

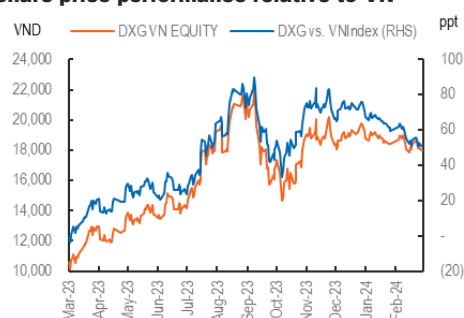
Vietnam: Property
12 March 2024
DXG VN
Hold-Outperform
TP upside 16.6%
Close 11 March 2024
Price VND 18,050
12M Target VND 20,700
What's new?

- ▶ We cut our target price by 39% from our previous estimate to VND20.7k.
- ▶ This reflects DXG's inability (up to now) to establish a robust foundation for its mid-term strategic plan.
- ▶ The company has paid the full LUR fee for DXH Riverside. Management targets obtaining the project's construction permit in 2Q24 and sales permit in 3Q24.

Our view

- ▶ DXH Riverside is a key potential upside catalyst, but the timing of its launch remains unclear.
- ▶ Relaunch of Gem Sky World could face challenges due to the company's tarnished reputation.
- ▶ Valuation cut by -39% after (1) excluding mid-term projects, (2) delaying development timelines, and (3) cutting our estimate for DXS.
- ▶ Downgrade to HOLD-Outperform. The market has discounted the negatives, but this year's key catalyst (DXH Riverside) is uncertain.

Company profile: DXG's roots are in the real estate agency business, where it operates a wide network of branches, subsidiaries, associated companies, and joint ventures nationwide. The company also engages in condominium development, civil works, and industrial property. DXG's two main revenue drivers are (i) sales of apartments, townhouses, and land lots; and (ii) real estate services.

Share price performance relative to VN


Market cap	USD 531 mn
6M avg. daily turnover	USD 15 mn
Outstanding shares	720 mn
Free float	49 %
FINI ownership	20 %
Major shareholders	51 %
FOL Room	29 %
4Q23 Net Debt / Equity	0.35x
Current P/B (x)	1.15x
2024F P/B (x)	1.28x
2025F P/B (x)	1.26x

Financial outlook (VND bn)

Year to Dec	2023A	2024E	2025E	2026E
Sales	3,706	4,544	5,529	10,909
Op. profit	738	1,027	1,408	2,327
PATMI	176	485	775	1,393
EPS (VND)	289	620	992	1,783
EPS chg (%)	-19%	115%	60%	80%
P/E (x)	66.22	30.76	19.24	10.69
P/B (x)	1.15	1.28	1.26	1.14
ROE (%)	1.1%	3.7%	5.6%	9.5%
Div. yield (%)	0.0%	0.0%	0.0%	0.0%

Sources: DXG, Bloomberg, Yuanta Vietnam

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Bloomberg code: YUTA

DXG (DXG VN)
Insufficient Fuel for Mid-term Flight Plan

Key Technical Obstacles Hindering a Successful Liftoff: (1) **Capital resources:** DXG failed to issue the planned CB of USD300mn to foreign investors. (2) **Technological capabilities:** DXG's tech efforts have not translated into tangible business benefits in the unfavorable market. (3) **Brand reputation:** DXG may struggle to add prestige to its brand among homebuyers, which has been significantly impacted by suboptimal management of its administrative risks.

DXH Riverside is this year's key project, in our view. DXG has fully paid the project's LUR fee and expects to obtain its construction permit in 2Q24 and sales permit in 3Q24. Our understanding is that the remaining 2,900 units of DXH Riverside will be launched subsequently. Other potential launches in 2024: Gem Riverside in HCMC and Opal Luxury in Binh Duong province (see p.5-6).

DXG targets significantly improved presales. DXG guides for 2024E contracted value of VND 16.2 trillion, a substantial increase from the trivial value of 2023, with the projected improvement attributable to the three launches discussed above. We have factored in a more conservative estimate of 2024E contracted value to reach VND 8.6 trillion, or 53% of guidance. DXH Riverside accounts for 63% of our estimate, reflecting the project's crucial role as an operational driver.

We downgrade our rating on DXG to HOLD-Outperform from the previous BUY after (1) excluding the value of 11 mid-term pipeline projects given lack of a robust foundation for their swift execution, (2) delaying the projected project development timelines vs. our previous assumptions, and (3) reducing our valuation for DXS to reflect the impact of the real estate market depression.

We set our new target price at VND 20,700 per share, which is -39% lower than our prior target. This implies +16.6% 12-month TSR. The market has discounted many of the negatives, in our view, but we see better value elsewhere in the sector (e.g., KDH & VHM). We have reined in our expectations for DXH Riverside, suggesting upside risk if management surprises operationally at this project.

ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES ARE LOCATED IN APPENDIX A.

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DXG is vulnerable to the challenges posed by the market.

Business Outlook: Cloudy Skies

DXG has reported disappointing results for two consecutive years. In 2022, the company's revenue plummeted to VND5,513 billion, (-45% YoY), while its PAT took an even harder hit, plunging 67% YoY to VND534 billion. The downward trend continued in 2023, with revenue contracting by a further 33% YoY to VND3,706 billion, and PAT nosediving 71% YoY to a mere VND154 billion.

The company faced substantial downturns in both of its core businesses -- property development and brokerage -- confirming its vulnerability to the challenges posed by the property market depression of 2022–2024.

Fig 1: DXG's earnings (2017–2023)

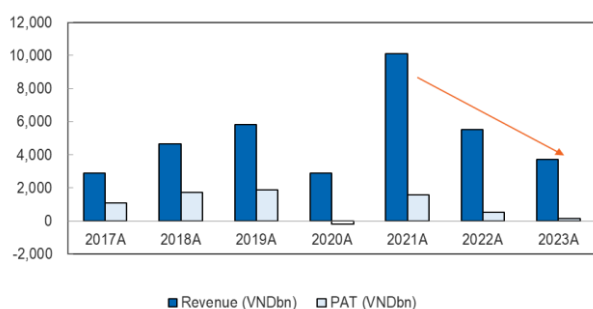
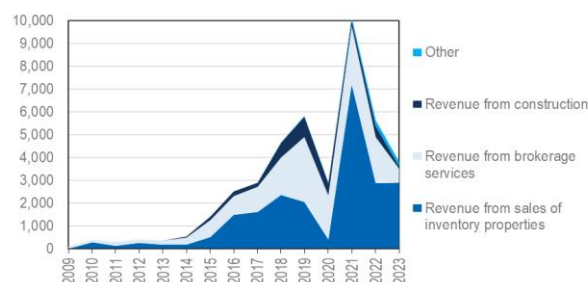


Fig 2: DXG's revenue breakdown



Source: Company data, Yuanta Vietnam

The following key factors contributed to DXG's operational underperformance:

- The recessionary phase significantly impacted homebuyer purchasing power. This is obviously true for all residential property developers.
- More specifically, DXG demonstrated weakness in terms of its risk management regarding administrative processes. For example, the Opal Skyline faced delays in delivering units to homebuyers due to prolonged procedures related to construction standards. As a result, deliveries were postponed from 4Q 2022 to 4Q 2023 -- and even 1H 2024.
- Additionally, despite acquiring "clean" land for the Gem Sky World project through an auction, DXG appears to have failed to fully comprehend or manage the risks related to the administrative requirements for selling units to homebuyers. Consequently, DXG did not deliver units to homebuyers on schedule.
- Due to both the prolonged administrative processes, DXG has not been able to launch any of the pipeline projects in line with its plans.

Fig 3: The plan that DXG failed to execute

No	Project	Location	Product	Total area (ha)	GFA (sqm)	GDV (VNDbn)	Launch date
1	Opal Skyline	Binh Duong	High-rise	1.00	135,000	3,780	2020Q4
1	Gem Sky World *	Dong Nai	Township	67.91	541,222	13,958	2020Q3
2	Gem Riverside	HCMC	High-rise	6.71	381,000	21,000	2024H2*
3	Opal Luxury	Binh Duong	High-rise	8.39	306,000	9,520	2024H2*
4	Opal City View	Binh Duong	High-rise	0.97	146,000	4,672	2026
5	Opal Central Park	Binh Duong	High-rise	1.19	146,000	4,672	2026
6	Lux Star	HCMC	High-rise	1.09	81,000	3,888	2026
7	DXH Park City	Binh Duong	High-rise	9.50	629,000	17,612	2026
8	Gem Premium	HCMC	High-rise	15.00	525,000	63,000	2027
9	Gem City	HCMC	High-rise	6.07	269,115	13,456	2027
Total				116.83	3,024,337	151,778	

Source: Company data, Yuanta Vietnam

Key Technical Hurdles Persist

... and it's more than just administrative frictions.

It would not be an understatement to submit the view that DXG has underperformed our expectations operationally. As we noted in our initiation report of September 2022, "Belief in management's execution ability (is) a crucial underlying assumption for our BUY call" (which we have downgraded with publication of this March 2024 report) but also the key risk.

DXG has widely missed our expectations and its own guidance, as illustrated in the table below.

Fig 4: Key Technical Hurdles Persist

What DXG planned...	... Vs what actually has happened
1. Capital resources, DXG planned to issue USD300mn in convertible bonds to foreign investors with a term of five years. <ul style="list-style-type: none"> The capital raised will be used to execute the newly launched projects (e.g., Gem Riverside, Lux Star, and Opal City View) and potentially to expand DXG's landbank (e.g., the acquisition of the 152 ha DXH Airport City project, which is in process now and may be completed in the next 12 months). DXG acquired a large portion of a high-rise phase at Vinhomes Star City in Thanh Hoa at a price of VND1.3tn. Additionally, DXG received investment approval for two township projects in Hau Giang (total area: c.140ha) and Vinh Phuc (380ha). 	1. DXG failed to raise USD300mn in convertible bonds to foreign investors. <ul style="list-style-type: none"> As a result, DXG is unable to proceed with its initial plan. Notably, no information is available to us regarding developments such as the 152ha DXH Airport City, the 140ha township in Hau Giang, and the 380ha project in Vinh Phuc provinces. Furthermore, DXG cancelled the acquisition of Vinhomes Star City Thanh Hoa, with Vinhomes agreeing to the return of DXG's deposit.
2. Technological Capabilities, DXG is one of the few pioneering developers which has invested in the PropTech ecosystem. <ul style="list-style-type: none"> We harbor no illusions that technology can directly generate revenue or garner market share from competitors. However, we continue to believe that DXG's digitization strategy should make a positive difference in its business operations going forward. 	2. Technological capabilities have not made a positive impact on business development when overall market conditions are unfavorable. <ul style="list-style-type: none"> Technological capability alone cannot insulate a real estate firm from the effects of an economic downturn. It did not provide DXG or DXS with a significant competitive advantage that allowed them to outperform their peers during challenging market conditions

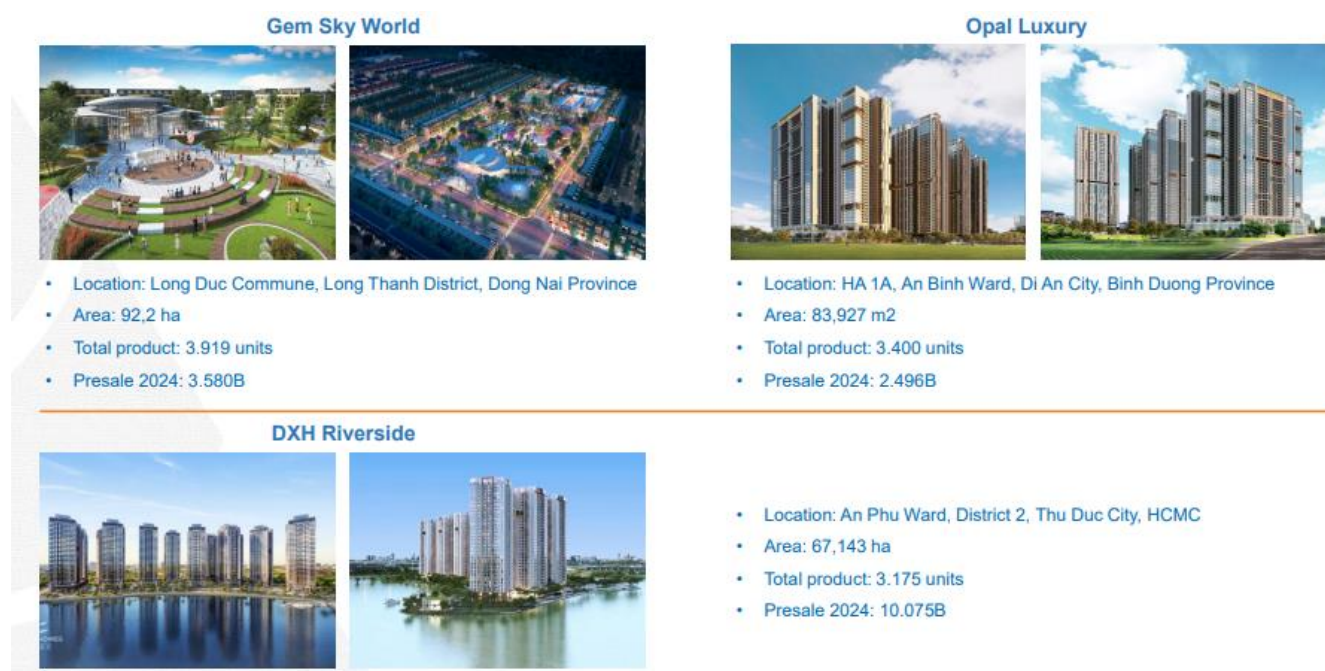
<p>3. Customer goodwill and brand prestige have taken a beating, in our opinion. With its 20 years of experience in the real estate market as a property brokerage (plus as a developer), DXG should be well positioned from a brand perspective, but the delayed unit deliveries have very likely hurt the company's brand among homebuyers. What can they do to rectify this?</p>	<p>3. Customer goodwill and improved brand prestige, DXG failed to build up a prestigious brand name.</p>
<ul style="list-style-type: none"> ○ We believe We believe that DXG should balance its short-term corporate benefits with customer goodwill. ○ We would be delighted to see management prove us wrong in terms of our relatively negative assessment of its execution capabilities in ongoing and upcoming projects. ○ We would also appreciate a more proactive approach from management in engaging with investors, enhancing transparency, and valuing the interests of minority shareholders.. 	<ul style="list-style-type: none"> ○ DXG's brand name has been negatively impacted by administrative issues at ongoing projects. For instance, the delays in delivering units to homebuyers at Opal Skyline project. ○ Also, administrative risks at the Gem Sky World project were poorly handled by DXG and then faced numerous protests. DXG partnered with commercial banks like VPBank to provide mortgages to buyers, using the Gem Sky World units as collateral assets. However, the project failed to meet requirements for signing SPAs with clients and using the units as mortgage collateral. Many buyers were forced to repay their entire mortgage or face being classified as bad debt by VPBank. ○ Although DXG has partially resolved the issue by obtaining the sales permit for phase 1, we believe it will be many challenges to restore its reputation and relaunch phase 2 successfully.

Source: Yuanta Vietnam

Earnings Outlook: A Hopeful Picture

DXG's strategy is to only focus on three projects in 2024. Specifically, it plans to launch two new projects -- 1) DXH Riverside (formerly Gem Riverside) in 2H24 and 2) Opal Luxury in 2H24; and it also plans to relaunch 3) Gem Sky World in 2Q24.

Fig 5: Launching plan in 2024



Source: Company data, Yuanta Vietnam

Gem Sky World. DXG has sold 2,351 units, or 60% of the total 3,919 units. For Phase 1, DXG has obtained approval to deliver 2,300 units to homebuyers. DXG has recognized revenue for 40% of the 60% of units that it has sold. For the remaining 20%, it plans to recognize revenues on 10% (i.e., a maximum of 400 units) in 2024.

For Phase 2, the company must complete all infrastructure facilities, including two schools and two social facilities, to obtain the sales permit. As of the beginning of March 2024, DXG has completed 80% of the construction works for the two schools. DXG plans to launch 900 units starting in April 2024, comprising a mix of 40% land plots and 60% landed houses (both shophouses and townhouses).

DXH Riverside. Management has confirmed full payment of the project's land use rights fees (including its adjusted 1/500 masterplan). Given this progress, the company plans to officially launch the project in 3Q24.

The project comprises 3,175 high-rise units across six buildings. In 2018–2019, DXG pre-sold 1.3K units at VND35–40 million per sqm, but due to the prolonged project delays, around 1K units were returned. Current market prices around DXH Riverside range from VND60–80million per sqm.

The project is now undergoing the construction permitting process to officially launch in 2H24, according to DXG's projection.

Other projects. DXG states that it has successfully addressed key administrative issues for three of its projects in Binh Duong province. Initially, the landbank for these projects was solely industrial. However, after two years of effort to resolve this issue, DXG acquired additional residential land area for all three projects. This change in land-type now meets the requirements to develop residential projects on this land, in accordance with the amended land law of 2024.

Fig 6: DXG project pipelines

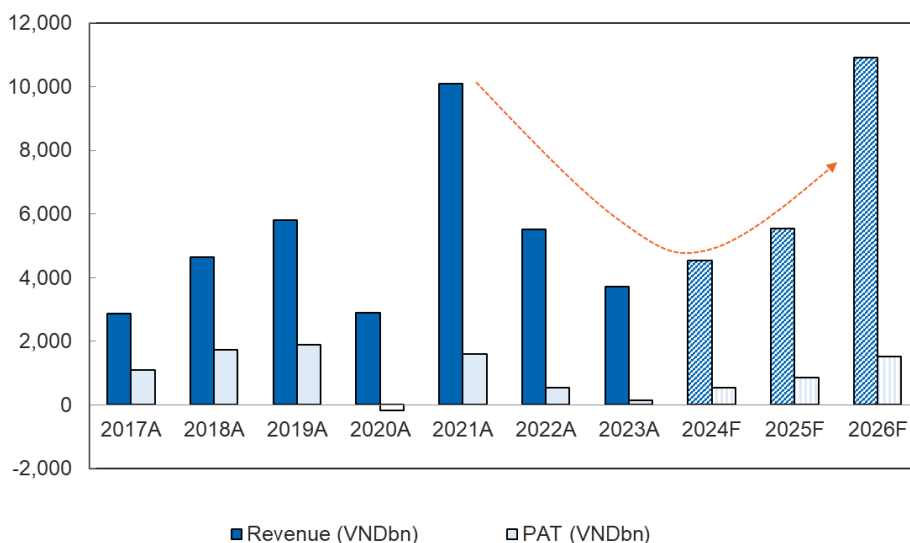
No	Project	Location	Product	Total area (ha)	GFA (sqm)	GDV (VNDbn)	Launch date	2022	2023	2024	2025	2026	2027	2028	2029
1	Opal Skyline	Binh Duong	High-rise	1.00	135,000	3,780	2020Q4								
1	Gem Sky World *	Dong Nai	Township	67.91	541,222	13,958	2020Q3								
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9	Gem City	HCMC	High-rise	6.07	269,115	13,456	2027								
Total				116.83	3,024,337	151,778									

* projected by DXG's management, the remaining projections are from YSVN.

Source: Company data, Yuenta Vietnam

Property market disruption is certainly possible, as we have seen over the past 2–3 years. But real demand driven by demographic trends is extremely hard to dislodge sustainably. This is especially true of the huge real demand for property in Hanoi, HCMC, and the nearby industrial provinces that are benefiting the most from urbanization. In its short-term development plans, DXG is only focusing on HCMC and two adjacent provinces -- Binh Duong and Dong Nai.

Fig 7: Earnings forecast (VNDbn)



Source: Company data, Yuenta Vietnam

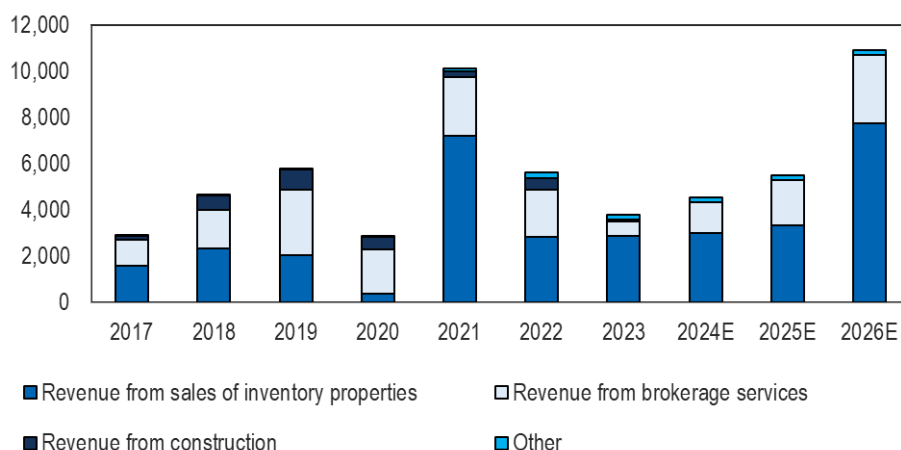
DXG expects to reach VND16.2tn in 2024 contracted value, a substantial turnaround from 2023. However, DXG hasn't been very transparent regarding its presales activities. Based on our observations in 2023, DXG appears to have only focused on selling the remaining units at Opal Skyline and Gem Sky World Phase 1, with the remaining units estimated to contribute presales value less than VND100bn.

We would be delighted to be proven wrong, but our assumption is far more conservative than guidance: we forecast DXG to achieve VND8.6tn in contracted value in 2024, or just 53% of its announced target.

DXG expects Gem Sky World, Opal Luxury, and DHX Riverside to contribute 22%, 15%, and 63%, respectively, to total contracted sales. New launches from Opal Luxury and DHX Riverside will contribute to DXG's earnings from 2026.

For 2024 earnings, only Opal Skyline (VND1.9tn) and Gem Sky World (VND1.2tn) will contribute to revenue. Additionally, we expect brokerage revenue to recover strongly from the 2022 low and to reach VND1.3tn (+2.2x YoY) in 2024E.

Fig 8: Revenue breakdown forecast (VND bn)



Source: Company data, Yuanta Vietnam

A hopeful picture: We believe DXG's shareholders can derive some level of confidence about their company's prospects based on: (1) the prime location of DHX Riverside, (2) the persistent housing shortage in HCMC, which incentivizes homebuyers even despite DXG's recently dented reputation. Additionally, (3) DHX Riverside's size may provide sufficient financial returns to boost DXG's ability to execute more rapidly on its pipeline projects; Our conservative estimates are for VND14tn in revenue and VND2.5tn in PAT in 2024E.

A potential upside catalyst for DXG's share price could be the generation of positive net cash flows from DHX Riverside. Improved financial strength could unlock DXG's potential, providing shareholders a clearer vision and timeline for upcoming projects compared to the current, rather dismal, scenario.

Fig 9: Pipeline projects

Mid-term plan

No	Project	Location	Product	Total area (ha)	GFA (sqm)	GDV (VNDbn)
1	Opal Tower	HCMC	Office	0.49	43,540	3,344
2	DXH Green Village	Hau Giang	Township	43.47	108,675	4,869
3	Lux Riverview	HCMC	High-rise	0.85	76,936	2,954
4	DXH New City	Vinh Phuc	Township	37.87	113,610	5,817
5	DXH Airport City	Dong Nai	Township	152.00	1,211,451	69,780
6	DXH Opal Village	Hau Giang	Township	47.20	118,000	5,286
7	DXH Gem City	Kien Giang	Township	80.70	201,750	9,038
8	Opal Centre Point	HCMC	High-rise	1.76	70,400	3,379
9	Palm City	HCMC	High-rise	7.41	106,564	6,820
10	Opal Riverview	HCMC	High-rise	1.25	500,000	2,400
11	Gem Tower	Dong Nai	High-rise	4.83	525,000	12,600
Total				377.83	3,075,926	126,287

Long-term plan

No	Project	Location	Product	Total area (ha)	GFA (sqm)	GDV (VNDbn)
1	Gem Green Bay	Khanh Hoa	Township	171.90	429,750	19,253
2	DXH Lux City	Hau Giang	Township	96.20	240,500	10,774
3	DXH Grand City	Long An	Township	1,421.00	4,263,000	190,982
4	Gem Central Bay	Binh Thuan	Township	89.00	222,500	11,392
5	DXH Mega City	Bac Giang	Township	360.00	1,080,000	55,296
6	DXH Opal Green City	Binh Phuoc	Township	300.00	750,000	28,800
7	Gem City Riverside	Quang Nam	Township	278.00	695,000	35,584
8	Gem Diamond Bay	Ninh Thuan	Township	915.00	2,287,500	117,120
Total				3,631.10	9,968,250	469,201

Source: Company data, Yuanta Vietnam

Valuation

We set our target price for DXG at VND 20,700 per share, implying 16.6% 12-month TSR. This is after cutting our target price by -39% from our previous, overly optimistic estimate. This negative revision is primarily due to our decision to exclude the value of 11 mid-term pipeline projects from our RNAV estimate. We think this is reasonable as the market is unlikely to discount the value of these projects given limited information about them and DXG's failure to build up a robust foundation for their swift execution, as discussed above.

Additionally, we have reduced our assumptions in two other critical aspects: (1) project development timelines in our model have been lengthened vs. our previous estimates, and (2) we have substantially decreased our estimate for DXS's valuation as it has been significantly impacted by the market's recessionary phase.

Fig 10: Valuation summary

No	Project	Ownership rate	Valuation approach	Project NPV (VNDbn)	Effective NPV (VNDbn)	Proportion of NAV (%)
1	Gem Sky World	100.0%	DCF	2,707	2,707	14.5%
2	Gem Riverside	100.0%	DCF	4,037	4,037	21.6%
3	Gem Premium	75.0%	DCF	2,627	1,970	10.6%
4	Opal City View	100.0%	DCF	674	674	3.6%
5	Opal Central Park	100.0%	DCF	403	403	2.2%
6	Lux Star	100.0%	DCF	333	333	1.8%
7	Opal Luxury	100.0%	DCF	727	727	3.9%
8	Other	100.0%	MV	5,023	5,023	26.9%
9	DXS	60%	MV	4,618	2,785	14.9%
Total project NPV					18,659	
+ CCE and ST investment (1)					1,593	
- Total debt (2)					-5,241	
NAV (VND bn)					15,011	
Fully diluted shares (billion shares) (3)					0.724	
Fair Value (VND/share)					20,700	
Upside					16.62%	
Current price					17,750	

Note: (1) CCE and ST Investment included VND1.2tn from 102 million shares at an issuance price of VND12,000 per share to existing shareholders, (2) excluding VND48bn of remaining CBs (3) excluded a private placement plan of 57 million shares.

Source: Company data, Yuanta Vietnam

Risks to our view

1. **Operational risks.** The property market is deep in a recessionary phase, which has stifled homebuyers' confidence and could lead to a longer presales slump than we currently assume.

In addition, market conditions do not always pan out as expected: unexpected macroeconomic events, economic growth, personal wealth and income expansion, and public investment in traffic infrastructure are all uncertain.

As such, developers may have to decrease selling prices to entice buyers to sign on the dotted line. Despite our positive view on DXG, the company is not immune from these industry risks. Consequently, costs could increase and market absorption could be delayed.

Furthermore, if the ongoing downturn persists for an even more prolonged period than we already expect, it could harm DXG's sales, earnings, and debt repayment capability.

2. **Valuation model risk.** We have pencilled in conservative ASP assumptions for DXG's projects as well as the timing of development progress (e.g., administrative processes, presales performance).
 - As always, the administrative process of project development, such as the land clearance compensation process and other legal approvals, could take longer than we expect.
 - We have excluded the potential value of projects in the mid-term plan given the information about these projects is hazy and DXG has not built up a robust foundation for their swift execution.
3. **Dilution risk.** DXG's BOD approved a private placement of 57 million shares, equivalent to 7.9% of current outstanding shares at VND15,000/share. The issuance is restricted from trading for at least one year, and proceeds will be used to increase DXG's ownership in DXS.

INCOME STATEMENT (VND'bn)	2022A	2023A	2024E	2025E	2026E
Net sales	5,512	3,706	4,544	5,529	10,909
Cost of sales	(2,542)	(2,013)	(2,339)	(2,595)	(5,362)
Gross Profit	2,970	1,693	2,205	2,935	5,547
Selling expenses	(1,057)	(583)	(601)	(776)	(1,649)
General and admin expenses	(1,083)	(372)	(577)	(751)	(1,571)
Operating profit/(loss)	830	738	1,027	1,408	2,327
Financial income	464	409	169	150	165
Financial expenses	(521)	(593)	(491)	(468)	(529)
Gain/(loss) from joint ventures	2	(112)	-	-	1
Net other income/(expenses)	(7)	16	(7)	16	(7)
Profit/(loss) before tax	768	458	697	1,107	1,956
Income tax expenses	(234)	(303)	(153)	(244)	(430)
Net profit/(loss) after tax	534	155	544	863	1,526
Minority interests	(319)	22	(59)	(89)	(133)
Attributable to parent company	215	176	485	775	1,393
EPS basis reported, VND	355	289	620	992	1,783
EPS fully diluted, VND	359	289	620	992	1,783

FINANCIAL RATIO	2022A	2023A	2024E	2025E	2026E
Growth (%)					
Revenue, growth	-45%	-33%	23%	22%	97%
Operating Income, growth	-69%	-11%	39%	37%	65%
PBT, growth	-69%	-40%	52%	59%	77%
EPS, growth	-82%	-19%	115%	60%	80%
Total Assets, growth	7%	-5%	4%	10%	6%
Equity, growth	5%	1%	7%	2%	8%
Profitability (%)					
Gross Profit Margin	54%	46%	49%	53%	51%
Operating Profit Margin	15%	20%	23%	25%	21%
Net Margin	10%	4%	12%	16%	14%
ROE	4%	1%	4%	6%	9%
ROA	2%	1%	2%	3%	4%
ROIC	7%	5%	6%	8%	12%
Efficiency (x)					
Receivable Turnover	0.48x	0.32x	0.41x	0.51x	1.05x
Inventory Turnover	0.20x	0.14x	0.16x	0.16x	0.30x
Payable Turnover	0.77x	0.67x	0.79x	0.57x	0.90x
Liquidity (x)					
Current ratio	2.23x	2.26x	2.23x	2.05x	2.12x
Quick Ratio	1.06x	1.01x	0.95x	0.92x	0.78x
Financial Structure (x)					
Total liabilities/Equity	1.15x	1.03x	0.98x	1.14x	1.08x
Total liabilities/Total Assets	0.54x	0.51x	0.49x	0.53x	0.52x
Debt/Equity	0.41x	0.37x	0.30x	0.33x	0.31x

BALANCE SHEET (VND'bn)	2022A	2023A	2024E	2025E	2026E
Total assets	30,320	28,795	29,946	33,077	34,926
Current Assets	27,371	26,234	27,338	30,185	32,168
Cash & cash equivalents	919	276	944	2,320	1,948
ST Investment	181	97	97	97	97
Accounts receivable	11,948	11,428	10,623	11,047	9,739
Inventories	14,031	14,139	15,509	16,439	19,837
Other current assets	292	294	165	281	547
Long-term Assets	2,949	2,561	2,608	2,892	2,758
Long-term trade receivables	147	149	167	185	399
Net fixed assets	394	372	283	252	215
LT Investment	506	394	394	394	394
LT assets other	1,902	1,645	1,764	2,061	1,749
Total Resources	30,320	28,794	29,946	33,077	34,925
Total Liabilities	16,236	14,604	14,805	17,606	18,161
Advances from customers	2,383	1,753	2,404	4,653	4,014
Accounts payable	1,149	767	967	1,029	2,171
ST debts	2,023	2,591	2,307	2,449	2,378
Other ST liabilities	6,700	6,517	6,608	6,563	6,586
Long term debt	3,748	2,699	2,264	2,646	2,752
Other LT debt	232	278	255	267	261
Shareholder's equity	14,084	14,190	15,141	15,470	16,765
Paid in capital	6,118	6,118	7,811	7,811	7,811
Share premium	80	80	11	11	11
Retained earnings	2,308	1,741	1,508	1,749	2,910
Other equity	739	1,469	1,469	1,469	1,469
Minority interest	4,840	4,783	4,342	4,431	4,564

CASH FLOW (VND'bn)	2022A	2023A	2024E	2025E	2026E
Begin cash of the year	2,738	919	276	944	2,711
Net profit before tax	768	458	697	1,107	1,956
Adjustments	458	357	491	468	529
Change in Working Capital	(5,130)	(1,946)	(139)	84	(2,790)
Cash from Operations	(3,904)	(1,131)	1,050	1,659	(304)
Capital Expenditures	(148)	(129)	89	32	36
Investments	(216)	(17)	-	-	-
Change in other	601	696	(160)	(304)	93
Cash from investments	237	550	(70)	(273)	129
Dividend Paid	(338)	(76)	-	-	(1)
Proceeds from issue of shares	417	29			
Net change in debt	1,769	(14)	(719)	524	35
Change in other	0	(0)	407	(143)	(231)
Cash from financing	1,848	(61)	(312)	381	(197)
Effect of FX differences	0	0	2	3	4
Net change in Cash	(1,819)	(643)	668	1,767	(372)
Ending cash balance	919	276	944	2,711	2,339

Source: Company data, Yuanta Vietnam

Appendix A: Important Disclosures

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