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Vinhomes (VHM)

3Q earnings up 84% YoY

3Q earning up 82% YoY thanks to bulk sales transactions from *Ocean Park* and *Smart City* projects

- Revenue from property sales (including revenue from BBC projects and bulk sales transactions) decreased 25.1% to VND19.1 trillion, in which revenue from bulk sales reached VND13.1 trillion. Profit after tax and minority interest rose 84% to VND11.2 trillion thanks to bulk sales transactions from *Ocean Park* and *Smart City* with high gross profit margin.
- After the first nine months, total revenue (including BCC projects and bulk sales transactions) reached VND66.7 trillion (up 6.6% YoY), in which revenue from property sales reached VND57.7 trillion (-4% YoY). Profit after tax and minority interest posted 66.3% YoY growth to VND27.2 trillion.
- Higher proportion of bulk sales transactions led to an increase in the GPM to 56% from 37% in the same period last year.

Vinhomes maintained strong pre-sales momentum

- In 3Q2020, Vinhomes sold 5,900 units (including 1,100 low-rise units and 4,800 high-rise units) mainly from *Dream City* and *Star City*. Total contract value in 3Q reached VND13 tn, including VND8 trillion from bulk sale transactions from *Dream City* and others mega projects and 5tn from retail transactions. After the first nine month, more than 21,700 units (-14%YoY) had been sold with total contract value of VND41 trillion (-14%YoY).
- Vinhomes currently has a number of sizeable bulk sales transactions which are under negotiation. Vinhomes expects to complete 4 to 5 transactions in 4Q2021.

No change in 2021 NPAT guidance

- Vinhomes expects to achieve 2021 NPAT guidance thanks to a number of bulk sales transactions with high gross profit margin.
- Total contract value in 4Q is expected to be VND29-30 trillion, therefore total contract value in 2021 reaches about 75% the full-year target of VND91 trillion.
- Vinhomes launches *Dream City* in 1H2022, the other projects *Wonder Park* and *Dream City* have also launched in 2022.

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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

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