

Kinh Bac City Development Holding Corporation

[Vietnam / Industrial real estate]

Bloomberg Ticker (KBC VN) | Reuters Ticker (KBC.HM)

BUY

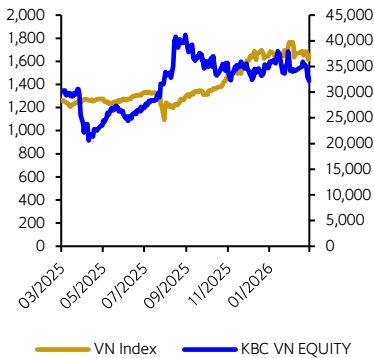
Update Report

Target price (12 months) **VND 39,500**
 Current price (10/04/2026) **VND 33,950**
Upside/downside **16%**

VNINDEX	1,750
Market P/E	251
Market Cap (bn VND)	31,972
Outstanding shares (mn)	942
Free-Floating (mn)	660
52-Wk High/Low (VND)	43,100/20,050
90-day avg trading volume (mn)	4.46
90-day avg turnover (bn VND)	180

Major shareholders (%)	DTT Investment and Development JSC	91.9%
	Kinh Bac Investment and Consulting JSC	6.61%

Performance	3M	6M	12M
Absolute (%)	-6.0	-5.1	40.5
Relative to VN-Index (%)	-0.7	-8.6	-14.5



Source: Bloomberg

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Accumulating value while awaiting a breakout

Update coverage with BUY call and target price of VND 39,500

Kinh Bac City Development Holding Corporation (KBC) is one of the leading developers in industrial parks and real estate. The company owns projects across all three regions, spanning key cities such as Bac Giang, Hai Phong, Da Nang, Ho Chi Minh City, and Long An. KBC recorded strong earnings growth in 2025, with both revenue and net profit improving significantly year-on-year. However, amid tariff uncertainties and rising geopolitical risks, the company has yet to fully achieve its annual targets. Moving into 2026, we expect KBC to sustain its growth momentum, supported by contributions from key projects, particularly the Trang Cat urban area, which is expected to be recognized during the year, along with newly developed industrial parks ready for operation. Based on our RNAV valuation methodology, we assign a target price of VND 39,500 for KBC.

2025 earnings delivered strong growth but fell short of stated targets

KBC recorded Q4/2025 net revenue of VND 1,648 billion (+111% YoY) and net profit of VND 664 billion (more than 25x YoY). For full-year 2025, net revenue reached VND 6,687 billion (+140% YoY), while net profit totaled approximately VND 2,208 billion (5.21x YoY). Revenue from industrial land leasing amounted to VND 4,395 billion, up 3.5x YoY, with around 123 hectares leased, mainly from Nam Son Hap Linh Industrial Park and Hung Yen Industrial Cluster. Amid tariff uncertainties, KBC's performance fell short of expectations, with revenue and net profit achieving approximately 67% and 69% of full-year targets, respectively.

FDI inflows reached a record high amid escalating global uncertainties

According to the General Statistics Office, as of March 2026, FDI inflows continued to show positive momentum, with realized FDI reaching USD 5.41 billion (+9.1% YoY), while total registered FDI amounted to USD 15.2 billion (+42.9% YoY). Notably, registered FDI surged in March 2026, reaching USD 9.1 billion, equivalent to 2.45x YoY, amid rising uncertainties related to tariff policies and escalating geopolitical tensions between the U.S. and Iran. This trend underscores Vietnam's continued attractiveness to FDI inflows, despite increasing volatility in the global tariff and geopolitical landscape.

Growth outlook driven by the rollout of high-potential projects

We expect industrial land leasing to maintain strong growth in 2026, driven by key projects such as Trang Due 3 Industrial Park and Trang Cat Urban Area, which are set to commence operations and begin revenue recognition. In addition, a series of projects licensed in 2025, including Kim Thanh 2 Industrial Park (234 ha), Que Vo 2 Expansion Industrial Park (140 ha), Song Hau 2 Industrial Park (380 ha), and Phu Binh Industrial Park (675 ha), are expected to contribute to KBC's revenue.

Our forecasts are as follows: (1) leased industrial land area is projected to reach approximately 190 ha in 2026 and 220 ha in 2027. We expect KBC's revenue to reach around VND 12,491 billion (+87% YoY) in 2026 and VND 16,235 billion (+30% YoY) in 2027. Net profit is projected at VND 3,540 billion (+59% YoY) in 2026 and VND 4,926 billion (+39% YoY) in 2027.

Risks: (1) Risk of weakening FDI capital flows; (2) Risk of real estate market decline; (3) Risk of slow project implementation; (4) Legal risks.

Year to Dec.	2025	2026F	2027F	2028F	2029F
Revenue (bn VND)	6,687	12,491	16,235	17,867	18,507
OP (bn VND)	2,597	4,525	6,299	6,759	7,110
NP (bn VND)	2,227	3,540	4,926	5,286	5,560
EPS (VND)	2,500	3,624	5,042	5,411	5,692
BPS (VND)	28,932	33,203	37,745	42,656	47,847
OPM (%)	39%	36%	39%	38%	38%
NPM (%)	33%	28%	30%	30%	30%
ROE (%)	9%	12%	14%	13%	12%
PER (x)	14.26	7.98	5.73	5.34	5.08
PBR(x)	1.25	0.87	0.77	0.68	0.60
EV/EBITDA (x)	14.63	4.64	3.46	3.25	3.10

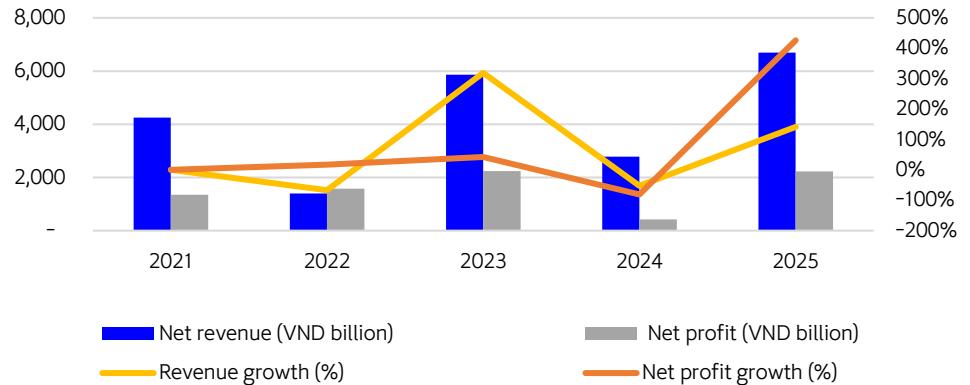
Source: Company data, Shinhan Securities Vietnam

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Update business results update

Update business results 2025

Kinh Bac revenue and profit 2021 – 2025 (billion VND)



Source: Company report, Shinhan Vietnam Securities

KBC recorded Q4/2025 net revenue of VND 1,648 billion (+111% YoY) and net profit of VND 664 billion (more than 25x YoY). For full-year 2025, net revenue reached VND 6,687 billion (+140% YoY), while net profit totaled approximately VND 2,208 billion (5.21x YoY), of which:

The industrial park segment remained the key growth driver, with industrial land leasing revenue estimated at VND 4,395 billion, up 3.5x YoY. Leased industrial land area reached 123 hectares, concentrated in key industrial parks such as Nam Son Hap Linh and Hung Yen Industrial Cluster. Total leased area in 2025 recorded strong YoY growth; however, compared to the initial target of 200 hectares set at the beginning of the year, the completion rate was only around 61%. Amid uncertainties related to tariff conditions, industrial land leasing activity fell short of expectations.

The urban real estate transfer segment posted positive growth, reaching VND 1,459 billion (+60% YoY), mainly driven by the Nen Social Housing and Trang Due Social Housing projects.

Other revenue maintained steady growth, including utilities services (electricity, water, wastewater treatment), factory leasing, and factory sales, with total revenue of VND 831 billion (+35% YoY).

Other income: KBC recorded other income of approximately VND 321 billion from business combinations, primarily driven by a bargain purchase gain arising from the acquisition of two subsidiaries, 3H Vietnam Investment and Construction Co., Ltd. and A&E Logistics Co., Ltd. Specifically, on December 26, 2025, KBC completed the acquisition of 9.45 million shares in 3H Vietnam and 9.65 million shares in A&E Logistics, thereby increasing its ownership to 100% of voting rights and economic interests in both entities. These companies respectively hold 49% and 50% stakes in Lang Ha Investment JSC, enabling KBC to indirectly gain control over this entity.

Lang Ha Investment JSC is the developer of a 31-storey office and commercial building project in the Lang Ha area (Hanoi), with a land area of approximately 4,000 sqm. The project has completed most legal procedures and is largely finished with its structural construction.

According to the report, total assets of the target group amounted to approximately VND 3,574 billion, while total liabilities stood at VND 418 billion, with deferred income tax liabilities of around VND 621 billion. Accordingly, net asset value was estimated at VND 2,535 billion, exceeding the acquisition cost of VND 2,183 billion paid by KBC, resulting in a bargain purchase gain of approximately VND 327 billion.

Notably, asset values were recorded based on historical construction costs rather than market value, implying potential upside for revenue and profit recognition after the project's completion and commercial operation phase.

Compared to its business plan, KBC achieved approximately 67% of its revenue target and around

69% of its full-year profit target. We believe the company's performance was impacted by cautious sentiment among FDI investors amid tariff-related uncertainties and geopolitical risks, leading to delays in industrial land leasing. However, leasing demand showed signs of recovery in Q4/2025.

Progress of KBC Projects

Phu Binh Industrial Park: In December 2025, KBC commenced construction of Phu Binh Industrial Park, marking a new phase in its industrial land bank expansion strategy. The project is located in Thai Nguyen province, developed by Kinh Bac City Development Holding Corporation, with a total area of 675 hectares and total investment of approximately VND 11,492 billion. We expect Phu Binh IP to complete key infrastructure components and begin contributing to the company's earnings from 2026.

Thanh Ha Overpass Project: On February 12, 2026, Kinh Bac City Development Holding Corporation (KBC), in collaboration with Hung Yen Investment and Development Group JSC (HYG), inaugurated and opened to traffic the Thanh Ha overpass in Ha Dong commune, Hai Phong City. The project is part of an interchange connecting Provincial Road 390 (Thanh Ha) with the Hanoi–Hai Phong Expressway, with a total investment of nearly VND 400 billion. The project reduces travel time from approximately 1 hour 30 minutes to 50 minutes, significantly improving regional connectivity. We believe enhanced infrastructure will increase the attractiveness of KBC's key projects in Hai Phong, such as Trang Cat Urban Area and Trang Due 3 Industrial Park.

Van Canh 1 and Van Canh 2 Wind Power Projects: On January 7, 2026, KBC, through its subsidiary Saigon – Bac Giang Industrial Park JSC, was approved by the Gia Lai Provincial People's Committee as a qualified investor to participate in the development of the Van Canh 1 and Van Canh 2 wind power projects. Van Canh 1 has a total investment of approximately VND 6,905 billion, covering 56 hectares in Canh Lien commune, with a designed capacity of 160 MW and expected annual output of around 502 million kWh. Van Canh 2 has a total investment of approximately VND 7,771 billion, covering 62 hectares across Van Canh and Canh Lien communes, with a capacity of 180 MW and estimated annual output of 623.2 million kWh.

Approval to participate in these large-scale wind power projects marks a strategic step forward for KBC in expanding into renewable energy. We believe this direction will support KBC in supplying clean energy to industrial park tenants, particularly high-tech manufacturers and data centers, thereby enhancing the long-term attractiveness of its industrial ecosystem.

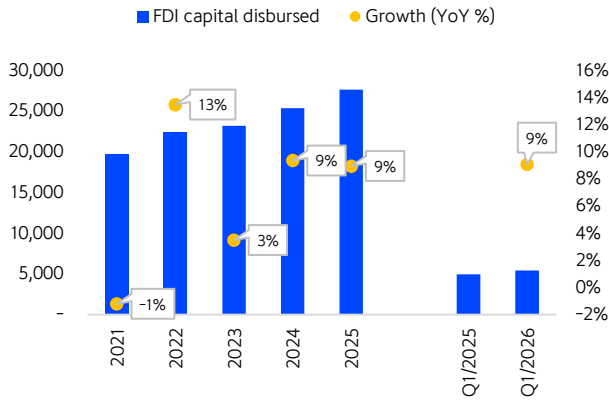
Phuc Ninh Urban Area: The Bac Ninh Provincial People's Committee has issued a decision approving the adjustment of the 1/500 detailed planning for Phuc Ninh New Urban Area, assigning Kinh Bac City Development Holding Corporation (KBC) as the entity responsible for preparing the plan. The Department of Construction is tasked with appraisal and submission for approval before January 31, 2026.

We believe this development will provide an important legal basis, helping to resolve outstanding issues related to land use fee determination for the remaining project area, thereby accelerating project implementation and supporting earnings recognition in the coming phases.

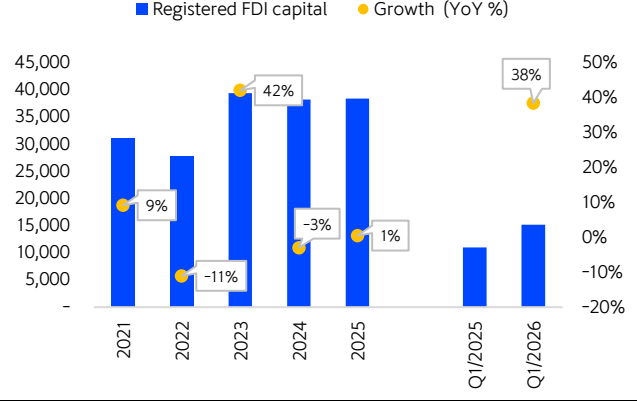
FDI inflows are expected to maintain growth amid tariff and geopolitical uncertainties

Disbursed FDI maintained strong growth despite global uncertainties

FDI capital disbursed 2021 – Q1/2026 (million USD)



Registered FDI capital 2021 – Q1/2026 (million USD)



Source: General Statistics Office, Ministry of Finance

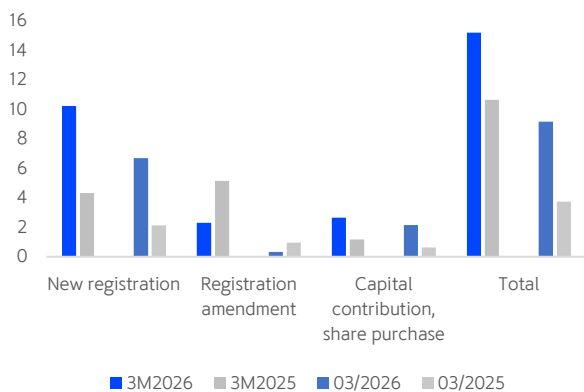
According to the General Statistics Office, realized foreign direct investment (FDI) in 2025 reached USD 27.6 billion, up 9% YoY and marking the highest level in the past five years. Disbursement activity showed steady growth throughout the year, reflecting strong commitment from foreign investors to previously registered capital. However, total registered FDI, including newly registered, adjusted capital, and capital contributions/share purchases, reached over USD 38.4 billion, representing only a modest increase of 0.5% YoY. Notably, FDI inflows recorded strong growth in the first half of 2025, reaching USD 21.5 billion (+42% YoY). Nevertheless, amid tariff-related uncertainties, FDI inflows declined significantly in the second half of the year, totaling only USD 16.9 billion (-27% YoY).

A positive highlight in the composition of registered FDI was the increased inflow from China, which reached USD 5.6 billion (+20.4% YoY), surpassing South Korea to become the second-largest contributor to registered FDI. This reflects the continued “China+1” trend, as Vietnam benefits from lower U.S. tariff exposure compared to China, alongside its structural advantages in attracting FDI.

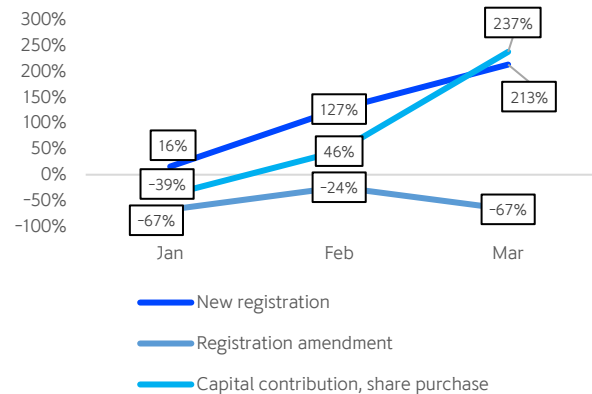
Entering 2026, as of March 2026, FDI inflows continued to show positive momentum, with realized FDI reaching USD 5.41 billion (+9.1% YoY) and total registered FDI amounting to USD 15.2 billion (+42.9% YoY). This underscores Vietnam’s sustained attractiveness as an FDI destination despite ongoing tariff and geopolitical uncertainties.

The sharp surge in FDI inflows in March

Registered FDI in 3M2025 and 3M2026



Change in registered FDI in 3M2025 compared to 3M2026



Source: General Statistics Office, Ministry of Finance

Registered FDI inflows have shown a positive growth trend since February 2026, with both newly registered capital and capital contributions/share purchases improving significantly. Notably, registered FDI surged sharply in March 2026, coinciding with heightened geopolitical tensions as the U.S. initiated strikes on Iran. Specifically, newly registered capital increased by 213% YoY,

while capital contributions and share purchases rose by 237% YoY. Total newly registered capital in March 2026 reached USD 9.1 billion, 2.45x higher YoY and accounting for approximately 60% of total registered FDI in the first three months of the year, reflecting a strong shift of FDI inflows into Vietnam.

In terms of investor composition, Singapore emerged as the leading source in 3M2026, with total newly registered capital of USD 5.32 billion (accounting for 52%), followed by South Korea with USD 3.68 billion (35.9%) and China with USD 417.5 million (4.1%).

By sector, FDI inflows continued to concentrate in the manufacturing and processing sector, reaching USD 8.85 billion (70.6%), followed by electricity, gas, water supply, and air conditioning with USD 2.28 billion (18.2%), while other sectors accounted for USD 1.4 billion (11.2%). We observe a notable shift in FDI flows away from real estate toward manufacturing and energy infrastructure, as the real estate sector previously accounted for around 18%–20% of total registered capital in prior years.

Vietnam has become a safe destination amidst tariff and geopolitical instability

Registered FDI inflows unexpectedly surged in March 2026 amid:

- **Tariff uncertainties:** Following the U.S. Supreme Court’s ruling on February 20, 2026, tariffs imposed under the IEEPA were invalidated. However, the Trump administration swiftly introduced a 10% tariff under Section 122 of the Trade Act of 1974 on imports from all countries for a 150-day period starting February 24. At the same time, the U.S. Trade Representative (USTR) initiated investigations under Section 301, alongside the potential use of other instruments such as Sections 232 and 338, signaling rising risks of trade protectionism in the near term.
- **Escalating geopolitical tensions:** Concurrently, geopolitical risks intensified as the U.S. and Israel launched attacks on Iran on February 28, 2026. This was followed by Iran’s closure of the Strait of Hormuz, driving oil prices up by more than 50% within a month and increasing downside risks to global economic growth.

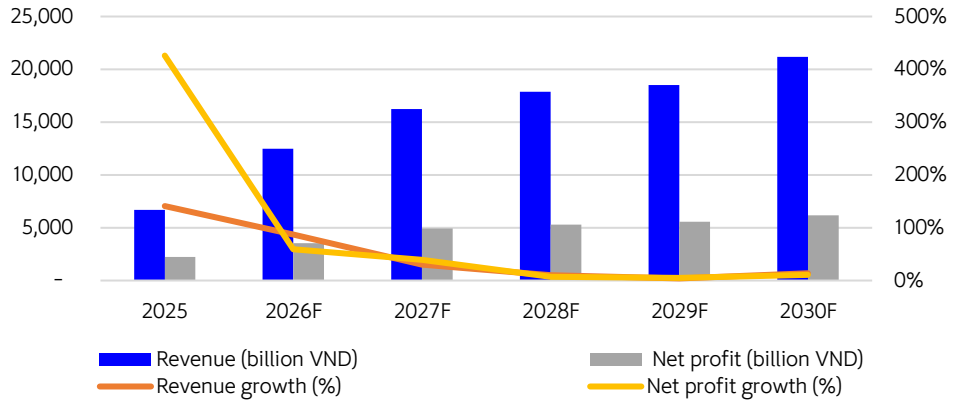
The continued increase in FDI inflows amid global uncertainties underscores Vietnam’s enduring attractiveness to foreign investors. With its flexible “bamboo diplomacy” approach, alongside proactive efforts in signing and implementing key economic agreements, Vietnam has strengthened its position in the global investment landscape. In addition, supported by stable economic growth and a solid political environment, Vietnam is increasingly being recognized as a safe destination amid rising global risks.

With core competitive advantages including a strategic geographic location, political stability, an extensive network of trade agreements, and competitive labor and land leasing costs, we believe Vietnam will remain a preferred destination for international investors. Accordingly, we expect FDI inflows to maintain a positive growth trajectory over the medium to long term.

Earnings estimates

Revenue growth to be driven by projects ready for operation

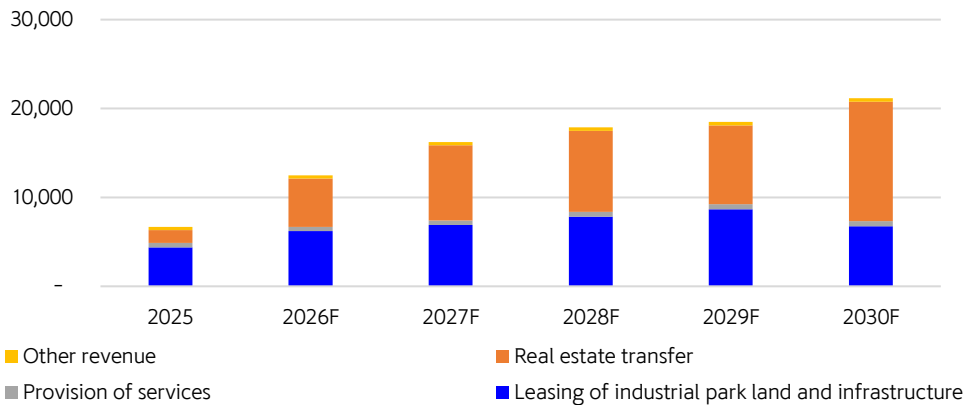
Kinh Bac net revenue and net profit forecast 2025 – 2030F



Source: Company report, Shinhan Securities Vietnam

We forecast Kinh Bac City Development Holding Corporation’s net revenue to reach approximately VND 12,491 billion (+87% YoY) in 2026 and VND 16,235 billion (+30% YoY) in 2027. Net profit is projected at VND 3,540 billion (+59% YoY) in 2026 and VND 4,926 billion (+39% YoY) in 2027.

Kinh Bac revenue structure 2025 – 2030F (billion VND)



Source: Company report, Shinhan Securities Vietnam

In 2026, KBC’s revenue and profit are expected to be primarily driven by industrial land leasing and real estate project transfers.

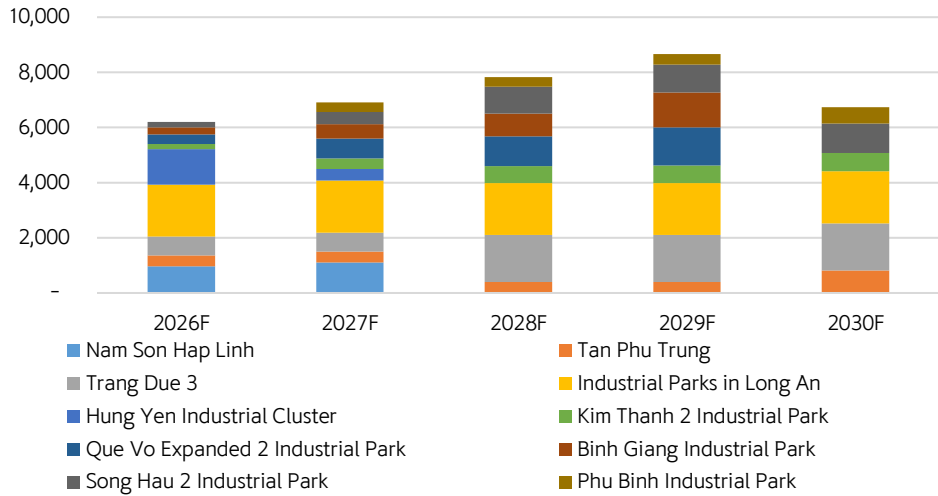
The industrial park segment is projected to generate revenue of approximately VND 6,204 billion (+41% YoY), supported by key projects that completed legal procedures and entered the infrastructure development phase in 2025.

The residential real estate segment is expected to reach VND 5,467 billion in revenue (+274% YoY), mainly driven by the Trang Cat Urban Area project. We expect KBC to begin recognizing revenue from project sales starting in 2026.

Ancillary services (including water supply, electricity, service fees, and wastewater treatment) and factory leasing are expected to maintain stable growth of around 10%, supported by the ongoing expansion of KBC’s industrial parks.

Industrial park segment revenue is expected to grow strongly, supported by an ample industrial land bank

Forecast of Kinh Bac's industrial park revenue 2026F – 2030F (billion VND)



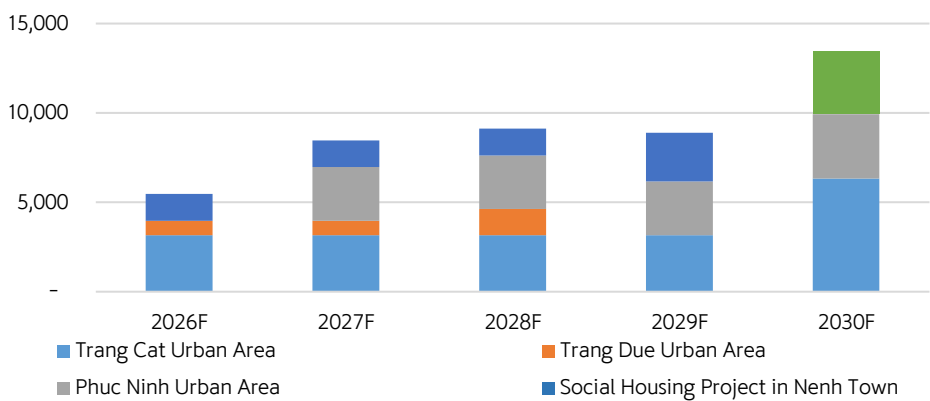
Source: Company report, Shinhan Securities Vietnam

We estimate KBC will lease approximately 190 hectares in 2026, primarily driven by Nam Son Hap Linh Industrial Park (26 ha), Tan Phu Trung Industrial Park (20 ha), Hung Yen Industrial Cluster (40 ha), and Trang Due 3 Industrial Park (40 ha).

Entering 2027, revenue from the industrial park segment is expected to further expand, supported by contributions from new industrial parks such as Kim Thanh 2 (234 ha), Que Vo 2 Expansion (140 ha), Binh Giang (148 ha), Song Hau 2 (380 ha), and Phu Binh (675 ha). We project KBC's leased area to reach 220 hectares in 2027.

Real estate revenue is expected to accelerate, driven by contributions from the Trang Cat Urban Area

Forecast of Kinh Bac's real estate transfer revenue 2025F – 2029F (billion VND)



Source: Company report, Shinhan Securities Vietnam

For the real estate transfer segment, the Trang Cat Urban Area project is expected to be a key long-term growth driver for KBC. We forecast KBC to recognize approximately 10 hectares in 2026, with stable handover volumes in the following years.

Long-term potential from Khoai Chau Integrated Urban, Eco-tourism and Golf Complex (Trump International Hung Yen)

In terms of long-term outlook, we have a positive view on the Khoai Chau Integrated Urban, Eco-tourism and Golf Complex project (Trump International Hung Yen). With construction expected to span from Q2/2025 to Q2/2029, we anticipate the project to begin contributing to KBC's revenue from 2030 onwards, with estimated annual revenue exceeding VND 3,500 billion.

Valuation and Recommendation

Update valuation with BUY recommendation, target price VND 39,500

We update our valuation following the share issuance and land bank expansion of Kinh Bac City Development Holding Corporation (KBC). We issue a Buy recommendation with a target price of VND 39,500, implying an upside of 16%. For long-term investment perspectives, KBC may be considered based on the following strengths:

- 1) One of the leading industrial park developers with a sizable land bank
- 2) Steady FDI inflows supporting industrial land leasing demand
- 3) Strong growth outlook driven by an extensive land bank and a robust project pipeline

Valuation method

We apply the revalued net asset value (RNAV) method to value KBC. Based on the RNAV method, we estimate the value of KBC shares at VND 39,500.

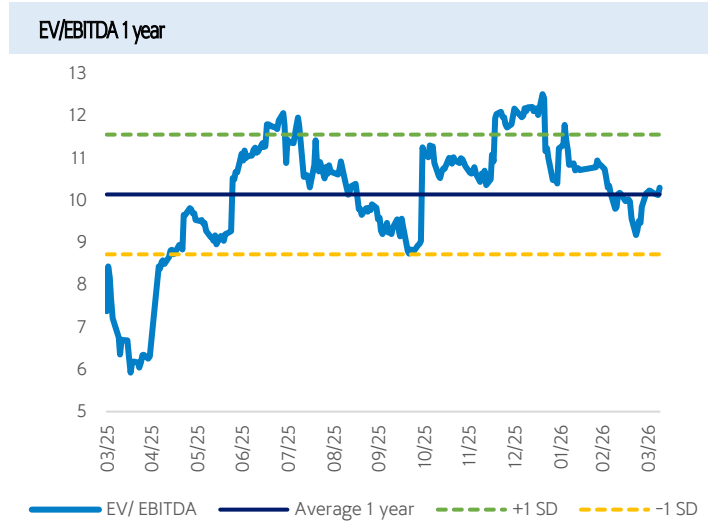
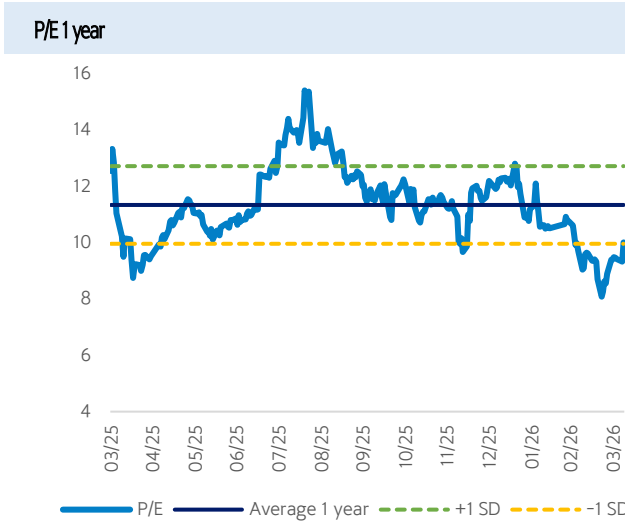
The RNAV method

Project Name	Ownership (%)	Valuation method	Discount (%)	Value (billion VND)
- Industrial Park				16,905
Nam Son Hap Linh	100%	RNAV		511
Tan Phu Trung	73%	RNAV		1,219
Trang Due 3	89%	RNAV		5,148
Hung Yen Industrial Cluster	89%	RNAV		697
Kim Thanh 2 Industrial Park	94%	RNAV		434
Que Vo Industrial Park Expansion 2	100%	RNAV		855
Binh Giang Industrial Park	100%	RNAV		469
Song Hau 2 Industrial Park	100%	RNAV		398
Phu Binh Industrial Park	100%	RNAV		1,081
Industrial Parks in Long An		RNAV		3,710
Service Fees of Industrial Parks		DCF		2,382
- Urban Area				30,000
Trang Cat	100%	DCF	10%	18,295
Trang Due Urban Area	100%	DCF		1,120
Khoai Chau Urban Complex, Eco-tourism, Golf Course Project	85%	DCF	30%	8,789
Other Projects		DCF		1,796
Total				46,905
+ Cash and short-term investments				10,303
+ Long-term investments, fixed assets			20%	10,506

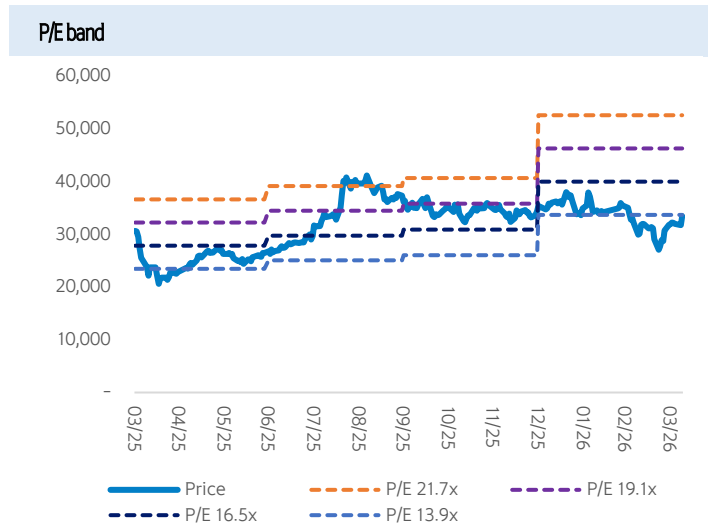
- Debt				28,638
- Minority interests				1,900
Equity value (VND billion)				37,176
Number of shares				941,754,759
Target price (VND)				39,500
Current price (VND)				33,950
Upside (%)				16%

Variable	Value
D/E	1.05
Beta	1.4
Risk-free rate	4.3%
Cost of equity	15.7%
Cost of debt	9.8%
WACC	11.6%

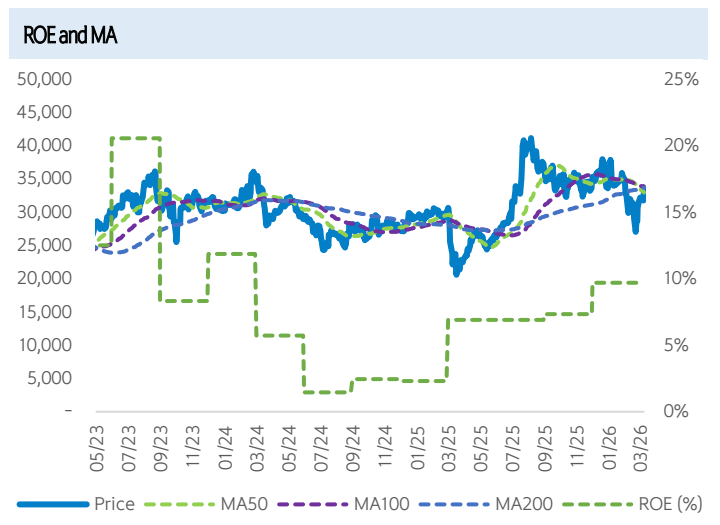
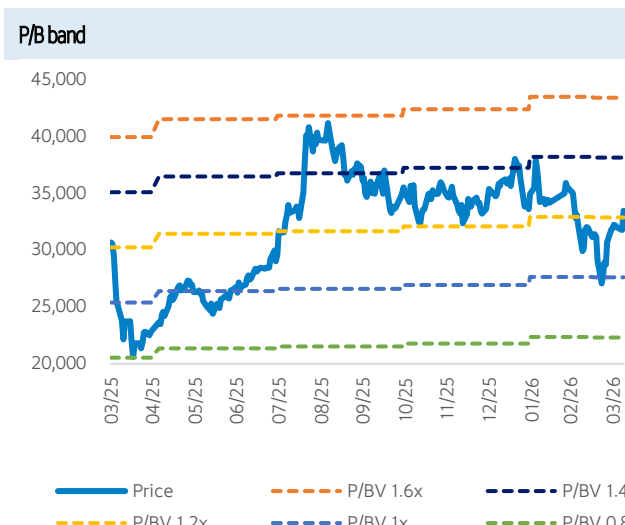
For the Weighted average cost of capital (WACC), we use the 10-year Vietnamese government bond yield at 4.3% as the risk-free rate. Beta is calculated based on historical data of the last 5 years of KBC and VNINDEX.



Source: Bloomberg data, Shinhan Securities Vietnam

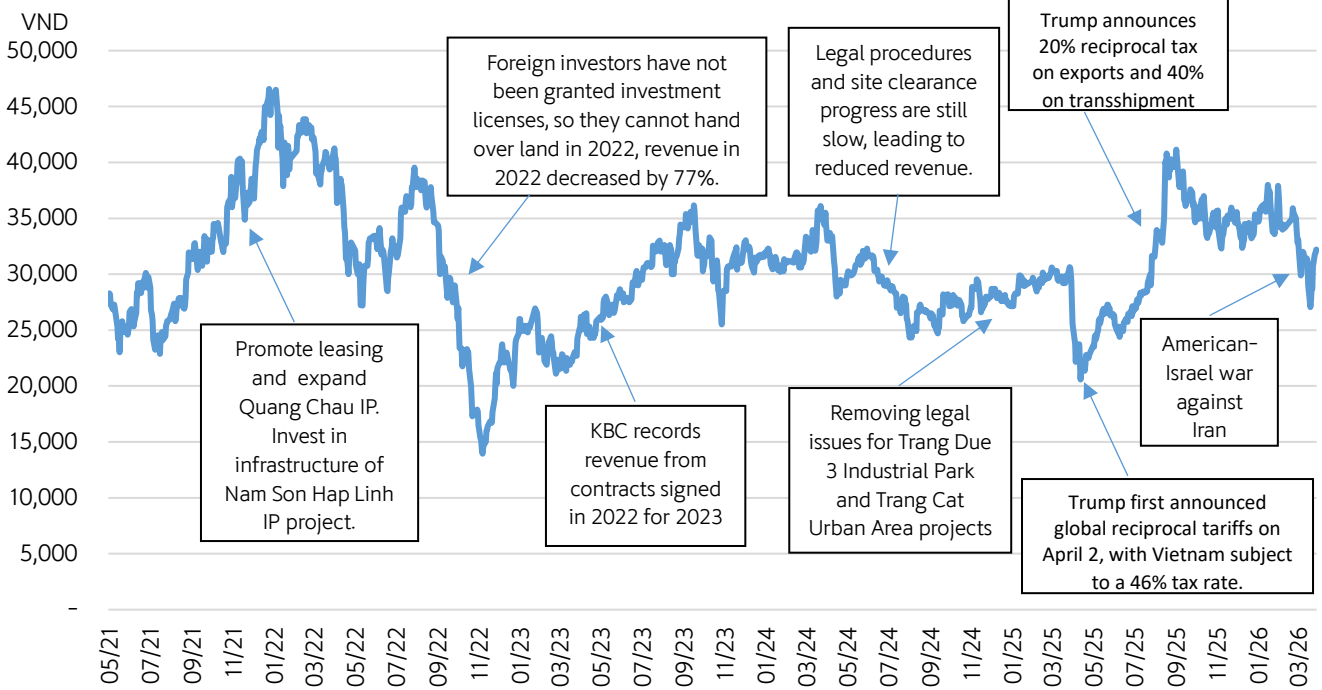


Source: Bloomberg data, Shinhan Securities Vietnam



Source: Bloomberg data, Shinhan Securities Vietnam

KBC's important events



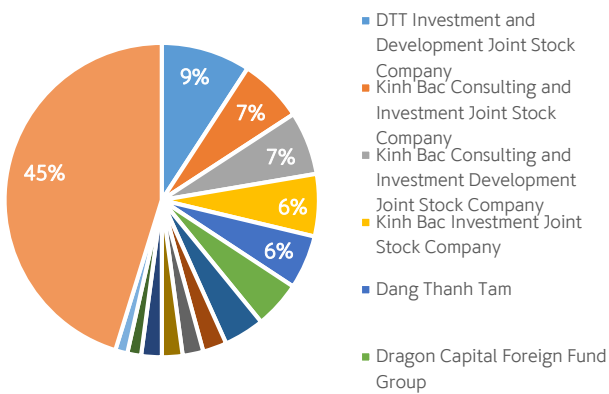
Source: Bloomberg, Company data, Shinhan Securities Vietnam

Company background

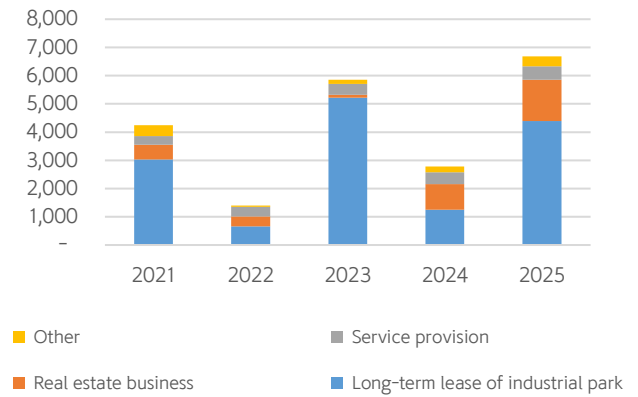
Company history

Kinh Bac City Development Holding Corporation (HoSE: KBC), established in 2002, is one of the leading industrial real estate development enterprises in Vietnam. KBC has experience working with and attracting leading FDI corporations in Vietnam. More than 90% of customers at KBC's industrial park are foreign corporations, from countries such as Japan, Taiwan, Korea, and China with big names such as Canon, Foxconn, LG... By the end of 2023, KBC owned a land fund of up to 6,611 ha of industrial park land from North to South.

Shareholder structure of KBC



KBC's revenue structure from 2021 – 2025 (billion VND)

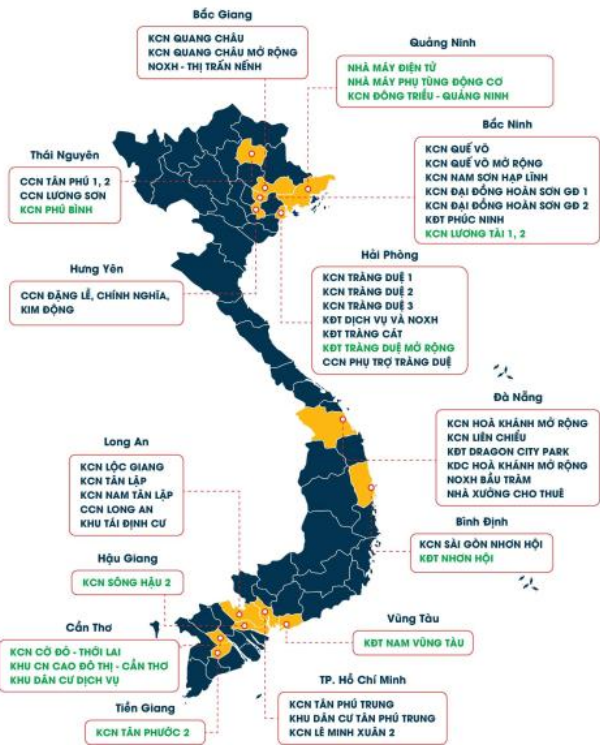


Source: Company report, Shinhan Vietnam Securities

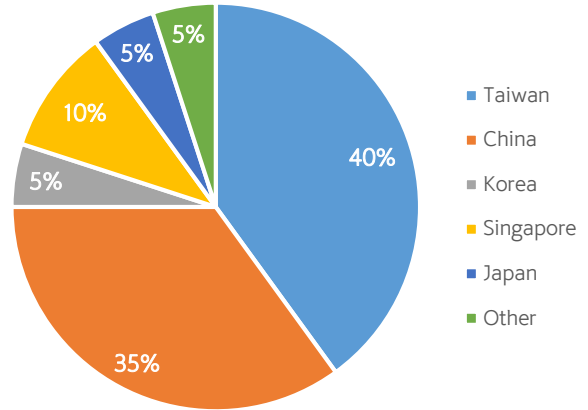
Kinh Bac is mostly owned by the Chairman of the Board of Directors Dang Thanh Tam and his related companies. Major shareholders account for 53% of the shareholder structure.

Kinh Bac's revenue mainly comes from long-term leasing of land and infrastructure in industrial parks, accounting for 50% - 70% of KBC's revenue structure. In addition, real estate business and service provision in industrial parks account for about 15% and 10%, respectively.

Overview of KBC's industrial parks in 2024



KBC's customer structure by country in 2025 (%)

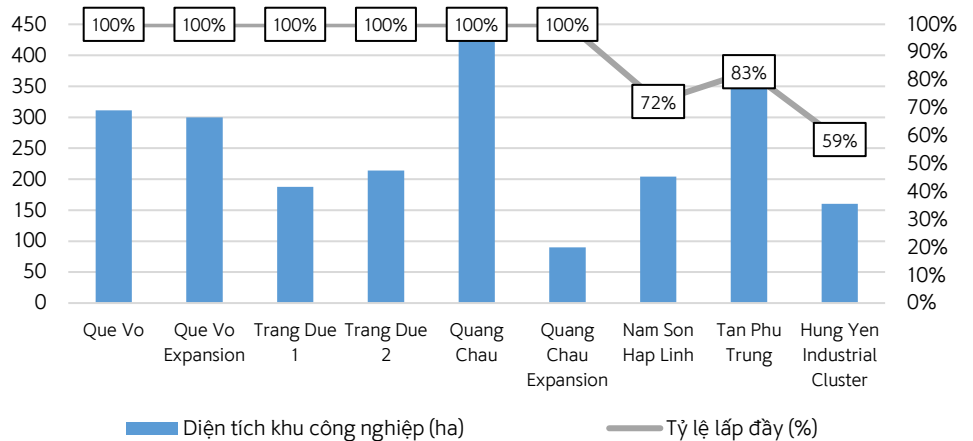


Source: Company report, Shinhan Vietnam Securities

KBC's projects are distributed in all three regions: North - Central - South, in large cities such as Bac Giang, Hai Phong, Da Nang, Ho Chi Minh, and Long An. Along with operating current projects, KBC is also establishing new projects in Hung Yen, Hai Duong, Quang Ninh, Tay Ninh, Vung Tau, Tien Giang,...

More than 90% of customers in KBC's industrial parks are foreign businesses from Japan, Taiwan, Korea, China, Hong Kong, etc. Some large corporations rent KBC industrial parks include Canon, Foxconn, LG, JA Solar, Luxshare – ICT, Goertek, Fuyu, Jufeng, and Ingrasys, ... Which customers from Taiwan and China are the main customer groups at KBC industrial parks.

Industrial parks area and occupancy rate of KBC's current operating industrial parks in 2025



Source: Company report, Shinhan Vietnam Securities

KBC's industrial parks are located mainly in big cities with high occupancy rates. Of the total 6,611 ha of industrial park land mentioned above, 05 industrial parks have a total area of 1,529 ha and achieve a 100% occupancy rate. Normally, it takes KBC about 6 years to reach an occupancy rate of over 90%.

Appendix: Financial Statements

Statement of financial position

Year to Dec. (bn VND)	2025	2026F	2027F	2028F	2029F
Total assets	69,751	86,086	92,095	97,739	105,020
Current assets	55,217	71,447	77,317	82,831	89,974
Cash & equivalents	8,387	21,907	26,486	30,431	35,690
Short-term financial asset	1,917	1,917	1,917	1,917	1,917
Accounts receivable	17,959	19,860	21,983	24,360	27,028
Inventories	26,955	27,763	26,931	26,123	25,339
Non-current assets	14,534	14,638	14,778	14,909	15,046
Net fixed assets	489	514	544	566	578
Investment assets	-	-	-	-	-
Other long-term assets	14,045	14,125	14,233	14,343	14,468
Total liabilities	43,006	52,916	54,648	55,668	58,059
Current liabilities	14,964	13,577	14,383	14,110	14,384
Accounts payable	595	562	579	571	575
Short-term borrowings	2,793	2,855	2,937	3,026	3,118
Others	11,576	10,159	10,867	10,513	10,690
Non-current liabilities	28,042	39,340	40,265	41,558	43,676
Long-term borrowings	25,845	37,087	37,899	38,792	39,718
Other financial liabilities	2,196	2,252	2,366	2,766	3,958
Total shareholders' equity	26,745	33,169	37,447	42,071	46,961
Charter capital	9,418	11,159	11,159	11,159	11,159
Capital surplus	5,163	6,905	6,905	6,905	6,905
Retained earnings	6,927	9,869	14,146	18,771	23,660
Other capital	3,336	3,336	3,336	3,336	3,336
Non-controlling interest equity	1,900	1,900	1,900	1,900	1,900
*Total debt	28,638	39,943	40,836	41,818	42,836
*Net debt (cash)	20,252	18,036	14,350	11,388	7,146

Source: Company data, Shinhan Securities Vietnam

Statement of cash flow

Year to Dec. (bn VND)	2025	2026F	2027F	2028F	2029F
Cash flow from operations	(18,053)	(688)	4,281	3,557	4,836
Net profit	2,925	4,549	6,330	6,793	7,145
Depreciation expense	163	84	93	103	112
(Gain) from investing activities	(622)	-	-	-	-
Interest expense/ income	(105)	(1,235)	(1,454)	(1,488)	(1,524)
Change in working capital	(20,172)	(2,804)	1,106	111	1,237
Others	(242)	(1,282)	(1,794)	(1,961)	(2,134)
Cash flow from investments	(2,247)	(109)	(124)	(124)	(124)
Change in fixed assets	(498)	(109)	(124)	(124)	(124)
Change in investment assets	133	-	-	-	-
Others	(1,881)	-	-	-	-
Cash flow from financing	22,120	10,834	422	512	547
Change in equity	4,164	-	-	-	-
Net borrowing	17,957	11,305	893	983	1,018
Dividends	(0)	(471)	(471)	(471)	(471)
Change in total cash	1,821	10,037	4,579	3,945	5,259
Beginning cash	6,566	8,387	21,907	26,486	30,431
Change in FX rates	-	-	-	-	-
Ending cash	8,387	18,424	26,486	30,431	35,690

Source: Company data, Shinhan Securities Vietnam

Statement of comprehensive income

Year to Dec. (bn VND)	2025	2026F	2027F	2028F	2029F
Revenue	6,687	12,491	16,235	17,867	18,507
Growth (%)	141%	87%	30%	10%	4%
COGS	(3,496)	(6,026)	(7,425)	(8,413)	(8,614)
Gross profit	3,191	6,465	8,810	9,454	9,893
GPM (%)	48%	52%	54%	53%	53%
SG&A	(750)	(1,362)	(1,606)	(1,724)	(1,782)
Operating profit	2,442	5,104	7,204	7,730	8,111
Growth (%)	237%	109%	41%	7%	5%
OPM (%)	37%	41%	44%	43%	44%
Non-operating profit	483	(555)	(874)	(938)	(966)
Financial income	681	279	153	100	86
Financial expense	(705)	(1,235)	(1,454)	(1,488)	(1,524)
In which: interest expenses	(639)	(1,235)	(1,454)	(1,488)	(1,524)
Net other non-operating profit	507	401	427	450	472
Pre-tax profit	2,925	4,549	6,330	6,793	7,145
Income tax	(698)	(1,009)	(1,404)	(1,507)	(1,585)
Net profit	2,227	3,540	4,926	5,286	5,560
Growth (%)	426%	59%	39%	7%	5%
NPM (%)	33%	28%	30%	30%	30%
Controlling interest	2,147	3,412	4,749	5,096	5,360
Non-controlling interest	80	127	177	190	200
EBIT	3,564	5,784	7,784	8,281	8,669
Growth (%)	260%	62%	35%	6%	5%
EBIT Margin (%)	53%	46%	48%	46%	47%
EBITDA	3,727	5,868	7,877	8,383	8,781
Growth (%)	223%	57%	34%	6%	5%
EBITDA Margin	56%	47%	49%	47%	47%

Source: Company data, Shinhan Securities Vietnam

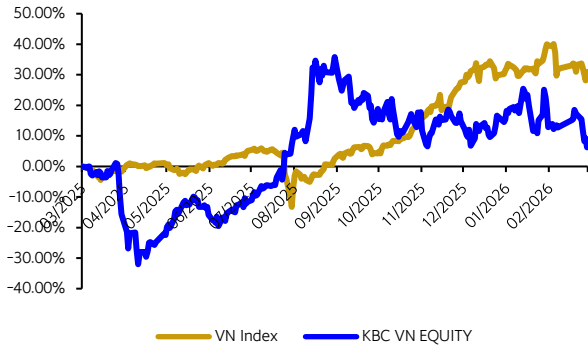
Key ratios

Year to Dec.	2025	2026F	2027F	2028F	2029F
EPS (VND)	2,500	3,624	5,042	5,411	5,692
BPS (VND)	28,932	33,203	37,745	42,656	47,847
DPS (VND)	0	500	500	500	500
PER (x)	14.26	7.98	5.73	5.34	5.08
PBR (x)	1.25	0.87	0.77	0.68	0.60
EV/EBITDA (x)	14.63	4.64	3.46	3.25	3.10
Dividend payout ratio (%)	0%	2%	1%	1%	1%
Dividend yield (%)	0%	2%	2%	2%	2%
Profitability					
EBITDA margin (%)	56%	47%	49%	47%	47%
OPM (%)	37%	41%	44%	43%	44%
NPM (%)	33%	28%	30%	30%	30%
ROA (%)	4%	5%	6%	6%	5%
ROE (%)	9%	12%	14%	13%	12%
Stability					
Debt to equity ratio (%)	107%	120%	109%	99%	91%
Net debt ratio (%)	543%	307%	182%	136%	81%
Cash ratio (%)	56%	161%	184%	216%	248%
Interest coverage ratio (x)	5.57	4.68	5.35	5.56	5.69
Activity (%)					
Inventory turnover (days)	1,114	799	615	542	507
Accounts receivable turnover (days)	839	535	453	452	480
Accounts payable turnover (days)	59	35	28	25	24

Source: Company data, Shinhan Securities Vietnam

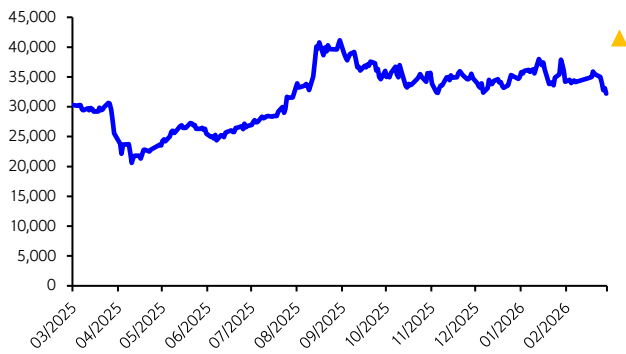
Kinh Bac City Development Holding Corporation (KBC)

Stock price



Date	Rating	TP (VND)	TP gap (%)	
			TB	TB
29/12/2023 (Initiate)	BUY	42,400	50	16/114
11/03/2024 (Update)	BUY	42,400	48	16/103
26/11/2024 (Update)	BUY	34,600	14	-5/43
24/03/2025 (Update)	BUY	38,000	25	5/57
17/07/2025 (Update)	BUY	38,100	48	22/90
28/08/2025 (Update)	HOLD	43,300	27	2/116
11/11/2025 (Update)	BUY	41,300	40	3/121
10/04/2026 (Update)	BUY	39,500	25	-8/97

Target price



Note: Calculation of target price gap based on past 12 months

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Stocks	Sector
<ul style="list-style-type: none"> ◆ BUY: Expected 12-month gain of 15% or more ◆ HOLD: Expected 12-month loss of 15% to gain of 15% ◆ SELL: Expected 12-month loss of 15% or more 	<ul style="list-style-type: none"> ◆ OVERWEIGHT: Based on market cap, largest share of sector stocks under coverage is rated BUY ◆ NEUTRAL: Based on market cap, largest share of sector stocks under coverage is rated HOLD ◆ UNDERWEIGHT: Based on market cap, largest share of sector stocks under coverage is rated SELL

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