



# CTD Flash note - OUTPERFORM

February 11, 2025

---



## Mr. Dat Do

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

## Earnings Flash note

Recommendation **OUTPERFORM**

HSX: **CTD**

**Construction**

Target price (VND)	<b>96,000</b>
Market price (VND)	<b>81,600</b>
Expected share price return	17.6%
Expected dividend yield	1.0%
Expected total return	<b>18.6%</b>

## Stock performance (%)

	YTD	1M	3M	12M
Absolute	19.2	17.2	21.6	25.2
Relative	18.8	15.9	19.4	16.2

Source: Bloomberg



## Ownership

Kustocem Pte. Ltd	17.9%
Thanh Cong Business and Investment Ltd.	14.4%
The8th Pte. Ltd.	10.6%
KIMC	8.1%

## Stock Statistics 10-Feb-24

Bloomberg code	<b>CTD VN</b>
52-week range (VND)	57,300 – 83,300
Shares O/S (m)	100
Mkt cap (VND bn)	8,184
Mkt cap (USD m)	321
Est. Foreign room left (%)	0
Est. free float (%)	58.2
3m avg daily vol (shrs)	890,484
VND/USD	25,502
Index: VNIIndex / HNX	1,271.48/229.13

## COTECCONS CONSTRUCTION JSC (CTD VN)

CTD (Fiscal Year (FY): 01/07/2024 – 30/06/2025) achieved robust growth in the first two quarters of the new fiscal year, propelled by the resurgence in construction activities, especially the industrial construction segment, and enhanced cost management. The current financial performance surpassed our projections, achieving 70% of the annual forecast thanks to a higher-than-expected backlog. Change our rating from Buy to Outperform as stock price has increased by 16% since our initial report in 07/2024.

In 2H2024, CTD reported total revenue of VND11,645 bn (19% YoY). The primary contribution to this revenue came from construction activities which accounted for 98% of the total revenue. This growth was mainly driven by key projects, including The Infinity, Ecopark Sky Forest, the Suntory Pepsico plant, and the Thuy Van Road renovation project.

After deducting the cost of goods sold, CTD achieved a gross profit of VND407 bn, (+51% YoY). The gross profit margin improved by 0.7%, rising from 2.8% to 3.5%, largely due to the higher contribution from the industrial construction segment which has a higher gross profit margin. Moreover, CTD enhanced its operational efficiency via reducing the selling and administrative expenses to revenue ratio from 2.1% to 1.9% compared to the same period last year. Consequently, CTD recorded a NPATMI of VND199 bn (+47% YoY), achieving 47% of its annual target and 70% of ACBS's forecast.

In 4Q2024, CTD successfully repaid VND432 bn in principal and approximately VND20.7 bn in interest on a three-year bond issued on January 14, 2022. Following this repayment, CTD no longer has no bond outstanding and the remaining financial obligations being short-term bank loans. Cash and cash equivalents maintained at a high level, exceeding VND2,478 bn (-13% YTD). The net debt-to-equity ratio improved significantly, dropping from 7% to 2% in 2H2024. CTD continues to be the construction industry leader with the lowest net debt ratios.

In 2H2024, CTD's accounts receivable reached over VND14,211 bn (+14% YTD), accounting for more than 52% of total assets, primarily driven by short-term receivables from customers. CTD has made provisions of nearly VND1,424 bn for doubtful short-term receivables.

**Quick comments:** The 2H2024 business result of CTD exceeded our previous forecast. As a result, we will review our 2025 forecast and reassess the stock valuation in the next update report.

	2022	2023	6M24	6M25F(*)	6M26F(*)
Net Sales (VNDbn)	14,539	16,530	21,045	21,337	25,977
Growth	60.0%	14.0%	30.8%	1.3%	21.7%
EBITDA (VNDbn)	-142	126	268	331	383
Growth	-4.0%	N/A	84.1%	23.5%	15.7%
PATMI (VNDbn)	21	188	309	283	326
Growth	-14.0%	804.0%	63.0%	-8.4%	15.1%
EPS (bonus-adjusted, VND)	263	1,814	3,320	2,721	3,133
Growth	-13.0%	590.0%	83.2%	-18.0%	15.1%
ROE	0.3%	2.3%	3.3%	3.2%	3.5%
ROA	-1.3%	0.1%	1.3%	1.2%	1.3%
Net debt/EBITDA (times)	12.7	-31.9	-10.5	-12.1	-8.7
EV/EBITDA (times)	-37.0	40.7	20.9	16.5	14.3
PER (times)	252.3	36.8	36.2	35.7	31.0
PBR (times)	0.3	0.6	1.1	1.1	1.1
DPS (VND)	0	0	0	1,000	N/A
Dividend yield	0%	0%	0%	1.0%	N/A

Note: (\*) New update will be in next report.

**Table: 4Q2024 and 2H2024 business results**

Unit: VND bn	4Q2023	4Q2024	YoY growth	2H2023	2H2024	YoY growth
Net revenue	5,660	6,886	+22%	9,784	11,645	+19%
Gross profit	169	202	+19%	269	407	+51%
Financial income	67	57	-16%	169	128	-24%
Financial expenses	31	34	+10%	63	73	+15%
SG&A expenses	122	106	-13%	205	224	+9%
NPAT	67	106	+59%	135	199	+47%
NPATMI	67	106	+59%	135	199	+47%

Sources: CTD, 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.