Vietcap

Update

Kinh Bac City (KBC)

BUY +35.8%

Industry	IP & Real estate
Report Date	**June 1, 2026**
Current Price	VND30,500
Target Price	**VND40,400**
Last Target Price	VND42,500
Upside to TP	+32.5%
Dividend Yield	3.3%
TSR	**+35.8%**

Market Cap	USD1.1bn
Foreign Room	USD443.6mn
30D ADTV	USD4.6mn
State Ownership	0.0%
Outstanding Shares	941.8 mn
Fully Diluted O/S	941.8 mn

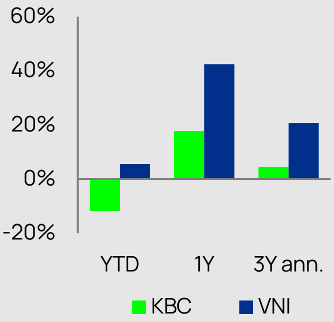
	KBC	Peers*	VNI
P/E (ttm)	15.3x	13.7x	15.3x
P/B (curr)	1.1x	1.8x	2.1x
ROE	8.5%	16.2%	15.1%
ROA	3.1%	5.1%	2.2%

* Adjusted P/B

Company Overview

Founded in 2002, KBC is an industrial park (IP) developer in Vietnam. KBC and its subsidiaries own ~8,000 ha in total site area of industrial and residential land. Most of KBC's land is in industrial hubs in northern Vietnam. KBC's major clients include LG, Foxconn, Canon, and Goertek.

Share price performance



Anh Pham
Senior Analyst
anh.pham@vietcap.com.vn
+8428 3914 3588 ext.149

Hong Luu
Senior Manager
hong.luu@vietcap.com.vn
+8428 3914 3588 ext.120

		2025	2026F	2027F	2028F
Revenue (VND bn)		6,687	8,407	13,076	17,536
	% YoY	140.9%	25.7%	55.5%	34.1%
EBIT (VND bn)		2,437	3,648	5,168	7,091
	% YoY	235.8%	49.7%	41.7%	37.2%
NPAT-MI (VND bn)		2,104	2,417	3,302	4,588
	% YoY	450.8%	14.9%	36.6%	38.9%
EPS	% YoY	348.9%	14.9%	36.6%	38.9%
GPM		47.7%	53.9%	49.1%	49.7%
OPM		36.4%	43.4%	39.5%	40.4%
NPM		31.5%	28.8%	25.3%	26.2%
ROE		9.7%	9.5%	12.0%	14.8%
Net D/E		75.5%	80.3%	75.2%	62.2%
P/E		13.7x	11.9x	8.7x	6.3x
P/B		1.2x	1.1x	1.0x	0.9x

Strong IP handovers to underpin 2026/27F earnings

- We maintain our BUY rating for KBC while lowering our target price by 5% to VND40,400/share.
- Our lower target price is mainly due to (1) higher net debt as of end-Q1 2026 and (2) a slower launch assumption for Trang Cat UA and Phuc Ninh UA, partly offset by (3) the positive impact of rolling our valuation horizon forward to mid-2027 and (4) higher valuation for other assets.
- We forecast NPAT-MI to grow 15%/37% YoY to VND2.4tn/VND3.3tn (USD92mn/USD125mn) in 2026F/27F, respectively. We expect 2026F earnings growth to be driven primarily by higher IP land handovers and ASPs at key projects such as Trang Due 3 (TD3) IP, Nam Son Hap Linh (NSHL) IP, and Que Vo 2 Expansion IP. For 2027F, we expect sustained increases in IP land handovers/ASPs and the sales launch of Trang Cat UA to drive stronger YoY growth.
- We cut our 2026F/27F NPAT-MI forecasts by 19%/15%, respectively, mainly due to our revised projected launches for Trang Cat UA to 2027F (vs 2026F previously) amid challenging market conditions, and Phuc Ninh UA to 2028F (vs 2027F previously) on potentially prolonged legal procedures for its development, partly offset by a higher projected IP segment GPM.
- We view KBC as a key beneficiary of the manufacturing shift to Vietnam, supported by a strong tenant base (including LG, Foxconn, and Goertek) and a sizable, strategically located IP and UA land bank concentrated in northern Vietnam. We estimate its majority-owned remaining leasable IP land at end-Q1 2026 at ~2,500 ha, including ~500 ha of cleared land ready for sale, providing a solid foundation for long-term growth.
- Based on our forecasts, KBC is trading at respective 2026/27F P/Bs of 1.1x/1.0x, below its 5Y median P/B of 1.4x.
- Downside risks to our positive view: Delays in launching new projects and/or investment delays from customers; adverse developments in US tariffs on Vietnam.

Backlog conversion and new launches to drive 2026/27F IP segment growth: We continue to forecast IP land handovers to increase 28%/15% YoY to 157 ha/181 ha in 2026F/27F, respectively, from 123 ha in 2025. This is supported by KBC's sizable end-Q1 2026 unbilled backlog of ~165 ha, mainly at Que Vo 2 Expansion IP, TD3 IP, and NSHL IP, as well as upcoming launches at the Loc Giang IP (Long An) in 2026F and other Long An IPs/ICs in 2027F. We also expect continued contributions from ongoing projects such as NSHL IP, Tan Phu Trung IP, and the Hung Yen ICs.

UA contribution remains a key growth catalyst from 2027F: We forecast UA land handovers to reach 5.3 ha/20.0 ha/37.1 ha in 2026/27/28F, respectively, driven by expected handovers at Trang Cat UA of 10 ha/15 ha in 2027/28F, along with the expected relaunch of Phuc Ninh UA in 2028F, supported by ~11.5 ha of prior unbilled backlog. We expect Trang Cat UA to launch sales in 2027F, backed by its completed legal procedures, land clearance, land-use rights fee payments, as well as an attractive cost base. We include the book value of the Trump International Hung Yen project in our valuation but assume no earnings contribution in forecast, which may provide additional upside should commercialization progress faster than expected.

Vietcap

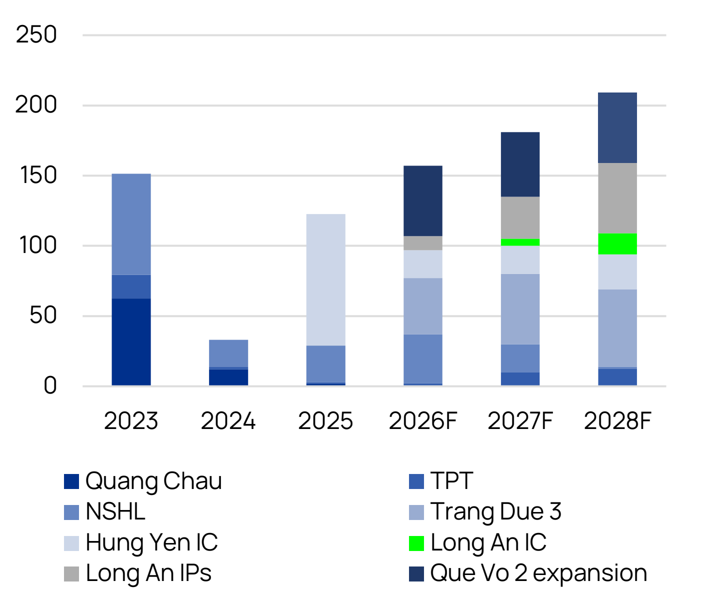
2026 Outlook: Trang Due 3 IP, Que Vo 2 Expansion IP, and Nam Son Hap Linh IP land handovers to anchor earnings growth

Figure 1: Vietcap's 2026F forecasts

VND bn	2025	2026F Old	2026F Revised	2026F Revised vs 2025	2026F Revised vs Old	Vietcap's assumptions/forecasts for 2026F
IP land sales (ha)	250	157	157	-37%	0%	* In Q1 2026, KBC recorded IP land sales of ~30 ha mainly from NSHL IP and subsequently signed a sublease agreement for 22.45 ha at Trang Due 3 IP (Hai Phong) in May 2026.
IP land handovers (ha)	123	157	157	28%	0%	* We forecast IP land handovers to surge 28% YoY to 157 ha (~15 ha was handed over in Q1 2026; maintained vs our prior forecast), driven by TD3, Que Vo 2 Expansion, NSHL, and the Long An IPs (Tan Tap and Loc Giang). Our growth forecast is supported by KBC's large end-Q1 2026 unbilled backlog of ~165 ha.
UA land handovers (ha)	9.2	15.3	5.3	-42%	-65%	* We revise down our UA land handover forecast, mainly due to a shift in our projected handover of Trang Cat UA to start in 2027F vs 2026F previously.
Net revenue	**6,687**	**10,456**	**8,407**	**26%**	**-20%**	
– IP	4,396	6,535	6,766	54%	4%	* We slightly revise up our ASP assumptions for select IPs following Q1 2026 results.
– UA	1,460	3,187	887	-39%	-72%	
– Others	831	734	754	-9%	3%	
Gross profit	**3,190**	**5,462**	**4,534**	**42%**	**-17%**	
SG&A expenses	-753	-980	-886	18%	-10%	
EBIT	**2,437**	**4,482**	**3,648**	**50%**	**-19%**	
Financial income	679	468	517	-24%	10%	
Financial expenses	-706	-1,203	-1,139	61%	-5%	* We continue to expect financial expenses to surge strongly YoY, driven by a higher projected average total debt balance over 2025–26F, mainly to finance the development of the mega-scale Trang Cat UA and Trump International Hung Yen projects.
Net income from affiliates	192	178	186	-3%	5%	
Net other income/loss	328	0	0	N.M.	0%	
PBT	**2,929**	**3,925**	**3,212**	**10%**	**-18%**	
NPAT-MI	**2,104**	**2,979**	**2,417**	**15%**	**-19%**	
GPM	**47.7%**	**52.2%**	**53.9%**			
– IP	56.4%	55.6%	58.7%			* We raise our IP ASP and GPM assumptions following stronger-than-expected margins in Q1 2026.
– UA	13.7%	44.3%	16.6%			* We cut our UA ASP assumptions mainly due to the shift in expected handovers for Trang Cat UA.
OPM	36.4%	42.9%	43.4%			
NPM	**31.5%**	**28.5%**	**28.8%**			

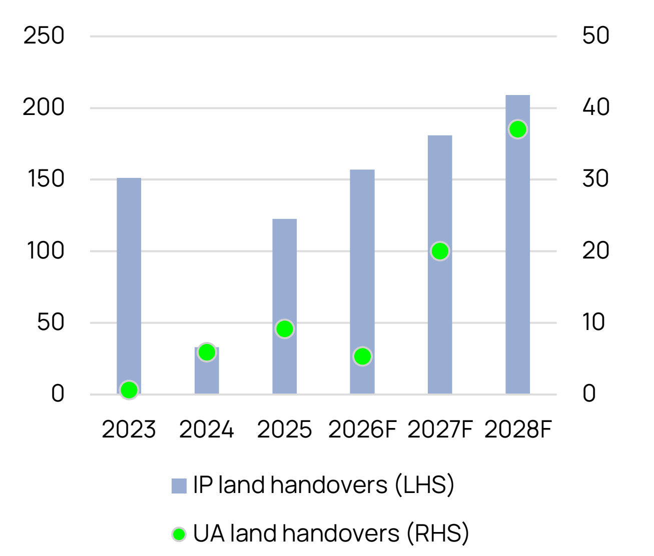
Source: KBC's financial statements, Vietcap forecasts

Figure 2: Breakdown of IP land handover forecasts (ha) for KBC



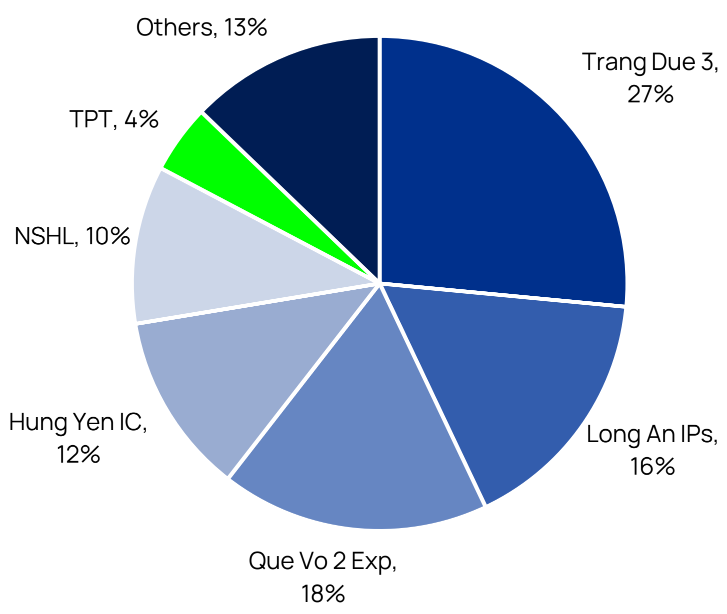
Source: KBC, Vietcap forecasts. Note: Our forecasts assume broadly matched IP sales and handovers during 2026-2028F.

Figure 3: IP and UA land handover forecasts (ha) for KBC



Source: KBC, Vietcap forecasts

Figure 4: Breakdown of KBC's 2026-2028F cumulative IP land sales forecast



Notable tenants across KBC's ongoing IPs:

- Trang Due 3 IP: BW Industrial (RBF/RBW), Horn Vietnam, IDIS Vietnam, Halla Electronics Vina (electronics) signed MOU in 2025. CTP Invest Ltd signed a leasing contract for 22.45 ha in May 2026 and has expressed interest in leasing an additional 30+ ha.
- Que Vo 2 Expansion IP (among others IP): Per KBC, it signed MOUs and contracts for ~96 ha in this IP, mainly to Luxshare.
- Hung Yen ICs: Mainly high-tech electronics tenants from South Korea.
- Nam Son Hap Linh (NSHL) IP: Foxconn, Goertek, Luxshare (electronics; suppliers of Apple).
- Tan Phu Trung (TPT) IP: Shopee, Best Express, CP Vietnam (Logistics and F&B), Accelerated Infrastructure Capital (Data center).

Overall, KBC has relatively high exposure to electronics-related FDI tenants, many of which rely on the US as a key export market.

Source: Vietcap

Valuation

We value KBC using the RNAV method. We value KBC's IP and UA projects using the DCF approach as we believe it is the most suitable way to value IP and residential projects. We value other assets by book value, which mainly include investments in associates. We apply an unchanged 10% discount to our estimated RNAV given the limited transparency of the company's accounting practices.

We lower our target price (TP) by 5% to VND40,400/share. Our lower TP is mainly due to (1) higher net debt as of end-Q1 2026 and (2) our revised projected launches for Trang Cat UA in 2027F (from 2026F previously) and Phuc Ninh UA in 2028F (from 2027F previously), partly offset by (3) the positive impact of rolling our valuation horizon forward to mid-2027 and (4) higher valuation for other assets.

Figure 5: Valuation summary

VND bn	Valuation approach	Project NPV	Effective ownership	Effective NPV
IPs				**21,533**
Tan Phu Trung IP	DCF	2,397	72.8%	1,746
NSHL IP	DCF	1,009	100.0%	1,009
Trang Due 3	DCF	6,235	89.3%	5,565
Long An industrial clusters	DCF	1,569	84.4%	1,323
Hung Yen industrial clusters	DCF	1,525	93.9%	1,433
Long An IPs	DCF	9,073	55.5%	5,035
Other IPs*		5,513	93.9-100%	5,423
UAs				**33,166**
Phuc Ninh UA	DCF	2,288	100.0%	2,288
Trang Due UA	DCF	528	89.3%	471
Trang Cat UA	DCF	25,604	100.0%	25,604
Trump International Hung Yen	BV			1,273
Lang Ha project	BV			3,530
Other assets**	**BV & DCF**			**10,766**
Total development NPV				**65,466**
(+) Cash & ST deposits				6,985
(-) Total debt				30,154
NAV				**42,297**
Discount to NAV				10%
Discounted NAV				**38,067**
Outstanding shares (million)				942
Target price (VND/share)				**40,400**
Upside to TP (%)				+32.5%
Dividend yield (%)				3.3%
TSR				**+35.8%**
2026/27/28F P/B at TP				1.4x/ 1.3x/ 1.1x
2026/27/28F P/E at TP				15.7x/ 11.5x/ 8.3x

Source: Vietcap. Note: (*) Other IPs include Kim Thanh 2, Quang Chau, Que Vo 2 Expansion, Phu Binh, and Song Hau 2; (**) Other assets include other projects under inventory (mainly Nenh town and Trang Due social houses), net investment properties (mainly RBF and RBW), and investments in associates.

Figure 6: Sensitivity analysis of our target price for KBC in relation to changes in our assumption for Trang Cat's starting net ASP, ceteris paribus

ASP (VNDmn/sqm)*	20.0	22.0	24.0	26.0	28.0
TP (VND/share)	35,900	38,200	**40,400**	42,700	44,900

Source: Vietcap. Note: (*) Assumed starting net ASP of the Trang Cat UA (in 2027F).

Vietcap

Figure 7: WACC summary

	Previous	Revised
Beta	1.4	1.4
Risk Free Rate %	6.0%	6.0%
Equity Risk Premium %	8.0%	8.0%
Cost of Equity %	**17.2%**	**17.2%**
Cost of Debt %	**11.5%**	**11.5%**
% Debt	35.0%	35.0%
% Equity	65.0%	65.0%
Corporate Tax Rate %	20.0%	20.0%
WACC %	**14.4%**	**14.4%**

Source: Vietcap

Figure 8: Sensitivity of our target price for KBC in relation to changes in our WACC assumption, ceteris paribus

WACC	13.4%	13.9%	**14.4%**	14.9%	15.4%
TP (VND/share)	43,300	41,800	**40,400**	39,100	37,800

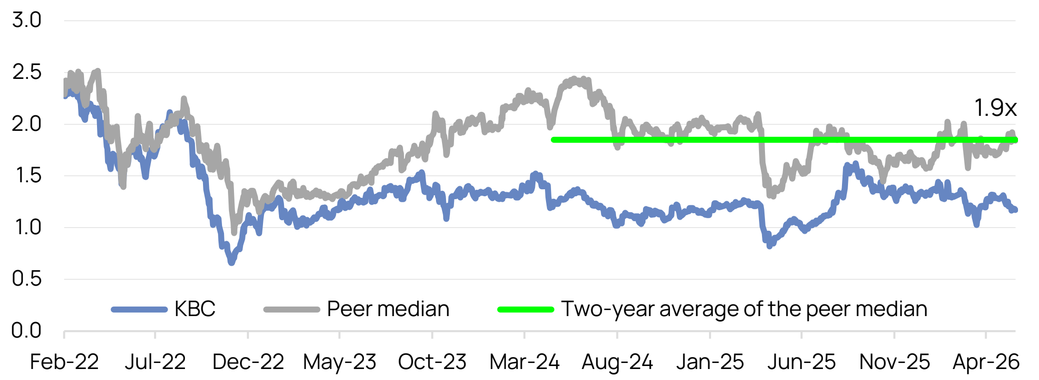
Source: Vietcap

Figure 9: Local peers

Ticker	Market cap (USD mn)	TTM Net Sales (USD mn)	Growth (% YoY)	TTM NPAT (USD mn)	Growth (% YoY)	Net debt/ Equity (%)	ROE (%)	ROA (%)	TTM P/E	LQ P/B *
VGC	732	524	13.3	50	6.5	8.7	14.8	5.1	14.9	1.9
PHR	344	75	20.4	25	37.2	-49.5	16.2	10.7	13.7	1.9
SZC	169	30	-26.7	9	-34.5	63.2	11.0	4.2	19.4	1.3
SIP	477	337	11.4	50	2.4	-107.8	24.4	4.7	10.1	1.1
IDC	612	316	1.3	71	13.1	-18.0	30.5	8.7	8.7	1.8
Median	**477**	**316**	**11.4**	**50**	**6.5**	**-18.0**	**16.2**	**5.1**	**13.7**	**1.8**
Average	**467**	**256**	**3.9**	**41**	**4.9**	**-20.7**	**19.4**	**6.7**	**13.4**	**1.6**
KBC	**1,090**	**186**	**-14.5**	**71**	**50.5**	**85.9**	**8.5**	**3.1**	**15.3**	**1.1**

Source: Company data, Vietcap (Data as of May 29, 2026). Note: (*) Adjusted P/B for short- and long-term unearned revenue.

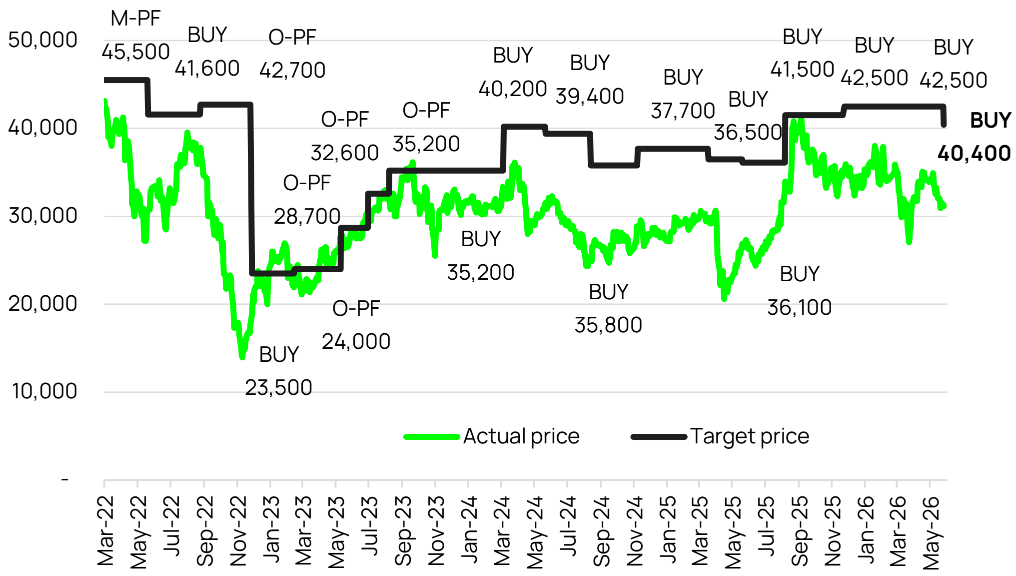
Figure 10: Adjusted P/B ratios of KBC and its peers



Source: Company data, Vietcap (Data as of May 29, 2026)

Recommendation History

Figure 11: Historical Vietcap target price vs share price (VND/share)



Source: Company data, Vietcap (Note: Historical target prices adjusted for changes in shares outstanding)

Financial Statements

P&L (VND bn)	2025	2026F	2027F	2028F
Revenue	**6,687**	**8,407**	**13,076**	**17,536**
COGS	-3,497	-3,873	-6,652	-8,814
Gross Profit	**3,190**	**4,534**	**6,424**	**8,722**
Sales & Marketing exp.	-162	-310	-503	-652
General & Admin exp.	-591	-576	-754	-978
Operating Profit	**2,437**	**3,648**	**5,168**	**7,091**
Financial Income	679	517	464	468
Financial Expenses	-706	-1,139	-1,243	-1,301
- o/w Interest Expense	-639	-1,139	-1,243	-1,301
Associates	192	186	186	186
Net Other Income/(Loss)	328	0	0	0
Profit Before Tax	**2,929**	**3,212**	**4,575**	**6,444**
Income Tax	-721	-642	-915	-1,289
NPAT Before MI	**2,208**	**2,569**	**3,660**	**5,155**
Minority Interest	-105	-152	-357	-567
NPAT Less MI, Reported	**2,104**	**2,417**	**3,302**	**4,588**
NPAT Less MI, Adjusted	**2,104**	**2,417**	**3,302**	**4,588**
EBITDA	3,750	4,555	6,040	8,010
EPS Reported, VND	2,234	2,567	3,507	4,872
DPS Reported, VND	0	2,000	0	0
DPS/EPS (%)	0%	78%	0%	0%

RATIOS	2025	2026F	2027F	2028F
Growth YoY				
Revenue	140.9%	25.7%	55.5%	34.1%
Op. Profit (EBIT)	235.8%	49.7%	41.7%	37.2%
PBT	305.4%	9.6%	42.5%	40.9%
Reported EPS	348.9%	14.9%	36.6%	38.9%
Profitability				
Gross Profit Margin	47.7%	53.9%	49.1%	49.7%
Op. Profit, (EBIT) Margin	36.4%	43.4%	39.5%	40.4%
EBITDA Margin	56.1%	54.2%	46.2%	45.7%
NPAT-MI Margin	31.5%	28.8%	25.3%	26.2%
ROE	9.7%	9.5%	12.0%	14.8%
ROA	3.9%	3.6%	4.9%	6.6%
Efficiency				
Days Inventory On Hand	2,135	2,814	1,877	1,561
Days Accts, Receivable	682	517	343	265
Days Accts, Payable	59	53	33	32
Cash Conversion Days	2,758	3,278	2,187	1,794
Liquidity				
Current Ratio	4.6x	5.0x	5.3x	5.4x
Quick Ratio	2.3x	2.2x	2.2x	2.2x
Cash Ratio	0.7x	0.6x	0.6x	0.6x
Debt / Assets %	41.2%	41.2%	39.7%	36.5%
Debt / Capital %	51.7%	51.3%	49.2%	44.9%
Net Debt / Equity	75.5%	80.3%	75.2%	62.2%
Interest Coverage	3.8x	3.2x	4.2x	5.4x

B/S (VND bn)	2025	2026F	2027F	2028F
Cash & Equivalents	8,369	7,045	6,627	6,856
ST Investment	7,423	5,621	5,621	5,621
Accounts Receivable	11,670	12,125	12,430	13,034
Inventories	27,073	32,644	35,785	39,603
Other Current assets	511	511	511	511
Total Current Assets	**55,046**	**57,946**	**60,975**	**65,624**
Fixed Assets, Gross	1,073	1,325	1,717	2,243
- Depreciation	-558	-763	-985	-1,250
Fixed Assets, Net	515	562	732	994
LT investments	7,732	7,732	7,732	7,732
LT assets, other	6,289	6,319	6,348	6,387
Total LT Assets	**14,536**	**14,613**	**14,812**	**15,112**
Total Assets	**69,581**	**72,559**	**75,786**	**80,737**
Accounts Payable	595	523	671	868
ST Debt	2,287	1,814	1,516	1,615
Other ST Liabilities	9,065	9,222	9,395	9,586
Total Current Liabilities	**11,948**	**11,560**	**11,582**	**12,069**
LT Debt	26,351	28,086	28,569	27,871
Other LT liabilities	4,557	4,560	4,564	4,570
Total Liabilities	**42,855**	**44,206**	**44,715**	**44,510**
Preferred Equity	0	0	0	0
Paid in capital	9,418	9,418	9,418	9,418
Share premium	5,163	5,163	5,163	5,163
Retained earnings	6,884	8,359	10,720	15,308
Other equity	3,336	3,336	3,336	3,336
Minority interest	1,925	2,077	2,434	3,002
Total equity	**26,726**	**28,353**	**31,072**	**36,227**
Liabilities & equity	**69,581**	**72,559**	**75,786**	**80,737**
Y/E shares out, mn	942	942	942	942

CASH FLOW (VND bn)	2025	2026F	2027F	2028F
Beginning Cash Balance	**6,566**	**8,369**	**7,045**	**6,627**
Net Income	2,104	2,417	3,302	4,588
Dep, & Amortization	182	205	223	264
Δ in Working Capital	-18,865	-5,941	-3,126	-4,034
Other Adjustments	-764	-362	-102	105
Cash from Operations	**-17,344**	**-3,682**	**297**	**923**
Capital Expenditures, Net	3	-282	-422	-565
Investments, Net	-3,578	2,320	464	468
Cash from Investments	**-3,575**	**2,038**	**42**	**-96**
Dividends Paid	0	-942	-942	0
Δ in Share Capital	4,216	0	0	0
Δ in ST Debt	1,916	-473	-298	99
Δ in LT Debt	16,610	1,735	483	-698
Other financing C/F	-20	0	0	0
Cash from Financing	**22,721**	**320**	**-757**	**-599**
Net Change in Cash	**1,802**	**-1,323**	**-418**	**228**
Ending Cash Balance	**8,369**	**7,045**	**6,627**	**6,856**

Source: KBC, Vietcap forecasts

Vietcap

Appendix

KBC's industrial parks (IP)

Figure 12: KBC's IP portfolio as of end-Q1 2026

IPs	Location	KBC's effective ownership	Year established	Total site area (ha)	Total leasable area (ha)	Total leased area (ha)	Remaining leasable area (ha)	Occupancy rate
IPs in sales process								
Que Vo 1	Bac Ninh	100.0%	2003	311	192	192	0	100%
Que Vo 2	Bac Ninh	100.0%	2006	300	173	173	0	100%
Trang Due 1	Hai Phong	89.3%	2007	188	129	129	0	100%
Trang Due 2	Hai Phong	89.3%	2015	214	133	133	0	100%
Quang Chau & Quang Chau Expansion	Bac Giang	89.0%	2006	516	346	346	0	100%
NSHL	Bac Ninh	100.0%	2010	300	204	~160**	~40	~80%
Tan Phu Trung	HCMC	72.8%	2004	543	346	240	106	69%
Trang Due 3	Hai Phong	89.3%	2025	653	470	~53***	418	11%
Hung Yen ICs*	Hung Yen	93.9%	2021	225	160	97	63	61%
Que Vo 2 Expansion	Bac Ninh	100.0%	2025	140	96	96	0	100%
Nam Tan Tap IP	Tay Ninh	38.4%	2021	245	159	50	109	~30%
TOTAL				**~3,600**	**~2,400**	**~1,650**	**~750**	
IPs and industrial cluster projects that have obtained investment approval from the Government								
Loc Giang IP	Tay Ninh	72.8%	2022	466	319	0	319	0%
Tan Tap IP	Tay Ninh	57.4%	2022	654	468	0	468	0%
Phuoc Vinh Dong 2 IC	Tay Ninh	89.0%	2021	50	33	0	33	0%
Phuoc Vinh Dong 4 IC	Tay Ninh	72.8%	2021	49	32	0	32	0%
Tan Tap IC	Tay Ninh	89.3%	2021	71	46	0	46	0%
Kim Thanh 2 phase 1	Hai Phong	93.9%	2025	235	~141	0	~141	0%
Binh Giang	Hai Phong	100.0%	2025	148	~96	0	~96	0%
Phu Binh	Thai Nguyen	100.0%	2025	675	~439	0	~439	0%
Song Hau 2	Can Tho	100.0%	2025	380	~264	0	~264	0%
TOTAL				**~2,750**	**~1,850**	**0**	**~1,850**	
Pipeline IPs and industrial cluster projects that have not obtained investment approval from the Government								
An Thi IC	Hung Yen	93.9%	2021	~75	N/A	0	N/A	0%
Kim Thi IC	Hung Yen	93.9%	2021	~75	N/A	0	N/A	0%
Kim Thanh 2 phase 2	Hai Phong	93.9%	2025	~202	N/A	0	N/A	0%

Source: KBC, Vietcap. Note: Total leased area includes unbilled IP backlog; (*) Hung Yen ICs include Dang Le, Kim Dong, and Chinh Nghia ICs; (**) Includes ~30 ha of MOUs signed in Q1 2026; (***) Includes ~30 ha of MOUs signed in May 2025 and ~22.5 ha of signed contract to CTP Invest Ltd.

The Trang Due 3 IP (653 ha) is an expansion of the Trang Due 1 (188 ha) and Trang Due 2 (214 ha) IPs in Hai Phong and is located adjacent to these existing parks. LG has been a key anchor tenant for KBC in Trang Due 1 and 2.

Following the Prime Minister's investment approval in January 2025, KBC has signed MOUs for ~30 ha in May 2025. Additionally, CTP Invest Ltd (which owns and manages one of Europe's largest industrial and logistics park networks and is headquartered in the Netherlands) officially signed a sublease agreement for 22.45 ha in May 2026 and has expressed interest in leasing an additional 30+ ha.

We expect the land handovers at the Trang Due 3 IP to start in 2026F, with KBC having cleared/acquired ~200 ha to date.

KBC's urban area (UA) projects

Figure 13: KBC's UA projects

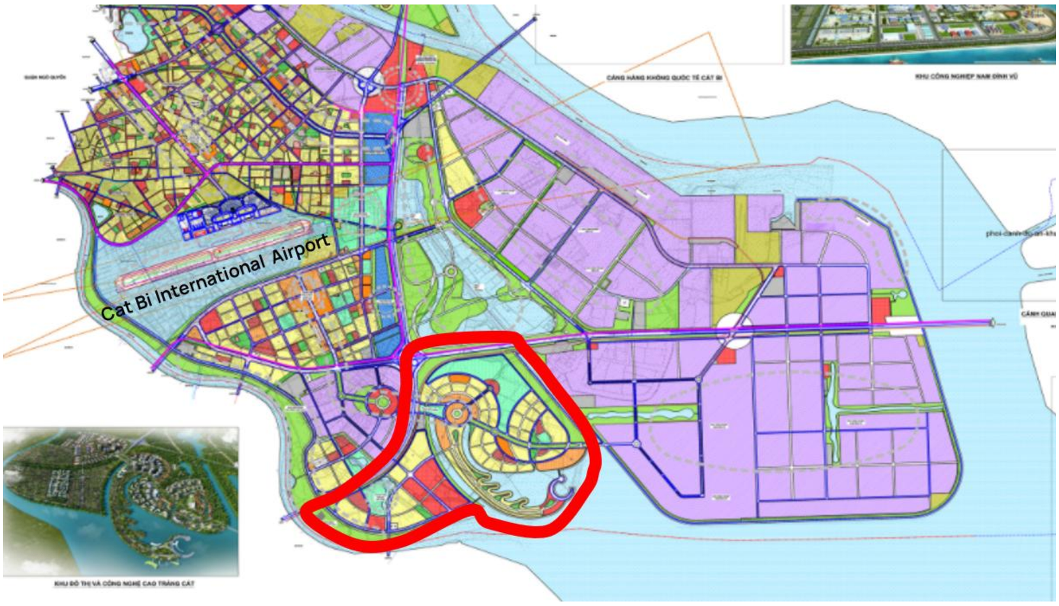
UAs	Location	KBC's effective ownership	Total site area (ha)	Total saleable area (ha)	% sold	Year launch	% of area completed land clearance
Phuc Ninh UA	Bac Ninh	100.0%	114.6	44.5	27%	2028F*	77%
Trang Due UA	Hai Phong	89.3%	42.1	22.6	57%	2019	100%
Trang Cat UA	Hai Phong	100.0%	584.9	282.1	0%	2027F	100%
Trump International Hung Yen ^	Hung Yen	93.9%	~990	135.8**	0%	2026-27G	N/A
TOTAL			**~1,700**	**~500**			

Source: KBC, Vietcap. Note: (*) relaunch; (**) residential & social housing area; (^) Khoai Chau Golf Course, Eco-Tourism, and Urban Complex.

The Trang Cat UA is located around 10 km from Cat Bi International Airport and is adjacent to the Hanoi - Hai Phong Expressway. The Trang Cat UA has a total site area of around 585 ha and saleable area of around 282 ha, per its revised 1/500 masterplan. KBC is working with local authorities to build road access to the project that will connect to the Hanoi – Hai Phong Expressway.

The project received the revised investment approval from the Prime Minister in January 2025 and the additional land use rights (LUR) fee was fully paid in March 2025. We expect this project to start contributing sales in 2027F.

Figure 14: Trang Cat UA's location and master plan



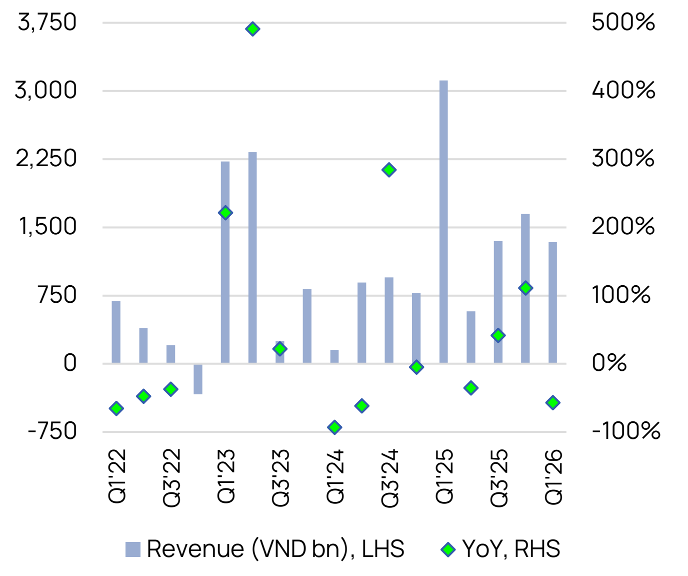
Source: KBC, Vietcap

The Phuc Ninh UA is a 115-ha residential project located on the Dau Ma - Vu Ninh - Bac Ninh Road. This is one of the largest residential projects remaining in the central urban area of Bac Ninh. KBC cannot currently recognize land sales for this project until the land use rights fee for the remaining 27.4 ha (around VND3tn/USD114mn expected) out of the 44.5 ha of saleable land is determined by local authorities and paid by KBC.

KBC has sold ~12 ha of saleable land in the Phuc Ninh UA, of which was ~9.5 ha of land is yet to be recognized with a remaining contract value of VND1.25tn (USD47mn) and remaining receivables of VND1.23tn (USD47mn).

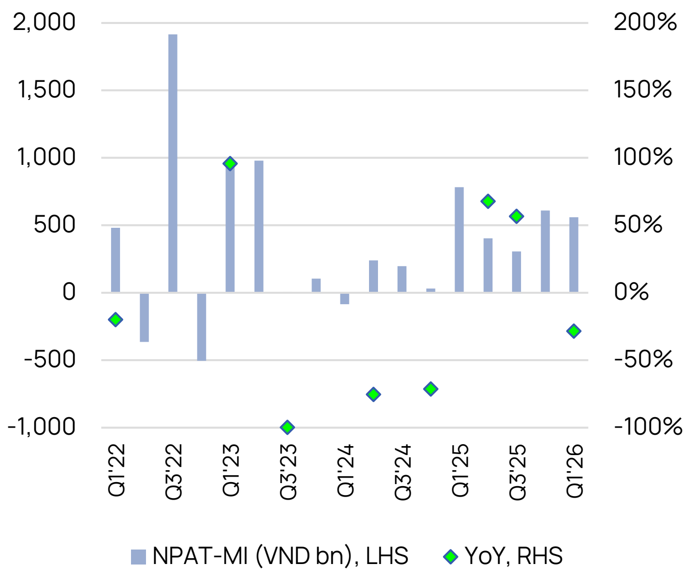
KBC's Quarterly Results

Figure 15: Revenue



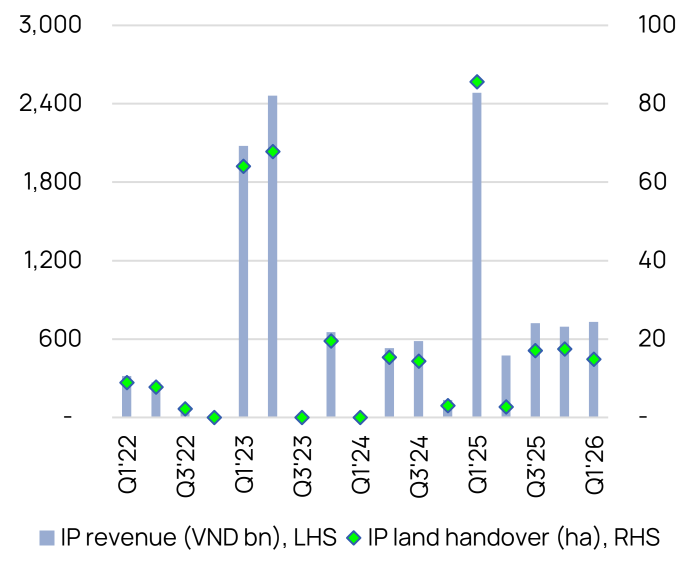
Source: KBC, Vietcap

Figure 16: NPAT-MI



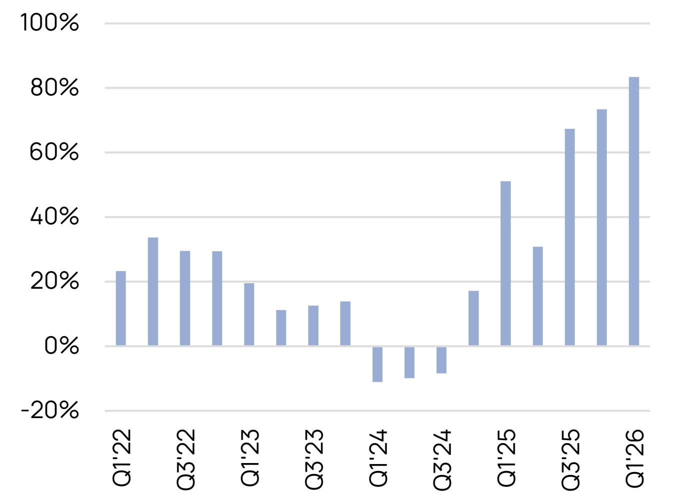
Source: KBC, Vietcap

Figure 17: IP land handover and revenue



Source: KBC, Vietcap

Figure 18: Net debt/equity



Source: KBC, Vietcap

Vietcap Rating System

Stock ratings are set based on projected total shareholder return (TSR), defined as (target price – current price)/current price + dividend yield, and are not related to market performance.

Equity rating key	Definition
BUY	If the projected TSR is 20% or higher
OUTPERFORM	If the projected TSR is between 10% and 20%
MARKET PERFORM	If the projected TSR is between -10% and 10%
UNDERPERFORM	If the projected TSR is between -10% and -20%
SELL	If the projected TSR is -20% or lower
NOT RATED	The company is or may be covered by the Research Department but no rating or target price is assigned either voluntarily or to comply with applicable regulation and/or firm policies in certain circumstances, including when Vietcap is acting in an advisory capacity in a merger or strategic transaction involving the company.
RATING SUSPENDED, COVERAGE TERMINATED	A rating may be suspended, or coverage terminated, if fundamental information is deemed insufficient to determine a target price or investment rating or due to a reallocation of research resources. Any previous investment rating and target price are no longer in effect.

Unless otherwise specified, these performance parameters are set with a 12-month horizon. Movement in share prices may cause a temporary mismatch between the latest published rating and projected TSR for a stock based on its market price and the latest published target price.

Target prices are generally based on the analyst's assessment of the stock's fair value over a 12-month horizon. However, the target price may differ from the analyst's fair value if the analyst believes that the market will not price the stock in line with assessed fair value over the specified time horizon.

Risks: Past performance is not necessarily indicative of future results. Foreign currency rates of exchange may adversely affect the value, price or income of any security or related instrument mentioned in this report. For investment advice, trade execution, or other enquiries, clients should contact their local sales representative.

Disclaimer

Analyst Certification of Independence

We, Anh Pham and Hong Luu, hereby certify that the views expressed in this report accurately reflect our personal views about the subject securities or issuers. We also certify that no part of our compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in this report. The equity research analysts responsible for the preparation of this report receive compensation based upon various factors, including the quality and accuracy of research, client feedback, competitive factors, and overall firm revenues, which include revenues from, among other business units, Institutional Equities and Investment Banking.

Vietcap and its officers, directors and employees may have positions in any securities mentioned in this document (or in any related investment) and may from time to time add to or dispose of any such securities (or investment). Vietcap may have, within the last three years, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all of the entities mentioned in this report or may be providing, or have provided within the previous 12 months, significant advice or investment services in relation to the investment concerned or a related investment.

 This report has been prepared on the basis of information believed to be reliable at the time of publication. Vietcap makes no representation or warranty regarding the completeness and accuracy of such information. Opinions, estimates and projection expressed in this report represent the current views of the author at the date of publication only. They do not necessarily reflect the opinions of Vietcap and are subject to change without notice. This report is provided, for information purposes only, to institutional investors and retail clients of Vietcap in Vietnam and overseas in accordance to relevant laws and regulations explicit to the country where this report is distributed, and does not constitute an offer or solicitation to buy or sell any securities discussed herein in any jurisdiction. Investors must make their investment decisions based upon independent advice subject to their particular financial situation and investment objectives. This report may not be copied, reproduced, published or redistributed by any person for any purpose without the written permission of an authorized representative of Vietcap. Please cite sources when quoting.

U.K. and European Economic Area (EEA): Unless specified to the contrary, issued and approved for distribution in the U.K. and the EEA by Vietcap issued by Vietcap has been prepared in accordance with Vietcap's policies for managing conflicts of interest arising as a result of publication and distribution of investment research. Many European regulators require a firm to establish, implement and maintain such a policy. This report has been issued in the U.K. only to persons of a kind described in Article 19 (5), 38, 47 and 49 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (all such persons being referred to as "relevant persons"). This document must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this document relates is only available to relevant persons and will be engaged in only with relevant persons. In other EEA countries, the report has been issued to persons regarded as professional investors (or equivalent) in their home jurisdiction. **Australia:** This material is issued and distributed by Vietcap in Australia to "wholesale clients" only. Vietcap does not issue or distribute this material to "retail clients". The recipient of this material must not distribute it to any third party or outside Australia without the prior written consent of Vietcap. For the purposes of this paragraph the terms "wholesale client" and "retail client" have the meanings given to them in section 761G of the Corporations Act 2001. **Hong Kong:** The 1% ownership disclosure as of the previous month end satisfies the requirements under Paragraph 16.5(a) of the Hong Kong Code of Conduct for Persons Licensed by or Registered with the Securities and Futures Commission. (For research published within the first ten days of the month, the disclosure may be based on the month end data from two months prior.) **Japan:** There is a risk that a loss may occur due to a change in the price of the shares in the case of share trading, and that a loss may occur due to the exchange rate in the case of foreign share trading. In the case of share trading, Vietcap will be receiving a brokerage fee and consumption tax (shouhizei) calculated by multiplying the executed price by the commission rate which was individually agreed between Vietcap and the customer in advance. **Korea:** This report may have been edited or contributed to from time to time by affiliates of Vietcap. **Singapore:** Vietcap and/or its affiliates may have a holding in any of the securities discussed in this report; for securities where the holding is 1% or greater, the specific holding is disclosed in the Important Disclosures section above. **India:** For private circulation only, not for sale. **Pakistan:** For private circulation only, not for sale. **New Zealand:** This material is issued and distributed by Vietcap in New Zealand only to persons whose principal business is the investment of money or who, in the course of and for the purposes of their business, habitually invest money. Vietcap does not issue or distribute this material to members of "the public" as determined in accordance with section 3 of the Securities Act 1978. The recipient of this material must not distribute it to any third party or outside New Zealand without the prior written consent of Vietcap. **Canada:** The information contained herein is not, and under no circumstances is to be construed as, a prospectus, an advertisement, a public offering, an offer to sell securities described herein, or solicitation of an offer to buy securities described herein, in Canada or any province or territory thereof. Any offer or sale of the securities described herein in Canada will be made only under an exemption from the requirements to file a prospectus with the relevant Canadian securities regulators and only by a dealer properly registered under applicable securities laws or, alternatively, pursuant to an exemption from the dealer registration requirement in the relevant province or territory of Canada in which such offer or sale is made. The information contained herein is under no circumstances to be construed as investment advice in any province or territory of Canada and is not tailored to the needs of the recipient. To the extent that the information contained herein references securities of an issuer incorporated, formed or created under the laws of Canada or a province or territory of Canada, any trades in such securities must be conducted through a dealer registered in Canada. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed judgment upon these materials, the information contained herein or the merits of the securities described herein, and any representation to the contrary is an offence. **Dubai:** This report has been issued to persons regarded as professional clients as defined under the DFSA rules. **United States:** This research report prepared by Vietcap is distributed in the United States to Major US Institutional Investors (as defined in Rule 15a-6 under the Securities Exchange Act of 1934, as amended) only by Decker&Co, LLC, a broker-dealer registered in the US (registered under Section 15 of Securities Exchange Act of 1934, as amended). All responsibility for the distribution of this report by Decker&Co, LLC in the US shall be borne by Decker&Co, LLC. All resulting transactions by a US person or entity should be effected through a registered broker-dealer in the US. This report is not directed at you if Vietcap Broker or Decker&Co, LLC is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to you. You should satisfy yourself before reading it that Decker&Co, LLC and Vietcap is permitted to provide research material concerning investment to you under relevant legislation and regulations.

Vietcap

Contacts

Corporate

www.vietcap.com.vn

Head Office (1): Bitexco
Bitexco Financial Tower, 15th Floor
2 Hai Trieu Street, Saigon Ward, HCMC
+84 28 3914 3588

Head Office (2): Nguyen Hue
Vinatex Building, 3rd Floor
10 Nguyen Hue Street, Saigon Ward, HCMC
+84 28 8882 6868

Ham Nghi Transaction Office
Doji Tower, 16th Floor
81-83-83B-85 Ham Nghi Street, Saigon Ward, HCMC
+84 28 8882 6868

Hanoi Branch
109 Tran Hung Dao, 6th Floor
Cua Nam Ward, Hanoi City
+84 24 6262 6999

My Dinh Transaction Office
SAP.A09 Block A – Apartment HH2-1 (The Matrix One)
Tu Liem Ward, Hanoi City (1 Le Quang Dao)
+84 28 8882 6868

Research

Research Team: +84 28 3914 3588
research@vietcap.com.vn

Nam Hoang, Head of Research, ext 124
nam.hoang@vietcap.com.vn

Banks, Securities and Insurance
- Ngoc Huynh, Manager, ext 138
- Quan Vu, Deputy Manager, ext 364
- Nga Ho, Analyst, ext 516

Macro
Luong Hoang, Senior Manager, ext 368
- Quang Dao, Analyst, ext 365

Consumer
Nam Hoang, Head of Research, ext 124
- Vinh Bui, Senior Analyst, ext 584
- Ngan Ly, Senior Analyst, ext 532
- Nguyen Nguyen, Analyst, ext 268

Oil & Gas, Power and Water
Duong Dinh, Associate Director, ext 140
- Tuan Do, Senior Analyst, ext 181
- Phuoc Duong, Analyst, ext 135
- Loc Pham, Analyst, ext 549

Real Estate
Hong Luu, Senior Manager, ext 120
- Anh Pham, Senior Analyst, ext 149
- Thuc Than, Senior Analyst, ext 174

Industrials and Infrastructure
Vy Nguyen, Senior Manager, ext 147
- Han Nguyen, Analyst, ext 191
- Huy Hoang, Analyst, ext 526

Retail Client Research
Duc Vu, Associate Director, ext 363
- Trung Nguyen, Manager, ext 129
- Anh Tong, Deputy Manager, ext 366
- Dang Le, Analyst, ext 570
- Kiet Vo, Analyst, ext 470

Investment Advisory Department and Institutional Sales & Trading

Anthony Le
Director
Institutional Sales & Trading
+84 28 3914 3588, ext 525
anthony.le@vietcap.com.vn

Quynh Chau
Managing Director
Investment Advisory Department
+84 28 3914 3588, ext 222
quynh.chau@vietcap.com.vn