

October 30, 2020

Property Analyst  
Pham Hoang Bao Nga  
ngaphb@kbsec.com.vn

# Vinhomes (VHM)

## 3Q earnings up by 9% yoy

### 3Q earnings up 9% YoY thanks to delivering a great number of apartments in 3 Mega projects.

- Revenue from property sales (including revenue from BBC projects and bulk sales transactions) rose by 67% YoY to VND25.9 trillion and profit after tax and minority interest increased 9% YoY to VND6.1 trillion thanks to delivering 10,800 units at residential projects and an office complex at Vinhomes Metropolis to Capitaland.
- After the first nine months, total revenue (including BCC projects and bulk sales transactions) reached VND62,565 billion (up 19% YoY), in which revenue from property sales reached VND59,993 billion (up 20% YoY). Profit after tax and minority interest posted 7% YoY growth to VND16,337 billion.
- Higher proportion of retail sales transactions and lower margin of the sale of the office complex at *Metropolis* (~30%) led to a decrease in the GPM to 43% from 49% in the same period last year.

### Vinhomes maintained strong pre-sales momentum.

- In 3Q2020, Vinhomes sold more than 3,000 units to retail customers with the total presold value of VND10.5 trillion. Vinhomes launched a high-end subzone - The Origami at *Grand Park*. As of October 14, more than 4,500 units at an ASP of USD2000/sqm had been sold with an absorption rate of 92%.
- In 3Q2020, Vinhomes delivered 10,800 units in which 10,400 units were from the three mega projects. At least 11,000 units are expected to be delivered in 4Q2020, so the total number of delivered units might exceed the previous plan that 21,000 units are expected to be delivered in the 2H2020.
- In the first nine months, Vinhomes sold 25,100 units with the total presold value of VND47.9 trillion. Total unbilled bookings by the end of 3Q2020 reached VND82.8 trillion, up 1% yoy.

### Plan of launching new projects.

- Vinhomes delays the launching time of Wonder Park to 2021 for pricing optimisation. The delay of this project will not affect Vinhomes' 2020 revenue and profit plan.
- In 2021, Vinhomes will complete further project approval for two other mega projects Green Ha Long (4,109ha) and Long Beach Can Gio (2,870ha) to be ready for launch in 2022.

## KB SECURITIES VIETNAM RESEARCH

---

**Head of Research – Nguyen Xuan Binh**

binhnx@kbsec.com.vn

### **Macro/Strategy**

**Head of Macro & Strategy – Tran Duc Anh**

anhtd@kbsec.com.vn

**Macro Analyst – Thai Thi Viet Trinh**

trinhtt@kbsec.com.vn

**Market Strategist – Le Anh Tung**

tungla@kbsec.com.vn

**Equity analyst – Tran Thi Phuong Anh**

anhttp@kbsec.com.vn

### **Equity (Hanoi)**

**Head of Equity Research (Hanoi) – Duong Duc Hieu**

hieudd@kbsec.com.vn

**Information Technology & Logistics Analyst – Nguyen Anh Tung**

tungna@kbsec.com.vn

**Property Analyst – Pham Hoang Bao Nga**

ngaphb@kbsec.com.vn

**Power & Construction Material Analyst – Nguyen Ngoc Hieu**

hieunn@kbsec.com.vn

### **Equity (Ho Chi Minh)**

**Head of Equity Research (Ho Chi Minh) – Harrison Kim**

harrison.kim@kbf.com

**Consumer & Retailing Analyst – Dao Phuc Phuong Dung**

dungdpp@kbsec.com.vn

**Fisheries & Pharmaceuticals Analyst – Nguyen Thanh Danh**

danhnt@kbsec.com.vn

**Oil & Gas & Chemicals Analyst – Nguyen Vinh**

vinhn@kbsec.com.vn

## KB SECURITIES VIETNAM (KBSV)

---

### Head Office:

Levels G, 2 & 7, Sky City Tower, 88 Lang Ha Street, Dong Da District, Hanoi, Vietnam  
Tel: (+84) 24 7303 5333 – Fax: (+84) 24 3776 5928

### Hanoi Branch:

Level 1, VP Building, 5 Dien Bien Phu, Ba Dinh District, Hanoi, Vietnam  
Tel: (+84) 24 7305 3335 – Fax: (+84) 24 3822 3131

### Ho Chi Minh Branch:

Level 2, TNR Tower Nguyen Cong Tru, 180-192 Nguyen Cong Tru Street, District 1, HCMC, Vietnam  
Tel: (+84) 28 7303 5333 – Fax: (+84) 28 3914 1969

### Saigon Branch:

Level 1, Saigon Trade Center, 37 Ton Duc Thang, Ben Nghe Ward, District 1, HCMC, Vietnam  
Tel: (+84) 28 7306 3338 – Fax: (+84) 28 3910 1611

### CONTACT INFORMATION

Institutional Client Center: (+84) 28 7303 5333 – Ext: 2656  
Private Customer Care Center: (+84) 24 7303 5333 – Ext: 2276  
Email: [ccc@kbsec.com.vn](mailto:ccc@kbsec.com.vn)  
Website: [www.kbsec.com.vn](http://www.kbsec.com.vn)

## Investment ratings & definitions

---

### Investment Ratings for Stocks

(based on expectations for absolute price gains over the next 6 months)

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

### Investment Ratings for Sectors

(based on expectations for absolute price gains over the next 6 months)

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

Opinions in this report reflect the professional judgment of the research analyst(s) as of the date hereof and are based on information and data obtained from sources that KBSV considers reliable. KBSV makes no representation that the information and data are accurate or complete and the views presented in this report are subject to change without prior notification. Clients should independently consider their own particular circumstances and objectives and are solely responsible for their investment decisions and we shall not have liability for investments or results thereof. These materials are the copyright of KBSV and may not be reproduced, redistributed or modified without the prior written consent of KBSV. Comments and views in this report are of a general nature and intended for reference only and not authorized for use for any other purpose.