

VIETNAM DAILY

[Market Commentary]

Both exchanges saw a decline given the increasing sell-down of large caps to the close, despite the positive news from domestic and regional markets.

[Futures/ETFs]

Futures contracts were mixed with F2001 & F2002 dropping, F2003 gaining, and F2006 staying flat amid low liquidity.

[Market Movers] PC1, HBC

[Company Updates] November exports (VHC)

Dec 26, 2019

		Chg
	Index	(%, bp)
Ho Chi Minh	958.59	-0.24
VN30	872.07	-0.13
VN30 futures	871.10	-0.31
Hanoi	102.32	-0.59
HNX30	180.33	-0.43
UPCoM	55.66	+0.11
USD/VND	VND23,173	-0.00
10-yr govt bond (%)	3.41	-2
Overnight rate (%)	1.89	-18
Oil (WTI, \$)	61.06	+0.00
Gold (LME, \$)	1,504.21	+0.29



Market Commentary

	958.59P (-0.24%) s) 160.4 (-17.9%)
Value (U\$mn)	
HNXIndex	102.32P (-0.59%)
Volume (mn shr	rs) 21.3 (-23.8%)
Value (U\$mn)	7.3 (-29.3%)
UPCoM	55.66P (+0.11%)
Volume (mn shr	s) 9.1 (+48.5%)
Value (U\$mn)	5.3 (+41.1%)

Both exchanges saw a decline given the increasing sell-down of large caps to the close, despite the positive news from domestic and regional markets. Market liquidity plummeted and market breadth favored laggards. Large caps, such as Vingroup (VIC), Vietcombank (VCB), & PetroVietnam Gas (GAS), underperformed. The VN30 saw 10 gainers & 18 laggards. Speculative stocks like FLC Faros Construction (ROS), CFS Investment & Import Export Trading (KLF), FLC AMD Mining & Investment (AMD), & An Duong Thao Dien (HAR) fall sharply today. Foreign investors net-bought at modest trading volume, focusing on Masan Group (MSN), Hoa Phat Group (HPG), & Vincom Retail (VRE).

VN Index & HNX Index

Net foreign buy (U\$mn)



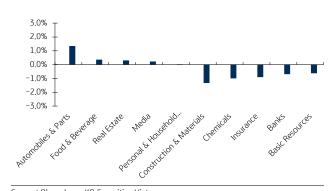
+2.9

Source: Bloomberg, KB Securities Vietnam

USD/VND & 10-year government bond rates



VN Index sector performance



Vietnam – 3-mth cumulative net foreign buy



Futures/ETFs

VN30	872.07P (-0.13%)
VN30 futures	871.1P (-0.31%)
Open	874.0P
High	877.5P
Low	871.1P
Contracts	72,636 (+6.7%)
Open interest	N/A

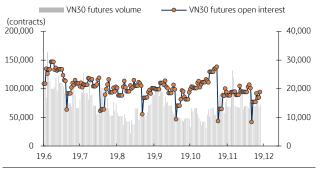
Futures contracts were mixed with F2001 & F2002 dropping, F2003 gaining, and F2006 staying flat amid low liquidity. Market liquidity recovered slightly, mainly focusing on F2001. Bid & ask volumes were low, with ask volume outweighing. Foreign investors net bought at low volume in F2001. The VN30 futures basis decreased to (-0.97) - 11 points, partly showing a cautious sentiment about VN30 index in the coming sessions.

VN30 futures & VN30 index



Source: Bloomberg, KB Securities Vietnam

VN30 futures volume & open interest



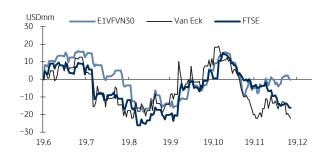
Source: Bloomberg, KB Securities Vietnam

Front month VN30 futures basis



Source: Bloomberg, KB Securities Vietnam

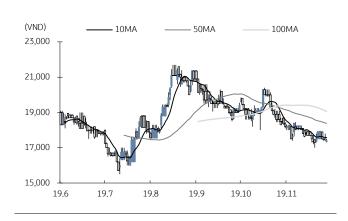
Vietnam ETFs - 3-mth cumulative net buy



Source: FiinPro, KB Securities Vietnam

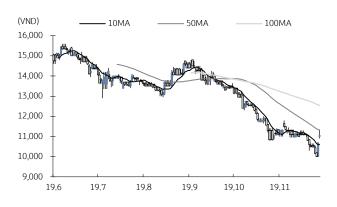
Market Movers

Power Construction JSC No.1 (PC1)



Source: Bloomberg, KB Securities Vietnam

Hoa Binh Construction Group (HBC)



- PC1 shares closed down by 0.9% to VND17,400.
- PC1 signed an EPC package contract Designing, supplying and constructing transmission lines and substations of Tra Vinh Wind Power Plant Project, with a total contract value of over USD 12.5 million.
- Tra Vinh Wind Power Plant is built on an area of about 1,200 hectares of water surface and land, with 12 wind turbines, capacity of 48 MW, and power supply of over 180 million KW/hour.
- With a total investment capital of over VND2,400 billion (or USD 120 million), the project should be completed by the end of the 4Q20.

- HBC shares closed up by 3.3% to VND11,050.
- On December 25, 2019, HBC started the construction of COBI CIF Trade Center in Long Hau Industrial Park, Can Giuoc District, Long An Province.
- HBC, the general contractor the VND466 billion project, expects to finish the construction in 11 months.

Dec 25, 2019

Fisheries & Pharmaceuticals Analyst Nguyen Thanh Danh danhnt@kbsec.com.vn

November exports (VHC)

Cannot escape from negative growth in 2019

November 2019 exports values down again versus 2018

- VHC's export values for November 2019 reached USD33 million, down 13% YoY. VHC's export values of *pangasius* still decreased versus the same period in 2018 given *pangasius* prices on the main export markets have not been improved. Input *pangasius* prices stayed low at VND18,500/kg, which may make export *pangasius* prices rebound in a short term. Moreover, *pangasius* fingerlings prices are trading at three-year lows since mid-2019, so there may be a shortage of fingerlings in 2020.
- Export values for VHC totaled USD 296 million in the first 11 months of the year and down 13% over the same period last year. *Pangasius* exports to the US market of the whole Vietnamese *pangasius* industry reached only USD285.5 million in the first 11 months of 2019, down 47.7% YoY. VHC has made efforts in transferring the export revenue proportion from the US market to China and Europe markets, but only gained insignificant results. As a result, VHC was not successful to escape the negative growth this year.

Paying dividends in 2019 by 1: 1 ratio

 — VHC decided to pay dividends in 2019 by the ratio of 1: 1, with the final registration date on December 31, 2019.

VHC expects to meet the earnings guidance for 2019

We still believe that VHC will complete its profit plan in 2019 as the prices of input *pangasius* remained low in 4Q19. With 9-month after-tax profit of VND 981 billion, VHC has met 78% of the 2019 earnings targets.

Fig 1. VHC export value by months during 2018-2019



Source: VHC, KB Securities Vietnam

Fig 2. VHC export value by years



Source: VHC, KB Securities Vietnam

т

KBSV Model Portfolio

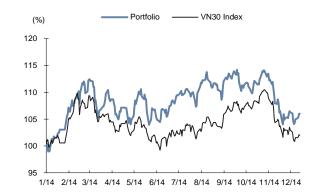
KBSV Research Team

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	-0.13%	-0.37%
Cum. return	2.00%	6.02%

Performance vs VN30 Index



KBSV domestic model portfolio

Ticker	Inclusion date	Close 19/12/26	Daily return (%)	Cumulative return (%)	Main investment catalysts
					- Optimizing revenue from DM G & TGDD chains
Mobile World (MWG)	19/08/09	113,300	-0.5%	-1.7%	- BHX expects to reach break-even point soon at stores and distribution centers
(11110)					- In the long term, BHX aims to capture 10-15% of the food retail market
N					- Leader in mid- to high-end housing & Japanese partners for large urban area (UA) projects
Nam Long Invest (NLG)	19/06/03	27,300	-0.2%	2.1%	- 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	85,600	0.1%	11.5%	- 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	20,850	-0.7%	6.5%	- Retail loan mix (Mcredit) supports 4%NIM against pricing competition (ACB/MBB)
					- M credit work-in-progress but low-cost funding from Shinsei triples key cash loan mkt
					- Office lease management & E-town Central occupancy generates stable cash flow
Refrig Elec Eng (REE)	18/10/11	35,500	-0.3%	4.7%	- Strategic investments in utility industry provides stable/long-term dividend stream
EDT O					- Software outsourcing foothold in Japan/US/Asia-Pacific/EU drives 25% overseas CAGR
FPT Corp (FPT)	18/09/06	57,400	-0.2%	49.4%	- Telecoms stable 15% growth/solid subscriber growth & profitable Pay-TV from 2020E
(1 F 1)					- 20%+ earnings momentum by 2020E
					- New business key stock driver & clarity on real estate projects/VIG stake positive catalysts
Gemadept Corp	18/08/22	23,500	-1.9%	-10.1%	- Nam Dinh Vu Phase 1 boosts handling capacity by 60% (occupancy 19E 80% 20E 100%)
(GMD)					- 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	17,400	-0.9%	-7.4%	- Expect strong growth in power construction segment from investment demand from EVN
(PC1)					- Output at PC1's hydroelectric plants expected to increase sharply in 2020
					- Steel consumption starts to rebound
Hoa Pha Group	19/12/04	23,000	-0.6%	-1.3%	- Construction steel prices show signs of rising again
(HPG)					- Increased capacity from Dung Quat project helps HPG expand market share
Petro Tech					- Despite strong share price rebound in early 2019, 2019 P/E still below regional peers
Services (PVS)	18/08/15	17,700	0.0%	0.2%	- 9% EPS CAGR from Sao Vang- Dai Nguyet, Gallaf, Block B, White Lion Phase 2 projects

Market Monitors

Ho Chi Min – Net foreign buys/sells

	Chg	For. Ownership	Net buy
Ticker	(%)	(%)	(VND bn)
MSN	2.3%	39.0%	43.1
HPG	-0.7%	37.9%	18.2
VRE	1.5%	32.8%	12.0
DXG	2.8%	45.4%	11.1
ROS	-6.9%	4.1%	7.6
	Chg	For. Ownership	Net sell
Ticker	(%)	(%)	(VND bn)
VIC	-0.1%	14.9%	-18.6
VHM	0.6%	15.0%	-12.0
VPI	0.1%	6.4%	-10.4
VCB	-0.6%	23.9%	-6.4

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst weekly performance

-		
	Chg	Key
Top 5 best performers	(%)	stocks
Automobiles & Parts	6.3%	TCH, DRC
Personal & Household Goods	2.8%	PNJ, TLG
Banks	2.5%	BID, VCB
Technology	2.5%	FPT, SGT
Retail	2.1%	MWG, DGW
	Chg	Key
Top 5 worst performers	(%)	stocks
Insurance	-4.1%	BVH, BMI
Chemicals	-3.0%	PHR, AAA
Construction & Materials	-2.4%	ROS, CTD
Health Care	-0.7%	IMP, DBD
Food & Beverage	-0.2%	VNM, GTN

Source: Bloomberg, KB Securities Vietnam

Hanoi – Net foreign buys/sells

	Chg	For. Ownership	Net buy
Ticker	(%)	(%)	(VND bn)
IDC	0.0%	0.3%	0.6
TIG	-1.5%	15.8%	0.5
LAS	0.0%	5.3%	0.2
NRC	0.0%	24.2%	0.1
PVS	0.0%	21.7%	0.1
	Chg	For. Ownership	Net sell
Ticker	(%)	(%)	(VND bn)
HUT	0.0%	23.6%	-0.7
NTP	0.9%	20.6%	-0.4
PTI	6.9%	38.0%	-0.1
	0.0%	0.5%	-0.1
VCG	0.0%	0.5%	0.1

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst monthly performance

	Chg	Key
Top 5 best performers	(%)	stocks
Automobiles & Parts	5.8%	TCH, DRC
Banks	3.3%	VCB, BID
Retail	3.0%	MWG, CMV
Technology	2.0%	FPT, ST8
Personal & Household Goods	1.7%	PNJ, TLG
	Chg	Кеу
Top 5 worst performers	(%)	stocks
Media	-10.8%	YEG, PNC
Chemicals	-5.8%	PHR, AAA
Construction & Materials	-4.9%	ROS, CTD
Food & Beverage	-3.8%	MSN, VNM
Oil & Gas	-3.6%	PVD, PLX

Vietnam – Focus stocks

Soctor	Cada	Cada Campanyana -		Mkt cap	Trading value	For	PER	(X)	EPS	ROE	(%)	P/B	(X)	F	Performa	nce(%)	
Sector	Code	Company name	Price	(VNDbn, USDmn)	(VNDmn, USDmn)	avail (%,-1d)	19E	20E	CAGR (%)	19E	20E	19E	20E	1D	1W	1M	ΥT
	VIC	VINGROUP JSC	115,400	388,734 (16.775)	48,944 (2.1)	21.8	74.3	43.7	44.1	6.1	8.1	5.0	4.5	-0.1	-0.3	0.2	
	VHM	VINHOMES JSC	84,200	276,977 (11.952)	155,541 (6.7)	34.0	14.7	10.5	35.0	33.5	35.9	4.7	3.2	0.6	0.4	-9.8	
Real	VRE	VINCOM RETAIL JS	33,300	75,668 (3.265)	117,517 (5.1)	16.2	28.0	22.0	18.3	9.6	10.8	2.6	2.4	1.5	2.8	-2.3	
estate	NVL	NO VA LAND INVES	56,900	54,001 (2,330)	18,706 (0.8)	32.2	18.5	17.6	-4.3	14.6	12.1	2.3	-	0.7	2.2	0.7	
	KDH	KHANG DIEN HOUSE	26,850	14,618 (631)	7,906 (0.3)	4.5	15.7	12.0	20.7	12.9	15.0	2.0	1.8	0.0	2.1	1.1	
	DXG	DATXANHGROUP	14,500	7,635 (325)	20,011 (0.9)	3.6	5.3	5.0	3.3	18.6	18.2	0.9	0.9	2.8	3.9	2.5	
	VCB	BANK FOR FOREIGN	89,400	331,574 (14,308)	44,837 (1.9)	6.1	20.2	15.7	24.5	24.5	24.5	4.1	3.2	-0.6	1.6	5.5	
	BID	BANK FOR INVESTM	44,200	177,773 (7,671)	30,421 (1.3)	12.0	28.2	20.2	15.9	12.9	14.1	2.3	2.1	-2.2	4.7	10.5	
	TCB	VIETNAM TECHNOLO	23,050	80,678 (3,481)	22,296 (1.0)	0.0	8.6	7.3	8.2	16.7	16.4	1.3	1.1	0.2	3.1	-1.7	
	CTG	VIETNAM JS COMM	20,600	76,702 (3,310)	47,272 (2.0)	0.6	10.3	8.3	30.5	10.8	13.4	1.0	0.9	0.0	2.2	-2.8	
Banks	VPB	VIETNAM PROSPERI	19,700	48,024 (2.072)	24,479 (1.1)	0.0	6.2	5.2	13.0	20.6	20.6	1.2	1.0	0.8	2.6	-3.7	
	MBB	MILITARYCOMMERC	20,850	48,490 (2,092)	65,027 (2.8)	0.0	6.4	5.6	17.9	21.1	20.9	1.2	1.1	-0.7	0.7	-7.9	
	HDB	HDBANK	26,500	25,996 (1,122)	32,874 (1.4)	6.4	8.2	7.0	12.8	18.7	19.5	1.4	1.3	-0.7	1.1	-4.7	
	STB	SACOMBANK	10,100	18,217 (786)	21,629	11.6	8.3	6.2	56.6	8.6	10.3	0.7	0.6	0.0	1.7	-0.5	
	TPB	TIEN PHONG COMME	21,150	17,482 (754) 21,023	3,356 (0.1) 1,312	0.0	7.0	5.5	33.5	21.8	22.4	1.4	1.1	0.7	1.7	-3.4	
	EIB	VIETNAM EXPORT-I	17,100	(907) 50,478	(0.1) 15,170	0.0	27.4	26.6	9.4	5.1	8.0	1.3	1.3	-0.6	3.0	-0.9	
Insurance	BVH	BAOVIETHOLDING	68,000	(2,178) 2,298	(0.7) 696	23.6	39.5	29.7	19.2	8.3	9.6	2.8	2.6	- 1.0	-4.9	-4.8	
	BMI	BAOMINHINSURANC	25,150	(099) 9,272	(0.0)	11.5	13.5	-	-	7.9	-	-	-	-0.6	1.0	-3.8	
	SSI	SSI SECURITIES C	18,250	(400) 4,848	(1.0) 2,280	44.9	4.5	4.1	33.9	9.6	10.5	0.9	0.8	0.3	0.8	-8.8	
Securities	VCI	VIET CAPITAL SEC	29,500	(209) 6,355	(0.1) 16,346	62.9	7.8	8.1	- 14.5	16.0	13.9	1.2	1.1	- 1.0	-1.7	- 10.9	
	HCM	HOCHIMINHCITY	20,800	(274) 3,003	(0.7) 2,600	43.2	17.7	12.2	- 16.4	9.8	11.5	1.5	1.4	-0.5	-2.3	- 13.3	
	VND	VNDIRECTSECURIT	14,400	(130)	(0.1)	8.7	9.5	8.3	-4.2	11.4	12.3	0.9	0.9	-0.3	- 1.0	2.9	
	VNM	VIET NAM DAIRYP	117,000	(8.792) 149,675	(4.6) 8,066	41.4	20.9	19.7	6.9	38.7	38.1	7.3	6.6	0.0	-2.3	-4.9	
Consumer staples	SAB	SAIGON BEER ALCO	233,400	(6.459) 66,630	(0.3) 92,105	36.7	29.7	24.1	25.1	33.5	36.0	8.8	7.7	0.4	0.2	1.5	
	MSN	MASAN GROUP CORP	57,000	(2.875) 15,686	(4.0) 4,496	10.1	14.8	12.7	- 1.7	13.9	14.5	2.0	1.7	2.3	2.5	-20.3	
	HNG	HOANG ANH GIA LA	14,150	(677) 75,276	(0.2) 60,328	48.6	-	-	-	-		-		0.0	0.0	-2.7	
ndustrials	VJC	VIETJETAVIATION	143,700	(3.248) 6,978	(2.6) 4,807	10.5	13.8	11.8	6.4	38.0	37.3	4.7	3.6	-0.1	0.8	0.3	
ransport)	GMD	GEMADEPTCORP	23,500	(301) 5,527	(0.2) 5,291	0.0	12.7	11.8	-44.5	9.5	9.7	1.1	1.1	-1.9	- 1.3	-2.9	
	CII		22,300	(238) 12,175	(0.2)	18.9	10.9	9.9	147.6	11.0	12.2	-	-	-1.3	-0.9	-5.7	
Industrials	ROS	FLC FAROS CONSTR	21,450	(525) 9,472	(33.5) 13,544	44.9	-	-	-	-	-	-	-	-6.9	-9.5	- 14.5	
(capital	GEX		19,400	(409) 4,211	(0.6) 3,557	33.6	7.8	9.8	-2.5	13.2	13.3	1.5	1.3	-1.3	- 1.5	-4.7	
goods)	CTD	COTECCONS CONSTR	55,200	(182) 11,007	(0.2) 19,510	1.3	6.3	6.6	-30.7	8.6	7.8	0.5	0.5	-0.5	-9.5	- 17.2	
	REE	REE	35,500	(475)	(0.8)	0.0	6.2	6.1	0.4	16.7	15.8	1.1	1.0	-0.3	-0.8	-2.7	

Vietnam – Focus stocks

Sector	Code	Company name	Price	Mktcap (VNDbn,	Trading value	For avail	PER	(X)	EP S C A G	ROE	(%)	P/B	(X)	P e	rforma	nce (%	.)
Sector	Code	company name	riice	(VNDBN, USDmn)	(VNDmn, USDmn)	avan (%, -1d)	19 E	20E	R (%)	19 E	20E	19 E	20E	1D	1W	1M	YTD
	GAS	PETROVIETNAM GAS	96,200	184,122 (7.945)	24,958 (1.1)	45.4	15.3	15.2	2.5	25.8	25.5	3.8	3.5	-0.7	0.4	-5.7	11
Utilities	NT2	PETROVIETNAMNHO	21,700	6,247 (270)	5,834 (0.3)	30.3	8.5	8.7	-2.6	19.8	18.4	1.6	1.6	0.2	-2.7	-4.8	- 11
	PPC	PHALAITHERMAL	26,900	8,624 (372)	8,514 (0,4)	32.8	9.5	9.4	-9.1	16.5	16.3	1.5	1.5	- 1.5	-5.6	- 1.8	48
	HPG	HOA PHAT GRP JSC	23,000	63,505 (2.740)	140,763 (6.1)	11.1	8.9	7.4	2.5	16.8	17.7	1.3	1.2	-0.6	0.9	1.5	-3
	DPM	PETROVIETNAM FER	13,350	5,224 (225)	3,077 (0.1)	30.1	20.7	11.8	- 16.2	3.5	6.2	0.7	0.7	-0.4	3.5	4.3	-40
Materials	DCM	PETROCA MAUFER	6,700	3,547 (153)	861 (0.0)	46.6	8.9	10.8	-	6.4	5.3	0.6	0.6	0.0	1.1	-2.5	-35
	HSG	HOA SEN GROUP	7,900	3,343 (144)	31,712 (1.4)	31.3	8.8	6.7	-6.4	6.7	8.0	0.5	0.5	-2.5	-2.8	4.2	33
	AAA	ANPHATPLASTIC	12,750	2,183 (094)	24,057 (1.0)	37.1	5.7	5.7	49.2	16.4	16.3	0.8	0.7	- 1.5	-5.9	- 10.2	- 13
	PLX	VIETNAM NATIONAL	55,900	66,566 (2.872)	7,201 (0.3)	6.6	17.1	16.6	10.2	19.4	20.0	3.1	3.1	-0.4	0.9	-5.6	ŧ
Energy	PVD	PETROVIETNAM DRI	14,900	6,275 (271)	24,922 (1.1)	28.8	39.0	28.3	21.2	1.3	1.8	0.5	0.5	0.3	-2.0	-3.9	1:
	PVT	PETROVIETTRANSP	16,650	4,686 (202)	4,287 (0.2)	17.2	9.0	6.7	6.9	13.4	13.8	0.9	0.8	1.5	0.3	-2.9	
	MWG	MOBILEWORLDINV	113,300	50,157 (2.164)	61,305 (2.6)	0.0	13.5	10.8	25.4	35.9	32.4	4.2	3.2	-0.5	3.0	-0.2	30
	PNJ	PHUNHUANJEWELR	85,600	19,276 (832)	31,731 (1.4)	0.0	17.2	14.4	20.7	27.8	28.2	4.2	3.4	0.1	5.0	2.8	22
Consumer discretionary	YEG	YEAH1GROUP CORP	38,400	1,133 (049)	945 (0.0)	68.0	-	23.1	-40.0	-4.1	3.6	0.9	0.8	0.3	- 1.5	- 15.0	-83
	FRT	FPT DIGITAL RETA	23,050	1,821 (079)	2,583 (0.1)	1.4	5.7	5.3	0.0	25.7	22.8	1.3	1.1	-2.7	-13.5	- 17.4	-6
	PHR	PHUOC HOA RUBBER	40,550	5,494 (237)	24,683 (1.1)	42.6	5.1	5.0	31.3	30.8	35.3	1.8	1.5	-2.1	-20.6	-28.1	2
Healthcare	DHG	DHGPHARMACEUTIC	92,000	12,029 (519)	1,122 (0.0)	45.6	20.2	18.9	4.0	20.1	20.0	3.6	3.4	-0.9	-0.8	-2.6	1
····	PME	PYMEPHARCOJSC	54,500	4,088 (176)	492 (0.0)	37.9	-	-	-	-	-	-	-	0.9	0.9	2.8	- 1
IT	FPT	FPTCORP	57,400	38,933 (1,680)	61,242 (2.6)	0.0	12.3	10.5	25.3	24.2	25.1	2.6	2.3	-0.2	2.9	0.5	4

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.