

# REE Corporation (REE)

## Renewable energy increasing capacity

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### 4Q NPAT and revenue gained 37% YoY and 13% respectively

In 4Q24, REE Corporation (REE) recorded VND882 billion (+37% YoY/37% QoQ) in NPAT on revenue of VND2,336 billion (+13% YoY/+15% QoQ). Of that, respective contributions from the energy business were only VND425 billion and VND1,297 billion (+5% YoY and 5% YoY) as low frequency of large floods could not help the flow to reservoirs improve.

### Hydropower recorded disappointing business results despite support from La Nina

4Q consolidated power output reached 2.8 billion kWh (-13% YoY/+6% QoQ). Hydropower output dropped 20% YoY to 2.4 billion kWh. The wind and solar power segments had no new capacity additions, generating an output of 100/61 million kWh (-15% YoY/0% YoY).

### Renewable power raised wind power capacity to benefit from upcoming renewable energy promotion policies

Currently, REE is planning to bid for land plots to build wind power in Tra Vinh province with a total capacity of 416 MW, marking its return to developing renewable energy projects. With its leading position in the industry, REE will benefit from policies to promote renewable energy that will be issued soon.

### M&E segment rebounded considerably thanks to Long Thanh airport project

A large backlog transferred to 2025 (valued at VND4,500 billion) of the Long Thanh project will ensure 2025 revenue for REE. In 2026, the workload should further increase thanks to the recovery of the real estate market.

### Valuation: NEUTRAL rating – Target price VND77,200

Based on SOTP valuation, business prospects, and potential risks, we recommend NEUTRAL for REE shares. The target price is VND77,200/share, 6.9% higher than the price on March 13, 2025.

## Neutral change

**Target price** VND77,200

|                              |           |
|------------------------------|-----------|
| Upside                       | 6.9%      |
| Current price (Mar 13, 2025) | VND72,200 |
| Consensus target price       | VND78,100 |
| Market cap (VNDtn/USDbn)     | 45.7/1.8  |

#### Trading data

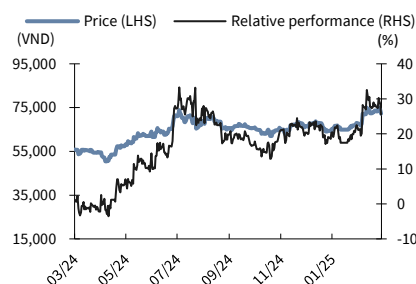
|                                    |                          |
|------------------------------------|--------------------------|
| Free float                         | 25.7%                    |
| 3M avg trading value (VNDbn/USDmn) | 68.8/2.7                 |
| Foreign ownership                  | 49%                      |
| Major shareholder                  | Platinum Victory (41.4%) |

#### Share price performance

| (%)             | 1M  | 3M   | 6M   | 12M  |
|-----------------|-----|------|------|------|
| <b>Absolute</b> | 9.7 | 13.0 | 13.5 | 38.4 |
| <b>Relative</b> | 4.5 | 7.9  | 7.5  | 31.3 |

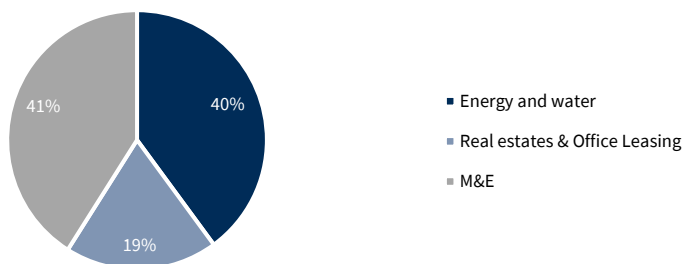
#### Forecast earnings & valuation

| FY-end                        | 2023  | 2024  | 2025F | 2026F  |
|-------------------------------|-------|-------|-------|--------|
| Net revenue (VNDbn)           | 8,570 | 8,384 | 9,621 | 10,271 |
| Operating income/loss (VNDbn) | 2,954 | 2,429 | 2,844 | 2,968  |
| NPAT-MI (VNDbn)               | 2,188 | 1,994 | 2,402 | 2,596  |
| EPS (VND)                     | 5,354 | 4,234 | 5,097 | 5,507  |
| EPS growth (%)                | -29.3 | -20.9 | 14.0  | 8.0    |
| P/E (x)                       | 14.4  | 18.2  | 15.2  | 14.0   |
| P/B (x)                       | 1.8   | 1.9   | 1.8   | 1.6    |
| ROE (%)                       | 13.4  | 10.7  | 11.9  | 11.7   |
| Dividend yield (%)            | 1.1   | 1.0   | 1.1   | 1.1    |



Source: Bloomberg, KB Securities Vietnam

## Revenue composition (2024)



## Business operation

REE Refrigeration Electrical Engineering Corporation (REE) has three main business segments: power (1,050 MW and accounting for nearly 50% of revenue), mechanical and electrical engineering (M&E), and office leasing. REE also has subsidiaries in the water and real estate business. It currently owns 182,000 m<sup>2</sup> in office area for lease.

Source: REE Corporation, KB Securities Vietnam

## Investment Catalysts

## Notes

**Prolonged La Nina until 1Q25 and the completion of Thac Ba hydropower expansion will ensure growth from 2024 low base.** Hydropower revenue in 2025 should slightly recover YoY to VND2,611 billion (+7% YoY).

Please find more details below

**Favorable policies facilitate REE's wind power capacity increase.** The renewable electricity price framework expected to be announced in 1Q25 will help REE raise wind power capacity in Tra Vinh.

Please see more details below

**M&E is a potential segment with increasing workload.** Long Thanh International Airport project should ensure workload for REE in 2025–2026, while the real estate market gradually recovers.

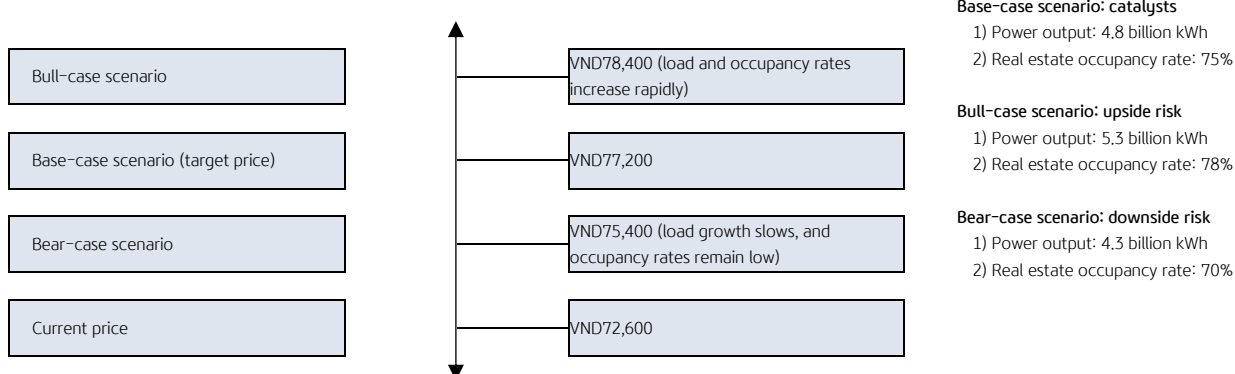
Please see more details below

## Revised earnings estimates

| (VNDbn)     | KBSV estimates |        | Change vs previous estimates |       | Consensus* |        | Difference |       |
|-------------|----------------|--------|------------------------------|-------|------------|--------|------------|-------|
|             | 2025E          | 2026E  | 2025E                        | 2026E | 2025E      | 2026E  | 2025E      | 2026E |
| Revenue     | 9,621          | 10,271 | 4%                           | 18%   | 10,141     | 10,994 | 5%         | 7%    |
| EBIT        | 2,844          | 2,968  | 6%                           | 18%   | 3,240      | 3,588  | 14%        | 21%   |
| NP after MI | 2,402          | 2,596  | 3%                           | 14%   | 2,510      | 2,722  | 4%         | 5%    |

Source: Bloomberg, KB Securities Vietnam

## Investment opinion &amp; risks



## 4Q24 performance updates

### **4Q NPAT and revenue gained 37% YoY and 13% respectively**

In 4Q2, REE recorded VND882 billion (+37% YoY/37% QoQ) in NPAT on revenue of VND2,336 billion (+13% YoY/+15% QoQ), mainly supported by the energy business segment with respective results of VND425 billion (+5% YoY) and VND1,297 billion (+5% YoY). The modest growth in energy segment resulted from low frequency of large floods which could not help the flow to reservoirs improve. For the whole year of 2024, REE's NPAT/revenue fell 14%/2% YoY to VND2,396 billion/VND8,318 billion.

### **Total power output declined due to the weak impacts of La Nina**

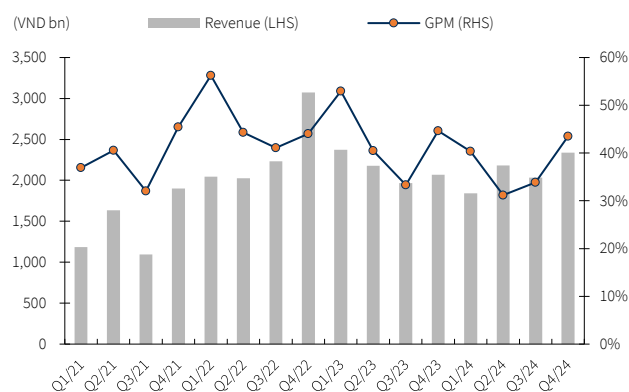
4Q consolidated power output reached 2.8 billion kWh (-13% YoY/+6% QoQ). Since 3Q, heavy rains have started to appear more frequently in the Central and Central Highlands, raising the flow to hydropower reservoirs compared to the previous quarter. However, the rainy season has come later and the frequency of major floods has decreased compared to 3Q24, causing the electricity generation output of Thuong Kon Tum and Vinh Son – Song Dinh hydropower plants of VSH to be lower YoY.

Table 1. REE – 4Q &amp; 2024 updated results

| (VNDbn, %)                       | Q4Q23 | 4Q24  | +/- %YoY | 2023   | 2024   | +/- %YoY |  |
|----------------------------------|-------|-------|----------|--------|--------|----------|--|
| Revenue                          | 2,066 | 2,336 | 13%      | 8,579  | 8,392  | -2%      | Consolidated revenue reached VND1,108 billion (+3% YoY) as CGM prices were 60% higher than the same period in 2023.                        |
| Energy                           | 1,073 | 1,108 | 3%       | 4,170  | 3,516  | -16%     |  |
| Hydropower                       | 761   | 824   | 8%       | 3,072  | 2,450  | -20%     |  |
| Solar power                      | 254   | 222   | -13%     | 842    | 795    | -6%      |  |
| Wind power                       | 58    | 62    | 7%       | 256    | 271    | 6%       |  |
| M&E                              | 573   | 693   | 21%      | 2,653  | 2,880  | 9%       | Long Thanh and other new projects generated revenue. The year-end backlog hit VND4,447 billion, tripled YoY.                               |
| Office leasing                   | 266   | 272   | 2%       | 1,067  | 1,068  | 0%       | The new office building that came into operation in 3Q24 has low occupancy rate.   |
| Real estate                      | -18   | 0     | -100%    | -18    | 80     | n.a      | The Light Square project did not record handover value in 4Q.  |
| Water                            | 8     | 70    | 775%     | 67     | 114    | 70%      | The water segment recorded a 70.1% YoY surge in revenue mainly thanks to the completion of the 40km Song Da water pipeline.                |
| Gross profit                     | 922   | 1,015 | 10%      | 3,710  | 3,124  | -16%     | Lower full-year 2024 revenue of the power segment made gross profit plunge after deducting depreciation expenses.                          |
| Gross profit margin              | 45%   | 43%   | -2 ppts  | 43%    | 37%    | -6 ppts  |  |
| Financial income                 | 65    | 108   | 66%      | 231    | 330    | 43%      | The company raised VND40 billion in dividends from associated joint ventures.  |
| Financial expenses               | -228  | -190  | -17%     | -1,015 | -799   | -21%     | Financial expenses were optimized after REE's restructuring low-interest loans.  |
| Profit from affiliates           | 267   | 276   | 3%       | 874    | 717    | -18%     | Profits were mainly from companies in the hydropower sector which was affected by unfavorable water conditions.                            |
| SG&A                             | -344  | -233  | -32%     | -755   | -697   | -8%      |  |
| Operating profit/loss            | 681   | 976   | 43%      | 3,043  | 2,674  | -12%     |  |
| Other income                     | -7    | -12   | 71%      | -12    | -17    | 42%      |  |
| Profit before taxes (PBT)        | 682   | 984   | 44%      | 3,057  | 2,690  | -12%     |  |
| <b>Profit after taxes (NPAT)</b> | 643   | 883   | 37%      | 2,786  | 2,397  | -14%     |  |
| <b>NP after MI</b>               | 504   | 679   | 35%      | 2,188  | 1,993  | -9%      |  |
| NPAT margin                      | 31%   | 38%   | 7 ppts   | 32%    | 29%    | -3 ppts  |  |
| Output                           |       |       |          |        |        |          |  |
| Power segment                    | 3,293 | 2,861 | -13%     | 10,230 | 10,591 | 4%       |  |
| Thermal power                    | 1,196 | 1,000 | -16%     | 3,550  | 4,578  | 29%      |  |
| Hydropower                       | 1,918 | 1,700 | -11%     | 6,001  | 5,363  | -11%     | Power output was lower due to lower water reserves compared to the same period and hydropower plants' suspension from the end of the year. |
| Solar power                      | 61    | 61    | 0%       | 288    | 288    | 0%       |  |
| Wind power                       | 118   | 100   | -15%     | 391    | 362    | -7%      |  |

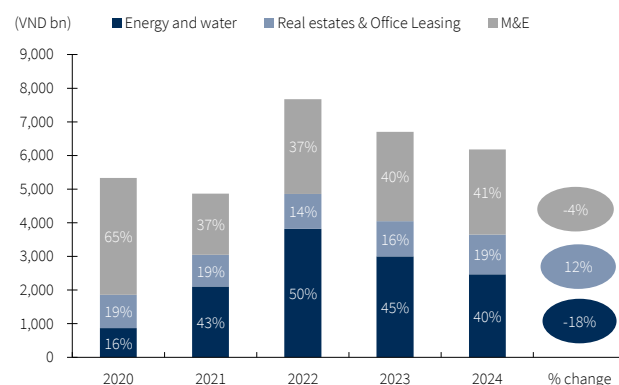
Source: REE Corporation, KB Securities Vietnam

Fig 2. REE – Revenue &amp; GPM in 2021–2024 (VNDbn, %)



Source: REE Corporation, KB Securities Vietnam

Fig 3. REE – Revenue components in 2020–2024 (VNDbn, %)



Source: REE Corporation, KB Securities Vietnam

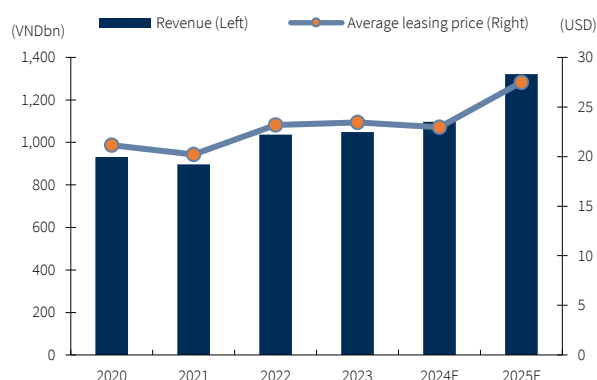
### Office leasing segment: Demand for office leasing gradually recovers, led by the Grade A office segment

By 2025, KBSV believes the higher occupancy rate of E.Town 6 project will increase to 50% with an average rent of USD27.54/m<sup>2</sup>/month, based on: (i) The trend of office expansion/upgrade will lead to demand for high-end and newly operated offices while the vacancy rate slightly declined by 1.2 ppts YoY, according to CBRE. (ii) The competitive advantage of E.Town 6 comes from the quality of offices that meet many green construction criteria, making it easy to attract FDI enterprises, while the rent is only 60% thanks to its suburban location. KBSV forecasts that revenue and NPAT from the office leasing segment in 2025 will reach VND1,321 billion (+20% YoY) and VND594 billion (+24% YoY). In the long term, CBRE believes that the trend of IT customers expanding their operations to take advantage of the rapid popularity of AI and the abundant domestic workforce will drive the demand of offices. Accordingly, we estimate that the E.Town building will achieve an occupancy rate of 75%/95% in 2026/2027, respectively.

### High-end real estate segment: The Light Square project handover progress may lag behind schedule

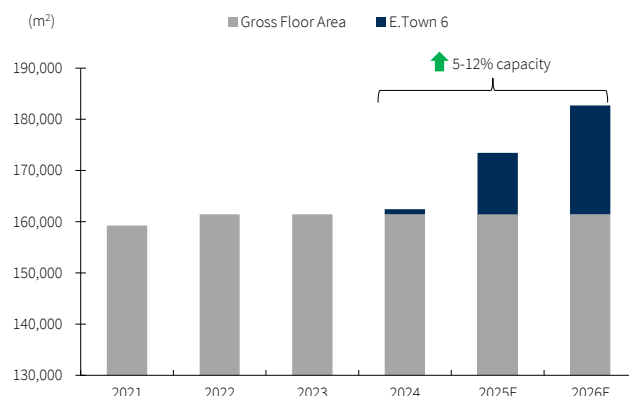
The Light Square townhouse project started selling and handing over apartments to customers in May 2024. In 4Q, due to difficulties in the real estate market, the project did not record any apartment handed over, so the cumulative handover value for the year only completed 9% of the target, reaching VND80 billion. We forecast that the value of house handover in 2025/2026 will reach VND350 billion/460 billion since (i) phase 2 of high-rise housing construction of the project will boost demand for Phase 1 project; and (ii) the project owns a prime location right in the center and closely connected to utility services of Thai Binh.

**Fig 4. REE – 2025F revenue & average rent of offices (VNDbn, USD/m<sup>2</sup>)**



Source: REE Corporation, KB Securities Vietnam

**Fig 5. REE – Leasable area after E.Town 6 project comes into operation (m<sup>2</sup>)**

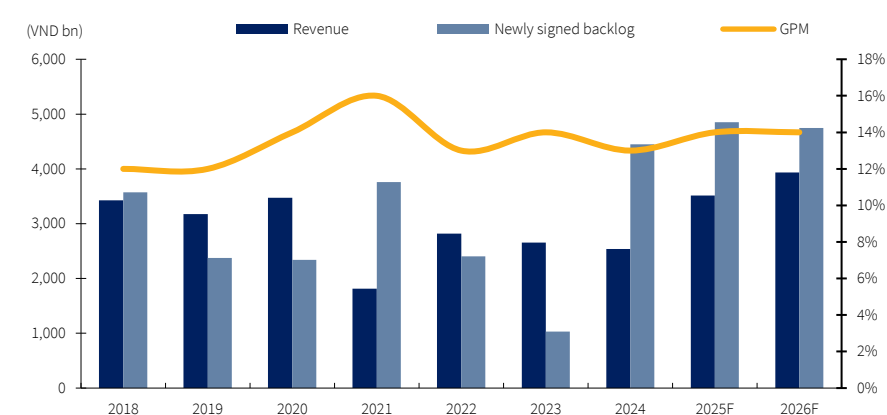


Source: REE Corporation, KB Securities Vietnam

### M&E segment: Long Thanh project leads revenue growth, provisioning pressure declines

4Q revenue from M&E continued to maintain growth momentum from 3Q, touching VND526 billion (+27% YoY/-5% QoQ) as accumulated new contract value signed by the end of 2024 was three times higher than the same period last year, reaching VND4,447 billion. As a result, PBT for the whole year was VND123 billion (+2,533% YoY). During the year, the cost of reversing provisions for receivables and interest expenses decreased. We forecast that REE's new backlog and revenue for the M&E segment in 2025 will reach VND5,825 billion (+16% YoY) and VND3,128 billion with a large workload from Long Thanh airport. For 2026, the promulgated land price framework will raise hopes about recovery of the real estate market, thereby increasing backlog for the company. With proven experience and expertise, REE can quickly gain more market share in the industry's recovery trend, thereby achieving an average growth rate of 10% until 2027.

Fig 6. REE – Revenue, new backlog, GPM (VNDbn, %)



Source: REE Corporation, KB Securities Vietnam

### Hydropower enters a period of favorable weather, growth momentum comes from expanding power generation capacity

In 4Q24, uneven rainfall in the South Central and Central Highlands regions caused lower flood frequency on rivers compared to the same period, which also made hydropower output decrease 11% YoY. As a result, power output generated by Vinh Son – Song Hinh Hydropower (VSH) was 18% lower than the same period in 2023, reaching 696 million kWh, while the output from Viet Tri Environment & Service (MHP) and Thac Ba Hydropower (TBC) gained 14.6%/35% YoY to 152/413 million kWh.

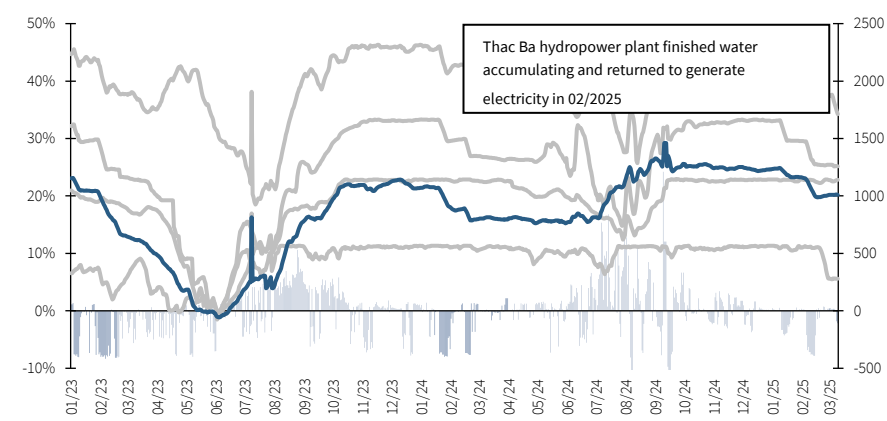
In 1Q25, Vietnam will enter the weak period of the rainy season, but the Central region may have heavy rains under the impact of unseasonal cold air, improving the total rainfall compared to the average of many years. According to the Institute of Meteorology, Hydrology and Environment (IMHEN), the La Nina weather phase may weaken in March–May 2025 but persists until 2Q25, which will help the total rainfall to be flat or higher than the average in most of Vietnam. From 2H25, the rainfall should be equal to the average due to the dominant neutral weather phase. KBSV estimates that hydropower output before and after adjusting REE's ownership ratio will grow compared to the low base level of 2024, reaching 6,207 million kWh and 3,507 million kWh (+12% YoY/+12% YoY).

Electricity prices will improve slightly compared to 2024 thanks to high electricity spot prices from early 2025 and high contracted capacity/actual output ratio of hydropower plants (maintained at 98%).

The weather in 2026 is expected to be mainly low rainfall and drought due to the return of El Nino weather phase. Hydropower output will be affected as lower-than-average monthly rainfall makes water flow on rivers decrease. However, the stable operation all year of Thac Ba 2 Hydropower Plant may help REE's output and revenue in 2026F increase slightly compared to 2025, reaching 3,504 million kWh and VND2,718 billion (+0% YoY/+4% YoY), respectively.

**Fig 7. REE – Water level at Thac Ba and some reservoirs in the North**

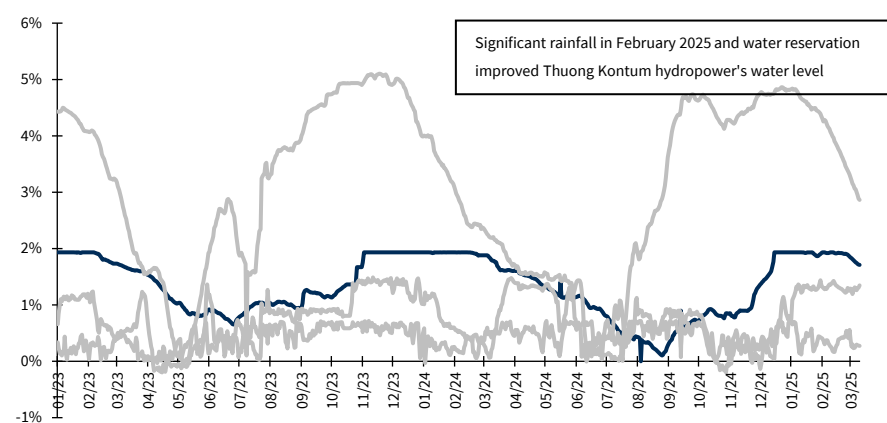
In the North, the gradual decrease in rainfall from the peak in 3Q24 has forced hydropower reservoirs to close their sluice gates and begin to accumulate water. Thanks to the early completion of the accumulation, the reservoir water level has reached the normal level and will be able to generate electricity again in January and February 2025. The rainy season is expected to come earlier thanks to La Nina lasting until the end of 1Q, helping hydropower increase Qc output from 2Q25.



Source: EVN, KB Securities Vietnam

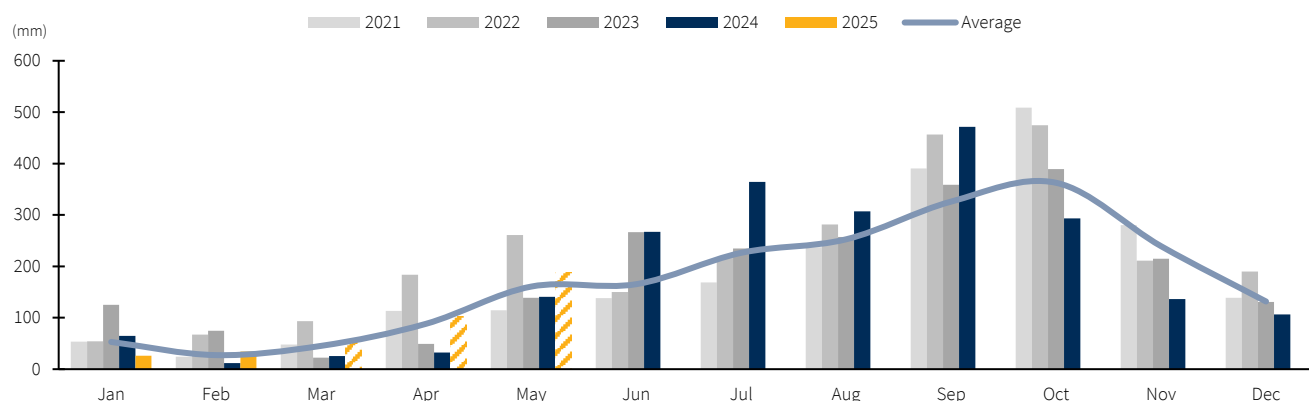
**Fig 8. REE – Water level at Thuong Kon Tum and some reservoirs in Central Highlands**

In Binh Dinh and Kon Tum, where VSH operates, proactive water storage from the beginning of 4Q24 and improved flow to the reservoir thanks to heavy rains in February 2025 in Kon Plong helped the water level in Thuong Kong Tum reservoir reach the normal level. Rainfall in March in major river basins is forecasted to be 10–30% higher than the average.



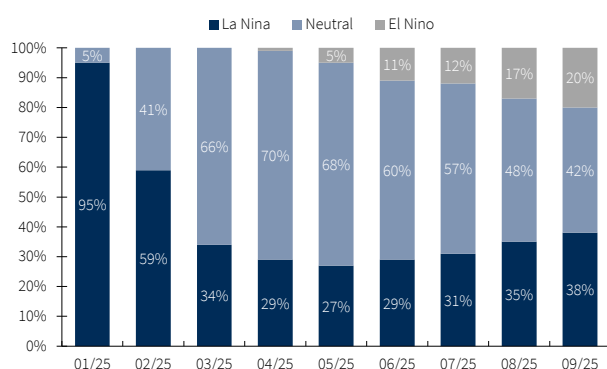
Source: EVN, KB Securities Vietnam

Fig 9. Vietnam – Forecast rainfall in March–May 2025 (mm)



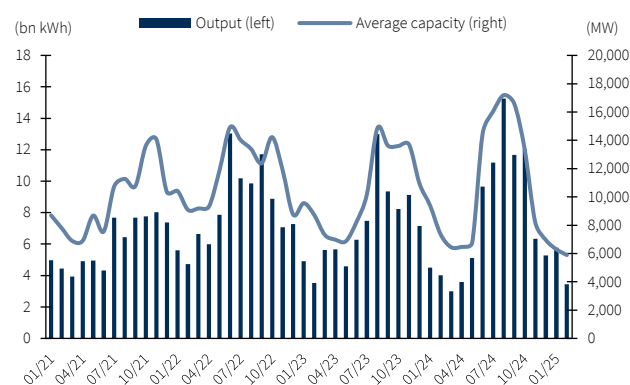
Source: IMHEN, KB Securities Vietnam

Fig 10. Global – Probability of weather phases in 2024–2025 (%)



Source: IRI, KB Securities Vietnam

Fig 11. Vietnam – Total electricity output &amp; productivity as of February 2025 (billion kWh, MW)



Source: NSMO, KB Securities Vietnam

### Renewable energy: Increasing capacity in the long term brings growth potential

According to official information from the Tra Vinh People's Committee, seven land plots build wind power projects with a total capacity of 416 MW have just been approved for bidding. Accordingly, REE and a number of other companies are planning to invest in wind power projects V1-3 phase 2 (48MW), V1-5 and V1-6 (80MW), V1-2 expansion 48MW), Dong Hai 3 (48MW) and Tra Vinh offshore wind power plant project. Compared to the previous plan of the corporation, which will conduct a feasibility report of areas with potential for wind power exploitation, bidding for land plots with favorable locations and approved power development plans will shorten the time for research and application for investment licenses for the project, thereby accelerating REE's increase of investment capacity. KBSV estimates that REE is likely to complete bidding and invest in construction of about 150–200 MW before 2030 for projects in line with Tra Vinh province's planning. In addition, for the Duyen Hai wind power project (48 MW), whose 70% shares owned by REE, the Committee has granted an environmental license for the project (10-year term), ensuring the progress of wastewater collection and treatment trial operation in 4Q24 and starting to look for contractors in 1Q25.



**Mechanisms to attract investment in renewable energy (solar and wind power) are expected to be issued to achieve the target of increasing power generation capacity by 2030 and 2050**

To meet the average growth in electricity demand of 10.3%/year until 2030, solar and wind power will increase in capacity and play a vital role in offsetting the shortage from LNG power sources. In the baseline scenario by 2030, the total capacity of onshore wind power and solar power will reach 25,798 MW and 30,441 MW (+19,506 MW/13,778 MW compared to the installed capacity by 2025). With investment capital by 2030 for projects reaching USD135 billion (~USD27 billion/year), there is a lot of room for REE to increase investment and expand power generation capacity. At the same time, higher electricity price policies and clear legal mechanisms to attract investment will facilitate the projects that REE plans to implement. We expect Vietnam to soon announce the electricity price framework for onshore and nearshore wind power projects, respectively at VND1,610.56/kWh and VND1,890.68~1,902.08/kWh (1.5%/4.1% higher than the transition price framework).

**Table 12. Vietnam – National power capacity planning in the base case**

| Full-year target   | 2025F   | 2030F   | 2050F     | CAGR (2025–2030) | CAGR (2030–2050) | NPDP8 (2050) | +/-% 2050 |
|--|---------|---------|-----------|------------------|------------------|--------------|-----------|
| Total demand (GWh)   | 345,598 | 560,375 | 1,360,071 | 10%              | 5%               | 1,378,520    | -1%       |
| Total electricity generation (GWh)                             | 345,598 | 560,375 | 1,360,071 | 10%              | 5%               | 1,378,520    | -1%       |
| Renewable energy contribution (%)                              | 38%     | 44%     | 83%       | 6 ppts           | 39 ppts          | 69%          | 14 ppts   |
| Nuclear power  | –       | 16,604  | –         | n.a              | n.a              | –            | n.a       |
| Coal-fired power   | 169,590 | 164,371 | –         | -1%              | n.a              | –            | n.a       |
| Coal-fired power co-fired with biomass/ammonia                 | –       | –       | 74        | n.a              | n.a              | –            | n.a       |
| Coal-fired power with carbon capture and storage (CCS)         | –       | –       | –         | n.a              | n.a              | –            | n.a       |
| Coal-fired power fully converted to biomass/ammonia            | –       | –       | 72,461    | n.a              | n.a              | 72,461       | 0%        |
| Domestic gas-fired power to LNG turbines                       | 33,438  | 40,297  | 30,017    | 4%               | -1%              | 56,121       | -47%      |
| Domestic gas-fired power to LNG and hydro turbines             | –       | –       | 1,650     | n.a              | n.a              | 1,650        | 0%        |
| Domestic gas-fired power to hydro turbines                     | –       | –       | 31,851    | n.a              | n.a              | 31,851       | 0%        |
| New LNG turbines   | 3,654   | 84,235  | –         | 87%              | n.a              | –            | n.a       |
| LNG turbines with CCS  | –       | –       | –         | n.a              | n.a              | –            | n.a       |
| LNG turbines co-fired with hydrogen                            | –       | –       | 16,033    | n.a              | n.a              | 16,033       | 0%        |
| Hydrogen-fired turbines  | –       | –       | 113,839   | n.a              | n.a              | 113,839      | 0%        |
| Oil-fired turbines   | 287     | –       | –         | n.a              | n.a              | –            | n.a       |
| Flexible power sources   | 1,702   | 9,946   | 109,716   | 42%              | 13%              | 109,716      | 0%        |
| Hydropower   | 86,234  | 101,448 | 114,821   | 3%               | 1%               | 114,821      | 0%        |
| Onshore and coastal wind power                                 | 19,371  | 58,395  | 219,230   | 25%              | 7%               | 219,230      | 0%        |
| Offshore wind power  | 25,820  | 119,641 | 291,100   | 36%              | 5%               | 291,100      | 0%        |
| Solar power  | 25,062  | 136,093 | 415,845   | 40%              | 6%               | 291,518      | 43%       |
| Pumped storage hydropower (PSH) and energy storage batteries * | –       | -709    | -10,900   | n.a              | 15%              | -6,848       | 59%       |
| Imported electricity   | 7,974   | 25,012  | 62,201    | 26%              | 5%               | 37,034       | 68%       |
| Combined heat and power (cogeneration)                         | –       | –       | –         | n.a              | n.a              | –            | n.a       |
| Coal-fired power for reservation                               | –       | –       | –         | n.a              | n.a              | –            | n.a       |

Source: Revised National Development Power Plan 8, KB Securities Vietnam

\* Note: PSH and energy storage batteries carry negative values because they consume electricity to store energy and reduce overall electricity production.

## Forecast & valuation

**Table 13. REE – 2025–2026F business results**

| (VNDbn, %)                | 2024  | 2025F | +/-%YoY | 2026F  | +/-%YoY | Assumptions  |
|---------------------------|-------|-------|---------|--------|---------|--|
| Revenue                   | 8,384 | 9,621 | 15%     | 10,271 | 7%      |  |
| Energy                    | 3,516 | 3,666 | 4%      | 3,800  | 4%      |  |
| Hydropower                | 2,450 | 2,611 | 7%      | 2,718  | 4%      | 2025: Hydropower business results in 2025 will increase slightly compared to 2024 with additional capacity from the Thac Ba 2 project. Hydropower output may record a slight gain thanks to the expectation of early operation from the beginning of the year.                     |
| Solar power               | 271   | 276   | 2%      | 328    | 19%     | 2026: Solar power output will grow with more sunshine hours as the weather phase gradually shifts to El Nino.  |
| Wind power                | 795   | 779   | -2%     | 754    | -3%     |  |
| M&E                       | 2,880 | 3,515 | 22%     | 3,936  | 12%     | M&E segment will recover strongly thanks to the value of new contracts signed from 2024, which is three times higher than the same period. Professional capacity and financial health help REE gain market share in the context of the gradual recovery of the real estate market. |
| Office leasing            | 1,068 | 1,322 | 24%     | 1,300  | -2%     | Revenue will improve thanks to the operation of E.Town 6 building with an occupancy rate of 50%/75% in 2025/2026F.   |
| Real estate               | 80    | 350   | 338%    | 460    | 31%     | The handover schedule of the Light Square project was delayed to 2025/2026 with a value of about VND350/460 billion.   |
| Water                     | 114   | 124   | 9%      | 130    | 5%      |  |
| Gross profit              | 3,124 | 3,557 | 14%     | 3,716  | 4%      |  |
| Gross profit margin       | 37%   | 37%   | 0 ppts  | 36%    | -1 ppts |  |
| Financial income          | 331   | 322   | -3%     | 310    | -4%     |  |
| Financial expenses        | -801  | -724  | -10%    | -555   | -23%    |  |
| Profit from affiliates    | 717   | 764   | 7%      | 746    | -2%     |  |
| SG&A                      | -696  | -713  | 2%      | -748   | 5%      |  |
| Operating profit/loss     | 2,421 | 2,844 | 17%     | 2,968  | 4%      |  |
| Other income              | -18   | -8    | -56%    | -8     | 0%      |  |
| Profit before taxes       | 2,690 | 3,254 | 21%     | 3,518  | 8%      |  |
| Profit after taxes (NPAT) | 2,397 | 2,929 | 22%     | 3,166  | 8%      |  |
| NP after MI               | 1,994 | 2,402 | 20%     | 2,596  | 8%      |  |
| NPAT margin               | 29%   | 30%   | 1 ppts  | 31%    | 1 ppts  |  |

Source: REE Corporation, KB Securities Vietnam

**Valuation: NEUTRAL rating –**  
**Target price VND77,200**

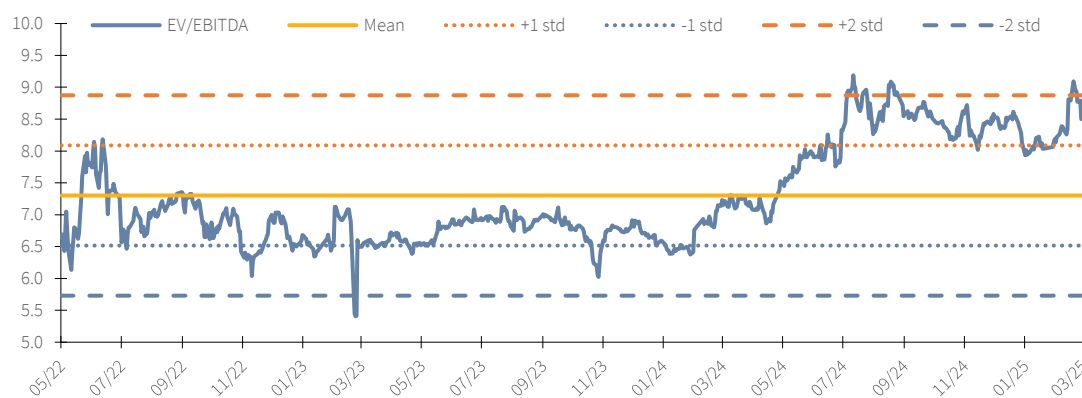
We use SOTP to value REE shares and give a NEUTRAL rating with a target price of VND77,200/share, equivalent to an upside of 4.6% compared to the closing price on March 12, 2025. We apply a discount rate of 10% to reflect the unique risks of REE as a conglomerate.

**Table 14. REE – STOP results**

| (VNDbn)                                 | Method         | Project NPV | Ownership | REE's value |
|---|----------------|-------------|-----------|-------------|
| <b>Electricity</b>                      |                |             |           | 27,703      |
| Hydro Power                             | DCF            | 34,580      | 23–50%    | 21,134      |
| Thermal Power                           | DCF            | 4,088       | 24–30%    | 988         |
| Solar Energy                            | DCF            | 734         | 99.99%    | 734         |
| Wind Energy                             | DCF            | 4,791       | 50–100%   | 4,791       |
| Electricity distribution (DTV)          | BV             | 56          | 66.29%    | 56          |
| <b>Real estate &amp; office leasing</b> |                |             |           | 9,264       |
| Current project                         | Rate of return | 7,460       | 100%      | 7,460       |
| E.Town 6                                | DCF            | 1,804       | 100%      | 1,804       |
| <b>M&amp;E</b>                          | P/E            | 1,573       | 100%      | 1,573       |
| <b>Water</b>                            | P/E            | 2,670       | 20–44%    | 2,670       |
| <b>Others</b>                           | BV             | 1,149       |           | 1,149       |
| <b>Enterprise value</b>                 |                |             |           | 42,359      |
| (-) Net debt                            |                |             |           | -3,762      |
| (-) Minority interest                   |                |             |           | -3,452      |
| <b>Equity value</b>                     |                |             |           | 35,145      |
| Multi-industry group discount           |                |             |           | 10%         |
| <b>Reasonable value</b>                 |                |             |           | 31,631      |
| Number of outstanding shares (mn)       |                |             |           | 409.71      |
| <b>Stock value (VND)</b>                |                |             |           | 77,200      |
| Current price (March 13, 2025)          |                |             |           | 72,600      |
| <b>Upside</b>                           |                |             |           | 6.9%        |

Source: KB Securities Vietnam

**Fig 15. REE – EV/EBITDA (x)**



Source: Bloomberg, KB Securities Vietnam



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**Investment ratings & definitions**

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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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