

VIETNAM DAILY

[Market Commentary]

Both exchanges ended a volatile week by closing largely flat, with some of the beaten down blue chips beginning to stabilize

[Futures/ETFs]

Futures contracts were mixed with the F1912 & F2006 falling and the F2001 & F2003 gaining as investors closed out positions after a volatile week

[Market Movers]

Pha Lai Thermal Power (PPC), Quang Ninh Thermal Power (QTP)

[Marcro/Strategy]

World oil prices update

December 6, 2019

		Chg
	Index	(%, bp)
Ho Chi Minh	963.56	+0.03
VN30	880.43	+0.13
VN30 futures	884.70	-0.03
Hanoi	102.50	+0.13
HNX30	180.35	+0.49
UРСоM	55.92	+0.11
USD/VND	VND23,177	+0.03
10-yr govt bond (%)	3.50	-1
Overnight rate (%)	3.89	+1
Oil (WTI, \$)	58.43	+0.00
Gold (LME, \$)	1,474.83	-0.08



Market Commentary

VNIndex 963.56P (+0.03%) Volume (mn shrs) 156.4 (+0.0%) Value (U\$mn) 167.0 (-7.6%)

HNXIndex 102.50P (+0.13%)
Volume (mn shrs) 20.1 (+0.0%)
Value (U\$mn) 7.5 (-23.0%)

UPCoM 55.92P (+0.11%)
Volume (mn shrs) 8.3 (+0.0%)
Value (U\$mn) 3.1 (-30.1%)

Both exchanges ended a volatile week by closing largely flat, with some of the beaten down blue chips beginning to stabilize. Foreigners continue to sell down benchmark heavy weights like VNM, MSN, VHM & VRE. Liquidity fell modestly amid balance market breadth and the VN30 saw 16 winners and 9 losers. Speculative stocks also spiked from the morning session and hit limit high by the afternoon, especially FIT, KLF, HAI & TSC.

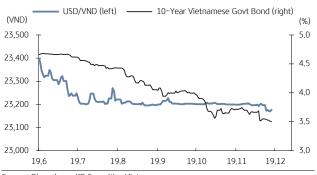
Net foreign buy (U\$mn) −1.3

VN Index & HNX Index



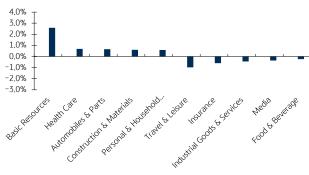
Source: Bloomberg, KB Securities Vietnam

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

2 www.kbsec.com.vn

Futures/ETFs

VN30 880.43P (+0.13%)
VN30 futures 884.7P (-0.03%)
Open 885.6P
High 888.6P
Low 884.2P

Futures contracts were mixed with the F1912 & F2006 falling and the F2001 & F2003 gaining as investors closed out positions after a volatile week. Market liquidity was mainly focused on the F1912 contract, with the number of open contracts falling. VN30 futures basis narrowed but was still high at 4–13 points.

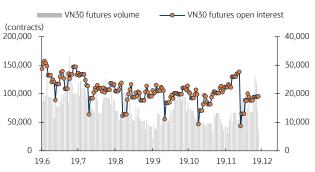
Contracts 37,191 (-47.4%) Open interest 19,008 (+0.0%)

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, No Securities Victimin

Vietnam ETFs - 3-mth cumulative net buy

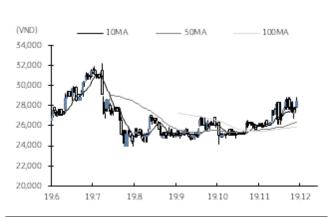


Source: FiinPro, KB Securities Vietnam

3 www.kbsec.com.vn

Market Movers

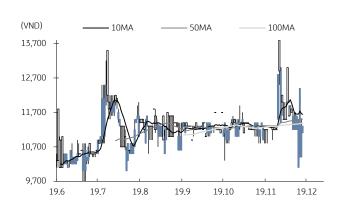
Pha Lai Thermal Power (PPC)



Source: Bloomberg, KB Securities Vietnam

- PPC shares rose 2.7% to VND28,400
- With profits in the first 3 quarters already exceeding the company's annual earnings target, PPC recently released a resolution to advance 2019 dividends at a cash rate of 15% of par value or VND1,500/share (approx. 5.3% dividend yield) for a total payout of nearly VND481 billion on Jan 1,2020.
- REE's 25% stake in PPC will generate a dividend payment of roughly VND 116 billion in the near future.

Quang Ninh Thermal Power (QTP)



Source: Bloomberg, KB Securities Vietnam

- QTP shares fell -0.9% to VND 11,100
- QTP's share auction of SCIC failed amid lack of interest from investors due to a starting bid price of VND 23,800 share or double the trading price of VND10,000 -13,000 during the last six months.

4 www.kbsec.com.vn



World oil prices updates

Chances to rebound

World oil prices are surging, WTI oil of the US are being traded close to the 2-month highs

Expectations on OPEC+

- OPEC members, especially Saudi Arabia, are looking for an agreement to cut new oil supplies after the later agreement, which mentioned a cutdown of 1.2 million barrels per day, expires at the end of March 2020. It is believed that the organization is likely to cut more 500,000 barrels per day, raising the total cut of 1.7 million barrels a day, far beyond investors' expectations (1.6 million barrels per day).
- Russia's move can be unpredictable as it was not stick to the previous agreement. However, with the multifaceted strategic relationship between Russia, Saudi Arabia and OPEC countries, we believe that the possibility of a new agreement is high. In a positive case, if the OPEC agreement and the US-China phase 1 negotiation are successful, world oil prices may stay above USD60/barrel, which is currently the average of 2019.
- According to EIA, US inventories plunged 4.9 million barrels last week, far exceeding expectations of a decline of 1.9 million barrels of investors. Market sentiment is quite positive as hedge funds started buying back oil futures contracts.

Oil and gas stocks are at attractive price range

- Oil prices have rebounded strongly since early October. In particular, WTI oil prices have climbed 14%, currently traded at USD58.3/barrel, close to the 2-month highs. OPEC's final deal, which will be announced this weekend, is expected to push oil prices higher.
- Meanwhile, the trading prices of oil and gas stocks (GAS, PVD, PVS...) in 2019 are still low. Although operating activities of these companies are not very favorable, we believe that that the hardship is over. In the long term (next 2–3 years), with the plan to deploy a series

Figure 1. WTI oil prices



Figure 2. Brent oil prices



Source: Daily FX

KBSV Model Portfolio

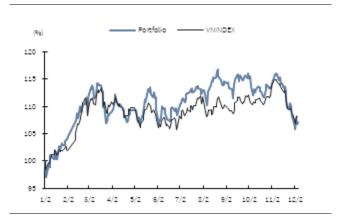
KBSV Research Team

Investment approach:

- Seeks to outperform the VN 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 approach that allocates 100% of the portfolio to stocks that, at times, can include a VN30 index ETE

	VN Index	Master Portfolio
Daily return	0.03%	0.32%
Cum, return	8.1%	7.0%

Performance vs VN Index



KBSV domestic model portfolio

Ticker	Inclusion date	Close 19/12/06	Daily return (%)	Cumulative return (%)	Main investment catalysts
					- Optimizing revenue from DMG & TGDD chains
Mobile World (MWG)	19/08/09	110.6	-2.1%	-2.1%	- 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
					- Leader in mid- to high-end housing & Japanese partners for large urban area (UA) projects
Nam Long Invest (NLG)	19/06/03	27.6	0.2%	2.0%	- 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	82.0	-0.5%	8.8%	- Strongest customer base to capture lucrative watch segment (5%of sales by 2022E)
(PNJ)					- Core business activities growing again after the "ERP" incident
Military Dank					- Military Insurance Corporation (MIC) non-life premiums to boost 2019 non-bank income
Military Bank (MBB)	18/12/18	21.9	-1.6%	7.6%	- Retail Ioan mix (M credit) supports 4%NIM against pricing competition (ACB/MBB)
(WBB)					- M credit work-in-progress but low-cost funding from Shinsei triples key cash loan mkt
Defrie Flee Free					- Office lease management & E-town Central occupancy generates stable cash flow
Refrig Elec Eng (REE)	18/10/11	36.0	-0.8%	10.1%	- Strategic investments in utility industry provides stable/long-term dividend stream
FDT Core					- Software outsourcing foothold in Japan/US/Asia-Pacific/EU drives 25%overseas CAGR
FPT Corp (FPT)	18/09/06	54.9	-0.9%	49.6%	- Telecoms stable 15%growth/solid subscriber growth & profitable Pay-TV from 2020E
(111)					- 20%+ earnings momentum by 2020E
Camadant Caus					- New business key stock driver & clarity on real estate projects/VIG stake positive catalysts
Gemadept Corp (GMD)	18/08/22	23.3	-0.9%	-3.7%	- Nam Dinh Vu Phase 1 boosts handling capacity by 60%(occupancy 19E 80% 20E 100%)
(GIVI D)					- Strategic tie up with CJ Logistics supports growth in logistics division & adds growth driver
Power Const					- Great contribution from Thanh Xuan Real Estate Project & transmission line construction.
No. 1	19/11/06	18.1	-1.9%	-3.2%	- Expect strong growth in power construction segment from investment demand from \ensuremath{EVN}
(PC1)					- Output at PC1's hydroelectric plants expected to increase sharply in 2020
Llee Dhe Cres					- Steel consumption starts to rebound
Hoa Pha Group (HPG)	19/12/04	23.1	-1.5%	-1.5%	- Construction steel prices show signs of rising again
(111 3)					- Increased capacity from Dung Quat project helps HPG expand market share
Petro Tech					- Despite strong share price rebound in early 2019, 2019E P/E still below regional peers
Services (PVS)	18/08/15	17.2	0.0%	0.0%	- 9%EPS CAGR from Sao Vang- Dai Nguyet, Gallaf, Block B, White Lion Phase 2 projects

Source: Bloomberg, KB Securities Vietnam

6

Market Monitors

Ho Chi Min - Net foreign buys/sells

rice for eight buys,	50115	
Chg	For. Ownership	Net buy
(%)	(%)	(VND bn)
2.0%	3.1%	29.0
3.3%	37.9%	21.4
-1.7%	10.0%	15.3
0.3%	16.9%	12.1
1.0%	29.3%	11.4
Chg	For. Ownership	Net sell
(%)	(%)	(VND bn)
-1.3%	58.6%	-63.7
0.8%	39.9%	-29.9
0.0%	15.1%	-18.7
0.3%	32.7%	-9.5
	Chg (%) 2.0% 3.3% -1.7% 0.3% 1.0% Chg (%) -1.3% 0.8%	(%) (%) 2.0% 3.1% 3.3% 37.9% -1.7% 10.0% 0.3% 16.9% 1.0% 29.3% Chg For. Ownership (%) (%) -1.3% 58.6% 0.8% 39.9%

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst weekly performance

	Chg	Key
Top 5 best performers	(%)	stocks
Basic Resources	3.7%	HPG, DHC
Retail	1.5%	MWG, FRT
Health Care	1.2%	DCL, PME
Personal & Household Goods	1.1%	PNJ, TLG
Real Estate	0.2%	VIC, PDR
	Chg	Key
Top 5 worst performers	(%)	stocks
Media	-8.7%	YEG, PNC
Insurance	-5.8%	BVH, BIC
Chemicals	-5.4%	NHH, PHR
Food & Beverage	-2.6%	VNM, MSN
Oil & Gas	-2.2%	PLX, GAS

Source: Bloomberg, KB Securities Vietnam

Hanoi - Net foreign buys/sells

	Chg	For, Ownership	Net buy
Ticker	(%)	(%)	(VND bn)
SVN	5.3%	0.1%	3.3
PVS	0.0%	21.8%	0.9
TIG	-1.4%	15.2%	0.4
IDJ	0.0%	6.6%	0.2
IDV	-1.3%	13.7%	0.2
	Chg	For, Ownership	Net sell
Ticker	(%)	(%)	(VND bn)
NDN	0.0%	2.9%	(VND bn) -1.2
NDN	0.0%	2.9%	-1.2
NDN CEO	0.0% 1.1%	2.9% 16.1%	-1,2 -0,8

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst monthly performance

	Chg	Key
Top 5 best performers	(%)	stocks
Automobiles & Parts	10.1%	TCH, HHS
Basic Resources	4.8%	HPG, DTL
Health Care	2.6%	DCL, IMP
Travel & Leisure	-1.2%	VJC, DSN
Industrial Goods & Services	-2.2%	AST, CAV
	Chg	Key
Top 5 worst performers	(%)	stocks
Media	-21.0%	YEG, PNC
Retail	-11.6%	MWG, FRT
Food & Beverage	-10.0%	VNM, SAB
Insurance	-8.7%	BVH, BIC
Chemicals	-7.9%	NHH, PHR

Source: Bloomberg, KB Securities Vietnam

7

Vietnam - Focus stocks

Sector	Code	Company name	Price	Mkt cap (VNDbn,	Trading value	For avail	PER	(X)	EPS CAGR	ROE	(%)	P/B	(X)	F	Performa	nce(%)	
Sector	Code	Company hame	11106	(VNDbn, USDmn)	(VNDmn, USDmn)	(% - 1d)	19E	20E	(%)	19E	20E	19E	20E	1D	1W	1M	ΥI
	VIC	VINGROUP JSC	115,900	390,418 (16.844)	45,500 (2.0)	21.9	74.6	43.9	44.1	6.1	8.1	5.0	4.5	0.1	0.2	-4.9	:
	VHM	VINHOMES JSC	92,000	308,155 (13.295)	216,278 (9.3)	33.9	16.7	11.4	34.4	31.4	34.9	5.0	3.4	0.0	0.1	-7.4	
Real	VRE	VINCOM RETAIL JS	34,600	80,577 (3,476)	168,616 (7.3)	16.3	29.1	22.8	8.5	9.6	10.7	2.7	2.5	0.3	0.4	-1.6	
estate	NVL	NO VA LAND INVES	57,000	54,096 (2,334)	20,486	31.4	18.6	17.6	-4.3	14.6	12.9	2.3	2.0	0.9	0.4	-2.9	
	KDH	KHANGDIEN HOUSE	27,050	14,727 (635)	(0.4)	4.6	15.9	12.1	20.7	12.9	15.0	2.0	1.8	0.2	2.5	0.0	
	DXG	DATXANH GROUP	13,900	7,310	29,019	3.6	5.1	4.8	3.3	18.6	18.2	0.9	0.9	0.0	-1.8	-14.2	
	VCB	BANK FOR FOREIGN	84,900	314,884 (13,585)	52,385 (2.3)	6.2	19.2	15.0	24.5	24.4	24.4	3.9	3.0	0.1	-0.5	-6.7	
	BID	BANK FOR INVESTM	39,650	159,473 (6,880) 81,028	31,123 (1.3) 40,043	12.1	25.3	18.1	15.9	12.9	14.1	2.1	1.9	-0.9	-2.1	-6.0	
	TCB	VIETNAM TECHNOLO	23,150	(3,496) 75,585	(1.7) 71,561	0.0	8.6	7.3	8.5	16.8	16.5	1.3	1.1	-0.4	1.1	-6.5	
	CTG	VIETNAM JS COMM	20,300	(3,261) 47,172	(3.1)	0.7	10.1	8.2	30.5	10.8	13.4	1.0	0.9	1.0	-0.7	-9.0	
Banks	VPB	VIETNAM PROSPERI	19,600	(2,035) 50,816	(1.3) 105,357	0.0	6.2	5.1	13.6	20.5	20.8	1.2	0.9	0.0	-2.7	- 11.5	
	MBB	MILITARYCOMMERC	21,850	(2,192) 27,272	(4.5) 51,030	0.0	6.8	5.9	18.3	21.2	21.0	1.3	1.1	0.0	-1.4	-7.2	
	HDB	HDBANK	27,800	(1,177) 18,037	(2.2) 28,705	6.2	8.6	7.3	12.9	19.1	18.8	1.5	1.3	-0.4	4.9	-4.5	
	STB	SACOMBANK	10,000	(778) 17,937	(1.2) 4,557	11.3	8.2	6.2	56.6	8.6	10.3	0.7	0.6	-0.5	-1.0	-9.1	
	TPB	TIEN PHONG COMME	21,700	(774) 20,839	(0.2) 2,561	0.0	7.2	5.6	33.5	21.8	22.4	1.4	1.1	-0.5	-0.9	-3.6	
	EIB	VIETNAM EXPORT-I	16,950	(899) 46,118	(0.1) 9,791	0.0	29.4	22.4	18.8	6.0	6.0	1.3	1.3	0.9	-0.9	-2.6	
Insurance	BVH	BAOVIETHOLDING	65,800	(1,990) 2,352	(0.4) 2,058	23.7	38.2	28.7	19.2	8.3	9.6	2.7	2.5	-0.6	-6.4	-12.4	
	BMI	BAOMINHINSURANC	25,750	(101) 9,907	(0.1) 30,511	11.5	27.6	-	- 0.4	7.9		1,033.7		0.2	-1.2	-4.6	
	SSI	SSI SECURITIES C	19,500	(427) 5,177	(1.3) 4,359	44.4	10.7	9.8	-9.4	10.5	11.1	1.6	•	-0.5	-1.5	-10.1	
Securities	VCI	VIET CAPITAL SEC	31,500	(223) 7,302	(0.2) 26,184	62.6		6.7	- 4E 7	14.4	16.5	•	-	-3.4	-6.5	-8.7	
	HCM VND	HOCHIMINH CITY	23,900	(315) 2,889	(1.1) 4,091	42.7	8.3	6.7	15.7	12.5	15.3	•	-	0.4	2.1	-3.4	
		VNDIRECT SECURIT VIET NAM DAIRYP	13,850	(125) 202,522	(0,2) 138,350	8.5	9.3	7.2		9.8	12.7	7.2	-	0.0	0.0	0.4	
	VNM	SAIGON BEER ALCO	116,300 233,000	(8.738) 149,419	(6.0) 9,330	41.4 36.7	20.8	19.6 24.1	6.9 25.1	38.7	38.1	7.2 8.8	6.6 7.7	-1.3 0.5	-4.3 3.1	-10.6 -10.4	
Consumer staples	MSN	MASAN GROUP CORP	62,500	(6.447) 73,059	(0.4) 59,762	9.1	16.3	14.0	-1.7	13.9	14.5	2.2	1.9	0.8	-10.7	- 10.4	
	HNG	HOANG ANH GIA LA	14,500	(3.152) 16,074	(2.6) 3,981	48.6	10.0	14.0		10.5	-		1.0	0.0	-0.7	-2.4	
	VJC	VIETJET AVIATION	144,400	(694) 75,642	(0,2) 65,072	10.3	13.8	11.9	6.4	38.0	37.3	4.7	3.7	-0.7	-0.3	0.6	_
ndustrials	GMD	GEMADEPTCORP	22,800	(3.264) 6,770	(2.8) 5,420	0.0	12.3	11.5	-44.5	9.5	9.7	1.1	1.1	-2.1	-4.0	-10.8	
transport)	CII	HOCHI MINH CITY	23,000	(292) 5,700	(0.2) 7,844	18.7	11.2	10.2	147.6	11.0	12.2			1.3	-4.2	-4.2	
	ROS	FLC FAROS CONSTR	25,000	(246) 14,190	(0.3) 744,539	45.9	-				-	-		2.0	2.9	0.0	
Industrials	GEX	VIETNAM ELECTRIC	20,000	(612) 9,765	(32.1) 14,427	33.1	8.0	10.1	-2.5	13.2	13.3	1.5	1.4	0.0	-0.7	-4.5	
				(421) 4,990	(0.6) 5,669							0.6	0.6	2.7	3.0	-12.9	
(capital goods)	CTD	COTECCONS CONSTR	65,400	(215)	(0.2)	1.2	7.4	7.8	-30.7	8.6	7.8	0.0	0.0	2.1	3.0	- 12.3	

Source: Bloomberg, KB Securities Vietnam

8 ★ KB Securities | VIETNAM

Vietnam - Focus stocks

Contor	Code	Company nove	Price	Mkt cap	Trading value	For	PER	(X)	EPS CAG	ROE	(%)	P/B	(X)	Pe	rforma	nce (%	b)
Sector	Code	Company name	Price	(VNDbn, USDmn)	(VNDmn, USDmn)	avail (%, -1d)	19 E	20E	R (%)	19 E	20E	19 E	20E	1D	1W	1M	YTD
	GAS	PETROVIETNAM GAS	98,000	187,567 (8.092)	34,574 (1.5)	45.4	15.5	15.5	2.4	25.9	25.7	3.9	3.6	0.0	-2.5	-7.4	13.
Utilities	NT2	PETROVIETNAMNHO	22,500	6,477 (279)	6,976 (0.3)	29.9	8.8	8.4	-0.1	20.1	20.3	1.8	1.7	-0.2	-0.4	-2.0	-8.
	PPC	PHA LAITHERMAL	28,400	9,105 (393)	8,821 (0,4)	33.0	10.1	9.9	-13.3	16.5	16.3	1.6	1.6	2.7	2.2	10.7	56.
	HPG	HOA PHATGRP JSC	23,850	65,852 (2.841)	138,893	11.1	9.0	7.1	7.0	16.9	18.2	1.4	1.2	3.2	4.4	8.4	0.
	DPM	PETROVIETNAM FER	13,100	5,126 (221)	3,197 (0.1)	30.0	19.8	12.1	-18.4	3.6	6.0	0.6	0.6	2.3	1.2	-4.7	-41.
Materials	DCM	PETROCA MAU FER	6,790	3,595 (155)	1,182 (0.1)	46.5	9.0	11.0	-	6.4	5.3	0.6	0.6	-0.1	-1.2	-6.5	-34.
	HSG	HOA SEN GROUP	8,030	3,398 (147)	36,417 (1.6)	31.6	9.9	7.0	-10.7	6.1	7.8	0.5	0.5	0.5	3.2	9.3	35.
	AAA	ANPHATPLASTIC	14,200	2,431 (105)	37,205 (1.6)	37.1	6.4	6.4	49.2	16.4	16.3	0.8	0.8	1.4	0.7	-9.6	-3.
	PLX	VIETNAM NATIONAL	56,400	67,162 (2.898)	13,443	6.6	17.2	15.5	14.6	19.4	20.0	3.1	3.2	0.2	-2.1	-4.7	6.
Energy	PVD	PETROMETNAM DRI	15,000	6,317 (273)	23,249 (1.0)	27.8	39.2	28.5	21.2	1.3	1.8	0.5	0.5	0.0	-2.9	-10.7	13.
	PVT	PETROMETTRANSP	16,900	4,756 (205)	8,387 (0.4)	17.0	9.5	7.2	3.1	13.6	13.2	0.9	0.8	0.3	-2.9	-3.2	7.
	MWG	MOBILEWORLD INV	110,800	49,050 (2.116)	83,738 (3.6)	0.0	13.2	10.5	25.6	34.4	32.1	4.0	3.1	0.2	1.7	-11.1	27.
	PNJ	PHUNHUANJEWELR	82,200	18,295 (789)	34,544 (1.5)	0.0	16.5	13.8	20.7	27.8	28.2	4.0	3.3	0.2	1.2	-3.3	17.
Consumer discretionary	YEG	YEAH1GROUP CORP	39,900	1,177 (051)	1,309 (0.1)	67.7	-	24.0	-40.0	-4.1	3.6	0.9	0.9	-1.0	-9.8	-24.3	-83.
	FRT	FPT DIGITAL RETA	27,400	2,164 (093)	2,986 (0.1)	1.3	6.3	5.9	3.5	27.9	23.9	1.6	1.4	2.6	1.9	-33.0	-56.
	PHR	PHUOC HOA RUBBER	54,200	7,344 (317)	22,135	42.2	6.8	6.7	31.3	30.8	35.3	2.4	2.1	-1.3	-4.6	-8.1	62.
Healthcare	DHG	DHGPHARMACEUTIC	93,600	12,238 (528)	1,411 (0.1)	45.6	20.5	19.3	4.0	20.1	20.0	3.7	3.5	-0.4	0.4	-0.3	18.
	PME	PYMEPHARCOJSC	53,900	4,043 (174)	(0.0)	37.9	-	-	-	-	-	-	-	-0.2	2.7	-0.4	- 15.
IT	FPT	FPTCORP	55,000	37,305 (1,610)	101,125 (4.4)	0.0	11.8	10.0	24.3	24.0	24.7	2.5	2.2	0.2	-2.5	-7.6	43.

Source: Bloomberg, KB Securities Vietnam

9

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

trinhttv@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

conglt@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@kbfg.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.