



# PetroVietnam Power Nhon Trach 2 JSC (HSX: NT2)

## Performance skyrocketed despite a decrease in output

Unit: VND bn	Q2/2025	Q1/2024	+/- (qoq)	Q2/2024	+/- (yoy)
Net sales	2,081	1,427	46%	2,186	-5%
NPAT-MI	326	37	783%	122	167%
EBIT	345	25	1298%	111	211%
EBIT margin	17%	2%	15 pps	5%	11 pps

Source: NT2, RongViet Securities

#### Q2/2025: Gross profit margin increases sharply thanks to high QC output

NT2 recorded revenue of VND 2,081 billion (-5% YoY) and profit after tax – minority interest (NPAT-MI) reached VND 326 billion, up 167% YoY), the Company has completed 25%/117% of the business plan in 2025.

- The plant's dispatched output (Qm) reached 776 million kWh (-31% YoY) as demand for gas-fired power in the whole system decreased by 21% YoY.
- Contracted output (Qc) reached 956 million kWh (+21% YoY), Qc output was higher than Qm output, helping the Company record revenue from contract for difference (CfD).
- Thanks to high Qc production and stable gas fuel prices (+0.5% YoY), the Company's gross profit margin increased sharply, reaching 18% (+11.7 pps).

#### Q3/2025 outlook: Expectations for improved output

Entering Q3/2025, hydropower mobilization may decrease compare to Q3/2024, creating room for mobilization for gas-fired power. In July, NT2's Qm output was 306 million kWh (+86% YoY) with total output in the quarter expected to reach 793 million kWh (+24% YoY).

Revenue in the quarter is estimated to increase by 14% YoY, to VND 1,956 billion, NPAT-MI may reach VND 208 billion (+371% YoY). The Company's gross profit margin was estimated at 12.1% (+8.6 pps YoY), further supported by higher Qc output than dispatched output, helping the Company record revenue differential under CfD contracts.

For the whole year of 2025, total electricity generation is estimated at 3,245 million kWh, up 19% YoY. Gross profit margin is estimated to increase by 10 pps YoY, to 10.9% thanks to (1) an increase in allocated Qc compared to the low in 2024 and (2) plant depreciation expenses starting to decrease from Q4/2025. Accordingly, revenue and NPAT-MI are estimated at VND 7,918 billion (+33% YoY) and VND 626 billion (673% YoY), respectively. EPS in 2025 could reach VND 2,174 (+654% YoY).

#### **Outlook and recommendation**

After a challenging 2024, we expect 2025 to be the year of recovery for NT2 thanks to (1) mobilized output increased by 11% YoY, mainly contributed from the recovery of 1Q/2025; (2) Profit margin expands when (a) the ratio of Qc to total power generation of gas-fired power plants improves from the low level of 2024 and (b) plant depreciation costs begin to decrease from Q4/2025.

In the long term, we believe that gas-fired plants using domestic gas sources are unlikely to be dispatched at a high level due to the ongoing decrease in fuel supply. NT2 can solve the difficulty of fuel supply shortage by switching to using imported LNG fuel. However, the Company's Board of Directors has not yet made a plan to convert fuel sources due to the lack of a specific framework for gas purchase prices and regasification and warehousing costs. Therefore, this is still an issue that needs to be monitored by investors.

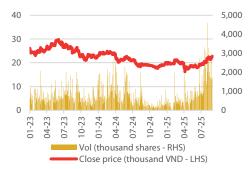
Using a combination of FCFF and EV/EBITDA methods with a ratio of 80:20, , we recommend **ACCUMULATE** NT2 stock at a **target price of 24,200 VND/share**. Combined with the expected 12-month cash dividend of 1,000 VND/share, the total expected return of the stock is 13% compared to the closing price on September  $5^{rd}$ , 2025.

# ACCUMULATE Market price (VND) 22,150 Target price (VND) 24,200

Stock Info	
Sector	Utilities
Market Cap (VND Bn)	6,420
Share O/S (Mn)	288
Average trading volume	1,597
(3 months) ('000 shares)	1,557
Free Float (%)	38.4
52 weeks high	22,700
52 weeks low	16,250
Beta	0.7

	FY24	Current
EPS	863	1,675
EPS growth (%)	-44.2	73.4
P/E	24.2	13.2
P/B	1.5	1.5
EV/EBITDA	9.0	7.2
ROE (%)	6.0	11.6

#### Stock price movement



Major shareholders (%)	
PetroVietnam Electricity Corporation	59.37
Technology Development Co., Ltd.	8.27
Remaining foreign investor ownership limit (%)	32.36

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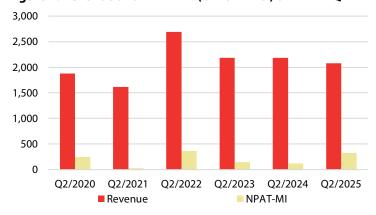
#### Q2/2025: Gross profit margin increases sharply thanks to high QC output.

NT2 recorded revenue of VND 2,081 billion (-5% YoY, +46% QoQ) and profit after tax – minority interest (NPAT-MI) reached VND 326 billion (+167% YoY, +783% QoQ), equivalent to 98%/192% of the analyst forecast, respectively and completes 25%/117% of the Company's 2025 business plan. High Qc output and stable fuel prices helped the Company comprehensively improve its gross profit margin, increasing by 11.7 pps YoY (+14.5 pps QoQ) to 17.6%, equivalent to a gross profit of VND 367 billion (+183% YoY, +721% QoQ).

- Power generation output (Qm) reached 776 million kWh, down 31% YoY, coming from a 21% YoY decrease in electricity system-wide demand for gas-fired power dispatch, reflecting low demand and competition from low-cost energy sources such as hydropower and renewable energy.
- NT2's contracted output (Qc) in Q2/2025 is at 956 million kWh, up 21% YoY and higher than the plant's actual output, equivalent to an alpha (\*) rate of 123% (+43 pps YoY). Therefore, in addition to revenue from electricity purchase and sale, we believe that businesses are also entitled to receive an income from contracts for difference (CfD) without incurring cost of production.
- The average FMP price in the quarter decreased to 1,040 VND/kWh (-28% YoY), due to a deep decrease in capacity prices in 2025, to only 50 VND/kWh (-85% YoY). Notably, in June, FMP prices fell sharply to 487 VND/kWh (-52% YoY), reflecting the growth of low-price electricity dispatch from hydropower and renewable energy sources. But thanks to the Company's high Qc output exceeding the Qm level, the average selling price of NT2 reached 2,682 VND/kWh (+38% YoY)
- Fuel prices remained stable with NT2's average gas purchase price in the quarter stayed flat (+0.5% YoY), reaching 9.56 USD/million BTU. Gas prices stabilized due to the impact of the reference FMO oil price, with the average FMO price in 2Q25 down 19% YoY.

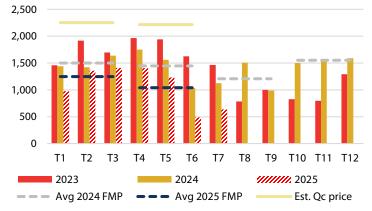
(\*) Alpha ratio: The ratio of contracted electricity output to the plant's total actual electricity output (Qc/Qm).

Figure 1: Revenue and NPAT-MI (billion VND) of NT2 in Q2



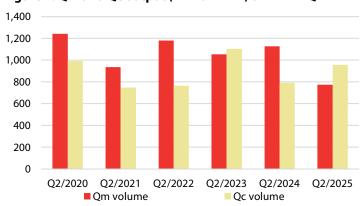
Source: NT2, RongViet Securities

Figure 3: Monthly total market price (FMP) (VND/kWh) and estimated Qc price of NT2



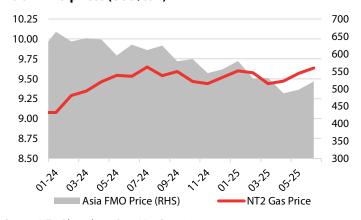
Source: EVNGENCO3, POW, RongViet Securities estimates

Figure 2: Qm and Qc output (million kWh) of NT2 in Q2



Source: NT2, RongViet Securities

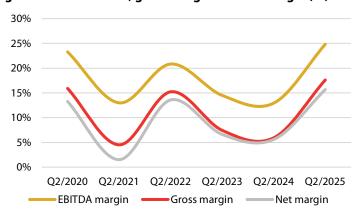
Figure 4: Average gas prices of NT2 (USD/million BTU) and Asian MFO prices (USD/ton)



Source: NT2, Bloomberg, RongViet Securities

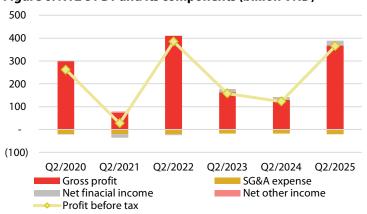


Figure 5: NT2's EBITDA, gross margin and net margin (%)



Source: NT2, RongViet Securities

Figure 6: NT2's PBT and its components (billion VND)



Source: NT2, RongViet Securities

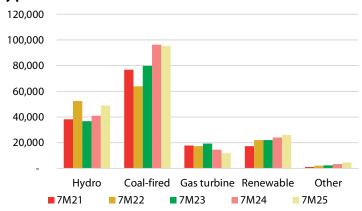
Table 1: Business results Q1/2025 of NT2

Item	Q2/2025	Q1/2025	+/- (qi)	Q2/2024	+/- (yoy)	%2025 Company plan	% VDSC 2025 forecast
Revenue (billion VND)	2,081	1,427	46%	2,186	-5%	25%	44%
Output (million kWh)	776	596	30%	1,128	-31%		
Output Qc (million kWh)	956	628	52%	792	21%		
Average electricity selling price (VND/kWh)	2,682	2,394	12%	1,938	38%		
Average gas purchase price							
(USD/million BTU)	9.56	9.54	0%	9.51	0%		
Gross Profit	367	45	721%	130	183%		
LNG margins	17.6%	3.1%	14.5 pps	5.9%	+11.7 pps		
Financial income	38	31	21%	19	98%		
Financial Costs	18	12	47%	9	110%		
Other Net Income	0	-0	-126%	1	-98%		
EBITDA	517	196	163%	283	83%		
Profit before tax	365	44	737%	122	199%	118%	54%
NPAT-MI	326	37	783%	122	167%	117%	57%

Source: NT2, Rong Viet Securities

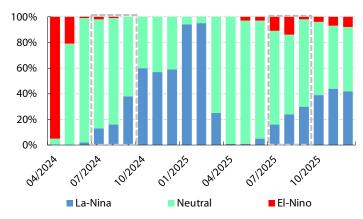
#### Q3/2025 outlook: Expectations for improved output

Figure 7: Accumulated electricity output of 7M (billion kWh), by power source



Source: EVN, RongViet Securities

Figure 8: ENSO Weather Cycle



Source: ICI, RongViet Securities

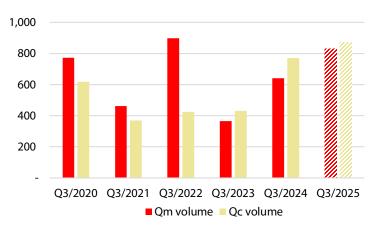
In July, NT2's output reached 306 million kWh, up 86% YoY thanks to (1) a low base level in July 2024 and (2) monthly mobilization growth of the entire gas-fired power group (+8% YoY). The plant's alpha rate remained high, reaching 113% (+26 pps YoY), equivalent to a Qc of 346 million kWh (+136% YoY). Due to the improvements in both Qm and Qc output, the factory's revenue in July increased by 120% YoY, reaching VND 771 billion.



For the whole of Q3 2025, we estimate **that the plant's electricity output may reach 793 million kWh (+24% YoY),** the actual output level may be improved, but it will still be lower than the plant's monthly Qc output (+13% YoY). Therefore, in addition to revenue from power generation, we expect NT2 to receive additional revenue from CfD contracts. Accordingly, **we estimate that revenue in Q2/2025 may increase by 14% YoY, reaching VND 1,956 billion.** 

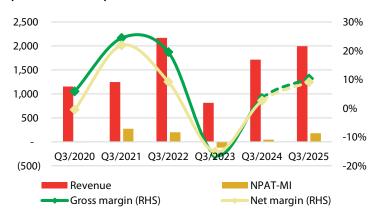
In 3Q2025, we believe that FMP prices will continue to decline sharply, due to the following: (1) this is the most mobilized hydropower period of the year, (2) domestic and imported coal prices are gradually decreasing, thereby cutting the cost of coal-fired power sources. **We forecast the Company's average selling price at 2,466 VND/kWh (-8% YoY).** Gross profit margin is expected to improve over the same period, reaching 12.1% (+8.6 pps YoY), equivalent to gross profit of VND 236 billion (+296% YoY). Profit after profit may increase by 39% to VND 208 billion, equivalent to a net profit margin of 10.7% (+8.41 pps YoY).

Figure 9: Qm and Qc output (million kWh) of NT2 in Q3



Source: NT2, RongViet Securities

Figure 10: Business performance of NT2 in Q3 over the years (Billion VND - %)



Source: NT2, RongViet Securities

Table 2: Forecast of business results Q2/2025 of NT2

Quota	Q2/2025	+/- (QoQ)	+/- (YoY)	Assumptions
Revenue (billion VND)	1,956	-6%	14%	
Output (million kWh)	793	2%	24%	Output in the quarter could grow positively thanks to the ENSO cycle switching to a neutral phase. This will cause a decrease in hydropower output compared to Q3/2024 and create demand for the gas -fired dispatch.
Average selling price (VND/kWh)	2,466	-8%	-8%	A slight decrease from the high average price in Q3/2024, when the factory's alpha ratio reached 120%.
Average gas purchase price (USD/million BTU)	9.59	0%	-0%	Gas prices stay flat in Q3/2025, MFO oil prices in the Asian market remain stable.
Gross Profit	236	-36%	296%	Gross profit margin has improved thanks to higher Qc output paid. However,
Gross profit margin	12.1%	-5.5%	8.6%	since the actual output is lower than the contracted output, the factory's revenue may increase more sharply than the production cost.
Financial income	43	14%	62%	
Financial Costs	19	7%	76%	
Other Net Income	0	147%	-97%	
EBITDA	387	-25%	88%	
Profit before tax	233	-36%	363%	
LNST-CDM	208	-36%	371%	
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Source: NT2, RongViet Securities

For the whole year 2025, we forecast NT2's revenue to reach VND 7,918 billion (+33% YoY), NPAT-MI to reach VND 615 billion (+642% YoY). We forecast full-year output to reach 3.2 billion kWh (+19% YoY), recovering from the bottom in 2024. Gross profit margin for the full year is expected to reach 10.9% (+10 pps YoY) thanks to (1) higher contracted electricity output allocated in 2025 compared to the 2024 allocation, (2) depreciation expense in Q4/2025 decreased to VND38 billion (-78% YoY) after the completion of depreciation of machinery assets.

We have revised our revenue and NPAT-MI forecasts to increase by 8% and 99% compared to the initial forecast, based on the expectation that NT2's alpha ratio will continue to remain high, at a similar rate to the 1H2025 period.



Table 3: History of Rong Viet's projected business performance in 2025F

, ,	Company Plan	Forecast Aug 7 <sup>th</sup> , 2025	Forecast Sep 3 <sup>rd</sup> ,2025	Increase/Decrease (%)	Note
Total revenue (Billion VND)	8,211	7,353	7,918	8	
Total Output (Million kWh)	3,467	3,031	3,245	7	
Gross profit (Billion VND)	310	424	860	128	The alpha ratio of factories is expected to remain high in 2H2025, at level equivalent to that recorded in 1H2025.
Gross Profit Margin (%)	3.7	6.8	10.9	4.1 pps	
EBITDA (billion VND)	N/A	898	1,285	43	
NPAT-MI (Billion VND)	278	329	626	90	

#### **Outlook & Valuation**

Source: NT2, RongViet Securities

Having faced many challenges in 2024 when (1) the alpha rate for thermal power plants is at its lowest level since the electricity market came into operation and (2) the shortage of fuel prevents plants from being dispatched at high capacity, we expect 2025 to be the year of recovery for NT2. Accordingly, we expect:

- 1. Dispatched electricity volume will increase by 15% YoY.
- 2. The alpha rate has improved comprehensively from the low level in 2024.
- 3. Profit margins expand when (a) the contracted power output may be higher than the actual rate, helping the plant to enjoy the revenue difference under the CfD contract, and (b) the plant depreciation cost begins to decrease from Q4/2025.

In the long term, however, we believe that gas power plants using domestic gas sources are unlikely to be dispatched at high capacity because the ongoing decrease in domestic gas supply. NT2 can solve the difficulty of fuel supply shortage by switching to using imported LNG fuel. However, the Company's Board of Directors has not yet made a plan to convert fuel sources due to the lack of a specific framework for gas purchase prices and recycling and warehousing costs. Therefore, this remains an issue to be monitored.

Using a combination of FCFF and EV/EBITDA methods with a ratio of 80:20, we recommend **ACCUMULATE** with NT2 stock with a **target price of 24,200 VND/share**. Combined with the expected 12-month cash dividend of 1,000 VND/share, the total expected return of the stock is **11%** compared to the closing price on September 3rd, 2025.

Table 4: Long-term valuation using the FCFF method

DCF Assumption	Value	Valuation Summary	Unit: Billion VND
WACC 2025	11.6%	DCF Projection Time	5 years
Effective tax rates	15.0%	Discounted free cash flow	6,410
Cost of Equity	13.3%	+ Cash & equivalent at valuation date	3,256
Risk-free interest rates	5.0%	-Debt	-2,141
Equity risk compensation	9.0%	Equity Value	7,525
Beta	0.9	Number of outstanding shares (million shares)	288
Exit EV/EBITDA	6.0x	Equity value per share (VND)	22,815

Source: RongViet Securities



Table 5: Sensitivity table for NT2's Equity Value per Share (VND)

			Ex	tit EV/EBITDA		
		4.0	5.0	6.0	7.0	8.0
	7.6%	24,198	21,693	21,693	24,198	29,208
WACC	9.6%	25,533	22,815	22,815	25,533	30,969
	11.6%	25,533	22,815	22,815	25,533	30,969
	13.6%	24,198	21,693	21,693	24,198	29,208
	15.6%	21,865	19,728	19,728	21,865	26,140

Source: RongViet Securities

Table 6: Short-term valuation using the EV/EBITDA comparison method (VND)

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		EV/EBITDA						
		5.00 5.50 6.00 6.50 7.00						
EBITDA 2025 (billion VND)	1,285	25,405	27,638	29,870	32,102	34,335		

Source: RongViet Securities

Table 7: Aggregate valuation of NT2 (VND)

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Method	Value	Ratio	Target price (VND/share)				
DCF (5 years, WACC: 11.6%, EVEBITDA: 6.0x)	22,815	80%	18,240				
EV/EBITDA (6.0x, EBITDA 2025F)	29,870	20%	5,960				
Total		100%	24,200				

Source: RongViet Securities

#### **Valuation History**

Compared to the previous valuation, we adjusted the ratio in the FCFF:EV/EBITDA combination from 60:40 to 80:20, to reflect the EBITDA fluctuation risk of NT2 in the 2025–2026 period. In 2025, EBITDA forecast to reach VND 1,285 billion (+97% yoy), but will decrease to VND 839 billion in 2026 (-35% yoy). The main reasons come from (1) depreciation expense reduced to VND150 billion/year (-73% yoy), and (2) the high alpha rate in 2025 is difficult to maintain in the medium-long, likely to return to the multi-year average of NT2 in 2026.

We believe that NT2's EBITDA outlook is currently in a volatile period, therefore investors need to closely monitor this factor when evaluating opportunities with NT2 stocks.

Table 8: VDSC's NT2 valuation history

, and a second second	Valuation Aug 7 <sup>th</sup> , 2025	Valuation Sep 3 <sup>rd</sup> ,2025
DCF (5 years, WACC: 11.6%, EVEBITDA: 6.0x)	19,204	22,815
EV/EBITDA (6.0x, EBITDA 2025F)	23,394	29,870
Ratio	60:40	80:20
Valuation (Billion VND)	20,900	24,200

Source: RongViet Securities



### **Addendum**

Table 9: Business results Q2/2025

Target (billion VND)	Q2/2025	Q1/2024	+/- (qoq)	Q2/2024	+/- (yoy)
Net sales	2,081	1,427	46%	2,186	-5%
Gross Profit	367	45	721%	130	183%
SG&A exp	21	19	15%	18	16%
Income from affiliates	345	26	1230%	111	211%
EBITDA	517	196	163%	283	83%
EBIT	345	25	1298%	111	211%
Financial Costs	18	12	47%	9	110%
- Interest expenses	18	12	47%	9	110%
Depreciation	172	172	0%	172	0%
Other profit	-	-			
Unusual items	-	-			
Profit before tax	365	44	737%	122	199%
Profit after tax	326	37	783%	122	167%
NPAT adjusts items	326	37	783%	122	167%

Source: NT2, RongViet Securities

Table 10: Analysis of business conditions Q2/2025

Quota	Q2/2025	Q1/2024	+/- (qoq)	Q2/2024	+/- (yoy)
Profitability ratio					
Gross margin	18%	3%	14 pps	6%	12 pps
EBITDA/Net sales	25%	14%	11 pps	13%	12 pps
EBIT/Net sales	17%	2%	15 pps	5%	11 pps
Net margin	16%	3%	13 pps	6%	10 pps
Adjusted net margin	16%	3%	13 pps	6%	10 pps
Efficiency ratio * (x)					
- Inventory ratio	0.8	1.0	-0.2	0.6	0.1
- Accounts receivable ratio	6.0	8.2	-2.2	4.3	1.7
- Payables ratio	3.6	5.9	-2.3	5.6	-2.1
Leverage (%)					
Total liabilities/Total equity	103%	85%	18 pps	142%	-39 pps

Source: NT2, RongViet Securities |(\*) annualized



Net revenue         8,788         6,386         5,944         7,918         Codes         3,700         5,876         5,892         7,075         Short-term investment         949         2,100         2,273         3,183         700         50,800         7,000         3,000         3,000         50,000         50,000         100<				Ві	illion VND					Billion VND
COCO         7,706         5,876         5,892         7,057         Short-term investment         949         2,100         2,273         3,183           Gross profit         1,082         310         52         860         Receivables         2,911         2,306         2,999         3,579           SCABA expense         0         0         0         0         0 leventories         2,911         2,306         3,99         3,579           SCABA expense         1,241         0         0         0         0         10 leventories         2,91         2,912         2,229         2,225         1,442         949           Other profit         1,14         0         7,22         1,1         Long-term investment         0         1         2,22         2,22         22         22         22         22         22         22         22         22         22         22         22         22         22         22         22         22         22         22         1,01         1,02         9,0         1,02         1,02         1,02         1,02         1,02         1,02         1,02         1,02         1,02         1,02         1,02         1,02         1,02	Business Result	2022A	2023A	2024A	2025F	BALANCE SHEET	2022A	2023A	2024A	2025F
Gross profit         1,082         510         528         686         Receivables         2,911         2,326         2,938         3,248         3,739         408         3,739         408         3,739         408         3,739         408         3,739         408         3,739         408         3,739         408         3,739         408         3,739         408         3,739         408         1,739         408         1,739         409         2,725         1,742         2,742         2,742         2,742         2,742         2,742         2,742         2,742         2,742         2,742         2,742         1,742	Net revenue	8,788	6,386	5,944	7,918	Cash & Equivalents	384	1	57	79
SGBA expense         0         0         0         0         Inventories         307         260         333         406           Finance income         131         69         81         127         Checr current assets         5         83         122         69           Cher profit         15         34         35         89         Inangible fixed assets         2809         2125         1,42         495           Cher profit         15         34         351         89         Inangible fixed assets         280         2125         1,42         295           BBT         14         0         72         1         Conjuster investment         79         1,55         1,482         1,975           MINATAM         0         0         0         Total assets         7,445         8,451         8,69         1,925           EBIT         883         473         283         620         50         Forterm debt         631         1,235         1,60         1,60           BEIT         883         473         223         2024         2023         2024         2023         2024         2023         2024         2023         2024         2023	COGS	7,706	5,876	5,892	7,057	Short-term investment	949	2,100	2,273	3,183
Finance income   131   699   811   127   Other current assets   5 83   122   649   679   6100   695   73   73   745   7	Gross profit	1,082	510	52	860	Receivables	2,911	2,326	2,989	3,579
Friance expenses  Chebr profit  15 34 35 89 Intragible fixed assets  28 2 22 22 22 22 22 22 22 22 22 22 22 22	SG&A expense	0	0	0	0	Inventories	307	260	333	406
Other profit         15         34         35         Bay         Intangible fixed assets         22         22         22         22         23         32         23         34         23         34         104         736         Chenor-current assets         79         1,556         1,482         1,975         Manority of interest         60         31         10         70         Chenor-current assets         77,455         8,481         8,698         1,728         1,728         1,728         1,748         8,181         6,909         1,728         1,748         8,181         6,909         1,728         1,748         8,181         6,909         1,728         1,748         1,748         8,181         6,909         1,728         1,748         1,748         8,181         8,609         1,728         1,749         1,748         1,749 </td <td>Finance income</td> <td>131</td> <td>69</td> <td>81</td> <td>127</td> <td>Other current assets</td> <td>5</td> <td>83</td> <td>122</td> <td>69</td>	Finance income	131	69	81	127	Other current assets	5	83	122	69
EBT         -14         0         72         11         Long-term investment         0         1         2         34         314         104         736         Other non-currentassets         79         1,56         1,82         1,93         1,93         1,93         1,93         1,93         1,93         1,93         1,93         1,74         1,74         1,83         1,83         1,74         1,74         1,63         2,53         1,74         1,74         1,63         2,53         1,74         1,74         1,63         2,53         1,74         1,74         1,63         2,53         1,74         1,74         1,74         1,72         1,74         1,74         1,74         1,72         1,74	Finance expense	24	107	100	95	Tangible fixed assets	2,809	2,125	1,442	945
Corporate income tax         943         514         104         736         Other non-current assets         79         1,556         1,482         1,915         Mode, 10         10         Total assets         7,445         8,431         8,698         10,288         1,783         1,784         1,818         1,785         1,808         2,233         1,740         1,784         2,818         1,780         2,783         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780         1,788         1,780	Other profit	15	34	35	89	Intangible fixed assets	22	22	22	22
Minority of interest	EBT	-14	0	72	1	Long-term investment	0	1	2	3
NPAT-MI         0         0         0         Trade payables         377         1,680         2,235         1,780	Corporate income tax	943	514	104	736	Other non-current assets	79	1,556	1,482	1,975
EBIT	Minority of interest	60	41	21	110	Total assets	7,445	8,451	8,698	10,258
EBITDA	NPAT-MI	0	0	0	0	Trade payables	770	1,680	2,253	1,740
Professional P	EBIT	883	473	83	626	Short-term debt	631	1,200	996	1,788
FINANCIAL INDICATORS   2022   2023   2024   2025   Science and technology fund   0   0   0   0   0   0   0   0   0	EBITDA	948	441	-33	342	Short-term debt	-	-	-	-
FINANCIAL INDICATORS         20224         20234         20244         20255         Science and technology fund         0         0         0         0         5.794           Growth (%)         Total liabilities         2,831         4,115         4,509         5,794           NET Sales         43         -27         -7         33         Paid-in capital         4,614         4,336         4,189         4,464           BBIT DA         61         -34         -42         97         Treasury shares         1,554         1,231         1,085         1,36         1,33         1         1,085         1,36         1,33         1         1,085         1,554         1,231         1,085         1,33         1         1,085         1,554         1,231         1,085         1,33         1         1,085         1,541         1,231         1,085         1,33         1         1,085         1,541         1,231         1,085         1,23         3         0         0         1         1,082         1,225         1,225         1,225         1,225         1,225         1,225         1,225         1,225         1,225         1,225         1,225         1,225         1,225         1,225 <td< td=""><td></td><td></td><td></td><td></td><td>%</td><td>Other liabilities</td><td>1,431</td><td>1,235</td><td>1,260</td><td>1,678</td></td<>					%	Other liabilities	1,431	1,235	1,260	1,678
Growth (%)         Very Labels         4,31         2.77         7.7         3.3         Palch in capital         4,614         4,316         4,109         4,464           EBITDA         3.1         -3.1         -42         9.7         Treasury shares         0         0         1         2.2         3           BBIT         69         -54         -108         -2.283         Retained earnings         1,554         1,21         1,085         1,366         1,366         1,268         2,283         Retained earnings         1,554         1,21         1,085         1,368         1,288         1,288         1,554         1,21         1,085         1,368         1,288         1,288         1,288         1,554         1,21         1,085         1,368         1,368         1,289         1,606         1,288						Bonus & welfare funds	0	0	0	0
Net sales         43         -27         -7         33         Paid-in capital         4,614         4,336         4,189         4,466           EBITDA         31         -31         -42         97         Treasury shares         0         1         2         3           EBIT         69         -54         -108         -2,283         Retained earnings         1,554         1,231         1,085         1,360           NPAT-MI         65         -46         -82         673         Other funds         0         1         2         3           Total assets         12         14         3         1         Investment & development funds         181         262         225         2025           Total equity         9         -6         -83         0         7         Total equity         7,445         8,451         8,69         20,28           Total equity         9         0         10         10         7         10         10         7         4         20         20         10         0         0         0         4         20         10         0         0         10         10         20         10         10         10	FINANCIAL INDICATORS	2022A	2023A	2024A	2025F	Science and technology fund	0	0	0	0
EBITDA 31 -31 -42 97 Treasury shares 0 0 1 2 3 3 6 6 6 6 7 6 1 6 7 6 7 6 7 6 7 6 7 6 7 6	Growth (%)					Total liabilities	2,831	4,115	4,509	5,794
EBIT         69         -54         -108         -2.283         Retained earnings         1,554         1,231         1,085         1,30           NPAT-MI         65         -46         -82         673         Other funds         0         1         2         3           Total assets         12         14         3         1         Investment & development funds         181         226         226         225           Total equity         9         -6         -3         0         Total equity         7,445         8,451         8,69         10,28         0 </td <td>Net sales</td> <td>43</td> <td>-27</td> <td>-7</td> <td>33</td> <td>Paid-in capital</td> <td>4,614</td> <td>4,336</td> <td>4,189</td> <td>4,464</td>	Net sales	43	-27	-7	33	Paid-in capital	4,614	4,336	4,189	4,464
NPAT-MII         65         -46         -82         673         Other funds         0         1         2         3           Total assets         12         14         3         1         Investment & development funds         181         226         226         225           Total equity         9         -6         -3         0         Total equity         7,445         8,451         8,698         10,258           Profitability (%)         Gross margin         12.3         8.0         0.9         10.9         VALUATION RATIOS         2022A         2023A         2024A         20	EBITDA	31	-31	-42	97	Treasury shares	0	1	2	3
Total assets 12 14 3 1 1 Investment & development funds 181 226 226 228 228 228 228 228 228 228 228	EBIT	69	-54	-108	-2.283	Retained earnings	1,554	1,231	1,085	1,360
Total equity	NPAT-MI	65	-46	-82	673	Other funds	0	1	2	3
Profitability (%)         Minority of interest         0	Total assets	12	14	3	1	Investment & development funds	181	226	226	225
Profitability (%)         Profitability (%)         Profitability (%)         12.3         8.0         0.9         10.9         VALUATION RATIOS         2022A         2023A         2024A         2025F           EBITDA margin         18.6         17.7         11.0         16.2         EPS (VND)         3.069         1,643         288         2,174           EBIT margin         10.8         6.9         -0.6         4.3         P/E (x)         8.4         12.1         629         11.3           Net margin         10.1         7.4         1.4         7.9         BV (VND)         16,027         15,062         14,552         15,068           ROA         11.9         5.6         1.0         6.1         P/B (x)         1.6         1.3         1.2         1,60           ROE         19.1         10.9         2.0         14.0         DPS (VND)         2,500         1,500         700         1,00           Performance	Total equity	9	-6	-3	0	Total equity	7,445	8,451	8,698	10,258
Gross margin         12.3         8.0         0.9         10.9         VALUATION RATIOS         2022A         2023A         2024A         2025E           EBITDA margin         18.6         17.7         11.0         16.2         EPS (VND)         3,069         1,643         288         2,174           EBIT margin         10.8         6.9         -0.6         4.3         P/E (x)         8.4         12.1         629         11.3           Net margin         10.1         7.4         1.4         7.9         BV (VND)         16,027         15,062         14,552         15,068           ROA         11.9         5.6         1.0         6.1         P/B (x)         1.6         1.3         1.2         1,6           ROE         19.1         10.9         2.0         14.0         DPS (VND)         2,500         1,500         700         1,000           Performance         3.0         2.7         2.0         2.2         VALUATION MODEL         Price         Contribution         Average           Inventory turnover         25.1         22.6         17.7         17.4         FCFF         22,815         80%         18,240           Pâyble turnover         1.6 <t< td=""><td></td><td></td><td></td><td></td><td></td><td>Minority of interest</td><td>0</td><td>0</td><td>0</td><td>0</td></t<>						Minority of interest	0	0	0	0
EBITDA margin 18.6 17.7 11.0 16.2 EPS (VND) 3,069 1,643 288 2,174  EBIT margin 10.8 6.9 -0.6 4.3 P/E (x) 8.4 12.1 629 11.3  Net margin 10.1 7.4 1.4 7.9 BV (VND) 16,027 15,062 14,552 15,508  ROA 11.9 5.6 1.0 6.1 P/B (x) 1.6 1.3 1.2 1.6  ROE 19.1 10.9 2.0 14.0 DPS (VND) 2,500 1,500 700 1,000  Performance times Dividend yield (%) 0 6.1 3.8 4.1  Receivables turnover 3.0 2.7 2.0 2.2 VALUATION MODEL Price CONTINUION 18,240  Pâyble turnover 10.0 3.5 2.6 1.7 17.4 FCFF 22,815 80% 18,240  Liquidity ratios (x) Target price (dong)	Profitability (%)									
EBIT margin 10.8 6.9 -0.6 4.3 P/E (x) 8.4 12.1 629 11.3 Net margin 10.1 7.4 1.4 7.9 BV (VND) 16,027 15,062 14,552 15,508 ROA 11.9 5.6 1.0 6.1 P/B (x) 1.6 1.3 1.2 1,608 ROE 19.1 10.9 2.0 14.0 DPS (VND) 2,500 1,500 1,500 1,000 1,000 Performance -times Dividend yield (%) 0 6.1 3.8 4.1 Receivables turnover 3.0 2.7 2.0 2.2 VALUATION MODEL Price Contribution Average Inventory turnover 25.1 22.6 17.7 17.4 FCFF 22,815 80% 18,240 Påyble turnover 10.0 3.5 2.6 4.1 EV/EBITDA 29,870 20% 5,960 Liquidity ratios (x) Target price (dong) Roll Target pr	Gross margin	12.3	8.0	0.9	10.9	VALUATION RATIOS	2022A	2023A	2024A	2025F
Net margin         10.1         7.4         1.4         7.9         BV (VND)         16,027         15,062         14,552         15,508           ROA         11.9         5.6         1.0         6.1         P/B (x)         1.6         1.3         1.2         1,6           ROE         19.1         10.9         2.0         14.0         DPS (VND)         2,500         1,500         700         1,000           Performance         -times         Dividend yield (%)         0         6.1         3.8         4.1           Receivables turnover         3.0         2.7         2.0         2.2         VALUATION MODEL         Price         Contribution         Average           Inventory turnover         25.1         22.6         17.7         17.4         FCFF         22,815         80%         18,240           Pâyble turnover         10.0         3.5         2.6         4.1         EV/EBITDA         29,870         20%         5,960           Liquidity ratios (x)         -times         Target price (dong)         Target price (dong)         24,200         24,200           Current         1.6         1.2         1.3         1.3         1.3         1.3         1.5         1.5 <td>EBITDA margin</td> <td>18.6</td> <td>17.7</td> <td>11.0</td> <td>16.2</td> <td>EPS (VND)</td> <td>3,069</td> <td>1,643</td> <td>288</td> <td>2,174</td>	EBITDA margin	18.6	17.7	11.0	16.2	EPS (VND)	3,069	1,643	288	2,174
ROA 11.9 5.6 1.0 6.1 P/B (x) 1.6 1.6 1.3 1.2 1,6 ROE 19.1 10.9 2.0 14.0 DPS (VND) 2,500 1,500 700 1,000 Performance -times Dividend yield (%) 0 6.1 3.8 4.1 Receivables turnover 3.0 2.7 2.0 2.2 VALUATION MODEL Price Contribution Average Inventory turnover 25.1 22.6 17.7 17.4 FCFF 22,815 80% 18,240 Påyble turnover 10.0 3.5 2.6 4.1 EV/EBITDA 29,870 20% 5,960 Liquidity ratios (x) Target price (dong) 24,200 Current 1.6 1.2 1.3 1.3 Quick 1.5 1.1 1.2 1.2 Solvency ratios (%) Total liabilities/total equity 14 28 24 53 Short-term debt/Total equity VALUATION HISTORY PRICE RECOMMENDATION TIME Short-term debt/Total equity VALUATION HISTORY PRICE RECOMMENDATION TIME 1 year	EBIT margin	10.8	6.9	-0.6	4.3	P/E (x)	8.4	12.1	629	11.3
ROE 19.1 10.9 2.0 14.0 DPS (VND) 2,500 1,500 700 1,000  Performance 3.0 2.7 2.0 2.2 VALUATION MODEL Price Contribution Average Inventory turnover 25.1 22.6 17.7 17.4 FCFF 22,815 80% 18,240 Pâyble turnover 10.0 3.5 2.6 4.1 EV/EBITDA 29,870 20% 5,960  Liquidity ratios (x) -times Target price (dong) Target price (dong) 24,200  Current 1.6 1.2 1.3 1.3  Quick 1.5 1.1 1.2 1.2  Solvency ratios (%)  Total liabilities/total equity 14 28 24 53  Total debt/Total equity 14 28 24 53  Short-term debt/Total equity 14 28 24 53  Short-term debt/Total equity 14 28 24 53	Net margin	10.1	7.4	1.4	7.9	BV (VND)	16,027	15,062	14,552	15,508
Performance         -times         Dividend yield (%)         0         6.1         3.8         4.1           Receivables turnover         3.0         2.7         2.0         2.2         VALUATION MODEL         Price         Contribution         Average           Inventory turnover         25.1         22.6         17.7         17.4         FCFF         22,815         80%         18,240           Pâyble turnover         10.0         3.5         2.6         4.1         EV/EBITDA         29,870         20%         5,960           Liquidity ratios (x)         -times         Target price (dong)         7         24,200         24,200           Current         1.6         1.2         1.3         1	ROA	11.9	5.6	1.0	6.1	P/B (x)	1.6	1.3	1.2	1,6
Receivables turnover 3.0 2.7 2.0 2.2 VALUATION MODEL Price Contribution Average Inventory turnover 25.1 22.6 17.7 17.4 FCFF 22,815 80% 18,240 Pâyble turnover 10.0 3.5 2.6 4.1 EV/EBITDA 29,870 20% 5,960  Liquidity ratios (x) Target price (dong) 24,200  Current 1.6 1.2 1.3 1.3 Quick 1.5 1.1 1.2 1.2  Solvency ratios (%) Total liabilities/total equity 14 28 24 53 Total debt/Total equity 14 28 24 53 Short-term debt/Total equity VALUATION HISTORY PRICE RECOMMENDATION TIME 06/2025 20,900 ACCUMULATE 1 year	ROE	19.1	10.9	2.0	14.0	DPS (VND)	2,500	1,500	700	1,000
Inventory turnover	Performance				-times	Dividend yield (%)	0	6.1	3.8	4.1
Pâyble turnover         10.0         3.5         2.6         4.1         EV/EBITDA         29,870         20%         5,960           Liquidity ratios (x)         Target price (dong)         24,200           Current         1.6         1.2         1.3         1.3           Quick         1.5         1.1         1.2         1.2           Solvency ratios (%)           Total liabilities/total equity         14         28         24         53           Total debt/Total equity         14         28         24         53           Short-term debt/Total equity         -         -         -         VALUATION HISTORY         PRICE RECOMMENDATION         TIME           06/2025         20,900         ACCUMULATE         1 year	Receivables turnover	3.0	2.7	2.0	2.2	VALUATION MODEL	Price	Contri	bution	Average
Liquidity ratios (x)         -times         Target price (dong)         24,200           Current         1.6         1.2         1.3         1.3           Quick         1.5         1.1         1.2         1.2           Solvency ratios (%)           Total liabilities/total equity         14         28         24         53           Total debt/Total equity         14         28         24         53           Short-term debt/Total equity         -         -         -         -         -         VALUATION HISTORY         PRICE RECOMMENDATION         TIME           06/2025         20,900         ACCUMULATE         1 year	Inventory turnover	25.1	22.6	17.7	17.4	FCFF	22,815		80%	18,240
Current       1.6       1.2       1.3       1.3         Quick       1.5       1.1       1.2       1.2         Solvency ratios (%)         Total liabilities/total equity       14       28       24       53         Total debt/Total equity       14       28       24       53         Short-term debt/Total equity       -       -       -       -       VALUATION HISTORY       PRICE RECOMMENDATION       TIME         06/2025       20,900       ACCUMULATE       1 year	Pâyble turnover	10.0	3.5	2.6	4.1	EV/EBITDA	29,870		20%	5,960
Quick       1.5       1.1       1.2       1.2         Solvency ratios (%)       Total liabilities/total equity       14       28       24       53         Total debt/Total equity       14       28       24       53         Short-term debt/Total equity       -       -       -       -       VALUATION HISTORY       PRICE RECOMMENDATION       TIME         06/2025       20,900       ACCUMULATE       1 year	Liquidity ratios (x)				-times	Target price (dong)				24,200
Solvency ratios (%)  Total liabilities/total equity  14  28  24  53  Total debt/Total equity  14  28  24  53  Short-term debt/Total equity	Current	1.6	1.2	1.3	1.3					
Total liabilities/total equity 14 28 24 53  Total debt/Total equity 14 28 24 53  Short-term debt/Total equity VALUATION HISTORY PRICE RECOMMENDATION TIME 06/2025 20,900 ACCUMULATE 1 year	Quick	1.5	1.1	1.2	1.2					
Total liabilities/total equity 14 28 24 53  Total debt/Total equity 14 28 24 53  Short-term debt/Total equity VALUATION HISTORY PRICE RECOMMENDATION TIME 06/2025 20,900 ACCUMULATE 1 year	Solvency ratios (%)									
Total debt/Total equity 14 28 24 53  Short-term debt/Total equity VALUATION HISTORY PRICE RECOMMENDATION TIME 06/2025 20,900 ACCUMULATE 1 year	Total liabilities/total equity	14	28	24	53					
Short-term debt/Total equity WALUATION HISTORY PRICE RECOMMENDATION TIME  06/2025 20,900 ACCUMULATE 1 year	Total debt/Total equity	14	28	24	53					
06/2025 20,900 ACCUMULATE 1 year	Short-term debt/Total equity	-	-	-	-	VALUATION HISTORY	PRICE REC	OMMEND	ATION	TIME
•	. ,									
						09/2025	24,900	ACCUM	ULATE	•



#### **Company Report**

This report is created to provide 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 feedback 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 only offer some reference valuations to give investors additional information, classified under the **OBSERVE** recommendation.

#### **ABOUT US**

+84 28 6299 2006

Retail

+84 28 6299 2006 (1526)

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The Analysis and Investment Advisory Department of RongVietSecurities provides research reports on the macro-economy, securities market and investment

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+ 84 28 6299 2006 (1526)	+ 84 28 6299 2006 (1530)	+ 84 28 6299 2006 (2223)	+ 84 28 6299 2006 (1524)	+ 84 28 6299 2006 (1526)			
• Retail	<ul> <li>Macroeconomics</li> </ul>	<ul><li>Sea ports</li><li>Aviation</li><li>Textiles</li></ul>	<ul><li>Fishery</li><li>Fertilizer</li></ul>	<ul><li>Retail</li><li>Automotive &amp; Spare parts</li><li>Consumer</li></ul>			
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