

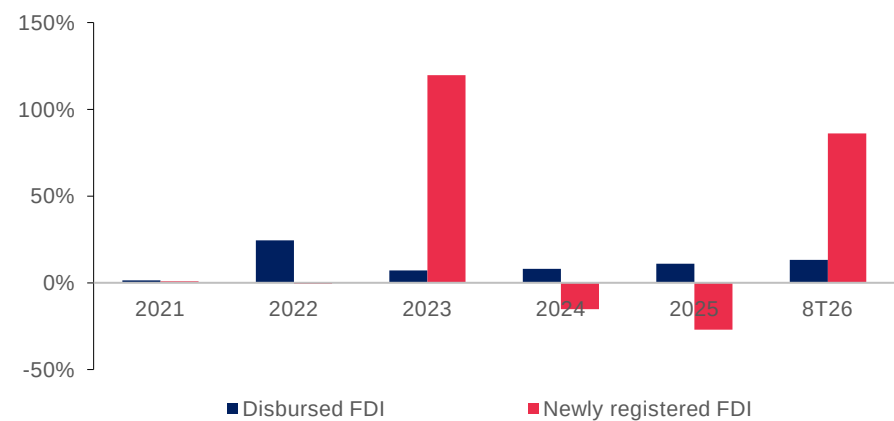
Industrial property - 3Q26 earnings forecast: Profit shows divergence

- FDI inflows recorded positive growth despite globally political and economic risks. This indicates that Vietnam is an attractive destination for FDI, particularly in the high-tech sector;
- In 3Q26, we forecast a divergence in net profit (NP) across companies, driven by land handover progress and other business activities. Overall, earnings of the companies are expected to grow by 52% yoy.

Positive FDI inflows in 8M26

According to the Ministry of Finance, the processing and manufacturing sector was the key recipient of FDI inflows. In 8M26, disbursed FDI reached USD 14.2bn (+13% yoy), while newly registered FDI amounted to USD 12.2bn (+86% yoy). FDI enterprises maintained strong production, with export and import values growing by 30% and 45% yoy, respectively. This indicates that FDI inflows into Vietnam remained positive despite geopolitical uncertainties in the Middle East and ongoing trade tensions. Foreign investors have shifted from “wait-and-see” strategy towards “risk diversification” strategy, with Vietnam emerging as an attractive destination thanks to its political stability and upgraded infrastructure capable of accommodating next-generation investment flows. The growing focus on technology, semiconductors, AI, and particularly data center projects represents a new direction for Vietnam's investment attraction strategy. Industrial park (IP) developers adopting green and eco-IP models are also gaining increasing appeal.

Figure 1: Newly registered FDI in the processing and manufacturing sector in 8M26 surpassed the full-year level recorded in the previous year



(Source: Ministry of Finance, MBS Research)

3Q26 NP shows divergence

BCM, KBC and IDC are transitioning from traditional IPs towards green and eco-IPs. As a result, these companies have continued to attract tenants from the high-tech sector. BCM and VSIP are expanding their land bank and taking the lead in attracting green and sustainable projects in HCMC, Hue, and, most recently, a 628-ha high-tech park in Ninh Binh. KBC has signed MOUs covering nearly 170 ha with large enterprises such as LG and Luxshare, while promoting cooperation in the development of large-scale data centers. IDC continues to attract small- and medium-sized projects in manufacturing, pharmaceuticals and data centers. Accordingly, we expect these companies’ presales to increase significantly in the coming period.



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3Q26 NP is expected to diverge across companies, depending on land handover progress and other business activities. We forecast strong NP growth for BCM, KBC and VGC, albeit from a low base. BCM has several transfer contracts yet to be recognized, while KBC has a 170-ha backlog undergoing the necessary procedures for handover to tenants. VGC's earnings growth is expected to be driven by building materials and sanitary ware. In contrast, we forecast IDC's earnings to decline from the high base. For rubber and IP-related companies, we expect GVR and PHRs' profit to grow strong thanks to high rubber prices and land compensation. We forecast aggregate NP of the companies under our coverage to grow by 52% yoy.

Figure 2: 3Q26 earnings forecast

No.	Ticker	Sector	NP forecast				Comments
			3Q26	yoy (%)	2026	yoy (%)	
1	BCM	Industrial and residential property	1,817	337%	3,970	14%	Following the commencement of sales at the Hoa Loi Resettlement Area project, we expect NP to grow strongly in 2H26. In 3Q26, we forecast BCM to recognize earnings from 400 units at the project. Profit from associates and joint ventures are expected to increase by 15% yoy, mainly driven by VSIP, IJC, and Becamex Binh Phuoc.
2	VGC	Construction material and industrial property	168	83%	1,600	14%	We estimate NP to increase from the low base. The IP segment, although not as strong as in the second quarter, is expected to continue its recovery, with land handovers reaching 25–30 ha, compared with only 20 ha in the same period last year. The building materials segment is expected to maintain positive performance, supported by narrowing losses in the glass segment and strong growth in the sanitary ware segment.
3	KBC	Industrial property	528	72%	2,231	6%	Supported by a sizable backlog of around 170 ha as of end-2Q26, IP land handovers are expected to improve in 2H26. In 3Q26, we expect KBC to hand over 20 ha at Hung Yen IC and Loc Giang IP. The real estate segment's contribution will come from the Nenh and Trang Due social housing projects. Debt repayment pressure is increasing as its debts continue to rise amid high interest rates, while its key projects such as Trang Cat and Trump Complex have yet to generate cash flow.
4	IDC	Industrial property	428	-49%	2,027	5%	For the IP segment, we expect IP land handovers to reach 20 ha, from Huu Thanh IP and Phu My II ext IP. In the energy segment, we forecast stable hydropower output, while electricity distribution output is expected to grow by 10% yoy. Toll revenue is expected to remain stable compared with the previous quarter. 3Q26 NP is expected to decline from the high base, mainly due to lower land handover.
5	SZC	Industrial property	14	-33%	61	-82%	In 3Q26, IP revenue is expected to remain stable qoq, as revenue is recognized in the straight-line allocation method. Real estate revenue will come from social housing leasing, while commercial property sales at Huu Phuoc Resettlement Area remain subdued.
6	GVR	Rubber and Industrial property	2,258	19%	8,937	59%	We forecast the rubber segment's revenue to grow by 20% yoy, driven by a 30% increase in average selling price, partly offset by an 8% decline in output. GVR may recognize VND 600bn in one-off income from land compensation, while income from tree liquidation is expected to decrease by 40% yoy.
7	PHR	Rubber and Industrial property	625	141%	2,233	335%	We forecast a sharp increase in 3Q26 NP, driven by a 30% yoy increase in rubber prices and land compensation income from Thaco and VSIP, which is expected to contribute VND 440bn to after-tax profit.

(Source: MBS Research)

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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 15% and positive 15% over the next 12 months
REDUCE	The stock's total return is expected to fall below negative 15% over the next 12 months

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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

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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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