

PetroVietnam Technical Services Corporation (PVS)

Riding the new waves

- In 5M25, PVS showed positive progress in EPCI contracts of the Block B – O Mon project, which EPCI#1 reached 22% and EPCI#2 reached 47%.
- We expect net profit of PVS to increase 7.8% and 15.4% in 2025 and 2026, respectively, as the improving gross profit margin in the M&C segment may offset the effect from potential provision expenses.
- Reiterate **ADD** rating with a lower target price of 42,600 VND/share.

5M25: Positive progress in M&C contracts, strong revenue performance

In 5M24, PVS declared to reach the revenue of over VND 10,000 bn, with over 60% contribution from the mechanical & construction (M&C) segment. This is thanks to the accelerated progress in M&C contracts of Block B – O Mon project, with EPCI#1 reached 22% and EPCI#2 reached 47% of total workload. In 1Q25, the company recognized a 10.3% yoy increase in NPATMI, with gross profit remain stable compared to 1Q24, while the provision expense was offset by the gain from asset revaluation. Net profit in 1Q25 has completed 24% of our previous FY25 forecast, which is broadly in line with our expectation.

Solid M&C backlog along with ambitious capex investment plan

In the 2025-2026 period, PVS's M&C backlog is substantial and diversified, supported by contracts in oil and gas, offshore wind power, and industrial construction. We expect a slightly higher gross profit margin for PVS's M&C segment in the 2025-2026 period, thanks to: (1) better experience in the offshore wind power contract, (2) larger contract size to better cover fixed operating costs. Net profit for PVS is projected to grow by 7.8% and 15.4% yoy in 2025 and 2026, respectively. If we exclude the one-time impact of debt reduction in 2024, PVS's pre-tax profit in 2025 is expected to increase by 33.6% yoy. Moreover, the robust capex investment plan is expected to support the company's long-term performance, although it may drive significant capital requirements in the short and medium term.

Reiterate ADD rating with a lower target price of 42,600 VND/share

This new target price is adjusted downward 9.4% compared to the latest target price to reflect: (1) lower EPS forecast in 2025-2026 due to more conservative assumption of M&C segment's gross profit margin and potential provision expenses related to the Sao Mai – Ben Dinh port, and (2) robust capex investment plan in the medium term. However, PVS still deserve an **Add** rating as the company is entering a new phase of growth and expansion while current valuation is lower than its historical 5-year average.

Financial indicators	2023	2024	2025F	2026F
Net revenue	19,374	23,770	29,970	44,444
Net profit after tax & minority interest	1,026	1,070	1,153	1,331
Net revenue growth	18.4%	22.7%	26.1%	48.3%
NPATMI growth	3.7%	4.2%	7.8%	15.4%
Gross profit margin	5.4%	4.5%	4.2%	3.7%
EBITDA margin	2.5%	1.4%	2.4%	2.4%
ROAE	8.2%	8.1%	8.4%	9.3%
ROAA	3.9%	3.5%	3.3%	3.3%
EPS (VND/share)	2,148	2,238	2,413	2,785
BVPS (VND/share)	26,852	28,388	29,340	30,510

Source: PVS, MBS Research's projection

ADD

Target price

VND 42,600

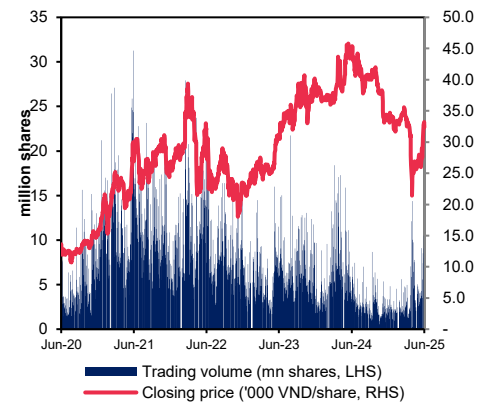
Upside

32.2%

Major changes:

Adjust downward the EPS forecast for 2025 and 2026 by 15.3% and 13.7%, respectively, compared to the previous forecast.

Stock information



Source: FiinPro, MBS Research

Market price (VND)	32,200
High 52w (VND)	44,500
Low 52w (VND)	21,400
Market cap (VND bn)	15,438
P/E (TTM)	12.8
P/B	1.0
Dividend yield (%)	2.1
Foreign ownership ratio (%)	14.8

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

Ownership structure

PetroVietnam	51.38%
Others	48.62%

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

Analyst

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PetroVietnam Technical Services Corporation (PVS)

Investment thesis & Recommendation

Investment thesis

- PVS possesses a substantial and diversified backlog in its Mechanical & Construction (M&C) segment, spanning various industries such as oil and gas, offshore wind power, industrial construction, and nuclear energy. This strong order book, combined with the company's better experience in the offshore wind sector, is anticipated to drive medium-term profit growth. Additionally, it may help offset potential impacts from future provisioning expenses. Net profit for PVS is projected to grow by 7.8% and 15.4% yoy in 2025 and 2026, respectively. If we exclude the one-time impact of debt reduction in 2024, PVS's pre-tax profit in 2025 is expected to increase by 33.6% yoy.
- PVS has a robust capex investment plan in the 2025-2030 period, aimed at expanding capacity and enhancing operational efficiency. While this plan may drive significant capital requirements in the medium term, it is expected to positively support the company's long-term performance.

Valuation & Recommendation

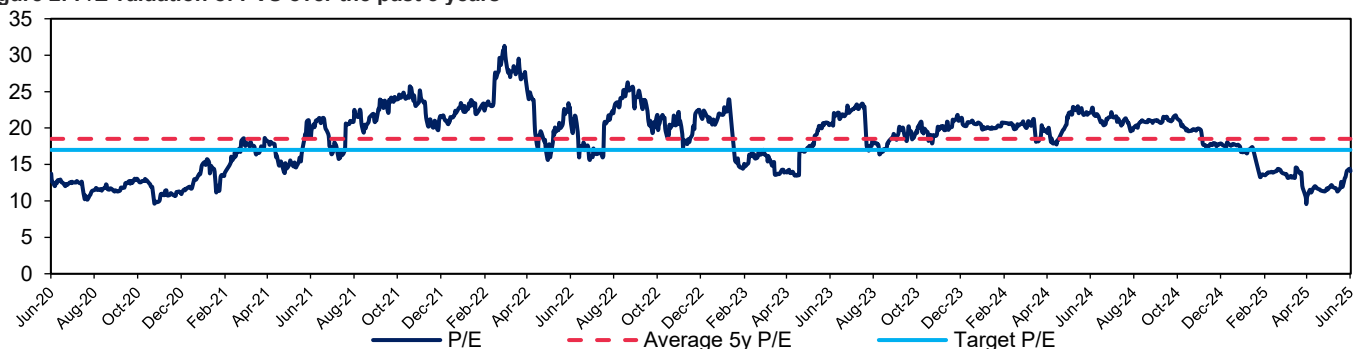
We lower our target price for PVS by 9.4% to 42,600 VND/share, implying a 32% upside potential compared to the closing price on June 11, 2025. This new target price is adjusted downward to reflect: (1) lower EPS forecast in 2025-2026 due to more conservative assumption of M&C segment's gross profit margin and potential provision expenses related to the Sao Mai – Ben Dinh port, and (2) robust capex investment plan in the medium term. We use the target P/E ratio of 17.0x, which is 0.5 standard deviation lower than the average 5-year P/E of 18.5x. This revised target multiple is lower than the previous benchmark of 18.0x, reflecting a more cautious view on PVS's valuation, given that near-term profit growth may fall short of our earlier expectations. However, PVS deserve a **Add** rating as the company is entering a new phase of growth and expansion while current valuation is still lower than its historical 5-year average.

Figure 1: Valuation Summary

Method	Weight	Price (VND/share)
Forward P/E (target P/E 2025-2026= 17x)	50%	44,200
FCFF	50%	41,000
Target price	VND/share	42,600
Current price (closing price on June 11, 2025)	VND/share	32,200
Upside potential	VND/share	32.2%

Source: MBS Research

Figure 2: P/E valuation of PVS over the past 5 years



Source: FiinProX, MBS Research

Figure 3: Projected FCFF

	2025	2026	2027	2028	2029
Profit after tax	1,341	1,548	1,635	1,541	1,588
Non-cash charges	663	789	947	1,061	1,181
Interest expenses after tax	118	189	261	295	303
Working capital investment	(416)	1,208	1,638	591	59
Fixed asset investment	(1,761)	(3,171)	(3,273)	(2,383)	(2,060)
FCFF	(54)	564	1,209	1,105	1,071

Figure 4: FCFF valuation

(+) PV of FCFF for the period 2025-2029	VND bn	2,604
(+) PV of terminal value	VND bn	5,893
(+) Cash & equivalents	VND bn	15,165
(-) Debt	VND bn	2,773
(-) Minority interest	VND bn	1,299
Enterprise value	VND bn	19,591
Number of shares outstanding	million shares	478
Share price	VND/share	40,990

Cost of equity		WACC and long-term growth rate	
Risk-free rate	3.0%	Cost of debt	3.9%
Beta	1.3	Tax rate	20.0%
Equity risk premium	9.0%	WACC	11.6%
Cost of equity	14.7%	Long term growth	1.0%

Downside risk:

- The gross profit margin of the M&C segment is lower than expected.
- Crude oil price falls sharply below break-even point, which leads to the delay or even cancellation of the upstream projects.

Figure 5: Peers comparison

Company	Nation	Ticker	Market cap USD mn	P/E (x) TTM	P/B (x) current	ROA%		ROE (%)	
						2025F	2026F	2025F	2026F
PTT Exploration & Production PCL	Thailand	PTTEP TB Equity	12,223	5.6	0.8	6.6	6.1	11.6	10.5
Energi Mega Persada TBK PT	Indonesia	ENRG IJ Equity	375.5	5.0	0.5	3.8	4.2	9.3	10.0
Yinson Holdings BHD	Malaysia	YNS MK Equity	1,545	6.6	1.2	3.2	4.6	8.1	12.3
Hibiscus Petroleum Bhd	Malaysia	HIBI MK Equity	261.1	8.1	0.4	2.9	4.7	8.2	12.2
Shanghai Supezet Engineering Technology	China	688121 CH Equity	400.5	22.3	1.1	1.4	1.5	4.8	5.2
Average				9.5	0.8	3.6	4.2	8.4	10.0
PetroVietnam Technical Services Corporation	Vietnam	PVS VN Equity	597	14.1	1.1	3.3	3.3	8.4	9.3

Source: Bloomberg, MBS Research

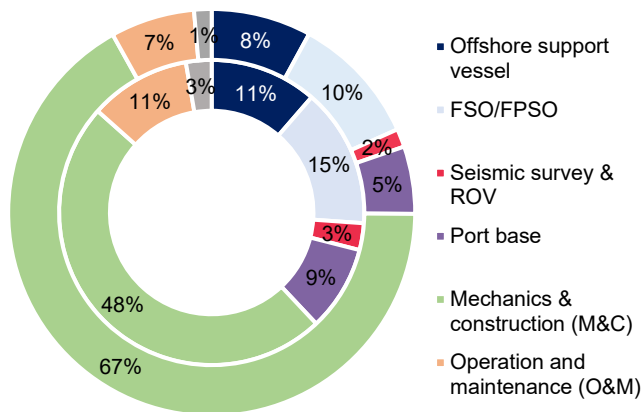
1Q25 recap: M&C segment's gross profit margin improved, provision was addressed by one-off financial profit

Figure 6: 1Q25 business results (Units: VND bn)

	1Q25	% yoy	% qoq	% Prev. FY25 forecast	% 2025 Plan	Comments
Revenue	6,014	62.1%	-37.8%	19%	26.7%	
Offshore support vessel	478	13.4%	-11.2%	23%		
FSO/FPSO	622	13.7%	-3.0%	27%		
Seismic survey & ROV	87	-17.2%	-17.6%	19%		
Port base	322	-3.8%	-33.7%	20%		
Mechanics & construction (M&C)	4,018	122.9%	-42.3%	18%		The EPCI contracts in Block B project continue to be executed with positive progress (At the end of May 2025: EPCI#1: 22%, EPCI#2: 47%). The technical inspection for Greater Changhua 2b&4 offshore wind power contract was also carried in 1H25.
Operation and maintenance (O&M)	402	1.3%	-48.4%	19%		
Other services	84	-16.9%	-46.6%	9%		
Gross profit	257	-0.6%	10.5%	16%		
Gross profit margin	4.3%	-2.7% pts	1.9% pts	-0.7% pts		M&C segment show an improvement in gross profit margin, positively affect PVS's total gross profit margin as the M&C segment has a large contribution to total revenue.
Offshore support vessel	12.6%	1.4% pts	2.2% pts	2.1% pts		
FSO/FPSO	5.0%	1% pts	-0.3% pts	-3.3% pts		
Seismic survey & ROV	10.6%	-1.3% pts	-16.2% pts	-9.4% pts		
Port base	25.6%	1.6% pts	5.8% pts	3.6% pts		
Mechanics & construction (M&C)	1.2%	-1.7% pts	1.1% pts	-1.2% pts		
Operation and maintenance (O&M)	5.8%	-2.5% pts	0.9% pts	-1% pts		
Other services	2.7%	-8.2% pts	21.2% pts	-5.1% pts		
SG&A expenses	396	74.3%	-24.8%	32%		Recognize a provision expense of VND 110 bn, which is, in our opinion, related to the Sao Mai – Ben Dinh port.
% SG&A expenses/ Revenue	6.6%	0.5% pts	1.1% pts	2.8% pts		
Net financial income	306	124.3%	52.2%	75%		Net financial income is significantly higher yoy and qoq thanks to the revaluation gain of VND 130 bn.
Profit from JVs & associates	213	8.2%	-1.1%	29%		
Profit before tax	384	4.4%	-44.7%	22%	38.4%	
Profit after tax	300	-1.7%	-45.3%	21%	38.4%	
Net profit after tax and minority interest (NPATMI)	332	10.3%	-24.4%	24%		In line with our previous full year forecast.

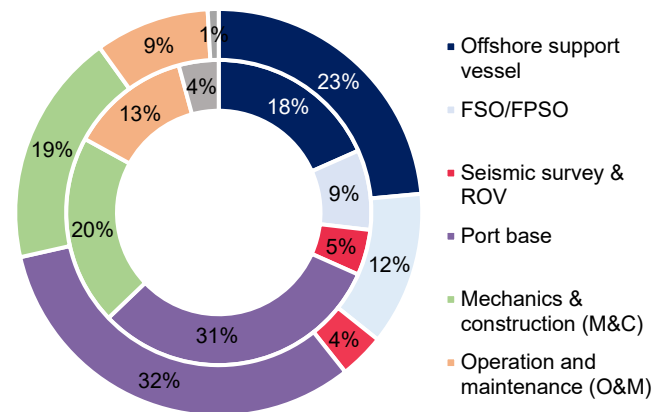
Source: PVS, MBS Research

Figure 7: PVS's revenue contribution by segment in 1Q24 and 1Q25



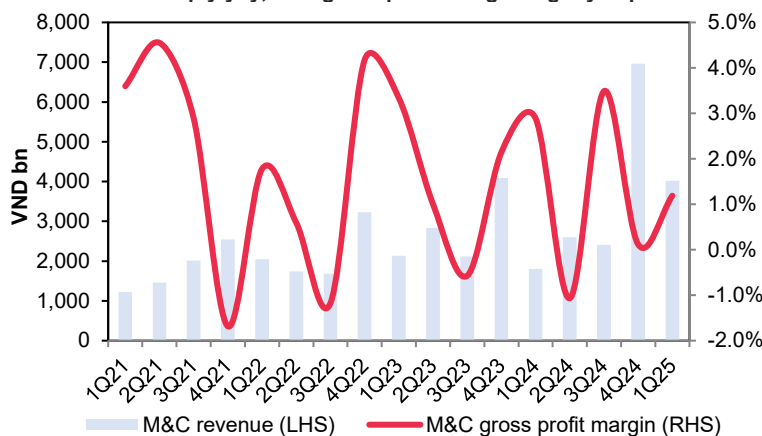
(*) Inner: 1Q24, Outer: 1Q25
Source: PVS, MBS Research

Figure 8: PVS's gross profit contribution in 1Q24 and 1Q25



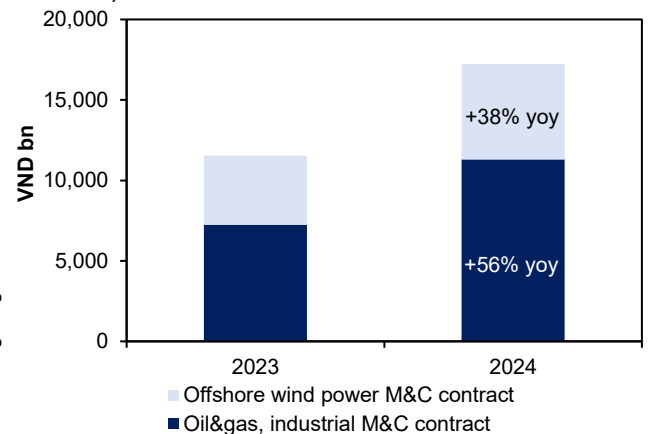
(*) Inner: 1Q24, Outer: 1Q25
Source: PVS, MBS Research

Figure 9: In 2Q24, M&C segment's revenue fell from last quarter's high base but increased sharply yoy, with gross profit margin slightly improved.



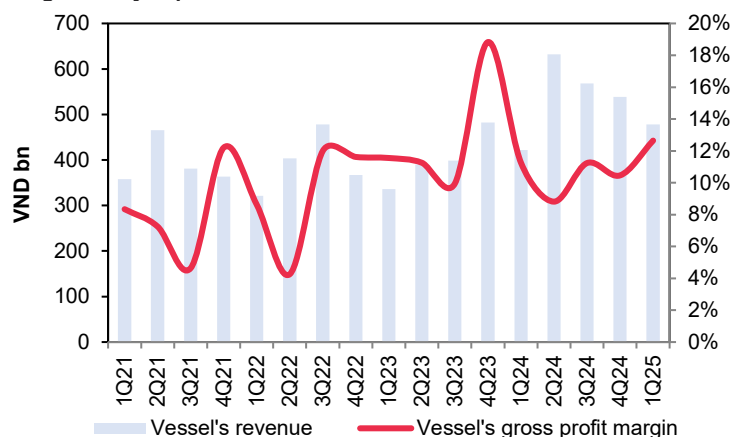
Source: PVS, MBS Research

Figure 10: M&C segment revenue structure (including internal revenue)



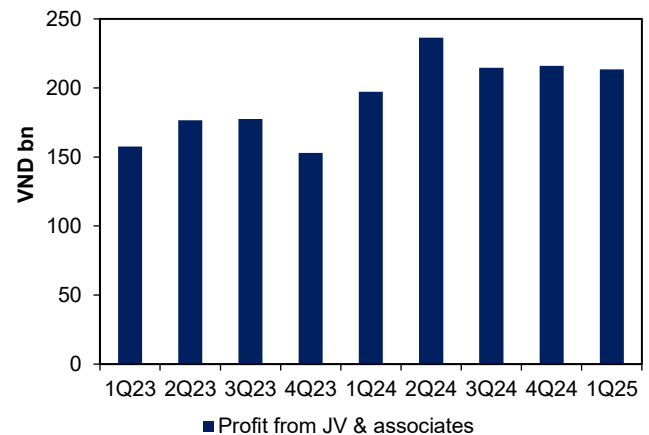
Source: PVS, MBS Research

Figure 11: Vessel segment's revenue increased yoy, while gross profit margin slowly improved



Source: PVS, MBS Research

Figure 12: PVS's FSO/ FPSO segment results remain stable



Source: PVS, MBS Research

Great backlog for M&C segment: Wide range of industries

Oil & gas M&C activities: Key player in domestic and regional projects

Vietnam's key upstream oil and gas project is progressing into critical phases, necessitating an acceleration in mechanical and construction (M&C) activities. As a prominent player in the domestic M&C sector, PVS has secured several significant contracts for major projects, including Block B – O Mon and Lac Da Vang (Golden Camel). Most of these contracts were awarded in 2024 and are anticipated to be more fully reflected in PVS's financial performance in 2025.

In our latest update report on PVS, we had projected the company to be awarded the EPCI#4 offshore pipeline contract for the Block B – O Mon project, with an estimated value of approximately USD 400 mn. However, as PVS is not listed among the bidders for this contract, we have excluded it from the company's potential backlog in our forecast for the 2025–2030 period. While this adjustment reduces the projected oil and gas M&C backlog in our outlook, it is not expected to materially affect our profit estimates for PVS due to the following factors: (1) the company's backlog is still supported by newly signed M&C contracts in the offshore wind power sector, and (2) the gross profit margin of the M&C segment, while expected to improve slightly, is likely to remain modest. At the end of May 2025, PVS has completed 22% and 47% of Block B's EPCI#1 and EPCI#2 contracts, respectively.

Figure 13: Our expectation for PVS's contracts in Block B – O Mon project

Contract	PVS's estimated value (USD bn)	Major tasks	2023	2024	2025	2026	2027	2028	2029
EPCI#1	550	Central technology truss, housing truss and torch tower		LLOA	Full contract				
EPCI#2	400	04 Hub platforms/ Wellhead Platforms		LLOA	Full contract				
EPCI#3	257	Construction & installation: Onshore pipelines and stations; Detail design and overall test for entire project			Signed contract				
Total	1,207	Estimated execution	-	212	344	385	211	55	-

Source: MBS Research's projection

Offshore wind power M&C activities: Newly signed contract ensures near future backlog

The technical inspection of all foundations in the EPC contract for Greater Changhua 2b&4 was completed in the first half of 2025. As PVS has proved its competitiveness in previous offshore wind power projects (e.g., Hai Long, Greater Changhua 2b&4), the company is likely to receive more contracts in the offshore wind power industry, especially the offshore substation and foundation M&C contracts. Our forecast has included a potential M&C contract of a new offshore wind power project in Taiwan, with an estimated value of USD 400 mn. We expect diversified and solid backlog will support the M&C segment's revenue to increase 40.5% and 69.8% in FY25-26, respectively. We also expect a slightly higher gross profit margin for PVS's M&C segment in the 2025-2026 period, thanks to: (1) better experience in the offshore wind power contract, (2) larger contract size to better cover fixed operating costs. The gross profit margin for the M&C segment is expected to reach 1.2% (+0.4% pts yoy) and 1.4% in FY25-26, respectively.

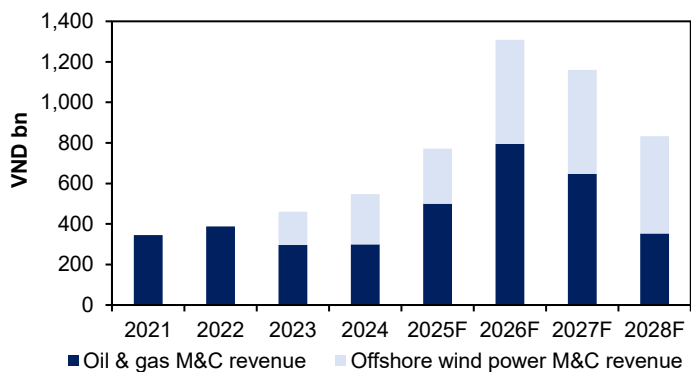
Figure 14: Our estimation and projection for PVS's key M&C contracts

No	Project	Estimated contract value (USD bn)	Estimated revenue in 2025 (USD bn)	Estimated revenue in 2025-2030 (USD bn)	Note
Oil & gas contract					
1	Block B - EPCI contract	1,207	344	995	We had excluded the estimated value for the offshore pipeline contract, compared to the previous forecast.
2	White Lion phase 2B (*)	250	50	250	
3	Golden Camel	333	74	272	
4	Nam Du - U Minh (*)	150	-	150	
5	LNG Thị Vải phase 2&3 (*)	380	20	372	
6	LNG Sơn Mỹ (*)	300	-	300	
Offshore wind power contract					
7	Changhua 2b&4	300	114	114	
8	Baltica	180	54	171	
9	Fengmiao	100	45	75	
10	Newly signed contract	400	-	400	
(*) : Potential project					Source: MBS Research's projection

(*) : Potential project

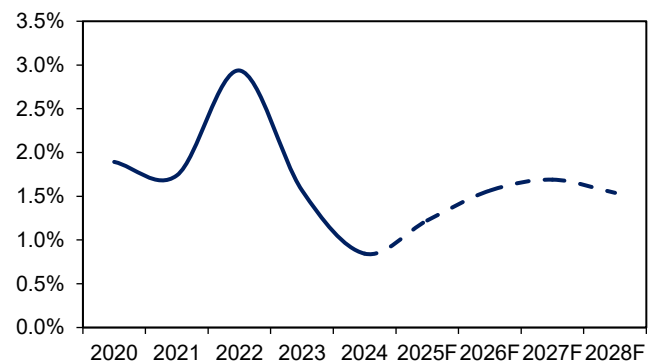
Source: MBS Research's projection

Figure 15: Our forecast for M&C segment's revenue structure



Source: PVS, MBS Research's projection

Figure 16: Our forecast for M&C segment's gross profit margin



Source: PVS, MBS Research's projection

About participating in nuclear power projects: In the 2025 Annual General Meeting, PVS stated that they were planning to participate in M&C activities for the first nuclear power plant in Vietnam, focusing on the cooling water system and steel structure, which would be domesticized. We will have this project included in our forecast for PVS's potential backlog in the 2025-2030 period when more information is available.

Robust capex investment strategy to enhance long-term outlook

FSO Golden Camel & FSO Block B are expected to be key growth driver of the company's FSO/FPSO segment

Following the award of the FSO contract for the Golden Camel project in late 2024, PVS subsequently received the Letter of Award for the FSO Block B contract in late May 2025. The company will invest in FSO Block B through a foreign joint venture, in which PVS holds a 51% ownership stake.

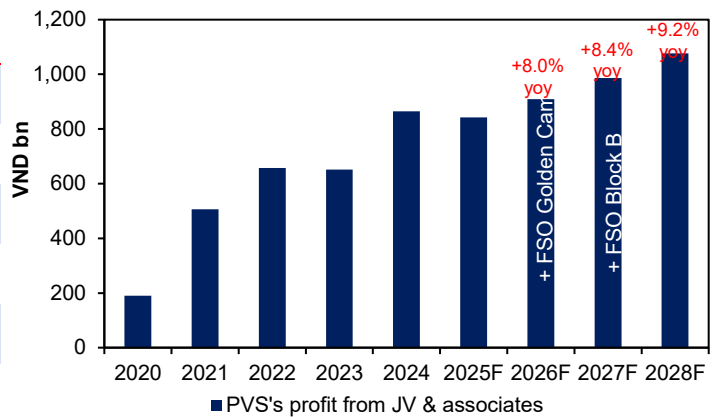
This development aligns with our prior projections, except for the contract value which exceeded expectations. We continue to anticipate that the FSO Golden Camel and FSO Block B projects will begin contributing to PVS's financial performance from late 2026 and late 2027, respectively. As such, these two contracts are expected to serve as key growth drivers for the company's FSO/FPSO segment, primarily reflected through profit contributions from joint ventures and associates.

Figure 17: FSO Block B's information

FSO Block B	
Design lifespan	25 years
EPCIC progress	28 months (expected to delivery in 2027)
Contract term	14-year fixed term with a 9-year extension option
Contract value	~ USD 480 mn for initial 14-year fixed term; ~ USD 600 mn if including 9-year extension
ROE	> 10%

Source: PVS, MBS Research's compilation

Figure 18: FSO/FPSO growth may reflect in profit from JV & associates

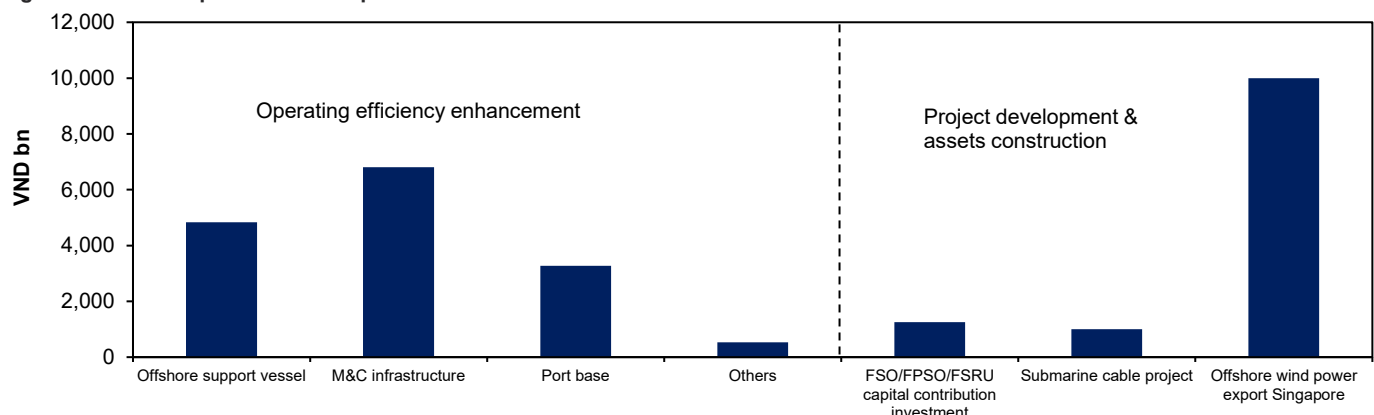


Source: PVS, MBS Research's projection

Plan to enhance overall infrastructure and expand port base's capacity

During the 2025–2030 period, PVS has outlined a robust capital expenditure (capex) strategy, primarily focused on automation in mechanical operations and construction infrastructure. Although this capex initiative has been incorporated into our forecast, it is not fully reflected, given concerns regarding the actual pace of execution. Additionally, we have not yet included the investment plan and potential contribution from the offshore wind power export project to Singapore due to insufficient available information.

Figure 19: PVS's capex investment plan in 2026-2030



Source: PVS, MBS Research's compilation

While this plan may drive significant capital requirements in the medium term, it is expected to enhance the company's long-term performance. In conjunction with this plan, we have revised upward the following assumptions: (1) a 4% increase in the number of support vessels by the end of 2029, and (2) a 20% increase in port base capacity by the end of 2027, driven by the expansion of the Dung Quat and Nghi Son ports—both of which are involved in EPC services. As a result, the revenue and gross profit outlooks for the offshore support vessel and port base segments have undergone notable adjustments, as detailed below.

FY25-26F earnings revision

Figure 20: Our revision for PVS's FY25-26F business results (Units: VND bn)

	2024F	2025F	% yoy	% prev. forecast	2026F	% yoy	% prev. forecast	Comments
Net revenue	23,770	29,970	26.1%	-5.3%	44,444	48.3%	3.3%	
Offshore support vessel	2,160	2,311	6.9%	30.4%	2,466	6.7%	19.2%	Adjust upward to account for strong capex investment in the support vessel segment & positive sign in 1Q25.
FSO/FPSO	2,369	2,365	-0.2%	7.6%	2,496	5.5%	4.9%	
Seismic survey & ROV	507	532	5.0%	13.8%	559	5.0%	13.8%	
Port base	1,550	1,632	5.3%	2.6%	1,714	5.0%	3.1%	
Mechanics & construction (M&C)	13,770	19,351	40.5%	-15.4%	32,864	69.8%	-0.2%	Exclude the assumption of potential backlog in Block B's offshore pipeline contract Better assumption of domestic workload thanks to upstream projects' movement.
Operation and maintenance (O&M)	2,767	2,906	5.0%	58.4%	3,051	5.0%	35.2%	
Other services	646	873	35.2%	-5.3%	1,294	48.3%	3.3%	
Gross profit	1,065	1,272	19.4%	-12.5%	1,656	30.2%	-21.0%	
Offshore support vessel	223	273	22.1%	33.2%	291	6.7%	34.0%	
FSO/FPSO	133	131	-1.2%	-8.0%	150	14.8%	-26.7%	
Seismic survey & ROV	58	60	4.1%	31.6%	64	5.5%	-35.2%	
Port base	310	334	7.8%	-4.4%	350	4.7%	-6.4%	
Mechanics & construction (M&C)	116	237	103.5%	-55.0%	514	117.2%	-45.7%	Adjust down 2026's gross margin of M&C segment due to more conservative assumption about the potential of improving gross margin in offshore wind power M&C contracts.
Operation and maintenance (O&M)	154	162	5.0%	19.4%	170	5.0%	10.6%	
Other services	71	75	6.0%	50.5%	117	55.8%	15.3%	
Gross profit margin	4.5%	4.2%	-0.2% pts	-0.4% pts	3.7%	-0.5% pts	3.7% pts	
SG&A expenses	1,330	1,229	-7.6%	3.5%	1,378	12.1%	-11.1%	
% SG&A expenses/ Revenue	5.6%	4.1%	-1.5% pts	0.3% pts	3.1%	-1% pts	-0.5% pts	
Net financial income	351	381	8.4%	-21.6%	98	-74.4%	-75.4%	
Profit from JVs and associates	864	842	-2.5%	14.7%	910	8.0%	10.3%	PVS may start recording contribution from FSO Golden Camel in 2H26 and FSO Block B in 2027.
Profit before tax	1,553	1,635	5.2%	-7.5%	1,887	15.4%	-1.7%	In 2025-2026, PVS is unlikely to recognize the one-off other income of VND 327 bn from debt reduction, as it did in 2024. However, the reversal of warranty provision for construction is expected to increase and better contribute to net other income of PVS. If we exclude this one-off profit in 2024, PVS's profit before tax in 2025 is expected to increase 33.4% yoy.
Profit after tax	1,255	1,341	6.9%	-5.2%	1,548	15.4%	-2.8%	
Net profit after tax and minority interest (NPATMI)	1,070	1,153	7.8%	-15.3%	1,331	15.4%	-13.7%	Adjust downward compared to latest forecast due to (1) lower assumption of M&C segment's gross profit margin, (2) exclusion of one potential contract in Block B project, and (3) rising financial expenses due to rising debt for capex investment.
EPS (VND/share)	2,238	2,413	7.8%	-15.3%	2,785	15.4%	-13.7%	

Source: MBS Research's projection

FINANCIAL STATEMENTS

Income Statement	2023	2024	2025F	2026F	Cash Flow Statement	2023	2024	2025F	2026F
Net revenue	19,374	23,770	29,970	44,444	Profit before tax	1,277	1,553	1,635	1,887
Cost of goods sold	(18,335)	(22,705)	(28,698)	(42,788)	Depreciation and amortization	493	601	663	789
Gross profit	1,039	1,065	1,272	1,656	Interest expenses	73	64	100	160
Administrative expenses	(967)	(1,235)	(1,139)	(1,244)	Other adjustments	(963)	(270)	(1,901)	(1,125)
Selling expenses	(85)	(95)	(90)	(133)	Changes in working capital	(1,165)	2,394	(737)	163
Profit from operation	(13)	(265)	43	278	Cash flow from operations	(285)	4,343	(240)	1,874
Net EBITDA	480	336	706	1,067	Investment in PPE	(899)	(885)	(1,677)	(3,172)
Pre-tax & interest income	(13)	(265)	43	278	Proceeds from sales of PPE	5	4	-	-
Interest income	790	569	680	578	Other items	1,712	1,943	(213)	(404)
Financial expenses	(216)	(217)	(299)	(480)	Cash flow from invesment	818	1,062	(1,890)	(3,576)
Other net income	66	603	369	601	Share issuance & contributions from shareholders	-	-	-	-
Income from associates & JVs	651	864	842	910	Net cash from borrowings	345	577	1,114	1,568
Pre-tax profit	1,277	1,553	1,635	1,887	Other cash flow from financing activities	-	-	-	-
Corporate incomem tax	(217)	(299)	(294)	(339)	Dividends, profit paid to shareholders	(378)	(379)	(335)	(335)
Net profit after tax	1,060	1,255	1,341	1,548	Cash flow from financing	(32)	198	779	1,233
Minority interests	(34)	(185)	(188)	(217)	Beginning cash & equivalents	5,219	5,757	11,422	10,070
Net profit	1,026	1,070	1,153	1,331	Net cash flow over the year	501	5,603	(1,351)	(468)
Dividend payment	(378)	(379)	(335)	(335)	Ending cash & equivalents	5,757	11,422	10,070	9,602
Retained earnings	649	691	819	996					
Balance Sheet	2023	2024	2025F	2026F	Financial ratios	2023	2024	2025F	2026F
Cash and cash equivalents	5,757	11,422	10,070	9,602	Net revenue growth	18%	23%	26%	48%
Short-term investments	4,329	3,886	5,095	6,667	EBITDA growth	-17%	-30%	110%	51%
Accounts receivable	3,111	4,706	4,927	5,966	Operating profit growth	-112%	n/a	-116%	546%
Inventory	1,470	1,830	2,273	3,389	Pre-tax profit growth	0%	22%	5%	15%
Other current assets	1,622	2,038	2,390	3,384	Net profit growth	4%	4.2%	7.8%	15.4%
Total current assets	16,290	23,882	24,755	29,009	EPS growth	4%	4.2%	7.8%	15.4%
Fixed assets	3,328	3,526	4,631	7,021					
Intangible assets	63	62	58	55	Gross profit margin	5.4%	4.5%	4.2%	3.7%
Construction in progress	373	430	347	348	EBITDA margin	2.5%	1.4%	2.4%	2.4%
Investment in subsidiaries	-	-	-	-	Net profit margin	5.3%	4.5%	3.8%	3.0%
Income from associates and joint ventures	4,943	4,729	4,897	5,079	ROAE	8.2%	8.1%	8.4%	9.3%
Other long-term invesments	2	2	2	2	ROAA	3.9%	3.5%	3.3%	3.3%
Other long-term assets	1,253	1,287	1,277	1,950	ROIC	6.7%	6.5%	6.4%	6.5%
Total long-term assets	10,126	10,195	11,367	14,605					
Total assets	26,416	34,077	36,122	43,614	Asset turnover	0.7	0.8	0.9	1.1
					Dividend payout ratio	36.8%	35.5%	29.0%	25.1%
Short-term debts	1,176	869	927	958	Debt to equity	12.8%	11.3%	18.1%	27.1%
Account payables	3,513	4,654	4,949	5,774	Net debt to equity	-29.7%	-66.2%	-47.6%	-32.8%
Other short-term liabilities	4,371	8,415	8,720	12,254	Net debt to total assets	-15.2%	-28.6%	-20.2%	-12.1%
Total short-term liabilities	9,060	13,938	14,596	18,986	Interest coverage	(0.2)	(4.1)	0.4	1.7
Long-term debts	564	790	1,846	3,383					
Other long-term liabilities	3,248	4,609	4,357	5,207	Days of sales outstanding	59	72	60	49
Total long-term liabilities	3,812	5,399	6,204	8,590	Days of inventory	29	29	29	29
Total liabilities	12,872	19,337	20,799	27,575	Days of payables outstanding	70	75	63	49
Share capital	4,780	4,780	4,780	4,780	Liquidity ratio	1.8	1.7	1.7	1.5
Additional paid-in capital	40	40	40	40	Quick ratio	1.6	1.6	1.5	1.3
Treasury stock	-	-	-	-	Cash ratio	1.1	1.1	1.0	0.9
Retained earnings	4,048	4,082	4,324	4,615					
Reserve funds	3,451	3,796	3,988	4,249	Valuation				
Effects of changes in foreign exchange rates	516	522	543	549	EPS (VND/share)	2,148	2,238	2,413	2,785
Shareholders' equity	12,834	13,569	14,024	14,583	BVPS (VND/share)	26,852	28,388	29,340	30,510
Minority interests	710	1,171	1,299	1,456	P/E (x)	15.7	15.1	14.0	12.1
Total shareholders' equity	13,544	14,740	15,323	16,039	P/B (lần)	1.3	1.2	1.2	1.1
Total shareholders' equity	26,416	34,077	36,122	43,614					

Source: PVS, MBS Research's projection

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ADD	The stock can generate a profitability of 15% or more
HOLD	The stock can generate a profitability of between -15% and 15%
REDUCE	The stock can generate a loss of 15% or more

Sector rating

POSITIVE	Industry stocks have Add recommendations on a weighted market capitalization basis
HOLD	Industry stocks have Hold recommendations on a weighted market capitalization basis
NEGATIVE	Industry stocks have Reduce recommendations on a weighted market capitalization basis

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