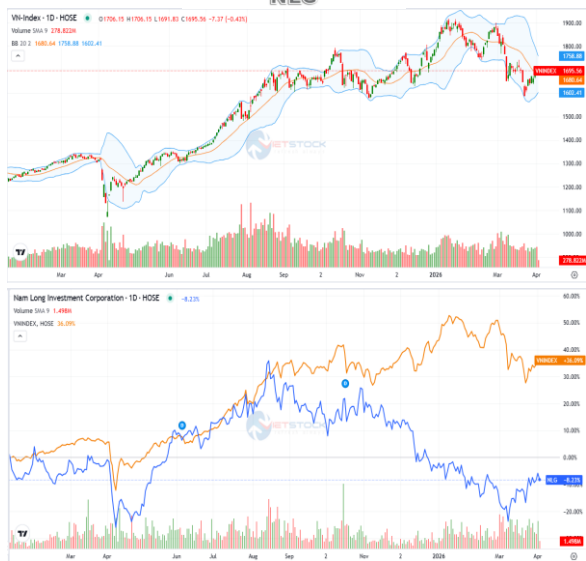


NLG NAM LONG INVESTMENT CORPORATION

BUY

Market price

29,500



Stock info

Code	NLG
Current outstanding shares	384mil
Market cap (VNDbn)	14,043
High Low 52 weeks	43,100 23,500
Average trading vol (52w)	3,385,799
Beta	1.03
Foreign ownership (%)	41.18

Major shareholders

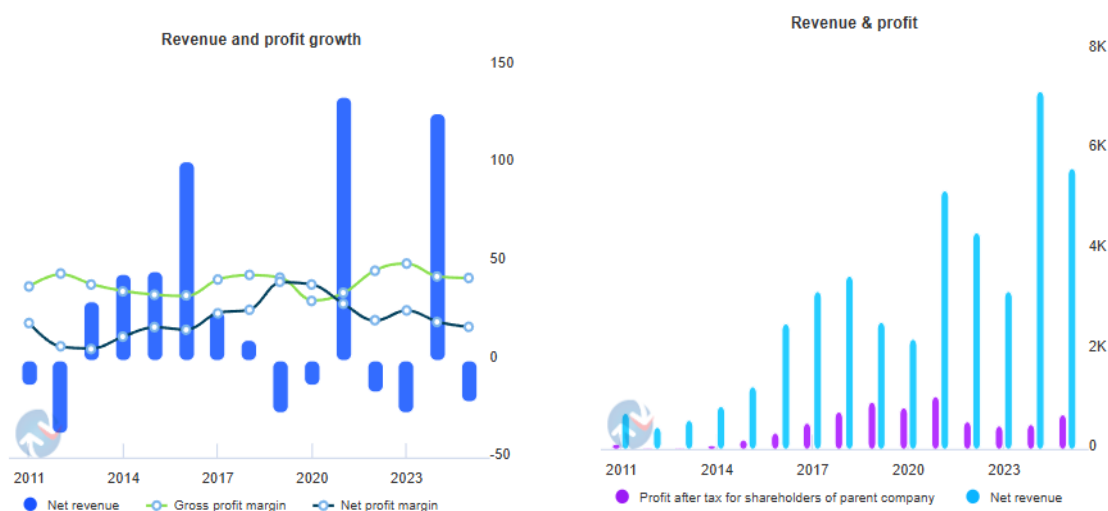
Dragon Capital	8.08%
Nguyễn Xuân Quang	7.86%
Fiera Capital Emerging Markets Fund	5.6%
Trần Thanh Phong	4.3%

Overview

- Nam Long Investment Corporation (ticker: **NLG**) is a residential property developer with a track record spanning more than 30 years, primarily focused on the affordable and mid-end housing segments. The company has built a relatively well-defined product ecosystem, including **EHome/EHomeS** in the affordable segment, **Flora** in the mid-end apartment segment, and **Valora** in the townhouse/villa segment. This diversified product portfolio gives NLG an advantage in addressing multiple customer groups while sustaining sales resilience across different property market cycles.
- In terms of development strategy, NLG does not follow a “single-project sell-down” model, but instead focuses on developing large-scale integrated townships and launching them in multiple phases to optimize project life cycles and cash flow generation. The company’s land bank is currently estimated by various reports at around **600–700 hectares**, concentrated in Ho Chi Minh City and surrounding satellite markets such as **Long An/Tay Ninh, Dong Nai, Can Tho, and Hai Phong**. A substantial portion of this land bank was accumulated early at relatively low cost, providing a meaningful competitive edge amid the sharp increase in land prices in recent years.
- One point worth noting is that NLG develops a number of projects under joint venture / associate structures, particularly with Japanese partners. As such, large project scale does not necessarily translate into full revenue and profit recognition in the parent company’s consolidated financial statements. This is both a feature that helps NLG reduce financial leverage pressure and a factor investors should properly understand when assessing the quality and sustainability of earnings growth.

1. Business Results:

Business Results 2025:



Source: Vietstock

In 2025, NLG reported **net revenue of VND5,645bn**, down **22% YoY**. However, **NPATMI reached VND701bn**, up roughly **35% YoY**. This suggests a more favorable profit picture relative to topline performance, primarily driven by the recognition of nearly **VND489bn** in gains from the transfer of a **15.1% stake in the Izumi City project** in 4Q25.

Looking specifically at **4Q25**, revenue came in at only **VND1,704bn**, declining sharply year-on-year as **4Q24** had been a peak handover period for **Akari City**. Nonetheless, earnings were supported by the Izumi City divestment transaction. During the quarter, the company also booked approximately **VND357bn** in other financial expenses related to compensation support at Izumi City, meaning the profit increase did not fully reflect the entire economic benefit of the transaction.

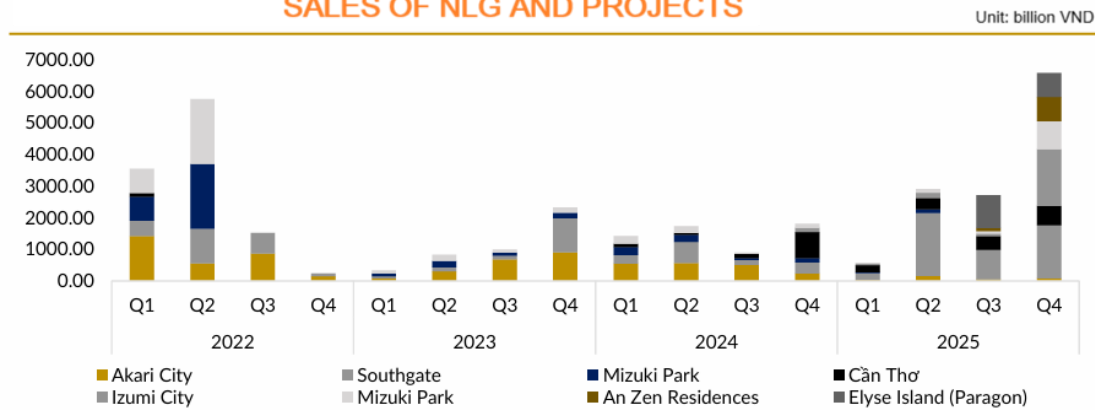
The biggest highlight in 2025 was **presales**. NLG's presales reached approximately **VND11,855bn**, more than doubling versus 2024 and marking the highest level in the company's history. Key contributors included **Southgate, Izumi City, Elyse Island**, alongside contributions from **Can Tho** and **Mizuki Park**. This is highly significant because, in the property sector, today's presales form the basis for future revenue recognition and earnings upon project handover.

2. Growth Drivers

The most significant growth driver for NLG over 2026–2028 is its sizeable and high-quality backlog. As of end-2025, NLG's unrecognized contracted sales value is estimated at around **VND10,900bn**, up 2.3x YoY. This backlog is expected to contribute

almost all of the company's core real estate revenue in 2026 and roughly 40% of core revenue in 2027. This provides a relatively solid foundation for forecasting strong core earnings growth in the coming years.

SALES OF NLG AND PROJECTS

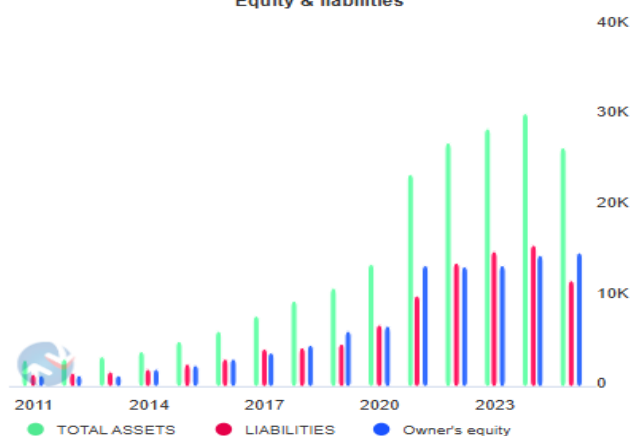


Source: CKG Analyst

Second, NLG is entering a new product launch cycle, with multiple projects expected to contribute on a rolling basis. Key projects include Southgate, Mizuki Park, Izumi City, Elyse Island (Paragon), Nam Long Can Tho, and VSIP Hai Phong. If project execution, launches, and handovers proceed as planned, the 2027–2030 period could represent a strong earnings growth cycle for NLG, with 2027 viewed as a potential breakout year as several projects simultaneously enter their recognition phase.

Third, the company's financial position is a clear positive. NLG has shifted from a net debt position to a net cash position by the end of 2025. This is particularly important in a still-elevated interest rate environment, as it gives the company greater flexibility to fund project development, implement sales policies, and reduce reliance on external capital raising compared to many industry peers.

Equity & liabilities



Source: Vietstock

Fourth, NLG stands to benefit from the structural trend of population spillover into satellite urban areas and the continued expansion of regional infrastructure

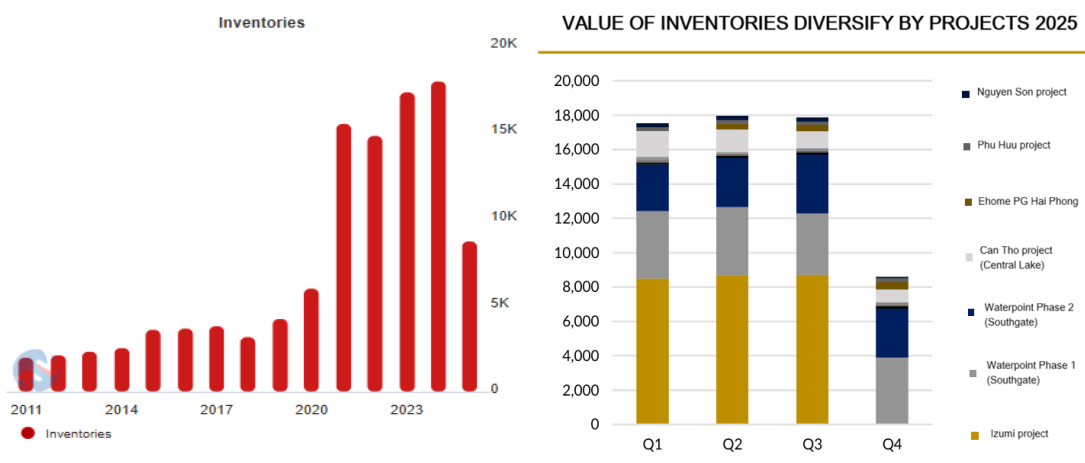
surrounding Ho Chi Minh City. With a product portfolio concentrated in the mid-end segment and relatively high exposure to genuine owner-occupier demand, the company is better positioned in a market increasingly polarized between speculative demand and real housing demand.

3. Risk of investment

The first risk is the **high interest rate environment**. As mortgage rates rise, absorption rates may slow, forcing the company to extend selling periods or offer greater sales incentives, which could in turn pressure profit margins and cash collection. This is arguably the most important variable to monitor in NLG's new sales cycle.

The second risk is **legal and project execution risk**. For real estate developers, delays in any stage—such as legal approvals, infrastructure development, project launch, or handover—can push revenue, earnings, and net asset value recognition into later periods. This is particularly relevant for large-scale projects such as **Izumi City, Elyse Island, and Waterpoint Phase 2**.

The third risk is that while project scale may be substantial, the actual economic interest attributable to NLG shareholders may not be fully commensurate, given that many projects are developed under **JV/associate structures**. In other words, presales and gross development value may appear very large, but the revenue and earnings attributable to the parent company could come in below headline expectations. This is a key reason why NLG's financial statements require more careful analysis than those of developers with wholly owned project portfolios.



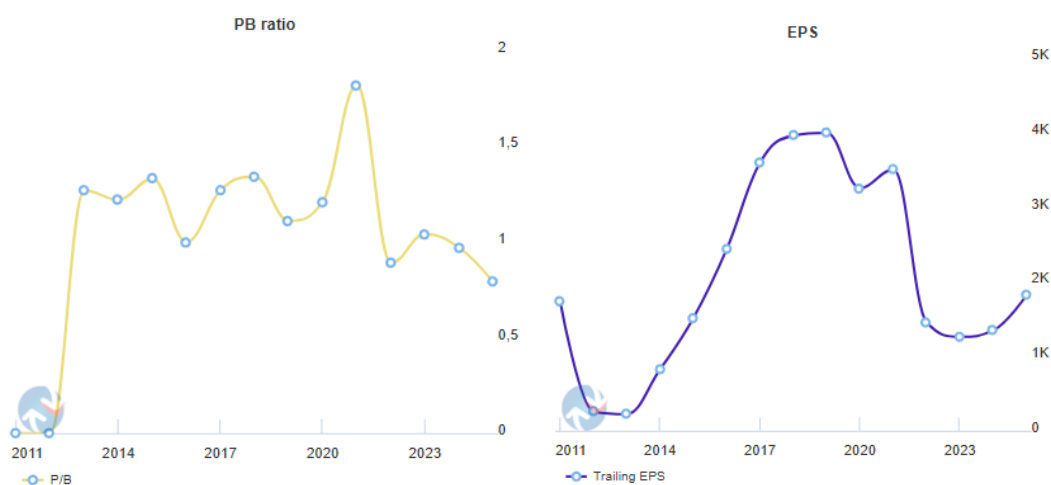
Source: Vietstock, CKG

The fourth risk concerns the company's ability to **expand its commercial land bank** going forward. Part of NLG's current valuation discount reflects market concerns that its remaining commercial land bank is increasingly concentrated in provincial markets,

while its presence in core markets such as Ho Chi Minh City is not particularly abundant. If the company can make more visible progress in securing high-quality land bank expansion, this could represent both a current risk and a future positive catalyst for the stock.

4. Valuation & recommendation

NLG is currently trading at an attractive valuation range. The stock is trading at around **0.9x–1.0x 2026F P/B**, close to its historical trough and materially below its **five-year average of approximately 1.7x**. Fair value is estimated at around **VND35,000–45,000/share**, depending on assumptions regarding sales velocity, cost of capital, and risk discount.



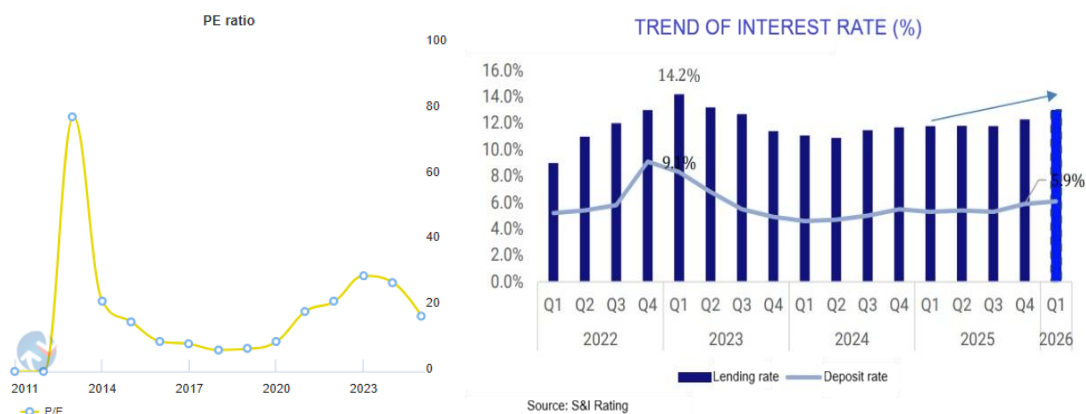
Against this backdrop, our recommendation is **BUY** for the medium term, particularly for investors who can tolerate the lag inherent in the property cycle and short-term volatility in capital markets. The investment thesis does not rest solely on 2025 earnings, but rather on the **2026–2028 earnings recognition cycle**, when the large backlog begins to be handed over.

5. Conclusion & outlook

NLG is a property developer with relatively solid fundamentals across three key dimensions: a sizeable land bank accumulated at low cost, a sufficiently broad project pipeline to enter a new commercialization cycle, and a healthier balance sheet than many peers in the sector. Although revenue declined in 2025, earnings increased thanks to the Izumi City transaction; more importantly, presales reached a record high, laying the groundwork for growth in the coming years.

That said, investors should also recognize that part of 2025 earnings was **non-recurring**, while the 2026–2028 outlook remains highly dependent on absorption rates, legal progress, and project handovers in a still-challenging interest rate environment.

As such, NLG is better suited to a **medium-term investment horizon**, with accumulation at attractive valuation levels, rather than expectations of a rapid rerating in the near term.



NLG's financial indicators

Indicators	2022	2023	2024	2025
Profitability ratios (%)				
ROE	4.14	3.6	3.69	4.77
ROA	2.19	1.74	1.76	2.47
Gross profit margin	45.73	49.1	42.49	41.76
Net profit margin	19.95	25.16	19.28	16.76
Growth rates (%)				
Profit before tax	-34.76	-9.51	88.5	-34.88
Profit after tax for shareholders of the parent company	-48.05	-13.04	7.06	35.43
Total assets	14.68	5.64	5.97	-12.38
Owner's equity	-1.57	1.63	7.66	1.75

Source: Vietstock.vn

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