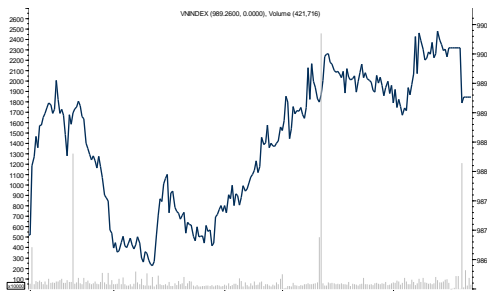


HIGHLIGHTS OF THE DAY

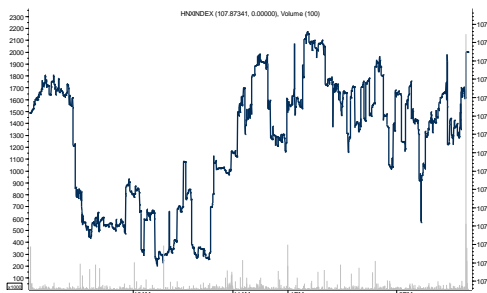
Market summary

	VNINDEX	HNXINDEX
Close	989.26	107.87
Change (%)	0.24%	0.42%
Volume (mn)	189.28	30.33
Value (VNDbn)	3885.00	403.00
Gainers	159	87
Losers	128	67
Unchanged	94	225

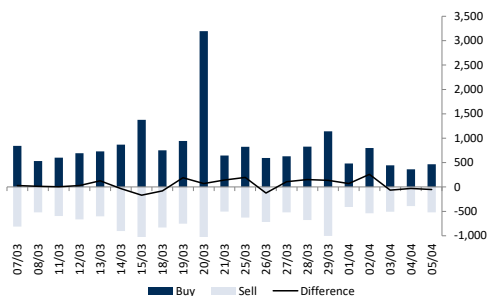
VNINDEX Intraday



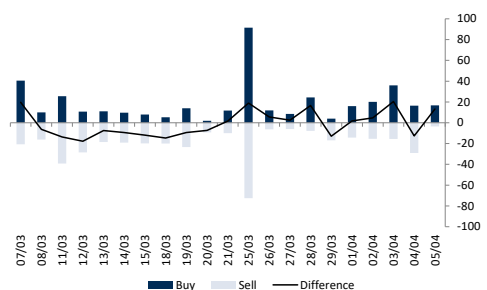
HNXINDEX Intraday



Foreigners' transaction on HSX (VNDbn)



Foreigners' transaction on HSX (VNDbn)



The market saw a slight gain with liquidity maintaining at the average level of 2019. Foreign investors continued to net-sell and the market breadth was positive.

On the HSX, stocks of VIC VHM (+0.7%) VRE (+0.8%) returned to lead the market with some other large-cap stocks like GAS(+2.5%) PLX(+1%) VCB(+0.6%)... In contrast, VNM(-1.2%) SAB(-0.7%) BID(-0.7%) had the most negative influence on the market. Most of the remaining shares were not significantly changed. VN30 basket had 18 gainers and 10 losers. HNX was more positive as VCS (+2.6%) PVS (+1.8%) PVI (+1.5%) continued gaining and VCG (+8.7%) suddenly rose strongly at the end.

Regarding sectors, petroleum stocks were the highlight of the market, attracting cash flow with many strong advancers such as GAS, PVS, PVD, PVB, PVT, PVC... Real estate and construction also appeared many remarkable winners such as DXG, CEO, FCN, HDG, KBC, LDG, KDH, PDR, NTL, VCG, NLG, PC1, NVL... In particular, FCN even increased at its maximum amplitude.

The Derivative stock market was still diverged. The F1905 contract increased slightly, the remaining contracts remained almost unchanged. The average gap between contracts with VN30 Index was stable, lower from 16.69 to 20.59 points. Liquidity fell sharply below the average of 2019.

**The US – China trade talks are supposed to achieve a specific result in the next four weeks**, stated the US President Donald Trump alongside the meeting with China Vice Premier Liu He. Mr Trump said that the two countries have been very close to a trade deal, which will end in the next four weeks, but he also warned that there are still many difficulties if outstanding issues are not resolved. Before that, China President Xi Jinping urged the two sides to end the trade negotiations soon, and implied the importance of strategic leadership in maintaining a stable and positive relationship between the US and China. According to Mr Xi, the two sides have achieved significant progresses in trade talks in the past month. He called on the two sides to keep the spirit of mutual respect, equality and mutual benefit to resolve common concerns and finalize the trade agreement content as soon as possible.

The good news supported Asian stock markets in today trading. At the end of the session, the Nikkei 225, and the Kospi gained 0.38% and 0.14% respectively. China and Hong Kong markets closed for a holiday on April 05. On the other hand, investors are waiting for data about jobs and payroll of the US in March which are supposed to be published tonight (Hanoi time). The US payroll is expected to rebound to 180,000 in March, and the average salary per hour will likely climb 0.25% MoM. If the expectation comes true, the Greenback may surge again and DXY will surpass 97.5 level.

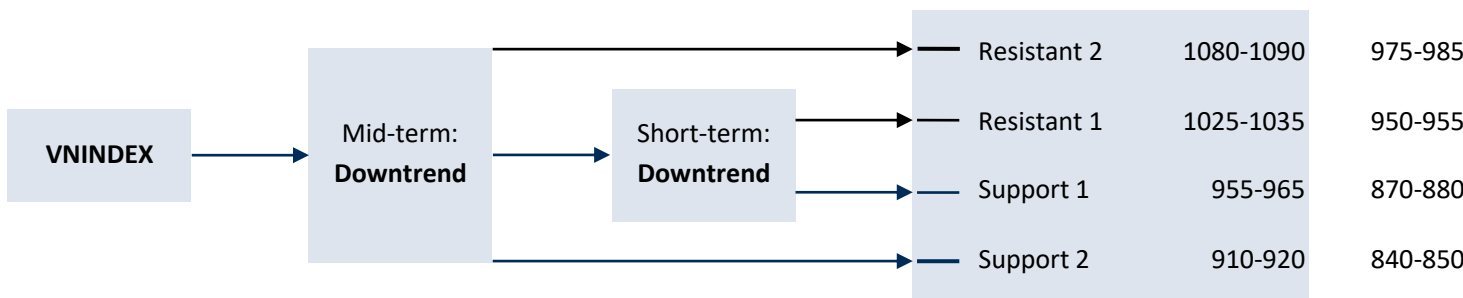
Thai Thi Viet Trinh – Macro Analyst – [trinhttv@kbsec.com.vn](mailto:trinhttv@kbsec.com.vn)

INVESTMENT VIEWPOINTS AND STRATEGIES

VNINDEX



Market Trend



Investment Viewpoint

The market was still in a sideways drift with low liquidity and strong divergence. Although liquidity kept declining, better-than-average stocks in the diverged market still maintained a sustainable growth. Meanwhile, and the cash flow became more intense in some stocks whose large fluctuation range.

The risks of further strong declining sessions still increased. Investors are recommended to only trade with available short-term positions. They should only increase stock proportion when liquidity strongly recovered.

Dang Thanh The – Senior Associate – [thedt@kbsec.com.vn](mailto:thedt@kbsec.com.vn)

## INVESTMENT PORTFOLIO RECOMMENDATIONS

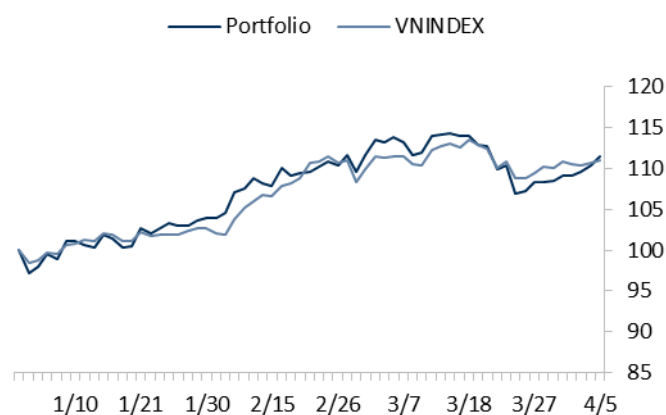
### Investment Note

**(1)** The portfolio for mid-term investment (3-month at least) or may be flexible depending on the market movement.

**(2)** Profit taking threshold is +30% and cutting loss level is -15%.

**(3)** The fixed proportion of stocks in the portfolio is 100% (the proportion of each stock is equal) to make a comparison with VNINDEX. Investors should consider the general market trend to have a good proportion allocation and risk management.

### Portfolio's performance vs VNINDEX



Stocks	Date of recommendation	Closing price	Daily returns	Accumulative returns	Main investment catalysts
PNJ	22/03/2019	100.5	-0.5%	0.0%	<ul style="list-style-type: none"> <li>Jewelry retail sales has witnessed a high growth as the number and value of the purchase orders increased. In 2018, PNJ jewelry retail sales surged 41%, supported by the estimated increase of 34% in the number of transactions and 5% gain in the average purchase value.</li> <li>Given the advantage of the available customer base, the segment of watches and accessories of PNJ is strong enough to be successful as the watch market in Vietnam has no large distribution enterprise despite gaining high value. Watches are expected to account for 5% of total revenue gained from PNJ contracts in 2022.</li> <li>The negative operating cash flow of PNJ in the previous years is resulted from the store system expansion, and the inventory increase. It is expected that PNJ will have a positive operating cash flow from 2019.</li> </ul>
BMP	05/03/2019	49	0.0%	-7.7%	<ul style="list-style-type: none"> <li>The current price of BMP stocks is quite attractive as BMP is the leading company in plastic pipe industry, with healthy financial status, sales policy with the most attractive 15% discount on the market, and stable dividend payment history.</li> <li>After two consecutive years of decreasing profit, BMP profit is expected to rebound in 2019 thanks to a slight increase in production (+6%) and profit margin (+0.6%) given that the prices of PVC compound manufacturing input materials are lower than the 2018 average. Besides, the direct competitor HSG no longer has many promotion policies as before due to its own difficulties.</li> <li>Export potential to Thailand and the support of managing shareholder Nawa Plastic is a favorable factor for long-term</li> </ul>

					prospects of BMP business operation.
TCB	03/04/2019	25.4	-0.2%	-4.5%	<ul style="list-style-type: none"> <li>▪ Operating effectiveness has been continuously improved, which helped the bank to be ranked at the top group in 2018. TCB achieved this success thanks to the strategic value chain of Vingroup - Masan - Vietnam Airlines ecosystem combined with the economic growth oriented by export, consumption and real estate investment.</li> <li>▪ The bank is currently the pioneer in some core business segments: Market share ranking No.1 in mortgage loans; advisory and brokerage involved in corporate bonds; bancassurance fee; ranking at the top in transaction banking growth. Effective operating model and dynamic BOM are the premise for the current result.</li> <li>▪ Strong capital base, guaranteed asset quality and the viable strategy are the foundation for TCB to keep its growth momentum in 2019.</li> </ul>
KBC	23/01/2019	15.1	1.3%	8.6%	<ul style="list-style-type: none"> <li>▪ FDI from Korea, Taiwan, and Japan – mainly absorbed by industrial plants has been rising sharply thanks to the shift of factories' location from China to Vietnam.</li> <li>▪ The demand for industrial land lease in KBC strongly increased in 2018-2019. In 2019, the area for lease is forecast to be 120 ha (+14% yoy), in which there is 70 ha of Quang Chau Industrial Plant and 30 ha of Nam Son Hap Linh Industrial Plant.</li> <li>▪ Gross profit margin still stays high – with the average of 58% in 2018-2019.</li> <li>▪ Phuc Ninh Urban Area Project may gain VND1,000 billion of revenue 2019. Profit margin may reach 75%.</li> <li>▪ Lower the number of long-term loans. Loan/equity ratio is 28%.</li> <li>▪ Industrial plant projects of affiliated companies in Hue, Da Nang will be the attractive point to investors in the long-term after Northern industrial plants run out of land source in the next 2-3 years.</li> </ul>
MBB	18/12/2018	22.15	0.5%	7.8%	<ul style="list-style-type: none"> <li>▪ NOII to continue gaining traction in 2019. The current strong NFI from insurance services was mainly driven by the non-life segment through Military Insurance Corporation (MIC).</li> <li>▪ A strong CASA ratio and increasing retail book (ex MCredit) are drivers for continuous NIM expansion. We believe NIM has headroom to expand from its current high level of 4.5%, given the CASA ratio will remain at a high level and the loan yield gap between ACB and MBB has been closing since 2014. Though funding costs could inch up related to valuable papers issuance in 2019F, we expect it to still be managed below 4% due to its current strong CASA ratio.</li> </ul>

					<ul style="list-style-type: none"> <li>▪ MCredit is still finding its feet but funding advantage increases odds of success. We believe MCredit can triple its loan book in 2018 from a low base, contributing ~1.8% to the consolidated book. Half of MCredit's current funding comes from Shinsei and thus provides significant flexibility in chasing market share in the key cash loan market.</li> </ul>
DXG	15/11/2018	23.3	3.3%	-6.2%	<ul style="list-style-type: none"> <li>▪ The close-loop business model creates competitive advantage and solid fundamental for DXG. The effectiveness of brokerage sector strongly supports project development sector and generates stable cashflows.</li> <li>▪ The current landbank is sufficient for the next five years of development. The right product segment orientation gives DXG opportunities.</li> <li>▪ Profits from LDG's projects might generate extraordinary profit for DXG.</li> </ul>
REE	11/10/2018	32.35	1.9%	-1.1%	<ul style="list-style-type: none"> <li>▪ In 2019, profit will likely increase by 9%-10% due to the dramatic rebound of electromechanical segment (58%) compared to the low basic level in 2018. This is achieved thanks to REE provisions, the positive growth of 37% in office for lease segment, and successful operation of E-town Central.</li> <li>▪ Profit growth in the long term is maintained thanks to new M&amp;A deals (in electricity and real estate segment).</li> <li>▪ With expected EPS in 2018 at VND5,500/share, REE is comparatively low with ROE reaching 18,6%.</li> </ul>
FPT	6/9/2018	47.8	0.0%	10.9%	<ul style="list-style-type: none"> <li>▪ Software processing which is the main force of software development segment has been thriving in most of the key markets - Japan, United States, Asia Pacific, European.</li> <li>▪ The acquisition of Intellinet in the U.S allows FPT to provide strategic package IT services to customers, especially in digital transformation projects.</li> <li>▪ FPT profit is forecast to maintain growth rate at over 20% until 2020. With the forecast EPS in 2018 of VND3,500/share, FPT shares are traded at attractive P/E.</li> </ul>
GMD	22/8/2018	27	2.3%	11.6%	<ul style="list-style-type: none"> <li>▪ Potential business growth is the key driver for the bounce back of stocks, combining with the divestment of real estate projects or information about VIG divestment at the company.</li> <li>▪ Increase of expected return; attractive long-term valuation. The operation of Nam Dinh Vu Phase 1 project will be the driving force for revenue growth in 2019-2020. The project has increased GMD's handling capacity from 1,250,000 teus to 2,000,000 teus, a rise by 60%. According to the plan, the occupancy rate for 2019 is 80% and 100% in 2020.</li> <li>▪ Logistic profit will grow with a support from CJ Logistics.</li> </ul>

With the deeper involvement of CJ Logistic, the management expects to bring better growth motivations for the logistics sector.

PVS	15/8/2018	22.4	1.8%	30.2%
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- Stock price has started to recover after a dramatic and prolonged decline.
- The price is still low compared to the potential for recovery and growth as the major projects of the oil and gas industry has officially kicked off such as Block B - O Mon, Su Tu Trang phase 2, petrochemical complex Long Son.
- In case that oil price rallies and stays at over USD60/barrel, higher than the average breakeven point of Vietnam at about USD55/barrel, the launch of these projects is only a matter of time.

## MONEY FLOW TRACKING AND RIGHTS EXERCISE

### Sector Performance in the day

Top 5 best performers	Change	Major stocks in sector
Cement	5.40%	HT1 BCC BTS HOM...
Tile & Paving Materials	3.00%	VCS VGC CVT VIT...
Fishing	2.50%	VHC ANV FMC HVG...
Forestry	2.30%	TTF DLG GTA
Rubber	1.90%	PHR DPR TRC HRC...
Top 5 worst performers	Change	Major stocks in sector
Fertiliser	-0.30%	DPM DCM BFC LAS...
Technology & Hardware Equipmen	-0.30%	SAM ELC ST8 POT...
Heavy Construction	-0.30%	CTD VCG CII HBC...
Plastics	-0.40%	AAA RDP DAG HII...
Electronic & Electrical Equipments	-1.40%	GEX LGC CAV PAC...

### Top 5 largest net buying/selling stocks by foreign investors

Ticker	Exchange	hold by foreigner	remaining room	Net buying value
GAS	HSX	3.58%	869,284,582	48,153,500,000
CII	HSX	53.65%	45,529,868	18,607,690,000
KBC	HSX	20.54%	135,380,172	13,620,310,000
VHM	HSX	15.34%	1,127,530,276	12,724,390,000
CTD	HSX	47.27%	1,294,550	9,720,350,000
Ticker	Exchange	hold by foreigner	remaining room	Net selling value
HDB	HSX	3.13%	39,371,015	-12,372,340,000
HCM	HSX	54.22%	53,773,209	-13,253,000,000
FLC	HSX	5.16%	311,187,754	-17,857,300,000
VJC	HSX	21.12%	48,102,867	-31,302,000,000
VNM	HSX	59.33%	708,342,516	-80,893,060,000

### Sector Performance in the week

Top 5 best performers	Change	Major stocks in sector
Oil Equipment & Services	7.20%	PVS PVD PVC PVB...
Cement	6.00%	HT1 BCC BTS HOM...
Automobiles	5.60%	TCH SVC HHS HAX...
Software & Computer Services	5.50%	FPT CMG SGT CMT...
Forestry	5.40%	TTF DLG GTA
Top 5 worst performers	Change	Major stocks in sector
Residential Real Estate	-0.70%	VIC NVL KDH DXG...
Investment Services	-0.90%	SSI VCI HCM VND...
Heavy Construction	-1.00%	CTD VCG CII HBC...
Electronic & Electrical Equipments	-2.10%	GEX LGC CAV PAC...
Marine Transportation	-2.50%	PVT VTO VIP GSP...

### Sector Performance in the month

Top 5 best performers	Change	Major stocks in sector
Forestry	22.80%	TTF DLG GTA
Rubber	11.40%	PHR DPR TRC HRC...
Water	8.10%	BWE CLW NBW TWD...
Clothing & Accessories	7.80%	TCM STK FTM EVE...
Industrial Real Estate	5.90%	KBC ITA LHG TIX...
Top 5 worst performers	Change	Major stocks in sector
Marine Transportation	-3.80%	PVT VTO VIP GSP...
Fishing	-4.60%	VHC ANV FMC HVG...
Investment Services	-5.50%	SSI VCI HCM VND...
Electronic & Electrical Equipments	-6.80%	GEX LGC CAV PAC...
Steel	-7.00%	HPG HSG NKG POM...

### Rights exercise in the next 5 trading days

Ticker	Exchange code	Ex-date	Record Date	Exercise Date	Events	Exercise Rate
HTC	HNX	08/04/2019	09/04/2019	22/04/2019	Cash dividends	VND300/share
XHC	UPCOM	09/04/2019	10/04/2019	19/04/2019	Cash dividends	VND500/share
TCS	HNX	09/04/2019	10/04/2019	24/04/2019	Cash dividends	VND1000/share
CMS	HNX	09/04/2019	10/04/2019	24/04/2019	Cash dividends	VND500/share
RAL	HsX	09/04/2019	10/04/2019	29/04/2019	Cash dividends	VND2500/share
ANV	HNX	11/04/2019	12/04/2019	28/06/2019	Cash dividends	VND1200/share
NDN	HNX	12/04/2019	16/04/2019	26/04/2019	Cash dividends	VND600/share
SGC	HNX	12/04/2019	16/04/2019	26/04/2019	Cash dividends	VND1500/share
DBC	HNX	12/04/2019	16/04/2019		Share dividends	Ratio 100:10
NHT	UPCOM	16/04/2019	17/04/2019		Share dividends	Ratio 100:50

(Source: HSX, HNX, KBSV)

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## KB SECURITIES VIETNAM (KBSV)

### Head Office:

Level 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 Tower, 5 Dien Bien Phu Street, Ba Dinh District, Hanoi, Vietnam

Tel: (+84) 24 3776 5929 - Fax: (+84) 24 3822 3131

### Saigon Branch

Level 1, Saigon Trade Center, 37 Ton Duc Thang Street, Ben Nghe Ward, District 1, HCMC, Vietnam

Tel: (+84) 28 7306 3338 - Fax: (+84) 28 3910 1611

### 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

## CONTACT INFORMATION

**Institutional Client Center:** (+84) 28 7303 5333 - Ext: 2656

**Private Customer Care Center:** (+84) 24 7303 5333 - Ext: 2276

**Hotmail:** [ccc@kbsec.com.vn](mailto:ccc@kbsec.com.vn)

**Website:** [www.kbsec.com.vn](http://www.kbsec.com.vn)