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### 4Q PBT plunged, hindering full-year profit growth

Techcombank (TCB) recorded 4Q22 NII of VND6,819 billion (-5.9%YoY) and non-interest income (NOII) of VND2,608 billion (-10.5%YoY). 4Q operating and provision expenses were VND4 trillion (+17.6%YoY) and VND691 billion (+10.2%YoY). Less income and more expenses made 4Q PBT only reach VND 4,746 billion (-19.6%YoY). 2022 PBT slightly gained 10% to VND25,568 billion.

### The pressure of capital costs made NIM fall to 5.29%

Average earnings yield gained 0.23% YoY, but the cost of funds (COF) rose in 2H22 (up 0.67ppts YoY in 2022). Accordingly, 2022 NIM dropped 0.42ppts YoY.

### Positive credit growth and deposit mobilization

2022 credit is VND461 trillion, up 12.6% (under 13% granted this year). The lack of cash made TCB accelerate supplementing Tier 1 capital right in 4Q, thereby raising customer deposits by 13.9% YoY. LDR and SMLR still meet regulations.

### Special mentioned loans grew sharply but are not worrisome

NPL ratio rose to 0.91% (vs 0.66% in the same period). Special mention was four times YoY due to the adjustment of the repayment schedule for customers. LLCR should be reduced to 125% thanks to the reversal of the provision for Covid.

### TCB hopes it would regain its leading position in CASA in 2023

TCB has lost its leading position in CASA to Military Bank (MBB) in 2022. In 2023, the bank will try to regain its position, based on (1) higher investment demand, (2) strong omni-channel retail platform, and (3) improved customer experience.

### BUY recommendation with the target price of VND34,200/share

Using two valuation methods P/B and residual income, we maintain our BUY recommendation for TCB shares with the target price of VND34,200 apiece.

**Buy** maintain

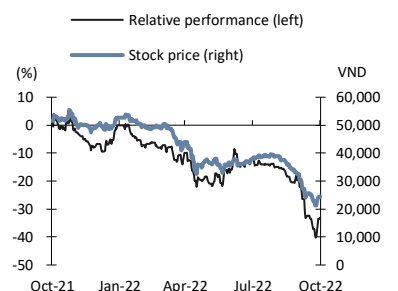
<b>Target price</b>	<b>VND34,200</b>
Upside/Downside	22.3%
Current price (Feb 23, 2022)	27,950
Consensus target price	45,100
Market cap (VNDbn)	95,668

<b>Trading data</b>	
Free float	77.2%
3M avg trading value (VNDbn)	143.64
Foreign ownership	22.5%
Major shareholder	MSN (14.96%)

<b>Share price performance</b>				
(%)	1M	3M	6M	12M
<b>Absolute</b>	-24.3	-35.1	-44.1	-52.3
<b>Relative</b>	-16.6	-23.8	-25.7	-33.3

### Forecast earnings & valuation

FY-end	2021	2022	2023F	2024F
Net interest income (VNDbn)	26,699	30,289	34,981	42,276
Pre-provision operating profit (VNDbn)	25,903	27,504	32,217	39,630
NPAT of the parent bank (VNDbn)	18,052	20,150	23,253	28,587
EPS (VND)	5,137	5,729	6,598	8,096
EPS growth (%)	46.1%	11.5%	15.2%	22.7%
PER (x)	9.71	6.04	5.25	4.28
Book value per share (VND)	25,476	30,908	37,786	45,868
PBR (x)	1.96	1.12	0.92	0.76
ROE (%)	22.0%	19.8%	18.9%	19.1%



## Business operation

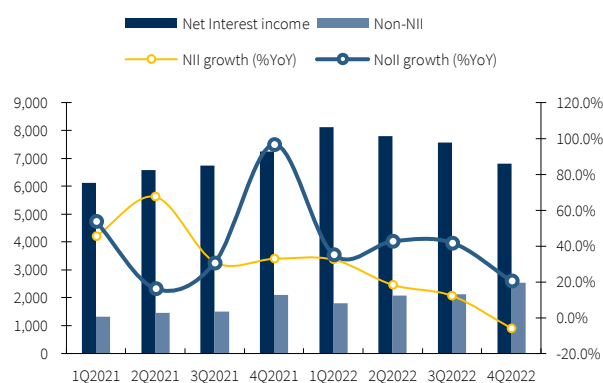
### Downward 4Q PBT made 2022 profit only increase by 10%YoY

TCB's incomes continued to decrease slightly over the same period. To be more specific, TCB's NII dropped 9.8%QoQ and 5.9%YoY to VND6,819 billion while non-interest income (NOII) was down 10.5% QoQ and YoY to VND2,609 billion. 4Q TOI was VND9,427 billion (-8.8%QoQ and -7.2%YoY). Operating expenses (OPEX) reached VND4 trillion in 4Q (+17.6% YoY). TCB made provision of VND691 billion for 4Q (+13.5%QoQ and +10.2%YoY). Declining income sources and increasing costs resulted in the bank's lower PBT of VND4,746 billion (-29.3%QoQ and -22.7%YoY), which is the lowest quarterly level in the 2021-2022 period. The sharp decline in 4Q made TCB's full-year PBT grow by a mere of 10% YoY to VND25,567 billion.

### The pressure of COF made NIM for the whole year 2022 decrease by 0.42ppts to 5.29%

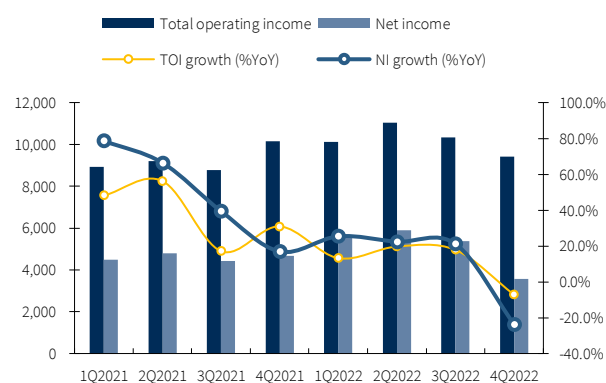
TCB's deposit rate strongly rose by 2.35-2.65ppts for terms of less than 12 months and by 2.05-2.35ppts for longer terms in November to increase competitiveness while banks are in an "interest rate race" to reduce liquidity pressure. TCB also had to raise demand deposit interest rate from 0.03% to 1% to maximize low-cost capital. However, TCB's CASA ratio in 2022 still fell by 13.5ppts from the peak at the end of 2021 to 37% (Figure 4) because term deposits still have more attractive interest rates. Besides, deposit rates on the interbank channel also peaked in November, putting more pressure on the bank's COF. Therefore, the average COF in 4Q increased sharply by 1.12ppts QoQ to 3.95% (Figure 3). Meanwhile, the average earnings yield improved at a slower pace, increasing only 0.32ppts QoQ due to (1) limited credit room (so it only increased by 2.6% at the end of the year, since then the credit portfolio has not yet produced high earnings yield and (2) the characteristics of medium and long-term portfolio (so the absorption rate of interest rate fluctuations is slower). Accordingly, NIM continued to decrease by 0.72ppts QoQ to 4.5% in 4Q. The full year NIM of 2022 since reached 5.29% (-0.42ppts YoY).

Fig 1. TCB – NII & NOII growth by quarter (% YoY)



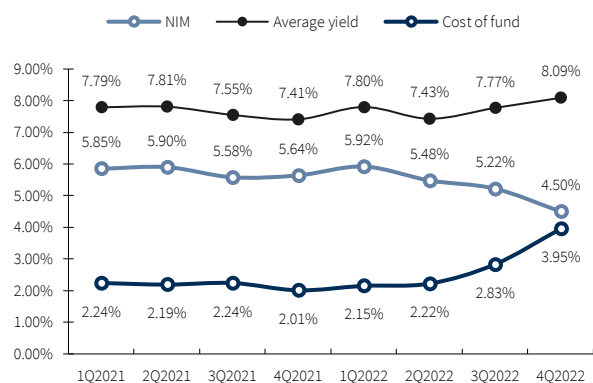
Source: Techcombank, KB Securities Vietnam

Fig 2. TCB – TOI & PBT growth by quarter (% YoY)



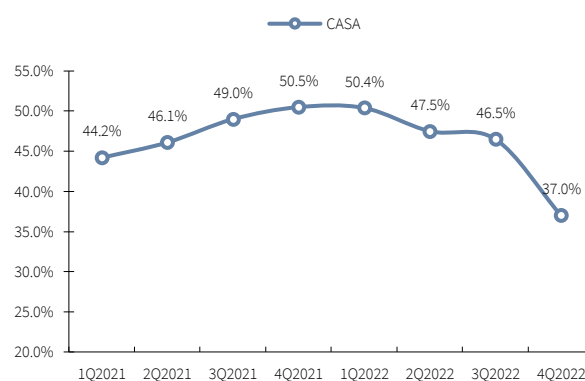
Source: Techcombank, KB Securities Vietnam

Fig 3. TCB – NIM by quarter (% YoY)



Source: Techcombank, KB Securities Vietnam

Fig 4. TCB – CASA ratio by quarter (% YoY)



Source: Techcombank, KB Securities Vietnam

### 2022 NFI maintained a positive growth of 33.5%YoY, reaching VND8,528 billion

The bond market is in "hibernation", waiting for legal changes. Besides, investors also became more cautious of bond investment activities after the incident of Tan Hoang Minh Group and Van Thinh Phat Group. As a result, TCB's investment banking (IB) income fell to only VND268 billion (-53%QoQ and -73%YoY) in 4Q and VND2,591 billion for the whole year of 2022 (-281% YoY). The bank believes that the bond market is still very potential in the coming time, so it will continue to put capital into the IB segment to quickly seize opportunities when the market recovers.

However, the IB segment may face many difficulties until the Decree 65 is amended, TCB has actively developed other fee income sources such as payment and insurance services and continued to take advantage of its high position in credit card segment.

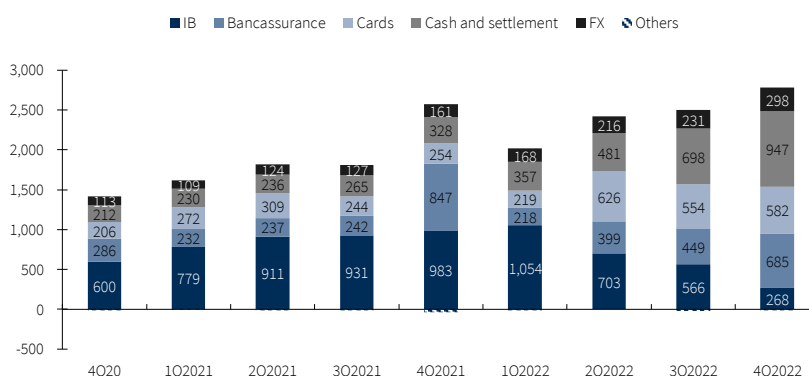
As a result, fees collected from card services in 4Q increased 2.3 times YoY to VND582 billion. Total income from card services in 2022 reached VND1,981 billion (+83.6% YoY). Omni-channel retail lending platform was put into operation from the end of 2021 with pre-approval or on-site features with credit cards, which significantly contributed to TCB's card business results. The number of newly opened credit cards in 2022 was estimated at 346 thousand cards (+47.7%YoY), bringing the total number of credit cards issued by the bank to nearly 900 million cards. Card payment transaction value gained 40.6% YoY.

Income from payment services grew impressively in 4Q. It was nearly three times higher than that of the same period last year, reaching VND947 billion thanks to (1) boosted letter of credit (L/C) payment services and (2) accelerated pre-approval of loans via digital channels, thereby strongly improving corporate customer experience. Total income from payment activities reached VND2,483 billion (+134%YoY).

The insurance business continued to strengthen its position as an important source of service income as it contributed about 25% of TCB’s NFI, equal to VND685 billion (+52%QoQ and -19%YoY). The strategy of focusing on penetrating into the high-income customer segment and the development orientation of comprehensive wealth management are bringing high efficiency to the insurance business of the bank.

2022 foreign currency transaction fees earned VND913 billion (+75%YoY).

Fig 5. TCB – NFI structure by quarter

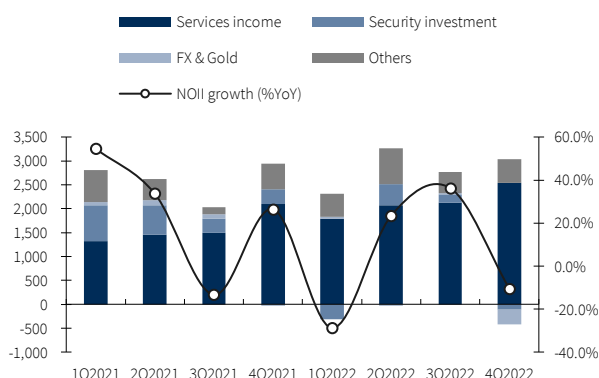


Source: Techcombank, KB Securities Vietnam

**Income from securities trading is still less positive**

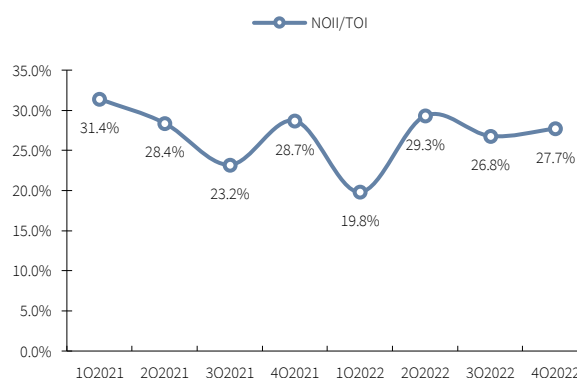
Income from foreign exchange and gold trading recorded a loss of VND304 billion in 4Q, mainly related to currency derivatives. This segment lost VND275 billion (-185%YoY) in 2022. Securities trading and investment are also not very positive because of the pessimistic sentiment in the bond market. The securities trading segment lost VND117 billion in 4Q (-138%YoY) but gained VND184 billion in 2022 (-90.6%YoY). Net income from other activities in 2022 (mainly from debt settlement) reached VND2,175 billion (+18.9% YoY). Although service activities still grew well in 4Q, other segments were still less positive, causing NOII to still decrease by 10.5%YoY. For the whole year of 2022, NOII increased slightly by 2.26%YoY to VND10,612 billion.

Fig 6. TCB – NOII structure by quarter



Source: Techcombank, KB Securities Vietnam

Fig 7. TCB – NOII/TOI ratio by quarter (%)



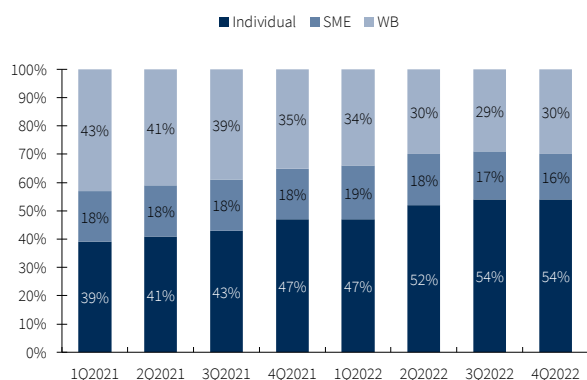
Source: Techcombank, KB Securities Vietnam

## Home loans and credit cards are the main drivers of personal loans

Despite many difficulties, TCB still managed to keep high credit growth which increased 21.1%YoY to VND420.5 trillion.

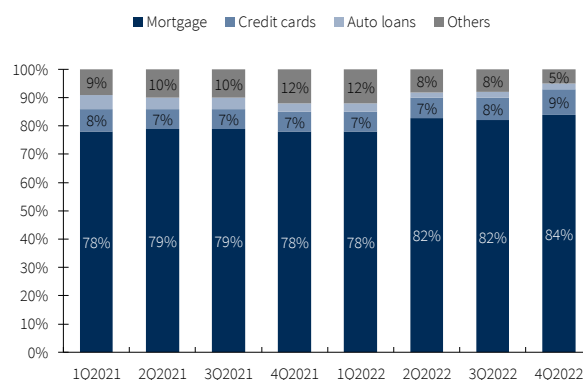
**Personal loans:** The proportion of retail lending has improved markedly from 47% at the beginning of 2021 to 70% by the end of 2022, following the strategy of increasing retail lending proportion to diversify risk. Of that, personal loan balance reached VND226.5 trillion, up 40.1%YoY. Outstanding loans to SMEs rose 7.3% YoY to VND69.4 trillion. Total loans to wholesale customers slightly gained 3.8%YoY to VND126 trillion (**Figure 8**). Home loans still account for the majority of personal loans with a proportion of up to 84%, total value surged 42.3%YoY to VND190.7 trillion at the end of 2022. Credit cards account for only about 9% of total personal loans but play an important role in TCB's strategy to boost retail so the bank would continue to expand this loan type. The total value of credit cards rose 69.8%YoY to VND20,437 billion.

Fig 8. TCB – Loan structure



Source: Techcombank, KB Securities Vietnam

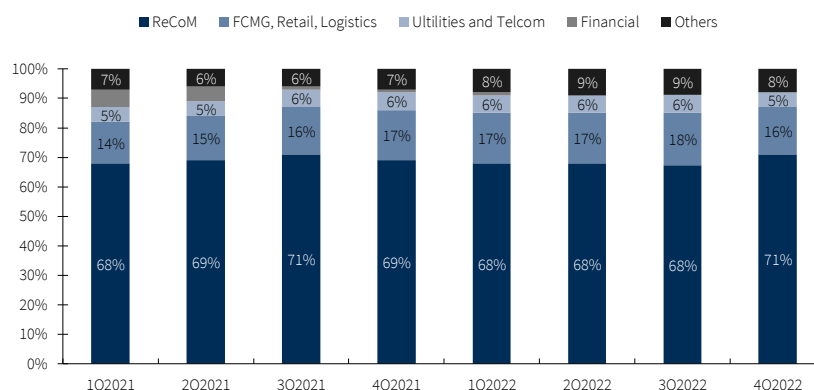
Fig 9. TCB – Personal loan structure



Source: Techcombank, KB Securities Vietnam

**Corporate loans:** TCB mainly disburses in real estate, construction and building materials. The scale of outstanding loans at the end of 2022 is about VND137 trillion, up 4.2%YoY and accounting for 71% of total loans to corporate customers (vs 69% in 2021). Fast-moving consumer goods, retail and logistics segments grew well in 9M22 thanks to limited loans into real estate. However, in 4Q, TCB accelerated disbursement into the core real estate segment, so the outstanding loans of this group decreased by 8.9% QoQ to VND31 trillion, accounting for 16% of corporate loans. Corporate loans to utilities and telecommunications also dropped 16.8%YoY. TCB actively reduced lending to financial and public services so the proportion of this segment is nearly 0% by the end of 2022.

Fig 10. TCB – Corporate loan structure by business activity



Source: Techcombank, KB Securities Vietnam

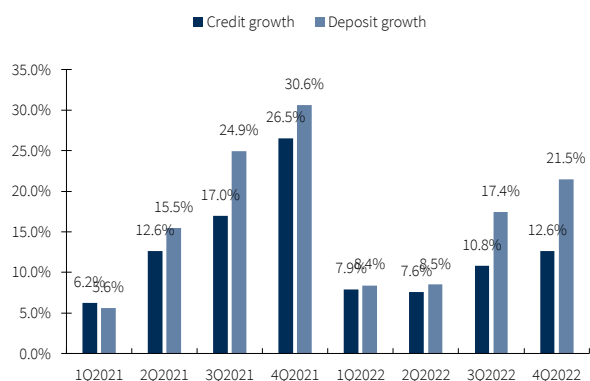
### Core lending activities still maintain high growth

TCB's corporate bond portfolio continued to be cut by VND2.5 trillion in 4Q to about VND41 trillion (-34.5%YoY). Core lending activities still record a good growth despite the difficulties of the real estate market. Total loans to customers increased by 21.1% YoY to VND420.5 trillion (**Figure 12**). As a result, credit growth for the whole year of 2022 of TCB reached 12.6%, which is still under the room of 13% set by the State Bank.

The scale of mobilized capital at the end of 2022 reached VND560 trillion, up 21.5% YoY. Deposits from customers in 9M22 grew by a mere of 1.3% YTD as credit room was tight, and existing capital was still enough to meet lending activities. Demand for loans increased sharply at the end of the year, and the credit room was extended to 13%, making the growth of mobilized capital more urgent. TCB's deposits have since strongly risen by 12.3% in 4Q. Customer deposits at the end of 2022 reached VND358 billion, up 13.8%YoY. Term deposits gained 45%YoY due to high deposit rates. CASA deposit reduced 17%YoY. Deposits from interbank channel hit VND167 trillion (+40.9%YoY) while deposits from valuable papers inched up 0.97% YTD (**Figure 13**).

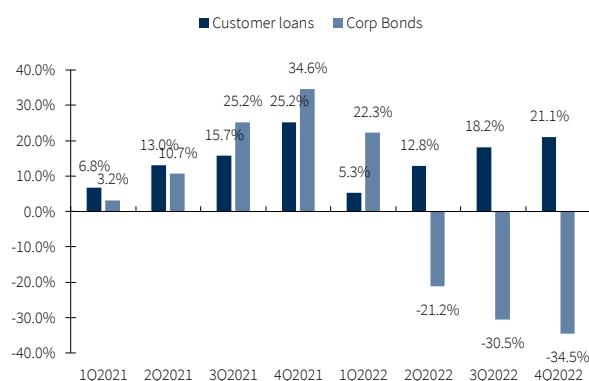
Given strong credit growth, the continuous improvement of deposit help reduce pressure on the bank's liquidity. 2022 LDR is 76.4%, which is still safe saves room for lending. 4Q ratio of short-term capital for medium and long-term loans (SMLR) increased slightly by 4.4ppts to 28.8%, which meets the State Bank's limit of 34% (**Figure 14**).

Fig 11. TCB – Credit & deposit growth (%YTD)



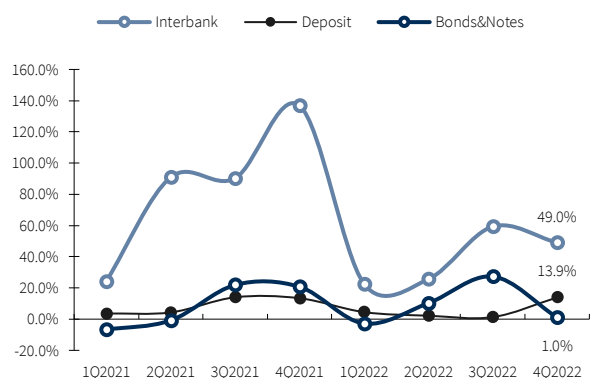
Source: Techcombank, KB Securities Vietnam

Fig 12. TCB – Credit & corporate bond growth (%YTD)



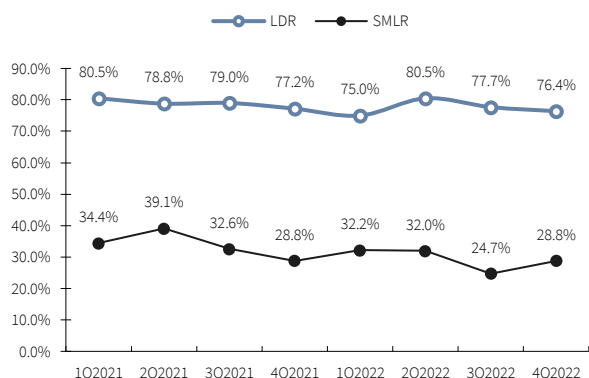
Source: Techcombank, KB Securities Vietnam

Fig 13. TCB – Deposit growth (%YTD)



Source: Techcombank, KB Securities Vietnam

Fig 14. TCB – LDR & SMLR (%)



Source: Techcombank, KB Securities Vietnam

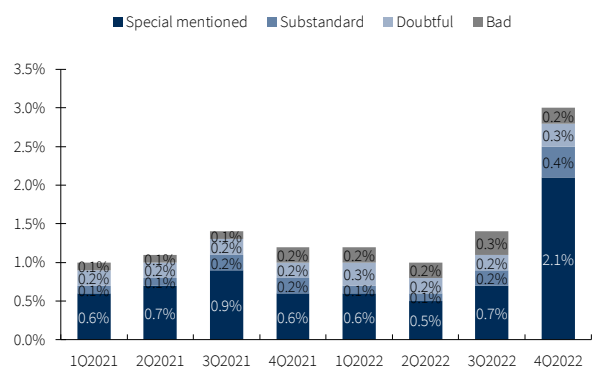
**Substandard debts quadrupled in 4Q alone**

Substandard and doubtful debts surged 133.9% and 35.1% respectively in 4Q, causing TCB's NPL ratio to increase by 0.26ppts QoQ to 0.91%. Some of TCB's customers have difficulties in repaying their loans at other banks, so their debts jumped after being updated according to the data of the Credit Information Center (CIC). NPL ratio before the CIC update was only about 0.6%, showing that the quality of the loans of these customers at TCB is still guaranteed.

The management explained that many customers were facing temporary difficulties, so the bank actively evaluated and restructured payment terms to suit future cash flows of the business (without extending the entire loan), leading to the surge in substandard debts. According to the regulations, debts which are restructured for payment term without extension will have three months on probation and will be transferred to substandard group. The bank is still closely monitoring the activities of these customers and is expected the substandard group will gradually decrease in the near future.

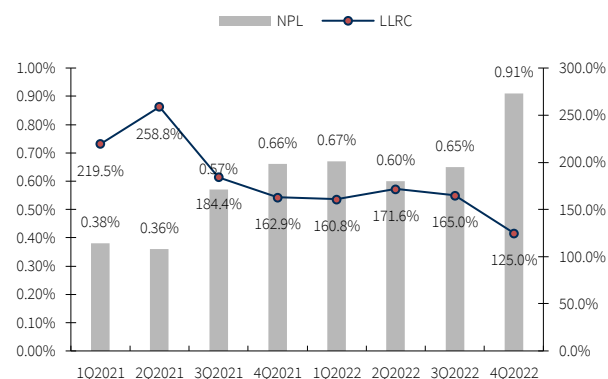
Reversing the provision for COVID of previous years and the arising bad debts all have large collaterals, so the bank does not have to raise its provision sharply. This made the LLCR dropped sharply to 125%.

Fig 15. TCB – NPL structure



Source: Techcombank, KB Securities Vietnam

Fig 16. TCB – NPL ratio & LLCR (%)

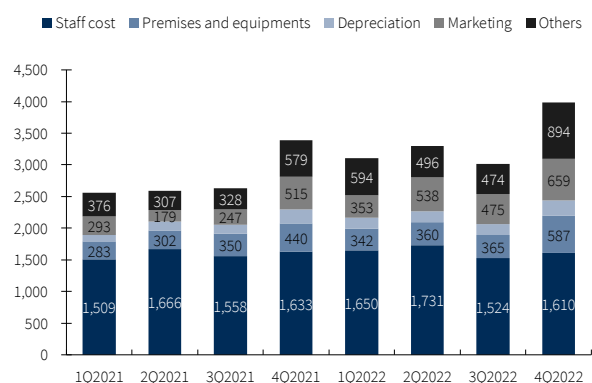


Source: Techcombank, KB Securities Vietnam

**OPEX increased sharply due to seasonality. Credit costs are still well controlled**

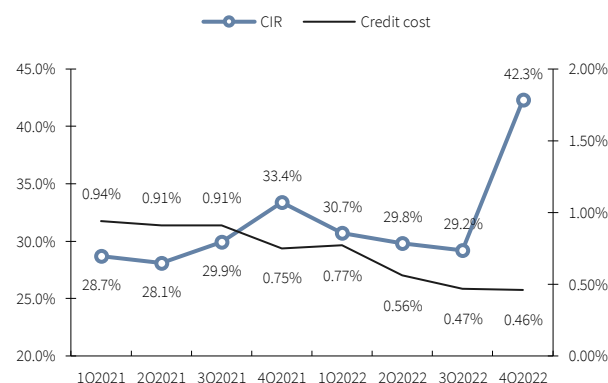
4Q OPEX rose 17.6% YoY to VND4 trillion, and CIR surged to 42.3% partly due to a slight decrease in TOI. Expenditure on salary and bonus for employees was flat YoY at VND1.6 trillion. However, other expenses recorded a strong increase. (1) Spending on assets reached VND587 billion, up 33.4%YoY mainly because of digital transformation investment. (2) Depreciation expenses reached VND240 billion (+35.6%QoQ and 7.6%YoY), mainly for big IT platforms which usually surged in 4Q. (3) Spending on marketing activities continued to jump from 2Q to VND659 billion (+38.7%QoQ and +27.9%YoY). Despite a strong increase in 4Q, the CIR for the whole year of 2022 grew by a mere of 1.2ppts YoY to 31.3%. Credit costs continued to remain low at 0.46%.

Fig 17. TCB – OPEX by quarter (VNDbn)



Source: Techcombank, KB Securities Vietnam

Fig 18. TCB – CIR and credit cost(%)



Source: Techcombank, KB Securities Vietnam



## TCB to take back the leading position in CASA from MBB in 2023

By the end of 2022, TCB's CASA ratio decreased by 10.6ppts to only 37%, losing the leading position in the system to MBB. We believe that liquidity pressure in the last months of the year is the main reason for TCB's increased deposit mobilization. That, when combined with the fact that customers also prioritize term deposits to enjoy high interest rates, made term deposits at the end of 4Q rise by 32%QoQ and 45%YoY to VND226 trillion. Meanwhile, CASA deposits decreased by 17%YoY to VND132 trillion.

TCB's CASA decrease is only seasonal and is expected to improve further in 2023 with the support from the below factors:

- (1) Deposit rates are forecasted to become lower when the liquidity of the whole system gain stability, thereby making term deposits less attractive and increasing CASA for customers' investment activities.
- (2) TCB's digital banking platform has been deployed in 4Q22 with many attractive incentives and features such as free transfer for life; free international transactions for the first year; and simple, easy and ready-to-use credit after six hours. This should become the first choice for SMEs.
- (3) Strong position in the credit card segment through heavy investment in digital transformation and cloud computing. Omni-channel retail platform with pre-approval or on-site with credit cards will continue to be the driving force of TCB's card business in 2023.
- (4) The bank would continue to implement programs such as Dai Cat Ceremony to open accounts and stimulate spending. After only three months of the program, more than 252 thousand new customers opened accounts via eKYC channel, there were 9,496 billion new online term deposits (accounting for ~18-20% of new online term deposits in 4Q), and 70% of customers have transactions in the first month since account opening.

## Forecast & valuation

### Forecast of business results in 2023

We make a forecast for TCB in 2023 as follows:

- We maintain a cautious view on the credit room granted to TCB in 2023 as it is among the banks with largest loan value to real estate business and for bond investment. Credit growth for the whole year in 2023 is forecast to reach 13%, of which customer loans may increase by 19.2%YoY and the corporate bond portfolio will continue to reduce 49.0%.
- Deposit growth should reach 14.2%, of which mobilized capital from deposits will still be positive thanks to slowly decreasing deposit rates.
- We forecast that TCB's COF in 2023 will remain high because (1) deposit mobilization in 2022 focused on 4Q when interest rates were high, so COF will remain high for at least the first half of this year; (2) CASA recovers slowly. Earnings yields are expected to increase more slowly because they still have to reduce interest rates according to the direction of the State Bank. NIM should continue to decrease by 0.12ppts YoY to 5.17%.
- NPL ratio may increase slightly to 0.95% from 0.91% in 2022 because the sharp increase in substandard debt by the end of 2022 is still a potential risk although the Management is confident that these debts will return to standard group after three months of probation. In addition, NPLs from bonds are also a risk.
- Provision expense in 2023 should be VND2,526 billion, up 30.5 YoY. We raised forecast provision expense to reflect potential debts from the end of 2022, which cause TCB to increase provision.
- The parent bank's NPAT may reach VND23,121 billion (+14.7%YoY).

**Table 1. TCB – 2023–2024F performance**

VNDbn	2022	2023F	2024F	%YoY 2023	%YoY 2024
Net interest income	30,289	34,715	41,889	14.6%	20.7%
Net fee income	8,528	10,358	12,913	21.5%	24.7%
Total operating income	40,901	47,120	57,057	15.2%	21.1%
Provision for bad debts	-1,935	-2,525	-3,129	30.5%	23.9%
PAT minus minority interest	20,150	23,121	28,388	14.7%	22.8%
NIM	5.29%	5.17%	5.24%		
Average yield	7.82%	7.97%	8.14%		
Cost of funding	2.83%	3.15%	3.31%		
CIR	32.8%	32.0%	31.0%		
NPL	0.91%	0.95%	0.95%		
Total Assets	699,033	801,986	958,329	14.7%	19.5%
Total Liabilities	113,425	137,873	167,419	21.6%	21.4%

Source: KB Securities Vietnam estimates

## Valuation – BUY recommendation with the target price of VND34,200

We combine two valuation methods, P/B and residual income, to find a fair price for TCB shares.

### (1) P/B valuation method (Figure 19)

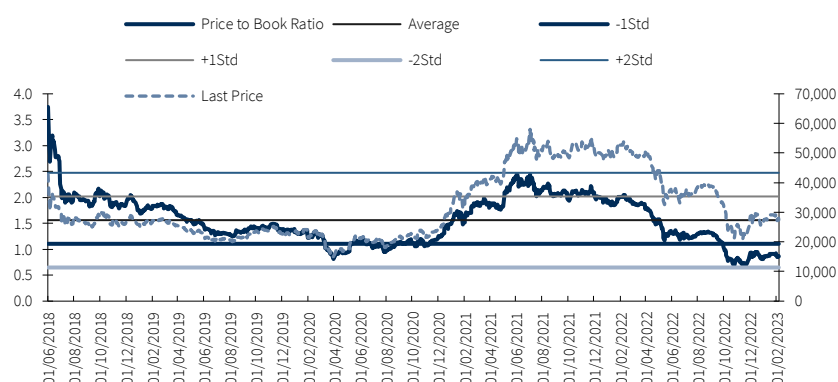
We appreciate TCB's solid foundation and great strides in digital transformation. TCB's valuation was heavily discounted as TCB is among the top lenders for real estate and corporate bonds, causing the bank's PB to trade around four-year lows, reaching 0.85x. As bonds are still a potential risk in 2023, we give TCB a target PB valuation of 1x for 2023.

### (2) Residual income (Table 2)

In addition, we incorporate a residual income model to reflect systematic risk and long-term expectations. We adjust the risk-free rate (Rf) to 5% and update our model's risk premium to 9%.

Combining the above two valuation methods with a ratio of 50-50 (Table 3), we keep our target price for TCB stocks unchanged at VND34,200/share, 22.3% higher than the closing price on February 23, 2022. Some of the risks that may affect our forecast include (1) a surge in NPLs and (2) bond-related risks.

Fig 29. TCB – Share price & P/B (VND, x)



Source: Techcombank, KB Securities Vietnam

Table 2. TCB – Share price according to residual income model (VND)

VNDbn	2023F	2024F	2025F	2026F	2027F
Profit after tax	23,593	28,967	35,286	42,626	51,872
Residual income	96	429	610	542	769
Cost of capital (Re)	16.7%				
Growth (g)	3%				
Terminal	2,289				
Total present value (PV)	3,512				
<b>Target price</b>	<b>30,675</b>				

Source: KB Securities Vietnam

Table 3. TCB – Target price according to two valuation methods (VND)

Method	Forecast price	Weight	Weighted target price
Residual Income	30,675	50%	15,338
P/B	37,759	50%	18,880
<b>Target price</b>			<b>34,217</b>

Source: KB Securities Vietnam

## TCB – 2021A–2024F financials

Income Statement					Balance Sheet				
(Bn VND)	2021	2022F	2023F	2024F	(Bn VND)	2021	2022F	2023F	2024F
Interest and Similar Income	35,503	44,752	53,140	63,465	<b>TOTAL ASSETS</b>	<b>568,729</b>	<b>699,033</b>	<b>786,851</b>	<b>937,891</b>
Interest and Similar Expenses	-8,805	-14,463	-11,567	-22,078	Cash and precious metals	3,579	4,216	5,084	3,757
<b>Net Interest Income</b>	<b>26,699</b>	<b>30,289</b>	<b>34,573</b>	<b>41,387</b>	Balances with the SBV	4,909	11,476	13,347	15,376
Fees and Commission income	8,239	10,840	13,116	16,391	Placements with and loans to other credit institutio	70,515	82,874	102,764	133,079
Fees and Commission expenses	-1,857	-2,314	-2,758	-3,478	Trading securities, net	5,071	961	1,189	1,320
Net Fee and Commission Income	6,382	8,528	10,358	12,913	Derivatives and other financial assets	294	0	393	469
Net gain/(loss) from foreign currency and gold dea	231	-275	-289	-303	Loans and advances to customers, net	343,606	415,752	496,704	603,459
Net gain/(loss) from trading of trading securities	52	-242	49	52	Debts purchase	133	108	0	0
Net gain/(loss) from disposal of investment secur	1,804	426	513	618	Investment securities	97,586	103,652	91,586	96,677
Net Other income/(expenses)	1,803	2,167	1,768	1,882	Investment in other entities and LT investments	13	13	16	19
Dividends income	4	8	4	4	Fixed assets	7,224	8,411	8,655	9,379
<b>Total operating income</b>	<b>37,076</b>	<b>40,901</b>	<b>46,976</b>	<b>56,553</b>	Investment properties	1,089	1,053	1,259	1,501
General and Admin expenses	-11,173	-13,398	-15,032	-17,531	Other assets	34,711	70,517	84,620	96,467
<b>Operating Profit Before Provision for Credit Loss</b>	<b>25,903</b>	<b>27,504</b>	<b>31,944</b>	<b>39,022</b>	<b>LIABILITIES AND SHAREHOLDER'S EQUITY</b>	<b>568,729</b>	<b>699,033</b>	<b>786,851</b>	<b>937,891</b>
Provision for credit losses	-2,665	-1,935	-2,526	-3,130	<b>Total liabilities</b>	<b>475,687</b>	<b>585,608</b>	<b>649,059</b>	<b>770,835</b>
<b>Profit before tax</b>	<b>23,238</b>	<b>25,567</b>	<b>29,418</b>	<b>35,892</b>	Due to Gov and Loans from SBV	1	8	0	0
Corporate income tax	-4,823	-5,132	-5,904	-7,203	Deposits and Loans from other credit institution	12,459	167,563	190,184	255,037
<b>Net profit for the year</b>	<b>18,415</b>	<b>20,436</b>	<b>23,514</b>	<b>28,689</b>	Deposits from customers	314,753	358,404	397,112	444,765
Minority interest	-363	-286	-470	-574	CBs/CDs and other valuable papers issued	33,680	34,007	37,272	45,807
<b>Attributable to parent company</b>	<b>18,052</b>	<b>20,150</b>	<b>23,044</b>	<b>28,115</b>	Other liabilities	14,796	23,775	24,491	25,226
					<b>Shareholder's equity</b>	<b>93,041</b>	<b>113,425</b>	<b>137,792</b>	<b>167,055</b>
					Charter capital	35,109	35,172	35,242	35,312
					Share premium	476	476	477	477
					Reserves	9,156	11,609	14,666	18,396
					Retained Earnings	47,453	64,483	85,808	110,697
					<b>Valuation</b>				
					<b>(VND, x, %)</b>	<b>2021</b>	<b>2022F</b>	<b>2023F</b>	<b>2024F</b>
					<b>Pricing ratio</b>				
					Basic EPS	5,137	5,729	6,539	7,962
					Book value per share	25,476	30,908	37,759	45,715
					<b>Valuation ratio</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
					PER	7.39	4.8	4.21	3.45
					PBR	1.49	0.89	0.73	0.60
					Dividend yield	0.0%	0.0%	0.0%	0.0%

Source: Techcombank, KB Securities Vietnam

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## Investment ratings & definitions

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### 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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