

PV Power (POW)

Nhon Trach 3&4 to drive future growth

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Revenue and NPAT showed a strong recovery in 3Q2024, supported by optimized financial activities

In 3Q2024, POW reported revenue of VND6,061 billion (+6.7% YoY) and NPAT of VND453 billion (+765% YoY), largely driven by financial income of VND411 billion from unrealized foreign exchange gains. Core operations faced challenges as the Vung Ang 1&2 coal-fired power plants underwent maintenance, resulting in a 41% decline in coal-fired sales volume.

The gas-fired power segment has witnessed a solid rebound, with revenue contribution projected to reach VND18,394 billion in 2024

POW's gas-fired sales volume reached 2,041 million kWh in 3Q2024, marking a recovery from the low base in 3Q2023. However, a 30% QoQ decline highlights growing competition from hydropower, which is expected to continue weighing on NT2's sales volume through the end of 2024. Full-year gas-fired sales volume is projected at 8,637 million kWh.

Nhon Trach 3&4 have finalized all legal procedures and are poised for trial operations and electricity sales beginning in 2025

By 4Q2024, key issues concerning Nhon Trach 3&4 (NT3&4) gas-fired power plants, including power purchase agreements (PPAs), gas sales agreements (GSAs), and land lease handovers, were successfully resolved. For 2024, we estimate POW's total revenue and gas-fired electricity sales volume at VND25,126 billion and 11,309 million kWh, based on an average electricity selling price of VND2,436/kWh.

We recommend BUY for POW with a target price of VND14,500/share

Based on valuation results, business outlook, and potential risks, we recommend BUY for POW, with a target price of VND14,500 per share, representing a 16.9% upside from the closing price on December 11, 2024.

Buy maintain

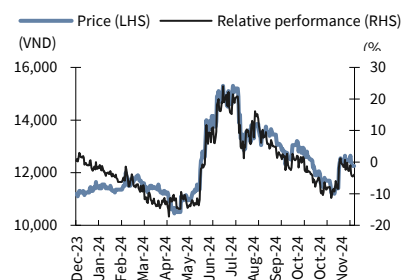
Target price	VND14,500
Upside	16.9%
Current price (Dec 11, 2024)	VND12,400
Consensus target price	VND13,700
Market cap (VNDtn/USDbn)	29.2/1.1

Trading data	
Free float	20.0%
3M avg trading value (VNDbn/USDmn)	67.6/2.7
Foreign ownership	3.8%
Major shareholder	PetroVietnam (PVN, 79.94%)

Share price performance				
(%)	1M	3M	6M	12M
Absolute	5.9	-4.6	-7.7	8.2
Relative	5.4	-4.1	-6.5	-4.3

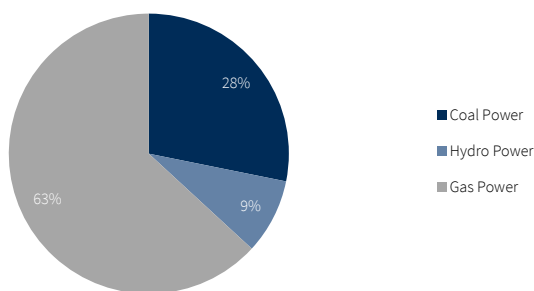
Forecast earnings & valuation

FY-end	2022A	2023A	2024F	2025F
Net revenue (VNDbn)	28,224	28,329	30,254	37,585
Operating income/loss (VNDbn)	2,858	1,436	1,689	1,861
NPAT-MI (VNDbn)	2,061	1,038	1,431	1,139
EPS (VND)	871	443	611	486
EPS growth (%)	15.1	-49.0	38.0	-20.0
P/E (x)	15.0	29.6	21.4	27.0
P/B (x)	0.9	0.9	0.9	0.8
ROE (%)	7.7	3.8	4.7	3.6
Dividend yield (%)	0.0	0.0	0.0	0.0



Source: Bloomberg, KB Securities Vietnam

Revenue composition (2023)



Source: PV Power, KB Securities Vietnam

Business operation

PetroVietnam Power (POW) is the fourth-largest electricity producer in Vietnam, with a total installed capacity of 4.2 GW, representing 10% of the country's total capacity. POW's gas-fired power plants (Ca Mau 1,500 MW, Nhon Trach 1 450 MW, and NT2 750 MW) account for 64% of Vietnam's total power capacity. The remaining capacity comes from coal-fired plants, such as Vung Ang 1,200 MW, and hydropower plants including Hua Na 180 MW and Dakrinh 125 MW.

Investment Catalysts

Reduced competitive pressure from low-cost gas sources ensures continued growth. NT2 will maintain a high Qc ratio due to its lower electricity selling price, with an expected Qc ratio of 3.1 billion kWh for 2025.

Growth momentum will be driven by NT3&4. As a pioneering project in securing PPAs and GSAs, NT3&4 is set to benefit from an increased Qc ratio.

Coal-fired power plants are expected to grow in line with electricity demand. Following its maintenance period, the Vung Ang plant's revenue is projected to recover positively starting in 4Q2024, with 2025 revenue estimated at VND10,506 billion.

Notes

Please find more details below

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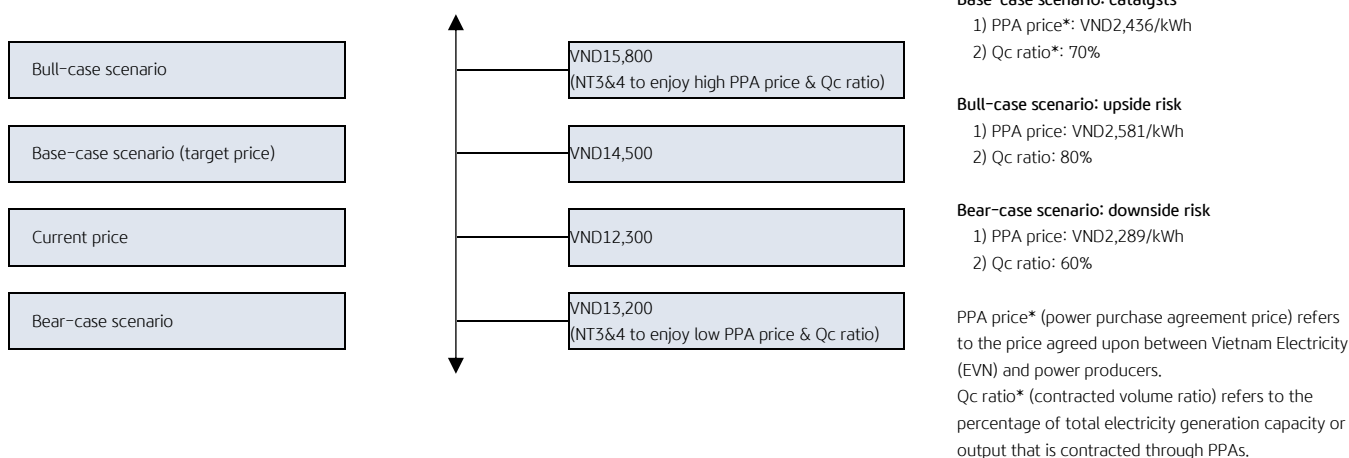
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Revised earnings estimates

(VNDbn)	KBSV estimates		Change vs previous estimates		Consensus*		Difference	
	2024E	2025E	2024E	2025E	2024E	2025E	2024E	2025E
Revenue	30,254	37,585	0%	-11%	31,430	43,102	-4%	-13%
EBIT	2,124	2,426	-10%	-21%	1,802	3,173	18%	-24%
NP after MI	1,431	1,139	-8%	-20%	1,243	2,279	15%	-50%

Source: Bloomberg, KB Securities Vietnam

Investment opinion & risks



Business performance

Revenue and NPAT showed a strong recovery in 3Q2024, up 6.7% YoY and up 765.3% YoY, respectively

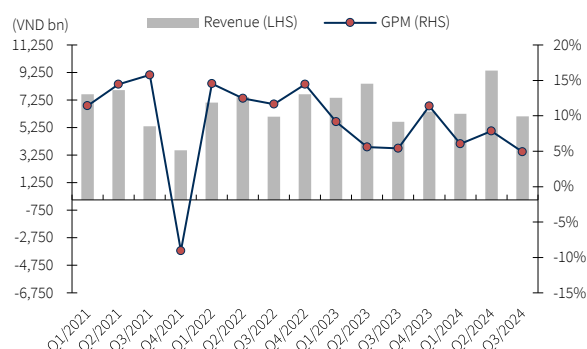
In 3Q2024, POW recorded revenue and NPAT of VND6,061 billion (+6.7% YoY) and VND453.26 billion (+765.3% YoY), respectively. The 36% QoQ decline in revenue compared to the high base set in 2Q was attributed to lower thermal power output, driven by increased hydropower generation. Specifically, Ca Mau 1&2 experienced the smallest decline, producing 1.2 billion kWh (-17% YoY and -30% QoQ), while Vung Ang coal-fired power plant saw the steepest drop of 67.5% QoQ due to its scheduled maintenance from August 15 to October 4, generating 602.9 million kWh. The electricity output of NT2 in 3Q2024 recovered significantly compared to the same period in 2023, thanks to stable prices and supply of input gas.

Table 1. POW – 9M2024 business performance

(VNDbn)	3Q2023	3Q2024	+/-%YoY	9M2023	9M2024	+/-%YoY	Notes
Revenue	5,679	6,061	7%	22,692	21,582	-5%	
Gas-fired power	3,274	4,393	34%	14,635	13,020	-11%	
Coal-fired power	1,967	1,460	-26%	7,050	7,822	11%	
Hydropower	329	411	25%	929	830	-11%	
Sales volume	2,806	3,042	8%	11,146	11,417	2%	
Gas-fired power	1,454	2,041	40%	7,170	6,437	-10%	Sales volume for 9M2024 reached 6,436 million kWh, down 10.2% YoY. Gas-fired output in 3Q2024 was higher than the low base in the same period last year due to a stable gas supply.
Coal-fired power	1,030	603	-41%	3,138	4,169	33%	The Qc ratio for hydropower increased in 3Q, leading to a lower Qc ratio for coal-fired power, while the maintenance period of the Vung Ang thermal power plant also affected electricity output.
Hydropower	322	398	24%	838	811	-3%	Sales volume improved thanks to higher water inflow into reservoirs, boosting generation efficiency. Reservoir water levels remained higher than those in the same period last year.
Average electricity price	2,024	1,992	-2%	2,036	1,890	-7%	
Gas-fired power	2,252	2,152	-4%	2,041	2,023	-1%	
Coal-fired power	1,910	2,421	27%	2,247	1,876	-17%	Electricity selling prices are typically higher during plant maintenance periods due to the difference between planned and actual Qc, enabling plants to record revenue from electricity production with zero cost of goods sold.
Hydropower	1,022	1,033	1%	1,109	1,023	-8%	
Gross profit	307	296	-4%	1,455	1,408	-3%	The decline was primarily due to low Qc from Vung Ang 1 during its maintenance period.
Gross profit margin	5.4%	4.9%	-0.5 ppts	6.4%	6.5%	0.1 ppts	
Financial income	139	411	196%	386	616	60%	Unrealized foreign exchange gains of VND225 billion were recorded, compared to a loss of over VND4.4 billion in the same period last year. These gains arose from exchange rate adjustments related to payables under the gas sales agreement (GSAs) with PetroVietnam (PVN).
Financial expenses	213	-3	-101%	489	357	-27%	Financial expenses decreased due to the reversal of exchange rate losses provisioned in 2Q2024.
Profits from affiliates	0	0	0%	13	1	-92%	
SG&A	149	169	13%	482	480	0%	
Operating income/loss	158	127	-20%	972	927	-5%	
Other income	-6	-2	-67%	-9	-6	-33%	
Profit before taxes (PBT)	82	547	567%	1,011	1,267	25%	Primarily driven by increase/decrease in one-off financial income/expenses in 3Q2024.
Profit after taxes (NPAT)	52	453	771%	883	1,110	26%	
NP after MI	83	396	377%	743	1,066	43%	
NPAT margin	0.9%	7.5%	6.6 ppts	3.9%	5.1%	1.2 ppts	

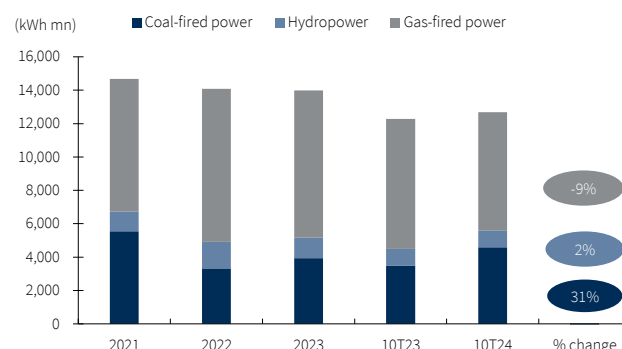
Source: PV Power, KB Securities Vietnam

Fig 2. POW – Revenue, gross profit margin (VNDbn, %)



Source: PV Power, KB Securities Vietnam

Fig 3. POW – Commercial electricity output (million kWh)



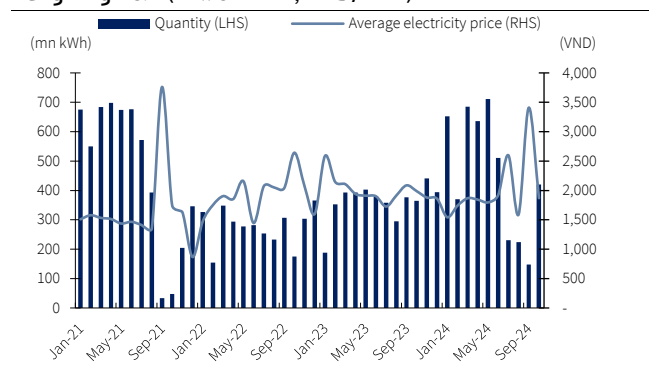
Source: PV Power, KB Securities Vietnam

Coal-fired thermal power: Stable operational capacity is expected through 2025

In 3Q2024, the Vung Ang 1&2 coal-fired power plants underwent maintenance from August 15 to October 17, completing two weeks ahead of schedule. As a result, the average monthly Qc for 3Q2024 was relatively low at 201 million kWh (-41% YoY), but it recovered in October to 419 million kWh (+15% YoY). In the final quarter of 2024, coal-fired power Qc is expected to rebound as the rainy season ends in the northern and north-central regions, while rainfall remains concentrated in the south-central region. Coal-fired plants in the north-central region, such as Vung Ang, will face less competition from hydropower, enabling their sales volume to recover and remain strong through the end of 2024. Accordingly, we project 4Q2024 revenue and sales volume to reach VND2,730 billion and 1,269 million kWh, respectively, bringing full-year totals to VND10,552 billion (+23% YoY) and 5,465 million kWh (+26% YoY).

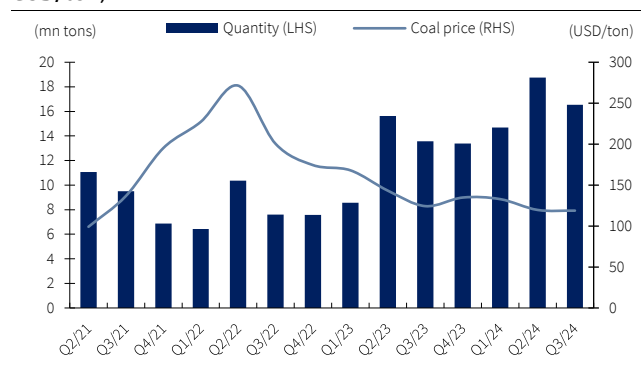
According to the Ministry of Industry and Trade, electricity consumption in 2025 is expected to grow by at least 11–12% YoY, with peak growth of up to 15% during the dry season. Hydropower and coal-fired power will continue to be the primary contributors to total generation. The La Nina weather pattern, anticipated to persist through 1Q2025, will support hydropower, slowing coal-fired power's growth relative to the high base of 1H2024. However, in the second half of the year, the reduced contribution from hydropower is expected to create opportunities for increased coal-fired power Qc, allowing generation to match 1H2024 levels. POW's Vung Ang 1&2, following their maintenance in 2024, are expected to operate at higher efficiency, mitigating the risk of Qc ratio reductions from EVN. POW's projected coal-fired power sales volume for 2025 is 5,316 million kWh (-2.7% YoY). However, with a lower share in the spot market, the revenue decline is less pronounced, with estimated revenue at VND10,459 billion (-1% YoY).

Fig 4. POW – Sales volume & average electricity price for Vung Ang 1&2 (million kWh, VND/kWh)



Source: PV Power, KB Securities Vietnam

Fig 5. Vietnam – Exported coal volume & price (million tons, USD/ton)



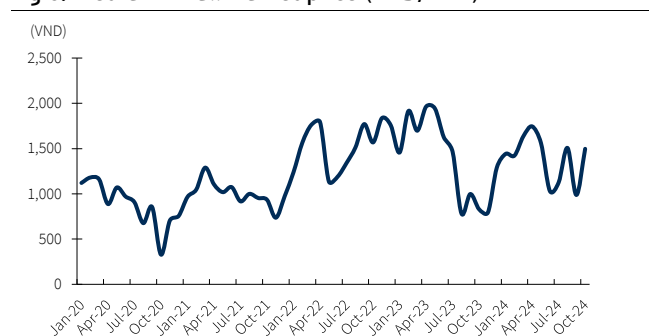
Source: General Department of Vietnam Customs, KB Securities Vietnam

Hydropower: Favorable weather conditions would drive growth

The El Nino phase, which brought extreme heat and severe weather conditions, concluded in 2Q2024. This transition should lead to improved rainfall and increased water inflows into hydropower reservoirs, supporting enhanced production (Figure 7). In Nghe An, the Hua Na hydropower plant, with a capacity of 180 MW and a 17.18% market share, stands to benefit from the increased water flow in the region's main river, boosting reservoir inflows. In 3Q2024, the average monthly rainfall measured at the Hua Na reservoir reached 290 mm (+15% YoY) and is expected to remain high throughout 4Q2024 (Figure 8). This is projected to drive annual production to 615 million kWh (+4.6% YoY). In Quang Ngai, November rainfall reached 356 mm, 68% higher than the average monthly rainfall of 3Q2024 (Figure 9), supporting a surge in 4Q2024 electricity sales volume. Full-year sales volume is estimated at 602 million kWh (-3.98% YoY), with projected revenues of VND666 billion and VND613 billion for the Hua Na and Dakdrinh hydropower plants, respectively.

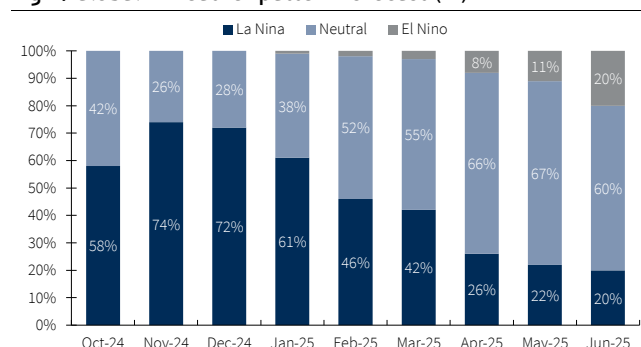
In 4Q2024, POW, through its subsidiary Hua Na Hydropower JSC, finalized the acquisition of the Nam Non hydropower plant (20 MW) for ~VND700 billion, increasing POW's total hydropower capacity to 325 MW. The plant is expected to complete the transfer process within 4Q2024 and begin contributing to Hua Na's revenue, with an estimated annual average sales volume of 89 million kWh, representing a 7.5% increase in the company's current sales volume. For 2025, the hydropower segment is projected to generate revenue of VND1,385 billion (+11% YoY) and electricity sales volume of 1,325 million kWh (+12% YoY).

Fig 6. Vietnam – Full market price (VND/kWh)



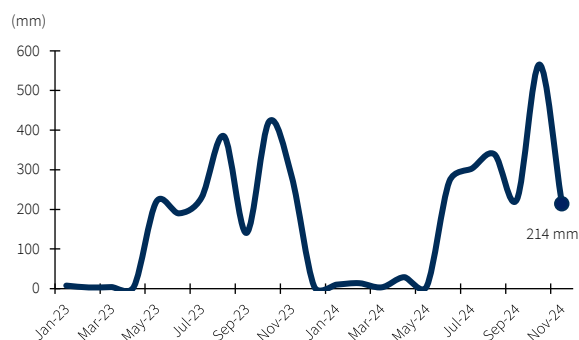
Source: Genco 3, KB Securities Vietnam

Fig 7. Global – Weather pattern forecast (%)



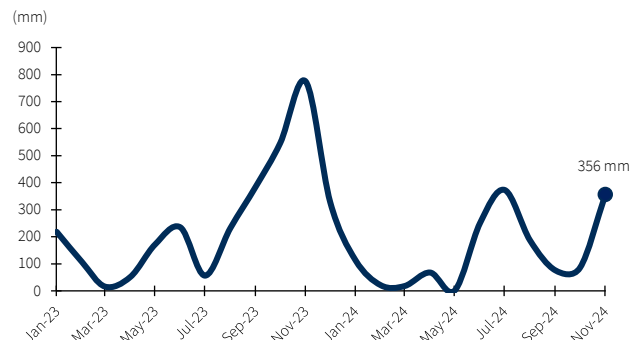
Source: International Research Institute, KB Securities Vietnam

Fig 8. Vietnam – Rainfall monitoring in Nghe An (mm)



Source: Vrain, KB Securities Vietnam

Fig 9. Vietnam – Rainfall monitoring in Quang Ngai (mm)



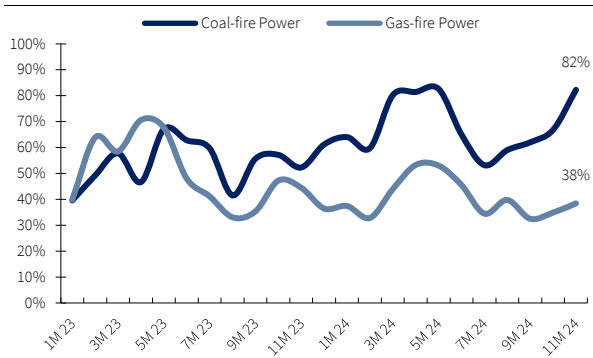
Source: Vrain, KB Securities Vietnam

Gas-fired thermal power: The long-term outlook is reinforced despite short-term challenges

For 4Q2024, we maintain the view that the NT1&2 power plants will continue stable operations, supported by active GSAs with PV Gas (GAS) for the supply of low-cost domestic gas. This will reduce competitive pressure for Qc allocation from other gas-fired plants with expired PPAs (such as Phu My 3, Phu My 2.2) and those relying on high-cost LNG input (like NT3&4). Accordingly, we expect NT1&2's sales volume, utilizing gas from the Southeast region's fields, to reach 926 million kWh (+67% YoY) in 4Q2024, bringing the full-year total for 2024 to 3,064 million kWh (-15% YoY). For the Ca Mau 1&2 thermal plants, we expect higher Qc, with 4Q2024 sales volume increasing by 15% YoY, underpinned by stable gas supply and the plants running at full capacity following the completion of scheduled maintenance. We forecast total gas-fired electricity sales volume at 8,637 million kWh (-2.3% YoY), with revenue of VND18,361 billion (-6.0% YoY).

By 4Q2024, key issues related to the NT3&4 gas-fired plants, including negotiations for PPAs, GSAs, and land lease handover procedures, were successfully resolved. However, commissioning of the NT3 unit is now expected to be delayed until June 2025, later than our previous forecast of 1Q2025, due to additional time required to complete transmission lines and substations. Per POW, the projected Qc ratio for 2025 is 35%, with NT3 expected to operate at ~70% of its designed capacity. Therefore, we estimate gas-fired power revenue and sales volume for the full year to reach VND25,126 billion and 11,309 million kWh, assuming an average electricity sale price of VND2,436/kWh. We expect the plant to incur losses during its initial years of operation, with the Qc ratio gradually rising to 75% by 2027, reaching breakeven. For the NT4 project, trial operations are scheduled to begin in April 2025, with commercial operations starting in September 2025.

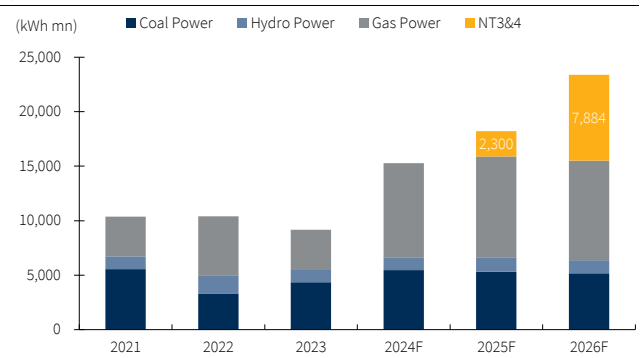
Fig 10. Vietnam – Pmax/P (%)



Source: NSMO, KB Securities Vietnam

Pmax/P refers to the ratio of maximum power output (Pmax) to actual power generation (P).

Fig 11. POW – Production capacity when NT3&4 become operational (million kWh)



Source: PV Power, KB Securities Vietnam

Forecast

Table 12. POW – 2023A–2025F business performance

(VNDbn)	2023A	2024F	+/-%YoY	2025F	+/-%YoY	Notes
Revenue	28,329	30,254	7%	37,585	24%	
Gas-fired power	19,539	18,394	-6%	25,694	40%	
Coal-fired power	8,575	10,614	24%	10,506	-1%	
Hydropower	1,366	1,246	-9%	1,385	11%	
Sales volume	14,388	15,286	6%	18,206	19%	
Gas-fired power	8,836	8,637	-2%	11,565	34%	2024: Growth is driven by the stable operations of Ca Mau 1&2, along with NT2's improved Qc ratio, supported by eased gas supply pressures. 2025: NT3 is expected to operate at 70% of its designed capacity. Electricity generation forecasts have been revised downward due to a one-quarter delay in NT3's commissioning and lower sales volume at NT2, as LNG sources for additional capacity are not anticipated to be used.
Coal-fired power	4,337	5,465	26%	5,316	-3%	2024: Sales volume is supported by Vung Ang's increased annual capacity utilization, reaching 55%. 2025: Coal-fired power is anticipated to maintain a stable utilization rate of 52% for the year.
Hydropower	1,215	1,184	-3%	1,325	12%	2024: Capacity utilization at Hua Na and Dak Drinh is projected at 37% and 55%, respectively. 2025: Sales volume will be supplemented by the Nam Non hydropower project (20MW).
Average electricity price	1,969	1,979	1%	2,064	4%	An increase in prices in the competitive generation market (CGM) is expected, driven by a higher share of thermal power as hydropower is constrained to conserve water resources.
Gas-fired power	2,211	2,130	-4%	2,222	4%	
Coal-fired power	1,977	1,942	-2%	1,976	2%	
Hydropower	1,124	1,052	-6%	1,045	-1%	
Gross profit	2,704	2,597	-4%	2,989	15%	2025: Gross profit margin is adjusted downward due to reduced generation from NT2 and NT3.
Gross profit margin	9.5%	8.6%	-0.9 ppts	8.0%	-0.6 ppts	2024: Gross profit margin is primarily driven by an improvement in margins at Vung Ang, which helps offset the decline in margins for NT1&2. 2025: Higher profit margins at NT1&2 are expected to partially mitigate the anticipated low margins at NT3.
Financial income	544	666	22%	538	-19%	2025: The company is assumed to record lower exchange rate losses due to a reduction in payables.
Financial expenses	730	896	23%	1,456	63%	2025: Interest expenses are expected to rise sharply as NT3's commissioning results in interest costs being recognized in the profit and loss statement.
Profits from affiliates	53	0	-100%	0	0%	
SG&A	1,268	908	-28%	1,128	24%	2025: Operating costs are projected to increase significantly as NT3 begins operations.
Operating income/loss	1,436	1,689	18%	1,861	10%	
Other income	152	435	186%	565	30%	We expect the VND1,000 billion compensation for the Vung Ang 1&2 coal-fired power plants to be received over two years, with VND435 billion in the first year.
Profit before taxes (PBT)	1,442	1,894	31%	1,508	-20%	
Profit after taxes (NPAT)	1,283	1,667	30%	1,327	-20%	
NP after MI	1,038	1,431	38%	1,139	-20%	
NPAT margin	4.5%	5.5%	1.0 ppts	2.4%	-3.1 ppts	2025: NPAT margin is expected to decline as NT3 is projected to report a net loss in 2025.

Source: PV Power, KB Securities Vietnam

Valuation

We recommend BUY for POW with a target price of VND14,500/share

We utilized two valuation methods, sum of the parts (SOTP) and EV/EBITDA, with equal weighting (50/50) to determine a fair value for POW. Based on this analysis, we recommend BUY for POW, with a target price of VND14,500 per share, implying a 16% upside from the closing price on December 11, 2024.

The target EV/EBITDA multiple is set at 8x, exceeding +1 standard deviation above the 5-year average (2019–2024), reflecting POW's competitive edge as a pioneer in commissioning LNG-fired power plants.

Table 13. POW – EV/EBITDA valuation

(VNDbn)	Value
EBITDA 2024F	4,918
Target EV/EBITDA	8
Total value	39,344
(+) Cash & Short-term investments	15,758
(-) Net debt	-19,961
(-) Minority interest	-2,658
Owner's equity	32,483
Number of shares outstanding (million shares)	2,342
Value per share	13,870

Source: KB Securities Vietnam

Table 14. POW – SOTP valuation

(VNDbn)	Valuation method	Contribution to POW
Ca Mau 1&2	DCF	5,515
Nhon Trach 1	DCF	754
Nhon Trach 2	DCF	2,641
Hua Na	DCF	3,859
Dakdrinh	DCF	3,764
Vung Ang 1	DCF	15,360
Nhon Trach 3	DCF	4,811
Nhon Trach 4	DCF	5,395
Total value		42,099
(+) Cash & Short-term investments		15,758
(-) Net debt		-19,961
(-) Minority interest		-2,658
Owner's equity		35,238
Number of shares outstanding (million shares)		2,341.90
Value per share		15,047

Source: KB Securities Vietnam

Table 15. POW – Valuation results

Valuation method	Forecast price	Weighting	Weighted price
SOTP	15,047	50%	7,524
EV/EBITDA (8x)	13,870	50%	6,935
Target price (rounded)			14,500
Current price (Dec 11, 2024)			12,400
Upside			16.9%

Source: KB Securities Vietnam

Fig 16. POW – EV/EBITDA in 2019–2024



Source: Bloomberg, KB Securities Vietnam

Table 17. POW – Correlation between PPA price & Qc ratio

		Contracted volume ratio (Qc ratio)				
		60%	65%	70%	75%	80%
+/-% PPA price (Base price: 2,436 VND/kWh)	-6%	7.3%	8.1%	9.7%	10.5%	11.3%
	-3%	11.3%	12.9%	14.5%	15.3%	16.9%
	0%	13.7%	15.3%	16.9%	18.5%	20.2%
	3%	15.3%	16.9%	18.5%	21.0%	22.6%
	6%	16.9%	19.4%	21.0%	23.4%	25.0%

Source: PV Power, KB Securities Vietnam

POW – 2022A–2025F financials

Income Statement (VND billion)					Balance Sheet (VND billion)				
	2022	2023	2024F	2025F		2022	2023	2024F	2025F
Net sales	28,224	28,329	30,254	37,585	TOTAL ASSETS	56,843	70,362	79,639	95,149
Cost of sales	-24,498	-25,625	-27,657	-34,596	CURRENT ASSETS	24,925	29,042	30,701	35,802
Gross Profit	3,726	2,704	2,597	2,989	Cash and cash equivalents	8,252	8,440	9,484	10,413
Financial income	445	544	666	538	Short-term investments	1,650	2,391	2,540	2,835
Financial expenses	-592	-730	-896	-1,456	Accounts receivable	12,538	14,560	14,920	18,226
of which: interest expenses	-438	-565	-681	-1,106	Inventories	2,086	2,167	2,273	2,844
Gain/(loss) from joint ventures (from 2015)	23	53	0	0	LONG-TERM ASSETS	31,918	41,320	48,938	59,347
Selling expenses	0	0	0	0	Long-term trade receivables	0	0	0	0
General and admin expenses	-868	-1,268	-908	-1,128	Fixed assets	29,155	26,402	40,071	52,531
Operating profit/(loss)	2,734	1,303	1,459	943	Investment properties	936	9,032	2,981	930
Other incomes	67	162	425	555	Long-term incomplete assets	0	0	0	0
Other expenses	23	10	10	10	Long-term investments	0	0	0	0
Net other income/(expenses)	44	152	415	545	LIABILITIES	23,562	36,243	43,989	58,172
Income from investments in other entities	0	1	2	3	Current liabilities	18,326	26,785	27,251	31,128
Net accounting profit/(loss) before tax	2,778	1,455	1,874	1,488	Trade accounts payable	7,346	15,947	13,844	13,858
Corporate income tax expenses	-256	76	-227	-181	Advances from customers	4	1	1	1
Net profit/(loss) after tax	2,553	1,283	1,667	1,327	Short-term borrowings	4,769	5,635	8,204	12,067
Minority interests	492	245	236	188	Long-term liabilities	5,236	9,458	16,738	27,044
Attributable to parent company	2,061	1,038	1,431	1,139	Long-term trade payables	0	0	0	0
					Long-term advances from customers	0	0	0	0
					Unrealized revenue	0	0	0	0
					Long-term borrowings	3,382	7,172	14,506	24,812
					OWNER'S EQUITY	33,281	34,166	35,650	36,977
					Paid-in capital	23,419	23,419	23,419	23,419
					Share premium	0	0	0	0
					Undistributed earnings	3,420	3,959	4,674	5,243
					Others fund	3,677	4,074	4,806	5,392
					Minority interests	2,765	2,714	2,751	2,923
Margin ratio					Key ratios (x, %, VND)				
	2022	2023	2024F	2025F	Multiple				
Gross profit margin	13.2%	9.5%	8.6%	8.0%	P/E	15.0	29.6	21.4	27.0
EBITDA margin	20.1%	15.0%	13.4%	14.5%	P/E diluted	15.0	29.6	21.4	27.0
EBIT margin	10.1%	5.1%	5.6%	5.0%	P/B	0.9	0.9	0.9	0.8
Pre-tax profit margin	10.0%	5.1%	6.3%	4.0%	P/S	1.1	1.1	1.0	0.8
Operating profit margin	9.7%	4.6%	4.8%	2.5%	P/Tangible Book	0.9	0.9	0.9	0.8
Net profit margin	9.1%	4.5%	5.5%	3.5%	P/Cash Flow	9.7	9.2	38.0	59.3
					EV/EBITDA	5.9	8.9	11.5	11.0
					EV/EBIT	11.7	26.3	27.6	32.3
Cash Flow Statement (VND billion)					Operating performance				
	2022	2023	2024F	2025F	ROE	7.7%	3.8%	4.7%	3.6%
Net profit/(loss) before tax	2,564	1,442	1,894	1,508	ROA	4.5%	1.8%	2.1%	1.4%
Depreciation and amortisation	2,809	2,809	2,375	3,591	ROIC	8.2%	3.5%	3.3%	2.8%
Profit/loss from investing activities	-397	-678	-666	-538	Financial structure				
Interest expense	437	565	681	1,106	Cash Ratio	0.5	0.4	0.4	0.4
Operating profit/(loss) before changes in Working Capital	5,524	5,488	4,284	5,667	Quick Ratio	1.2	1.0	1.0	1.0
(Increase)/decrease in receivables	-4,788	-3,491	-360	-3,306	Current Ratio	1.4	1.1	1.1	1.2
(Increase)/decrease in inventories	-146	-21	-106	-571	LT Debt/Equity	0.1	0.2	0.4	0.7
Increase/(decrease) in payables	1,390	6,225	-2,103	14	LT Debt/Total Assets	0.1	0.1	0.2	0.3
(Increase)/decrease in prepaid expenses	1,887	-3,962	0	0	Debt/Equity	0.1	0.2	0.2	0.3
Trading stocks, interest expenses, taxes and others	-695	-888	-908	-1,287	Debt/Total Assets	0.1	0.1	0.1	0.1
Net cash inflows/(outflows) from operating activities	3,178	3,352	807	517	ST Liabilities/Equity	0.6	0.8	0.8	0.8
Purchases of fixed assets and other long term assets	-2,562	-6,312	-10,000	-14,000	ST Liabilities/Total Assets	0.3	0.4	0.3	0.3
Proceeds from disposal of fixed assets	2	125	0	0	Total Liabilities/Equity	0.7	1.1	1.2	1.6
Loans granted, purchases of debt instruments	-1,438	-3,071	-3,071	-3,071	Total Liabilities/Total Assets	0.4	0.5	0.6	0.6
Collection of loans, proceeds from sales of debts instruments	286	2,330	2,922	2,776	Activity ratios				
Investments in other entities	-22	-30	0	0	Account Receivable Turnover	3.1	2.1	2.1	2.3
Proceeds from divestment in other entities	3	0	0	0	Inventory Turnover	12.5	12.1	12.2	12.2
Dividends and interest received	365	473	666	538	Account Payable Turnover	2.1	1.5	1.4	1.8
Net cash inflows/(outflows) from investing activities	-3,367	-6,485	-9,483	-13,757					
Proceeds from issue of shares	0	82	0	0					
Payments for share returns and repurchases	0	0	0	0					
Proceeds from borrowings	8,027	13,107	19,406	23,672					
Repayment of borrowings	-7,587	-9,503	-9,503	-9,503					
Finance lease principal payments	0	0	0	0					
Dividends paid	-199	-365	-183	0					
Interests, dividends, profits received	0	0	0	0					
Net cash inflows/(outflows) from financing activities	241	3,321	9,720	14,169					
Net increase in cash and cash equivalents	53	188	1,044	929					
Cash and cash equivalents at the beginning of period	8,224	8,252	8,440	9,484					
Cash and cash equivalents at the end of period	8,277	8,440	9,484	10,413					

Source: PV Power, KB Securities Vietnam

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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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