Operating cost trend



## FY25-28F revenue build and BHX's contribution



## Projected operating profit and margin trend



Source: Company data, Mirae Asset Research

# Oil and Gas – Eye on domestic theme

## A record oil surplus to deliver lower Brent price

According to the International Energy Agency (IEA), world oil demand in 2025 is expected to continue flattening, reaching 103.8 mb/d (+0.9% YoY), as the U.S. reciprocal-tariff policy continues to pressure the global economy, particularly China, the world's second-largest oil consumer, which is also contending with domestic headwinds. On the supply side, OPEC+ has been gradually unwinding the production cuts enacted over the past two years, restoring approximately 2.8 mb/d, equivalent to around 70% of the volumes removed under the 2023 reduction plan. Additionally, the U.S. continues to aggressively expand output, with output projected to reach a record 20.7 mb/d (+2.5% YoY), extending the uninterrupted growth trend observed since 2020.

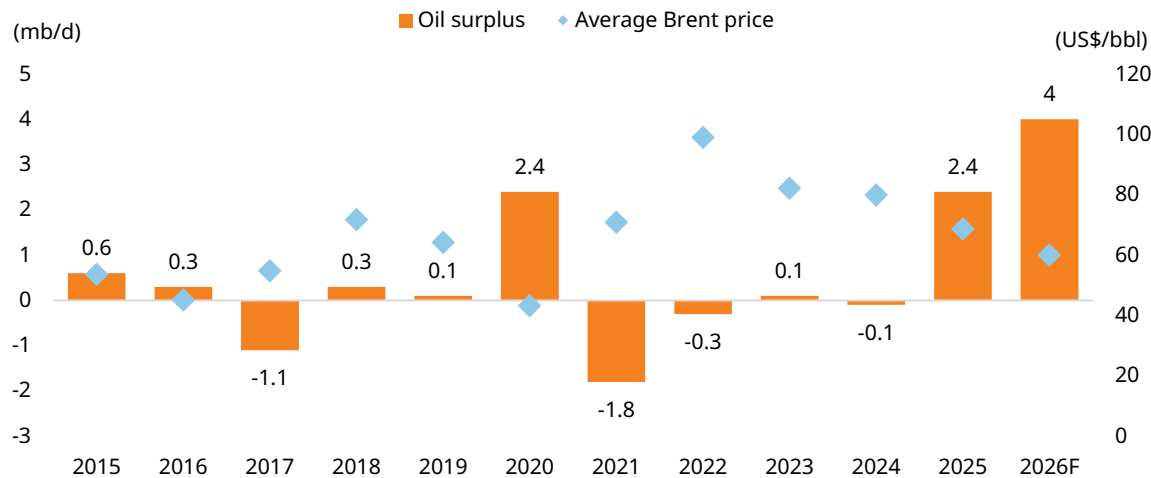
As a result, with global supply being injected into the market at a rapid pace, delivering total output to 106.2 mb/d (+3.5% YoY) in FY25 – while demand remains lackluster, an oversupply status has become the dominant market theme. This gap has placed persistent downward pressure on price movement throughout most of 2025, resulting in an average price decline of nearly 14% YoY, despite ongoing geopolitical tensions.

Looking into 2026, oversupply is anticipated to widen further, rising to the fresh high – approximately 4 mb/d (+66% YoY), as demand remains sluggish, with incremental consumption projected to rise by only 0.7 mb/d YoY. This expanding surplus is expected to put considerable downward pressure on oil prices. Most market forecasts now point to a lower price range of US\$60-65/bbl, notably below the early-2024 projections of US\$70-75/bbl and the 2025 average of US\$69/bbl.

## Dancing in the rain

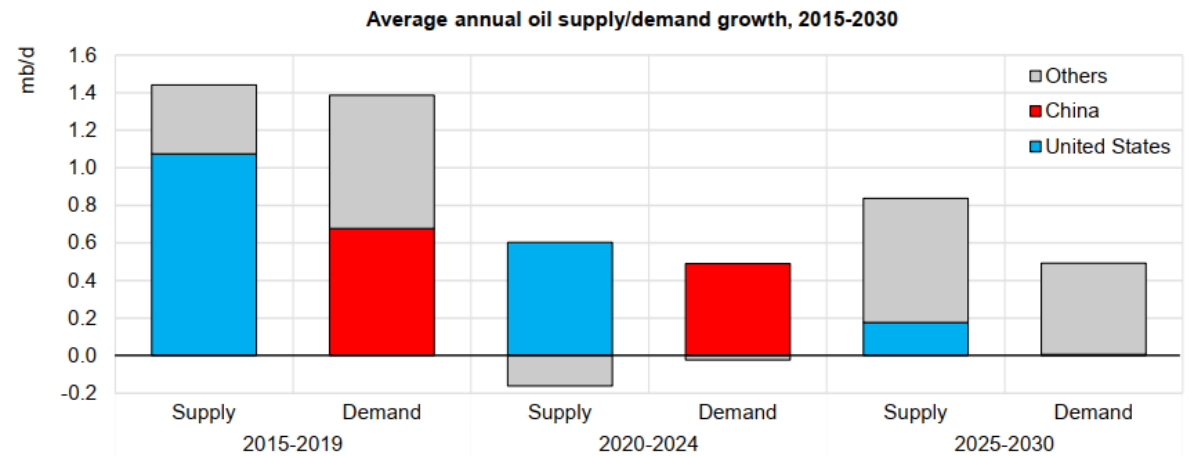
Despite this challenging backdrop, we bias optimistic view about upstream and service-related segment (such as PVS, PVD, PVT), supported by: 1) Brent prices to remain above breakeven extraction ~US\$55/bbl; and 2) the renewed acceleration in exploration and production activity, enabled by a more constructive policy. In contrast, we retain a cautious stance on downstream players (GAS, PLX, OIL) due to their market risk. In detail, these include delays in the development of LNG infrastructure, from terminals to power plants, due to regulatory obstacles, as well as the rising threat to the petroleum sector from the accelerating shift toward green-energy alternatives.

Oversupply pressure continues to persist, leading to a decline in price outlook



Source: IEA, Bloomberg, Mirae Asset Research

Demand growth is showing signs of peaking, whereas supply remains on an expansion path



Source: IEA forecast, Mirae Asset Research

# Oil and Gas – Eye on domestic theme (cont’d.)

## Resolution 66.6/2025/NQ-CP as a bright spot

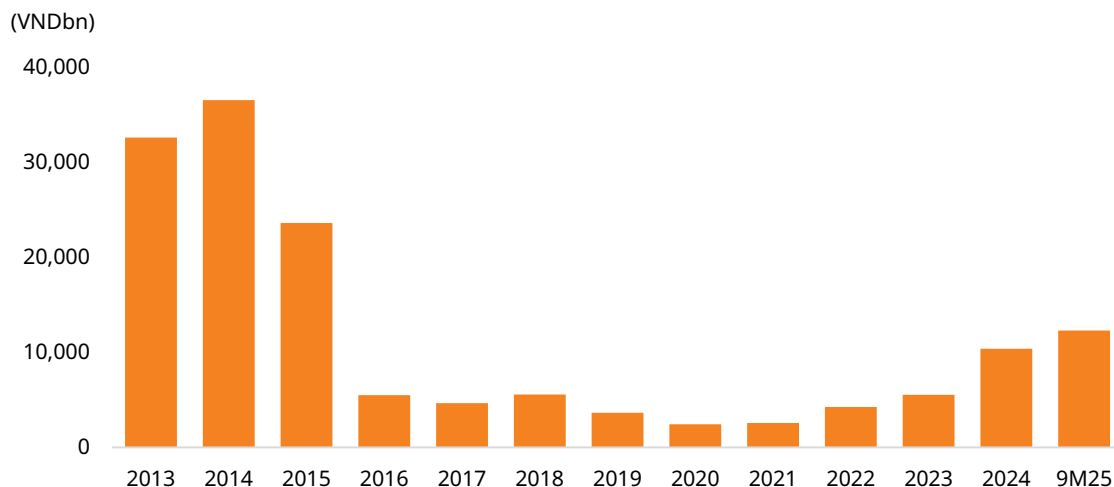
The government recently delivered Resolution 66.6/2025/NQ-CP, which marks a significant legislative breakthrough by giving Petrovietnam (PVN) more authority over several capital-approval processes that were previously overseen by the Ministry of Industry and Trade. We see this as a “de-bottlenecking” policy adjustment that will significantly reduce project execution timelines for upstream exploration and production (E&P), especially for mid- and small-scale projects. Historically, even slight changes in investment costs required resubmission to the MOIT for approval, a process that could take 6–12 months and often resulted in developers missing the “golden window” for extraction. Under this new legal framework, PVN can make immediate decisions, provided that total changes in investment capital remain within a 10% margin. This acceleration is crucial for offsetting the rapidly declining production supply as domestic hydrocarbon projects enter the latter half of their lifecycle.

## Upstream investment wave to drive services growth

Supported by persistently high Brent prices above US\$55/bbl, many upstream projects have surpassed their breakeven thresholds, thereby triggering a new wave of investment after a prolonged period of dormancy. We note that upstream investment in Vietnam – represented by PVEP, has rebounded strongly since the 2020 trough, effectively marking the end of the winter. The CAPEX in 2024 increased fourfold compared with 2020, with more than VND10,382bn disbursed. As of 9M25, disbursement had already reached VND12,316bn with several wellhead such as Kinh Ngu Trang – Kinh Ngu Trang Nam, Hai Su Vang, Dai Hung phase 3 being operational.

We believe upstream investment will continue to accelerate, as the total capex of key announced national projects is estimated to reach approximately US\$10.8bn by FY28. Major developments – including Su Tu Trang 2B, Lac Da Vang, and Block B – are targeting first gas/oil in 2H26 and 2027. For the 2025–2027 period, we estimate that at least US\$3.1bn will be directly deployed into upstream infrastructure. This resurgence in E&P activity is a first positive signal for upstream service providers, including EPCI contractors, rig operators, and technical service companies. The substantial workload anticipated over the coming years will serve as a key growth driver for industry players. Among them, we consider PVS the most prominent beneficiary, given its exceptional positioning. According to disclosed information, PVS has secured the majority of key infrastructure packages across major projects, with an estimated net contract value of approximately US\$1.5bn.

### The upstream investment poised for a return to its golden age



Source: PVEP, Mirae Asset Research

### Upstream project pipeline by 2030

No.	Project	Reverse	CAPEX	First stream
1	Lac Da Vang	~100mn bbl	~US\$693mn	4Q26
2	Su Tu Trang 2B	17bcm gas 74mn bbl	~US\$1.3bn	3Q26
3	Block B	95-110bcm gas 12.65mn bbl condensate	~US\$12.8bn	3Q27
4	Thien Nga – Hai Au	~10bcm gas	US\$349mn	4Q26
5	Nam Du – U Minh	~5.6bcm gas	US\$750mn	2028
6	Khanh My – Dam Doi	~4.03bcm gas	N/A	4Q27
7	Ca Voi Xanh	~150-248bcm gas	~US\$10bn	2030
8	Ken Bau	200-250bcm gas 400-500mn bbl condensate	N/A	2030
9	Bao Vang – Bao Den	~58.3bcm gas	~US\$1.3bn	2030

Source: PVN, Mirae Asset Research



## Riding the upward wave

Duy Nguyen, duy.nk@miraeasset.com.vn

<b>(Maintain)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>41,100</b>
Current price (12/02/25)	32,800
Expected return	25%

NPATMI (26F, VNDbn)	1,755
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	12
P/E (26F, x)	8.9
Market cap (VND bn)	16,775
Shares outstanding (mn)	511
Free float (%)	40.9
Foreign ownership (%)	13.0
52-week low (VND)	20,000
52-week high (VND)	36,449
<b>(%)</b>	<b>1M</b> <b>6M</b> <b>12M</b>
Absolute	7.0    8.0    2.3
Relative	2.3    -20.0    -34.9

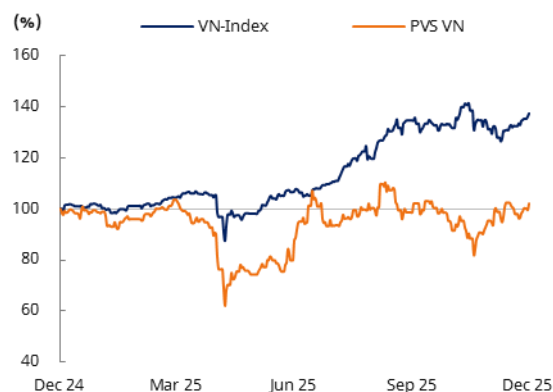
### Investment highlights

**Overview:** Founded in 1976 and listed on the HNX since September 2007, PVS is a key member of the Vietnam National Oil and Gas Group. The company specializes in providing comprehensive services in the hydrocarbon sector, with its core focus on Mechanical and Construction (M&C). In recent years, PVS has strategically expanded its operations internationally, particularly in offshore wind projects, securing several high-value contracts as a contractor.

**Results came in solid:** PVS delivered 3Q25 results with the net revenue of VND9,629bn (2x YoY; +30% QoQ) and NPATMI of VND324bn (+140% YoY; -9.6% QoQ). For 9M25, the top line and net profit lifted to VND23,002bn (+63% YoY) and VND1,014bn (+61% YoY), respectively. The M&C segment reaffirmed its role as the core growth engine, contributing VND15,305bn in revenue (+125% YoY), primarily driven by the full handover of the Greater Changhua 2B&04 offshore windfarm foundations and partial recognition of the Block B (including three packages) and Lac Da Vang projects. Additionally, net profit growth was significantly boosted by an exceptional VND795bn gain in financial income (2x YoY), mainly from FX gains. In 4Q, FX gains are expected to continue serving as a major earnings catalyst, given the persistent upward pressure on USD/VND. According to PVS, only about 60% of FX gains had been recognized as of 9M25, with the remaining 40% to be booked in 4Q.

**The handover progress is being accelerated in 4Q26:** As of August 2025, progress on EPCI#1, EPCI#2, and the EPC onshore pipeline exceeded our expectations, reaching 30%, 55%, and 30%, respectively – translating into an aggregate completion of 37%. This corresponds to approximately VND10,000bn out of the total VND27,500bn that could potentially be recognized in PVS's revenue. As of 9M25, the fact that PVS had already recognized VND8,936bn in its revenue (2023: VND4,133bn; 9M25: VND4,803bn). In 4Q25, PVS has fully handed over the Baltical 2 project, the topside of the rigs in Block B. We expect PVS's earnings to continue improving significantly in 4Q25, driven by the recognition of substantial revenue from projects such as Block B, particularly since the year-end period is typically when PVS accelerates revenue recognition for ongoing projects.

**FY26 will mark an earnings peak:** Based on the existing project pipeline, we expect FY26 to represent an earnings inflection point, with the key driver segment – M&C revenue – projected to peak at VND31,238bn (+7% YoY). The majority of projects, which primarily comprise domestic offshore hydrocarbon developments (such as Block B and Lac Da Vang) and account for 76% of M&C's revenue, are scheduled for handover in the following year. Consequently, aggregate revenue and NPAT are forecast to reach VND42,913bn (+7.8% YoY) and VND1,963bn (+12.2% YoY), respectively.



FY (31/12)	2022	2023	2024	2025F	2026F	2027F
Revenue (VNDbn)	16,366	19,374	23,770	39,805	42,913	37,568
OP (VNDbn)	107	-13	-265	587	856	483
OP margin (%)	0.7	-0.1	-1.1	1.5	2.0	1.3
NPATMI (VNDbn)	989	1,026	1,070	1,563	1,755	1,539
EPS (VND)	2,070	2,148	2,238	3,271	3,671	3,219
ROE(%)	8.2	8.0	8.9	11.1	11.2	8.7
P/E (x)	10.0	17.4	15.1	9.9	8.9	10.1
P/B (x)	0.8	1.3	1.1	1.0	0.9	0.8
Total assets (VNDbn)	25,924	26,416	34,077	37,446	39,681	39,297
Equity (VNDbn)	13,055	13,544	14,740	16,476	18,439	20,119

Source: Company data, Mirae Asset Vietnam Research



## Earnings indicated upturn

Duy Nguyen, duy.nk@miraeasset.com.vn

<b>(Maintain)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>47,300</b>
Current price (12/02/25)	34,850
Expected return	36%

NPATMI (26F, VNDbn)	3,726
Market consensus (26F, VNDbn)	N/A
EPS Growth (26F, %)	18
P/E (26F, x)	12.6
Market cap (VND bn)	44,280
Shares outstanding (mn)	1,271
Free float (%)	9.4
Foreign ownership (%)	15.0
52-week low (VND)	30,950
52-week high (VND)	44,550
<b>(%)</b>	<b>1M</b> <b>6M</b> <b>12M</b>
Absolute	0.9   -3.5   -12.3
Relative	-3.9   -31.4   -49.6

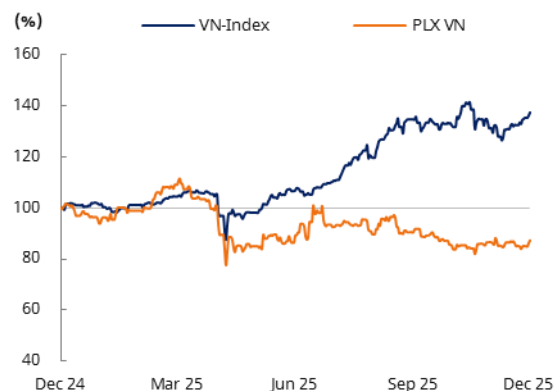
### Investment highlights

**Overview:** Vietnam National Petroleum Group (Petrolimex – PLX VN), a wholesaler, dominates Vietnam's domestic petroleum products market, accounting for more than 48% of local gasoline distribution. By end-2024, PLX owned a network of 4,730 stations out of a total of 17,000 fuel outlets nationwide, which is twice as many as the second-largest player.

**Higher output led bottom growth:** In 3Q25, PLX delivered strong topline growth, posting revenue of VND83,655bn (+30% YoY; +9.3% QoQ), supported by improvements across all business segments. Notably, domestic sales volume continued to grow robustly, rising 12% YoY, outperforming our forecast of 8.4% YoY despite increasingly intensified market competition and the ongoing transition toward green energy. This organic growth was particularly impressive considering that nationwide petroleum consumption showed a disappointing result, only reaching 12.6mn tons (-4.5% YoY; data as of 1H25). In addition, PLX also continued to optimize SG&A expenses through further expansion of its COCO retail channel, which reduced the SG&A-to-sales ratio to 4.8% (-77bps YoY). This improvement translated directly into stronger profitability, helping lift the OP margin to 0.6%, a meaningful turnaround from the loss recorded in 3Q24 (-0.2%). As a result, supported by stable volume growth and a favorable domestic pricing environment, NP surged by 9x YoY to VND611bn. The solid improvement in 2Q-3Q25 helped lift 9M25 revenue with VND228,031bn (+7% YoY), despite YoY lower domestic gasoline prices. Meanwhile, 9M25 NP declined by 10% YoY, mainly due to a sizable inventory provision of VND162bn (6x YoY). Overall, 9M25 revenue and NP achieved 82% and 67% of our full-year forecast, respectively.

**The new regulation is on the way:** The new decree draft for petroleum trading has been amended to its seventh edition since the beginning of 2023. In addition to providing more specific definitions, the new draft reinstates the provision allowing for operating cost increases based on CPI, which had been removed in the previous three versions. This return suggests that the government has retained partial control over selling prices through this variable component, rather than granting full corporate autonomy, in an effort to better manage CPI, which is expected to rise as Vietnam approaches double-digit growth. Although it is difficult to fully quantify the overall impact, we anticipate that these regulatory reform initiatives will have a meaningful effect on corporate profitability, as highlighted in our previous reports.

**Outlook:** This year, we still maintain our initial forecast with revenue of VND278,024bn (-2.1% YoY) and net profit of VND3,153bn (+9.1% YoY), supported by stable Brent price movements and effective cost management. Looking ahead, PLX is expected to capitalize on its strong market position to drive sustained earnings growth, with 2026 revenue and net profit forecast at VND293,573bn (+5.6% YoY) and VND3,726bn (+18% YoY), respectively, implying a FY25–30 CAGR of 5.2% for revenue and 13.5% for net profit. It is worth emphasizing that actual results may exceed our expectations if the new regulation is officially enforced.



FY (31/12)	2022	2023	2024	2025F	2026F	2027F
Revenue (VNDbn)	304,064	273,979	284,017	278,024	293,573	309,171
OP (VNDbn)	997	2,175	2,793	3,005	3,705	4,359
OP margin (%)	0.3	0.8	1.0	1.1	1.3	1.4
NP (VNDbn)	1,450	2,834	2,890	3,153	3,726	4,236
EPS (VND)	1,122	2,190	2,233	2,437	2,879	3,274
ROE (%)	6.8	10.8	10.8	11.5	12.8	13.6
P/E (x)	26.7	15.2	14.8	14.8	12.6	11.0
P/B (x)	1.5	1.6	1.6	1.6	1.5	1.4
Total assets (VNDbn)	74,476	79,676	81,275	84,337	88,615	93,116
Equity (VNDbn)	27,783	29,202	29,308	30,822	32,974	35,696

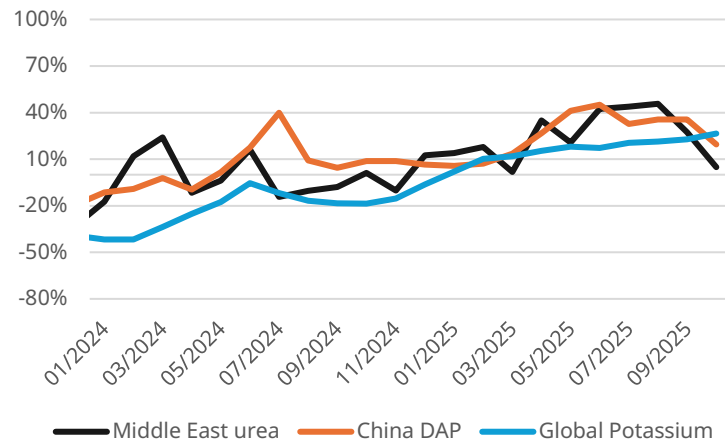
Source: Company data, Mirae Asset Vietnam Research

# Fertilizer - Global markets reshaped by geopolitical dynamics

## Strong global prices boost outlook for Vietnam's fertilizer producers

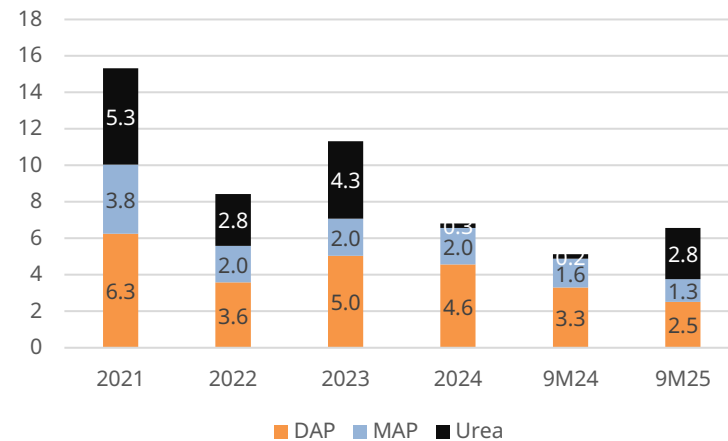
- Global fertilizer prices have experienced a sharp increase in 2025, reflecting robust demand, ongoing trade restrictions, and supply-side disruptions—particularly in the urea segment, which has been affected by escalating geopolitical tensions in the Middle East and China's export limitations during 1H25. As of 3Q25, the World Bank's Fertilizer Price Index rose by 28% YoY and 14% QoQ.
- According to customs data, China's fertilizer exports have surged since 3Q25 following the government's partial relaxation of export curbs that were previously imposed to stabilize domestic prices and ensure food security. In 3Q25, China exported approximately 2.74mn tons of urea (vs. 120,000 tons in 3Q24), alongside 1.92mn tons of DAP (+7% YoY) and 0.99mn tons of MAP (+55% YoY). However, China's reimposition of export curbs in mid-October may drive fertilizer prices higher in 4Q25.
- Geopolitical dynamics continue to play a key role in shaping the global fertilizer market landscape:
  - Geopolitical developments in the Middle East that may disrupt global supply chains;
  - The progression of the Russia-Ukraine peace process, which could affect fertilizer trade routes and feedstock costs; and
  - China's export policy stance, as further easing or tightening will play a decisive role in balancing global fertilizer supply and prices
  - Based on World Bank data, key input costs may limit further upside. For 2026, Brent crude oil is projected to decline, settling at a five-year low of US\$60 per barrel (vs. US\$68 in 2025). However, natural gas prices show a divergent regional outlook, with an anticipated increase in the US market versus a projected decrease in key European and Asian trading hubs.
- We expect global fertilizer prices to remain elevated through 4Q25 and 1H26, creating a favorable export environment for Vietnamese fertilizer producers to sustain robust earnings momentum and strong profitability during the period.

% YoY global fertilizer price by types



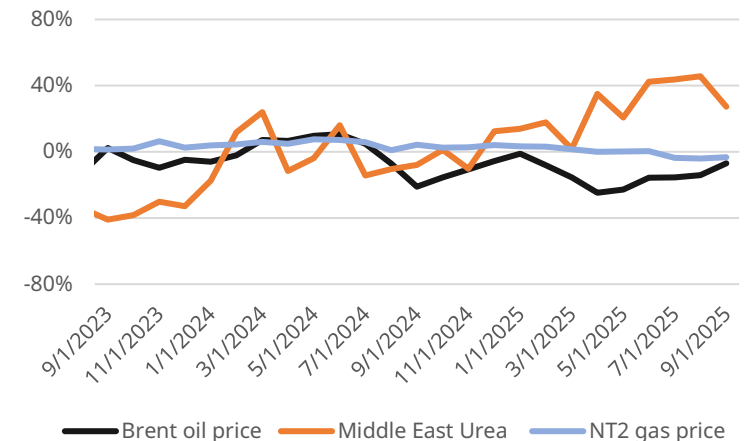
Sources: Bloomberg, Mirae Asset Vietnam Research

China's urea export volume (mn tons)



Sources: China customs, Mirae Asset Vietnam Research

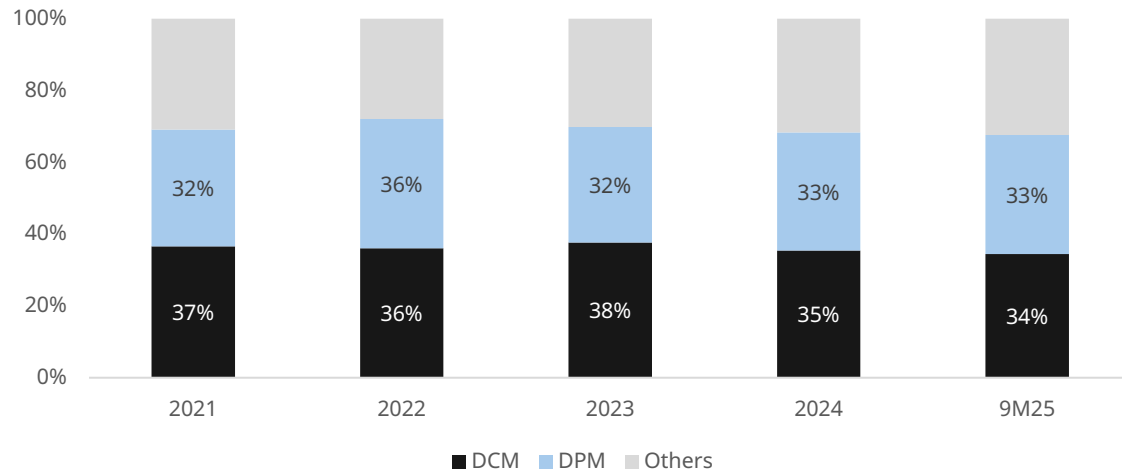
YoY price movement: Middle East urea, Brent oil price and gas price



Sources: Bloomberg, NT2, Mirae Asset Vietnam Research

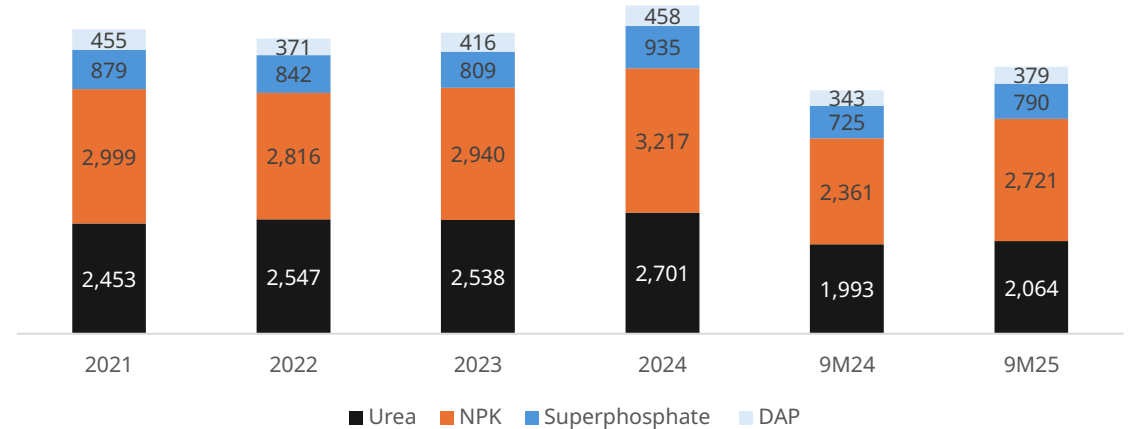
# Fertilizer - Vietnam overview in 2025

% Vietnam urea market share by major producers



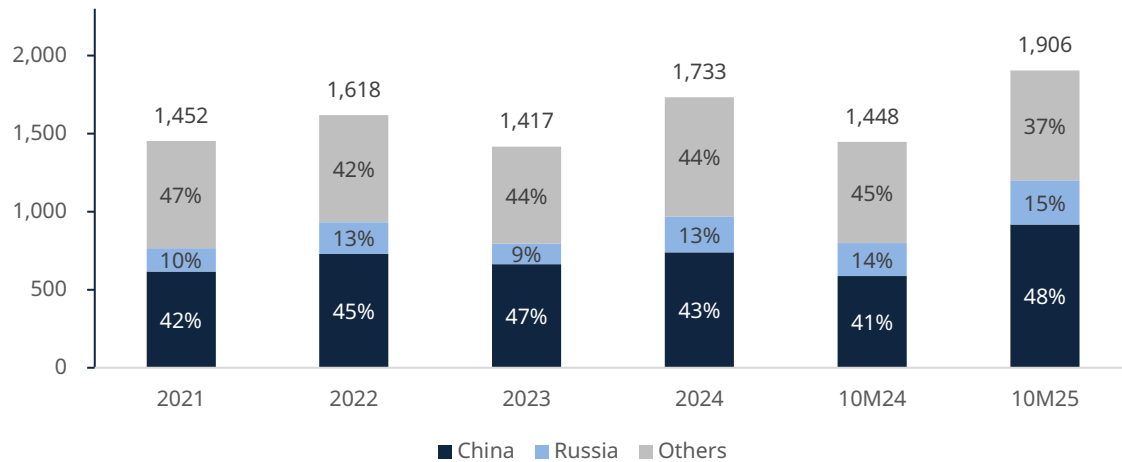
Sources: Company data, MoIT, Mirae Asset Vietnam Research

Vietnam fertilizer production by types (kt)



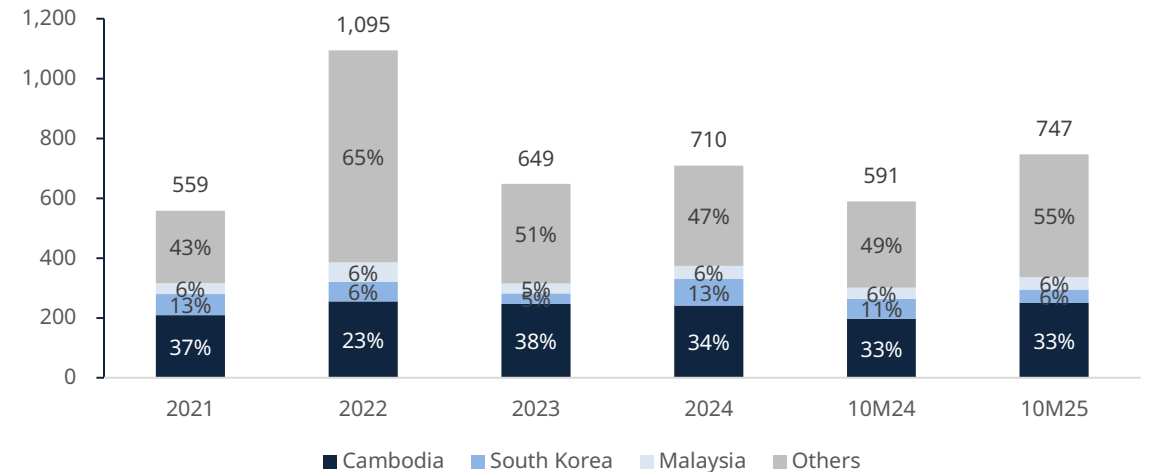
Sources: MoIT, Mirae Asset Vietnam Research

Fertilizer import value by markets (US\$m)



Sources: Vietnam customs, Mirae Asset Vietnam Research

Fertilizer export value by markets (US\$m)



Sources: Vietnam customs, Mirae Asset Vietnam Research



## Growth momentum led by exports

Sang Ho, sang.hh@miraeasset.com.vn

(Maintain)	BUY
Target price (VND, 12M)	40,600
Current price (12/02/25)	33,850
Expected return	20%

NPAT (26F, VNDbn)	1,654
Market consensus (26F, VNDbn)	N/A
EPS Growth (26F, %)	-11
P/E (26F, x)	11.2

Market cap (VND bn)	17,920
Shares outstanding (mn)	529
Free float (%)	24.4
Foreign ownership (%)	3.7
52-week low (VND)	24,750
52-week high (VND)	43,850

(%)	1M	6M	12M
Absolute	-3.3	-2.3	-8.6
Relative	-8.0	-30.2	-45.9

### Investment points

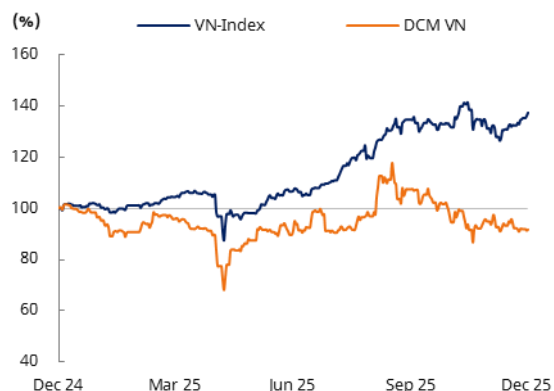
**9M25 business results** : In 9M25, PetroVietnam Ca Mau Fertilizer JSC (DCM) produced 712,000 tons of urea (+2% YoY) and 181,000 tons of NPK (+38% YoY). Consolidated revenue reached VN12,432bn (+35% YoY) and profit after tax (NPAT) came in at VND1,528bn (+45% YoY). These results helped DCM achieve 89% of its 2025 revenue plan (VND13,983bn) and 197% of its 2025 NPAT plan (VND774bn). Revenue breakdown by product is as follows:

- Urea: Domestic sales volume reached 293,000 tons (-19% YoY), generating revenue of VND3,313bn (-9% YoY). Meanwhile, export volume surged to 304,000 tons (+39% YoY), translating to export revenue of VND2,933bn (+52% YoY). Gross profit margin grew to 37% in 9M25 (vs. 26% in 9M24), primarily supported by the sustained uptrend in global urea prices in 2Q and 3Q.
- NPK: Total sales volume was estimated at 166,000 tons (+5% YoY), according to the parent company data. The domestic market accounted for 95% of total NPK revenue, with consolidated net sales in domestic market reaching VND2,610bn (+46% YoY). Gross profit margin improved slightly to 18% in 9M25 (vs. 17% in 9M24).

**In October 2025**, DCM recorded 84,000 tons of urea output (-2% YoY) and 24,000 tons of NPK (-18% YoY). For urea demand, export sales remained the key growth driver, reaching 62,000 tons (+106% YoY), offsetting subdued domestic consumption, which declined to 27,000 tons (-60% YoY) amid widespread heavy rainfall that weakened fertilizer demand across key agricultural regions. NPK consumption improved to 5,000 tons, a notable increase from 1,000 tons in October 2024.

**2026 earnings forecast**: We expect DCM's urea export activities to remain positive, despite a gradual decline in global urea prices in 2026. Urea sales volume is projected to edge up 1% YoY to 829,000 tons. DCM is expected to further expand its domestic NPK market share, with NPK sales volume rising 3% YoY to 314,000 tons, including output from the NPK-KVF plant. Revenue for FY26 is projected to reach VND15,652bn (-2% YoY), while NPAT is estimated at VND1,654bn (-11% YoY). Gross profit margin decreased to 20% (vs FY25: 22%). We assume a cash dividend payment of VND2,000 per share.

**Valuation and recommendation**: We apply DCM's 5-year average P/E multiple of 11.7x (previously 11.2x) based on Bloomberg data but the normalized EPS for 2026 is revised downward to VND3,394 (from VND4,038) after excluding the 2022 outlier impact. The Beta, calculated over the period from October 2020 to October 2025, declined to 0.74 from 1.07, reflecting lower market volatility. Based on these updates, we maintain our Buy recommendation, but lower our target price to VND40,600 (from VND43,700) as we roll our valuation forward to 2026.



FY (31/12)	FY23	FY24	FY25F	FY26F	FY27F
Revenue (VNDbn)	12,571	13,456	15,891	15,652	15,267
OP (VNDbn)	683	1,018	1,748	1,536	1,328
OP margin (%)	5.4%	7.6%	11.0%	9.8%	8.7%
NPAT (VNDbn)	1,110	1,428	1,856	1,654	1,469
EPS (VND)	2,095	2,682	3,505	3,124	2,774
ROE (%)	10.8%	14.2%	17.7%	15.0%	12.9%
P/E (x)	16.x	12.5x	10.x	11.2x	12.6x
P/B (x)	1.8x	1.7x	1.7x	1.6x	1.6x
Total assets (VNDbn)	15,238	15,729	17,086	18,548	17,706
Equity (VNDbn)	9,936	10,144	10,793	11,256	11,548

Source: Company data, Mirae Asset Securities Research estimates

# Electric Utilities – Policy reforms drive new growth cycle

## Electricity policy accelerates transition

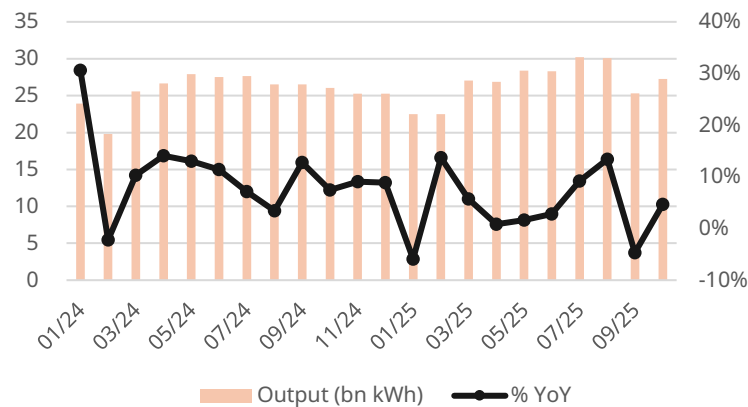
Forecasted La Niña conditions are expected to continue increasing hydropower utilization, supporting profit improvement in 4Q25–1H26. The total system's electricity production and import output in October reached 27.26bn kWh (+5% YoY) and 269bn kWh (+4% YoY) in 10M25. Of which:

- Hydropower: 87bn kWh (+15% YoY), accounting for 33%.
- Coal-fired thermal power: 124bn kWh (-1% YoY), accounting for 46%.
- Gas turbines: 17bn kWh (-10% YoY), accounting for 6%.
- Renewable energy: 33bn kWh (-1% YoY), accounting for 12%, of which solar power reached 21bn kWh (-8% YoY), wind power reached 11bn kWh (+15% YoY).
- Imported electricity: 7bn kWh (+63% YoY), accounting for 3%.

Some key regulations and information on electricity sector in 2025 including:

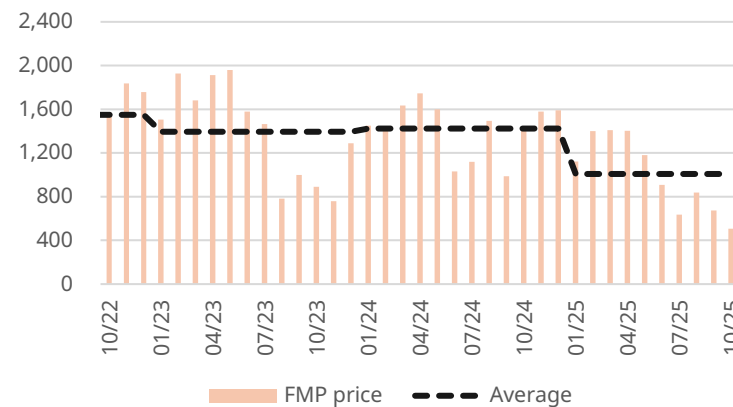
- According to Decision No. 599/QD-EVN, dated May 7, 2025, the average retail electricity price after adjustment is VND2,204/kWh, an increase of 4.8%.
- Resolution 70-NQ/TW in 2025 on ensuring national energy security until 2030, with a vision to 2045: 1) Enhancing customer choice in accessing and selecting electricity providers that best meet their needs; 2) promoting restructuring of the electricity industry, enhance competitiveness, transparency and sustainability; and 3) prioritizing the development of large-capacity, highly efficient, and environmentally friendly power source projects.
- Ongoing development of power generation price framework: Decision 1508/QD-BCT raises the ceiling price for onshore/nearshore wind power by 9–23%, creating momentum for companies such as GEG, REE, HDG, and PC1. Decision 988/QD-BCT sets the electricity price framework for solar power, reducing prices by 7–19% for projects without BESS in the Central and Southern regions, but increasing by 24–33% for projects with BESS in the Northern region.

Monthly system's electricity output



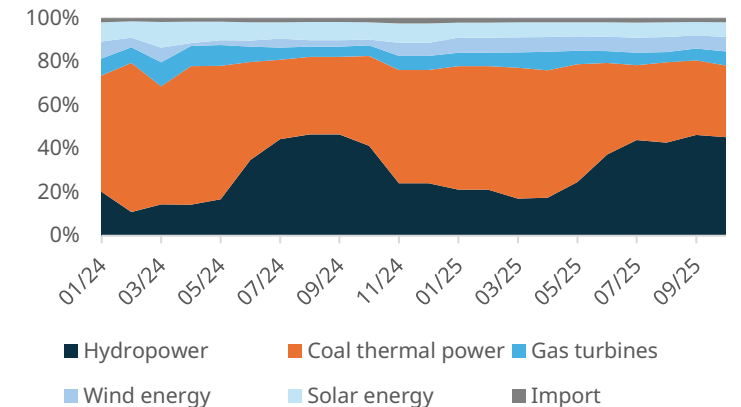
Sources: EVN, Mirae Asset Vietnam Research

Full market price (FMP) (VND/kWh)



Sources: PV Power, EVNGENCO3, Mirae Asset Vietnam Research

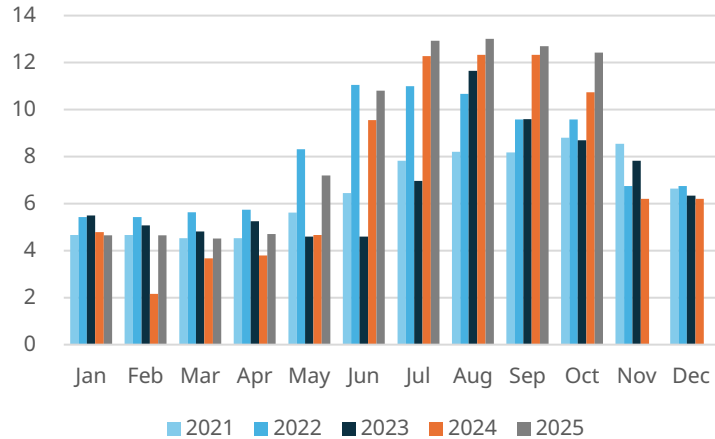
% of monthly electricity output by source



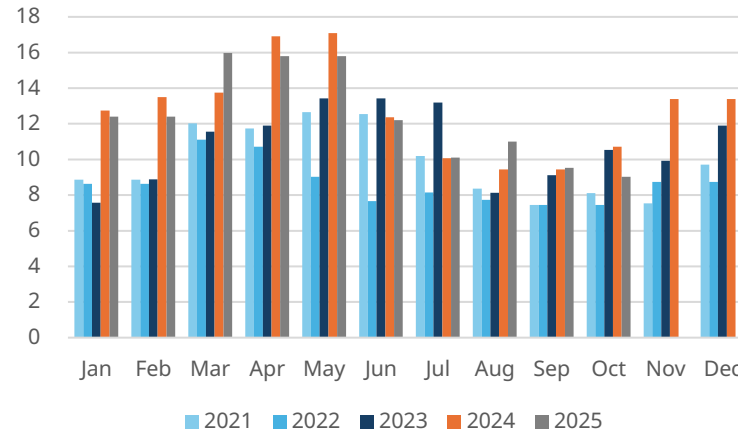
Sources: EVN, Mirae Asset Vietnam Research

# Electric Utilities - Monthly electricity output by source

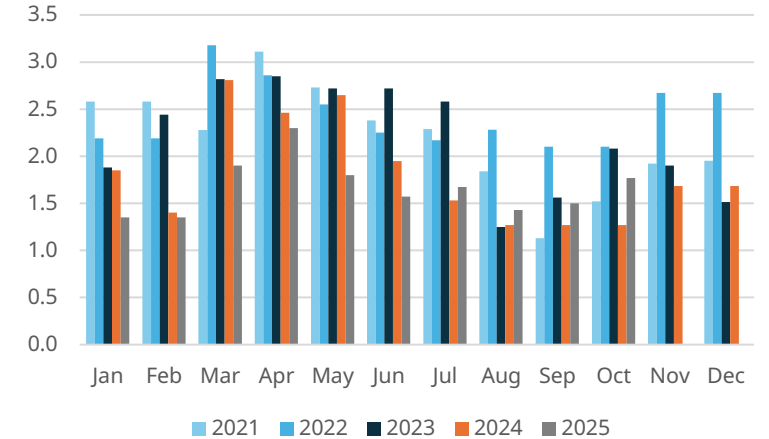
Monthly hydropower electricity generation (bn kWh)



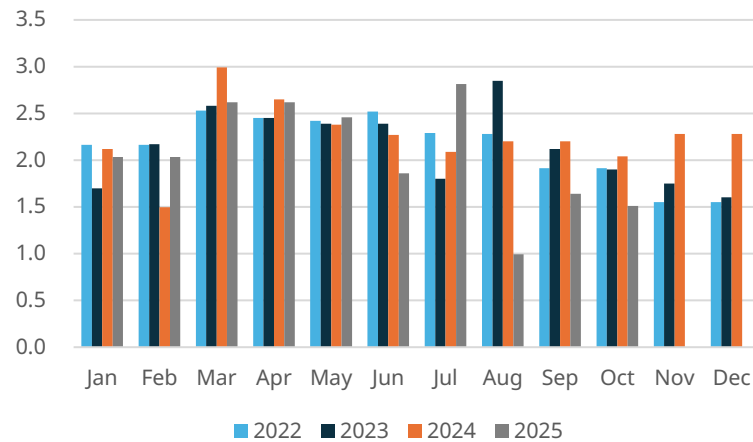
Monthly coal power electricity generation (bn kWh)



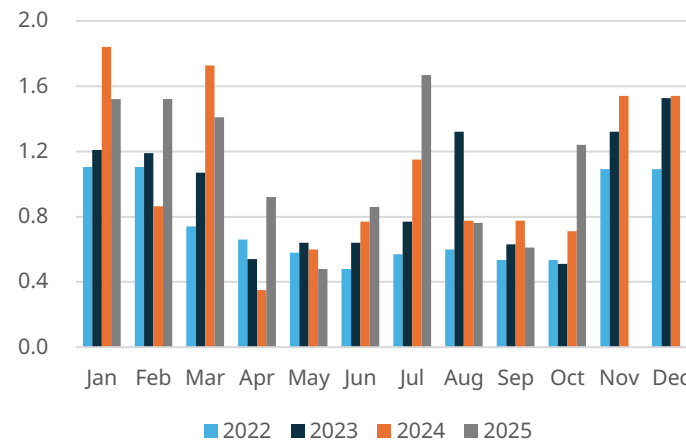
Monthly gas turbine electricity generation (bn kWh)



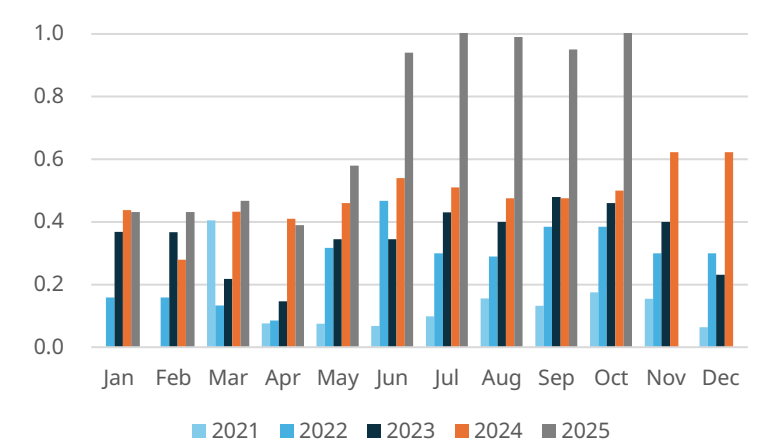
Monthly solar electricity generation (bn kWh)



Monthly wind electricity generation (bn kWh)



Monthly imported electricity (bn kWh)



Source: EVN, Mirae Asset Vietnam Research

# Vinh Son - Song Chinh Hydropower JSC (VSH VN)

Electric Utilities

## Strong earnings momentum

Sang Ho, sang.hh@miraeasset.com.vn



(Update)	TRADING BUY
<b>Target price (VND, 12M)</b>	<b>51,300</b>
Current price (12/02/25)	43,900
Expected return	17%

NPAT (26F, VNDbn)	781
Market consensus (26F, VNDbn)	N/A
EPS Growth (26F, %)	-2.0
P/E (26F, x)	13.7

Market cap (VND bn)	10,371
Shares outstanding (mn)	236
Free float (%)	16.7
Foreign ownership (%)	1.2
52-week low (VND)	42,600
52-week high (VND)	54,900

(%)	1M	6M	12M
Absolute	-2.4	-12.5	-13.1
Relative	-7.2	-40.5	-50.3

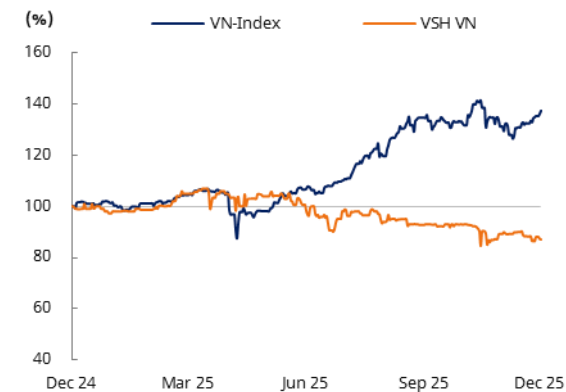
### Investment highlights

#### 9M25 business results:

- The favorable hydrological conditions in the Central and Central Highlands regions keep VSH's operation strong in 3Q, with electricity output of 559mn kWh (+43% YoY). Net revenue achieved VND556bn (+40% YoY) with gross margin reaching 53% (vs 3Q24: 40%), despite estimated lower 2% YoY in average selling price (ASP). In financial activities, VSH's interest expenses were down 25% YoY, posting VND49bn thanks to the ongoing deleveraging. As a result, net profit after tax (NPAT) jumped 172% YoY to VND211bn.
- For 9M25, total electricity output reached 1,711mn kWh (+39% YoY), achieving 88% of full-year target. Revenue jumped 45% YoY to VND1,682bn, while NPAT skyrocketed to VND646bn (+340% YoY). With this performance, VSH has achieved 90% of its 2025 revenue target and 119% of its full-year profit target.
- As of 3Q25, total interest-bearing debt stood at VND2,802bn (-10% QoQ and -18% YoY), while cash and short-term investments reached VND583bn (+57% QoQ and +46% YoY), strengthening its balance sheet.

**FY26 projection:** We expect favorable weather conditions to continue supporting hydropower generation during 1H26 before gradually normalizing in the next weather cycle. For FY26, we forecast total electricity output of 2,209mn kWh (+2% YoY) and revenue of VND2,248bn (+5% YoY). Gross margin is projected to remain stable at around 49%, resulting in net profit after tax of VND781bn (-2% YoY). The forecast excludes any impact on fixed costs resulting from the VND272bn increase in the final settlement of the Thuong Kontum hydropower project. The company is expected to pay a cash dividend of VND2,000 per share.

**Recommendation:** We apply a 5-year average P/B multiple of 1.9x based on Bloomberg data (down from 2.4x previously), with the Beta adjusted upward from 0.39 to 0.46, and Vietnam's risk-free rate (10-year government bond yield) revised slightly higher from 3.46% to 3.54%. Based on these updates and rolling our valuation to FY26, we upgrade our recommendation from Hold to Trading Buy, with our target price VND51,300 (from VND50,600).



FY (12/31)	FY23	FY24	FY25F	FY26F	FY27F
Revenue (VNDbn)	2,572	1,825	2,140	2,248	1,968
OP (VNDbn)	1,498	826	1,100	1,043	894
OP margin (%)	58%	45.2%	51.4%	46.4%	45.4%
NPAT (VNDbn)	994	448	797	781	678
EPS (VND)	4,184	1,898	3,304	3,239	2,813
ROE (%)	20.7%	9.7%	16.5%	15.2%	12.6%
P/E (x)	11.9	25.6x	13.4x	13.7x	15.8x
P/B (x)	2.6	2.4x	2.1x	2.0x	1.9x
Total assets (VNDbn)	9,533	8,608	8,705	8,805	8,385
Equity (VNDbn)	4,595	4,683	4,990	5,282	5,472

Source: Company data, Mirae Asset Vietnam Research



## Solid growth driven by wind and hydropower

Sang Ho, sang.hh@miraesasset.com.vn

<b>(Maintain)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>20,100</b>
Current price (12/02/25)	14,250
Expected return	41%

NPATMI (26F, VNDbn)	507
Market consensus (26F, VNDbn)	N/A
EPS Growth (26F, %)	-44
P/E (26F, x)	17.1
Market cap (VND bn)	5,106
Shares outstanding (mn)	358
Free float (%)	35.5
Foreign ownership (%)	46.3
52-week low (VND)	10,850
52-week high (VND)	18,450

(%)	1M	6M	12M
Absolute	-10.7	-15.2	29.5
Relative	-15.4	-43.1	-7.7

### Investment points

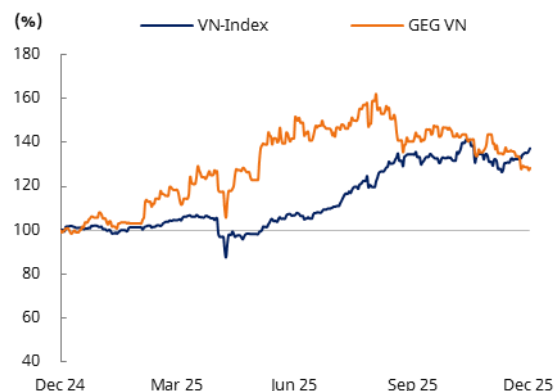
**9M25 business results:** Gia Lai Electricity JSC (GEG) reported consolidated revenue of VND2,408bn (+36% YoY) and NPATMI of VND619bn (+641% YoY). Gross profit margin expanded significantly to 59% in 9M25 (from 49% in 9M24). Total electricity output and revenue reached 998mn kWh (-1% YoY) and VND2,364bn (+34% YoY), respectively. Of which:

- Wind power generated 482mn kWh (-7% YoY), accounting for 48% of total electricity output, and contributed VND1,421bn in revenue (+65% YoY).
- Solar power output reached 294mn kWh (-6% YoY), generating VND679bn in revenue (-4% YoY).
- Hydropower output was estimated at 220mn kWh (+21% YoY), equivalent to VND232bn (+20% YoY) in revenue, driven by favorable hydrological conditions.

GEG delivered a solid business performance in 9M25, supported by multiple earnings catalysts: 1) the adoption of a new pricing mechanism for the TPD1 Wind Power Plant starting in 1Q25; 2) recognition of retroactive payments in 1Q25; 3) the divestment of Truong Phu Hydropower JSC in 2Q25; 4) a notable recovery in hydropower operations in 3Q25; and 5) a reduction in interest expenses to VND536bn (-15% YoY), thanks to ongoing deleveraging efforts.

**2026 earnings forecast:** We project total electricity output in 2026 to reach 1,403mn kWh (+2% YoY). Solar and hydropower generated 402mn kWh (+8% YoY) and 341mn kWh (-2% YoY), respectively, while wind power output is produced 660mn kWh (+1% YoY). We do not expect any extraordinary gains in 2026. Accordingly, total revenue is forecast to decline to VND2,707bn (-10% YoY), while NPATMI is projected to reach VND507bn (-44% YoY). Excluding one-off income, core revenue is still expected to increase 5% YoY.

**Valuation and recommendation:** Based on Bloomberg data, we apply a 5-year average P/B multiple of 1.51x (previously 1.56x). Vietnam's risk-free rate (10-year government bond yield) was revised upward to 3.54% (from 3.28% previously). The sustainable growth rate was revised to 3% (from 1%), amid a stronger government push for renewable energy. We upgrade our recommendation to Buy (from Trading Buy) and raise our target price to VND20,100 (from VND19,300), as we roll our valuation forward to 2026. However, investors should be aware of potential dilution risks and the company's high financial leverage.



FY (12/31)	FY23	FY24	FY25F	FY26F	FY27F
Revenue (VNDbn)	2,163	2,325	3,021	2,707	2,901
OP (VNDbn)	961	938	1,662	1,218	1,276
OP Margin (%)	44%	40%	55%	45%	44%
NPAT (VNDbn)	137	115	904	507	618
EPS (VND)	338	272	2,176	1,171	1,452
ROE (%)	3.2%	2.6%	14.6%	7.4%	8.5%
P/E (x)	40.8	47.7	9.2	17.1	13.8
P/B (x)	1.5	1.4	1.6	1.5	1.3
Total assets (VNDbn)	16,132	15,172	15,536	15,561	15,488
Equity (VNDbn)	5,767	5,763	6,620	7,046	7,562

Note: NP refers to net profit attributable to controlling interests  
Source: Company data, Mirae Asset Securities Research estimates



## Earnings to beat expectation

Duy Nguyen, duy.nk@miraeasset.com.vn

(Maintain)	BUY
Target price (VND, 12M)	60,500
Current price (12/02/25)	47,200
Expected return	28%

NPATMI (26F, VNDbn)	1,068
Market consensus (26F, VNDbn)	N/A
EPS Growth (26F, %)	28.1
P/E (26F, x)	9.7
Market cap (VND bn)	10,381
Shares outstanding (mn)	220
Free float (%)	34.6
Foreign ownership (%)	7.8
52-week low (VND)	38,000
52-week high (VND)	54,300
(%)	1M 6M 12M
Absolute	-3.7 -3.7 0.4
Relative	-8.4 -31.6 -36.8

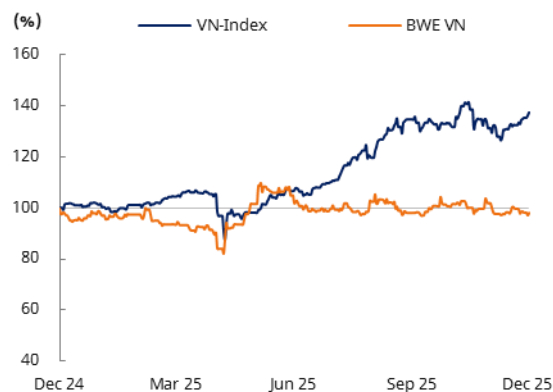
### Investment highlights

**Overview:** BWE, formerly known as Binh Duong Water Supply Center, was established in 1975. BWE enjoys a monopoly in providing clean water and waste treatment services in Binh Duong province. With a total designed capacity of 882,000cbm/day, BWE ranks third in the sector, following SAWACO and HAWACO. Its shares were listed on HOSE in 2016.

**The earnings beat expectation:** BWE released its 3Q25 results, reporting net revenue of VND903bn (-4.1% YoY, -31.8% QoQ) and NPAT-MI of VND264bn (+45.2% YoY, -12.6% QoQ). The disappointing top-line was principally attributable to a considerable contraction in the waste & water treatment and trading-related activities, with combined turnover dropping to VND214bn (-34% YoY), offsetting the 11% increase in water supply revenue. In detail, the improvement in the water revenue was likely supported by the Nhi Thanh and Can Tho 3 water plants running at full capacity, which helped offset the softer consumption volume in the Binh Duong market, despite its gradual recovery since 2Q. In contrast to the lower turnover, NPAT beats our expectation, driven by: 1) sourcing water from TDM at a 31% lower cost – equivalent to 20% of capacity – resulting in a much higher gross margin; 2) financial income doubling to VND117bn, particularly an exceptional gain from divestment in Biwelco (BWL). Regarding divestment activities, BWE completed the sale of its 52% stake in BWL for VND166bn, generating approximately VND55bn to the consolidated results. Additionally, BWE transferred a 27.12% stake in BWE Long An to TDM for VND320bn, realizing a gain of VND67bn. However, since BWE Long An remains classified as a subsidiary, the gain was recognized only at the standalone level. Overall, for 9M25, BWE delivered solid performance, fulfilling 72% of the full-year forecast for revenue at VND3,152bn (+13.9% YoY) and 90% of net profit at VND748bn (+46.4% YoY).

**Ample room for growth:** Although near-term growth drivers have shown no significant breakthroughs, we maintain a positive medium- to long-term outlook for the Binh Duong market, supported by steady population growth, rising housing demand, and industrial expansion. Binh Duong continues to lead the nation in urbanization and migrant inflows, a trend expected to accelerate following its merger with Ho Chi Minh City. By 2030, the industrial land bank is projected to increase by roughly 70%, driving a substantial rise in water demand. To meet this target, BWE plans to expand capacity by 350,000 cbm/day (+44%) by 2030, with 110,000 cbm/day already approved for the Di An and Bau Bang plants. We forecast total capacity to grow at a CAGR of 7.6% over the same period.

**Earnings outlook:** Looking ahead, we maintain a positive outlook for the 2025–2030 period, with revenue and net profit expected to grow at a CAGR of 8.5% and 18%, respectively. For 2026, we expect revenue and net profit to grow ~10.7% and 22.1% to VND4,843bn and VND1,068bn, respectively, based on: 1) aggregate water consumption reaching 261mn cbm (+7.9% YoY), alongside an anticipated 5% tariff increase; and 2) with Fed rate cuts, declining USD floating interest rates are expected to ease financial expense pressure on BWE, particularly for the 30% offshore loan exposure (VND823bn), which has not yet been hedged.

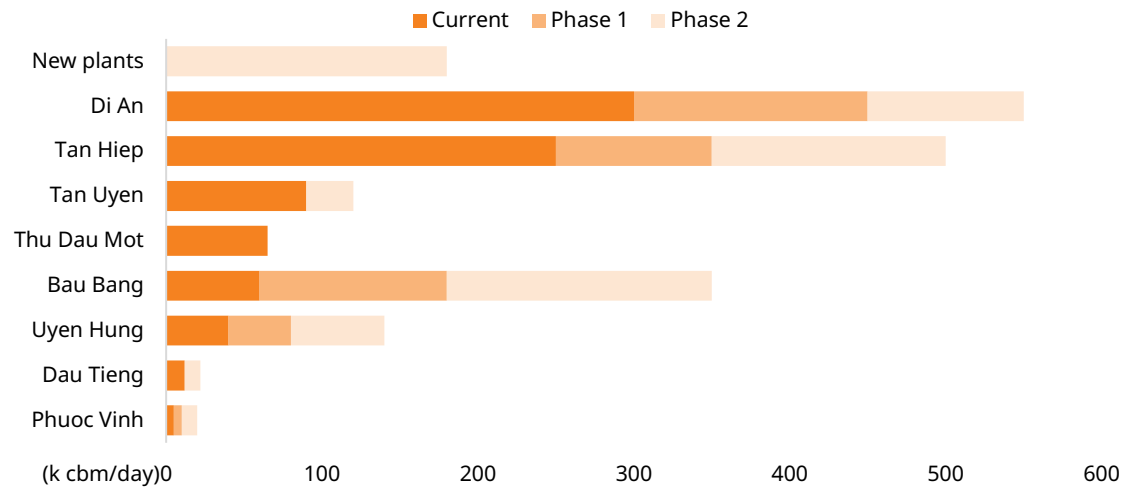


FY (31/12)	2022	2023	2024	2025F	2026F	2027F
Revenue (VNDbn)	3,484	3,526	3,959	4,373	4,843	5,289
OP (VNDbn)	919	980	1,050	1,158	1,374	1,587
OP margin (%)	26.4%	27.8%	26.5%	26.5%	28.4%	30.0%
NP (VNDbn)	743	674	639	834	1,068	1,296
EPS (VND)	3,378	3,067	2,905	3,792	4,858	5,892
ROE(%)	17.6%	14.4%	12.6%	14.7%	17.3%	18.7%
P/E (x)	12.7	13.4	16.4	12.4	9.7	8.0
P/B (x)	2.1	2.0	2.0	2.0	1.8	1.6
Total assets (VNDbn)	9,987	12,122	14,200	15,356	15,945	16,392
Equity (VNDbn)	4,538	4,964	5,513	5,955	6,603	7,449

Source: Company data, Mirae Asset Vietnam Research

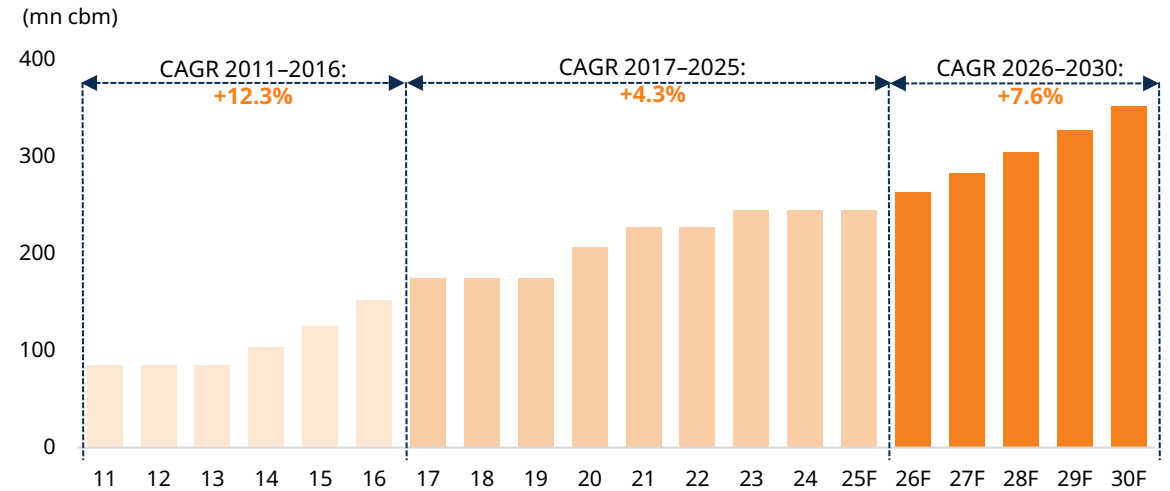
# Binh Duong Water – Environment Corporation JSC (BWE VN)

By FY30, BWE plans to invest in expanding its capacity by **44%**



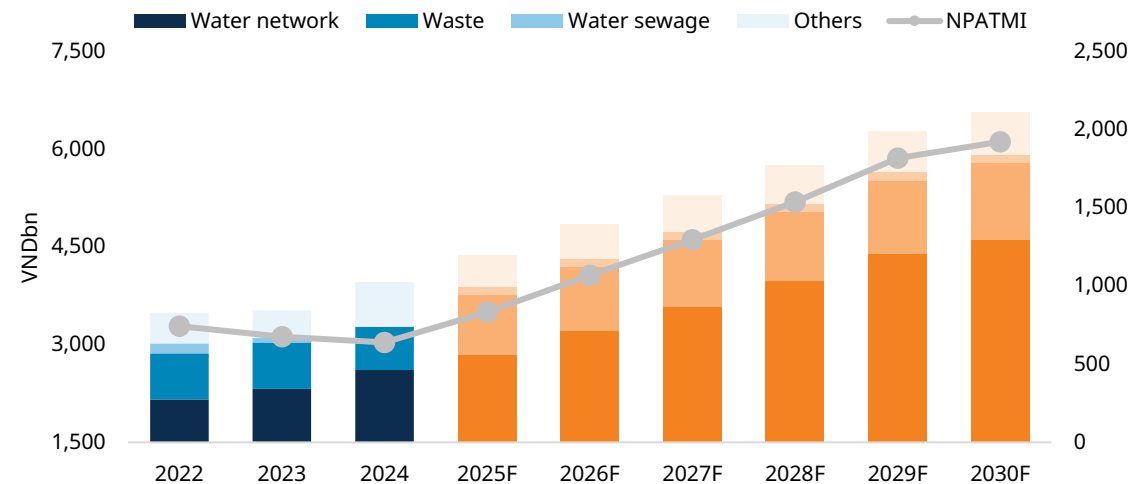
Source: Authority, Binh Duong, Mirae Asset Research

FY26–30F CAGR in Binh Duong’s water consumption: **7.6%** (pre-merger)



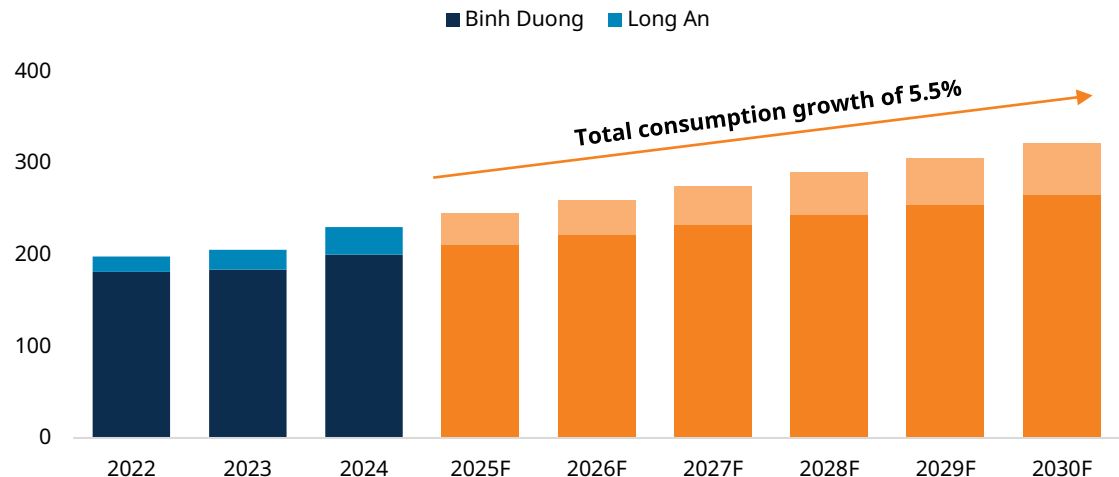
Source: BWE, Mirae Asset Research

FY25-30F Top-line CAGR of **8.5%** & the bottom line CAGR of **18.2%**



Source: BWE, Mirae Asset Research

FY25-30F Aggregate volume growth of **5.5%**



Source: BWE, Mirae Asset Research

# Textile - Holding ground in a volatile environment

## Industry rating

- As the US reciprocal tariffs come into effect, we expect the competitive edge for Vietnam textiles to hold steady. Furthermore, recent geopolitical volatility might even provide some upside for the industry. However, a high-tariff environment is likely to dampen overall demand in the US market and lead to fiercer competition in other key regions. Given the interweaving of positive and negative macroeconomic factors, we maintain our Neutral rating for the Vietnam Textile Industry.

## Prospects and risks

- **Tariff pass-through effects to come:** The rising inflation indicators suggest that the reciprocal tariffs have begun to be passed through to consumers in the US market. Higher prices, plus low consumer confidence levels, should affect textile consumption for the rest of 2025 and 1H26. Once the new rates are applied, the tariff pass-through effects should be much more impactful in general.

In addition, it seems that the Trump administration plans to make Russia negotiate a peace settlement with Ukraine by curbing the country's revenue from oil exports. To accomplish this strategy, the US is taking aim at India, and China may be the next target. We believe the new tariffs related to Russian oil consumption will not be quickly negotiated, due to their geopolitical nature. In the end, more tariff pressure should be passed through to US end consumers and further reduce demand for products from these two exporters.

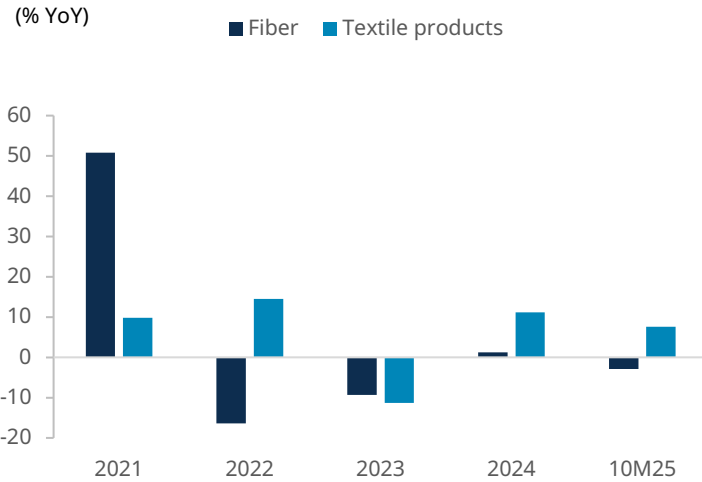
Another issue to emphasize is the coming sector-specific tariffs. We believe these kinds of tariffs are designed to maintain the US' leading position in high-tech or capital-intensive industries, such as semiconductors, metallurgy, or shipbuilding, and are not aimed at labor-intensive sectors like textiles. However, combined with recent tariffs, the accumulated effects on general price levels should be intense, with general demand in the US market likely to suffer.

- **Competitive landscape in the US market:** Although the specifics of tariff agreements have yet to be disclosed, and negotiations are ongoing even as the new rates come into effect, we believe Vietnam holds several key advantages over its major competitors:
  - Despite a trade deal being reached between China and the US, its long-term viability remains uncertain. As an arch economic and geopolitical rival of the US, it is inevitable that the country will receive more blows in the future. The market share of Chinese garments continued their downward trend and fell below that of Vietnam in 7M25. We believe it is unlikely that Chinese products will be able to retake market share, and expect the downward trend to continue, which benefits Vietnam textiles.
  - India is facing a potential 50% tariff, due to its purchases of Russian oil. Even without the incremental rate for oil, we believe even a 25% tariff would also reduce the competitive advantages of India's textiles. Furthermore, as a member of BRICS, India is a target for further tariffs and sanctions, as US President Donald Trump often threatens the group. Additionally, India is still embroiled in a border conflict against Pakistan, which may give customers pause when placing orders.
  - Bangladesh textiles recently saw improvements in US market share, at 8.3% in 7M25 (2024: 7%). However, the country's political tensions remain, with continued mass arrests and mob violence. In addition, the ongoing internal conflict in Myanmar could affect Bangladesh's border stability. This instability poses risks to the country's textile manufacturing.
- **Competition in other key markets:** As difficulties due to tariffs arise in the US market, we believe competition in other key markets will inevitably increase. For instance, the recent increase in Chinese garment market share in Korea indicates how Chinese textile producers are seeking alternative markets to the US. Despite fierce competition, Vietnam has been signing many FTAs, which enable textile exports via low tariffs and duties, and thus bring some comparative advantages. In detail, among Asian rivals, Bangladesh and Pakistan have not signed FTAs with Japan and South Korea, and their textile exports are subject to tariffs. For the EU market, from this year, most customs duties on Vietnam-originating textile products will be removed, according to EVFTA.
- For the remainder of 2025 and 1H26, we anticipate a softening in US textile demand, due to rising prices and concerns over a weakening labour market. While demand in the Asian and EU markets is expected to hold steady, competition will intensify. We also foresee a potential decrease in new orders in 1H26 as a result of current high inventory levels. Vietnam's garment segment is likely to face headwinds in 1H26, and the fiber segment's performance will likely continue to trail behind, due to weakening demand in the Chinese and Korean markets. Over the long term, however, we maintain our positive outlook for both segments. They will benefit from the ongoing trend of supply chain diversification and the exodus of manufacturing away from China.
- For the garment sector, we recommend TNG Investment and Trading JSC (TNG VN) and Song Hong Garment JSC (MSH VN), due to their high-quality customer portfolios.
- For the fiber sector, we favour Phong Phu Corporation (PPH VN), largely due to their long-standing, strategic cooperation with Coats Group.

## Investment recommendation

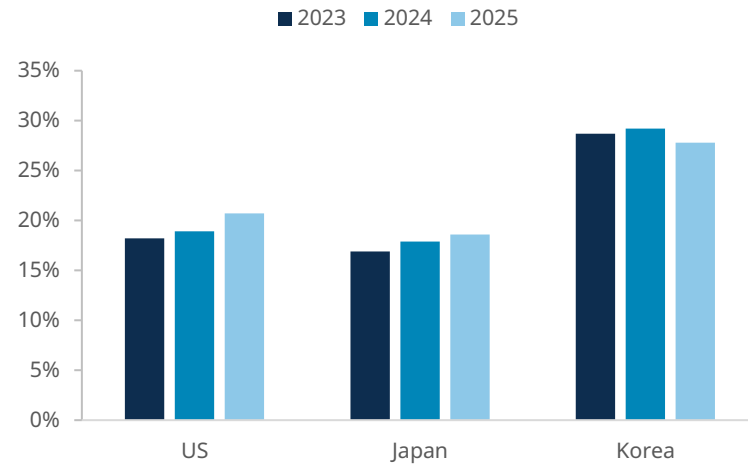
# Textile - Prospects and risks

## Vietnam textile export value growth



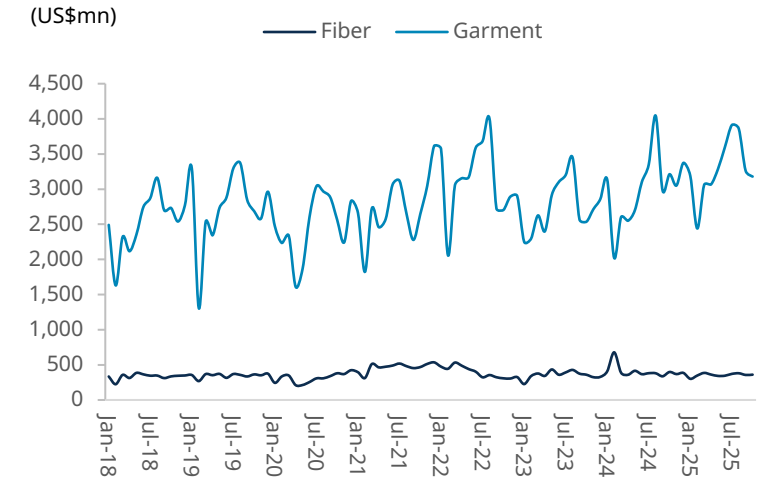
Source: GSO, Mirae Asset Vietnam Research

## Vietnam garments' market share in selected major markets



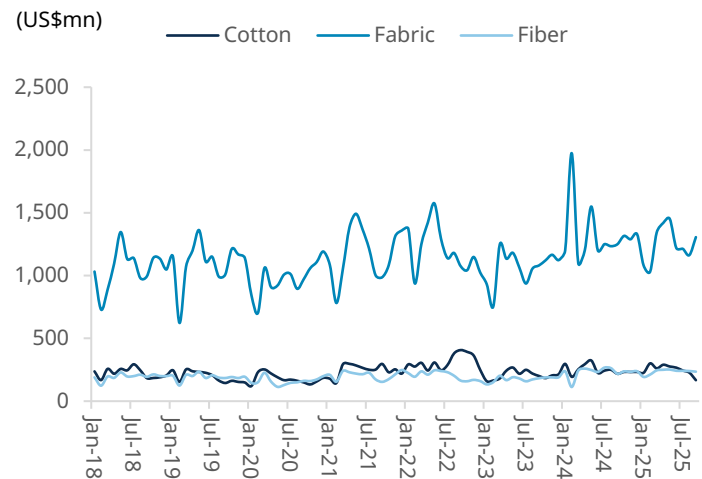
Source: Country statistics, Mirae Asset Vietnam Research

## Monthly Vietnam textile exports



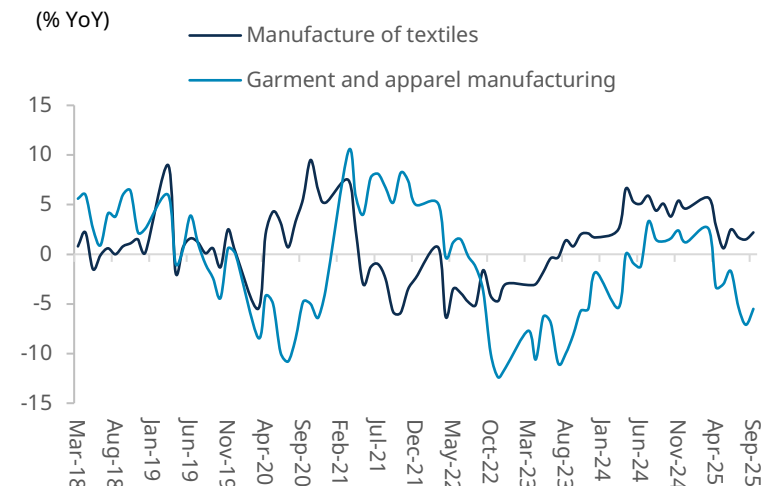
Source: GSO, Mirae Asset Vietnam Research

## Monthly Vietnam textile input imports



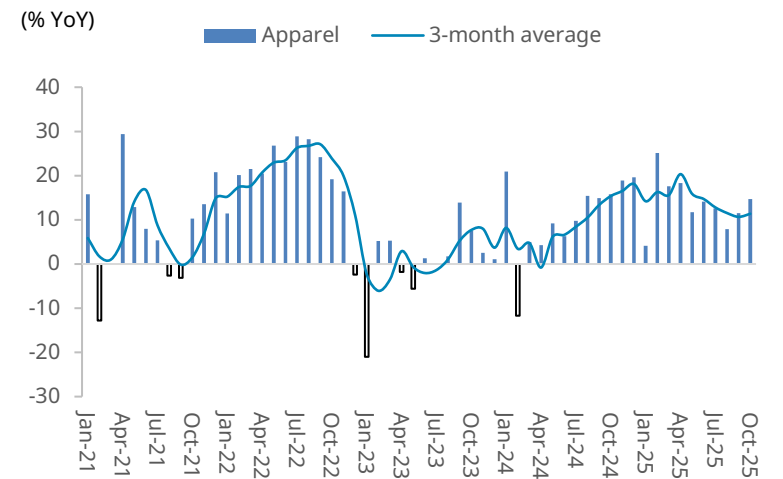
Source: GSO, Mirae Asset Vietnam Research

## China textile production volume growth



Source: Bloomberg, Mirae Asset Vietnam Research

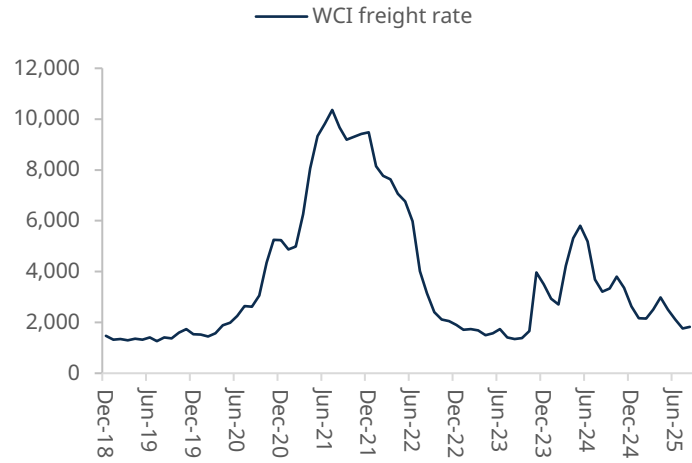
## Vietnam garment IIP



Source: GSO, Mirae Asset Vietnam Research

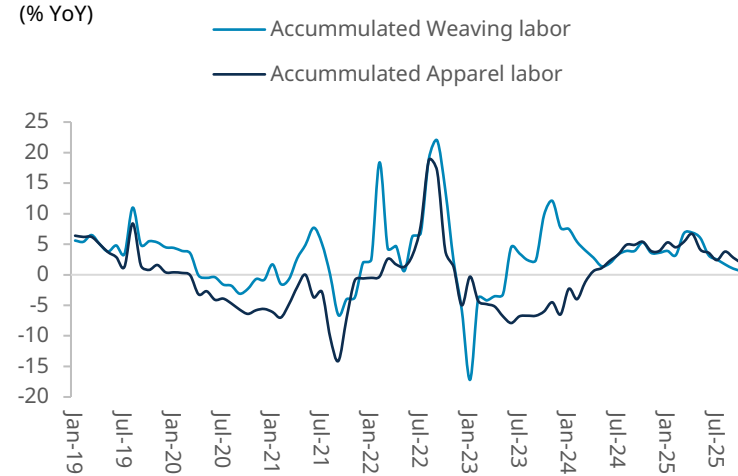
# Textile - Prospects and risks (cont'd.)

## Shipping rate indexes



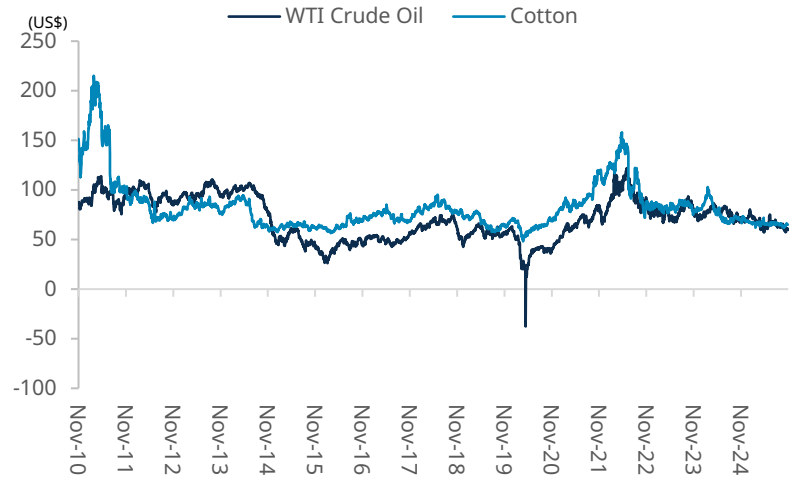
Source: Bloomberg, Mirae Asset Vietnam Research

## Vietnam textile labor employment index



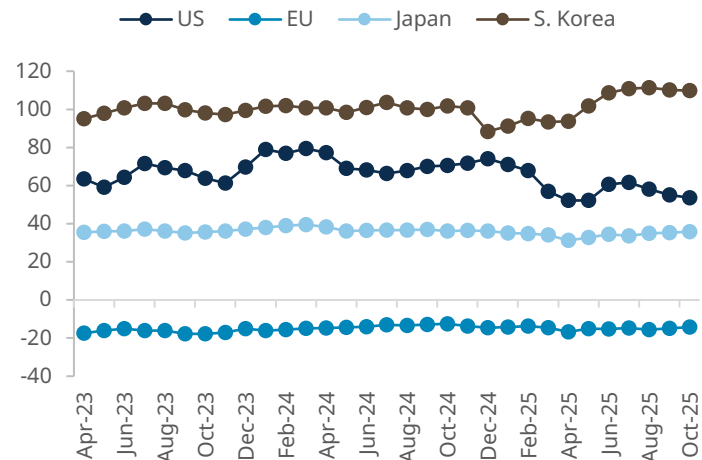
Source: GSO, Mirae Asset Vietnam Research

## Textile input price



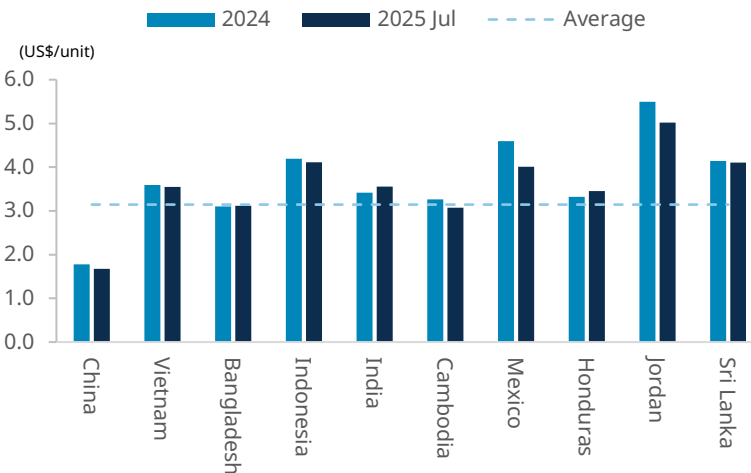
Source: Bloomberg, Mirae Asset Vietnam Research

## Consumer confidence indexes



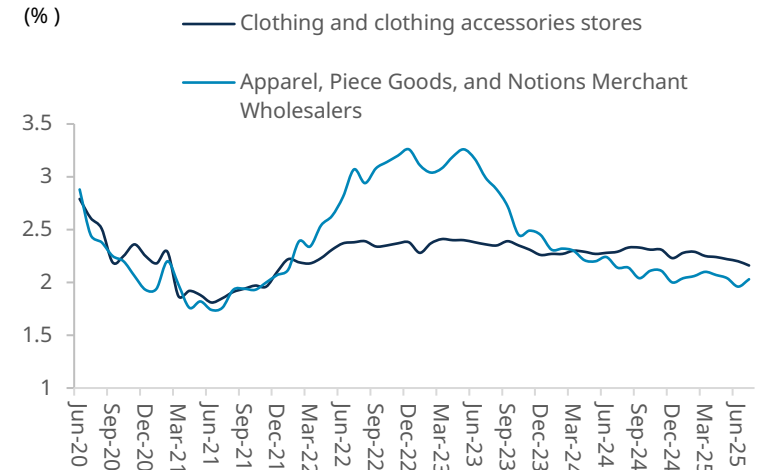
Source: Country statistics, Mirae Asset Vietnam Research

## Average garment import price in US



Source: OTEXA, Mirae Asset Vietnam Research

## US textile inventory/sales ratio



Source: Bloomberg, Mirae Asset Vietnam Research

## Steady performance

Chau Bui, chau.bn@miraeasset.com.vn

<b>(Maintain)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>24,000</b>
Current price (12/02/25)	18,900
Expected return	27%

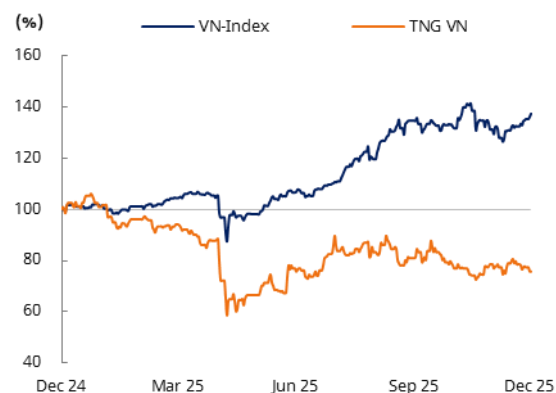
NPATMI (26F, VNDbn)	386
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	11.6
P/E (26F, x)	7.7

Market cap (VND bn)	2,433
Shares outstanding (mn)	129
Free float (%)	63.6
Foreign ownership (%)	17.0
52-week low (VND)	14,100
52-week high (VND)	26,900

(%)	1M	6M	12M
Absolute	-3.6	-1.6	-25.0
Relative	-8.3	-29.5	-62.2

### Investment points

- TNG Investment and Trading JSC (TNG VN)** is a fast-growing garment company and one of Vietnam's top garment exporters. The company has a diversified customer portfolio in many key Vietnam textile export markets, such as the US, EU, and Canada. TNG's key business is CMT garment production, with key products including jackets, feather products, clothes, and sportswear. TNG has over 300 manufacturing lines in 18 branches, based in Thai Nguyen province, Vietnam. In addition, the company conducts industrial zone business with the Son Cam IZ project.
- Business updates:** In 3Q25, TNG's revenue increased to VND2,632.8bn (+11.7% YoY). However, the gross margin narrowed to 13.7% (3Q24: 14.4%) and gross profit remained nearly unchanged, at VND359.7bn. In the quarter, both income and expenses from financial activities decreased, while SG&A expenses rose to VND171.9bn (+10.3% YoY). TNG's 3Q25 operating profit and NPAT reached VND147.8bn (+6.1% YoY) and VND117bn (+5.3% YoY), respectively. In 9M25, TNG's revenue and NPAT reached VND6,671.1bn (+13.4% YoY) and VND280.4bn (+16.4% YoY), respectively.
- 2025 and 2026 forecast:** As 3Q25 results are on-track, in addition to favourable macro and sector conditions, we maintain our 2025 forecast revenue and NPAT at VND8,000 (+4.5% YoY) and VND345.7bn (+9.8% YoY), respectively. In 2026, we believe Vietnam's garment exports should prevail against other textile rivals. We expect TNG's workforce size to reach 21,000 (2025F: 20,000) and productivity to increase to VND405mn per employee (2025F: 400). Thus, we forecast 2026 revenue at VND8,505bn (+6.3% YoY). We expect 2026 SG&A expenses to increase slightly, due to inflation. As a result, we forecast 2026 operating profit and NPAT at VND470.4bn (+11.6% YoY) and VND385.7bn (+11.6% YoY), respectively.
- Valuation:** We used the discounted free cash flow to the firm (FCFF) method to determine the fair value of TNG stock, with a required rate of return of 13% and assuming 0% long-term growth after 2035. Thus, we maintain our target price of VND24,000 per share for TNG.
- Key risks:** Overly exploited leverage, wage competition, input dependence on main providers from China, and VND/US\$ ratio fluctuations are key risks to our rating and valuation.



FY (31/12)	FY22	FY23	FY24	FY25F	FY26F	FY27F
Revenue (VNDbn)	6,778	7,096	7,656	8,000	8,505	9,020
OP (VNDbn)	371	300	401	422	470	541
OP margin (%)	5.5	4.2	5.2	5.3	5.5	6
Pre-tax income (VNDbn)	358	279	390	422	470	541
NPATMI (VNDbn)	292	226	315	346	386	444
EPS (VND)	2,780	1,988	2,568	2,470	2,756	3,172
ROE (%)	18.0	12.1	16.8	17.7	18.5	19.6
P/E (x)	6.0	10.0	7.9	8.5	7.7	6.7
P/B (x)	1.1	1.3	1.4	1.3	1.2	1.1
Total assets (VNDbn)	5,440	5,251	5,817	5,529	5,732	5,897
Equity (VNDbn)	1,790	1,861	1,892	2,011	2,165	2,370

Source: Company data, Mirae Asset Vietnam Research



## Maintaining a solid foundation

Chau Bui, chau.bn@miraeasset.com.vn

<b>(Maintain)</b>	<b>BUY</b>
<b>Target price (VND, 12M)</b>	<b>37,000</b>
Current price (12/02/25)	27,800
Expected return	33%

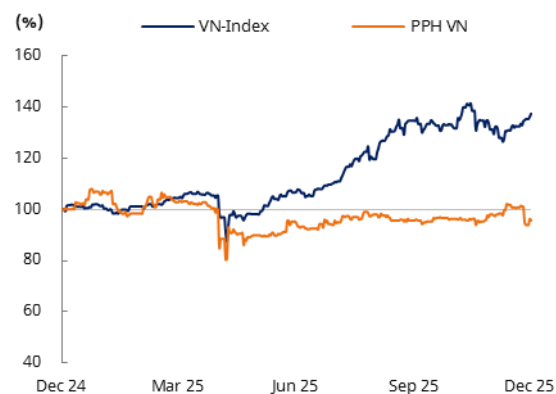
NPATMI (26F, VNDbn)	381
Market consensus (26F, VNDbn)	NA
EPS Growth (26F, %)	3.8
P/E (26F, x)	6.6

Market cap (VND bn)	2,076
Shares outstanding (mn)	75
Free float (%)	30.4
Foreign ownership (%)	N/A
52-week low (VND)	22,500
52-week high (VND)	32,000

(%)	1M	6M	12M
Absolute	-2.5	3.0	-4.5
Relative	-7.2	-25.0	-41.7

### Investment points

- Phong Phu Corporation (PPH VN) is a textile producer in Southern Vietnam. After undergoing restructuring, PPH currently focuses on two segments: yarn and home textile products. PPH has a solid advantage in the fiber segment, thanks to its cooperation with Coats (through Coats Phong Phu Ltd. and PPH is the only Vietnamese company providing sewing thread yarn for Coats globally). PPH is also increasing its towel capacity and widening its home textile product portfolio. With its strong position, we believe that PPH will be able to not only maintain profitability, but also to prosper going forward.
- Business updates:** In 3Q25, PPH's business remained steady, with little change in revenue, which reached VND629.1bn (-0.4% YoY). However, gross margin widened to 19.2% (3Q24: 17.1%) and gross profit increased to VND120.9bn (+11.7% YoY). Due to increases in unrealized foreign exchange losses and provision costs, 3Q25 financial expenses increased to VND22.4bn (3Q24: VND6.3bn). Profit from associates increased 23.5% YoY to VND97bn, thanks to improvement by Coats Phong Phu Ltd. In the quarter, SG&A expenses decreased slightly to VND110.5bn (-5.5% YoY). The company's operating profit and NPAT reached VND94.4bn (+31.6% YoY) and 95.2bn (+29.3% YoY), respectively. In 9M25, PPH's revenue and NPAT reached VND1,834.9bn (+9.4% YoY) and VND310.8bn (+22.2% YoY), respectively.
- 2025 and 2026 forecast:** Due to favourable sector developments and on-track 3Q25 results, we maintained our 2025 revenue and NPAT forecasts in our base-case scenario (we adjusted our forecast in 2025 optimistic and pessimistic scenarios). In 2026, we believe PPH will continue to benefit from the exodus-from-China trend and its strong cooperation with the Coats Group. In our base-case scenario, we expect the company to see continued gradual growth and forecast 2026 revenue at VND2,302.8bn (+2.2% YoY). Most cost items should increase with inflation. Thus, we forecast PPH's 2026 operating profit and NPAT at VND392.4bn (+3.8% YoY) and VND388.5bn (+3.8% YoY), respectively.
- Valuation:** We used the discounted free cashflow to the firm (FCFF) method to determine PPH's intrinsic value, making some key assumptions: a required rate of return of 15%; a long-term growth rate after 2035 of 0%; and the assumption that PPH will slowly increase its labour size and productivity over the years. We maintain our Buy rating and target price of VND37,000/share for PPH.
- Key risks:** Cooperation with Coats group, and fluctuation in global demand and input prices are the main risks to our rating and valuation.



FY (31/12)	FY22	FY23	FY24	FY25F	FY26F	FY27F
Revenue (VNDbn)	1,746	1,755	2,238	2,251	2,303	2,366
OP (VNDbn)	479	325	372	378	392	409
OP margin (%)	27.5	18.5	16.6	16.8	17	17.3
Pre-tax income (VNDbn)	480	320	376	378	392	409
NPATMI (VNDbn)	472	311	366	367	381	397
EPS (VND)	5,946	3,865	4,451	4,421	4,589	4,788
ROE (%)	26.1	16.5	20.5	19.3	18.9	18.5
P/E (x)	3.4	6.4	6.9	6.9	6.6	6.4
P/B (x)	0.8	1.1	1.2	1.2	1.1	1
Total assets (VNDbn)	3,419	3,539	3,571	3,828	3,932	4,056
Equity (VNDbn)	1,784	1,778	1,848	1,996	2,120	2,260

Source: Company data, Mirae Asset Vietnam Research

# APPENDIX

Stock Ratings		Industry Ratings	
Buy	: Relative performance of 20% or greater	Overweight	: Fundamentals are favorable or improving
Trading Buy	: Relative performance of 10% or greater, but with volatility	Neutral	: Fundamentals are steady without any material changes
Hold	: Relative performance of -10% and 10%	Underweight	: Fundamentals are unfavorable or worsening
Sell	: Relative performance of -10%		

Ratings and Target Price History (Share price (→), Target price (⇨), Not covered (■), Buy (▲), Trading Buy (▣), Hold (●), Sell (◆))

\* Our investment rating is a guide to the relative return of the stock versus the market over the next 12 months.

\* Although it is not part of the official ratings at Mirae Asset Securities (Vietnam) JSC, we may call a trading opportunity in case there is a technical or short-term material development.

\* The target price was determined by the research analyst through valuation methods discussed in this report, in part based on the analyst's estimate of future earnings.

\* The achievement of the target price may be impeded by risks related to the subject securities and companies, as well as general market and economic conditions.

## Analyst Certification

The research analysts who prepared this report (the "Analysts") are subject to Vietnamese securities regulations. They are neither registered as research analysts in any other jurisdiction nor subject to the laws and regulations thereof. Opinions expressed in this publication about the subject securities and companies accurately reflect the personal views of the Analysts primarily responsible for this report. Mirae Asset Securities (Vietnam) JSC (MAS) policy prohibits its Analysts and members of their households from owning securities of any company in the Analyst's area of coverage, and the Analysts do not serve as an officer, director or advisory board member of the subject companies. Except as otherwise specified herein, the Analysts have not received any compensation or any other benefits from the subject companies in the past 12 months and have not been promised the same in connection with this report. No part of the compensation of the Analysts was, is, or will be directly or indirectly related to the specific recommendations or views contained in this report but, like all employees of MAS, the Analysts receive compensation that is determined by overall firm profitability, which includes revenues from, among other business units, the institutional equities, investment banking, proprietary trading and private client division. At the time of publication of this report, the Analysts do not know or have reason to know of any actual, material conflict of interest of the Analyst or MAS except as otherwise stated herein.

## Disclaimers

This report is published by Mirae Asset Securities (Vietnam) JSC (MAS), a broker-dealer registered in the Socialist Republic of Vietnam and a member of the Vietnam Stock Exchanges. Information and opinions contained herein have been compiled in good faith and from sources believed to be reliable, but such information has not been independently verified and MAS makes no guarantee, representation or warranty, express or implied, as to the fairness, accuracy, completeness or correctness of the information and opinions contained herein or of any translation into English from the Vietnamese language. In case of an English translation of a report prepared in the Vietnamese language, the original Vietnamese language report may have been made available to investors in advance of this report.

The intended recipients of this report are sophisticated institutional investors who have substantial knowledge of the local business environment, its common practices, laws and accounting principles and no person whose receipt or use of this report would violate any laws and regulations or subject MAS and its affiliates to registration or licensing requirements in any jurisdiction shall receive or make any use hereof.

This report is for general information purposes only and it is not and shall not be construed as an offer or a solicitation of an offer to effect transactions in any securities or other financial instruments. The report does not constitute investment advice to any person and such person shall not be treated as a client of MAS by virtue of receiving this report. This report does not take into account the particular investment objectives, financial situations, or needs of individual clients. The report is not to be relied upon in substitution for the exercise of independent judgment. Information and opinions contained herein are as of the date hereof and are subject to change without notice. The price and value of the investments referred to in this report and the income from them may depreciate or appreciate, and investors may incur losses on investments. Past performance is not a guide to future performance. Future returns are not guaranteed, and a loss of original capital may occur. MAS, its affiliates and their directors, officers, employees and agents do not accept any liability for any loss arising out of the use hereof.

MAS may have issued other reports that are inconsistent with, and reach different conclusions from, the opinions presented in this report. The reports may reflect different assumptions, views and analytical methods of the analysts who prepared them. MAS may make investment decisions that are inconsistent with the opinions and views expressed in this research report. MAS, its affiliates and their directors, officers, employees and agents may have long or short positions in any of the subject securities at any time and may make a purchase or sale, or offer to make a purchase or sale, of any such securities or other financial instruments from time to time in the open market or otherwise, in each case either as principals or agents. MAS and its affiliates may have had, or may be expecting to enter into, business relationships with the subject companies to provide investment banking, market-making or other financial services as are permitted under applicable laws and regulations.

No part of this document may be copied or reproduced in any manner or form or redistributed or published, in whole or in part, without the prior written consent of MAS.

# Mirae Asset Securities International Network

---

## **Mirae Asset Securities Co., Ltd. (Seoul)**

One-Asia Equity Sales Team  
Mirae Asset Center 1 Building  
26 Eulji-ro 5-gil, Jung-gu, Seoul 04539  
Korea

Tel: 82-2-3774-2124

---

## **Mirae Asset Securities (USA) Inc.**

810 Seventh Avenue, 37th Floor  
New York, NY 10019  
USA

Tel: 1-212-407-1000

---

## **PT. Mirae Asset Sekuritas Indonesia**

District 8, Treasury Tower Building Lt. 50  
Sudirman Central Business District  
Jl. Jend. Sudirman, Kav. 52-54  
Jakarta Selatan 12190  
Indonesia

Tel: 62-21-5088-7000

---

## **Mirae Asset Securities Mongolia UTsk LLC**

#406, Blue Sky Tower, Peace Avenue 17  
1 Khoroo, Sukhbaatar District  
Ulaanbaatar 14240  
Mongolia

Tel: 976-7011-0806

---

## **Shanghai Representative Office**

38T31, 38F, Shanghai World Financial Center  
100 Century Avenue, Pudong New Area  
Shanghai 200120  
China

Tel: 86-21-5013-6392

---

## **Mirae Asset Securities (HK) Ltd.**

Units 8501, 8507-8508, 85/F  
International Commerce Centre  
1 Austin Road West  
Kowloon  
Hong Kong

Tel: 852-2845-6332

---

## **Mirae Asset Wealth Management (USA) Inc.**

555 S. Flower Street, Suite 4410,  
Los Angeles, California 90071  
USA

Tel: 1-213-262-3807

---

## **Mirae Asset Securities (Singapore) Pte. Ltd.**

6 Battery Road, #11-01  
Singapore 049909  
Republic of Singapore

Tel: 65-6671-9845

---

## **Mirae Asset Investment Advisory (Beijing) Co., Ltd**

2401B, 24th Floor, East Tower, Twin Towers  
B12 Jianguomenwai Avenue, Chaoyang District  
Beijing 100022  
China

Tel: 86-10-6567-9699

---

## **Ho Chi Minh Representative Office**

7F, Saigon Royal Building  
91 Pasteur St.  
District 1, Ben Nghe Ward, Ho Chi Minh City  
Vietnam

Tel: 84-8-3910-7715

---

## **Mirae Asset Securities (UK) Ltd.**

41st Floor, Tower 42  
25 Old Broad Street,  
London EC2N 1HQ  
United Kingdom

Tel: 44-20-7982-8000

---

## **Mirae Asset Wealth Management (Brazil) CCTVM**

Rua Funchal, 418, 18th Floor, E-Tower Building  
Vila Olimpia  
Sao Paulo - SP  
04551-060  
Brazil

Tel: 55-11-2789-2100

---

## **Mirae Asset Securities (Vietnam) JSC**

7F, Le Meridien Building  
3C Ton Duc Thang St.  
District 1, Ben Nghe Ward, Ho Chi Minh City  
Vietnam

Tel: 84-8-3911-0633 (ext.110)

---

## **Beijing Representative Office**

2401A, 24th Floor, East Tower, Twin Towers  
B12 Jianguomenwai Avenue, Chaoyang District  
Beijing 100022  
China

Tel: 86-10-6567-9699 (ext. 3300)

---

## **Mirae Asset Capital Markets (India) Private Limited**

Unit No. 506, 5th Floor, Windsor Bldg., Off CST  
Road, Kalina, Santacruz (East), Mumbai - 400098  
India

Tel: 91-22-62661336

---