

# **VIETNAM DAILY**

#### [Market Commentary]

Vietnam stock market witnessed strong rallies with higher liquidity, led by bluechips

#### [Futures/ETFs]

Futures gained in line with the VN30 index

#### [Market Movers]

NVL, HPG

#### [Company Updates]

DGW

#### February 20, 2023

		Chg
	Index	(%, bp)
Ho Chi Minh	1,086.69	+2.58
VN30	1,087.36	+3.19
VN30 futures	1,088.00	+3.72
Hanoi	215.83	+2.80
HNX30	380.61	+4.65
UРСоM	78.83	-0.14
USD/VND	23,817	+0.39
10-yr govt bond (%)	4.22	+5
Overnight rate (%)	4.43	+3
Oil (WTI, \$)	77.16	+1.07
Gold (LME, \$)	1,844.65	+0.12



# Market Commentary

VNIndex 1,086.69P (+2.58%) Volume (mn shrs) 632.1 (+53.4%) Value (U\$mn) 491.5 (+51.6%)

HNXIndex 215.83P (+2.80%) Volume (mn shrs) 90.9 (+47.0%) Value (U\$mn) 60.2 (+56.0%)

UPCoM 78.83P (-0.14%)
Volume (mn shrs) 41.1 (-14.2%)
Value (U\$mn) 21.1 (+73.6%)

Net foreign buy (U\$mn) -3.6

Vietnam stock market witnessed strong rallies with higher liquidity, led by bluechips. Foreign investors continued to be net sellers, focusing on Vinhomes (VHM, +4.4%), PV Ca Mau Fertilizer (DCM, +3.0%), and Dat Xanh Group (DXG, +6.7%).

The prices of pangasius suged from VND28,000/kg to VND31,000 – VND32,000/kg today thanks to China's market reopening. As a result, fishery exportes like I.D.I International Development & Investment (IDI, +4.12%) and

Nam Viet Corp (ANV, +2.74%) benefit.

Steel prices on the Shanghai Exchange gained by CNY56 to CNY4,167/ton in May contracts and by CNY10 to CNY4,106/ton for October contracts. Steel stocks gained – Hoa Phat Group (HPG, +4.29%) & Hoa Sen Group (HSG, +4.52%).

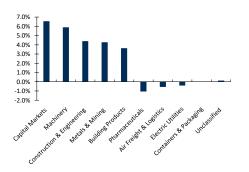
#### VN Index & HNX Index



#### USD/VND & 10-year government bond rates



#### VN Index sector performance



Source: Bloomberg, KB Securities Vietnam

#### Vietnam - 3-mth cumulative net foreign buy



Source: FiinPro, KB Securities Vietnam

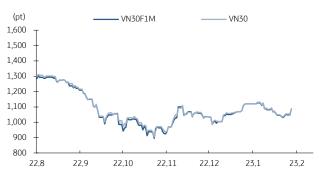
### **Futures/ETFs**

VN30 1,087.36P (+3.19%)
VN30 futures 1,088.0P (+3.72%)
Open 1,050.0P
High 1,091.0P
Low 1,049.9P

Futures gained in line with the VN30 index. The basis opened at -2.5bps and then fluctuated around -5.4bps before closing at 0.6bps. Trading volumes were almost flat.

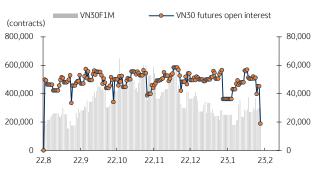
Contracts 297,146 (+0.4%)

#### 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

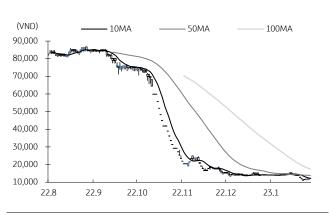


Source: FiinPro, KB Securities Vietnam

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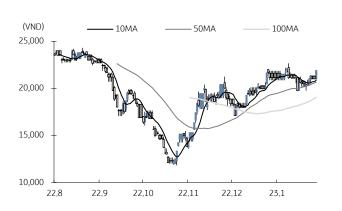
### **Market Movers**

#### Novaland (NVL)



Source: Bloomberg, KB Securities Vietnam

#### Hoa Phat Group (HPG)



Source: Bloomberg, KB Securities Vietnam

- NVL closed up 6.87% to VND12,450.
- NVL announced a resolution approving the addition of collateral for the company's obligations for a loan of VND1,600 billion at Maritimebank (MSB). Accordingly, the lender has the right to exploit, transfer, lease, manage, use and benefit from multiple products at the Ocean Valley project which is invested by Delta Valley Binh Thuan.

- HPG closed up 4.29% to VND21,900.
- HPG raised the market share of construction steel from about 35% at the end of 2022 to 36.05%, leading the domestic steel enterprises. In January 2023, the group produced more than 326,400 tons of steel products and sold over 304,200 tons.



# Digiworld (DGW)

New product bands - new growth drivers for 2023

#### 4Q22 and 2022 business performance

- Digiworld (DGW) recorded a contraction in 4Q22 business results, resulting from a sharp drop in demand for non-essential goods and high comparative base level of 4Q21. 4Q NPAT reached VND156 billion (-52% YoY) on net sales of VND4,075 billion (-49% YoY). For the whole year of 2022, the respective figures are VND684 billion (+4.1%) and VND22,059 billion (+5.2% YoY), equal to 85% and 84% of the targets.
- The sales of laptop & tablet products fell 64% vs the peak in 4Q21 when the COVID lockdown was eased, making these products saturated since the end of last year. Smartphones also fell short of expectations, down 49% YoY due to the shortage of iPhone supply from China. Home appliances recorded an impressive growth of 159% in 4Q as the WorldCup boosted sales of Xiaomi TVs. The consumer goods segment grew 47% from last year's COVID- induced lows.
- In 4Q22, the number of days in inventory increased sharply to 75 days (normally 20–30 days) because the company saw a steep fall decrease in revenue while the absolute value of inventory did not change much. Gross profit margin (GPM) surged to 11.53%, underpinned by strong growth in high-margin products.

#### DGW would introduce new brands this year

- In 4Q22, DGW raised its ownership in Archison from 49% to 60%. The Management said that DGW will support Archison to open a branch in the North in 2023, a potential market for labor protection products and industrial equipment. In addition, the company expects to reduce Archison's staff by 10% and merge its warehouses with DGW's to save operating costs. The growth target in 2023 is about 30% as 2023 may be a challenging year.
- In December 2022, DGW entered the market of beverage distribution with beer products in cooperation with ABInBev. Currently, DGW distributes mainly through modern trade channel (accounting for 20–25% of the market, mainly through supermarkets and convenience stores) in which DGW and its partners share the same customer base.
- For 2023, DGW should add two new brands, including a smartphone brand and a home appliance brand. This will be the growth driver for the corporation in the coming years as the current categories have achieved stable growth.

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### **KBSV Model Portfolio**

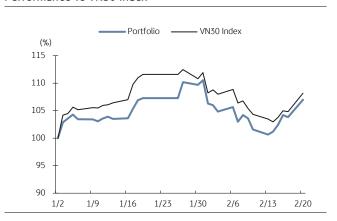
#### **KBSV Research Team**

#### 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	3.19%	3.06%
Cum. return	8.17%	7.00%

#### Performance vs VN30 Index



#### KBSV domestic model portfolio

Ticker	Inclusion date	Close 23/02/20	Daily return (%)	Cumulative return (%)	M ain investment catalysts
Mala Halla M/a alal					- Optimizing revenue from DMG & TGDD chains
Mobile World (MWG)	19/08/09	44,300	2.4%	14.7%	- BHX expects to reach break-even point soon at stores and distribution centers
(101 000)					- In the long term, BHX aims to capture 10-15% of the food retail market
001.0					- Maintaining the leading position in terms of outstanding margin lending
SSI Securities (SSI)	23/01/30	20,750	6.7%	-1.0%	- Benefiting from the decline in interest rate
Phu Nhuan					- Strong topline supported by transaction volumes (2018 +34%) & ASPs (2018 +5%)
Jewelry	19/03/22	84,500	1.8%	47.0%	- Strongest customer base to capture lucrative watch segment (5% of sales by 2022E)
(PNJ)					- Core business activities growing again after the "ERP" incident
Tier Dhana Dani					- NIM remains stable thanks to cheap mobilized capital
Tien Phong Bank (TPB)	21/11/11	24,600	3.1%	0.4%	- The leading bank in the field of digitalization
(11 5)					- The corporate bond risk is expected to abate in 2023
D-h 0					- Pork and chicken price are expected to be on recovery path in 2023
Dabaco Group (DBC)	23/01/30	14,950	4.5%	-12.6%	- Animal feed cost decline, in alignment with global commodity price, will improve GPM
FPT Corp					- Software outsourcing foothold in Japan/US/Asia-Pacific/EU drives 25%overseas CAGR
(FPT)	18/09/06	82,800	1.5%	241.3%	- Telecoms stable 15% growth/solid subscriber growth & profitable Pay-TV from 2020 E
()					- 20%+ earnings momentum by 2020E
Vietin Denk					- Building on strong earnings recovery in 2019 & optimistic outlook for 2020
Vietin Bank (CTG)	01/31/2020	30,450	2.7%	61.1%	- Growing expectations for capital increase in 2020 to offset loan-growth concerns
(010)					- Already improved asset quality and benign credit risks for 2020
DV 0					- Gain benefit from growing LNG demand
PV Gas (GAS)	20/12/11	109,000	1.7%	48.5%	- Expectation on global oil price recovery
(GA3)					- Attractive valuation
Ha a Phat One					- Steel consumption starts to rebound
Hoa Phat Group (HPG)	19/12/04	21,900	4.3%	96.7%	- Construction steel prices show signs of rising again
(HFG)					- 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	24,450	1.9%	138.0%	- 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

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	Chg	For, own	Net buy
Ticker	(%)	(%, -1d)	(VND bn)
SSI	6.7%	43.5%	28.4
HSG	4.5%	8.9%	24.8
NVL	6.9%	6.1%	22.8
HDB	1.9%	18.5%	16.2
VIC	1.1%	12.8%	16.0
	Chg	For, own	Net sell
Ticker	(%)	(%, -1d)	(VND bn)
VHM	4.4%	24.3%	-92.1
DCM	3.0%	11.3%	-48.9
DXG	6.7%	26.3%	-23.9
VCB	0.9%	23.6%	-76.5
STB	5.3%	29.8%	-56.8

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst weekly performance

Top 5 best performers	Chg (%)	Key stocks
Capital Markets	13.3%	SSI, VND, HCM, VCI
Construction & Engineering	10.7%	DIG, HDG, VCG, PC1
Building Products	10.4%	VGC, BMP, SHI, DAG
Energy Equipment & Services	10.1%	PVD, PVT
Machinery	9.5%	TCH, HHS, SRF, SHA
	Chg	Key
Top 5 worst performers	(%)	stocks
Electric Utilities	-1.2%	PGV, NT2, PPC, TTA
Air Freight & Logistics	-1.1%	TMS, SCS, STG, ASG
Pharmaceuticals	-1.0%	DHG, IMP, TRA, DBD
Beverages	-0.8%	SAB, BHN, SMB, SCD
Construction Materials	-0.7%	HT1, PTB, GAB, ACC

Source: Bloomberg, KB Securities Vietnam

Hanoi - Net foreign buys/sells

•	Chg	For. own	Net buy
Ticker	(%)	(%, -1d)	(VND bn)
SHS	8.3%	6.7%	3.3
TNG	5.7%	9.7%	1.6
PVS	3.1%	19.7%	1.3
IDC	4.2%	0.9%	0.9
CEO	9.9%	2.5%	8.0
	Chg	For, own	Net sell
Ticker	(%)	(%, -1d)	(VND bn)
DAD	1.1%	0.0%	-0.1
STP	-4.1%	25.9%	-0.1
L14	8.8%	0.1%	-0.0
ICG	1.8%	8.2%	-0.0
TSB	0.0%	0.1%	-0.0

Source: FiinPro, KB Securities Vietnam

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

	Chg	Key
Top 5 best performers	(%)	stocks
Auto Components	8.8%	DRC, CSM, PAC, TNC
Paper & Forest Products	8.3%	DHC, HAP, HHP, VID
Machinery	6.5%	TCH, HHS, SRF, SHA
Independent Power and Renewable Electricity Producers	6.4%	POW, VSH, GEG, TMP
Electrical Equipment	6.4%	GEX, SAM, CAV, RAL
	Chg	Key
Top 5 worst performers	(%)	stocks
Commercial Services & Supplies	-8.2%	TLG, ILB, APC, ST8
Chemicals	-4.2%	GVR, DGC, DPM, DCM
Real Estate Management & Development	-4.0%	VHM, VIC, NVL, BCM
Textiles, Apparel & Luxury Goods	-3.5%	PNJ, TCM, MSH, GIL
Food Products	-2.3%	VNM, MSN, KDC, VHC

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 (%				
Ject01	Code	Company name	11166	(VNDbn, USDmn)	(VNDmn, USDmn)	avaii (% - 1d)	20E	21E	CAGR (%)	20E	21E	20E	21E	1D	1W	1M	ΥT	
	VIC	VINGROUP JSC	97,778	372,067 (16.170)	106,746 (4.5)	22.5	34.3	32.2	14.7	5.3	5.4	1.9	1.8	1.1	1.3	-5.7		
	VHM	VINHOMES JSC	79,385	339,478 (14.753)	118,361 (5.0)	26.6	5.5	5.3	35.9	20.8	18.5	1.1	0.9	4.4	1.8	-13.4		
Real	VRE	VINCOM RETAIL JS	34,850	79,190 (3.442)	40,375 (1.7)	17.8	18.1	16.0	-7.6	10.5	11.2	1.9	1.9	3.3	3.0	-1.0		
estate	NVL	NOVA LAND INVES	45,853	(3.768)	(10.6)	31.3	3.0	3.7	6.7	6.5	-3.4	0.3	0.7	6.9	-2.7	-11.4		
	KDH	KHANGDIENHOUSE	28,347	19,167 (833)	50,433	11.6	22.0	15.0	13.7	9.8	13.6	1.6	1.5	1.8	8.8	2.5		
	DXG	DAT XANH GROUP	21,130	12,594 (547)	(5.9)	13.9	9.9	8.3	-	6.4	7.4	0.5	0.5	6.7	10.2	-15.0		
	VCB	BANK FOR FOREIGN	79,937	378,305 (16.441) 174,556	94,888 (4.0) 69,506	6.3	13.9	12.8	11.7	18.7	20.1	2.7	2.3	0.9	0.3	0.9		
	BID	BANK FOR INVESTM	34,507	(7.586) 136,341	(3.0) 104,797	12.7	11.7	9.6	-5.3	19.1	19.7	1.9	1.6	3.1	6.3	2.7		
	TCB	VIETNAM TECHNOLO	38,900	(5.925) 137,021	(4.5) 88,333	0.0	4.6	4.0	14.3	17.6	17.4	0.7	0.6	2.9	7.5	- 1.7		
	CTG	VIETNAM JS COMM	28,512	(5.955) 101,381	(3.8) 349,620	1.4	7.8	6.3	50.3	17.5	18.8	1.2	1.0	2.7	4.5	-2.1		
Banks	VPB	VIETNAM PROSPERI	15,296	(4.406) 73,327	(14.9) 163,740	0.0	7.2	6.1	18.8	16.1	16.0	1.1	0.9	5.8	7.6	-6.2		
	MBB	MILITARYCOMMERC	16,173	(3.187) 40,641	(7.0) 43,251	0.0	4.5	3.9	14.6	22.6	21.1	0.9	0.7	4.4	5.0	-3.6		
	HDB	HDBANK	16,320	(1.766) 33,548	(1.8) 523,370	4.2	5.3	4.5	23.3	21.1	20.4	1.0	0.8	1.9	4.2	7.4		
-	STB	SACOMBANK	18,600	(1.458) 28,732	(22.2) 199,211	14.0	7.8	5.1	26.5	19.1	20.2	1.1	0.9	5.3	4.9	-4.1		
	TPB EIB	TIEN PHONG COMME	20,630	(1.249) 22,745	(8.5) 48,690	0.0	5.5	4.6	37.4	20.0	19.9	1.0	0.8	15.2	7.0	2.5		
	BVH	METNAM EXPORT-I  BAO VIET HOLDING	15,417	(988) 45,950	(2.1) 26,509	21.0	16.7	14.8	27.3 15.8	10.4	10.7	1.7	1.6	-0.3	7.6 5.6	-15.2 2.6	_	
Insurance	BMI	BAOMINHINSURANC	22,250	(1.997) 2,439	(1.1) 6,350	14.2	10.7	14.0	9.1	10.4	10.7	1.7	1.0	-0.2	5.7	8.9		
	SSI	SSISECURITIES C	20,676	(106) 19,947	(0.3) 279,273	55.4	17.6	14.0	-3.2	8.1	10.2			6.7	12.2	-2.1		
	VCI	VIET CAPITAL SEC	21,154	(867) 9,108	( 11.9) 148,017	71.9		-	-4.0	-	.0.2		_	6.9	15.2	-4.0		
Securities	НСМ	HOCHI MINH CITY	22,265	(396) 8,907	(6.3) 110,955	52.4			- 19.0	-				6.8	13.9	6.4		
	VND	VNDIRECTSECURIT	6,983	(387) 5,734	(4.7) 309,748	27.2			36.3				-	6.9	14.9	-7.8		
	VNM	VIETNAM DAIRYP	109,000	(249) 227,805	(13.2) 128,616	42.1	17.0	15.7	4.0	29.5	30.7	4.7	4.5	2.0	2.9	-4.7	_	
Consumer	SAB	SAIGON BEER ALCO	192,500	(9.900) 123,447	(5.5) 16,054	36.9	21.9	18.6	7.3	22.2	23.2	4.5	4.0	1.7	-0.9	2.4		
staples	MSN	MASAN GROUP CORP	79,250	(5.365) 111,712 (4.855)	(0.7) 55,804 (2.4)	16.5	25.6	18.8	-51.9	12.4	16.9	4.0	3.5	3.5	1.7	-7.4		
	HNG	HOANG ANH GIA LA	12,450	13,801	11,969	48.8	-	-	-	-	-	-	-	1.2	7.7	-6.7		
	VJC	VIETJET AVIATION	131,800	69,042 (3.001)	23,501	11.0	32.3	18.9	-88.5	13.0	26.1	-		0.0	-0.5	-10.4		
Industrials transport)	GMD	GEMADEPTCORP	33,100	9,976	39,044	10.8	15.4	16.5	-57.0	18.0	12.6	2.0	1.8	2.7	2.9	4.7		
	CII	HOCHI MINH CITY	22,600	5,398	45,556 (1,9)	38.4	21.2	8.8	65.7	3.0	7.3	0.7	0.6	5.9	13.5	-2.4	_	
	ROS	FLC FAROS CONSTR	3,670	2,083	#N/A (#N/A)	46.4	-	-	-92.4	-	-	-	-	-	-	-		
Industrials	GEX	GELEXGROUP JSC	15,802	10,411	148,592	37.7	-	-	- 14.4	-	-	-		5.0	5.9	-5.9		
(capital goods)	CTD	COTECCONS CONSTR	73,200	5,438	10,610	3.6	17.2	10.5	-52.4	1.9	3.1	0.3	0.3	6.1	12.7	-4.0		
	REE	REE	51,826	18,419 (800)	31,627 (1.3)	0.0	10.5	9.2	-4.5	14.6	14.7	1.4	1.3	2.4	3.4	4.3		

Source: Bloomberg, KB Securities Vietnam

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Vietnam - Focus stocks

Sector	Code	Company name	Price	Mkt cap	Trading value	For	P/E	( X)	EPS CAG	ROE	(%)	P/B	( X)	Pe	rforma	ince (%	,)
Sector	Code	Company name	Price	(VNDbn, USDmn)	(VNDmn, USDmn)	avail (%, -1d)	20E	21E	R (%)	20E	21E	20E	21E	1D	1W	1M	YTD
	GAS	PETROVIETNAM GAS	90,100	172,447 (7.494)	30,488	46.1	15.5	14.5	-17.5	21.5	20.2	3.2	2.9	1.7	2.9	4.3	7.
Utilities	NT2	PETROVIETNAMNHO	22,850	6,578 (286)	19,947	31.4	12.0	9.0	-10.5	16.8	21.4	1.9	-	0.3	1.0	3.7	2.
	PPC	PHA LAITHERMAL	26,200	8,400 (365)	1,393 (0.1)	34.1	-	-	-5.1	-	-	-	-	1.0	3.1	4.2	17.
	HPG	HOA PHATGRP JSC	24,986	145,287 (6.314)	551,749 (23.5)	18.0	11.7	8.6	21.9	11.7	14.8	1.2	1.1	4.3	8.4	3.5	21.
	DPM	PETROVIETNAM FER	17,400	6,809 (296)	83,935 (3.6)	36.5	6.5	9.7	-0.5	17.9	13.0	1.0	1.0	0.9	-9.8	-9.1	-10.
Materials	DCM	PETROCA MAU FER	13,650	7,226 (314)	69,304 (2.9)	46.5	8.8	8.6	-4.5	15.2	14.8	1.3	1.2	3.0	4.8	-2.2	- 1.
	HSG	HOA SEN GROUP	18,864	11,063 (481)	258,372 (11.0)	38.9	16.4	7.5	67.9	5.4	10.8	0.9	0.7	4.5	12.5	11.3	40.
	AAA	ANPHATBIOPLAST	12,864	3,138 (136)	40,702 (1.7)	97.2	-	-	17.2	-	-	-	-	7.0	13.8	17.0	30.
	PLX	VIETNAM NATIONAL	56,100	68,375 (2.972)	28,329	4.6	16.0	14.3	-51.0	12.4	12.9	2.0	1.9	2.1	4.0	3.7	24.
Energy	PVD	PETROVIETNAM DRI	17,727	9,854 (428)	90,332	39.9	29.8	15.5	- 11.9	4.1	5.5	0.9	8.0	2.0	9.2	7.1	26.
	PVT	PETROVIET TRANSP	17,900	5,793 (252)	41,960 (1.8)	35.9	7.9	7.0	2.2	14.4	15.3	1.0	0.9	2.0	11.9	-3.3	-5.
	MWG	MOBILEWORLD INV	46,500	(2.826)	120,580	0.0	11.4	8.9	14.4	19.8	23.1	2.2	1.9	2.4	4.2	-2.9	3.
Consumer	PNJ	PHUNHUANJEWELR	65,625	19,895 (865)	45,876 (2.0)	0.0	13.4	11.8	2.4	22.3	22.1	2.7	2.2	1.8	1.2	-4.9	-6.
discretionary	YEG	YEAH1GROUP CORP	40,300	1,261 (055)	(0.0)	70.6	-	-	-	-	-	-	-	1.9	8.7	7.6	9.
	FRT	FPT DIGITAL RETA	18,800	(097)	(3.5)	30.3	20.8	16.5	-75.2	20.7	21.9	3.9	3.2	2.7	5.7	9.4	10.
	PHR	PHUOC HOA RUBBER	61,900	8,387 (365) 13,114	22,754 (1.0) 1,954	34.6	10.0	10.0	41.2	25.7	23.9	1.7	1.4	3.3	7.4	0.0	10.
Healthcare	DHG	DHGPHARMACEUTIC	100,300	(570) 6,016	1,954 (0.1) #N/A	45.4	13.7	12.6	10.7	21.7	20.8	2.7	2.4	-0.5	-0.3	9.3	15.
	PME	PYMEPHARCOJSC	80,200	(261)	(#N/A)	11.7	-	-	1.6	-	-	-	-	-	-	-	
IT	FPT	FPTCORP	56,667	61,301 (2.664)	74,836 (3.2)	0.0	14.6	12.2	15.5	28.0	29.3	3.4	3.2	1.5	2.6	-1.3	7.

Source: Bloomberg, KB Securities Vietnam

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#### Investment ratings & definitions

#### Investment Ratings for Stocks

(based on expectations for absolute price gains over the next 6 months)

Buy:	Hold:	Sell:
+15% or more	+15% to -15%	-15% or more

#### **Investment Ratings for Sectors**

(based on expectations for absolute price gains over the next 6 months)

Positive:	Neutral:	Negative:
Outperform the market	Perform in line with the market	Undernerform the market

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