# HOA SEN GROUP (HSX: HSG)

## Hoa Sen Home supports core business

| *(VND bn)* | Q3-FY26 | Q2-FY26 | *+/- qoq* | Q3-FY25 | *+/- yoy* |
|---|---|---|---|---|---|
| Net revenue | 9,993 | 8,967 | 11% | 9,509 | 5% |
| Profit after tax | 382 | 119 | 222% | 274 | 40% |
| EBIT | 542 | 236 | 129% | 254 | 114% |
| EBIT margin | 5.4% | 2.6% | 278 bps | 2.7% | 275 bps |

*Source: HSG, RongViet Securities*

**FY2026 Results: Positive trends in selling prices and export markets for 2H2026.**

- In Q3/2026, net revenue reached VND 9,993 billion (+11% qoq; +5% yoy), with 9-month cumulative revenue reaching VND 27,343 billion (-3% yoy). NPAT-MI reached VND 382 billion (+222% qoq; +39% yoy) – the highest since Q4 FY2023, with 9-month cumulative profit reaching VND 563 billion (achieving 94% of the profit target under the high-case scenario). The key highlight came from improvements in average export prices and export volumes as HSG increased its proportion to new markets like Brazil, increasing the gross margin to 15.3% – exceeding expectations.
- For Q4 FY2026, we expect net revenue to reach VND 10,185 billion (+22% yoy) as export volumes continue to improve (from Brazil and Southeast Asia). Gross margin is expected to narrow to 12.0% due to higher inventory costs, resulting in NPAT-MI of VND 141 billion (-63% qoq), though still up 67% yoy due to the low base in the same period.
- FY2026 results are projected at about VND 37,528 billion in revenue and VND 705 billion in NPAT-MI (+2.7% and -3.3% yoy, respectively). Most profit is concentrated in 2H2026, as selling prices establish a new baseline and export diversification to South America offsets the trade-protection pressure faced in 1H2026.

**FY2027-28 Outlook: Traditional segment recovers, additional contribution from Hoa Sen Home**

- Galvanized steel production is projected to reach 1,378 thousand tons (+8% yoy) in FY2027 and 1,447 thousand tons (+5% yoy) in FY2028. The main drivers are strong domestic consumption growth (+10% yoy in FY2027) due to domestic trade defence, a recovery in construction demand, and industry-leading market share. Meanwhile, the export channel is expected to bottom out and recover slightly (+5% yoy) due to expansion into new markets (Brazil, Middle East, etc.).
- Revenue and operating profit from the commercial segment of the Hoa Sen Home building material supermarket model are projected to increase by 50%–60%/year in FY2027–2028, raising its contribution to 10% of revenue and 20% of operating profit. This could help mitigate risks from steel price cycle fluctuations.

**Viewpoint and recommendation**

*The recovery cycle was confirmed in the second half of FY2026, with the gross margin expanding to 15.3% and the highest quarterly profit since FY2023. FY2027-28, we expect growth momentum to be maintained due to domestic trade defence policies, export diversification strategies, and the increasing contribution from Hoa Sen Home.*

*Using the Sum-of-the-Parts (SOTP) valuation method, we set the target price for HSG stock at **16,200 VND/share (+62%**, BUY). This valuation reflects the shift of the valuation date to the end of FY2027, a slight decrease in the WACC of the traditional segment to 12.5%, and the transition of the Hoa Sen Home valuation metric from P/S to EV/S of 1.5x, along with the assumption of no cash dividends in the next 12 months.*

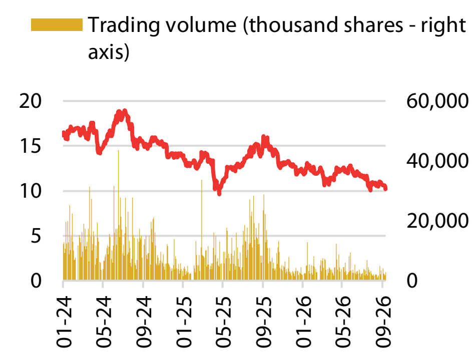
| **BUY** | **+62%** |
|---|---|
| Target price (VND) | 16,200 |
| Market price (VND) | 10,000 |
| *Expected cash dividend for next 12 months (VND)* | - |

**Stock information**

| | |
|---|---|
| Sector | Basic Materials |
| Market cap (VND billion) | 8,557 |
| Outstanding shares (million) | 807 |
| Free float | 70.0% |
| 3M Avg. Trading Volume (thousand) | 2,813 |
| 3M Avg. Trading Value (billion) | 32.5 |
| Foreign ownership | 3.2% |
| 52-week low - high | 10,050 – 15,923 |

| | FY2025 | Current |
|---|---|---|
| EPS | 867 | 642 |
| EPS growth (%) | 40 | 16 |
| P/E | 16.8 | 15.6 |
| P/B | 1.0 | 0.7 |
| EV/EBITDA | 9.5 | 9.5 |
| ROE (%) | 6.6 | 4.7 |

**Price performance**




| **Major shareholders (%)** | |
|---|---|
| Le Phuoc Vu | 17.0 |
| Amersham Industries Limited | 2.0 |
| Vietnam Enterprise Investments Limited | 1.5 |
| Norges Bank | 1.0 |
| Others | 78.5 |
| *Remaining foreign ownership limit (%)* | 45.8 |

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## Q3-FY2026 Results (04/01/2026-06/30/2026): Positive trends in selling prices and export markets for 2H2026

**Revenue improved from higher selling prices, with export markets more positive than expected:** Net revenue reached VND 9,993 billion (+11% qoq; +5% yoy), with slight growth as both selling prices and volumes improved versus the same period. Regarding selling prices, the average export and domestic price growth in the quarter is estimated at +7%/-6% qoq and +6%/+6% yoy, respectively. In particular, average export prices improved more than expected as HSG increased its export share to the South American market (mainly Brazil), which has higher selling prices than the Asian and European markets. Regarding volume, total consumption of galvanized steel and steel pipes reached 339 thousand tons (+17% qoq; -4% yoy) and 110 thousand tons (+10% qoq; +1% yoy), respectively, of which galvanized steel exports reached 140 thousand tons (+30% qoq; -13% yoy), and domestic galvanized steel reached 199 thousand tons (+9% qoq; +4% yoy). Overall, the export market was better than expected, driven by momentum in South America and offsetting weaker-than-expected domestic consumption.

**Gross profit recovered strongly**: Gross profit reached VND 1,526 billion (+45% qoq; +26% yoy), corresponding to a gross margin of 15.3% (+3.5 pps qoq; +2.5 pps yoy) – recovering more strongly than expected (gross margin of 12.6%). In addition to support from selling prices, the gross margin also recovered in the quarter, driven by the low-cost inventory that HSG proactively increased from the end of the previous quarter. Notably, HSG continued to make an additional VND 17.7 bn provision for inventory devaluation during the period, bringing the ending provision balance to VND 213.2 bn (+VND 63.4 bn YTD). This indicates that the earnings improvement was driven purely by favourable business operations.

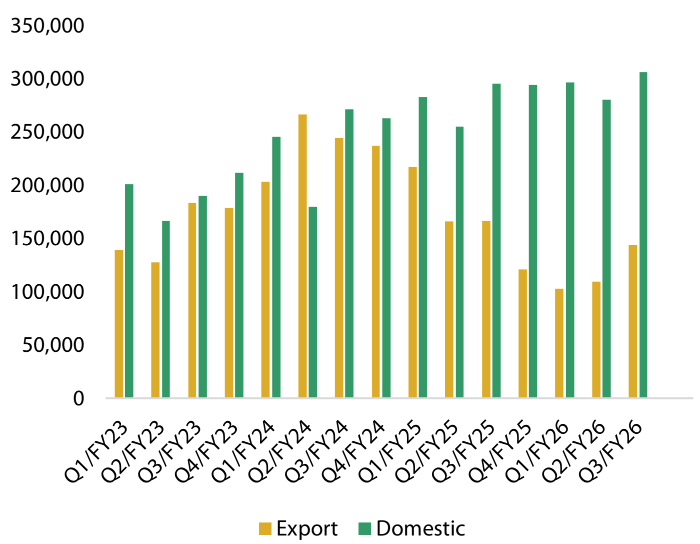
**Selling expenses increased accordingly:** The ratio of SG&A expenses to net revenue reached 8.1% (+0.8 pps qoq; -0.2 pps yoy) and 1.8% (flat qoq and yoy), respectively. After declining in the previous quarter due to weak export volume, (1) consumption recovery during the period and (2) high transportation costs brought HSG's export costs back to near the same-period level, reaching VND 201 billion (-7% yoy).

**Net financial income fell due to the loss of contribution from exchange rate gains:** Revenue from financial activities, most of which came from exchange rate gains, fell sharply compared to previous quarters, reaching VND 4 billion (-84% qoq; -93% yoy). Combined with interest expenses still at a high level (VND 121 billion, +183% yoy), this caused HSG's net financial income to drop to -VND 122 billion – a low level in the FY2021-26 period.

**NPAT-MI** reached VND 382 billion (+222% qoq; +39% yoy), corresponding to a margin of 3.8% (+2.5 pps qoq; +0.9 pps yoy), the highest profit level since Q4/FY2023. Overall, HSG's NPAT-MI margin was higher than expected because gross margin recovered more strongly than estimated.

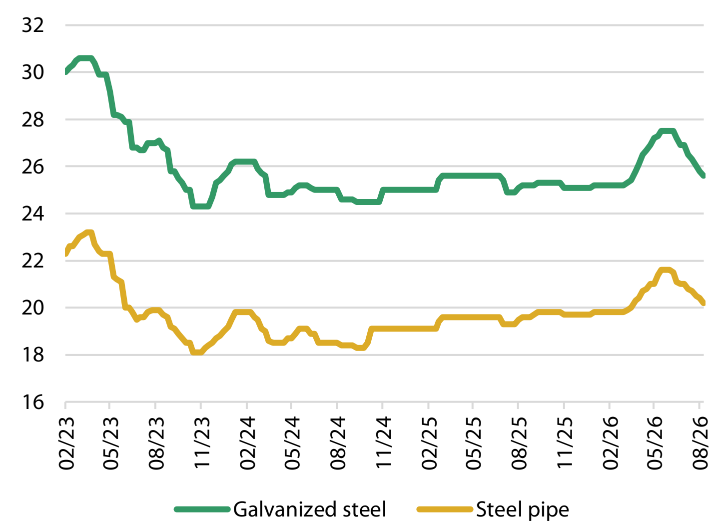
HSG's Q3 FY2026 business results were more positive than expected, mainly due to the significant expansion of gross profit margin; however, selling expenses and income from financial activities were more negative than in previous quarters. In the first 9 months of FY2026, HSG achieved 74% of the revenue plan and 94% of the profit target under the high-case scenario.

**Figure 1: HSG galvanized steel and steel pipe consumption volume by market (thousand tons, fiscal year)**



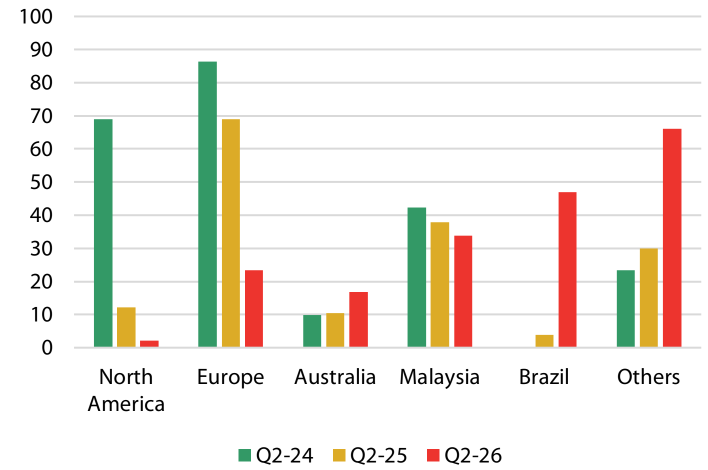

*Source: VSA, RongViet Securities*

**Figure 2: Hoa Sen agency galvanized steel and steel pipe selling price trends (thousand VND/kg)**



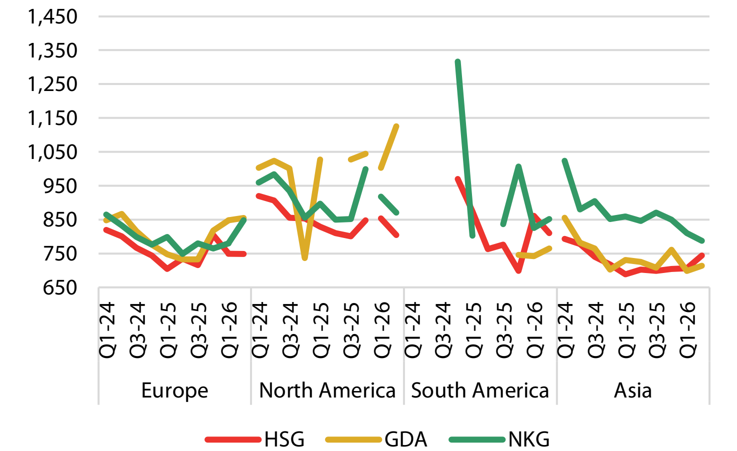

*Source: thitruongthep, RongViet Securities*

**Figure 3: HSG's Q2 export volume by market, 2024-2026 (thousand tons, calendar year)**




*Source: Customs data, RongViet Securities*

**Figure 4: HSG's average export selling price and some galvanized steel enterprises by market (USD/ton, calendar year)**




*Source: Customs data, RongViet Securities*

**Table 1: HSG Q3-FY26 Business Results**

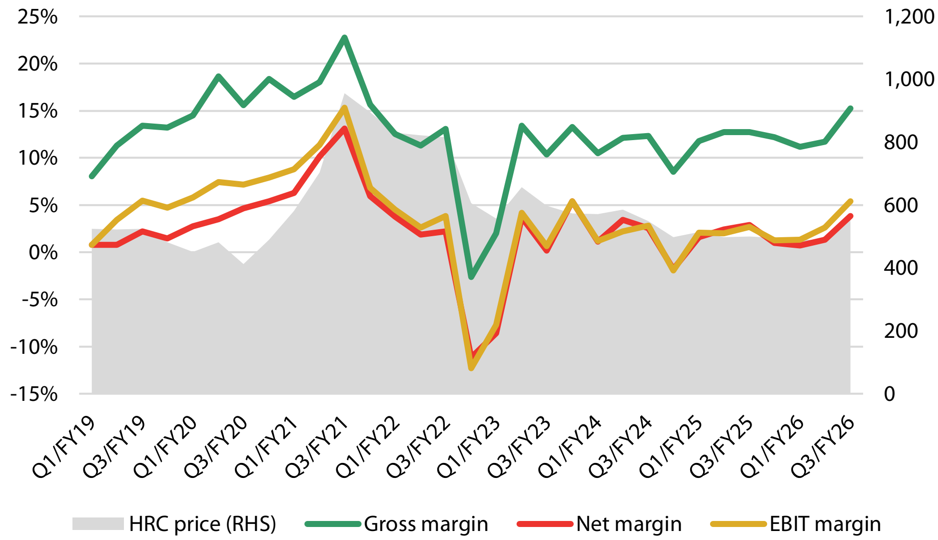
| *Unit: VND billion* | Q3/2026 | Q2/2026 | +/-(qoq) | Q3/2025 | +/-(yoy) | 9M/2026 Cumulative | +/-(yoy) | % High-case plan | % VDS Forecast |
|---|---|---|---|---|---|---|---|---|---|
| **Net revenue** | **9,993** | **8,967** | ***11%*** | **9,509** | ***5%*** | **27,343** | ***-3%*** | ***74%*** | ***73%*** |
| *Total galvanized steel volume (tons)* | 339,006 | 289,420 | *17%* | 352,302 | *-4%* | | | | |
| *Export* | 140,274 | 107,466 | *31%* | 161,868 | *-13%* | | | | |
| *Domestic* | 198,732 | 181,954 | *9%* | 190,434 | *4%* | | | | |
| *Total steel pipe volume (tons)* | 110,515 | 100,077 | *10%* | 109,323 | *1%* | | | | |
| *Export* | 3,315 | 1,874 | *77%* | 4,517 | *-27%* | | | | |
| *Domestic* | 107,200 | 98,203 | *9%* | 104,806 | *2%* | | | | |
| *Avg. export price (USD/ton)* | 778 | 727 | *7%* | 732 | *6%* | | | | |
| *Domestic agency galvanized steel price (VND/kg)* | 18,736 | 19,935 | *-6%* | 17,686 | *6%* | | | | |
| *Domestic agency steel pipe price (VND/kg)* | 27,067 | 25,275 | *7%* | 25,600 | *6%* | | | | |
| *Avg. HRC price at Hanoi warehouse (USD/ton)* | 563 | 485 | *16%* | 499 | *13%* | | | | |
| **Gross profit** | **1,526** | **1,052** | ***45%*** | **1,213** | ***26%*** | **3,517** | ***1%*** | | |
| Selling expenses | 806 | 652 | *24%* | 791 | *2%* | 2,115 | *-11%* | | |
| Administrative expenses | 179 | 164 | *9%* | 169 | *6%* | 512 | *6%* | | |
| **Operating profit** | **542** | **236** | ***129%*** | **254** | ***114%*** | **889** | ***40%*** | | |
| Financial revenue | 4 | 26 | *-84%* | 61 | *-93%* | 69 | *-69%* | | |
| Financial expenses | 126 | 115 | *9%* | 60 | *110%* | 311 | *53%* | | |
| *Of which: Interest expenses* | 121 | 108 | *12%* | 43 | *183%* | 281 | *105%* | | |
| Other income/loss | 26 | 9 | *183%* | 36 | *-26%* | 51 | *2%* | | |
| **Profit before tax** | **446** | **156** | ***185%*** | **290** | ***54%*** | **699** | ***-1%*** | | |
| Corporate income tax | 64 | 38 | *69%* | 17 | *285%* | 135 | *119%* | | |
| **NPAT-MI** | **382** | **119** | ***222%*** | **274** | ***40%*** | **563** | ***-13%*** | ***94%*** | ***78%*** |
| *Gross margin (%)* | *15.27%* | *11.73%* | *354 bps* | *12.75%* | *252 bps* | | | | |
| *Selling expenses/Net revenue* | *8.06%* | *7.27%* | *79 bps* | *8.31%* | *-25 bps* | | | | |
| *Admin expenses/Net revenue* | *1.79%* | *1.83%* | *-3 bps* | *1.77%* | *2 bps* | | | | |
| *Operating margin (%)* | *5.42%* | *2.63%* | *278 bps* | *2.67%* | *275 bps* | | | | |

| | | | | | |
|---|---|---|---|---|---|
| *Net margin (%)* | *3.82%* | *1.32%* | *250 bps* | *2.88%* | *94 bps* |

*Source: HSG, VSA, Bloomberg, thitruongthep, Customs data, RongViet Securities compilation*

**Profit margins less volatile in FY2025-26:** Compared with FY2019-24, when HRC prices fluctuated sharply, HSG's profit margins in FY2025-26 were generally more stable, although revenue and profit growth slowed due to the impact of global trade protection. In FY2027-28, we expect HSG's results to improve as steel prices recover, along with additional contributions from new business segments (details).

**Figure 5: Correlation between HSG profit margin and HRC price (USD/ton) in the FY2019-26 period**

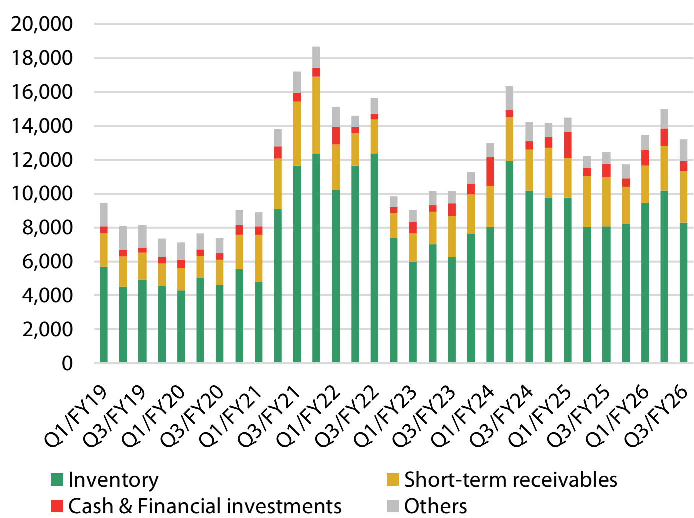



*Source: HSG, Bloomberg, RongViet Securities*

## Asset structure and investment progress update for some ongoing projects

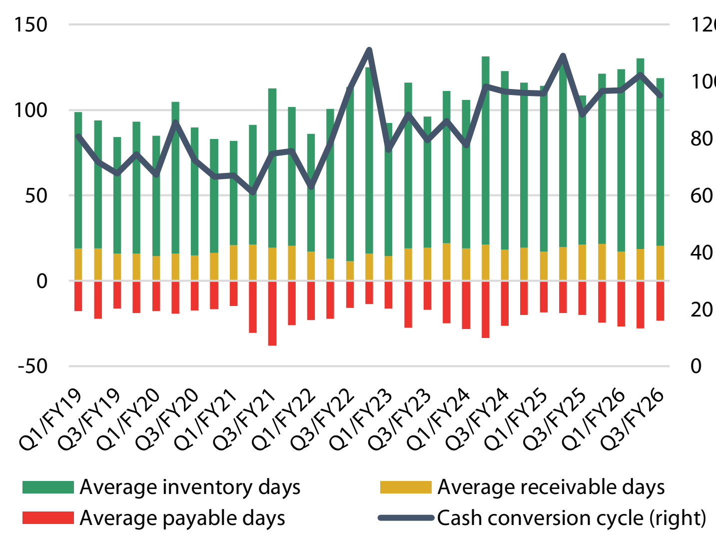
**Inventory decreased after peak quarter**: Short-term assets narrowed by the end of Q3 FY2026, with ending inventory falling to VND 8,268 billion (-20% qoq, nearly equivalent to the same period) after rising sharply in the previous quarter. Average inventory days fell to 99 days (from 110 days in the previous 2 quarters), improving the cash conversion cycle slightly to 95 days. At the same time, short-term debt also narrowed to VND 7,251 billion (-12% qoq). In FY2025-26, HSG maintained a flexible inventory management policy and increased inventory in certain quarters when selling prices were favourable (Q2 FY2026) to expand gross margin, while slightly increasing leverage compared with FY2022-24 to finance working capital.

**Figure 6: HSG's short-term asset structure by fiscal quarter 2019-26 (VND billion)**



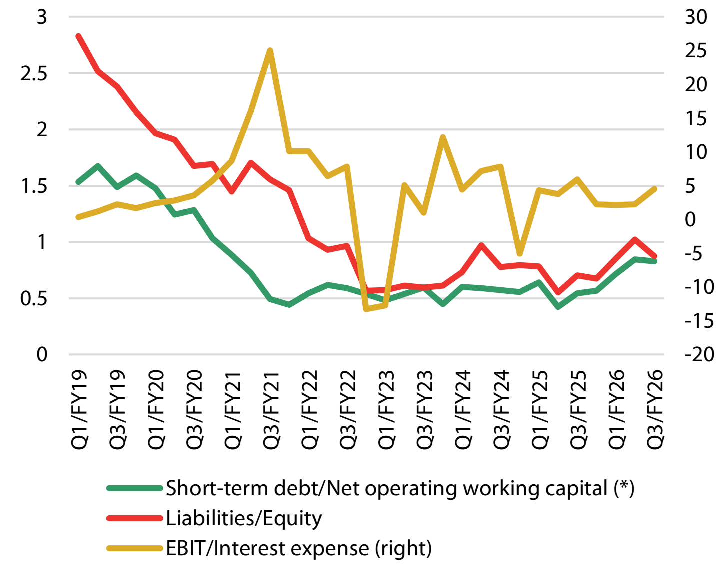

*Source: HSG, RongViet Securities*

**Figure 7: HSG's cash conversion cycle by fiscal quarter 2019-26 (days)**




*Source: HSG, RongViet Securities*

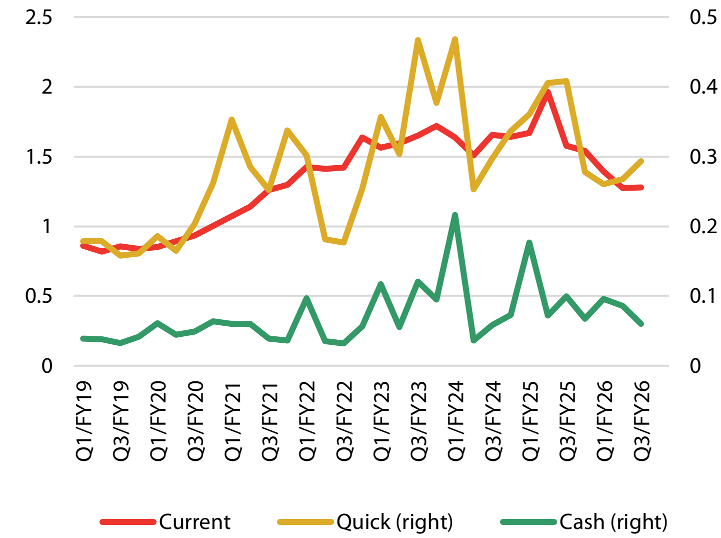
**Figure 8: HSG's leverage and debt repayment capacity ratios (times)**




*Source: HSG, RongViet Securities*

*(*) Short-term debt/Net operating working capital (Inventory + Short-term receivables – Short-term payables)*

**Figure 9: HSG's liquidity ratios (times)**




*Source: HSG, RongViet Securities*

**Investment progress of some ongoing projects**: In FY2026, some of HSG's major investments include: (1) Upgrading and renovating the Hoa Sen Phu My steel factory; (2) Building and purchasing factory facilities and steel pipe production lines at Hoa Sen Phu My; (3) Building and upgrading the Hoa Sen Home building material and furniture supermarket system; and (4) Investing in land funds for social housing and urban area projects.

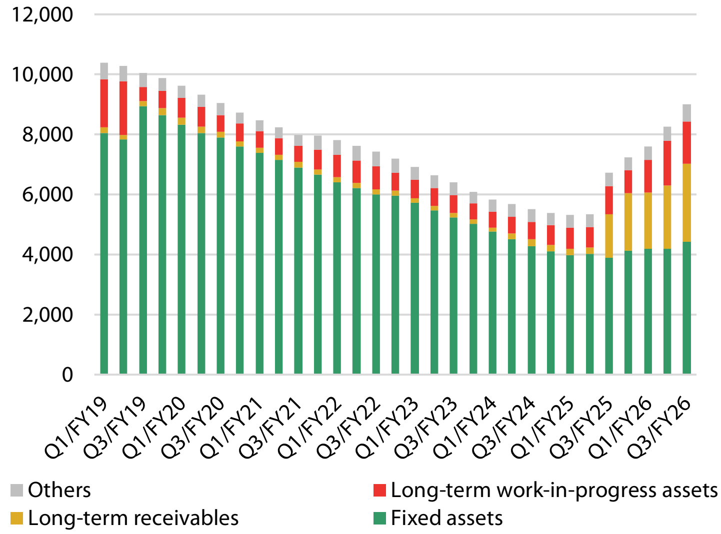
Investments at the Phu My factories are being carried out in the context that: (1) Old machinery and equipment have reached a considerable age and are nearly fully depreciated (useful life according to accounting books and remaining value at the end of FY2025 reached approximately 15 years and VND 2,000 billion, respectively). HSG liquidated approximately VND 760 billion in the original cost of machinery and equipment in the cumulative FY2025 and the first 9 months of FY2026; and (2) A technology innovation and product quality improvement strategy is being implemented (with some new high-quality products successfully produced, such as Zinc-Aluminum-Magnesium alloy coated steel) to maintain competitiveness, especially in the domestic market when some major competitors like NKG and GDA are also increasing investment in new technologies. We believe this investment will mainly optimise and ensure production and business operations and will not significantly affect HSG's total capacity, which is appropriate as the Company's production efficiency is currently lower than that of its competitors.

Regarding the Hoa Sen Home system, as of August 2026, HSG had 147 stores under the building material model nationwide. The Company is not currently opening new stores but is focusing on converting traditional stores (about 8-9 stores/quarter) to reduce initial investment costs. The current store conversion pace still follows the Company's plan. In addition, HSG officially established Hoa Sen Home Joint Stock Company in January 2026 and completed converting all stores to the new legal entity at the end of July. We expect the restructuring will make the retail chain's financial information and operational efficiency more transparent in FY2027 (by separating HSH's revenue and expenses from the parent company's steel segment).

Regarding real estate projects, HSG is currently focusing on implementing its first social housing project (in Ho Chi Minh City) with an expected scale of 1,800 units, a total investment of VND 1,900 billion, and funded by 20% equity (offset by the construction materials distributed by HSG) and 80% preferential loans. As of the end of Q3 FY2026, HSG had recorded more than VND 1,100 billion in assets related to this project under other long-term receivables. Currently, the project is still applying for permits and adjusting the land planning from low-rise to high-rise. After completing legal procedures, the Company expects to carry out rolling construction and hand over houses within 24 months. For the land fund in Dong Nai for the urban area, the projects are still completing legalities, and the specific implementation time has not been determined; as of the end of Q3 FY2026, the balance reached VND 1,250 billion (recorded under long-term payment in advance). In August 2026, HSG passed a resolution to contribute an additional VND 300 billion to Hoa Sen Saigon JSC (established in 2024), increasing the enterprise's capital to VND 400 billion. The additional capital is used to implement investment projects.

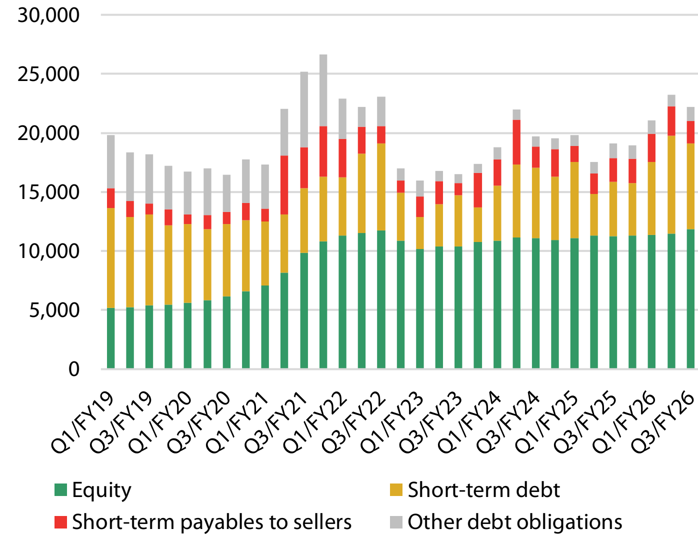
We assess that successful participation in real estate projects will help ensure consumption output for HSG's construction material products, including finished construction material brands (paint, sanitary equipment, plastic pipes, etc.) from the Hoa Sen Home model, in the coming period.

**Figure 10: HSG's long-term asset structure by fiscal quarter 2023-26 (VND billion)**




*Source: HSG, RongViet Securities*

**Figure 11: HSG's capital source structure by fiscal quarter 2023-26 (VND billion)**




*Source: HSG, RongViet Securities*

## Profitability efficiency is expected to improve in a new cycle

HSG's ROE fluctuated strongly with the cycle in the FY2020–25 period and was mainly affected by net profit margin, which often fluctuates with steel prices. After peaking at 49.6% in FY2021 due to an extraordinary net profit margin, ROE fell sharply to a low of 0.3% in 2023 as margins narrowed and the enterprise proactively reduced financial leverage, before gradually recovering to 4.8% and 6.6% in FY2024-25.

For FY2026, we project HSG's ROE will decrease slightly compared to FY2025 and reach 6.2%; although the gross margin is expected to improve, pressure from (1) interest expenses and (2) a higher effective tax rate (details) is estimated to cause the net profit margin to remain stable compared to the same period. For FY2027-28, we expect HSG's ROE to gradually recover due to (1) asset turnover and net margin increasing (thanks to both production volume and selling price recovery) and (2) additional contribution from the Hoa Sen Home model – which usually has a better profit margin than the traditional manufacturing segment.

**Table 2: DuPont analysis for HSG's profitability efficiency**

| | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026F | 2027F | 2028F |
|---|---|---|---|---|---|---|---|---|---|
| **ROE** | **19.1%** | **49.6%** | **2.3%** | **0.3%** | **4.8%** | **6.6%** | **6.1%** | **6.9%** | **8.4%** |
| **Of which:** | | | | | | | | | |
| Asset turnover | 157% | 220% | 228% | 184% | 213% | 190% | 184% | 190% | 199% |
| Net profit margin | 4.2% | 8.9% | 0.5% | 0.1% | 1.3% | 2.0% | 1.9% | 2.0% | 2.3% |
| Financial leverage | 2.9 | 2.6 | 2.0 | 1.6 | 1.7 | 1.7 | 1.8 | 1.8 | 1.8 |

*Source: HSG, RongViet Securities*

## Q4-FY2026 Business Results Outlook: Expected to narrow to average level

**In Q4-FY2026, business results are expected to narrow**: We assess that in Q4-FY2026 HSG's NPAT-MI will narrow from the high base of the previous quarter when (1) selling prices remain stable and (2) higher inventory cost levels begin to have an impact on the gross margin. Nevertheless, we expect bright spots from (1) consumption trends continuing to improve compared to the same period and (2) financial expenses being reduced as the Company continues to narrow the scale of short-term debt (Table 3)

**Average selling price estimated to remain stable:** As of early September 2026, domestic HRC prices and HSG's agency galvanized steel selling prices increased by approximately 12% and 2%, respectively, compared to the beginning of the year (compared to the average increase of 15% and 8% in Q3-FY2026). Although cooling down in August, energy costs and main raw materials for the BOF steelmaking showed signs of increasing again from the beginning of September, especially coke (+25% compared to the beginning of the year), driven by: (1) Coke supply in China narrowing as the authorities tightened wide-ranging safety inspections after safety incidents (especially the gas explosion accident in Shenzhen in May 2026); and (2) New escalating conflict developments in the Middle East causing raw material costs to increase (indirectly affecting raw material prices). We expect cost-push factors to support HSG's galvanized steel prices at the end of Q4-FY2026, maintaining the average selling price compared to the previous quarter.

**Volume is expected to continue recovering with new momentum from the Brazilian market**: In the context of global steel industry trade protection developments still under much pressure, domestic galvanized steel enterprises are making efforts to diversify export activities to new markets, of which Brazil is one of the markets recording outstanding growth in 1H2026. In 7M2026, Vietnam exported approximately 167 thousand tons of flat rolled steel and steel pipes to Brazil (an increase of more than 4 times compared to the same period), supported by the country's protection measures against galvanized steel from China (cumulative 7-month imports reached 1.1 million tons, down 39% yoy). In July 2026 alone, Brazil accounted for approximately 43%, 30%, and 50% of the total export volume for HSG, GDA, and NKG, respectively, up significantly from under 10% in Q1 (calendar year). We believe that successfully increasing the export share to the South American market is a positive signal for HSG's business results in the coming period, especially since the Company's selling price in this market is quite good (~10% higher than the Asian market). Assuming demand in traditional markets, including Southeast Asia and Australia (details), remains stable, we estimate HSG's export volume in Q4 FY2026 to reach 154 thousand tons (+10% qoq, +31% yoy). For the domestic market, we estimate consumption volume to remain flat yoy, remaining positive as construction demand recovers after construction material costs cool down.

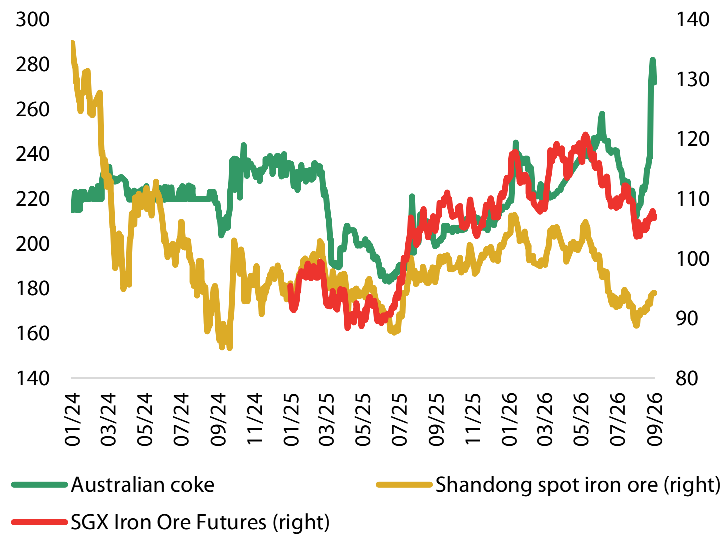
**Table 3: HSG Q4-FY26 Business Results Forecast**

| ***Unit: VND billion*** | **Q4/2026** | ***+/-(qoq)*** | ***+/-(yoy)*** | **Assumption** |
|---|---|---|---|---|
| **Net revenue** | **10,185** | ***2%*** | ***22%*** | Clear improvement from new selling price levels to consumption volume in the construction peak season. |
| Total galvanized steel volume (tons) | 353,033 | 4% | 14% | |
| *Export* | 154,301 | *10%* | *31%* | Exports are expected to continue improving versus the same period, driven by the Brazilian and Southeast Asian markets. |
| *Domestic* | 198,732 | 0% | *4%* | Sales performance is expected to remain flat compared to the same quarter, as the 3rd quarter of the calendar year is not the peak for construction. |
| Total steel pipe volume (tons) | 110,515 | 0% | 4% | Similar arguments to the galvanized steel segment. |
| *Export* | 3,315 | *0%* | 31% | |
| *Domestic* | 107,200 | *0%* | *4%* | |
| *Avg. export price (USD/ton)* | 793 | 2% | 10% | Export price is estimated to increase slightly. |
| *Avg. domestic selling price (VND/kg)* | 18,361 | *-2%* | *8%* | Domestic galvanized steel prices are expected to remain stable compared with the previous quarter, based on HRC price developments. |
| Avg. HRC price at Hanoi warehouse (USD/ton) | 550 | *-2%* | *11%* | Domestic HRC prices are expected to remain flat compared to the same period, as cost-push pressure from raw materials remains high. |
| **Gross profit** | **1,223** | ***-20%*** | ***20%*** | Gross margin is estimated to decrease to the 12% level (equivalent to the same period) when selling prices do not change much compared to the previous quarter, and inventory has higher cost prices. |
| Selling expenses | 817 | *1%* | *11%* | Selling expenses/revenue ratio expected to remain at a low level thanks to reduced transportation costs (orders are still mostly from the domestic market). |
| Administrative expenses | 173 | *-3%* | *-5%* | |
| **Operating profit** | **233** | ***-57%*** | ***125%*** | |
| Financial revenue | 25 | *506%* | *-55%* | Financial revenue is expected to improve as deposit interest rates rise. |
| Financial expenses | 117 | *-7%* | *70%* | |
| *nterest expenses* | *96* | *-20%* | *104%* | Interest expenses decreased from the previous quarter, assuming HSG continues to reduce short-term debt (and related working capital) when interest expense pressure is high. |
| Other income/loss | 19 | *-28%* | *-5%* | |

| | | | | |
|---|---|---|---|---|
| **Profit before tax** | **160** | ***-64%*** | ***44%*** | |
| Tax | 19 | *-70%* | *-27%* | |
| **NPAT-MI** | **141** | ***-63%*** | ***67%*** | Although net profit is lower than the previous quarter's high base, it is expected to recover from the same period's low base, supported by higher consumption volume. |
| *Gross margin* | 12.0% | *-326 bps* | *-21 bps* | |
| *Selling expenses/Net revenue* | 8.0% | *-4 bps* | *-76 bps* | |
| *Admin expenses/Net revenue* | 1.7% | *-9 bps* | *-49 bps* | |
| *Operating margin* | 2.3% | *-313 bps* | *105 bps* | |
| *Net margin* | 1.4% | *-244 bps* | *37 bps* | |

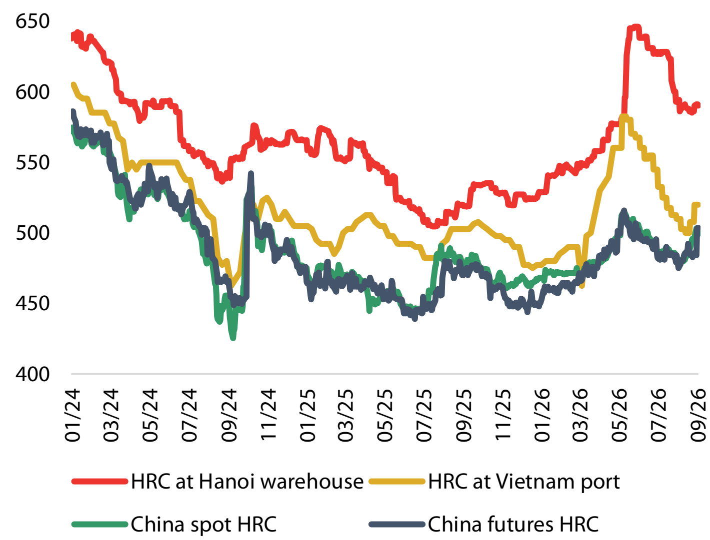
*Source: HSG, RongViet Securities*

**Figure 12: Cost fluctuations of some main raw materials for BOF steel production (USD/ton)**



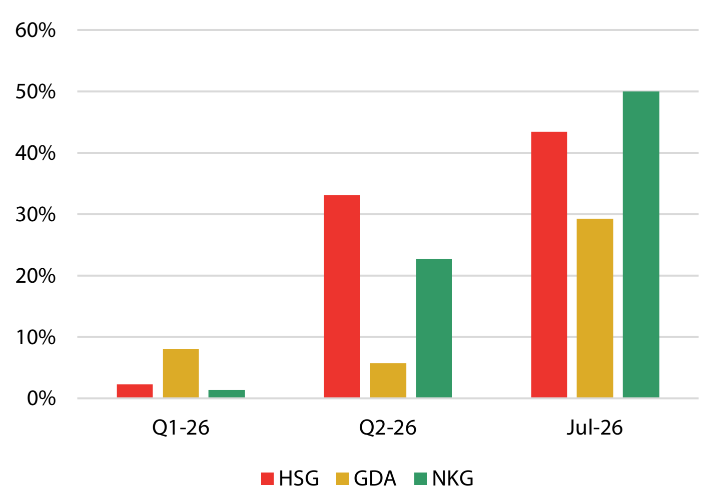

*Source: Bloomberg, RongViet Securities*

**Figure 13: HRC price in China and Vietnam (USD/ton)**



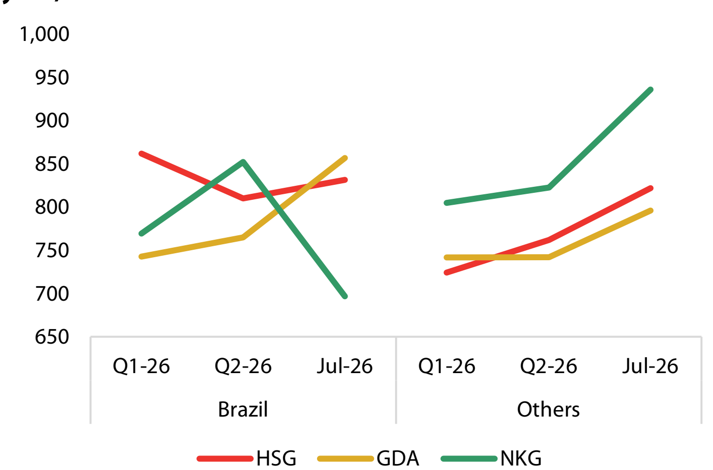

*Source: Bloomberg, RongViet Securities*

**Figure 14: Export proportion to the Brazilian market of some galvanized steel enterprises (calendar year)**




*Source: Customs data, RongViet Securities*

**Figure 15: Average export price of some galvanized steel enterprises in Brazil and other markets (USD/ton, calendar year)**




*Source: Customs data, RongViet Securities*

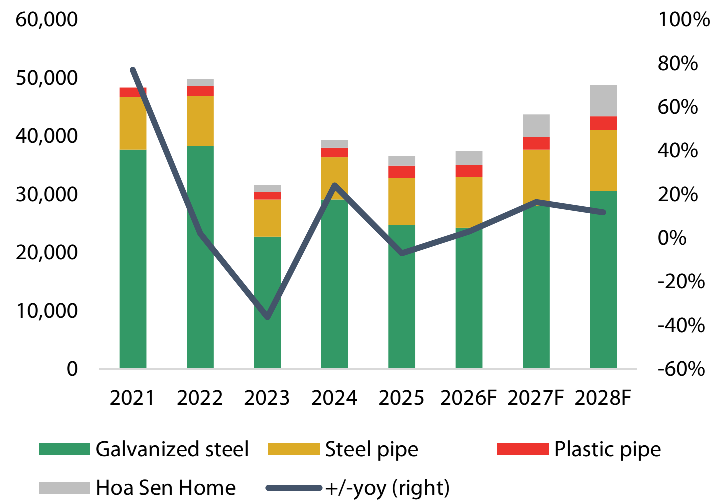
## FY2027-28 Business Results Outlook: Traditional segment recovers, additional contribution from Hoa Sen Home (back)

**Traditional manufacturing segment gradually recovers:** For the domestic market, we expect (1) domestic trade defence measures, (2) positive construction demand, and (3) HSG's large position to support growth momentum for the Company's galvanized steel and plastic pipe products.

For the export market, the strategy of diversifying into new potential markets initially proved effective in the second half of FY2026. From the assumption that (1) current main export markets (Southeast Asia, Australia, and South America) do not apply additional trade defence measures against Hoa Sen's galvanized steel and (2) the Company continues to diversify into new markets such as India, the Middle East, etc., we expect HSG's export activities to recover from the bottom of FY2026.

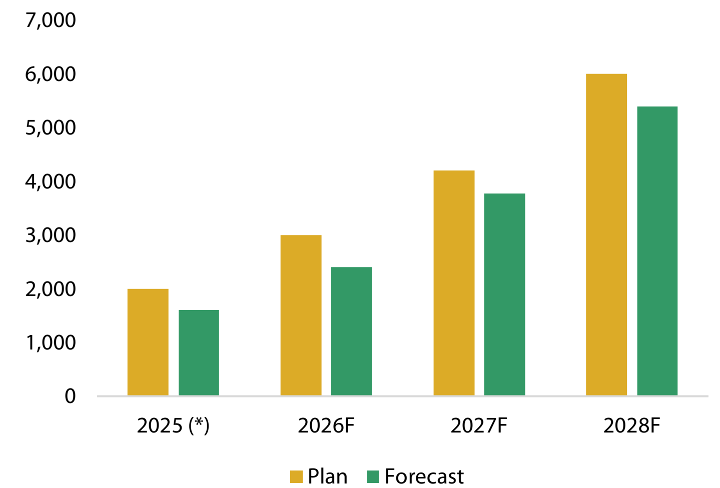
We maintain single-digit growth projections for consumption volume and average selling price in FY2027-28 for HSG's traditional manufacturing segment.

**Figure 16: Projected revenue structure in the FY2026-28 period (VND billion)**




*Source: HSG, RongViet Securities*

**Figure 17: Projected commercial product revenue from Hoa Sen Home in the FY2026-28 period (VND billion)**




*Source: HSG, RongViet Securities*
*(*) Estimated*

**Hoa Sen Home increases contribution proportion to business results**: For the Hoa Sen Home building material retail model, we reserve our views on the prospects and projections of this model as in the Company Report, including: (1) Stable construction demand growth; (2) Vietnam's per capita construction material spending increasing from a low base compared to the current region; and (3) Market expansion capability (especially in rural areas) with the Company's own brands. We maintain the projection that revenue and operating profit from Hoa Sen Home's commercial products will grow about 50-60%/year in FY2027-28, contributing 10% and 20% to the Company's total revenue and operating profit, respectively, by the end of the projected year.

**Table 4: Changes in HSG's FY2027-28 business results assumptions**

| *Unit: VND billion* | *Old projection* | | | | | *New projection* | | | | | *Assumption* |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | *2027F* | *+/- (yoy)* | *2028F* | *+/- (yoy)* | *CAGR 2026-30F* | *2027F* | *+/- (yoy)* | *2028F* | *+/- (yoy)* | *CAGR 2026-31F* | |
| **Net revenue** | **44,296** | ***16.4%*** | **49,066** | ***10.8%*** | ***10.0%*** | **43,120** | ***14.9%*** | **47,988** | ***11.3%*** | ***9.4%*** | |
| *Total galvanized steel volume (thousand tons)* | *1,429* | *8.0%* | *1,501* | *5.0%* | *3.7%* | *1,378* | *8.0%* | *1,447* | *5.0%* | *3.3%* | |
| *Export* | *545* | *5.0%* | *572* | *5.0%* | *-0.6%* | *527* | *5.0%* | *553* | *5.0%* | *-0.2%* | |
| *Domestic* | *884* | *10.0%* | *929* | *5.0%* | *7.0%* | *851* | *10.0%* | *893* | *5.0%* | *6.0%* | |

| | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| *Total steel pipe volume (thousand tons)* | *460* | *5.0%* | *483* | *5.0%* | *5.0%* | *448* | *5.0%* | *470* | *5.0%* | *4.5%* | |
| *Export* | | | | | | *12* | *5.0%* | *13* | *5.0%* | *-6.1%* | |
| *Domestic* | | | | | | *436* | *5.0%* | *458* | *5.0%* | *5.0%* | |
| *Avg. export price (thousand VND/kg)* | *20.5* | *5.8%* | *21.0* | *2.5%* | *2.8%* | *21.0* | *5.4%* | *21.7* | *3.3%* | *4.2%* | *Export price is more positive than expected.* |
| *Avg. domestic galvanized steel price (thousand VND/kg)* | *19.5* | *5.8%* | *20.0* | *2.5%* | *2.8%* | *19.4* | *5.4%* | *20.0* | *3.3%* | *3.3%* | |
| *Avg. HRC price at Hanoi warehouse (USD/ton)* | *557* | *6.0%* | *574* | *3.1%* | *4.2%* | *554* | *6.2%* | *570* | *2.9%* | *3.9%* | *Adjusting the FY2026 average price according to actual price developments.* |
| *Avg. domestic cost price (thousand VND/ton)* | *17.4* | *5.5%* | *17.8* | *2.2%* | *3.2%* | *17.5* | *4.9%* | *18.0* | *3.0%* | *3.5%* | |
| *Avg. export cost price (thousand VND/ton)* | *18.7* | *5.5%* | *19.1* | *2.2%* | *3.2%* | *18.9* | *4.9%* | *19.5* | *3.0%* | *3.5%* | |
| **Gross profit** | **5,522** | ***19.8%*** | **6,289** | ***13.9%*** | ***15.3%*** | **5,451** | ***15.0%*** | **6,215** | ***14.0%*** | ***11.7%*** | |
| Selling expenses | 3,417 | *17.3%* | 3,815 | *11.7%* | | 3,407 | *16.2%* | 3,819 | *12.1%* | | |
| Administrative expenses | 790 | *15.2%* | 865 | *9.5%* | | 787 | *14.9%* | 872 | *10.7%* | | |
| **Operating profit** | **1,315** | ***29.9%*** | **1,609** | ***22.3%*** | ***25.4%*** | **1,256** | ***12.0%*** | **1,523** | ***21.2%*** | ***23.5%*** | |
| Financial revenue | 192 | *18.9%* | 203 | *5.5%* | | 149 | *57.4%* | 149 | *-0.1%* | | *Adjusting down revenue from exchange rate differences.* |
| Financial expenses | 441 | *19.0%* | 479 | *8.7%* | | 466 | *9.1%* | 443 | *-4.9%* | | |
| *Interest expenses* | *335* | *19.8%* | *362* | *8.0%* | | *363* | *-3.9%* | *328* | *-9.5%* | | |
| Other income/loss | 69 | *-1.3%* | 68 | *-1.0%* | | 69 | *-1.2%* | 68 | *-1.0%* | | |
| **Profit before tax** | **1,135** | ***30.1%*** | **1,400** | ***23.3%*** | ***26.9%*** | **1,008** | ***17.3%*** | **1,297** | ***28.7%*** | ***19.6%*** | |
| Tax | 159 | *30.1%* | 210 | *32.1%* | | 151 | *-2.2%* | 195 | *28.7%* | | |
| **NPAT-MI** | **976** | ***30.1%*** | **1,190** | ***21.9%*** | ***25.4%*** | **857** | ***21.6%*** | **1,102** | ***28.7%*** | ***18.0%*** | |
| *Gross margin (%)* | *12.5%* | *34 bps* | *12.8%* | *35 bps* | | *12.6%* | *1 bps* | *13.0%* | *31 bps* | | |
| *Selling expenses/Net revenue* | *7.7%* | *6 bps* | *7.8%* | *6 bps* | | *7.9%* | *9 bps* | *8.0%* | *6 bps* | | |
| *Admin expenses/Net revenue* | *1.8%* | *-2 bps* | *1.8%* | *-2 bps* | | *1.8%* | *0 bps* | *1.8%* | *-1 bps* | | |
| *Operating margin (%)* | *3.0%* | *31 bps* | *3.3%* | *31 bps* | | *2.9%* | *-8 bps* | *3.2%* | *26 bps* | | |
| *Net margin (%)* | *2.2%* | *23 bps* | *2.4%* | *22 bps* | | *2.0%* | *11 bps* | *2.3%* | *31 bps* | | |

*Source: HSG, RongViet Securities*

## Valuation

Using the SOTP method, we determine HSG's target price at 16,200 VND/share over the next 12 months. For the FCFF method (used for the traditional business segment), we adjust down the equity risk premium to 8%, while increasing the risk-free rate to 4.5%; thereby, the WACC cost of capital decreases slightly to 12.5% (Table 5). In addition, we also shift the valuation date to the end of FY2027 (September 2027), when the Company is about to end FY2026.

For Hoa Sen Home, we adjust the valuation metric from P/S to EV/S to calculate the enterprise value at the end of FY2027, with the expectation that this segment will increase its contribution proportion to the Company's assets and capital structure. The EV/S level used is 1.5x, lower than the median of comparable enterprises in the 2019-25 period (2.4x) (Table 9) and appropriate for the current scale.

### Table 5: Changes in FCFF method assumptions for HSG's traditional segment

| Model assumption | Sep/2026 | Change vs Jun/2026 | Model assumption | Sep/2026 | Change vs Jun/2026 |
|---|---|---|---|---|---|
| WACC 2027 | 12.5% | -0.6 pps | Equity risk premium | 8.0% | -2.3 pps |
| Effective tax rate | 15% | +1 pps | Levered Beta | 1.4 | +8% |
| Cost of debt | 7.0% | +1.5 pps | Exit EV/EBITDA | 6x | - |
| Cost of equity | 15.5% | -1.6 pps | Projection period | 5 years | - |
| Risk-free rate | 4.5% | +0.5 pps | | | |
| Debt/Equity at year-end 2027 | 44% | -4 pps | | | |

*Source: RongViet Securities*

### Table 6: Cash flow value of HSG's traditional segment

| *Unit: VND billion* | 2025A | 2026F | 2027F | 2028F | 2029F | 2030F | 2031F |
|---|---|---|---|---|---|---|---|
| Free cash flow to firm | 1,571 | 473 | 885 | 1,248 | 882 | 885 | 880 |
| EV/EBITDA exit multiple (times) | | | | | | | 6.0x |
| Terminal value | | | | | | | 13,497 |
| Future cash flow | | | 885 | 1,248 | 882 | 885 | 14,377 |
| **Present value** | | | 885 | 1,113 | 704 | 632 | **9,177** |

*Source: RongViet Securities*

### Table 7: HSG valuation by SOTP method

| *Unit: VND billion* | Method | Metric | Value at end of FY2027 |
|---|---|---|---|
| **Traditional segment (Galvanized steel, steel pipe, plastic pipe)** | **Discounted cash flow** | **FCFF** | |
| Present value of cash flow to 2031 | | | 3,896 |
| Present value of terminal value | | | 8,616 |
| **Value** | | | 12,512 |
| **Hoa Sen Home** | **Comparable valuation** | **EV/S** | |
| 2027 Revenue | | | 3,780 |
| EV/Sales (times) | | | 1.5 |
| **Value** | | | **5,670** |
| **Total value** | | | **18,182** |
| Cash, cash equivalents & financial investments | | | 560 |
| Debt | | | 5,714 |
| Number of shares (million shares) | | | 807 |
| **Target price (VND/share)** | | | **16,200** |

*Source: RongViet Securities*

### Table 8: Sensitivity of HSG equity value per share to cost of capital and P/S ratio (VND/share)

| | | WACC 2031 traditional segment | | | | |
|---|---|---|---|---|---|---|
| | | 9.67% | 10.67% | 11.67% | 12.67% | 13.67% |
| **EV/S Hoa Sen Home (times)** | 0.5 | 12,306 | 11,871 | 11,455 | 11,058 | 10,678 |
| | 1 | 14,647 | 14,212 | 13,797 | 13,399 | 13,019 |
| | **1.5** | 16,988 | 16,554 | **16,138** | 15,740 | 15,360 |
| | 2 | 19,330 | 18,895 | 18,479 | 18,082 | 17,701 |
| | 2.5 | 21,671 | 21,236 | 20,820 | 20,423 | 20,042 |

*Source: RongViet Securities*

**Table 9: P/S and EV/S of building material retail enterprises**

| | | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|---|---|---|---|
| P/S | Home Depot | 1.9 | 2.3 | 2.2 | 2.6 | 2.1 | 2.3 | 2.6 |
| | Home Pro | 3.3 | 3.1 | 3.1 | 3.1 | 2.3 | 1.8 | 1.3 |
| | DEPO Bangunan | - | - | 1.2 | 1.3 | 1.0 | 0.6 | 0.6 |
| | Siam Global | 2.4 | 2.8 | 2.7 | 3.2 | 2.6 | 2.2 | 1.1 |
| | MR DIY | - | 7.7 | 6.7 | 4.7 | 3.1 | 3.8 | 2.9 |
| | DOHOME | 0.9 | 1.8 | 2.2 | 1.4 | 1.3 | 0.9 | 0.4 |
| | Average | 2.1 | 3.5 | 3.0 | 2.7 | 2.1 | 1.9 | 1.5 |
| | Median | 2.2 | 2.8 | 2.5 | 2.8 | 2.2 | 2.0 | 1.2 |
| EV/S | Home Depot | 2.1 | 2.5 | 2.5 | 2.8 | 2.3 | 2.6 | 2.9 |
| | Home Pro | 3.5 | 3.3 | 3.4 | 3.4 | 2.5 | 2.1 | 1.6 |
| | DEPO Bangunan | - | - | 1.2 | 1.1 | 0.9 | 0.6 | 0.6 |
| | Siam Global | 3.0 | 3.3 | 3.2 | 3.4 | 3.0 | 2.5 | 1.4 |
| | MR DIY | - | 8.1 | 7.1 | 5.1 | 3.4 | 4.0 | 3.2 |
| | DOHOME | 1.5 | 2.2 | 2.6 | 1.7 | 1.8 | 1.5 | 1.0 |
| | Average | 2.0 | 3.9 | 3.3 | 2.9 | 2.3 | 2.2 | 1.8 |
| | Median | 2.1 | 3.3 | 2.9 | 3.1 | 2.4 | 2.3 | 1.5 |

*Source: Bloomberg, RongViet Securities*

## Appendix

**Update on the Australian investigation into Vietnamese galvanized steel** (back): On April 30, 2026, the Anti-Dumping Commission (ADC) of Australia officially announced the initiation of an investigation (Case 702) into galvanized steel products imported from Vietnam and South Korea. Based on a complaint from domestic manufacturer BlueScope Steel, Vietnamese exporters (notably Hoa Sen and Nam Kim) are accused of dumping margins of up to 56%.

In the latest update at the 60-day deadline (August 18, 2026), the ADC published a Day 60 Status Report and decided not to issue Preliminary Affirmative Determinations (PAD) to impose temporary taxes, as the agency needs more time to verify questionnaire data from exporters and importers. Under the current process, the ADC is expected to issue the Statement of Essential Facts (SEF) on October 7, 2026, to collect counter-arguments from the parties, before submitting the final recommendation report to the responsible Minister at the end of November 2026 and issuing a final tax ruling in December 2026. Currently, HSG has presented data showing no dumping and still expects a good result.

**Accounting profit may be supported by tax shields from accumulated losses** (back): In the FY2019-26 period, HSG's effective tax rate (income tax expense/total accounting profit before tax) fluctuated strongly due to: (1) The Company not recording deferred corporate income tax assets for tax losses in some loss-making periods (occurring strongly in the FY2022-23 period) according to accounting rules; and (2) Some factories are within the tax incentive period. In a positive scenario, we believe past accumulated losses (accumulated to the end of Q3 FY2026 of approximately VND 442 billion) can be used to offset future taxable income, thereby reducing tax obligations and improving the parent company's net profit margin in certain periods. However, due to (1) the time allowed to carry forward losses to offset according to regulations is 5 years from after the fiscal year the loss occurred (corresponding to the loss of VND 278 billion in the FY2022-23 period expiring in FY2027-28) and (2) uncertainty from actual tax finalisation, we maintain a cautious view and do not assume that this entire tax shield will be fully realised. Regarding tax incentives for factories, as of the end of Q3 FY2026, factory clusters in Nghe An and Binh Dinh are still in the period of being entitled to a 50% tax rate reduction lasting until 2028–2031, while the Phu My and Ha Nam factories have had their reductions expire after FY2024–2025. In the FY2027-28 period, we assume a 15% effective tax rate for HSG from current tax rate incentives.

**Figure 18: HSG's effective tax rate in the FY2019-26 period**


*Source: HSG, RongViet Securities*

**Table 10: Fluctuations in HSG's accumulated losses and tax shields in the FY2019-26 period**

| Fiscal year/loss-making period | Audit status | Loss incurred | Tax loss used in previous fiscal years | Tax loss used in this period | Loss remaining to be carried forward to subsequent tax periods |
|---|---|---|---|---|---|
| 2021-22 | | 12.5 | -12.4 | - | 0.2 |
| 2022-23 | | 918.8 | -624.2 | -17.1 | 277.5 |
| 2023-24 | Not finalized | 96.4 | - | - | 96.4 |
| 2024-25 | | 25.0 | - | - | 25.0 |
| 6M FY2026 period | | 42.7 | - | - | 42.7 |

*Source: HSG, RongViet Securities*

**Table 11: Q3-FY26 Business Results**

| *Unit: VND billion* | Q3-FY26 | Q2-FY26 | +/- (qoq) | Q3-FY25 | +/- (yoy) |
|---|---|---|---|---|---|
| Net revenue | 9,993 | 8,967 | 11.4% | 9,509 | 5.1% |
| Gross profit | 1,526 | 1,052 | 45.1% | 1,213 | 25.8% |
| Selling expenses | 806 | 652 | 23.6% | 791 | 1.9% |
| Administrative expenses | 179 | 164 | 9.4% | 169 | 6.2% |
| EBITDA | 776 | 465 | 67.0% | 478 | 62.4% |
| EBIT | 542 | 236 | 129.2% | 254 | 113.6% |
| Financial revenue | 4 | 26 | -84.0% | 61 | -93.2% |
| Financial expenses | 126 | 115 | 9.4% | 60 | 110.2% |
| Interest expenses | 121 | 108 | 11.6% | 43 | 183.5% |
| Depreciation | 235 | 228 | 2.7% | 224 | 4.5% |
| Net other income | 26 | 9 | 182.8% | 36 | -26.3% |
| PBT | 446 | 156 | 185.2% | 290 | 53.6% |
| NPAT-MI | 382 | 119 | 221.9% | 274 | 39.6% |

*Source: HSG, RongViet Securities*

**Table 12: Q3-FY2026 Business Operation Analysis**

| | Q3-FY26 | Q2-FY26 | +/- (qoq) | Q3-FY25 | +/- (yoy) |
|---|---|---|---|---|---|
| **Profitability indicators** | | | | | |
| Gross profit margin | 15.3% | 11.7% | 354 bps | 12.8% | 252 bps |
| EBITDA/Revenue | 7.8% | 5.2% | 258 bps | 5.0% | 274 bps |
| EBIT/Revenue | 5.4% | 2.6% | 278 bps | 2.7% | 275 bps |
| Net profit margin | 3.8% | 1.3% | 250 bps | 2.9% | 94 bps |
| **Operational efficiency (days)** | | | | | |
| Inventory days | 98.0 | 111.5 | -13.5 | 87.2 | 10.9 |
| Receivable days | 20.4 | 18.7 | 1.8 | 21.3 | -0.9 |
| Payable days | 23.4 | 27.8 | -4.5 | 20.1 | 3.2 |
| **Leverage** | | | | | |
| Total debt/Total equity | 87.1% | 102.3% | -1520 bps | 70.0% | 1710 bps |

*Source: HSG, RongViet Securities*

VND billion

| Business Results | 2025A | 2026F | 2027F | 2028F |
|---|---|---|---|---|
| Net revenue | 36,539 | 37,528 | 43,120 | 47,988 |
| Cost of goods sold | 32,024 | 32,788 | 37,669 | 41,774 |
| **Gross profit** | 4,515 | 4,740 | 5,451 | 6,215 |
| Selling expenses | 3,111 | 2,932 | 3,407 | 3,819 |
| Admin expenses | 665 | 686 | 787 | 872 |
| Income from financial activities | 281 | 95 | 149 | 149 |
| Financial expenses | 184 | 377 | 363 | 328 |
| Other profit | 70 | 70 | 69 | 68 |
| **Profit before tax** | 818 | 859 | 1,008 | 1,297 |
| Corporate income tax | 88 | 155 | 151 | 195 |
| Minority interest | 0 | 0 | 0 | 0 |
| **Profit after tax** | 729 | 705 | 857 | 1,102 |
| EBIT | 739 | 1,122 | 1,256 | 1,523 |
| EBITDA | 1,643 | 2,074 | 2,297 | 2,633 |

| FINANCIAL INDICATORS | 2025A | 2026F | 2027F | 2028F |
|---|---|---|---|---|
| **Growth** | | | | |
| Revenue | -7.0% | 2.7% | 14.9% | 11.3% |
| Operating profit | 16.3% | 26.2% | 10.8% | 14.6% |
| EBITDA | 74.5% | 51.9% | 12.0% | 21.2% |
| Profit after tax | 41.7% | -3.4% | 21.6% | 28.7% |
| Total assets | -3.1% | 15.7% | 6.8% | 5.4% |
| Equity | 3.8% | 5.7% | 6.7% | 5.0% |
| **Profitability** | | | | |
| Gross profit/Revenue | 12.4% | 12.6% | 12.6% | 13.0% |
| EBITDA/Revenue | 4.5% | 5.5% | 5.3% | 5.5% |
| EBIT/Revenue | 2.0% | 3.0% | 2.9% | 3.2% |
| NPAT/Revenue | 2.0% | 1.9% | 2.0% | 2.3% |
| ROA | 3.8% | 3.4% | 3.8% | 4.6% |
| ROE | 6.6% | 6.1% | 6.9% | 8.4% |
| **Operational efficiency** | | | | |
| Receivable days | 19.1 | 17.1 | 17.2 | 16.6 |
| Inventory days | 100.7 | 90.9 | 85.9 | 88.2 |
| Payable days | 24.6 | 24.2 | 27.9 | 34.2 |
| **Solvency** | | | | |
| Current | 1.5 | 1.4 | 1.4 | 1.5 |
| Quick | 0.4 | 0.4 | 0.3 | 0.3 |
| **Financial structure** | | | | |
| Total Debt / Equity | 67.3% | 83.1% | 83.2% | 84.0% |
| Short-term debt/Equity | 38.9% | 53.3% | 44.7% | 38.9% |
| Long-term debt / Equity | 0.0% | 0.0% | 0.0% | 0.0% |

VND billion

| Balance Sheet | 2025A | 2026F | 2027F | 2028F |
|---|---|---|---|---|
| Cash | 602 | 1,045 | 500 | 729 |
| Short-term investments | 31 | 60 | 60 | 60 |
| Receivables | 2,272 | 1,971 | 2,159 | 2,275 |
| Inventory | 9,712 | 8,351 | 9,616 | 10,862 |
| Other short-term assets | 1,557 | 1,986 | 2,194 | 2,376 |
| Tangible fixed assets | 3,915 | 4,088 | 4,556 | 4,704 |
| Intangible fixed assets | 196 | 212 | 204 | 196 |
| Long-term investments | 1 | 7 | 7 | 7 |
| Other long-term assets | 3,116 | 4,211 | 4,125 | 3,481 |
| **Total assets** | 18,950 | 21,931 | 23,422 | 24,692 |
| Payables | 2,050 | 2,354 | 3,495 | 4,437 |
| Short-term debt | 4,404 | 6,375 | 5,714 | 5,220 |
| Long-term debt | 0 | 0 | 0 | 0 |
| Other debt | 22 | 51 | 79 | 114 |
| Bonus and welfare fund | 0 | 0 | 0 | 0 |
| Science and technology fund | 0 | 0 | 0 | 0 |
| Total debt | 7,614 | 9,949 | 10,632 | 11,266 |
| Equity capital | 6,210 | 8,073 | 8,073 | 8,073 |
| Treasury shares | 0 | 0 | 0 | 0 |
| Retained earnings | 4,910 | 3,693 | 4,493 | 5,124 |
| Other income | 42 | 44 | 50 | 56 |
| Investment and development fund | 0 | 0 | 0 | 0 |
| **Total capital** | 18,950 | 21,931 | 23,422 | 24,692 |
| Minority interest | 16 | 16 | 16 | 16 |

| Valuation indicators | 2025A | 2026F | 2027F | 2028F |
|---|---|---|---|---|
| EPS | 867 | 838 | 1,019 | 1,311 |
| P/E (x) | 16.8 | 11.9 | 9.8 | 7.6 |
| BV (VND/share) | 14,019 | 14,821 | 15,821 | 16,608 |
| P/B (x) | 1.0 | 0.7 | 0.6 | 0.6 |
| DPS (VND/share) | 385 | 0 | 0 | 500 |
| Dividend yield (%) | 2.6 | 0.0 | 0.0 | 5.0 |

| VALUATION MODEL | Price | Weight | Average |
|---|---|---|---|
| SOTP | 16,138 | 100% | 16,200 |
| **Target price (VND/share)** | | | **16,200** |

| VALUATION HISTORY | Price | Recommendation | Term |
|---|---|---|---|
| 09/2026 | 16,200 | BUY | LONG-TERM |
| 07/2026 | 16,000 | BUY | LONG-TERM |

## VALUATION 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% |

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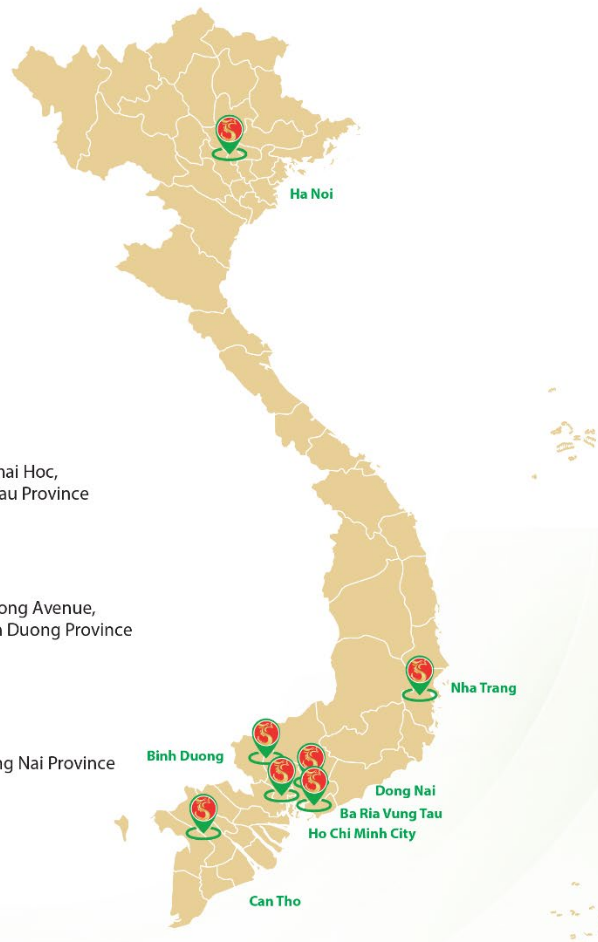


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