

October, 2026

NAM KIM STEEL JOINT STOCK COMPANY (HSX: NKG)

Expecting stability after a peak quarter

(billion VND)	Q2-FY26	Q1-FY26	+/- qoq	Q2-FY25	+/- yoy
Net revenue	4,150	3,261	27%	3,808	9%
NPAT - MI	104	22	366%	-3	N.a
EBIT	243	-17	N.a	101	139%
EBIT/Net revenue	5.9%	-0.5%	638 bps	2.7%	319 bps

Source: NKG, RongViet Securities

Q2-FY2026 Results: Recovery driven by selling prices and new export markets

- Net revenue reached 4,150 billion VND (+27% qoq; +9% yoy), in line with expectations. Coated steel sales volume reached 203 thousand tons (+29% qoq; +1% yoy), including exports of 92 thousand tons (+73% qoq; +12% yoy), boosted by Brazil as a new growth market, and domestic sales of 111 thousand tons (+7% qoq; -7% yoy).
- Gross profit reached 437 billion VND (+413% qoq; +62% yoy), with gross margin expanding to 10.5% (+792 bps qoq; +344 bps yoy), well above our 5.4% forecast, driven by (1) higher selling prices and (2) low-cost inventory, with no inventory provisions adjusted during the period.
- NPAT - MI reached 104 billion VND (+366% qoq), 25% above our forecast, translating into a net margin of 2.5% (+182 bps qoq). However, with financial income almost negligible (0.9 billion VND) and interest expenses rising to 67 billion VND (+42% qoq), net margin only returned to the level of the same period last year. In 1H2026, NPAT - MI reached 126 billion VND (+102% yoy), fulfilling 40% of our full-year forecast.
- On the balance sheet, short-term assets rose to 11,060 billion VND (+23% qoq), driven mainly by short-term financial investments (3,172 billion VND, compared to about 1,000 billion VND in previous quarters) and inventory (5,704 billion VND, +31% qoq), largely funded by short-term debt (+1,600 billion VND). Average inventory days fell to 121 days.

Q3-FY2026 Earnings Forecast: Expecting stability after a peak quarter

- We project net revenue of 4,171 billion VND (flat qoq; +11% yoy), with average selling prices broadly flat (-1% qoq) and coated steel volume at 206 thousand tons (+1% qoq). Growth should come mainly from exports, projected at 96,854 tons (+5% qoq; +71% yoy) thanks to new markets, while domestic sales are expected to stay flat versus the low level of the previous quarter.
- Gross profit is estimated at 346 billion VND (-21% qoq; +92% yoy), with gross margin expected to narrow to 8.3% (-224 bps qoq) as selling prices stay flat. Rising HRC prices should not weigh significantly on COGS given the relatively large inventory on hand.
- NPAT - MI is projected at 100 billion VND (-4% qoq; +101% yoy), as the narrower gross margin is offset by higher export volume and a recovery in financial income to 50 billion VND from new loans, despite interest expenses rising to 80 billion VND (+19% qoq) amid elevated interest rates.

Viewpoint and recommendation

NKG's Q2/2026 results recovered positively, driven by stronger export volume with new momentum from Brazil, higher average selling prices, and low-cost inventory. We expect earnings in 2H2026 to keep growing from a low base, lifting ROE to 4% and 6% in 2026-2027, respectively (from the 1.5% bottom in 2025). We temporarily maintain a P/B valuation of 0.9x (equivalent to the 5-year average minus 1 standard deviation) and a 12-month target price of **14,400 VND** for NKG shares.

BUY +53%

Target price (VND)	14,400
Market price (VND)	9,450

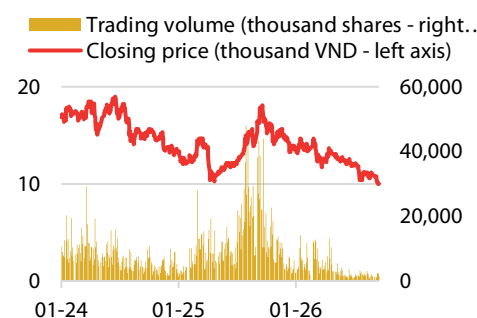
 Expected cash dividend for the next 12 months (VND)
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Stock information

Industry	Basic Resources
Market cap (billion VND)	4,923
Outstanding shares (million)	492
Free float	80.00%
3M Avg trading volume (thousand)	1,568
3M Avg trading value (billion)	18.30
Foreign ownership	4.7%
52-week low - high	9,980 - 18,091

	FY2025	Current
EPS	208	321
EPS growth (%)	-81.4	-3.2
P/E	65.0	30.2
P/B	0.9	0.6
EV/EBITDA	25.3	16.0
ROE (%)	1.5	2.2

Price performance



Major shareholders (%)

Ho Minh Quang	15.9
Vo Hoang Vu	3.6
Others	80.5
Remaining foreign ownership limit (%)	45.3

Construction Materials Analysis

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Q2-2026 Results: Recovery driven by selling prices and new export markets

Revenue recovery driven by selling prices and additional contributions from export markets: Net revenue reached 4,150 billion VND (+27% qoq; +9% yoy), in line with expectations. Average export/domestic coated steel selling prices are estimated to have changed by +3%/-5% qoq and +12%/+5% yoy, respectively. Total sales volume reached 203 thousand tons (+29% qoq; +1% yoy), including exports of 92 thousand tons (+73% qoq; +12% yoy; based on customs data for Q1/2026) and domestic sales of 111 thousand tons (+7% qoq; -7% yoy). Overall, yoy volume growth in Q2 was supported by stronger-than-expected exports (+12% yoy vs. our estimate of -34% yoy), offsetting a weaker-than-expected domestic market (-7% yoy vs. our estimate of +30% yoy, likely due to weak construction demand and intensifying competition). Brazil emerged as a new bright spot for exports during the period ([details](#)).

Strong gross margin expansion: Gross profit reached 437 billion VND (+413% qoq; +62% yoy), equivalent to a gross margin of 10.5% (+7.9 pps qoq; +3.4 pps yoy), well above our 5.4% estimate. This is among NKG's highest margins in the 2019-2026 period, supported by (1) higher selling prices and (2) low-cost inventory, with no inventory provision adjustments during the period.

SG&A expenses increased slightly as exports improved: Selling and G&A expenses reached 141 billion VND and 53 billion VND, respectively, equivalent to 3.4% (+1.2 pps qoq; -0.1 pps yoy) and 1.3% (+0.3 pps qoq; +0.4 pps yoy) of net revenue. Selling expenses rose mainly due to higher transportation costs (due to rising fuel prices) and larger export order volumes.

No financial income recorded, interest expenses remain high: Financial income was only 0.9 billion VND (versus typically over 50 billion VND in previous quarters), while financial expenses reached 81 billion VND (including interest expenses of 67 billion VND, +42% qoq; +12% yoy). Although lending assets rose sharply during the quarter, NKG has yet to recognize interest income from them, while FX gains (typically a large share of financial income in previous quarters) also shrank. In addition, NKG restated other income from the 2025 land use right transfer transaction ([details](#)).

NPAT - MI reached 104 billion VND (+366% qoq), 25% above our forecast, translating into an NPAT margin of 2.5% (+1.8 pps qoq). Despite the strong gross margin expansion, the sharp decline in net financial income meant NKG's net margin only recovered to the level of the same period last year.

On the balance sheet, NKG's short-term assets rose significantly to 11,060 billion VND (+23% qoq; +5% yoy), driven mainly by short-term financial investments ([details](#)) and inventory, which reached 3,172 billion VND (versus about 1,000 billion VND in previous quarters) and 5,704 billion VND (+31% qoq; -7% yoy), respectively. The asset build-up was largely funded by short-term debt (+1,600 billion VND in the quarter) and short-term payables (+700 billion VND). Average inventory days eased to 121 days (from about 140 days in previous quarters), of which raw materials and other inventories (finished goods, merchandise, etc.) accounted for about 57 and 63 days, respectively (with raw materials falling faster), reflecting a more cautious inventory policy after the peak quarter. Long-term assets edged up on construction in progress for the Phu My factory, while long-term debt was unchanged during the quarter. As of end-Q2/2026, NKG's long-term construction in progress reached 5,148 billion VND, accounting for 70% of long-term assets and 28% of total assets. We expect this amount to be gradually transferred to fixed assets in the coming quarters as the Phu My factory comes into operation.

Overall, NKG's Q2/2026 results recovered positively, supported by (1) stronger sales in export markets, (2) improved selling prices, and (3) low-cost inventory. In 1H2026, NKG's net revenue and NPAT - MI reached 7,412 billion VND (-6% yoy) and 126 billion VND (+102% yoy), fulfilling 34%/32% of the annual plan and 47%/40% of our forecast, respectively.

Table 1: NKG's Q2-FY26 Business Results

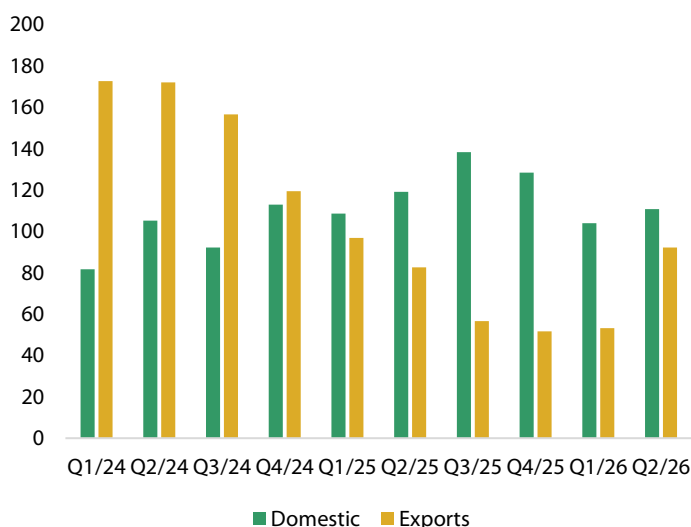
Unit: Billion VND	Q2/2026	Q1/2026	+/- (qoq)	Q2/2025	+/- (yoy)	Accumulated 6M/2026	+/- (yoy)	% 2026 Plan	% 2026 Forecast
Net revenue	4,150	3,261	27%	3,808	9%	7,412	-6%	34%	47%
Exports	1,950	1,098	78%	1,562	25%	3,048	-17%		
Domestic	2,200	2,164	2%	2,247	-2%	4,364	4%		
Total coated steel output (tons)	203,050	157,154	29%	201,736	1%	360,204	-12%		
Exports	92,242	53,327	73%	82,561	12%	145,569	-19%		
Domestic	110,808	103,827	7%	119,175	-7%	214,635	-6%		
Total steel pipe output (tons)									

Exports

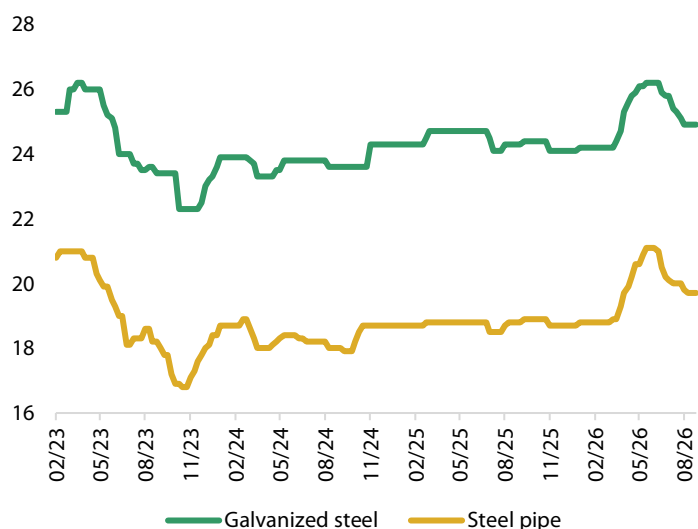
<i>Domestic</i>								
Average selling price (VND/kg)	20,439	20,753	-2%	18,879	8%	20,576	6%	
<i>Exports</i>	21,140	20,582	3%	18,916	12%	20,936	2%	
<i>Domestic</i>	19,856	20,841	-5%	18,853	5%	20,332	10%	
Export price according to customs (USD/ton)	829	804	3%	775	7%	817	3%	
Domestic agency coated steel price (VND/kg)	25,942	24,258	7%	24,700	5%	25,100	2%	
Domestic agency steel pipe price (VND/kg)	20,575	18,858	9%	18,800	9%			
Avg HRC price at Hanoi warehouse (USD/ton)	563	485	16%	499	13%			
Gross profit	437	85	413%	270	62%	522	-2%	
Selling expenses	141	71	98%	134	5%	212	-22%	
G&A expenses	53	31	71%	34	55%	84	30%	
Operating profit	243	-17	N.a	101	139%	226	15%	
Financial revenue	1	97	-99%	60	-98%	98	-9%	
Financial expenses	81	54	49%	144	-44%	135	-35%	
Interest expenses	67	47	42%	60	12%	114	-2%	
Other income/loss	0	0	N.a	0	N.a	0	-98%	
Profit before tax	163	25	547%	18	807%	188	90%	
Tax	60	4	1520%	21	191%	64	76%	
NPAT - MI	104	22	366%	-3	N.a	126	102%	32% 40%
Gross margin (%)	10.5%	2.6%	792 bps	7.1%	344 bps	7.0%	30 bps	
Selling expenses/Net revenue	3.4%	2.2%	121 bps	3.5%	-13 bps	2.9%	-58 bps	
Admin expenses/Net revenue	1.3%	1.0%	33 bps	0.9%	38 bps	1.1%	31 bps	
EBIT margin (%)	5.9%	-0.5%	638 bps	2.7%	319 bps	3.0%	56 bps	
Net margin (%)	2.5%	0.7%	182 bps	-0.1%	258 bps	1.7%	91 bps	

Source: NKG, VSA, Bloomberg, thitruongthep, Customs data, RongViet Securities compiled

(*) Adjusted from VSA data to customs data

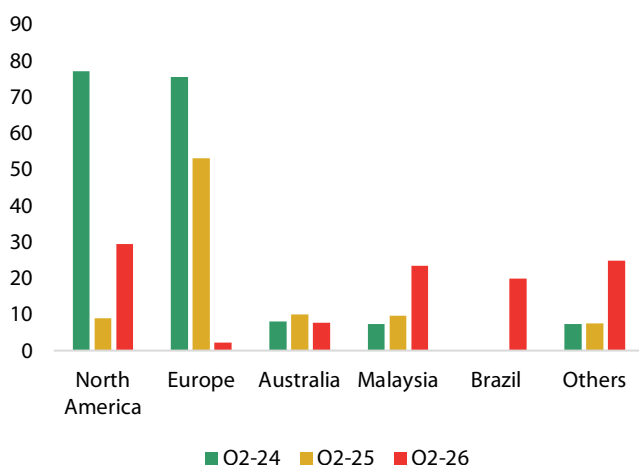
Figure 1: NKG's coated steel consumption by market (thousand tons, calendar year)


Source: VSA, RongViet Securities

Figure 2: Trend of NKG agency -coated steel and steel pipe selling prices to the end of August 2026 (thousand VND/kg)


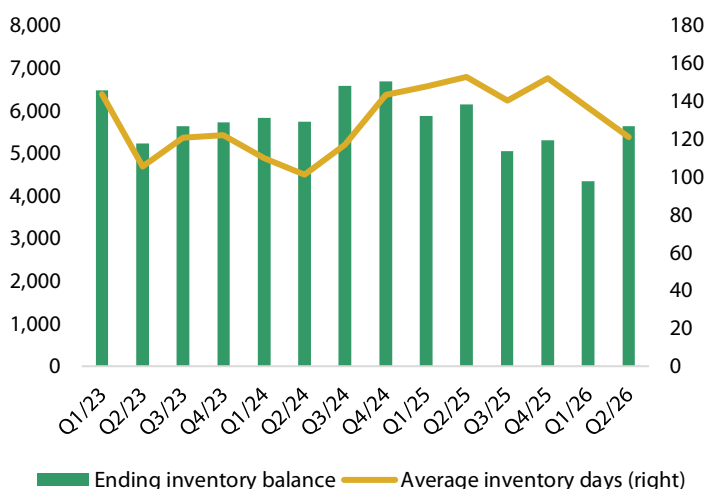
Source: thitruongthep, RongViet Securities

Figure 3: NKG's export output in Q2 2024-26 by market (thousand tons)



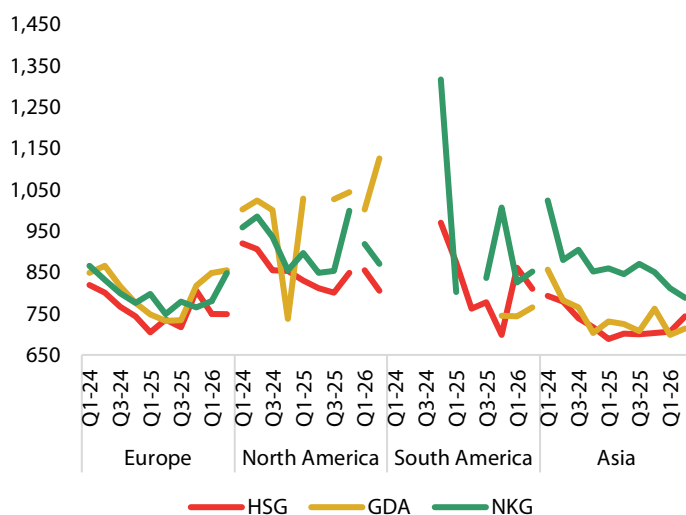
Source: Customs data, RongViet Securities

Figure 5: Inventory balance (billion VND) and NKG's average inventory days (days)



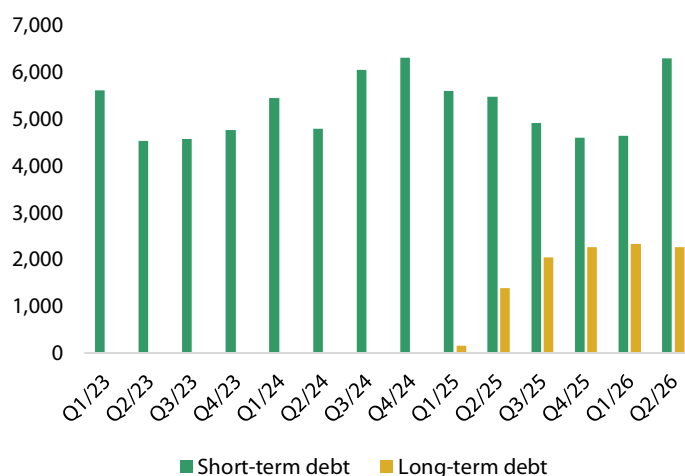
Source: NKG, RongViet Securities

Figure 4: NKG's average export selling price and some coated steel enterprises by market (USD/ton)



Source: Customs data, RongViet Securities

Figure 6: NKG's short-term and long-term debt fluctuations (billion VND)



Source: NKG, RongViet Securities

Q3-26 Earnings Forecast: Expecting stability after a peak quarter with positive signals from the export market

Q3/2026 business results expected to be flat: We project NKG's Q3/2026 results to remain stable qoq as (1) selling prices stay flat and (2) rising HRC prices are only partially reflected in gross margin. Bright spots during the period are expected to come from (1) export volume and (2) the ability to record additional financial income from new loans.

Average selling price expected to recover at the end of the quarter: After cooling in August, energy costs and key raw materials for the Basic Oxygen Furnace (BOF) have been rising again since early September, especially coke (+25% YTD), due to: (1) tighter coke supply in China as authorities stepped up nationwide safety inspections following mining accidents (notably the gas explosion in Shenzhen in May 2026); and (2) renewed escalation of the Middle East conflict, which pushed input costs back up (indirectly affecting raw material prices). We expect these cost-push factors to support NKG's coated steel prices in September, keeping the quarterly average selling price broadly unchanged qoq.

New momentum from the Brazilian market (back): Brazil was one of the fastest-growing markets for the coated steel industry in 1H2026. In 7M2026, Vietnam exported about 167 thousand tons of flat steel and steel pipes to Brazil (more than 4 times the same period last year), supported by Brazil's trade protection measures against Chinese coated steel (Brazil's steel imports from China in 7M2026 totaled 1.1 million

tons, down 39% yoy). In July 2026 alone, Brazil accounted for about 43%, 30%, and 50% of the export volumes of HSG, GDA, and NKG, respectively, up sharply from less than 10% in Q1 (calendar year).

For NKG, July marked a new milestone as the Company exported 12,500 tons of cold-rolled annealed (CR – Annealed) steel products to the Brazilian market for the first time. We view this as a positive signal for NKG's earnings going forward, although the average export price in Q3/2026 is expected to be flat (as cold-rolled steel sells at lower prices than coated steel). Assuming stable demand in traditional markets such as Southeast Asia and Australia, we estimate NKG's export volume in Q3 2026 to reach 97 thousand tons (+5% qoq, +71% yoy). Domestically, we expect NKG's sales volume to be flat qoq, as Q3 is not yet the peak construction season.

Table 2: NKG's Q3-26 Business Results Forecast

Unit: Billion VND	Q3/2026	+/(qoq)	+/(yoy)	Assumptions
Net revenue	4,171	0%	11%	Flat compared to the previous quarter, with momentum shifting from selling price to volume.
Exports	2,048	5%	59%	
Domestic	2,123	-3%	-15%	
Coated steel output (tons)	206,066	1%	6%	
Exports	96,854	5%	71%	Export volume continues to grow compared to the previous quarter thanks to new markets.
Domestic	109,212	-1%	-21%	Domestic consumption is estimated to be flat compared to the low level of the previous quarter, as Q3 is not yet the peak construction season.
Steel pipe output (tons)				NKG may not announce steel pipe output in the coming period (we assume it has been merged into galvanized steel output).
Average selling price (VND/kg)	20,240	-1%	5%	
Exports	21,140	0%	-7%	Export price is estimated to be stable at the high base level of the previous quarter as (1) HRC prices remain high and (2) product structure changes when the Company increases the proportion of cold-rolled steel exports (which have lower selling prices than galvanized steel).
Domestic	19,443	-2%	8%	Domestic coated steel price level is expected to decrease slightly compared to the previous quarter following HRC price developments.
Avg HRC price (USD/ton)	550	-2%	11%	
Gross profit	346	-21%	92%	Gross margin is expected to decrease to 8.3% as selling prices stagnate in the quarter. The pressure from rising HRC prices is not expected to significantly reflect in the gross margin thanks to the relatively large inventory volume.
Selling expenses	142	0%	72%	
G&A expenses	38	-29%	41%	
Operating profit	166	-32%	134%	
Financial revenue	50	5206%	-4%	Financial revenue recorded from new loans.
Financial expenses	94	16%	46%	
Interest expenses	80	19%	46%	Interest expenses are expected to continue to increase as interest rates remain at a high level.
Other income/loss	0	716%	-163%	
PBT	123	-25%	109%	
Tax	25	-59%	163%	
NPAT-MI	100	-4%	101%	Net profit decreased slightly compared to the previous quarter as the gross margin narrowed, offset by export volume and income from financial activities.
Gross margin (%)	8.3%	-224 bps	352 bps	
Selling expenses/Net revenue	3.4%	0 bps	121 bps	

G&A expenses/Net revenue	0.9%	-38 bps	20 bps
EBIT margin (%)	4.0%	-186 bps	211 bps
Net margin (%)	2.4%	-12 bps	108 bps

Source: NKG, RongViet Securities

Update on 2026-2027 Business Results Forecast

We have revised our 2026-27 forecasts for NKG from the previous report. Net revenue is revised down due to weaker-than-expected domestic consumption, while NPAT is revised up on stronger margin expansion from higher selling prices. 9M2026 net revenue and NPAT - MI are expected to reach 73% and 72% of our full-year forecast, respectively. Details of the assumption changes are presented in Table 3.

Table 3: Changes in NKG's 2026-27 Business Results Assumptions

Unit: Billion VND	Old forecast				New forecast				Assumptions
	2026F	+/(yoy)	2027F	+/(yoy)	2026F	+/(yoy)	2027F	+/(yoy)	
Net revenue	16,680	12.0%	19,556	17.2%	15,760	6.4%	18,038	14.5%	
Total coated steel output (thousand tons)	827	9.4%	959	12.1%	771	-1.5%	841	9.1%	
Exports	230	-20.0%	259	12.6%	339	18.0%	339	0.0%	Adjusted Q1/2026 export volume according to customs data and expectations of better demand from the South American market
Domestic	597	20.6%	700	17.4%	431	-12.8%	501	16.3%	Domestic consumption in the first half of the year was weaker than expected.
Coated steel selling price (thousand VND/kg)									Export price is expected to grow more slowly due to an increase in the proportion of cold-rolled steel, which has a lower selling price than coated steel.
Exports	21.9	3.6%	23.1	5.4%	21.1	-0.3%	22.2	5.4%	
Domestic	18.5	5.0%	18.8	5.3%	19.3	12.4%	20.3	5.3%	
Coated steel production cost (thousand VND/kg)									
Exports	20.7	3.6%	21.7	4.9%	19.7	-0.7%	20.6	4.9%	
Domestic	17.2	3.6%	18.1	4.8%	18.2	9.0%	19.0	4.8%	
HRC price (USD/ton)	541	9.1%	560	3.5%	537	8.3%	556	3.5%	
Gross profit	938	19.5%	1,167	24.4%	1,182	50.5%	1,442	22.0%	
Selling expenses	367	-15.0%	430	17.2%	489	13.3%	559	14.5%	
G&A expenses	139	13.0%	163	17.2%	158	27.4%	180	14.5%	
Net financial profit	-108	N.a	-128	N.a	-113	N.a	-115	N.a	
EBIT	432	87.0%	573	32.7%	536	132.5%	702	31.1%	
NPAT - MI	255	29.0%	353	38.4%	315	206.7%	472	49.7%	NPAT - MI is projected to increase thanks to gross margin recovering stronger than estimated. Growth compared to the same period changed because the Company adjusted its 2025 financial statements.
Gross profit margin	5.6%	30 bps	6.0%	30 bps	7.5%	220 bps	8.0%	50 bps	

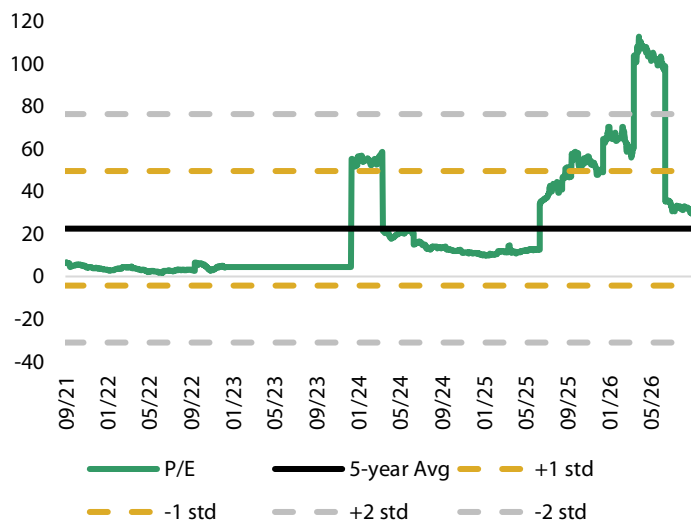
Selling expenses/Net revenue	2.2%	-70 bps	2.2%	0 bps	3.1%	20 bps	3.1%	0 bps
Admin expenses/Net revenue	0.8%	0 bps	0.8%	0 bps	1.0%	20 bps	1.0%	0 bps
EBIT margin	2.6%	100 bps	2.9%	30 bps	3.4%	180 bps	3.9%	50 bps
Net profit margin	1.5%	20 bps	1.8%	30 bps	2.0%	130 bps	2.6%	60 bps

Source: NKG, RongViet Securities estimates

Valuation

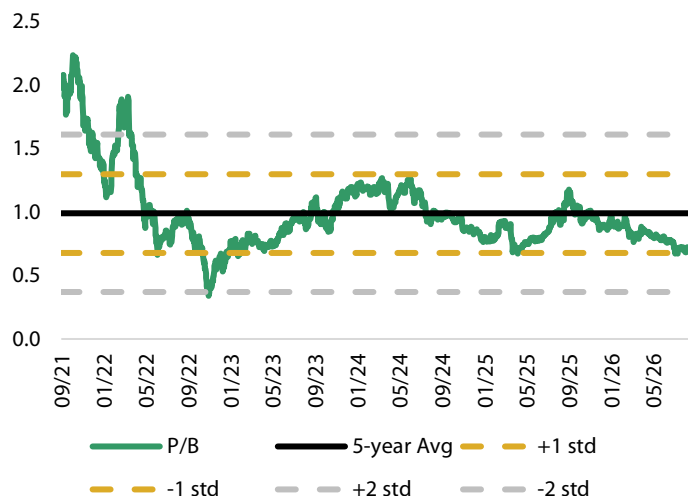
We maintain a P/B valuation of 0.9x and a target price of 14,400 VND/share for NKG, based on our expectations that (1) 2H2026 earnings will improve from a low base and (2) ROE will recover to 4% and 6% in 2026-27, respectively (compared to the 1.5% bottom in 2025).

Figure 7: NKG's P/E in the 2021-26 period



Source: Bloomberg, RongViet Securities

Figure 8: NKG's P/B in the 2021-26 period



Source: Bloomberg, RongViet Securities

Table 4: Sensitivity of NKG's equity value per share by P/B (VND/share)

			P/B				
			0.7	0.8	0.9	1.0	1.1
BVPS	2026	15,917	11,142	12,733	14,325	15,917	17,508
	2027	16,843	11,790	13,475	15,159	16,843	18,528

Source: NKG, RongViet Securities

Appendix

Restatement of 2025 Financial Statements (back): After the State Securities Commission (SSC) identified material errors in the land use right transfer transaction at My Xuan B1 – Dai Duong Industrial Park, involving a difference of about 94 billion VND that had not been adjusted in the consolidated report despite the auditor's unqualified opinion, NKG restated all of its 2025 financial statements at the regulator's request.

Following the restatement, NKG's key financial figures were significantly lower than previously reported. Specifically, in 1H2025, other income decreased from 100 billion VND to 6 billion VND (-94%), bringing other profit down to 4 billion VND (-96%) and NPAT down to 63 billion VND (-60%). For FY2025, NPAT - MI decreased from 197 billion VND to 103 billion VND – the lowest level in the 2020-25 period.

Table 5: NKG's financial statements after restatement

Indicator	Code	According to previous report	Adjustment	Restated figures	% change
A. INCOME STATEMENT - 6-month period ending 30/6/2025					
Other income	31	100	-94	6	-94.0%
Other profit	40	98	-94	4	-95.8%
Total accounting profit before tax	50	193	-94	99	-48.8%
Profit after corporate income tax	60	157	-94	63	-60.1%
In which: allocated to shareholders of the Company	61	157	-94	63	-60.1%
B. BALANCE SHEET - As of 31/12/2025					
Long-term assets	200	6,791	-94	6,697	-1.4%
Other long-term assets	270	541	-94	447	-17.4%
Long-term prepaid expenses	271	541	-94	447	-17.4%
TOTAL ASSETS	280	16,494	-94	16,400	-0.6%
Equity	400	7,635	-94	7,541	-1.2%
Undistributed NPAT	420	2,319	-94	2,224	-4.1%
Undistributed NPAT of this period	420b	197	-94	103	-47.8%
TOTAL LIABILITIES AND EQUITY	440	16,494	-94	16,400	-0.6%
C. CASH FLOW STATEMENT - 6-month period ending 30/6/2025					
Accounting profit before tax	1	193	-94	99	-48.8%
Profit from investment activities	5	-141	94	-47	66.7%

Source: NKG, RongViet Securities

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

At the 60-day milestone (August 18, 2026), the ADC published its Day 60 Status Report and decided not to make a Preliminary Affirmative Determination (PAD) to impose provisional duties, as it needs more time to verify questionnaire data from exporters and importers. Under the current timeline, the ADC is expected to issue the Statement of Essential Facts (SEF) on October 7, 2026, to invite submissions from interested parties, before submitting the final recommendation report to the responsible Minister at the end of November 2026, with a final duty decision expected in December 2026.

Increase in short-term financial investment scale (back): As of end-Q2/2026, NKG had expanded its financial investments, with third-party loans up by 1,206 billion VND linked to Phat Dat Real Estate Development Corp (PDR) and Techcom Securities (TCBS). These comprise: (1) loans of 806 billion VND at interest rates of 8%-15%/year (including TCBS: 356 billion VND; Mr. Nguyen Van Dat: 350 billion VND; HBM Real Estate Investment and Trading Co., Ltd: 100 billion VND, with repayment of the latter two guaranteed by Phat Dat Real Estate Development Corp); and (2) a 400 billion VND capital contribution to Phat Dat Real Estate Development Corp (earning 15%/year if the

official investment cooperation contract is not signed before December 30, 2026). We expect these new disbursements to boost financial income in 2H2026. However, we see some credit risk, as the entire loan and investment cooperation portfolio is unsecured.

Table 6: Q2-2026 Business Results

Unit: Billion VND	Q2-FY26	Q1-FY26	+/- (qoq)	Q2-FY25	+/- (yoy)
Net revenue	4,150	3,261	27.3%	3,808	9.0%
Gross profit	437	85	413.1%	270	61.9%
Selling expenses	141	71	98.0%	134	5.1%
G&A expenses	53	31	70.9%	34	54.9%
EBITDA	337	77	339.1%	192	75.5%
EBIT	243	-17	N.a	101	139.4%
Financial revenue	1	97	-99.0%	60	-98.4%
Financial expenses	81	54	48.7%	144	-43.7%
Interest expenses	67	47	42.3%	60	12.0%
Depreciation	94	94	-0.1%	90	3.7%
Net other income	0	0	-58.0%	0	-117.3%
PBT	163	25	547.0%	18	807.2%
NPAT-MI	104	22	366.3%	-3	N.a

Source: NKG, RongViet Securities

Table 7: Q2-FY26 Business Analysis

	Q2-FY26	Q1-FY26	+/- (qoq)	Q2-FY25	+/- (yoy)
Profitability indicators					
Gross profit margin	10.5%	2.6%	792 bps	7.1%	344 bps
EBITDA/Revenue	8.1%	2.4%	576 bps	5.0%	307 bps
EBIT/Revenue	5.9%	-0.5%	638 bps	2.7%	319 bps
Net profit margin	2.5%	0.7%	182 bps	-0.1%	258 bps
Operating efficiency (days)					
Inventory days	121.0	136.7	-15.7	152.7	-31.8
Receivables days	19.5	33.6	-14.1	30.4	-10.8
Payables days	28.8	32.9	-4.1	28.6	0.2
Leverage					
Total debt/Total Equity	140%	110%	3073 bps	119%	2126 bps

Source: NKG, RongViet Securities

Billion VND

Business Results	2024A	2025A	2026F	2027F
Net revenue	20,609	14,808	15,760	18,038
Cost of goods sold	18,777	14,023	14,578	16,596
Gross profit	1,832	785	1,182	1,442
Selling expenses	1,018	431	489	559
Administrative expenses	120	124	158	180
Income from financial activities	341	214	227	277
Financial expenses	477	318	340	392
Other profit	1	20	-2	-2
Profit before tax	558	147	421	585
Corporate income tax	105	44	109	117
Minority interest	0	0	0	0
Profit after tax	453	103	315	472
EBIT	694	230	536	702
EBITDA	1,061	468	930	1,245

FINANCIAL INDICATORS	2024A	2025A	2026F	2027F
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Growth				
Revenue	10.8%	-28.1%	6.4%	14.5%
Operating profit	41.7%	-55.9%	98.7%	33.9%
EBITDA	86.1%	-66.8%	132.5%	31.1%
Profit after tax	285.8%	-77.3%	206.7%	49.7%
Total assets	10.5%	21.3%	10.5%	0.4%
Equity	8.3%	28.2%	4.1%	5.8%

Profitability

Gross profit/Revenue	8.9%	5.3%	7.5%	8.0%
EBITDA/Revenue	5.1%	3.2%	5.9%	6.9%
EBIT/Revenue	3.4%	1.6%	3.4%	3.9%
NPAT/Revenue	2.2%	0.7%	2.0%	2.6%
ROA	3.5%	0.7%	1.8%	2.6%
ROE	8.0%	1.5%	4.1%	5.9%

Operating efficiency

Receivables days	25.1	29.0	29.7	28.7
Inventory days	119.0	154.0	127.8	117.1
Payables days	23.8	29.9	37.0	35.4

Solvency

Current	1.3	1.5	1.4	1.4
Quick	0.3	0.5	0.6	0.5

Financial structure

Total Debt / Equity	118%	118%	131%	119%
Short-term debt/Equity	61%	61%	69%	64%
Long-term debt / Equity	30%	30%	35%	27%

Billion VND

Balance Sheet	2024A	2025A	2026F	2027F
Cash	392	839	450	515
Short-term investments	247	835	2,200	1,500
Receivables	1,129	1,260	1,341	1,535
Inventory	6,690	5,303	5,051	5,750
Other short-term assets	1,744	1,466	1,074	1,229
Tangible fixed assets	1,700	1,495	2,243	4,186
Intangible fixed assets	321	310	299	287
Long-term investments	525	1	50	50
Other long-term assets	771	4,891	5,421	3,147
Total assets	13,519	16,400	18,128	18,199
Payables	856	1,470	1,528	1,740
Short-term debt	6,312	4,601	5,438	5,269
Long-term debt	0	2,266	2,766	2,266
Other debt	27	192	205	208
Bonus and welfare fund	0	0	0	0
Science and technology fund	0	0	0	0
Total debt	7,648	8,859	10,281	9,900
Owner's capital	3,159	4,476	4,923	4,923
Treasury shares	0	0	0	0
Retained earnings	2,172	2,224	2,082	2,522
Other income	112	112	131	136
Investment and development fund	0	0	0	0
Total capital	13,519	16,400	18,128	18,199
Minority interest	0	15	11	7

Valuation indicators	2024A	2025A	2026F	2027F
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EPS	1,113	208	608	911
P/E (x)	11.8	65.0	15.9	10.6
BV (VND/share)	15,184	15,287	15,917	16,843
P/B (x)	0.9	0.9	0.6	0.6
DPS (VND/share)	0	0	0	0
Dividend yield (%)	0.0	0.0	0.0	0.0

VALUATION MODEL	Price	Weight	Average
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P/B	14,400	100%	14,400
Target price (VND/share)			14,400

VALUATION HISTORY	Price	Recommendation	Duration
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10/2026	14,400	BUY	1 Year
07/2026	14,400	BUY	1 Year

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%

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