

VIETNAM DAILY

[Market Commentary]

Banks led the retreat in stocks after 1Q results revealed the deterioration in asset quality

[Futures/ETFs]

Local selling sent futures into deeper backwardation after the underlying VN30 cash index turned negative and May contracts dropped below the 700 level

[Market Movers]

VPB, HVN, ANV

[Company Updates]

VPB, MBB, CTG, VIB, HPG

April 27, 2020

	Index	Chg (%, bp)
Ho Chi Minh	770.77	-0.76
VN30	719.66	-0.74
VN30 futures	692.50	-0.66
Hanoi	106.30	-0.63
HNX30	201.75	-0.87
UPCoM	51.97	+0.60
USD/VND	VND23,475	-0.11
10-yr govt bond (%)	3.05	-8
Overnight rate (%)	1.94	-4
Oil (WTI, \$)	14.67	-13.40
Gold (LME, \$)	1,720.79	-0.51



Market Commentary

VNIndex 770.77P (-0.76%)
Volume (mn shrs) 256.8 (+13.6%)
Value (U\$mn) 200.5 (+19.8%)

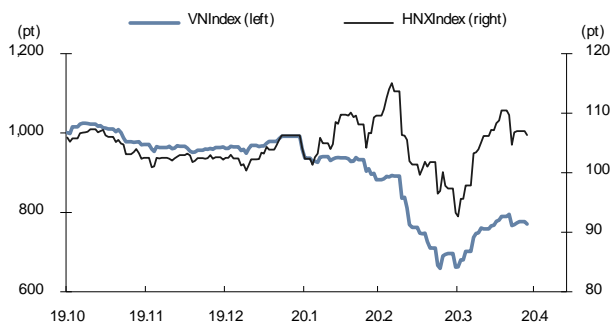
HNXIndex 106.30P (-0.63%)
Volume (mn shrs) 37.8 (-13.0%)
Value (U\$mn) 13.1 (+1.2%)

UPCoM 51.97P (+0.60%)
Volume (mn shrs) 14.1 (-17.4%)
Value (U\$mn) 6.3 (-5.4%)

Net foreign buy (U\$mn) -20.0

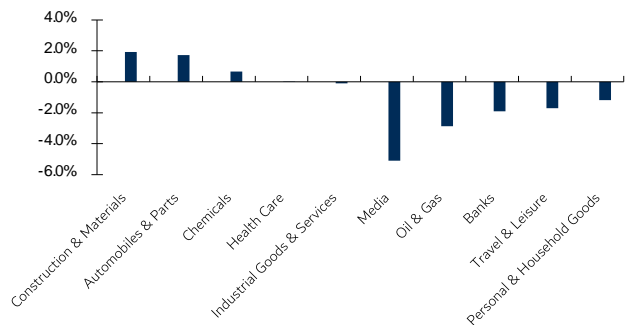
Banks led the retreat in stocks after 1Q results revealed the deterioration in asset quality. The large state-owned banks – Vietcombank (VCB, -3.0%), Vietinbank (CTG, -1.8%) and Military Bank (MBB, -2.2%) – dragged the banking sector down after quarterly results showed a pickup in non-performing loans. Weak oil prices during Asian hours weighed on PV Drilling & Well Services (PVD, -3.9%), PV Technical Services (PVS, -0.9%) and other oil & gas stocks. Kinh Bac City Development (KBC, +6.7%) and Tan Tao Investment & Industry (ITA, +6.6) led a sector-wide rally in industrial parks on expectations for expedited FDI projects to boost the economy. Coteccons Construction (CTD, +5.6%) and Nam Kim Steel (NKG, +6.9%) also joined the rebound on hopes for fast-tracking of government infrastructure projects. Vinh Hoan Corp (VHC, +7.0%), Minh Phu Corp (MPC, +8.4%) and Hung Vuong Corp (HVG, +6.0%) all rose sharply after the US government lowered anti-dumping duties on cat fish imports and Nam Viet Corp (ANV, +6.8%) was also helped when the Chairman announced he was buying shares in the company. Foreigners were net sellers, focusing on Vietcombank (VCB, -3.1%), VPBank (VPB, +2.4%) and Vincom Retail (VRE, -2.1%).

VN Index & HNX Index



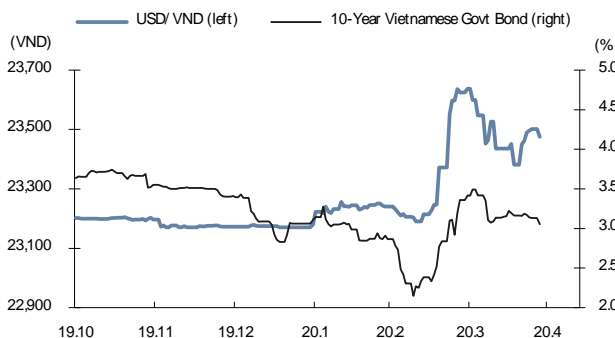
Source: Bloomberg, KB Securities Vietnam

VN Index sector performance



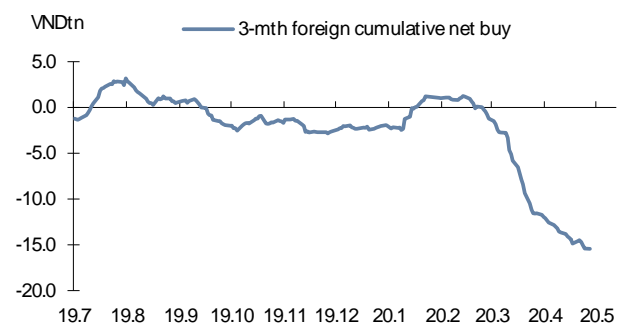
Source: Bloomberg, KB Securities Vietnam

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	719.66P (-0.74%)
VN30 futures	692.5P (-0.66%)
Open	706.9P
High	710.0P
Low	688.0P
Contracts	210,785 (-10.9%)

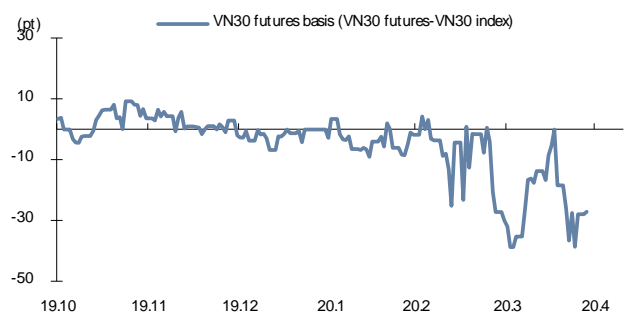
Local selling sent futures into deeper backwardation after the underlying VN30 cash index turned negative and May contracts dropped below the 700 level. Locals cut intraday losses and sold futures when the VN30 index dropped into negative territory during the afternoon session. Local selling pushed the basis into deeper backwardation and traded as low minus 32.58 points before foreign short covering narrowed the basis to minus 27.16 basis points at the close.

VN30 futures & VN30 index



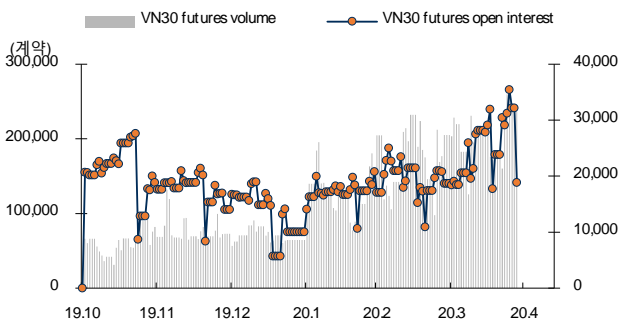
Source: Bloomberg, KB Securities Vietnam

Front month VN30 futures basis



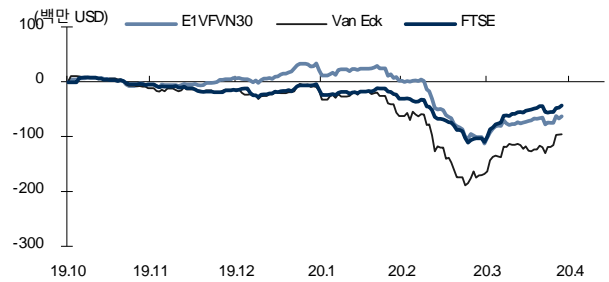
Source: Bloomberg, KB Securities Vietnam

VN30 futures volume & open interest



Source: Bloomberg, KB Securities Vietnam

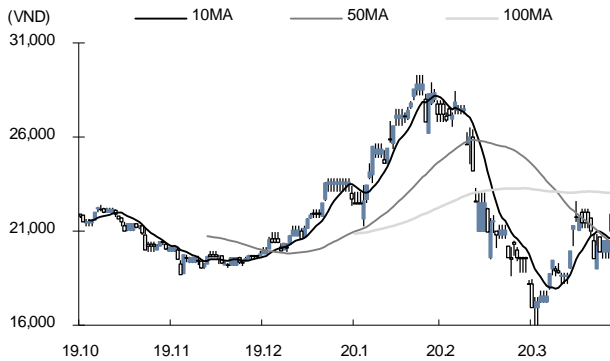
Vietnam ETFs - 3-mth cumulative net buy



Source: FiinPro, KB Securities Vietnam

Market Movers

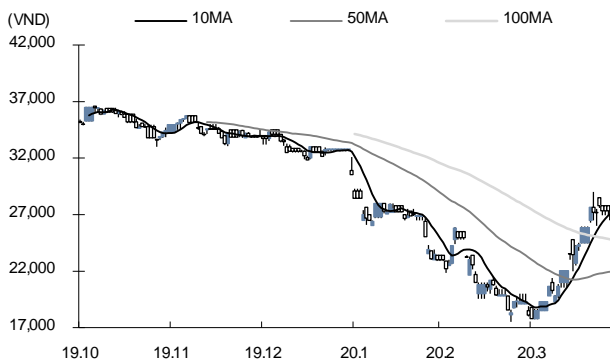
VPBank (VPB)



Source: Bloomberg, KB Securities Vietnam

- VPB closed up 2.4% to 21,000 VND
- VPB will seek shareholder approval to buy back 122 million or 5% of outstanding shares at the annual general shareholders' meeting (date to be determined).
- VPB management may also propose redeeming USD300 million in international bonds and reducing the foreign ownership limit to 15% from 23% at present.

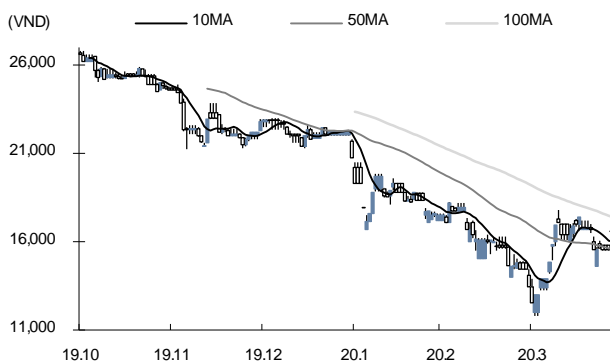
Vietnam Airlines (HVN)



Source: Bloomberg, KB Securities Vietnam

- HVN closed down 2.9% to VND 26,550
- A spokesperson from the Cambodian Civil Aviation Secretariat – Mr Sin Chansereyvutha – confirmed that HVN sold a 49% stake in Cambodia Angkor Air to private investors at an undisclosed price to reduce ownership to 10%.
- HVN announced in early April that it would expedite the sale of its stake in Cambodia Angkor Air and five A321 aircraft to overcome difficulties caused by COVID-19.

Nam Viet Corp (ANV)



Source: Bloomberg, KB Securities Vietnam

- ANV closed up 6.8% to VND 16,600
- ANV Chairman – Mr Doan Toi – registered to buy 4.5 million ANV shares (or 3.4% of outstanding) to raise his stake to 56.3%. The shares will be bought between April 29 and May 25 via order-matching or put-through transactions for an estimated VND70 billion.

April 27, 2020

Head of Equity Research (Ho Chi Minh)
Harrison Kim
harrison.kim@kbfq.com
Financials Analyst Nguyen Thi Thu Huyen
huyenntt@kbsec.com.vn

VPBank (VPB)

Bonds drive strong 1Q performance

1Q pretax earnings surge by 63% YoY on aggressive bond purchases

— 1Q pretax profit hit VND2,911 billion (up 63% YoY) as management aggressively expanded the bond portfolio to boost overall credit growth. Total credit grew by 21.1% YoY vs 4Q's 17.6% YoY despite customer loan growth slowing to 14.0% YoY vs 4Q's 16.1% YoY. Aggressive purchases of corporate bonds allowed overall credit growth to remain high and increased the bond portfolio by 41% YoY (59% QoQ). Corporate bonds doubled in value and the weighting jumped by 1.5 times to 32%, while government bonds fell to 40% of the portfolio from 4Q's 45%. VPB also added an additional VND9,038 billion in bills issued by the State Bank of Vietnam, implying ample balance sheet liquidity remains.

Strong credit growth allows the bank to power through on credit provisions

— VPB's substandard & below non-performing loan ratio actually fell to 3.03% in 1Q vs 4Q's 3.42%. But the broader measure of credit quality did witness some slippage – with the precautionary & below ratio creeping higher to 8.23% vs 4Q's 8.18% – or enough for the bank to slow loan growth for the quarter. To compensate – and circumvent the high loan-to-deposit ratio at 122% despite 1Q's 15% YoY growth in customer deposits – VPB diverted abundant balance sheet liquidity to the bond market, especially after raising USD208 million (VND4,909 billion) from the International Finance Corporation during the quarter. This allowed VPB to use strong credit volumes to keep 1Q provisions to loans stable at 1.41% of loans or VND263,747 billion (+15.8% YoY, +0.5% QoQ) vs 4Q's 1.44% of loans. Coverage ratios improved for substandard & below loans to 52.0% from 4Q's 46.5% and remained stable for precautionary & below loans at 19.1% from 4Q's 19.4%.

Fees unexciting with relief programs but costs fared well

— Fees were largely unexciting for the quarter and down 7% YoY to VND695 billion as all banks suspend transaction fees to support customers during the pandemic. The sharp pick up in gains from trading securities to more than four times higher than the same period last year was the most notable feature of non-interest income. Operating expenses were kept in check, with 1Q's cost-to-income ratio improving modestly to 33.1% from 33.9% last year.

Better capital management ahead with stock buybacks & redeeming international bonds

— Positive signs already being seen from management to make better use of balance sheet liquidity rather than aggressive corporate bond purchases. According to a recent news article, management seeks approval from regulators and shareholders to buyback up to 5% or 122 million of shares outstanding for VND2,500 billion and redeem USD\$300 million in overseas bonds. Although little information has been provided, management may also propose the lowering of the foreign-ownership to 15% from 23% which the market may interpret as an attempt to secure a strategic investor (foreigners currently own 22.44%).

April 27, 2020

Head of Equity Research (Ho Chi Minh)
Harrison Kim
harrison.kim@kbfq.com
Financials Analyst Nguyen Thi Thu Huyen
huyenntt@kbsec.com.vn

Military Bank (MBB)

Spike in bad loans stalls credit growth

1Q earnings down 9% YoY as credit growth nearly stalls

— Weak 1Q pretax earnings of VND1,783 billion were down 7.7% YoY/7.5% QoQ on the sharp slowdown in credit/loan growth and near doubling of credit costs amid the spike up in non-performing loans. Credit growth nearly stalled at 6.7% YoY vs 4Q's 16.5% YoY and actually fell 1.8% on a sequential QoQ basis. Loan growth was also sluggish at 8.2% YoY vs 4Q's 16.5% and down 0.9% QoQ. This comes despite higher contribution from the high-growth consumer finance portfolio at the *MCredit* subsidiary.

Asset quality witnesses sharp erosion due to larger exposure to the subprime market

— Substandard & below non-performing loans surged to 1.62% vs 4Q's 1.16% and precautionary & below bad loans spiked to 3.54% from 4Q's 2.31%, largely due to MBB's higher exposure to the subprime market via *MCredit*. The more pronounced slowdown in credit growth also likely pressured the asset quality ratios. Provisions more than doubled from the same period last year to VND2,093 billion (+117% YoY/+72% QoQ) to 0.84% of loans vs 4Q's 0.49% of loans and 0.42% of loans in 1Q last year. Management minimized damage from the sharp rise in provisions by sacrificing loan loss reserve coverage ratios, which fell to 97.6% for substandard & below loans from 4Q's 110.5% and precautionary & below loans to 44.5% from 4Q's 55.3%.

Tight cost controls manage to save earnings

— Performance for fees was flat for the quarter at VND745 billion (-2% YoY, -15% QoQ). Even insurance fees lagged and decreased by 14% QoQ for the quarter despite being up 32% YoY. Costs were the one bright spot as management successfully kept costs flat to allow the revenue stream from the larger asset base to lower 1Q's cost-to-income ratio to 32.4% from 37.9% during the same period last year.

April 27, 2020

Head of Equity Research (Ho Chi Minh)
Harrison Kim
harrison.kim@kbfg.com
Financials Analyst Nguyen Thi Thu Huyen
huyenntt@kbsec.com.vn

Vietinbank (CTG)

Provisions weigh on 1Q performance

1Q earnings down 6% YoY as provisions weigh on performance

— Weak 1Q earnings of VND2,405 billion (down 5.3% YoY/9.4% QoQ) as the sharp deterioration in credit quality forces management to boost provisions for troubled loans. The worsening lending environment also led to a modest slow down in credit growth to 7.1% YoY from 4Q's 8.1% YoY. Loan growth slowed at a similar pace to 7.2% YoY vs 4Q's 8.1% YoY.

More signs of weaker credit conditions & provisions lagging the rise in troubled loans

— CTG was not immune to the sector-wide deterioration in asset quality. Substandard & below non-performing loans rose to 1.83% vs 4Q's 1.16% and precautionary & below non-performing loans also increased to 2.69% in 1Q from 4Q's 1.76%. This caused credit provisions to surge by 36% YoY to VND4,393 billion or 0.48% of loans vs 4Q's 0.38% of loans. Higher provisions failed to keep pace with the rise in non-performing loans, with reserve coverage for substandard & below loans falling sharply to 77.3% from 4Q's 119.7% and precautionary & below loans falling to 52.6% from 4Q's 78.5%.

Lower costs offset some of the negative impact to earnings

— Fee income fared better than peers at VND1,059 billion, with the bank still managing to post positive growth of 9.3% YoY due to the Avia insurance subsidiary. Gains from trading securities also rose by four times on added volatility in the markets. Lower costs were the biggest positive surprise from 1Q results, as staff cuts initiated before the coronavirus outbreak helped to lower the cost-to-income ratio to 31.5% from 33.6% during the same period last year to offset higher credit costs.

April 27, 2020

Head of Equity Research (Ho Chi Minh)
Harrison Kim
harrison.kim@kbfv.com
Financials Analyst Nguyen Thi Thu Huyen
huyenntt@kbsec.com.vn

Vietnam International (VIB)

Strong 1Q credit growth masks rising credit costs

1Q earnings jump 33% YoY but strong credit growth masks rising credit costs

— 1Q earnings up 32.8% YoY to VND860 billion as management uses the bond portfolio to sustain strong overall credit growth and minimize the impact to the bottom line from higher provisioning costs. Credit growth remained strong at 36.0% YoY (+13.9% QoQ) vs 4Q's 25.9% alongside still robust loan growth that only showed modest sign of slowdown to 32.3% YoY (+4.4% QoQ) from 4Q's 34.4%. Management kept credit growth high – and minimized pressure on an already high loan-to-deposit ratio at 109% – by aggressively expanding the bond portfolio by 58% QoQ (albeit half was put into government bonds). The local bond market has been active since the start of the year as many companies are eager to raise funds before new rules put in place three-month moratoriums on new bond issues from June.

Strong volume growth masks weaker credit quality & understates credit costs

— Strong 30%-plus credit growth kept asset quality ratios in check – with the ratio of substandard & below loans only rising to 2.19% from 4Q19's 1.96% – and also suppressed any rise in the broader precautionary & below ratio to 3.79% from 4Q's 3.08%. This allowed management to keep credit costs largely flat at VND156 billion (–0.3% YoY and up 82.6% QoQ from a low base in 4Q) or 0.12% of loans vs the 0.13% average seen for all of 2019. Reserve coverage for substandard & below bad loans only dropped to 47.3% from 4Q's 49.6% and precautionary & below loans only fell to 27.3% from 4Q's 31.6%.

Fees weaker and staff expansion boosts operating costs

— Fees came under pressure after all banks agreed to waive fees during the coronavirus pandemic and were down 21% QoQ (up 18% YoY but this can largely be attributed to the low base during the same period last year). The bank continues to increase staff as part of its expansion plans, which led to the rise in the cost-to-income rising to 45.5% from 43.6% during 1Q in 2019.

April 27, 2020

Power & Steel Analyst
Le Thanh Cong
conglt@kbsec.com.vn

Hoa Phat Corporation (HPG)

Record 1Q despite COVID-19

Record 1Q earnings up 27% YoY on higher steel output volumes and market share gains

— 1Q earnings hit a new record at VND2,305 billion or up 27% YoY on VND19,451 billion in revenue that was up 28% YoY. Higher steel output volumes and market share gains allowed the company to book the highest quarterly profit on record despite the impact from COVID-19. Consumption of construction steel reached 732,000 tons for the quarter or up 5.1% YoY as the company increased market share to 32% compared to 26% during the same period last year. Steel billet consumption also by rose the 350,000 tons from zero last year and were mainly sold as exports. Steel pipe consumption fell by 15.6% YoY to 145,000 tons but the company maintained its 31% market share.

Fallout from COVID-19 will likely delay Phase 2 of the *Dung Quat* project

— Travel restrictions from COVID-19 prevented technicians from entering Vietnam to complete equipment installation. This will likely push back the startup of Phase 2 of the *Dung Quat* project to 2021E from 3Q 2020.

Steel demand turned negative in 1Q and could worsen in 2Q

— Vietnam mainly consumes steel for construction, infrastructure, automobiles and motorcycles. The Vietnam Steel Association estimates that the nationwide lockdown and supply chain disruptions due to COVID-19 caused 1Q steel production and consumption to turn negative at -6% YoY and -12% YoY, respectively. It also expects conditions to worsen in 2Q as the impact from lower demand is fully-reflected in the local steel market. Moreover, lower demand has led to sharply lower steel pricing that may also cause damage to local steel makers.

KBSV Model Portfolio

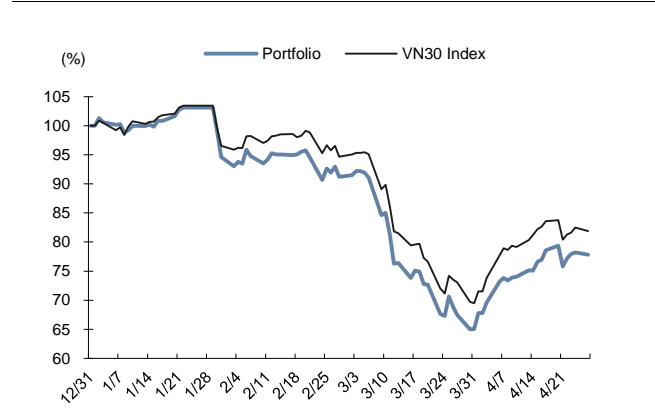
KBSV Research Team

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	-0.74%	-0.46%
Cum. return	-18.13%	-22.15%

Performance vs VN30 Index



KBSV domestic model portfolio

Ticker	Inclusion date	Close 20/04/27	Daily return (%)	Cumulative return (%)	Main investment catalysts
Mobile World (MWG)	19/08/09	82,200	-1.0%	-29.1%	<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	21,450	-0.7%	-19.9%	<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	58,000	-2.5%	-24.3%	<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	15,700	-2.2%	-20.4%	<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	30,500	-0.3%	-10.3%	<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	50,700	-0.6%	31.7%	<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	18,850	-1.8%	-22.7%	<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	113,500	-1.5%	-12.2%	<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	21,950	-0.7%	-6.4%	<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	12,800	6.7%	-6.6%	<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	-0.8%	14.7%	9.6
VIC	-1.1%	14.1%	9.0
SAB	0.0%	63.3%	7.3
CTD	5.6%	46.3%	5.2
HPG	-0.7%	36.8%	3.8

Ticker	Chg (%)	For. Ownership (%)	Net sell (VND bn)
VCB	-3.1%	23.7%	-106.9
VPB	2.4%	23.1%	-82.9
VRE	-2.1%	31.7%	-57.8
VNM	0.0%	58.6%	-53.4
STB	-1.2%	10.5%	-37.4

Source: FinPro, KB Securities Vietnam

Hanoi – Net foreign buys/sells

Ticker	Chg (%)	For. Ownership (%)	Net buy (VND bn)
HUT	0.0%	9.8%	0.2
HAD	-2.4%	9.4%	0.2
SLS	-1.0%	3.4%	0.1
VCS	0.7%	2.5%	0.1
NVB	-2.4%	4.5%	0.1

Ticker	Chg (%)	For. Ownership (%)	Net sell (VND bn)
TNG	-1.6%	9.3%	-6.2
SHB	-1.8%	8.0%	-3.0
LAS	-3.3%	3.7%	-1.3
LHC	6.0%	24.4%	-1.1
BVS	-2.3%	27.7%	-0.7

Source: FinPro, KB Securities Vietnam

Sectors – Top 5 best/worst weekly performance

Top 5 best performers	Chg (%)	Key stocks
Basic Resources	3.9%	HPG, HSG
Chemicals	1.4%	DCM, PHR
Food & Beverage	1.2%	VNM, SAB
Health Care	0.4%	DHG, OPC
Construction & Materials	0.3%	CTD, VGC

Top 5 worst performers	Chg (%)	Key stocks
Media	-9.3%	YEG, PNC
Oil & Gas	-8.8%	PLX, PVD
Banks	-5.3%	VCB, BID
Real Estate	-4.5%	VIC, VHM
Utilities	-3.5%	GAS, PGD

Source: Bloomberg, KB Securities Vietnam

Sectors – Top 5 best/worst monthly performance

Top 5 best performers	Chg (%)	Key stocks
Retail	36.1%	MWG, FRT
Basic Resources	31.3%	HPG, HSG
Insurance	26.2%	BVH, BMI
Travel & Leisure	26.1%	HVN, VJC
Technology	23.3%	FPT, CMG

Top 5 worst performers	Chg (%)	Key stocks
Media	7.2%	PNC, YEG
Banks	10.8%	EIB, TPB
Industrial Goods & Services	12.9%	THI, TCO
Oil & Gas	13.1%	PVD, PLX
Real Estate	13.3%	VIC, VHM

Source: Bloomberg, KB Securities Vietnam

Vietnam – Focus stocks

Sector	Code	Company name	Price	Mkt cap (VNDbn, USDmn)	Trading value (VNDbn, 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	92,000	311,184 (13,262)	102,056 (4.3)	22.5	41.5	24.7	31.3	8.8	12.4	3.7	3.2	-1.1	-4.4	6.0	-20.0
	VHM	VINHOMES JSC	64,500	212,174 (9,042)	56,205 (2.4)	34.3	7.8	6.6	35.4	38.4	32.5	2.5	1.8	-0.8	-5.8	7.5	-23.9
	VRE	VINCOM RETAIL JS	23,500	53,399 (2,276)	71,847 (3.1)	17.3	17.5	14.0	14.0	10.8	12.1	1.9	1.7	-2.1	-10.3	15.2	-30.9
	NVL	NOVA LAND INVES	52,800	51,192 (2,182)	28,767 (1.2)	32.4	19.0	18.6	-11.3	12.0	11.8	2.1	1.8	-0.4	0.2	1.5	-11.3
	KDH	KHANGDIEN HOUSE	20,500	11,161 (476)	10,645 (0.5)	4.8	9.7	8.5	16.8	14.6	15.2	1.3	1.2	0.0	-1.9	5.4	-23.8
	DXG	DATXANH GROUP	9,740	5,053 (215)	28,180 (1.2)	8.6	4.1	3.4	-6.2	14.1	17.6	0.6	0.6	1.9	-7.7	8.8	-32.8
Banks	VCB	BANK FOR FOREIGN	66,800	247,753 (10,558)	104,554 (4.5)	6.3	13.8	11.6	16.7	20.4	20.2	2.6	2.2	-3.0	-7.1	4.2	-25.9
	BID	BANK FOR INVESTM	35,100	141,173 (6,016)	46,671 (2.0)	12.2	18.8	14.9	5.7	11.9	11.5	1.8	1.6	-2.5	-5.4	6.4	-23.9
	TCB	VIETNAM TECHNOLO	17,050	59,677 (2,543)	32,366 (1.4)	0.0	5.5	4.7	8.2	16.9	17.4	0.8	0.7	-0.3	-3.7	6.6	-27.6
	CTG	VIETNAM JS COMM	18,850	70,186 (2,991)	117,497 (5.0)	0.3	8.0	5.7	28.8	13.8	17.0	0.9	0.8	-1.8	-5.0	-0.8	-9.8
	VPB	VIETNAM PROSPERI	21,000	51,193 (2,182)	91,770 (3.9)	0.3	5.4	4.7	11.8	19.4	18.3	1.0	0.9	2.4	0.0	7.4	5.0
	MBB	MILITARY COMMERC	15,700	37,859 (1,613)	109,048 (4.6)	0.0	4.2	3.7	17.7	20.7	20.5	0.8	0.7	-2.2	-5.7	7.5	-24.5
	HDB	HDBANK	20,500	19,801 (844)	32,661 (1.4)	8.3	5.5	4.6	13.8	20.6	20.2	0.9	0.7	-0.5	-4.0	12.3	-25.6
	STB	SACOMBANK	8,990	16,215 (691)	92,882 (4.0)	13.2	6.0	4.8	39.1	9.4	12.7	0.6	0.5	-1.2	-5.9	9.5	-10.5
	TPB	TIENPHONG COMME	17,500	14,290 (609)	2,373 (0.1)	0.0	3.8	3.5	44.5	25.7	21.6	0.9	-	-1.1	-4.4	-11.4	-16.9
	EIB	VIETNAM EXPORT-I	15,100	18,564 (791)	7,278 (0.3)	0.0	32.5	31.1	-6.9	3.6	3.6	1.1	1.1	-1.3	-0.7	-3.8	-15.2
Insurance	BVH	BAOVIET HOLDING	46,450	34,481 (1,469)	31,293 (1.3)	20.2	28.2	20.8	1.0	6.9	9.0	1.8	1.7	-1.2	-2.9	22.2	-32.3
	BMI	BAOMINH INSURANC	21,200	1,937 (083)	7,639 (0.3)	12.8	-	-	-	-	-	-	-	3.4	-3.6	35.0	-14.5
Securities	SSI	SSI SECURITIES C	13,100	7,872 (335)	47,575 (2.0)	48.7	8.1	7.4	-11.9	10.5	10.6	-	-	-1.1	-4.4	23.0	-15.8
	VCI	VIETCAPITAL SEC	17,650	2,900 (124)	8,133 (0.3)	65.8	-	-	-	14.1	-	-	-	-4.1	-7.6	11.0	-40.2
	HCM	HOCHI MINH CITY	17,000	5,189 (221)	32,741 (1.4)	45.4	10.0	5.9	-16.4	12.5	17.7	1.1	1.0	-0.9	3.3	37.7	-20.4
	VND	VNDIRECT SECURIT	10,950	2,284 (097)	10,358 (0.4)	11.6	-	-	-	8.6	-	-	-	0.5	-7.2	-4.4	-24.0
Consumer staples	VNM	VIETNAM DAIRYP	102,800	179,014 (7,629)	151,747 (6.5)	41.4	18.2	16.8	3.7	38.2	38.9	6.1	5.6	0.0	2.8	9.2	-11.8
	SAB	SAIGON BEER ALCO	180,000	115,431 (4,919)	15,301 (0.7)	36.7	25.2	21.2	7.5	24.3	26.5	5.7	5.1	0.0	1.8	38.9	-21.1
	MSN	MASANGROUP CORP	58,500	68,383 (2,914)	94,460 (4.0)	13.0	25.8	20.3	-30.3	7.4	8.3	1.6	1.4	-1.7	-1.5	18.7	3.5
	HNG	HOANGANH GIA LA	12,950	14,356 (612)	2,844 (0.1)	48.7	-	-	-	-	-	-	-	1.2	1.6	5.3	-6.8
Industrials (transport)	VJC	VIETJET AVIATION	113,500	59,456 (2,534)	32,611 (1.4)	11.3	14.1	11.8	-9.5	25.6	27.3	3.4	3.1	-1.5	-3.2	17.1	-22.4
	GMD	GEMADEPT CORP	17,500	5,196 (221)	7,496 (0.3)	0.0	12.7	11.1	-53.2	7.3	8.3	0.9	0.9	0.3	-2.5	10.1	-24.9
	CII	HOCHI MINH CITY	19,450	4,820 (205)	20,438 (0.9)	24.4	10.4	9.5	136.4	9.6	9.7	0.9	0.9	2.1	-1.8	5.1	-13.6
Industrials (capital goods)	ROS	FLC FAROS CONSTR	3,880	2,202 (094)	78,029 (3.3)	46.7	-	-	-	-	-	-	-	4.6	0.5	3.2	-77.6
	GEX	VIETNAM ELECTRIC	15,850	7,739 (330)	20,016 (0.9)	33.8	9.3	7.0	-12.1	9.6	15.5	1.1	1.1	-2.5	-5.7	16.5	-18.1
	CTD	COTECCONS CONSTR	64,000	4,883 (208)	15,787 (0.7)	2.7	9.5	8.6	-39.4	6.4	6.8	0.6	0.6	5.6	3.7	25.2	24.8
	REE	REE	30,500	9,457 (403)	19,207 (0.8)	0.0	5.6	4.8	-2.8	14.9	15.6	0.8	0.7	-0.3	-1.1	8.9	-16.0

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
Utilities	GAS	PETROVIETNAM GAS	64,200	122,876 (5,237)	58,360 (2.5)	45.6	16.3	12.4	-17.6	15.4	19.8	2.5	2.3	-1.4	-6.7	10.3	-31.5
	NT2	PETROVIETNAM NHO	20,400	5,873 (250)	9,934 (0.4)	31.5	8.3	7.7	-3.0	17.0	18.6	1.4	1.4	-1.2	6.3	22.2	-5.8
	PPC	PHA LAI THERMAL	25,600	8,208 (350)	5,652 (0.2)	32.5	8.3	8.8	-8.0	16.6	15.4	1.3	1.3	0.6	7.1	20.2	-4.8
Materials	HPG	HOA PHAT GRP JSC	21,950	60,606 (2,583)	159,223 (6.8)	12.2	7.3	5.6	-1.7	17.2	19.1	1.1	0.9	-0.7	3.5	35.5	-6.6
	DPM	PETROVIETNAM FER	13,900	5,440 (232)	36,342 (1.5)	33.0	9.6	9.3	-2.8	9.1	7.8	0.7	0.7	-4.1	-6.4	19.3	7.3
	DCM	PETROCA MAU FER	7,800	4,129 (176)	10,939 (0.5)	47.2	9.6	21.2	-14.7	7.8	3.5	0.7	0.7	0.6	10.5	38.5	20.0
	HSG	HOA SEN GROUP	7,400	3,288 (140)	41,223 (1.8)	31.5	8.4	6.3	0.0	7.0	8.5	0.5	0.5	1.9	16.0	55.4	-0.5
	AAA	ANPHAT BIOPLAST	12,700	2,174 (093)	26,905 (1.1)	36.6	5.5	9.3	51.8	14.8	9.0	0.7	0.5	-0.8	4.1	24.5	0.0
Energy	PLX	VIETNAM NATIONAL	40,200	47,871 (2,040)	54,653 (2.3)	6.9	12.7	11.5	6.8	17.0	19.8	2.3	2.0	-2.8	-8.4	1.8	-28.2
	PVD	PETROVIETNAM DRI	9,020	3,799 (162)	59,062 (2.5)	34.7	29.1	11.6	-7.6	1.0	2.6	0.3	0.3	-3.9	-13.7	16.2	-40.1
	PVT	PETROVIET TRANSP	10,000	2,814 (120)	21,745 (0.9)	22.7	5.3	4.8	-9.6	11.5	12.2	0.6	0.5	-2.4	-9.1	24.8	-40.5
Consumer discretionary	MWG	MOBILEWORLD INV	82,200	37,222 (1,586)	137,091 (5.8)	0.0	9.2	7.4	15.5	29.9	30.7	2.4	1.9	-1.0	-2.5	29.9	-27.9
	PNJ	PHUNHUAN JEWELR	58,000	13,061 (557)	50,516 (2.2)	0.0	12.1	10.2	7.9	23.6	23.1	2.5	2.0	-2.5	-3.7	11.8	-32.6
	YEG	YEAH1 GROUP CORP	55,500	1,638 (070)	2,052 (0.1)	68.8	23.3	17.0	-28.1	6.7	8.5	1.5	1.4	-5.5	-9.8	0.9	50.0
	FRT	FPT DIGITAL RETA	22,700	1,793 (076)	12,843 (0.5)	8.7	11.9	11.0	-33.4	11.1	10.6	1.1	0.9	-1.7	20.4	103.6	7.8
Healthcare	PHR	PHUOC HOA RUBBER	45,850	6,213 (265)	32,075 (1.4)	40.3	5.8	5.3	30.3	38.0	35.0	2.0	1.7	6.4	4.9	24.3	20.0
	DHG	DHG PHARMACEUTIC	91,100	11,911 (508)	2,520 (0.1)	45.7	18.9	18.0	4.1	19.2	18.7	3.3	3.1	-0.7	1.1	12.5	-0.4
	PME	PYMEPHARCO JSC	59,000	4,426 (189)	1,086 (0.0)	37.9	-	-	-	-	-	-	-	-0.3	-0.8	10.9	8.7
IT	FPT	FPT CORP	50,700	34,561 (1,473)	101,306 (4.3)	0.0	10.4	8.9	17.2	24.1	25.0	2.2	2.0	-0.6	-1.2	17.6	-13.0

Source: Bloomberg, KB Securities Vietnam

KB SECURITIES VIETNAM RESEARCH

Head of Research – Nguyen Xuan Binh

binhnx@kbsec.com.vn

Macro/Strategy

Head of Macro & Strategy – Tran Duc Anh

anhtd@kbsec.com.vn

Macro Analyst – Thai Thi Viet Trinh

trinhhtt@kbsec.com.vn

Market Strategist – Le Anh Tung

tungla@kbsec.com.vn

Equity (Hanoi)

Head of Equity Research (Hanoi) – Duong Duc Hieu

hieudd@kbsec.com.vn

Information Technology & Logistics Analyst – Nguyen Anh Tung

tungna@kbsec.com.vn

Property Analyst – Pham Hoang Bao Nga

ngaphb@kbsec.com.vn

Power & Construction Material Analyst – Le Thanh Cong

congltt@kbsec.com.vn

Financials Analyst – Nguyen Thi Thu Huyen

huyenntt@kbsec.com.vn

Equity (Ho Chi Minh)

Head of Equity Research (Ho Chi Minh) – Harrison Kim

harrison.kim@kbf.com

Consumer & Retailing Analyst – Dao Phuc Phuong Dung

dungdpp@kbsec.com.vn

Fisheries & Pharmaceuticals Analyst – Nguyen Thanh Danh

danhnt@kbsec.com.vn

Oil & Gas & Chemicals Analyst – Nguyen Vinh

vinhn@kbsec.com.vn

Research Marketing

Korea Marketing Analyst – Seon Yeong Shin

shin.sy@kbsec.com.vn

KB SECURITIES VIETNAM (KBSV)

Head Office:

Levels G, 2 & 7, Sky City Tower, 88 Lang Ha Street, Dong Da District, Hanoi, Vietnam
Tel: (+84) 24 7303 5333 – Fax: (+84) 24 3776 5928

Hanoi Branch:

Level 1, VP Building, 5 Dien Bien Phu, Ba Dinh District, Hanoi, Vietnam
Tel: (+84) 24 7305 3335 – Fax: (+84) 24 3822 3131

Ho Chi Minh Branch:

Level 2, TNR Tower Nguyen Cong Tru, 180-192 Nguyen Cong Tru Street, District 1, HCMC, Vietnam
Tel: (+84) 28 7303 5333 – Fax: (+84) 28 3914 1969

Saigon Branch:

Level 1, Saigon Trade Center, 37 Ton Duc Thang, Ben Nghe Ward, District 1, HCMC, Vietnam
Tel: (+84) 28 7306 3338 – Fax: (+84) 28 3910 1611

CONTACT INFORMATION

Institutional Client Center: (+84) 28 7303 5333 – Ext: 2656
Private Customer Care Center: (+84) 24 7303 5333 – Ext: 2276
Email: ccc@kbsec.com.vn
Website: www.kbsec.com.vn

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

Opinions in this report reflect the professional judgment of the research analyst(s) as of the date hereof and are based on information and data obtained from sources that KBSV considers reliable. KBSV makes no representation that the information and data are accurate or complete and the views presented in this report are subject to change without prior notification. Clients should independently consider their own particular circumstances and objectives and are solely responsible for their investment decisions and we shall not have liability for investments or results thereof. These materials are the copyright of KBSV and may not be reproduced, redistributed or modified without the prior written consent of KBSV. Comments and views in this report are of a general nature and intended for reference only and not authorized for use for any other purpose.