



# HHV Flash note - BUY

February 11, 2025

---



## Mr. Dat Do

(+84 28) 7300 7000 (x1043)

[datdt@acbs.com.vn](mailto:datdt@acbs.com.vn)

## Earnings Flash note

Recommendation

**BUY**
**HSX: HHV**
**Construction**

|                             |        |
|-----------------------------|--------|
| Target price (VND)          | 16,000 |
| Market price (VND)          | 12,550 |
| Expected share price return | 27.5%  |
| Expected dividend yield     | 0%     |
| Expected total return       | 27.5%  |

## Stock performance (%)

|          | YTD | 1M   | 3M   | 12M   |
|----------|-----|------|------|-------|
| Absolute | 9.0 | 11.4 | 14.3 | -13.1 |
| Relative | 8.8 | 10.5 | 12.4 | -22.9 |

Source: Bloomberg



## Ownership

B.O.T Hai Thach Investment  
JSC 16.09%

## Stock Statistics 10-Feb-24

| Bloomberg code             | HHV VN          |
|----------------------------|-----------------|
| 52-week range (VND)        | 9,810 – 15,429  |
| Shares O/S (m)             | 432             |
| Mkt cap (VND bn)           | 5,490           |
| Mkt cap (USD m)            | 216             |
| Est. Foreign room left (%) | 41.6            |
| Est. free float (%)        | 82.3            |
| 3m avg daily vol (shrs)    | 4,354,394       |
| VND/USD                    | 25,460          |
| Index: VNIIndex / HNX      | 1,269.61/227.98 |

## DEO CA TRAFFIC INFRASTRUCTURE INVESTMENT JSC (HHV VN)

HHV's 4Q2024 and 2024 business results were positive, aligning with ACBS's forecasts. Keep 2025 forecast and YE2025 target price nearly unchanged at VND16,000/share, upside 27.5%.

HHV announced its positive 4Q2024 business results, with revenue reaching VND1,010 bn (+17% YoY) and NPATMI standing at VND95.5 bn (+86% YoY). In 2024, the company recorded high growth with revenue of VND3,308 bn (+23% YoY) and NPATMI of VND405 bn (+22% YoY), completing 114% of profit target and 109% of our forecast. The primary drivers of HHV's growth were its two main business segments: BOT toll collection and construction services.

**BOT Segment:** Revenue for 2024 reached VND1,913 bn (+22% YoY) thanks to the growth in vehicle traffic through toll stations (ranging from 7% to 28% depending on the station) and the planned increase in road usage fees. In 4Q2024, HHV acquired the entire 38% stake of Deo Ca Group in Cam Lam - Vinh Hao Expressway JSC.

**Construction Segment:** Revenue was recorded at VND1,151 bn (+10% YoY), driven by the accelerated construction progress at key projects such as Quang Ngai – Hoai Nhon, Cam Lam–Vinh Hao, Lien Chieu Port Connector Road, and the coastal road in Binh Dinh.

**Gross Profit Margin:** HHV's gross profit margin remained stable at around 40% in 2024, similar to 2023. Specifically, the BOT segment saw an improvement, rising from 61.8% to 65.5%, attributed to increased vehicle traffic and higher toll fees. Meanwhile, the construction segment experienced a drop in gross profit margin from 9.8% to 6.5% due to the nature of the projects undertaken in 2024, which were awarded through direct appointment and had less complex construction techniques, resulting in lower profit margins compared to the same period last year.

**At the end of 2024, HHV's backlog was recorded at over VND2,500 bn, nearly 2.5 times the revenue of the construction segment for 2024.** This backlog provides a foundation for continued growth in the 2025-2026 period as projects reach completion stages. In 2025, HHV aims to complete the Quang Ngai – Hoai Nhon project and focus on accelerating the implementation of the Dong Dang – Tra Linh project. In 4Q2024, HHV approved the increase of its ownership in the Dong Dang - Tra Linh Expressway project from 15% to 40%.

**Quick comments:** We keep our 2025 forecast nearly unchanged with revenue of nearly VND3,792 bn (+14.6% YoY) and NPATMI of more than VND420 bn (+9.9% YoY). Our YE2025 target price was maintained at VND16,000/share. Reiterate our Buy recommendation for this stock.

|                           | 2022  | 2023   | 2024U | 2025F | 2026F |
|---------------------------|-------|--------|-------|-------|-------|
| Net Sales (VNDbn)         | 2,095 | 2,686  | 3,308 | 3,792 | 4,187 |
| Growth                    | 12.6% | 28.2%  | 23.1% | 14.6% | 10.4% |
| EBITDA (VNDbn)            | 1,277 | 1,411  | 1,639 | 1,697 | 1,899 |
| Growth                    | 16.9% | 10.5%  | 16.1% | 3.5%  | 11.9% |
| PATMI (VNDbn)             | 264   | 322    | 405   | 420   | 519   |
| Growth                    | -1.5% | 22.0%  | 25.7% | 9.9%  | 23.7% |
| EPS (bonus-adjusted, VND) | 929   | 678    | 716   | 971   | 1,202 |
| Growth                    | 75.2% | -27.0% | 5.6%  | 35.6% | 23.7% |
| ROE                       | 3.3%  | 3.8%   | 4.8%  | 4.1%  | 4.8%  |
| ROA                       | 0.8%  | 0.9%   | 1.0%  | 1.0%  | 1.2%  |
| Net debt/EBITDA (times)   | 15.9  | 14.2   | 11.4  | 9.6   | 8.1   |
| EV/EBITDA (times)         | 19.9  | 17.9   | 15.6  | 12.7  | 10.9  |
| PER (times)               | 12.3  | 13.2   | 13.5  | 16.5  | 13.3  |
| PBR (times)               | 0.6   | 0.9    | 1.0   | 0.8   | 0.7   |
| DPS (VND)                 | 0     | 0      | 0     | 0     | 0     |
| Dividend yield            | 0%    | 0%     | 0%    | 0%    | 0%    |

Table: 4Q2024 and 2024 business results

| Unit: VNDbn        | 4Q2023 | 4Q2024 | YoY growth | 2023  | 2024  | YoY growth | 2024 Target | % Completion |
|--------------------|--------|--------|------------|-------|-------|------------|-------------|--------------|
| Net revenue        | 861    | 1,010  | +17%       | 2,686 | 3,308 | +23%       | 3,146       | 105%         |
| Gross profit       | 233    | 332    | +43%       | 1,080 | 1,344 | +24%       |             |              |
| Financial income   | 6      | 15     | +151%      | 26    | 48    | +86%       |             |              |
| Financial expenses | 163    | 205    | +26%       | 667   | 814   | +22%       |             |              |
| SG&A expenses      | 17     | 19     | +15%       | 61    | 72    | +18%       |             |              |
| NPAT               | 53     | 106    | +101%      | 364   | 473   | +30%       |             |              |
| NPATMI             | 51     | 95     | +86%       | 322   | 405   | +26%       | 355         | 114%         |

Source: HHV, ACBS.

Table 2: List of backlog

| Projects                        | Total investment (VND bn) | Time of execution | Contract value (VND bn) | Remaining value (VND bn) | Output Q4/2024 (VND bn) | Sales in 4Q2024 (VND bn) |
|---------------------------------|---------------------------|-------------------|-------------------------|--------------------------|-------------------------|--------------------------|
| Cam Lam-Vinh Hao Expressway     | 8,925                     | 2021-2024         | 932                     | 0                        |                         | 69                       |
| Quang Ngai-Hoai Nhon Expressway | 20,470                    | 2023-2024         | 1,671                   | 502                      | 151                     | 249                      |
| Binh Dinh coastal road          | 1,081                     | 2022-2024         | 590                     | 172                      | 28                      | 38                       |
| Lien Chieu Port Connecting Road | 1,203                     | 2023-2025         | 148                     | 88                       | 16                      | 17                       |
| Dong Dang - Tra Linh Expressway | 14,331                    | 2024-2026         | 1,735                   | 1,735                    |                         | Start from 2025          |

Sources: HHV, ACBS.

### CONTACTS

#### Ho Chi Minh City Head Office

117 Nguyen Dinh Chieu, Dist. 3, Ho Chi Minh City  
Tel: (+84 28) 7300 7000  
Fax: (+84 28) 7300 3751

#### Hanoi Office

10 Phan Chu Trinh, Hoan Kiem Dist., Ha Noi  
Tel: (+84 4) 3942 9395  
Fax: (+84 4) 3942 9407

### RESEARCH DEPARTMENT

#### Head of Research

##### Trang Do

(+84 28) 7300 7000 (x1041)  
[trangdm@acbs.com.vn](mailto:trangdm@acbs.com.vn)

##### Manager – Properties Truc Pham

(+84 28) 7300 7000 (x1043)  
[trucptt@acbs.com.vn](mailto:trucptt@acbs.com.vn)

##### Manager – Financials Hung Cao

(+84 28) 7300 7000 (x1049)  
[hungcv@acbs.com.vn](mailto:hungcv@acbs.com.vn)

##### Manager – Consumer-related, Technology

**Chi Luong**  
(+84 28) 7300 7000 (x1042)  
[chiltk@acbs.com.vn](mailto:chiltk@acbs.com.vn)

##### Associate – Oil & Gas Hung Phan

(+84 28) 7300 7000 (x1044)  
[hungpv@acbs.com.vn](mailto:hungpv@acbs.com.vn)

##### Associate – Industrials Trung Tran

(+84 28) 7300 7000 (x1045)  
[trungtn@acbs.com.vn](mailto:trungtn@acbs.com.vn)

##### Associate – Utilities Toan Pham

(+84 28) 7300 7000 (x1051)  
[toanpd@acbs.com.vn](mailto:toanpd@acbs.com.vn)

##### Associate – Macro & Money Market

**Minh Trinh Viet**  
(+84 28) 7300 7000 (x1046)  
[minhtvh@acbs.com.vn](mailto:minhtvh@acbs.com.vn)

##### Associate - Logistic Hung Nguyen

(+84 28) 7300 7000 (x1047)  
[hungnt@acbs.com.vn](mailto:hungnt@acbs.com.vn)

##### Associate – Construction Dat Do

(+84 28) 7300 7000 (x1048)  
[datdt@acbs.com.vn](mailto:datdt@acbs.com.vn)

##### Analyst – Technical Huu Vo

(+84 28) 7300 7000 (x1052)  
[huvvp@acbs.com.vn](mailto:huvvp@acbs.com.vn)

##### Analyst – Market data Anh Mai

(+84 28) 7300 7000 (x1110)  
[anhmd@acbs.com.vn](mailto:anhmd@acbs.com.vn)

### INSTITUTIONAL CLIENT DIVISION

#### Director

##### Huong Chu

(+84 28) 7300 7000 (x1083)  
[huongctk@acbs.com.vn](mailto:huongctk@acbs.com.vn)  
[groupis@acbs.com.vn](mailto:groupis@acbs.com.vn)

##### Associate Thanh Tran

(+84 28) 7300 6879 (x1120)  
[thanhtt@acbs.com.vn](mailto:thanhtt@acbs.com.vn)

##### Associate

##### Huynh Nguyen

(+84 28) 7300 6879 (x1088)  
[huynhntn@acbs.com.vn](mailto:huynhntn@acbs.com.vn)

## DISCLAIMER

### Our Recommendation System

**BUY:** Expected prospective total return (including dividends) in VND will be 20% or more within 12 months

**OUTPERFORM:** Expected prospective total return (including dividends) in VND will be from 10% to 20% within 12 months

**NEUTRAL:** Expected prospective total return (including dividends) in VND will be from -10% to 10% within 12 months

**UNDERPERFORM:** Expected prospective total return (including dividends) in VND will be from -20% to -10% within 12 months

**SELL:** Expected prospective total return (including dividends) in VND will be less than -20% within 12 months

### Analyst Certification(s)

We, the author(s) of this report, hereby certify (1) that the views expressed in this research report accurately reflect our personal views about any or all of the subject securities or issuers referred to in this research report and (2) no part of our compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

### Important Disclosures

ACBS and/or an affiliate thereof (hereby collectively called ACBS) did or may seek to do business with companies covered in this report as its routine business. ACBS's proprietary trading accounts may have a position in such companies' securities. As a result, the investor should be aware that ACBS may have a conflict of interest from time to time.

ACBS produces a variety of research products including, but not limited to, fundamental analysis, equity-linked analysis, quantitative analysis, and trade ideas. Recommendations contained in one type of research product may differ from recommendations contained in other types of research products, whether as a result of differing time horizons, methodologies, or otherwise.

### Disclaimer

This report is provided for information purposes only. ACBS makes no express or implied warranties, and expressly disclaims all warranties of merchantability or fitness for a particular purpose or use with respect to any data included in this report. ACBS will not treat unauthorized recipients of this report as its clients. Prices shown (if any) are indicative and ACBS is not offering to buy or sell or soliciting offers to buy or sell any financial instrument. **Without limiting any of the foregoing and to the extent permitted by law, in no event shall ACBS, nor any affiliate, nor any of their respective officers, directors, partners, or employees have any liability for (a) any special, punitive, indirect, or consequential damages; or (b) any lost profits, lost revenue, loss of anticipated savings or loss of opportunity or other financial loss, even if notified of the possibility of such damages, arising from any use of this report or its contents.** Other than disclosures relating to ACBS, the information contained in this report has been obtained from sources that ACBS believes to be reliable, but ACBS does not represent or warrant that it is accurate or complete. The views in this report are subject to change, and ACBS has no obligation to update its opinions or the information in this report.

**Some parts of this report reflect the assumptions, views and analytical methods of the analysts who prepared them, and ACBS is not responsible for any error of their works and assumptions. ACBS may have issued, and may in the future issue, other reports that are inconsistent with, and reach different conclusions from, the information presented in this report.**

The analyst recommendations in this report reflect solely and exclusively those of the author(s), and such opinions were prepared independently of any other interests, including those of ACBS. This report does not constitute personal investment advice or take into account the individual financial circumstances or objectives of the investors who receive it. The securities discussed herein may not be suitable for all investors. ACBS recommends that investors independently evaluate each issuer, securities or instrument discussed herein and consult any independent advisors they believe necessary. The value of and income from any investment may fluctuate from day to day as a result of changes in relevant economic markets (including changes in market liquidity). The information herein is not intended to predict actual results, which may differ substantially from those reflected. Past performance is not necessarily indicative of future results.

**This report may not be distributed to the public media or used by the public media without prior written consent of ACBS. Otherwise it will be considered as illegal. The breacher shall compensate fully to ACBS any loss or damage which arises from such breach (if any).**

In the event that the distribution and/or receipt of this report is prohibited by the investor's jurisdiction, the investor shall dismiss this report immediately otherwise it will be at his/her own risks.

ACBS does not provide tax advice and nothing contained herein should be construed to be tax advice. Accordingly, the investors should seek advice based on their particular circumstances from an independent tax advisor. This report may contain links to third-party websites. ACBS is not responsible for the content of any third-party website or any linked content contained in a third-party website. Content contained on such third-party websites is not part of this report and is not incorporated by reference into this report. The inclusion of a link in this report does not imply any endorsement by ACBS. Access to any third-party website is at the investor's own risks, and the investor should always review the terms and privacy policies at third-party websites before submitting any personal information to them. ACBS is not responsible for such terms and privacy policies and expressly disclaims any liability for them.

© Copyright ACBS (2025). All rights reserved. No part of this report may be reproduced in any manner without the prior written permission of ACBS.