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Vingroup (VIC)

Guided business plan achieved

VHM further promoted bulk sales, business results exceeded plan following handovers at Ocean Park 2 and 3

- In the fourth quarter of 2023, Vinhomes (VHM) reported a standalone revenue of VND8.7 trillion (down 72% YoY) and NPAT-MI of VND800 billion (down 91% YoY). This decline is attributed to (1) project recognition timing and (2) the majority of units delivered at Ocean Park 2 and 3 under a business cooperation contract (BCC), which had lower profit margins compared to bulk sales and retail sales. For the full year 2023, VHM achieved a total revenue of VND103.3 trillion (up 66%). Including bulk sales transactions and BCCs, VHM's revenue amounted to VND121.4 trillion, representing a 49% YoY increase, with a significant contribution from 9,800 low-rise units in the Ocean Park 2 and 3 projects. The net profit for the year touched VND33.1 trillion (up 15% YoY), surpassing the annual profit plan.
- VHM's 4Q2023 presales amounted to VND30.3 trillion, marking a 68% YoY increase, with 73% attributed to bulk sales transactions, including projects in Ho Chi Minh City. The full-year presales reached VND87.0 trillion (down 32% YoY), with 51% coming from bulk sales transactions (14%) and the Ocean Park 2 and 3 projects (37%). Unbilled bookings hit contracted by 7% YoY to VND99.7 trillion, with 67% from bulk sales transactions, 17% from Ocean Park 2, and 21% from Ocean Park 3.
- Looking ahead to 2024, VHM plans to launch three major projects: Vinhomes Co Loa, Vinhomes Wonder Park, and Vinhomes Vu Yen, along with several social housing projects.

VRE's business results recovered strongly

- In 4Q2023, Vincom Retail (VRE) obtained a revenue of VND2.3 trillion (up 10% YoY) and NPAT-MI of VND1.1 trillion (up 28% YoY). The positive financial performance can be explained by: (1) stable revenue from shopping malls, reaching VND1.9 trillion (-0.4% YoY), (2) handover of 54 shophouse units at Vinhomes Quang Tri and other projects, generating VND267 billion (+76% YoY) vs. 28 units in 4Q2022, and (3) other revenue of VND124 billion (+368% YoY) from brokerage activities associated with Mega Grand World. For the full year 2023, total revenue topped VND9.8 trillion (up 33% YoY) and NPAT-MI reached VND4.4 trillion (up 59% YoY).
- The occupancy rate for the year 2023 was 84.8%, up 1.3 percentage points (ppts) YoY.
- In 2024, VRE plans to open six new shopping centers, including 2 Vincom Mega Mall Grand Park and Ocean Park 2 as well as 4 Vincom Plaza in Ha Giang, Bac Giang, Dien Bien Phu, and Dong Ha Quang Tri.



Other business segments: Electric vehicle sales grew strongly

- In 4Q2023, the manufacturing segment achieved revenue of VND11.3 trillion (up 178% YoY) but recorded a gross loss of VND5.3 trillion. During the quarter, VinFast successfully delivered 13,513 electric vehicles (up 35% QoQ), including various models such as VF e34, VF5, VF8, VF9, and electric buses. Cumulatively for the entire year, VinFast has delivered a total of 34,855 electric vehicles.
- The hospitality segment generated VND2.4 trillion in 4Q2023 revenue, up 103% YoY. Overnight bookings during the quarter recorded 379,000 (up 73% YoY), and the total number of visitors to VinWonders reached 947,000 (up 31% YoY).

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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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