

# VIETNAM DAILY

## [Market Commentary]

The VNIndex closed down amid global concerns about the new COVID-19 wave in Europe and tax increases in the US

## [Futures/ETFs]

Futures posted sharp losses amid the global downtrend

## [Market Movers]

VIC, VIB

March 24, 2021

	Index	Chg (%, bp)
Ho Chi Minh	1,161.81	-1.83
VN30	1,165.61	-1.80
VN30 futures	1,170.90	-1.15
Hanoi	268.69	-1.34
HNX30	390.48	-1.66
UPCoM	80.50	-0.79
USD/VND	23,080	+0.05
10-yr govt bond (%)	2.37	-5
Overnight rate (%)	0.26	+12
Oil (WTI, \$)	59.28	+2.63
Gold (LME, \$)	1,732.07	+0.29



# Market Commentary

**VNIndex** 1,161.81P (-1.83%)  
**Volume (mn shrs)** 649.7 (+4.0%)  
**Value (U\$m)** 764.7 (+14.5%)

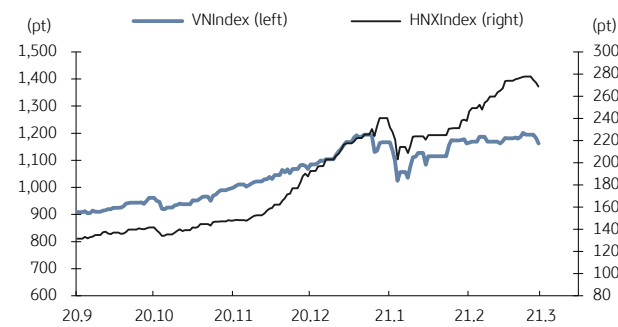
**HNXIndex** 268.69P (-1.34%)  
**Volume (mn shrs)** 168.6 (-6.2%)  
**Value (U\$m)** 110.9 (-1.2%)

**UPCoM** 80.50P (-0.79%)  
**Volume (mn shrs)** 74.3 (+3.1%)  
**Value (U\$m)** 50.8 (+26.8%)

**Net foreign buy (U\$m)** -14.7

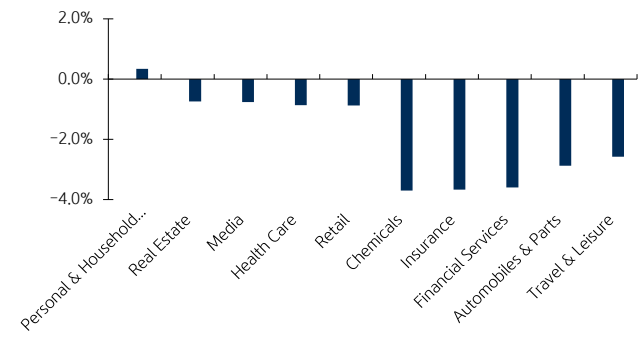
The VNIndex closed down amid global concerns about the new COVID-19 wave in Europe and tax increases in the US. Lang Son Sugar (LSS, -4.1%) and Son La Sugar (SLS, -3.5%) plunged as the Vietnam Sugarcane and Sugar Association (VSSA) worried about the industry losses caused by low sugarcane output. Wood stocks such as Truong Thanh Furniture (TTF, +1.9%) and Vietnam Forestry (VIF, +1.2%) outperformed after the Handicraft and Wood Industry Association of Ho Chi Minh City (HAWA) announced Vietnam surpassed Poland, Germany and Italy to rank second, only after China in the top countries exporting wood and wood products. The Vietnam Textile and Apparel Association (VITAS) said the number of textile export orders was rebounding, and might be larger than last year, which served as an incentive for textile shares like Viet Tien Garment (VGG, +2.2%) and Saigon Garmex Manufacturing Trade (GMC, +1.7%) to rise. Foreigners netsold, focusing on Kinh Bac City Development (KBC, -4.2%), PV Power (POW, -4.1%) and Hoa Phat Group (HPG, -2.5%).

VN Index & HNX Index



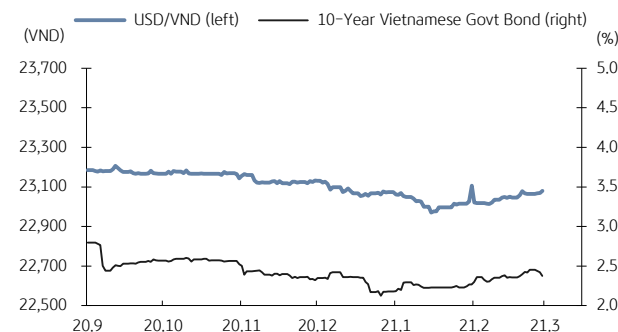
Source: Bloomberg, KB Securities Vietnam

VN Index sector performance



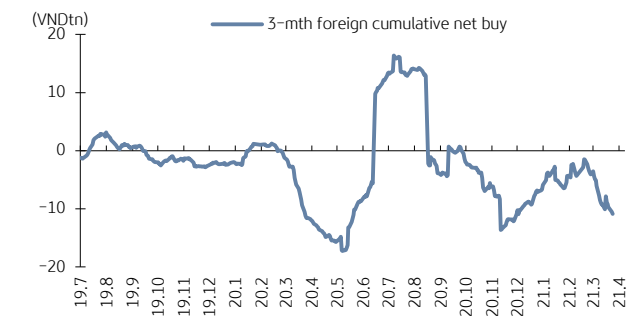
Source: Bloomberg, KB Securities Vietnam

USD/VND & 10-year government bond rates



Source: Bloomberg, KB Securities Vietnam

Vietnam - 3-mth cumulative net foreign buy



Source: FiinPro, KB Securities Vietnam

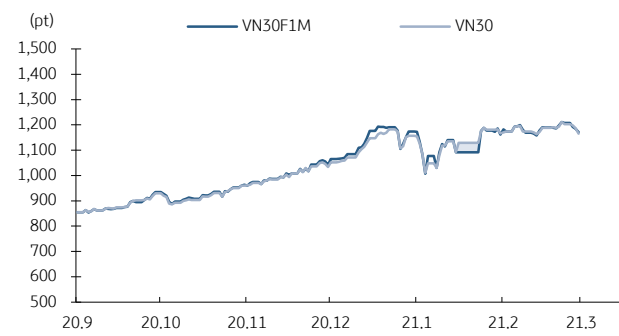
# Futures/ETFs

**VN30** 1,165.61P (-1.80%)  
**VN30 futures** 1,170.9P (-1.15%)  
**Open** 1,178.5P  
**High** 1,179.0P  
**Low** 1,155.0P

Futures posted sharp losses amid the global downtrend. The basis opened at minus 8.48bps and mostly traded from minus 3.05 to 3.98bps after closing at 5.29bps. Foreigners net-bought again and trading volumes were heavier.

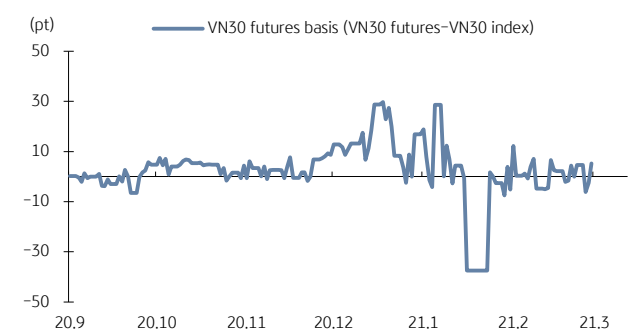
**Contracts** 162,679 (+17.1%)

VN30 futures & VN30 index



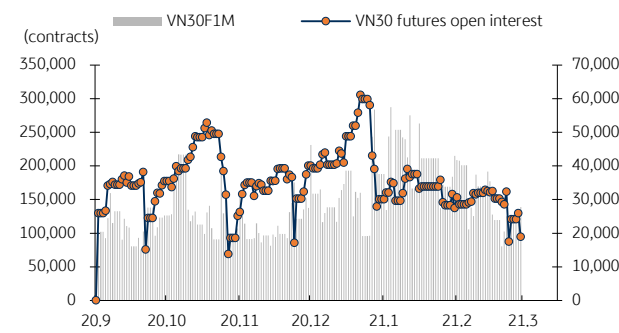
Source: Bloomberg, KB Securities Vietnam

Front month VN30 futures basis



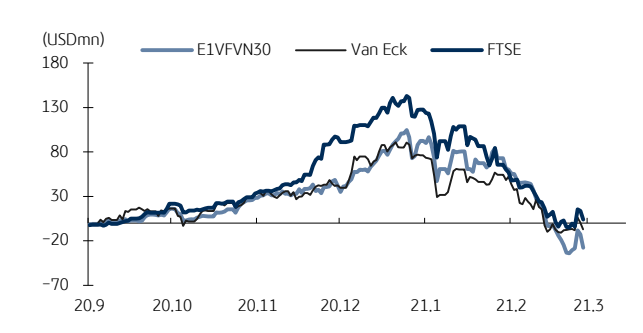
Source: Bloomberg, KB Securities Vietnam

VN30 futures volume & open interest



Source: Bloomberg, KB Securities Vietnam

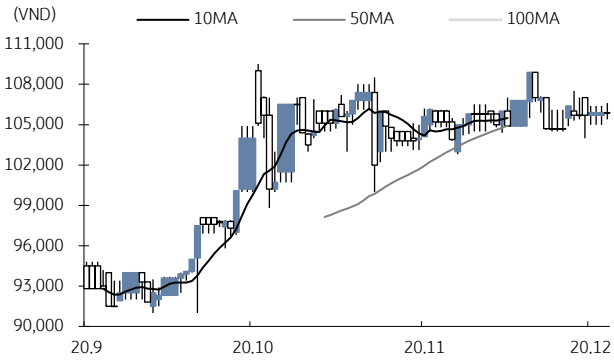
Vietnam ETFs - 3-mth cumulative net buy



Source: FiinPro, KB Securities Vietnam

# Market Movers

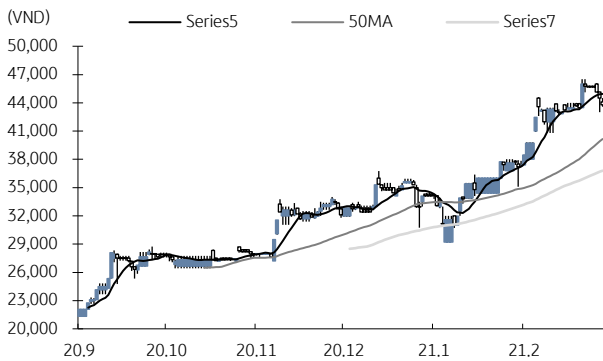
## Vingroup (VIC)



Source: Bloomberg, KB Securities Vietnam

- VIC closed up 1.3% to VND107,900
- VIC and Viettel recently transferred the Research and Development Project of 5G gNodeB base station.
- To be more specific, VIC transferred all 5G telecom equipment production projects free of charge, including research equipment, research results and staff.

## Vietnam International Bank (VIB)



Source: Bloomberg, KB Securities Vietnam

- VIB closed down 1.6% to VND43,800
- VIB announced 2021E guidance with pre-tax earnings of VND7,510 billion (+29% YoY) and credit growth of 31%.
- The bank expects to raise its capital to VND16,000 billion from the current VND11,093 billion via bonus shares with a maximum ratio of 40% and stock offering.

# KBSV Model Portfolio

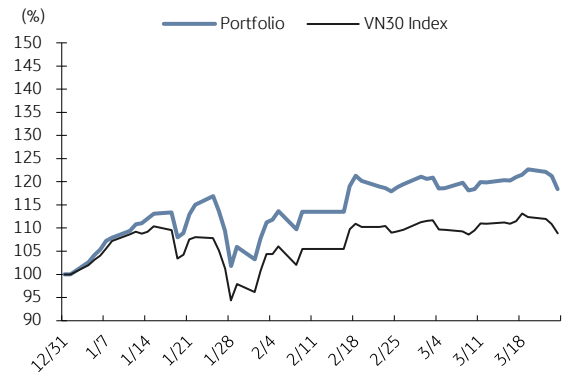
KBSV Research Team

## 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	-1.80%	-2.31%
Cum. return	8.86%	18.42%

## Performance vs VN30 Index



## KBSV domestic model portfolio

Ticker	Inclusion date	Close 21/03/24	Daily return (%)	Cumulative return (%)	Main investment catalysts
Mobile World (MWG)	19/08/09	129,900	-0.8%	12.1%	<ul style="list-style-type: none"> <li>- Optimizing revenue from DMG &amp; TGDD chains</li> <li>- BHX expects to reach break-even point soon at stores and distribution centers</li> <li>- In the long term, BHX aims to capture 10-15% of the food retail market</li> </ul>
Nam Long Invest (NLG)	19/06/03	34,100	-2.3%	39.4%	<ul style="list-style-type: none"> <li>- Leader in mid- to high-end housing &amp; Japanese partners for large urban area (UA) projects</li> <li>- Largest urban area developer (Mizuki Park UA, Akari City UA &amp; Waterpoint US)</li> </ul>
Phu Nhuan Jewelry (PNJ)	19/03/22	84,100	-0.1%	9.7%	<ul style="list-style-type: none"> <li>- Strong topline supported by transaction volumes (2018 +34%) &amp; ASPs (2018 +5%)</li> <li>- Strongest customer base to capture lucrative watch segment (5% of sales by 2022E)</li> <li>- Core business activities growing again after the "ERP" incident</li> </ul>
Military Bank (MBB)	18/12/18	27,600	-2.6%	62.4%	<ul style="list-style-type: none"> <li>- Military Insurance Corporation (MIC) non-life premiums to boost 2019 non-bank income</li> <li>- Retail loan mix (M credit) supports 4%NIM against pricing competition (ACB/MBB)</li> <li>- M credit work-in-progress but low-cost funding from Shinsei triples key cash loan mkt</li> </ul>
Refrig Elec Eng (REE)	18/10/11	54,000	-2.7%	58.8%	<ul style="list-style-type: none"> <li>- Office lease management &amp; E-town Central occupancy generates stable cash flow</li> <li>- Strategic investments in utility industry provides stable/long-term dividend stream</li> </ul>
FPT Corp (FPT)	18/09/06	77,000	-2.3%	130.0%	<ul style="list-style-type: none"> <li>- Software outsourcing foothold in Japan/US/Asia-Pacific/EU drives 25%overseas CAGR</li> <li>- Telecoms stable 15%growth/solid subscriber growth &amp; profitable Pay-TV from 2020E</li> <li>- 20%+ earnings momentum by 2020E</li> </ul>
Vietin Bank (CTG)	01/31/2020	39,000	-3.7%	59.8%	<ul style="list-style-type: none"> <li>- Building on strong earnings recovery in 2019 &amp; optimistic outlook for 2020</li> <li>- Growing expectations for capital increase in 2020 to offset loan-growth concerns</li> <li>- Already improved asset quality and benign credit risks for 2020</li> </ul>
PV Gas (GAS)	20/12/11	90,100	-1.9%	22.8%	<ul style="list-style-type: none"> <li>- Gain benefit from growing LNG demand</li> <li>- Expectation on global oil price recovery</li> <li>- Attractive valuation</li> </ul>
Hoa Pha Group (HPG)	19/12/04	45,450	-2.5%	132.6%	<ul style="list-style-type: none"> <li>- Steel consumption starts to rebound</li> <li>- Construction steel prices show signs of rising again</li> <li>- Increased capacity from Dung Quat project helps HPG expand market share</li> </ul>
Kinhbac City Development (KBC)	20/03/09	38,800	-4.2%	183.2%	<ul style="list-style-type: none"> <li>- Strong pricing for upcoming land sales after Trang Due urban land sales in 4Q19</li> <li>- Beneficiary of more production facilities from EU companies after EU-Vietnam FTA</li> <li>- Re-location of supply chains from China after COVID-19 scare</li> </ul>

Source: Bloomberg, KB Securities Vietnam

# Market Monitors

## Ho Chi Minh – Net foreign buys/sells

Ticker	Chg (%)	For. own (%,-1d)	Net buy (VND bn)
GAS	-1.9%	2.8%	170.5
CII	-3.3%	30.7%	23.1
FUEVFNVD	-1.6%	99.4%	15.6
GVR	-4.1%	0.6%	14.6
DBC	-0.2%	2.9%	13.1

Ticker	Chg (%)	For. own (%,-1d)	Net sell (VND bn)
KBC	-4.2%	22.3%	-150.7
POW	-4.1%	4.6%	-81.2
HPG	-2.5%	30.3%	-55.4
CTG	-3.7%	27.6%	-53.5
VNM	-1.5%	56.4%	-51.1

Source: FinPro, KB Securities Vietnam

## Hanoi – Net foreign buys/sells

Ticker	Chg (%)	For. own (%,-1d)	Net buy (VND bn)
PVS	-3.0%	9.3%	-1.6
VCS	-2.5%	3.7%	0.2
DP3	0.0%	1.6%	0.6
BAX	-1.1%	9.4%	0.5
PVG	-0.9%	0.6%	0.4

Ticker	Chg (%)	For. own (%,-1d)	Net sell (VND bn)
PVC	-1.8%	9.4%	-0.6
GIC	-2.8%	0.8%	-0.6
CEO	3.3%	15.8%	-0.6
PPS	1.0%	30.1%	-0.5
NRC	-1.5%	23.1%	-0.4

Source: FinPro, KB Securities Vietnam

## Sectors – Top 5 best/worst weekly performance

Top 5 best performers	Chg (%)	Key stocks
Personal & Household Goods	-0.3%	TCM, PNJ
Real Estate	-0.5%	VIC, FLC
Insurance	-1.0%	PGI, BVH
Media	-1.1%	ADG, PNC
Health Care	-1.2%	VDP, IMP

Top 5 worst performers	Chg (%)	Key stocks
Chemicals	-4.9%	GVR, DGC
Technology	-4.8%	FPT, CMG
Oil & Gas	-3.5%	PLX, PVD
Automobiles & Parts	-3.5%	TCH, HHS
Utilities	-3.4%	GAS, POW

Source: Bloomberg, KB Securities Vietnam

## Sectors – Top 5 best/worst monthly performance

Top 5 best performers	Chg (%)	Key stocks
Personal & Household Goods	7.4%	TCM, RAL
Basic Resources	6.5%	HPG, NKG
Financial Services	2.2%	VCI, HCM
Technology	2.1%	FPT, CMG
Health Care	2.0%	IMP, VDP

Top 5 worst performers	Chg (%)	Key stocks
Food & Beverage	-5.0%	VNM, MSN
Media	-3.1%	ADG, YEG
Industrial Goods & Services	-2.3%	LGC, REE
Oil & Gas	-2.1%	PLX, PVD
Real Estate	-1.7%	VHM, VRE

Source: Bloomberg, 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 CAGR (%)	ROE(%)		P/B(X)		Performance(%)			
							20E	21E		20E	21E	20E	21E	1D	1W	1M	YTD
Real estate	VIC	VINGROUP JSC	110,000	372,067 (16,170)	133,387 (5.8)	22.5	47.2	35.4	11.1	8.2	11.3	3.9	3.5	1.3	3.1	-0.3	-0.3
	VHM	VINHOMES JSC	103,200	339,478 (14,753)	232,735 (10.1)	26.6	10.4	8.7	37.1	31.0	28.2	2.8	2.1	-1.5	-2.1	-5.4	8.6
	VRE	VINCOM RETAIL JS	34,850	79,190 (3,442)	163,751 (7.1)	17.8	26.2	20.9	-7.6	9.3	11.0	2.4	2.2	-2.2	-4.2	-0.9	6.4
	NVL	NOVA LAND INVES	81,500	86,712 (3,768)	183,418 (8.0)	31.3	20.2	17.3	6.7	11.4	11.4	2.6	2.2	-0.3	-0.9	-0.7	22.3
	KDH	KHANGDIENHOUSE	34,300	19,167 (833)	53,703 (2.3)	11.6	14.1	10.7	18.0	15.2	17.6	2.0	1.7	-1.6	-1.9	-6.1	5.5
	DXG	DATXANH GROUP	24,300	12,594 (547)	194,815 (8.5)	13.9	10.1	9.0	-	19.0	18.4	1.7	1.4	0.8	-1.4	1.3	51.4
Banks	VCB	BANK FOR FOREIGN	102,000	378,305 (16,441)	121,589 (5.3)	6.3	16.8	13.5	17.8	20.4	21.3	3.0	2.5	-1.1	-0.9	-3.5	-3.3
	BID	BANK FOR INVESTM	43,400	174,556 (7,586)	106,450 (4.6)	12.7	17.1	12.1	-5.3	12.0	15.4	1.9	1.6	-3.5	-2.7	-2.1	-12.0
	TCB	VIETNAM TECHNOLO	38,900	136,341 (5,925)	499,528 (21.7)	0.0	9.3	8.1	14.3	18.2	17.6	1.6	1.3	-2.8	-2.5	0.5	24.8
	CTG	VIETNAM JS COMM	36,800	137,021 (5,955)	440,403 (19.1)	1.4	8.8	8.1	61.0	17.9	17.1	1.5	1.3	-3.7	-1.4	4.0	12.9
	VPB	VIETNAM PROSPERI	41,300	101,381 (4,406)	225,476 (9.8)	0.0	9.0	7.5	18.8	19.9	19.9	1.7	1.4	-0.9	-1.1	11.1	35.7
	MBB	MILITARYCOMMERC	26,200	73,327 (3,187)	494,146 (21.4)	0.0	7.6	6.4	14.6	19.8	20.1	1.4	1.1	-2.6	-4.8	2.2	21.1
	HDB	HDBANK	25,500	40,641 (1,766)	123,934 (5.4)	4.2	7.4	6.2	23.4	18.9	18.7	1.5	1.3	-3.8	-7.3	0.2	7.4
	STB	SACOMBANK	18,600	33,548 (1,458)	450,405 (19.5)	14.0	12.7	7.6	32.4	9.5	13.5	1.1	1.0	-2.1	-6.1	0.3	8.9
	TPB	TIEN PHONG COMME	27,850	28,732 (1,249)	135,414 (5.9)	0.0	7.1	5.1	37.5	23.3	24.1	1.3	1.1	-4.8	-6.1	-1.6	0.6
	EIB	VIETNAM EXPORT-I	18,500	22,745 (988)	8,778 (0.4)	0.2	38.1	36.9	27.3	3.6	3.6	1.4	1.3	-2.6	0.3	1.6	-3.9
Insurance	BVH	BAOVIET HOLDING	61,900	45,950 (1,997)	48,785 (2.1)	21.0	27.1	21.7	15.2	8.2	9.5	2.1	1.9	-3.6	-0.2	-0.3	-9.8
	BMI	BAOMINH INSURANC	26,700	2,439 (106)	9,800 (0.4)	14.2	12.8	11.1	8.4	9.3	10.2	1.0	1.0	-5.5	-4.4	-1.5	-15.4
Securities	SSI	SSI SECURITIES C	33,300	19,947 (867)	385,531 (16.7)	55.4	13.1	13.0	0.0	12.7	12.8	-	-	-4.9	-4.0	-6.4	-5.4
	VCI	VIETCAPITAL SEC	55,000	9,108 (396)	75,691 (3.3)	71.9	13.2	-	-4.0	15.5	-	-	-	-5.1	1.0	14.1	5.8
	HCM	HOCHI MINH CITY	29,200	8,907 (387)	134,985 (5.9)	52.4	17.3	-	-19.0	14.6	-	-	-	-4.6	-5.7	2.7	-4.5
	VND	VNDIRECT SECURIT	27,500	5,734 (249)	154,058 (6.7)	27.2	-	-	36.3	11.2	-	-	-	-2.2	0.5	4.0	-3.7
Consumer staples	VNM	VIETNAM DAIRYP	109,000	227,805 (9,900)	327,236 (14.2)	42.1	19.3	17.6	4.0	35.1	35.6	6.1	5.5	-1.5	-1.8	-6.7	-9.3
	SAB	SAIGON BEER ALCO	192,500	123,447 (5,365)	20,642 (0.9)	36.9	21.2	18.7	7.3	25.5	26.2	4.8	4.5	-1.4	-2.1	-5.3	-10.0
	MSN	MASANGROUP CORP	95,100	111,712 (4,855)	98,613 (4.3)	16.5	39.9	21.9	-51.9	12.9	20.9	4.9	4.0	-1.6	-3.3	-6.5	-4.3
	HNG	HOANGANH GIA LA	12,450	13,801 (600)	117,354 (5.1)	48.8	-	-	-	-	-	-	-	-3.0	-6.9	0.4	-21.0
Industrials (transport)	VJC	VIETJET AVIATION	131,800	69,042 (3,001)	82,330 (3.6)	11.0	62.0	21.9	-88.3	5.2	18.8	4.1	3.3	-2.3	-4.1	-3.0	2.4
	GMD	GEMADEPT CORP	33,100	9,976 (434)	76,528 (3.3)	10.8	21.3	17.1	-57.3	7.6	10.2	1.6	1.6	-2.9	-0.4	1.7	1.8
	CII	HOCHI MINH CITY	22,600	5,398 (235)	62,437 (2.7)	38.4	16.8	6.0	65.7	7.3	16.8	-	-	-3.3	0.2	7.1	9.3
Industrials (capital goods)	ROS	FLC FAROS CONSTR	3,670	2,083 (091)	70,044 (3.0)	46.4	-	-	-89.3	-	-	-	-	-3.8	10.6	23.3	69.2
	GEX	VIETNAM ELECTRIC	21,600	10,411 (452)	137,318 (6.0)	37.7	19.6	10.3	-13.8	9.9	14.7	-	-	-2.8	-0.7	5.2	-0.9
	CTD	COTECCONS CONSTR	73,200	5,438 (236)	71,003 (3.1)	3.6	10.5	10.1	-43.9	6.1	6.7	0.7	0.7	-3.4	-5.9	-2.3	-5.7
	REE	REE	59,600	18,419 (800)	47,638 (2.1)	0.0	9.4	7.8	-4.5	14.7	15.3	1.3	1.2	-2.7	0.2	-5.3	10.3

Source: Bloomberg, 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 R (%)	ROE (%)		P/B (X)		Performance (%)			
							20E	21E		20E	21E	20E	21E	1D	1W	1M	YTD
Utilities	GAS	PETROVIETNAM GAS	90,100	172,447 (7,494)	84,985 (3.7)	46.1	16.9	16.5	-18.6	19.1	19.3	3.2	3.1	-1.9	-2.9	2.3	4.0
	NT2	PETROVIETNAM NHO	22,850	6,578 (286)	20,304 (0.9)	31.4	14.4	11.3	-10.5	12.4	15.9	1.5	1.5	-1.8	-2.9	-2.6	-10.2
	PPC	PHA LAI THERMAL	26,200	8,400 (365)	14,416 (0.6)	34.1	10.5	10.2	-5.1	11.0	12.2	1.2	1.2	-3.0	-5.4	-12.9	-0.6
Materials	HPG	HOA PHAT GRP JSC	43,850	145,287 (6,314)	870,765 (37.8)	18.0	9.0	8.1	25.2	25.4	23.3	2.0	1.6	-2.5	-1.8	4.2	9.7
	DPM	PETROVIETNAM FER	17,400	6,809 (296)	55,258 (2.4)	36.5	11.6	12.5	0.2	8.6	8.2	0.9	0.9	-1.0	-1.3	14.8	3.2
	DCM	PETROCA MAU FER	13,650	7,226 (314)	73,818 (3.2)	46.5	16.3	17.3	-4.5	9.0	8.3	1.4	1.4	-2.3	-2.6	25.9	21.4
	HSG	HOA SEN GROUP	24,900	11,063 (481)	249,224 (10.8)	38.9	8.3	7.6	67.9	22.1	19.9	1.6	1.4	-5.2	-4.6	6.1	22.3
	AAA	ANPHAT BIOPLAST	14,150	3,138 (136)	55,918 (2.4)	97.2	10.2	9.3	21.9	10.3	11.0	0.8	0.9	-4.0	-5.4	12.1	9.0
Energy	PLX	VIETNAM NATIONAL	56,100	68,375 (2,972)	189,008 (8.2)	4.6	21.2	17.2	-49.7	15.9	17.2	3.0	2.9	-1.6	-2.6	-1.7	3.1
	PVD	PETROVIETNAM DRI	23,400	9,854 (428)	246,502 (10.7)	39.9	31.6	19.5	-11.9	1.7	3.1	0.6	0.6	-5.4	-9.7	-4.6	34.9
	PVT	PETROVIET TRANSP	17,900	5,793 (252)	83,324 (3.6)	35.9	8.3	7.7	-0.1	13.7	13.9	1.1	1.0	-3.1	-6.0	0.0	22.1
Consumer discretionary	MWG	MOBILEWORLD INV	139,500	65,024 (2,826)	107,513 (4.7)	0.0	12.2	9.5	13.7	27.9	28.7	3.0	2.5	-0.8	-2.2	-2.9	9.3
	PNJ	PHU NHUAN JEWELR	87,500	19,895 (865)	34,915 (1.5)	0.0	15.3	12.1	2.4	23.0	24.4	3.2	2.6	-0.1	0.6	1.6	3.8
	YEG	YEAH1 GROUP CORP	40,300	1,261 (055)	895 (0.0)	70.6	-	-	-	-	-	-	-	-1.6	-1.9	-2.9	-15.3
	FRT	FPT DIGITAL RETA	28,200	2,227 (097)	57,258 (2.5)	30.3	16.9	14.1	-75.2	10.2	14.1	-	-	2.1	4.1	10.9	-1.6
	PHR	PHUOC HOA RUBBER	61,900	8,387 (365)	54,224 (2.4)	34.6	9.7	9.7	41.2	26.4	23.4	2.3	2.4	-4.1	-4.1	-4.1	-6.3
Healthcare	DHG	DHG PHARMACEUTIC	100,300	13,114 (570)	1,065 (0.0)	45.4	17.2	16.3	10.7	21.1	20.6	3.3	3.1	-1.0	-1.8	-0.9	-4.4
	PME	PYMEPHARCO JSC	80,200	6,016 (261)	061 (0.0)	11.7	-	-	1.6	-	-	-	-	0.0	0.0	-1.3	3.3
IT	FPT	FPT CORP	78,200	61,301 (2,664)	174,763 (7.6)	0.0	15.4	13.0	15.6	24.4	25.8	3.3	2.9	-2.3	-4.7	2.1	30.3

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**

anhthd@kbsec.com.vn

**Macro Analyst – Thai Thi Viet Trinh**

trinhhtt@kbsec.com.vn

**Market Strategist – Le Anh Tung**

tungla@kbsec.com.vn

**Equity analyst – Tran Thi Phuong Anh**

anhhttp@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 – Nguyen Ngoc Hieu**

hieunn@kbsec.com.vn

### **Equity (Ho Chi Minh)**

**Head of International Research (Ho Chi Minh) – Harrison Kim**

harrison.kim@kbf.com

**Consumer & Retailing Analyst – Dao Phuc Phuong Dung**

dungdpp@kbsec.com.vn

**Oil & Gas & Fisheries Analyst – Nguyen Thanh Danh**

danhnt@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](mailto:ccc@kbsec.com.vn)  
Website: [www.kbsec.com.vn](http://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.