

VIETNAM DAIRY PRODUCTS JSC (HSX: VNM)
Finding opportunity in adversity

| Unit: VND bn | Q1-FY26 | Q4-FY25 | +/- qoq | Q1-FY25 | +/- yoy |
|--------------|---------|---------|---------|---------|---------|
| Net sales | 16,149 | 17,034 | -5.2% | 12,935 | 24.8% |
| NPAT-MI | 2,429 | 2,840 | -14.5% | 1,568 | 54.8% |
| EBIT | 2,711 | 3,158 | -14.1% | 1,610 | 68.4% |
| EBIT margin | 16.8% | 10.7% | 605bps | 16.4% | 39bps |

Source: VNM, RongViet Securities

Q1-FY26: Strong outperformance driven by robust growth across domestic, export, and foreign subsidiary segments

- VNM's Q1-2026 results significantly exceeded analyst expectations by 16%, with net revenue reaching VND 16,149 bn (+24.8% YoY) and net profit after tax of VND 2,429 bn (+54.8% YoY). The strong performance was supported by a low base in the domestic market due to last year's traditional channel restructuring, and impressive export growth despite geopolitical tensions in the Middle East. This was achieved through a flexible "in adversity lies opportunity" strategy by securing alternative shipping routes bypassing the Strait of Hormuz. Higher average selling prices and favorable raw milk powder costs were additional key supporting factors.

FY26 Outlook: Market share gains across all business segments

- Q2-2026 NPAT-MI is expected to reach VND 2,737 bn (+12.7% QoQ, +10.6% YoY). Key YoY growth drivers include continued domestic market share expansion backed by a strengthened distribution structure and premium product portfolio, new shipping routes to the Middle East creating opportunities to capture market share amid rising demand for essential goods in conflict zones, and further strengthening of consumer trust for Vinamilk products in Cambodia.
- After two years of "quietly sharpening its weapons" across key strategies — including trend-aligned SKUs, optimized distribution channels (GT restructuring, MT partnerships, self-operated stores, and e-commerce), VNM is expected to begin "reaping the fruits" from 2026–2027, with domestic revenue growth projected at +5.0% YoY, outperforming the overall Vietnamese dairy market.
- With additional positive signals emerging since the second half of 2025 — such as declining raw milk powder prices, improved ROI on marketing spend, and strong overseas momentum — we believe VNM is well-positioned to achieve double-digit net profit growth in 2026.
- With reduced business disruption risks in the Middle East, we forecast VNM's 2026 net revenue at VND 68,615 bn (+7.8% YoY) and NPAT-MI at VND 10,283 bn (+9.3% YoY), equivalent to EPS of VND 4,920.

Outlook & Recommendation

Despite raising our net profit forecasts for VNM in 2026/27F by 6.1%/7.1%, respectively, due to better-than-expected international operations, and rolling our valuation base to mid-2026, we reduce our 12-month target price by 3% to **VND 66,500 per share** after discontinuing the short-term P/E methodology (which has been distorted by weaker-than-expected foreign capital flows into VNM in 2026). This implies 2026 and 2027 P/E multiples of 13.5x and 12.8x respectively. Coupled with the high cash dividend of VND 4.350 per share, we maintain our **BUY** recommendation on VNM after the stock has corrected 20% over the past three months.

BUY
+20%

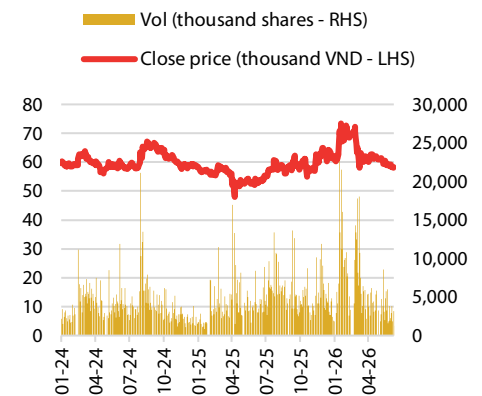
| | |
|--------------------|--------|
| Market price (VND) | 59,200 |
| Target price (VND) | 66,500 |

1-year expected cash dividend (VND/share): 4,350

Stock Info

| | |
|--|-------------------|
| Sector | Foods & Beverages |
| Market Cap (VND Bn) | 121,217 |
| Share O/S (Mn) | 2,090 |
| Average trading volume (20 sessions) ('000 shares) | 4,801 |
| Free Float (%) | 36.5 |
| 52 weeks high | 73,400 |
| 52 weeks low | 52,700 |
| Beta | 0.5 |

| | FY25 | Current |
|----------------|-------|---------|
| EPS | 4,503 | 4,914 |
| EPS growth (%) | 0.2 | 9.1 |
| P/E | 13.7 | 12.3 |
| P/B | 4.2 | 3.9 |
| EV/EBITDA | 11.0 | 10.0 |
| ROE (%) | 29.9 | 31.7 |

Stock price movement

Major shareholders (%)

| | |
|-------------------------------|------|
| State Capital Investment Corp | 36.0 |
| F&N Dairy Investment PTE LTD | 22.3 |
| Platinum Victory PTE LTD | 2.5 |
| Lien, Mai Kieu | 0.3 |
| Others | 38.9 |
| Remaining Foreign Room (%) | 51.3 |

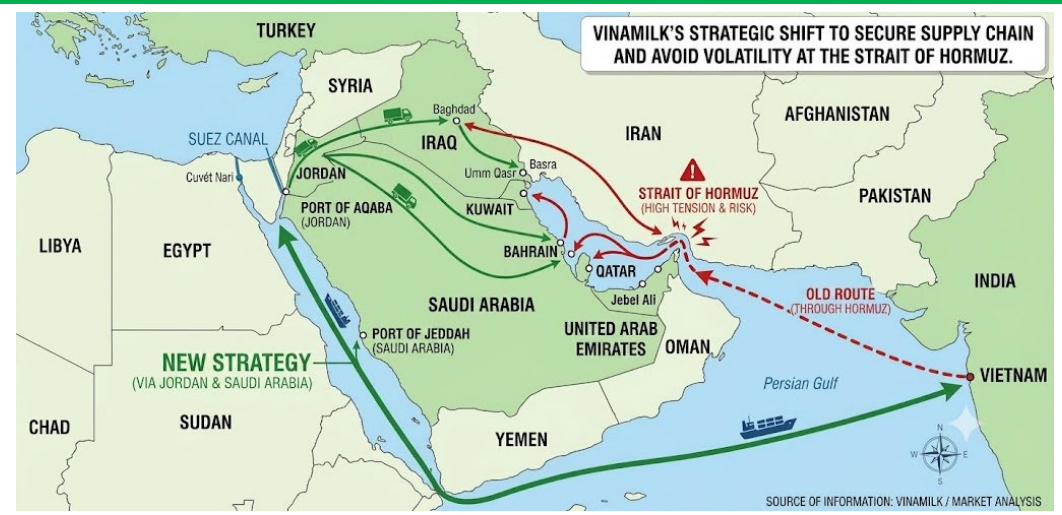
Consumer Goods Sector
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Q1-2026 results – Strong outperformance across all three markets: domestic, exports, and overseas branches

Net revenue reached VND 16,149 bn (-5.2% QoQ, +24.8% YoY), beating our expectation by 9%, primarily driven by stronger-than-forecasted export performance. Specifically:

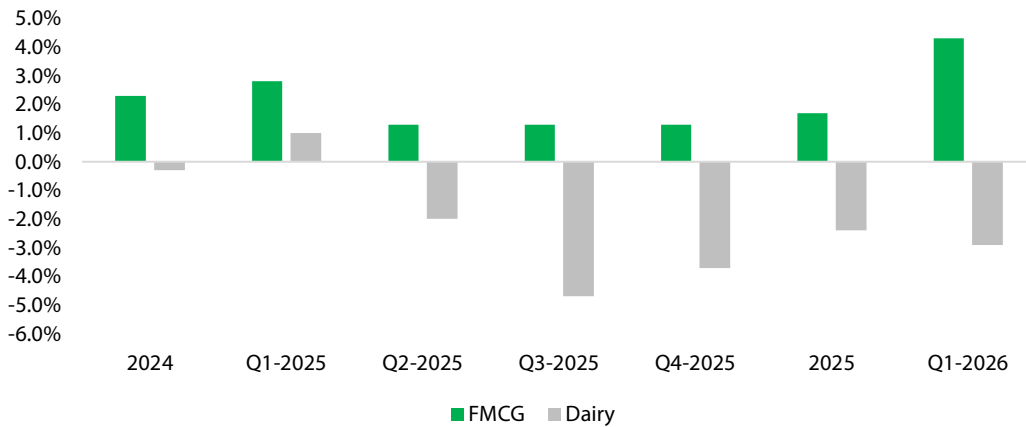
- **Domestic segment**, achieved VND 12,080 bn (-12.8% QoQ, +20.7% YoY), in line with our expectation and significantly outperforming the overall dairy industry (-2.9% YoY in value per AC Nielsen). The positive result stemmed from a successful GT channel restructuring, which created a low base last year and enabled strong market share recovery in Q1-2026. This quarter recorded the highest Q1 domestic revenue in the past five years. Average selling prices also rose 3-4% YoY, further supporting revenue growth.
- **Export segment**, reached VND 2,326 bn (+47.3% QoQ, +43.6% YoY), beating our expectation by 79%. VNM effectively overcame logistical disruptions in its key Middle East market through a flexible “in adversity lies opportunity” strategy, rerouting shipments via Jordan to bypass the Strait of Hormuz (Figure 1). However, this is expected to result in higher logistics costs as a percentage of revenue in subsequent quarters.
- **Foreign subsidiaries**, posted VND 1,743 bn (+8.3% QoQ, +33.6% YoY), exceeding our expectation by 26%, led by strong growth at Angkor Milk (nearly 3x YoY). Driftwood faced mild pressure with a 5% revenue decline due to price adjustments, though volumes remained stable.

Figure 1: VNM’s strategy of rerouting shipments via Jordan to bypass the Strait of Hormuz



Source: VNM, RongViet Securities

Figure 2: YoY growth in value of FMCG & dairy vietnamese market (%)

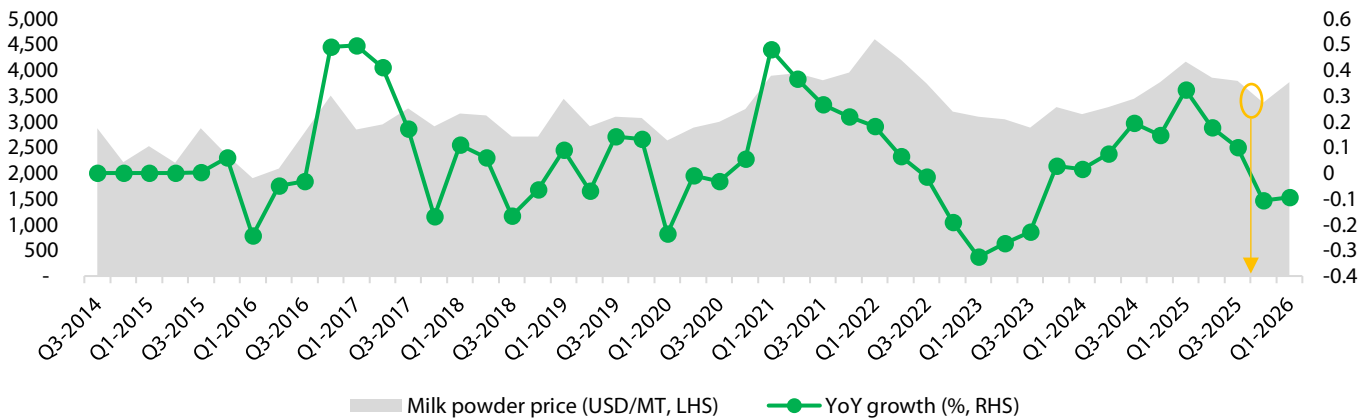


Source: AC Nielsen, RongViet Securities

NPAT-MI reached VND 2,429 bn (-14.5% QoQ, +54.8% YoY), exceeding our expectation by 16%. This translated into a net margin of 15.0% (-164bps QoQ, +291bps YoY), driven by strong revenue growth, favorable input costs, and improved performance from associates. Specifically:

- **Gross margin**, expanded to 42.7% (+225bps QoQ, +242bps YoY), significantly higher than our forecast of 40.5%. The improvement was supported by lower raw milk powder prices (-20.8% YoY) and better production cost absorption thanks to higher-than-expected sales volume.
- **SG&A exp/Net sales**, stood at 25.9% (+400bps QoQ, -193bps YoY). While higher operating leverage helped reduce the ratio year-over-year, it came in above our initial expectation of 25.0%, largely due to elevated promotional spending to outperform the subdued growth of the overall Vietnamese dairy market.
- **The main drag this quarter was net financial income**, which declined 28.5% YoY to VND 232 bn, due to higher borrowing costs (effective interest rate of 4.8%, +171bps YoY).

Figure 3: Milk powder price movement



Source: Bloomberg, RongViet Securities

Table 1: VNM's Q1-2026 Results

| Unit: VND bn | Q1-2026 | Q4-2025 | +/- (qoq) | Q1-2025 | +/- (yoy) |
|-------------------------------|----------------|----------------|------------------|----------------|------------------|
| Net sales | 16,149 | 17,034 | -5.2% | 12,935 | 24.8% |
| Domestic | 12,080 | 13,846 | -12.8% | 10,010 | 20.7% |
| Oversea | 4,069 | 3,188 | 27.6% | 2,924 | 39.1% |
| <i>Export</i> | <i>2,326</i> | <i>1,579</i> | <i>47.3%</i> | <i>1,620</i> | <i>43.6%</i> |
| <i>Foreign branches</i> | <i>1,743</i> | <i>1,609</i> | <i>8.3%</i> | <i>1,304</i> | <i>33.6%</i> |
| Gross profit | 6,896 | 6,890 | 0.1% | 5,210 | 32.3% |
| SG&A expenses | -4,184 | -3,732 | 12.1% | -3,601 | 16.2% |
| EBIT | 2,711 | 3,158 | -14.1% | 1,610 | 68.4% |
| Income from affiliates | 48 | 24 | 102.1% | 16 | 199.3% |
| Net finance income | 232 | 251 | -7.5% | 325 | -28.5% |
| Other profit | 23 | 44 | -48.9% | 1 | 2951.6% |
| Pre-tax profit | 3,014 | 3,433 | -12.2% | 1,951 | 54.5% |
| Corporate tax | -461 | -650 | | -364 | |
| Minority of interest (MI) | -30 | -13 | | 19 | |
| NPAT-MI | 2,429 | 2,840 | -14.5% | 1,568 | 54.8% |
| Unit: % | Q1-2026 | Q4-2025 | +/- (qoq) | Q1-2025 | +/- (yoy) |
| <i>Gross margin</i> | <i>42.7%</i> | <i>40.4%</i> | <i>225bps</i> | <i>40.3%</i> | <i>242bps</i> |
| <i>SG&A exp/Net sales</i> | <i>25.9%</i> | <i>21.9%</i> | <i>400bps</i> | <i>27.8%</i> | <i>-193bps</i> |
| <i>EBIT margin</i> | <i>16.8%</i> | <i>18.5%</i> | <i>-175bps</i> | <i>12.4%</i> | <i>434bps</i> |
| <i>Net margin</i> | <i>15.0%</i> | <i>16.7%</i> | <i>-164bps</i> | <i>12.1%</i> | <i>291bps</i> |

Source: VNM, RongViet Securities

Q2-2026's projected results: Entering the peak season for the dairy industry with a solid business foundation across all segments

Table 2: VNM's projected Q2-2026 results by VDS

| | Q2-2026 | +/-YoY | +/-QoQ | Assumptions |
|-----------------------------|---------------|--------------|--------------|--|
| Net sales | 17,800 | 6.4% | 10.2% | |
| Vinamilk & Mocchau Domestic | 13,432 | 2.5% | 15.5% | In this quarter, we continue to expect VNM to deliver stronger YoY growth in the domestic market, supported by further market share gains following the restructuring of its traditional GT channel and the expansion of its premium product portfolio (including new launches such as Vinamilk Greenfarm and Optimum A2 Pro+ Moc Chau Creamery). The continued ASP increase is also expected to support revenue growth, consistent with the trend observed in Q1-2026. Notably, the peak dairy consumption season in Q2-Q3 has returned, providing positive QoQ momentum. |
| Other Domestic Subsidiaries | 520 | 2.6% | 16.4% | |
| Export | 2,265 | 20.0% | -2.6% | Following the successful rerouting of shipments to its key Middle East market, we remain optimistic about the region's prospects. Demand for essential products, such as milk, has remained resilient amid ongoing geopolitical tensions. |
| Overseas Branches | 1,583 | 29.4% | -9.2% | Angkor Milk continues to hold a strong market share in Cambodia. Consumer trust in the Vinamilk brand in Cambodia has increased significantly in recent quarters, in our view. |
| Gross Profit | 7,635 | 8.7% | 10.7% | Gross margin is expected to expand further by 261bps YoY, benefiting from still favorable input costs (locked in at the end of last year for the current production cycle) and the ASP uplift mentioned above. |
| SG&A expenses | -4,503 | 7.9% | 7.6% | Given that the Vietnamese dairy market has contracted for four consecutive quarters, VNM is required to maintain elevated selling and administrative expenses above VND 4,100 bn per quarter, with a rising trend to outperform the industry. This pattern is expected to persist in Q2-2026. In this quarter, the change in shipping routes to the Middle East, combined with persistently high oil prices (Brent crude remaining above USD 95 per barrel), is expected to put noticeable upward pressure on VNM's SG&A expenses, both QoQ and YoY. |
| EBIT | 3,131 | 9.9% | 15.5% | |
| Profit from affiliates | 48 | 1176.5% | -0.9% | |
| Net financial income | 232 | -13.0% | 0.0% | |
| Other profit | 10 | -144.4% | -55.7% | |
| Profit before tax | 3,421 | 10.5% | 13.5% | |
| Corporate income tax | -671 | 10.4% | 45.3% | |
| Minority of interest (MI) | 14 | 0.0% | -147.5% | |
| NPAT-MI | 2,737 | 10.6% | 12.7% | Overall, YoY revenue growth and strong gross margin expansion are the two key drivers supporting VNM's net profit growth this quarter. |
| Gross margin | 42.9% | 261bps | 244bps | |
| SG&A exp/Net sales | 25.3% | -254bps | 339bps | |
| EBIT margin | 17.6% | 515bps | -95bps | |
| Net margin | 15.4% | 325bps | -130bps | |

Source: VNM, RongViet Securities

Valuation

We raise our NPAT forecasts for VNM in 2026/27F by 6.1%/7.1%, primarily driven by stronger-than-expected performance in the international business:

- Following the successful implementation of alternative shipping routes that have effectively mitigated disruptions from the intermittent closure of the Strait of Hormuz, we increase our export revenue forecasts for 2026/27F by 45.0%/47.8%, restoring them to our initial projections (prior to the downward revision in March 2026 amid escalating conflicts). In addition, we lift our revenue forecasts for foreign subsidiaries by 11.6%/11.7% for 2026/27F, reflecting Angkor Milk’s faster-than-expected market share gains in Cambodia despite ongoing Thailand-Cambodia border tensions, as well as VNM’s significantly strengthened consumer trust in the market, in our view.

Despite the upward revision in earnings forecasts and rolling our valuation base to mid-2026, we reduce our 12-month target price by 3% to **VND 66,500 per share** after discontinuing the short-term P/E valuation methodology (which has been distorted by weaker-than-expected foreign capital flows into VNM in 2026). This implies 2026 and 2027 P/E multiples of 13.5x and 12.8x respectively. We maintain our **BUY** recommendation on VNM after the stock has corrected 20% over the past three months.

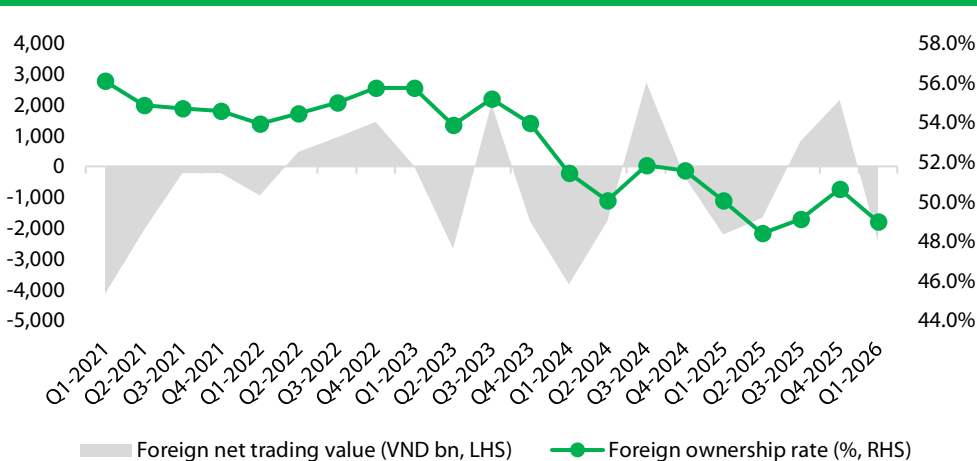
For our DCF (FCFF) valuation assumptions, we apply a risk-free rate of 4.5% (increased from 4.0%), beta of 1.0 (unchanged), equity risk premium of 8.2% (unchanged per Damodaran), debt weight of 18% (unchanged), and pre-tax cost of debt of 4.0% (unchanged), with an exit EV/EBITDA of 9.5x (unchanged). As a result, WACC increases to 11.0% (from 10.6% previously).

Table 3: Description of VNM forecast changes by segment (VND bn)

| | Actual | Previous Forecast | | New Forecast | | % Change New vs. Previous Forecast | |
|-----------------------------|---------------|-------------------|---------------|---------------|---------------|------------------------------------|-------------|
| | | 2025 | 2026F | 2027F | 2026F | 2025 | 2026F |
| Net sales | 61,783 | 65,325 | 69,203 | 68,615 | 72,994 | 5.0% | 5.5% |
| Vinamilk & Mocchau Domestic | 47,930 | 51,269 | 54,036 | 51,269 | 54,036 | 0.0% | 0.0% |
| Other Domestic Subsidiaries | 2,869 | 2,363 | 2,491 | 2,363 | 2,491 | 0.0% | 0.0% |
| Export | 5,664 | 5,784 | 6,391 | 8,387 | 9,448 | 45.0% | 47.8% |
| Overseas Branches | 5,319 | 5,909 | 6,285 | 6,596 | 7,019 | 11.6% | 11.7% |
| EBIT | 10,405 | 10,608 | 11,161 | 11,149 | 11,862 | 5.1% | 6.3% |
| Net finance income | 1,157 | 1,310 | 1,385 | 1,292 | 1,365 | -1.4% | -1.4% |
| NPAT-MI | 9,392 | 9,691 | 10,134 | 10,283 | 10,851 | 6.1% | 7.1% |

Source: VNM, RongViet Securities

Figure 4: Foreign investor trading activity in VNM shares



Source: Fiinpro, RongViet Securities

(*) In such a case of market upgrade scenario (already realized), VNM could see increased allocations from foreign funds given its position as a leading consumer staple name with high liquidity. Its P/E multiple could be re-rated 10–15% higher than the 14–15x range, implying a new fair multiple of 16.0–17.0x, more in line with peer dairy companies in comparable markets. However, foreign trading data in recent years has shown persistent net selling, with foreign ownership declining rapidly from 56.1% in 2021 to 49.0% by the end of Q1-2026. This reflects prolonged caution from international capital toward emerging markets amid a strong US dollar and unresolved geopolitical risks.

VALUATION BY FCFF METHOD

| DCF Assumptions | Value | Valuation summary | Value (VND bn) |
|---------------------|-------|---------------------------------------|----------------|
| WACC 2026 | 11.0% | DCF forecast time | 5 years |
| Effective tax rate | 20.0% | Enterprise value | 124,879 |
| Cost of equity | 12.7% | + Cash & cash equivalent & investment | 23,150 |
| Risk-free rate | 4.5% | - Debt | 9,162 |
| Equity risk premium | 8.2% | Equity value | 138,867 |
| Beta | 1.0 | Numbers of outstanding shares | 2,089.96 |
| Exit EV/EBITDA | 9.5 | Target equity value per share (VND) | 66,500 |

Source: RongViet Securities

Table 4: Sensitivity scenario for VNM's Equity Value per Share by FCFF method (VND)

| | Exit EV/EBITDA | | | | | |
|-------------|----------------|--------|--------|---------------|--------|--------|
| | 7.5 | 8.5 | 9.5 | 10.5 | 11.5 | |
| WACC | 9.5% | 60,441 | 65,028 | 69,615 | 74,201 | 78,788 |
| | 10.5% | 58,607 | 63,007 | 67,406 | 71,806 | 76,205 |
| | 11.0% | 57,808 | 62,127 | 66,445 | 70,763 | 75,081 |
| | 12.0% | 56,097 | 60,241 | 64,385 | 68,529 | 72,674 |
| | 13.0% | 54,463 | 58,442 | 62,421 | 66,400 | 70,379 |

Source: RongViet Securities

Table 5: Peers' valuations, VNM (USD mn)

| Company | Market cap (USD mn) | 2025 Net sales (USD mn) | 2025 trailing PE (x) | 2025 trailing PB (x) | 2025 trailing EVEBITDA (x) |
|--|---------------------|-------------------------|----------------------|----------------------|----------------------------|
| Inner Mongolian Yili Group (China) | 25,884 | 16,081 | 21.5 | 3.4 | 17.5 |
| China Mengniu dairy (China) | 7,430 | 12,317 | 13.1 | 1.3 | 12.5 |
| Morinaga Milk Industry (Japan) | 2,121 | 3,684 | 29.1 | 1.2 | 7.8 |
| Yakult Honsha (Japan) | 5,199 | 3,280 | 16.3 | 1.3 | 8.2 |
| Fraser & Neave Holdings Bhd (Malaysia) | 3,209 | 1,197 | 25.3 | 3.3 | 14.5 |
| Vinamilk (Vietnam) | 4,865 | 2,448 | 15.2 | 4.2 | 9.1 |
| Median | | | 18.9 | 2.3 | 10.8 |

Source: Bloomberg, RongViet Securities

VNM VALUATION SUMMARY

| VNM VALUATION SUMMARY (VND/SHARE) | | |
|--|--------------|--------------------------|
| Method | Contribution | Target price (VND/share) |
| DCF (5 years, WACC: 11.0%, Exit EVEBITDA 9.5x) | 50% | 66,500 |
| Total VNM | 100% | 66,500 |
| 1-year expected cash dividend (VND/share) | | 4,350 |
| 2026F target P/E | | 14.8 |

Source: RongViet Securities

Appendix
Table 6: VNM's Q1-2026 results

| Unit: VND bn | Q1-2026 | Q4-2025 | +/-QoQ | Q1-2025 | +/-YoY |
|---|---------------|---------------|---------------|---------------|--------------|
| Net sales | 16,149 | 17,034 | -5.2% | 12,935 | 24.8% |
| Domestic | 12,080 | 13,846 | -12.8% | 10,010 | 20.7% |
| Export | 2,326 | 1,579 | 47.3% | 1,620 | 43.6% |
| Foreign branches | 1,743 | 1,609 | 8.3% | 1,304 | 33.6% |
| Gross profit | 6,896 | 6,890 | 0.1% | 5,210 | 32.3% |
| SG&A expenses | -4,184 | -3,732 | 12.1% | -3,601 | 16.2% |
| EBIT | 2,711 | 3,158 | -14.1% | 1,610 | 68.4% |
| Income from affiliates (mainly Erablue) | 48 | 24 | 102.1% | 16 | 199.3% |
| Net finance income | 232 | 251 | -7.5% | 325 | -28.5% |
| Other profit | 23 | 44 | -48.9% | 1 | 2951.6% |
| EBT | 3,014 | 3,433 | -12.2% | 1,951 | 54.5% |
| Corporate income tax | -461 | -650 | -29.0% | -364 | 26.8% |
| Minority of interest (MI) | -30 | -13 | 124.0% | 19 | -257.0% |
| NPAT-MI | 2,429 | 2,840 | -14.5% | 1,568 | 54.8% |

Source: VNM, RongViet Securities

Table 7: VNM's Q1-2026 business analysis

| Criteria | Q1-2026 | Q4-2025 | +/-QoQ | Q1-2025 | +/-YoY |
|--------------------------------|---------|---------|---------|---------|---------|
| Profitability ratio | | | | | |
| Gross margin | 42.7% | 40.4% | 225bps | 40.3% | 242bps |
| EBIT/Net sales | 16.8% | 10.7% | 605bps | 16.4% | 39bps |
| Net margin | 15.0% | 16.7% | -164bps | 12.1% | 291bps |
| Efficiency ratio (days) | | | | | |
| Days AR on hand | 72 | 61 | 11 days | 82 | -9 days |
| Days Inventory on hand | 27 | 25 | 2 days | 29 | -1 day |
| Days AP | 43 | 37 | 6 days | 47 | -4 days |
| Solvency ratio (%) | | | | | |
| Total liabilities/Total equity | 28.3% | 27.4% | | 27.1% | |

Source: VNM, RongViet Securities

| | VND bn | | | |
|-------------------------|---------------|---------------|----------------|----------------|
| INCOME STATEMENT | FY2024 | FY2025 | FY2026F | FY2027F |
| Net sales | 61,783 | 63,646 | 68,615 | 72,994 |
| COGS | 36,192 | 37,436 | 40,299 | 42,959 |
| Gross profit | 25,590 | 26,209 | 28,316 | 30,035 |
| Selling exp | -13,358 | -13,642 | -15,133 | -15,990 |
| GA exp | -1,828 | -1,904 | -2,033 | -2,184 |
| Finance income | 1,586 | 1,497 | 1,720 | 1,788 |
| Finance exp | -428 | -350 | -429 | -423 |
| Net other income | 6 | -10 | -10 | -10 |
| Income from affiliates | 32 | -151 | 200 | 200 |
| PBT | 11,600 | 11,650 | 12,686 | 13,393 |
| Corporate income tax | -2,147 | -2,236 | -2,397 | -2,533 |
| MI | 61 | 3 | 5 | 8 |
| NPAT-MI | 9,392 | 9,410 | 10,283 | 10,851 |
| EBIT | 10,405 | 10,664 | 11,149 | 11,862 |

| FINANCIAL RATIOS | FY2024 | FY2025 | FY2026F | FY2027F |
|---------------------------------|---------------|---------------|----------------|----------------|
| YoY growth (%) | | | | |
| Net sales | 2.3 | 3.0 | 7.8 | 6.4 |
| EBIT | 6.6 | 3.7 | 4.6 | 6.4 |
| NPAT-MI | 5.8 | 0.2 | 9.3 | 5.5 |
| Total assets | 4.5 | -3.2 | 1.0 | 1.7 |
| Total equity | 3.3 | -4.7 | 2.4 | 2.5 |
| Profitability ratios (%) | | | | |
| Gross margin | 41.4 | 41.2 | 41.3 | 41.1 |
| EBIT margin | 16.8 | 16.8 | 16.2 | 16.3 |
| Net margin | 15.2 | 14.8 | 15.0 | 14.9 |
| ROA | 17.1 | 17.7 | 19.1 | 19.8 |
| ROE | 26.0 | 27.3 | 29.1 | 30.0 |
| Efficiency ratios (days) | | | | |
| Days AR on hands | 37 | 35 | 33 | 32 |
| Days Inventory on hand | 57 | 67 | 71 | 71 |
| Days AP | 39 | 38 | 39 | 39 |
| Liquidity ratios (x) | | | | |
| Current | 2.0 | 2.0 | 2.1 | 2.2 |
| Quick | 1.7 | 1.6 | 1.6 | 1.7 |
| Solvency ratios (x) | | | | |
| Liabilities/Equity | 0.3 | 0.4 | 0.3 | 0.3 |
| S.T debt/Equity | 0.3 | 0.3 | 0.2 | 0.2 |
| L.T debt/Equity | 0.3 | 0.3 | 0.2 | 0.2 |

| | VND bn | | | |
|--------------------------------|---------------|---------------|----------------|----------------|
| BALANCE SHEET | FY2024 | FY2025 | FY2026F | FY2027F |
| Cash & Equivalents | 2,226 | 1,795 | 1,795 | 1,795 |
| Short-term investment | 23,260 | 21,355 | 21,355 | 22,355 |
| Receivables | 6,234 | 6,028 | 6,263 | 6,405 |
| Inventories | 5,687 | 6,839 | 7,839 | 8,356 |
| Other current assets | 147 | 244 | 264 | 280 |
| Tangible fixed assets | 13,114 | 12,991 | 12,449 | 11,592 |
| Intangible fixed assets | 1,030 | 1,031 | 950 | 901 |
| Long-term investment | 1,373 | 957 | 850 | 850 |
| Other non-current assets | 1,978 | 2,073 | 2,058 | 2,190 |
| TOTAL ASSETS | 55,049 | 53,312 | 53,823 | 54,724 |
| Trade payables | 3,874 | 3,923 | 4,314 | 4,598 |
| Short-term debt | 9,115 | 9,394 | 8,686 | 8,426 |
| Short-term debt | 158 | 63 | 63 | 63 |
| Other liabilities | 5,727 | 5,449 | 5,449 | 5,449 |
| Bonus & welfare funds | 680 | 953 | 953 | 953 |
| Science and technology fund | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 18,875 | 18,829 | 18,512 | 18,537 |
| Paid-in capital | 20,400 | 20,153 | 20,153 | 20,153 |
| Treasury shares | 499 | 747 | 747 | 747 |
| Retained earnings | 3,471 | 8,523 | 9,345 | 10,213 |
| Other funds | 829 | 1,185 | 1,185 | 1,185 |
| Investment & development funds | 7,079 | 79 | 79 | 79 |
| TOTAL EQUITY | 36,174 | 34,483 | 35,311 | 36,187 |
| Minority of interest | 3,896 | 3,798 | 3,803 | 3,811 |

| VALUATION RATIOS | FY2024 | FY2025 | FY2026F | FY2027F |
|-------------------------|---------------|---------------|----------------|----------------|
| EPS (VND) | 4,494 | 4,503 | 4,920 | 5,192 |
| P/E (x) | 13.1 | 13.6 | 11.8 | 11.2 |
| BV (VND) | 17,309 | 16,499 | 16,896 | 17,315 |
| P/B (x) | 3.4 | 3.7 | 3.4 | 3.4 |
| DPS (VND) | 3,850 | 4,850 | 4,350 | 4,350 |
| Dividend yield (%) | 6.5 | 8.3 | 7.1 | 7.5 |

| VALUATION MODEL | Price | Contribution | Average |
|---------------------------------|--------------|---------------------|----------------|
| FCFF | 66,500 | 100% | 66,500 |
| Target price (VND/share) | | | 66,500 |

| VALUATION HISTORY | Price | Recommendation | Time |
|--------------------------|--------------|-----------------------|-------------|
| Jun-2026 | 66,500 | BUY | Long-term |
| Mar-2026 | 68,400 | BUY | Long-term |
| Jan-2026 | 68,400 | ACCUMULATE | Long-term |

RESULT UPDATE

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

RATING GUIDANCE

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

In some cases, we do not provide specific buy/sell recommendations but only offer some reference valuations to give investors additional information, classified under the **OBSERVE** recommendation

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