



# CTD Flash note - OUTPERFORM

May 19, 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)** **96,000**
**Market price (VND)** **81,000**
**Expected share price return** **18.5%**
**Expected dividend yield** **1.0%**
**Expected total return** **19.5%**

## Stock performance (%)

	YTD	1M	3M	12M
Absolute	20.4	5.7	-12.1	20.9
Relative	16.9	-2.1	-14.4	16.3

Source: Bloomberg



## Ownership

Kustocem Pte. Ltd	17.9%
Thanh Cong Business and Investment Ltd.	14.4%
The8th Pte. Ltd.	10.6%
KIMC	7.9%

## Stock Statistics 16-May-24

**Bloomberg code** **CTD VN**

52-week range (VND) 57,300 - 97,800

Shares O/S (m) 100

Mkt cap (VND bn) 8,264

Mkt cap (USD m) 324

Est. Foreign room left (%) 0.8

Est. free float (%) 55.6

3m avg daily vol (shrs) 1,494,195

VND/USD 25,502

Index: VNIndex / HNX 1304.09/217.94

## COTECCONS CONSTRUCTION JSC (CTD VN)

**CTD (Fiscal Year (FY): 01/07/2024 – 30/06/2025)** reported the third-quarter financial results (1Q2025) with a slight decline in core operating profit, primarily driven by a lower gross profit margin. However, in 9M2025FY, NPAT reached VND255 bn (+5.8% YoY), fulfilling 59.3% of its annual target and 90% of our forecast. Tariff policies could impact the construction demand from CTD's FDI clients who are increasingly contributing significantly to the CTD's profits. We will review the impact once official tariff decisions are announced. Currently, we maintain our earnings forecast and Outperform rating for CTD stock, with the target price of VND96,000 per share.

In 1Q2025, CTD recorded net revenue of VND5,003 bn (+7.2% YoY), but NPAT of VND57 bn (-45.5% YoY), primarily due to a gross profit margin contraction to 3.1%, compared to 4.7% in the same period last year. Additionally, the company did not recognize any profit from non-core business activities this quarter, vs. VND65 bn from acquiring an M&E company and a design and aluminum-glass installation firm last year. Excluding non-core operating profit, CTD's net profit in 1Q2025 still reported a 7% YoY decline. For 9M FY2025 (01/07/2024 – 31/03/2025), CTD achieved net revenue of VND16,647 bn (+15.2% YoY) and NPAT of VND 255 bn (+5.8% YoY), fulfilling 66.6% of its revenue target and 59.3% of its profit target, and 78% and 90% of our forecast, respectively.

In 1Q2025, CTD secured new contracts worth VND6,200 bn, bringing the total value of newly signed contracts in 9MFY2025 to VND23,000 bn, fulfilling 79% of its annual target. End of 1Q2025, CTD's backlog reached nearly VND37,000 bn, ensuring a robust pipeline for upcoming quarters. Notably, the "repeat sales" strategy continues to demonstrate effectiveness, with major clients such as Vingroup, Sun Group, Ecopark, and CapitalLand signing new contracts, accounting for 69% of total projects. Additionally, CTD expanded successfully into the infrastructure and public investment sector, securing key projects like parking lot in Long Thanh International Airport and Vietnam National University – Ho Chi Minh City.

In 1Q2025, CTD's accounts receivable totaled VND13,619 bn (-3.4% YTD), representing 52% of total assets, primarily from short-term receivables from customers. The company set aside VND1,449 bn for provisions for doubtful short-term receivables. Although the net debt-to-equity ratio increased from 2% by the end of 2024 to 10%, CTD remains the construction sector's leader in maintaining a low net debt ratio, reinforcing its financial stability.

**Our YE2025 target price was maintained at VND96,000/share. Reiterate our Outperform recommendation for this stock.**

	2022	2023	FY2024(*)	FY2025(*)	FY2026(*)
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: FY (\*): financial year

Table: CTD's business results

Unit: VND bn	1Q2024	1Q2025	YoY growth	01/07/2023- 31/03/2024	01/07/2024- 31/03/2025	YoY growth
Net revenue	4,666	5,003	7%	14,450	16,647	15%
Gross profit	221	156	-29%	490	559	14%
Financial income	42	56	34%	210	184	-13%
Financial expenses	-11	-45	291%	-75	-118	58%
SG&A expenses	-181	-102	-44%	-386	-322	-17%
NPAT	105	57	-46%	241	255	6%
NPATMI	105	57	-46%	241	255	6%

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)

### 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

##### 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.