

INDUSTRIAL PARKS

STEADY STEPS FORWARD



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Overall

After recording the modest business results in 2024, we anticipate that industrial park companies will achieve more favorable outcomes in 2025, driven by: 1/ Vietnam's continued preferential policies for FDI enterprises, along with its competitive advantages in production costs (labor costs and electricity expenses) compared to other Southeast Asian countries, and 2/ The gradual resolution of policy bottlenecks (related to land and investment activities) starting from 2025 and beyond.

We regard that the industrial real estate stocks to be well-suited for long-term investment strategies. Among them, we favor companies with readily available land for lease and those poised to attract interest FDI enterprises, particularly Chinese firms, in the near future. These include KBC (Buy, TP: VND 40,600 per share), NTC (Buy, TP: VND 262,000 per share), and SIP (Buy, TP: VND 97,000 per share).

Positive Outlook for FDI Inflows in 2025

Highlight

- We expect FDI inflows to show positive trends in 2025 as policy bottlenecks, particularly those related to land and investment activities, are gradually resolved from 2025 onwards.
- Chinese enterprises are emerging as potential clients, with the trend of production relocation becoming evident during the 2023-2024 period. However, projects with moderate initial capital requirements that leverage local labor and materials are particularly favored. As a result, provinces offering competitive rental costs and an abundant labor supply, especially those in northern regions, have garnered significant attention from Chinese FDI firms.
- The Northern region is expected to remain an attractive destination for FDI inflows, benefiting from the following advantages: 1/ Well-developed infrastructure, including an extensive network of highways connecting provinces within the Tier-1 market and deep-water port clusters in Hai Phong, and 2/ Relatively competitive rental costs.
- After a period of subdued business activity in 2024, we anticipate an improvement in supply from industrial parks in the Southern market, driven by: 1/ the gradual resolution of certain bottlenecks (such as land clearance and land-use fee calculation) starting in 2025 and beyond, as guiding decrees of the Land Law come into effect; and 2/ the expected prioritization of infrastructure investment during the 2024–2025 period, enhancing connectivity among major industrial hubs and with the deep-water port cluster in Vung Tau, thereby increasing the competitiveness of the Southern region.

Expectations for Positive Business Results

- In 2024, revenue from industrial park (IP) land leases for most enterprises is expected to show no growth due to: 1/ Legal bottlenecks (such as incomplete investment policies and land use fees) preventing IP companies from transferring contiguous plots to investors; and (2) Lessees (primarily FDI enterprises) failing to complete business registration procedures and land rental payments. We expect these obstacles to be gradually resolved in 2025, enabling a recovery in IP land lease revenue.
- The development of Ready-Built Factories (RBFs) is anticipated to accelerate in the near future, driven by: 1/ Their ability to generate stable cash flows; 2/ Suitability for small and medium-sized enterprises; and 3/ High demand for RBFs to support e-commerce activities in Tier-1 cities (Hanoi, HCM City).
- Some companies benefit from owning permits to distribute electricity and water from substations and water plants in the IZs they operate. This provides: 1/ Cash flows from electricity supply and clean water treatment services for customers; 2/ Revenue growth tied to increasing occupancy rates in IZs; and 3/ A projected annual retail electricity price growth of 3%, allowing IP companies to record corresponding growth as they can proactively adjust electricity prices for customers.
- We forecast a 35% growth in new contract signings (lease and Memorandums of Understanding – MOUs) and a 75% growth in IP land lease revenue for companies in our coverage in 2025.

Highlight

Risks

- Excluding residential real estate (a sector less related to industrial land leasing activities), the value of newly registered FDI in 2024 also experienced a decline (cumulative 10M2024 reached USD 22 billion, -7% YoY). We anticipate that FDI flows will recover in 2025 as policy bottlenecks (related to land and investment activities) are gradually addressed starting from 2025 and beyond.
- There has been a shift in registered FDI value by locality, with the proportion of the northern market showing an upward trend in both primary and secondary markets, while the southern market experienced a slight decline. In the northern region, Bac Ninh and Hai Duong have been prominent destinations for FDI in recent times, particularly Bac Ninh (accounting for 17% of the total FDI value). This success is attributed to continuous efforts in investment promotion, business support, and attracting additional high-tech investment projects.

Figure 1: Registered FDI value for the period 2017-2024 (million USD, excluding residential real estate)

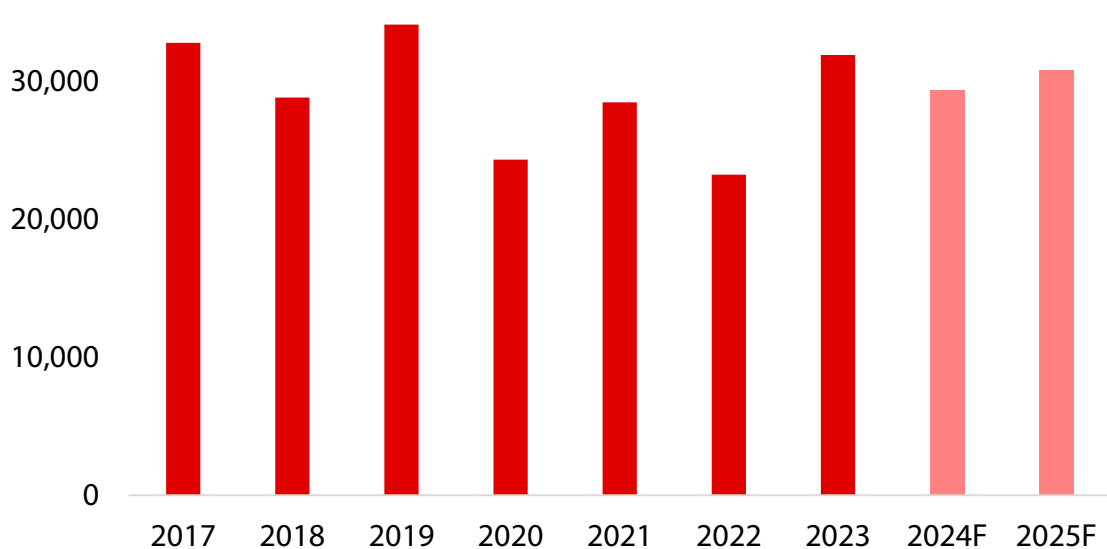
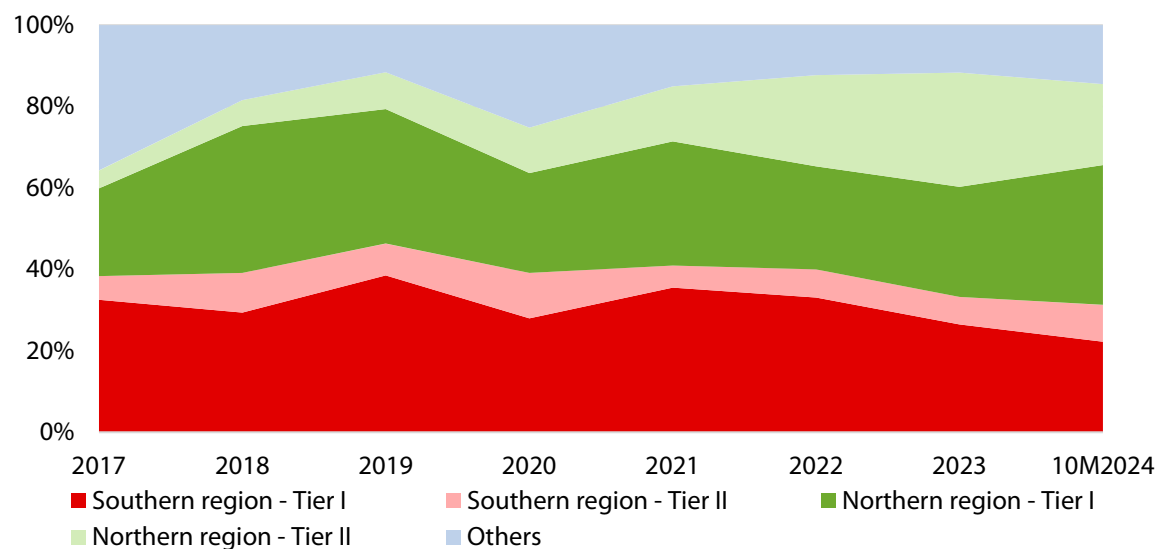


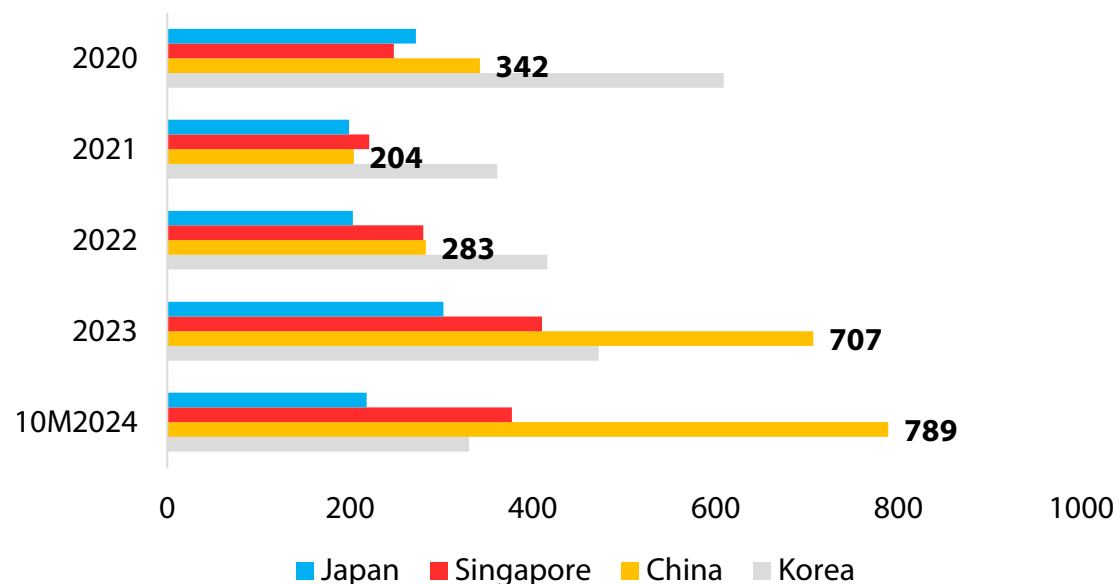
Figure 2: Tier-1 markets continue to account for a significant share of total registered FDI value.



Source: FiinPro, RongViet Securities. Tier-1 markets include: 1/ Northern region comprising Hanoi, Hai Phong, Hai Duong, Hung Yen, and Bac Ninh; 2/ Southern region comprising Ho Chi Minh City, Binh Duong, Dong Nai, and Long An. Tier-2 markets include: 1/ Northern region comprising Thai Nguyen, Vinh Phuc, Bac Giang, Quang Ninh, Ha Nam, and Thai Binh; 2/ Southern region comprising Binh Thuan, Ba Ria-Vung Tau, Binh Phuoc, Tay Ninh.

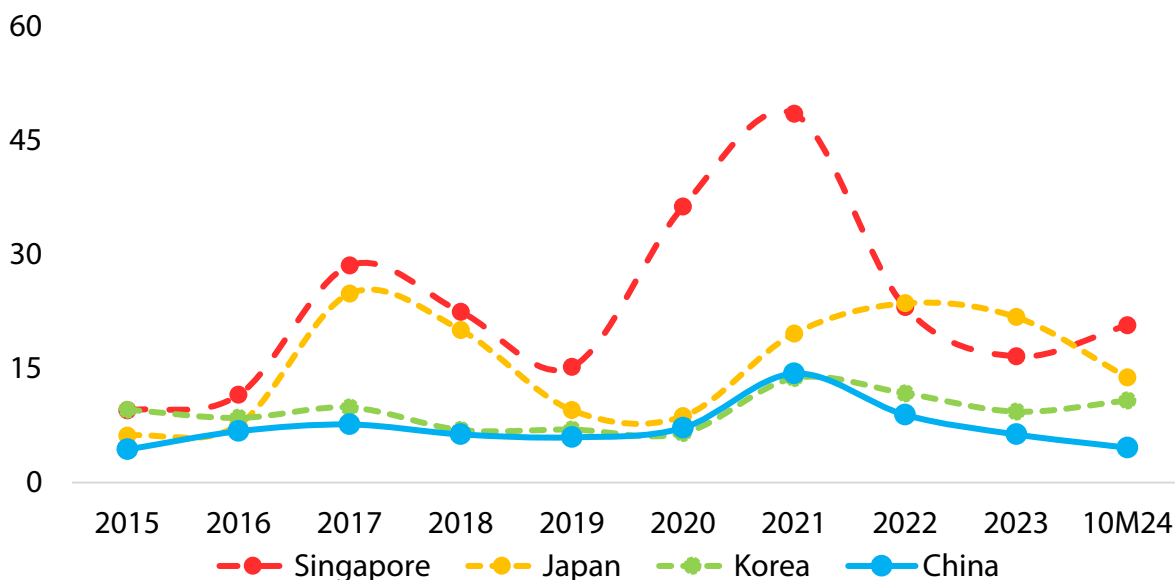
- Since 2023, China has accelerated its investment in Vietnam and officially surpassed South Korea to become the leading source of newly licensed FDI projects. As of the end of October 2024, Chinese FDI projects accounted for nearly 29% of the total, focusing not only on traditional manufacturing and processing activities (such as household furniture, steel, footwear, and apparel) but also showing a trend of shifting investment capital toward higher-tech industries (e.g., production of components and parts for electronics and automotive sectors).
- However, the investment value per project by Chinese FDI enterprises remains low (below the average investment value of projects in Vietnam, which is USD 13.8 million per project). This is due to a focus on auxiliary industries, processing, or small-scale production that does not require significant initial capital investment while leveraging local labor and materials. Consequently, provinces with competitive rental costs and an abundant labor supply (particularly in northern Vietnam) have attracted the attention of Chinese FDI enterprises.

Figure 3: China leads in the number of new FDI projects in Vietnam.



Source: FiinPro, RongViet Securities

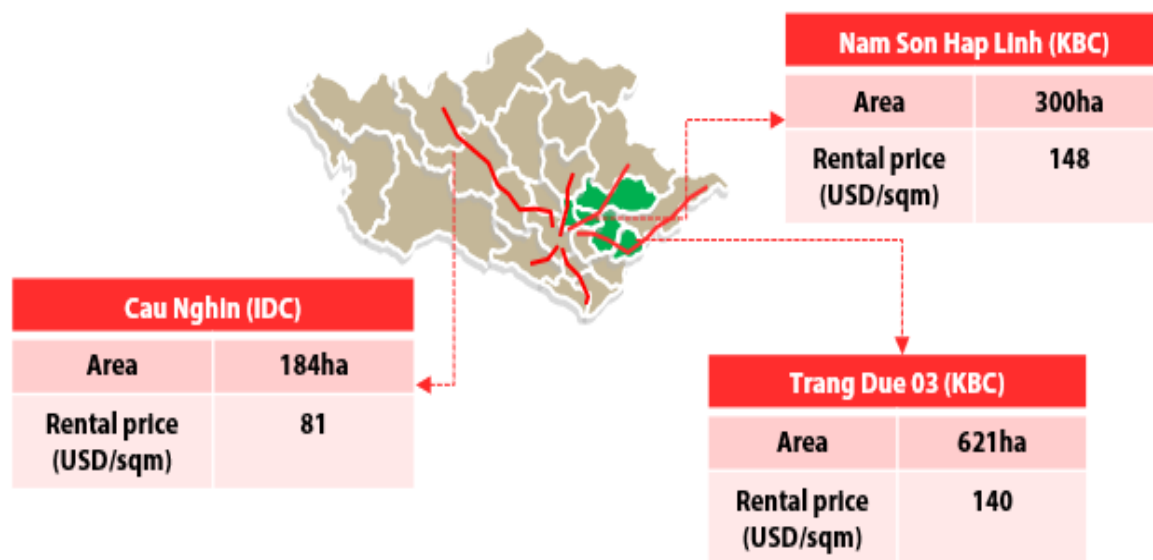
Figure 4: Investment value per project remains low (in million USD), with Chinese firms investing less compared to other Asian countries.



Source: FiinPro, RongViet Securities

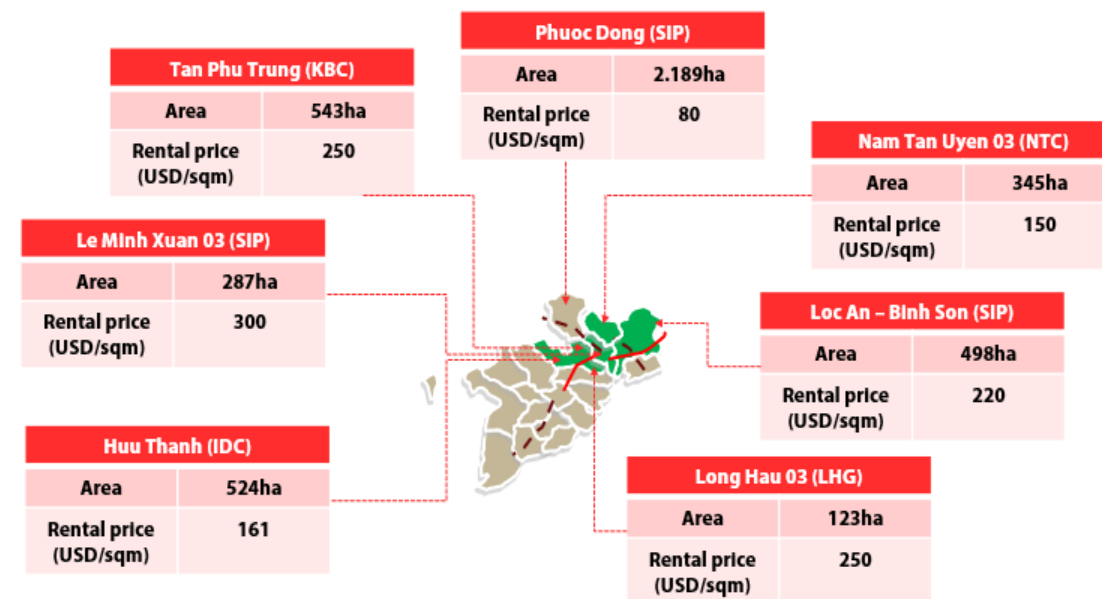
- **Northern Region:** Expected to continue being a magnet for FDI inflows thanks to: 1/ Well-developed infrastructure, including a network of highways connecting provinces within Tier-1 markets and deep-water port clusters in Hai Phong, and 2/ Competitive rental rates. Among the companies we monitor, KBC stands out with industrial parks scheduled for development in 2025 (Trang Due 03, Nam Son Hap Linh).
- **Southern Region:** Following a subdued business period in 2024, we anticipate supply from industrial parks in the Southern market will improve, driven by: 1/ The resolution of certain bottlenecks (land clearance, land-use fee calculation, etc.) starting from 2025 and beyond, when decrees guiding the Land Law come into effect; and 2/ Expected investments in infrastructure during 2024–2025 to enhance connectivity between major industrial hubs and the deep-water port cluster in Vung Tau, boosting the competitiveness of the Southern region.

Figure 5: The expressway system in the Northern region and industrial parks (in the monitoring lists) expected to be implemented in 2025



Source: RongViet Securities to summary

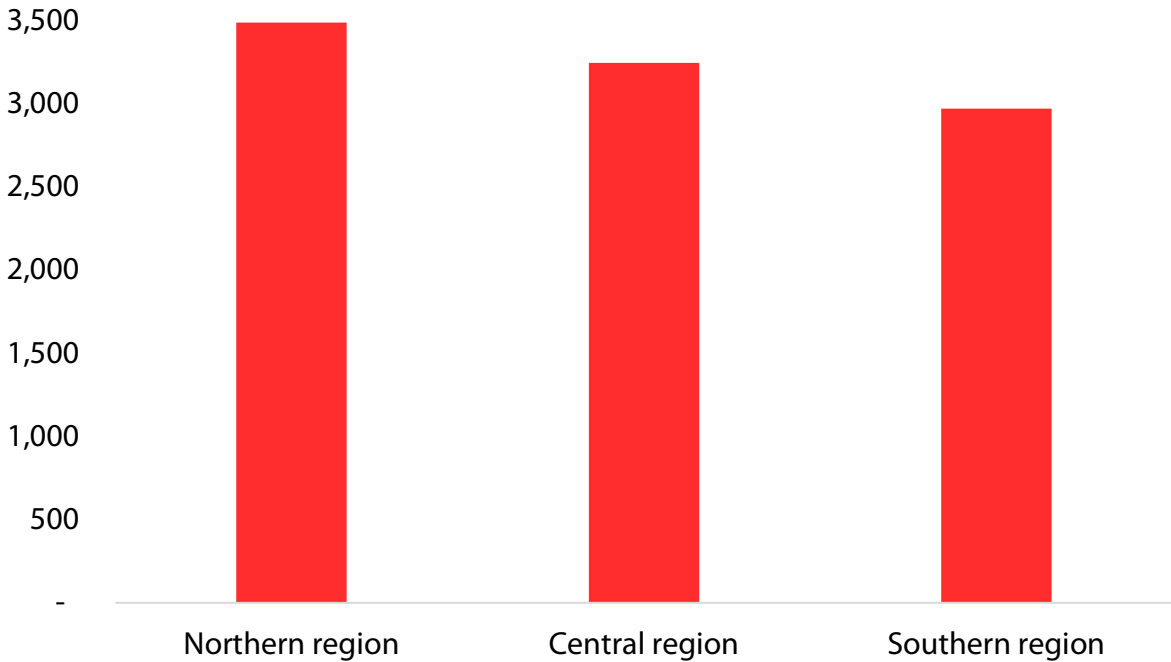
Figure 6: The expressway system in the Southern region and industrial parks (in the monitoring lists) expected to be implemented in 2025



Source: RongViet Securities to summary.
The dashed lines represent projects planned for implementation during 2025–2026.

- From 2023 to Sep. 2024, 31 new industrial parks (IP) were approved for investment, with a total area of 9,700 ha. Among these, the supply is heavily concentrated in projects by the VSIP joint venture (5 projects with a total area of 2,121 ha), VHM (Vung Ang IP), and KN Group (Bau Can IP, Phase 1).
- The Northern region hosts the largest concentration of new industrial parks, primarily in key provinces such as Bac Giang, Thai Nguyen, and Hung Yen. Meanwhile, the potential supply in the Central region (e.g., Ha Tinh, Nghe An), characterized by large exploitable areas and ongoing logistics infrastructure improvements, may exert competitive pressure on existing industrial parks..

Figure 7: Total area of industrial parks approved for investment policy during the period of 2023 to 9M2024, by region (ha)



Source: RongViet Securities to summary.

Table 1: Large-scale industrial parks (over 400 hectares) approved for investment policy during the period of 2023 to 9M2024

Industrial Project	Investor	Location	Area (Ha)
Bau Can IP (Phase 1)	KN Group	Dong Nai	1,000
Vung Ang IP	VHM	Ha Tinh	965
VSIP Lang Sơn IP	VSIP	Lang Son	600
Tho Loc IP (Phase 1)	VSIP	Nghe An	500
VSIP II - Quang Ngai (Phase 1)	VSIP	Quang Ngai	498
Hiep Thanh IP (Phase 1)	GVR	Tay Ninh	495
Tan Phuoc 1 IP	IDC Tien Giang	Tien Giang	470
Son My 2 IP (Phase 1)	BCM	Binh Thuan	468

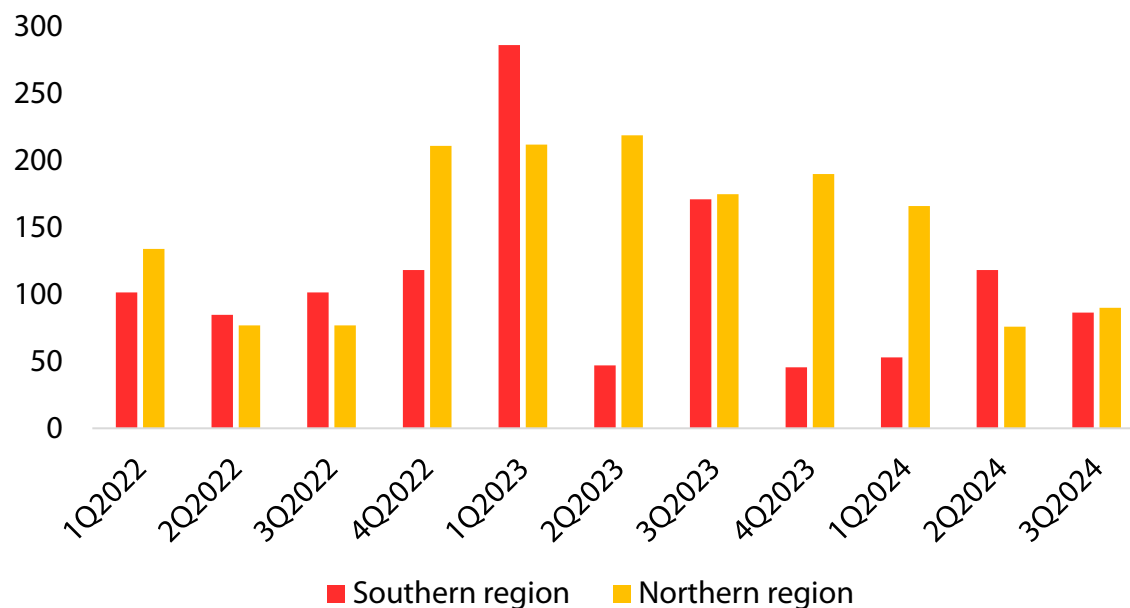
Source: RongViet Securities to Summary.

- Revenue from industrial land leasing for most companies in the monitored portfolio did not grow in 2024, with some even reporting a decline in revenue (e.g., LHG, KBC) due to: 1/ Legal issues (e.g., incomplete investment policies, land use fees, etc.), preventing industrial park companies from transferring contiguous land parcels to investors; 2/ Lessees failing to complete business registration procedures and pay land rental fees.
- Northern industrial parks exhibited strong absorption rates due to: 1/ Relatively well-developed infrastructure; 2/ Competitive rental rates (average rental price at USD 137/m²/lease cycle, lower than the southern market's USD 174/m²/lease cycle). However, cumulative leased land area in Tier-1 markets (in both regions) decreased by 3% YoY, primarily due to the reasons outlined above.

Figure 8: Revenue from industrial park land leasing for companies under monitoring (billion VND)



Figure 9: Absorbed industrial park area in Tier-1 markets (ha) (*)



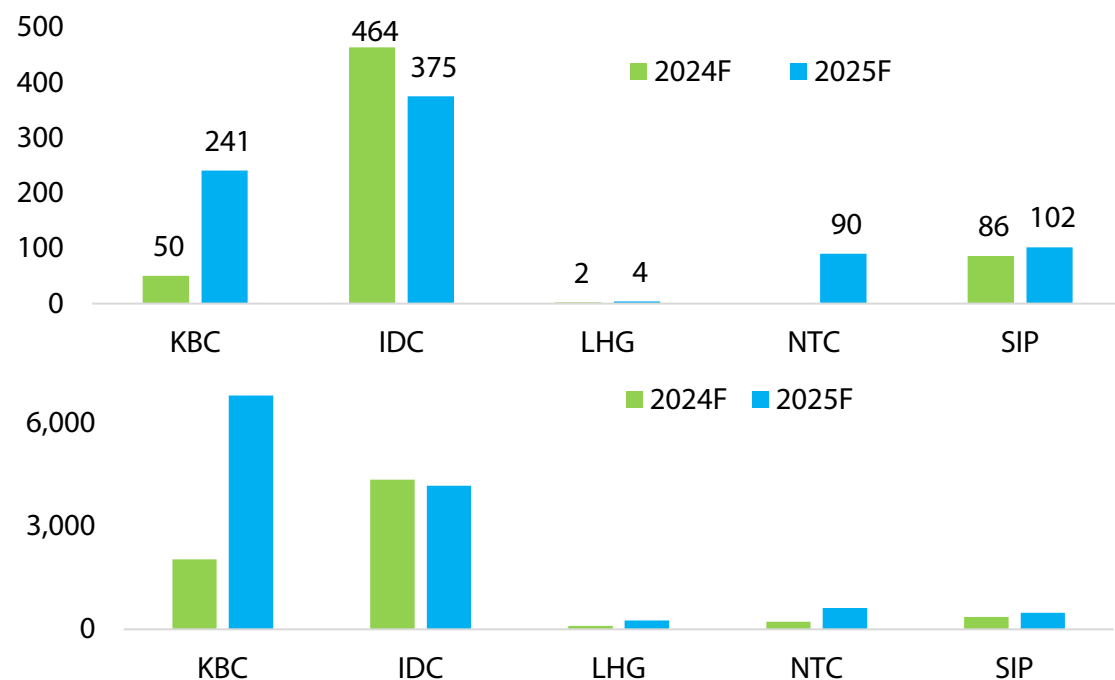
Source: Finnpro, CBRE, RongViet Securities

(*) Northern region includes Ha Noi, Hai Phong, Hai Duong, Hung Yen, and Bac Ninh; Southern region includes HCM City, Binh Duong, Dong Nai, Long An.

Revenue and new land lease contracts are expected to recover

- For the companies on our watchlist, we anticipate a recovery in newly signed land lease areas (including leases and memorandums of understanding – MOUs) and revenue from industrial land leasing in 2025, supported by land reserves concentrated in key markets (*Slide 6*). Some enterprises with potential land reserves for leasing include KBC (Nam Son Hap Linh, Trang Due 03, and Tan Phu Trung) and SIP (Phuoc Dong, Loc An Binh Son, and Le Minh Xuan 03).
- Certain bottlenecks (such as land clearance and land use fee calculation) are expected to be gradually resolved from 2025 onward as the guiding decrees for the Land Law come into effect.

Figure 10: Newly leased area (ha, upper one) and Revenue from Land Leasing (billion VND, lower one) of companies in the monitoring list



Source: RongViet Securities Estimate.

Table 2: Key legal bottlenecks of IP companies and expectations for resolution

Issues	Expectation of resolution
Approval of Investment Policy	<ul style="list-style-type: none"> Most provinces and cities have completed their provincial/city planning for the 2021–2030 period, which includes details on the land-use planning targets for major industrial clusters. Provincial People's Committees (Hai Phong, Binh Duong) are coordinating with relevant ministries and agencies to sequentially present reports to the Prime Minister, thereby accelerating the approval process for IP in alignment with provincial planning.
Land clearance	<ul style="list-style-type: none"> Decree 88/2024 provides detailed regulations on compensation, support, and resettlement when the state expropriates land. Provincial People's Committees are expected to finalize land pricing tables by 2025, with the expectation that compensation plans will better align with market prices.
Calculation of Land Use Fee	<ul style="list-style-type: none"> Decree 71/2024 provides detailed regulations on land valuation methods. Additionally, the provincial People's Committee issues documents specifying the estimates required when applying the residual method (a common method for determining land prices for industrial park projects).

Source: RongViet Securities

Impressive revenue from factory leasing:

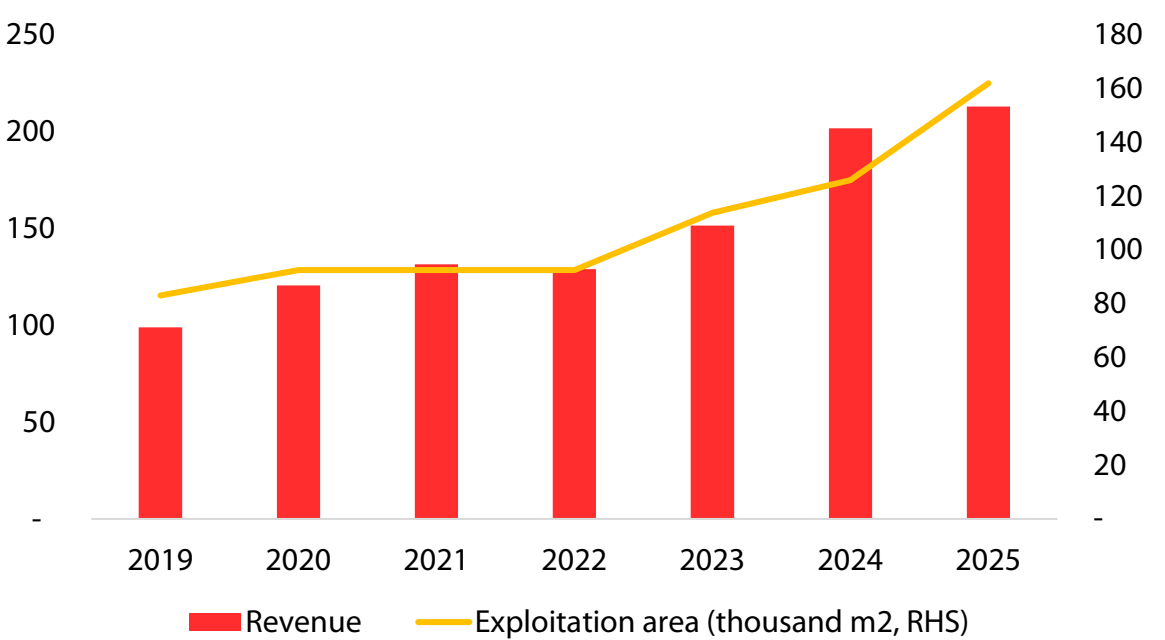
- In addition to developing infrastructure and leasing land, the development of Ready-Built Factories (RBF) is also a method to utilize IP land funds. However, this is currently at a small scale (~5% of commercialized area in IPs allocated for RBFs, according to JLL). We believe this development model will gain more attention from IP companies in the near future due to its advantages: 1/ Providing a stable cash flow; 2/ Catering to medium and small-scale clients; 3/ Addressing the significant demand for RBFs to support e-commerce activities in Tier-1 markets (Hanoi, Ho Chi Minh City, etc.).

Table 3: Large-Scale Industrial Land Development and Leasing Projects in the 2024–2025 Period

PROJECT	INVESTOR	LOCATION/AREA (HA)
SLP Park Loc An Binh Sơn	SLP	Loc An Binh Sơn IP (14.8ha)
SLP Park Long Hau (Phase 02)	SLP	Long Hau 03 IP (2.7ha)
Viet Nam – Nhon Trach 6 IP	Viet Nam IP	Nhon Trach 06 IP (14.5ha)
Viet Nam – Ho Nai 02 IP	Viet Nam IP	Ho Nai IP (5ha)
Industrial Centre Yen My	Fraser	Yen My IP (6.9ha)
BW-ESR Nam Dinh Vu	BWID	Nam Dinh Vu IP (12ha)

Source: RongViet Securities Summary.

Figure 11: Leased Area (thousand m²) and Revenue (billion VND) from Industrial Land Leasing by LHG in the 2021–2025 Period



Source: LNG, RongViet Securities Summary.

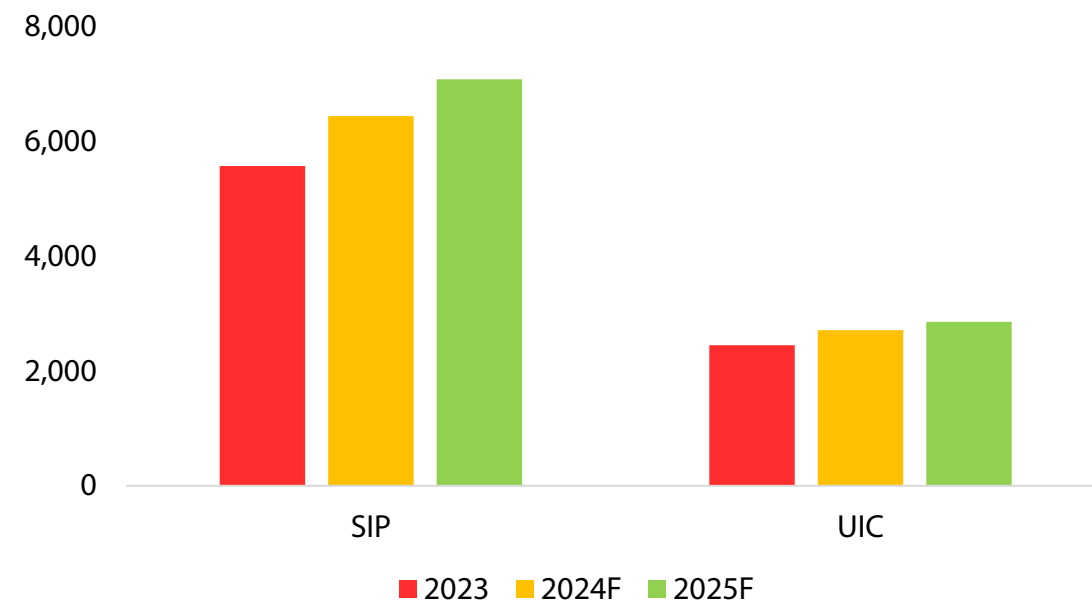
- Beyond revenue from industrial land leasing, certain companies benefit from having licenses to distribute electricity and water from substations and water plants located within the industrial parks they operate. This advantage brings: 1/ Cash flow from providing electricity services and clean water treatment for customers; 2/ Revenue growth corresponding with increased occupancy rates in the industrial parks; 3/ Retail electricity prices, which are expected to maintain an annual growth rate of 3%, enabling industrial park companies to record equivalent growth (as they can proactively adjust electricity prices for their customers). Notable players in this business segment include SIP (approximately 50% of its gross profit comes from electricity and water supply for industrial parks) and IDC (through its subsidiary UIC, which distributes electricity at Nhơn Trạch and Hựu Thạnh industrial parks).
- In the long term, Decree 135/2024/ND-CP, which promotes the development of self-produced, self-consumed rooftop solar power systems, will allow these companies to benefit from investing in rooftop solar for their customers. However, they will need to monitor customer demand carefully to make appropriate investment decisions.

Figure 12: Substations and clean water treatment plants at Phuoc Dong Industrial Park (SIP)



Source: SIP, RongViet Securities

Figure 13: Revenue from electricity and water supply of industrial park companies



Source: SIP, UIC, RongViet Securities

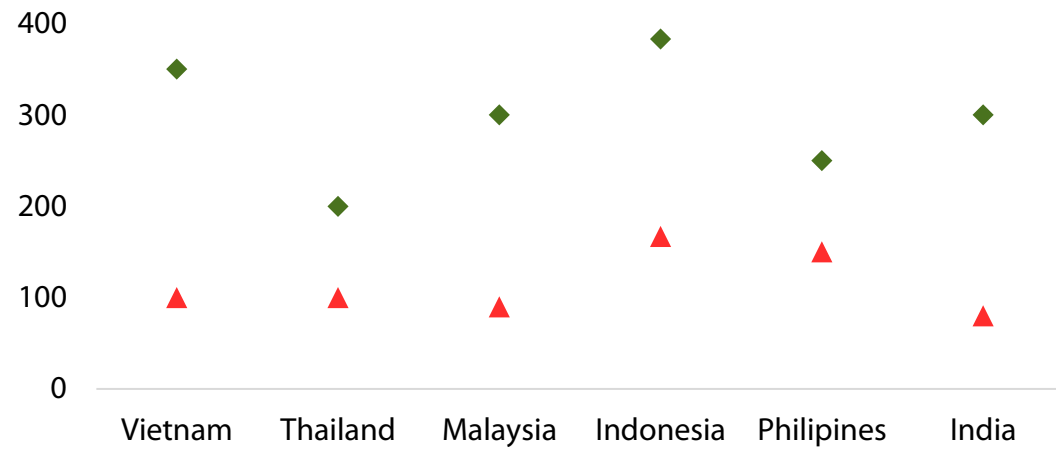
- We believe that IP stocks are suitable for long-term holding due to: 1/ Growth potential from land leasing, as Vietnam continues to be a favorable destination for FDI inflows thanks to preferential policies and cost advantages compared to other Southeast Asian countries; 2/ The time required for IP developers to complete legal procedures (investment policy approvals, land clearance, land-use fee payments, etc.) as well as to recognize revenue from land leasing (typically 6–12 months to complete procedures, including signing MOUs, formal contracts, and delivering land to clients).
- In 2025, we favor companies with ready-for-lease land and the ability to attract FDI enterprises in the near future, including KBC (Buy, TP: VND 41,000/share), NTC (Buy, TP: VND 262,000/share), and SIP (Buy, TP: VND 97,000/share).
- Investors may also consider other opportunities, such as: 1/ LHG (Buy, TP: VND 54,000/share) with potential from its land bank available for lease beyond 2025; 2/ DPR (Buy, TP: VND 47,000/share) with rubber plantation land that can be converted into industrial park projects (aligned with provincial land-use plans, though investment policy approval timelines remain unclear).

Table 4: Summary of investment opportunities in IP stocks in 2025

IP stocks	Thesis
KBC, SIP, NTC	<ul style="list-style-type: none"> • The company possesses a relatively large land reserve ready for lease, providing a competitive advantage in terms of infrastructure and rental rates. • Profit from core business operations is expected to achieve growth exceeding 10% in 2025.
LHG, DPR	<ul style="list-style-type: none"> • The stock valuation is attractive compared to the potential exploitation of the existing land bank. • The business results from industrial park land leasing may not see strong growth in 2025, aligning with the strategy of long-term investment and holding.

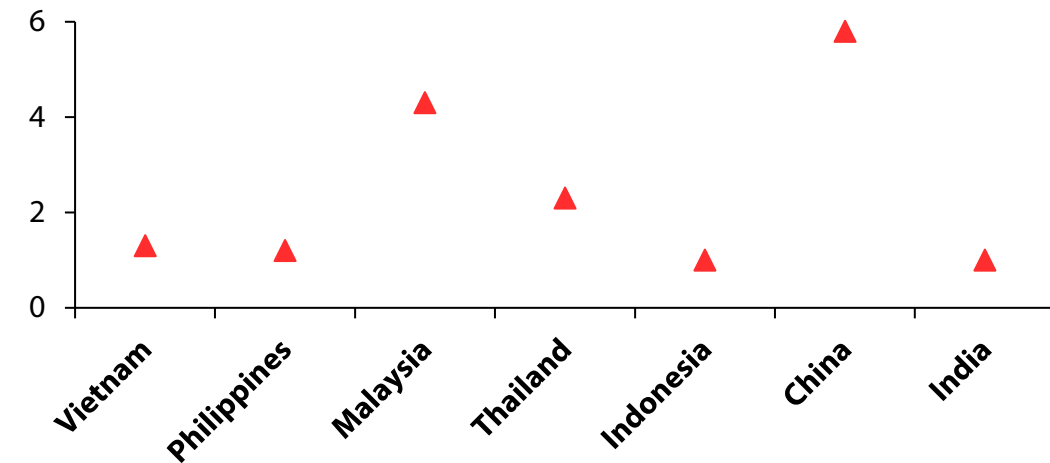
Source: RongViet Securities

Figure 14: Rental prices of IP land (USD/m2/leasecycle)



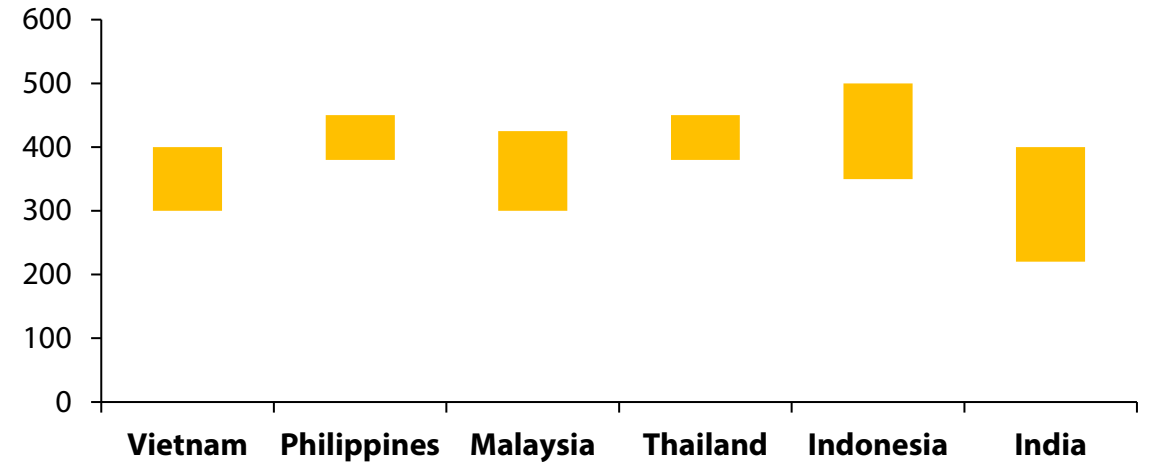
Source : JLL, CBRE, Statista

Figure 16: Manufacturing wages by nations (USD/hour)



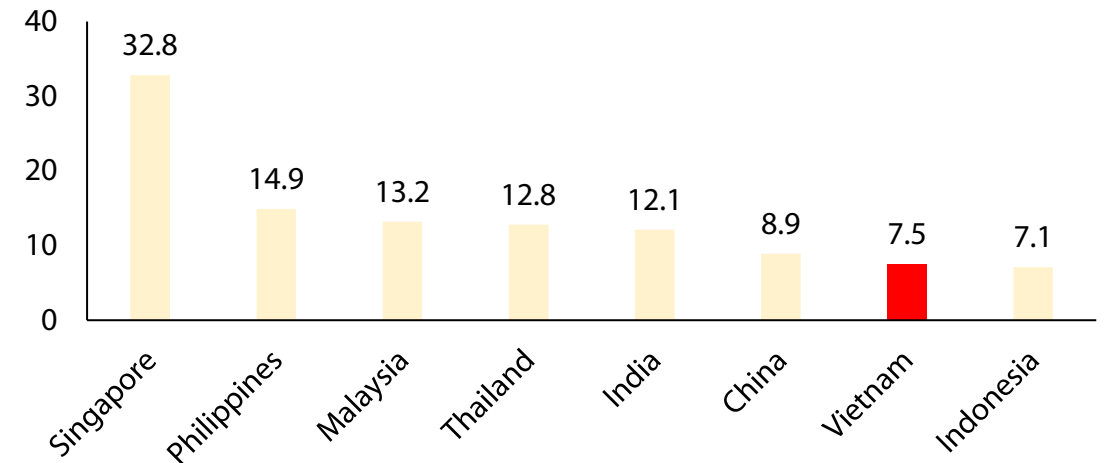
Source: Euromonitor

Figure 15: Construction costs (USD/m2)



Source : JLL Research

Figure 17: Average electricity selling price (US cent/kWh)



Source: Statista, Globalpetroprices

Ticker	Market Cap. (USD mm)	3M.daily turnover AVG. (USD mn)	Current P/E (x)	Current P/B (x)	Trailing 12 M ROE (%)	Target price	Market price as of 12/30/24	Expected return	2023A		2024E		2025F		Revenue Growth		NPAT Growth	
									EPS	BVPS	EPS	BVPS	EPS	BVPS	2024E	2025F	2024E	2025F
KBC	821	131,865	46.76	1.13	2.4%	40,600	27,250	49.0%	2,646	23,679	890	24,569	3,700	28,272	-30.2%	81.1%	-66.4%	315.9%
SIP	686	45,238	17.90	4.13	28.4%	97,000	83,000	16.9%	3,977	17,060	5,458	29,558	5,847	35,405	13.6%	9.8%	19.0%	7.1%
LHG	70	4,611	9.04	1.11	12.7%	54,000	35,700	51.3%	2,691	31,885	3,385	35,227	4,795	39,948	4.5%	41.2%	1.9%	41.7%
NTC	202	2,424	17.29	5.37	35.8%	262,000	215,000	21.9%	12,486	40,022	10,441	50,463	11,348	61,811	9.3%	150.1%	-16.4%	8.7%
DPR	132	13,844	13.52	1.36	10.5%	47,100	38,700	21.7%	2,404	27,048	3,126	29,501	3,292	31,806	2.9%	12.7%	31.3%	5.3%
PHR	281	9,290	18.58	1.83	10.4%	N.R	52,800	n.a	4,309	26,909	n.a	n.a	n.a	n.a	N.R	N.R	N.R	N.R
IDC	723	55,616	8.39	3.50	45.2%	60,100	55,800	7.7%	4,223	15,069	6,643	17,712	7,247	20,959	27.4%	-3.3%	57.4%	9.1%
SZC	295	76,037	25.99	2.48	11.7%	N.R	41,700	n.a	1,331	11,886	n.a	n.a	n.a	n.a	N.R	N.R	N.R	N.R

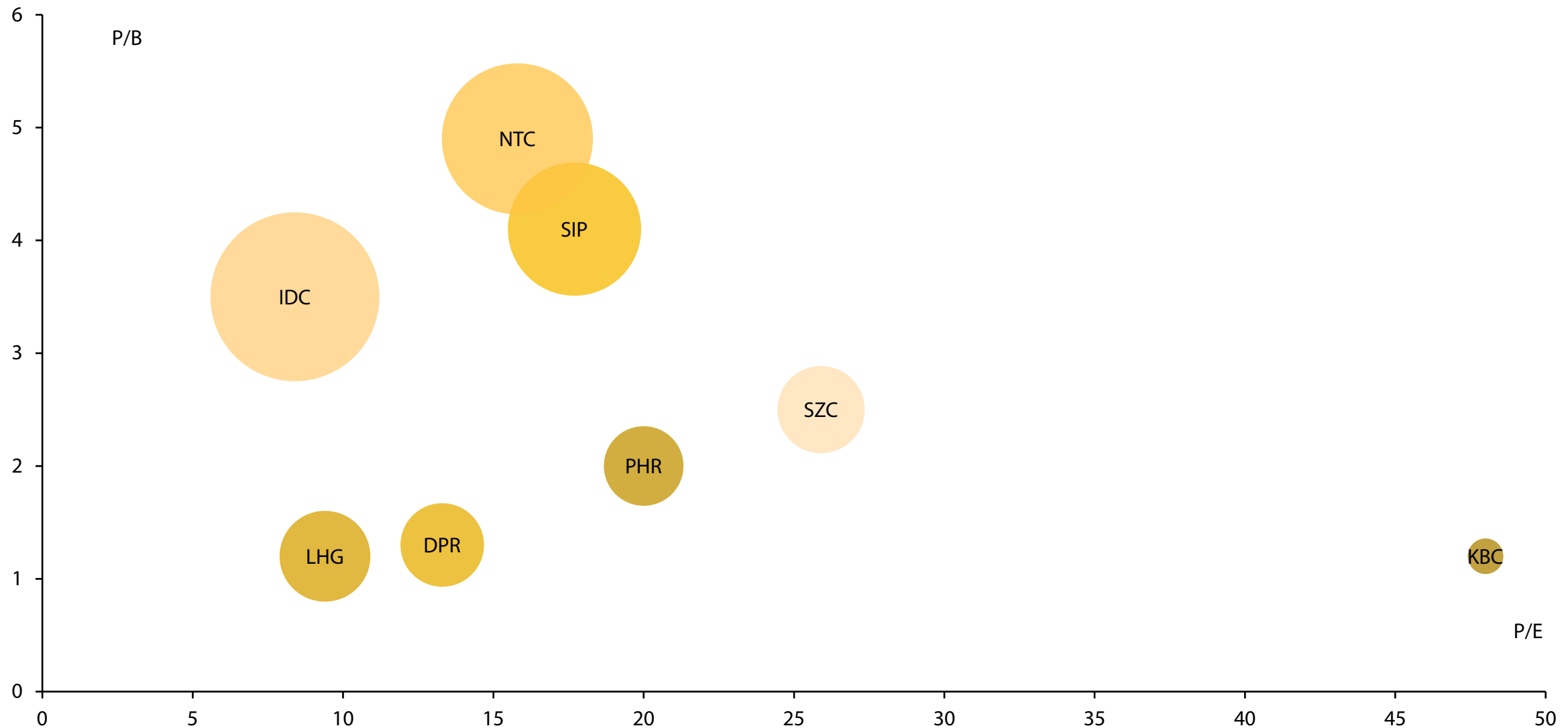
Source: Bloomberg, RongViet Securities. Data was updated as of 30/12/2024

N.R: Non rate

N.A: Not available

EPS: Earning per share

BVPS: Book value per share



Source: Fiinpro, RongViet Securities . Bubble size equals respective ROE. Share price as of 30 Dec 2024. Excluding companies recorded TTM loss.

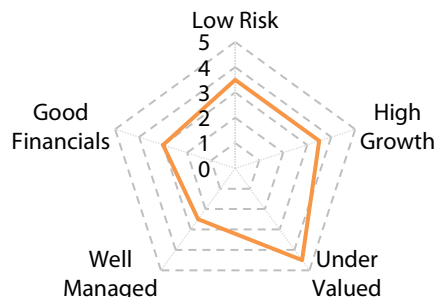
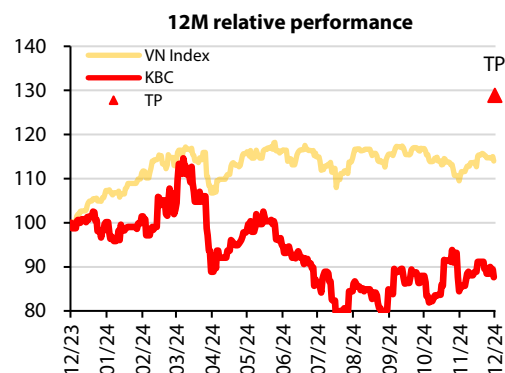
MP: 27,600

TP: 40,600

STOCK INFOR

FINANCIALS

2023 2024F 2025F



Sector	Real Estate
Market Cap (USD Mn)	832
Current Shares O/S (Mn shares)	768
3M Avg. Volume (K)	4,763
3M Avg. Trading Value (VND bn)	133
Remaining foreign room (%)	30
52-week range ('000 VND)	24,2 - 36,3

Revenue (VND bn)	5,618	3,922	7,103
NPATMI (VND bn)	2,031	683	2,842
ROA (%)	5.9	1.7	6.0
ROE (%)	11.9	3.7	14.0
EPS (VND)	2,646	890	3,700
Book Value (VND)	23,679	24,569	28,272
Cash dividend (VND)	-	-	-
P/E (x)	12.0	31.0	7.5
P/B (x)	1.3	1.1	1.0

INVESTMENT THESIS

Addressing bottlenecks is a prerequisite for recovery expectations in 2025

- KBC is one of the largest listed industrial park (IP) companies, with projects located in Tier-1 markets in both the northern and southern regions, covering a total area of approximately 2,500 hectares, including: 1/Northern Region: Nam Son Hap Linh (NSHL, 300ha) and Trang Due 03 (TD03, 621ha, awaiting investment policy approval); 2/ Southern Region: Tan Phu Trung (TPT, 543ha), Tan Tap (654ha), and Loc Giang (466ha).
- In 2024, KBC experienced weak business performance due to: NSHL IP not completing land compensation with households, thus not having contiguous land for investors; Trang Due 03 IP not yet receiving investment policy approval. By 2025, we expect these difficulties to be resolved, enabling KBC to accelerate the development and leasing of IPs. The total leasable area could reach 234 hectares (compared to approximately 50 hectares in 2024).

Positive Cash Flow Expectations from Private Placements and Project Transfers

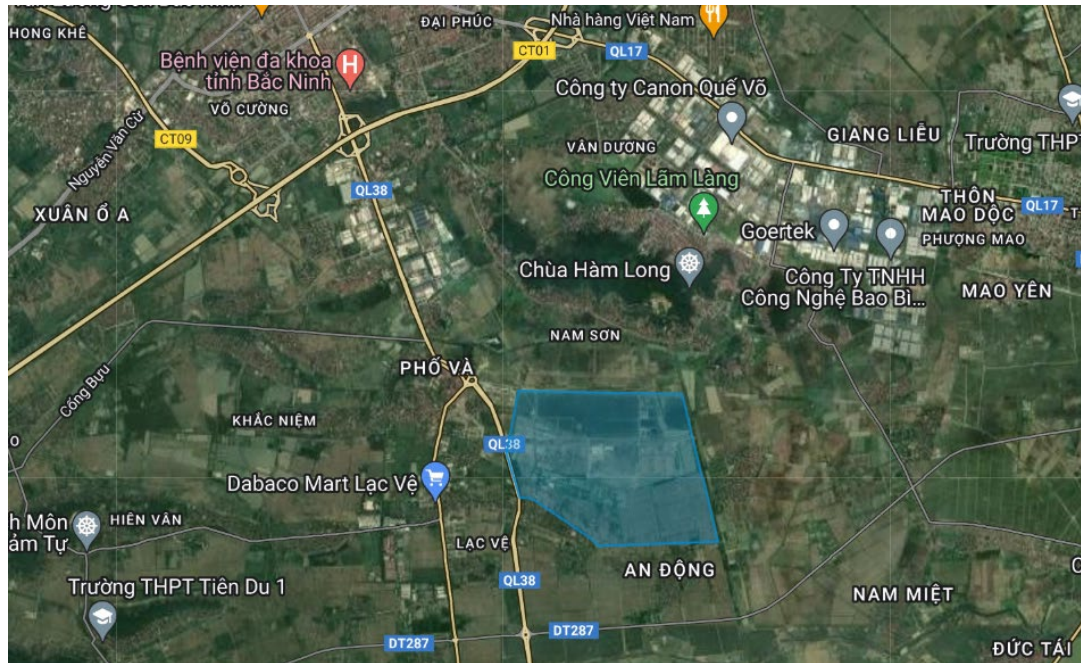
- The total capital demand for the 2025-2026 period is estimated at around VND 17 trillion to focus on projects such as TD03, Tan Tap, and Loc Giang. If the planned private placement (250 million shares, representing 32.6% of the outstanding shares) succeeds, it is expected to raise approximately VND 6 trillion, enhancing the company's project execution capacity.
- Additionally, the Trang Cat Urban Area is anticipated to complete adjusting investment policy and land-use fee payment by 2025. This could facilitate partial project transfer and significant revenue recognition (over VND 10 trillion) in 2026..

RISK FOR RECOMMENDATION

- Slower-than-expected legal progress, leading to lower-than-expected revenue recognition from IP land leasing.

- The total newly signed leasable IP area in 2025 is expected to reach 234 hectares (+368% YoY), mainly from: 30 hectares (+17% YoY) at NSHL IP, as land clearance progresses faster in 2025; 170 hectares from Trang Due 03 IP (including 100 hectares with an MOU signed in 2024), expected to receive investment policy approval in the first half of 2025.

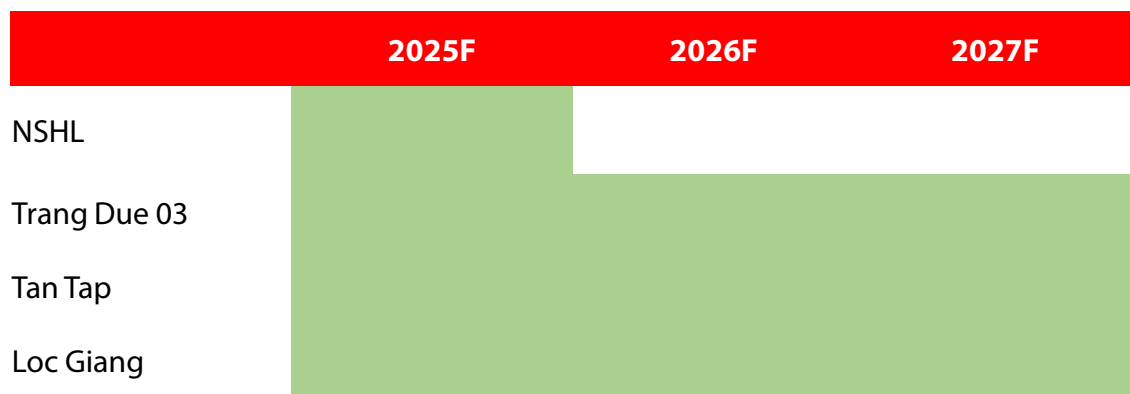
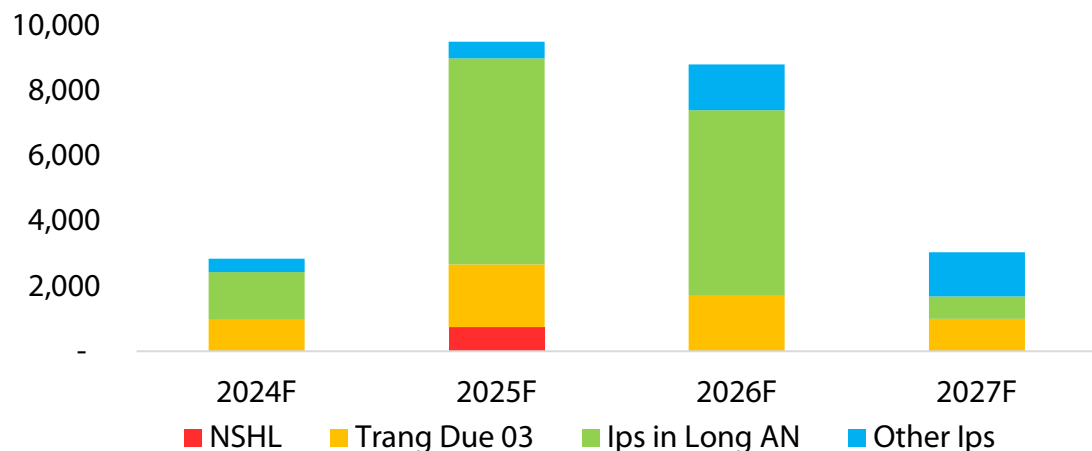
Current status of KBC's industrial parks to focus on in 2025 - Nam Son Hap Linh and Trang Due 03



Source : Google map, RongViet Securities

- KBC could successfully issue shares privately to strategic investors (raising an estimated VND 6 trillion) to support long-term investment needs. Moreover, the Trang Cat Urban Area is expected to complete its investment policy and land-use fee payment in 2025, paving the way for partial project transfers and significant cash flow (over VND 10 tn) in 2026.

Projected investment expenditure for Ips in the period 2024-2027 (BnVND, above) and expected progress of site clearance for industrial parks (below)



Source : KBC, RongViet Securities

KBC's valuation

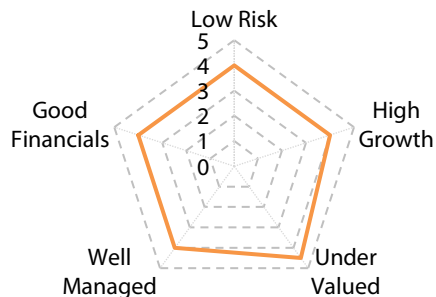
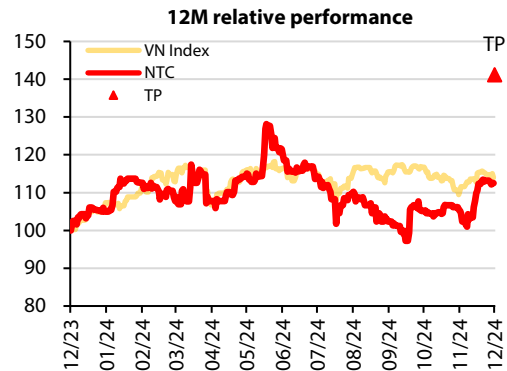
Asset	% Ownership	Method	Valuation (bn VND)
NSHL	100%	DCF	2,632
Tan Phu Trung	73%	DCF	1,685
Trang Due 3	89%	DCF	4,918
Ips in Long An (Tan Tap, Loc Giang)	57% - 73%	DCF	2,485
Other Ips		DCF	3,215
Trang Cat UA	100%	P/B (1.3x)	10,895
Other assets			6,700
Sum			32,497
(+) Cash and equivalent			7,655
(+) Other asset			4,763
(-) Dbet			(5,931)
(-) Other liabilities			(7,828)
NAV			31,157
Number of outstanding (million shares)			768
TP (VND)			40,600

Source : RongViet Securities

MP: 209,200

TP: 262,000

STOCK INFO



Sector
Market Cap (USD Mn)
Current Shares O/S (Mn shares)
3M Avg. Volume (K)
3M Avg. Trading Value (VND bn)
Remaining foreign room (%)
52-week range ('000 VND)

Real Estate
197
24
12
2
0
167 - 242

FINANCIALS

2023A

2024F

2025F

Revenue (VND bn)	235	257	643
NPATMI (VND bn)	300	251	272
ROA (%)	7.1	5.1	4.2
ROE (%)	35.8	23.1	20.2
EPS (VND)	12,485	10,441	11,348
Book Value (VND)	40,022	50,463	61,811
Cash dividend (VND)	8,000	6,000	6,000
P/E (x)	15.5	20.0	18.4
P/B (x)	4.8	4.1	3.4

INVESTMENT THESIS

NTU 3 project – Expected to hand over 90 hectares in 2025

- In June 2024, the biggest bottleneck in calculating land used fee has been resolved. Accordingly, with a total land price determination area of 344ha, a term of use of 70 years as of September 13, 2068, the unit price of land to be used is 2.4 million VND/m2. We expect the progress of land used fee payment to take place in Q1/2025.
- In 2025, we expect NTC to be able to complete the payment of use fees and hand over 90 hectares of land for which MOUs have been signed (in 2023, the rental price is 140 USD/m2) to customers and continue to promote sales of the remaining area.

The portfolio maintains high and regular cash dividends

- In 9M2024, investments in associated companies have brought a dividend flow about VND 60 billion (-35% yoy), thereby bringing a dividend yield/total investment of ~13%.

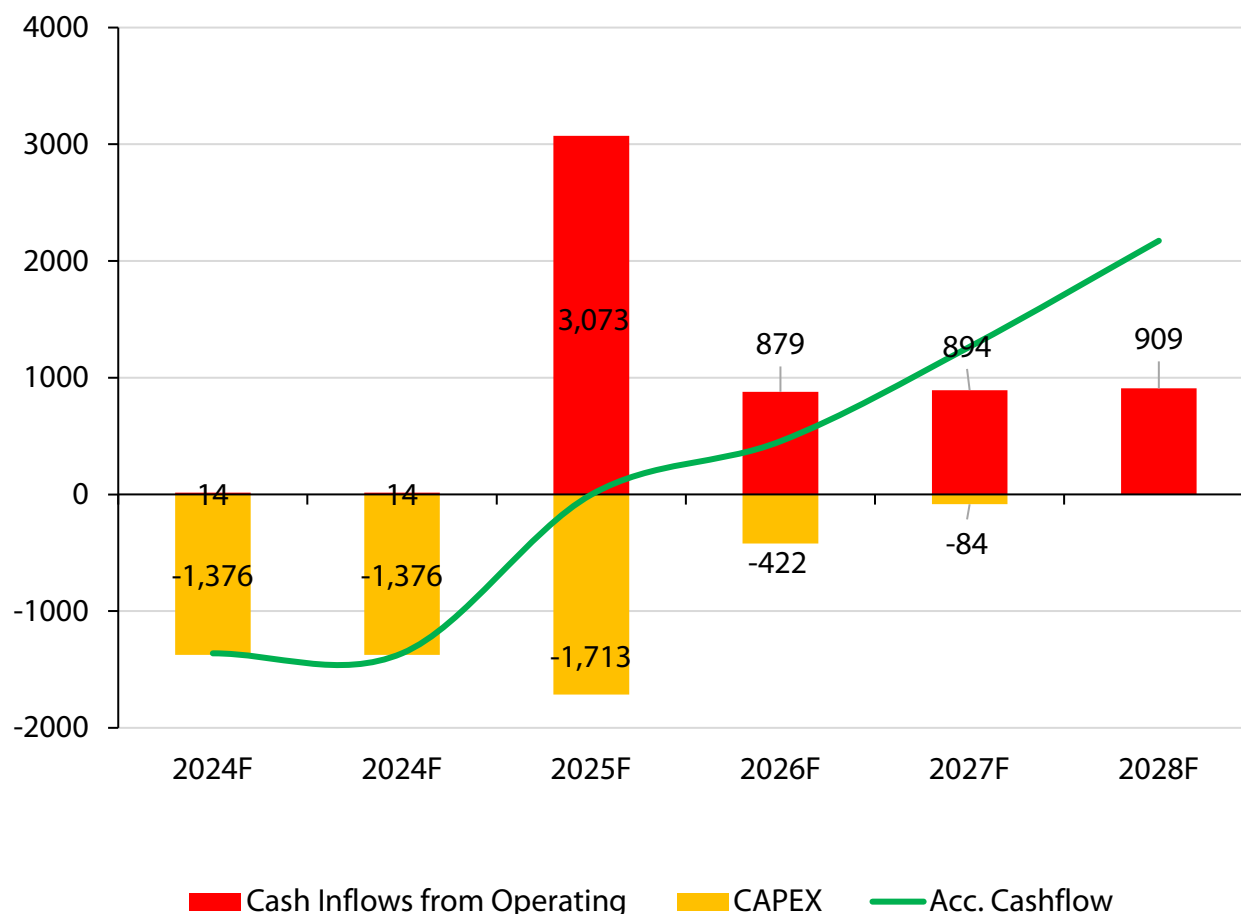
Business results in 2025 are estimated to grow strongly, mainly from the NTU3 project

- Based on the sales progress of NTU3 mentioned above, we estimate that revenue from the IP segment in 2025 will reach VND 643 billion (85% recorded allocation, 15% recorded one-time revenue), thanks to the handover of 90 hectares of industrial park land at the base scenario price of \$140/m2. Accordingly, NTC's total revenue in 2025 is estimated at VND 643 billion (+150% YoY), and NPAT-MI will reach VND 272 billion (+9% YoY).

RISKS TO RECOMMENDATION

- Upside risk: The ability to find new customers and lease faster than expected.

Cash flow of NTU3 project – assuming the rental price increases by 2%/year and the current rental price is USD140 per m2



Sources: NTC, RongViet Securities

Analysis of NTC stock price sensitivity based on scenarios of rental price and cost of capital (Ke)

Ke	First year's rental price (USD/m2)					
		140.0	145.0	150.0	155.0	160.0
	12.0%	271,000	279,000	288,000	296,000	305,000
	13.0%	266,000	274,000	283,000	291,000	300,000
	14.0%	262,000	270,000	278,000	286,000	295,000
	15.0%	258,000	266,000	274,000	282,000	290,000
	16.0%	254,000	262,000	269,000	277,000	285,000

Summary of asset value of NTC's projects

	Method	% Staked	Valuation (billion VND)
IPS			2,711
NTC3	FCFE	100%	2,828
Other projects	BV	100%	10
Total			2,720

Sources: NTC, RongViet Securities

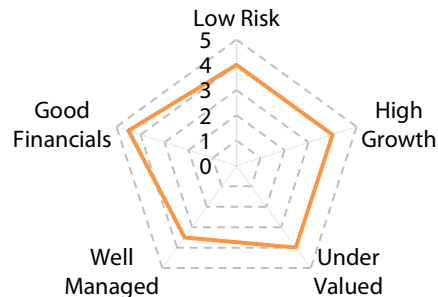
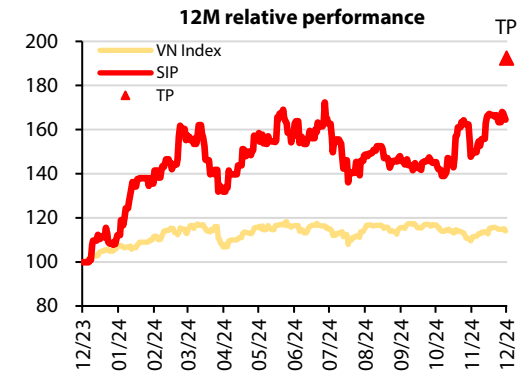
MP: 83,000

TP: 97,000

STOCK INFO

FINANCIALS

2023 2024F 2025F



Sector
Market Cap (USD Mn)
Current Shares O/S (Mn shares)
3M Avg. Volume (K)
3M Avg. Trading Value (VND bn)
Remaining foreign room (%)
52-week range ('000 VND)

Real Estate
686
211
480
38
45.8
49.13 - 87.9

Revenue (VND bn)	6,677	7,587	8,334
NPATMI (VND bn)	927	1,103	1,181
ROA (%)	5.0	5.0	6.0
ROE (%)	29.0	25.0	20.0
EPS (VND)	4,574	5,458	5,847
Book Value (VND)	18,480	29,558	35,405
Cash dividend (VND)	2,000	1,000	1,000
P/E (x)	12.1	15.5	14.4
P/B (x)	3.0	2.9	2.4

INVESTMENT THESIS

The total newly signed leasable IP area is estimated to grow 30% to 100 hectares, primarily contributed by Phuoc Dong IP

- We expect new leases at Phuoc Dong IP to reach 70 hectares (+17% YoY) due to: 1/ Competitive lease rates (average rental price at USD 80/m²/lease term, 50% lower than Tier-1 market rates); 2/ Strategic location (near the Moc Bai - HCMC Expressway, connecting the Cambodia and Vietnam markets); 3/ Utilities provided, such as electricity and water treatment services, suitable for manufacturing and processing enterprises.
- Additionally, we expect the company to complete land clearance at Phuoc Dong IP in 2025, ensuring contiguous land plots for handover to customers.

Profit from business activities maintains growth

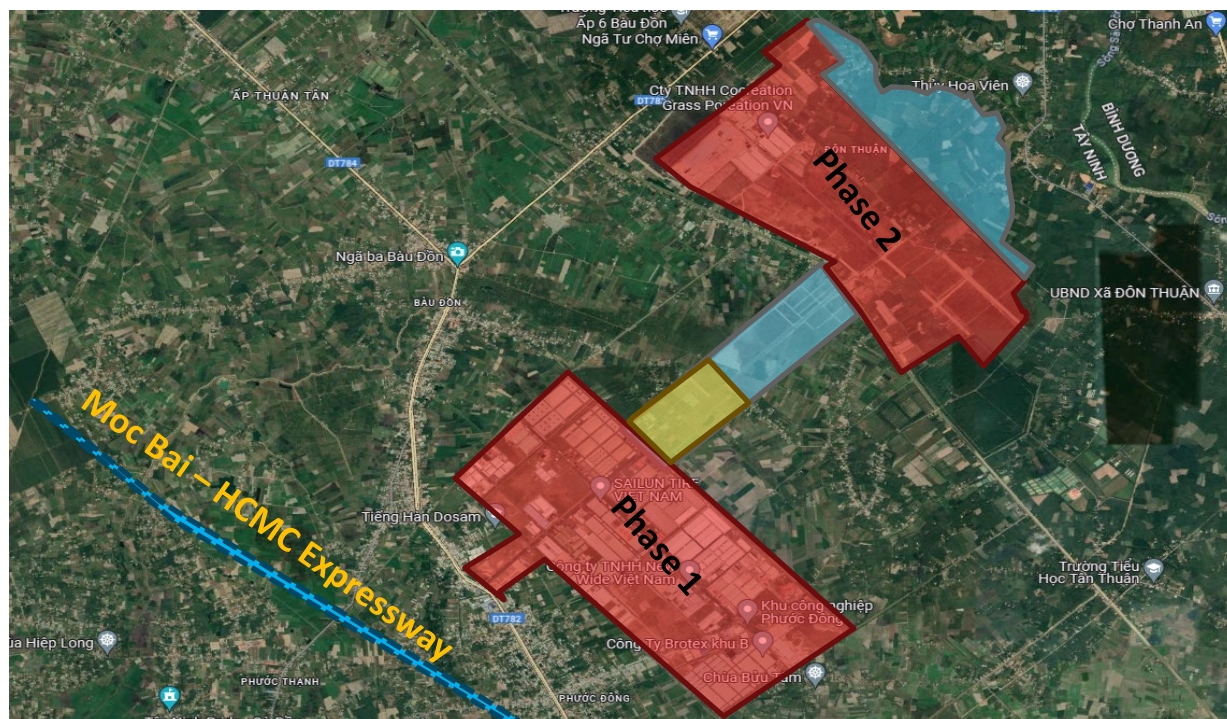
- Total revenue is projected to reach VND 8,334 billion (+10% YoY), driven by: 1/ VND 7,080 billion (+10% YoY) from electricity and water services in IPs, as occupancy rates increase and electricity retail prices are expected to rise by 3% in 2025; 2/ VND 482 billion (+34% YoY) from revenue recognition of signed contracts in 2024 at Phuoc Dong IP and Loc An Binh Son IP. Gross profit for the year is expected to reach VND 1,219 billion (+16% YoY).
- Net profit attributable to parent company shareholders is estimated at VND 1,181 billion (+7% YoY), excluding extraordinary financial revenue from divestment in GVR and TRC in 2024. EPS for 2025 is projected at VND 5,050.

RISK FOR RECOMMENDATION

- Slower-than-expected sales progress or land clearance at Phuoc Dong IP

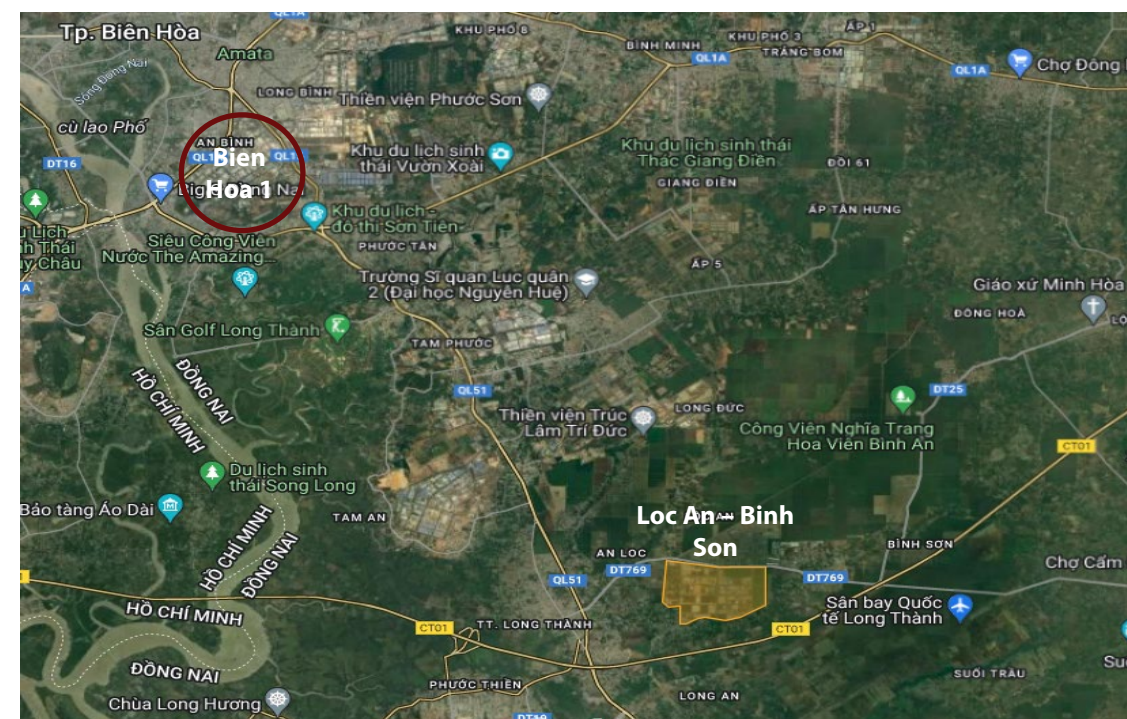
- The total area of newly signed industrial park land lease in 2025 is expected to reach 100ha (+30%YoY), coming from: 1/70ha (+17%YoY) in Phuoc Dong Industrial Park; 2/ 16 hectares from Loc An Binh Son Industrial Park (equivalent to 2024) and an additional 10 hectares from Le Minh Xuan 03 Industrial Park (the new chemical center of Ho Chi Minh City). Ho Chi Minh City).

Promoting sales in Phuoc Dong Industrial Park phase 2 in 2025



Source: SIP, RongViet Securities

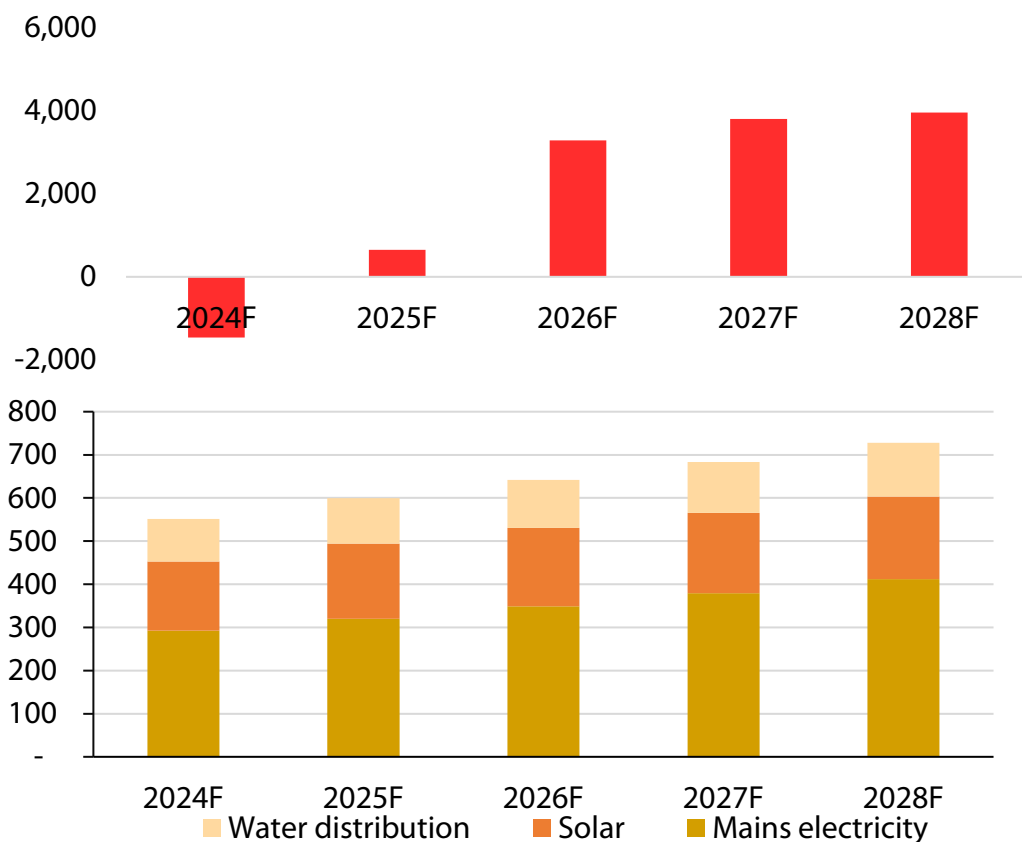
The location advantage of Loc An Binh Son Industrial Park (Dong Nai) – with the tendency to move factories in Bien Hoa 1 Industrial Park to the southern industrial parks



Source: SIP, RongViet Securities

- The total area of newly signed industrial park land lease in 2025 is expected to reach 100ha (+30%YoY), coming from: 1/70ha (+17%YoY) in Phuoc Dong Industrial Park; 2/ 16 hectares from Loc An Binh Son Industrial Park (equivalent to 2024) and an additional 10 hectares from Le Minh Xuan 03 Industrial Park (the new chemical center of Ho Chi Minh City).

Projected FCFE from industrial park land leasing (top) and provision of electricity and water services (bottom) in the period 2024-2028 (billion)



Source: SIP, RongViet Securities

SIP's valuation

Asset	% Ownership	Method	Valuation (billion)
IPs	63%-100%	DCF	10,707
Industrial park services (electricity, water,...)	100%	P/CF (7.0x)	5,468
Other assets	100%		147
Sum			16,322
(+) Cash & Cash Equivalents			4,704
(+) Short-term investment			2,072
(+) Other investments			1,411
(-) Debt			(3,674)
(-) Other liabilities			(484)
NAV			20,352
Number of outstanding (million shares)			211
TP (VND)			97,000

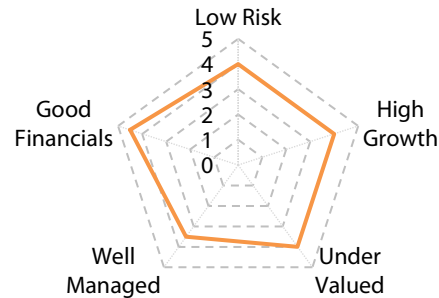
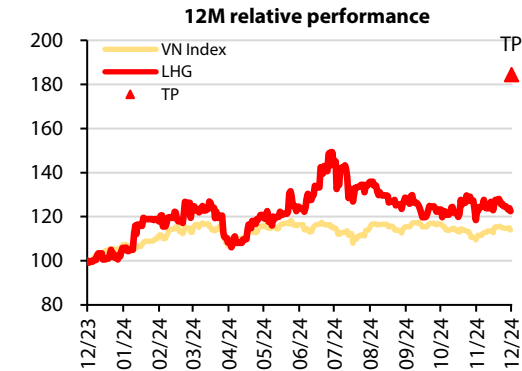
MP: 36,400

TP: 54,000

STOCK INFOR

FINANCIALS

2023 2024F 2025F



Sector	Real Estate
Market Cap (USD Mn)	72
Current Shares O/S (Mn shares)	50
3M Avg. Volume (K)	128
3M Avg. Trading Value (VND bn)	5
Remaining foreign room (%)	31
52-week range ('000 VND)	29,3 - 44

Revenue (VND bn)	395	412	582
NPATMI (VND bn)	166	169	240
ROA (%)	5.5	5.4	7.2
ROE (%)	10.6	10.1	12.8
EPS (VND)	3,323	3,385	4,795
Book Value (VND)	31,885	35,227	39,948
Cash dividend (VND)	1,900	1,900	1,900
P/E (x)	9.1	10.5	7.4
P/B (x)	1.0	1.0	0.9

INVESTMENT THESIS

Revenue recovery expectations from land leasing at Long Hau 03 IP (LH03)

- Land lease activities with Long Hau 03 Industrial Park (LH03), in the period of 2023-2024, are quiet due to 1/ Difficulties in land clearance (the area mostly belongs to households who do not agree with the compensation plan) and 2/ Calculate land use levy and leave enough area adjacent to the plot to hand over to customers (currently the Company has completed 7 land allocation batches with a total area of 109ha). We expect that in 2025, when the bottleneck on land clearance is removed, enterprises will: 1/ Complete the land clearance with the remaining area (recover ~4ha of land area), and 2/ Complete the calculation of land use levy and land allocation in the 8th phase. Accordingly, the Company has an adjacent area in LH03 Industrial Park to be handed over to customers.
- In a cautious scenario, we expect the 4-hectare area (with tenants in 2024) to be able to record revenue in 2025, corresponding to revenue from industrial park land leasing of VND 262 billion (+173% YoY, with an average rental price of USD250/m2/lease cycle).

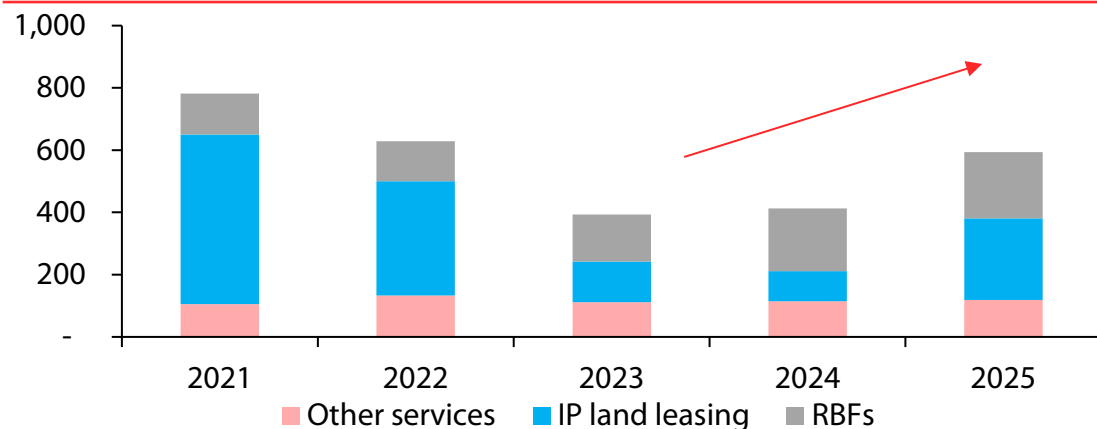
Stable cash flow from leasing ready-built factories (RBF)

- With the advantages of: 1/ Experience in exploiting RBFs, with a total exploitation area of over 12ha, 2/ The average scale of RBFs is 3,000m2, suitable for target customers (enterprises in the field of food processing), LHG maintains a full rate of over 90% at RBFs, equivalent to the average cash flow brought in at 200 billion VND/year (equivalent to the rental rate at ~20%).
- In 2025, we expect the company to continue: 1/ Invest in a high-rise RBF in LH1 Industrial Park (commercial area of 26,000m2), 2/ Expand 10,000m2 of RBFs in LH3 Industrial Park; thereby, the total area of the enterprise's production facilities can reach 16ha (+33%YoY), bringing the potential for cash flow growth in the period of 2026 and later.

RISKS TO RECOMMENDATIONS

Upside Risk : Early approval of investment policy for An Dinh IP (200 hectares, not included in valuation model).

LHG's revenue in the period of 2021-2025 (billion VND) – Business performance is expected to recover, from boosting LH3



Summary of land allocation area of LH3 from the period of 2019-2025

No	Time	Area (ha)
1-5	2017-2020	95.7
6	2021	7.5
7	2024	5.7
8	2025F	5.9
Sum		114.8

Source: LHG, RongViet Securities

The current status of Long Hau 03 industrial park (phase 01, 124ha), with the area that has been interested by customers

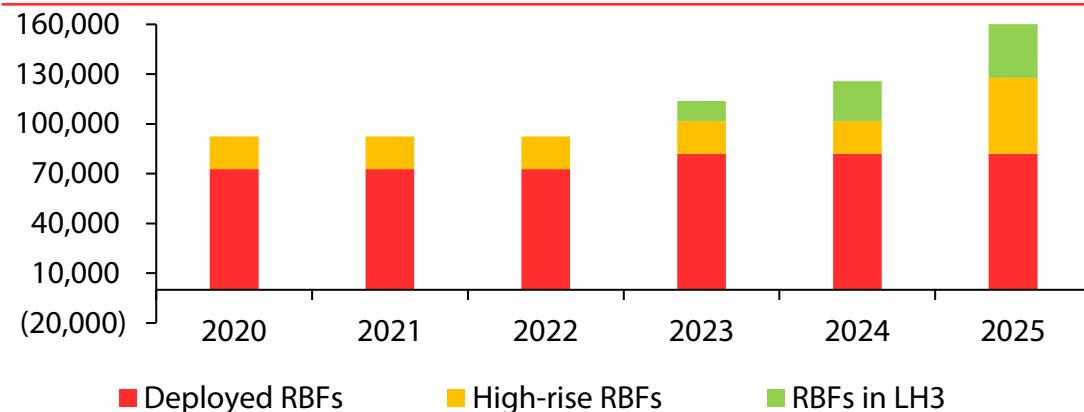


Source: LHG, RongViet Securities

RBFS in LH03 Industrial Park, with an average area of 3,000m2 and a rental price of USD 5/m2/month



Area of RBFs for lease in the period of 2020-2025 (m2)



Source: LHG, RongViet Securities

LHG's valuation

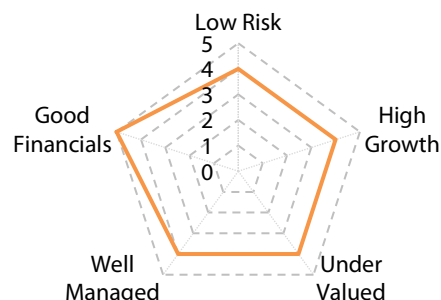
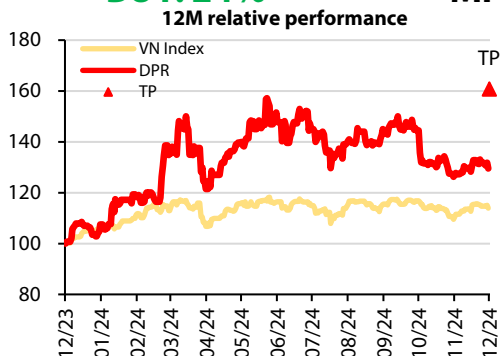
Asset	% Owned	Method	Valuation (billion VND)
LH03	100%	DCF	876
RBFs	100%	DCF	875
IP services	100%	P/E (7.0x)	254
Sum			2,005
(+) Cash & Cash Equivalents			70
(+) Short-term investment			885
(+) Other investments			202
(-) Debt			(194)
(-) Other liabilities			(280)
NAV			2,689
Number of outstanding (million shares)			50.0
TP (VND)			54,000

Source: LHG, RongViet Securities

BUY: 24%

MP: 38,000

TP: 47,100



STOCK INFOR

Sector
Market Cap (USD Mn)
Current Shares O/S (Mn shares)
3M Avg. Volume (K)
3M Avg. Trading Value (VND bn)
Remaining foreign room (%)
52-week range ('000 VND)

FINANCIALS

		2023A	2024F	2025F
Chemicals	Revenue (VND bn)	1,041	1,071	1,207
130	NPATMI (VND bn)	207	272	286
	ROA (%)	5.1	6.1	5.9
87	ROE (%)	8.9	11.1	10.7
353	EPS (VND)	2,382	3,126	3,292
14	Book Value (VND)	27,048	29,501	31,806
	Cash dividend (VND)	1,500	1,500	1,500
45	P/E (x)	13.3	12.2	11.5
	P/B (x)	1.2	1.3	1.2
		29,5 - 47,4		

INVESTMENT THESIS

Rubber segment – selling price is expected to be anchored in the range of 47-50 million VND/ton until at least Q2/2025

- We maintain the view that rubber prices will continue to be anchored until at least 1H25 based on the following factors: 1/ Rubber supply in Southeast Asian countries is forecast to remain in shortage, 2/ Hainan (China's main rubber producing region) suffers losses with an area of about 2.1% of China's rubber area, 3/ New planting areas are expected to start in the harvest period in 2027 - 2028.
- We estimate that DPR's production in 2025 will reach 13,800 tons (+12% YoY) with 11,400 tons of self-exploitation and procurement of 2,400 tons, revenue from the rubber segment in 2025 is estimated at VND 988 billion (+14% YoY) with the assumption of an average selling price of VND 47 million/ton.

Other business segments – expectations slowing down

- Regarding the tree liquidation segment, there will not be much of a spike when DPR maintains a liquidation area of ~ 350-400 hectares/year, with the liquidation price ranging from 250 to 300 million VND/ha.
- With the industrial park development segment, we have extended the progress for 2 industrial parks North Dong Phu Expansion and South Dong Phu Expansion due to the expectation that the investment policy will be approved in 2025 and 2026. Meanwhile, the Tien Hung 1 project (64ha) can be re-auctioned and bring the company 56 billion VND in compensation (estimated unit price of 0.98 billion/ha).

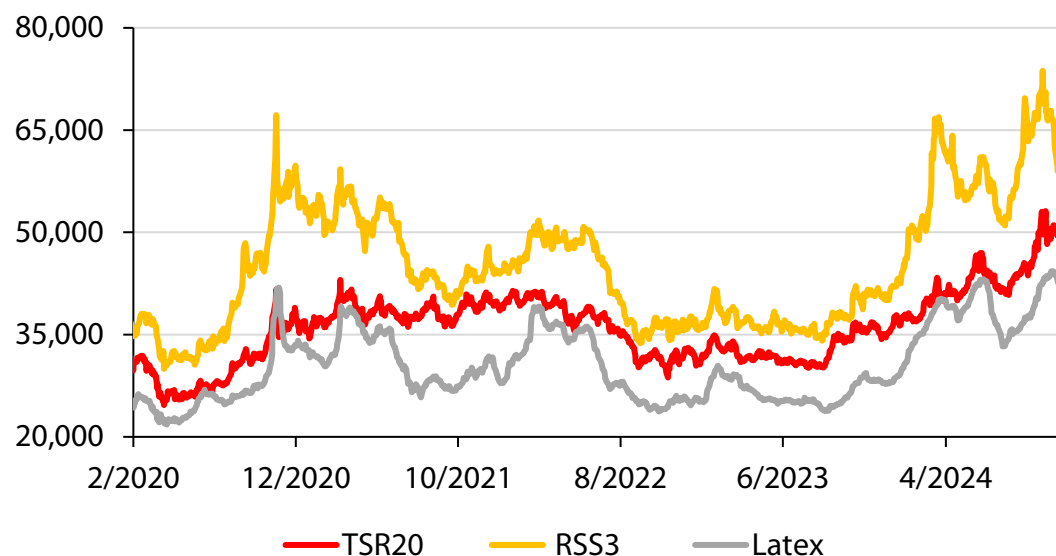
Business results in 2025 – growth expectations thanks to the anchoring trend of rubber prices

- In the base scenario, we forecast DPR's revenue and NPAT-MI in 2025 to reach VND 1,208 billion (+12.4% YoY) and VND 295 billion (+8% YoY), respectively, based on (1) rubber prices continue to anchor when the forecast supply is still short; (2) The tree liquidation segment brings stable profits; (3) DPR can receive compensation for Tien Hung 1 project.

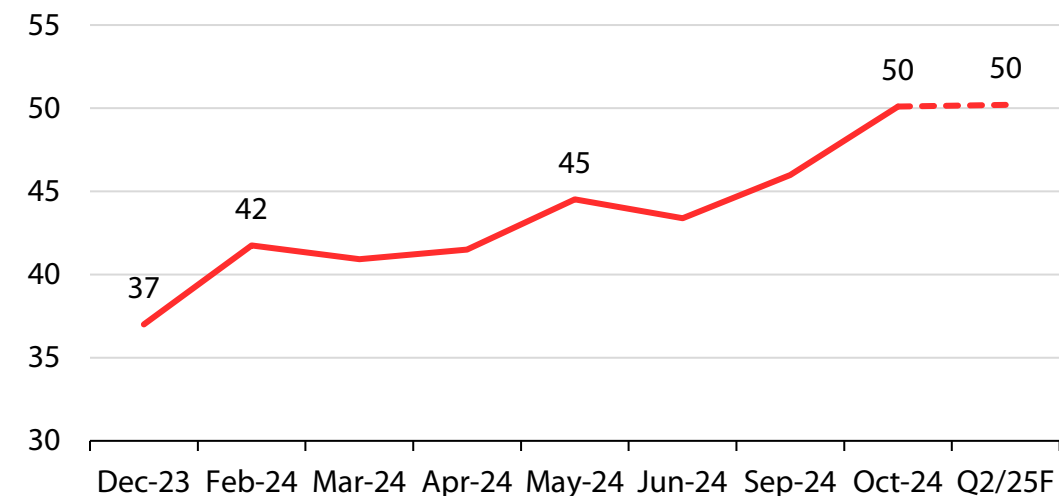
RISKS TO RECOMMENDATIONS

- Downside risk: Rubber prices fell compared to anchoring expectations, affecting business results.
- Price increase risk: Potential INDUSTRIAL PARKS are approved for investment policies earlier than expected.

World rubber price movements in the period 2020 – 2024 ('000 VND/ton)



Selling price of DPR's rubber from 12/2023 – Q2/25F ('000 VND/ton)

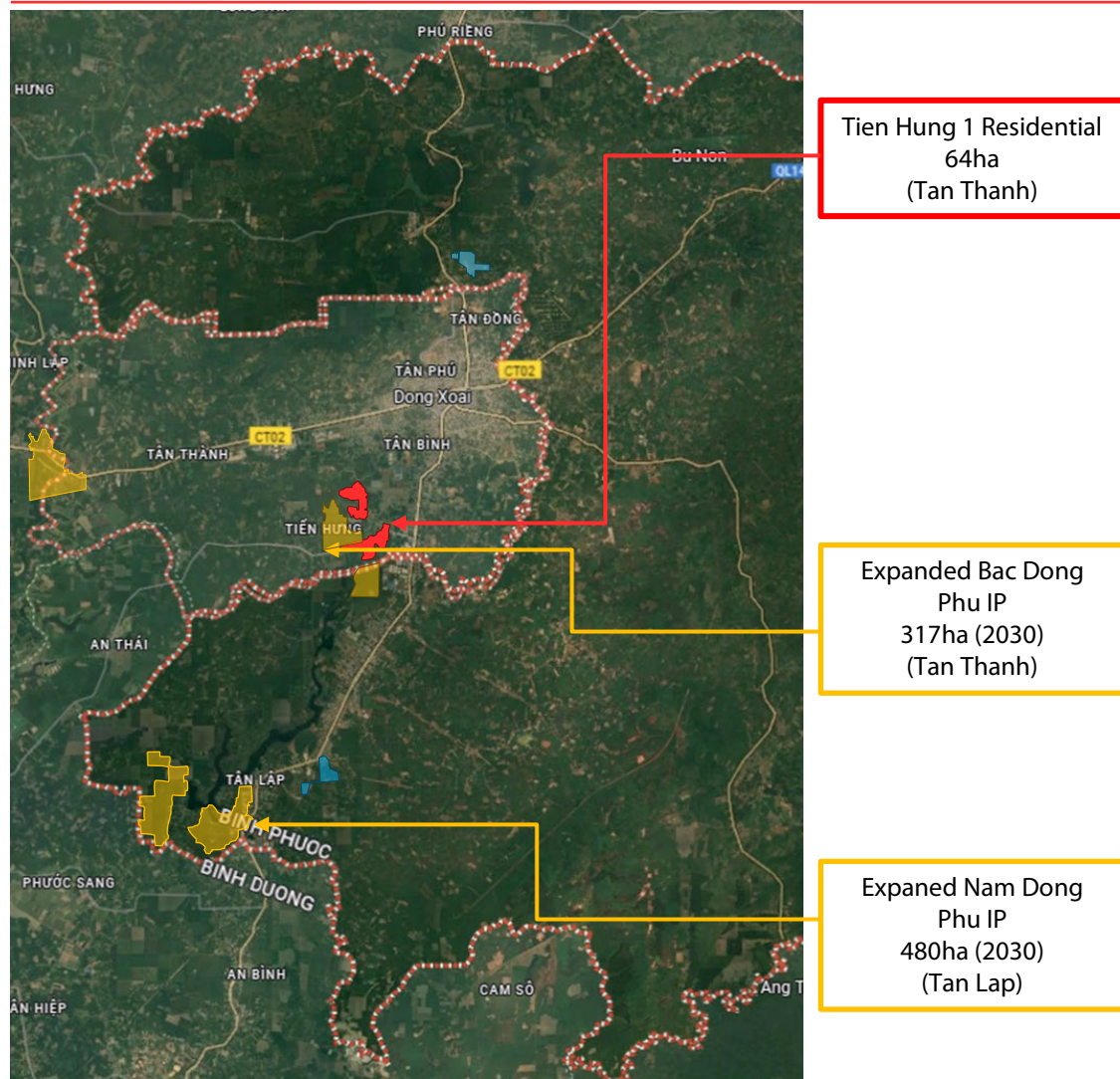


Assumptions on the progress of industrial park projects and receiving compensation from DPR from 2025F – 2028F

Project	2025F	2026F	2027F	2028F
Self-implementation project progress				
Expanded Bac Dong Phu IP				
Expanded Nam Dong Phu IP				
Land clearance compensation				
Tien Hung 1 Residential Area				
Expanded Bac Dong Phu IP				
Expanded Nam Dong Phu IP				

Source: Bloomberg, DPR, RongViet Securities

Location of projects implemented in the period 2025-2026 of DPR



- Tien Hung 1 project, we expect to re-bid and select investors in 2025. It is expected to bring the company 56 billion VND in compensation (estimated unit price of 0.98 billion/ha).
- We are more cautious about the estimated implementation time for 2 expanded North Dong Phu Industrial Parks and South Dong Phu Expansion when there are currently no new legal signals and land allocation from Binh Phuoc province. We expect the North Dong Phu Industrial Park project to start receiving land clearance compensation and implement it from 2026.
- Subsequently, we expect that the expanded Nam Dong Phu Industrial Park project will be implemented from 2027, when the industrial park land targets to 2030 for new projects in the list are released.

Analysis of stock price sensitivity based on scenarios

The number of years the projects are pushed back from the intended						
WACC		0	1	2	3	4
	11.7%	49,200	48,000	46,800	45,800	44,900
	12.2%	48,100	46,800	45,600	44,500	43,600
	12.7%	47,100	45,700	44,500	43,400	42,500
	13.2%	46,100	44,700	43,500	42,400	41,400
	13.7%	45,200	43,800	42,500	41,400	40,400

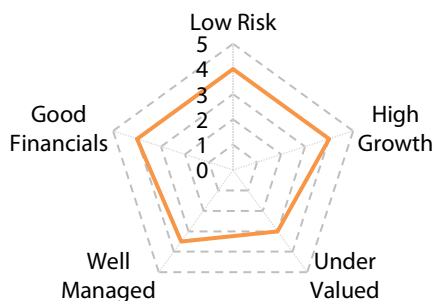
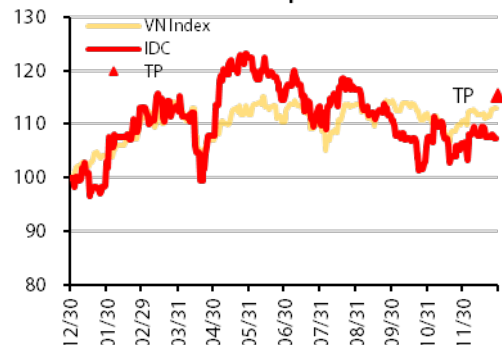
Source: RongViet Securities compiled

ACCUMULATE: 15% (*)

MP: 55,800

TP: 60,100

12M relative performance



STOCK INFO

Sector	Real Estate
Market Cap (USD Mn)	723
Current Shares O/S (Mn shares)	330
3M Avg. Volume (K)	1,144
3M Avg. Trading Value (VND bn)	56
Remaining foreign room (%)	26.4
52-week range ('000 VND)	49.8 - 66

FINANCIALS

	2023	2024F	2025F
Revenue (VND bn)	7,237	9,219	8,918
NPATMI (VND bn)	1,393	2,192	2,391
ROA (%)	8.0	12.6	13.4
ROE (%)	28.1	40.5	37.5
EPS (VND)	4,221	6,643	7,247
Book Value (VND)	15,067	17,712	20,959
Cash dividend (VND)	4,644	4,000	4,000
P/E (x)	12.3	8.4	7.7
P/B (x)	3.5	3.2	2.7

INVESTMENT THESIS

Business results remain positive, driven by industrial park (IP) land lease revenue from signed MOUs

- IDC is a large-scale listed IP company with projects located in both the Northern and Southern regions of Vietnam, spanning a total area of approximately 2,500 hectares. Among these, projects with low occupancy rates (below 70%) include: 1/ The North: Cau Nghin (300ha); 2/ The South: Huu Thanh (524ha), Tan Phuoc 01, and My Xuan B1 Extension (580ha, expected investment policy approval in 2024).
- In 2025, we expect IDC to continue recognizing positive revenue from IP land leasing, projected to reach VND 4,178 billion (equivalent to 2024, as the company has approximately 80 hectares of IP land under signed MOUs but not yet recognized as revenue). Revenue from the electricity business segment (primarily from power distribution - UIC) is expected to reach VND 3,422 billion (+5% YoY), driven by sustained electricity consumption growth in IPs, particularly at Hựu Thành IP.
- Regarding business performance, we anticipate IDC's revenue and net income in 2025 to reach VND 8,913 billion (equivalent to 2024) and VND 2,391 billion (+9% YoY), respectively. EPS for 2025 is projected at VND 7,000, and the company is likely to maintain a cash dividend of VND 4,000 per share (equivalent to a dividend yield of 7%).

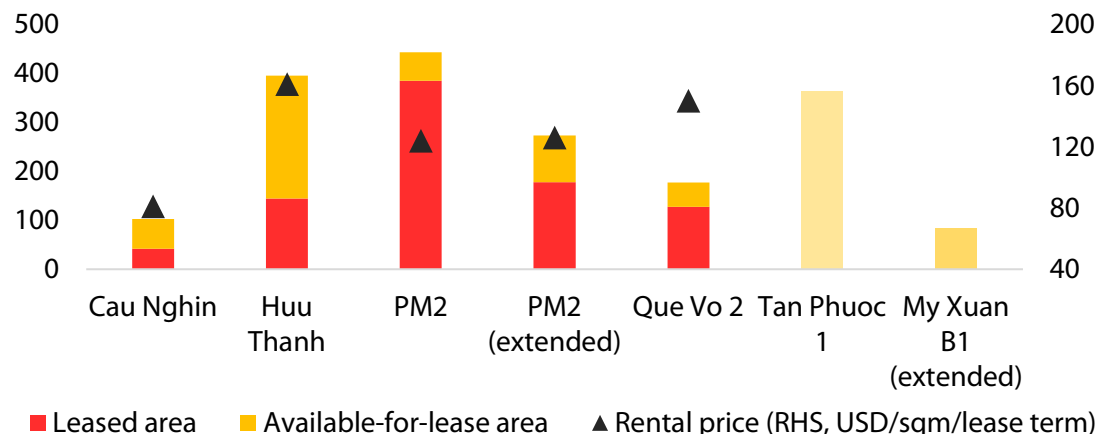
Potential land bank expected for sales starting from 2026 onward

- Compared to peers in the sector, IDC currently lacks available commercial land ready for leasing in 2025, as most existing IPs have occupancy rates above 70%. We expect the company to accelerate legal procedures for potential projects (Tan Phuoc 01 IP, My Xuan B1 Extension, and Huu Thanh residential area) to enable exploitation from 2026 onward

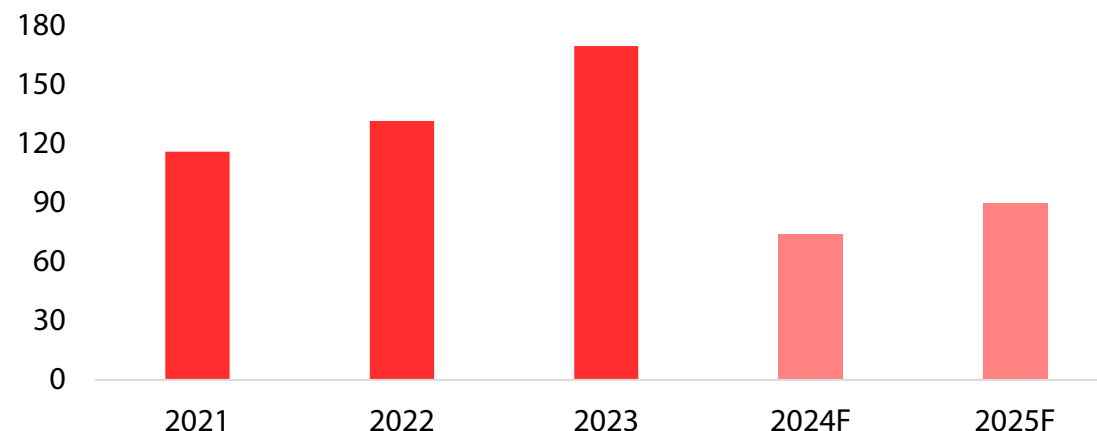
RISKS TO THE RECOMMENDATION

- The slower-than-expected progress in legal procedures has resulted in lower-than-expected revenue recognition from industrial park land leasing.

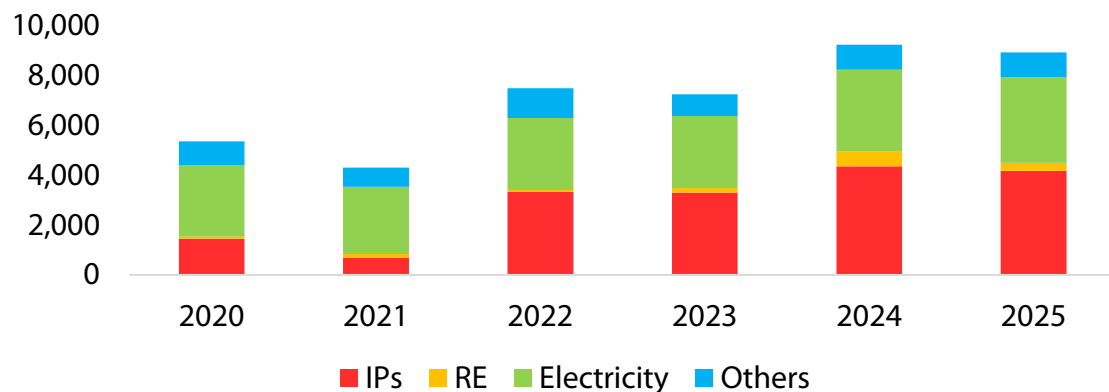
Industrial parks under development by IDC (Area: ha)



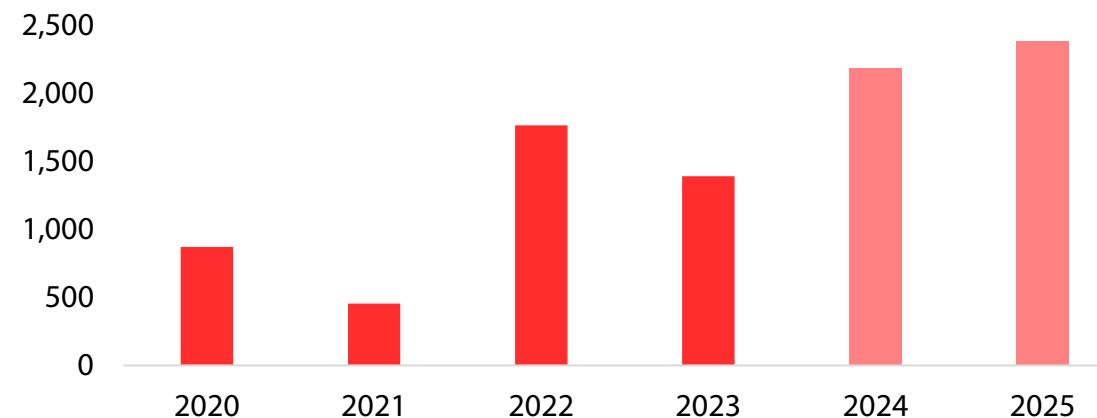
IDC's sales progress during the 2021-2025 period (ha)



Revenue from IP and electricity remains at a high level...



... supporting business performance in 2024-2025 (VND bn)



Source: IDC, RongViet Securities

Source: IDC, RongViet Securities

- The key projects of IDC (e.g., Tan Phuoc 01 Industrial Park, Huu Thanh Residential Area, etc.) are among the company's potential projects. However, they require time for implementation, with sales expected to gradually commence from 2026 onwards.

Summary of IDC's Valuation

Asset	% Ownership	Method	Valuation (VND bn)
IP	51-100%	DCF	9,603
Real estate	51-67%	DCF	2,038
Electricity	51-100%	So sánh	4,060
Other asset			2,229
Total			17,930
(+) Cash and cash equivalents			1,288
(+) Short-term investment			1,633
(+) Other investment			1,629
(-) Net debt			(2,651)
Net Asset Value			19,829
Number of outstanding shares (million shares)			330
Target price (VND)			60,100
Cash Dividend (VND)			4,000

Source: IDC, RongViet Securities

Summary of IDC's Project Progress

Project	Area (ha)	IDC's Ownership (%)	Implementation Progress
Tan Phuoc 01 IP	470	65	<ul style="list-style-type: none"> Currently determining compensation costs and land use fees, with the advantage of 100% of the land leased from the state. Expected to commence operations in the 2025-2026 period.
My Xuan B1 IP (Extension)	110	51	<ul style="list-style-type: none"> In the process of completing planning approval. Expected to commence operations from 2026 onwards.
Huu Thanh IP	47	51	<ul style="list-style-type: none"> Completed payment of land use fees for phase 1 (33 ha). Currently developing products and sales plans, with the potential to consider commencing operations in the 2025-2026 period.

Source: IDC, RongViet Securities



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