

# Minh Phu Corporation (MPC)

# Negative outcome from US antidumping probe

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**US Customs & Border Protection** (CBP) rules against MPC and levies tariff on MPC's shrimp exports to the US

Negative impact could decrease 2020E/2021E earnings by 13% and 27%, respectively

Re-entry into MPC may take longer due to the antidumping event and maintain HOLD recommendation

The US Customs & Border Protection (CBP) ruled against Minh Phu Corporation (MPC, HOLD, TP VND31,700) and its US subsidiary - MSeafood - on its antidumping investigation related to trans-shipment of Indian shrimp. The CBP concluded that MPC failed to provide sufficient documentation to show it had not shipped Indian-origin shrimp into the US and will continue to levy India's 10.17% duty on its exports into the US. The next review period will begin from April 2021E.

We await a response from management to gauge the full extent of this action but we initially estimate the negative impact to earnings could reach as much as 13% and 27% of our 2020E/2021E estimates. This assumes lower gross profit margins for US exports from the 10.17% tariff and lower shipment volumes into one of the company's largest markets at about 40% of revenue. That said, MPC will likely divert exports to other markets to offset the shock during any appeals process that could last until the end of 2022E.

We continue to recommend investors take short-term profits on Minh Phu Corporation (MPC, HOLD, TP VND31,700) and switch holdings to Vinh Hoan Corp (VHC, BUY, TP VND 47,100) until the implications on MPC's exports to the US can be thoroughly assessed. MPC will likely disagree with the ruling and initiate an appeal but this can only begin from April 2021E and management and local press have yet to report the outcome of the antidumping probe. We would only consider re-entering the stock after this negative event is fully-reflected in the share price.

# Hold maintain

Target Price	VND31,700
Total return (%)	14.3%
Current price (Oct 19)	VND29,500
Consensus target price	VND29,700
Mkt capitalization (USDbn)	USD254mn

Trading data	
Free float (%)	48.1%
Avg trading value (3M)	USD0.15mn
Foreign available (%)	11.7%
Major shareholders (%)	Mitsui (35.1%)

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22E		
,458		
,080,		
954		
,771		
8.4		
6.6		
7.0		
1.0		
15.8		
10.2		

40

30

20

10

(20)

(30) (40)

Share price performance						
1M	3M	6M	12M			
18.9	14.5	75.0	24.0			
11.3	9.0	27.8	34.3			
	<b>1M</b> 18.9	<b>1M 3M</b> 18.9 14.5	<b>1M 3M 6M</b> 18.9 14.5 75.0			

Relative performance (left)

35,000

30.000

25 000

20.000 15,000 10.000

5,000

0

Source: Bloomberg, KB Securities Vietnam

19.11 20.1 20.3 20.5

Forecast earnings & valuation					
Fiscal year-end	2019A	2020E	2021E	2022E	
Revenue (VNDbn)	16,998	14,826	17,289	18,458	
EBIT	611	991	987	1,080	
NP attributable to parent	441	924	881	954	
EPS (VND)	2,531	4,619	4,403	4,771	
EPS growth (%)	(64.5)	82.5	(4.7)	8.4	
P/E (x)	12.4	6.8	7.1	6.6	
EV/EBITDA (x)	10.0	7.2	7.5	7.0	
P/B (x)	1.2	1.1	1.1	1.0	
ROE (%)	10.1	17.4	15.3	15.8	
Div yield (%)	13.1	6.4	9.6	10.2	

# **US Customs rules against MPC**

We estimate the negative impact to our 2020E/2021E earnings at 13%/27% when India's 10.17 duty is made permanent for MPC We estimate that MPC's antidumping duties could reach as much as VND208 billion in 2020E when India's 10.17% duty is made permanent for the company's exports to the US. But this number includes the VND86 billion in duties already paid and expensed in the company's earnings and limits the negative impact to our 2020E earnings to 13%. Under this scenario, our 2020E earnings would come in at VND802 billion or VND4,009 per share and give the stock a P/E ratio of 7.9 times compared to VND924 billion or VND4,619 per share and P/E ratio of 6.9 times, previously. Our 2021E earnings would fall further by 27% to VND645 billion or VND3,224 per share and raise the P/E ratio to 9.8 times from VND881 billion or VND4,403 per share and P/E ratio of 7.2 times. Our 2021E sensitivity analysis also factors in lost potential revenue – as MPC misses the uplift in shipments when the US returns to normal conditions after the pandemic – that could magnify the negative impact to earnings.

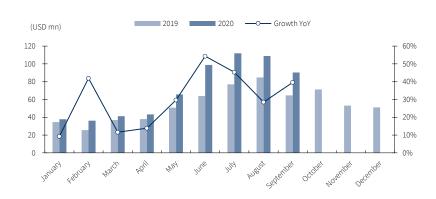
Table 1. Minh Phu Corp (MPC) - Earnings sensitivity analysis, 2020E-2021E (%)

	Revenue impact from imposition of antidumping tariff							
			-20%	-10%	0%	10%	20%	
		0%	-7%	-3%	0%	3%	7%	
		2%	-9%	-6%	-3%	1%	4%	
	2020E	4%	-12%	-8%	-5%	-2%	1%	
·ν	2020E	6%	-14%	-11%	-8%	-5%	-1%	
ariff		8%	-17%	-14%	-10%	-7%	-4%	
ing t		10.17%	-20%	-16%	-13%	-10%	-7%	
Antidumping tariffs	2021E	0%	-9%	-5%	0%	5%	9%	
		2%	-15%	-10%	-5%	-1%	4%	
		4%	-20%	-15%	-11%	-6%	-1%	
		6%	-25%	-21%	-16%	-11%	-6%	
		8%	-31%	-26%	-21%	-16%	-12%	
		10.17%	-36%	-32%	-27%	-22%	-17%	

Source: KB Securities Vietnam

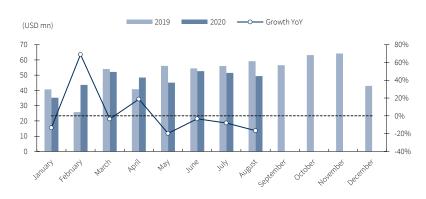
Re-entry premature and will need to see the full negative impact reflected in MPC's share price Although we originally highlighted the risk of a negative outcome in our recent downgrade report on MPC (*Profit taking ahead of antidumping event*, September 28, 2020), a negative outcome may make re-entry into the stock premature as the stock may not fully-reflect this event. Management has yet to acknowledge the outcome of the antidumping investigation and news of this event has not been reported by the local press despite the outcome being publicly available on the website of the US Customs and Border Protection. We believe MPC will ultimately announce counter-measures including diverting exports to the EU where shipments are gaining momentum with the start of the EVFTA (and could go a long way in offsetting reduced export volumes into the US even if not entirely). Until then, we continue to recommend investors take short-term profits on Minh Phu Corporation (MPC, HOLD, TP VND31,700) and switch holdings to Vinh Hoan Corp (VHC, BUY, TP VND 47,100) and only consider re-entering the stock after the implications on MPC's exports to the US are thoroughly reflected in the stock price.

Fig 1. Vietnam fisheries – Monthly shrimp export values to the US & growth, Jan 2019–Sep 2020 (million USD, % YoY)



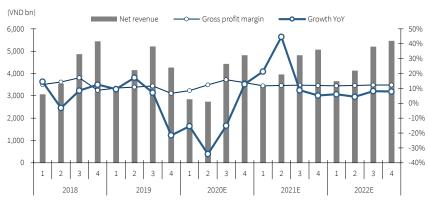
Source: Vietnam Association of Seafood Exporters & Producers, KB Securities Vietnam

Fig 2. Vietnam fisheries – Monthly shrimp export values to Japan & growth, Jan 2019–Aug 2020 (million USD, % YoY)



Source: Vietnam Association of Seafood Exporters & Producers, KB Securities Vietnam

Fig 3. Minh Phu Corp (MPC) – Quarterly revenue, growth & gross profit margin forecasts, 2018–2022E (billion VND, %)



Source: KB Securities Vietnam

Minh Phu Corp (MPC) – Summarized financials & forecasts, 2019–2022E

Income statement					Balance sheet				
(VNDbn)	2019A	2020E	2021E	2022E	(VNDbn)	2019A	2020E	2021E	2022E
Net sales	16,998	14,826	17,289	18,458	Total assets	8,064	9,444	9,882	10,543
Cost of sales	15,314	12,876	15,225	16,226	Current assets	6,385	7,680	8,121	8,788
Gross Profit	1,684	1,950	2,063	2,231	Cash & equivalents	625	986	476	659
Financial income	136	188	139	139	ST investments	1,404	445	1,071	1,336
Financial expenses	267	185	199	212	Accounts receivable	1,400	1,740	1,830	1,974
of which: interest expenses	151	94	88	94	Inventory	2,894	4,427	4,657	4,725
Gain/(loss) from joint ventures	14	42	46	47	Other current assets	62	83	87	94
Selling expenses	875	755	864	923	Long-term assets	1,679	1,764	1,762	1,755
General & admin expenses	198	204	212	228	LT trade receivables	6	8	8	9
Operating profit/(loss)	494	1,035	973	1,054	Fixed assets	989	1,069	1,250	1,210
Other income	5	9	10	11	Investment properties	0	0	0	0
Other expense	1	7	2	2	LT incomplete assets	333	295	98	110
Net other income/(expenses)	4	1	9	9	LT investments	188	197	201	204
Pretax profit/(loss)	498	1,036	982	1,064	Goodwill	0	0	0	0
Income tax	54	123	108	117	Other LT assets	163	195	206	222
Net profit/(loss)	445	914	874	947	Liabilities	3,042	3,844	4,002	4,350
Minority interests	4	(10)	(7)	(7)	Current liabilities	2,985	3,778	3,933	4,278
Net profit after MI	441	924	881	954	Trade accounts payable	180	370	417	450
					Advances from customers	25	26	28	30
Operating ratios					ST borrowings	2,222	3,204	3,304	3,604
(%)	2019A	2020E	2021E	2022E	Special reserves	36	51	51	51
Revenue growth	0.4	(12.8)	16.6	6.8	Other current liabilities	522	127	133	144
EBIT growth	(44.6)	62.1	(0.4)	9.5	Long-term liabilities	57	66	69	72
EBITDA growth	(38.6)	50.2	1.8	9.7	LT payables	36	46	49	53
NP after MI growth	(37.3)	109.6	(4.7)	8.4	LT borrowings	0	0	0	0
Gross profit margin	9.9	13.2	11.9	12.1	Other LT liabilities	21	20	21	20
EBITDA margin	4.6	8.0	7.0	7.2	Shareholders' equity	5,022	5,600	5,880	6,193
EBIT margin	3.6	6.7	5.7	5.9	Paid-in capital	2,000	2,000	2,000	2,000
Pre-tax profit margin	2.9	7.0	5.7	5.8	Share premium	2,361	2,341	2,341	2,341
Net profit margin	2,6	6.2	5.1	5.2	Treasury stock	(80)	(56)	(56)	(56)
					Undistributed earnings	346	923	1,203	1,516
Cash flow					Reserve & others	277	278	278	278
(VNDbn)	2019A	2020E	2021E	2022E	Minority interests	118	113	113	113
Net profit	445	914	874	947	Total liabilities & equity	8,064	9,444	9,882	10,543
Plus: depreciation & amort	153	207	218	241		-,	7,	7,000	20,010
Plus: investing (profit)/loss	(14)	(100)	(42)	(42)	Key ratios				
Change in working capital	2,348	(2,089)	(268)	(170)	(x, %, VND)	2019A	2020E	2021E	2022E
(Inc)/dec - receivables	507	(341)	(91)	(144)	Valuations				
(Inc)/dec - inventory	1,780	(1,533)	(230)	(69)	P/E	12.4	6.8	7.1	6.6
(Inc)/dec - other curr assets	17						0.0		0.0
Inc/(dec) - payables			(4)	(7)	P/E dilutod		67		6.5
Inc/(dec) - advances	(262)	(21)	(4)	(7) 37	P/E diluted	12.3	6.7 1.1	7.0	6.5 1.0
	(262) (50)	200	49	37	P/B	12.3 1.2	1.1	7.0 1.1	1.0
	(50)	200	49 1	37 2	P/B P/S	12.3 1.2 0.3	1.1 0.4	7.0 1.1 0.4	1.0 0.3
Inc/(dec) - other curr liab	(50) 356	200 1 (395)	49 1 7	37 2 10	P/B P/S EV/EBITDA	12.3 1.2 0.3 7.9	1.1 0.4 5.3	7.0 1.1 0.4 5.2	1.0 0.3 4.7
Inc/(dec) – other curr liab Other adj for operations	(50) 356 (259)	200 1 (395) 38	49 1 7 (6)	37 2 10 (85)	P/B P/S EV/EBITDA EV/EBIT	12.3 1.2 0.3 7.9 10.2	1.1 0.4 5.3 6.3	7.0 1.1 0.4 5.2 6.3	1.0 0.3 4.7 5.8
Inc/(dec) – other curr liab Other adj for operations Operating cash flow	(50) 356 (259) 2,354	200 1 (395) 38 (1,001)	49 1 7 (6) 777	37 2 10 (85) 970	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%)	12.3 1.2 0.3 7.9 10.2 13.1	1.1 0.4 5.3 6.3	7.0 1.1 0.4 5.2 6.3 9.6	1.0 0.3 4.7 5.8 10.2
Inc/(dec) - other curr liab Other adj for operations Operating cash flow ST investments	(50) 356 (259) 2,354 (887)	200 1 (395) 38 (1,001) 959	49 1 7 (6) 777 (626)	37 2 10 (85) 970 (265)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS	12.3 1.2 0.3 7.9 10.2 13.1 2,531	1.1 0.4 5.3 6.3 6.4 4,619	7.0 1.1 0.4 5.2 6.3 9.6 4,403	1.0 0.3 4.7 5.8 10.2 4,771
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures	(50) 356 (259) 2,354 (887) (287)	200 1 (395) 38 (1,001) 959 (234)	49 1 7 (6) 777 (626) (201)	37 2 10 (85) 970 (265) (214)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS	12.3 1.2 0.3 7.9 10.2 13.1 2,531 25,110	1.1 0.4 5.3 6.3 6.4 4,619 28,001	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400	1.0 0.3 4.7 5.8 10.2 4,771 30,965
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties	(50) 356 (259) 2,354 (887) (287)	200 1 (395) 38 (1,001) 959 (234) 0	49 1 7 (6) 777 (626) (201) 0	37 2 10 (85) 970 (265) (214)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS	12.3 1.2 0.3 7.9 10.2 13.1 2,531 25,110 97,582	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries	(50) 356 (259) 2,354 (887) (287) 0 (63)	200 1 (395) 38 (1,001) 959 (234) 0 (9)	49 1 7 (6) 777 (626) (201) 0 (4)	37 2 10 (85) 970 (265) (214) 0 (4)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary)	12.3 1.2 0.3 7.9 10.2 13.1 2.531 25,110 97,582 4,090	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets	(50) 356 (259) 2,354 (887) (287) 0 (63) (37)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32)	49 1 7 (6) 777 (626) (201) 0 (4) (10)	37 2 10 (85) 970 (265) (214) 0 (4) (16)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%)	12.3 1.2 0.3 7.9 10.2 13.1 2,531 25,110 97,582	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance	12.3 1.2 0.3 7.9 10.2 13.1 2.531 25,110 97,582 4,090 184.1	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699)	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE	12.3 1.2 0.3 7.9 10.2 13.1 2,531 25,110 97,582 4,090 184.1	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235)	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA	12.3 1.2 0.3 7.9 10.2 13.1 2.531 25,110 97,582 4,090 184.1	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC	12.3 1.2 0.3 7.9 10.2 13.1 2,531 25,110 97,582 4,090 184.1	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt ST debt	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190) (1,156)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0 982	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0 100	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756 0 300	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC Financial structure	12.3 1.2 0.3 7.9 10.2 13.1 2.531 25,110 97,582 4,090 184.1 10.1 5.1 12.1	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1 17.4 10.6 19.1	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4 15.8 9.3 17.4
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt ST debt Other liabilities	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190) (1,156) (1)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0 982 (1)	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0 100 1	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756 0 300 (1)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC Financial structure Total liab/equity	12.3 1.2 0.3 7.9 10.2 13.1 2.531 25,110 97,582 4,090 184.1 10.1 5.1 12.1	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1 17.4 10.6 19.1	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5 15.3 9.1 17.3	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4 15.8 9.3 17.4
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt ST debt Other liabilities Issuance/(retirement) of equity	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190) (1,156) (1) 2,961	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0 982 (1) (20)	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0 100 1	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756 0 300 (1) 0	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC Financial structure Total liab/equity Net debt/equity	12.3 1.2 0.3 7.9 10.2 13.1 2.531 25,110 97,582 4,090 184.1 10.1 5.1 12.1	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1 17.4 10.6 19.1	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5 15.3 9.1 17.3	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4 15.8 9.3 17.4
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt ST debt Other liabilities Issuance/(retirement) of equity Dividends paid	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190) (1,156) (1) 2,961 (812)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0 982 (1) (20) (398)	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0 100 1 0 (594)	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756 0 300 (1) 0 (634)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC Financial structure Total liab/equity Net debt/equity Current ratio (x)	12.3 1.2 0.3 7.9 10.2 13.1 2.531 25,110 97,582 4,090 184.1 10.1 5.1 12.1	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1 17.4 10.6 19.1 68.6 39.6 2.0	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5 15.3 9.1 17.3	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4 15.8 9.3 17.4 70.2 47.5 2.1
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt ST debt Other liabilities Issuance/(retirement) of equity Dividends paid Less: changes in equity	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190) (1,156) (1) 2,961 (812) (1,296)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0 982 (1) (20) (398) 83	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0 100 1 0 (594) 0	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756 0 300 (1) 0 (634) (0)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC Financial structure Total liab/equity Net debt/equity Current ratio (x) Interest coverage (x)	12.3 1.2 0.3 7.9 10.2 13.1 2.531 25,110 97,582 4,090 184.1 10.1 5.1 12.1	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1 17.4 10.6 19.1	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5 15.3 9.1 17.3	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4 15.8 9.3 17.4
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt ST debt Other liabilities Issuance/(retirement) of equity Dividends paid Less: changes in equity Other adj for financing	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190) (1,156) (1) 2,961 (812) (1,296) 1,301	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0 982 (1) (20) (398) 83 (90)	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0 100 1 0 (594) 0 (95)	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756 0 300 (1) 0 (634) (0) (97)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC Financial structure Total liab/equity Net debt/equity Current ratio (x) Interest coverage (x) Activity ratios	12.3 1.2 0.3 7.9 10.2 13.1 2,531 25,110 97,582 4,090 184.1 10.1 5.1 12.1 60.6 31.8 2.1 4.0	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1 17.4 10.6 19.1 68.6 39.6 2.0 10.6	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5 15.3 9.1 17.3	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4 15.8 9.3 17.4 70.2 47.5 2.1 11.5
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt ST debt Other liabilities Issuance/(retirement) of equity Dividends paid Less: changes in equity Other adj for financing Financing cash flow	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190) (1,156) (1) 2,961 (812) (1,296) 1,301 (193)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0 982 (1) (20) (398) 83 (90) 556	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0 100 1 0 (594) 0 (95) (588)	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756 0 300 (1) 0 (634) (0) (97)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC Financial structure Total liab/equity Net debt/equity Current ratio (x) Interest coverage (x) Activity ratios Asset turnover	12.3 1.2 0.3 7.9 10.2 13.1 2,531 25,110 97,582 4,090 184.1 10.1 5.1 12.1 60.6 31.8 2.1 4.0	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1 17.4 10.6 19.1 68.6 39.6 2.0 10.6	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5  15.3 9.1 17.3  68.1 48.1 2.1 11.2	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4 15.8 9.3 17.4 70.2 47.5 2.1 11.5
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt ST debt Other liabilities Issuance/(retirement) of equity Dividends paid Less: changes in equity Other adj for financing Financing cash flow Net increase in cash & equivalents	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190) (1,156) (1) 2,961 (812) (1,296) 1,301 (193) 178	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0 982 (1) (20) (398) 83 (90) 556 361	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0 100 1 0 (594) 0 (95) (588) (511)	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756 0 300 (1) 0 (634) (0) (97) (432) 183	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC Financial structure Total liab/equity Net debt/equity Current ratio (x) Interest coverage (x) Activity ratios Asset turnover Receivables turnover	12.3 1.2 0.3 7.9 10.2 13.1 2,531 25,110 97,582 4,090 184.1 10.1 5.1 12.1 60.6 31.8 2.1 4.0	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1 17.4 10.6 19.1 68.6 39.6 2.0 10.6	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5  15.3 9.1 17.3  68.1 48.1 2.1 11.2	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4 15.8 9.3 17.4 70.2 47.5 2.1 11.5
Inc/(dec) – other curr liab Other adj for operations Operating cash flow ST investments Capital expenditures Investment properties Investment in subsidiaries Other assets Other adj for investments Investing cash flow Free cash flow Issuance/(repayment) of debt ST debt Other liabilities Issuance/(retirement) of equity Dividends paid Less: changes in equity Other adj for financing Financing cash flow	(50) 356 (259) 2,354 (887) (287) 0 (63) (37) (709) (1,984) 2,067 (1,190) (1,156) (1) 2,961 (812) (1,296) 1,301 (193)	200 1 (395) 38 (1,001) 959 (234) 0 (9) (32) 123 806 (1,235) 0 982 (1) (20) (398) 83 (90) 556	49 1 7 (6) 777 (626) (201) 0 (4) (10) 142 (699) 575 0 100 1 0 (594) 0 (95) (588)	37 2 10 (85) 970 (265) (214) 0 (4) (16) 144 (355) 756 0 300 (1) 0 (634) (0) (97)	P/B P/S EV/EBITDA EV/EBIT Dividend yield, ordinary (%) EPS BVPS SPS DPS (annual, ordinary) Dividend payout ratio (%) Operating performance ROE ROA ROIC Financial structure Total liab/equity Net debt/equity Current ratio (x) Interest coverage (x) Activity ratios Asset turnover	12.3 1.2 0.3 7.9 10.2 13.1 2,531 25,110 97,582 4,090 184.1 10.1 5.1 12.1 60.6 31.8 2.1 4.0	1.1 0.4 5.3 6.3 6.4 4,619 28,001 74,129 2,012 43.1 17.4 10.6 19.1 68.6 39.6 2.0 10.6	7.0 1.1 0.4 5.2 6.3 9.6 4,403 29,400 86,443 3,000 67.5  15.3 9.1 17.3  68.1 48.1 2.1 11.2	1.0 0.3 4.7 5.8 10.2 4,771 30,965 92,289 3,200 66.4 15.8 9.3 17.4 70.2 47.5 2.1 11.5

Source: Company reports, 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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