

Nam Long Group (NLG)

BUY +26.5%

Industry	Real Estate
Report Date	October 29, 2024
Current Price	VND39,100
Target Price	VND48,700
Last Target Price	VND48,700
Upside to TP	+24.6%
Dividend Yield	1.9%
TSR	+26.5%
Market Cap	USD601.8mn
Foreign Room	USD8.5mn
30D ADTV	USD2.8mn
State Ownership	0.0%
Outstanding Shares	384.8 mn
Fully Diluted O/S	384.8 mn

	NLG	Peers	VNI
P/E (ttm)	52.1x	61.8x	15.4x
P/B (cur.)	1.6x	1.7x	1.7x
ROE	3.3%	4.5%	12.0%
ROA	1.9%	1.7%	1.8%

Company overview

NLG is a property developer with over 30 years of experience. After becoming a proven low-end housing developer, NLG has expanded into the mid-range and landed property segments across its land bank in HCMC, Long An, Dong Nai, and Hai Phong.

Share price performance



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	2023	2024F	2025F	2026F
Revenue (VND bn)	3,181	5,112	7,106	6,256
Revenue % YoY	-26.7%	60.7%	39.0%	-12.0%
Property revenue * % YoY	7,000	5,700	7,600	7,100
NPAT-MI (VND bn)	484	475	601	791
NPAT-MI % YoY	-13.0%	-1.9%	26.7%	31.6%
EPS % YoY	-16.9%	-2.4%	26.7%	31.6%
Presales (VND bn)	3,800	5,500	7,400	9,100
GPM	49.1%	41.5%	43.6%	46.5%
OPM	18.3%	18.7%	24.2%	27.6%
NPM	15.2%	9.3%	8.5%	12.7%
ROE	5.3%	5.0%	6.1%	7.7%
Net D/E	18.6%	20.8%	22.2%	17.1%
P/E	32.9x	33.7x	26.6x	20.2x
P/B	1.6x	1.6x	1.5x	1.4x

Note: (*) Total underlying property revenue includes the unconsolidated project Mizuki Park; data is rounded to the nearest hundred.

Mizuki Park, Southgate, Can Tho to drive 2025F presales

- We reiterate our BUY rating for NLG and maintain our target price (TP) of VND48,700/share as we roll forward our TP horizon to end-2025 from mid-2025, offset by rescheduling the projected presales launch of Akari City Phase 3 (P3) to 2026F from 2025F.
- We trim our respective 2024/25F NPAT-MI forecasts by 7%/3%, but increase our 2026F forecast by 4%. These changes reflect a lower 2024F handover projection for Southgate, higher 2025-26F projection for Can Tho, and increased SG&A expense forecast for 2024-26F.
- We expect a substantial contribution from Q4 2024F earnings to our 2024F NPAT-MI forecast of VND475bn (USD19mn; -2% YoY), mainly driven by the scheduled handovers of the Akari City P2 and Can Tho projects.
- We forecast 2025F NPAT-MI to increase 27% vs 2024F to VND601bn (USD24mn), fueled by higher YoY scheduled property handovers, with Akari City P2 and Southgate as the main contributors.
- We forecast Q4 2024F presales of ~VND2tn (USD79mn; accounting for 36% of our full-year forecast of VND5.5tn/USD220mn) with key contributions from the Can Tho and Southgate projects. We forecast NLG's presales to respectively increase by 45%/35%/23% YoY in 2024/25/26F, driven by next-phase launches of its five current projects. We maintain our presales forecasts for 2024F and 2026F but decrease our 2025F forecast by 5% due to rescheduling the presales launch of Akari City P3 to 2026F from 2025F.
- Downside risk: Slower-than-expected launches of new phases at key projects.

Next-phase launches at existing projects to drive Q4 2024-2026F presales: We expect market transactions to strengthen in Q4 2024 and 2025 (see details in our [Sector Flash](#), dated October 25, 2024). We forecast NLG's aggregate 2024-26F presales at VND22.0tn/USD880mn (vs VND20.8tn/USD832mn in 2021-23), fueled by the launches of next phases at existing projects: Can Tho (land plot phase) in Q4 2024F, Mizuki Park P3 and Izumi City in 2025F, and Akari City P3 in 2026F, along with continued presales at the Southgate project.

Strong backlog at Akari City P2 and Southgate to support Q4 2024F and 2025F earnings: NLG's end-Q3 2024 backlog was ~VND10.3tn (USD414mn, per NLG), led by Akari City P2 (~60%) and Southgate (~20%); we expect recognition to be split between Q4 2024F and 2025F for Akari City P2, and mainly in 2025F for Southgate. This backlog should contribute ~80% and ~77% to our underlying property revenue forecasts for Q4 2024F and 2025F, respectively.

We continue to expect positive progress in Izumi City: We expect streamlined legal processes for NLG's Izumi City (Bien Hoa city, Dong Nai province), with Government determination indicated to resolve legal issues for the area. NLG continues expecting Bien Hoa's 1/10,000 masterplan approval in Q4 2024 and the 1/500 project master plan in Q1 2025. We expect the next-phase launch of Izumi City in H2 2025F to contribute 19% to our 2025F presales forecast.

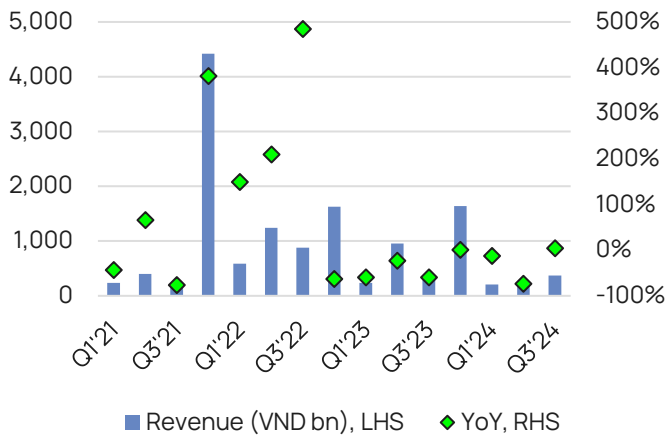
9M 2024 Recap: Lower YoY number of scheduled handovers and gross margin, partly offset by Paragon stake sales

Figure 1: 9M 2024 results

VND bn	9M 2023	9M 2024	YoY	2024F Old	9M as % of 2024F Old	Vietcap's comments on 9M 2024 results
Net revenue	1,545	828	-46%	5,273	16%	
– Property sales	1,359	678	-50%	5,179	13%	* 9M 2024 underlying property revenue (including revenue from the joint-venture Mizuki Park project) was VND1.5tn (USD59mn; -66% YoY), with Mizuki Park contributing 54%, Ehome Southgate 26%, and low-rise Southgate 11%.
– Others	186	150	-20%	94	159%	
Gross profit	870	343	-61%	2,241	15%	
– Property sales	790	319	-60%	2,227	14%	
– Others	80	24	-70%	14	172%	
SG&A expenses	-626	-492	-21%	-1,156	43%	
EBIT	244	-149	N.M.	1,085	N.M.	
Financial income	118	297	151%	338	88%	* NLG completed transferring a 25% stake in the Paragon project to a Japanese partner and recorded a pre-tax gain of VND231bn (USD9mn).
Financial expense	-217	-178	-18%	-288	62%	
Profit from associates	205	84	-59%	99	85%	* Lower YoY scheduled handovers at Mizuki Park in 9M 2024 with 179 units (vs 9M 2023 of 890 units) and revenue of VND795bn (USD32mn; -73% YoY).
Other gain/loss	7	38	409%	0	N.M.	
PBT	358	92	-74%	1,233	7%	
Effective tax expenses	-39	-37	-5%	-227	16%	
NPAT	319	55	-83%	1,006	5%	
Minority interest	-125	-39	-69%	-495	8%	
NPAT-MI	194	15	-92%	512	3%	* We attribute the YoY decline in 9M 2024 NPAT-MI mainly to 1) lower YoY scheduled handovers at Southgate and Mizuki Park, and 2) lower YoY gross margin due to a higher proportion of handovers at Ehome Southgate, which were partly offset by 3) the Paragon stake sales recognition in Q2 2024.
Gross margin	56.3%	41.5%		42.5%		
– Property sales	58.1%	47.1%		43.0%		
– Others	42.9%	16.2%		15.0%		
SG&A as % of revenue	40.5%	59.5%		21.9%		
EBIT margin	15.8%	N.M.		20.6%		
NPAT-MI margin	12.5%	1.9%		9.7%		

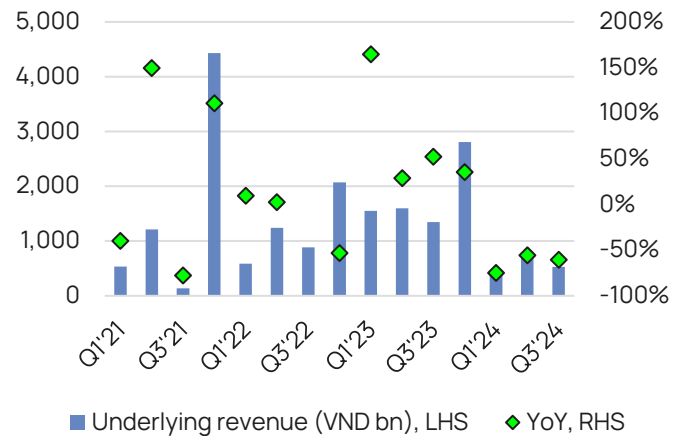
Source: NLG's financial statements, Vietcap forecast

Figure 2: Revenue



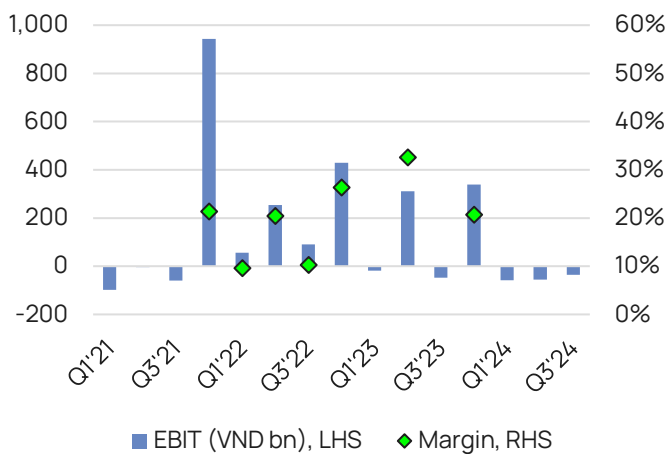
Source: NLG, Vietcap

Figure 3: Underlying revenue*



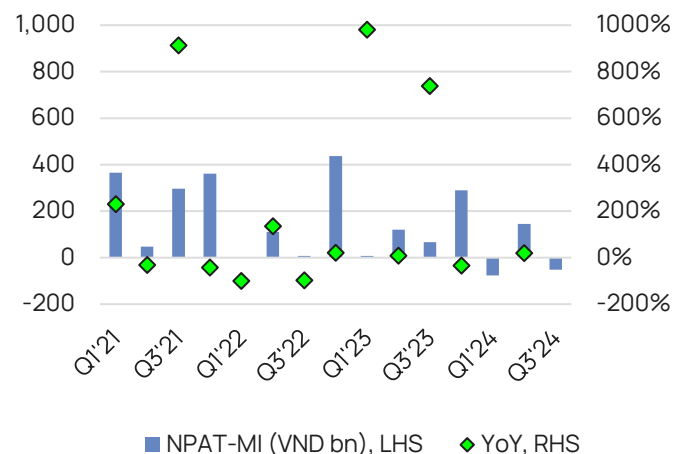
Source: NLG, Vietcap. Note: Underlying revenue includes recognized revenue (consolidated) and revenue from JV projects (unconsolidated).

Figure 4: EBIT



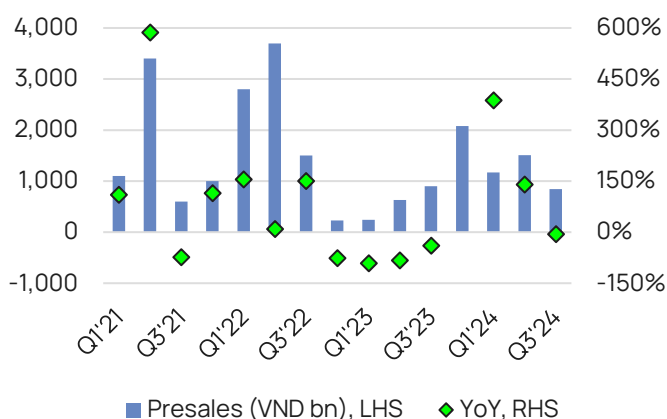
Source: NLG, Vietcap

Figure 5: NPAT-MI



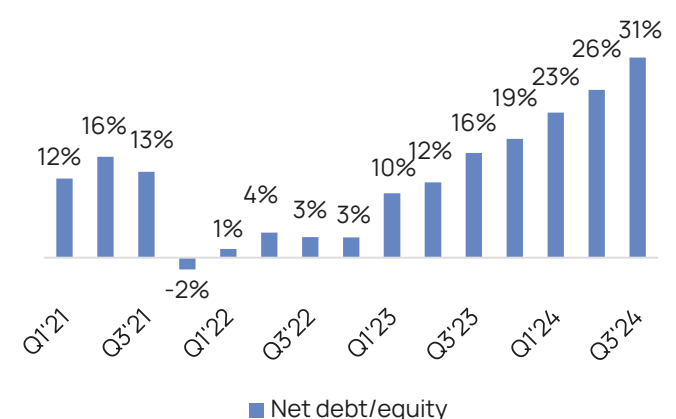
Source: NLG, Vietcap

Figure 6: Presales



Source: NLG, Vietcap

Figure 7: Net debt/equity



Source: NLG, Vietcap

2024 Outlook: Handovers at Akari City P2 and Can Tho to drive Q4 earnings

Figure 8: 2024 forecast

VND bn	2023	2024F Old	2024F Revised	2024F Revised vs 2023	Vietcap's assumptions/forecasts for 2024F
Net revenue	3,181	5,273	5,112	61%	
– Property sales	2,905	5,179	4,939	71%	<p>* We forecast 2024F total underlying property revenue (including the unconsolidated project Mizuki Park) of VND5.7tn (USD228mn; -19% YoY), mainly driven by the start of handovers for the Akari City P2 and Can Tho projects in Q4 2024F which contribute a total of 71%, and the scheduled handovers of Mizuki Park, Southgate, and Izumi City throughout the year.</p> <p>* We slightly revise down our 2024F total underlying property revenue forecast by 3% due to a lower handover projection for Southgate.</p>
– Others	276	94	174	-41%	
Gross profit	1,562	2,241	2,124	36%	
– Property sales	1,544	2,227	2,098	36%	
– Others	18	14	26	16%	
SG&A expenses	-980	-1,156	-1,169	19%	
EBIT	582	1,085	955	64%	
Financial income	246	338	322	35%	* Includes the Paragon stake sales recognition in Q2 2024 with a pre-tax gain of VND231bn (USD9mn).
Financial expense	-305	-288	-266	-10%	
Profit from associates	418	99	99	-76%	* Mainly from the scheduled handovers at the Mizuki Park project.
Other gain/(loss)	27	0	30	13%	* In accordance with 9M 2024 results.
NPAT	800	1,006	931	16%	
MI	-317	-495	-457	44%	
NPAT-MI	484	512	475	-2%	<p>* We expect a substantial contribution from Q4 2024F earnings to our full-year NPAT-MI forecast, mainly driven by the scheduled handovers of the Akari City P2 and Can Tho projects.</p> <p>* We forecast a slight YoY decline in our 2024F NPAT-MI forecast due to the lower YoY property handovers, partly offset by the Paragon stake sales recognized in Q2 2024.</p>
Gross margin	49.1%	42.5%	41.5%		
– Property sales	53.1%	43.0%	42.5%		
– Others	6.5%	15.0%	15.0%		
SG&A as % of revenue	30.8%	21.9%	22.9%		
EBIT margin	18.3%	20.6%	18.7%		
NPAT-MI margin	15.2%	9.7%	9.3%		

Source: NLG's financial statements, Vietcap forecast

2025 Outlook: Increase in scheduled handovers at Southgate to fuel growth

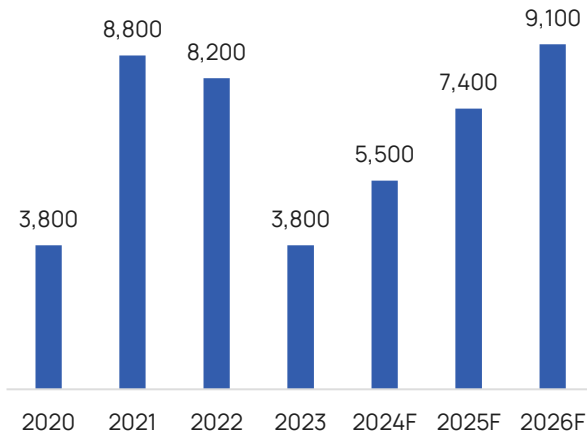
Figure 9: 2025 forecast

VND bn	2023	2024F Revised	2025F	2025F vs 2024F	Vietcap's assumptions/forecasts for 2025F
Net revenue	3,181	5,112	7,106	39%	
– Property sales	2,905	4,939	7,034	42%	<p>* We forecast 2025F total underlying property revenue of VND7.6tn (USD304mn; +33% YoY), ~77% of which will stem from NLG's end-Q3 2024 unbilled backlog (~VND10.3tn/USD412mn).</p> <p>* Key deliveries in 2025F include Akari City P2 (contributing 39%), Southgate (33%), Can Tho (15%), and Mizuki Park and Izumi City for the remaining amount.</p> <p>* YoY growth will mainly be driven by an increase in scheduled handovers for the Southgate project.</p> <p>* Mainly from the construction services for Mizuki Park.</p>
– Others	276	174	72	-59%	
Gross profit	1,562	2,124	3,096	46%	
– Property sales	1,544	2,098	3,085	47%	
– Others	18	26	11	-59%	
SG&A expenses	-980	-1,169	-1,373	18%	
EBIT	582	955	1,722	80%	
Financial income	246	322	120	-63%	
Financial expense	-305	-266	-272	2%	
Profit from associates	418	99	79	-20%	
Other gain/(loss)	27	30	0	N.M.	
NPAT	800	931	1,335	43%	
MI	-317	-457	-734	61%	
NPAT-MI	484	475	601	27%	<p>* We forecast 2025F earnings to be driven by property handovers, with the projected completion of handovers of Akari City P2 and higher YoY handovers at the Southgate project.</p>
Gross margin	49.1%	41.5%	43.6%		
– Property sales	53.1%	42.5%	43.9%		
– Others	6.5%	15.0%	15.0%		
SG&A as % of revenue	30.8%	22.9%	19.3%		
EBIT margin	18.3%	18.7%	24.2%		
NPAT-MI margin	15.2%	9.3%	8.5%		

Source: NLG's financial statements, Vietcap forecast

Figure 10: Presales forecasts for NLG

(VND bn)

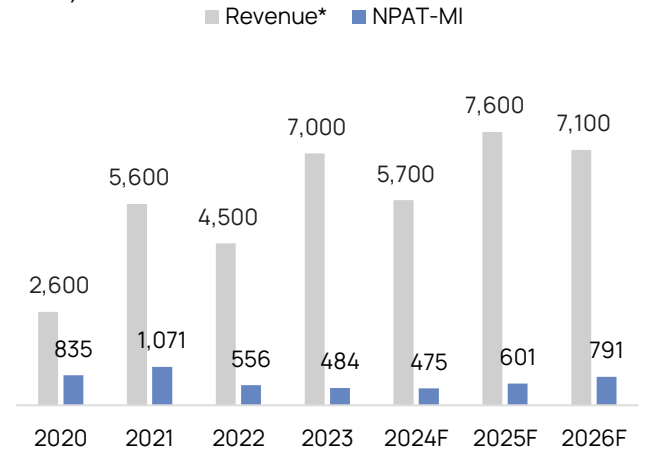


Key projects (% of Presales forecasts)	2024F	2025F	2026F
Southgate	38%	28%	17%
Mizuki Park	13%	28%	22%
Akari City	25%	0%	22%
Can Tho	24%	25%	13%
Izumi City	0%	19%	26%

Source: Vietcap forecasts

Figure 11: Underlying revenue and NPAT-MI forecasts for NLG

(VND bn)



Key projects (% of Revenue* forecasts)	2024F	2025F	2026F
Southgate	12%	33%	34%
Mizuki Park	13%	8%	15%
Akari City	52%	39%	0%
Can Tho	19%	15%	18%
Izumi City	3%	5%	33%

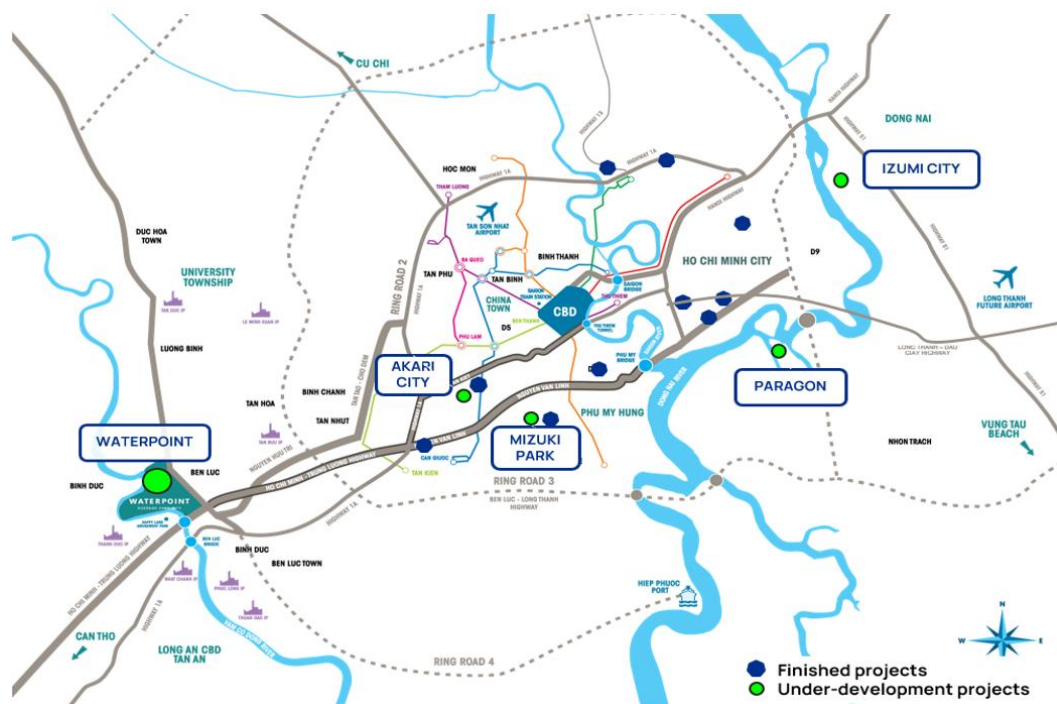
Source: Vietcap forecasts. Note: (*) Total underlying property revenue includes the unconsolidated project, Mizuki Park.

Figure 12: NLG's quarterly presales results

(VND bn)	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	9M 2024
Akari City	1,420	560	860	150	80	300	680	840	540	570	510	1,620
Southgate	480	1,090	650	80	70	130	120	1,010	280	670	160	1,110
Mizuki Park	760	2,050	-	-	90	200	100	150	250	220	50	520
Can Tho	120	-	-	-	-	-	-	80	100	50	130	280
Izumi City	-	-	-	-	-	-	-	-	-	-	-	-
Total	2,780	3,700	1,510	230	240	630	900	2,080	1,170	1,510	850	3,530

Source: NLG, Vietcap compilation (Presales rounded to nearest ten)

Figure 13: Locations of NLG's development projects



Source: Vietcap compilation

Figure 14: Construction and handover pipeline of NLG's major projects

Project	Total units (% presales) *	Launch Time	Pre-sales period **	Handover period **	Current legal status					
					Investment approval	1/500 MP ^	Land allocation	LURF ^	Revised MP ^	Construction permit
Mizuki Park (26 ha; HCMC)	P1: 1,500 condos (100%)	Q4 2017	2017-2018	2019-2020	Completed					
	P2&3: 2,800 condos (~45%) and 63 low-rise (~40%)	Q2 2021	2021-2027F	2022-2029F	Done	Done	Done	Done		Seeking for next phases CC5 and LK 11
Akari City (8 ha; HCMC)	P1: 1,900 condos (100%)	Q2 2019	2019-2021	2021-2023	Completed					
	P2: 1,700 condos (~100%)	2022	2022-2024F	2024-2025F	Done	Done	Done	Done		Done
	P3: 1,500 condos		2026-2028F	2028-2029F	Done	Done	Done	Done		Not yet
Southgate (165 ha; Long An)	Low-rise: 2,250 (~70%) Ehome: 1,360 (~80%) Condo: 6,590 (0%)	Q4 2019	2019-2030F	2020-2032F	Done	Done	Done	Done		Done
Waterpoint P2 (190 ha; Long An)	Low-rise: 860 (0%) Condo: 14,210 (0%)				Done	Done	Done	Done	Not yet	Not yet
Paragon (45 ha; Dong Nai)	Low-rise: 520 (0%)		2027-2033F	2028-2034F	Done	Done	Done	Done	Not yet	Not yet
VSIP Hai Phong (21 ha)	Low-rise: 740 (0%) Ehome: 3,050 (0%)		2028-2032F	2029-2033F	Done	Done	Done	Done	Not yet	Not yet
Izumi City (170 ha; Dong Nai)	Low-rise 2,700 (~10%) Condo: 3,700 (0%)	2021	2021-2036F	2023-2038F	Done	Done	Done	Done	Not yet	Obtained for phase 1A1
Can Tho (43 ha)	Low-rise/Landplot: 880 (0%) EhomeS: 1,590 (~25%)	2023	2023-2027F	2024-2028F	Done	Done	Done	Done		Done

Source: NLG, Vietcap forecast. Note: (*) Total units of the project, numbers rounded to nearest ten; % presales as of end-Q3 2024; (**) Vietcap projections; (^) MP stands for master plan and LURF stands for land use rights fee.

Figure 15: Development phases of key projects

SOUTHGATE

165 ha; Long An Province

NLG joint venture with Japanese partners (50% - 50% ownership)

~2,300 low-rise units, 1,400 Ehome condos & 6,600 condos
([link to updated progress](#))

Phase 1 (~2,300 low-rise and 1,400 Ehome condo units)

- Sales launched in Q4 2019.
- Delivery* from 2020 to 2027F.

Phase 2 (~6,600 condos)

- We forecast sales from 2027 - 2030F.
- Delivery* from 2029F.



Phases 1 & 2 of Ehome Southgate completed construction; Phase 3 started construction in October 2023.



IZUMI CITY

170 ha; Dong Nai Province

NLG joint venture with Japanese partners (65% - 35% ownership)

~2,700 low-rise units & ~3,700 condos

Phase 1 (~2,700 villa/townhouse units)

- First official launch of ~300 units was in November 2021.
- We forecast sales of Phase 1 in 2021 - 2031F.

Phase 2 (~3,700 condos)

- We forecast sales from 2032F.
- Delivery* from 2034F.



As of Q3 2024, NLG handed over 181 units at Izumi City Phase 1 (accounting for 66% of presold units).



Continued on next page.

MIZUKI PARK

26.4 ha; Binh Chanh District, HCMC

NLG joint venture with Japanese partners (50% - 50% ownership)

~4,100 condo units (three phases)

[\(link to updated progress\)](#)

Phase 1 (~1,500 units)

- Sales launched in 2017.
- Presold units: 100%.
- Delivery completed in H1 2020.

Phase 2 (~1,400 units)

- Sales launched in April 2021.
- Delivery* from 2022 to 2025F.

Phase 3 (~1,200 units)

- Sales launch* in 2025F.
- Delivery* in 2026-2029F.



CC5 & LK11 are expected to launch in 2025F*.



AKARI CITY

8.8 ha; Binh Tan District, HCMC

NLG joint venture with Japanese partners (50% - 50% ownership)

~5,100 high-rise units (three phases)

[\(link to updated progress\)](#)

Phase 1 (6 blocks with ~1,800 units)

- Sales launched in Q2 2019; 100% take-up rate.
- Delivery started in Q4 2021.
- Property is being handed over; delivery in 2021-2023.

Phase 2 (4 blocks with ~1,700 units)

- First sales launched in March 2022.
- Delivery* in Q4 2024-2025F.

Phase 3 (4 blocks with ~1,500 units)

- Sales launch* in 2026F.
- Delivery* in 2028-2029F.



Phase 1 completed construction with move-in rate of over 90%.



Phase 2 started handover in October 2024.



Source: Vietcap compilation (for illustration purposes). Note: (*) Vietcap projection.

Valuation

We continue to use the RNAV valuation method to derive a one-year target price of **VND48,700/share**. We believe the RNAV valuation method is best suited to evaluate NLG's long-term growth potential. We value all identified land banks for projects that are under construction and under development mainly via the DCF method, discounting estimated FCF to end-2024.

Our target price is unchanged vs our last Update Report as we reschedule the projected presales launch of Akari City P3 to 2026F from 2025F, which is offset by a rolling forward our target price horizon to end-2025 from mid-2025.

Figure 16: Valuation summary

Project	Valuation approach	Project NPV (VND bn)	Effective ownership	Effective NPV (VND bn)
Mizuki Park	DCF	2,727	50%	1,364
Akari City	DCF	2,076	50%	1,038
Paragon	DCF	3,148	50%	1,574
Southgate (Waterpoint first phase)	DCF	4,790	50%	2,395
Waterpoint second phase	P/B	4,257	100%	4,257
Izumi City	DCF	10,723	65%	6,970
Can Tho	DCF	2,175	100%	2,175
VSIP Hai Phong	DCF	1,424	100%	1,424
Others	P/B	511	100%	511
Total project NAV		31,831		21,707
(+) Cash and ST investment				3,524
(-) Total debt				-6,496
Net asset value				18,735
Outstanding shares (million)				385
Target price (VND/share)				48,700
Current price (VND/share)				39,100
Upside				+24.6%
Dividend Yield				1.9%
Projected total shareholder return (TSR)				+26.5%
2024F P/E @ Target price				42.0x
2024F P/B @ Target price				1.9x
2025F P/E @ Target price				33.1x
2025F P/B @ Target price				1.9x

Source: Vietcap

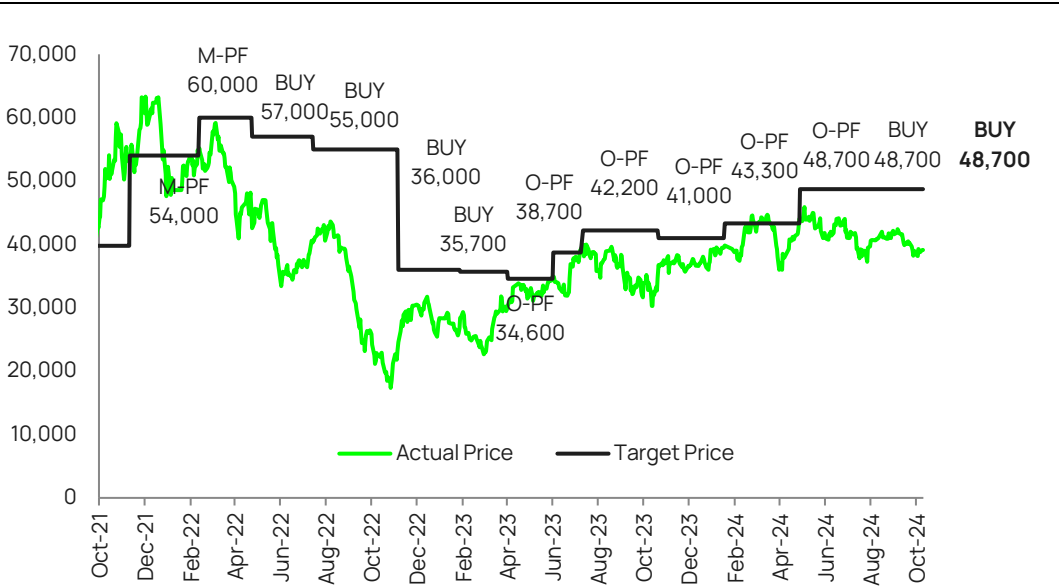
Figure 17: Vietcap assumptions for WACC

Cost of Capital	Previous	Current
Beta	1.2	1.2
Market Risk Premium %	8.0%	8.0%
Risk Free Rate %	6.0%	6.0%
Cost of Equity %	15.6%	15.6%
Cost of Debt %	11.0%	11.0%
Corporate Tax Rate %	20.0%	20.0%
Debt-to-capital ratio %	30.0%	30.0%
WACC %	13.6%	13.6%

Source: Vietcap

Recommendation History

Figure 18: Historical Vietcap target price vs share price (VND/share)



Source: Company date, Vietcap. Note: Historical target prices adjusted for changes in shares outstanding.

Financial Statements

P&L (VND bn)	2023	2024F	2025F	2026F
Revenue	3,181	5,112	7,106	6,256
COGS	-1,619	-2,989	-4,010	-3,344
Gross Profit	1,562	2,124	3,096	2,912
Sales & Marketing exp.	-418	-567	-832	-698
General & Admin exp.	-562	-602	-542	-488
Operating Profit	582	955	1,722	1,726
Financial Income	238	322	120	120
Financial Expenses	-296	-266	-272	-282
- o/w Interest Expense	-278	-266	-272	-282
Associates	418	99	79	138
Net Other Income/(Loss)	27	30	0	0
Profit Before Tax	968	1,139	1,649	1,702
Income Tax	-168	-208	-314	-313
NPAT Before MI	800	931	1,335	1,389
Minority Interest	-317	-457	-734	-598
NPAT Less MI, Reported	484	475	601	791
NPAT Less MI, Adjusted	484	475	601	791
EBITDA	599	983	1,754	1,765
EPS Reported, VND	1,187	1,160	1,469	1,933
DPS Reported, VND	500	750	750	750
DPS/EPS (%)	42%	65%	51%	39%

RATIOS	2023	2024F	2025F	2026F
Growth YoY				
Revenue	-26.7%	60.7%	39.0%	-12.0%
Op. Profit (EBIT)	-29.9%	64.2%	80.3%	0.3%
PBT	-9.5%	17.7%	44.8%	3.2%
Reported EPS	-16.9%	-2.4%	26.7%	31.6%
Profitability				
Gross Profit Margin	49.1%	41.5%	43.6%	46.5%
Op. Profit, (EBIT) Margin	18.3%	18.7%	24.2%	27.6%
EBITDA Margin	18.8%	19.2%	24.7%	28.2%
NPAT-MI Margin	15.2%	9.3%	8.5%	12.7%
ROE	5.3%	5.0%	6.1%	7.7%
ROA	2.9%	3.2%	4.5%	4.6%
Efficiency				
Days Inventory On Hand	3,627	2,213	1,617	1,785
Days Accts, Receivable	413	231	223	384
Days Accts, Payable	243	122	77	98
Cash Conversion Days	3,797	2,323	1,763	2,071
Liquidity				
Current Ratio	2.6x	2.7x	3.0x	3.0x
Quick Ratio	0.8x	0.8x	1.1x	1.3x
Cash Ratio	0.4x	0.4x	0.3x	0.4x
Debt / Assets %	21.3%	22.1%	21.7%	20.1%
Debt / Capital %	31.1%	31.3%	29.6%	27.5%
Net Debt / Equity	18.6%	20.8%	22.2%	17.1%
Interest Coverage	2.1x	3.6x	6.3x	6.1x

B/S (VND bn)	2023	2024F	2025F	2026F
Cash & Equivalents	2,540	2,473	1,981	2,351
ST Investment	1,050	1,050	1,050	1,050
Accounts Receivable	3,637	2,840	5,858	7,321
Inventories	17,353	18,891	16,648	16,052
Other Current assets	733	806	806	806
Total Current Assets	25,313	26,061	26,344	27,580
Fixed Assets, Gross	284	321	374	429
- Depreciation	-144	-172	-204	-243
Fixed Assets, Net	141	149	170	187
LT investments	2,220	2,220	2,220	2,220
LT assets, other	938	938	938	938
Total LT Assets	3,298	3,307	3,327	3,344
Total Assets	28,611	29,368	29,671	30,924
Accounts Payable	1,175	819	879	916
ST Debt	2,402	2,402	2,402	2,402
Other ST Liabilities	6,309	6,294	5,554	5,887
Total Current Liabilities	9,886	9,515	8,835	9,205
LT Debt	3,705	4,094	4,031	3,814
Other LT liabilities	1,487	1,487	1,487	1,487
Total Liabilities	15,078	15,096	14,353	14,505
Preferred Equity	0	0	0	0
Paid in capital	3,848	3,848	3,848	3,848
Share premium	2,643	2,643	2,643	2,643
Retained earnings	2,879	3,162	3,475	3,977
Other equity	13	13	13	13
Minority interest	4,150	4,606	5,340	5,938
Total equity	13,533	14,272	15,318	16,419
Liabilities & equity	28,611	29,368	29,671	30,924
Y/E shares out, mn	385	385	385	385

CASH FLOW (VND bn)	2023	2024F	2025F	2026F
Beginning Cash Balance	3,773	2,540	2,473	1,981
Net Income	484	475	601	791
Dep. & Amortization	49	28	32	38
Δ in Working Capital	-1,853	-1,112	-1,455	-497
Other Adjustments	-1,023	383	734	598
Cash from Operations	-2,343	-226	-88	931
Capital Expenditures, Net	-23	-37	-53	-55
Investments, Net	428	0	0	0
Cash from Investments	405	-37	-53	-55
Dividends Paid	-187	-192	-289	-289
Δ in Share Capital	0	0	0	0
Δ in ST Debt	598	0	0	0
Δ in LT Debt	330	389	-63	-217
Other financing C/F	-36	0	0	0
Cash from Financing	705	197	-351	-506
Net Change in Cash	-1,233	-67	-492	369
Ending Cash Balance	2,540	2,473	1,981	2,351

Source: NLG, Vietcap forecast

Vietcap Rating System

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OUTPERFORM	If the projected TSR is between 10% and 20%
MARKET PERFORM	If the projected TSR is between -10% and 10%
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