



## Company Report: Cotecons Construction JSC (CTD)

Research Department  
Mail: [research@gtjas.com](mailto:research@gtjas.com)

# FY24-25 Business and Analyst Meeting Updates

22/09/2025

### KEY HIGHLIGHTS

**CTD is returning to its growth trajectory and is set to surpass the revenue peak of 2017–2018**

**Robust contract wins and backlog expansion strengthen long-term outlook**

In FY2025, Cotecons recorded contract wins worth over VND 29,100 billion, up approximately 32% YoY and exceeding the target set at the 2024 Annual General Meeting of Shareholders. This figure lifted CTD's total backlog to more than VND 35 trillion, the highest level ever, providing solid growth visibility for the coming year.

**Growth drivers are multi-faceted:** the residential property market continues its recovery, with supply expected to improve further during late 2025–2026F. Meanwhile, FDI inflows into Vietnam remain on an upward trend, and easing reciprocal tariffs signal promising prospects for the industrial construction segment. The infrastructure segment strategy is reaffirmed by securing subsequent large-scale projects (including two packages at Long Thanh Airport).

**The balance sheet remains healthy with low leverage.** Profit margins improved despite rising construction cost pressures, supported by extensive management and execution experience. The integration of Sinh Nam and UGVN into the ecosystem also contributed to these achievements.

### Recommendation

Following a period of internal restructuring and headwinds in the property cycle, Cotecons' business momentum has gradually been reactivated during 2024–2025. We therefore expect Cotecons to soon regain the record revenue levels seen in 2017–2018.

We value CTD at **VND 106,000** per share and assign a **"BUY"** recommendation, offering an expected return of 29.5% versus the closing price on September 19, 2025.

Recommendation:

**BUY**

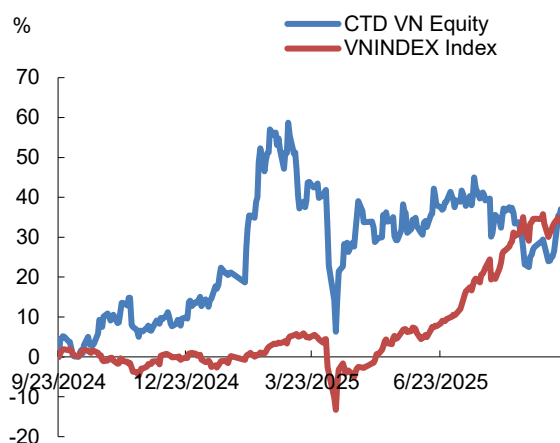
6-18m TP:

**106,000**

Current price:

VND81,800

### 1-Year Share Return Performance



Price Change	1 M	3 M	1Y
Change %	3.3%	-2.0%	40.7%
Vs VN index	3.6%	20.9%	74.6%
Average (VND)	77,872	81,415	76,849

Sources: Bloomberg, Guotai Junan (VN)

(\*) Note: Cotecons' fiscal year runs from July 1 to June 30.

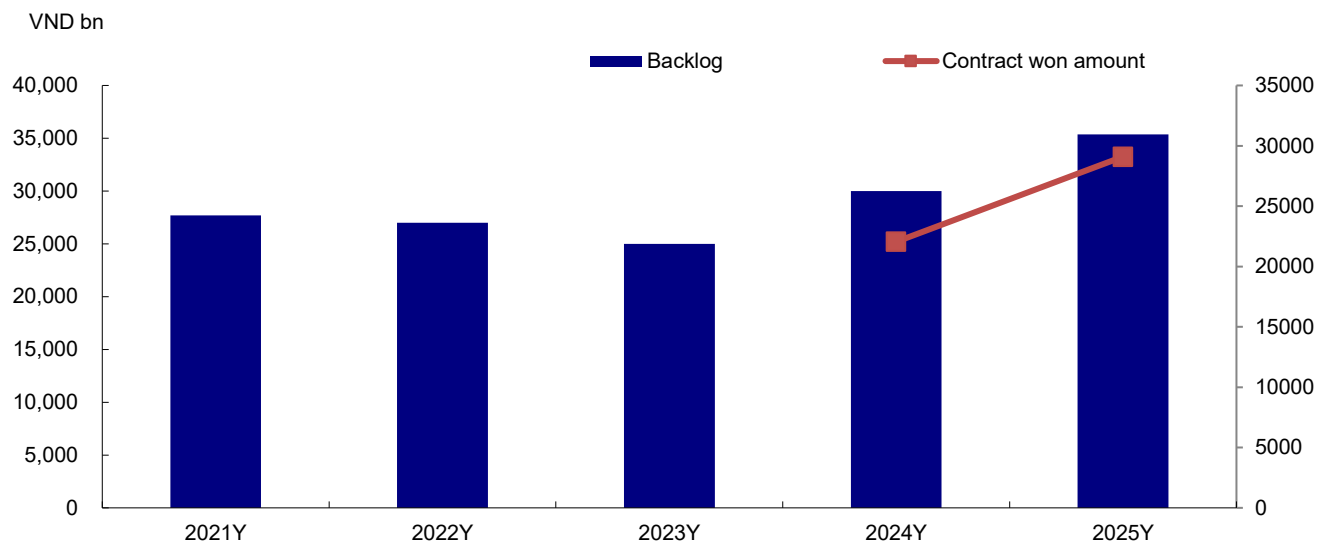
Outstanding shares (million)	101.43	Major shareholder (%)	Kustocem Pte. Ltd 18.28%
Market Capitalization (VND b)	8,296.98	Free float (%)	55.7%
3-Month Average Trading Volume ('000)	1,105.46	D/E (%)	33.33
Highest/Lowest Price 52w (VND)	97800 / 61200		

Sources: the Company, Guotai Junan (VN).

## CTD is returning to its growth trajectory and is set to surpass the revenue peak of 2017–2018

### Robust contract wins and backlog expansion strengthen long-term outlook

In FY2025, Cotecons recorded contract wins worth over VND 29,100 billion, up approximately 32% YoY and exceeding the target set at the 2024 Annual General Meeting of Shareholders. This figure lifted CTD's total backlog to more than VND 35 trillion, the highest level ever, providing solid growth visibility for the coming year.



Sources: CTD, GTJASVN RS

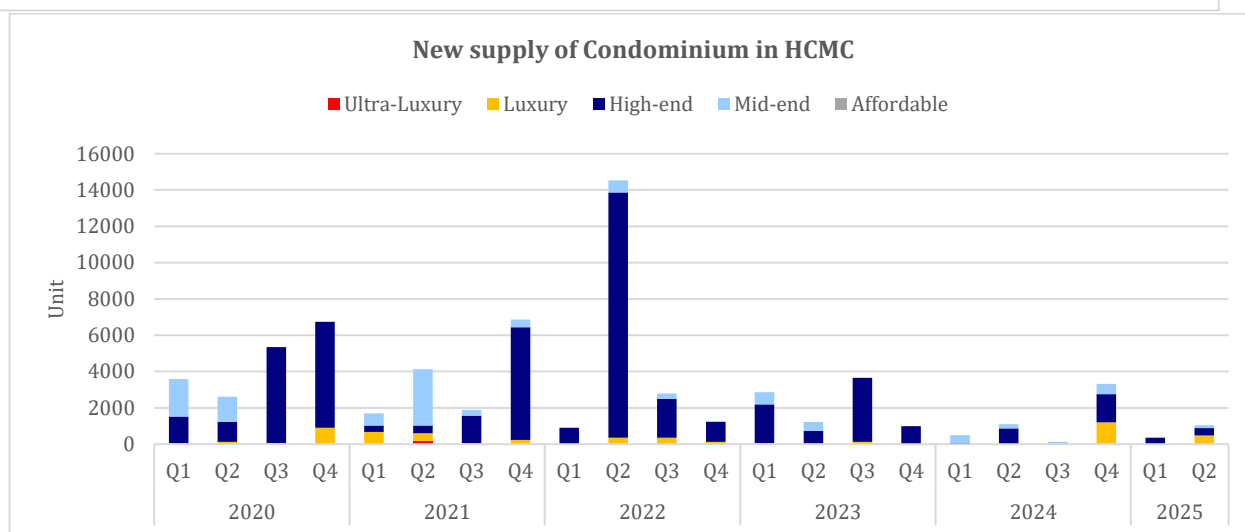
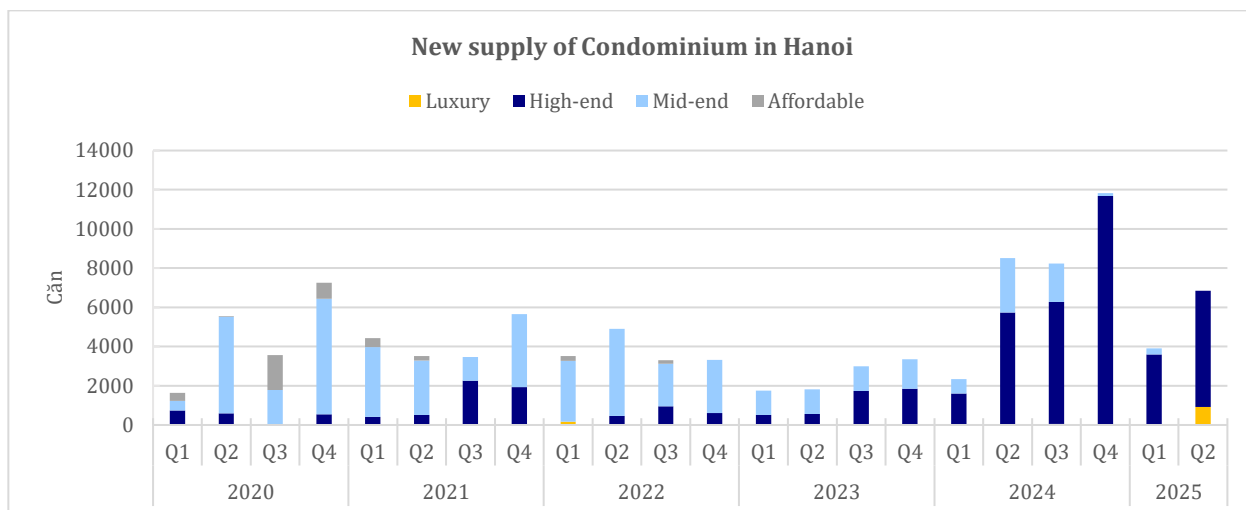
Notably, according to the company, the proportion of revenue from “repeat sales” projects (where developers sign a construction contract and subsequently award additional projects) has remained above 70%, reflecting clients’ strong trust in Cotecons’ service quality and project execution capability. This forms a solid foundation for sustaining revenues from strategic clients (Vietnam’s leading real estate groups), while also enabling Cotecons to gradually expand into new segments and markets.

#### REPEAT SALES PROJECTS

- Eaton Park Phase 3** by Gamuda Land, comprising major construction works.
- Ecopark Central Park Vinh** – general contracting package for design and construction of mixed-use residential apartments HH2 – Subdivision 1A-2.
- New Urban Area Project** in Xuan Canh, Dong Hoi, and Mai Lam Communes – Dong Anh District, developed by MIK.
- Nam Phuong Hotel Block** (MEP package), invested by Phu Quoc Sun Co., Ltd.
- Hon Thom Marine Tourism, Resort & Entertainment Complex – Phu Quoc** (MEP package), invested by Phu Quoc Civil Co., Ltd.
- The Global City CT07**, developed by Masterise Homes.

### The residential real estate market continues to recover, with supply expected to improve further during late 2025–2026F.

According to forecasts, from the second half of 2025 through 2027, Hanoi is expected to see approximately 58,100 apartments launched from 58 projects. Meanwhile, future supply in Ho Chi Minh City during 2025–2027 is projected to reach around 39,000 apartments.



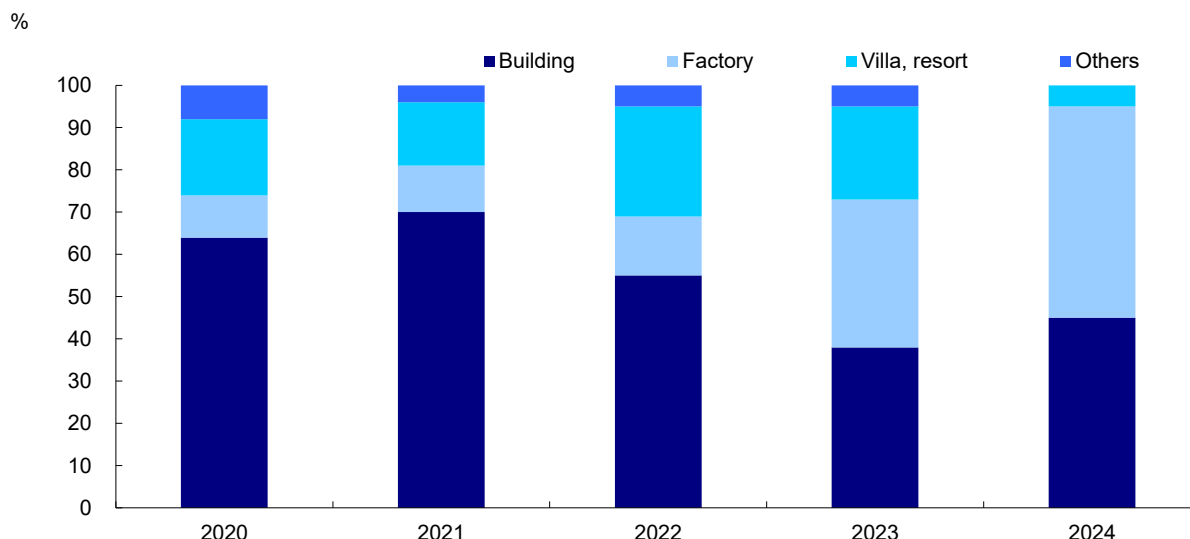
Source: CBRE, GTJASVN RS

With the recovery of the residential real estate market, Coteccons' revenue and backlog contribution from the residential segment in FY2025–2026 has returned to a high level, currently around 60%.

**FDI inflows into Vietnam continue to trend upward, while easing counter-tariffs signal positive prospects for the industrial real estate construction segment.**

In FY2024, revenue from FDI-related projects (including residential FDI) accounted for as much as 50% of the company's total revenue—the highest level on record.

#### Coteccons revenue breakdown



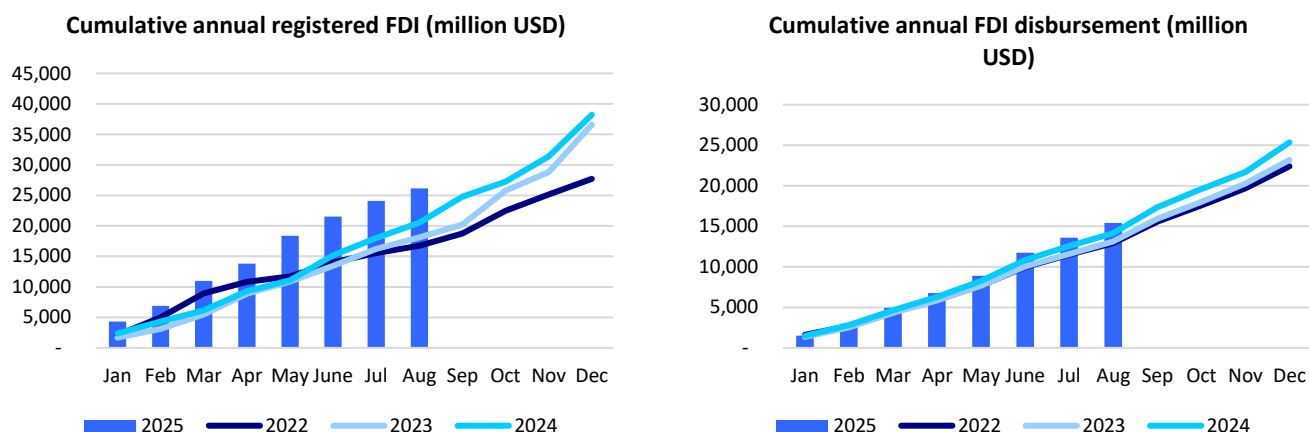
Sources: CTD, GTJASVN RS

Coteccons is currently involved in numerous large-scale FDI projects in Vietnam, notably including Pandora, LEGO plant, Suntory PepsiCo plant, LOGOS, BWID, Maple Tree, and Foxconn. CTD targets annual growth of 20–30% over the next 4–5 years.

*“Expanding into this segment is not only a necessary step to diversify revenue streams but also a way to capture opportunities from public investment and national key projects”* said Mr. Bolat Duisenov, Chairman of Cotecons.

### Vietnam’s FDI remains on a solid growth trajectory

In August, an additional USD 2.05 billion of registered FDI flowed into Vietnam, bringing total registered FDI this year to USD 26.14 billion, up 27.4% YoY compared to 2024.



Source: Ministry of Planning and Investment, GTJA RS team

### Long Thanh Airport package reaffirms CTD’s infrastructure strategy

In recent years, Cotecons’ management has consistently emphasized the company’s strategic focus on expanding into infrastructure construction:

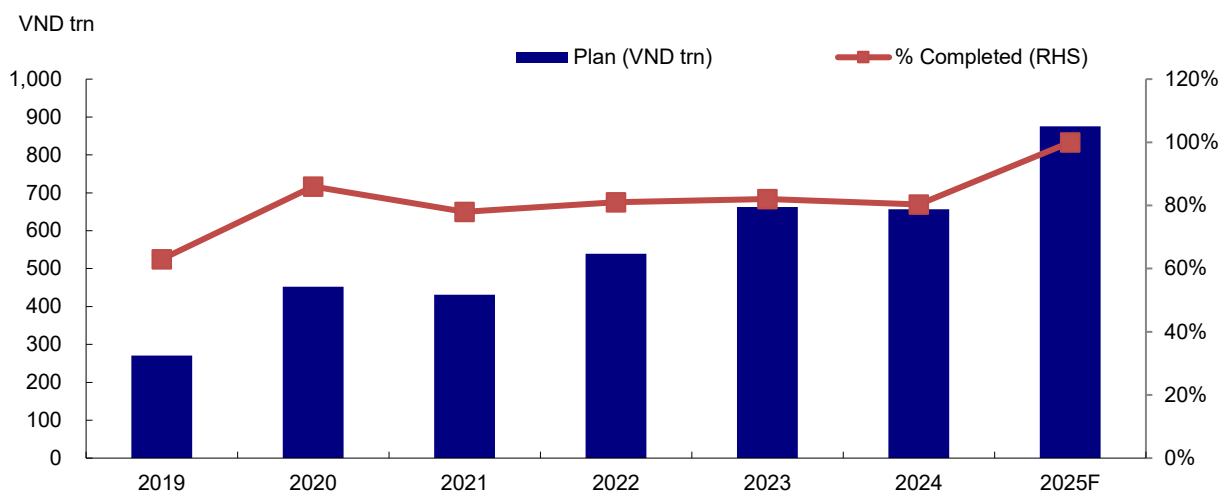
*“Public investment and infrastructure are opening up a ‘grand playing field’ for Vietnam’s construction sector. Cotecons positions this segment as a strategic pillar alongside residential projects, enabling diversification of the project portfolio, strengthening sustainable revenue streams, and driving long-term growth.”*

CTD’s participation in infrastructure construction packages demonstrates the company’s commitment and strategic execution in this area. Recently, the number of infrastructure projects secured by CTD has also shown positive momentum.

Specifically, the Airports Corporation of Vietnam (ACV) recently issued Decision No. 3961/QĐ-TCTCHKVN, awarding the HANTA 2 consortium—comprising Cotecons, Hanoi Construction Corporation, and ATAD Steel Structure JSC—the contract for Package 7.8. The scope includes superstructure construction, external infrastructure, equipment installation for Cargo Terminal No. 1, and auxiliary works under Component Project 3 of Long Thanh International Airport Phase 1. The package value is VND 3,379 billion, with an execution timeline of 330 days.

This marks Cotecons’ second contract award at the Long Thanh Airport project. Previously, a consortium led by Cotecons, together with Construction Corporation No. 1 and FECON JSC, won Package 11.5 valued at over VND 3,143 billion, covering construction, equipment installation, and completion of the multi-storey car park.

## Annual public investment plan

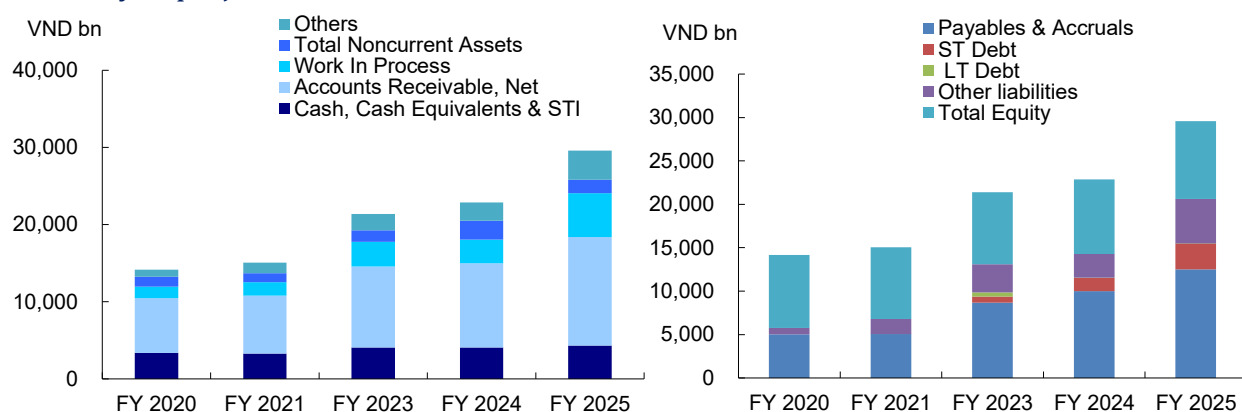


Source: MOF, GTJASVN RS

At the 3rd National Conference on Accelerating Public Investment 2025, Prime Minister Pham Minh Chinh issued decisive new directives, requiring 100% disbursement of public investment capital within 2025. This is regarded as a crucial effort to ensure economic development and improve people's livelihoods, while also highlighting the growth potential for CTD's infrastructure segment in 2025 and the coming years, given the pipeline of large-scale public investment projects expected to be launched.

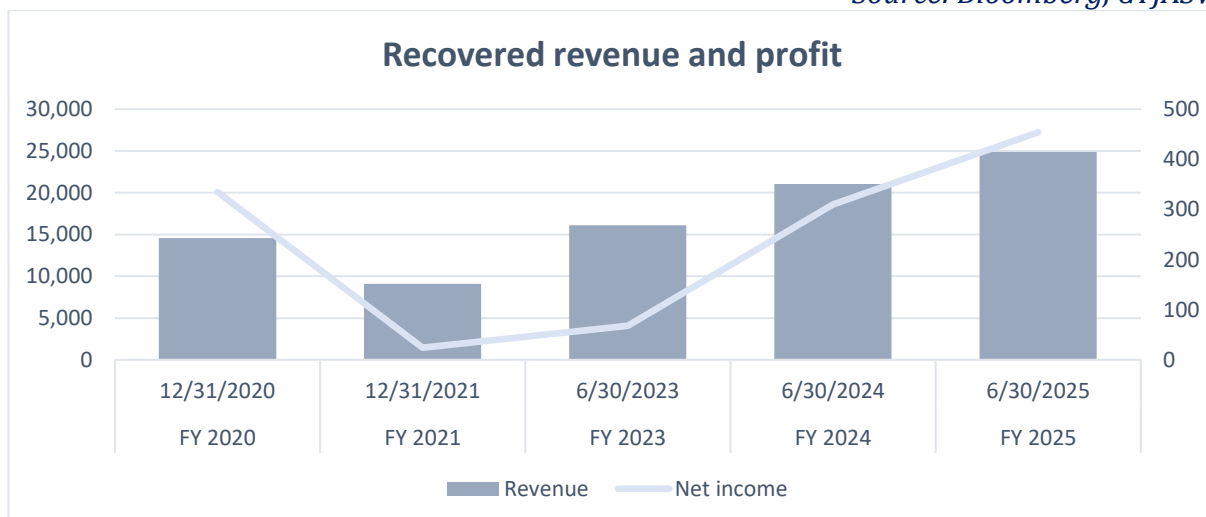
## Healthy balance sheet

Inventories (including projects under construction) and receivables have risen sharply, in line with the recovery in project volume.



Source: Bloomberg, GTJASVN RS

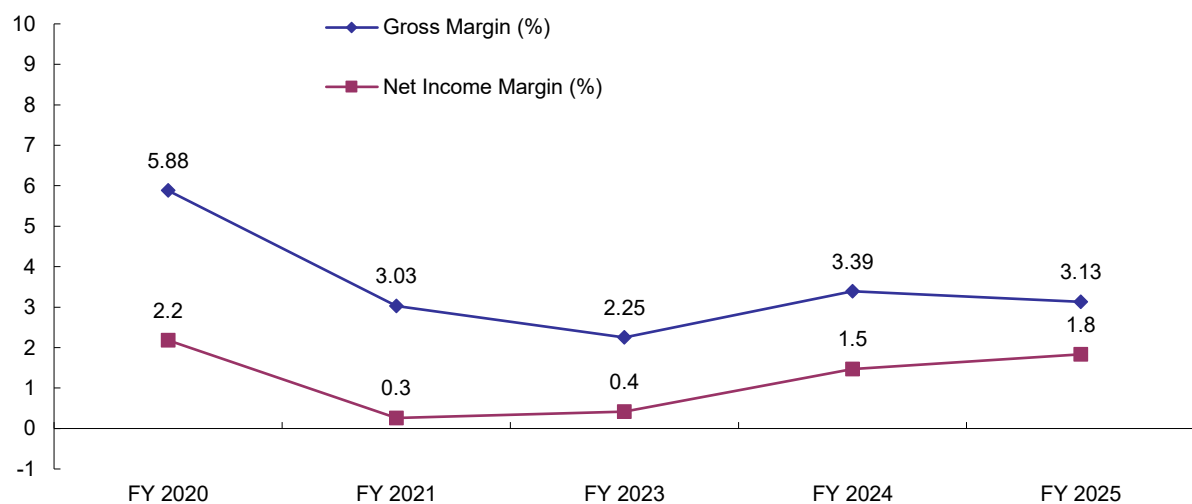
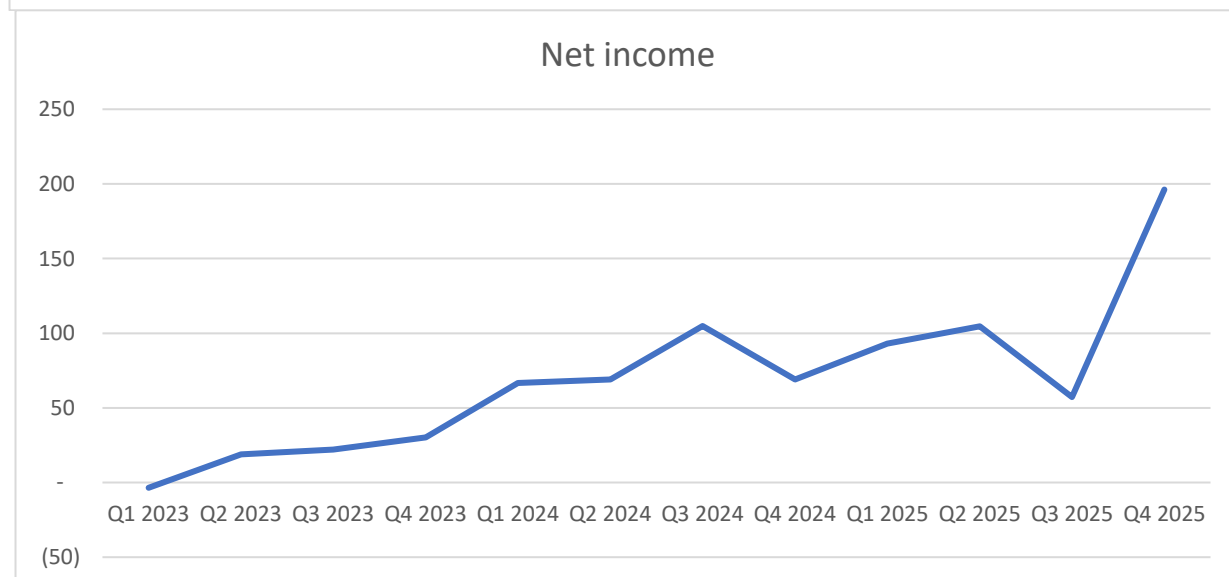
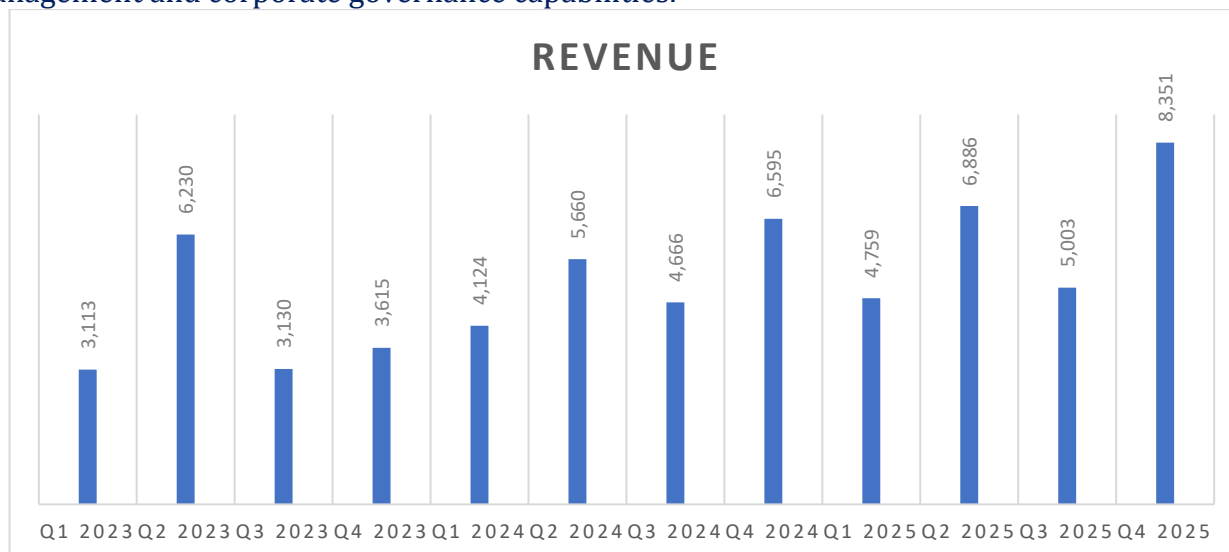
## Recovered revenue and profit



Source: Bloomberg, GTJASVN RS

At the end of FY2025 (July 1, 2024 – June 30, 2025), Cotecons recorded net revenue of approximately VND 24,867 billion and net profit after tax of VND 454 billion, up 47% YoY. This marks the highest earnings since 2020, underscoring Cotecons' strong comeback in the construction market.

In addition, margin improvement despite ongoing cost pressures highlights CTD's project management and corporate governance capabilities.

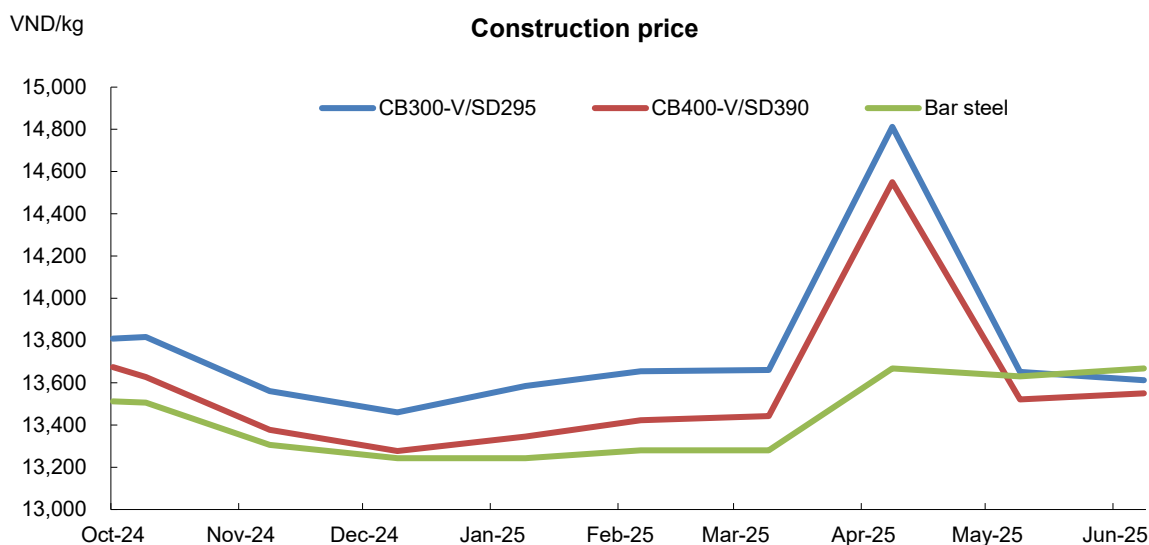


Source: Bloomberg, GTJASVN RS

## Margins remain resilient despite rising raw material costs

According to the Department of Science, Technology, Environment, and Construction Materials, prices of certain construction materials such as sand, gravel, stone, bricks, and landfilling/roadbed materials have risen abnormally, exerting significant pressure on construction costs and the progress of key national projects. Statistics from the Ministry of Construction show that construction steel prices increased by an average of 12–15% YoY compared to 2024, while cement prices rose 8–10%, and construction sand surged over 20% in high-demand areas such as Ho Chi Minh City, Hanoi, and Binh Duong.

In response, the Government introduced measures to stabilize domestic price levels in order to safeguard project execution timelines. As a result, while rising material costs pose substantial pressure on corporate profit margins, the impact is expected to remain manageable. Cotecons' extensive network of long-standing suppliers enables the company to partially mitigate construction cost risks and maintain profitability.



Sources: FiinproX, GTJASVN RS

Steel supply is expected to remain stable, supported by a balance between domestic production and imports. The Hoa Phat Dung Quat 2 project, which is about to become fully operational, is also set to strengthen supply and stabilize market prices. Nevertheless, we expect steel prices to edge up slightly, as the steel price cycle could reverse under China's steel market management policies (supply tightening).

## Valuation and Recommendation

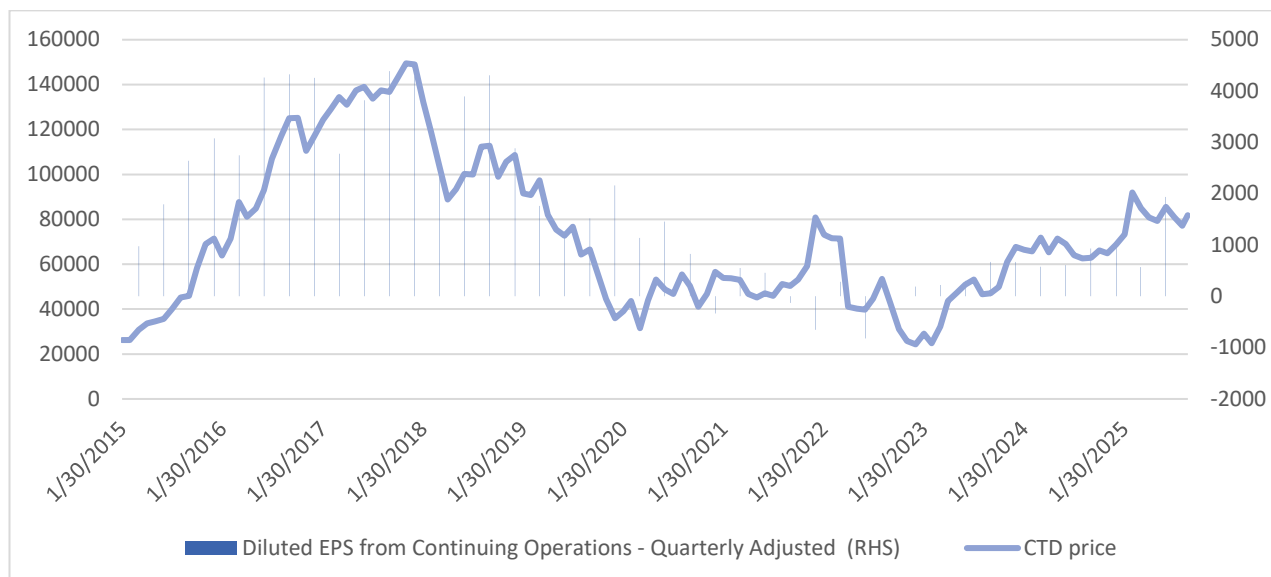
We forecast CTD to achieve FY2026F revenue and net profit after tax of VND 28.7 trillion and VND 575 billion, respectively, equivalent to FY2026F EPS of VND 5,670 per share. Expansion into the factory construction segment is expected to help CTD improve industry-wide margins over the long term.

## Comparison of gross margins between residential construction and industrial real estate construction companies

	PRE 2019	2020-2023	2024-2025
<b>RESIDENTIAL CONSTRUCTION</b>	6%-8%	3%-5% (fierce competition and rising materials price)	4%-6%
<b>INFRASTRUCTURE CONSTRUCTION</b>		9%-13%	

Sources: GTJASVN RS compiled





Source: Bloomberg, GTIASVN RS

- Following a period of internal restructuring and headwinds in the real estate cycle, Cotecons' business drivers have gradually been reactivated during 2024–2025. As a result, we expect Cotecons to soon return to the record revenue levels achieved in 2017–2018.
- The strong recovery of the residential real estate market will drive CTD's revenue and backlog in FY2025–2026. At the same time, CTD has planned not to incur new provisioning expenses in the new fiscal year.
- In infrastructure construction, CTD is also recording positive achievements, which will serve as a new growth engine for long-term revenue expansion.
- Regarding overseas business activities, CTD has successfully established a presence in markets such as Taiwan (China) and the UAE. While overseas expansion is a challenging endeavor, it also opens long-term growth prospects for the company.
- Concerning CTD's stake in Ricons, management has shared plans to divest, while carefully considering the appropriate timing and valuation.
- We value CTD at **VND 106,000 per share** and recommend a **"BUY"**, implying an expected return of 29.5% versus the closing price on September 19, 2025.



### COMPANY RATING DEFINITION

Benchmark: VN – Index.

Time Horizon: 6 to 18 months

Rating	Definition
<b>Buy</b>	Relative Performance is greater than 15% Or the Fundamental outlook of the company or sector is favorable
<b>Accumulate</b>	Relative Performance is 5% to 15% Or the Fundamental outlook of the company or sector is favorable
<b>Neutral</b>	Relative Performance is -5% to 5% Or the Fundamental outlook of the company or sector is neutral
<b>Reduce</b>	Relative Performance is -15% to -5% Or the Fundamental outlook of the company or sector is unfavorable
<b>Sell</b>	Relative Performance is lower than - 15% Or the Fundamental outlook of the company or sector is unfavorable

### SECTOR RATING DEFINITION

Benchmark: VN – Index

Time Horizon: 6 to 18 months

Rating	Definition
<b>Outperform</b>	Relative Performance is greater than 5% Or the Fundamental outlook of the sector is favorable
<b>Neutral</b>	Relative Performance is -5% to 5% Or the Fundamental outlook of the sector is neutral
<b>Underperform</b>	Relative Performance is lower than -5% OrThe Fundamental outlook of the sector is unfavorable

### DISCLAIMER

The views expressed in this report accurately reflect personal views on securities codes or the issuer of the analyst(s) in charge of the preparation of the report. Investors should consider this report as reference and should not consider this report as securities investment consulting content for making decisions on investments and Investors shall be responsible for the investments decisions. Guotai Junan Securities (Vietnam) Corp. may not be responsible for the whole or any damages, or an event(s) considered as damage(s) incurred from or in relation to the act of using all or part of the information or opinions stated in this report.

The analyst(s) responsible for the preparation of this report receive(s) remuneration based upon various factors, including the quality and accuracy of the research, clients' feedbacks, competitive factors and the revenue of the company. Guotai Junan Securities (Vietnam) Corp. and/or its members and/or its General Director and/or its staffs may have positions in any securities mentioned in this report (or in any related investments).

The analyst(s) responsible for the preparation of this report endeavours to prepare the report based on information believed to be reliable at the time of publication. Guotai Junan Securities (Vietnam) Corp. makes no representations, warranties and covenants on the completeness and accuracy of the information. Opinions and estimates expressed in this report represent views of the analyst responsible for the preparation of the report at the date of publication only and shall not be considered as Guotai Junan Securities (Vietnam) Corp.'s views and may be subject to change without notice.

This report is provided, for information providing purposes only, to Investor including institutional investors and individual clients of Guotai Junan Securities (Vietnam) Corp. in Vietnam and overseas in accordance with laws and regulations explicit and related in the country where this report is distributed, and may not constitute an offer or any specified recommendations to buy, sell or holding securities in any jurisdiction. Opinions and recommendations expressed in this report are made without taking differences regarding goals, needs, strategies and specified situations of each and every Investor(s) into consideration. Investors acknowledge that there may be conflicts of interests affecting the objectiveness of this report.

The content of this report, including but not limited to this recommendation shall not be the basis for Investors or any third party to refer to with the aim to requiring Guotai Junan Securities (Vietnam) Corp. and/or the analyst responsible for the preparation of this report to perform any obligations towards Investors or the third party in relation to the investment decisions of Investors and/or the content of this report.

This report may not be copied, reproduced, published or redistributed by any person(s) for any purposes unless upon a written acceptance by a competent representative of Guotai Junan Securities (Vietnam) Corp. Please cite sources when quoting.



## GUOTAI JUNAN VIETNAM RESEARCH DEPARTMENT

**Vũ Quỳnh Như**

Research Analyst

[nhuvq@gtjas.com.vn](mailto:nhuvq@gtjas.com.vn)

(024) 35.730.073- ext:702

**Ngô Diệu Linh**

Research Analyst

[linhnd@gtjas.com.vn](mailto:linhnd@gtjas.com.vn)

(024) 35.730.073- ext:705

**Trịnh Khánh Linh**

Research Analyst

[linhkt@gtjas.com.vn](mailto:linhkt@gtjas.com.vn)

(024) 35.730.073- ext:707

**Nguyễn Kỳ Minh**

Chief Economist

[minhmk@gtjas.com.vn](mailto:minhmk@gtjas.com.vn)

(024) 35.730.073- ext:706

**Trần Thị Hồng Nhung**

Deputy Director

[nhungtth@gtjas.com.vn](mailto:nhungtth@gtjas.com.vn)

(024) 35.730.073 - ext:703



CHỨNG KHOÁN GUOTAI JUNAN (VIỆT NAM)  
GUOTAI JUNAN SECURITIES (VIETNAM)

CONTACT	Hanoi Head Office	HCMC Branch
Advising: (024) 35.730.073	R9-10, 1 <sup>st</sup> Floor, Charmvit Tower, 117 Trần Duy Hưng, Hà Nội	3 <sup>rd</sup> Floor, No. 2 BIS, Công Trường Quốc Tế, P. 6, Q.3, Tp.HCM
Stock ordering: (024) 35.779.999	Tel: (024) 35.730.073	Tel: (028) 38.239.966
Email: <a href="mailto:gtja@gtjas.com.vn">gtja@gtjas.com.vn</a> Website: <a href="http://www.gtjai.com.vn">www.gtjai.com.vn</a>	Fax: (024) 35.730.088	Fax: (028) 38.239.696