

KHANG DIEN HOUSE TRADING AND INVESTMENT JSC (HSX: KDH)

- Net profit (NP) in Q2/24 reached 278.5 billion VND, up 9.4% YoY, primarily due to exceptional income from the sale of a high-margin land lot (77%). NP for 6M24 decreased by 24.7% YoY, achieving 42.3% of our full-year forecast.
- We project net profit growth of 31.5%/12.1%/26.7% for 2024/25/26, driven mainly by the delivery of the Privia, Clarita, Emeria, and Solina projects.
- We recommend a BUY rating for KDH with a target price of 44,200 VND/share.

Exceptional income supports Q2/2024 profits.

KDH continues to deliver low-rise units from the The Classia project, with about 5 units remaining for sale as of the end of Q2/24. During this quarter, KDH sold a land lot from its inventory that no longer aligned with its development strategy, generating exceptional revenue and resulting in a gross profit margin of 77.6% (up 25.4 percentage points from the previous quarter). Consequently, KDH reported revenue and NP of 644.5 billion VND (+10.7% YoY) and 278.5 billion VND (+9.4% YoY) in Q2/24. For the first six months of 2024, net profit reached 341.9 billion VND (-24.7% YoY), completing 42.3% of our full-year forecast.

Net profit for 2024-26 is driven by three low-rise projects.

We project revenue from The Privia to reach 2.675 trillion VND in Q4/24, significantly contributing to KDH's profits during this quarter. KDH is currently implementing three premium low-rise projects: Emeria and Clarita (both nearing completion and expected to launch in Q4/24) and Solina (currently in the land clearance phase). We forecast total sales value for KDH in 2024/25/26 to reach 1.999 trillion, 8.570 trillion, and 7.042 trillion VND, respectively, driven by strong demand amid limited supply in the Ho Chi Minh City market. With ample inventory, we expect KDH to report net profits of 943.1 billion VND (+31.5% YoY), 1.058 trillion VND (+12.1% YoY), and 1.340 trillion VND (+26.7% YoY).

Maintain ADD recommendation with a target price of 44,200 VND/share.

We have increased the target price by 2.8% due to a 16.7% and 27.1% rise in projected profits for 2024-25 compared to our previous report. With the passage of three key real estate laws, the implementation of a market-based land pricing framework is expected to raise land clearance costs. Consequently, we anticipate that companies like KDH, which have completed land payment processes and are currently in construction, will benefit during this period. We maintain a BUY recommendation for KDH based on key points: (1) The Privia project is set for delivery in Q4/24, (2) Launch of premium low-rise projects in 2024-2026, and (3) Expected improvement in financial health.

Figure 1: Financials data (Unit: bil.VND)

Items	2023	2024	2025	2026
Net revenue	2,093.5	3,544.7	5,334.5	5,941.2
NPAT-MI	716.9	943.1	1,057.6	1,339.6
Net revenue growth	-28.1%	69.3%	50.5%	11.4%
NPAT-MI growth	-35.0%	31.5%	12.1%	26.7%
GPM	75.1%	52.3%	53.4%	53.1%
NPAT-MI margin	34.9%	26.4%	30.4%	29.4%
ROAE	5.3%	5.5%	8.5%	8.6%
ROAA	3.0%	3.6%	5.7%	5.6%
EPS (VND/share)	1,171	933	951	1,095
BVPS (VND/share)	21,965	16,349	15,740	15,316

Source: KDH, MBS Research

ADD

Target price

VND44,200

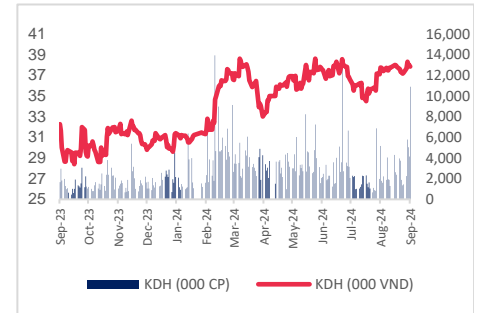
Upside

17.0%

Material changes from the previous report

Raise net profit forecasts for 2024-25 by 16.7% and 27.1% compared to the previous report.

Stock information



Source: Fiiipro, MBS Research

Market price (VND)	37,850
52-week high (VND)	38,600
52-week low (VND)	28,400
Market cap (bil.VND)	34,557
P/E (TTM)	48.20
P/B	1.92
Dividend rate (%)	0.00
Foreign ownership (%)	38.05

Source: Fiiipro, MBS Research

Ownership (%)

Tien Loc Investment Co., Ltd	11.46
Dragon Capital	9.63
PYN Elite Fund	4.13
CTBC Vietnam Equity Fund	3.12
Mai Trần Thanh Trang	2.61

Source: Fiiipro, MBS Research

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KHANG DIEN HOUSE TRADING & INVESTMENT JSC

Investment thesis & Recommendation

Investment thesis

We maintain a BUY recommendation for KDH with a target price of 44,200 VND per share, reflecting a +2.8% increase from our previous report due to a 16.7% and 27.1% rise in projected profits for 2024-25. KDH benefits from upcoming project launches amid tightening market supply (using the RNAV method) based on key points:

- The passage of three important real estate laws (Housing, Land, Real Estate Business) and related regulations aims to resolve challenges for companies. Notably, the market-based land pricing framework has increased land clearance costs and created uncertainties in tax and land use fee assessments. Thus, we expect companies like KDH, with completed land payment processes and clean land banks, to benefit during this period. As land availability in Ho Chi Minh City becomes scarce, KDH's substantial holding of over 650 hectares in Thu Duc City and Binh Chanh District positions it well for sustainable growth. Additionally, major projects like Tan Tao Urban Area (330ha), Le Minh Xuan Industrial Park (110ha), and Phong Phu 2 Urban Area (130ha) will provide long-term development potential.
- The company is poised for a recovery in business results, with projected net profit growth of 31.5%/12.1%/26.7% YoY for 2024-26.
- Financial structure is improving due to stock issuance and cash flow from project sales; we expect the debt-to-equity ratio to decrease from 48.9% (1H24) to 24.9% (2024).

Investment risks:

- (1) The progress of the Emeria and Clarita projects not meeting expectations.
- (2) The Tan Tao project facing legal issues that impact its valuation.
- (3) The real estate market, in general, experiencing unusual weakness.

Valuation

Figure 2: WACC Assumptions

WACC Assumptions	
Beta	1.1
Risk-free rate	11.0%
Risk premium	9.0%
Cost of Equity	10.0%
Cost of Debt	12.6%
Tax rate	22.0%
WACC	12.4%

Source: MBS Research

Figure 3: Valuation Summary

RNAV Valuation	Fair value	Ownership	Method	Project status
RE Development	47,169		RNAV	
Tân Tạo	28,630	100.0%	DCF	Investment policy approved by the Prime Minister, with 85% of land clearance completed.
Lê Minh Xuân IP (expansion)	1,655	100.0%	DCF	Phase 1: Land clearance of 89 hectares finished; currently determining land use fees and applying for construction permits. Remaining Phases: In the process of land clearance.
Emeria	2,720	51.0%	DCF	Construction began at the end of October 2023, with structural work completed; aiming to launch low-rise product sales by the end of 2024.
Solina	5,083	100.0%	DCF	
Phong Phú 2 Residential Area	2,082	100.0%	BV	Land clearance completed, currently seeking land use rights certificate.
Clarita	3,099	51.0%	DCF	1/500 planning approved, land lease fees paid, construction started in late October 2023, with plans to launch low-rise products by the end of 2024.
The Privia	1,305	100.0%	DCF	Deliveries expected to begin in Q4/24.
Bình Trưng Mới - Bình Trưng Đông	1,307	100.0%	BV	
Others	1,287	100.0%	BV	
Add:				
Cash and Cash equivalents	2,025			
Short-term investment	842			
Subject:				
Debt	7,740			
Minority Interest	2,073			
RNAV	40,222			
Outstanding shares (mil)	909			
Target price (VND/share)	44,200			

Source: MBS Research

Figure 4: Peer comparison

Company's name	Ticker Bloomberg	Current price VND	Target price VND	Recomm endation	Mar. Cap mn.US D	P/E (x)		P/B (x)		ROA (%)		ROE (%)	
						TTM	25	TT M	25	TTM	25	TTM	25
						RE Developers							
NOVALAND Group Corp	NVL VN Equity	11,200	NA	KKN	910.0	11.0	N/A	0.6	N/A	0.8	N/A	5.3	N/A
Phat Dat Real Estate Development JSC	PDR VN Equity	21,750	NA	KKN	791.3	35.1	22.9	1.7	1.7	2.3	3.4	5.0	7.2
Dat Xanh Group JSC	DXG VN Equity	15,500	25,100	Add	465.5	60.7	40.7	1.1	1.0	0.6	1.5	1.7	2.5
Nam Long Investment Corporation	NLG VN Equity	41,850	41,300	Add	671.0	40.2	21.6	1.8	1.6	1.5	3.4	4.4	7.6
Development Investment Construction JSC	DIG VN Equity	22,500	NA	KKN	571.8	360.0	N/A	1.8	N/A	0.2	N/A	0.5	N/A
Vinhomes JSC	VHM VN Equity	44,200	NA	KKN	7,983	8.1	5.0	1.0	0.8	5.3	7.8	13.1	16.4
<i>Average</i>						<i>85.9</i>	<i>22.6</i>	<i>1.3</i>	<i>1.3</i>	<i>1.8</i>	<i>4.0</i>	<i>5.0</i>	<i>8.4</i>
KHANG DIEN HOUSE TRADING AND INVESTMENT JSC	KDH VN Equity	38,300	44,200	Add	1,451.2	53.9	35.0	2.2	1.9	2.4	5.5	4.4	5.7

Source: Bloomberg, MBS Research

Q2/24 business results summary

Higher profits than our forecast due to unexpected income from the sale of a land lot in the company's portfolio.

Figure 5: 2Q24 Business result comparison (Unit: bil.VND)

Items	Q2/2024	%qoq	%yoy	1H24	%yoy	Compared to the full-year forecast.	Comments
Net revenue	644.5	93.0%	10.7%	978.5	-2.9%	23.0%	-Revenue primarily comes from (1) the delivery of 5 low-rise units from the Classia project (176 low-rise products, with 90% delivered by the end of 2023) and (2) the sale of a land lot no longer aligned with the company's development strategy, estimated at around 400 billion VND.
Gross profit	499.9	187.0%	-3.2%	674.1	-20.5%	36.6%	-Gross profit margin surged by 25.4 percentage points from the previous quarter, driven by the sale of a land lot from inventory.
GPM	77.6%	48.7%	-12.5%	68.9%	-18.2%	158.8%	
Selling expense	31.0	181.1%	60.1%	42.0	33.4%	16.7%	
% Selling expense	4.8%			4.3%		72.7%	
G&A expense	46.1	1.5%	-5.6%	91.5	-13.1%	25.3%	
% G&A expense	7.2%			9.4%		110.6%	
EBIT	422.8	259.1%	-5.7%	540.5	-24.0%	43.9%	
Financial income	10.5	-12.7%	36.8%	22.5	10.3%	50.2%	
Financial expense	11.4	-45.9%	-36.7%	32.6	67.6%	14.1%	
Pre-tax profit	370.6	264.6%	-10.3%	472.3	-32.5%	46.0%	
CIT	90.4	185.6%	-85.8%	121.6	-82.9%	53.8%	
NPAT	461.0	338.1%	9.4%	344.1	-24.7%	42.9%	
NPAT %	71.5%			35.2%		186.6%	
Non-controlling interest	1.6	339.6%	N/A	2.2	N/A	-35.9%	
NPAT-MI	278.5	338.1%	9.4%	341.9	-24.7%	42.3%	Higher than forecast due to exceptional income from the sale of a land lot in the company's portfolio.

Source: KDH, MBS Research

Net profit for 2024-26 is driven by three low-rise projects.

Emeria, Clarita, Solina projects– Business focus for 2024-2026.

Figure 7: Emeria Project



Emeria

- Location: Binh Trung Dong, Thu Duc City
- Area: 6.0 hectares
- Products: Villas, townhouses, apartments
- Scale: ~60 low-rise units and ~600 apartments
- Total investment: 3.2 trillion VND
- Status: Under construction (started in October 2023) with low-rise structures completed
- Carrying value on 1H24 balance sheet: 3.493 trillion VND
- Sales launch plan: Expected by the end of 2024.

Source: KDH, MBS Research

Figure 8: Clarita Project



Clarita

- Location: Binh Trung Dong, Thu Duc City
- Area: 5.8 hectares
- Products: Villas, townhouses
- Scale: ~160 low-rise units
- Status: Under construction (started in Q4/23)
- Carrying value on 1H24 balance sheet: 4.172 trillion VND
- Sales launch plan: Expected by the end of 2024.

Source: KDH, MBS Research

Figure 9: The Solina Project



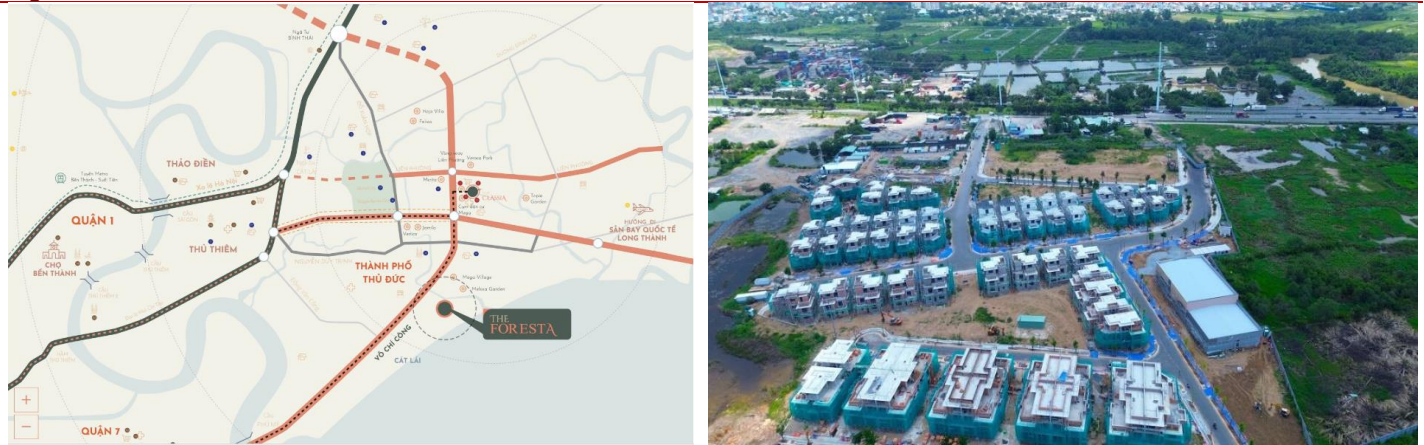
The Solina

- Location: Binh Chanh, Ho Chi Minh City
- Area: 16.42 hectares
- Products: Luxury apartments, townhouses, and premium villas
- Scale: Comprises 2 phases;
- Phase 1: Nearly 14 hectares, with residential land (including high-rise apartments and low-rise housing) accounting for 40%, the remainder for public facilities.
- Phase 2: Over 2.4 hectares.
- Total investment: 5.2 trillion VND
- Status: Land use fees for Phase 1 paid and currently seeking construction permits
- Carrying value on 1H24 balance sheet: 1.544 trillion VND
- Sales launch plan: Expected in 2025.

Source: KDH, MBS Research

From 2024 to 2026, the Solina, Emeria, and Clarita projects will be key growth drivers. The Solina project has completed land clearance for Phase 1, paid land use fees, and is currently seeking construction permits, with expectations to launch sales in 2025. Emeria and Clarita are components of the Foresta project (Doan Nguyen Project), primarily targeting the premium segment with villas, townhouses, and apartments in the Binh Trung Dong area of Thu Duc City. Both projects commenced construction in Q4/23 and are expected to launch sales by the end of 2024.

Figure 10: Emeria and Clarita location



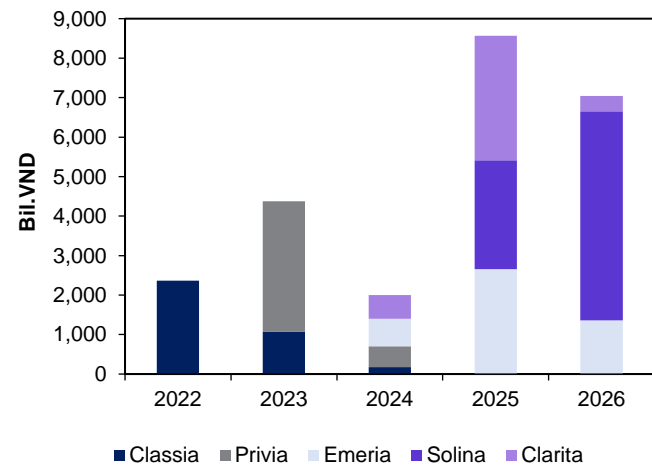
Source: KDH, MBS Research

With the passage of three important real estate laws (Housing, Land, Real Estate Business) and accompanying regulations, significant challenges for companies are being addressed. Notably, the implementation of a market-based land pricing framework has increased land clearance costs and created uncertainties in tax and land use fee assessments. We expect companies like KDH, which have completed land payment processes and are currently in construction, to benefit during this period.

Partnering with reputable foreign investor Keppel Land, along with limited supply in 2024—Foresta being the only premium low-rise project in the East of the city (with three new projects for the year: Foresta, The Meadow, and L’Arcade)—we believe the project will be well-received by buyers. The expected selling price per square meter for these two projects could be 1.5 times that of The Classia, reaching 250-260 million VND/m². We forecast total sales value for KDH in 2024/25/26 at 1.999 trillion, 8.570 trillion, and 7.042 trillion VND, respectively.

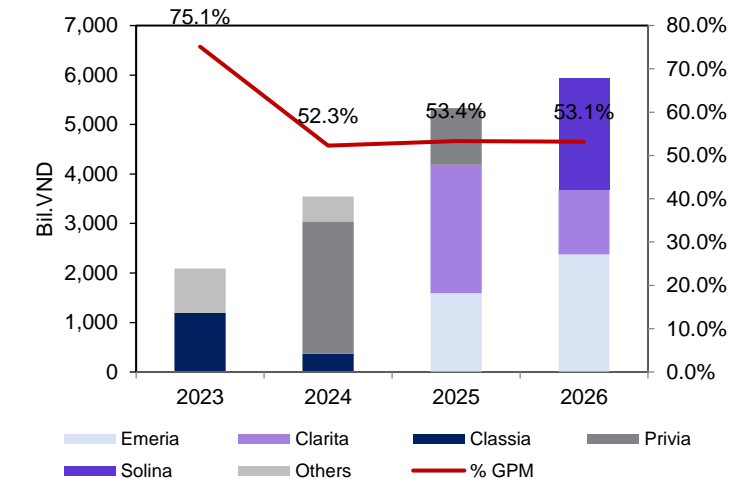
Revenue in 2024 will primarily come from the delivery of The Privia in Q4/24, while the Emeria, Clarita, and Solina projects will begin contributing to revenue from 2025 onward. We project revenues of 3.548 trillion VND, 5.335 trillion VND, and 5.941 trillion VND for 2024/25/26 (+69.3%/50.5%/11.4% YoY). The gross profit margin is expected to be 52.3%, 53.4%, and 53.1%, down from 75.1% in 2023 due to changes in product mix.

Figure 11: KDH 2024-2026 presales forecast



Source: KDH, MBS Research

Figure 12: KDH 2024 -2026 RE development forecast



Source: KDH, MBS Research

Mega projects will be long-term drivers beyond 2026.

Projects	Location	Type:	KDH ownership	Scale (ha)	Status
Phong Phú 2 Residential Area	Bình Chánh, HCMC	Residential area	100.0%	132.9	Completed land clearance and currently seeking land use rights certificate. Carrying value on the 2023 year-end balance sheet: 1.675 trillion VND.
Lê Minh Xuân IP (expansion)	Bình Chánh, HCMC	IP	100.0%	109.9	Phase 1: Land clearance of 89 hectares completed, in the process of determining land use fees and applying for construction permits. Carrying value on the 1H24 balance sheet: 931 billion VND.
Tân Tạo Residential area	Bình Tân, HCMC	Residential area	100.0%	330.0	Investment policy approved, 1/500 planning completed, and 85% of land clearance achieved. Carrying value on the 1H24 balance sheet: 6.560 trillion VND.

Source: KDH, MBS Research

Figure 13: KDH's project pipeline

Project	Location	Product	KDH ownership	Scale (ha)	Products	2022	2023	2024	2025	Từ 2026
Phong Phú 2	Bình Chánh, HCMC	N/A	100.0%	132.9	N/A					
Lê Minh Xuân (expansion)	Bình Chánh, HCMC	IP	100.0%	109.9	N/A					
Tân Tạo residential area	Bình Tân, HCMC	N/A	100.0%	330.0	N/A					
The Solina	Bình Chánh, HCMC	Villas, Townhouses, Villas	100.0%	16.4	N/A					
Clarita	Bình Trưng Đông, Thủ Đức	Villas, Townhouse	49.0%	5.8	160					
Emeria	Bình Trưng Đông, Thủ Đức	Villas, Townhouse, Condos	49.0%	6.0	660					
The Privia	Bình Tân, HCMC	Condos	100.0%	1.8	1,040					
Classia	Phú Hữu, Thủ Đức	Villas	100.0%	4.3	180					

■ Sales ■ Revenue recognition

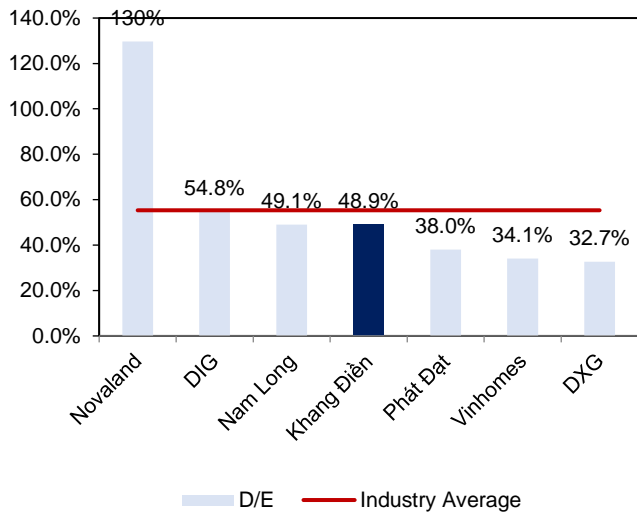
Source: KDH, MBS Research

Financial health is expected to gradually improve

As of the end of 1H24, KDH's debt-to-equity ratio stood at 48.9%. Recently, KDH successfully completed a private placement of over 110 million shares to professional investors at a price of 27,250 VND per share. The anticipated proceeds from this placement are approximately 3 trillion VND, with 300 billion VND earmarked for debt repayment and the remainder to be invested in Khang Phuc Investment and Construction Co., Ltd. to settle bank loans. Following 2023 profits, the Annual General Meeting approved a stock dividend proposal of 10%, which is likely to remain unchanged for 2024.

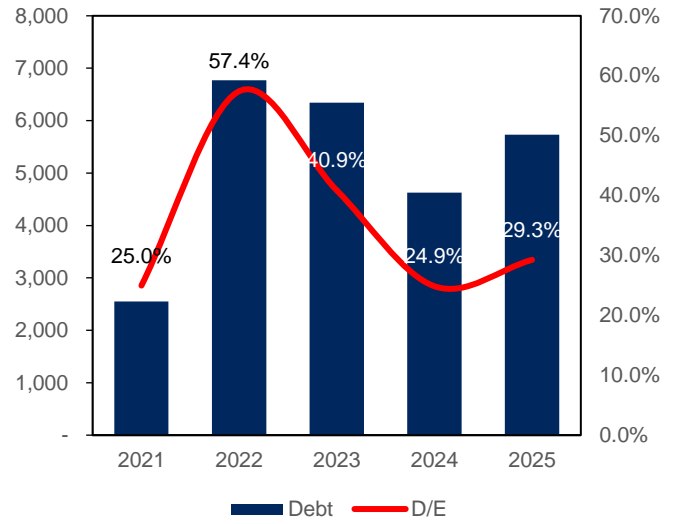
With proactive debt issuance and cash flow from new project sales, we project KDH's debt-to-equity ratio will sharply decline to 24.9% (-16.0 percentage points YoY).

Figure 14: D/E ratio of KDH, compared to industry's average



Source: KDH, MBS Research

Figure 15: Projected capital structure of KDH



Source: KDH, MBS Research

2024-25 forecast changes

Figure 16: 2024/2025 Business result forecast (Unit: Bil.VND)

Items	Old		New		Change		2026F	% svck	Comment
	2024F	2025F	2024F	2025F	%	%			
Net revenue	4,249.0	4,832.0	3,544.7	5,334.5	-16.6%	10.4%	5,941	11.4%	Move a number of units to be delivered from the Privia project in previous to 2025 forecast.
Gross profit	1,844.0	2,621.0	1,852.8	2,846.0	0.5%	8.6%	3,157	10.9%	
% GPM	43.4%	54.2%	52.3%	53.4%	20.4%	-1.6%	53.1%	-0.4%	Gross profit margin increased due to income from the sale of a land lot.
Selling expense	251.0	285.0	182.7	283.0	-27.2%	-0.7%	338	19.6%	Selling expenses related to Privia decreased in 2024, postponed to 2025.
% Selling expense	5.9%	5.9%	5.2%	5.3%	-12.8%	-10.0%	5.7%	7.4%	
G&A expense	361.0	338.0	301.3	367.7	-16.5%	8.8%	447	21.6%	G&A expenses related to Privia decreased in 2024, postponed to 2025.
% G&A expense	8.5%	7.0%	8.5%	6.9%	0.0%	-1.5%	7.5%	9.2%	
EBIT	1,220.0	979.0	1,368.8	2,195.3	12.2%	124.2%	2,372	8.0%	
Financial income	45.0	23.0	27.4	41.2	-39.2%	79.1%	46	11.4%	
Financial expense	231.0	143.0	195.0	160.0	-15.6%	11.9%	178	11.4%	Discounts and buyer support expenses decreased in 2024 and are expected to rise in 2025 due to the postponement of Privia's accounting date.
Pre-tax income	1,028.0	1,866.0	1,201.2	2,076.5	16.8%	11.3%	2,239	7.8%	
CIT	226.0	411.0	264.3	456.8	16.9%	11.1%	493	7.8%	
NPAT	802.0	1,456.0	936.9	1,619.6	16.8%	11.2%	1,747	7.8%	Net profit margin for 2024 increased due to income from the sale of a land lot.
% NPAT	18.9%	30.1%	26.4%	30.4%	40.0%	0.8%	29.4%	-3.2%	
Non-controlling interest	-6.0	624.0	-6.1	562.0	2.1%	-9.9%	407	-27.6%	
NPATMI	808.0	832.0	943.1	1,057.6	16.7%	27.1%	1,340	26.7%	Adjusted upward net profit for 2024-25 due to exceptional income from land sales in 2024 and the deferral of part of Privia's revenue recognition to 2025

Source: KDH, MBS Research

FINANCIAL STATEMENT

Income statement (bn.VND)					Cashflow statement				
	31/12/23	31/12/24	31/12/25	31/12/26		31/12/23	31/12/24	31/12/25	31/12/26
Net Revenue	2,093	3,545	5,335	5,941	Pretax income	1,071	1,201	2,076	2,239
COGs	(521)	(1,692)	(2,488)	(2,784)	D&A expense	15	7	7	7
Gross profit	1,573	1,853	2,846	3,157	Paid tax	(807)	(264)	(457)	(493)
G&A Expense	(206)	(301)	(368)	(447)	Other adjustments	(840)	29	(30)	(32)
Selling Expense	(163)	(183)	(283)	(338)	Working capital change	(996)	(3,813)	320	(1,413)
EBIT	1,204	1,369	2,195	2,372	CFO	(1,556)	(2,840)	1,917	309
Financial income	50	27	41	46	CAPEX	(183)	(9)	(9)	(10)
Financial expense	(143)	(195)	(160)	(178)	Asset disposals	1	-	-	-
Net other income	(38)	-	-	-	CFI	2,826	260	(34)	(15)
Income from subsidiaries and affiliated companies	-	-	-	-	Capital injection	135	2,118	1,011	1,112
Pre-tax income	1,071	1,201	2,076	2,239	Net debt	(14)	259	(285)	(526)
CIT	(341)	(264)	(457)	(493)	Other financial casflows	(414)	(1,165)	(1,075)	(1,038)
NPAT	731	937	1,620	1,747	Dividend	-	(910)	-	-
Non-controlling interest	14	(6)	562	407	CFF	(293)	302	(348)	(451)
NPAT-MI	717	943	1,058	1,340	Beginning cash	2,753	3,730	1,735	4,112
					Net cash flow	977	(2,278)	1,536	(158)
					Ending cash	3,730	1,735	4,112	2,359
Balance sheet					Financial ratios				
	31/12/23	31/12/24	31/12/25	31/12/26		31/12/23	31/12/24	31/12/25	31/12/26
Cash and Cash equivalents	3,730	1,735	4,112	2,359	Revenue growth	-28.1%	69.3%	50.5%	11.4%
Short-term investments	9	35	50	67	EBIT growth	13.0%	13.7%	60.4%	8.0%
ST receivables	1,177	1,412	1,695	2,034	EBT growth	-24.0%	12.1%	72.9%	7.8%
Inventory	18,788	19,546	20,523	21,549	NPAT growth	-35.0%	31.5%	12.1%	26.7%
Other Current Assets	1,017	2,334	3,320	3,656					
Total Current Assets	24,720	25,006	29,633	29,584	GPM	75.1%	52.3%	53.4%	53.1%
LT Receivables	76	95	135	160	NPAT%	34.2%	26.6%	19.8%	22.6%
Fixed Assets	81	85	88	92	ROAE	5.3%	5.5%	8.5%	8.6%
CIP	933	933	933	933	ROAA	3.0%	3.6%	5.7%	5.6%
Investment Properties	131	130	129	127					
Investment in Subsidiaries	-	-	-	-	Asset Turnover	0.1	0.1	0.2	0.2
Investment in Affiliated Companies	-	-	-	-	Debt/Equity	40.9%	24.9%	29.3%	20.0%
Other LT Investment	554	156	207	243	Net Debt/Equity	47.2%	28.0%	32.7%	22.2%
Goodwill	-	-	-	-	Net Debt/Total Assets	41.2%	29.3%	36.8%	32.8%
Total non-current assets	1,698	1,303	1,356	1,394					
Total assets	26,418	26,308	30,989	30,978	DOR	205.2	243.3	243.3	243.3
					DOI	3,130	13,164	30	143
					DOP	5.1	104.3	104.3	104.3
ST Debt	1,444	1,589	1,668	1,835					
Trade Payables	96	101	106	112	Current ratio	4.6	6.3	4.5	4.2
Other Payables	3,788	2,281	4,843	5,125	Quick ratio	1.1	1.4	1.4	1.1
Total current liabilities	5,329	3,971	6,617	7,072	Cash payment ratio	0.7	0.4	0.6	0.3
LT Debt	4,901	3,038	4,062	2,328					
Other LT Payables	660	693	727	764					
Total non-current liabilities	5,561	3,730	4,789	3,091					
Total liability	10,890	7,702	11,407	10,163					
Chartered capital	7,993	10,111	11,122	12,234					
Capital premium	1,339	3,244	3,244	3,244					
Treasury stock	-	-	-	-					
Retained Earnings	3,768	2,773	2,681	2,724					
Funds	352	402	459	536					
Equity	13,452	16,530	17,506	18,739					
Non-controlling interest	2,076	2,076	2,076	2,076					
Total Equity	15,528	18,607	19,583	20,815					
Total Debt & Liabilities	26,418	26,308	30,989	30,978					

Source: KDH, MBS Research

disclaimer

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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.

Segment Ratings

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