

# **VIETNAM DAILY**

# [Market Commentary]

Stocks posted small gains after Vietnam's customs agency announced a preliminary 13.7% rise in imports in the first half of June compared to the second half of May

# [Futures/ETFs]

Futures ended modestly down after weakness in Dow futures during Asian trading triggered afternoon selling that pushed July contracts below the 800 psychological support level

[Market Movers] SAB, GMD

[Sector/Company Updates] Oil & Gas, TCB June 22, 2020

|                     |          | Chg     |
|---------------------|----------|---------|
|                     | Index    | (%, bp) |
| Ho Chi Minh         | 871.28   | +0.31   |
| VN30                | 809.97   | +0.21   |
| VN30 futures        | 797.90   | -0.09   |
| Hanoi               | 114.72   | -0.55   |
| HNX30               | 223.88   | -0.63   |
| UPCoM               | 56.68    | +0.60   |
| USD/VND             | 23,213   | +0.02   |
| 10-yr govt bond (%) | 3.01     | -0      |
| Overnight rate (%)  | 0.17     | +2      |
| Oil (WTI, \$)       | 39.75    | +0.00   |
| Gold (LME, \$)      | 1,747.33 | +0.20   |



# Market Commentary

| VNIndex       | 871.28P (+0.31%)   |
|---------------|--------------------|
| Volume (mn s  | hrs) 331.0 (-9.9%) |
| Value (U\$mn) | 230.5 (-13.5%)     |
|               |                    |
| HNXIndex      | 114.72P (-0.55%)   |
| Volume (mn s  | hrs) 57.4 (+19.6%) |
| Value (U\$mn) | 22.0 (+16.9%)      |
|               |                    |
| UPCoM         | 56.68P (+0.60%)    |
| Volume (mn s  | hrs) 23.7 (-53.0%) |
| Value (U\$mn  | ) 10.4 (-2.4%)     |
|               |                    |
| Net foreign b | uy (U\$mn) -1.2    |
|               |                    |

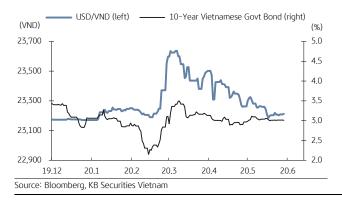
Stocks posted small gains after Vietnam's customs agency announced a preliminary 13.7% rise in imports in the first half of June compared to the second half of May. Higher imports bode well for exports that were still down 5.3% during the same period as the pickup in material imports signals resumption of production activities for the export sector. Tan Tao Investment & Industry (ITA, +7.0%) and Kinh Bac City Development (KBC, +0.3%) led gains in industrial parks after Qualcomm announced opening of its first R&D center that will facilitate the production of 5G handsets in Vietnam. PV Fertilizer & Chemicals (DPM, +7.0%) and PV Ca Mau Fertilizer (DCM, +6.9%) surged on expectations the government will change laws to introduce a value added tax on fertilizer products that would give producers tax breaks on input materials and equipment purchases. Vietnam Airlines (HVN, -1.3%) and Vietjet (VJC, -0.9%) fell further on concerns that international routes may be delayed until at least July. Beer companies - Saigon Beer (SAB, -0.2%) and Hanoi Beverage (BHN, -0.2%) - posted small losses after SAB disclosed bearish business plans for this year. Foreigners were net sellers, focusing on Vinamilk (VNM, +0.4%), Phat Dat Real Estate Development (PDR, +6.9%) and Dabaco (DBC, +6.9%).

### VN Index & HNX Index

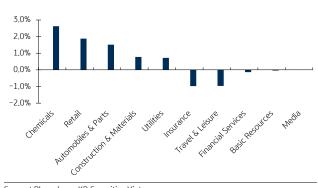


Source: Bloomberg, KB Securities Vietnam

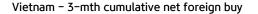
USD/VND & 10-year government bond rates



### VN Index sector performance



Source: Bloomberg, KB Securities Vietnam





# **Futures/ETFs**

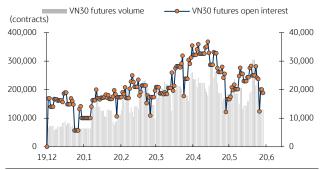
| VN30         | 809.97P (+0.21%) |
|--------------|------------------|
| VN30 futures | 797.9P (-0.09%)  |
| Open         | 800.2P           |
| High         | 805.8P           |
| Low          | 793.0P           |
| Contracts    | 156,940 (+19.8%) |
|              |                  |

Futures ended modestly down after weakness in Dow futures during Asian trading triggered afternoon selling that pushed July contracts below the 800 psychological support level. The basis opened stronger at minus 7.98 basis points when the VN30 cash index opened positive before widening to the minus 11–14 range from the start of the afternoon session when weakness in Dow futures sparked selling in both the VN30 cash index and July contracts. Locals cut losses on intraday long positions accumulated during the morning session, with afternoon selling causing the basis to close near the low of the day at minus 12.07 basis points. Foreign selling also accelerated into the afternoon weakness that turned foreigners into net sellers on the day. Trading volume was light.

### VN30 futures & VN30 index



### VN30 futures volume & open interest

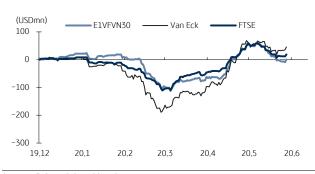


Source: Bloomberg, KB Securities Vietnam

### Front month VN30 futures basis



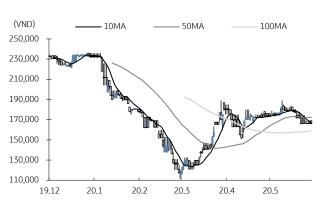




Source: FiinPro, KB Securities Vietnam

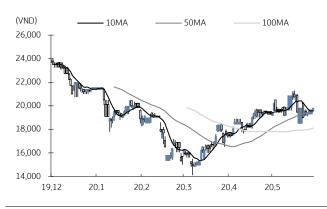
# **Market Movers**

### Sabeco (SAB)



Source: Bloomberg, KB Securities Vietnam

### Gemadept (GMD)



- SAB closed down 0.2% to VND 166,000
- SAB will ask shareholders to approve 2020E earnings guidance of VND3,252 billion (down 39% YoY) on revenue of VND23,800 billion (down 37% YoY). Bearish guidance is based on more stringent drinking and driving laws and fewer beer promotions. Management also highlighted the unprecedented impact to beer consumption from the pandemic, with the shutdown of tourism, restaurants, bars, karaoke and nightclubs severely impacting SAB's main distribution channel of onsite sales.
- GMD closed up 0.8% to VND 19,900
- Shareholders approved both scenarios for GMD's 2020E guidance at its annual shareholders' meeting this morning. Management expects pretax earnings of VND500 billion (down 29% YoY) on revenue of VND2,150 billion (down 19% YoY) under the first scenario that assumes GDP growth at 4.8%. A more cautious outlook assumes 4.0% GDP growth and estimates pretax earnings at VND430 billion (down 39% YoY) on revenue of VND2,000 billion (down 24% YoY). The company also declared a cash dividend of VND1,000 per share for 2019 performance.

June 22, 2020

Oil & Gas & Chemicals Analyst Nguyen Vinh vinhn@kbsec.com.vn

# **Oil & Gas** Repsol officially exits Vietnam upstream

# Repsol successfully transfers ownership in three exploratory blocks to PVN

— Repsol (REP SM) of Spain signed an agreement to transfer its Production Sharing Contract (PSC) for ownership in three exploratory blocks to Vietnam Oil & Gas Group (PetroVietnam) due to China pressure on East Sea drilling projects. Repsol will give up its 52% stake in *Block 07/03*, including the disputed *Red Emperor* mega project and a 40% stake in *Block 135–136/03*. Commercial drilling on these projects has been suspended for the past two years despite Repsol paying USD300 million for the E&P infrastructure. Implications from this agreement include: 1) resolution of the 2018's outstanding *Red Emperor* incident, which should allow Repsol to restart investments into Vietnam (albeit depressed oil prices may initially see slow progress); 2) PetroVietnam can now invite other companies to restore E&P activities on these blocks, especially the *Red Emperor* mega project, despite PetroVietnam not as yet declaring any specific plans for any of these fields; and 3) reminder of the political risk that hangs over E&P projects arising from territorial disputes in the East Sea.

# But Red Emperor unlikely to come online soon

— PV Technical Services (PVS) is likely to benefit most from a potential restart of the Red Emperor field after originally being selected as the main contractor for the wellhead Engineering Procurement & Construction (EPC) valued at USD380 million over two to three years. That said, drilling is unlikely to resume in the foreseeable future despite the project now coming under the complete control of PetroVietnam due its current focus on other mega projects like *Blue Whale* and *Block B*. Proven reserves at the *Red Emperor* field located in the *Nam Con Son* basin and within the *Block 07/03* Production Sharing Contract are 45 million barrels of crude oil, 235 billion cubic metres of natural gas and 2.4 million barrels of condensate. The mega project has repeatedly been a casualty of territorial disputes in the East Sea, with PetroVietnam ordering Repsol to halt production twice within a year of starting commercial drilling in July 2017 and March 2018. PetroVietnam officially cancelled the project in September 2019 after paying an undisclosed amount to Repsol for breach of contract. June 22, 2020

FIRST TO MARKET

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# **Techcombank (TCB)** Flat 2020E guidance; higher credit costs

# Shareholders approve flat 2020E guidance; higher credit costs implied by guidance

— Shareholders approved flat pretax earnings guidance of VND13,000 billion (up 1% YoY) and annual credit growth target of at least 13% or VND291,586 billion for 2020E. Management explained that flat earnings despite 13% credit growth would come from lower lending rates on coronavirus relief loans and investment costs from the bank's strong focus on the digital transformation. Management's indications that the net interest margin should be only be down modestly – coupled with stable guidance for most operating metrics, especially the non-performing loan ratio – implies that flat earnings growth may also come from the continuation of higher credit costs/charge offs already seen in 1Q results to keep the non-performing loan ratio below 3%. The bank will maintain its strategy of focusing on customer services to increase its ratio of low-cost current account and savings account (CASA) deposits. Management also expects to expand its ecosystem approach to the fast-moving consumer goods (FMCG) value chain and reduce its reliance on residential and commercial real estate (ReCoM). Moreover, TCB will concentrate more on low-risk segments such as residential buyers and the sales phase of projects as part of its real estate, construction and construction materials operations.

# No dividends for 2019 and only ESOP announced

— Management will not pay any dividends this year and will dedicate all of 2019 performance to enhance free funds contribution and the capital adequacy ratio. Shareholders, however, did approve the ESOP for 4.76 million shares or 0.14% of current shares outstanding that will be issued to employees at VND10,000 per share sometime in 3Q or 4Q. This should increase the bank's charter capital to VND35,049 billion from VND35,001 billion.

# Q&A session: real estate remains a priority area

— The Chairman responded to questions about the bank's concentrated exposure to large corporate clients like Vingroup and the Sun Group by saying these companies are leaders in their respective areas of tourism and entertainment, with market shares of 70%. The bank has no plans to change its current strategy with large corporates and the Chairman told attendees that TCB designated the real estate sector as a priority area five years ago because "*this field brings many advantages and has rapidly developed in recent years*".

# **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 | 0.21%      | 0.07%            |
| Cum. return  | -7.86%     | -13.63%          |

### Performance vs VN30 Index



# KBSV domestic model portfolio

| Ticker                   | Inclusion<br>date | Close<br>20/06/22 | Daily<br>return<br>(%) | Cumulative<br>return<br>(%) | Main investment catalysts   |
|--------------------------|-------------------|-------------------|------------------------|-----------------------------|---|
| M obile World            |                   |                   |                        |                             | - Optimizing revenue from DM G & TGDD chains  |
| (MWG)                    | 19/08/09          | 85,900            | 1.7%                   | -25.9%                      | - BHX expects to reach break-even point soon at stores and distribution centers             |
| (11110)                  |                   |                   |                        |                             | - In the long term, BHX aims to capture 10-15% of the food retail market                    |
|                          |                   |                   |                        |                             | - Leader in mid- to high-end housing & Japanese partners for large urban area (UA) projects |
| Nam Long Invest<br>(NLG) | 19/06/03          | 25,350            | -0.2%                  | -5.4%                       | - Largest urban area developer (Mizuki Park UA, Akari City UA & Waterpoint US)              |
| Phu Nhuan                |                   |                   |                        |                             | - Strong topline supported by transaction volumes (2018 +34%) & ASPs (2018 +5%)             |
| Jewelry                  | 19/03/22          | 59,100            | 0.0%                   | -22.9%                      | - Strongest customer base to capture lucrative watch segment (5% of sales by 2022E)         |
| (PNJ)                    |                   |                   |                        |                             | - Core business activities growing again after the "ERP" incident                           |
| Million Deale            |                   |                   |                        |                             | - Military Insurance Corporation (MIC) non-life premiums to boost 2019 non-bank income      |
| Military Bank<br>(MBB)   | 18/12/18          | 17,500            | 0.0%                   | -11.3%                      | - Retail Ioan 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     |
|                          |                   |                   |                        |                             | - Office lease management & E-town Central occupancy generates stable cash flow             |
| Refrig Elec Eng<br>(REE) | 18/10/11          | 31,250            | -0.5%                  | -8.1%                       | - Strategic investments in utility industry provides stable/long-term dividend stream       |
| FPT Corp                 |                   |                   |                        |                             | - Software outsourcing foothold in Japan/US/Asia-Pacific/EU drives 25% overseas CAGR        |
| (FPT)                    | 18/09/06          | 47,000            | 0.0%                   | 40.4%                       | - Telecoms stable 15% growth/solid subscriber growth & profitable Pay-TV from 2020E         |
| (111)                    |                   |                   |                        |                             | - 20%+ earnings momentum by 2020E   |
|                          |                   |                   |                        |                             | - Building on strong earnings recovery in 2019 & optimistic outlook for 2020                |
| Vietin Bank<br>(CTG)     | 20/01/31          | 23,450            | 0.4%                   | -3.9%                       | - Growing expectations for capital increase in 2020 to offset loan-growth concerns          |
| (010)                    |                   |                   |                        |                             | - Already improved asset quality and benign credit risks for 2020                           |
|                          |                   |                   |                        |                             | - nCoV outbreak impact meaningful but short-lived & fully-reflected in stock price          |
| Vietjet<br>(VJC)         | 19/02/05          | 109,000           | -0.9%                  | - 15.6%                     | - Lower fuel costs silver lining to offset lower passenger volumes                          |
| (030)                    |                   |                   |                        |                             | - Growth prospects intact as Long Thanh airport project schedule pulled forward             |
|                          |                   |                   |                        |                             | - Steel consumption starts to rebound   |
| Hoa Pha Group<br>(HPG)   | 19/12/04          | 27,300            | -0.2%                  | 16.4%                       | - Construction steel prices show signs of rising again                                      |
| (HPG)                    |                   |                   |                        |                             | - Increased capacity from Dung Quat project helps HPG expand market share                   |
| Kinhbac City             |                   |                   |                        |                             | - Strong pricing for upcoming land sales after Trang Due urban land sales in 4Q19           |
| Development              | 20/03/09          | 15,050            | 0.3%                   | 9.9%                        | - Beneficiary of more production facilities from EU companies after EU-Vietnam FTA          |
| (KBC)                    |                   |                   |                        |                             | - Re-location of supply chains from China after COVID-19 scare                              |

# **Market Monitors**

# Ho Chi Min – Net foreign buys/sells

|        | Chg   | For. Ownership | Net buy  |
|--------|-------|----------------|----------|
| Ticker | (%)   | (%)            | (VND bn) |
| VHM    | 2.4%  | 20.0%          | 51.0     |
| VIC    | -0.4% | 13.9%          | 29.0     |
| DPM    | 7.0%  | 11.2%          | 14.2     |
| DGW    | 6.9%  | 25.9%          | 8.8      |
| VCB    | 0.1%  | 23.8%          | 7.0      |
|        | Chg   | For. Ownership | Net sell |
| Ticker | (%)   | (%)            | (VND bn) |
| VNM    | 0.4%  | 58.8%          | -33.5    |
| DBC    | 6.9%  | 7.0%           | -12.4    |
| PDR    | 6.9%  | 1.8%           | -11.3    |
| CII    | -0.8% | 39.8%          | -9.7     |
| VJC    | -0.9% | 18.3%          | -8.3     |
|        |       |                |          |

Source: FiinPro, KB Securities Vietnam

### Sectors - Top 5 best/worst weekly performance

|                             | Chg   | Кеу      |
|-----------------------------|-------|----------|
| Top 5 best performers       | (%)   | stocks   |
| Real Estate                 | 9.0%  | VHM, VIC |
| Basic Resources             | 7.0%  | HPG, HSG |
| Chemicals                   | 6.7%  | DPM, DCM |
| Financial Services          | 5.2%  | SSI, HCM |
| Retail                      | 4.9%  | MWG, DGW |
|                             | Chg   | Кеу      |
| Top 5 worst performers      | (%)   | stocks   |
| Travel & Leisure            | -0.3% | HVN, SCS |
| Utilities                   | 1.7%  | TBC, LMH |
| Health Care                 | 2.3%  | DCL, SJF |
| Media                       | 2.3%  | YEG, AAA |
| Industrial Goods & Services | 2.6%  | LGC, TMS |

Source: Bloomberg, KB Securities Vietnam

# Hanoi – Net foreign buys/sells

|        | Chg    | For. Ownership | Net buy  |
|--------|--------|----------------|----------|
| Ticker | (%)    | (%)            | (VND bn) |
| VCS    | -0.2%  | 2.8%           | 0.9      |
| TIG    | 1.3%   | 14.2%          | 0.4      |
| PVS    | 0.0%   | 11.7%          | 0.3      |
| PLC    | 0.7%   | 0.8%           | 0.1      |
| AMV    | 3.4%   | 2.5%           | 0.1      |
|        | Chg    | For. Ownership | Net sell |
| Ticker | (%)    | (%)            | (VND bn) |
| SHS    | 1.6%   | 6.4%           | -1.3     |
| LHC    | -1.9%  | 24.1%          | -0.5     |
| EID    | -0.9%  | 23.0%          | -0.3     |
| SMT    | -10.0% | 29.6%          | -0.1     |
|        | -1.3%  | 0.8%           | -0.1     |

Source: FiinPro, KB Securities Vietnam

### Sectors - Top 5 best/worst monthly performance

|                            | Chg   | Кеу      |
|----------------------------|-------|----------|
| Top 5 best performers      | (%)   | stocks   |
| Construction & Materials   | 5.6%  | HBC, VGC |
| Chemicals                  | 5.2%  | PHR, DCM |
| Financial Services         | 4.6%  | FIT, SSI |
| Banks                      | 3.4%  | VCB, BID |
| Real Estate                | 2.9%  | NVL, VHM |
|                            | Chg   | Key      |
| Top 5 worst performers     | (%)   | stocks   |
| Media                      | -9.2% | YEG, PNC |
| Personal & Household Goods | -3.0% | PNJ, RAL |
| Food & Beverage            | -1.8% | SAB, MSN |
| Automobiles & Parts        | -1.5% | TCH, CSM |
| Travel & Leisure           | -1.2% | HVN, SCS |

# Vietnam – Focus stocks

| Sector                 | Code | Company name     | Price   | Mkt cap                   | Trading<br>value           | For                | PER  | (X)  | EPS<br>CAGR | ROE  | (%)  | P/B | (X) | ſ     | Performa | nce(%) |    |
|------------------------|------|------------------|---------|---------------------------|----------------------------|--------------------|------|------|-------------|------|------|-----|-----|-------|----------|--------|----|
| Sector                 | Code | Company name     | Price   | (VNDbn,<br>USDmn)         | (VNDmn,<br>USDmn)          | avail<br>(%, - 1d) | 19E  | 20E  | CAGR<br>(%) | 19E  | 20E  | 19E | 20E | 1D    | 1W       | 1M     | ΥĪ |
|                        | VIC  | VINGROUP JSC     | 96,900  | 327,758<br>(14.120)       | 54,022<br>(2.3)            | 22.7               | 52.3 | 33.5 | 20.0        | 6.8  | 8.9  | 3.8 | 3.3 | -0.4  | 8.9      | 0.5    | -  |
|                        | VHM  | VINHOMES JSC     | 78,300  | 257,569 (11.096)          | 240,465                    | 29.0               | 9.6  | 8.6  | 34.3        | 38.2 | 30.4 | 3.1 | 2.3 | 2.4   | 11.9     | 2.4    |    |
| Real                   | VRE  | VINCOM RETAIL JS | 27,600  | 62,716<br>(2.702)         | 96,479<br>(4.1)            | 18.2               | 24.4 | 18.5 | 4.7         | 9.1  | 11.1 | 2.2 | 2.0 | -0.7  | 10.4     | 7.0    |    |
| estate                 | NVL  | NO VA LAND INVES | 59,000  | 57,203<br>(2.464)         | 66,951<br>(2.9)            | 32.4               | 18.9 | 20.5 | -6.0        | 12.4 | 11.5 | 2.3 | 2.1 | -0.5  | 6.9      | 10.7   |    |
|                        | KDH  | KHANG DIEN HOUSE | 24,250  | 12,721<br>(548)           | 16,998<br>(0.7)            | 5.1                | 11.7 | 10.5 | 15.8        | 14.4 | 14.6 | 1.6 | 1.5 | -0.2  | 5.4      | 13.8   |    |
|                        | DXG  | DAT XANH GROUP   | 12,600  | 6,537<br>(282)            | 54,824<br>(2.4)            | 8.5                | 6.4  | 5.6  | - 14.2      | 12.0 | 14.3 | 0.8 | 0.7 | -0.8  | 7.7      | 13.5   |    |
|                        | VCB  | BANK FOR FOREIGN | 85,500  | 317,109<br>(13.661)       | 82,038<br>(3.5)            | 6.2                | 18.7 | 15.4 | 13.0        | 20.4 | 20.2 | 3.3 | 2.7 | 0.1   | 4.3      | 5.6    |    |
|                        | BID  | BANK FOR INVESTM | 41,300  | 166,109<br>(7.156)        | 60,984<br>(2.6)            | 12.3               | 31.0 | 19.3 | - 11.3      | 9.1  | 12.3 | 2.2 | 2.0 | -0.4  | 3.5      | 5.1    |    |
|                        | ТСВ  | VIETNAM TECHNOLO | 20,750  | 72,628<br>(3.129)         | 43,447<br>(1.9)            | 0.0                | 7.0  | 6.0  | 4.9         | 16.3 | 16.4 | 1.0 | 0.9 | 1.2   | 3.2      | - 1.4  |    |
|                        | CTG  | VIETNAM JS COMM  | 23,450  | 87,314<br>(3.761)         | 145,552<br>(6.3)           | 0.1                | 13.0 | 9.7  | 16.4        | 10.1 | 12.0 | 1.1 | 1.0 | 0.4   | 5.2      | 2.9    |    |
| Banks                  | VPB  | VIETNAM PROSPERI | 22,700  | 55,337<br>(2.384)         | 122,713<br>(5.3)           | 0.0                | 7.2  | 5.9  | 0.4         | 16.7 | 16.7 | 1.1 | 0.9 | -0.4  | 5.1      | -6.0   |    |
|                        | MBB  | MILITARYCOMMERC  | 17,500  | 42,200<br>(1.818)         | 129,000<br>(5.5)           | 0.0                | 5.5  | 4.6  | 7.8         | 18.2 | 18.5 | 0.9 | 0.8 | 0.0   | 2.9      | 1.4    |    |
|                        | HDB  | HDBANK           | 26,500  | 25,597<br>(1.103)         | 30,162<br>(1.3)            | 9.1                | 7.5  | 6.1  | 10.2        | 20.0 | 21.6 | 1.1 | 0.9 | - 1.1 | -2.9     | 10.9   |    |
|                        | STB  | SACOMBANK        | 11,700  | 21,103<br>(909)           | 195,869<br>(8.4)           | 14.8               | 11.7 | 7.5  | 10.6        | 7.2  | 10.0 | 0.7 | 0.6 | - 1.7 | -2.9     | 14.7   |    |
|                        | ТРВ  | TIEN PHONG COMME | 20,950  | 17,107<br>(737)           | 3,089<br>(0.1)             | 0.0                | 5.6  | 4.7  | 44.5        | 24.0 | 21.6 | 1.1 | -   | -0.2  | 3.2      | -0.2   |    |
|                        | EIB  | VIETNAM EXPORT-I | 18,200  | 22,376<br>(964)           | 4,663                      | 0.0                | 39.1 | 37.5 | -6.9        | 3.6  | 3.6  | 1.4 | 1.3 | -0.3  | 0.0      | 7.7    |    |
| Insurance              | BVH  | BAOVIETHOLDING   | 49,000  | 36,374<br>(1.567)         | 55,216<br>(2.4)            | 20.8               | 35.0 | 26.4 | -5.4        | 6.1  | 8.0  | 1.9 | 1.8 | - 1.0 | 3.8      | -0.3   |    |
|                        | BMI  | BAOMINHINSURANC  | 22,000  | 2,010                     | 6,486<br>(0.3)             | 13.3               | -    | -    | -           | 6.8  | 8.6  | 0.9 | 0.9 | 0.0   | 3.3      | 4.3    |    |
|                        | SSI  | SSI SECURITIES C | 15,200  | 9,134<br>(393)            | 88,188<br>(3.8)            | 49.6               | 10.7 | 8.4  | - 17.7      | 8.8  | 10.7 | 0.9 | 0.8 | -0.7  | 5.2      | 6.3    |    |
| Securities             | VCI  | VIET CAPITAL SEC | 22,900  | 3,762<br>(162)            | 21,890<br>(0.9)            | 71.7               | 8.2  | 6.4  | -24.9       | 11.1 | 13.0 | 0.9 | 0.8 | 0.4   | 6.5      | - 1.3  |    |
|                        | HCM  | HOCHIMINHCITY    | 19,400  | 5,922<br>(255)            | 53,119<br>(2.3)            | 47.5               | 13.3 | 8.2  | -22.5       | 11.0 | 17.1 | 1.3 | 1.2 | 0.0   | 8.1      | 4.9    |    |
|                        | VND  | VNDIRECTSECURIT  | 13,200  | 2,752<br>(119)<br>200,955 | 10,436<br>(0,4)<br>139,621 | 13.1               | 11.9 | 7.4  | - 19.1      | 7.4  | 11.2 | 0.8 | 0.8 | 0.0   | 8.2      | 6.5    |    |
|                        | VNM  | VIETNAM DAIRYP   | 115,400 | (8.657)<br>106,453        | (6.0)<br>11,157            | 41.2               | 20.3 | 18.8 | 4.5         | 37.9 | 39.2 | 6.7 | 6.1 | 0.3   | 3.0      | 0.9    |    |
| Consumer<br>staples    | SAB  | SAIGON BEER ALCO | 166,000 | (4.586)<br>68,150         | (0.5)<br>104,544           | 36.7               | 26.2 | 21.7 | 1.2         | 21.6 | 24.2 | 5.2 | 4.7 | -0.2  | 0.0      | -4.6   |    |
| arapies                | MSN  | MASAN GROUP CORP | 58,300  | (2.936)<br>17,072         | (4.5)<br>12,941            | 9.9                | 42.6 | 27.4 | -45.3       | 4.0  | 7.1  | 1.5 | 1.4 | 2.3   | 3.4      | -6.0   |    |
|                        | HNG  | HOANG ANH GIA LA | 15,400  | (735)<br>57,098           | (0.6)                      | 48.7               | -    |      | -           | -    | -    |     | -   | -0.3  | 1.3      | 6.2    |    |
| ndustrials             | VJC  | VIETJETAVIATION  | 109,000 | (2.460)<br>5,879          | (2.5)<br>8,236             | 11.7               | 23.4 | 11.4 | -31.3       | 14.3 | 27.0 | 3.3 | 3.0 | -0.9  | 0.0      | -4.4   |    |
| transport)             | GMD  | GEMADEPTCORP     | 19,800  | (253)<br>4,538            | (0.4)<br>39,922            | 0.0                | 15.5 | 14.2 | -54.5       | 6.0  | 7.0  | 1.0 | 1.0 | 0.8   | 4.2      | 2.6    |    |
|                        | CII  | HOCHIMINHCITY    | 19,000  | (195)                     | (1.7)                      | 30.3               | 13.3 | 14.2 | 105.5       | 7.7  | 7.0  | 0.9 | 0.9 | -0.8  | 1.6      | -3.6   |    |
| la duato foto          | ROS  | FLC FAROS CONSTR | 3,090   | (076)<br>8,154            | (4.5)<br>34,565            | 47.1               | -    | -    | -           | -    | -    | -   | -   | 0.0   | 3.7      | - 11.5 |    |
| ndustrials<br>(capital | GEX  | VIETNAM ELECTRIC | 17,350  | (351)<br>5,173            | (1.5)<br>34,991            | 34.0               | 11.2 | 8.7  | - 16.2      | 11.7 | 13.9 | 1.2 | 1.2 | 2.1   | 7.1      | 1.5    |    |
| goods)                 | CTD  | COTECCONS CONSTR | 67,800  | (223)<br>9,689            | (1.5)<br>19,833            | 2.8                | 9.2  | 9.1  | -39.4       | 6.4  | 6.8  | 0.6 | 0.6 | 6.9   | 8.0      | -0.4   |    |
|                        | REE  | REE              | 31,250  | (417)                     | (0.9)                      | 0.0                | 6.1  | 5.3  | -5.9        | 14.1 | 14.5 | 0.8 | 0.7 | -0.5  | 3.3      | 0.2    |    |

# Vietnam – Focus stocks

| Sector                   | Code | Company name     | Price  | Mktcap<br>(VNDbn,        | Trading<br>value  | For<br>avail     | PER  | (X)  | EP S<br>C A G | ROE  | (%)  | P/B  | ( X) | Pe   | rforma | ince (% | •)  |
|--------------------------|------|------------------|--------|--------------------------|-------------------|------------------|------|------|---------------|------|------|------|------|------|--------|---------|-----|
| Sector                   | Code | company name     | rnce   | (VNDDN,<br>USDmn)        | (VNDmn,<br>USDmn) | avan<br>(%, -1d) | 19 E | 20E  | R<br>(%)      | 19 E | 20E  | 19 E | 20E  | 1D   | 1W     | 1M      | YTI |
|                          | GAS  | PETROVIETNAM GAS | 73,100 | 139,910<br>(6.027)       | 48,736<br>(2.1)   | 45.7             | 18.3 | 14.5 | - 17.1        | 15.7 | 19.2 | 2.8  | 2.7  | 0.7  | 1.4    | - 1.1   | -2  |
| Utilities                | NT2  | PETROVIETNAMNHO  | 22,350 | 6,434<br>(277)           | 8,281<br>(0.4)    | 31.0             | 9.1  | 8.5  | -2.9          | 16.8 | 18.4 | 1.5  | 1.5  | 5.2  | 11.8   | 9.0     |     |
|                          | PPC  | PHA LAI THERMAL  | 24,700 | 7,919<br>(341)           | 5,489<br>(0,2)    | 32.6             | 8.3  | 8.9  | -9.4          | 16.3 | 14.8 | 1.3  | 1.3  | 1.2  | 4.7    | 2.7     |     |
|                          | HPG  | HOA PHAT GRP JSC | 27,300 | 75,377<br>(3.247)        | 349,687<br>(15.0) | 13.2             | 8.8  | 6.9  | - 1.4         | 17.4 | 19.0 | 1.4  | 1.2  | -0.2 | 7.5    | 0.2     |     |
|                          | DPM  | PETROVIETNAM FER | 15,350 | 6,007<br>(259)           | 57,858<br>(2.5)   | 37.8             | 10.5 | 10.2 | -2.2          | 7.9  | 8.6  | 0.7  | 0.7  | 7.0  | 11.6   | 5.9     |     |
| Materials                | DCM  | PETROCA MAUFER   | 9,420  | 4,987<br>(215)           | 18,672<br>(0.8)   | 47.1             | 11.6 | 25.6 | - 14.7        | 7.8  | 3.5  | 0.8  | 0.8  | 6.9  | 12.1   | 9.8     |     |
|                          | HSG  | HOA SEN GROUP    | 12,100 | 5,377<br>(232)           | 142,119<br>(6.1)  | 35.7             | 9.5  | 8.6  | 20.0          | 9.9  | 9.8  | 0.8  | 0.7  | 1.7  | 13.6   | 24.7    |     |
|                          | AAA  | ANPHATBIOPLAST   | 13,050 | 2,234<br>(096)           | 35,456<br>(1.5)   | 95.7             | 5.7  | 9.5  | 51.8          | 14.8 | 9.0  | 0.7  | 0.6  | 1.2  | 7.4    | 5.7     |     |
|                          | PLX  | VIETNAM NATIONAL | 46,000 | 54,777<br>(2.360)        | 47,169<br>(2.0)   | 6.5              | 21.1 | 15.9 | - 11.4        | 13.0 | 17.2 | 2.6  | 2.3  | 0.0  | 4.5    | -0.9    | -   |
| Energy                   | PVD  | PETROVIETNAM DRI | 10,700 | 4,506<br>(194)           | 67,579<br>(2.9)   | 36.8             | 36.0 | 24.5 | -9.0          | 1.0  | 0.9  | 0.3  | 0.3  | 0.0  | 5.4    | -0.5    | -   |
|                          | PVT  | PETROVIETTRANSP  | 11,150 | 3,138<br>(135)           | 17,969<br>(0.8)   | 23.5             | 7.3  | 6.2  | - 17.0        | 9.4  | 10.5 | 0.6  | 0.6  | 3.7  | 7.7    | 6.2     |     |
|                          | MWG  | MOBILEWORLDINV   | 85,900 | 38,897<br>(1.676)        | 105,976<br>(4.6)  | 0.0              | 9.8  | 7.9  | 14.3          | 29.1 | 29.8 | 2.5  | 1.9  | 1.7  | 4.1    | 1.1     |     |
|                          | PNJ  | PHUNHUANJEWELR   | 59,100 | 13,309<br>(573)          | 52,424<br>(2.3)   | 0.0              | 14.8 | 12.0 | -0.5          | 21.8 | 24.0 | 2.6  | 2.3  | 0.0  | 3.3    | -6.5    |     |
| Consumer<br>iscretionary | YEG  | YEAH1GROUP CORP  | 54,000 | 1,593<br>(069)           | 1,396<br>(0.1)    | 69.3             | 22.7 | 16.5 | -28.1         | 6.7  | 8.5  | 1.4  | 1.4  | -0.2 | 1.9    | -8.5    |     |
|                          | FRT  | FPT DIGITAL RETA | 25,500 | 2,014<br>(087)           | 34,846<br>(1.5)   | 13.9             | 12.7 | 11.7 | -31.7         | 12.2 | 12.1 | 1.4  | 1.3  | 2.0  | 6.5    | 2.0     |     |
|                          | PHR  | PHUOC HOA RUBBER | 52,600 | 7,127                    | 86,782<br>(3.7)   | 38.5             | 6.6  | 6.5  | 30.3          | 38.0 | 32.7 | 2.3  | 2.0  | 0.6  | 7.7    | 15.6    |     |
| Healthcare               | DHG  | DHGPHARMACEUTIC  | 92,400 | 12,081<br>(520)<br>4,838 | 1,869<br>(0.1)    | 45.6             | 18.8 | 17.3 | 4.4           | 19.6 | 19.3 | 3.4  | 3.2  | 0.3  | 2.4    | -0.5    |     |
|                          | PME  | PYMEPHARCOJSC    | 64,500 | (208)                    | 1,233<br>(0.1)    | 37.9             | -    | -    | -             | -    | -    | -    | -    | -0.3 | 4.7    | 9.3     |     |
| IT                       | FPT  | FPTCORP          | 47,000 | 36,844<br>(1.587)        | 80,518<br>(3.5)   | 0.0              | 10.8 | 9.4  | 18.0          | 24.1 | 25.2 | 2.4  | 2.1  | 0.0  | 2.2    | -3.0    |     |

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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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