

Construction materials

Leveraging recovering domestic demand

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9M25 earnings growth varied across construction materials companies

Sales volumes were supported by improving domestic demand, driven by the continued recovery of the real estate market alongside accelerated disbursement and implementation of public investment projects. Within the steel sector, earnings performance diverged between beneficiaries and those hit hard by domestic and international anti-dumping and protectionist policies. In the plastic pipe segment, persistently low PVC resin prices helped producers maintain elevated gross margins.

Steel sector profit growth is expected to remain uneven in 2026

We expect domestic consumption to remain the primary driver of steel demand in 2026. Given ongoing challenges in export channels, KBSV believes profit growth will favor producers that (1) benefit from supportive policies, capacity expansion, and/or new products aligned with rising domestic demand, and (2) are able to maintain or expand market share and distribution networks. We also expect a modest 3% YoY recovery in average steel prices, supported by strengthening domestic demand following four consecutive years of price declines.

Plastic pipe sector profit growth is highly sensitive to PVC resin prices

PVC resin prices declined by 8% YoY in 2025 and are expected to remain at low levels in 2026, as consumption in China shows no clear signs of improvement and both the real estate and manufacturing sectors have yet to demonstrate a meaningful recovery. Stable input costs should allow producers to sustain high gross margins in 1H26. However, upside risks may emerge in 2H26 should high-cost inventories be cleared and excess capacity be reduced.

KBSV maintains a NEUTRAL view on the construction materials sector in 2026

Steelmakers are currently trading around their 10-year average P/B, while plastic pipe manufacturers are trading at approximately two standard deviations above their historical average P/B. We expect domestic demand to remain the key driver of construction materials consumption in 2026. Investors may consider selectively targeting companies with sustainable growth trajectories, underpinned by capacity expansion, market share gains, and favorable input and output pricing dynamics. Notable opportunities include HPG, HSG, NKG, and BMP.

Neutral maintain

Recommendations	
Hoa Phat Group (HPG)	BUY
Target price	VND35,900
Hoa Sen Group (HSG)	NEUTRAL
Target price	VND18,000
Nam Kim Steel (NKG)	NEUTRAL
Target price	VND16,500
Binh Minh Plastics (BMP)	NEUTRAL
Target price	VND178,200

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I. Steel sector

1. 9M25 business performance

Total sales volumes were strongly supported by a rebound in domestic demand

Total sales volumes in 2025 were strongly supported by a rebound in domestic demand, driven by the housing market recovery and accelerated public investment projects. In contrast, export volumes were pressured by increasingly protectionist measures, particularly in the US market.

As of November 2025, consumption of construction steel and HRC increased by 29% and 24% YoY, respectively. Domestic HRC consumption surged 70% YoY, supported by (1) anti-dumping duties imposed on imports from China and South Korea effective from mid-2Q25 and (2) the addition of new capacity at HPG's Dung Quat 2 complex.

Table 1. Vietnam – Sales volumes of steel products in 11M24–11M25 (million tons, %YoY)

(mn tons, %)	Nov 2024	Nov 2025	%YoY	11M24	11M25	%YoY	Notes
Construction steel	0.9	1.1	18%	9.2	11.9	29%	Domestic consumption rose 29% YoY, supported by a recovery in the residential real estate market and accelerated public investment projects.
HRC	0.5	0.7	47%	6.1	7.6	24%	Domestic consumption surged 70% YoY due to anti-dumping duties imposed on imports from China and South Korea.
Coated steel	0.4	0.4	-17%	5.1	4.4	-14%	Export volumes fell 48% YoY, negatively impacted by protectionist policies in the US, Mexico, and the EU.
Steel pipe	0.2	0.2	-1%	2.2	2.5	15%	
Total	2.1	2.4	15%	22.5	26.3	17%	

Source:

Earnings performance diverged significantly under the impact of protectionist policies

The contrasting effects of domestic and overseas anti-dumping policies, combined with differences in end-market exposure, were the two key factors driving divergence among steel producers. HPG benefited from the AD20 duties, effective from early 2025 at applied rates of 19.4%–27.8%, while the commencement of commercial operations at the Dung Quat 2 plant in 1Q25 supported a 64% YoY increase in HRC sales volume in 11M25. Meanwhile, HSG and NKG were negatively impacted by (1) a material curtailment of exports to the US due to Section 232 protectionist measures, and (2) restricted access to competitively priced HRC imports from China, which weighed on input costs and margins.

Table 2. Vietnam – NPAT of selected steelmakers in 9M24–9M25 (VNDbn)

(VNDbn)	3Q24	3Q25	%YoY	9M24	9M25	%YoY	Notes
HPG	3,020	4,036	34%	9,208	11,664	27%	HPG benefited from protectionist policies on HRC and the commercial operations of Dung Quat 2 since early 2025.
HSG	-186	85		406	564	39%	Coated steel sheet export volumes fell 40% YoY in 9M25.
NKG	65	50	-24%	435	207	-52%	Coated steel sheet export volumes fell 53% YoY in 9M25.

Source: Vietnam Steel Association, FinProX, KB Securities Vietnam

2. 2026 outlook

Domestic demand should remain the key driver of sales volumes in 2026

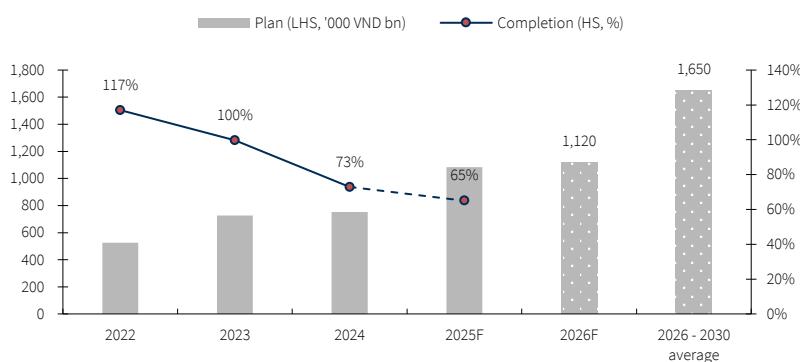
We expect sales volumes to remain supported by improving domestic demand, driven by accelerated public investment and a rebound in the housing market. For 2026, the initial public investment plan (excluding capital carried over from 2025 and subsequent adjustments) is set at VND1,120 trillion, up 36% YoY. On December 19, 2025, 125 major projects nationwide were simultaneously launched with total investment of VND983 trillion (49.5% state capital), underscoring the government's strong commitment to growth through domestic infrastructure development and enhanced medium-term economic resilience.

We maintain a positive view on the public investment sector, expecting the amended Public Investment Law—which decentralizes project authority to ministries, central agencies, and local governments—to streamline procedures, accelerate site clearance, and improve capital disbursement over the medium term. In addition, greater private sector participation in key projects is expected to supplement infrastructure funding and accelerate project execution compared with prior periods.

In the residential real estate segment, CBRE forecasts that condo supply in Hanoi and Ho Chi Minh City will increase by 5% and 17% YoY, respectively, in 2026. Moreover, the number of newly approved residential projects in 9M25 rose 21% YoY, indicating a high upcoming construction workload. We expect construction activity from both the residential and public investment sectors to improve further in 2026, directly supporting domestic steel demand, with total industry consumption projected to increase 10% YoY.

Fig 3. Vietnam – Planned public investment disbursement & execution rate (VNDtn, %)

The public investment plan for the 2026–2030 period is set at VND8.5 million billion, implying an average annual disbursement of VND1.7 million billion.



Source: Ministry of Finance, KB Securities Vietnam

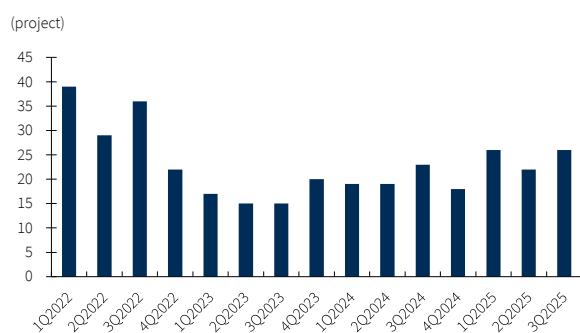
*The 2026 investment plan does not include capital carried over from 2025.

Table 4. Vietnam – Key public investment projects

	Total investment (VNDbn)	2026	2027	2028	2029	2030
Expressways						
Ho Chi Minh City Ring Road 4 (Phase 1)	122,800					
Hanoi Ring Road 5	85,600				Expected completion before 2030	
Ca Mau – Dat Mui	50,000					
Quang Ngai – Kon Tum	45,000					Scheduled to commence in 2026
Quy Nhon – Pleiku	43,700					
Gia Binh Airport – Hanoi connecting road	33,000					
Gia Nghia – Chon Thanh	20,000					
Dong Dang – Tra Linh (Phase 2)	12,100					
Hoa Binh – Moc Chau	10,000					
Railways						
North-South High-Speed Railway	1,714,000					
Ho Chi Minh City – Can Tho Railway	238,600					
China – Lao Cai – Hanoi – Hai Phong Railway	160,800					
Hanoi – Quang Ninh Railway	139,800					Expected completion before 2028
Airports						
Long Thanh Airport (Phase 1)	114,500					
Gia Binh Airport (Phase 1)	141,000					
Ports						
Can Gio Port	113,000					
Nam Do Son Port – Hai Phong	373,800					Scheduled to commence in 2027
Bridges						
Tu Lien Bridge – Hanoi	20,000					
Tran Hung Dao Bridge – Hanoi	16,000					
Ngoc Hoi Bridge – Hanoi	11,800					
Hong Ha Bridge – Hanoi	10,000					
Thuong Cat Bridge – Hanoi	7,300					
Me So Bridge – Hanoi	4,900					

Source: KB Securities Vietnam

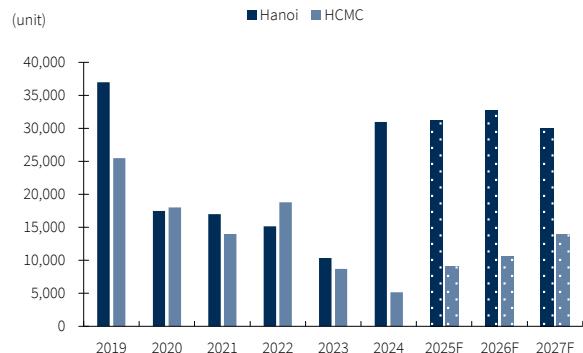
Fig 5. Vietnam – Newly licensed residential projects



Source: CBRE, KB Securities Vietnam

Sales growth will hinge on the expansion into new markets and the development of new products as exports will continue to face headwinds in the medium term

Fig 6. Vietnam – New condo supply in Hanoi & HCMB (unit)



Source: Ministry of Construction

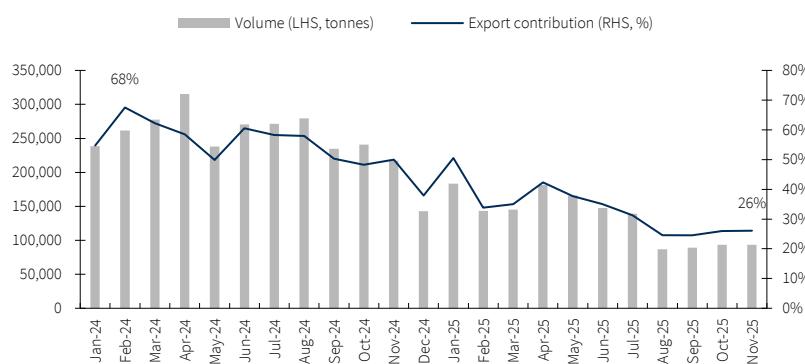
KBSV expects export conditions to remain challenging over the medium term. In practice, producers have already shifted their focus toward the domestic market in 2025. The potential to re-engage export markets will depend on (1) whether imposed anti-dumping duties are competitive relative to peers (for example, HPG benefits from a 0% anti-dumping duty on HRC exports to the EU and India) and (2) the ability to expand into markets not subject to protectionist measures. In the domestic market, growth prospects will hinge on the development of new sales channels and/or products. HSG is focusing on expanding the Hoa Sen Homes chain to maintain its leadership in coated steel, while NKG's growth potential is underpinned by the Phu My plant, which produces high-quality coated steel for industrial and automotive applications.

Both HSG and NKG shifted their focus toward the domestic market in 2025 following protectionist measures and stricter traceability requirements imposed by major export markets such as the US and the EU. In 11M25, domestic sales accounted for 67% and 62% of HSG's and NKG's total sales, respectively, up from 50% and 38% in 11M24.

China's anti-unfair competition law is expected to help stabilize steel prices and gradually usher in a new price upcycle

The average HRC price in Vietnam has declined for four consecutive years. With domestic demand expected to remain strong in 2026, KBSV anticipates a modest 3% YoY recovery in steel prices.

Fig 7. Vietnam – Export volumes of coated steel in 2024–2025 (ton)

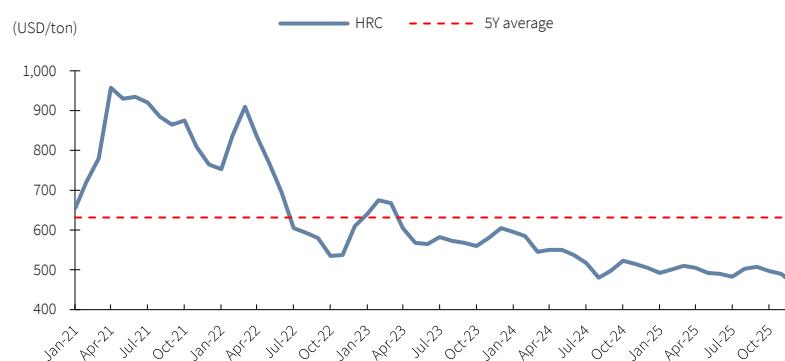


Source: Vietnam Steel Association, KB Securities Vietnam

In 2026, KBSV expects steel prices to recover modestly from the low base of 2025, supported by resilient domestic demand driven by public investment and housing projects. Over the medium term, China's anti-unfair competition law is expected to accelerate the phase-out of approximately 50 million tons of excess crude steel capacity (equivalent to 4% of 2024 output) from loss-making mills, which have persistently engaged in price-cutting. This process should gradually contribute to greater price stability. In addition, Chinese authorities will introduce a new steel export licensing system starting January 1, 2026, covering 300 steel products, aimed at easing trade tensions and curbing negative competition and tariff circumvention. We believe these supply-side measures will have a positive long-term impact on the steel industry's outlook, despite elevated inventory levels and the lack of a clear recovery signal from China's real estate sector.

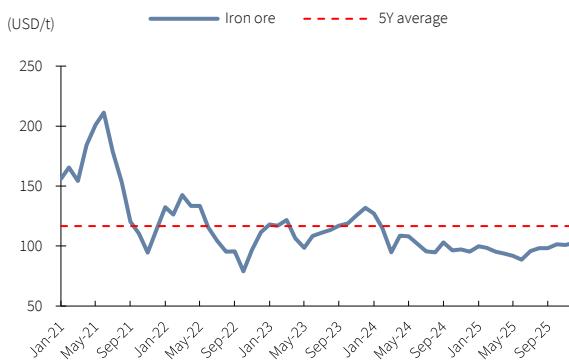
Iron ore prices are projected to remain stable in the USD90–95/ton range in the near term, as consumption is expected to continue declining under China's capacity reduction policies. Accordingly, KBSV expects producers' gross margins to remain broadly stable throughout 2026.

Fig 8. Vietnam – HRC price movements (USD/ton)



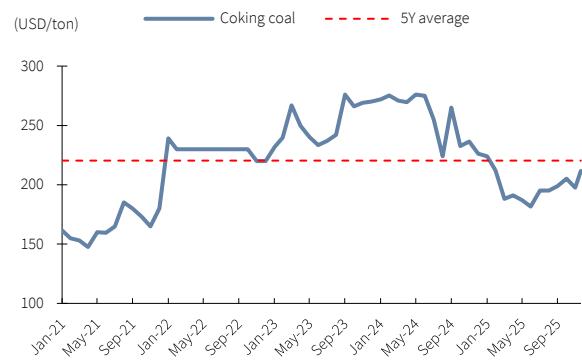
Source: Bloomberg, KB Securities Vietnam

Fig 9. Global – Iron ore price movements (USD/ton)



Source: Bloomberg, KB Securities Vietnam

Fig 10. Global – Coking coal price movements (USD/ton)



Source: Bloomberg, KB Securities Vietnam

Steelmakers appear attractively valued for long-term investment

Steelmakers on KBSV's watchlist are currently trading at their 10-year average P/B of 1.3x, which we view as reasonable given the sector's near-term growth prospects. HPG is our preferred pick, supported by solid growth potential from new capacity at Dung Quat 2, which is expected to reach full commercial output in 2026. For HSG and NKG, we believe 2025 earnings were based on a low base due to the impact of protectionist measures and anti-dumping policies. Looking ahead, their growth potential will depend on their ability to sustain and expand their domestic market presence through the development of new sales channels and/or products aligned with medium-term industrial development trends.

Fig 11. Vietnam – P/B of the steel sector in 2016–2025



Source: Bloomberg, KB Securities Vietnam

II. Plastic pipe sector

1. 9M25 business performance

Net profit reached a new high, driven by the continued decline in PVC resin prices

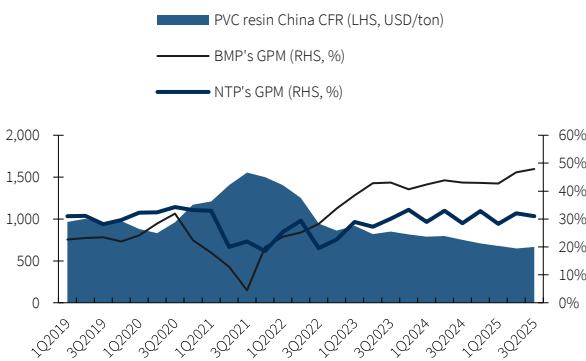
In 2025, PVC resin prices continued their downward trend (-8% YTD), enabling plastic pipe producers to maintain elevated gross margins year-to-date. Meanwhile, consumption has shown signs of recovery, rising 17% YoY in 9M25, supported by a rebound in housing supply that has driven increased construction activity. We also observe a notable shift in industry competition amid the demand recovery. BMP has actively implemented discount programs for distributors since early 3Q25, resulting in a marked improvement in market share, which we estimate at 25% in 9M25, up from 23% in 2024.

Table 12. BMP, NTP – NPAT in 9M24–9M25

(VNDbn)	3Q2024	3Q2025	%YoY	9M2024	9M2025	%YoY	Notes
BMP	290	351	21%	760	967	27%	
NTP	172	258	50%	519	790	52%	

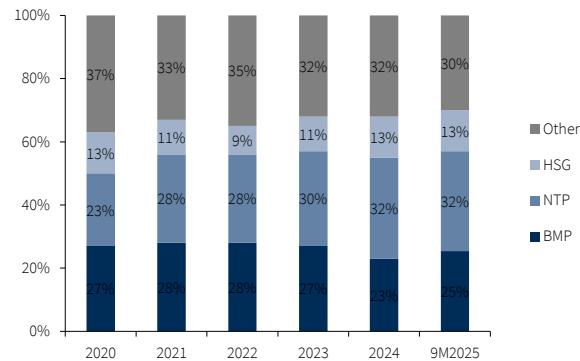
Source: Binh Minh Plastics, Tien Phong Plastics, KB Securities Vietnam

Fig 13. BMP, NTP – GPM vs. Chinese PVC resin prices (%, USD/ton)



Source: Binh Minh Plastics, Tien Phong Plastics, KB Securities Vietnam

Fig 14. Vietnam – Market share of plastic pipe companies (%)



Source: KB Securities Vietnam

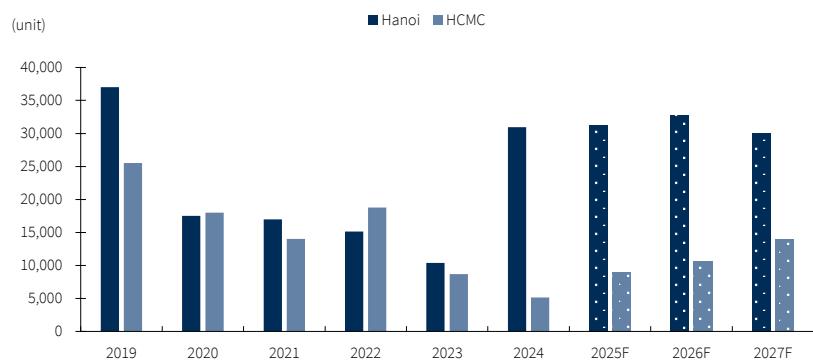
2. 2026 outlook

Residential construction activity is expected to continue improving in 2026, supporting stronger plastic pipe consumption

CBRE forecasts that condo supply in Hanoi and Ho Chi Minh City will increase by 5% and 17% YoY, respectively, in 2026. In addition, the number of housing projects in 9M25 rose 21% YoY. KBSV expects demand for plastic pipes to keep rising, supported by improving residential construction activity alongside the expanding real estate supply. We estimate total industry consumption of plastic pipes to increase 9% YoY in 2026.

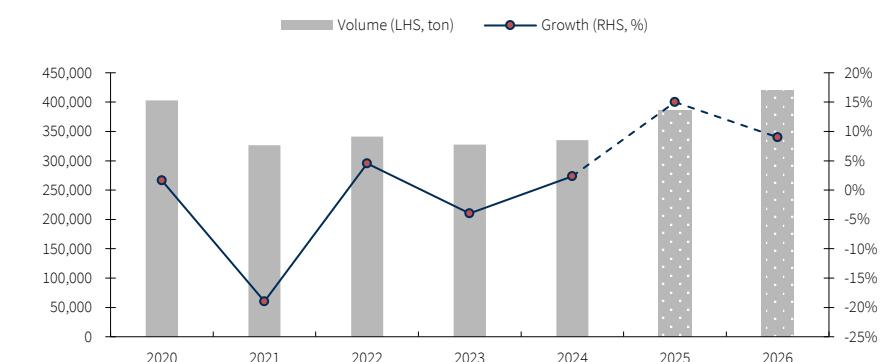
Fig 15. Vietnam – New condo supply in Hanoi & Ho Chi Minh City (unit)

New condo supply in Hanoi and Ho Chi Minh City combined is forecast to increase by 8%/2% in 2026/2027.



Source: CBRE, KB Securities Vietnam

Fig 16. Vietnam – Sales volumes of the plastic pipe sector in 2020A–2026F (ton)



Source: KB Securities Vietnam

PVC resin prices are likely to stay low in early 2026, but a recovery in China's market dynamics could pose margin risks later in the year

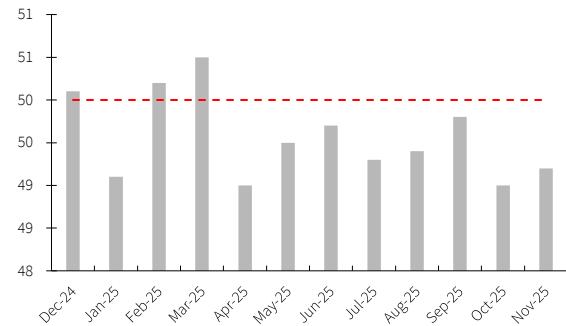
In the absence of a clear recovery in China's industrial production and real estate sector, PVC resin prices are expected to remain at low levels in 1H26. Oil prices are also projected to stay in the USD61–63/ton range, as global consumption is likely to decline further in 2026, helping to contain PVC resin costs. That said, China's real estate market appears to have moved past its trough and is gradually entering a "new normal," albeit with a slower-than-expected recovery. Consequently, an upward reversal in PVC resin prices could pose downside risks to the gross margins of plastic pipe producers. KBSV expects the risk of a PVC resin price rebound to emerge from 2H26, as high-cost inventories are cleared and excess capacity is reduced under China's anti-unfair competition law.

Fig 17. China – PVC resin price movements (USD/ton)



Source: Bloomberg, KB Securities Vietnam

Fig 18. China- Caixin PMI



Source: Bloomberg, KB Securities Vietnam

Table 19. Global – 2026F Brent crude oil prices

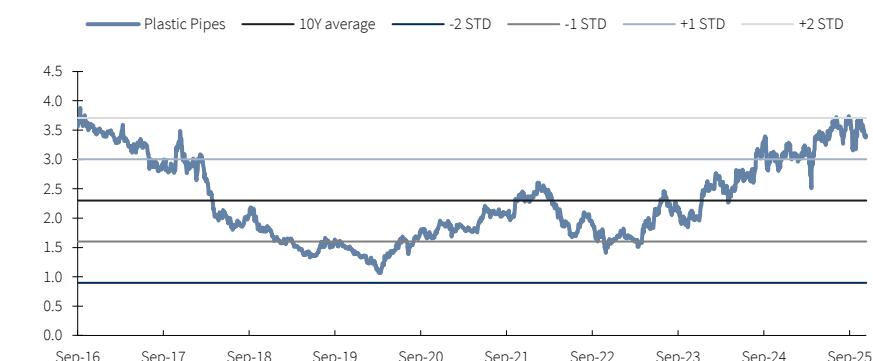
	1Q26	2Q26	3Q2026	4Q26
Median	61	62	63	63
Morgan Stanley	58	58	60	60
JP Morgan Chase	60	59	56	55
Citigroup	60	62	62	62
UBS Group	62	65	65	67
BofA Merrill Lynch	64	68	72	76
Goldman Sachs	58	54	54	57
BNP Paribas	55	57	63	63
Standard Charter	62	63	64	65
MUFG	64	62	63	60
HSBC	65	65	65	65

Source: Bloomberg, KB Securities Vietnam

Valuations appear stretched, partly reflecting expectations of earnings growth in 2026

BMP and NTP are currently trading around +2 standard deviations above their 10-year average P/B, partly reflecting expectations of earnings growth in 2026 under the assumption that PVC resin prices remain low. We view a potential rebound in PVC resin prices as the key medium-term risk for the plastic pipe sector, although sales volumes should be well supported by rising demand as construction activity continues to improve. KBSV maintains a NEUTRAL stance on the sector. Investors may consider accumulating BMP and NTP during market pullbacks, with a preference for companies capable of expanding market share and delivering revenue growth above the industry average.

Fig 20. Vietnam – P/B of the plastic pipe sector



Source: KB Securities Vietnam



Top picks

Hoa Phat Group (HPG)
Hoa Sen Group (HSG)
Nam Kim Steel (NKG)
Binh Minh Plastics (BMP)

Hoa Phat Group (HPG)

Fueled by hopes for steel price rebound in 2026

December 15, 2025

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HPG achieved 78% of its profit target after 9M25

Steel consumption for 2026/2027 is projected to increase by 23%/5% YoY

Steel prices are expected to increase by 4%/3% in 2026/2027

Short-term risks are limited as VIC has just entered the steel market

BUY rating - Target price VND35,900

Hoa Phat Group (HPG) logged VND109,940/VND11,627 billion in 9M25 revenue/NPAT (+5%/26% YoY) as (1) steel sales volume added 16% YoY thanks to the recovery in local market with higher HRC production after Dung Quat 2 coming into operation; and (2) material costs declined, making GPM gain 292bps YoY.

We still believe the steel consumption growth in 2026/2027 will be positive, based on (1) continued improvement in the supply of housing products, (2) expectations about the Government's ramping up public investment projects, and (3) the two blast furnaces at Dung Quat 2 coming into operation.

HPG's steel average selling price (ASP) has dropped 3% since 2025. We expect steel ASP to rebound in 2026 on better demand, and iron ore and coking coal prices will climb on 2025 lows. In addition, we believe that the campaign against aggressive price war in China will eliminate excess supply and help steel prices to enter a new upturn. KBSV estimates HPG's GPM at 16.4%/16.8% in 2026/2027F.

We suppose Vingroup (VIC) will need time to upgrade and optimize the costs of Pomina Steel's (POM) construction steel segment to ensure the synergistic value from its 1.5 million tons/year contract output. Meanwhile, HPG continues to maintain its advantage of (1) Top 1 market share and (2) the most competitive production costs in the industry.

We reiterate our BUY recommendation with a target price of VND35,900, equal to an expected return of 37% compared to the closing price on December 15, 2025.

Buy maintain

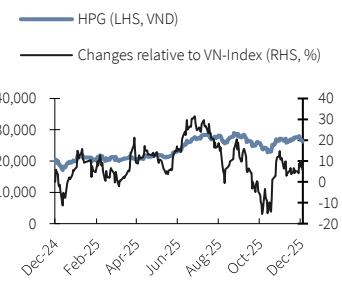
Target price	VND35,900
Upside	37%
Current price (Dec 15, 2025)	VND 26,250
Consensus target price	VND 35,200
Market cap (VNDtn/USDbn)	201.5/7.7

Trading data	
Free float	55.4%
3M avg trading value (VNDbn/USDmn)	739.4/28.1
Foreign ownership	19.7%
Major shareholder	Chairman Tran Dinh Long (34.9%)

Share price performance (%)	1M	3M	6M	12M
Absolute	-2	-13	19	16
Relative	-3	-11	-6	-15

Forecast earnings & valuation

FY-end	2023A	2024A	2025F	2026F
Net revenue (VNDbn)	118,953	138,855	156,167	208,429
Operating income/loss (VNDbn)	7,651	13,267	18,765	26,261
NPAT-MI (VNDbn)	6,835	12,020	16,391	23,110
EPS (VND)	1,175	1,879	2,136	3,011
EPS growth (%)	-19	60	14	41
P/E (x)	23.8	14.2	12.3	8.7
P/B (x)	1.6	1.5	1.6	1.3
ROE (%)	7	11	13	16
Dividend yield (%)	0	0	0	0



Source: Bloomberg, KB Securities Vietnam

Hoa Sen Group (HSG)

3Q FY25 results were beyond expectations

June 18, 2025

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8M FY25 profit beat the full-year target by 13%

In 8M FY25, Hoa Sen Group (HSG) posted VND25,099 billion in revenue and VND567 billion in NPAT, equal to 66%/113% of the full-year objectives. The profit grew beyond our expectations thanks to improved profit margin in 3QFY25, partly supported by the group's inventory optimization efforts (finished product and raw material inventories in 2QFY25 decreased 33% YoY).

Export output may create a low base in FY2025 with the main growth driver from domestic demand

HSG said its export orders to the US (accounting for 7% of total revenue) have been suspended since September 2024 due to importers' concerns about tariff uncertainties and tax reimbursement. We believe that the decline in export volume will create a low base in FY2025 and expect a gradual recovery in the future thanks to HSG's efforts to expand and diversify target markets. The main revenue growth force will come from the domestic market with housing construction recovering and the real estate market entering a new growth cycle in 2025–2027. Furthermore, the group also has a competitive advantage in the home market thanks to Hoa Sen Homes (HSH) system. KBSV forecasts HSG's sales volume will increase by 0%/7% in FY2025/FY2026.

Steel prices may remain flat in 2025, resulting in stable GPM

We maintain our forecast for steel average selling price (ASP), which will increase 1%/2% in 2025/2026 in the base case and estimate HSG's GPM at 12%.

Valuation: NEUTRAL rating – Target price VND36,500/share

KBSV expects HSG's NPAT will reach VND789/810 billion in FY2025/FY2026 and determined its fair value at VND18,000/share.

Neutral maintain

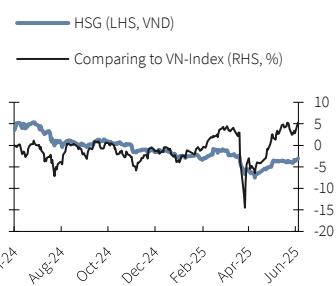
Target price	VND18,000
Upside	6.5%
Current price (Jun 18, 2025)	VND16,900
Consensus target price	VND18,000
Market cap (VNDtn/USDbn)	1.1/0.4

Trading data	
Free float	76.1%
3M avg trading value (VNDbn/USDbn)	114.1/4.4
Foreign ownership	8.4%
Major shareholder	Chairman Le Phuoc Vu (16.9%)

Share price performance (%)	1M	3M	6M	12M
Absolute	3	-10	-9	-33
Relative	-1	-11	-15	-39

Forecast earnings & valuation

FY-end	FY2023	FY2024	FY2025	FY2026
Net revenue (VNDbn)	31,651	39,270	39,631	42,518
Operating income/loss (VNDbn)	74	499	899	981
NPAT-MI (VNDbn)	25	510	789	810
EPS (VND)	40	828	1,280	1,315
EPS growth (%)	-90	1,976	55	3
P/E (x)	439.0	21.0	13.2	12.9
P/B (x)	1.0	1.0	0.9	0.9
ROE (%)	0.2	4.7	7.1	7.0
Dividend yield (%)	0.0	2.9	3.0	3.0



Source: Bloomberg, KB Securities Vietnam

Nam Kim Steel (NKG)

Phu My Steel Plant operating from 1H26

September 22, 2025

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NKG completed 44% full-year guidance after 1H25

The company plans to focus on local market in the medium term and take time to expand export markets to replace the US

Steel ASP should gain 3% YoY in 2026, and estimated GPM improves to 8.4%

Valuation: NEUTRAL – Target price VND16,500

In 1H25, Nam Kim Steel JSC (NKG) logged a contraction in revenue and net NPAT, reaching VND7,899/VND157 billion respectively (-28%/58% YoY), due to (1) a 23% YoY decrease in sales volume, of which export volume plummeted 48% YoY and (2) an increase in COGS as changes HRC materials led to higher costs.

We expect domestic galvanized steel consumption to be boosted by residential construction activities as the real estate market entering a growth phase in 2025–2027. In 7M25, galvanized steel market share of NKG reached 15% (vs 11% in 2024), with market share in the Southern market touching 22% (vs 14% in 7M24). According to the plan set by Management, Nam Kim Phu My Steel Plant will operate from 1Q26. KBSV estimates that galvanized steel sales volume in 2026 will achieve 21% YoY growth.

HRC and galvanized steel prices in China have climbed 7%/4% since the beginning of 3Q25, reflecting the positive sentiment of manufacturers after the campaign against aggressive price competition started with the expectation of cutting excess steel production capacity. We expect steel prices to gradually enter a new growth cycle, but NKG's galvanized steel average selling price (ASP) will increase more slowly than HRC prices due to increased competition for domestic market share, forcing NKG to balance profit and capacity targets, especially when Nam Kim Phu My starts operating from 1H26.

KBSV determines the fair value of NKG at VND16,500/share (10% lower than market price) and recommends NEUTRAL.

Neutral maintain

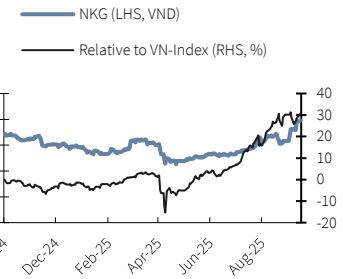
Target price	VND16,500
Downside	10%
Current price (Sep 19, 2025)	VND18,250
Consensus target price	VND14,900
Market cap (VNDtn/USDbn)	0.89/0.34

Trading data	
Free float	75%
3M avg trading value (VNDbn/USDbn)	314.4/11.9
Foreign ownership	6.9%
Major shareholder	Chairman Ho Minh Quang (15.9%)

Share price performance (%)	Share price performance (%)			
	1M	3M	6M	12M
Absolute	15	51	23	23
Relative	12	24	-4	-13

Forecast earnings & valuation

FY-end	2023A	2024A	2025F	2026F
Net revenue (VNDbn)	18,596	20,609	16,407	21,238
Operating income/loss (VNDbn)	177	557	412	505
NPAT-MI (VNDbn)	117	453	415	404
EPS (VND)	446	1,434	926	903
EPS growth (%)	-194.2	221.5	-35.4	-2.5
P/E (x)	55.3	10.1	19.7	20.2
P/B (x)	1.3	0.8	1.1	1.0
ROE (%)	2.2	8.0	6.0	5.0
Dividend yield (%)	0.0	0.0	0.0	0.0



Source: Bloomberg, KB Securities Vietnam

Binh Minh Plastics (BMP)

PVC resin prices expected to stay low

December 15, 2025

Senior Analyst Nguyen Duong Nguyen
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BMP completed 92% of its full-year guidance after 9M25

Revenue for 2026/2027 is projected to increase by 7%/7% YoY

PVC resin ASP may stay low until 1H26 as the property market shows no signs of recovery

BMP has offered attractive cash dividend yield

NEUTRAL rating – Target price VND178,200

Binh Minh Plastics (BMP) posted VND967 billion in 9M25 NPAT on revenue of VND4,224 billion (+27%/+19% YoY), primarily driven by (1) recovering demand thanks to the property market and (2) an average 15% YoY drop in PVC resin prices.

We maintain our expectation that demand for plastic pipes will further improve in 2026–2027 with increased real estate supply, especially in the Southern market (CBRE projects apartment supply in Ho Chi Minh City will grow 17% and 32% YoY in 2026/2027). In addition, we expect BMP to strengthen discount programs for distributors in the medium term to improve market share. KBSV estimates BMP's revenue growth for 2025/2026/2027 at 24%, 7%, and 7% YoY.

Chinese PVC resin prices lost 8% YTD by the end of November. KBSV estimates BMP's GPM will reach 45.9%/43.8%/41.5% in 2025/2026/2027, given (1) protracted sluggish construction activity in China and (2) prolonged oversupply creating pressure to reduce inventory, causing PVC resin prices to continue their downward and sideways trend in the near term.

We estimate BMP's cash dividend yield at 9.8%/10% for 2026/2027, which is relatively attractive.

KBSV raises the target price for BMP to VND178,200/share (corresponding to a 2% increase from the closing price on December 15, 2025).

Neutral maintain

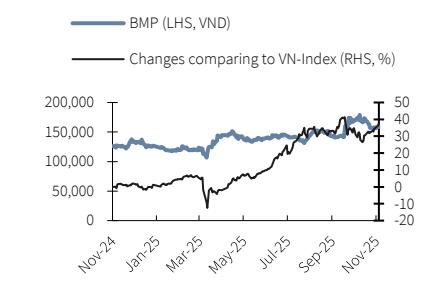
Target price	VND178,200
Upside	2%
Current price (Dec 15, 2025)	VND159,000
Consensus target price	VND180,300
Market cap (VNDtn/USDbn)	12.9/0.5

Trading data	
Free float	43.8%
3M avg trading value (VNDbn/USDmn)	20.3/0.8
Foreign ownership	85.7%
Major shareholder	Nawaplastic (54.9%)

Share price performance				
(%)	1M	3M	6M	12M
Absolute	-7	4	17	27
Relative	-11	2	-11	-10

Forecast earnings & valuation

FY-end	2023A	2024A	2025F	2026F
Net revenue (VNDbn)	5,157	4,616	5,686	6,268
Operating income/loss (VNDbn)	1,304	1,229	1,639	1,687
NPAT-MI (VNDbn)	1,041	991	1,312	1,350
EPS (VND)	12,717	12,103	16,027	16,486
EPS growth (%)	49.9	-4.8	32.4	2.9
P/E (x)	8.2	10.8	9.9	9.6
P/B (x)	3.2	4.0	4.7	4.7
ROE (%)	39.2	36.8	48.2	48.7
Dividend yield (%)	11.3	9.0	9.8	10.0



Source: Bloomberg, KB Securities Vietnam

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Investment ratings & definitions

Investment Ratings for Stocks

(Based on the expectation of price gains over the next 6 months)

Buy:	Neutral:	Sell:
+15% or more	+15% to -15%	-15% or more

Investment Ratings for Sectors

(Based on the assessment of sector prospects over the next 6 months)

Positive:	Neutral:	Negative:
Outperform the market	Perform in line with the market	Underperform the market

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