

VIETNAM DAILY

[Market Commentary]

Stocks staged a modest rebound after the Prime Minister delivered a speech voicing his confidence that Vietnam's GDP growth would beat the IMF's 2.7% forecast

[Futures/ETFs]

Futures closed higher in light trading after the VN30 cash index staged an afternoon recovery and foreign buying narrowed the backwardation in the basis

[Market Movers]

HPG, GAS

[Company Updates]

GMD, MSN, PLX, HDB

May 5, 2020

	Index	Chg (%, bp)
Ho Chi Minh	764.16	+0.22
VN30	711.01	+0.23
VN30 futures	695.30	+1.65
Hanoi	105.41	-0.29
HNX30	201.66	-0.05
UPCoM	51.98	+0.13
USD/VND	VND23,423	-0.07
10-yr govt bond (%)	2.98	-2
Overnight rate (%)	2.12	+15
Oil (WTI, \$)	22.41	+9.91
Gold (LME, \$)	1,697.91	-0.24



Market Commentary

VNIndex 764.16P (+0.22%)
Volume (mn shrs) 169.2 (-31.8%)
Value (U\$m) 145.8 (-14.5%)

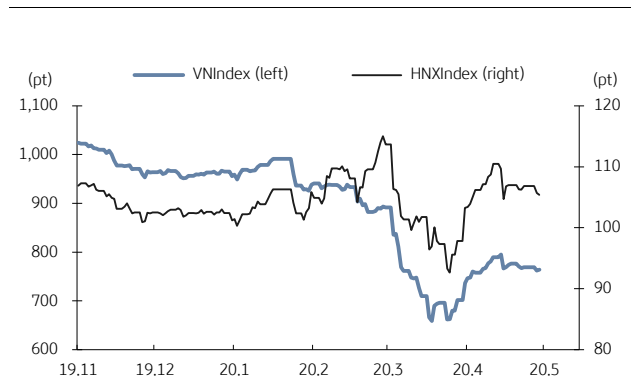
HNXIndex 105.41P (-0.29%)
Volume (mn shrs) 26.2 (-35.0%)
Value (U\$m) 10.5 (-16.7%)

UPCoM 51.98P (+0.13%)
Volume (mn shrs) 7.5 (-32.9%)
Value (U\$m) 4.1 (-22.8%)

Net foreign buy (U\$m) -5.7

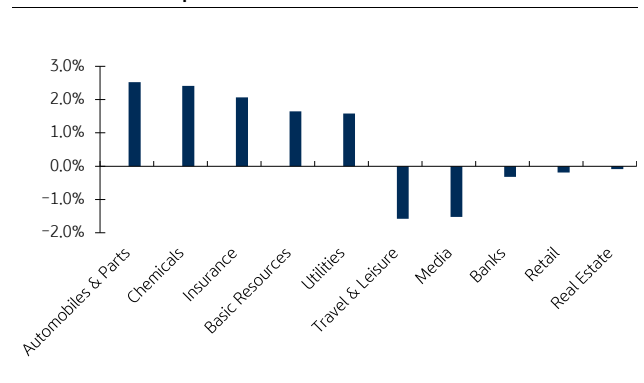
Stocks staged a modest rebound after the Prime Minister delivered a speech voicing his confidence that Vietnam’s GDP growth would beat the IMF’s 2.7% forecast. The PM also reiterated the government’s commitment to keep inflation below 4% and to disburse all of the VND700 trillion (USD30 billion) in public investment funds this year. Steel stocks – such as Hoa Phat Group (HPG, +1.9%) and Hoa Sen Group (HSG, +2.0%) – and industrial parks – like Kinh Bac City Development (KBC, +4.5%) and Long Hau Corp (LHG, +4.3%) – led the rebound in the market. Oil prices continued to move higher in Asia trading and allowed PV Drilling & Well Services (PVD, +3.0%) and PV Technical Services (PVS, +2.6%) to post gains but weighed on airline stocks like Vietjet (VJC, -2.4%) and Vietnam Airlines (HVN, -0.4%) amid fears of rising fuel costs. Saigon Beer (SAB, -2.1%) and Hanoi Beverage (BHN, -3.3%) fell after the Ministry of Industry & Trade announced a drop in monthly beer output. The large state-owned banks like Vietinbank (CTG, -1.0%) and Vietcombank (VCB, -0.9%) underperformed the market again reporting a rise in delinquent loans in quarterly results. Foreign investors were net sellers, focusing on Hoa Phat Group (HPG, +1.9%), Sacombank (STB, -0.1%) and Novaland (NVL, Unch).

VN Index & HNX Index



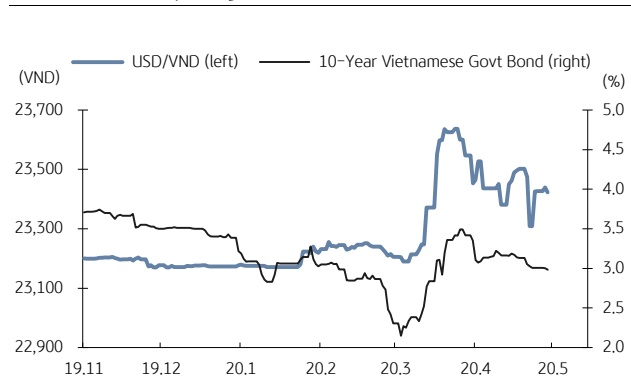
Source: Bloomberg, KB Securities Vietnam

VN Index sector performance



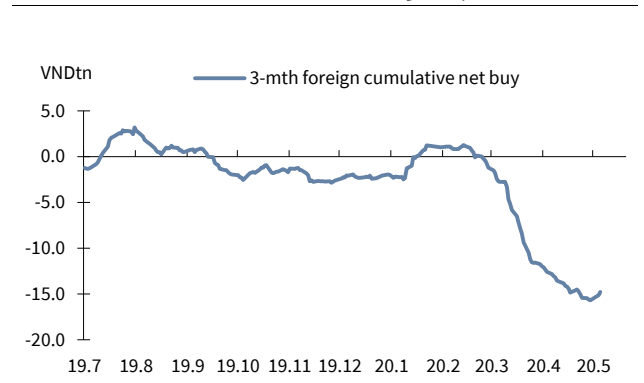
Source: Bloomberg, KB Securities Vietnam

USD/VND & 10-year government bond rates



Source: Bloomberg, KB Securities Vietnam

Vietnam – 3-mth cumulative net foreign buy



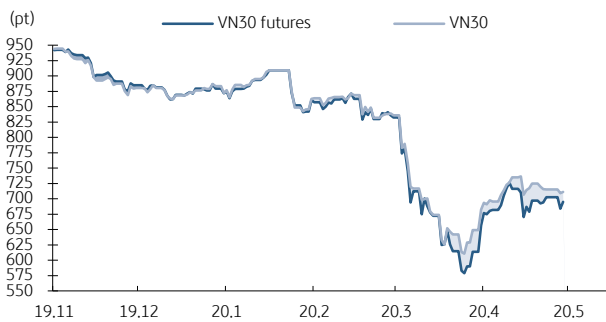
Source: FiinPro, KB Securities Vietnam

Futures/ETFs

VN30	711.01P (+0.23%)
VN30 futures	695.3P (+1.65%)
Open	689.0P
High	698.0P
Low	688.2P
Contracts	191,187 (-5.9%)

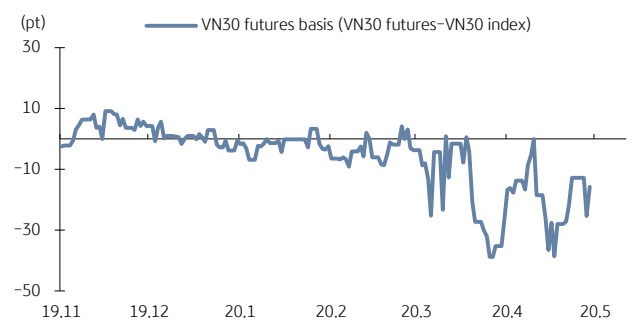
Futures closed higher in light trading after the VN30 cash index staged an afternoon recovery and foreign buying narrowed the backwardation in the basis. The basis opened at the low of the day at minus 25.35 basis points after futures failed to chase the strong open in the underlying VN30 cash index before narrowing to minus 16.77 basis points at the close on foreign buying. Locals were buyers of futures alongside recovery in the cash markets before taking intraday profit in the closing auction. Trading volumes remained light.

VN30 futures & VN30 index



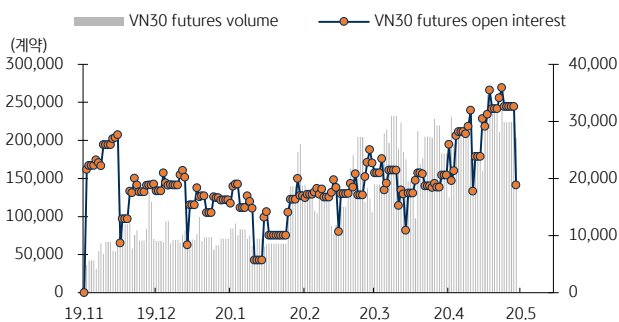
Source: Bloomberg, KB Securities Vietnam

Front month VN30 futures basis



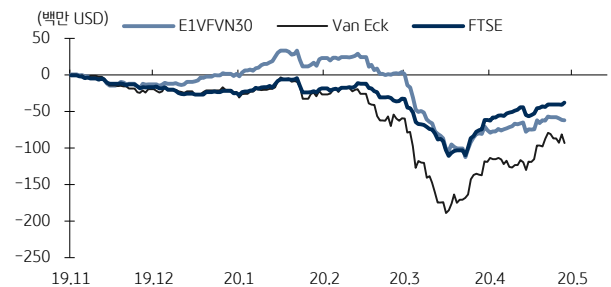
Source: Bloomberg, KB Securities Vietnam

VN30 futures volume & open interest



Source: Bloomberg, KB Securities Vietnam

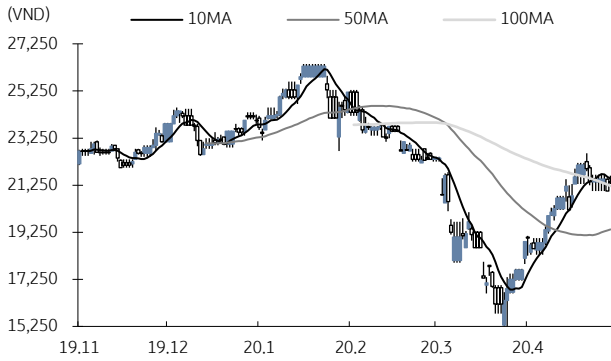
Vietnam ETFs - 3-mth cumulative net buy



Source: FiinPro, KB Securities Vietnam

Market Movers

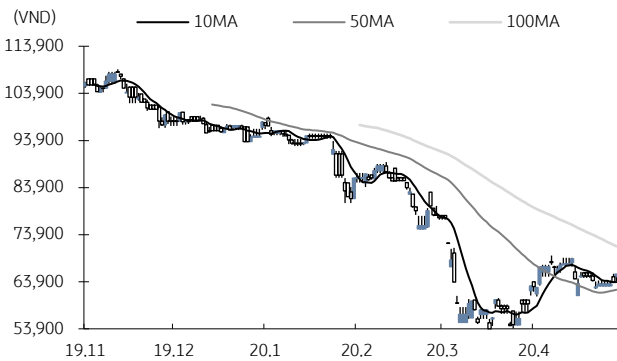
Hoa Phat Group (HPG)



Source: Bloomberg, KB Securities Vietnam

- HPG closed up 1.9% to VND21,400
- HPG released promising monthly results despite the COVID-19 lockdown, with April construction steel volumes sold up 13.8% YoY to 270,000 tons (including 20,000 tons for exports). Exports of steel billets rose by 35.5% YoY to 183,000 tons and were mostly sold to China, the Philippines and Thailand.

PV Gas (GAS)



Source: Bloomberg, KB Securities Vietnam

- GAS closed up 2.7% to VND65,500
- GAS released 2020E earnings guidance of VND6,626 billion (down 45% YoY) on revenue of VND66,164 billion (down 12% YoY) based on a scenario assuming oil prices average USD60 per barrel.
- The company also expects cash dividends of VND4,500 per share for 2019 earnings and VND3,000 per share for 2020 earnings.

Gemadept (GMD)

1Q falls as COVID-19 adds to competition pressure

Earnings down 16% as weak cargo volumes pressure costs

— 1Q earnings down 16.2% YoY to VND122.5 billion due to the: 1) 17% jump in SG&A expenses as costs rose to retain customers amid falling total cargo volumes; and 2) 27% higher financing costs. Revenue was down 4.4% YoY to VND601 billion and the gross margin remained stable at 39.5% vs the 39.7% seen during the same period last year.

Container volumes declined as competition heats up

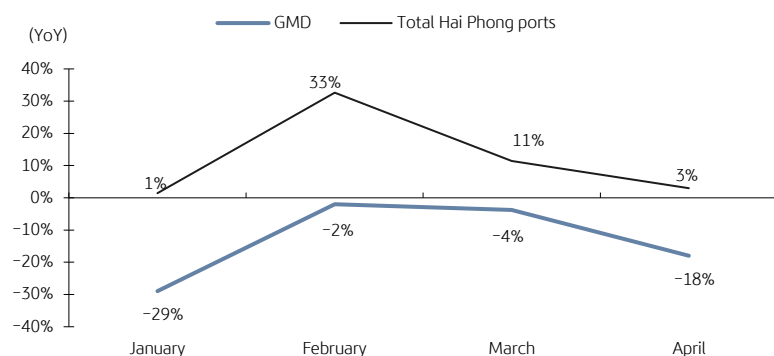
— Vessels docked fell by 4.7% YoY and fell more sharply by 39.3% YoY at the *Nam Dinh Vu* port. Total vessel tonnage decreased by 13.9% YoY in the first four months of 2020 as competition heats up from the *Hai Phong* port cluster, especially the *Lach Huyen* port. GMD was also hit harder because a large number of customers are from China and Hong Kong and were more negatively impacted by the coronavirus. This downward trend in total cargo volume will likely continue in the short- and mid-term as long as: 1) Wharves 1-2 at the *Lach Huyen* port run at full capacity; and 2) the impact of COVID-19 on the container port industry impacts more significantly in 2Q.

Phase 2 of the *Nam Dinh Vu* port project delayed

— GMD pushed back Phase 2 of the *Nam Dinh Vu* port project due to the impact of COVID-19 on the entire shipping industry and will restart the project after cargo volumes improve. Management does not expect any negative financial impact as no bank loans or financing has been raised for the project. The Gemalink project continues on schedule and should be completed and begin operations as planned for 4Q.

GMD's total vessel tonnage dropped in the first four months of the year compared to the same period last year despite continuing positive growth at the Hai Phong port cluster (especially in February when COVID-19 concerns led to a spike up in growth)

Fig 1. Hai Phong Ports – Growth in vessel tonnage, Jan–Apr 2020 (% YoY)



Source: Maritime Administration of Hai Phong

May 5, 2020

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Masan Group (MSN)

1Q losses but revenue more than doubles

1Q losses of VND216 billion yet managed to double revenue

— 1Q losses reached VND216 billion vs VND1,000 billion in earnings during the same period last year and revenue more than doubled to VND17,632 billion (+116% YoY) with the addition of *VinCommerce* and strong topline growth across all divisions except *Masan Resources*. Losses were due to: 1) debt for the *VinCommerce* acquisition that added VND254 billion in financing costs (up 54% YoY); 2) consolidation of losses from *VinCommerce*; 3) lower global commodity prices negatively impacting *Masan Resources*; and 4) ramp up costs for the branded meat business at *Masan MEATLife*. The over two-fold increase in revenue was largely attributable to: 1) inclusion of *VinCommerce* to consolidated results but also strong double-digit same-store sales growth in major markets; 2) 22% topline growth at *Masan Consumer*; and 3) scaling up of the integrated meat business at *Masan MEATLife*.

Retailing and consumer business fared well despite COVID-19 but commodities dragged

- *VinCommerce*: 1Q EBITDA was negative VND446 billion but the EBITDA margin improved dramatically to minus 5.1% from minus 9.1% seen in 1Q 2019 supported by gains in the gross margin and lower SG&A expenses. Revenue growth was impressive at 40.3% YoY after management successfully achieved: 1) double-digit same-store sales growth in Hanoi (+13%) and tier 1 cities (+12%) and solid growth in Ho Chi Minh (6%) despite COVID-19; 2) revamp of 27 *VinMart* supermarkets (20% of all locations) and 1,192 *VinMart+* minimarkets (42% of all locations) to increase revenue-per-store via premiumization; and iii) early gains in optimizing the distribution footprint by closing underperforming stores to maintain strong sales growth during the slowdown in new store expansion.
- *Masan Consumer*: Revenue grew 22.4% YoY driven by 59.7% YoY growth in convenience foods (mainly stockpiling instant noodles during COVID-19) and tripling of sales of processed meats (higher ASPs from premium sausages). The premiumization and urbanization strategy showed 75.0% growth in sales through the modern trade channel.
- *Masan MEATLife*: Net losses reached VND31 billion in 1Q as investments remain high for the fresh meat business to achieve operational scale and greater national brand awareness. Overall revenue grew by 6.4% to VND3,397 billion as the swine flu still weighed on animal feed prices but the integrated meat business rose by 85% QoQ to VND453 billion.
- *Masan Resources*: Revenue fell by 10.4% YoY as the global COVID-19 pandemic exacerbated the weak prices for minerals.

Management plans to release 2020E guidance at the AGM

— The date is yet to be confirmed but management plans to hold its annual general shareholders' meeting in June and formally announce 2020E guidance. Early indications from management for 2020E performance include double-digit growth for consolidated revenue and profitability to catch up in the second half of the year.

May 5, 2020

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Petrolimex (PLX)

1Q loss on sizable inventory provision

1Q loss from huge inventory provision

— 1Q loss of VND1.8 trillion (vs 1Q earnings of VND1.3 trillion in 2019) due to: 1) VND1.6 trillion in inventory provisioning to reflect plummeting oil product prices; and 2) lower volume demand during the nationwide lockdown that caused 1Q revenue to shrink by 8.3% YoY to VND38.5 trillion. Retail pump prices have already fallen below the average cost of inventory during the April 1–15 pricing period and caused management to book inventory provisions for expected losses in the upcoming quarter. Provisions will likely be a moving target as higher retail pump prices can also generate provision reversals (retail pump prices are determined every two weeks using a formula of product prices). Volume demand also fell by 10% after the coronavirus led to a 6% YoY contraction in nationwide passenger traffic (including private and public transportation) and 27.8% YoY drop in tourism sales during the quarter.

Expansion of the COCO station network remains on track

— PLX opened 28 new COCO stations (company owned–company operated) in 1Q and now operates 2,780 COCO and 3,000 DODO (dealer owned–dealer operated) locations. Management will maintain its retail-focused strategy – and take advantage of the turbulent times of the coronavirus – to use M&A to expand the COCO network that offers higher retail margins vs the wholesale margins of its DODO pumps.

Potential cut in environment tax could boost retail volume demand

— Currently, the environmental tax is VND4,000 per liter for gasoline and VND2,000 per liter for other refined products or about 20%–32% of retail prices for petroleum products. The Ministry of Industry & Trade submitted a proposal on April 10 to cut this tax, which could lower pump prices and trigger the faster-than-expected recovery in retail volumes without any undue impact to product margins.

May 5, 2020

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HDBank (HDB)

1Q up on accelerating credit growth

1Q earnings up 14% as credit growth accelerates

— 1Q earnings rose by 14% YoY to VND1,001 billion on the acceleration of credit growth to 16.3% YoY in 1Q vs 4Q's 10.7% and an increase of 5.9% from the end of 2019. Loans to customers also remained strong and grew by 18.2% YoY vs 4Q's 18.8% YoY and 4.2% from the end of 2019. Management continued its strategy of building strategic partnerships with corporates to sustain high credit growth despite the more cautious lending environment (1Q's strong credit growth was largely attributable to loan agreements signed with strategic partners in late 2019).

But also seeing signs of deteriorating asset quality

— Substandard & below non-performing loans rose to 1.47% in 1Q vs 4Q's 1.36% even as credit growth remained strong. The early signs of erosion in credit quality were more pronounced in the precautionary & below ratio, which rose to 3.08% from 4Q's 2.94%. Despite slippage in the asset quality ratios, credit costs fell to VND292 billion (+29% YoY/-28% QoQ) or 0.19% of loans vs 4Q's 0.28% of loans. This caused 1Q's reserve coverage for substandard & below non-performing loans to fall to 74.5% from 4Q's 81.4% and coverage for precautionary & below loans to fall to 35.6% vs 4Q's 37.8%.

Flat fee performance but costs prove to be more troublesome

— Net fees & commissions were mostly flat to the previous quarter (up 11.5% YoY/down 1.6% QoQ) as banks cut transaction fees during the coronavirus lockdown. Costs proved more troublesome as staff expenses rose by 64% YoY and caused the cost-to-income ratio to jump to 51.0% during the quarter from 46.1% during the same period last year.

KBSV Model Portfolio

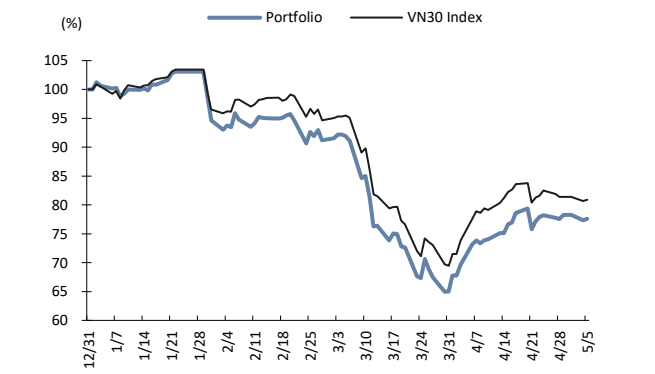
KBSV Research Team

Investment approach:

- Seeks to outperform the VN30 Index by identifying the most attractive stocks within our coverage universe over the next 3 months
- Employs a risk-managed exit strategy that sets a profit target of +30% and stop loss of -15%
- Uses an equal-active-weight (with monthly rebalancing method) approach that allocates 100% of the portfolio to stocks that, at times, can include a VN30 index ETF

	VN30 Index	Master Portfolio
Daily return	0.23%	0.33%
Cum. return	-19.12%	-22.41%

Performance vs VN30 Index



KBSV domestic model portfolio

Ticker	Inclusion date	Close 20/05/05	Daily return (%)	Cumulative return (%)	Main investment catalysts
Mobile World (MWG)	19/08/09	79,300	-0.1%	-3.16%	<ul style="list-style-type: none"> - Optimizing revenue from DMG & TGDD chains - BHX expects to reach break-even point soon at stores and distribution centers - In the long term, BHX aims to capture 10-15% of the food retail market
Nam Long Invest (NLG)	19/06/03	22,400	-0.4%	-16.4%	<ul style="list-style-type: none"> - Leader in mid- to high-end housing & Japanese partners for large urban area (UA) projects - Largest urban area developer (Mizuki Park UA, Akari City UA & Waterpoint US)
Phu Nhuan Jewelry (PNJ)	19/03/22	56,000	-0.9%	-26.9%	<ul style="list-style-type: none"> - Strong topline supported by transaction volumes (2018 +34% & ASPs (2018 +5%) - Strongest customer base to capture lucrative watch segment (5% of sales by 2022E) - Core business activities growing again after the "ERP" incident
Military Bank (MBB)	18/12/18	15,800	-0.3%	-19.9%	<ul style="list-style-type: none"> - Military Insurance Corporation (MIC) non-life premiums to boost 2019 non-bank income - Retail loan mix (M credit) supports 4% NIM against pricing competition (ACB/MBB) - M credit work-in-progress but low-cost funding from Shinsei triples key cash loan mkt
Refrig Elec Eng (REE)	18/10/11	30,000	1.4%	-11.8%	<ul style="list-style-type: none"> - Office lease management & E-town Central occupancy generates stable cash flow - Strategic investments in utility industry provides stable/long-term dividend stream
FPT Corp (FPT)	18/09/06	50,900	0.8%	32.2%	<ul style="list-style-type: none"> - Software outsourcing foothold in Japan/US/Asia-Pacific/EU drives 25% overseas CAGR - Telecoms stable 15% growth/solid subscriber growth & profitable Pay-TV from 2020E - 20%+ earnings momentum by 2020E
Vietin Bank (CTG)	20/01/31	19,850	-1.0%	-18.6%	<ul style="list-style-type: none"> - Building on strong earnings recovery in 2019 & optimistic outlook for 2020 - Growing expectations for capital increase in 2020 to offset loan-growth concerns - Already improved asset quality and benign credit risks for 2020
Vietjet (VJC)	19/02/05	111,500	-2.4%	-13.7%	<ul style="list-style-type: none"> - nCoV outbreak impact meaningful but short-lived & fully-reflected in stock price - Lower fuel costs silver lining to offset lower passenger volumes - Growth prospects intact as Long Thanh airport project schedule pulled forward
Hoa Pha Group (HPG)	19/12/04	2,1400	1.9%	-8.7%	<ul style="list-style-type: none"> - Steel consumption starts to rebound - Construction steel prices show signs of rising again - Increased capacity from Dung Quat project helps HPG expand market share
Kinhbac City Development (KBC)	20/03/09	12,900	4.5%	-5.8%	<ul style="list-style-type: none"> - Strong pricing for upcoming land sales after Trang Due urban land sales in 4Q19 - Beneficiary of more production facilities from EU companies after EU-Vietnam FTA - Re-location of supply chains from China after COVID-19 scare

Source: Bloomberg, KB Securities Vietnam

Market Monitors

Ho Chi Min – Net foreign buys/sells

Ticker	Chg (%)	For. Ownership (%)	Net buy (VND bn)
VHM	-2.0%	14.7%	26.0
VNM	3.0%	58.4%	23.6
KDH	0.5%	44.2%	7.1
PLX	0.8%	13.1%	5.5
PHR	1.7%	8.7%	3.3

Ticker	Chg (%)	For. Ownership (%)	Net sell (VND bn)
HPG	1.9%	36.7%	-23.7
STB	-0.1%	9.9%	-22.5
NVL	0.0%	6.0%	-15.8
CTG	-1.0%	29.6%	-12.3
DPM	-1.5%	15.1%	-12.0

Source: FinPro, KB Securities Vietnam

Hanoi – Net foreign buys/sells

Ticker	Chg (%)	For. Ownership (%)	Net buy (VND bn)
HAD	4.8%	9.8%	0.3
LAS	1.6%	2.0%	0.2
PVI	0.0%	54.3%	0.2
VCG	-1.2%	0.5%	0.2
SLS	-0.4%	3.5%	0.1

Ticker	Chg (%)	For. Ownership (%)	Net sell (VND bn)
PVS	2.6%	14.3%	-7.7
SHB	-2.6%	7.9%	-1.1
SHS	0.0%	9.4%	-0.7
PVC	0.0%	12.1%	-0.7
BVS	-1.2%	27.2%	-0.4

Source: FinPro, KB Securities Vietnam

Sectors – Top 5 best/worst weekly performance

Top 5 best performers	Chg (%)	Key stocks
Automobiles & Parts	5.8%	TCH, SVC
Oil & Gas	2.3%	PLX, PVD
Utilities	1.8%	GAS, CHP
Banks	0.5%	CTG, HDB
Technology	0.3%	FPT, ICT

Top 5 worst performers	Chg (%)	Key stocks
Media	-6.0%	YEG, PNC
Food & Beverage	-3.7%	SAB, MSN
Financial Services	-2.2%	FIT, HCM
Retail	-2.1%	MWG, FRT
Insurance	-1.8%	BVH, BIC

Source: Bloomberg, KB Securities Vietnam

Sectors – Top 5 best/worst monthly performance

Top 5 best performers	Chg (%)	Key stocks
Chemicals	18.7%	GVR, DCM
Travel & Leisure	16.5%	HVN, VJC
Automobiles & Parts	15.0%	TCH, SVC
Basic Resources	13.1%	HPG, HSG
Health Care	10.4%	DHG, PME

Top 5 worst performers	Chg (%)	Key stocks
Insurance	-3.6%	BVH, BIC
Real Estate	-1.8%	VIC, VHM
Banks	-1.3%	BID, VCB
Media	2.9%	PNC, YEG
Financial Services	3.1%	FIT, HCM

Source: Bloomberg, KB Securities Vietnam

Vietnam – Focus stocks

Sector	Code	Company name	Price	Mkt cap (VNDbn, USDmn)	Trading value (VNDmn, USDmn)	For avail (% -1d)	PER (X)		EPS CAGR (%)	ROE (%)		P/B (X)		Performance (%)			
							19E	20E		19E	20E	19E	20E	1D	1W	1M	YTD
Real estate	VIC	VINGROUP JSC	92,700	313,551 (13,386)	90,872 (3.9)	22.6	41.8	24.8	31.3	8.8	12.4	3.7	3.2	1.0	-0.3	1.9	-19.4
	VHM	VINHOMES JSC	63,600	209,213 (8,932)	80,827 (3.4)	34.3	7.9	6.5	35.3	38.5	32.5	2.5	1.8	-2.0	-2.2	10.2	-25.0
	VRE	VINCOM RETAIL JS	23,550	53,513 (2,285)	75,481 (3.2)	17.6	18.8	14.7	10.2	10.2	11.7	1.9	1.7	0.4	-1.9	20.8	-30.7
	NVL	NOVA LAND INVES	52,800	51,192 (2,186)	39,777 (1.7)	32.3	17.4	18.6	-11.3	12.0	11.8	2.1	1.8	0.0	-0.4	1.7	-11.3
	KDH	KHANGDIEN HOUSE	21,000	11,433 (488)	12,430 (0.5)	4.8	9.9	8.7	16.8	14.6	15.2	1.4	1.3	0.5	2.4	14.8	-21.9
	DXG	DATXANH GROUP	9,400	4,877 (208)	30,139 (1.3)	8.9	4.5	4.0	-11.5	12.3	15.2	0.6	0.6	0.5	-1.7	13.1	-35.2
Banks	VCB	BANK FOR FOREIGN	66,800	247,753 (10,577)	105,233 (4.5)	6.4	14.1	11.6	16.7	20.4	20.2	2.6	2.2	-0.9	-3.0	2.0	-25.9
	BID	BANK FOR INVESTM	35,300	141,977 (6,061)	42,482 (1.8)	12.3	18.9	15.0	5.8	11.9	11.5	1.8	1.6	0.0	-1.9	2.9	-23.5
	TCB	VIETNAM TECHNOLO	17,400	60,902 (2,600)	32,028 (1.4)	0.0	5.6	4.8	8.2	16.9	17.4	0.8	0.7	0.0	1.8	9.8	-26.1
	CTG	VIETNAM JS COMM	19,850	73,910 (3,155)	119,764 (5.1)	0.4	8.5	6.0	28.8	12.3	15.0	0.9	0.8	-1.0	3.4	5.6	-5.0
	VPB	VIETNAM PROSPERI	20,350	49,608 (2,118)	94,496 (4.0)	0.6	5.4	4.7	10.3	19.3	18.0	1.0	0.8	1.5	-0.7	16.0	1.8
	MBB	MILITARYCOMMERC	15,800	38,101 (1,627)	100,174 (4.3)	0.0	4.4	3.9	15.0	20.3	20.2	0.8	0.7	-0.3	-1.6	7.1	-24.0
	HDB	HDBANK	21,650	20,912 (893)	35,025 (1.5)	8.6	5.8	4.8	13.8	20.6	20.2	0.9	0.8	0.5	5.1	10.7	-21.4
	STB	SACOMBANK	8,970	16,179 (691)	83,394 (3.6)	13.8	6.9	5.4	39.1	9.4	10.8	0.6	0.5	-0.1	-1.4	7.4	-10.7
	TPB	TIEN PHONG COMME	17,600	14,372 (614)	1,996 (0.1)	0.0	3.8	3.6	44.5	25.7	21.6	0.9	-	1.1	-0.6	5.1	-16.4
	EIB	VIETNAM EXPORT-I	15,000	18,441 (787)	6,266 (0.3)	0.0	32.3	30.9	-6.9	3.6	3.6	1.1	1.1	-0.3	-2.0	-1.3	-15.7
Insurance	BVH	BAOVIET HOLDING	45,000	33,405 (1,426)	28,791 (1.2)	20.3	27.4	20.2	1.0	6.9	9.0	1.7	1.6	2.0	-4.3	6.4	-34.4
	BMI	BAOMINH INSURANC	22,400	2,046 (087)	9,191 (0.4)	12.9	-	-	-	-	-	-	-	3.7	9.3	44.5	-9.7
Securities	SSI	SSI SECURITIES C	12,650	7,602 (325)	44,979 (1.9)	48.8	7.8	7.1	-11.9	10.5	10.6	-	-	-0.4	-4.5	10.7	-18.7
	VCI	VIETCAPITAL SEC	18,500	3,039 (130)	8,808 (0.4)	66.2	-	-	-	14.1	-	-	-	4.2	0.5	23.3	-37.3
	HCM	HOCHI MINH CITY	15,900	4,854 (207)	33,882 (1.4)	45.2	9.3	5.5	-16.4	12.5	17.7	1.0	0.9	2.6	-7.3	25.2	-25.5
	VND	VNDIRECT SECURIT	10,700	2,232 (095)	10,619 (0.5)	12.1	-	-	-	8.6	-	-	-	-0.5	-1.8	-4.0	-25.7
Consumer staples	VNM	VIETNAM DAIRYP	100,500	175,008 (7,472)	151,854 (6.5)	41.6	17.8	16.4	3.7	38.2	38.8	6.0	5.4	3.0	-2.2	5.8	-13.7
	SAB	SAIGON BEER ALCO	151,700	97,282 (4,153)	18,756 (0.8)	36.7	21.2	17.9	7.5	24.3	26.5	4.8	4.3	-2.1	-15.7	21.4	-33.5
	MSN	MASANGROUP CORP	56,400	65,929 (2,815)	85,266 (3.6)	13.0	24.9	19.6	-30.3	7.4	8.3	1.6	1.4	-1.6	-5.2	7.8	-0.2
	HNG	HOANGANH GIA LA	12,950	14,356 (613)	2,698 (0.1)	48.7	-	-	-	-	-	-	-	0.4	1.2	5.3	-6.8
Industrials (transport)	VJC	VIETJET AVIATION	111,500	58,408 (2,494)	35,163 (1.5)	11.3	13.8	11.6	-9.5	25.6	27.3	3.4	3.0	-2.4	-3.2	11.6	-23.7
	GMD	GEMADEPT CORP	18,000	5,345 (228)	8,469 (0.4)	0.0	13.1	11.4	-53.2	7.3	8.3	0.9	0.9	0.0	3.2	18.4	-22.7
	CII	HOCHI MINH CITY	19,400	4,808 (205)	22,512 (1.0)	24.4	10.7	9.7	133.4	9.3	9.6	1.0	1.0	0.5	1.8	3.5	-13.8
Industrials (capital goods)	ROS	FLC FAROS CONSTR	3,590	2,038 (087)	74,248 (3.2)	46.5	-	-	-	-	-	-	-	2.0	-3.2	-3.5	-79.2
	GEX	VIETNAM ELECTRIC	15,050	7,348 (314)	20,770 (0.9)	33.7	8.8	6.6	-12.1	9.6	15.5	1.0	1.0	0.3	-7.4	8.3	-22.2
	CTD	COTECCONS CONSTR	61,000	4,654 (199)	16,858 (0.7)	2.6	8.3	8.2	-39.4	6.4	6.8	0.6	0.5	0.0	0.7	26.4	18.9
	REE	REE	30,000	9,302 (397)	19,268 (0.8)	0.0	5.5	4.7	-2.8	14.9	15.6	0.8	0.7	1.4	-2.0	4.0	-17.4

Source: Bloomberg, KB Securities Vietnam

Vietnam – Focus stocks

Sector	Code	Company name	Price	Mkt cap (VNDbn, USDmn)	Trading value (VNDmn, USDmn)	For avail (%, -1d)	PER (X)		EPS CAG R (%)	ROE (%)		P/B (X)		Performance (%)			
							19E	20E		19E	20E	19E	20E	1D	1W	1M	YTD
Utilities	GAS	PETROVIETNAM GAS	65,500	125,364 (5,352)	58,556 (2.5)	45.7	15.5	12.6	-17.6	15.4	19.8	2.5	2.4	2.7	0.6	10.6	-30.1
	NT2	PETROVIETNAM NHO	19,950	5,743 (245)	10,017 (0.4)	31.4	8.1	7.6	-2.9	16.9	18.4	1.3	1.3	-0.5	-3.4	17.0	-7.9
	PPC	PHA LAI THERMAL	24,500	7,855 (335)	5,081 (0.2)	32.5	7.9	8.4	-8.0	16.6	15.4	1.3	1.2	0.6	-3.7	10.4	-8.9
Materials	HPG	HOA PHAT GRP JSC	21,400	59,087 (2,523)	159,068 (6.8)	12.3	7.1	5.5	-1.7	17.2	19.1	1.1	0.9	1.9	-3.2	21.2	-8.9
	DPM	PETROVIETNAM FER	13,400	5,244 (224)	39,622 (1.7)	33.9	9.6	8.9	-4.9	7.9	7.8	0.6	0.6	-1.5	-10.7	8.1	3.5
	DCM	PETROCA MAU FER	8,050	4,262 (182)	13,907 (0.6)	47.2	9.9	21.9	-14.7	7.8	3.5	0.7	0.7	1.9	3.9	41.5	23.8
	HSG	HOA SEN GROUP	7,700	3,422 (146)	46,430 (2.0)	31.5	8.7	6.5	0.0	7.0	8.5	0.5	0.5	2.0	6.1	55.5	3.5
	AAA	ANPHAT BIOPLAST	12,100	2,072 (088)	29,938 (1.3)	36.6	5.2	8.9	51.8	14.8	9.0	0.6	0.5	3.9	-5.5	17.5	-4.7
Energy	PLX	VIETNAM NATIONAL	40,400	48,109 (2,054)	56,520 (2.4)	6.9	12.8	11.5	6.8	17.0	19.8	2.3	2.0	0.7	-2.3	1.3	-27.9
	PVD	PETROVIETNAM DRI	9,510	4,005 (171)	61,558 (2.6)	35.4	30.8	12.2	-7.6	0.9	1.8	0.3	0.3	3.0	1.3	26.1	-36.8
	PVT	PETROVIET TRANSP	9,720	2,736 (117)	23,064 (1.0)	23.0	5.2	4.7	-9.6	11.5	12.2	0.6	0.5	0.7	-5.2	12.9	-42.1
Consumer discretionary	MWG	MOBILEWORLD INV	79,300	35,908 (1,533)	129,877 (5.5)	0.0	8.9	7.2	15.4	29.9	30.7	2.3	1.8	-0.1	-4.5	21.3	-30.4
	PNJ	PHU NHUAN JEWELR	56,000	12,611 (538)	50,655 (2.2)	0.0	12.1	10.1	6.3	23.6	23.1	2.4	2.0	-0.9	-5.9	7.9	-34.9
	YEG	YEAH1 GROUP CORP	53,500	1,579 (067)	1,822 (0.1)	68.8	22.5	16.4	-28.1	6.7	8.5	1.4	1.4	-1.8	-8.9	7.6	44.6
	FRT	FPT DIGITAL RETA	19,800	1,564 (067)	15,522 (0.7)	9.0	10.4	9.6	-33.4	11.1	10.6	1.0	0.8	0.0	-14.3	55.9	-5.9
Healthcare	PHR	PHUOC HOA RUBBER	44,050	5,969 (255)	37,049 (1.6)	40.3	5.6	5.1	30.3	38.0	35.0	2.0	1.6	1.7	2.2	21.2	15.3
	DHG	DHG PHARMACEUTIC	93,800	12,264 (524)	2,810 (0.1)	45.7	19.1	17.7	4.1	19.5	19.2	3.4	3.2	-0.3	2.3	14.7	2.5
	PME	PYMEPHARCO JSC	59,900	4,493 (182)	1,221 (0.1)	37.9	-	-	-	-	-	-	-	0.0	1.2	11.5	10.3
IT	FPT	FPT CORP	50,900	34,697 (1,481)	95,749 (4.1)	0.0	10.4	9.0	17.2	24.1	25.0	2.2	2.0	0.8	-0.2	14.1	-12.7

Source: Bloomberg, KB Securities Vietnam

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Investment ratings & definitions

Investment Ratings for Stocks

(based on expectations for absolute price gains over the next 6 months)

Buy:	Hold:	Sell:
+15% or more	+15% to -15%	-15% or more

Investment Ratings for Sectors

(based on expectations for absolute price gains over the next 6 months)

Positive:	Neutral:	Negative:
Outperform the market	Perform in line with the market	Underperform the market

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