

VIETNAM DAILY

[Market Commentary]

The VN-Index was dragged down by the banking sector with increased liquidity

[Futures/ETFs]

Futures contracts moved against the uptrend of the underlying market

[Market Movers]

VNM, TNG

[Company Updates]

NLG

February 29, 2024

		Chg
	Index	(%, bp)
Ho Chi Minh	1,252.73	-0.15
VN30	1,265.75	+0.03
VN30 futures	1,262.80	-0.27
Hanoi	235.46	+0.13
HNX30	505.31	+0.27
UPCoM	90.63	+0.10
USD/VND	24,650	+0.09
10-yr govt bond (%)	2.35	+2
Overnight rate (%)	1.61	-24
Oil (WTI, \$)	78.32	-0.28
Gold (LME, \$)	2,034.94	+0.02



Market Commentary

VNIndex 1,252.73P (-0.15%) Volume (mn shrs) 1,013.0 (+25.0%) Value (U\$mn) 1,060.4 (+15.1%)

HNXIndex 235.46P (+0.13%) Volume (mn shrs) 96.2 (+0.3%) Value (U\$mn) 76.9 (+4.8%)

UPCoM 90.63P (+0.10%)
Volume (mn shrs) 34.2 (-26.1%)
Value (U\$mn) 21.9 (-22.0%)

Net foreign buy (U\$mn) -17.0

The VN-Index was dragged down by the banking sector with increased liquidity. Foreign investors net sold VND388.5 billion, focusing on Vinhomes (VHM, – 2.25%), Vincom Retail (VRE, –4.68%), and Vinamilk (VNM, –0.28%). Seafood output is estimated at 621 thousand tons (up 0.2% YoY) in February and 1,211.1 thousand tons (up 1.6% YoY) for the first two months of 2024. The news pushed Vinh Hoan Corporation (VHC, +2.49%) and Nam Viet Corporation (ANV, +1.76%) higher.

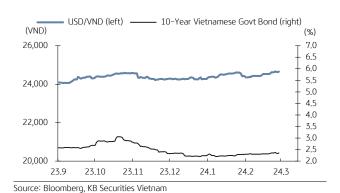
In January–February 2024, the total retail sales of goods and services at current prices were about VND1,031.5 trillion, marking an 8.1% increase against the same period last year. Retailers like Mobile World Investment (MWG, +1.99%) and FPT Digital Retail (FRT, +6.38%) traded at higher prices.

VN Index & HNX Index

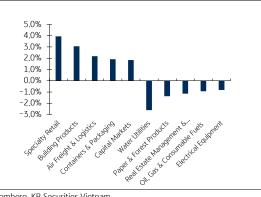


Source: Bloomberg, KB Securities Vietnam

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

2 ★ KB Securities | VIETNAM

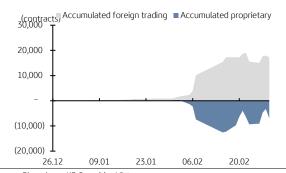
Futures/ETFs

VN30	1,265.75P (+0.03%)
VN30 futures	1,262.8P (-0.27%)
Open	1,266.2P
High	1,271.5P
Low	1,255.0P

Futures contracts moved against the uptrend of the underlying market. The basis opened at -0.55 bps, then fluctuated around -2.22 bps throughout the session before closing at -2.95 bps. Trading volume decreased today. Foreign investors net sold 708 VN30F2403 futures contracts but are maintaining an accumulated 17,203 long positions. Proprietary trading witnessed 3,735 short positions today and a cumulative 7,010 short positions.

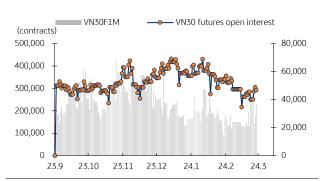
Contracts 219,341 (-2.8%)

VN30F1M futures volume - Proprietary & foreign trading



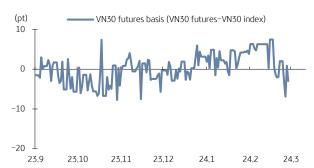
Source: Bloomberg, KB Securities Vietnam

VN30F1M 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 assets

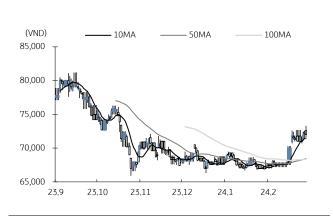


Source: FiinPro, KB Securities Vietnam

3 ★ KB Securities | VIETNAM

Market Movers

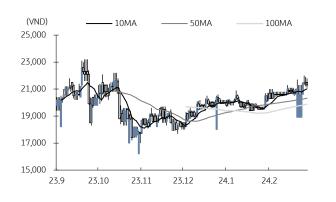
Vietnam Dairy Products (VNM)



Source: Bloomberg, KB Securities Vietnam

- VNM closed down 0.28% to VND72,000/share.
- VNM has announced a resolution from the Board of Directors regarding a change in the record date for the third cash dividend payment for 2023 with a payout ratio of 9%. The record date is March 18, and the expected payment date is April 26, 2024. The reason for this adjustment is to align the record date for shareholders entitled to dividend payment with the record date for shareholders participating in the 2024 Annual General Meeting of Shareholders, scheduled to be held on April 25.

TNG Investment and Trading (TNG)



Source: Bloomberg, KB Securities Vietnam

- TNG has successfully secured export garment orders for the first half of 2024. Starting from March, TNG plans to increase the production capacity of its factory by adding 45 more sewing lines and hiring an additional 3,000 workers. In a recent announcement, TNG disclosed its financial results for January 2024 with revenue of VND524 billion and net profit of VND15 billion, up 32% YoY and up 168% YoY, respectively.



Nam Long Group (NLG)

Presales to enjoy a robust recovery

February 28, 2024

Senior Analyst Pham Hoang Bao Nga ngaphb@kbsec.com.vn

4Q2023 presales enjoyed a strong recovery on good absorption rates at Southgate and Akari City Phase 2 In 4Q2023, Nam Long Group (NLG) recorded a strong recovery in presales, up 145% QoQ and up 48% YoY to VND2,208 billion, primarily driven by Southgate (VND1,074 billion) and Akari City (VND908 billion). The figure for the entire year 2023 is VND3,977 billion (down 12% YoY), exceeding our estimate by 25% due to better-than-expected absorption rates at the abovementioned projects.

Presales should hit VND5,214 billion (+31% YoY) for 2024F

We project presales for 2024F to reach VND5,214 billion (+31% YoY), with the contribution coming from Akari City, Mizuki Park, Southgate, and EhomeS Can Tho. For 2025, we expect the figure to be VND6,783 billion (+30% YoY).

NPAT is expected to reach VND541 billion (+12% YoY) for 2024F

For 2024F, we anticipate NLG's NPAT at VND541 billion (+12% YoY) thanks to deliveries at Southgate, Izumi City, Mizuki Park, Akari City, and Can Tho. KBSV expects NLG to complete legal procedures to recognize profits from a 25% stake sale at Paragon Dai Phuoc in 2024.

We recommend BUY for NLG with a target price of VND44,500/share

We remain upbeat about NLG due to (1) its solid inner strength with a healthy financial structure and (2) mid-range housing projects that continue to attract homebuyers. Based on business prospects and valuation results, we recommend BUY for NLG with a target price of VND44,500/share, representing a 16% upside compared to the closing price on February 28, 2024.

Buy maintain

VND44,500
16%
VND38,200
VND42,700
14.7/0.6

Trading data	
Free float	57.3%
3M avg trading value (VNDbn/USDmn)	92.4/3.8
Foreign ownership	5.4%
Major shareholder	Mr. Nguyen Xuan
	Quang (12%)

1M	3M	6M	121
0	0	2	57
0	0	-2	2'
	0 0	1M 3M 0 0 0 0	0 0 2

FY-end	2022A	2023A	2024F	2025F
Net revenue (VNDbn)	4,339	3,181	5,047	6,723
Operating income/loss (VNDbn)	1,041	942	1,220	1,445
NPAT-MI (VNDbn)	556	484	541	614
EPS (VND)	1,448	1,257	1,407	1,595
EPS growth (%)	-48	-13	12	13
P/E (x)	27.31	31.06	27.16	23.95
P/B (x)	1.69	1.60	1.05	0.99
ROE (%)	4.2	3.6	3.8	4.1
Dividend yield (%)	0	0	0	0



Source: Bloomberg, KB Securities Vietnam

KBSV Model Portfolio

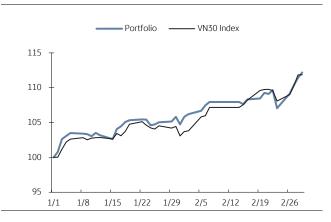
KBSV Research Team

Investment approach:

- Seek to outperform the VN30 Index by identifying the most attractive stocks within our coverage universe;
- The default holding period is 3-month. However, the portfolio is reviewed and reallocated in every first week of each month;
- Employ a risk-managed exit strategy that sets a stop loss of 15%;
- Use an equal-active-weight (with monthly rebalancing method) approach that allocates 100% of the portfolio to stocks that can also include VN30 index ETFs.

	VN30 Index	Master Portfolio
Daily return	0.03%	0.68%
Cum, return	11.87%	12.19%

Performance vs VN30 Index



KBSV domestic model portfolio

Ticker	Inclusion date	Close 24/02/29	Daily return (%)	Cumulative return (%)	Main investment catalysts
					- SSI benefits from cooling interest rates, boosting market liquidity over the same period
SSI (SSI)	23/11/01	37,000	2.5%	43.7%	 Upcoming operation of the KRX system would bring T+0 settlement to the stock market, thus making the market more vibrant
VN Rubber Group (GVR)	24/01/02	28,600	-1.0%	27.4%	- Production and selling prices are expected to maintain growth momentum in 2024. - Nam Tan Uyen 3 is the driving force for GVR's industrial segment in the short and medium term. - GVR has continuously developed new projects and expanded the industrial land bank.
					- The foreign IT and education segment maintain potential growth
FPT (FPT)	24/02/01	109,000	0.5%	12.5%	- Semiconductor will be the long-term growth driver
					- Instability at critical nodes will cause global sea freight rates to remain high.
PV Trans	24/01/02	26,800	-0.7%	3.5%	- PVT would recognize revenue contributions from ships purchased in 2023.
(PVT)					- PVT may further expand its fleet capacity in 2024.
					- Drilling rig supply will remain tight in the long term.
PV Drilling (PVD)	24/01/02	30,900	0.3%	11.8%	- The demand for rig rental should increase sharply over the next two years.
(FVD)					- The domestic exploration and production (E&P) market is expected to be more vibrant from 2024
					- Inventories of fashion brands that are TNG's partners show clear signs of decline.
TNG (TNG)	24/01/02	21,300	-0.5%	5.4%	- Gross profit margin is expected to improve in 1Q2024.
(TNG)					- Exports should recover in 2024.
					- Electrical construction is forecast to recover with the main motivation from projects under EVN.
PC1 Group (PC1)	24/01/02	27,750	0.2%	-7.5%	- Renewable electricity output should be more stable from 3 Q2024 onwards, boosting earnings. 0
					- VTP expects the service margin to improve even though the pressure to reduce delivery fees remai
Viettelpost (VTP)	24/01/02	78,400	4.4%	17.9%	- Vietnam's express delivery market is forecast to enjoy CAGR of 24%
(VIF)					- Delivery volume should grow further, raising market share to 21%
					- The industrial segment is the driving force for future growth
Coteccons (CTD)	24/02/01	66,700	-0.7%	-3.1%	- The value of new contracts to be signed in FY2024 should gain 30%
M obile World					- M WG continued its price war in the ICT&CE retail industry in return for more market share
(MWG)	24/02/01	46,200	2.0%	7.2%	- Bach Hoa Xanh enjoyed positive signs and should be future growth driver

Source: Bloomberg, KB Securities Vietnam

6

Market Monitors

Ho Chi Minh - Net foreign buys/sells

	Chg	For, own	Net buy
Ticker	(%)	(%, -1d)	(VND bn)
SSI	2.5%	43.2%	179.2
HPG	1.3%	24.9%	91.1
NLG	3.7%	44.6%	56.4
KDH	6.9%	37.5%	48.1
KBC	-0.6%	20.7%	40.4
	Chg	For. own	Net sell
Ticker	(%)	(%, -1d)	(VND bn)
VHM	-2.3%	22.4%	-211.3
VRE	-4.7%	30.4%	-172.3
VNM	-0.3%	52.9%	-115.3
HCM	-1.9%	30,2%	-97.9
FUEVFVND	0.4%	96.5%	-71.8

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst weekly performance

<u>. </u>		
	Chg	Key
Top 5 best performers	(%)	stocks
Health Care Providers & Services	10.9%	TNH, JVC, VMD
Metals & Mining	7.8%	HPG, HSG, NKG, KSB
Specialty Retail	7.5%	MWG, FRT, CTF, HAX
Banks	5.8%	VCB, BID, VPB, TCB
Capital Markets	5.2%	SSI, VND, HCM, VCI
	Chg	Key
Top 5 worst performers	(%)	stocks
Trading Companies & Distributors	-3.4%	VPG, TSC, BTT, TNA
Water Utilities	-3.0%	BWE, TDM, SII, CLW
Real Estate Management &	-2.4%	VHM, VIC, NVL, BCM
Development		
Machinery	-2.3%	TCH, HHS, SRF, SHA
Construction Materials	-1.2%	HT1, PTB, GAB, ACC

Source: Bloomberg, KB Securities Vietnam

Hanoi – Net foreign buys/sells

	Chg	For, own	Net buy
Ticker	(%)	(%, -1d)	(VND bn)
HUT	1.6%	1.5%	16.3
IDC	0.3%	2.0%	14.4
DHT	-0.7%	35.4%	6.7
PVI	1.5%	59.4%	2.2
BVS	4.2%	6.3%	1.1
	Chg	For, own	Net sell
Ticker	(%)	(%, -1d)	(VND bn)
PVS	-1.1%	18.8%	-47.8
MBS	0.0%	0.8%	-12.5
SHS	0.6%	9.5%	-8.5
DTD	-1.8%	2.9%	-4.1
TIG	-2,3%	11.0%	-4.0

Source: FiinPro, KB Securities Vietnam

Sectors - Top 5 best/worst monthly performance

	Chg	Key
Top 5 best performers	(%)	stocks
Chemicals	24.2%	GVR, DGC, DPM, DCM
Specialty Retail	16.7%	MWG, FRT, CTF, HAX
Containers & Packaging	16.5%	TDP, SVI, MCP, TPC
IT Services	13.4%	FPT, CMG, ELC
Air Freight & Logistics	13.2%	TMS, SCS, STG, ASG
	Chg	Key
Top 5 worst performers	(%)	stocks
Commercial Services & Supplies	-3.6%	TLG, ILB, APC, ST8
Passenger Airlines	-2.3%	VJC, HVN
Trading Companies & Distributors	-1.0%	VPG, TSC, BTT, TNA
Water Utilities	-0.1%	BWE, TDM, SII, CLW
Electric Utilities	0.0%	PGV, NT2, PPC, TTA

Source: Bloomberg, KB Securities Vietnam

7

Vietnam - Focus stocks

Sector	Code	Company name	Price	Mkt cap (VNDbn,	Trading value	For avail	P/E	(X)	EPS CAGR	ROE	(%)	P/B	(X)		Performa	ince (%)	
				USDmn)	(VNDmn, USDmn)	(%, -1d)	20E	21E	(%)	20E	21E	20E	21E	1D	1W	1M	YTI
	VIC	VINGROUPJSC	97,778	372,067 (16,170)	213,017 (8.7)	22.5	97.1	30.8	14.7	0.6	2.6	1.5	1.4	-1.3	-5.5	5.9	
V	VHM	VINHOMES JSC	79,385	339,478 (14,753)	332,306 (13.5)	26.6	5.2	4.4	35.9	17.8	18.0	0.9	0.8	-2.3	-3.1	4.6	
Real	VRE	VINCOM RETAIL JS	34,850	79,190 (3,442)	345,168 (14.1)	17.8	14.0	12.5	-7.6	11.3	11.6	1.5	1.4	-4.7	0.4	18.0	•
estate	NVL	NOVALAND INVESTM	45,853	86,712 (3,768)	470,620 (19.2)	31.3	-	33.8	6.7	-0.7	2.9	0.9	0.9	0.6	0.0	2.4	
	KDH	KHANGDIENHOUSE	25,770	19,167 (833)	90,046 (3.7)	11.6	28.7	28.5	13.7	8.1	7.3	1.9	1.9	6.9	6.9	12.1	
	DXG	DAT XANH GROUP	20,008	12,594 (547)	168,704 (6.9)	13.9	47.9	31.9	-	2.7	3.7	1.2	1.2	1.1	-1.4	-1.4	
	VCB	BANK FOR FOREIGN	67,686	378,305 (16,441)	126,697 (5.2)	6.3	14.9	13.1	11.7	19.4	18.3	2.6	2.3	-0.1	8.7	9.9	
	BID	BANK FOR INVESTM	30,621	174,556 (7,586)	103,418 (4.2)	12.7	13.0	10.2	-5.3	18.9	19.0	2.1	1.8	- 1.7	6.5	11.1	
	TCB	VIETNAM TECHNOLO	38,900	136,341 (5,925)	327,696 (13.4)	0.0	6.7	5.5	14.3	16.1	16.8	1.0	8.0	0.0	4.7	22.1	
	CTG	VIETNAM JS COMM	25,516	137,021 (5,955)	356,004 (14.5)	1.4	8.8	7.0	50.3	17.0	18.4	1.3	1.1	-1.1	-0.4	12.5	
Banks	VPB	VIETNAM PROSPERI	15,296	101,381 (4,406)	294,034 (12.0)	0.0	9.7	7.1	18.8	11.3	13.8	1.1	0.9	0.0	1.0	2.6	
	MBB	MILITARYCOMMERC	14,063	73,327 (3,187)	517,311 (21.1)	0.0	5.5	4.7	14.6	23.1	22.9	1.1	0.9	-1.0	0.8	11.0	
	HDB	HDBANK	14,191	40,641 (1,766)	152,482 (6.2)	4.2	5.8	5.6	23.3	22.7	19.9	1.2	1.1	0.4	1.7	6.9	
	STB	SACOMBANK	18,600	33,548 (1,458)	632,017 (25.8)	14.0	5.7	4.5	26.5	20.8	22.3	1.1	0.9	0.5	1.6	5.5	
	TPB	TIEN PHONG COMME	14,821	28,732 (1,249)	319,412 (13.0)	0.0	7.1	5.5	37.4	17.3	19.0	1.1	1.0	-0.8	1.5	11.2	
	EIB	VIETNAM EXPORT-I	13,065	22,745 (988)	251,540 (10.3)	0.2	-	-	27.3	11.4	12.4	-	-	-1.1	-3.2	-3.5	
Insurance	BVH	BAOVIETHOLDING	61,900	45,950 (1,997)	18,358 (0.7)	21.0	18.2	15.9	15.8	8.0	8.8	1.4	1.3	1.1	1.8	5.9	
mourance	BMI	BAOMINHINSURANC	20,227	2,439 (106)	6,840 (0.3)	14.2	-	-	9.1	-	-	-	-	-0.9	0.4	6.0	
	SSI	SSISECURITIESC	20,676	19,947 (867)	830,321 (33.9)	55.4	23.7	19.7	-3.2	10.0	11.5	2.4	2.3	2.5	6.8	7.6	
Securities	VCI	VIETCAP	21,154	9,108 (396)	299,180 (12.2)	71.9	28.1	20.8	-4.0	13.4	14.2	3.0	2.9	1.0	3.1	6.3	
occurries	НСМ	HOCHI MINH CITY	15,467	8,907 (387)	251,073 (10.2)	52.4	-	-	-19.0	10.2	-	-	-	- 1.9	5.3	5.5	
	VND	VNDIRECT SECURIT	6,983	5,734 (249)	581,236 (23.7)	27.2	19.5	14.7	36.3	10.7	11.8	1.8	1.7	0.2	0.7	3.9	
	VNM	VIETNAM DAIRYP	109,000	227,805 (9,900)	305,213 (12.4)	42.1	16.3	15.3	4.0	29.6	30.9	4.5	4.6	-0.3	0.6	7.5	
Consumer	SAB	SAIGONBEERALCO	96,250	123,447 (5,365)	63,085 (2.6)	36.9	17.8	17.1	7.3	19.2	18.7	3.3	3.1	1.4	0.9	3.9	
staples	MSN	MASAN GROUP CORP	79,250	111,712 (4,855)	216,317 (8.8)	16.5	44.7	25.0	-51.9	7.8	15.5	3.6	3.1	3.1	3.4	9.3	
	HNG	HOANG ANH GIA LA	12,450	13,801 (600)	26,400 (1.1)	48.8	-	-	-	-	-	-	-	-1.0	-4.8	-7.8	
	VJC	VIETJET AVIATION	131,800	69,042 (3,001)	67,116 (2.7)	11.0	24.4	14.9	-88.5	13.7	17.9	3.1	2.5	-0.3	-0.5	-1.4	
Industrials (transport)	GMD	GEMADEPTCORP	33,100	9,976 (434)	95,439 (3.9)	10.8	20.4	18.0	-57.0	12.8	14.2	2.5	2.3	1.3	6.6	11.6	
	CII	HOCHI MINH CITY	22,600	5,398 (235)	218,391 (8.9)	38.4	23.5	-	65.7	3.8	-	-	-	-1.1	-3.6	2.2	
	ROS	FLC FAROS CONSTR	3,670	2,083 (091)	#N/A (#N/A)	46.4	-	-	-92.4	-	-	-	-	-	-	-	
Industrials (capital	GEX	GELEXGROUP JSC	15,802	10,411 (452)	322,145 (13.1)	37.7	26.6	21.9	-14.4	8.9	7.2	1.5	1.4	-1.1	0.0	3.7	
goods)	CTD	COTECCONS CONSTR	54,900	5,438 (236)	136,954 (5.6)	3.6	28.1	28.9	-52.4	2.7	2.7	0.8	0.8	-0.7	-3.2	-1.2	
	REE	REE	45,066	18,419 (800)	48,438 (2.0)	0.0	10.1	9.0	-4.5	12.2	13.9	1.2	1.2	0.0	2.7	9.3	

Source: Bloomberg, KB Securities Vietnam

8 ★ KB Securities | VIETNAM

Vietnam - Focus stocks

Sector	Code	Company name	Price	Mkt cap (VNDbn,	Trading value	For avail	P/E	(X)	EPS CAG	ROE	(%)	P/B	(X)	Pe	rforma	nce (%	<u>»)</u>
Sector		Company name	Price	(VNDBII, USDmn)	(VNDmn, USDmn)	(%, -1d)	20E	21E	R (%)	20E	21E	20E	21E	1D	1W	1 M	YTD
	GAS	PETROVIETNAM GAS	75,083	172,447 (7,494)	78,593 (3.2)	46.1	16.1	14.2	-17.5	17.2	16.4	2.4	2.2	-0.8	-0.6	2.7	2.
Utilities	NT2	PETROVIETNAMNHO	22,850	6,578 (286)	24,039 (1.0)	31.4	-	15.4	-10.5	-6.0	12.7	-	-	-1.0	- 1.7	-0.2	4.
	PPC	PHA LAITHERMAL	26,200	8,400 (365)	2,075 (0.1)	34.1	-	-	-5.1	-	-	-	-	-0.4	-1.1	0.4	-7
	HPG	HOA PHATGRP JSC	24,986	145,287 (6,314)	783,339 (31.9)	18.0	13.8	10.2	21.9	12.4	14.7	1.6	1.4	1.3	8.6	11.7	10.
	DPM	PETROVIETNAM FER	17,400	6,809 (296)	79,740 (3.3)	36.5	17.2	16.4	-0.5	7.4	7.1	1.1	1.1	-0.4	0.4	6.1	4.
Materials	DCM	PETROCA MAU FER	13,650	7,226 (314)	164,522 (6.7)	46.5	11.4	-	-4.5	15.4	18.5	-	-	-0.9	- 1.9	6.6	4.
	HSG	HOA SEN GROUP	18,314	11,063 (481)	233,273 (9.5)	38.9	17.1	13.0	67.9	7.5	10.5	1.3	1.2	-0.7	0.9	-0.7	-0.
A	AAA	ANPHATBIOPLAST	12,864	3,138 (136)	53,951 (2.2)	97.2	-	-	17.2	-	-	-	-	0.9	1.8	11.9	19.
	PLX	VIETNAM NATIONAL	56,100	68,375 (2,972)	30,700 (1.3)	4.6	13.9	13.0	-51.0	12.2	12.2	1.7	1.6	-1.0	0.0	3.6	3.
Energy	PVD	PETROVIETNAM DRI	17,727	9,854 (428)	177,536 (7.2)	39.9	19.5	14.5	-11.9	6.0	7.6	1.1	1.0	0.3	5.5	12.2	9.
	PVT	PETROVIETTRANSP	17,900	5,793 (252)	86,943 (3.5)	35.9	7.7	6.3	2.2	16.2	16.5	1.1	1.0	-0.7	0.6	3.3	1.
	MWG	MOBILEWORLD INV	46,500	65,024 (2,826)	441,118 (18.0)	0.0	26.3	16.4	14.4	9.2	14.0	2.7	2.4	2.0	2.0	2.7	7.
	PNJ	PHUNHUANJEWELR	65,625	19,895 (865)	104,877 (4.3)	0.0	14.7	13.0	2.4	20.7	20.7	2.7	2.4	0.2	0.9	-1.2	5
Consumer discretionary	YEG	YEAH1GROUP CORP	23,403	1,261 (055)	15,499 (0.6)	70.6	-	-	-	-	-	-	-	-0.9	-3.1	4.9	- 10.
	FRT	FPT DIGITAL RETA	16,348	2,227 (097)	72,335 (3.0)	30.3	52.5	26.5	-75.2	22.8	30.7	10.2	8.4	6.4	14.6	26.5	35.
	PHR	PHUOC HOA RUBBER	61,900	8,387 (365)	32,054 (1.3)	34.6	18.8	-	41.2	11.7	-	-	-	- 1.9	-1.2	8.8	12
Healthcare	DHG	DHGPHARMACEUTIC	100,300	13,114 (570)	1,440 (0.1)	45.4	15.3	-	10.7	19.5	-	-	-	0.7	-0.4	2.8	4.
	PME	PYMEPHARCOJSC	80,200	6,016 (261)	# N/ A (# N/ A)	11.7	-	-	1.6	-	-	-	-	-	-	-	
IT	FPT	FPTCORP	49,275	61,301 (2,664)	290,662 (11.9)	0.0	18.4	15.1	15.5	29.4	29.8	4.8	4.1	0.5	4.2	13.9	13.

Source: Bloomberg, KB Securities Vietnam

9

KB SECURITIES VIETNAM RESEARCH

Nguyen Xuan Binh - Head of Research

binhnx@kbsec.com.vn

Equity

Banks, Insurance & Securities

Nguyen Anh Tung - Manager

tungna@kbsec.com.vn

Pham Phuong Linh - Analyst

linhpp@kbsec.com.vn

Real Estate, Construction & Materials

Pham Hoang Bao Nga - Senior Analyst

ngaphb@kbsec.com.vn

Nguyen Duong Nguyen – Analyst

nguyennd1@kbsec.com.vn

Retails & Consumers

Nguyen Truong Giang - Analyst

giangnt1@kbsec.com.vn

Industrial Real Estate, Logistics

Nguyen Thi Ngoc Anh - Analyst

anhntn@kbsec.com.vn

Oil & Gas, Chemicals

Pham Minh Hieu - Analyst

hieupm@kbsec.com.vn

Research Division

research@kbsec.com.vn

Macro/Strategy

Tran Duc Anh - Head of Macro & Strategy

anhtd@kbsec.com.vn

Macroeconomics & Banks

Ho Duc Thanh - Analyst

thanhhd@kbsec.com.vn

Vu Thu Uyen - Analyst

uyenvt@kbsec.com.vn

Strategy, Investment Themes

Nghiem Sy Tien - Analyst

tienns@kbsec.com.vn

Nguyen Dinh Thuan - Analyst

thuannd@kbsec.com.vn

Support team

Nguyen Cam Tho - Assistant

thonc@kbsec.com.vn

Nguyen Thi Huong - Assistant

huongnt3@kbsec.com.vn

KB SECURITIES VIETNAM (KBSV)

Head Office:

Levels 16&17, Tower 2, Capital Place, 29 Lieu Giai Street, Ba Dinh 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	Undernerform 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.