

Khang Dien House Trading and Investing JSC (HoSE: KDH)

Potential land fund – sustainable growth in the long term

In our cautious view, the current market price does not fully reflect the long-term growth prospects and the company's position. We estimate the fair value of KDH to be **VND 42,700**, equivalent to the estimated P/B in 2025 of 1.5x.

Solid position in the HCMC real estate market

- KDH is one of the few real estate enterprises with a large land bank in HCMC (~650 hectares), mainly concentrated in strategic areas such as Thu Duc, Binh Chanh, Binh Tan – areas that are benefiting strongly from the process of urbanization and investment in regional infrastructure.
- With a diverse portfolio of projects, and the ability to implement projects that have been affirmed through many stages of the real estate market, we believe that KDH has a competitive advantage to maintain a solid position in the HCMC real estate market.

The period of 2025-2029, marking a new growth cycle of the business

- The period of 2025 – 2029 will open a new growth cycle of KDH when it enters the stage of opening and handing over large-scale projects (Gladia, Solina, Phong Phu 2,...). For this reason we believe that KDH is fully qualified to catch up with the recovery wave of the real estate market, especially in HCMC.
- 2025 will be an important turning point in this growth cycle, with revenue and NPAT-MI are estimated at VND 7,400 bn (+127% YoY) and VND 1,114 bn (+38% YoY) respectively, thanks to the handover of Privia and the opening of Gladia project. With 200 low-rise units to be opened for sale in Q2/2025 at an expected selling price of USD 11,000 – 11,500 per m², we expect this project to contribute VND 5,200 bn in pre-sales and VND 4,800 bn in revenue in 2025.

Healthy financial fundamentals and prudent governance policies

- KDH maintains a healthy financial foundation with a D/E ratio of only 58% by the end of 2024 – significantly lower than the industry. A secure capital structure and an effective leverage control policy are the "keys" to help KDH's stability through many periods of the Real Estate market volatility.
- With a prudent, transparent and effective development orientation, we highly appreciate the quality of KDH's corporate governance. Stable, consistent and shareholder-oriented management policies have helped KDH maintain investor confidence, even during a period of quiet real estate market.

Risk

- The delay in the legal completion process and the recovery of the real estate market will affect the speed of implementation as well as the level of project absorption of enterprises.
- The land fund which is the largest contributor to KDH's inventory value – Tan Tao Residential Area (329ha) needs more time to complete the land clearance work, deploy and realize revenue.

Key financial ratios

	FY2023	FY2024	FY2025F	FY2026F	FY2027F	FY2028F	FY2029F
Revenue	2,093	3,279	7,431	5,778	8,202	12,211	14,274
% growth	-28%	57%	127%	-22%	42%	49%	17%
EBITDA	1,219	1,317	3,784	3,302	3,827	7,030	8,606
NPAT-MI	717	810	1,114	876	2,507	4,649	6,486
% growth	-34%	13%	38%	-21%	186%	85%	40%
ROA (%)	3%	3%	8%	6%	6%	10%	11%
ROE (%)	6%	5%	6%	5%	12%	19%	22%
Basic EPS (VND)	897	801	1,102	867	2,479	4,598	6,415
BVPS (VND)	19,427	19,236	21,696	23,885	26,364	30,962	37,377
Cash dividend	-	-	-	-	-	-	-
P/E (x)	43.8x	39.9x	12.9x	14.5x	12.8x	6.9x	4.9x
P/B (x)	2.1x	1.6x	1.5x	1.3x	1.2x	1.0x	0.8x

Sources: KDH, RongViet Securities . Based on the closing price on April 01st, 2025.

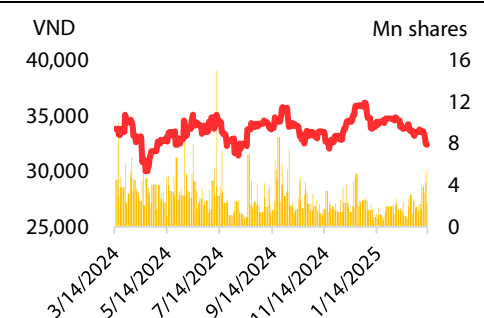
BUY

+32%

Market price (VND)	32,600
Target price (VND)	42,700

Stock Info

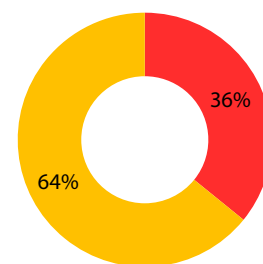
Sector	Bất động sản
Market Cap (VND Bn)	32,458
Share O/S (Mn)	1,011
Beta	0.66
Free Float (%)	55
52 weeks high	36,360
52 weeks low	29,090
Average trading volume (20 sessions)	2,740,000



Performance (%)

	3M	1Y	2Y
KDH	-6.1	-5.4	47.7
VN30 Index	4.2	9.0	32.1
VN-Index	5.0	4.4	26.0

Shareholders structure (%)



Foreign ownership Others

Remaining Foreign Room (14%)

Nguyen Thi Quynh Giao

giao.ntq@vpsc.com.vn

VALUATION

We use the RNAV method to value KDH. In particular, the Company's net asset value (NAV) is aggregated from real estate projects, cash flow, financial investments and debts. KDH's total NAV reached VND 48,976 billion, of which key projects contributed significantly including Phong Phu 2 (VND 9,054 billion), Tan Tao Mega Township (VND 13,716 billion), Solina (VND 6,409 billion) and Binh Trung - Binh Trung Dong (VND 8,842 billion). Cash flow and financial investments reached VND 3,373 billion, while total debt was at VND 7,098 billion, mainly long-term debt for project development.

Table 1: KDH valuation using the RNAV method

Project	% Owned	Method	NPV (billion VND)
Classia	100%	DCF	125
Privia	100%	DCF	476
Binh Trung Moi - Binh Trung Dong	51%	DCF	2,370
Doan Nguyen - Binh Trung Dong	51%	DCF	2,166
Solina (Phase 1)	100%	DCF	5,678
Solina (Phase 2)	100%	DCF	731
Phong Phu 2 (Phase 1)	100%	DCF	6,339
Phong Phu 2 (later stages)	100%	MV	2,715
Tan Tao Residential Area	100%	MV	13,716
Le Minh Xuan IP Expansion	51%	DCF	4,268
Binh Trung - Binh Trung Dong	100%	MV	8,842
Others	100%	BV	1,550
Total			48,976
(+) Cash and cash equivalents			3,096
(+) Financial Investment			277
(+) Others			(2,057)
(-) Debt			(7,098)
NAV			43,194
Number of shares outstanding (Mn shares)			1,011
Target price (VND/share)			42,700
Market price (VND/share)			32,600
Upside			32%

Sources: KDH, RongViet Securities estimates

Accordingly, the fair value of the shares is determined at VND 42,700 per share, representing a profit of 32% compared to the closing price on April 1st, 2025 (VND 32,600 per share).

We highly appreciate KDH for its land bank advantages, healthy financial foundation and reasonable project implementation strategy. Therefore, we recommend BUY on KDH for long-term investment goals.

Table 2: Sensitivity table for Cost of Capital and Cost of Debt per Share (VND)

		Cost of Debt				
Cost of Equity		7%	8%	9%	10%	11%
	9%	45,309	44,424	43,580	42,774	42,005
	11%	44,826	43,963	43,139	42,354	41,603
	13%	44,354	43,513	42,710	41,944	41,212
	15%	43,894	43,074	42,292	41,544	40,830
	17%	43,446	42,647	41,883	41,154	40,457

Sources: RongViet Securities estimates

FINANCIAL ANALYSIS

Revenue

With its project development capacities and land bank advantages, KDH is one of the few real estate enterprises that is less affected by the period of weak real estate market than its peers. The company's business results are still guaranteed thanks to the strategically located project portfolio and high absorption rate. We believe that the period 2025-2029F will be a "new growth phase" for KDH, especially from 2027 onwards, when large-scale projects begin to be handed over.

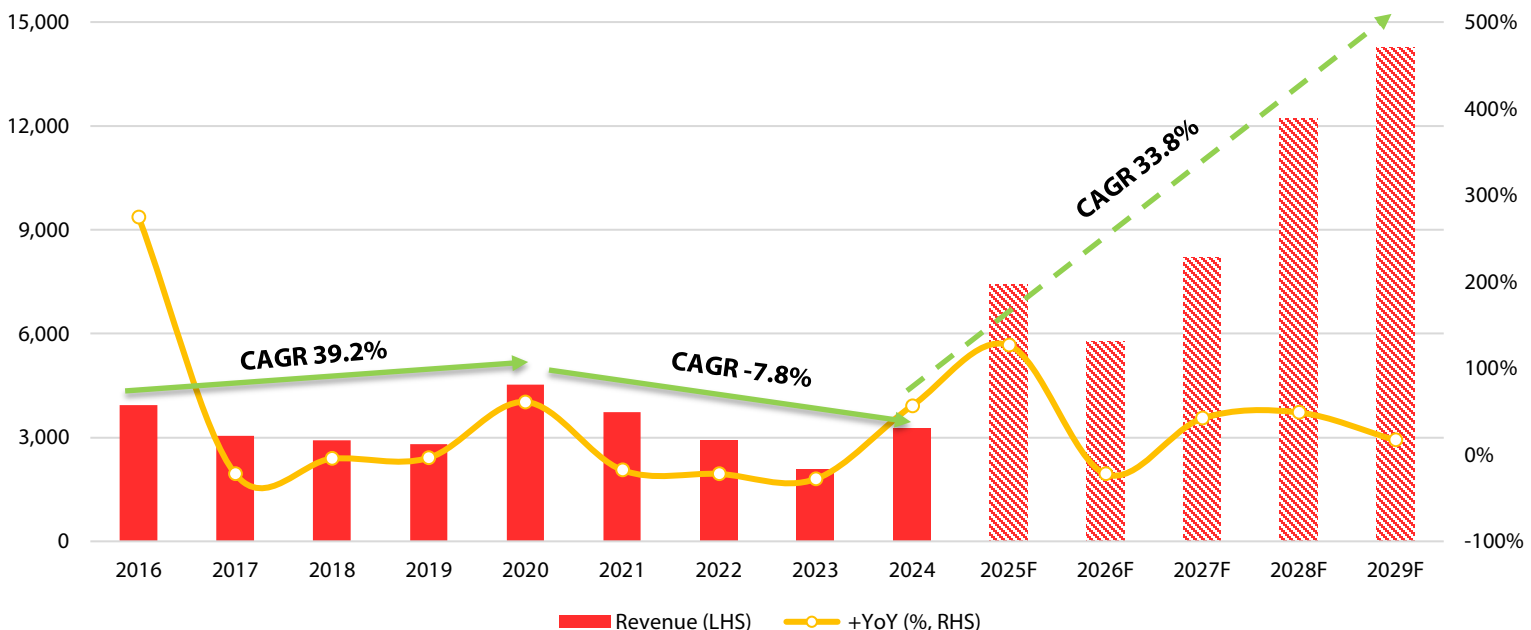
Looking back at the formation and development process of KDH in the period 2007 – 2029F, we realize that the Company has been going through three stages of development:

The period of 2007 – 2015: the period of formation and accumulation of internal resources. This is the first stage, KDH's revenue growth is unstable, depending on the handover progress of a few small-scale projects. The years 2009–2011 recorded a spike in growth due to a low background, but did not maintain stability. This is the period when KDH begins to build an operating model, accumulate land funds and gradually position the brand in the East of Ho Chi Minh City.

In the period from 2016 to 2024: growth is gradually stable, Khang Dien strengthens the accumulation of land fund. KDH maintains a stable revenue growth rate thanks to a reasonable project development strategy and a high absorption rate. The company has continuously expanded its product portfolio, focusing on projects with strategic locations in Ho Chi Minh City. Ho Chi Minh City, contributing to a gradual improvement in earnings.

- In the period of 2016 – 2021, KDH maintained a stable growth rate, with revenue mainly coming from low-rise projects with high profit margins such as Verosa Park, Lucasta, Jamila, and high-rise projects such as Safira, Lovera Vista. However, from 2021, revenue began to decline due to the impact of the COVID-19 epidemic affecting the construction and handover activities of the business. As a result, KDH increased its investment in new projects and accumulated land through [M&A](#) activities. During this period (2014 - 2020), revenue recorded a compound growth rate (CAGR) of 39.2%/year.

Figure 1: Estimated revenue of KDH (Billion VND)



Sources: KDH, RongViet Securities estimates

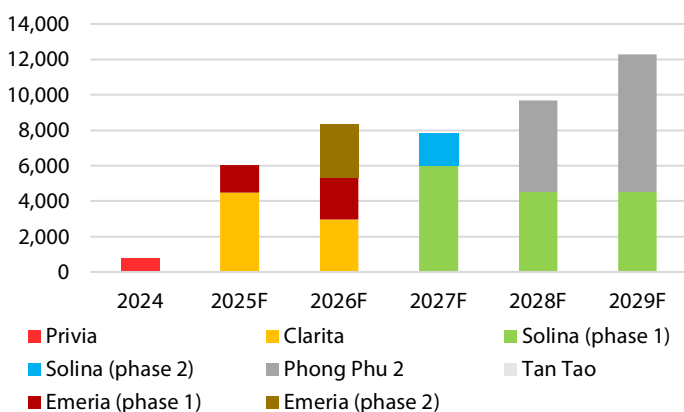
- In the period of 2022-2023, Vietnam's real estate market has entered a period of recession, greatly affecting the sales speed and handover progress of real estate businesses, including KDH. By 2023, revenue will be more stable thanks to the handover of apartments at Classia. However, the handover speed was slower than expected due to difficult market conditions affecting KDH's business results.
- Entering 2024, KDH witnessed a recovery in revenue thanks to the handover of ~60% of the apartments sold at The Privia project (Binh Tan District, a total of 1,034 high-rise apartments). Revenue in 2024 will grow by 57% YoY, reaching VND 3,295 billion.

From 2025 onwards, we believe that KDH will enter a **new growth cycle** when implementing the majority of projects on the land bank that have been M&A from [BCCI](#) – especially in the West and South areas of Ho Chi Minh City. HCM. Regarding the revenue forecast for the period 2025F-2029F, we make the following assumptions:

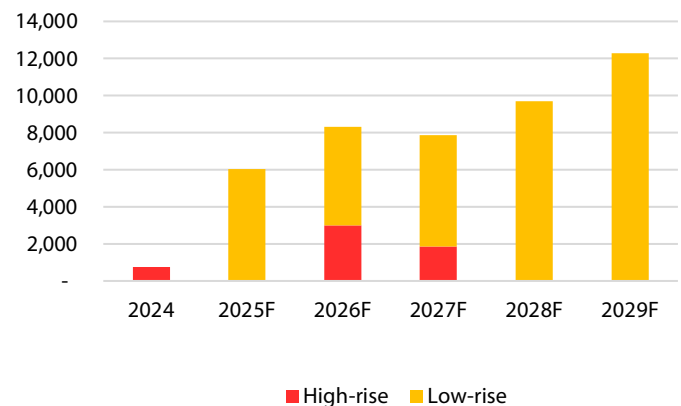
- **In 2025F, strong growth thanks to the handover of The Privia & the opening of Gladia.** Accordingly, revenue is estimated at VND 7,431 billion (+127% YoY), from key projects: 1/ The Privia contributes about VND 1,700 billion, equivalent to the value of the remaining 40% of the project's products, 2/ The Gladia (Clarita & Emeria), a project in cooperation with Keppel Land, developed according to BCA Green Mark standards (Singapore), helping to improve the attractiveness of the high-end customer segment. It is expected to open for sale the low-rise subdivision (~200 products) in Q2/2025, with an estimated price of 11,000 - 11,500 USD/m² (~260 - 280 million VND/m²).
- **In 2026F, business results are expected to slow down due to the intersection between projects.** We estimate revenue to decrease to VND5,778 billion (-22% YoY) as the Gladia project (Clarita & Emeria) enters the later stages of the handover cycle and other projects are still in the process of being implemented and not yet completed to record revenue.
- **Period 2027F – 2029F: Revenue growth period thanks to the handover of large projects** such as: 1/ Low-rise Solina, 2/ High-rise Emeria, 3/ Phong Phu 2 Residential Area and High-rise Solina.

We believe that this will be the period when KDH maximizes the advantages of the land fund, enters a new growth cycle, reflecting the results of the process of accumulating land funds and legal preparations many years ago. Because the implementation of large-scale projects at the right time when the real estate market enters the recovery cycle will help businesses not only increase the scale of revenue, but also improve the efficiency of capital use. We believe that this period will clearly reflect KDH's long-term vision and "one step ahead" strategy in preparing the foundation for a new growth cycle. KDH's revenue is expected to record a CAGR growth of 33.8%/year in the period of 2025F-2029F.

Figure 2: Estimated presales of KDH (Billion VND)



Sources: KDH, RongViet Securities estimates



Sources: KDH, RongViet Securities estimates

The leading indicator for revenue growth expectations comes from the sales of the business, when we expect KDH's presales value in the 2025-2029F period to reach more than VND 55,600 billion, coming from the following projects: Clarita, Emeria (1&2), Solina (1&2), Phong Phu 2 Residential Area and Tan Tao Residential Area. With the advantage of location and product quality, we expect these projects to achieve a good absorption rate, which is the basis for recording revenue for the next 1-2 years (when handing over [these projects](#)).

Table 3: Estimated handover time of KDH's projects in the period of 2024 – 2029F

	2024	2025	2026	2027	2028	2029F
Privia						
Clarita						
Low-rise solina						
High-rise Solina						
Phong Phu 2						
Tan Tao						
Low-rise Emeria						
High-rise Emeria						

Sources: KDH, RongViet Securities estimates

Profit

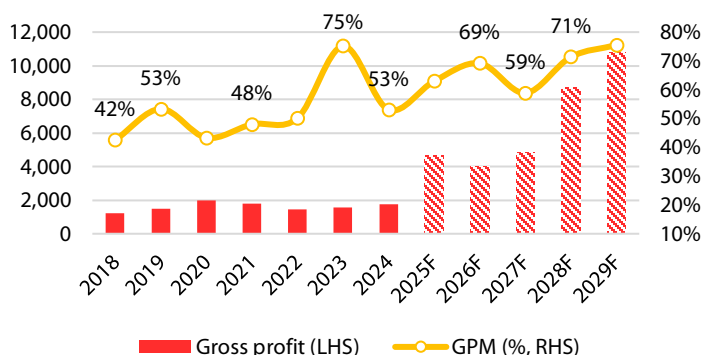
Gross Profit

KDH is one of the enterprises with a reasonable implementation capacity and project development plan, as evidenced by the Company's continuous record of positive gross profit in the period of 2016 – 2024. This reflects the ability to rotate the product portfolio and maintain a steady stream of revenue – profit, even during periods of quiet Real Estate markets.

In terms of gross profit margin, it has been more stable since the period from 2018 to 2024, always recording above 40%. However, the gross margin tends to fluctuate according to the proportion of contributions from the types of products handed over in the year. For example:

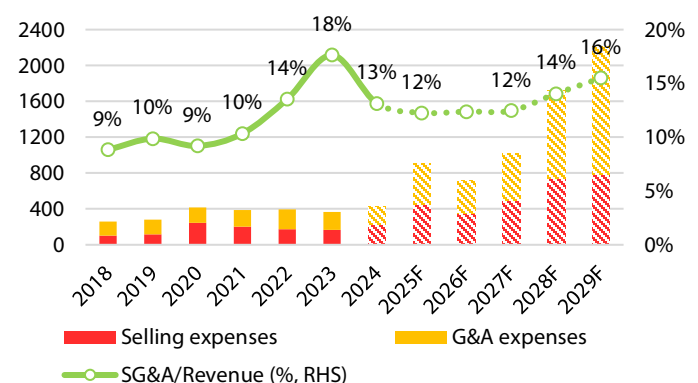
- In 2023, the gross margin will reach 75% – the highest level in KDH's operating history, mainly thanks to the handover of most of the low-rise products from The Classia project – which has a high profit margin. Notably, The Classia was opened for sale in 2022 – the time when the real estate market peaked, contributing greatly to KDH's profit margin spike when the Company handed over the project in 2023.
- In 2024, the gross margin will decrease to 53% due to the proportion of handover shifted to high-rise products from The Privia project - which has high investment costs and the selling price is positioned in the mid-end segment, making the profit margin no longer as high as low-rise projects.

Figure 3: Gross profit of KDH



Sources: KDH, RongViet Securities estimates

Figure 4: Selling and business management expenses



Sources: KDH, RongViet Securities estimates

In the period of 2025 – 2029F, we expect gross profit margin to expand compared to the previous period, thanks to the larger proportion of handover of low-rise projects such as Gladia and Solina, and Phong Phu 2 residential area. In this period, only 2027 is the gross profit margin that may narrow slightly due to the main handover of high-rise products in the Solina and Emeria projects phase 2. In 2028 - 2029F, gross profit margin is expected to grow again thanks to the significant contribution from the Phong Phu 2 project. However, according to our estimates, the selling price of projects in the later phase (Solina, Phong Phu 2,...) will increase by 10% compared to [the estimated price](#) at the Gladia project, then the gross profit can return to the same high level as the previous period (>70%), because the cost of land use levy for projects implemented in the later phase tends to increase. This will put pressure on KDH's overall profit margin, reflecting the fact that later stage projects will have [higher development costs](#).

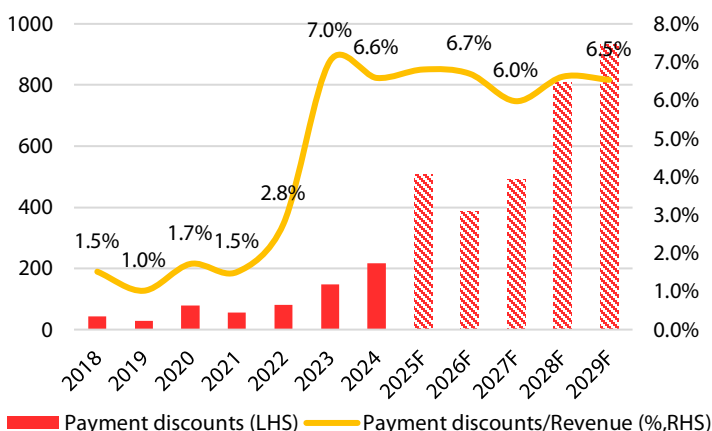
Selling and Business Management (SG&A) Expenses

Accounting for 7% and 6% of total revenue in 2024, respectively. We expect KDH to continue to maintain its SG&A/Revenue ratio in the range of 12-16% throughout the 2025-2029F period.

- In the period of 2018 – 2021, the SG&A/Revenue ratio remained stable around 9-10%, showing that KDH has quite well controlled operating costs in the context of opening and handing over projects such as Jamila, Lucasta, Rosita, Verosa Park, Safira,... However, entering 2022-2023, the SG&A/Revenue ratio increased sharply to 14-18%, peaking in 2023, due to the impact of lower revenue in a challenging real estate market. At the same time, selling costs increase as KDH opens the sale of high-value low-rise products, requiring the Company to offer attractive discount policies as well as extend the schedule to promote the absorption rate, increasing pressure on operating costs.
- In 2024, KDH's SG&A expense/revenue ratio declined again after peaking in 2023. The SG&A/Revenue ratio decreased from 18% to 13%, thanks to the handover of The Privia, a high-rise product with a good absorption rate, which helps to optimize commission and advertising costs when KDH does not need to promote marketing activities as in difficult market times.
- In the 2025-2029F period, we expect the SG&A/Revenue expense ratio to stabilize around 12-16%, as market confidence gradually recovers and liquidity improves, reducing the pressure on selling costs. However, with the launch of large-scale projects with a high proportion of low-rise products such as Gladia, Solina, Phong Phu 2 and Tan Tao, SG&A costs are likely to increase, mainly due to commissions and customer support. However, with a positive absorption outlook, SG&A costs will remain reasonable, without putting much pressure on the company's net profit margin.

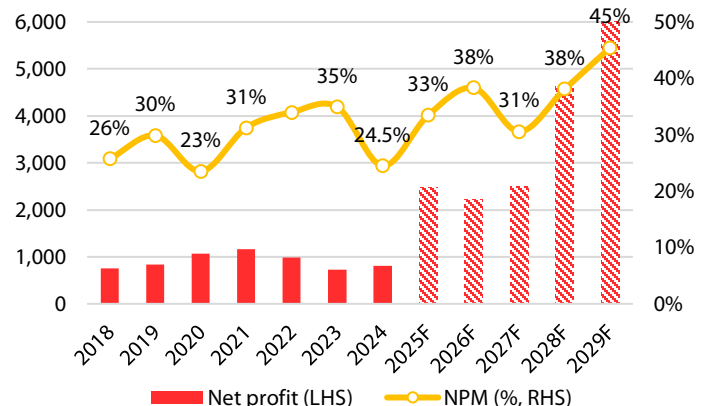
Financial Costs

Figure 5: Payment discounts



Sources: KDH, RongViet Securities

Figure 6: Net profit and net profit margin



Sources: KDH, RongViet Securities

In 2024, almost 100% of KDH's financial costs will come from payment discounts for customers, recording VND 215.9 billion, up 26% compared to VND 170.8 billion in the previous year. This shows that the Company continues to maintain customer support policies, especially in the context that the real estate market is in a recovery phase and investor confidence needs time to improve.

- In the period of 2023-2024, KDH's payment discount cost recorded a significant increase, peaking in 2024 with a share/revenue ratio of up to 7%, reflecting the Company's efforts to support liquidity and boost sales in the context of many market challenges.
- In the period of 2025-2029F, we believe that payment discounts will remain high due to the Company's opening of high-value low-rise products, which need many attractive sales policies to increase the speed of absorption. The discount rate is expected to decrease slightly in 2027 due to the mainly handover of high-rise products, which have a faster absorption rate.

Net Profit

The net profit margin in 2024 is at the low level of the period 2018 – 2024 due to the handover of high-rise projects with lower profit margins, and at the same time financial costs increase due to payment discounts when the Company opens the project for sale at the end of 2023 – a time when the real estate market is still gloomy. In addition, SG&A/Revenue, although down compared to 2023, remained at a relatively high level (13%) due to product sales and marketing activities.

We expect KDH's net profit to improve in the 2025-2026F period and be more positive in the 2028-2029 period, reflecting the improvement in both gross profit margin and operating cost optimization. Concrete:

- KDH opens for sale and hands over low-rise projects, with higher gross margins,
- SG&A/Revenue costs are expected to remain reasonable, ranging from 12-16%.
- Payment discounts in the period of 2025-2026 are likely to remain at a high level due to the Company's opening of high-value low-rise products.

With the above factors, KDH's net profit margin is expected to remain high in the period of 2025-2029F. Accordingly, we forecast a gradual increase in net profit margin from 29% in 2025 to 40% in 2029F, reflecting a significant improvement in KDH's business performance in the next growth cycle.

Capital Efficiency

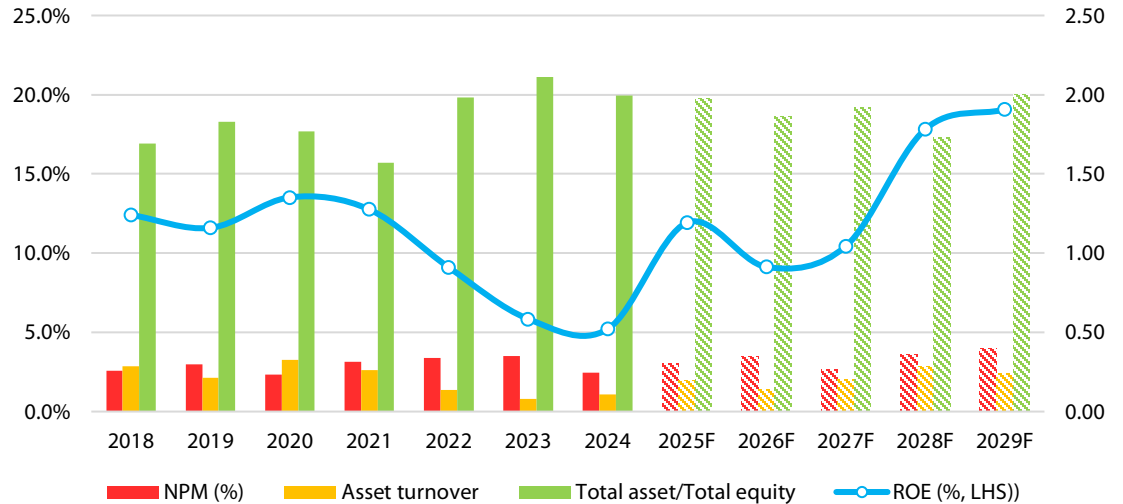
KDH's ROE recorded a downward trend in the period 2018 - 2024, from 12.4% to 5.2% in 2024. This decline mainly comes from:

- Net profit margin narrowed with the handover of The Privia – high-rise project,
- Asset turnover plummeted from 0.14x (2022) to 0.08x (2023) and 0.11x (2024), reflecting a slowdown in revenue recognition due to the real estate market still in the process of recovery, while businesses increased investment in assets (inventory)
- The Total Assets/Equity ratio peaked at 2.11x in 2023 but decreased slightly to 1.99x in 2024, indicating that KDH is gradually decreasing its use of leverage.

The Dupont method shows that the key factor affecting KDH's ROE is asset turnover. Specifically, the asset turnover plummeted from 0.26x in 2021 to a very low level of 0.08x in 2023 and only recovered slightly to 0.11x in 2024. This decline reflects the fact that the pace of revenue recognition has slowed down due to the impact of real estate market conditions, which has prolonged project handovers. At the same time, the total assets increased as KDH continued to complete the law, clear the site and pay land use levies. This increases inventory, while the efficiency of converting assets into revenue and profits has not yet been met.

According to our estimates, from 2025, KDH's ROE will recover when businesses enter the handover cycle of large-scale projects. Specifically, ROE improved to 11.9% in 2025 thanks to a net profit margin increase to 31%, coming from the delivery of high-value low-rise products such as Gladia. However, 2026 may record a slight decline due to the transition period between projects. From 2027, ROE will rebound, reaching 10.4% (2027), 17.8% (2028) and 19.1% (2029) when the Solina and Phong Phu 2 projects are handed over.

Figure 7: Return on Equity (ROE) analysis using the Dupont method



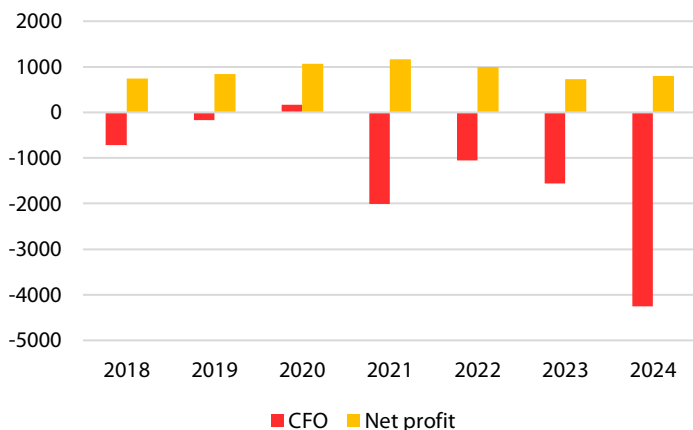
Sources: KDH, RongViet Securities

Notes: ROE (% LHS); Net Profit Margin, Asset Turnover, Total Assets/Equity (RHS)

Cash flow from business operations

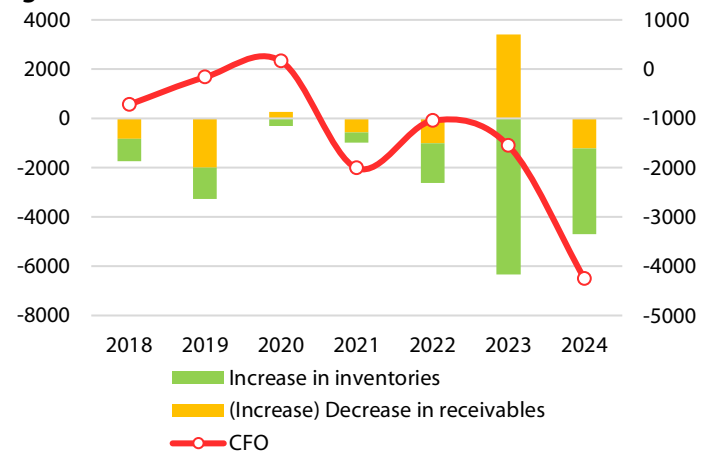
KDH's cash flow from business operations (CFO) tends to fluctuate strongly and usually does not directly reflect the Company's net profit. The period of 2021 – now shows a significant divergence between net profit and CFO, especially in 2024 recording a large negative cash flow from business activities. The main reason for this divergence comes from the increase in inventory and receivables, reflecting the peculiarities of the real estate industry when businesses have to invest heavily in land funds and projects during the implementation stage but cannot immediately record cash inflows from customers.

Figure 8: Comparison of CFO with KDH's net profit



Sources: KDH, RongViet Securities

Figure 9: Breakdown KDH's CFO



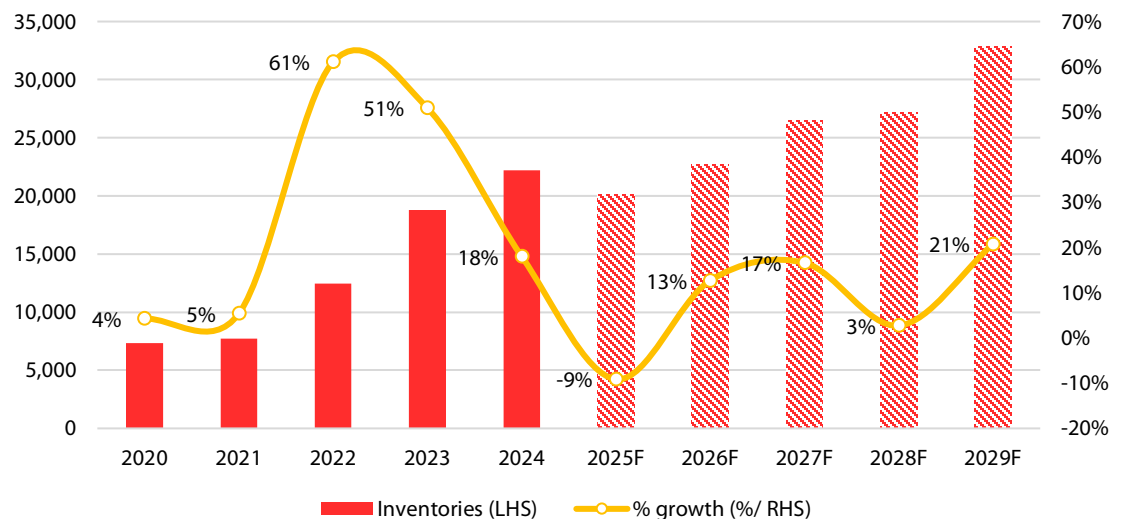
Sources: KDH, RongViet Securities

Inventory and receivables have a significant impact on KDH's cash flow. Looking at the volatile trend we can notice:

Inventory

The inventory balance has increased sharply in recent years, especially in 2023 (+6,334 billion VND) and 2024 (+3,495 billion VND), due to the Company's promotion of compensation and site clearance in important land areas such as Binh Trung - Binh Trung Dong, Phong Phu 2 Residential Area, Tan Tao and Solina Residential Area (Binh Hung 11A). This is part of a long-term strategy to expand the land fund and ensure the supply of projects in the coming years. At the same time, in 2023, the Company will also continue to build The Privia project, to keep up with the handover schedule and record revenue in 2024.

Figure 10: Estimated inventory of KDH in the period of 2020 – 2028



Sources: KDH, RongViet Securities

In 2024, KDH's inventory will continue to increase as the Company promotes construction at Clarita and Emeria projects, and continues to complete 100% of the site clearance for Binh Trung - Binh Trung Dong land, Phong Phu 2 residential area and 90% of Tan Tao residential area. This is an important stage to help the Company prepare for new projects, ensuring that supply is ready when the market recovers.

We believe that in the coming years, KDH's operating cash flow may gradually improve as the Company enters a strong handover cycle from 2025 onwards with projects such as Gladia (Clarita & Emeria), Solina and Phong Phu 2, helping to reduce inventory pressure and promote cash flow from customers. However, we believe that inventory will still grow as the Company continues to carry out legal work and implement a large-scale project – Tan Tao Residential Area.

Buyers pay upfront

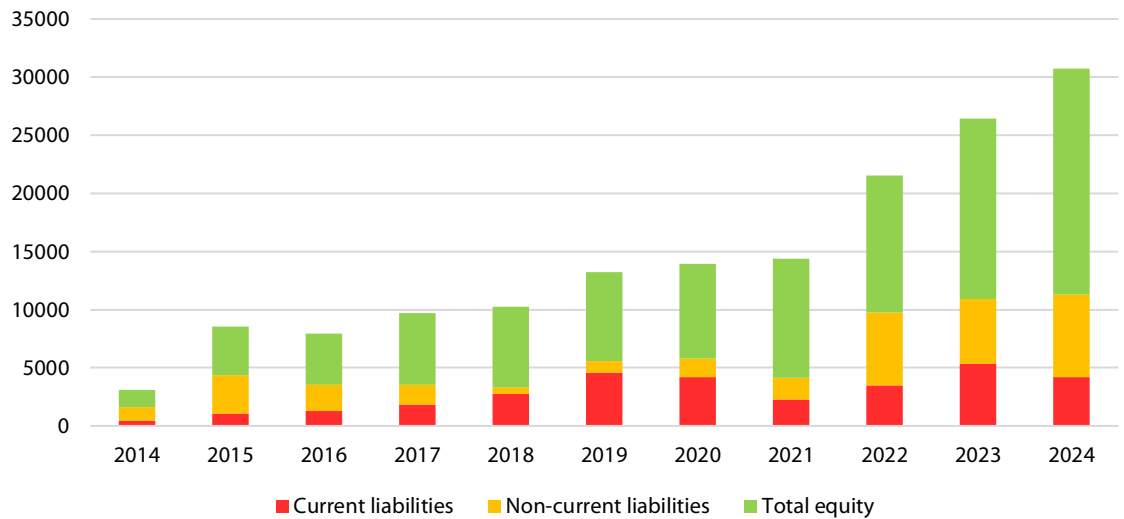
In 2023, the balance of prepaid buyers remains high thanks to the good absorption rate of The Privia project, as customers continue to pay according to schedule. However, in 2024, when KDH begins to hand over the products of this project, the advance from customers will be recorded in revenue, causing the balance to decrease significantly. For the following years, with the expectation that the products will be well absorbed, we believe that the cash flow from customers (reflected in the fluctuation of the balance of prepaid buyers) will help businesses complete and hand over projects on schedule, avoiding dependence on financial leverage.

Capital structure and financial leverage

At the end of 2024, KDH's total outstanding loans reached VND 7,098 billion (+12% YoY), a slight increase compared to VND 6,320 billion at the end of 2023. In which, long-term debt accounted for 85%, reaching VND 5,998 billion, mainly from bank loans for the purpose of land fund development and project implementation. Meanwhile, short-term debt accounted for 15%, reaching VND 1,100 billion, mainly coming from two lots of bonds maturing in 2025 with a total value of VND 1,100 billion.

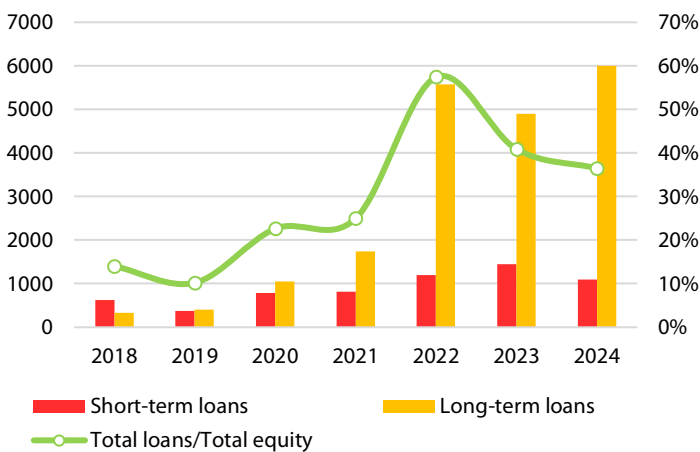
According to our estimates, the cash flow from the handover of projects such as The Privia and The Gladia in 2025 is the basis for us to consider KDH's ability to meet its bond obligations feasible.

Figure 11: Capital structure of KDH in the period of 2018 – 2024



Sources: KDH, RongViet Securities

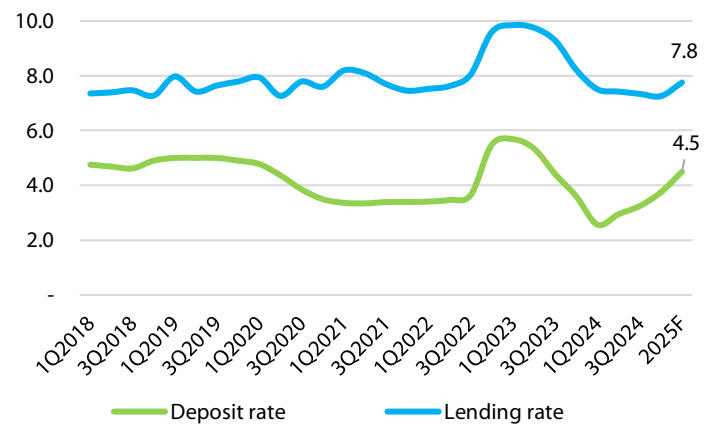
Figure 12: Debt structure of KDH in the period of 2018-2028



Sources: KDH, RongViet Securities

Notes: Short-term loans, Long-term loans (left axis); Loans/Equity (right axis)

Figure 13: Deposit and lending interest rates in the period 2018-2024



Sources: KDH, RongViet Securities

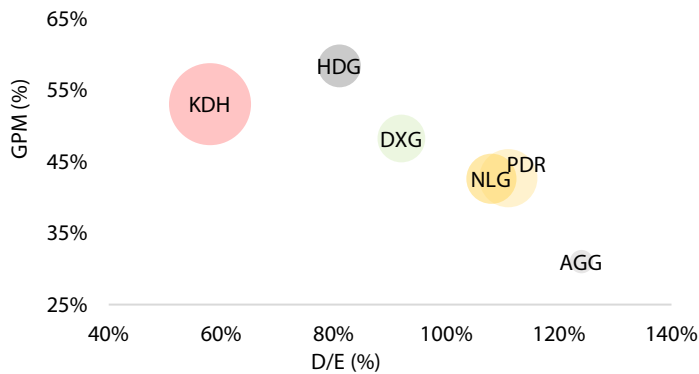
Debt to VCSH ratio (D/E)

Compared to some enterprises in the same industry, KDH maintained the debt/VCSH ratio at 58% - the lowest among the group of comparable enterprises, while still recording a high gross profit margin (GPM) - reaching 53%. In contrast, enterprises with high leverage ratios such as PDR, NLG, AGG recorded significantly lower gross profit margins, partly reflecting financial pressure and the risk of interest costs affecting the business performance of enterprises. We believe that KDH with a prudent financial strategy will continue to help the Company control risks in the context that the real estate market is still in the recovery phase.

Solvency

We find that KDH's solvency remains at a good level, especially when compared to other businesses in the same industry. This comes from a prudent capital management strategy, ensuring financial resources for future project implementation plans.

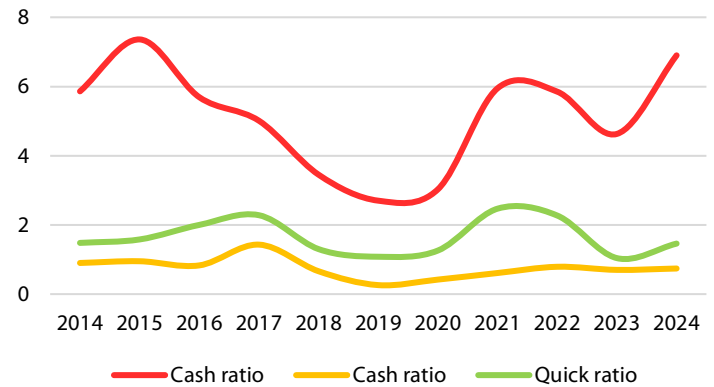
Figure 14: Debt/Equity ratio, GPM and Market cap of KDH compared to some enterprises in the same industry in 2024



Sources: KDH, RongViet Securities

Note: The size of the circle is based on the Market Capitalization of the companies.

Figure 15: KDH's solvency ratios



Sources: KDH, RongViet Securities

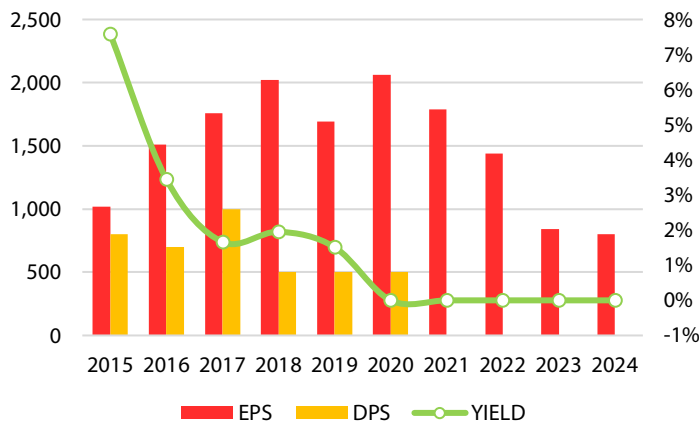
Dividend Policy

KDH has a flexible dividend policy, suitable for each stage of development. The company maintains the policy of paying cash dividends in the period before 2020. However, from 2020 to 2023, the Company has switched to paying dividends in shares, at the rate of 10%. The conversion to stock dividends helps KDH retain cash flow for reinvestment, especially in the context of expanding the land fund and strengthening compensation and land clearance activities for large-scale projects. Although this policy helps to increase charter capital without increasing the financial burden, it will dilute the Company's earnings per share (EPS).

For 2024 and 2025, we believe that KDH is likely to continue to pay dividends in shares, because the Company is still focusing financial resources on site clearance and developing large-scale projects such as Tan Tao Residential Area, Solina and other key projects.

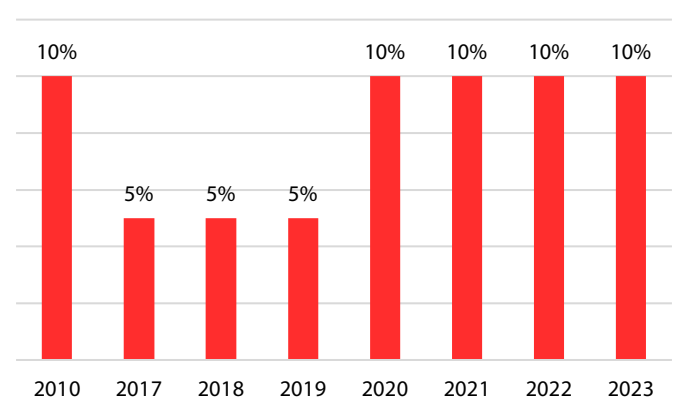
In the long term, KDH's dividend policy will depend on cash flow from business activities and project implementation progress. If the Company continues to hand over projects with high profit margins and completes the land fund expansion process, the possibility of returning to pay cash dividends will be considered, ensuring a balance between reinvestment and shareholder benefits.

Figure 16: Profit and cash dividend of KDH in the period of 2015 - 2024



Sources: KDH, RongViet Securities

Figure 17: Stock dividends



Sources: KDH, RongViet Securities

BUSINESS VALUE CHAIN ANALYSIS

Company overview

Khang Dien Housing Trading and Investing Joint Stock Company (KDH) is one of the leading real estate investors in HCMC, with more than 20 years of experience in the field of development and business of housing, urban and industrial park projects. The company was officially listed on the Ho Chi Minh City Stock Exchange. Ho Chi Minh City (HSX) in 2010 with the stock code KDH.

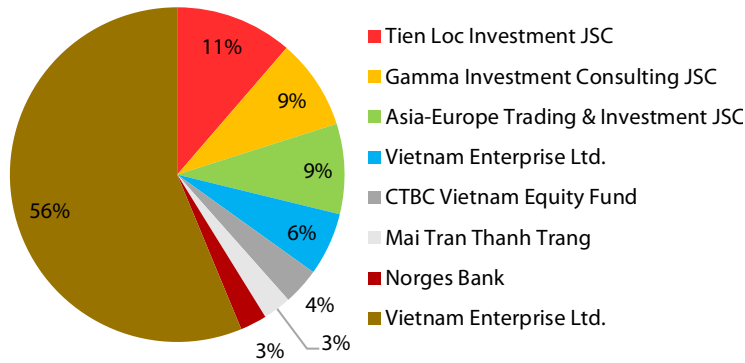
Formation and development process

Year	Event
2001	➤ Established Khang Dien Housing Investment and Trading Co., Ltd.
2007	➤ Increased capital and IPO into a Joint Stock Company. The company increased its capital and IPO into a Joint Stock Company with a charter capital of VND 332 billion. ➤ Foreign investment funds VinaCapital and Prudential contributed capital to become shareholders.
2010	➤ Listing shares on the Ho Chi Minh City Stock Exchange. ➤ Increased charter capital to VND 439 billion and listed 43.9 million shares (stock code KDH) on the Ho Chi Minh City Stock Exchange (HSX).
2014	➤ Dragon Capital investment fund became a major shareholder. ➤ Increased charter capital to VND 750 billion with the participation of a major shareholder, Dragon Capital Investment Fund. ➤ Implementing the Mega Ruby and Mega Residence townhouse projects located on Vo Chi Cong Street (Thu Duc City).
2015	➤ Implementing the Lucasta and The Venica luxury villa projects in the East and expanding the area to the South of Ho Chi Minh City. ➤ Increase the charter capital to VND 1,800 billion and accumulate a large-scale land area in the South of Ho Chi Minh City.
2018	➤ Deploying Jamila, Safira apartment complexes and accumulating land funds in the South of Ho Chi Minh City. ➤ Increase the charter capital to more than VND 4,140 billion and accumulate an urban land fund of over 500 hectares in the South of Ho Chi Minh City.
2019-2020	➤ Implementing the outstanding Verosa Park villa and townhouse project in the East area and positioning the market of Khang Dien Group in the Southwest of Ho Chi Minh City with the Lovera Vista Apartment project.
2021	➤ Marking the milestone of 20 years of development. Celebrating the 20th anniversary of establishment and development with a portfolio of over 50 projects, providing the market with more than 20,000 diverse housing products, achieving an average absorption rate of over 95%.
2022	➤ Implementing The Classia project. ➤ Increased charter capital to more than VND 7,168 billion, consistent sustainable development.
2023	➤ Opening for sale The Privia project and cooperating with Keppel Group (Singapore) to develop a housing project in Thu Duc City. ➤ Increased charter capital to more than VND 7,993 billion. Actively creating a large land fund in the ring area of multi-target financial cities and areas along the Saigon River, is a strong and spiritual symbol of Thu Duc City.

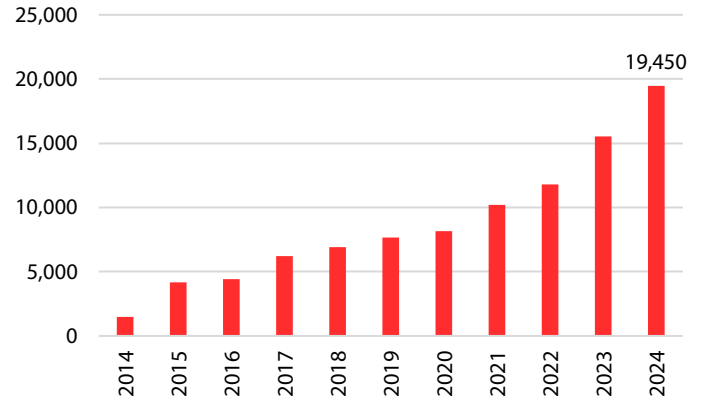
Sources: KDH, RongViet Securities

At the present time, the shareholder structure of Khang Dien Housing Investment and Trading Joint Stock Company (KDH) has the participation of many large organizations, notably Tien Loc Investment Joint Stock Company with an ownership rate of 11.3%. In addition, other notable shareholders include Gam Ma Investment Advisory Services Joint Stock Company (8.8%), Asia Europe Trading Investment Joint Stock Company (8.7%), CTBC Vietnam Equity Fund (3.6%) and Norges Bank (2.6%). Individual shareholder Mai Tran Thanh Trang holds 2.8% of the shares, while the majority of the rest belongs to other small shareholders (56.3%). Currently, the foreign ownership rate accounts for 35.8%, the rest are other shareholders, showing KDH's attraction to large domestic institutional investors and there is still room for international investors.

KDH's equity has continuously grown over the past decade, reaching VND 19,450 billion by 2024. The increase in VCSH over the years also shows that KDH has continuously strengthened its financial capacity, strengthened its capital potential to develop large-scale real estate projects. This is the foundation to help the Company continue to expand its land fund, invest in the development of new projects in HCMC.

Figure 18: Shareholder structure of KDH


Sources: KDH, RongViet Securities

Figure 19: Changes in equity over the years (Billion VND)


Sources: KDH, RongViet Securities

Core Business Activities

Khang Dien focuses on real estate development and business, especially the housing and urban area segment in Ho Chi Minh City. Ho Chi Minh City with a diverse product portfolio from apartments, townhouses, high-end villas to large urban areas. In particular, low-rise products such as villas and townhouses often bring higher gross profit margins, ranging from 55-60%. While high-rise projects have a lower gross profit margin, about 40-45%. The Privia project is KDH's most recent project, with a total of 1,043 products that have reached a 100% consumption rate as of February 2024).

Table 4: Projects implemented by KDH in the past

No.	Project	Area (ha)	Location	Type of product	Year
1	Khang Dien - Phuoc Long B	10.4	Phuoc Long B, Thu Duc City	247 villas and townhouses	
2	River Town	7.1	Phuoc Long B, Thu Duc City	197 villas and townhouses	
3	Topia Garden	6	Phu Huu, Thu Duc City	225 villas and townhouses	
4	Mega Residence	3.2	Phu Huu, Thu Duc City	158 townhouses	2014
5	Mega Ruby	5	Phu Huu, Thu Duc City	222 townhouses	2014
6	Mega Village	5.7	Phu Huu, Thu Duc City	323 townhouses	2015
7	Melosa Garden	5.7	Phu Huu, Thu Duc City	567 townhouses and villas	2015
8	The Venica	3.1	Thu Duc City	43 villas	2015
9	Lucasta	8.2	Thu Duc City	140 villas	2015
10	Rosita Garden	3.1	Phu Huu, Thu Duc City	118 townhouses	2017
11	Merita	3.1	Thu Duc City	131 garden townhouses and commercial townhouses	2017
12	Jamila	1.7	Song Hanh, HCMC - LT - DG	867 apartments and 6 commercial units	2018
13	Safira	2.7	Phu Huu, Thu Duc City	1,570 apartments and 23 commercial units	2018
14	Lovera Vista	1.8	Binh Chanh, Ho Chi Minh City	1,310 apartments	2019
15	Verosa Park	8.1	Phu Huu, Thu Duc City	293 townhouses and villas	2020
16	The Classia	4.3	Phu Huu, Thu Duc City	176 townhouses	2023

No.	Project	Area (ha)	Location	Type of product	Year
17	The Privia	116	An Duong Vuong, Binh Tan	1,034 apartments	2023
18	The Gladia	12	Phu Huu, Thu Duc City	200 low-rise apartments	2024

Sources: KDH, RongViet Securities

KDH's product positioning process and customer segments

KDH's project development history shows a consistent and selective strategy in positioning the real estate product line, strongly focusing on the low-rise (high-end) and high-rise (affordable) segments in areas with high growth potential, especially Thu Duc City, Binh Chanh and the West of Ho Chi Minh City. HCM.

In the first stage, KDH positioned its products in the mid-high-end segment with clean legality, handed over and issued Ownership Certificates on schedule – creating a solid reputation in the market. From 2014 to now, KDH has successfully implemented more than 15 projects, of which more than 70% are townhouses and villas, aimed at customers with real housing needs and middle-high-end living standards. High-rise product lines such as Jamila, Safira, Lovera Vista account for a smaller proportion. From 2022 to now, KDH tends to return to the orientation of the low-rise segment, which is clearly reflected in projects such as The Classia (2022), The Gladia (2024) and key projects in the 2025–2029 period such as The Solina and Phong Phu 2 KDC.

We believe that the consistency of pursuing the positioned segment will help KDH maintain its competitive advantage and absorption level, because: 1/ The company has accumulated seasoned experience in developing projects; 2/ The company has also built a solid reputation with high-income customers, thanks to the ability to design methodical planning, transparent legal and good handover quality.

Land fund expansion strategy

With the orientation of sustainable development and focusing on real estate projects in the urban area of Ho Chi Minh City. Ho Chi Minh City, Khang Dien is constantly expanding the land fund to ensure long-term development potential. One of KDH's outstanding M&A deals is the merger with Binh Chanh Construction Investment Joint Stock Company (BCCI) in 2018. This deal not only helps KDH expand its scale but also brings significant competitive advantages in the real estate market of Ho Chi Minh City. HCM.

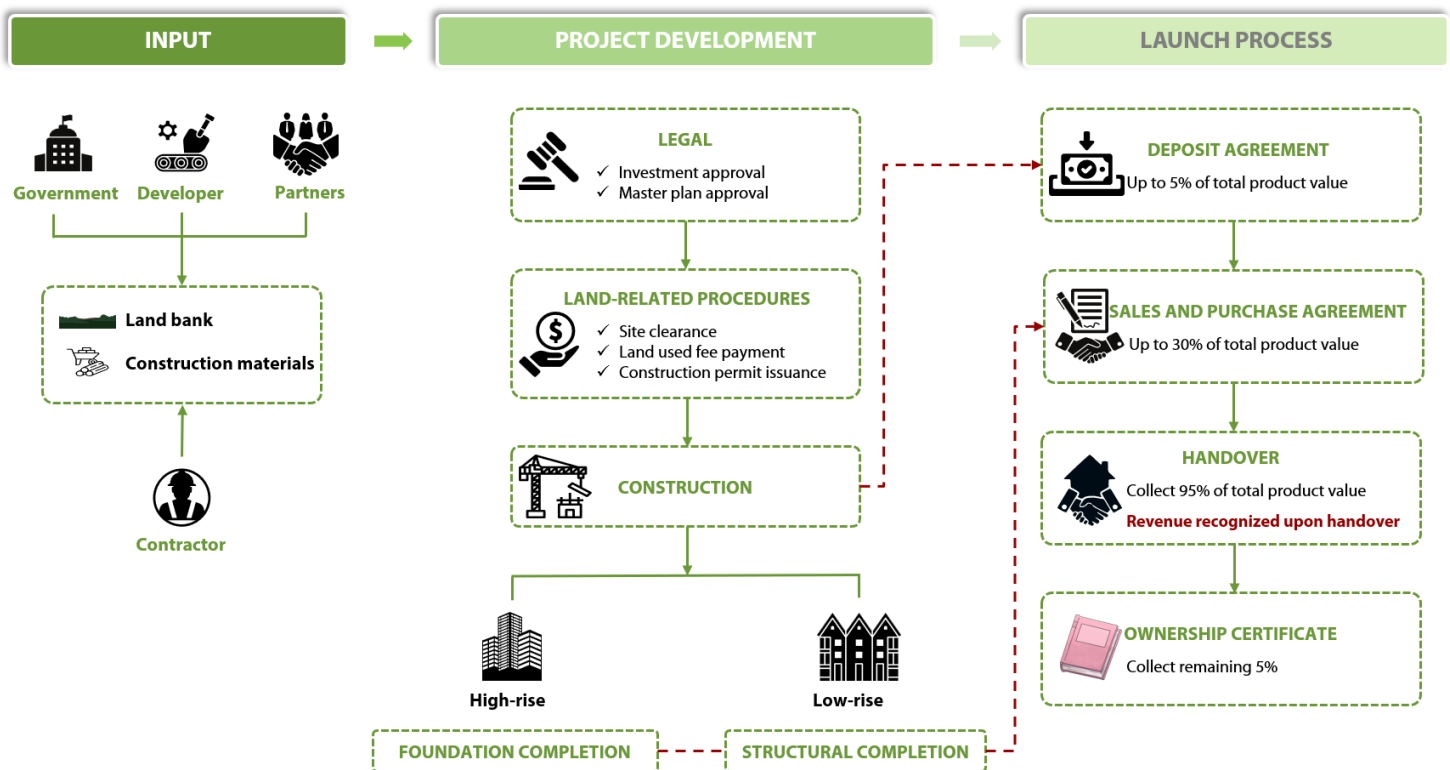
Specifically, the acquisition of BCCI has helped KDH own more than 589 hectares of land in strategic locations such as Binh Chanh and the Southwest area of Ho Chi Minh City. Ho Chi Minh City – which is an area with rich potential for long-term development thanks to the speed of urbanization and the expansion of the city's transport infrastructure. Some prominent land funds that KDH received after the deal include: Tan Tao Urban Area (329 hectares), Phong Phu 2 Residential Area (132 hectares), and Le Minh Xuan Expanded Industrial Park (110 hectares). In addition, KDH also receives many more residential, commercial and industrial projects that have been in the implementation stage. [\(back to the revenue section\)](#)

Previously, KDH was famous for its cautious development strategy, focusing on the segment of low-rise apartments and mid-high-end houses in the East of Ho Chi Minh City. HCM. Businesses usually only implement about 1 project per year to ensure cash flow safety and operational efficiency. However, we believe that the period from 2025 to 2029 will be a strategic turning point for KDH when the company officially expands its project development activities to the Southwest area. It is expected that from 2028 onwards, large-scale projects in the West and South of Ho Chi Minh City. Ho Chi Minh City will be put on the market one after another, contributing to increasing product supply and significantly expanding KDH's market share.

Enterprise Value Chain

KDH's value chain is built on a comprehensive real estate development platform, including stages from land ownership & development, financing & capital raising, exploitation & sales, construction & construction management, to asset use & exploitation. The company actively controls important stages to optimize costs, ensure progress and improve operational efficiency. In addition, KDH takes advantage of the support ecosystem from financial institutions, brokers, contractors and asset management companies to optimize resources and increase product value. This approach helps the Company maintain its competitive advantage, improve gross profit margin and create a foundation for sustainable growth in the long term. In addition, KDH is also strict in completing the legal completion of projects, ensuring the handover of enough pink books to home buyers – a sustainable competitive advantage of businesses.

Figure 20: Value chain of real estate businesses



Sources: RongViet Securities

Land fund and outstanding projects

In the context that the [policy of merging provinces and cities](#) is being promoted, KDH is one of the few enterprises that has soon taken the lead by accumulating a large land fund in the West and South areas of Ho Chi Minh City. HCM. Currently, the Company owns a land fund of more than 600 hectares, concentrated in key areas such as Binh Tan, Binh Chanh and Thu Duc City – areas adjacent to provinces in the Southern key economic region such as Long An, Dong Nai, Binh Duong and Ba Ria – Vung Tau.

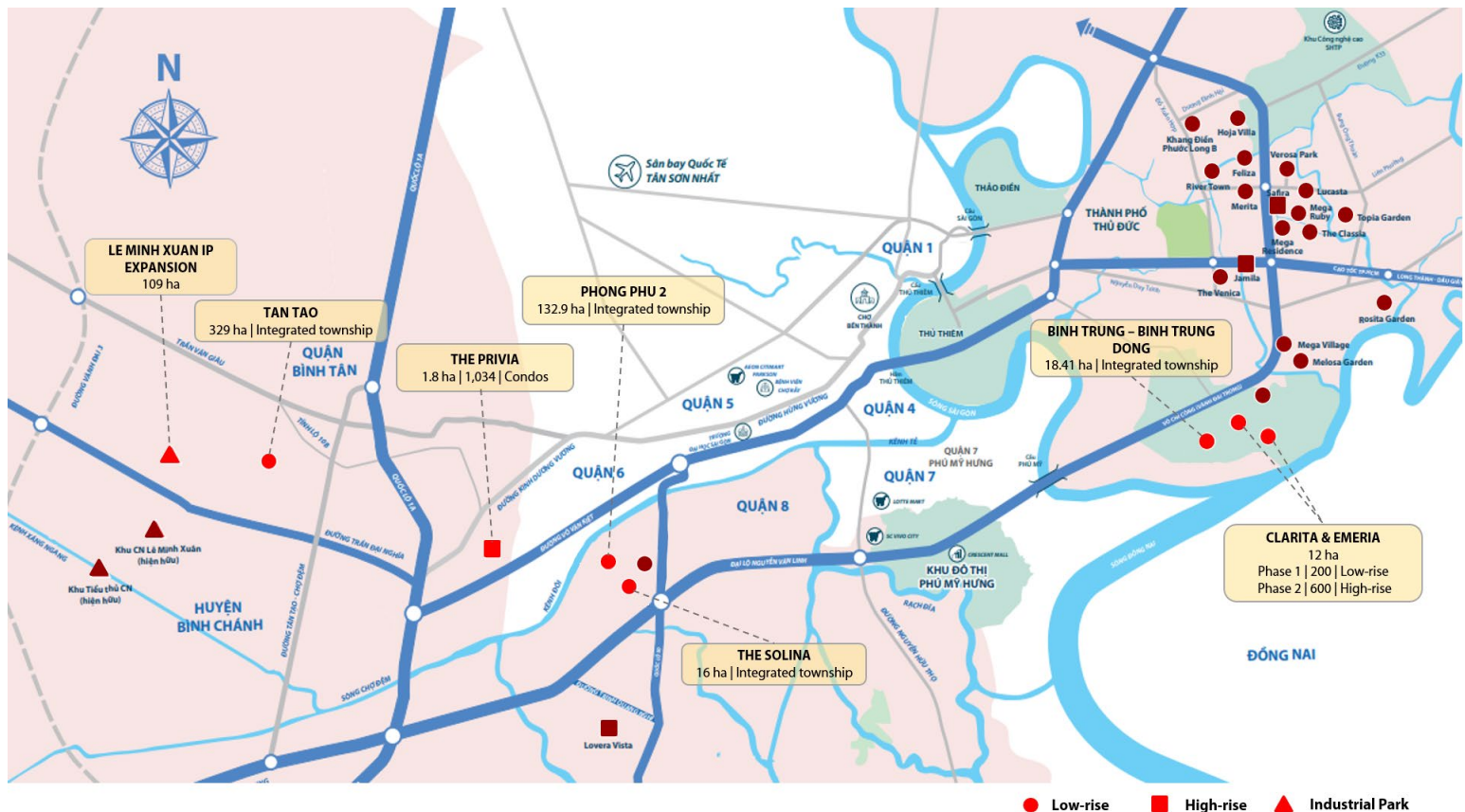
Thanks to the strategic location, KDH's land areas are able to directly connect with inter-regional infrastructure routes such as Ring Road 3, Ring Road 4, Ben Luc – Long Thanh Expressway, Metro No. 1 and Metro No. 3A, creating favorable conditions to catch up with the flow of urban – industrial – infrastructure investment in the medium and long term:

- **Binh Tan area:** Located in the west of Ho Chi Minh City. This area has the advantage of connecting to key roads such as National Highway 1A and Trung Luong Expressway, making it more

convenient to move into the city center and the western provinces. Infrastructure is increasingly complete, creating conditions to promote the absorption rate for future projects, typically projects such as The Privia and Tan Tao Residential Area.

- **Binh Chanh area:** As the gateway to the Southwest, it is benefiting from large projects such as Metro No. 3A and Ben Luc – Long Thanh expressway. With a series of large-scale projects such as Phong Phu 2 Residential Area, The Solina and the expanded Le Minh Xuan Industrial Park, we believe that Binh Chanh will become the focal point of connection between urban and industrial areas in the coming years.
- **Thu Duc City Area:** Located in the Northeast of Ho Chi Minh City. This is the new center of the city with strongly developed infrastructure such as Metro line No. 1 (Ben Thanh - Suoi Tien) and ring roads 2-3 with an education – technology ecosystem. KDH's projects here such as Gladia (Clarita and Emeria) in the following phases are expected to benefit from the wave of urbanization and development of this new central area.

Figure 21: Location of KDH's projects



Sources: KDH, RongViet Securities

Notes: completed projects (dark red); ongoing projects and land funds (red)

Table 5: Progress of KDH's projects, as of the end of 2024

Project	Area (ha)	Location	Status
Privia	1.8	Binh Tan	- Working with the Bank to offer the best interest rate incentives to customers. It is expected to open for sale in Q2/2025. - The high-rise subdivision is in the process of legal finalization, expected to be implemented from 2025.

Project	Area (ha)	Location	Status
Gladia (Clarita và Emerica)	12	Thu Duc City	- Land use levy payment for phase 1 (13ha) has been completed in July 2024. - In the process of applying for a construction permit, it is expected to be implemented from 2025 for phase 1 of about 500 products. - Phase 2 (3ha) is completing compensation procedures, applying for land allocation and paying land use levy.
Solina	16	Binh Chanh	- Land has been allocated for an area of 89ha, is calculating land use levy and applying for a construction permit. - It is expected to have a construction permit and implement infrastructure construction in 2025. - It is expected to be put into business in the period of 2025 – 2026. - There has been an investment policy and approval of the 1/500 plan.
Le Minh Xuan Industrial Park Expansion	109	Binh Chanh	The site clearance has been ~90%. The process of compensation for land clearance is continuing, expected to be completed at the end of 2025 – early 2026 to start the project in 2027.
Tan Tao	329	Binh Tan	- Site clearance has been completed in 2024 - It is expected to complete legal procedures in 2Q2025, starting from 2026.
Phong Phu 2	132.9	Binh Chanh	The land is located near the Gladia project. Site clearance has been completed in 2024.
Binh Trung – Binh Trung Dong	18.41	Thu Duc City	- Working with the Bank to offer the best interest rate incentives to customers. It is expected to open for sale in Q2/2025. - The high-rise subdivision is in the process of legal finalization, expected to be implemented from 2025.

Sources: KDH, RongViet Securities

Progress and assumptions for projects

Projects contributing revenue for 2025: [\(back to revenue share\)](#)

- In the first half of 2025, the Company continues to record revenue from The Privia with the remaining total handover revenue estimated at VND 1,500 billion.

Table 6: Details of progress and assumptions for KDH projects

Project	Progress and assumptions
 Privia (An Duong Vuong)	➤ Located in front of An Duong Vuong Street, Binh Tan, The Privia owns a strategic location, easily connected to major traffic axes such as Vo Van Kiet Boulevard, Kinh Duong Vuong and National Highway 1A. ➤ With a total of 1,034 apartments, KDH has opened for sale and at the end of 2023 and the absorption rate reaches 100% as of 4/2024. The project has been completed and will begin to be handed over to home buyers in November 2024. ➤ Assumption: We expect KDH to complete the handover and record revenue from the remaining products in the first half of 2025. With total revenue estimated at VND 1,700 billion, the gross margin from the project remained at 44%.

Project	Progress and assumptions
 Gladia (Clarita & Emeria phase 1)	➤ The project in collaboration with Keppel Land, located at Vo Chi Cong Street, Binh Trung Dong, Thu Duc City, Ho Chi Minh City. Ho Chi Minh City, one of the areas with strong development potential thanks to the advantages of infrastructure and traffic connections: 1/ Easy to connect to Ho Chi Minh City expressway. Ho Chi Minh City – Long Thanh – Dau Giay, 2/ Benefit from key infrastructure projects such as Ring Road 3, expansion of Nguyen Duy Trinh Street,... ➤ The total product for the whole project includes 800 products. Phase 1 includes ~200 low-rise apartments (including villas and townhouses). ➤ Aiming at the high-end segment, with the goal of achieving BCA Green Mark certification (Singapore), helping to improve the commercial value and attractiveness of the project. ➤ Price: We expect the project to be launched in Q2/2025 with an estimated selling price of ~11,000 - 11,500 USD/m² (~260 - 280 million VND/m²). According to our estimates, this project will contribute ~VND 5,200 billion in sales and VND 4,800 billion in revenue to KDH in 2025, respectively. For phase 2 (600 high-rise products), I expect the Company to complete the legal process and start construction at the end of 2025 so that it can be opened for sale by the end of 2026. (back to profit)

- With the "pillow" project development strategy, KDH is expected to launch the key project of 2025 – Gladia (Clarita & Emeria) in Q2/2025. This is a low-rise villa and townhouse project in cooperation with Keppel Land at Vo Chi Cong Street, Thu Duc City. In the first stage, KDH plans to open for sale a low-rise subdivision with about 200 products with an estimated opening price ranging from 11,000 to 11,500 USD/m² (equivalent to 260 – 280 million VND/m²), significantly higher than the milestone of ~8,000 USD/m² achieved at the Classia project launched in 2023. The opening of this project has been delayed compared to the original plan (2H24) due to KDH and Keppel adjusting the design, increasing the green landscape area and aiming to achieve the "BCA Green Mark" certification – a standard managed by the Building Authority of Singapore, in order to ensure the design criteria. construction and sustainable operation. This certification is expected to improve the value of the project, increase its attractiveness to high-end customers, thereby improving consumption in the market.

Projects implemented in the period of 2026 – 2029: ([back to revenue](#))

In addition to two key projects for 2025, the Company is continuing to complete the legal process and implement major projects such as: Solina, Le Minh Xuan Expanded Industrial Park, Tan Tao Residential Area, Phong Phu 2 Residential Area, and projects in Thu Duc City such as Binh Trung – Binh Trung Dong.

Project	Progress and assumptions
Solina (Binh Hung 11A)	➤ The Solina project (Binh Hung 11A) is one of the large-scale residential complexes that Khang Dien plans to deploy in the South of Ho Chi Minh City. Ho Chi Minh City, with a strategic location adjacent to Nguyen Van Linh Street, Binh Chanh District. This is an area with a fast urbanization rate, benefiting from major infrastructure projects such as Ben Luc - Long Thanh expressway, expanded National Highway 50 and Nguyen Van Linh main road. ➤ With a total area of 16 hectares, Solina is a residential complex with a variety of products, including: 1/ Apartments, 2/ Villas, 3/ Townhouses, 4/ Social Housing (Social Housing). Currently, KDH has completed the land use levy obligation and is in the process of applying for a construction permit for phase 1. ➤ Assumption: We believe that Solina phase 1 – low-rise product will be one of the potential projects to contribute significantly to KDH's revenue in the period of 2027-2029, with an estimated total revenue of ~VND 15,700 billion assuming an average selling price of \$12,000/m² and an estimated gross profit margin of more than 70%. thanks to the land fund accumulated early at low cost. For phase 2 – with a total of ~290 units, we expect to bring cash flow to KDH in 2028, with an estimated selling price of \$3,000/m².
	➤ Located in Binh Chanh district, Ho Chi Minh City. HCM. The project owns a strategic location: 1/ from the center of Ho Chi Minh City. Ho Chi Minh City ~20km, easily connected to important traffic axes such as National Highway 1A, Nguyen Van Linh, Ben Luc - Long Thanh Expressway, 2/ located near major logistics hubs such as Cat Lai port, Hiep

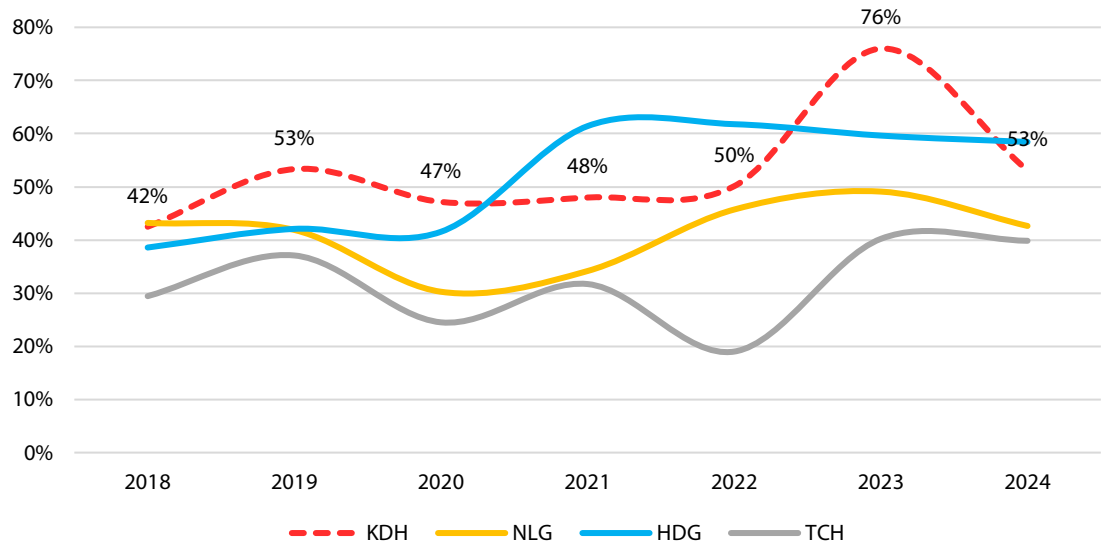
Project	Progress and assumptions
Le Minh Xuan Industrial Park Expansion	Phuoc port and Tan Son Nhat airport, helping to optimize transportation costs and attract manufacturing enterprises, 3/ Adjacent to Le Minh Xuan Industrial Park 1 & 2, creating advantages in attracting FDI enterprises and domestic production when the demand for expanding the supply chain is increasing strongly. ➤ The total project scale is ~220 hectares, currently the project has been allocated 89 hectares of land and is in the process of calculating land use levy as well as completing the dossier to apply for a Construction Permit (Construction Permit). ➤ Assumption: We believe that KDH will complete the calculation of land use levy and receive construction permits and implement infrastructure construction in 2025, and start offering industrial land and factories for lease from the period of 2025-2026.
Binh Trung – Binh Trung Dong	➤ An important land fund that Khang Dien owns in the East of HCMC, located near the Gladia project and in the area of Binh Trung Dong Ward and Cat Lai Ward, Thu Duc City. This is one of the areas that is developing strongly, benefiting from synchronous transport infrastructure systems such as Ring Road 2, Ring Road 3, Ho Chi Minh City Expressway. Ho Chi Minh City - Long Thanh - Dau Giay and Metro line No. 1. ➤ The project has now completed site clearance by the end of 2024. It is expected that the size of the project cluster includes townhouses, villas and high-rise apartments.
Phong Phu 2	➤ As one of Khang Dien's strategic land funds in Binh Chanh district, Ho Chi Minh City. Ho Chi Minh City, with a total area of 132.9 hectares. The project owns a convenient location when located near Phong Phu 4 urban area, quickly connected to Nguyen Van Linh Boulevard, National Highway 50, and important traffic routes of the southern region of Ho Chi Minh City. HCM. ➤ The project has now completed the site clearance by the end of 2024. In terms of products, the project will include low-rise housing (villas, townhouses) and high-rise apartments. ➤ Assumption: According to our estimates, legal procedures will be completed in the 2nd quarter of 2025, with a plan to implement construction from 2026 and open for sale, contributing revenue for the period 2028 – 2031. Assuming phase 1 with a total of 740 low-rise products, we estimate the average selling price to be USD12,000/m2.
Tan Tao	➤ As one of the large-scale projects that Khang Dien is developing in Tan Tao A ward, Binh Tan district, Ho Chi Minh City. HCM. With a total area of about 330 hectares, this is considered one of the largest urban complexes in the West of the city. ➤ The project currently has an investment policy and has been approved for 1/500 planning. By the end of 2024, KDH has completed about 90% of the site clearance and is continuing to compensate the rest. ➤ Assumption: We estimate that the site clearance work will be completed in the period of 2026 – 2027, paving the way for the start of the project in 2028 – 2029.

The position of enterprises in the field of civil real estate development

According to our assessment, KDH is currently one of the leading real estate investors in Ho Chi Minh City. Ho Chi Minh City, focusing on developing land funds and implementing projects in many segments, from affordable housing (apartments) to high-end products (low-rise houses, villas). The entire land fund of KDH is located in Ho Chi Minh City. Ho Chi Minh City, ensuring outstanding advantages in developing projects in a market where the demand for buying houses is always high, this helps KDH's projects achieve a good absorption level as soon as they open for sale, especially for high-rise products.

In addition, KDH has the advantage of solid financial capacity, reflected in its safe capital structure and reasonable leverage ratio compared to enterprises in the same industry. In addition, KDH owns a somewhat more stable gross profit margin, maintaining over 40% throughout the period 2018 - 2024, demonstrating the ability to optimize costs and effective product development strategies. In particular, the gross profit margin reached 76% in 2023, the highest level in the Company's history, mainly thanks to the handover of low-rise products from the Classia project with high profit margins. By 2024, the profit margin will decrease to 53% due to a larger contribution from the high-rise project (The Privia), which has a lower profit margin. However, KDH still maintains a higher margin than the general level of the industry, reflecting the ability to control costs well and the advantage of location that affects the company's sales speed.

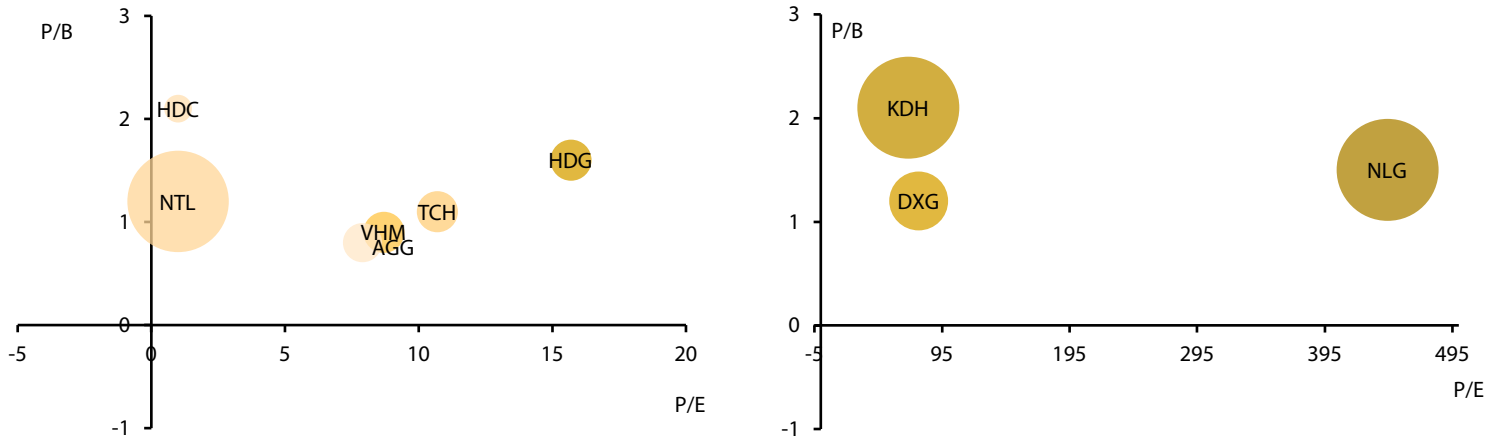
Figure 22: GPM of KDH compared to some enterprises in the same industry (%)



Sources: KDH, RongViet Securities

In general, KDH is one of the leading prestigious investors in Ho Chi Minh City. Ho Chi Minh City, is highly appreciated for its guaranteed handover progress and legal transparency. It is proven by the fact that the projects sold in the past have been handed over by KDH, affirming the commitment to protect customer interests as well as strengthening confidence in the quality of the project and the implementation capacity of the business. We believe that, with the ability to execute projects effectively and with a reputation in the market, KDH will continue to affirm its strong position in the real estate industry and maintain its growth momentum in the long term.

Figure 23: PE, PB & ROE (TTM)



Sources: KDH, RongViet Securities

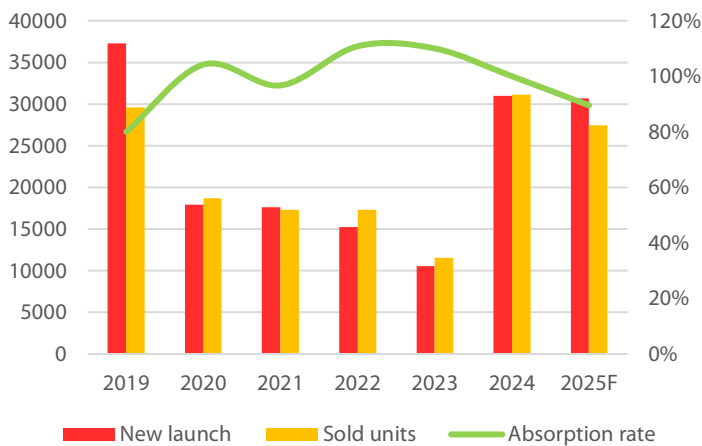
REAL ESTATE INDUSTRY

Real Estate Market Overview

The real estate market continues to show signs of recovery, especially in terms of supply and absorption rate in the Northern market when new projects for sale from reputable investors (Vinhomes, Capitaland, Gamuda Land,...) all have a high absorption rate (from 50 to 100%). One of the main factors supporting the recovery in demand comes from the low lending interest rate level, which is still maintained at a low level along with the preferential policies of investors, and at the same time increases the demand for real housing and also the demand for investment to enjoy the price difference.

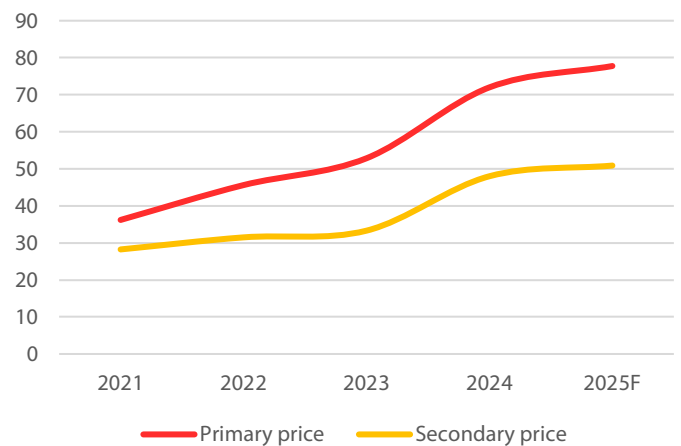
Tier I City

Figure 24: Supply and consumption in Hanoi market



Sources: KDH, RongViet Securities

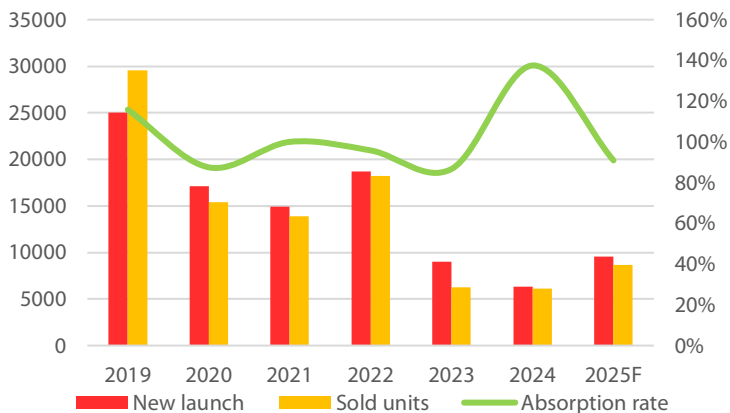
Figure 25: Selling price in Hanoi market



Sources: KDH, RongViet Securities

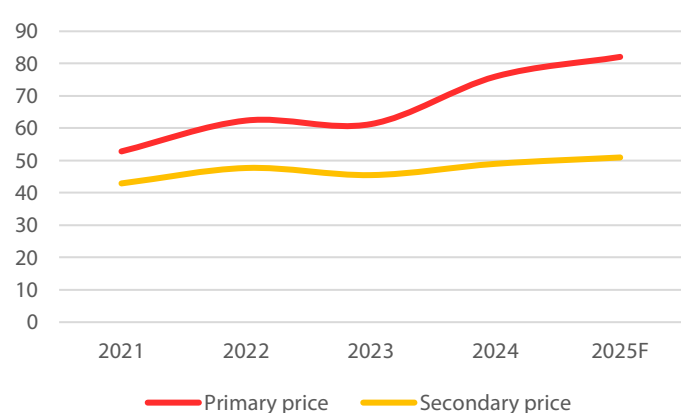
Summarizing in 2024, the apartment market in Hanoi continues to record obvious signs of recovery. The total supply in the year reached 30,960 units, with an absorption rate of up to 100%, reflecting that the demand for housing remains high, especially in the context that home loan interest rates continue to be at an attractive level and preferential policies from investors. The average primary selling price increased to 72 million VND/m² (+36% YoY), while the secondary price reached 48 million VND/m² (+44% YoY). This growth mainly comes from new supply focusing on the high-end & luxury segment. In addition to real housing demand, attractive interest rates also promote investment cash flows back to the market. With a high absorption rate and a sharp increase in selling prices, Hanoi continues to be the area leading the recovery momentum of the real estate market in 2025.

Figure 26: Supply and consumption in HCMC market



Sources: KDH, RongViet Securities

Figure 27: Selling price in HCMC market



Sources: KDH, RongViet Securities

The apartment market in Ho Chi Minh City continues to face a shortage of supply, when in 2024, only 6,300 new apartments will be opened for sale, the lowest level in many years. The main reason comes from the delay in legal approval, causing many projects to not be implemented as planned. However, the absorption rate reached 138%, indicating that demand is still high but there is not enough supply to meet it. While the primary supply continues to be limited, the secondary market has become more vibrant, as shown by the secondary selling price increasing to 49 million VND/m² (+8% YoY). However, the total number of apartment transactions in HCMC in the year reached 6,100 units, with most of them coming from previous projects for sale. This shows that the demand for buying apartments for residence is still stable, and the demand from the investment group is gradually returning.

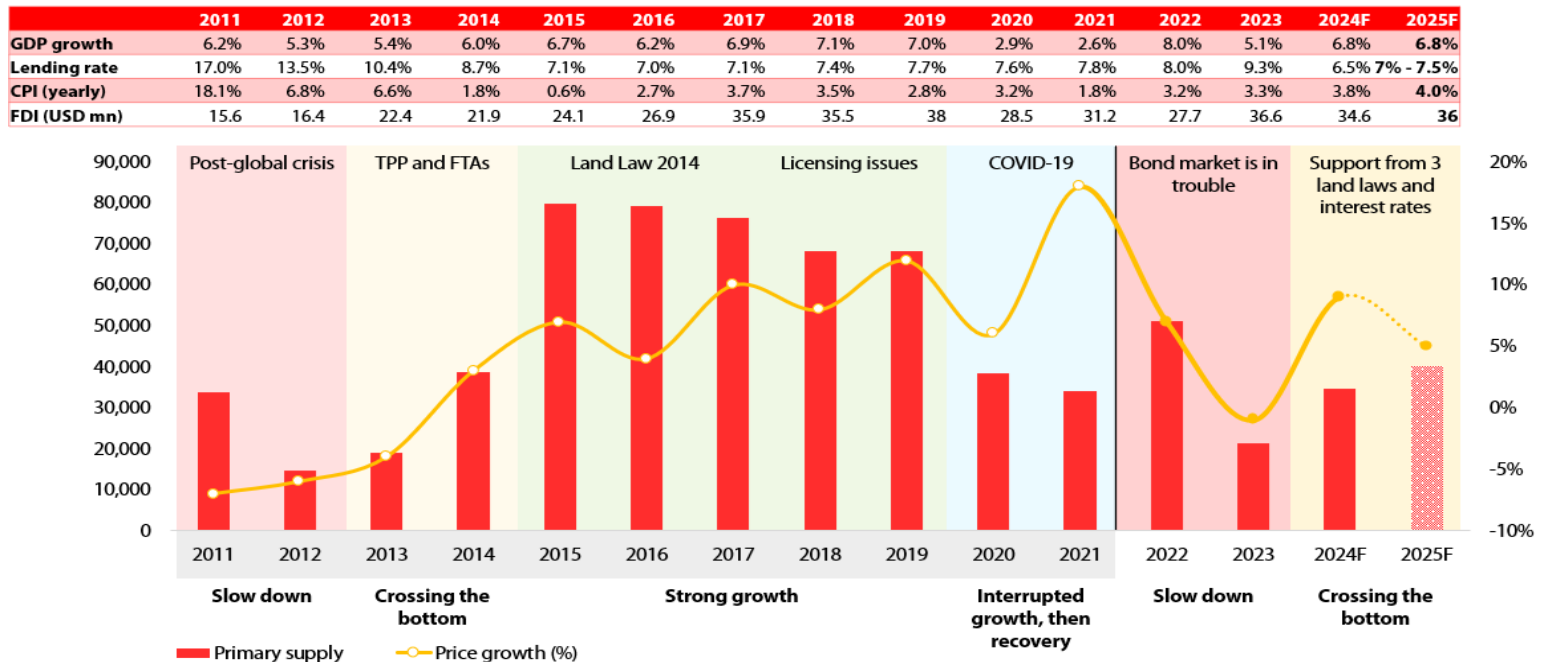
Outlook and recovery trend of the market

We believe that supply will continue to improve in the Northern market in the coming time, which is a springboard for the spread of supply to the Southern market when: 1/ The National Assembly approves the pilot expansion of the land fund for commercial housing construction. 2/ The new land price list helps to shorten the time for compensation and calculation of land use levies, helping many new projects to be implemented and projects that were previously suspended to continue. 3/ The southern region is accelerating the project approval process.

Where is the real estate market in the growth cycle?

After a period of sharp decline from 2022-2023 due to adverse factors such as credit tightening, difficulties in the corporate bond market and prolonged legal entanglements, the real estate market in 2024 is gradually stepping through the bottom and there are cautious recovery signals. Although 2024 marks the transformation of the market after the recession, we believe that the recovery process will take place on a prudent path, depending on the speed of policy implementation and the capacity of investors. Businesses with clean land funds, healthy finances and products that meet real needs will have an advantage in this new growth cycle.

Figure 28: Growth cycle of the real estate market in the period 2011 – 2025F



Sources: RongViet Securities

Heading into 2025, we expect the momentum of recovery to be clearer as previously delayed projects can be pushed forward, thanks to three new laws on housing, land and real estate business coming into

effect. Along with that, home loan interest rates maintained at a low level will continue to support demand, especially in the mid-end and high-end segments. In addition, foreign direct investment (FDI) in real estate is forecast to grow steadily, creating more impetus for the housing and industrial park market.

Support from the legal framework

The three new laws including the Land Law, the Housing Law and the Law on Real Estate Business have created a more complete legal framework, supporting the recovery of the real estate market in a more transparent and sustainable direction. The key changes focus on two key factors: improving supply, and protecting the rights of homebuyers, thereby boosting real demand and strengthening market confidence.

Table 7: Notable legal issues in the period 2024-2025 [\(back to profit\)](#)

	Key issues
Factors Supporting Supply Recovery	➤ The National Assembly's Resolution on piloting commercial housing projects through agreements on receiving land use rights or having land use rights, with a term of 5 years. Specifically, investors are allowed to implement commercial housing projects with agricultural and non-agricultural land other than residential land, residential land and other land in the same plot as the case of agreement on land use right receipt. ➤ The new land price list built close to the market price not only helps to shorten the time for compensation for site clearance, but also minimizes the situation of prolonged lawsuits due to unsatisfactory compensation prices. This helps increase supply, when projects are entangled in legal problems, the compensation for site clearance is resolved as well as shorten the implementation time for new projects. However, it also increases development costs for future projects. ➤ The process of approving projects, calculating land use levies and the legal stages behind it is expected to accelerate. ➤ Provinces and cities expect to have specific regulations on reviewing, publicly announcing and making a list of narrow and interspersed land plots managed by the state and the allocation and lease of land for these land plots.
Factors that support homebuyers	➤ Officially, there is no regulation on the term of apartment building ownership (to help apartment owners feel at ease), and at the same time give preferential regulations/regulations on apartment renovation. ➤ Detailed regulations related to the business of future-built houses, including regulations that real estate project investors are only allowed to collect a deposit of not more than 5% of the selling price, in order to protect the interests of home buyers ➤ Decrees to support the development of social housing, including: 1/ Decree 100/2024/ND-CP regulating the development and management of social housing, 2/ Decree 115/2024 stipulating a number of articles and measures to implement the Law on Bidding to select investors to implement investment projects using land, It is expected to remove obstacles and bottlenecks over the past years regarding the procedures for approving investment policies for projects in general and social housing in particular

Sources: RongViet Securities

In terms of supply, new policies help remove legal barriers, create conditions for many projects to be implemented: 1/ Pilot the implementation of commercial housing projects on other land to help investors develop projects on non-residential land funds, opening up opportunities to increase supply, especially in HCMC, 2/ Promulgating a new land price list helps shorten the time for compensation and calculation of land use levy, thereby reducing obstacles in the stage of site clearance. A number of large projects have recorded positive legal progress in 2024 (such as Can Gio Coastal Urban Area, DXH Riverside) showing signs of improvement in supply in the coming time. However, the application of the annual land price list (updated more closely with the transaction price in the market) and stricter regulations on the method of calculating land use levy, will cause land use costs to grow over the years, and the gross profit margin of real estate enterprises will be difficult to maintain at the same high level as in the period of 2023 and earlier.

In parallel with supporting supply, legal adjustments also focus on protecting the interests of home buyers: 1/ Regulations on removing the time limit on apartment ownership to help strengthen the

confidence of home buyers, 2/ Regulations on tightening conditions for opening and selling houses formed in the future, require banks to guarantee and limit the deposit to no more than 5% of the apartment value, helping to increase transparency and reduce risks for buyers. 3/ The Government also promotes social housing development policies, creating conditions for investors to participate in this segment to meet real demand. We believe that, with these changes, the real estate market will be restructured, creating advantages for businesses with strong financial capacity and clean land funds.

Provincial merger – positive impact on the real estate market in HCMC in the long term

The trend of merging provinces and cities in the Southeast region such as Binh Duong, Dong Nai, Ba Ria – Vung Tau to a development hub is HCMC in particular and provinces and cities across the country in general not only have the meaning of organizing a lean administrative apparatus, but also create an important "push" for economic growth and infrastructure development in the medium to long term.

In our assessment, this policy will create a long-term growth driver for the entire region, and at the same time improve the potential of infrastructure – logistics – real estate strongly, thanks to the following benefits:

- *Firstly*, the synchronization of inter-regional connection infrastructure such as Ring Road 3, Ring Road 4, Bien Hoa – Vung Tau Expressway, HCMC– Moc Bai... will significantly reduce the travel time between provinces and cities in the core area, thereby increasing connectivity and land use value in gateway areas. However, in the short term, this policy will cause speculation activities to increase, increasing land prices in some areas such as Binh Chanh, Hoc Mon, Nhon Trach, Long Thanh. However, in the long term, this trend will still create a foundation for sustainable development, especially with areas with clear urban development orientations and directly benefit from strategic infrastructure routes.
- *Secondly*, the expansion of development space will lead to the flow of population movement outside the central area of HCMC, when the cost of living and housing in suburban areas is becoming more and more reasonable and convenient. This contributes to increasing the demand for real housing, especially mid-range apartments in satellite urban areas.
- *Third*, synchronization of regional planning is one of the core benefits of the merger of localities in the Southeast region. The unification of development strategies and inter-provincial planning will minimize the overlap between administrative levels, and at the same time accelerate the process of planning and legal approval, especially in areas bordering the two provinces or between the province and HCMC, which was previously often prolonged due to differences in development orientation and management standards. Shortening the approval time not only saves opportunity costs but also improves the efficiency of real estate project implementation and exploitation. [\(back to the project section\)](#)

APPENDIX – FINANCIAL ANALYSIS & PROJECTIONS FOR THE PERIOD 2024-2029

Table 8: Income statement of KDH for the period 2023 – 2029F

INCOME STATEMENT	2023	2024	2025	2026	2027	2028	2029
Revenue	2,093	3,279	7,431	5,778	8,202	12,211	14,274
Cost of goods sold	-521	-1,538	-2,752	-1,781	-3,377	-3,497	-3,497
Gross Profit	1,573	1,740	4,679	3,998	4,825	8,714	10,777
<i>GPM</i>	<i>75.1%</i>	<i>53.1%</i>	<i>63.0%</i>	<i>69.2%</i>	<i>58.8%</i>	<i>71.4%</i>	<i>75.5%</i>
SG&A Expenses	-369	-431	-912	-716	-1,022	-1,716	-2,212
Financial revenue	50	37	2	2	2	4	129
Financial Costs	-143	-216	-515	-387	-524	-916	-1,148
Profit/loss in LDLK Company	0	0	-20	-8	-46	-126	-1,169
Other income	0	0	0	0	0	0	0
PBT	1,072	1,051	3,255	2,897	3,281	6,085	7,546
<i>PBT margin</i>	<i>51.2%</i>	<i>32.1%</i>	<i>43.8%</i>	<i>50.1%</i>	<i>40.0%</i>	<i>49.8%</i>	<i>52.9%</i>
Tax	-341	-248	-768	-684	-774	-1,436	-1,781
NPAT	731	803	2,487	2,213	2,507	4,649	5,766
NPAT-MI	717	810	1,114	876	2,507	4,649	5,766
<i>NPAT-MI margin</i>	<i>34.3%</i>	<i>24.7%</i>	<i>15.0%</i>	<i>15.2%</i>	<i>30.6%</i>	<i>38.1%</i>	<i>40.4%</i>

Sources: KDH, RongViet Securities estimates

Table 9: Balance sheet of KDH for the period of 2023 – 2029F

BALANCE SHEET	2023	2024	2025	2026	2027	2028	2029
ASSET							
Money & Cash Equivalents	3,730	3,096	7,016	6,830	7,744	11,530	13,477
Short-term financial investment	9	277	0	0	0	0	0
Short-term receivables	1,811	3,013	4,245	3,650	5,272	7,255	8,871
Inventory	18,788	22,180	20,155	22,717	26,492	27,216	32,869
Other students	383	276	526	409	581	865	1,011
Short-term assets	24,720	28,840	31,943	33,606	40,089	46,865	56,228
Long-term receivables							
Fixed fixed assets	76	69	269	210	297	443	518
Intangible fixed assets	81	73	115	135	158	212	275
Fixed assets leased finance	0	0	0	0	0	0	0
Investment real estate	0	0	0	0	0	0	0
Long-term TSDD	131	233	102	102	102	102	102
Subsidiary Investment, LDLK	933	1,027	1,437	1,763	2,141	2,836	3,686
Other TSDH	12	0	78	78	78	78	78
Long-term assets	466	510	559	613	671	736	806
TOTAL ASSETS	1,698	1,913	2,561	2,900	3,447	4,406	5,465
LIABILITIES							
Short-term loans	1,444	1,100	1,740	967	4,006	9,853	17,687
Short-term prepaid buyers	2,354	1,903	-1,177	2,190	2,584	-2,783	-6,707
Payable to short-term sellers	96	288	342	266	378	563	658
Short-term unrealized revenue	0	0	0	0	0	0	0
Other short-term payables	1,434	889	5,091	3,959	5,619	8,366	9,779
Short-term liabilities	5,329	4,179	5,997	7,383	12,588	15,999	21,417
Must pay long-term sellers	0	5	0	0	0	0	0
Long-term loans	4,901	5,998	4,901	3,676	2,451	1,225	0
Convertible bonds	0	0	0	0	0	0	0
Revenue has not been realized in the long term	14	35	0	0	0	0	0
Other long-term payables	645	1,086	1,667	1,297	1,840	2,740	3,203

BALANCE SHEET	2023	2024	2025	2026	2027	2028	2029
Long-term liabilities	5,561	7,123	6,569	4,973	4,291	3,965	3,203
Liabilities	10,890	11,302	12,566	12,355	16,879	19,964	24,620
Minority shareholder benefits	2,076	2,057	3,429	4,766	4,766	4,766	4,766
Preferred Stocks	0	0	0	0	0	0	0
Common Stocks	7,993	10,111	10,111	10,111	10,111	10,111	10,111
Equity surplus	1,339	3,314	3,314	3,314	3,314	3,314	3,314
LN Retention	3,768	3,617	4,731	5,607	8,114	12,763	18,529
Other CSH Funds	352	352	352	352	352	352	352
EQUITY	13,452	17,394	18,508	19,385	21,891	26,541	32,306
TOTAL CAPITAL	26,418	30,753	34,503	36,506	43,537	51,271	61,693

Sources: KDH, RongViet Securities estimates

Table 10: Cash flow of KDH in the period of 2023 – 2029F

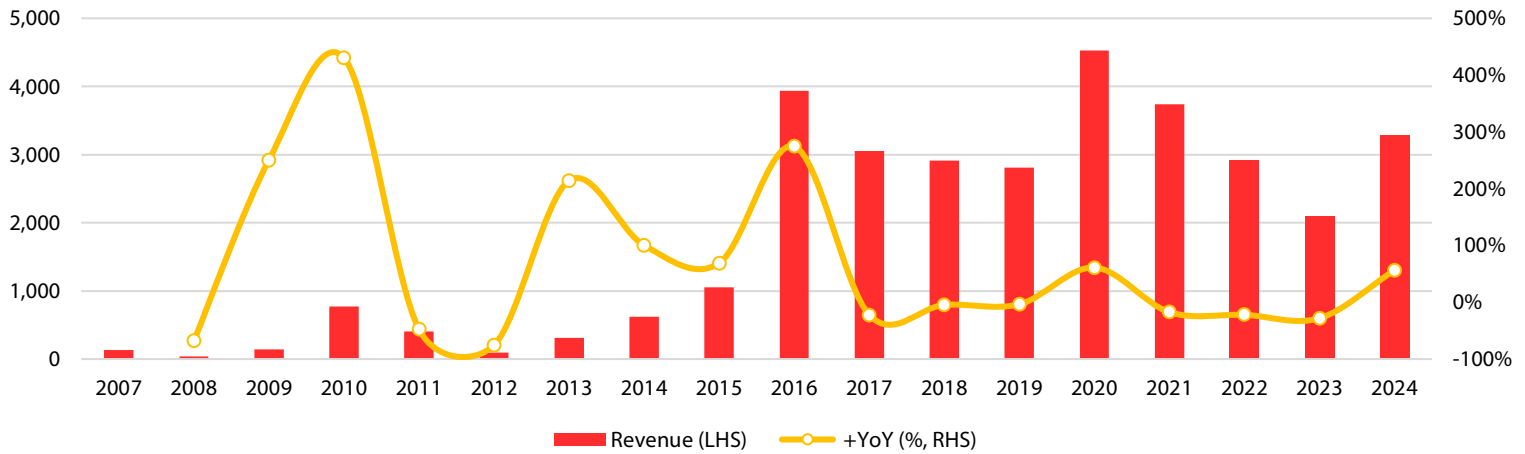
LƯU CHUYỂN TIỀN TỆ	2023	2024	2025	2026	2027	2028	2029
Profit before tax	1,072	1,051	3,255	2,897	3,281	6,085	7,546
Depreciation	15	8	16	20	24	32	41
Provisions	0	0	0	0	0	0	0
(Profit) on unrealized exchange rate loss	0	0	0	0	0	0	0
(Profit) loss from investment activities	-50	-37	-497	-380	-481	-794	-108
Interest on loans	0	0	-20	-8	-46	-126	-225
LN operating before the change of VLĐ	1,037	1,022	2,754	2,528	2,778	5,197	8,198
(Increase) decrease in receivables	3,396	-1,215	-1,732	718	-1,941	-2,477	-1,907
(Increase) decrease inventory	-6,334	-3,495	2,024	-2,561	-3,775	-724	-5,653
Increase (decrease) Payables	2,274	507	1,720	1,788	2,710	-1,536	-1,953
(Increase) decrease in prepaid shares	-332	151	0	0	0	0	0
Interest paid	-740	-766	20	8	46	126	225
Taxes Paid	-807	-378	768	684	774	1,436	2,003
Other expenses for business contracts	-49	-79	0	0	0	0	0
Other revenues from the Business Contract	0	0	0	0	0	0	0
Trading securities	0	0	0	0	0	0	0
CFO	-1,556	-4,252	5,554	3,165	592	2,023	913

Sources: KDH, RongViet Securities estimates

Table 11: Financial indicators of KDH in the period of 2023 – 2029F

PROFITABILITY RATIOS	2023	2024	2025	2026	2027	2028	2029
Gross profit margin	75.1%	53.1%	59.4%	64.2%	53.5%	67.9%	72.9%
EBITDA margin	58.2%	40.2%	47.3%	52.2%	41.3%	54.1%	57.7%
EBIT margin	57.5%	39.9%	47.1%	51.8%	41.0%	53.9%	57.4%
Net Profit Margin	34.9%	24.5%	30.5%	34.5%	26.9%	36.2%	40.0%
ROA	3.4%	3.0%	6.9%	4.8%	6.0%	10.8%	13.3%
ROaE	5.7%	5.2%	5.8%	3.5%	10.5%	17.9%	19.2%
OPERATIONAL EFFICIENCY	2023	2024	2025	2026	2027	2028	2029
Accounts receivable turnover	0.6	1.4	2.0	1.4	2.1	2.1	1.8
Inventory Turnover	0.0	0.1	0.1	0.1	0.2	0.2	0.2
Payables Turnover	0.2	0.5	1.1	0.7	1.1	3.7	1.0
SOLVENCY	2023	2024	2025	2026	2027	2028	2029
Current ratio	4.6	6.9	4.5	4.7	3.9	5.1	2.8
Quick ratio	1.1	1.6	1.6	1.5	1.8	2.7	1.6
Cash ratio	0.7	0.8	1.0	1.0	1.2	1.6	1.1

Sources: KDH, RongViet Securities estimates

APPENDIX – BUSINESS OVERVIEW
Figure 30: KDH's revenue in the period 2007 - 2024 [\(back to revenue\)](#)


Sources: KDH, RongViet Securities

Table 12: Pipeline for sale of KDH's projects in the period of 2024 – 2029F

	2024	2025	2026	2027	2028	2029F
Privia						
Clarita						
Low-rise Solina						
High-rise Solina						
Phong Phu 2						
Tan Tao						
Low-rise Emeria						
High-rise Emeria						

Sources: KDH, RongViet Securities

Table 13: KDH's subsidiaries

Subsidiaries	Listing Status	Charter capital (billion VND)	Contributed capital (Billion VND)	% Owned
Me Ga Urban Co., Ltd.	Unlisted	60	60	99.85%
Tri Kiet Real Estate Investment and Trading Co., Ltd.	Unlisted	20	20	99.90%
Long Phuoc Dien Housing Development and Infrastructure Construction Co., Ltd.	Unlisted	140	140	99.95%
Gia Phuoc Real Estate Investment and Trading Co., Ltd.	Unlisted	600	599	99.90%
Khang Phuc Housing Investment and Business Company Limited (BCI)	Delisting	3,400	3,400	100.00%
Thanh Phuc Investment Co., Ltd.	Unlisted	430	430	99.90%
International Consulting Co., Ltd.	Unlisted	1,550	1,549	99.95%
Nam Phu Real Estate Development Co., Ltd.	Unlisted	100	99	99.00%
Kim Phat Real Estate Investment and Business Co., Ltd.	Unlisted	600	599	99.90%
Vi La Joint Stock Company	Unlisted	760	756	99.47%
Saphire Real Estate Investment and Business Co., Ltd.	Unlisted	395	395	99.90%
Hao Khang One Member Company Limited	Unlisted	124	124	100.00%
Tri Minh Real Estate Investment and Trading Joint Stock Company	Unlisted	285	284	99.80%

Sources: KDH, RongViet Securities

Table 14: Board of Directors

Shareholder	Title	Number of Shares	% Owned
Mai Tran Thanh Trang	Chairman of the Board of Directors	27,456,862.00	2.72%
Mai Tran Thuy Trang	Mai Tran Thanh Trang's younger brother	22,000.00	0.00%
Ly Dien Son	Vice Chairman of the Board of Directors	16,113,781.00	1.59%
Ly Tuan Kiet	Ly Dien Son's child	453,305.00	0.05%
Doan Thi Nguyen	Ly Dien Son's mother	117,621.00	0.01%
Ly Van Hung	Ly Dien Son's younger brother	117,621.00	0.01%
Ly Tuan Khang	Ly Dien Son's child	53,240.00	0.01%
Vuong Van Minh	Member of the Board of Directors/General Director	7,760,239.00	0.77%
Vuong Thi Ngoc Anh	Vuong Van Minh's sister	16,000.00	0.00%
Le Hoang Khoi	Deputy General Director	3,535,039.00	0.35%
Nguyen Thi Cam Van	Independent Board Member	2,667,989.00	0.26%
Nguyen Thi Bach Tuyen	Sister of Nguyen Thi Cam Van	4,192.00	0.00%
Nguyen Thuy Duong	Deputy General Director	899,299.00	0.09%
Ngo Thi Thanh Tam	Director/Head of Finance	666,051.00	0.07%
Pham Thi Thu Thuy	Chief Accountant	286,000.00	0.03%
Huynh Chi Tam	In charge of information disclosure/in charge of corporate governance	222,000.00	0.02%
Lo Nguyen Thuy Phuong	Head of the Internal Audit Department	51,518.00	0.01%
Nguyen Van Dung	Member of the Internal Audit Committee	23,100.00	0.00%
Dang The Luong	Member of the Internal Audit Committee	18,520.00	0.00%
Le Thi Thuy Trang	Member of the Supervisory Board	10,000.00	0.00%
Nguyen Phuong Nam	Head of the Supervisory Board	7,685.00	0.00%
Vuong Hoang Thao Linh	Member of the Supervisory Board	5,876.00	0.00%
Nguyen Thi Dieu Phuong	Member of the Board of Directors	0.00	0.00%

Sources: KDH, RongViet Securities

APPENDIX - SIMILAR COMPANIES IN THE REAL ESTATE SECTOR

Nam Long Investment Joint Stock Company (HOSE: NLG)

NLG is one of the leading enterprises in the field of housing and urban development in Vietnam, especially in HCMC and neighboring provinces. Established in 1992, Nam Long focuses on the affordable and mid-range housing segment with outstanding products such as Flora, Valora and EHome. Up to now, Nam Long owns a land fund of about 600 hectares, mainly concentrated in Ho Chi Minh City. Outstanding projects include: Nam Long Can Tho (43ha – Can Tho), Izumi (160ha – Dong Nai), Mizuki Park (26ha – Ho Chi Minh City), Ho Chi Minh City), Akari City (8.5 ha - Ho Chi Minh City. and Waterpoint urban area (355 hectares - Long An).

Phat Dat Real Estate Development Joint Stock Company (HOSE: PDR)

PDR is a real estate development enterprise focusing on the high-rise housing segment and urban areas in HCMC, Binh Dinh and the central provinces. The company owns a land fund of about 80 hectares, concentrated in the provinces: Binh Dinh (Bac Ha Thanh – 43.2ha, Cadia Quy Nhon – 0.5ha), Binh Duong (Nguyen Thi Minh Khai – 4.5ha), Vung Tau (Serenity Phuoc Hai – 7.3ha, Poulo Condor Con Dao – 12ha, Tropicana BRVT – 12.7ha).

Hoang Huy Financial Services Investment Joint Stock Company (HOSE: TCH)

TCH mainly operates in the field of residential real estate, urban areas and automobile distribution. In the field of real estate, TCH focuses on the Hai Phong and Hanoi markets with social housing and commercial

housing projects. The enterprise currently owns a land fund of about 90 hectares in strategic locations of Hai Phong such as: Hoang Huy Commerce project (1.6ha), Hoang Huy New City II (49.2ha) and Hoang Huy Green River (32.5ha).

An Gia Real Estate Investment and Development Joint Stock Company (HOSE: AGG)

AGG focuses on the middle and high-end housing segment in HCMC and neighboring provinces. AGG currently owns a land fund of about 37 hectares, mainly concentrated in the South of Ho Chi Minh City. Typical projects expected to be implemented in the period of 2025 – 2030 include: The Wind (Binh Duong, 3.1ha), The Signal (District 7 – 3.2ha), Westgate 2 (Binh Chanh, 3.2ha), The La (Binh Chanh, 27ha).

Dat Xanh Group Joint Stock Company (HOSE: DXG)

DXG is a leading real estate enterprise in the field of real estate development and distribution in Vietnam. The company develops a variety of products from land plots, apartments to large-scale urban areas. Up to now, DXG owns about 116 hectares of land fund, notably Gem Sky World (Long Thanh - 92 hectares), DXH Riverside (Thu Duc, Ho Chi Minh City). Ho Chi Minh City) and land funds in Binh Duong (DXH Parkview, Opal City View, Opal Luxury, DXH Park City). In addition, the Company also owns a strong real estate distribution system with a nationwide network.

Ha Do Group Joint Stock Company (HOSE: HDG)

HDG is a multi-industry enterprise, mainly operating in the fields of real estate, energy and construction. In the real estate segment, Ha Do stands out with urban area projects, mid-high-end apartments in HCMC and Hanoi. HDG's current outstanding projects include: Charm Villas (30ha – Hanoi), Green Lane (2.3ha – District 8) and Minh Long (2.7ha – Thu Duc). In addition, the enterprise is also the investor of many wind and hydropower plants, contributing to business results.

Tu Liem Urban Development Joint Stock Company (HOSE: NTL)

NTL is an enterprise specializing in the development of urban areas and housing in the western region of Hanoi. The company has a rich history and experience in real estate development for more than 20 years. NTL's land fund is currently concentrated mainly in Hanoi with typical projects such as North National Highway 32 Urban Area (105 hectares) and Dich Vong New Urban Area (17 hectares).

Table 15: Comparison of valuation indicators of KDH with enterprises in the same industry

EV/EBITDA	2020	2021	2022	2023	2024
KDH	18.8x	12.7x	32.8x	25.6x	50.4x
NLG	59.3x	18.7x	24.2x	35.6x	90.1x
DXG	23.3x	5.1x	23.1x	25.1x	19.3x
PDR	23.2x	4.3x	24.3x	53.4x	921.6x
AGG	107.3x	46.8x	15.2x	6.4x	15.3x
HDG	7.1x	6.3x	5.1x	7.6x	7.8x
NTL	5.1x	2.2x	13.7x	1.6x	1.3x
VHM	12.5x	5.7x	7.9x	7.7x	15.2x
P/E	2020	2021	2022	2023	2024
KDH	25.4x	14.7x	20.2x	36.9x	66.2x
NLG	17.6x	9.8x	27.3x	32.0x	40.8x
DXG	-31.4x	6.9x	53.4x	63.8x	71.6x
PDR	29.2x	3.8x	16.5x	23.3x	33.1x
AGG	11.2x	6.1x	162.9x	10.6x	8.2x
HDG	9.2x	5.8x	5.9x	13.3x	12.9x



NTL	7.2x	4.5x	17.2x	3.2x	2.0x
VHM	9.4x	5.8x	6.3x	5.4x	8.5x
P/B	2020	2021	2022	2023	2024
KDH	3.6x	1.7x	1.9x	2.0x	2.1x
NLG	2.5x	1.1x	1.7x	1.6x	1.4x
DXG	2.5x	0.9x	1.2x	1.1x	1.2x
PDR	6.8x	1.0x	2.3x	1.6x	1.5x
AGG	2.6x	1.2x	1.3x	0.7x	0.8x
HDG	2.9x	1.4x	1.2x	1.5x	1.5x
NTL	1.7x	0.8x	1.5x	.8x	1.0x
VHM	3.0x	1.8x	1.3x	1.0x	0.8x
BVPS	2020	2021	2022	2023	2024
KDH	14,045	15,842	16,123	16,828	16,628
NLG	19,641	23,318	23,407	24,386	23,821
DXG	11,834	14,670	15,112	15,370	12,267
PDR	12,879	14,315	12,135	12,887	12,597
AGG	20,697	25,502	18,825	22,368	18,758
HDG	19,555	22,070	21,681	19,352	18,395
NTL	19,089	20,152	20,625	23,974	15,902
VHM	25,586	28,647	33,349	41,177	48,724

Company Report

This report is created for the purpose of providing investors with an insight into the discussed company that may assist them in the decision-making process. The report comprises analyses and projections that are based on the most up-to-date information with the objective that is to determine the reasonable value of the stock at the time such analyses are performed. Through this report, we strive to convey the complete assessment and opinions of the analyst relevant to the discussed company. To send us feedbacks and/or receive more information, investors may contact the assigned analyst or our client support department.

RATING GUIDANCE

Ratings	BUY	ACCUMULATE	REDUCE	SELL
Total Return including Dividends in 12-month horizon	>20%	5% to 20%	-20% to -5%	<-20%

In some cases, we do not provide specific buy/sell recommendations but instead offer a few reference valuations to give investors additional insights, categorized under the recommendation of **OBSERVE**.

ABOUT US

RongViet Securities Corporation (RongViet) was established in 2006, licensed to perform the complete range of securities services including brokerage, financial investment, underwriting, financial and investment advisory and securities depository. RongViet now has an operating network that spreads across the country. Our major shareholders, also our strategic partners, are reputable institutions, i.e. Eximbank, Viet Dragon Fund Management, etc... Along with a team of the professional and dynamic staffs, RongViet has the man power as well as the financial capacity to bring our clients the most suitable and efficient products and services. Especially, RongViet was one of the very first securities firms to pay the adequate attention to the development of a team of analysts and the provision of useful research report to investors.

The **Analysis and Investment Advisory Department** of RongVietSecurities provides research reports on the macro-economy, securities market and investment strategy along with industry and company reports and daily and weekly market reviews.

RESEARCH CENTER

Lam Nguyen

Head of Research

lam.ntp@vdsc.com.vn
 + 84 28 6299 2006 (1313)

Tung Do

Manager

tung.dt@vdsc.com.vn
 + 84 28 6299 2006 (1521)
 • Banking
 • Technology

Lam Do

Manager

lam.dt@vdsc.com.vn
 + 84 28 6299 2006 (1524)
 • Real Estate
 • Construction Materials
 • Industrial RE

Hung Le

Manager

hung.ltq@vdsc.com.vn
 + 84 28 6299 2006 (1530)
 • Market Strategy
 • Macroeconomics

Quyen Nguyen

Senior Analyst

quyen.nt@vdsc.com.vn
 + 84 28 6299 2006 (1524)
 • Retail
 • Pharmaceuticals

Ha My Tran

Senior Consultant

my.tth@vdsc.com.vn
 + 84 28 6299 2006
 • Macroeconomics

Toan Vo

Analyst

toan.vnv@vdsc.com.vn
 + 84 28 6299 2006 (1530)
 • Macroeconomics

Quan Cao

Analyst

quan.cn@vdsc.com.vn
 + 84 28 6299 2006 (2223)
 • Sea ports
 • Aviation
 • Textiles

Hien Le

Analyst

hien.ln@vdsc.com.vn
 + 84 28 6299 2006 (1524)
 • Fishery
 • Fertilizer

Hung Nguyen

Analyst

hung.nb@vdsc.com.vn
 + 84 28 6299 2006 (1526)
 • Retail
 • Automotive & Spare parts
 • Consumer

Luan Pham

Analyst

luan.ph@vdsc.com.vn
 + 84 28 6299 2006 (1526)
 • Retail

Giao Nguyen

Analyst

giao.ntq@vdsc.com.vn
 + 84 28 6299 2006 (1530)
 • Real Estate
 • Industrial RE

Trang To

Analyst

trang.th@vdsc.com.vn
 + 84 28 6299 2006
 • Banking

Huong Le

Analyst

huong.lh@vdsc.com.vn
 + 84 28 6299 2006 (1524)
 • Oil & Gas

Chinh Nguyen

Analyst

chinh1.nd@vdsc.com.vn
 + 84 28 6299 2006 (1530)
 • Utilities

Ha Tran

Assistant

ha.ttn@vdsc.com.vn
 + 84 28 6299 2006 (1526)

Thao Phan

Assistant

thao.ptp@vdsc.com.vn
 + 84 28 6299 2006 (1526)

DISCLAIMERS

This report is prepared in order to provide information and analysis to clients of Rong Viet Securities only. It is and should not be construed as an offer to sell or a solicitation of an offer to purchase any securities. No consideration has been given to the investment objectives, financial situation or particular needs of any specific. The readers should be aware that Rong Viet Securities may have a conflict of interest that can compromise the objectivity this research. This research is to be viewed by investors only as a source of reference when making investments. Investors are to take full responsibility of their own decisions. VDSC shall not be liable for any loss, damages, cost or expense incurring or arising from the use or reliance, either full or partial, of the information in this publication.

The opinions expressed in this research report reflect only the analyst's personal views of the subject securities or matters; and no part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or opinions expressed in the report.

The information herein is compiled by or arrived at Rong Viet Securities from sources believed to be reliable. We, however, do not guarantee its accuracy or completeness. Opinions, estimations and projections expressed in this report are deemed valid up to the date of publication of this report and can be subject to change without notice.

This research report is copyrighted by Rong Viet Securities. All rights reserved. Therefore, copy, reproduction, republish or redistribution by any person or party for any purpose is strictly prohibited without the written permission of VDSC. Copyright 2022 Viet Dragon Securities Corporation.

IMPORTANT DISCLOSURES FOR U.S. PERSONS

This research report was prepared by Viet Dragon Securities Corp. ("VDSC"), a company authorized to engage in securities activities in Vietnam. VDSC is not a registered broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution to "major U.S. institutional investors" in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act").

Additional Disclosures

This research report is for distribution only under such circumstances as may be permitted by applicable law. This research report has no regard to the specific investment objectives, financial situation or particular needs of any specific recipient, even if sent only to a single recipient. This research report is not guaranteed to be a complete statement or summary of any securities, markets, reports or developments referred to in this research report. Neither VDSC nor any of its directors, officers, employees or agents shall have any liability, however arising, for any error, inaccuracy or incompleteness of fact or opinion in this research report or lack of care in this research report's preparation or publication, or any losses or damages which may arise from the use of this research report.

VDSC may rely on information barriers, such as "Chinese Walls" to control the flow of information within the areas, units, divisions, groups, or affiliates of VDSC.

Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this research report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on such non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the United States.

The value of any investment or income from any securities or related financial instruments discussed in this research report denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related financial instruments.

Past performance is not necessarily a guide to future performance and no representation or warranty, express or implied, is made by VDSC with respect to future performance. Income from investments may fluctuate. The price or value of the investments to which this research report relates, either directly or indirectly, may fall or rise against the interest of investors. Any recommendation or opinion contained in this research report may become outdated as a consequence of changes in the environment in which the issuer of the securities under analysis operates, in addition to changes in the estimates and forecasts, assumptions and valuation methodology used herein.

No part of the content of this research report may be copied, forwarded or duplicated in any form or by any means without the prior.

RESEARCH DISCLOSURES**Third Party Research**

This is third party research. It was prepared by Rong Viet Securities Corporation (Rong Viet), with headquarters in Ho Chi Minh City, Vietnam. Rong Viet is authorized to engage in securities activities according to its domestic legislation. This research is not a product of Tellimer Markets, Inc., a U.S. registered broker-dealer. Rong Viet has sole control over the contents of this research report. Tellimer Markets, Inc. does not exercise any control over the contents of, or the views expressed in, research reports prepared by Rong Viet.

Rong Viet is not registered as a broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution to "major U.S. institutional investors" and other "U.S. institutional investors" in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act").

Any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through Tellimer Markets, Inc., located at 575 Fifth Avenue, 27th Floor, New York, NY 10017. A representative of Tellimer Markets, Inc. is contactable on +1 (212) 551 3480. Under no circumstances should any U.S. recipient of this research report effect any transaction to buy or sell

securities or related financial instruments through Rong Viet. Tellimer Markets, Inc. accepts responsibility for the contents of this research report, subject to the terms set out below, to the extent that it is delivered to a U.S. person other than a major U.S. institutional investor.

None of the materials provided in this report may be used, reproduced, or transmitted, in any form or by any means, electronic or mechanical, including recording or the use of any information storage and retrieval system, without written permission from.

Rong Viet is the employer of the research analyst(s) responsible for the content of this report and research analysts preparing this report are resident outside the U.S. and are not associated persons of any U.S. regulated broker-dealer. The analyst whose name appears in this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA") and may not be an associated person of Tellimer Markets, Inc. and, therefore, may not be subject to applicable restrictions under FINRA Rules on communications with a subject company, public appearances and trading securities held by a research analyst account.

Tellimer Markets, Inc. or its affiliates has not managed or co-managed a public offering of securities for the subject company in the past 12 months, has not received compensation for investment banking services from the subject company in the past 12 months, and does not expect to receive or intend to seek compensation for investment banking services from the subject company in the next three months. Tellimer Markets, Inc. has never owned any class of equity securities of the subject company. There are no other actual, or potential, material conflicts of interest of Tellimer Markets, Inc. at the time of the publication of this report. As of the publication of this report, Tellimer Markets, Inc. does not make a market in the subject securities.

About Tellimer

Tellimer is a registered trade mark of Exotix Partners LLP. Exotix Partners LLP and its subsidiaries ("Tellimer") provide specialist investment banking services to trading professionals in the wholesale markets. Tellimer draws together liquidity and matches buyers and sellers so that deals can be executed by its customers. Tellimer may at any time, hold a trading position in the securities and financial instruments discussed in this report. Tellimer has procedures in place to identify and manage any potential conflicts of interests that arise in connection with its research. A copy of Tellimer's conflict of interest policy is available at www.tellimer.com/regulatory-information.

Distribution

This report is not intended for distribution to the public and may not be reproduced, redistributed or published, in whole or in part, for any purpose without the written permission of Tellimer. Tellimer shall accept no liability whatsoever for the actions of third parties in this respect. This report is for distribution only under such circumstances as may be permitted by applicable law.

This report may not be used to create any financial instruments or products or any indices. Neither Tellimer, nor its members, directors, representatives, or employees accept any liability for any direct or consequential loss or damage arising out of the use of all or any part of the information herein.

United Kingdom: Distributed by Exotix Partners LLP only to Eligible Counterparties or Professional Clients (as defined in the FCA Handbook). The information herein does not apply to, and should not be relied upon by, Retail Clients (as defined in the FCA Handbook); neither the FCA's protection rules nor compensation scheme may be applied.

UAE: Distributed in the Dubai International Financial Centre by Exotix Partners LLP (Dubai) which is regulated by the Dubai Financial Services Authority ("DFSA"). Material is intended only for persons who meet the criteria for Professional Clients under the Rules of the DFSA and no other person should act upon it.

Other distribution: The distribution of this report in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restriction.

Disclaimers

Tellimer and/or its members, directors or employees may have interests, or long or short positions, and may at any time make purchases or sales as a principal or agent of the securities referred to herein. Tellimer may rely on information barriers, such as "Chinese Walls" to control the flow of information within the areas, units, divisions, groups of Tellimer.

Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on such non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the United States. The value of any investment or income from any securities or related financial instruments discussed in this report denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related financial instruments.

Frontier and Emerging Market laws and regulations governing investments in securities markets may not be sufficiently developed or may be subject to inconsistent or arbitrary interpretation or application. Frontier and Emerging Market securities are often not issued in physical form and registration of ownership may not be subject to a centralised system. Registration of ownership of certain types of securities may not be subject to standardised procedures and may even be effected on an ad hoc basis. The value of investments in Frontier and Emerging Market securities may also be affected by fluctuations in available currency rates and exchange control regulations. Not all of these or other risks associated with the relevant company, market or instrument which are the subject matter of the report are necessarily considered.

OPERATING NETWORK

HEADQUARTER IN HO CHI MINH CITY

1st to 8th floor, Viet Dragon Tower, 141 Nguyen Du, Ben Thanh Ward, District 1, HCMC

T +84 28 6299 2006

E info@vdsc.com.vn

HANOI BRANCH

10th floor, Eurowindow Tower, 2 Ton That Tung, Kim Lien Ward, Dong Da District, Hanoi

T +84 24 6288 2006

F (+84) 24 6288 2008

NHA TRANG BRANCH

7th floor, 76 Quang Trung, Loc Tho Ward, Nha Trang City, Khanh Hoa

T +84 258 3820 006

F (+84) 258 3820 008

CAN THO BRANCH

8th floor, Sacombank Tower, 95-97-99, Vo Van Tan, Tan An Ward, Ninh Kieu District, Can Tho City

T +84 292 3817 578

F (+84) 292 3818 387

VUNG TAU BRANCH

2nd floor, VCCI Building, 155 Nguyen Thai Hoc, Ward 7, Vung Tau City, Ba Ria - Vung Tau Province

T +84 254 7772 006

BINH DUONG BRANCH

3rd floor, Becamex Tower, 230 Binh Duong Avenue, Phu Hoa Ward, Thu Dau Mot City, Binh Duong

T +84 274 7772 006

DONG NAI BRANCH

8th floor, TTC Plaza Building, 53-55 Vo Thi Sau, Quyet Thang Ward, Bien Hoa City, Dong Nai Province

T +84 251 7772 006

