

## HA DO JSC (HDG)

**ADD (Maintained)**

### POWER

Current Price	VND32,000
52Wk High/Low	VND33,950/17,909
Target Price	VND37,400
Previous TP	VND30,400
TP vs Consensus	19.4%
Upside	16.9%
Dividend Yield	1.6%
Total stock return	18.4%

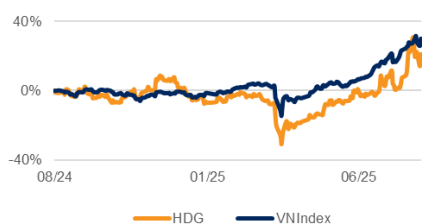
Growth rating	Positive
Value rating	Positive
ST Technical Analysis	<a href="#">Positive</a>

Market Cap	USD449.0mn
3m Avg daily value	USD6.7mn
Avail Foreign Room	USD137.7mn
Outstanding Shares	370.0mn
Fully diluted O/S	370.0mn

	HDG	Peers	VNI
P/E TTM	61.3x	15.6x	15.1x
P/B Current	1.9x	1.3x	2.1x
ROA	1.4%	3.2%	2.2%
ROE	3.2%	8.2%	13.6%

\*as of 8/27/2025

### Share Price performance



Performance (%)	1M	3M	12M
HDG	12.3%	32.0%	21.0%
VNI Index	8.9%	25.1%	30.3%

### Ownership

Nguyen Trong Thong	31.8%
Nguyen Van To	8.1%
Others	60.1%

### Business Description

HDG was founded in 1990 as a construction firm under the Ministry of Defense. It specializes in real estate development and construction. With a focus on Hanoi and HCMC, its portfolio encompasses diverse projects such as villas, townhouses, offices, and hotels. Beyond real estate, HDG has actively pursued power generation, specializing in cost-effective development of small hydropower plants while also venturing into solar and wind power.

### Analyst(s):



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## Worst already behind it

- Maintain an ADD rating with 16.9% upside and a 1.6% dividend yield. We increase our TP by 23% while the share price has increased 28.5% since our last report.
- Our higher TP is due to higher EPS forecast and rolling our model to mid-25.
- The current P/B of 1.9x is slightly above the five-year average P/B of 1.8x and is still attractive given we project ROE to increase 5x by 2026.

### Financial Highlights

- HDG reported a net loss of VND25bn (USD1mn) (-139% YoY) in 2Q25 due to a lack of property revenue and a surge in expenses.
- We forecast NP to grow 166%/152% YoY in FY25-26, driven by the handover of Charm Villas 3 and the potential provision reversal in 2026.

### Investment Thesis

#### Positive news on FIT violations lifts HDG's renewable prospects

EVN's recent proposal to resolve FIT violations is wonderful news for HDG's renewable outlook. In the proposal, EVN generally allows FIT-violating renewable projects to enjoy a FIT price from the COD time according to signed PPA. Accordingly, HDG's Infra 1 and Hong Phong 4 (HP4) solar projects will enjoy FIT1 price. Furthermore, HDG can also record a provision reversal of VND550bn (USD21mn), which it has already booked in advance in late-2024 and 1H25 to reflect risk of retroactivity at the HP4 project, once it receives CCA, which it expects in 2026.

#### Launch of Charm 3 to drive short-term earnings

HDG's key earnings driver, Charm Villas 3, officially launches in 2H25. The selling price is likely above VND220mn/sqm (USD8.5mn), which is well above our previous expectations. This high price level will enhance the profitability of this project, but may also slightly impact the absorption pace, in our view. In general, we estimate this project to generate VND276bn/VND1.1tn (USD11mn/USD43mn), contributing 30%/48% of total NP in 2025-26, with the absorption rate reaching 85% by 2026.

#### Residential property to bounce back into a new cycle

After a stagnant period, we see positive prospects for HDG's property segment, triggered by a property market rebound driven by a low interest rate environment and regulatory improvements due to the efforts of local authorities to resolve legal hurdles impeding real estate projects. HDG has three projects on the pilot list for implementation following Resolution 171/2024/QH15, including one in Hanoi and two in HCMC. We expect these projects to generate revenue mostly from 2028 onward, becoming the key earnings drivers for HDG in the long term.

#### Hydropower stable, wind increases thanks to removal of curtailment provision

According to the latest ENSO forecast, a neutral condition should be the dominant phenomenon in the year ahead, weighing on HDG's hydropower growth outlook. Thus, we expect hydropower to inch down YoY in 2H25, translating to 13.9% YoY growth for all of FY25. For wind power, HDG has successfully removed the curtailment provision for 7A wind projects from 2025, leading to a wind power output growth projection of 14.6% YoY for 2025.

	12-23A	12-24A	12-25E	12-26F
Revenue growth	-19.3%	-5.9%	15.2%	54.1%
EPS growth	-39.3%	-47.6%	165.8%	152.4%
Gross margin	59.6%	58.5%	65.5%	68.8%
Net profit margin	23.0%	12.8%	29.6%	48.4%
P/E (x)	13.7	32.7	14.6	5.8
Rolling P/B (x)	1.4	1.6		
ROAE	11.9%	5.8%	14.0%	29.3%
Net debt to equity	80.9%	62.6%	47.4%	7.1%

Source: VNDIRECT RESEARCH

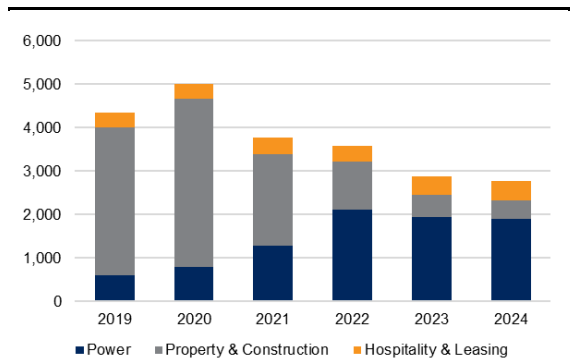
## Company Profile: A well-known player in both power and real estate sectors

Established in 1992 as a construction firm under the Defense Ministry's military technical institute, HDG was privatized in 2004 and listed on HoSE in 2010. The company built its solid brand name in the property market with several residential projects, including: 183 Hoang Van Thai (in 2009), Nguyen Van Cong (in 2010), CC1 (in 2014), and its landmark project, HaDo Centrosa (in 2016).

Since 2019, HDG has been gradually shifting its business focus toward renewable energy to seize opportunities emerging from Vietnam's power sector. The company initially invested in small hydropower plants (designed capacity of 30 MW) and then expanded its portfolio into wind power and solar power projects in order to seize opportunity from the Government's preferential policies for this sector. As of February 2024, HDG is managing five hydropower plants, two solar farms and a wind power plant with total designed capacity of 460 MW. HDG has established a reputation for developing and operating power generation projects efficiently and at comparatively low costs.

In addition to developing residential and commercial properties, HDG actively manages a portfolio of office and commercial leasing spaces, primarily concentrated in Ho Chi Minh City and Hanoi. The group owns and operates the Ibis Saigon Airport hotel, offering 217 rooms and 65 serviced apartments.

**Figure 1: Revenue by segment (VNDbn)**



Source: VNDIRECT RESEARCH, COMPANY REPORTS

**Figure 2: HDG's power plant portfolio**

Power plants	Location	Ownership	Operation	Capacity (MW)	Total investment (VNDbn)
<b>HYDROPOWER PLANTS</b>					
Za Hung	Da Nang	52%	2009	30	484
Nam Pong	Nghe An	52%	2014	30	738
Nhan Hac	Nghe An	52%	2018	59	1,300
Song Tranh 4	Da Nang	63%	2021	48	1,536
Dak Mi 2	Da Nang	98%	2021	147	3,675
La Trong	Quang Tri	26%	2H25	22	1,000
Son Nham	Quang Ngai	100%	4Q26	9	287
<b>SOLAR FARM</b>					
Hong Phong 4	Binh Thuan	83%	2019	48	1,100
SP Infra 1	Ninh Thuan	100%	2020	50	1,055
<b>WIND FARM</b>					
7A Thuan Nam	Ninh Thuan	100%	2021	48	1,460

Source: VNDIRECT RESEARCH, COMPANY REPORTS

## Results Recap: Surprise loss in 2Q25 due to surging expenses

**Figure 3: 2Q25 and 1H25 results review**

VNDbn	2Q25	%YoY	1H25	%YoY	1H25/FY25F
<b>Net sales</b>	<b>584</b>	<b>6.2%</b>	<b>1,182</b>	<b>-15.4%</b>	<b>36.6%</b>
- Property	-	-100.0%	-	-100.0%	0.0%
- Power	466	33.9%	969	27.2%	49.8%
- Hospitality & Office leasing	117	3.3%	234	2.1%	49.5%
<b>Gross profit</b>	<b>254</b>	<b>-3.4%</b>	<b>655</b>	<b>-6.6%</b>	<b>32.0%</b>
- Property	(59)	-309.6%	(42)	-128.1%	-8.4%
- Power	313	73.8%	670	50.2%	50.2%
- Hospitality office leasing	(0)	-100.4%	51	-51.7%	23.6%
SG&A	79	46.0%	135	53.8%	37.3%
Net financial income/(expenses)	(135)	39.3%	(228)	26.9%	77.7%
PBT	49	-61.0%	278	-37.4%	20.0%
<b>NPAT-MI</b>	<b>(25)</b>	<b>-138.9%</b>	<b>130</b>	<b>-54.4%</b>	<b>13.4%</b>
GPM	43.5%	-9.0% pts	55.4%	10.5% pts	
NPM	-4.3%	-15.9% pts	11.0%	-9.4% pts	

Source: VNDIRECT RESEARCH, COMPANY REPORTS

### Power recovery on track, supported by stronger hydropower segment

2Q25 power revenue increased 34% YoY to VND466bn (USD17.9mn) and power gross profit surged 74% YoY to VND331bn (USD12.1mn) mainly due to a recovery of hydropower output from a low 2Q24 base and more favorable weather conditions. Hydropower is still a key contributor for HDG while other segments are facing difficulties.

### Still no contribution from property segment in 2Q25

HDG continued to report no property revenue in 2Q25 as its key project – Charm Villas phase 3 – is scheduled to launch in 3Q25. We expect the launch and handover of Charm Villas 3 to drive the segment's earnings growth in 2H25-26.

### Surging expenses hit 2Q25 bottom line

2Q25 SG&A increased 46% YoY to VND79bn (USD3.0mn) as HDG continued to book provision expense for the electricity selling price difference related to the HP4 solar farm project. Meanwhile, 2Q25 net financial expenses also increased 39.3% YoY to VND135bn (USD5.2mn), mainly due to a 10x YoY surge in FX loss to VND80bn (USD3.0mn), which came from the loan revaluation of the 7A wind project.

### Net loss in 2Q25; 1H25 NP missed our expectation

Overall, 2Q25 revenue increased 6.2% YoY to VND584bn (USD22.5mn), but the bottom line turned negative to a net loss of VND25bn (USD1.0mn) due to a lack of property contribution and surging expenses.

For 1H25, NP dropped 54.4% YoY to VND130bn (USD5mn), well below our expectation at 13.4% of our full-year forecast.

## FY25-26 Outlook: Charm Villas 3 will drive earnings growth

**Figure 4: FY25-26 forecast revision**

VNDbn	Actual	Old		New		%Δ		Comment
	FY24	FY25	FY26	FY25	FY26	FY25	FY26	
<b>Total revenue</b>	<b>2,718</b>	<b>3,227</b>	<b>3,984</b>	<b>3,131</b>	<b>4,825</b>	<b>-3.0%</b>	<b>21.1%</b>	
% yoy	-5.9%	18.8%	23.5%	15.2%	54.1%			
Property	415	794	1,586	533	2,160	-32.9%	36.2%	Our property revenue forecast is changed mainly as we postpone the handover milestone of Charm Villas 3 project toward 2H25-2027 and increase selling prices by 90%
Power	1,891	1,945	1,910	2,107	2,174	8.4%	13.8%	
- Hydropower	1,279	1,339	1,279	1,445	1,516	7.9%	18.5%	We increase FY25-26 hydropower revenue forecast to reflect stronger-than-expected 1H25 results and the contribution of newly-acquired hydropower plant (La Trong plant) from 2H25
- Renewable energy	617	596	617	663	658	11.2%	6.6%	We increase FY25-26 RE revenue forecast as we apply FIT1 price for both HP4 and Infra1 solar projects again and increase 7A wind output projection by 10%
Hospitality & Office leasing	448	472	472	472	472	0.0%	0.0%	
<b>Gross profit</b>	<b>1,648</b>	<b>2,047</b>	<b>2,584</b>	<b>2,051</b>	<b>3,319</b>	<b>0.2%</b>	<b>28.5%</b>	
Property	164	496	1,051	391	1,586	-21.2%	50.8%	
Power	1,261	1,334	1,304	1,489	1,519	11.6%	16.5%	
Hospitality & Office leasing	222	216	229	171	215	-20.7%	-6.2%	
Gross margin (%)	60.6%	63.4%	64.9%	65.5%	68.8%	2.1% pts	3.9% pts	
SG&A expenses	450	361	249	305	402	-15.5%	61.6%	We reduce FY25 SG&A expenses as we erase provision assumption for HP4 in 2H25. In contrast, we increase SG&A expenses in FY26 following the sales of Charm 3
EBIT	1,140	1,686	2,335	1,746	2,917	3.6%	24.9%	
Net financial expense	309	294	218	377	239	28.3%	9.5%	We increase FY25 net financial expense to reflect the FX loss of 7A wind project in 1H25
Pre-tax profit	573	1,393	2,118	1,351	3,157	-3.0%	49.1%	We assume HDG to book provision reversal of VND550bn (USD21mn) related to HP4 project in 2026
<b>Net profit</b>	<b>348</b>	<b>968</b>	<b>1,563</b>	<b>926</b>	<b>2,336</b>	<b>-4.4%</b>	<b>49.4%</b>	
% yoy	-47.6%	178.0%	61.5%	165.8%	152.4%			

Source: VNDIRECT RESEARCH, COMPANY REPORTS

### NP to surge on Charm Villas 3 launch, potential provision reversal

We expect HDG's NP to surge 165.8%/152.4% YoY in FY25-26, respectively, mainly as: 1) hydropower GP grows 18.2% YoY in 2025, then remains stable in 2026 (+2.0% YoY); 2) residential property GP surges 139%/305% YoY in FY25-26 due to the launch and handover of Charm Villas 3 units from late-2025 onwards; and 3) we expect HDG to book provision reversal of VND550bn (USD21mn) related to the HP4 project in 2026. We also note that without provision reversal, our FY26 NP growth projection is 108.6% YoY.

### Property: Charm 3 handover to drive short-term earnings

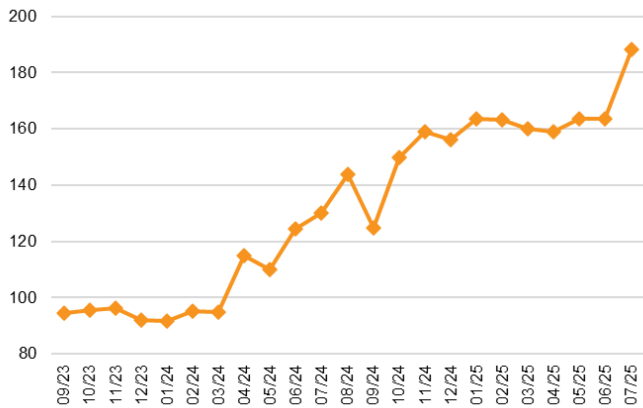
#### HDG to handover Charm 3 from late-2025, driving profit for next two years

In June 2025, HDG officially signed a distribution agreement with AHS Property Company to launch the 108 remaining products of Hado Charm Villas phase 3, which have almost completed construction. The average selling price for these products is likely above VND220mn/sqm (USD8.5mn), which is well above our previous expectations. This high price level will enhance the profitability of this project, but may also impact the absorption pace, in our view. Thus, HDG may

need more time to consume all products of this project. It leads to changes in our average selling price assumption (+90% vs previous forecast) and handover schedule (for all products) of Charm Villas 3 from 2H25-26 to 2H25-27, with accumulated absorption of 85% by end-2026 (20% by end-2025).

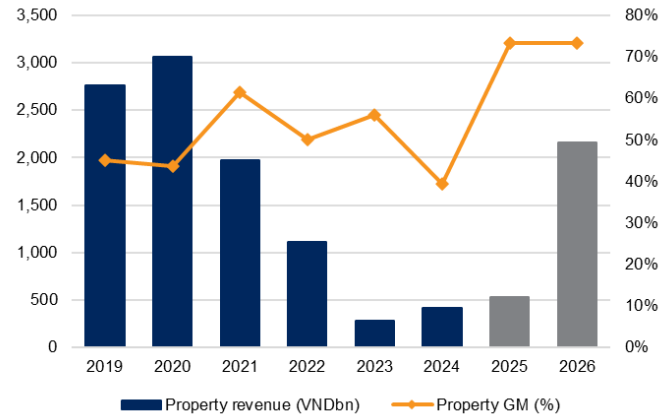
In general, we estimate Charm Villas 3 to generate VND533bn/VND2.2tn (USD20mn/USD83mn) in revenue and VND276bn/VND1.1tn (USD11mn/USD43mn) in net profit, contributing 30%/48% of HDG's total NP in FY25-26.

**Figure 5: Charm Villas average secondary quote price (for existing products) on batdongsan.vn has surged in recent months (Unit: VNDmn/sqm)**



Source: VNDIRECT RESEARCH, Batdongsan.vn

**Figure 6: Charm Villas 3 will determine HDG's residential property earnings recovery in 2025-26**



Source: VNDIRECT RESEARCH, COMPANY REPORTS

### Long-term perspective appears positive due to resolution of legal hurdles

After a stagnant period with no other projects under implementation except Charm Villas 3 due to legal hurdles, we see positive prospects for HDG's residential property segment in the coming year, triggered by a property market rebound driven by: 1) a low interest rate environment; and 2) regulatory improvements due to the efforts of local authorities to resolve legal hurdles impeding real estate projects. Specifically, there are three projects of HDG on the pilot list for implementation following Resolution 171/2024/QH15.

- The 62 Phan Dinh Giot project is already added to the pilot list in Hanoi, and HDG has submitted an application for investment approval.
- The Hado Green Lane and Hado Minh Long projects are being added to the pilot list in HCMC after waiting for HCMC to complete its provincial merger.

Accordingly, we expect these projects to generate revenue mostly from 2028 onward, and become key earnings drivers for HDG in the long term.

**Figure 7: HDG has an ample project pipeline in the property segment. In which, there are 3 projects added on the pilot list for implementation following Resolution 171/2024/QH15**

Project	Location	Product	Ownership (%)	Land site (m2)	Timeframe					
					2H25	2026	2027	2028	2029	
<b>PROPERTY PROJECTS</b>										
Charm Villas phase 3	An Khanh, HN	Villas/Shophouse	100%	300,250						
Hado Green Lane	District 8, HCMC	3 towers with 759 apartments	99%	23,237						
Hado Minh Long	Thu Duc, HCMC	Apartment/Townhouses	100%	27,125						
62 Phan Dinh Giot	Thanh Xuan, HN	Apartment & office	100%	22,399						
Nongtha Central Park	Vientiane, Laos	241 townhouses, 586 villas		745,000						
Land of Education	Cat Bi, Hai Phong	N/A	100%	8,621						
Equipment Joint Stock	Hung Yen	N/A	100%	6,636						
<b>HOSPITALITY &amp; LEASING SPACE</b>										
CC3	Cau Giay, HN	Commercial space & office	100%	4,506						
30 Ta Quang Buu	Hai Ba Trung, HN	Commercial space & office	100%	N/A						
Allia Bao Dai	Nha Trang, Khanh Hoa	- 5 conserved villas - 5 stars hotel with 108 rooms	65%	89,200						
Dich Vong complex	Cau Giay, HN	Hotel & Office - 2 towers with 47 floors	100%	9,865						

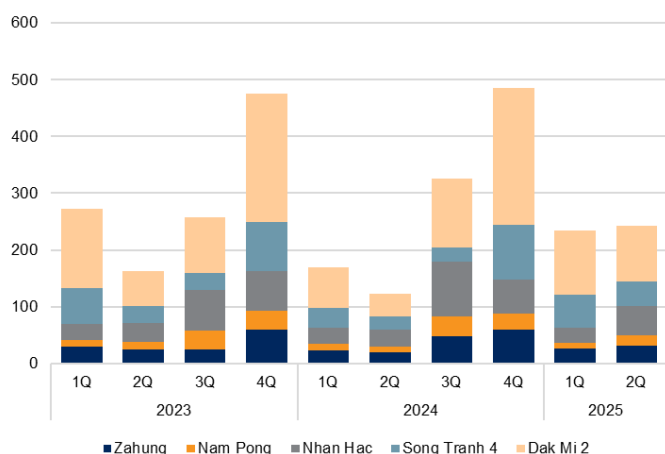
Source: VNDIRECT RESEARCH, COMPANY REPORTS

### Power: Stable hydropower, positive outlook for RE projects

#### Hydropower: Strong 1H25 recovery, but 2H25 outlook may be modest as weather conditions lean toward neutral phase

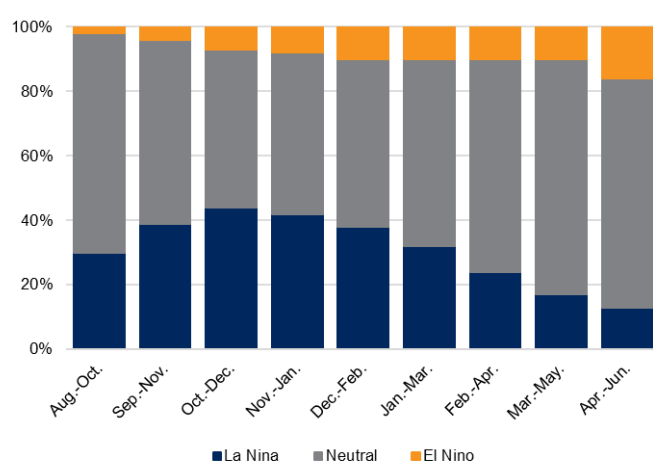
HDG's hydropower volume strongly rebounded in 1H25 with output growth of 63% YoY from a low 1H24 base. The strongest recovery was recorded in two hydropower plants in the Central region, Song Tranh 4 and Dak Mi 2 (+82.6% YoY), driven by more favorable weather conditions compared to a dry 1H24 and the late-coming rainy season of 4Q24 in the Central region.

**Figure 8: HDG's hydropower output strongly rebound in 1H25 but... (mn kWh)**



Source: VNDIRECT RESEARCH, COMPANY REPORTS

**Figure 9: ...2H25 outlook may be modest as neutral conditions should dominate in the year ahead, according to the latest ENSO forecast**

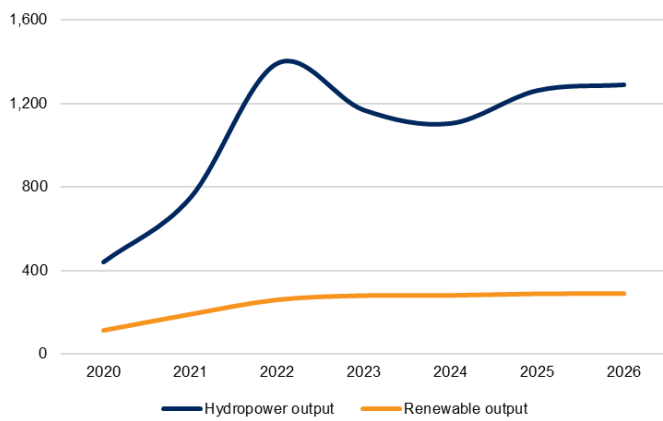


Source: IRI, VNDIRECT RESEARCH

For the year ahead, hydropower volume growth may be modest as weather conditions lean toward a neutral phase for 2H25. According to the latest forecast of the International Research Institute (IRI) in August, a neutral condition should be the dominant phenomenon, leading to moderate rainfall levels that weigh on HDG's hydropower plants growth outlook.

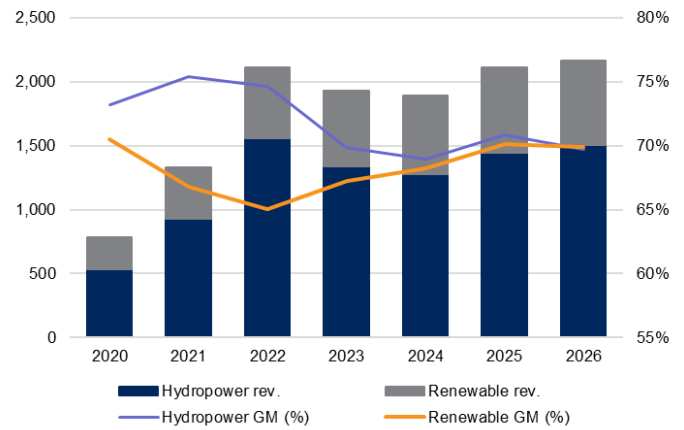
Therefore, we expect hydropower to inch down YoY in 2H25, translating to a 13.9% YoY growth to 1.26 billion kWh for all of FY25. For 2026, we expect hydropower output to remain stable, recording a 2.5% YoY output increase, which mainly comes from the contribution of a newly-acquired plant – La Trong hydropower plant (22MW).

**Figure 10: HDG's hydropower renewable output forecast (mn kWh)**



Source: VNDIRECT RESEARCH, COMPANY REPORTS

**Figure 11: HDG's power business results forecast. We expect both hydropower and renewable segment to improve in 2025-26 (VNDbn)**



Source: VNDIRECT RESEARCH, COMPANY REPORTS

### Renewable: Outlook turns positive amid positive news on FIT issue

*Wind power output increases as HDG has successfully removed curtailment provision for 7A wind projects from 2025*

From early-2025, HDG has successfully removed curtailment provisions for 7A wind projects, meaning that HDG's wind output can increase in coming years. We, thus, expect wind power output to grow 14.6% YoY to 122.6 million kWh in 2025.

For solar power, we expect FY25 output to decline 4.5% YoY to 168.1 million kWh due to more neutral weather conditions compared to 1H24. Overall, we expect HDG's renewable output to inch up 2.7% in 2025.

*Two solar power plants will earn FIT1 price, and HDG can reverse provision at HP4 project following the latest proposal of EVN*

EVN has recently submitted its latest proposal for FIT-violating renewable projects to MoIT. Accordingly:

- EVN proposes to allow CCA-certified projects (such as Infra 1) to enjoy the FIT price from the COD time according to signed power purchase agreements (PPA).
- For projects that have not been awarded CCA (such as HP4), EVN will apply a transitional price frame as a temporary price until these projects get CCA certification.

Although it needs final approval from MoIT, we highly appreciate this proposal's feasibility as it comes from EVN, the a sole buyer, and it reflects the Government's orientation in resolve the difficulties of RE enterprises. According to this proposal, HDG's Infra 1 solar project will enjoy a FIT1 price. For the HP4 solar project, we expect HDG to receive CCA in 2026 to enjoy a FIT1 price and record a provision reversal of VND550bn (USD21mn), which it has already booked in advance in late-2024 and 1H25 to reflect the risk of retroactivity at the HP4 project.

**Figure 12: Projects in HDG's pipeline (including potential projects)**

<b>Power plants</b>	<b>Location</b>	<b>Operation</b>	<b>Capacity (MW)</b>	<b>Est. investment (VNDbn)</b>
<b>Hydropower projects (in HDG's pipeline)</b>				
La Trong	Quang Tri	2H25	22	1,000
Son Nham	Quang Ngai	4Q26	9	287
Son Linh	Quang Ngai	2028	15	N/A
<b>Wind power projects (potential)</b>				
7A Thuan Nam phase 2	Khanh Hoa	2027-28	21	N/A
Binh Gia	Lang Son	2027-28	80	2,760
Phuoc Huu	Khanh Hoa	2027-28	50	1,730

Source: VNDIRECT RESEARCH, COMPANY REPORTS

## Valuation: Reiterate ADD rating with a higher TP of VND37,400

Our valuation is based on the sum-of-the-parts (SOTP) methodology for HDG's three main businesses, including residential property, power, and hospitality office leasing. We revised up our TP by 23% to VND37,400 mainly due to rolling our valuation basis to mid-2025, an increase in our FY26 earnings forecast and to reflect a newly-acquired hydropower plant in our valuation.

HDG is trading at a current P/B of 1.9x, just slightly above the five-year average P/B of 1.8x. This valuation is still quite attractive despite a recent share price rally of over 22% since the beginning of this month, given our ROE projection to increase 5x by 2026 to 29%, equivalent to the average ROE of 2020-22.

Figure 13: WACC

WACC calculation	
Risk-free rate	3.0%
Beta, Bloomberg	1.1
Equity risk premium	8.4%
<b>Cost of equity</b>	<b>11.8%</b>
Cost of debt	8.8%
Target debt to capital ratio	75%
<b>WACC</b>	<b>9.5%</b>

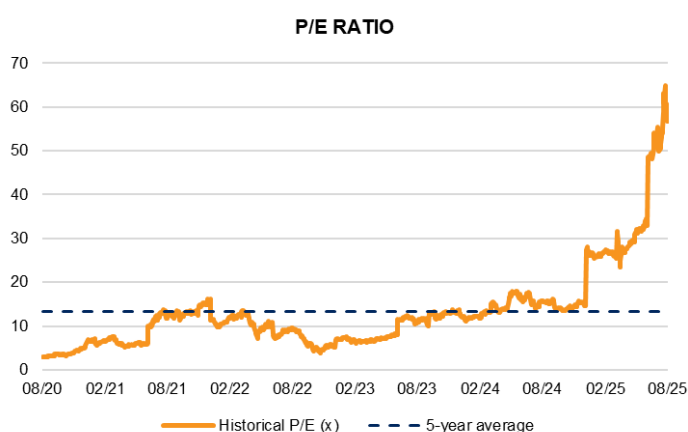
Source: VNDIRECT RESEARCH

Figure 14: SOTP valuation

SOTP valuation	Metric	Method	Fair value
	VNDbn		VND per share
Power	14,056	DCF	
Property	3,691	NPV	
Hospitality & Office leasing	1,499	DCF	
Other	59		
(+): Cash & ST investments	1,090		
(-): Total debt (breakdown below)	5,013		
Power	4,679		
Hospitality & Office leasing	120		
Other	214		
(-): Minority Interest	1,528		
<b>Equity value</b>	<b>13,854</b>		
Number of shares (million)	370		
Implied share price (VND/share)			37,447
<b>Rounded share price (VND/share)</b>			<b>37,400</b>

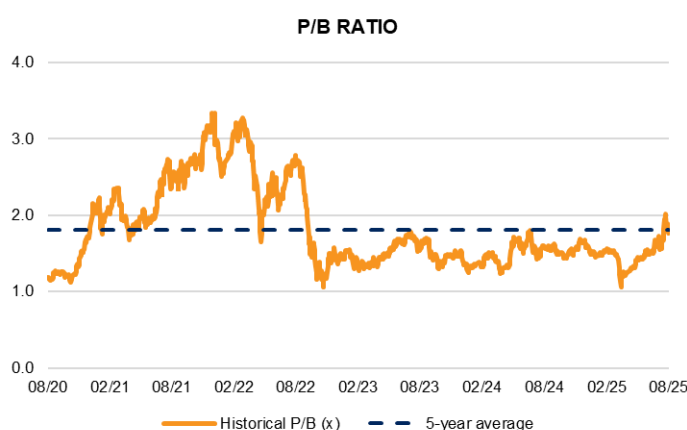
Source: VNDIRECT RESEARCH

Figure 15: Historical P/E



Source: BLOOMBERG, VNDIRECT RESEARCH

Figure 16: Historical P/B



Source: BLOOMBERG, VNDIRECT RESEARCH

### Re-rating catalysts and downside risks

- Re-rating catalysts are the launch of Charm Villas 3 at higher-than-expected selling prices, and positive prospects of renewable projects following latest proposal of EVN.
- Downside risks are: 1) unfavorable weather conditions affecting the performance of power plants; 2) weaker-than-expected absorption at

the Charm Villas 3 project; and 3) worse-than-expected provisions of FIT violation settlement decision.

**Figure 17: Peer comparison**

Company name	Ticker	Revenue growth		EPS growth		Net D/E %	Mkt Cap USDmn	P/E (x)		P/B (x)		ROE (%)	
		FY24	FY25F	FY24	FY25F			TTM	FY25F	Current	FY25F	TTM	FY25F
<b>Property</b>													
Nam Long Investment Corp	NLG VN Equity	126.2%	-22.7%	9.8%	124.8%	6.1%	646	27.4	24.7	1.8	1.7	6.6%	7.5%
Khang Dien House JSC	KDH VN Equity	57.0%	64.9%	4.8%	9.8%	19.2%	1,529	54.7	44.9	2.3	2.2	4.7%	5.1%
Dat Xanh Group JSC	DXG VN Equity	28.7%	-1.2%	34.7%	39.8%	34.4%	885	64.3	52.5	1.9	1.9	2.8%	3.2%
<b>Average</b>		<b>70.7%</b>	<b>13.7%</b>	<b>16.4%</b>	<b>58.2%</b>	<b>19.9%</b>		<b>48.8</b>	<b>40.7</b>	<b>2.0</b>	<b>1.9</b>	<b>4.7%</b>	<b>5.3%</b>
<b>Energy</b>													
Gia Lai Electricity JSC	GEG VN Equity	7.5%	N/A	-11.5%	N/A	152.5%	215	11.3	8.3	1.3	1.3	13.3%	13.5%
<b>Hydropower</b>													
Vinh Son - Song Hinh Hydropower JSC	VSH VN Equity	-29.0%	N/A	-54.6%	N/A	62.9%	420	13.6	N/A	2.2	N/A	16.9%	N/A
Hua Na Hydropower JSC	HNA VN Equity	5.4%	N/A	23.7%	N/A	2.5%	221	14.0	N/A	1.7	N/A	13.2%	N/A
Central Hydropower JSC	CHP VN Equity	-7.6%	N/A	-2.6%	N/A	19.0%	182	10.3	N/A	2.3	N/A	23.1%	N/A
Thac Mo Hydropower JSC	TMP VN Equity	-10.6%	N/A	-23.0%	N/A	-16.3%	167	11.8	N/A	2.7	N/A	24.7%	N/A
Song Ba Ha Hydro Power JSC	SBH VN Equity	-34.7%	N/A	-42.2%	N/A	-46.6%	196	18.8	N/A	3.1	N/A	14.5%	N/A
<b>Average</b>		<b>-15.3%</b>	<b>N/A</b>	<b>-19.7%</b>	<b>N/A</b>	<b>4.3%</b>		<b>13.7</b>	<b>N/A</b>	<b>2.4</b>	<b>N/A</b>	<b>18.5%</b>	<b>N/A</b>
<b>Blended</b>													
Refrigeration Electrical Engineering Corp	REE VN Equity	-2.2%	23.5%	4.7%	30.6%	16.5%	1,348	14.8	13.6	1.8	1.7	12.8%	11.0%
PC1 Group JSC	PC1 VN Equity	31.1%	-2.5%	2110.7%	20.7%	97.0%	366	25.1	15.2	1.7	1.6	7.0%	8.8%
Bamboo Capital Group JSC	BCG VN Equity	9.0%	N/A	354.9%	N/A	47.9%	121	6.9	N/A	0.3	N/A	4.8%	N/A
<b>Average</b>		<b>12.6%</b>	<b>10.5%</b>	<b>823.4%</b>	<b>25.7%</b>	<b>53.8%</b>		<b>15.6</b>	<b>14.4</b>	<b>1.3</b>	<b>1.6</b>	<b>8.2%</b>	<b>9.9%</b>
<b>Ha Do Group JSC</b>	<b>HDG VN Equity</b>	<b>-5.9%</b>	<b>13.9%</b>	<b>-47.6%</b>	<b>156.5%</b>	<b>51.7%</b>	<b>449</b>	<b>61.3</b>	<b>14.6</b>	<b>1.9</b>	<b>1.7</b>	<b>3.2%</b>	<b>14.0%</b>

Source: BLOOMBERG, VNDIRECT RESEARCH (data as of Aug 28, 2025)

## Income statement

(VNDbn)	2020A	2021A	2022A	2023A	2024A	2025E	2026F
Net revenue	4,999	3,777	3,581	2,889	2,718	3,131	4,825
Cost of sales	(2,922)	1,457	1,369	1,166	(1,127)	(1,080)	(1,505)
<b>Gross Profit</b>	<b>2,076</b>	<b>2,320</b>	<b>2,212</b>	<b>1,723</b>	<b>1,591</b>	<b>2,051</b>	<b>3,319</b>
Gen & admin expenses	(192)	(222)	(159)	(218)	(446)	(240)	(212)
Selling expenses	(14)	(119)	(5)	(15)	(4)	(65)	(190)
Operating profit	1,870	1,980	2,049	1,490	<b>1,140</b>	<b>1,746</b>	<b>2,917</b>
Operating EBITDA	2,104	2,295	2,577	2,010	<b>1,665</b>	<b>2,278</b>	<b>3,479</b>
Depreciation and amortization	(234)	(316)	(528)	(520)	(525)	(532)	(562)
<b>Operating EBIT</b>	<b>1,870</b>	<b>1,980</b>	<b>2,049</b>	<b>1,490</b>	<b>1,140</b>	<b>1,746</b>	<b>2,917</b>
Interest income	45	80	83	40	60	61	72
Financial expense	(370)	(408)	(517)	(569)	(370)	(438)	(311)
Net other income	(5)	(8)	(10)	2	(258)	(18)	479
Income from associates & JVs	-	-	-	-	0	0	0
<b>Pre-tax profit</b>	<b>1,540</b>	<b>1,643</b>	<b>1,604</b>	<b>963</b>	<b>573</b>	<b>1,351</b>	<b>3,157</b>
Tax expense	(287)	(299)	(243)	(97)	(126)	(179)	(455)
<b>Net profit</b>	<b>979</b>	<b>1,096</b>	<b>1,096</b>	<b>665</b>	<b>348</b>	<b>926</b>	<b>2,336</b>
Adj. net profit to ordinary	979	1,096	1,096	665	348	3,131	4,825

## Balance sheet

(VNDbn)	2020A	2021A	2022A	2023A	2024A	2025E	2026F
Cash and equivalents	438	230	694	246	332	629	2,818
Short term investments	70	680	1	393	736	736	736
Accounts receivable	1,779	1,713	1,711	1,595	1,267	1,287	1,520
Inventories	1,757	1,365	1,382	1,074	857	1,360	786
Other current assets	144	129	68	47	35	41	63
<b>Total current assets</b>	<b>4,187</b>	<b>4,116</b>	<b>3,856</b>	<b>3,354</b>	<b>3,228</b>	<b>4,053</b>	<b>5,923</b>
Fixed assets	9,523	11,613	11,106	10,623	10,179	10,618	10,762
Total investments	6	3	3	63	59	59	59
Other long-term assets	162	159	140	398	384	376	386
<b>Total assets</b>	<b>13,879</b>	<b>15,892</b>	<b>15,105</b>	<b>14,438</b>	<b>13,849</b>	<b>15,105</b>	<b>17,130</b>
<b>Short-term debt</b>	<b>850</b>	<b>1,289</b>	<b>959</b>	<b>625</b>	<b>631</b>	<b>607</b>	<b>520</b>
Accounts payable	533	298	181	76	40	54	65
Other current liabilities	2,650	2,707	2,147	1,628	1,468	1,532	2,092
<b>Total current liabilities</b>	<b>4,032</b>	<b>4,293</b>	<b>3,287</b>	<b>2,329</b>	<b>2,140</b>	<b>2,194</b>	<b>2,678</b>
Total long-term debt	5,718	6,086	5,160	4,801	4,253	4,126	3,661
Other liabilities	151	122	110	80	80	90	140
Share capital	1,543	1,964	2,446	3,058	3,363	3,700	3,700
Retained earnings reserve	1,301	1,934	2,341	2,394	2,284	2,943	4,642
<b>Shareholders' equity</b>	<b>3,017</b>	<b>4,334</b>	<b>5,303</b>	<b>5,917</b>	<b>6,099</b>	<b>7,102</b>	<b>8,825</b>
Minority interest	961	1,057	1,245	1,312	1,277	1,594	1,826
<b>Total liabilities &amp; equity</b>	<b>13,879</b>	<b>15,892</b>	<b>15,105</b>	<b>14,438</b>	<b>13,849</b>	<b>15,105</b>	<b>17,130</b>

## Cash flow statement

(VNDbn)	2020A	2021A	2022A	2023A	2024A	2025E	2026F
<b>Pretax profit</b>	<b>1,540</b>	<b>1,643</b>	<b>1,604</b>	<b>963</b>	<b>573</b>	<b>1,351</b>	<b>3,157</b>
Depreciation & amortization	234	316	528	520	525	532	562
Tax paid	(152)	(434)	(253)	(127)	(115)	(179)	(455)
Other adjustments	(15)	24	(92)	69	470	(673)	(1,262)
Change in working capital	(182)	(491)	155	(632)	(402)	(443)	669
<b>Cash flow from operations</b>	<b>1,426</b>	<b>1,057</b>	<b>1,942</b>	<b>794</b>	<b>1,050</b>	<b>587</b>	<b>2,671</b>
Capex	(1,835)	(1,993)	(429)	(148)	(18)	(371)	(162)
Proceeds from assets sales	-	-	-	1	0	28	550
Others	91	(140)	339	(143)	(130)	0	0
Other non-current assets changes	(311)	59	10	(36)	31	0	0
<b>Cash flow from investing activities</b>	<b>(2,055)</b>	<b>(2,074)</b>	<b>(80)</b>	<b>(326)</b>	<b>(116)</b>	<b>(343)</b>	<b>388</b>
New share issuance	5	310	200	0	0	336	0
Shares buyback	-	-	-	-	(0)	0	0
Net borrowings	806	839	(1,242)	(726)	(547)	(151)	(551)
Other financing cash flow					0	0	0
Dividends paid	(122)	(304)	(267)	(134)	(286)	(133)	(318)
<b>Cash flow from financing activities</b>	<b>688</b>	<b>845</b>	<b>(1,309)</b>	<b>(859)</b>	<b>(833)</b>	<b>52</b>	<b>(870)</b>
Beginning cash and equivalents	401	438	230	694	246	332	629
Total cash generated	59	(172)	554	(392)	101	297	2,189
<b>Ending cash and equivalents</b>	<b>438</b>	<b>230</b>	<b>694</b>	<b>246</b>	<b>332</b>	<b>629</b>	<b>2,818</b>

## Key ratios

<b>Valuation Ratios</b>	<b>2020A</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026F</b>
EPS (VND)	6,232	5,395	4,239	1,986	792	2,186	5,474
Price Earnings	3.0	7.3	5.3	12.4	32.7	14.6	5.8
1-yr PEG	N/A	N/A	N/A	N/A	N/A	8.3	3.9
EV to EBIT	5.1	7.6	5.7	8.7	12.7	9.3	4.7
EV to EBITDA	4.5	6.6	4.5	6.5	8.7	7.1	4.0
Price to Sales	3.8	10.4	6.3	8.5	9.5	10.2	6.6
Price to Book	1.0	1.8	1.0	1.3	1.3	1.4	1.1
Dividend Yield	4.2%	4.0%	4.9%	1.8%	3.3%	1.1%	2.7%
Dividend Payout Ratio	12.5%	27.7%	24.4%	20.1%	82.1%	14.4%	13.6%
<b>Growth Rates</b>	<b>2020A</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026F</b>
Net Revenue YoY	15.1%	-24.4%	-5.2%	-19.3%	-5.9%	15.2%	54.1%
Gross Profit YoY	13.6%	11.7%	-4.6%	-22.1%	-7.7%	29.0%	61.8%
Net Profit YoY	5.1%	12.0%	-0.1%	-39.3%	-47.6%	165.8%	152.4%
EPS YoY	-18.0%	-13.4%	-21.4%	-53.1%	-51.8%	176.1%	150.4%
<b>Profitability Ratios</b>	<b>2020A</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026F</b>
Gross Margin	41.5%	61.4%	61.8%	59.6%	58.5%	65.5%	68.8%
EBITDA Margin	42.1%	60.8%	72.0%	69.6%	61.3%	72.8%	72.1%
Operating Margin	37.4%	52.4%	57.2%	51.6%	42.0%	55.8%	60.5%
Net Profit Margin	19.6%	29.0%	30.6%	23.0%	12.8%	29.6%	48.4%
Return on Avg Assets	7.1%	7.4%	7.1%	4.5%	2.5%	6.4%	14.5%
Return on Avg Equity	36.0%	29.8%	22.7%	11.9%	5.8%	14.0%	29.3%
<b>Leverage Ratios</b>	<b>2020A</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026F</b>
Interest Coverage Ratio (EBIT/I)	5.1	4.8	4.0	2.6	3.1	4.0	9.4
EBITDA / (I + Cap Ex)	0.8	0.8	2.2	2.1	2.9	2.2	6.2
Tot Debt/Capital	69%	63%	54%	48%	0.4	0.4	0.3
Tot Debt/Equity	218%	170%	115%	92%	0.8	0.7	0.5
Net Debt/Equity	201%	149%	102%	81%	0.6	0.5	0.1
<b>Liquidity Ratios</b>	<b>2020A</b>	<b>2021A</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026F</b>
Asset Turnover	0.4	0.3	0.2	0.2	0.2	0.2	0.3
Accounts Receivable Turnover	2.9	2.2	2.1	1.7	1.9	2.5	3.4
A/R DOH	127.6	168.7	174.5	208.8	192	149	106
Accounts Payable Turnover	4.70	3.51	5.72	9.10	19.4	22.8	25.3
A/P DOH	77.6	104.0	63.8	40.1	19	16	14
Inventory Turnover	1.11	0.93	1.00	0.95	1.2	1.0	1.4
Inv DOH	328.2	390.9	366.2	384.3	313	375	260
Current Ratio	1.0	1.0	1.2	1.4	1.5	1.8	2.2
Quick ratio	0.6	0.6	0.7	1.0	1.1	1.2	1.9

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#### Stock Ratings

Definition:

Add	The stock's total return is expected to reach 15% or higher over the next 12 months.
Hold	The stock's total return is expected to be between negative 10% and positive 15% over the next 12 months.
Reduce	The stock's total return is expected to fall below negative 10% over the next 12 months.

*The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.*

#### Sector Ratings

Definition:

Overweight	An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
Neutral	A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
Underweight	An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

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