

VIETNAM DAILY

[Market Commentary]

Vietnam stock market rallied with improved liquidity, driven by bluechips

[Futures/ETFs]

Futures gained amid the cash market uptrend

[Market Movers]

PLX, TPB

[Company Updates]

VNM

March 1, 2023

		Chg
	Index	(%, bp)
Ho Chi Minh	1,040.55	+1.55
VN30	1,034.43	+1.92
VN30 futures	1,032.00	+2.38
Hanoi	206.83	+2.20
HNX30	363.80	+2.68
UPCoM	76.64	+0.26
USD/VND	23,762	-0.12
10-yr govt bond (%)	4.38	-0
Overnight rate (%)	5.68	+48
Oil (WTI, \$)	77.60	+0.71
Gold (LME, \$)	1,835.12	+0.45



Market Commentary

VNIndex 1,040.55P (+1.55%) Volume (mn shrs) 468.7 (+36.7%) Value (U\$mn) 347.7 (+27.6%)

HNXIndex 206.83P (+2.20%) Volume (mn shrs) 58.3 (+8.9%) Value (U\$mn) 37.5 (+34.1%)

UPCoM 76.64P (+0.26%)
Volume (mn shrs) 23.2 (+11.0%)
Value (U\$mn) 11.6 (+27.9%)

Net foreign buy (U\$mn) -12.2

Vietnam stock market rallied with improved liquidity, driven by bluechips. Foreign investors were net sellers focusing on Vinhomes (VHM, -0.7%), SSI Securities (SSI, +3.8%), and Masan Group (MSN, -1.8%).

Input costs put pressure on profit margins of packaged food businesses. As a result, Masan Consumer (MCH, -0.28%) and Sa Giang Import Export (SGC, -9.93%) fell in prices.

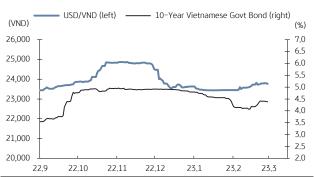
Oil prices rose nearly 2% on February 28 on expectations of a strong economic recovery in China.

Oil and gas shares like PV Drilling & Well Services (PVD, +3.77%) and PV Technical Services (PVS, +3.85%) gained.

VN Index & HNX Index

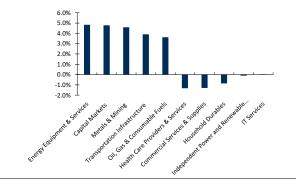


USD/VND & 10-year government bond rates



Source: Bloomberg, KB Securities Vietnam

VN Index sector performance



Source: Bloomberg, KB Securities Vietnam

Vietnam - 3-mth cumulative net foreign buy



Source: FiinPro, KB Securities Vietnam

Futures/ETFs

VN30 1,034.43P (+1.92%)
VN30 futures 1,032.0P (+2.38%)
Open 1,003.6P
High 1,035.0P
Low 998.1P

Futures gained amid the cash market uptrend. The basis hit the session low of – 13.86bps in the early morning and then fluctuated in a narrow range around – 1.5bps before closing at –2.43bps. Trading volumes increased sharply.

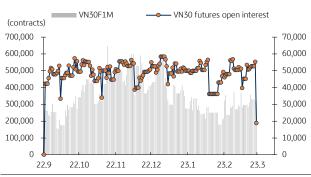
Contracts 408,912 (+33.3%)

VN30 futures & VN30 index



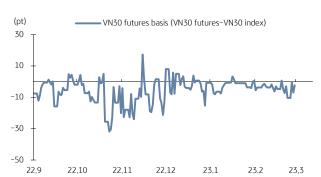
Source: Bloomberg, KB Securities Vietnam

VN30 futures volume & open interest



Source: Bloomberg, KB Securities Vietnam

Front month VN30 futures basis



Source: Bloomberg, KB Securities Vietnam

Vietnam ETFs - Changes in Fund Total Asset

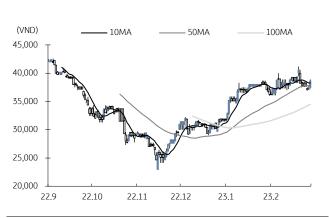


Source: FiinPro, KB Securities Vietnam

3 ★ KB Securities | VIETNAM

Market Movers

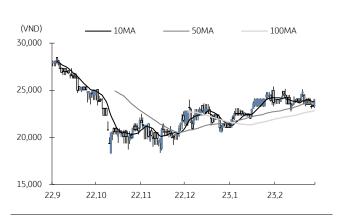
Petrolimex (PLX)



Source: Bloomberg, KB Securities Vietnam

source: bloomberg, Rb securities

Tien Phong Bank (TPB)



Source: Bloomberg, KB Securities Vietnam

- PLX closed up 3.62% to VND38,650.
- PLX announced the starting price for 120 million shares at Petrolimex Group Bank would be VND21,300/share.
 Accordingly, the estimated amount PLX should earn from the divestment is VND2,556 billion.

- TPB closed up 3% to VND24,000.
- FPT Capital sold 783,322 TPB shares or 0.049% of the bank's charter capital. After the transaction, FPT Capital no longer holds any shares in TPB.



Vinamilk (VNM)

Expects to rebound in 2023

February 28, 2023

Analyst Pham Phuong Linh
(+84) 24-7303-5333 emailaddress@kbsec.com.vn

VNM achieved 88% profit and 94% revenue objectives in 2022

Vinamilk (VNM) announced its 2022 NPAT and revenue hit VND8,577 billion and VND59,956 billion, completing 88% and 94% of the respective targets (vs 90.2% and 96.3% of KBSV's forecasts).

Revenue from domestic market may continue to be flat

We assume VNM's revenue from domestic market will continue to move sideways due to (1) increasingly fierce competition and difficulties in gaining more market share; (2) modest demand for milk in Vietnam; (3) limited purchasing power due to 4Q22 layoffs.

GPM is expected to improve from 2Q or 3Q23

2022 gross profit margin (GPM) did not meet expectations as VNM had to use high-priced milk power inventories. We expect VNM's GPM to improve from 2Q or 3Q23 when the company starts using low-priced powdered milk for production. 2023 GPM should reach 40.84% (up 1ppt YoY).

VNM offers an attractive cash dividend yield of nearly 40%

Although the company did not fully reach its profit target for 2022, VNM plans still pay dividends for 2022 at the rate of 38% on par value and 90% on profit distributed to the parent company.

HOLD recommendation – Target price VND81,200/share

For 2023, VNM expects VND9,368 billion (+9.2% YoY) in NPAT and VND62,096 billion (+3.5% YoY) in revenue. We recommend HOLD for VNM with the target price of VND81,200/share, 8% higher than the closing price on February 27, 2023.

Hold maintain

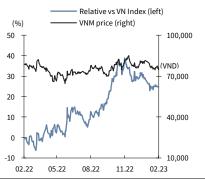
Target price	VND81,200
Upside	8%
Current price (Feb 27, 2022)	75,200
Market cap (VNDbn/USDmn)	156/6.5

Trading data	
Free float	40%
3M avg trading value (VNDbn/USDmn)	173.7/6.9
Foreign ownership	54.36%
Major shareholder	SCIC (36%)

Share price perfo	ormance			
(%)	1M	3M	6M	12M
Absolute	-6	-10	-1	-7
Relative	0	-11	17	25

Forecast earnings & valuation

FY-end	2020A	2021A	2022E	2023E
Net revenue (VNDbn)	60,919	59,956	62,096	64,439
Earnings (VNDbn)	12,728	10,491	11,321	12,017
NPAT (VNDbn)	10,633	8,578	9,368	9,942
EPS (VND)	4,517	3,632	4,453	4,728
EPS growth (%)	-12.9	-5.3	22	7
P/E (x)	24.1	23.8	20.0	19.0
P/B 9x)	6.3	5.5	4.4	4.3
ROE (%)	36	33	30	30
Dividend yield (%)	45	35	40	40



Source: Bloomberg, KB Securities Vietnam

5 www.kbsec.com.vn

KBSV Model Portfolio

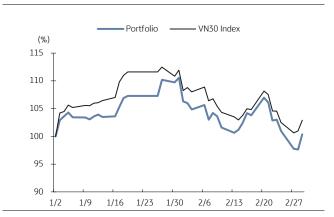
KBSV Research Team

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	1.92%	2.80%
Cum, return	2.91%	0.37%

Performance vs VN30 Index



KBSV domestic model portfolio

Ticker	Inclusion date	Close 23/03/01	Daily return (%)	Cumulative return (%)	Main investment catalysts
**					- Optimizing revenue from DM G & TGDD chains
Mobile World (MWG)	19/08/09	40,800	2.0%	5.6%	- BHX expects to reach break-even point soon at stores and distribution centers
(IVI VVG)					- In the long term, BHX aims to capture 10-15% of the food retail market
0010 :::					- Maintaining the leading position in terms of outstanding margin lending
SSI Securities (SSI)	23/01/30	18,950	3.8%	-9.5%	- Benefiting from the decline in interest rate
Phu Nhuan					- Strong topline supported by transaction volumes (2018 +34%) & ASPs (2018 +5%)
Jewelry	19/03/22	77,600	0.9%	35.0%	- Strongest customer base to capture lucrative watch segment (5%of sales by 2022E)
(PNJ)					- Core business activities growing again after the "ERP" incident
Tion Dhone Donk					- NIM remains stable thanks to cheap mobilized capital
-	21/11/11	24,000	3.0%	-2.0%	- The leading bank in the field of digitalization
(11 5)	Jewelry 19/03/22 (PNJ)				- The corporate bond risk is expected to abate in 2023
Dahasa Craun					- Pork and chicken price are expected to be on recovery path in 2023
	23/01/30	13,650	4.2%	-20.2%	- Animal feed cost decline, in alignment with global commodity price, will improve GPM
EPT Corp					- Software outsourcing foothold in Japan/US/Asia-Pacific/EU drives 25%overseas CAGR
•	18/09/06	80,500	0.0%	231.8%	- Telecoms stable 15%growth/solid subscriber growth & profitable Pay-TV from 2020E
()					- 20%+ earnings momentum by 2020E
Vietin Bank					- Building on strong earnings recovery in 2019 & optimistic outlook for 2020
(CTG)	01/31/2020	28,250	3.1%	49.4%	- Growing expectations for capital increase in 2020 to offset loan-growth concerns
(010)					- Already improved asset quality and benign credit risks for 2020
51/ 0					- Gain benefit from growing LNG demand
PV Gas (GAS)	20/12/11	105,100	1.5%	43.2%	- Expectation on global oil price recovery
(GA3)					- Attractive valuation
					- Steel consumption starts to rebound
Hoa Phat Group	19/12/04	20,900	4.5%	87.7%	- 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	22,300	4.9%	117.0%	- Beneficiary of more production facilities from EU companies after EU-Vietnam FTA
(KBC)					- Re-location of supply chains from China after COVID-19 scare

Source: Bloomberg, KB Securities Vietnam

Market Monitors

Ho Chi Minh - Net foreign buys/sells

	Chg	For. own	Net buy
Ticker	(%)	(%, -1d)	(VND bn)
VNM	1.9%	55.8%	23.1
STB	7.0%	29.1%	11.3
VCI	6.4%	22.7%	8.2
KBC	4.9%	19.6%	7.6
HSG	6.9%	9.6%	7.4
	Chg	For, own	Net sell
Ticker	(%)	(%, -1d)	(VND bn)
VHM	-0.7%	24.1%	-90.0
SSI	3.8%	43.5%	-87.0
MSN	-1.8%	30.6%	-64.3
KDH	-3.1%	36.7%	-41.9
VCB	-0.5%	23.6%	-49.2

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst weekly performance

	Chg	Key
Top 5 best performers	(%)	stocks
Industrial Conglomerates	8.9%	REE, BCG, PET, EVG
Energy Equipment & Services	3.7%	PVD, PVT
Beverages	2.9%	SAB, BHN, SMB, SCD
Household Durables	2.4%	TTF, GDT, EVE, SAV
Auto Components	2.1%	DRC, CSM, PAC, TNC
	Chg	Key
Top 5 worst performers	(%)	stocks
Machinery	-5.8%	TCH, HHS, SRF, SHA
Textiles, Apparel & Luxury Goods	-5.6%	PNJ, TCM, MSH, GIL
Specialty Retail	-4.9%	MWG, FRT, CTF, HAX
Marine	-4.7%	VSC, VOS, SKG, VTO
Food Products	-3.6%	VNM, MSN, KDC, VHC

Source: Bloomberg, KB Securities Vietnam

Hanoi – Net foreign buys/sells

		Chg	For, own	Net buy
Ticker		(%)	(%, -1d)	(VND bn)
IDC		3.7%	0.9%	5.2
SHS		4.9%	6.8%	2.3
CEO		1.0%	2.7%	2.2
PVS		3.9%	20.1%	2.1
HUT		2.8%	1.6%	1,2
		Chg	For, own	Net sell
Ticker	(%)		(%, -1d)	(VND bn)
NVB		2.5%	8.9%	-0.4
IVS		-1.8%	72.3%	-0.1
HAT		-6.9%	4.9%	-0.0
ONE		0.0%	10.8%	-0.0
TNG		1.7%	10.6%	-0.0

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst monthly performance

	Chg	Key
Top 5 best performers	(%)	stocks
Auto Components	11.6%	DRC, CSM, PAC, TNC
Oil, Gas & Consumable Fuels	5.0%	PLX, PGC, CNG, GSP
Industrial Conglomerates	4.2%	REE, BCG, PET, EVG
Construction Materials	2.0%	HT1, PTB, GAB, ACC
Unclassified	2.0%	CKG, PSH, NHH, ABS
	Chg	Key
Top 5 worst performers	(%)	stocks
Chemicals	-14.7%	GVR, DGC, DPM, DCM
Textiles, Apparel & Luxury Goods	-12.1%	PNJ, TCM, MSH, GIL
Capital Markets	-10.5%	SSI, VND, HCM, VCI
Specialty Retail	-10.1%	MWG, FRT, CTF, HAX
Real Estate Management & Development	-9.6%	VHM, VIC, NVL, BCM

Source: Bloomberg, KB Securities Vietnam

Vietnam - Focus stocks

Sector	Code	Company name	Price	Mkt cap (VNDbn,	Trading value	For avail	P/E	(X)	EPS CAGR	ROE(%)		P/B	(X)	Performance (%)			
Sector	Code	Company hame	11106	(VNDbn, USDmn)	(VNDmn, USDmn)	(% - 1d)	20E	21E	(%)	20E	21E	20E	21E	1D	1W	1M	ΥT
	VIC	VINGROUP JSC	97,778	372,067 (16.170)	100,202	22.5	28.5	25.2	14.7	6.2	6.6	1.8	1.7	0.2	-0.6	-4.5	-
Real estate	VHM	VINHOMES JSC	79,385	339,478 (14.753)	126,439 (5.4)	26.6	5.0	4.8	35.9	20.7	18.4	1.0	0.8	-0.7	-3.3	-14.2	
	VRE	VINCOM RETAIL JS	34,850	79,190 (3.442)	46,441 (2.0)	17.8	16.2	14.6	-7.6	10.5	10.9	1.7	1.6	0.4	-4.6	-4.3	
	NVL	NOVA LAND INVES	45,853	(3.768)	(10.0)	31.3	2.5	3.1	6.7	6.5	-3.4	0.2	0.6	-3.3	-14.6	-29.6	-
	KDH	KHANGDIENHOUSE	28,347	19,167 (833)	49,209 (2.1)	11.6	20.2	13.3	13.7	8.9	12.5	1.4	1.3	-3.1	-8.0	-7.0	
	DXG	DATXANH GROUP	21,130	12,594 (547)	(6.0)	13.9	10.1	10.9	-	6.9	6.0	-	-	3.0	-6.4	-25.9	
	VCB	BANK FOR FOREIGN	79,937	378,305 (16.441)	(3.6)	6.3	13.5	12.3	11.7	19.9	20.5	2.7	2.3	-0.5	0.0	4.4	
	BID	BANK FOR INVESTM	34,507	174,556 (7.586) 136,341	59,108 (2.5) 90,865	12.7	11.3	9.3	-5.3	19.1	19.7	1.9	1.6	3.5	1.4	6.7	
	TCB	VIETNAM TECHNOLO	38,900	(5.925)	(3.9) 83,632	0.0	4.4	3.8	14.3	17.6	17.4	0.7	0.6	3.0	-0.7	-3.2	
	CTG	VIETNAM J S COMM	28,512	137,021 (5.955) 101,381	(3.5) 303,716	1.4	7.2	5.9	50.3	17.5	18.8	1.1	1.0	3.1	-2.2	-2.6	
Banks	VPB	VIETNAM PROSPERI	15,296	(4.406) 73,327	(12.9) 162,706	0.0	7.3	6.2	18.8	15.4	15.3	1.0	0.9	2.3	0.0	-4.6	
	MBB	MILITARYCOMMERC	16,173	(3.187) 40,641	(6.9) 42,270	0.0	4.2	3.7	14.6	22.7	21.2	0.8	0.7	2.3	-3.3	-6.6	
	HDB	HDBANK	16,320	(1.766) 33,548	(1.8) 483,369	4.2	5.0	4.2	23.3	21.1	20.4	1.0	0.8	3.8	-4.3	-6.8	
	STB	SACOMBANK	18,600	(1.458) 28,732	(20.5) 166,960	14.0	7.7	5.1	26.5	20.0	21.8	1.0	0.9	6.9	2.8	-1.0	
	TPB	TIEN PHONG COMME	20,630	(1.249) 22,745	(7.1) 50,539	0.0	5.4	4.4	37.4	19.8	19.9	1.0	8.0	3.0	1.9	1.3	
	EIB	VIETNAM EXPORT-I	15,417	(988) 45,950	(2.1)	0.2	-	-	27.3	-	-	-	-	0.0	-8.6	-16.0	
Insurance	BVH	BAOVIETHOLDING	61,900	(1.997) 2,439	(1.0) 5,701	21.0	16.2	13.9	15.8	10.4	11.2	1.6	1.5	2.0	-1.1	-1.1	
	BMI	BAOMINHINSURANC	22,250	(106) 19,947	(0,2) 274,136	14.2	-	-	9.1		-	-	-	-1.2	-5.4	5.6	
	SSI	SSISECURITIES C	20,676	(867) 9,108	(11.6) 140,893	55.4	-	-	-3.2	-	-	-	-	3.8	-1.8	-6.0	
Securities	VCI	VIET CAPITAL SEC	21,154	(396) 8,907	(6.0) 129,815	71.9	-	-	-4.0	-	-	-	-	6.4	1.3	-1.8	
	HCM	HOCHI MINH CITY	22,265	(387) 5,734	(5.5) 283,845	52.4	-	-	-19.0	-	-	-	-	5.7	-0.8	2.3	
	VND	VNDIRECT SECURIT	6,983	(249) 227,805	(12.0) 119,683	27.2	47.5	45.7	36.3	-		- 40		5.9	-0.3	-7.5	
	VNM	VIETNAM DAIRYP	109,000	(9.900) 123,447	(5.1) 15,159	42.1	17.5	15.7	4.0	29.9	32.1	4.9	4.5	1.9	1.9	-0.4	
Consumer staples	SAB MSN	SAIGON BEER ALCO MASAN GROUP CORP	192,500 79,250	(5.365) 111,712	(0.6) 56,401	36.9 16.5	22.7	19.9	7.3 -51.9	12.3	22.5 16.9	4.6 3.3	3.0	-1.8	2.9	2.9	
	HNG	HOANG ANH GIA LA	12,450	(4.855) 13,801	(2.4) 11,235	48.8	24.0	10.2	-51.9	12.3	10.9	3.3	3.0	5.3	1.4	- 15.4	
	VJC	VIETJET AVIATION	131,800	(600) 69,042	(0.5) 27,263	11.0	27.9	18.1	-88.5	16.4	27.8			1.5	0.7	-10.9	
Industrials	GMD	GEMADEPTCORP	33,100	(3.001) 9,976	(1.2) 37,966	10.8	14.6	15.6	-57.0	18.0	12.6	1.9	1.7	3.3	-5.6	-1.9	
transport)	CII	HOCHI MINH CITY	22,600	(434) 5,398	(1.6) 40,956	38.4	19.9	8.2	65.7	3.0	7.3	0.6	0.6	3.5	-0.7	-6.3	
	ROS	FLC FAROS CONSTR	3,670	(235) 2,083	(1.7) #N/A	46.4	13.3	0.2	-92.4		7.5	-	-	-	-	-	_
Industrials	GEX	GELEXGROUP JSC	15,802	(091) 10,411	(#N/A) 142,196	37.7			-14.4	_				2.2	-6.0	- 14.5	
(capital	CTD	COTECCONS CONSTR	73,200	(452) 5,438	(6.0) 9,785	3.6	16.4	10.1	-52.4	1.9	3.1	0.3	0.3	5.8	-2.5	-2.6	
goods)	٥.٠		. 0,200	(236)	(0.4)	0.0					0.1	0.0	0.0	0.0	0	2.0	

Source: Bloomberg, KB Securities Vietnam

8 ★ KB Securities | VIETNAM

Vietnam - Focus stocks

Sector	Code	Company name	Price	Mkt cap (VNDbn, USDmn)	Trading value (VNDmn, USDmn)	For avail (%, -1d)	P/E(X)		EPS CAG	ROE (%)		P/B(X)		Performance (%)			
							20E	21E	R (%) 20E	20E	21E	20E	21E	1D	1W	1M	YTD
	GAS	PETROVIETNAM GAS	90,100	172,447 (7.494)	25,543 (1.1)	46.1	15.0	14.0	-17.5	21.5	20.2	3.1	2.8	1.5	- 1.8	-1.4	3.
Utilities	NT2	PETROVIETNAMNHO	22,850	6,578 (286)	17,840	31.4	13.3	9.7	-10.5	14.6	19.2	1.9	1.7	1.9	3.0	6.0	1.
	PPC	PHA LAI THERMAL	26,200	8,400 (365)	1,264	34.1	-	-	-5.1	-	-	-	-	0.7	1.0	3.8	17.
Materials	HPG	HOA PHATGRP JSC	24,986	145,287 (6.314)	534,787 (22.7)	18.0	11.2	8.2	21.9	11.7	14.8	1.2	1.0	4.5	-1.4	-0.9	16.
	DPM	PETROVIETNAM FER	17,400	6,809 (296)	81,824 (3.5)	36.5	5.9	8.8	-0.5	17.9	13.0	0.9	1.0	-0.4	-3.5	-17.3	- 18.
	DCM	PETROCA MAU FER	13,650	7,226 (314)	67,151 (2.8)	46.5	8.0	7.8	-4.5	15.2	14.8	1.2	1.0	0.4	-4.8	-11.4	- 10.
	HSG	HOA SEN GROUP	18,864	11,063 (481)	278,268 (11.8)	38.9	13.8	7.2	67.9	6.1	10.7	0.8	0.7	6.9	3.7	6.1	34.0
	AAA	ANPHATBIOPLAST	12,864	3,138 (136)	38,537 (1.6)	97.2	-	-	17.2	-	-	-	-	4.7	5.8	10.3	33.
Energy	PLX	VIETNAM NATIONAL	56,100	68,375 (2.972)	30,116 (1.3)	4.6	15.7	14.5	-51.0	12.4	12.5	2.0	1.8	3.6	1.2	6.6	21.
	PVD	PETROVIETNAM DRI	17,727	9,854 (428)	98,679 (4.2)	39.9	28.4	15.2	- 11.9	3.0	5.5	0.9	0.8	3.8	3.3	11.7	23.
	PVT	PETROVIETTRANSP	17,900	5,793 (252)	39,735 (1.7)	35.9	7.7	7.1	2.2	14.0	14.8	1.0	0.9	7.0	4.5	3.8	-5.
Consumer	MWG	MOBILEWORLD INV	46,500	65,024 (2.826)	104,297	0.0	10.5	8.2	14.4	20.2	22.7	2.0	1.7	2.0	-5.1	-13.4	-4.
	PNJ	PHUNHUANJEWELR	65,625	19,895 (865)	37,714 (1.6)	0.0	12.3	10.6	2.4	22.3	22.1	2.5	2.0	0.9	-6.5	-10.5	- 13.
	YEG	YEAH1GROUP CORP	40,300	1,261 (055)	1,202 (0.1)	70.6	-	-	-	-	-	-	-	3.8	-3.1	12.5	21.
	FRT	FPT DIGITAL RETA	18,800	2,227 (097)	79,907 (3.4)	30.3	20.5	15.6	-75.2	19.9	22.1	3.7	3.0	3.9	-4.7	2.0	3.
	PHR	PHUOC HOA RUBBER	61,900	8,387 (365)	20,951 (0,9)	34.6	9.5	9.4	41.2	23.5	24.0	1.6	1.4	1.7	-1.2	-6.0	4.
Healthcare	DHG	DHGPHARMACEUTIC	100,300	13,114 (570)	1,676 (0.1)	45.4	13.8	12.7	10.7	21.7	20.8	2.7	2.4	2.3	0.5	5.0	16.
	PME	PYMEPHARCOJSC	80,200	6,016 (261)	#N/A (#N/A)	11.7	-	-	1.6	-	-	-	-	-	-	-	
IT	FPT	FPTCORP	56,667	61,301 (2.664)	72,963 (3.1)	0.0	14.2	11.9	15.5	28.0	29.3	3.4	3.1	0.0	-1.6	-1.8	4.

Source: Bloomberg, KB Securities Vietnam

KB SECURITIES VIETNAM RESEARCH

Nguyen Xuan Binh - Head of Research

binhnx@kbsec.com.vn

Equity

Duong Duc Hieu - Head of Equity Research

hieudd@kbsec.com.vn

Banks, Insurance & Securities

Nguyen Anh Tung – Senior Analyst

tungna@kbsec.com.vn

Nguyen Duc Huy - Analyst

huynd1@kbsec.com.vn

Real Estate, Construction & Materials

Pham Hoang Bao Nga - Senior Analyst

ngaphb@kbsec.com.vn

Nguyen Duong Nguyen - Analyst

nguyennd1@kbsec.com.vn

Industrial Real Estate, Logistics

Nguyen Thi Ngoc Anh - Analyst

anhntn@kbsec.com.vn

Retails & Consumers

Pham Phuong Linh - Analyst

linhpp@kbsec.com.vn

Oil & Gas, Utilities

Nguyen Dinh Thuan – Analyst

thuannd@kbsec.com.vn

Research Division

research@kbsec.com.vn

Macro/Strategy

Tran Duc Anh - Head of Macro & Strategy

anhtd@kbsec.com.vn

Macroeconomics & Banks

Le Hanh Quyen - Analyst

quyenlh@kbsec.com.vn

Strategy, Chemicals

Thai Huu Cong - Analyst

congth@kbsec.com.vn

Strategy, Fishery & Textiles

Tran Thi Phuong Anh - Analyst

anhttp@kbsec.com.vn

Support team

Nguyen Cam Tho - Assistant

thonc@kbsec.com.vn

Nguyen Thi Huong - Assistant

huongnt3@kbsec.com.vn

KB SECURITIES VIETNAM (KBSV)

Head Office:

Levels G, M, 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.