trueFriend KIS Viet Nam Securities Corporation

Company Brief

25 Aug 2026

Nam Kim Group (NKG)

Exports are recovering

12M rating **NON-RATED**

2Q26 – Favorable export activity from the North American market

- In 2Q26, NKG recorded revenue of VND4,150bn, up 9.0% YoY and 27.3% QoQ.
  - **Total sales volume** in 2Q26 reached 203 thousand tons, up 1.0% YoY (according to VSA data, Figure 2), specifically:

    The domestic market continued to record 2Q26 volume of 110.8 thousand tons, -7% YoY or -18% YoY. The decline in the domestic market may be starting to be affected by the civil construction segment amid rapidly rising interest rates, as we had previously flagged as a concern in our steel sector reports

    The export market consumed 92.2 thousand tons, +12% YoY. This was a fairly positive quarter for Vietnam's steel industry in general and NKG in particular, thanks to more favorable export activity to the North American market.
  - **Average selling price** was recorded at USD775/ton, +5.7% YoY or +16% QoQ (Figure 6). The QoQ increase in average selling price came from (i) the rising selling price trend in the North American market, and (ii) the share of sales volume to this market also increasing within the overall sales mix (Figures 3, 4)

	2021A	2022A	2023A	2024A	2025A
Sales (VND bn)	28,206	23,128	18,621	20,708	14,899
chg. (% YoY)	143.7	(18.1)	(19.4)	10.8	(28.1)
Operating profit (VND bn)	2,551	(107)	177	557	127
Net profit (VND bn)	2,225	(125)	117	453	197
EPS (VND)	9,883	(474)	446	1,434	418
chg. (% YoY)	528.0	(104.8)	(194.2)	221.5	(70.8)
EBITDA (VND bn)	3,128	471	749	1,064	593
PE (x)	1.4	(52.8)	30.3	10.6	33.3
EV/EBITDA (x)	2.0	22.7	10.1	10.1	20.7
PB (x)	0.54	1.24	0.66	0.82	0.82
ROE (%)	50.0	(2.3)	2.2	8.0	2.9
Dividend yield (%)	7.12	-	-	-	-

Note: Net profit, EPS and ROE are based on figures attributed to controlling interest
Source: FiinproX, KIS Research

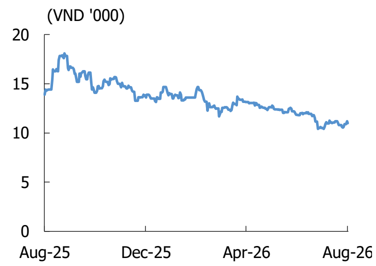
Stock Data

VNIndex (25 Aug, pt)	1,791
Stock price (25 Aug, VND)	11,000
Market cap (USD mn)	207
Shares outstanding (mn)	492
52-Week high/low (VND)	18,091/10,400
6M avg. daily turnover (USD mn)	1.60
Free float / Foreign ownership (%)	79.5/4.8
Major shareholders (%)	
Chair man – Ho Minh Quang	15.87
Unicoh Specialty Chemicals	6.20
VEIL	5.18

Performance

	1M	6M	12M
Absolute (%)	4.8	(25.1)	(20.9)
Relative to VNIndex (%p)	(1.8)	(22.7)	(34.3)

Stock price trend



Source: Bloomberg

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- **Gross profit** reached VND437bn, a sharp increase of +62% YoY, with gross margin recorded at 10.5%, up +3.4ppt YoY and +7.9ppt QoQ (Figure 5). The QoQ improvement was mainly due to the higher average selling price, benefiting from the price trend in the North American market, while input HRC prices from both domestic and imported sources rose at a slower pace (Figures 7, 8).
- **NPAT** was recorded at VND103bn, +12% YoY and +378% QoQ.

3Q26F – Expected to maintain a favorable trend YoY

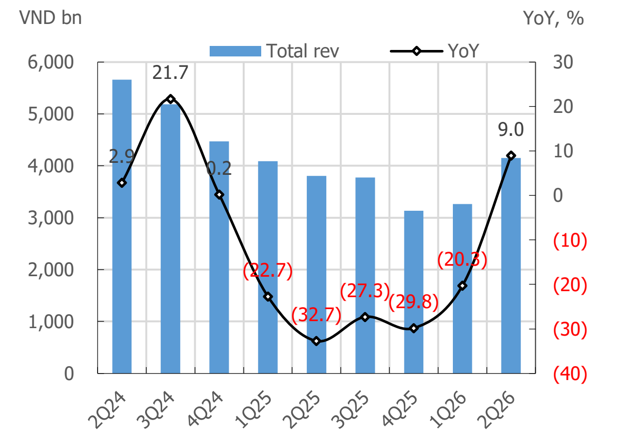
- In 3Q26F, we believe sales volume could stay flat or decline slightly YoY as domestic demand weakens, though this should be offset by a recovery in export activity to the North American market.
- However, we believe gross margin and gross profit will maintain a positive trend YoY thanks to: (i) selling price trends across markets remaining on the rise, while HRC prices are only adjusting up slightly, and (ii) the share of sales to the North American region—which carries a higher margin than other markets—expected to remain favorable in 3Q26, as Vietnam continues to hold a price advantage over domestic producers there.

Table 1. Quarterly earnings snapshot in 2Q26 (VND bn, %, %p)

	2Q25	3Q25	4Q25	1Q26	2Q26	QoQ	YoY
Sales	3,808	3,773	3,136	3,261	4,150	27.3	9.0
OP	101	71	(37)	(17)	243		139.4
OP margin	2.7	1.9	(1.2)	(0.5)	5.9	6.4	3.2
EBT	112	59	(11)	25	163	547.0	45.1
NP	92	50	(9)	21	103	378.4	12.1

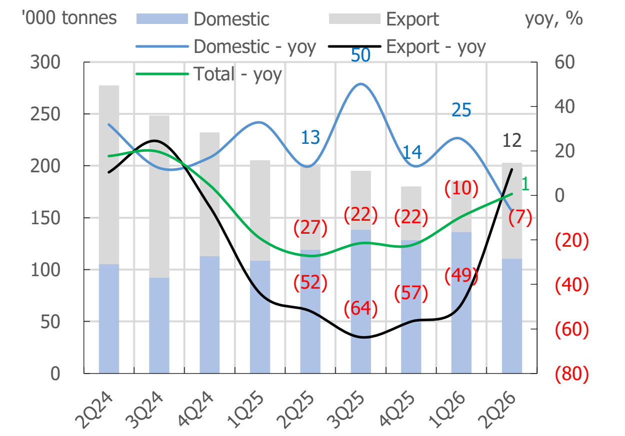
Source: Company data, FiinproX, KIS Research

Figure 1. Total revenue recorded growth of 9.0% YoY



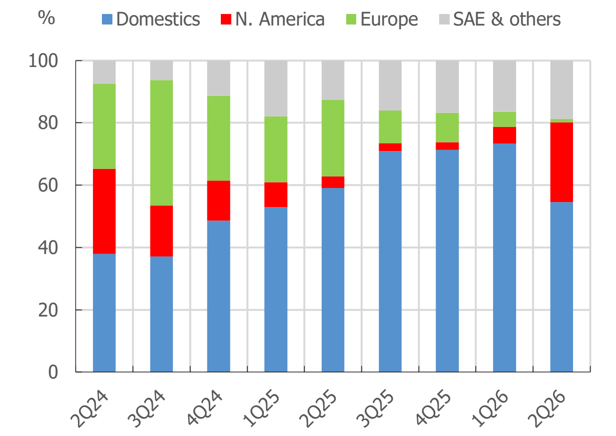
Source: Company data, KIS Research

Figure 2. ... Export activity improved, offsetting the volume decline in the domestic market



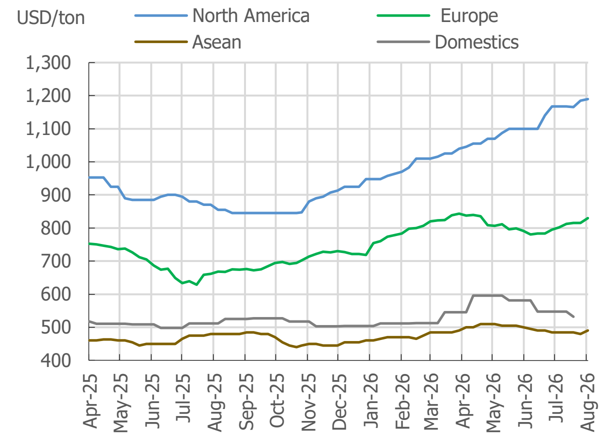
Source: VSA, KIS Research

Figure 3. ... Favorable export activity was recorded in the North American market ...



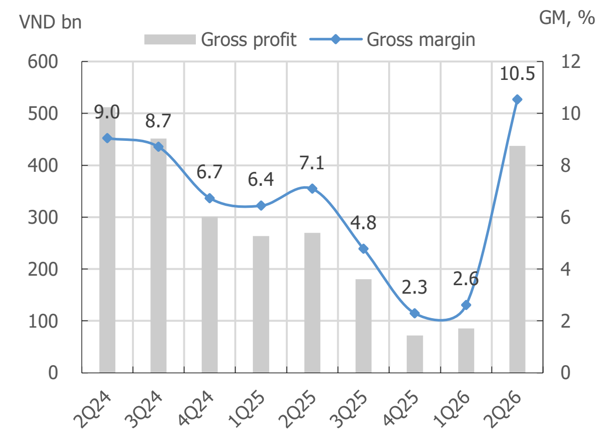
Source: Tradeint, KIS Research

Figure 4. ... where selling prices rose rapidly in 2Q26 and remain on an uptrend in Jul-Aug 2026



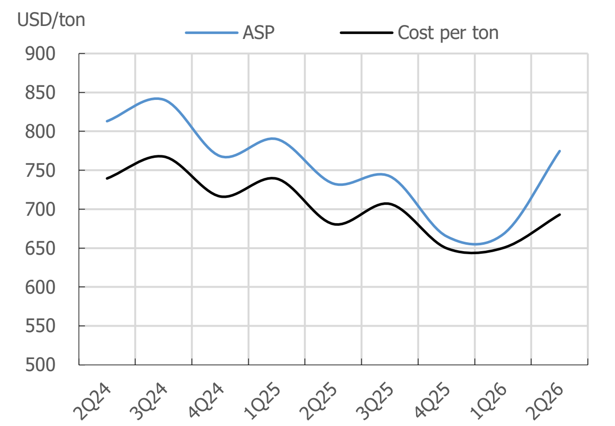
Source: Bloomberg, VSA, KIS Research

Figure 5. ...Gross margin and gross profit recovered significantly in 2Q26 ...



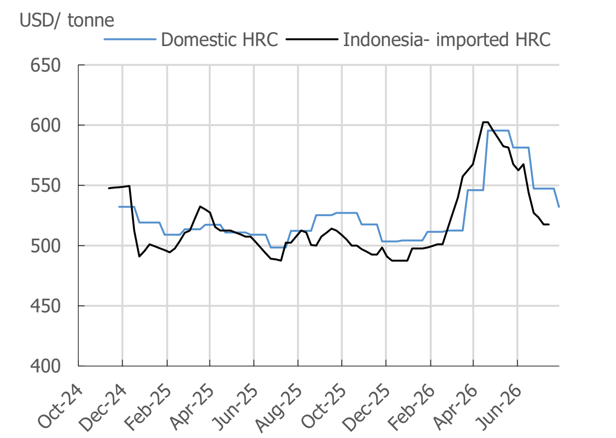
Source: Bloomberg, KIS Research

Figure 6. ... Thanks to the widening gap between selling price and input price



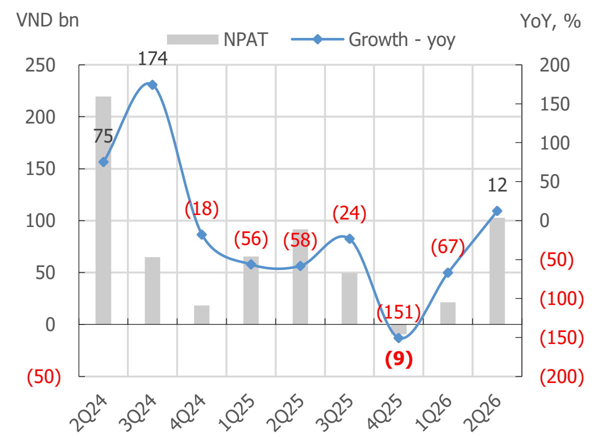
Source: Company data, KIS Research

Figure 7. ... as the HRC price trend in 2Q26 only rose slightly QoQ in 2Q26, while selling prices recorded a solid increase



Source: Thitruongthep.com, KIS Research

Figure 8. As a result, NPAT was recorded at VND103bn, +12% YoY and +378% QoQ



Source: Thitruongthep.com, KIS Research

■ Company overview

Nam Kim Steel JSC (NKG) was established in 2002 and is one of Vietnam's leading manufacturers in the steel industry. The company specializes in the production and trading of coated steel products, including galvanized steel, galvalume steel, and pre-painted steel coils, with a total capacity of over 1 million tons per year, supplying both domestic and export markets.

Prepared by: Research Dept

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