

Kinh Bac City (KBC)

Large projects progressing slower than expected

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2Q24 NPAT & revenue were VND237 billion (~74% YoY) and VND892 billion (~62% YoY)

In 2Q24, Kinh Bac City Development (KBC) posted VND237 billion (~74% YoY) in NPAT on revenue of VND892 billion (~62% YoY). 1H24 revenue hit VND 1,044 billion (plunging by 77% YoY due to the area of land handed over in 1H24 reaching only 15ha compared to 128ha in 1H23), and NPAT was VND151 billion (~92% YoY).

KBC is expected to hand over 51ha of industrial park land for lease in 2024

Due to the slower-than-expected handover speed of existing projects and the legal progress of large projects, we forecast that KBC's industrial park land area leased this year will reach 51ha, including 14ha from Quang Chau Industrial Park, 27ha from Nam Son Hap Linh Industrial Park (NSHL) and 10ha from Tan Phu Trung Industrial Park. Trang Due 3 expects to complete legal procedures and hand over land for lease as early as 2025.

KBC successfully issued VND1,000 billion in 24-month bonds on August 28

On August 28, 2024, KBC issued VND1,000 billion in 24M bonds, offering an annual coupon of 10.5%/year, interest payment dues every six months. The proceeds from the bond issuance should be used to restructure the company's debts.

Valuation: BUY rating – Price target VND35,900

Based on the business outlook and valuation results, we recommend BUY for KBC shares with a target price of VND35,900, 36.2% higher than the closing price of VND26,350 on September 4, 2024.

Buy maintain

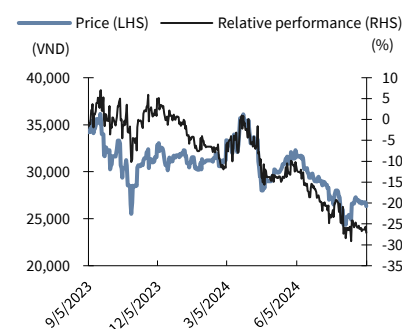
Target price	VND35,900
Upside	36.2%
Current price (Sep 4, 2024)	VND26,350
Consensus target price	VND36,900
Market cap (VNDtn/USDtn)	20.3/0.8

Trading data	
Free float	75%
3M avg trading value (VNDbn/USDmn)	93.6/3.7
Foreign ownership	20.6%
Major shareholder	Chairman Dang Thanh Tam (18.1%)

Share price performance				
(%)	1M	3M	6M	12M
Absolute	8.2	-16.6	-20.9	-23.0
Relative	0.8	-15.9	-21.3	-26.3

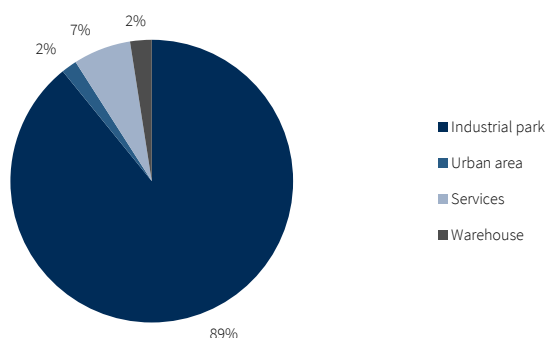
Forecast earnings & valuation

FY-end	2022	2023	2024F	2025F
Net revenue (VNDbn)	950	5,618	2,865	4,716
Operating income/loss (VNDbn)	1,577	2,245	959	1,817
NPAT-MI (VNDbn)	1,526	2,031	868	1,644
EPS (VND)	1,993	2,646	1,130	2,141
EPS growth (%)	20%	33%	-57%	89%
P/E (x)	13	10	23	12
P/B (x)	0.9	1.0	1.0	0.9
ROE (%)	9%	11%	5%	8%
Dividend yield (%)	0%	0%	0%	0%



Source: Bloomberg, KB Securities Vietnam

Revenue composition (2023)



Source: Kinh Bac City Development, KB Securities Vietnam

Business operation

Founded in 2002, Kinh Bac City & Development (KBC) has become a leading enterprise in investing and developing industrial park real estate.

Currently, KBC owns 6,611ha of industrial park land, accounting for 5.1% of the country's industrial park area. More than 90% of customers at KBC's high-tech industrial parks are large foreign enterprises from Japan, Taiwan, Korea, China, and Hong Kong (Canon, Foxconn, LG, Ingrasys, and so on).

Investment Catalysts

KBC owns a large land area of nearly 7,000ha, ensuring growth potential in the medium and long term. The company has been implementing large and small industrial park projects, typically Trang Due 3, Hung Yen, Tan Tap, and Loc Giang industrial parks, ensuring a land bank for the business in the coming time.

The land bank available for lease is more than 170ha. KBC still has more than 170ha that has completed site clearance, ready for lease in large industrial parks, prime locations such as Quang Chau Industrial Park, Nam Son Hap Linh Industrial Park, and Tan Phu Trung Industrial Park.

Trang Cat Urban Area and Phuc Ninh Urban Area projects will contribute significantly to KBC's business results from 2026. After determining land use fees and approving the revised investment policy, Phuc Ninh Urban Area is expected to record revenue for KBC from 2026 after resolving land use fee issues.

Notes

Please find more details [here](#)

Please see more details below

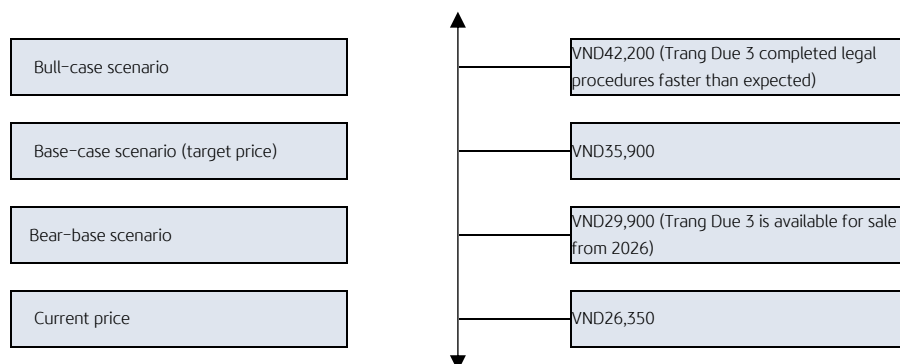
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Revised earnings estimates

(VNDbn)	KBSV estimates		Change vs previous estimates		Consensus*		Difference	
	2024E	2025E	2024E	2025E	2024E	2025E	2024E	2025E
Revenue	2,865	4,716	-42%	-27%	3,030	8,103	-5%	-42%
EBIT	1,536	2,669	-42%	11%	1,104	2,995	39%	-12%
NP after MI	868	1,644	-51%	1%	839	2,109	3%	-22%

Source: Bloomberg, KB Securities Vietnam

Investment opinion & risks



Base-case scenario: catalysts

- 1) KBC hands over 51ha industrial land in 2024
- 2) Trang Cat completes legal procedures & starts leasing from 2026

Bull-case scenario: upside risk

- 1) KBC hands over 91ha industrial land in 2024
- 2) Trang Cat completes legal procedures & starts leasing from 2025

Bear-case scenario: downside risk

- 1) KBC hands over 25ha industrial land in 2024
- 2) Trang Cat completes legal procedures & starts leasing after 2026

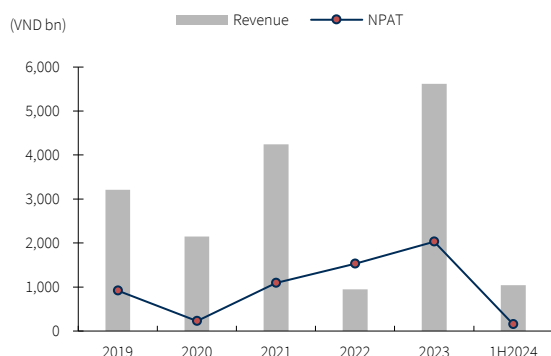
2Q24 performance updates

Table 1. KBC – 1H24 updated results

(VNDbn, %)	2Q23	2Q24	+/-%YoY	1H23	1H24	+/-%YoY	Notes
Revenue	2,328	892	-62%	4,551	1,044	-77%	KBC completed 12% of 2024 revenue plan (VND9,000 billion).
<i>Leasing industrial park & infrastructure</i>	2,473	532	-79%	4,541	532	-88%	KBC handed over 15ha of industrial park land for lease in 2Q24 (10ha at Quang Chau Industrial Park and 5ha at NSHL Industrial Park), while the area of industrial park land handed over in 2Q23 was 63ha.
<i>Selling urban area projects</i>	9	204	2271%	30	219	641%	Revenue growth came from the sale of 1.6ha at the social housing area of Nenh town.
<i>Providing services</i>	75	109	45%	172	203	18%	
Gross profit	1,647	465	-72%	3,199	539	-83%	
<i>Gross profit margin</i>	71%	52%	-19 ppts	70%	52%	-18 ppts	Gross margin decreased significantly as the industrial park leasing segment in 2024, which is has the highest gross margin, became less effective than the same period in 2023.
Financial income	137	109	-20%	292	177	-39%	The decrease was due to the absence of extraordinary profits (profit from transferring subsidiaries of VND108 billion recorded in 2023).
Financial expenses	155	55	-64%	287	110	-62%	1H24 interest expenses hit VND103 billion (-58% YoY).
Profits from affiliates	6	-5	-184%	1.5	-12	-900%	
SG&A	341	166	-51%	596	280	-53%	
Operating profit/loss	1,295	348	-73%	2,609	314	-88%	
Profit before taxes (PBT)	1,291	382	-70%	2,605	345	-87%	
Profit after taxes (NPAT)	1,012	268	-74%	2,068	191	-91%	KBC completed 5% of 2024 NPAT target (VND4,000 billion).
NP after MI	980	237	-76%	1,921	151	-92%	
<i>NPAT margin</i>	42%	27%	-15 ppts	42%	14%	-28 ppts	

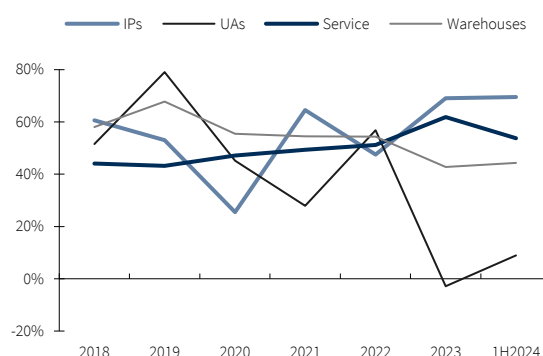
Source: Kinh Bac City Development, KB Securities Vietnam

Fig 2. KBC – Revenue & NPAT in 2019–2024 (VNDbn)



Source: Kinh Bac City Development, KB Securities Vietnam

Fig 3. KBC – GPM of business segments (%)



Source: Kinh Bac City Development, KB Securities Vietnam

KBC is expected to hand over 51ha of industrial park land for lease in 2024

We lowered our forecast for KBC's industrial land lease area this year from 111ha to 51ha due to (1) the slow pace of land handover since the beginning of the year and (2) the slower-than-expected delay in the legal progress of the Trang Due 3 project.

- Currently, KBC has more than 33ha of industrial park land that has signed MOUs but has not been handed over, including 25ha at NSHL Industrial Park, 6ha at Quang Chau Industrial Park, and 3ha at Tan Phu Trung Industrial Park, with an expected handover of about 25–28 ha from now until the end of the year, with the remaining handover in the first half of 2025.
- In addition, KBC still has nearly 140ha of land available for lease in Tan Phu Trung and NSHL Industrial Parks. In addition to the 15ha handed over in 1H24, we expect KBC to record a new lease of 36ha in Quang Chau Industrial Park and the above two industrial parks, including the area that has signed MOUs but has not been handed over.
- Trang Due 3 Industrial Park is not expected to record revenue this year, and it can complete legal procedures and hand over for lease so sooner than 2025.

Location: Next to highway 18B, convenient traffic with Cai Lan deep-water port, Hai Phong port, Noi Bai airport and Vietnam–China border.

The total area of NSHL is 300ha, leasable land area is 204.1 ha. 71.9 ha has been leased in 2023, the current occupancy rate is at 49.9%.

NSHL has handed over 5ha of land, signed an MOU for an additional of 15ha, making the total area of land with MOU but has not been handed over to 25ha. It is expected that the rest will be handed over in 2H24.

In June 2024, the Foxconn Bac Ninh project in NSHL Industrial Park was approved and granted an investment registration certificate with a total land area of 14.27ha.

Fig 4. KBC – Nam Son Hap Linh industrial park



Source: Kinh Bac City Development

Fig 5. KBC – Trang Due 3 Industrial Park

The developer of Trang Due Industrial Park SHP, a subsidiary of KBC. The project covers 1,088ha and has three phases:

- Phase 1 & phase 2 (401ha) have been 100% occupied. The total capital attracting FDI is USD9.6 billion, of which USD8.2 billion is investment capital from projects under LG Group.

- Trang Due 3 Industrial Park belongs to Dinh Vu – Cat Hai economic zone with a scale of 687ha, focusing on attracting electronics and high-tech industries. In November 2023, Trang Due 3 was approved for 1/2000 planning.

Currently, Trang Due 3 has 200ha of land with completed site clearance and available for lease after being approved (100ha of land has been signed with an MOU). The project is waiting for an approval of investment policy, expected to be available for lease from 2025.



Source: Kinh Bac City Development

Table 6. KBC – Main industrial parks

Project	Location	Leasable area	Occupancy rate	Estimated rent (USD/m ² /lease term)	Notes
Under management & for lease					
Que Vo 1	Nam Son, Que Vo, Bac Ninh	192	100%	75	
Que Vo 2	Nam Son, Que Vo, Bac Ninh	171	100%	90	
Trang Due 1	An Duong, Hai Phong	129	100%	80	
Trang Due 2	An Duong, Hai Phong	133	100%	85	
Quang Chau	Viet Yen, Bac Giang	306.9	96%	130	
Quang Chau expanded	Viet Yen, Bac Giang	67	80%	130	The remaining 5.7ha of land has a signed MOU.
NSHL	Dai Dong, Tien Du, Bac Ninh	204	50%	140	
Tan Phu Trung	Tan Phu Trung, HCM	314	78%	180	33ha of land has not completed land compensation.
Ongoing preparation					
Long An Industrial Park Cluster	Long An	110.6	0%	120	Compensation and land clearance are being carried out, and the investment policy has not been approved yet.
– Phuoc Vinh Dong 2	Phuoc Vinh Dong, Long An	32.4			
– Tan Tap industrial cluster	Tan Tap, Long An	46.3			
– Phuoc Vinh Dong 4	Phuoc Vinh Dong, Long An	31.9			
Hung Yen Industrial Park Cluster	Hung Yen	245	0%	145	Three out of five industrial parks have received approval and are conducting compensation and land clearance (supported by banks). The expected rent is USD145/m ² /lease term.
Long An Industrial Park	Long An		0%		
– Loc Giang		327		125	Investment policy approved from April 2022. 1/2000 planning approved in July 2024. Site clearance is underway.
– Nam Tan Tap		159			Investment policy was approved in August 2021.
– Tan Tap		461		125	
Trang Due 3	An Duong, Hai Phong	456	0%	150	Planning 1/2000 approved, waiting for investment policy approval. Land clearance for 200ha of land has been completed.

Source: Kinh Bac City Development, KB Securities Vietnam

The sales of urban areas in the period of 2024 – 2025 should come from the remaining area of Trang Due urban area and the social housing area of Nenh Town

With a scale of 12.6ha, providing more than 7,000 apartments in Viet Yen, Bac Giang, the total investment of the social housing project in Nenh town is expected to be more than VND4,000 billion, of which phase 1 & 2 is VND2,299 billion.

Phase 1 includes five apartment buildings that have started pre-sale since August 2023 and started handover from 2Q24, recording handover revenue for an area of 1.6ha in the quarter. It is expected that from now until the end of the year, Nenh social housing will continue to hand over another 1.5ha.

Trang Cat Urban Area project has a total area of 585ha and has started land handover, completed compensation and paid land use fees for the entire project. It has completed land levelling for 120ha.

At the end of 2023, the project was approved for the 1/500 Planning Adjustment Project, the new commercial land area is 282ha.

In 2023, KBC increased Trang Cat's charter capital from VND6,630 billion to VND12,681 billion. After determining and completing the payment of land use fees for the increased land area and getting the approval for the revised investment policy, Trang Cat Urban Area is expected to be available for lease from 2026.

KBC issued VND1,000 billion in 24-month bonds on August 28

Due to difficulties in paying land use fees at Phuc Ninh urban area and delays in legal procedures of Trang Cat urban area, we expect that from now until the end of 2025, KBC's revenue from transferring urban areas will only come from two projects, Trang Due urban area (remaining area is 9.5 ha) and the social housing area of Nenh Town (remaining area is 8.4 ha).

Fig 7. KBC – Social housing project in Nenh town



Source: Kinh Bac City Development, KB Securities Vietnam

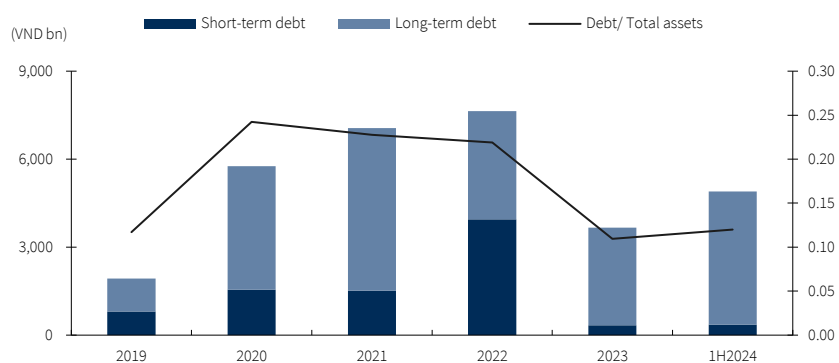
Fig 6. KBC – Trang Cat Urban Area



Source: Kinh Bac City Development

On August 28, 2024, KBC issued VND1,000 billion in bonds (1,000 bonds with a face value of VND1 billion/bond). The bond lot has a term of two years and offers an interest rate of 10.5%/year, and interest is paid every six months. The proceeds from the bond issuance are expected to be used to restructure the company's debts to Saigon – Bac Giang Industrial Park JSC and Hung Yen Investment & Development Group JSC.

Fig 9. KBC – Debt status in 2019–2024 (VNDbn)



Source: Kinh Bac City Development

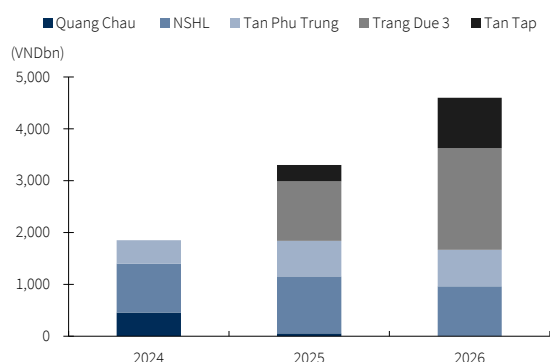
Forecast & valuation

Table 10. KBC – 2024–2025F results

(VNDbn, %)	2023	2024F	+/- %YoY	2025F	+/- %YoY	Assumptions
Revenue	5,618	2,865	-49%	4,716	65%	KBC completed 33% of 2024 revenue plan (VND9,000 billion). Projected 2024 KBC records revenue from leasing 51 ha of industrial park land (14 ha of Quang Chau Industrial Park, 27 ha of NSHL Industrial Park, 10 ha of Tan Phu Trung Industrial Park). 2025 expected industrial park land leasing revenue reaches 97 ha.
<i>Leasing industrial park & infrastructure</i>	5,247	1,850	-65%	3,658	98%	2024 KBC continues to hand over 0.5 ha in Trang Due Urban Area and 3ha in Nenh Town Social Housing Area
<i>Selling urban area projects</i>	105	409	290%	408	0%	
<i>Providing services</i>	388	423	9%	462	9%	
Gross profit	3,695	1,598	-57%	3,010	88%	
<i>Gross profit margin</i>	66%	56%	-10 pts	64%	+8 pts	2024 GPM decreases due to (1) smaller area of industrial park land handed over in the year compared to 2023 and (2) starting to record revenue from the social housing area – a segment with low gross margin
Financial income	426	399	-6%	392	-2%	
Financial expenses	-426	-414	-3%	-543	31%	
Profits from affiliates	-8	-10	24%	5	-150%	
SG&A	-813	-467	-43%	-755	62%	
Operating profit/loss	2,874	1,106	-62%	2,109	91%	
Profit before taxes (PBT)	2,891	1,122	-61%	2,126	89%	
Profit after taxes (NPAT)	2,245	959	-57%	1,817	89%	KBC completes 28% of 2024 NPAT target (VND4,000 billion).
NP after MI	2,031	868	-57%	1,644	89%	
<i>NPAT margin</i>	36%	30%	-6 pts	35%	+5 pts	

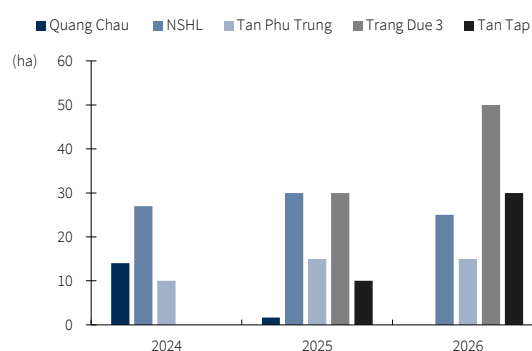
Source: Kinh Bac City Development, KB Securities Vietnam

Fig 11. KBC – Forecast revenue from leasing industrial parks (VNDbn)



Source: Kinh Bac City Development, KB Securities Vietnam

Fig 12. KBC – Forecast sales from leasing industrial parks (VNDbn)



Source: Kinh Bac City Development, KB Securities Vietnam

Valuation: BUY rating – Price target VND35,900

We lowered the target price of KBC compared to the previous report due to the following reasons:

- Regarding industrial park projects: The speed of handing over industrial park land is slower than expected. Industrial land lease area in 2024 is expected to reach only 51ha compared to 152ha handed over in 2023 due to the legal process of Trang Due 3 being slower than the company's plan (legal completion in mid-2024). The earliest time Trang Due 3 industrial park can record revenue is 2025 (previous projections expected Trang Due 3 to be able to lease from the end of this year).
- Regarding urban area projects: As the legal progress of Phuc Ninh urban area is still facing many difficulties, Trang Cat urban area is still stuck in legal procedures, we expect Phuc Ninh to be able to record revenue after determining land use fees in 2026, and Trang Cat urban area will start recording revenue from the end of 2026.

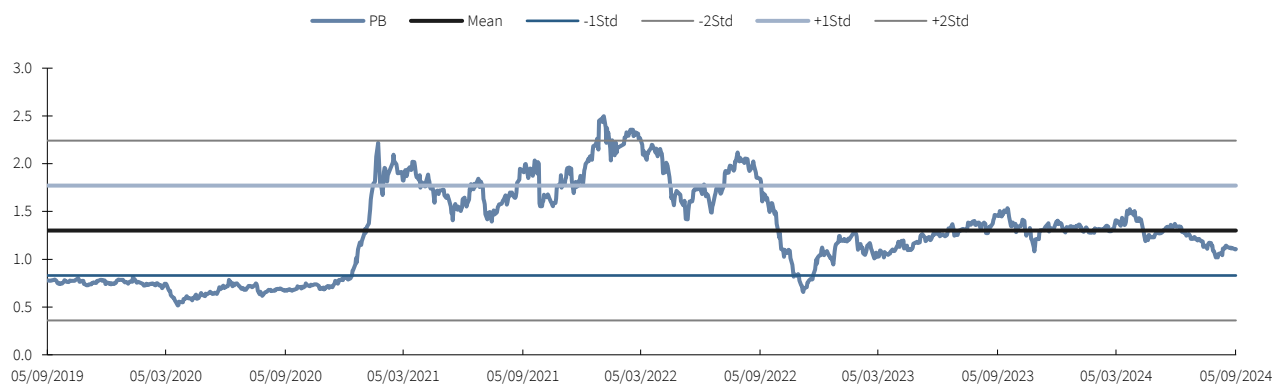
With the recent price adjustment of KBC, we recommend BUY for KBC shares, the target price is VND35,900, 36.2% higher than the closing price of VND26,350 on September 4, 2024.

Table 13. KBC – Stock valuation

Project	Valuation method	KBC ownership	Net present value (VNDbn)	Value attributed to KBC (VNDbn)
Industrial parks				14,288
– Quang Chau & Quang Chau expansion	DCF	88%	631	555
– Nam Son Hap Linh	DCF	100%	2,183	2,183
– Trang Due 3	DCF	87%	5,445	4,712
– Tan Phu Trung	DCF	72%	1,639	1,187
– Long An Industrial Cluster	DCF	83%	879	728
– Hung Yen Industrial Cluster	DCF	69%	2,388	1,641
– Long An Industrial Parks	DCF	66%	4,977	3,282
Urban areas				16,291
– Phuc Ninh	DCF	100%	2,246	2,246
– Trang Due	DCF	87%	493	427
– Trang Cat	DCF	100%	13,544	13,544
– Social housing in TT Nenh	DCF	74%	101	74
Others				674
Revalued inventory				31,254
(+) Cash and cash equivalents				1,210
(-) Net debt				4,900
RNAV				27,564
Outstanding shares				767,604,759
Target price (VND)				35,900
Current price (June 14, 2024)				26,350
TSR				36.2%

Source: Kinh Bac City Development, KB Securities Vietnam

Fig 14. KBC – Five-year average P/B (x)



Source: Bloomberg, KB Securities Vietnam

KBC – 2022A–2025F financials

Income Statement

billions	2022	2023	2024F	2025F
Net sales	950	5,618	2,865	4,716
Cost of sales	685	1,923	1,267	1,706
Gross Profit	266	3,695	1,598	3,010
Financial income	340	426	399	392
Financial expenses	595	426	414	543
of which: interest expenses	523	380	414	543
Gain/(loss) from joint ventures	2,187	-8	-10	5
Selling expenses	46	354	181	189
General and admin expenses	464	458	286	566
Operating profit/(loss)	1,686	2,874	1,106	2,109
Other incomes	21	22	0	0
Other expenses	11	6	0	0
Net other income/(expenses)	10	17	17	17
Net accounting profit/(loss) before tax	1,697	2,891	1,122	2,126
Corporate income tax expenses	120	646	163	309
Net profit/(loss) after tax	1,577	2,245	959	1,817
Minority interests	50	214	92	173
Attributable to parent company	1,526	2,031	868	1,644

Margin ratio

(%)	2022	2023	2024F	2025F
Gross profit margin	28.0%	65.8%	55.8%	63.8%
EBITDA margin	241.6%	60.6%	64.1%	62.7%
EBIT margin	233.6%	58.2%	53.6%	56.6%
Pre-tax profit margin	178.5%	51.5%	39.2%	45.1%
Operating profit margin	177.5%	51.2%	38.6%	44.7%
Net profit margin	165.9%	40.0%	33.5%	38.5%

Cash Flow Statement

billions	2022	2023	2024F	2025F
Net profit/(loss) before tax	1,697	2,891	1,122	2,126
Depreciation and amortisation	76	133	300	287
Profit/loss from investing activities	2,527	415	0	0
Interest expense	580	422	414	543
Operating profit/(loss) before changes in Working Capital	-140	3,094	1,836	2,956
(Increase)/decrease in receivables	-1,511	563	1,029	-1,703
(Increase)/decrease in inventories	-815	396	-624	-246
Increase/(decrease) in payables	1,887	-535	-147	85
(Increase)/decrease in prepaid expenses	24	-8	-747	152
Interest expense	0	0	0	0
Net cash inflows/(outflows) from operating activities	-1,218	3,002	4,017	-5,113
Purchases of fixed assets and other long term assets	-274	-1,251	-859	-1,179
Proceeds from disposal of fixed assets	1	0	0	0
Loans granted, purchases of debt instruments	-2,998	-1,414	0	0
Collection of loans, proceeds from sales of debts instruments	2,950	1,637	0	0
Investments in other entities	-666	-69	0	0
Proceeds from divestment in other entities	244	1,174	0	0
Dividends and interest received	221	75	0	0
Net cash inflows/(outflows) from investing activities	-523	153	-859	-1,179
Proceeds from issue of shares	335	130	0	0
Payments for share returns and repurchases	0	0	0	0
Proceeds from borrowings	1,992	1,068	2,650	1,940
Repayment of borrowings	-1,466	-5,065	-1,133	-575
Finance lease principal payments	0	0	0	0
Dividends paid	0	-130	0	0
Interests, dividends, profits received	0	0	0	0
Net cash inflows/(outflows) from financing activities	861	-3,997	1,517	1,365
Net increase in cash and cash equivalents	-879	-842	4,675	-4,927
Cash and cash equivalents at the beginning of period	2,562	1,683	841	5,516
Cash and cash equivalents at the end of period	1,683	841	5,516	589

Balance Sheet

(VND billion)	2022	2023	2024F	2025F
TOTAL ASSETS	34,907	33,434	38,078	36,160
CURRENT ASSETS	27,674	25,029	29,114	26,303
Cash and cash equivalents	1,683	841	5,516	589
Short-term investments	2,442	1,864	1,864	1,864
Accounts receivable	10,896	9,663	8,634	10,337
Inventories	12,330	12,219	12,842	13,089
LONG-TERM ASSETS	7,232	8,405	8,964	9,857
Long-term trade receivables	821	1,532	1,532	1,532
Fixed assets	365	449	1,008	1,901
Long-term incomplete assets	1,170	427	427	427
Long-term investments	4,697	4,777	4,777	4,777
Goodwill	0	0	0	0
LIABILITIES	17,061	13,213	18,165	14,430
Current liabilities	10,684	6,579	4,476	5,928
Trade accounts payable	453	436	289	374
Short-term unrealized revenue	1	1	0	0
Short-term borrowings	3,951	337	450	1,352
Long-term liabilities	6,377	6,635	13,689	8,502
Long-term trade payables	0	0	0	0
Long-term advances from customers	18	27	5,677	27
Unrealized revenue	4	4	4	4
Long-term borrowings	3,687	3,322	4,726	5,189
OWNER'S EQUITY	17,846	20,221	21,180	22,997
Paid-in capital	7,676	7,676	7,676	7,676
Share premium	2,744	2,744	2,744	2,744
Undistributed earnings	5,646	7,754	8,713	10,530
Other funds	0	0	0	0
Minority interests	0	0	0	0

Key ratios

(x, %, VND)	2022	2023	2024F	2025F
Multiple				
P/E	13.2	10.0	23.3	12.3
P/E diluted	13.2	10.0	23.3	12.3
P/B	0.9	1.0	1.0	0.9
P/S	16.0	3.6	7.1	4.3
P/Tangible Book	2.0	0.9	1.3	1.2
P/Cash Flow	-28.7	6.2	6.9	-5.4
EV/EBITDA	15.2	5.5	15.0	9.3
EV/EBIT	15.8	5.7	17.9	10.3
Operating performance				
ROE	8.8%	11.1%	4.5%	7.9%
ROA	4.5%	6.7%	2.5%	5.0%
ROIC	8.4%	12.4%	5.4%	8.6%
Financial structure				
Cash Ratio	38.6%	41.1%	164.9%	41.4%
Quick Ratio	88.0%	93.6%	88.2%	88.6%
Current Ratio	140.6%	188.0%	357.7%	215.8%
LT Debt/Equity	20.7%	16.4%	22.3%	22.6%
LT Debt/Total Assets	10.6%	9.9%	12.4%	14.4%
ST Debt/Equity	22.1%	1.7%	2.1%	5.9%
ST Debt/Total Assets	11.3%	1.0%	1.2%	3.7%
ST Liabilities/Equity	59.9%	32.5%	21.1%	25.8%
ST Liabilities/Total Assets	30.6%	19.7%	11.8%	16.4%
Total Liabilities/Equity	95.6%	65.3%	85.8%	62.7%
Total Liabilities/Total Assets	48.9%	39.5%	47.7%	39.9%
Activity ratios				
Account Receivable Turnover	0.1	0.6	0.3	0.5
Inventory Turnover	0.1	0.2	0.1	0.1
Account Payable Turnover	5.0	4.1	5.2	5.2

Source: Kinh Bac City Development, KB Securities Vietnam

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Investment ratings & definitions

Investment Ratings for Stocks

(based on expectations for absolute 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 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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