

FPT Corporation (HOSE: FPT)

Resilient amid turbulence

- 2M25 revenue increased 16% yoy, lower than expectations primarily due to slower growth in IT revenue from the Americas. However, PBT rose 21% yoy, supported by a significant improvement in profit margins.
- At discounted price, FPT remains a top pick thanks to its sustainable earnings growth (20.6% CAGR in 2025–27) amid a volatile economic outlook.
- Reiterate ADD with target price of VND146,700/share.

Slower 2M25 revenue growth offset by improved margins

2M25 revenue rose 16.4% yoy, lower than forecasts due to: 1) IT revenue increased by 19% yoy, below the planned 26%, as revenue from the U.S. market grew only 9% yoy, with new signed backlog slowing down; 2) Education segment posted a modest 6.7% yoy growth, as student enrollment growth began to slow from 2024. However, PBT maintained projected growth of 21% yoy, driven by strong margin improvements across all segments. We believe FPT's strategy of cost-cutting, halting new hiring, and increasing labor productivity through AI adoption in 2025 will support further margin improvement.

Technology remains the growth engine amid economic uncertainty

As the global economy faces multiple uncertainties—including U.S. tariff actions against trade partners—the IT sector remains unaffected since the 46% cap tariff imposed on Vietnam does not cover this industry. However, indirect effects may arise from weaker demand in key markets such as the U.S, where economic instability is making enterprises more cautious in IT service investments. Accordingly, 2025 revenue is expected to grow only 23% yoy (below the company's target of 26%) before gradually recovering to 25% and 26% yoy in 2026–2027.

Telecom Segment: Added contribution from Data centers (DC)

We forecast telecom revenue to grow at a 9% CAGR in 2025–2027, driven by the expansion of data centers (DCs), and positive contributions from fixed broadband services and online advertising. The DC segment is expected to thrive amid rising demand for cloud services. FPT plans to launch a new data center in Ho Chi Minh City, increasing its total number of DCs to five, with operations slated to begin by end-2025. Additionally, the potential transfer of FOX shares from SCIC to the Ministry of Public Security could open new growth avenues for FPT.

Reiterate ADD with target price of VND146,700/share

Our target price of VND146,700/share (down 9% from the previous report) reflects adjusted EPS growth reductions of 5%/4%/4% for 2025/26/27, mainly due to a more conservative outlook for the U.S. IT market and the education sector. In the short term, market-wide challenges stemming from tariff uncertainties are weighing on FPT's price momentum. However, in the medium to long term, with government policies supporting private enterprise and the robust trends of AI development and digital transformation, FPT remains a must-have stock in the portfolio. We believe that any price corrections in FPT shares represent attractive opportunities for accumulation.

VNDbn	2024	2025	2026	2027
Revenue	62,963	73,935	88,995	108,518
Net profit	7,857	9,351	11,272	13,622
Revenue growth	19.4%	17.6%	20.4%	21.9%
Net profit growth	21.5%	19.0%	20.5%	20.9%
Gross margin	37.7%	38.8%	39.1%	39.4%
EBITDA margin	20.4%	20.0%	19.7%	19.4%
ROAE (%)	23.9%	23.6%	23.3%	22.9%
ROAA (%)	11.9%	12.2%	12.5%	12.7%
EPS (VND/share)	5,341	6,357	7,662	9,260
BVPS (VND/share)	24,287	29,534	36,145	44,667

Sources: MBS Research

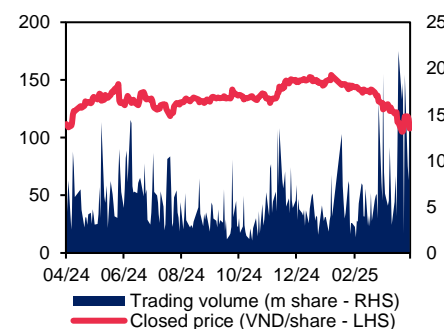
ADD

Target price VND 146,700
Upside 26%

Key changes in the report

Revised down 2025-27 EPS by 5%/4%/4% versus previous report

Price performance



Sources: Fiinpro, MBS Research

Current price (VND)	109,400
52W High (VND)	154,300
52W Low (VND)	93,480
Market Cap (VNDbn)	160,935
P/E (TTM)	18.9
P/B	4.4
Dividend yield (%)	1.7
Foreign ownership (%)	41.9

Sources: <https://s24.mbs.com.vn/>

Ownership

Truong Gia Binh	6.0%
Vietnam SCIC	5.0%
Others	8.9%

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FPT Corporation (HOSE: FPT)

Investment thesis & Recommendation

Investment thesis

- IT segment is expected to deliver a growth rate of 25% CAGR over 2025–2027, driven by: (1) Global IT spending, which is projected to continue rising strongly in 2025. Particularly, digital transformation investments forecasted to maintain a high CAGR of 16.2% during 2022–2027, supporting FPT's business outlook; (2) The company's market diversification strategy, targeting regions such as the EU and Middle East, to secure a greater number of large-scale contracts from 2025 onward; (3) Two new AI factories contribute approximately VND1,000bn in revenue (~2% of the technology segment) starting in 2025, with expected annual growth of 30–50% in subsequent years due to rising demand in this sector.
- The telecom segment is forecasted to grow at a stable CAGR of 9% during 2025–2027, propelled by the expansion of data centers and a recovery in digital business activities. Regarding recent proposals for transferring SCIC's ownership of shares to the Ministry of Public Security, we believe this could present a significant growth opportunity for FPT Telecom, enabling it to access state administrative data processing projects and undertake large-scale government contracts in telecom infrastructure and cybersecurity.
- In light of a volatile economic environment, especially with unpredictable risks stemming from U.S. tariff policies, FPT has implemented a series of strategic cost-cutting measures—reducing 30% of expenditures unrelated to core operations, halting new hires in 2025, and applying AI technologies to enhance workforce productivity. As a result, profit margins before tax are expected to improve significantly, compensating for the slowdown in revenue growth during this period.
- Following a significant market correction, FPT are currently trading at a 2025 forward P/E of approximately 17x, well below the 3-year historical average of 18.4x. This valuation also compares favorably to regional tech peers, whose average 2025 P/E is around 24x. Such a level presents an attractive entry point for long-term investors, especially given FPT's 20.7% projected CAGR in Net profit from 2025–2027 and its long-term sustainable growth potential supported by the rise of AI technologies.

Valuation

We revise our target price down by 9% compared to the previous report at VND146,700/share (offering a 36% upside). This adjustment primarily reflects downward revisions to EPS growth projections for 2025/26/27 by 5%/4%/4%, respectively, due to a more conservative stance on the U.S. IT market outlook and the education segment, while maintaining all other growth assumptions. Our valuation is based on a P/E methodology applied across FPT's three core business segments. The implied valuation corresponds to a 2025 P/E of around 16.9x, lower than the three-year average of 18.4x, with net income is projected to grow at 20% CAGR over the 2025–2027 period. Accordingly, despite ongoing short-term challenges, we believe that the recent market correction has somewhat priced in these risks, and FPT has now returned to an attractive valuation range for long-term accumulation.

Figure 1: SOTP Valuation

(VNDbn)	Ownership (%)	Method	2025 NP	Multiple (x)	Equity value
IT	100%	P/E	5,571	22	138,875
Telecommunication	46%	P/E	3,439	16	26,631
Education & others	100%	P/E	2,067	13	29,274
(+) FRT	47%	market price			9,463
(+) Synnex FPT	48%	BV			1,016
(+) TPB		market price			2,979
(+) FTS		market price			2,458
Total					210,696
(+) Cash & Cash equivalent (adjusted)					9,760
(-) Debt (adjusted)					(7,155)
(+) Other assets					2,438
Total equity value					215,739
No of share outstanding (share)					1,471,069,183
Implied share price (VND/share)					146,655
Rounded share price (VND/share)					146,700

Sources: MBS Research

Figure 2: Peer comparison

Company	Ticker	Mkt cap	P/E (x)		P/B (x)		EV/EBITDA		ROE (%)		ROA (%)		D/E
		US\$m	TTM	2025	Current	2025	TTM	2025	Current	2025	Current	2025	Current
	Bloomberg												
FPT CORP	FPT VN	3,113.0	14.8	13.1	4.1	2.9	4.1	21.8	26.7	26.5	11.1	11.3	11.1
Telecommunication													
TELSTRA CORP	TLS AU	34,237.2	27.0	23.2	3.0	2.9	2.9	12.3	12.0	13.5	4.6	5.7	4.6
TELEKOMUNIKASI	TLKM IJ	26,025.4	18.5	13.5	3.2	2.8	2.8	19.8	19.8	19.9	9.1	9.5	9.1
MAXIS BHD	MAXIS MK	7,012.4	26.3	21.8	4.9	5.0	5.0	19.2	21.3	23.5	5.9	7.7	5.9
INTOUCH HOLDINGS	INTUCH TB	6,976.3	23.0	19.8	6.3	5.5	5.5	26.7	31.6	34.3	20.5	23.0	20.5
GLOBE TELECOM	GLO PM	4,947.0	9.8	13.7	2.3	2.2	2.2	16.8	13.6	12.0	5.8	4.7	5.8
PLDT INC	TEL PM	5,182.7	9.9	8.8	2.8	2.4	2.4	23.4	26.0	24.2	5.1	5.7	5.1
Average			19.1	16.8	3.8	3.5	3.5	19.7	20.7	21.2	8.5	9.4	8.5
Median			20.7	16.7	3.1	2.9	2.9	19.5	20.5	21.7	5.9	6.7	5.9
IT services													
INFOSYS LTD	INFO IN	71,596.3	24.6	20.0	8.5	6.5	8.5	6.5	32.7	33.7	19.5	21.0	19.5
WIPRO LTD	WPRO IN	26,933.4	18.9	15.9	3.0	2.6	3.0	2.6	16.0	17.3	10.3	11.4	10.3
HCL TECH LTD	HCLT IN	37,906.8	20.7	17.6	5.0	4.4	5.0	4.4	23.7	25.5	16.5	17.9	16.5
TECH MAHINDRA LT	TECHM IN	14,498.1	22.9	17.0	3.9	3.5	3.9	3.5	19.0	21.3	11.3	12.6	11.3
CYIENT LTD	CYL IN	1,939.6	30.6	18.7	2.8	3.7	2.8	3.7	20.1	20.8	11.3	12.1	11.3
MPHASIS LTD	MPHL IN	4,727.4	23.7	19.6	5.2	4.2	5.2	4.2	21.0	22.4	15.8	16.8	15.8
L&T TECHNOLOGY S	LTTS IN	5,228.4	36.7	28.5	9.2	6.4	9.2	6.4	24.2	23.9	17.8	19.0	17.8
Average			25.4	19.6	5.4	4.5	5.4	4.5	22.4	23.6	14.6	15.8	14.6
Median			23.7	18.7	5.0	4.2	5.0	4.2	21.0	22.4	15.8	16.8	15.8

Sources: Bloomberg, MBS Research

Downside risks

IT Segment: FPT faces intense competition from Indian rivals in international markets. India remains the leading destination for IT outsourcing, supported by its well-established software industry and a large pool of highly skilled IT professionals. This creates significant pricing and talent-related pressures on FPT's global expansion efforts.

Telecommunications Segment: FPT encounters strong competition from two major state-owned telecom providers, Viettel and VNPT. To remain competitive,

FPT must increase investment in infrastructure upgrades and offer more value-added services to expand its market share. These initiatives are expected to drive up capital expenditures. Moreover, the growing adoption of mobile broadband—particularly the rise of 5G—poses a threat to the demand for fixed broadband services.

Upside catalyst

FPT is actively pursuing mergers and acquisitions (M&A) to expand its brand presence and customer base abroad, with the aim of accelerating its digital transformation business. We believe that successful M&A deals will enhance FPT's market share in the target countries and unlock significant growth potential for the company.

2M25 business recap

Figure 1: FPT 2M25 business recap (Unit: VNDbn)

	2024	%yoy	2M25	2M24	%yoy	%vs forecast	Comment
Net revenue	62,963	19.6%	10,438	8,966	16.4%	13.5%	Revenue in 2M25 grew by only 16.4% yoy, reflecting underperformance in the U.S. IT market and a notable slowdown in the education segment.
Technology	39,110	24.4%	6,194	5,201	19.1%	12.8%	Revenue from the IT segment increased by 19% yoy, falling short of the full-year target and accounted for 59% of total group revenue. Within this, revenue from Dx services remained strong, growing 26% yoy.
Global IT Services	30,953	27.4%	5,263	4,354	20.9%		Overall growth momentum was supported by the Japanese market, which saw a 30% yoy increase, while the U.S. market continued to lag with only 8.3% yoy growth. Additionally, new contract value showed signs of deceleration, totaling VND8,147bn, up 13.7% yoy.
Domestic IT Services	8,157	13.9%	931	847	10.0%		
Telecommunication	17,611	11.4%	3,042	2,638	15.3%	15.8%	Thanks to enhanced sales activities and optimized internet service bundles, the telecommunications segment recorded positive growth in both revenue and pre-tax profit, with 15.3% yoy growth in 2M25.
Telecommunication services	16,906	11.3%					
Online advertising	705	13.6%					
Education & Other	6,129	14.3%	1,202	1,127	6.7%	12.6%	The education segment experienced a significant slowdown, with revenue growing only 6.7% in 2025, as student enrollment growth had already begun to decelerate from 2024.
Gross profit	23,698	16.6%					
Gross profit margin	37.6%	-1.0%					
SG&A expense	13,190	11.1%					
SG&A/revenue	20.9%						
Financial income	1,936	-17.1%					
Financial expense	1811.5	5.4%					
Profit before tax	11,070	20.3%	1,885	1,567	20.3%	13.5%	Although revenue growth came in below expectations, profit margins improved across all segments, helping pre-tax profit grow 20.3% yoy, just slightly below the company's 2025 growth target of 21%.
Technology	5,229	25.7%	840	658	27.7%	12.4%	
Global IT Services	4,770	26.1%	862	692	26.6%		
Domestic IT Services	460	21.1%	(22)	(34)	-35.7%		
Telecommunication	3,588	17.9%	580	476	21.9%	14.6%	
Education & Other	2,254	12.7%	465	433	7.4%	14.4%	
PAT	9,427	21.0%	1,619	1,341	20.7%	13.7%	
Net profit	7,857	21.5%	1,378	1,137	21.2%	14.0%	Net profit in 2M25 reached VND1,378bn, representing 21% yoy growth, though still lower than MBS's previous forecast.

Sources: FPT, MBS Research

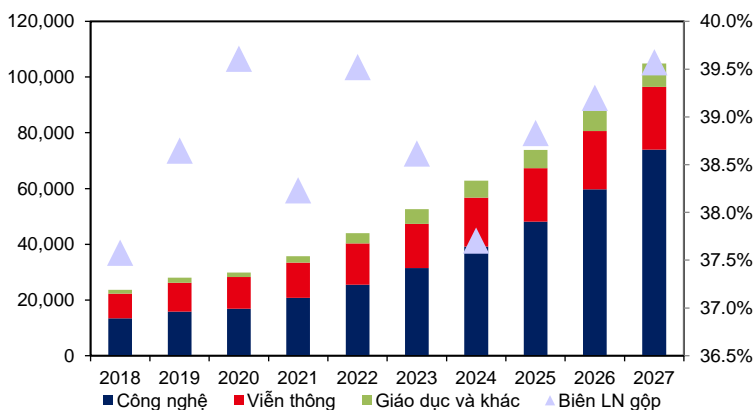
2025-27 Earnings revision

Figure 2: Summary of 2025-27 earnings revision

Unit: VNDbn	2025	%yoy	%Δ	2026	%yoy	%Δ	2027	%yoy	%Δ	Comment
Net revenue	73,935	18%	-4%	88,995	20%	-6%	108,518		-3%	
IT services	48,217	23%	-4%	60,330	25%	-1%	75,791	26%	-1%	2025 Technology revenue forecast revised down, reflecting a less optimistic outlook for main market such as U.S. Europe, APAC amid ongoing economic recession concerns.
Telecom.	19,199	9%	-0.5%	20,958	9%	-0.4%	22,860	9%	-0.5%	
Education & Others	6,519	6%	-31%	7,708	18%	-36%	9,867	28%	-12%	2025–2026 education revenue forecast reduced by 30% and 40%, respectively, due to slower-than-expected student enrollment growth.
	-	0%	0%	-	0%	0%	-	0%		
Gross profit	28,708	21%	-5%	34,804	21%	-6%	42,724	23%	-4%	
%GPM	39%	3%	0%	39%	1%	0%	39%	1%		
SG&A	16,848	28%	-5%	20,398	21%	-6%	25,176	23%	-6%	
Net financial income	623	402%	-22%	731	17%	-19%	842	15%	-16%	2025–2026 net financial income lowered by 21% and 18%, respectively, mainly driven by downward revisions to deposit interest rates and a lower cash balance compared to the previous report.
Pretax profit	13,226	19%	-5%	15,943	21%	-6%	19,268	21%	-5%	
IT services	6,542	25%	-4%	8,283	27%	-3%	10,542	27%	-1%	
Telecom.	4,039	13%	2%	4,480	11%	3%	4,865	9%	-2%	
Education & Others	2,427	8%	-25%	2,861	18%	-27%	3,654	28%	-19%	
NPAT	11,264	19%	-5%	13,578	21%	-5%	16,410	21%	-3%	
Minority interest	1,913	22%	-4%	2,306	21%	-3%	2,787	21%	-4%	
Net profit	9,397	20%	-5%	11,327	21%	-4%	13,689	21%	-4%	As a result, NP for 2025/26/27 is revised down by 5%/4%/4%, respectively, compared to the previous forecast.

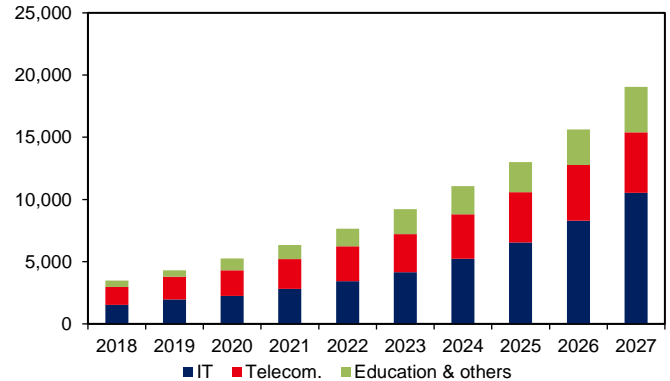
Sources: FPT, MBS Research

Figure 3: Revenue by segment (Unit: VNDbn)



Sources: MBS Research

Figure 4: Pretax-profit by segment (Unit: VNDbn)



Sources: MBS Research

Technology segment: Short-Term growth slowdown

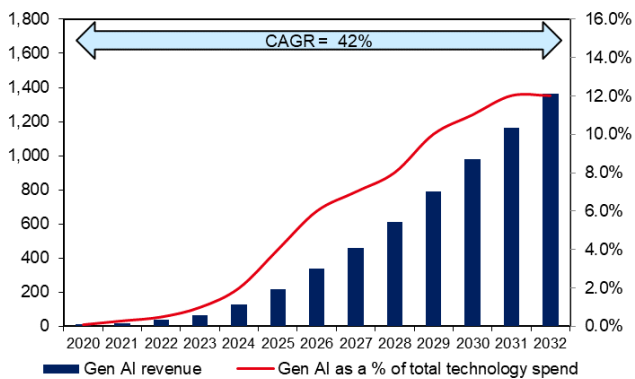
We revise down our 2025–2027 revenue forecasts for the technology segment by 4%/1%/1%, respectively, compared to previous projections, resulting in a corresponding decrease of 4%/3%/1% in pre-tax profit. These adjustments reflect weaker-than-expected performance in the U.S. market, where revenue is now projected to grow by only ~10%, down from the previously expected 20%. We also lower our growth expectations for the European market due to a more cautious assessment of short-term market share gains. The primary driver behind these adjustments is a subdued business outlook during the first two months of 2025, with both revenue and newly signed backlogs slowing due to ongoing economic uncertainties.

Regarding the two AI factories, FPT expects to start recognizing revenue from 2Q25. We estimate the segment will generate approximately VND1,000bn in revenue (equivalent to the company's target of US\$40m), accounting for about

2% of the IT segment's total revenue. From 2026 to 2027, as demand for AI services gradually recovers, we forecast average annual revenue growth of 30–50%. In a favorable environment, we maintain a cautious view but acknowledge the long-term potential for the two factories to generate up to US\$100m in annual revenue.

IT segment revenue is expected to grow by 23% yoy in 2025, falling short of the company's 26% growth target, before gradually recovering to 25% and 26% yoy in 2026 and 2027, respectively. Our medium-term outlook remains optimistic, supported by projected AI service demand growing at a 29.2% CAGR from 2024 to 2032, and digital transformation demand expanding at a 16.2% CAGR from 2022 to 2027 (according to IDC). In terms of pre-tax profit, we expect margin improvement driven by: 1) A strategic focus on boosting productivity with AI integration; and 2) A projected 30% reduction in non-core operating expenses, along with a hiring freeze in 2025. As a result, PBT is forecast to grow by 25%/27%/27% yoy for 2025, 2026, and 2027, respectively.

Figure 5: Global Generative AI Revenue is projected to grow at a 42% compound annual growth rate (CAGR) from 2020 to 2032.



Sources: Bloomberg intelligence, MBS Research

Figure 6: Global IT Spending in 2025 is forecasted by Gartner to continue its upward trend

DỰ BÁO CHI TIÊU CNTT TOÀN CẦU 2024-2025

Đơn vị: tỷ USD

	2024	Tăng trưởng	2025	Tăng trưởng
Trung tâm Dữ liệu	329	39,4%	406	23,2%
Phần cứng	734	6,0%	810	10,4%
Phần mềm	1.092	12,0%	1.247	14,2%
Dịch vụ Công nghệ Thông tin	1.588	5,6%	1.731	9,0%
Dịch vụ Viễn thông	1.372	2,3%	1.424	3,8%
Tổng	5.115	7,7%	5.618	9,8%

Nguồn: Gartner (Tháng 1/2025)

Sources: Gartner, FPT, MBS Research

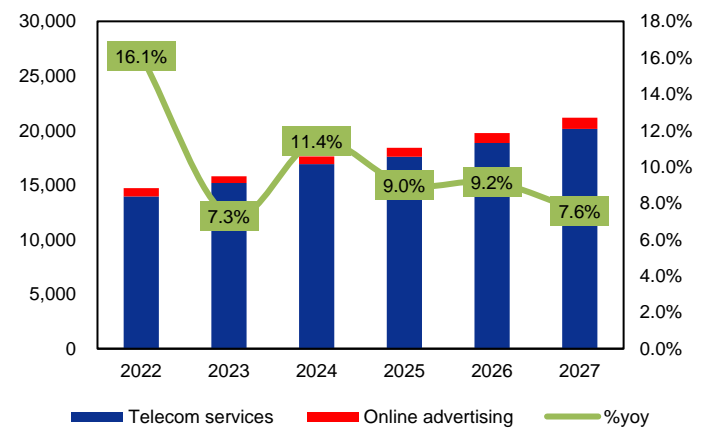
Telecommunications: Continued expansion of data center coverage

For the telecommunications segment, there are no significant changes in business outlook compared to our previous report. The new data center located in Thu Duc, Ho Chi Minh City—originally scheduled to begin operations by end-2024—is now expected to be operational by end-2025. Once launched, it will increase total segment capacity by 13%, adding 476 new racks. FPT projects revenue from this segment to reach approximately USD40m (~VND1,000bn) in 2025, with an expected annual growth rate of ~50% in subsequent years.

Regarding recent proposals to transfer SCIC's 54% stake in FPT Telecom (FOX) to the Ministry of Public Security, if approved, we believe this could present a strategic opportunity for FPT. Specifically: 1) FPT Telecom could gain expanded growth potential across both internet and data center services, thanks to greater access to public-sector clients and the ability to process large-scale data from national e-government services or major government-led projects in administrative management and cybersecurity; 2) FPT is expected to retain operational control and continue directing the strategic development of FOX. As a result, FOX's financial results would remain consolidated within FPT. This outlook aligns with recent government policy encouraging and facilitating private sector growth. As a key player in driving economic innovation, FPT is likely to

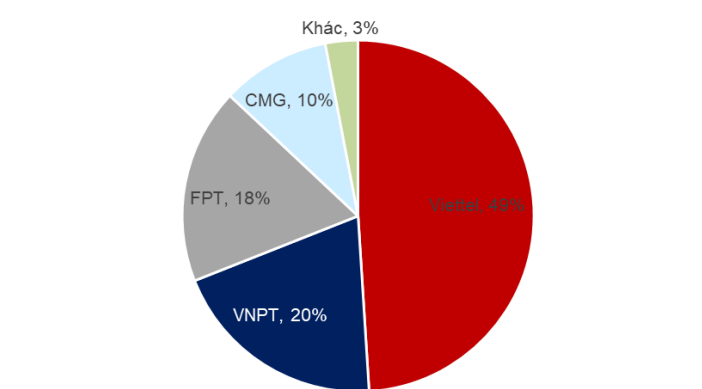
benefit. At this stage, these are our preliminary assessments based on the draft proposal, and we will provide updates as more details become available.

Figure 7: Telecommunications Revenue is expected to achieve a 9% CAGR over the 2025–2027 period.



Sources: FPT, MBS Research

Figure 8: FPT is projected to capture an 18% market share in Vietnam’s data center sector by 2025

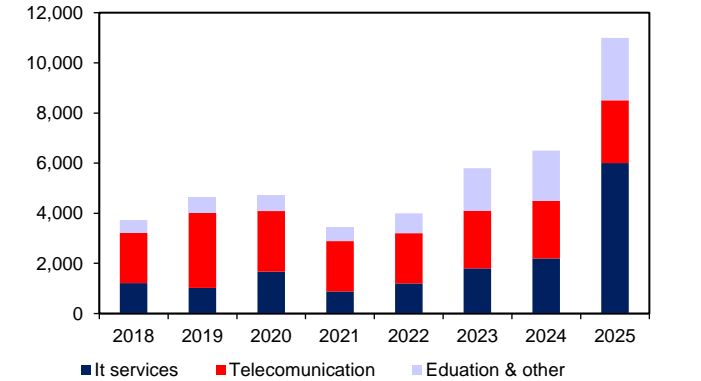


Sources: MBS Research

Education Segment: Gradual Recovery Expected in 2025–2027

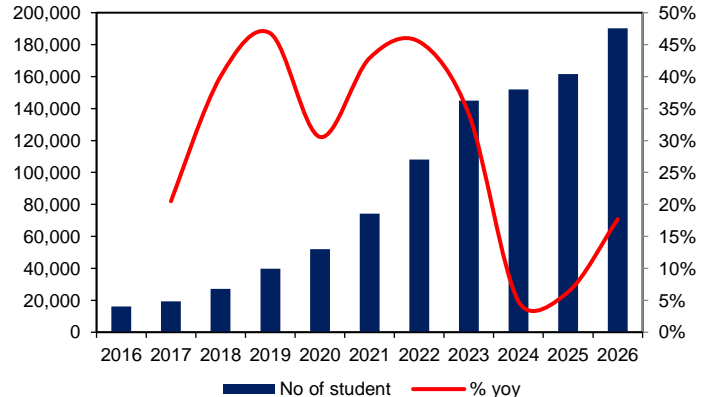
We revised down our revenue forecasts for the education segment in 2025–2027 by 31%/36%/12%, respectively, with pre-tax profit projections adjusted downward by 25%/27%/29% compared to the previous report. These adjustments reflect a more cautious outlook amid intensified competition from public schools and reduced household spending on private education, as evidenced by sluggish student enrollment growth in 2024. As a result, revenue and PBT for 2025 are now expected to grow by only 6% and 8% yoy, respectively. Looking ahead to 2026–2027, growth momentum is expected to recover, driven by FPT’s continued investment in rapidly expanding its integrated K-12 school network across various provinces, as well as the rollout of new training programs—particularly in semiconductor-related fields. These initiatives are anticipated to boost new student enrollments across FPT’s education programs. Accordingly, revenue in 2026–2027 is forecast to grow by 18% and 28% yoy, respectively, with PBT increasing in line with revenue at 18% and 28%.

Figure 9: FPT will maintain high levels of investment in education in 2025, with a strategic focus on expanding its nationwide network of campuses, particularly in provincial areas. (Unit: VND billion)



Sources: FPT, MBS Research

Figure 10: Student enrollment is expected to gradually recover from 2025, rebounding from a low base in 2024, supported by FPT’s ongoing expansion of school locations



Sources: FPT, MBS Research

Financial statements

Income statement	2023	2024	2025F	2026F	Cash flow statement	2023	2024	2025F	2026F
Net revenue	52,625	62,963	73,935	88,995	Pre-tax profit	9,203	11,070	13,226	15,943
Cost of sales	(32,298)	(39,150)	(45,227)	(54,191)	Depreciation & amortization	2,287	2,535	2,909	3,163
Gross profit	20,320	23,698	28,708	34,804	Tax paid	(971)	(1,210)	(1,962)	(2,365)
Gen & admin expenses	(6,625)	(7,074)	(9,319)	(11,611)	Other adjustments	-	-	-	-
Selling expenses	(5,243)	(6,116)	(7,529)	(8,787)	Change in working capital	654	3,646	3,951	9,010
Operating profit	8,452	10,508	11,860	14,406	Cash flow from operations	9,517	11,704	11,568	12,870
Operating EBITDA	10,793	12,867	14,769	17,570	Capex	(3,978)	(3,275)	(3,558)	(3,736)
EBIT	8,452	10,508	11,860	14,406	Proceeds from assets sales	29	14	-	-
Interest income	2,336	1,936	2,402	2,644	Cash flow from investing activities	(6,548)	(8,462)	(5,593)	(5,856)
Financial expense	(1,718)	(1,812)	(1,779)	(1,913)	New share issuance	73	163	-	-
Net other income	292	45	76	92	Net borrowings	(1,702)	(1,955)	(2,357)	(2,841)
Income from associates	42	393	667	714	Other financing cash flow	(30)	(2)	-	-
Pre-tax profit	9,203	11,070	13,226	15,943	Dividends paid	(2,931)	(3,292)	(3,678)	(3,678)
Tax expense	(1,424)	(1,642)	(1,962)	(2,365)	Cash flow from financing activities	(1,168)	(2,198)	(5,379)	(5,633)
NPAT	7,788	9,427	11,264	13,578	Cash and equivalents at beginning of period	6,440	8,279	9,315	9,911
Minority interest	1,323	1,571	1,913	2,306	Total cash generated	1,800	1,044	596	1,381
Net profit	6,465	7,857	9,351	11,272	Cash and equivalents at the end of period	8,279	9,315	9,911	11,293
Ordinary dividends	(2,931)	(3,292)	(3,678)	(3,678)					
Retained earnings	3,535	4,565	5,673	7,594					
Balance sheet	2023	2024	2025F	2026F	Key ratios	2023	2024	2025F	2026F
Cash and equivalents	8,279	9,315	9,911	11,293	Net revenue growth	19.5%	19.4%	17.6%	20.4%
Short term investments	16,104	21,785	23,821	25,941	EBITDA growth	26.2%	19.2%	14.8%	19.0%
Accounts receivables	9,058	10,537	11,743	17,010	EBIT growth	25.0%	24.3%	12.9%	21.5%
Inventories	1,725	1,990	2,443	3,253	Pre-tax profit growth	20.2%	20.3%	19.5%	20.5%
Other current assets	36,706	45,536	51,858	66,963	Net profit growth	22.1%	21.5%	19.0%	20.5%
Total current assets	12,386	12,777	13,357	14,345	EPS growth	22.1%	21.5%	19.0%	20.5%
Tangible fixed assets	1,315	2,560	3,667	4,488					
Intangible fixed assets	-	-	-	-	Gross profit margin	38.6%	37.7%	38.8%	39.1%
Construction in progress	-	-	-	-	EBITDA margin	20.5%	20.4%	20.0%	19.7%
Investments in subsidiaries	-	-	-	-	Net profit margin	14.8%	15.0%	15.2%	15.3%
Investments in associates	4,958	5,675	5,595	6,309	ROAE	23.4%	23.9%	23.6%	23.3%
Other long-term investments	23,577	26,464	29,962	30,913	ROAA	11.6%	11.9%	12.2%	12.5%
Other long-term assets	60,283	72,000	81,820	97,876	ROIC	22.8%	22.9%	23.1%	23.2%
Total non-current assets									
Total assets	13,838	14,446	16,048	17,882	Asset turnover ratio	0.1	0.1	0.1	0.1
Short-term borrowings	4,424	4,063	4,868	5,918	Dividend payout ratio	45.3%	41.9%	39.3%	32.6%
Trade accounts payable	1,015	874	1,033	1,238	D/E	46.9%	41.8%	38.3%	35.0%
Other payables	29,652	34,836	37,207	43,302	Net debt to total equity	19.3%	15.8%	15.5%	13.8%
Total current liabilities	208	501	601	722	Net debt to asset	9.6%	7.8%	8.2%	7.5%
Long-term borrowings	357	804	371	444	Interest coverage ratio	10.2	19.0	17.9	19.5
Other long-term payables	698	1,436	1,162	1,395					
Total long-term liabilities	30,350	36,272	38,369	44,697	Days account receivable	62.0	60.4	57.2	68.8
Total liabilities	12,700	14,711	14,711	14,711	Days inventory	15.9	15.8	16.2	17.8
Common shares	50	50	50	50	Days account payable	29.4	40.4	32.0	31.9
Share premium	-	1,929	1,929	1,929					
Treasury shares	8,674	11,031	15,487	22,603	Current ratio	2.7	3.2	3.2	3.7
Undistributed earnings	1,550	2,033	1,896	2,285	Quick ratio	0.2	0.3	0.4	0.5
Investment and development funds	2,019	90	2,138	2,577	Cash ratio	1.8	2.2	2.1	2.1
Foreign exchange differences	4,959	5,933	7,358	9,166					
Shareholders' equity	29,933	35,728	43,447	53,171	Valuation				
	60,283	72,000	81,816	97,868	EPS (VND/share)	5,091	5,341	6,357	7,662
					BVPS (VND/share)	23,570	24,287	29,534	36,145
					P/E (x)	23.2	22.1	18.6	15.4
					P/B (x)	5.0	4.9	4.0	3.3

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MBS RECOMMENDATION FRAMEWORK

Stock Ratings

The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.

Add	The stock's total return is expected to reach 15% or higher over the next 12 months
Hold	The stock's total return is expected to be between negative 10% and positive 15% over the next 12 months.
Reduce	The stock's total return is expected to fall below negative 10% over the next 12 months.

Sector Ratings

Positive	Stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation
Neutral	Stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
Negative	Stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

ABOUT MBS

Founded in May 2000 by the Military Commercial Joint Stock Bank (MB), MB Securities Joint Stock Company (MBS) is one of the first six securities companies in Vietnam. After years of development, MBS has grown into one of the premier brokerage houses in the country. In two consecutive years between 2009 and 2010, MBS leads the brokerage house in terms of market share on both Hanoi Stock Exchange (HNX) and HCMC Stock Exchange (HOSE) and continuously ranked among the Top 5 of market share at both stock exchanges.

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