

# **VIETNAM DAILY**

# [Market Commentary]

Vietnam stock market sank in red, which is similar to Asian stocks amid fears that the US fiscal stimulus package might be delayed

# [Futures/ETFs]

Futures declined, following the slump in Asia market

# [Market Movers]

FPT, ACB

# [Company Updates]

PNJ

# January 26, 2021

		Chg
	Index	(%, bp)
Ho Chi Minh	1,136.12	-2.57
VN30	1,125.09	-2.53
VN30 futures	1,133.00	-3.42
Hanoi	227.82	-1.73
HNX30	348.27	-3.74
UPCoM	76.42	-1.29
USD/VND	23,069	+0.03
10-yr govt bond (%)	2.21	+3
Overnight rate (%)	0.14	+6
Oil (WTI, \$)	52.78	+0.02
Gold (LME, \$)	1,852.90	-0.16



# **Market Commentary**

VNIndex 1,136.12P (-2.57%) Volume (mn shrs) 743.2 (+16.5%) Value (U\$mn) 705.5 (+3.1%)

HNXIndex 227.82P (-1.73%) Volume (mn shrs) 183.5 (+25.4%) Value (U\$mn) 106.5 (+17.6%)

UPCoM 76.42P (-1.29%)
Volume (mn shrs) 64.8 (+17.7%)
Value (U\$mn) 35.8 (+21.0%)

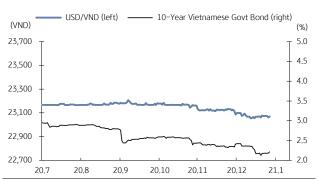
Net foreign buy (U\$mn) -6.4

Vietnam stock market sank in red, which is similar to Asian stocks amid fears that the US fiscal stimulus package might be delayed. VietinBank (CTG, -6.2%), Prosperity Bank (VPB, -5.7%), and Bank for Investment & Development (BID, -4.6%) continued to closed down on concerns over bad debts as banks would have to reorganize debt groups for more accurate asset quality assessment. The Vietnam Sugarcane and Sugar Association found that the amount of smuggled sugar into Vietnam in the first half of January tended to decrease, which helped to raise sugar prices and benefit Son La Sugar (SLS, +1.1%) and Quang Ngai Sugar (QNS, -1.0%). Vietnam Airlines (HVN, -3.4%) and Vietjet (VJC, -1.9%) corrected after the World Health Organization gave another warning about the rapid spread of Coronavirus. Foreign investors netsold, focusing on Hoa Phat Group (HPG, -3.2%), Vinamilk (VNM, -1.4%) and PV Gas (GAS, -1.7%).

#### VN Index & HNX Index

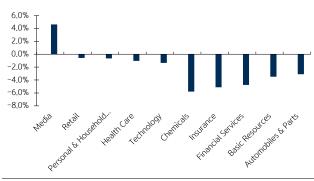


# USD/VND & 10-year government bond rates



# 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 1,125.09P (-2.53%)
VN30 futures 1,133.0P (-3.42%)
Open 1,171.8P
High 1,173.3P
Low 1,115.0P

Futures declined, following the slump in Asia market. The basis opened at 17.01bps and narrowed down to 7.91bps ATC when locals accelerated short positions. Foreigners were net sellers and market liquidity increased sharply.

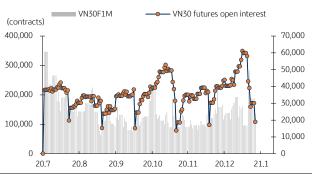
Contracts 243,738 (+81.0%)

# VN30 futures & VN30 index



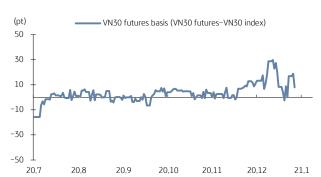
#### Source: bloomberg, No Securices victilain

## VN30 futures volume & open interest



Source: Bloomberg, KB Securities Vietnam

# Front month VN30 futures basis



Source: Bloomberg, KB Securities Vietnam

## Vietnam ETFs - 3-mth cumulative net buy

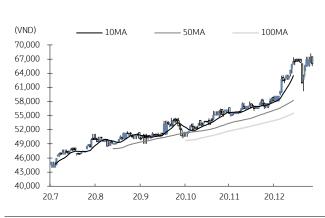


Source: FiinPro, KB Securities Vietnam

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# **Market Movers**

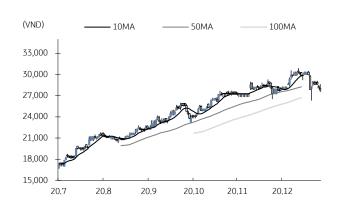
# FPT Group (FPT)



Source: Bloomberg, KB Securities Vietnam

- FPT closed down 1.5% to VND66,000
- FPT announced 2020 earnings of VND5,261 billion (+12.8% YoY) on revenue of VND29,830 billion (+7.6% YoY). 56% or VND16,805 billion of this was contributed by technology sector (+6.5% YoY), and 39% or VND11,466 billion was from telecoms (+10.3% YoY).

# Asia Commercial Bank (ACB)



Source: Bloomberg, KB Securities Vietnam

- ACB closed down 1.1% to VND27,800
- ACB's consolidated 4Q earnings are VND2,549 billion (+63.2% YoY). Accordingly, the bank's profit for the whole year reach VND7,683 billion (+27.8% YoY), credit growth is 15.9% and NPL ratio rises from 0.54% to 0.6%.

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# Phu Nhuan Jewelry (PNJ)

# December earnings up single digit

# December earnings up 6.8% YoY on sharp rise in operating expenses

— December monthly earnings rose by 6.8% YoY to VND130 billion as the sharp 34.0% YoY rise in operating expenses offset the 14.4% YoY increase in monthly sales to VND2,206. Year—to—date profits remain down 10.4% YoY to VND1,069 billion on essentially flat sales that are up a mere 1.7% YoY to VND17,511 billion. By division, December monthly retail sales rose by 28.6% YoY while gold bar sales were down by 9.8% YoY and wholesale sales fell by 10.6% YoY (implying that PNJ's storefronts outperformed industry competitors). The December gross profit margin remained steady at 17.7% compared to a year ago. Year—to—date performance has already reached 128% of management's full—year earnings target and 121% of its annual sales goal and largely met the 2020E consensus for sales and earnings. We expect PNJ's performance in 2021E to be supported by: 1) continued recovery in consumer demand post pandemic; and 2) a bigger marketing push especially in light of PNJ's improved digital capabilities.

# Management slowing new store openings to optimize sales per store

— While overall demand in the jewelry market has not fully recovered yet – as seen in weak wholesale sales and slower pace of new store openings – PNJ is outpacing peers and using its leading position to prepare for 2021E recovery. New store openings slowed further to optimize revenue per store with only two new *PNJ Gold* store locations in December with twenty–nine new stores opened this year or 94% of plan. Total stores at the end of December numbered 339 locations, including 299 *PNJ Gold*; 33 *PNJ Silver*; 4 *CAO Fine Jewelry*; 3 *PNJ Art* and 66 shop–in–shop *PNJ Watch* locations.

#### Management will assess market conditions before setting its business plan for 2021E

— As Q1 and Q4 are normally the high seasons for jewelry, management will monitor market conditions and consumer demand in the current quarter, especially during Tet, to set PNJ's 2021E performance targets. New business initiatives may include: 1) upgrading well-performing PNJ Gold stores; 2) scaling up Style by PNJ; and 3) launching installment programs via credit card and consumer finance companies.

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# **KBSV Model Portfolio**

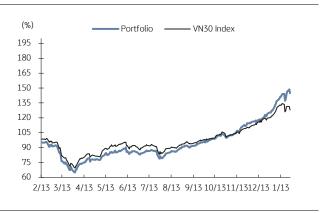
**KBSV Research Team** 

# 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	-2.53%	-2.51%
Cum, return	27.99%	44.85%

# Performance vs VN30 Index



# KBSV domestic model portfolio

Ticker	Inclusion date	Close 21/01/26	Daily return (%)	Cumulative return (%)	M ain investment catalysts
**					- Optimizing revenue from DMG & TGDD chains
Mobile World (MWG)	19/08/09	132,000	0.0%	13.9%	- 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
Name I amandament					- Leader in mid- to high-end housing & Japanese partners for large urban area (UA) projects
Nam Long Invest (NLG)	19/06/03	33,900	-3.7%	38.6%	- 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	85,000	-2.3%	10.9%	- Strongest customer base to capture lucrative watch segment (5%of sales by 2022E)
(PNJ)					- Core business activities growing again after the "ERP" incident
					- Military Insurance Corporation (MIC) non-life premiums to boost 2019 non-bank income
Military Bank (MBB)	18/12/18	25,600	1.6%	50.7%	- Retail Ioan mix (Mcredit) supports 4%NIM against pricing competition (ACB/MBB)
(IVI DD)					- M credit work-in-progress but low-cost funding from Shinsei triples key cash loan mkt
54:5:5					- Office lease management & E-town Central occupancy generates stable cash flow
Refrig Elec Eng (REE)	18/10/11	53,400	-1.7%	57.1%	- Strategic investments in utility industry provides stable/long-term dividend stream
FPT Corp					- Software outsourcing foothold in Japan/US/Asia-Pacific/EU drives 25%overseas CAGR
(FPT)	18/09/06	66,000	-1.5%	97.1%	- Telecoms stable 15%growth/solid subscriber growth & profitable Pay-TV from 2020E
(111)					- 20%+ earnings momentum by 2020E
Mintin Book					- Building on strong earnings recovery in 2019 & optimistic outlook for 2020
Vietin Bank (CTG)	01/31/2020	34,500	-6.3%	41.4%	- Growing expectations for capital increase in 2020 to offset loan-growth concerns
(010)					- Already improved asset quality and benign credit risks for 2020
					- Gain benefit from growing LNG demand
PV Gas (GAS)	20/12/11	83,300	-1.7%	13.5%	- Expectation on global oil price recovery
(GAS)					- Attractive valuation
					- Steel consumption starts to rebound
Hoa Pha Group (HPG)	19/12/04	42,300	-3.2%	116.5%	- 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	42,550	-6.5%	210.6%	- 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)
SHB	-3.0%	99.4%	148.5
BVS	1.3%	100.0%	60.6
VIG	-1.5%	18.8%	34.1
MBS	-3.2%	98.6%	26.8
HHG	1.6%	34.8%	16.4
	Chg	For, own	Net sell
Ticker	(%)	(%, -1d)	(VND bn)
HPG	-3.2%	31.7%	-91.4
VNM	-0.5%	57.8%	-86.2
GAS	-1.4%	7.7%	-34.9
PLX	-2.4%	3.1%	-33.5
DXG	2.8%	44.7%	-31.8

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst weekly performance

	, .	
	Chg	Key
Top 5 best performers	(%)	stocks
Personal & Household Goods	10.3%	PNJ, TCM
Retail	8.0%	MWG, ABS
Technology	6.9%	FPT, SAM
Construction & Materials	4.2%	VGC, HBC
Automobiles & Parts	3.8%	DRC, CSM
	Chg	Key
Top 5 worst performers	(%)	stocks
Insurance	-6.3%	BVH, BMI
Financial Services	-5.4%	SSI, FIT
Chemicals	-3.8%	GVR, PHR
Oil & Gas	-1.9%	PVD, PLX
Health Care	-1.8%	DCL, DHG

Source: Bloomberg, KB Securities Vietnam

Hanoi - Net foreign buys/sells

	Chg	For, own	Net buy
Ticker	(%)	(%, -1d)	(VND bn)
NVB	-0.8%	5.3%	8.0
SHS	-9.8%	3.4%	-1.0
VCS	-4.4%	7.1%	0.6
ACM	10.0%	3.1%	0.4
IDJ	-4.7%	3.9%	0.4
	Chg	For, own	Net sell
Ticker	(%)	(%, -1d)	(VND bn)
SHB	-1.8%	6.0%	-20.3
BVS	-9.7%	8.9%	-2.4
VIG	-9.3%	4.1%	-1.6
MBS	-8.6%	14.8%	-1.2
HHG	8.3%	4.9%	-0.4

Source: FiinPro, KB Securities Vietnam

# Sectors - Top 5 best/worst monthly performance

	Chg	Key
Top 5 best performers	(%)	stocks
Personal & Household Goods	16.0%	TCM, PNJ
Automobiles & Parts	15.3%	TCH, DRC
Technology	14.1%	FPT, SAM
Retail	10.8%	MWG, ABS
Real Estate	7.9%	VHM, BCM
	Chg	Key
Top 5 worst performers	(%)	stocks
Insurance	-9.2%	BVH, BMI
Utilities	-2.2%	GAS, GEG
Media	-1.6%	YEG, AAA
Oil & Gas	-1.5%	PLX, PVD
Health Care	-1.4%	DCL, DHG

Source: Bloomberg, KB Securities Vietnam

Vietnam - Focus stocks

Sector	Code	Company name	Price	Mkt cap	Trading value	value -	P/E(X)		EPS	ROE	(%)	P/B	(X)	Performance (%)			
Sector	Code		Price	(VNDbn, USDmn)	(VNDmn, USDmn)	avail (%, - 1d)	20E	21E	CAGR (%)	20E	21E	20E	21E	1D	1W	1M	ΥT
	VIC	VINGROUP JSC	101,500	343,317 (14.882)	125,064	22.7	60.8	41.6	14.2	6.4	8.5	3.6	3.2	-3.1	-1.2	-4.2	-
	VHM	VINHOMES JSC	98,000	322,372 (13.974)	263,446 (11.4)	26.8	12.1	10.3	34.2	36.8	30.8	3.8	2.8	-1.5	1.2	11.9	
Real	VRE	VINCOM RETAIL JS	37,000	84,076 (3.645)	264,324 (11.5)	17.5	37.1	26.8	-11.8	8.2	10.8	2.9	2.7	-2.1	-0.8	21.5	
estate	NVL	NO VA LAND INVES	81,000	86,180 (3.736)	370,925 (16.1)	31.7	21.0	20.1	3.1	14.7	13.5	3.0	2.6	1.3	17.0	23.2	
	KDH	KHANGDIENHOUSE	34,800	19,446 (843)	47,421 (2.1)	11.0	17.9	15.6	13.9	14.0	15.1	2.4	2.2	-2.0	9.1	22.3	
	DXG	DATXANH GROUP	22,000	11,402 (494)	197,341 (8.6)	14.2	11.1	10.8	-	13.7	12.1	1.4	1.3	2.8	27.2	44.7	
	VCB	BANK FOR FOREIGN	100,900	374,226 (16.222)	101,894	6.3	19.0	15.0	17.8	19.3	20.7	3.2	2.8	-1.6	1.9	3.4	
	BID	BANK FOR INVESTM	42,550	171,137 (7.418)	101,607	12.6	30.6	19.2	-7.2	9.3	12.2	2.1	2.0	-4.6	-6.0	-8.7	
	TCB	VIETNAM TECHNOLO	35,000	122,672 (5.318)	551,920 (23.9)	0.0	10.9	9.5	9.3	16.8	16.4	1.7	1.4	-2.2	3.2	18.4	
	CTG	VIETNAM JS COMM	34,500	128,457 (5.568)	344,519 (14.9)	1.3	13.6	10.3	31.2	12.6	14.8	1.5	1.4	-6.3	-3.9	-0.6	
Deelse	VPB	VIETNAM PROSPERI	33,850	83,093 (3.602)	197,902	0.0	7.8	7.0	18.8	18.5	17.2	1.3	1.1	-5.7	-0.1	4.2	
Banks	MBB	MILITARYCOMMERC	25,600	71,648	493,291	0.0	7.9	6.6	14.6	17.9	18.1	1.3	1.1	1.6	4.9	11.8	
	HDB	HDBANK	24,500	39,047	142,087	4.1	8.6	7.3	24.7	19.2	19.0	1.5	1.3	-4.5	-3.4	2.1	
	STB	SACOMBANK	18,100	32,646	629,864	14.0	14.6	11.0	32.4	8.4	9.9	1.1	1.0	-6.5	-5.7	6.8	
	TPB	TIEN PHONG COMME	26,700	27,545	93,469	0.0	7.6	6.4	37.5	19.9	19.7	1.4	1.2	-2.2	-4.5	-1.7	
	EIB	VIETNAM EXPORT-I	18,800	23,113	12,694	0.0	27.1	30.9	13.6	5.3	4.4	1.4	1.3	-6.0	-6.9	-1.6	
	BVH	BAOVIETHOLDING	60,500	44,911 (1.947)	81,302 (3.5)	20.8	35.8	28.7	4.0	6.6	8.2	2.3	2.1	-5.5	-6.9	-2.3	
Insurance	ВМІ	BAOMINHINSURANC	27,400	2,503	27,922	14.9	13.2	10.8	8.4	9.4	11.1	1.1	1.0	-5.2	-7.1	-7.7	
	SSI	SSISECURITIESC	32,000	19,168	431,403	55.0	16.6	15.6	-4.1	10.3	11.7	-	-	-5.0	-5.3	5.6	
	VCI	VIET CAPITAL SEC	56,600	9,373	93,356	73.6	-	-	-4.0	13.0	-	-	-	-6.1	-6.4	7.4	
Securities	НСМ	HOCHI MINH CITY	29,800	9,090	185,364	51.8	-	-	-19.0	17.1	-	-	-	-5.1	-3.9	-3.9	
	VND	VNDIRECTSECURIT	26,100	5,442	157,596	25.7	-	-	-	7.4	11.2	-	-	-6.5	-8.6	-9.5	
	VNM	VIETNAM DAIRYP	106,700	222,965	298,662	42.2	21.8	19.6	6.8	38.9	39.1	7.6	6.9	-1.4	-0.9	-2.1	
Consumer	SAB	SAIGON BEER ALCO	190,000	121,843	31,196	36.9	28.7	23.4	3.5	22.4	24.9	5.9	5.3	-2.1	-1.6	-4.0	
staples	MSN	MASAN GROUP CORP	95,500	112,182	212,338	17.0	103.3	42.4	-52.5	3.5	9.7	3.6	3.3	-1.5	5.1	15.8	
	HNG	HOANG ANH GIA LA	12,700	14,079	152,249	48.7	-	-	-	-	-	-	-	-6.3	-12.1	-10.6	
	VJC	VIETJETAVIATION	131,000	68,623 (2.975)	89,158 (3.9)	11.1	-	31.5	-	-4.3	14.1	4.7	4.2	-1.9	2.4	4.1	
Industrials transport)	GMD	GEMADEPTCORP	32,200	9,704	139,391	10.6	23.6	21.5	-53.1	7.1	7.5	1.6	1.5	-0.9	-0.9	0.2	
anopurt j	CII	HOCHIMINHCITY	21,900	5,231 (227)	70,182	40.4	11.5	10.8	136.8	9.1	8.9	1.0	0.9	-3.9	-4.8	10.9	
	ROS	FLC FAROS CONSTR	4,880	2,770	90,746	45.8	-	-	-	-	-	-	-	6.8	34.1	98.4	_
		VIETNAM ELECTRIC	21,500	(120) 10,362	(3.9) 201,288	37.2	29.5	12.4	-17.7	11.3	12.4		-	-4.7	-3.2	-6.9	
Industrials	GEX	VIETNAMELECTRIC	21,000	(440)	(0.7)												
Industrials (capital goods)	GEX CTD	COTECCONS CONSTR	79,200	(449) 6,042 (262)	(8.7) 111,785 (4.8)	3.0	12.1	11.0	-40.4	6.3	6.5	0.7	0.7	-1.6	1.1	7.0	

Source: Bloomberg, KB Securities Vietnam

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Vietnam - Focus stocks

Sector	Code	Company name	Price	Mkt cap (VNDbn,	Trading value	For avail	P/E	( X )	EPS CAG	ROE	(%)	P/B	( X)	Performance (%)			
Sector	Code	Company name	FIICE	(VNDBn, USDmn)	(VNDmn, USDmn)	avaii (%, -1d)	20E	21E	R (%)	20E	21E	20E	21E	1D	1W	1M	YTD
	GAS	PETROVIETNAM GAS	83,300	159,432 (6.911)	100,439	46.0	19.6	16.3	-14.9	17.0	23.1	3.2	3.3	-1.7	-2.0	-1.1	-3.
Utilities	NT2	PETROVIETNAMNHO	24,500	7,053	19,916	30.9	10.4	8.7	-10.5	16.9	20.3	1.7	1.7	1.7	3.8	-0.8	-0.
	PPC	PHA LAITHERMAL	28,150	9,025	13,668	33.9	10.8	10.8	-5.3	14.4	14.3	1.5	1.5	0.2	12.6	17.3	15
	HPG	HOA PHATGRP JSC	42,300	140,152 (6.075)	868,155 (37.6)	17.3	12.2	9.6	15.9	21.1	22.1	2.6	2.1	-3.2	1.7	3.8	2
	DPM	PETROVIETNAM FER	17,600	6,887	57,928	36.3	9.7	10.7	8.0	9.7	8.9	0.8	0.8	-4.9	-5.9	-5.9	-6
Materials	DCM	PETROCA MAU FER	13,900	7,359	59,182 (2.6)	46.0	13.0	17.1	-2.1	10.1	7.8	1.2	1.2	-3.5	-2.5	0.7	-0
	HSG	HOA SEN GROUP	25,150	11,174	195,782	37.7	9.7	8.7	67.9	15.9	15.5	1.5	1.3	-6.3	3.1	13.0	13
	AAA	ANPHATBIOPLAST	14,400	3,193	54,929	97.0	7.9	8.4	38.5	11.7	10.1	0.9	0.9	-2.0	0.0	2.9	0
	PLX	VIETNAM NATIONAL	52,600	64,110 (2.779)	56,000	4.3	61.0	19.5	-44.1	4.9	15.3	2.8	2.5	-2.4	-0.8	-0.9	-3
Energy	PVD	PETROVIETNAM DRI	19,350	8,149 (353)	241,400	40.1	61.7	60.8	-6.2	0.9	0.9	0.6	0.6	-7.0	-10.2	34.4	19
	PVT	PETROVIETTRANSP	17,800	5,761	106,149	35.7	11.2	10.9	-8.6	11.1	10.4	1.1	1.0	-4.8	7.2	36.4	27
	MWG	MOBILEWORLDINV	132,000	61,608 (2.671)	148,743	0.0	15.3	11.7	13.6	28.3	28.3	3.9	3.1	0.0	10.0	11.4	11
	PNJ	PHUNHUANJEWELR	85,000	19,333	58,301	0.0	15.9	12.6	7.0	22.9	23.3	3.3	2.6	-2.3	7.6	9.4	4
Consumer discretionary	YEG	YEAH1GROUP CORP	46,200	1,445	3,236	70.5	19.4	14.2	-28.1	6.7	8.5	1.2	1.2	3.4	6.2	-2.5	0
,	FRT	FPT DIGITAL RETA	30,500	2,409	70,662	31.2	72.7	21.7	-48.9	2.8	9.3	2.0	1.9	-6.7	-4.5	-2.7	-4
	PHR	PHUOC HOA RUBBER	64,000	8,672	70,473	35.0	9.1	16.2	41.1	32.6	16.9	2.5	2.6	-2.1	-5.2	-0.6	1
	DHG	DHGPHARMACEUTIC	102,000	13,336	2,018	45.3	17.5	16.9	10.7	20.3	19.7	3.3	3.0	-1.4	-1.0	-2.5	-1
Healthcare	PME	PYMEPHARCOJSC	72,300	5,423	648	11.7	-	-	1.7	-	-	-	-	0.1	-2.0	-5.2	-5
IT	FPT	FPTCORP	66,000	51,738 (2.243)	143,758	0.0	15.3	13.0	19.4	23.5	25.4	3.2	2.8	- 1.5	6.5	14.6	1

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 Underperform the market

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