

## Pham Duc Toan

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## Update

Recommendation

**BUY**

**HOSE: HDG**

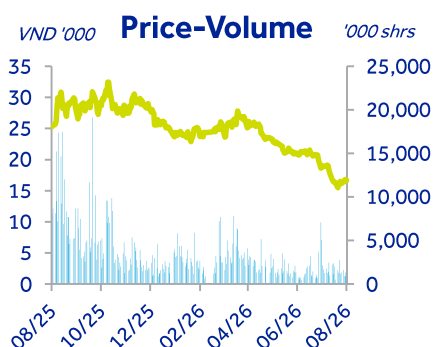
Conglomerate

|                             |        |
|-----------------------------|--------|
| Target price (VND)          | 24,000 |
| Market price (VND)          | 16,550 |
| Expected share price return | 45.0%  |
| Expected dividend yield     | 0.0%   |
| Expected total return       | 45.0%  |

## Stock performance (%)

|          | YTD   | 1M    | 3M    | 12M   |
|----------|-------|-------|-------|-------|
| Absolute | -31.7 | -11.0 | -28.9 | -31.3 |
| Relative | -32.3 | -7.1  | -23.3 | -45.7 |

Source: Bloomberg



## Ownership

|                 |     |
|-----------------|-----|
| Ng. Trong Thong | 32% |
| PYN Elite Fund  | 9%  |
| Ng. Van To      | 8%  |

## Stock Statistics 07-Aug-26

| Bloomberg code              | HDG VN          |
|-----------------------------|-----------------|
| 52-week range (VND)         | 15,200 – 33,091 |
| Shares O/S (m)              | 407             |
| Mkt cap (VND bn)            | 6,776           |
| Mkt cap (USD m)             | 271             |
| Est. Foreign room left ( %) | 34              |
| Est. free float ( %)        | 59              |
| 3m avg daily vol (shrs)     | 1,651,970       |
| VND/USD                     | 25,030          |
| Index: VNIndex / HNX        | 1,771/294       |

## HaDo Corporation JSC (HOSE: HDG)

- **2Q2026:** Revenue reached VND486 bn, -18% YoY, while NPAT totaled VND104 bn, +285% YoY, slightly below our forecast.
- **6M2026:** NPAT reached VND207 bn, -12% YoY, completing 18% of the company's target and 23% of ACBS's 2026 forecast. The company achieved only 23% of our forecast, primarily due to VND243 bn provisions recognized for two solar power projects that were found to have regulatory violations during the COD process. We expect HDG to recognize an additional VND25 bn provisions in Q3/2026 for the Hong Phong 4 solar power project, pending the final regulatory decision.
- We revise down 2026 NPAT forecast from VND890 bn to VND784 bn, -12% from previous estimate, reflecting concerns that the impact of the approaching El Niño cycle on hydropower generation could be more severe than previously anticipated. Accordingly, we lower 2026 target price for HDG from VND26,100/share to VND24,000/share, -8% from previous target price, implying a total expected return of 45.0%, rating BUY.

## Q2/2026: NPAT +285% YoY as foreign exchange losses were no longer recognized.

- Revenue from the energy segment -19% YoY to VND380 bn, mainly due to lower hydropower generation, which fell to 184 mil kWh, -24% YoY. Consequently, total revenue -18% YoY to VND486 bn.
- Despite lower revenue, NPAT +285% YoY to VND104 bn, as the company no longer recognized the approximately VND100 bn foreign exchange loss related to the EUR-denominated loan for the 7A wind project, which had been recorded in Q2/2025.

## Cumulative 6M2026:

Revenue reached VND1,170 bn, -2% YoY, while NPAT totaled VND234 bn, -12% YoY, primarily due to VND243 bn provisions recognized by HDG. This included VND193 bn provided in Q1/2026 for the Infra 1 solar power, representing the difference between the transitioning RE tariff and the FIT1 for the period from COD (Sep 2020) to the signing of the CCA in Feb 2023, as well as an additional VND50 bn provision for the Hong Phong 4 solar power, pending the final regulatory decision expected in Q3/2026.

|                           | 2023   | 2024   | 2025   | 2026F  | 2027F |
|---------------------------|--------|--------|--------|--------|-------|
| Net Sales (VNDbn)         | 2,889  | 2,718  | 2,787  | 2,752  | 2,859 |
| Growth                    | -19.3% | -5.9%  | 2.5%   | -1.2%  | 3.9%  |
| EBITDA (VNDbn)            | 2,009  | 1,667  | 1,986  | 1,707  | 2,002 |
| Growth                    | -22.0% | -17.0% | 19.1%  | -14.0% | 17.3% |
| NPAT (VNDbn)              | 865    | 447    | 993    | 784    | 919   |
| Growth                    | -36.5% | -48.3% | 122.1% | -21.0% | 17.2% |
| EPS (bonus-adjusted, VND) | 5,883  | 5,612  | 6,676  | 8,149  | 9,876 |
| Growth                    | 2.3%   | -4.6%  | 19.0%  | 22.1%  | 21.2% |
| ROE                       | 12.0%  | 6.1%   | 11.8%  | 8.4%   | 9.1%  |
| ROA                       | 6.0%   | 3.2%   | 6.8%   | 4.8%   | 5.7%  |
| Net debt/EBITDA (x)       | 2.7    | 2.9    | 2.4    | 3.2    | 2.3   |
| EV/EBITDA (x)             | 5.8    | 6.4    | 5.1    | 6.8    | 5.3   |
| P/E (x)                   | 2.9    | 3.0    | 2.5    | 2.1    | 1.7   |
| P/B (x)                   | 0.9    | 0.9    | 0.8    | 0.7    | 0.7   |
| Dividend (VND)            | 500    | -      | 500    | -      | -     |
| Dividend yield            | 3.0%   | -      | 3.0%   | -      | -     |

### Q2/2026's PERFORMANCE

| Unit: bn VND                   | Q2/2025    | Q2/2026    | YoY         | 6M2025       | 6M2026       | YoY         |
|--------------------------------|------------|------------|-------------|--------------|--------------|-------------|
| <b>Revenue</b>                 | <b>589</b> | <b>486</b> | <b>-18%</b> | <b>1.188</b> | <b>1.170</b> | <b>-2%</b>  |
| <i>Real Estate</i>             | -          | -          | -           | -            | 49           | -           |
| <i>Construction</i>            | -          | -          | -           | 4            | -            | -           |
| <i>Leasing</i>                 | 82         | 92         | 12%         | 161          | 179          | 11%         |
| <i>Energy</i>                  | 466        | 380        | -19%        | 969          | 888          | -8%         |
| <i>Hospitality</i>             | 35         | 39         | 11%         | 72           | 84           | 17%         |
| <b>Gross profit</b>            | <b>249</b> | <b>280</b> | <b>12%</b>  | <b>650</b>   | <b>772</b>   | <b>11%</b>  |
| <b>Gross margin</b>            | <b>42%</b> | <b>58%</b> |             | <b>55%</b>   | <b>62%</b>   |             |
| <b>Financial expenses</b>      | <b>155</b> | <b>79</b>  | <b>-49%</b> | <b>263</b>   | <b>155</b>   | <b>-41%</b> |
| <i>Interest expenses</i>       | 76         | 77         | 1%          | 151          | 151          | 0%          |
| <b>Administrative expenses</b> | <b>75</b>  | <b>63</b>  | <b>-16%</b> | <b>130</b>   | <b>321</b>   | <b>147%</b> |
| <b>NPAT</b>                    | <b>27</b>  | <b>104</b> | <b>285%</b> | <b>234</b>   | <b>207</b>   | <b>-12%</b> |
| <b>NPAT's margin</b>           | <b>5%</b>  | <b>21%</b> |             | <b>20%</b>   | <b>18%</b>   |             |

Sources: HDG, ACBS

### 2026 FORECAST

We revise down projected electricity dispatch compared with previous update, mainly for the hydropower portfolio, reflecting concerns that the approaching El Niño cycle could have a more pronounced impact than previously expected.

- We forecast 2026 electricity generation at 1,541 mil kWh, -12% YoY decline and 6% below previous forecast. Revenue from the energy segment is projected at VND1,958 bn, -14% YoY and 6% lower than previous estimate.
- We forecast 2026 consolidated revenue at VND2,752 bn, -1% YoY and 4% below previous forecast. 2026 NPAT is projected at VND784 bn, -21% YoY and a 12% reduction from previous estimate.

| Unit: bn VND           | 2025         | 2026 Old Forecast | YoY        | 2026 New Forecast | YoY         |
|------------------------|--------------|-------------------|------------|-------------------|-------------|
| <b>Output: mil kWh</b> | <b>1.758</b> | <b>1.632</b>      | <b>-7%</b> | <b>1.541</b>      | <b>-12%</b> |
| <i>Hydro</i>           | 1.460        | 1.320             | -10%       | 1.238             | -15%        |
| <i>Solar</i>           | 167          | 176               | 5%         | 172               | 3%          |
| <i>Wind</i>            | 131          | 136               | 4%         | 131               | 0%          |
| <b>Revenue</b>         | <b>2.787</b> | <b>2.876</b>      | <b>3%</b>  | <b>2.752</b>      | <b>-1%</b>  |
| <i>Real Estate</i>     | 47           | 288               | 513%       | 288               | 513%        |
| <i>Construction</i>    | 8            | 8                 | -          | 8                 | -           |
| <i>Leasing</i>         | 335          | 342               | 2%         | 342               | 2%          |
| <i>Energy</i>          | 2.274        | 2.081             | -8%        | 1.958             | -14%        |
| <i>Hospitality</i>     | 152          | 157               | 3%         | 157               | 3%          |
| <b>NPAT</b>            | <b>993</b>   | <b>890</b>        | <b>10%</b> | <b>784</b>        | <b>-21%</b> |
| <b>NPAT's margin</b>   | <b>36%</b>   | <b>31%</b>        |            | <b>29%</b>        |             |

Sources: HDG, ACBS

### VALUATION

Based on FCFF method, we assign 2026 HDG target price of VND24,000/share, implying a total expected return of 45,0%, rating BUY.

| FINANCIALS MODEL               | Price: VND    | 16,550       | Target: VND  | 24,000       | Mkt cap VND bn | 6,776 |
|--------------------------------|---------------|--------------|--------------|--------------|----------------|-------|
| (VND bn except where stated)   | 2023          | 2024         | 2025         | 2026F        | 2027F          |       |
| <b>Total Net Sales</b>         | <b>2,889</b>  | <b>2,718</b> | <b>2,787</b> | <b>2,752</b> | <b>2,859</b>   |       |
| <i>Growth</i>                  | <i>-19.3%</i> | <i>-5.9%</i> | <i>2.5%</i>  | <i>-1.2%</i> | <i>3.9%</i>    |       |
| CoGS                           | 1,167         | 1,127        | 1,041        | 1,298        | 1,206          |       |
| <b>EBITDA</b>                  | <b>2,009</b>  | <b>1,667</b> | <b>1,986</b> | <b>1,707</b> | <b>2,002</b>   |       |
| <i>EBITDA margin</i>           | <i>69.5%</i>  | <i>61.3%</i> | <i>71.3%</i> | <i>62.0%</i> | <i>70.0%</i>   |       |
| Depreciation                   | 520           | 525          | 525          | 525          | 632            |       |
| <b>Operating profit</b>        | <b>960</b>    | <b>832</b>   | <b>1,103</b> | <b>910</b>   | <b>1,067</b>   |       |
| <i>Operating profit margin</i> | <i>33.2%</i>  | <i>30.6%</i> | <i>39.6%</i> | <i>33.1%</i> | <i>37.3%</i>   |       |
| Net interest expense           | 476           | 298          | 298          | 272          | 303            |       |
| <i>as % of avg net debt</i>    | <i>8.8%</i>   | <i>6.1%</i>  | <i>6.3%</i>  | <i>4.9%</i>  | <i>6.5%</i>    |       |
| Interest cover (x)             | 3.1           | 3.8          | 4.9          | 4.3          | 4.5            |       |
| Tax                            | 91            | 122          | 79           | 128          | 150            |       |
| <i>Tax rate</i>                | <i>9.5%</i>   | <i>21.3%</i> | <i>7.4%</i>  | <i>14.0%</i> | <i>14.0%</i>   |       |
| <b>NPATMI</b>                  | <b>664</b>    | <b>348</b>   | <b>770</b>   | <b>612</b>   | <b>717</b>     |       |
| <i>NPATMI's margin</i>         | <i>23.0%</i>  | <i>12.8%</i> | <i>27.6%</i> | <i>22.2%</i> | <i>25.1%</i>   |       |
| Cash earning                   | 1,184         | 873          | 1,295        | 1,137        | 1,349          |       |
| <b>Number of share: mil</b>    | <b>306</b>    | <b>336</b>   | <b>370</b>   | <b>407</b>   | <b>407</b>     |       |
| <b>EPS: VND</b>                | <b>7,830</b>  | <b>6,791</b> | <b>7,344</b> | <b>8,149</b> | <b>9,876</b>   |       |
| <i>Bonus factor (x)</i>        | <i>0.8</i>    | <i>0.8</i>   | <i>0.9</i>   | <i>1.0</i>   | <i>1.0</i>     |       |
| <b>Adjusted EPS: VND</b>       | <b>5,883</b>  | <b>5,612</b> | <b>6,676</b> | <b>8,149</b> | <b>9,876</b>   |       |
| <i>EPS growth</i>              | <i>2.3%</i>   | <i>-4.6%</i> | <i>19.0%</i> | <i>22.1%</i> | <i>21.2%</i>   |       |

| KEY CASHFLOW AND BS ITEMS          | 2023          | 2024          | 2025          | 2026F          | 2027F         |
|------------------------------------|---------------|---------------|---------------|----------------|---------------|
| Increase in working capital        | 1,298         | 887           | 783           | 801            | 985           |
| Capex                              | 147           | 18            | 139           | 1,282          | -             |
| Change in investment in affiliates | (301)         | (345)         | (272)         | (710)          | (869)         |
| Other cashflow items               | 729           | 945           | 14            | (1,285)        | (214)         |
| <b>Free cash flow</b>              | <b>769</b>    | <b>1,258</b>  | <b>659</b>    | <b>(1,522)</b> | <b>1,019</b>  |
| Share issues                       | -             | -             | -             | -              | -             |
| Dividends paid                     | 134           | 286           | 127           | -              | -             |
| Increase in net debt               | (635)         | (972)         | (532)         | 1,522          | (1,019)       |
| <b>Net debt, end of year</b>       | <b>5,426</b>  | <b>4,884</b>  | <b>4,699</b>  | <b>5,517</b>   | <b>4,657</b>  |
| <b>Shareholders' equity</b>        | <b>7,230</b>  | <b>7,376</b>  | <b>8,400</b>  | <b>9,369</b>   | <b>10,072</b> |
| BVPS (VND)                         | 23,645        | 21,932        | 22,704        | 23,022         | 24,748        |
| <i>Net debt / equity (%)</i>       | <i>75.1%</i>  | <i>66.2%</i>  | <i>55.9%</i>  | <i>58.9%</i>   | <i>46.2%</i>  |
| <i>Net debt / EBITDA (x)</i>       | <i>2.7</i>    | <i>2.9</i>    | <i>2.4</i>    | <i>3.2</i>     | <i>2.3</i>    |
| <b>Total assets</b>                | <b>14,440</b> | <b>13,848</b> | <b>14,686</b> | <b>16,327</b>  | <b>16,119</b> |

| KEY RETURN AND VALUATION RATIOS | 2023  | 2024  | 2025  | 2026F | 2027F |
|---------------------------------|-------|-------|-------|-------|-------|
| ROE                             | 12.0% | 6.1%  | 11.8% | 8.4%  | 9.1%  |
| ROA                             | 6.0%  | 3.2%  | 6.8%  | 4.8%  | 5.7%  |
| ROIC                            | 11.8% | 9.3%  | 11.2% | 7.9%  | 9.3%  |
| WACC                            | 12.6% | 12.6% | 12.6% | 12.6% | 12.6% |
| EVA                             | -0.9% | -3.3% | -1.5% | -4.7% | -3.3% |
| PER (x)                         | 2.9   | 3.0   | 2.5   | 2.1   | 1.7   |
| EV/EBITDA (x)                   | 5.8   | 6.4   | 5.1   | 6.8   | 5.3   |
| EV/FCF (x)                      | 15.1  | 8.5   | 15.4  | (7.6) | 10.4  |
| PBR (x)                         | 0.9   | 0.9   | 0.8   | 0.7   | 0.7   |
| PSR (x)                         | 2.8   | 3.0   | 2.9   | 3.0   | 2.9   |
| EV/sales (x)                    | 4.0   | 3.9   | 3.6   | 4.2   | 3.7   |
| Dividend yield                  | 3.0%  | -     | 3.0%  | -     | -     |

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### 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

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