

Snapshot	HOSE	HNX	UPCOM
Close (pts)	1,264.5	226.4	92.4
1 Day change (%)	0.5%	0.2%	-0.1%
1 Month change	-1.8%	-3.6%	-1.3%
1 Year change	23.0%	9.8%	14.1%
Market cap (USDbn)	205	12	59
Value (USDmn)	545	24	17
Gainers	153	68	117
Losers	149	82	130
Unchanged	92	156	631

Market Commentary

Stocks advance, led by banks

The VN-Index bounced between positive and negative territory on Thursday before closing up 0.5% at 1,264.5. Total trading value increased 42.2% compared to Wednesday to VND18.1tn (USD716.1mn), largely due to MSN (discussed below). The HN-Index also rose 0.2% to 226.4.

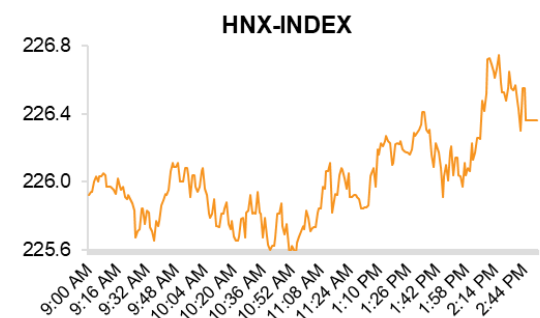
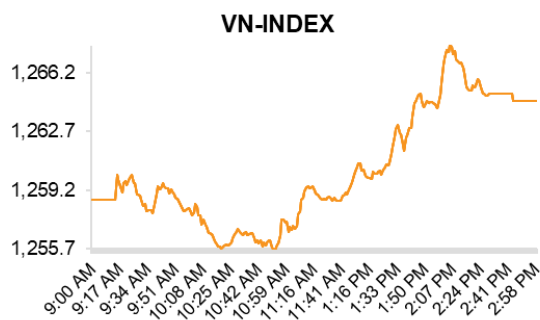
Banks (+0.9%) were the stellar performers today, led by CTG (+2.7%), VCB (+2.1%), STB (+1.1%), ACB (+1.2%), LPB (+1.2%) and VPB (+1.0%). Most banks recorded positive results in 3Q24, including STB, CTG and VCB.

Other market drivers included Real Estate (+0.5%), Financial Services (+0.6%), Chemicals (+0.6%), and Retail (+0.5%). In contrast, market laggards were Food & Beverage (-0.5%), Industrial Goods & Services (-0.4%), Utilities (-0.4%), Telecommunications (-1.1%), Basic Resources (-0.1%) and Construction & Materials (-0.3%).

Although Real Estate increased, DPG (-3.2%) continued its sharp decline after announcing negative revenue and net profit growth in 3Q24. Over the last three trading sessions, DPG has dropped by more than 10%, despite the index increasing by 0.8%. This is attributed to the underperformance of its revenue and gross profit margin in the infrastructure construction segment YoY, despite the Government's increased focus on public investment. Revenue of the construction and installation segment decreased 16.3% YoY to VND672bn (USD26.6mn), with a 2% pts decline YoY in gross profit margin to 8.5%.

MSN (-1.9%) dominated foreign trading today. According to media reports, SK Investment Vina I Pte Ltd, a member fund of SK Group, offered about 63 million shares or a 4.4% stake in the company in a secondary placement. VND6.0tn (USD237.2mn) of the shares were sold. Foreign investors acquired VND4.7tn (USD185.8mn) of them, resulting in net foreign selling of VND1.3tn (USD51.4mn).

Foreign investors extended their selling momentum, as net selling value reached VND1.7tn (USD67.2mn), 10.1x higher than yesterday. Besides MSN, they mainly sold VHM (VND204.7bn, USD8.1mn), STB (VND71.1bn, USD2.8mn), HDB (VND61.9bn, USD2.4mn), and MWG (VND41.7bn, USD1.6mn). In contrast, they bought VPB (VND87.7bn, USD3.5mn) and CTG (VND43.8bn, USD1.7mn).



Commentator(s):



Barry Weisblatt – Head of Research

Barry.weisblatt@vndirect.com.vn

Country Peering	Index	1 D Chg (%)	Ytd Chg (%)	P/E (x)	P/B (x)	ROE (%)	Dividend yield (%)	3M/ADTV (USDm)	5Y LC Gov Bond Yield	YTD Net Foreign Flow (USDm)	LC/USD % MoM	LC/USD % YoY
China	Shanghai Index	0.4%	10.2%	#N/A N/A	0.0	-18.4%	2.7%	61,236	1.8%	52,200	-1.4%	2.8%
India	NSE500 Index	-0.3%	16.8%	27.4	4.3	15.6%	1.1%	11,498	6.8%	867	-0.3%	-1.0%
Indonesia	JCI Index	0.1%	4.1%	18.1	2.1	8.2%	3.1%	660	6.7%	2,552	-3.6%	1.2%
Singapore	FSTAS Index	0.0%	8.2%	13.4	1.2	8.6%	5.0%	949	2.7%	N/A	-2.8%	3.6%
Malaysia	FBME Index	-0.6%	11.8%	15.6	1.4	8.5%	3.7%	594	3.7%	502	-5.8%	8.8%
Philippines	PCOMP Index	-1.0%	15.6%	13.2	1.4	10.4%	2.8%	98	5.8%	66	-3.6%	-2.4%
Thailand	SET Index	1.3%	3.5%	17.4	1.4	7.8%	3.2%	1,497	2.2%	-3,413	-4.0%	7.1%
Vietnam	VN-Index	0.5%	11.9%	15.5	1.7	12.0%	1.8%	560	1.9%	-2,557	-2.8%	-2.8%

31-Oct

Macro note**Gasoline prices lowered for third consecutive adjustment period**

The Ministry of Industry, Trade, and Finance announced a further reduction in retail gasoline prices, effective today. E5 RON 92 gasoline will decrease by VND284/liter to a maximum retail price of VND19,408/liter. Similarly, RON 95 gasoline will decline by VND391/liter, capping retail prices at VND20,503/liter.

This adjustment reflects the recent decline in global oil prices, primarily driven by increased US crude oil reserves. While gasoline prices have decreased four out of the five times they've been adjusted this month, the cumulative impact of these reductions remains smaller than the earlier increases. Consequently, gasoline prices currently remain 3% higher compared to the beginning of the month.

Given the current trajectory of gasoline prices, we anticipate minimal impact on the Transport sub-index of the overall MoM CPI change for October.

Commentator(s):**Hang Le – Analyst**Hang.lethu3@vndirect.com.vn

Analyst note

Masan Consumer Corp (MCH): Premiumization drives revenue growth and GPM expansion

We attended MCH’s analyst meeting on October 31. Here are our observations:

MCH’s revenue grew by 10.4% YoY to VND8tn (USD316mn) in 3Q24, and rose 11.2% YoY to VND22tn (USD870mn) in 9M24, mostly driven by revenue growth in the convenience food (increased 13.4%) and beverage line (increased 18.4%). Thanks to premiumization, GPM slightly increased by 0.2%pts YoY to 46.8% in 3Q24 and improved by 1.2% pts YoY to 46.6% in 9M24. NPAT-MI grew by 14.5% YoY to VND2tn (USD79mn) in 3Q24, and increased by 14% YoY to VND5.5tn (USD217mn) in 9M24. NPAT-MI margin improved by 0.9% pts YoY to 25.9% in 3Q24, and rose 0.5% pts YoY to 24.9% in 9M24. The change is mostly explained by reductions in selling expenses contributing 2.1% pts to the net margin while investing in new channels and marketing took away 1.4% pts.

Seasoning products revenue slightly increased by 6.7% YoY to VND2.8tn (USD111mn) in 3Q24 (contributing 36% to total revenue), and increased by 7.2% YoY to VND7.7tn (USD304mn) in 9M24. GPM expanded by 1.6% pts YoY to 55.4% in 3Q24, and expanded by 1.1% pts YoY to 53.7% in 9M24 thanks to the focus on premiumization. MCH’s highlighted campaigns in 3Q24 were: 1) scope expansion with marinating sauces and oyster sauces; 2) premiumization for sauces: “Nam Ngu chili garlic Ly Son”, “Nam Ngu premium fresh anchovies”; and 3) promotion of Chinsu “Ốt bông” domestically and in Myeongdong, Korea.

Convenience food revenue grew by 11% YoY to VND2.6tn (USD103mn) (contributed to 32% total revenue) in 3Q24, and rose 13.4% YoY to VND7tn (USD277mn) in 9M24. GPM increased by 1.4% pts YoY to 41.6% in 3Q24 and by 4.2%pts YoY to 42.1% in 9M24, thanks to premiumization of products (GPM of premium products is around 45%, normal is around 35%). The highlighted campaigns in 3Q24 were: 1) “Omachi’s “Trúng, Bò, Rau” relaunch campaign leveraging multi-channels; 2) Omachi’s self-cooking and self-heating products leveraged e-commerce; 3) social commerce and MT became viral; and 4) Kokomi – “Dai ngon vàng sáng” to launch Kokomi pro to further penetrate mainstream segment. The intense marketing activities pushed Omachi’s revenue to rise by 24% in 3Q24.

Beverage revenue rose by 18.8% YoY to VND1.3tn (USD51mn) in 3Q24 (contributing 16% to total revenue), and increased 18.4% YoY to VND3.9tn (USD154mn) in 9M24, largely attributed to the new product BupNon Tea365 whose revenue grew by 12.2% YoY. GPM narrowed by 2.4% pts YoY to 48.2% in 9M24 due to high material and packaging cost.

HPC revenue increased 12.4% YoY to VND468bn (USD19mn) in 3Q24 (contributing 6% to total revenue) and rose by 3.2% YoY to VND1.3tn (USD51mn) in 9M24, mostly driven by Chante performance. GPM narrowed by 1.8% pts to 34.3% in 9M24 due to higher packaging costs. Chante nationwide launched on October 1 through MCH’s GT network after the pilot launch in MT.

Coffee revenue slightly increased by 5.4% YoY to VND405bn (USD16mn) in 3Q24 (contributing 5% to total revenue) and grew by 6.8% YoY to VND1.1tn (USD43mn) in 9M24. GPM decreased by 3.1% pts YoY to 26.8% in 9M24 due to higher raw material prices.

Export revenue jumped 11.7% YoY to VND303bn (USD12mn) in 3Q24 and surged 19% YoY to VND801bn (USD32mn) in 9M24.

Analyst(s):



Pham Thi Bich Ngoc

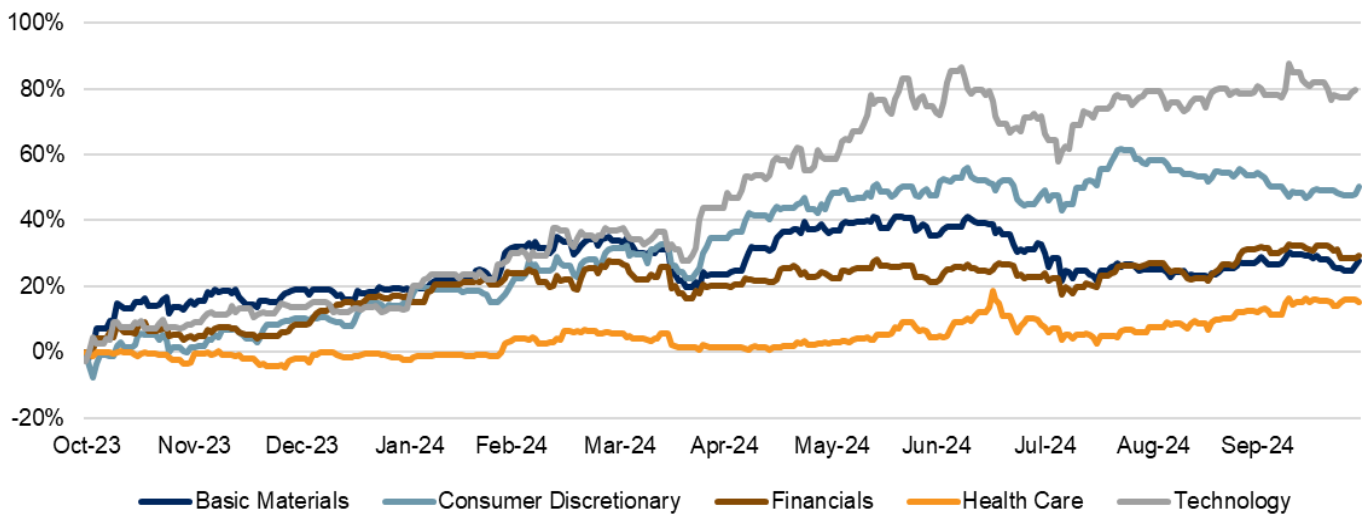
ngoc.phambich@vndirect.com.vn

Sectors (VN-Index)	Index Wgt (%)	Price 1D chg	P/E x	P/B x
Consumer Discretionary	3.8	0.5%	53.1	4.3
Consumer Staples	8.3	-0.6%	35.7	3.3
Energy	1.6	-0.1%	17.3	1.7
Financials	45.1	0.9%	11.4	1.8
Health Care	0.7	-0.4%	20.4	2.6
Industrials	8.6	0.5%	35.0	2.4
IT	4.3	-0.1%	26.6	6.4
Materials	8.9	0.1%	14.1	1.0
Real Estate	12.9	0.5%	37.7	1.6
Utilities	5.7	-0.3%	17.4	2.4

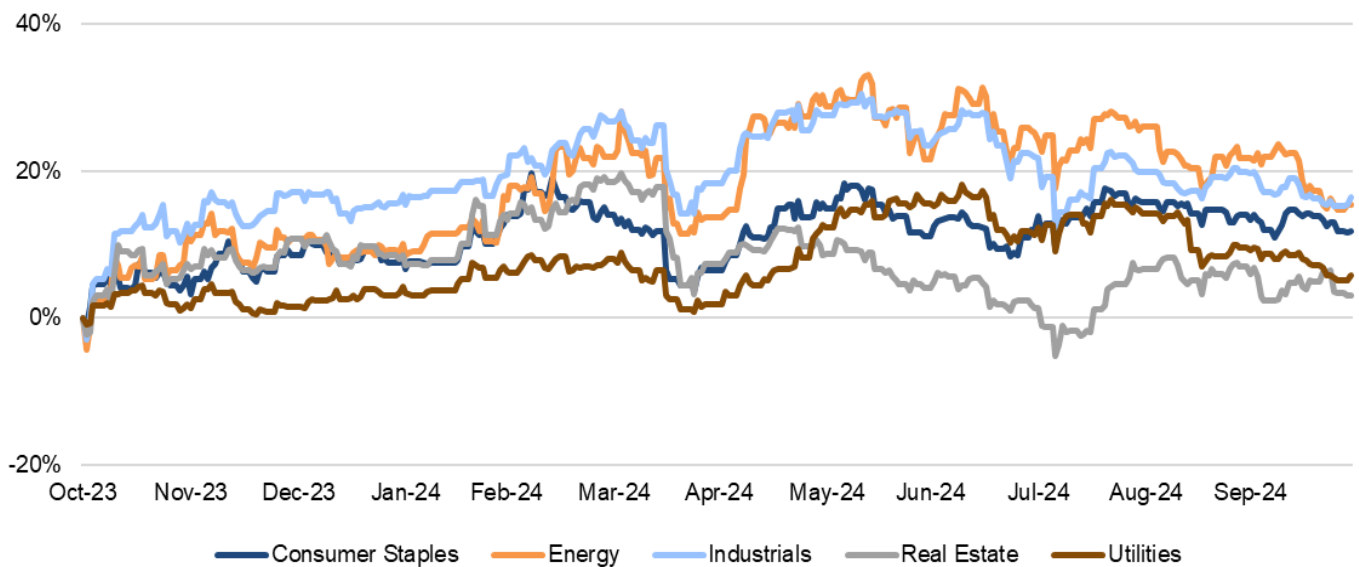
Source: Bloomberg

Financials (+0.9%), Real Estate (+0.5%), and Consumer Discretionary (+0.5%) rose, while Consumer Staples (-0.6%), Health Care (-0.4%), and Utilities (-0.3%) lost ground today. Top index movers included VCB (+2.1%), CTG (+2.7%), VIC (+1.3%), HVN (+4.0%), and VPB (+1.0%). Top index laggards consisted of MSN (-1.9%), HDB (-1.1%), VRE (-1.9%), TCB (-0.4%), and HPG (-0.4%).

HSX TOP 5 ONE-YEAR PERFORMANCE



HSX BOTTOM 5 ONE-YEAR PERFORMANCE



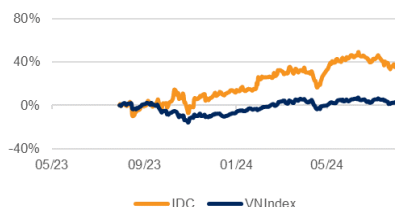
Current Price	VND55,200
52Wk High/ Low	VND66,000/39,000
Target Price	VND63,900
TP Last Updated	4/16/2024
Last Rating	ADD
TP vs Consensus	-1.0%
Upside	15.8%
Dividend Yield	3.6%
Total stock return	19.4%

Market Cap	USD720mn
3MADTV	USD2.3mn
Avail Foreign Room	USD189mn
Outstanding Shares	330.0m
Fully Diluted O/S	330.0m

	<u>IDC</u>	<u>VNI</u>
P/E TTM	8.3x	15.5x
P/B Current	3.8x	1.7x
ROA	10.7%	1.8%
ROE	38.0%	12.0%

**as of 10/30/2024*

Share Price Performance



Ownership

SSG Group	22.5%
Bach Viet Trading and Production	11.9%
Others	65.6%

Business Description

IDC is one of the leading IP developers with ten operating IPs spanning over 3,400ha across the country. It is the third-largest listed IP developer in terms of remaining leasable land bank (over 580ha) and is one of the few IP developers in Vietnam allowed to distribute electricity directly to its tenants in Nhon Trach IPs.

Earnings Flash

IDC – All core business segments grow - [In-line]

- 3Q24 revenue and NP surged 57.6% YoY and 217.5% YoY to VND2.2tn (USD90mn) and VND511bn (USD20mn), respectively.
- 9M24 revenue and NP completed 78.1% and 76.8% of our full-year forecast, respectively.
- We see minimal pressure on our current target price of VND63,900, which we will update after further review.

Revenue surged thanks to improvement in all core business segments

3Q24 revenue surged 57.6% YoY to VND2.2tn (USD90mn), mainly thanks to improvement in core business segments.

- 3Q24 IP revenue doubled vs 3Q23 mainly thanks to higher land area handover. We estimate IDC handed over ~28ha in 3Q24 and ~93ha in 9M24.
- Residential property recorded a six-fold increase in revenue vs 3Q23, reaching VND121bn (USD5mn). We believe that IDICO CONAC (a subsidiary of IDC) started handing over land at the Bac Chau Giang project in 3Q24.
- 3Q24 revenue of the energy segment increased 22.3% YoY, reaching VND893bn (USD35mn) as more factories came into operation, increasing the power consumption of substations in IPs. 9M24 revenue completed 65.5% of our forecast as we expect power output from hydropower plants of IDC to benefit from La Nina, which is expected to occur in 4Q24.

GPM expanded on strong rental price growth

3Q24 GPM expanded 6.8% pts YoY due to a 9.9% pts YoY increase of IP segment GPM as rental prices grew strongly. Currently, ~40% of IDC's remaining leasable land bank is in BR-VT and Bac Ninh, the provinces witnessing the highest rental price growth. According to data from Cushman&Wakefield, the average rental price of IPs in BT-VT and Bac Ninh grew 6.8%/9.7% YoY, respectively, in 3Q23.

Cash flow from operations helps improve financial situation

Net financial income reached VND10bn (USD395,000) in 3Q24 vs - VND14bn (USD554,000) in 2Q24 thanks to increased interest income while interest expenses decreased. Positive cash flow from operating activity helped IDC improve its financial situation. At the end of 3Q24, IDC's cash and equivalents were VND2.9tn (USD115mn), up 30.2%, while total debt was VND2.6tn (USD105mn), down 24.7% compared to the end of 3Q23. As a result, 3Q24 NP jumped 217.5% YoY, reaching VND511bn (USD20mn).

Read the full report: [HERE](#)

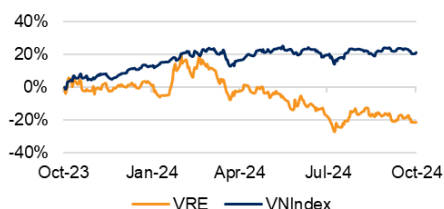
Current Price	VND18,200
52Wk High/ Low	VND27,800/VND16,800
Target Price	VND23,400
Last Updated	9/17/2024
Last Rating	Add
TP vs Consensus	0.0%
Upside	28.6%
Dividend Yield	0.0%
TSR	28.6%

Market Cap	USD1,630mn
3MADTV	USD6.7mn
Avail Foreign Room	USD453mn
Outstanding Shares	2,272mn
Fully Diluted O/S	2,272mn

	VRE	VNI
P/E TTM	27.5x	13.9x
P/B Current	1.0x	1.7x
ROA	5.3%	2.5%
ROE	13.9%	14.6%

*as of 10/30/2024

Share Price Performance



Ownership

SADO Trading Commercial JSC	41.5%
Vingroup JSC	18.8%
Others	39.7%

Business Description

VRE is currently the leading company in leasing retail space in Vietnam, boasting a national presence with 87 retail malls and an aggregate retail space exceeding 1.83 million sqm GFA (by October 2024). VRE manages a diverse portfolio of shopping centers and malls tailored to meet the specific needs of varied consumer demographics, including Vincom Mega Malls, Vincom Centers, Vincom Plaza, and Vincom+.

Earnings Flash

VRE – Profit falls on lower property delivery recognition – [In-line]

- 3Q24 net profit fell 31.2% YoY, primarily due to lower recognition of property sales as current projects near completion, leading to a 9.9% YoY decline in 9M24 net profit.
- 9M24 results were in line with our forecast, as revenue and net profit completed 70.3%/73.2% of our full-year projections, respectively.
- We see minimal pressure on our target price of VND23,400, which we will update after further review.

Earnings declined as property sales nearly completed deliveries

Vincom Retail's 3Q24 revenue decreased 16.2% QoQ and 37.7% YoY to VND2.08tn (USD83.1mn), resulting in 9M24 revenue declining 8.6% YoY to VND6.81tn (USD272mn).

Revenue from shophouse deliveries was VND35.6bn (USD1.42mn), down from VND467bn (USD18.7mn) in 2Q24 and VND1.30tn (USD52.2mn) in 3Q23, following the deliveries of the remaining units from Vincom Shophouse Royal Park in Dong Ha, Quang Tri. 9M24 property delivery revenue slid 48.2% YoY to 779bn (USD31.1mn).

Retail space leasing revenue reached VND1.98tn (USD79.3mn) in 3Q, down 0.2% YoY, but increasing 2.2% QoQ thanks to the continued improvement in occupancy rates at existing malls and high occupancy rates (93%-98%) at new malls. The average occupancy rate in 3Q24 reached 84.6%, declining 0.8% pts YoY but increasing 0.7% pts QoQ. 9M24 leasing revenue inched up 0.1% YoY to VND5.85tn (USD234mn).

Consequently, net profit dropped 11.3% QoQ and 31.2% YoY to VND906bn (USD36.3mn) in 3Q24, contributing to 9M24 net profit of VND3.01tn (USD120mn, down 9.9% YoY).

Gross profit margin (GPM) improved in 3Q24

3Q24 GPM increased 3.6% pts QoQ and 1.4% pts YoY to 52.4%, driven by new mall openings and upgrades to existing malls with enhanced revenue and optimized costs. 9M24 GPM reached 52.2%, 2.6% pts lower than 9M23, due to: 1) the lower average occupancy rate in malls compared to the previous year; 2) higher electricity prices; and 3) higher land cost due to the expiration of the Government's land waiver policy.

Final new shopping mall in 2024 plan is expected to be launched in 4Q24

VRE launched Vincom Plaza (VCP) Bac Giang in July and achieved an occupancy rate of 97% by September. The company plans to launch VCP Dong Ha Quang Tri in 4Q, with an expected occupancy rate of 92% at launch.

VRE collected VND2.35tn (USD94mn) related-party transaction loan in 3Q

VRE reported to have collected VND2.35tn (USD94.0mn) of loans receivable from VinFast and Vinbus by the end of September. VRE also recovered a VND1.3tn (USD53mn) deposit from the Nha Trang project in early October.

Read the full report: [HERE](#)

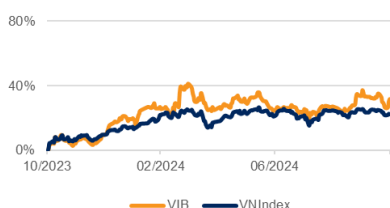
Current Price	VND19,000
52Wk High/ Low	VND20,374/14,167
Target Price	VND24,800
Last Updated	10/17/2024
Last Rating	ADD
TP vs Consensus	12.8%
Upside	30.5%
Dividend Yield	5.6%
TSR	36.1%

Market Cap	USD2,207.5mn
3MADTV	USD6.5mn
Foreign Room	USD0.0mn
Outstanding Shares	2,979.1mn

	VIB	VNI
P/E TTM	7.8x	13.9x
P/B Current	1.4x	1.7x
ROAA	1.7%	2.5%
ROAE	18.9%	14.6%

*as of 10/30/2024

Share Price Performance



Ownership

Chairman & related parties	15.3%
Commonwealth Bank of Australia	14.8%
UniCap & related parties	7.5%
Others	62.4%

Business Description

VIB Commercial JSB (VIB) is a leading commercial bank in Vietnam, with a focus on retail customers, mortgage and auto loans. The bank has a network of over 189 branches and 298 ATMs across the country, and serves over 4.5 million customers.

Earnings Flash

VIB – NIM compression pulls down earnings – [In-line]

- 3Q24 pre-tax profit (PBT) plunged 25.5% YoY to VND2.0tn (USD79mn) due to NIM compression.
- 9M24 PBT decreased 20.7% YoY to VND6.6tn (USD261mn), fulfilling 73% of our FY24 forecast.
- We see no pressure on our target price of VND24,800, which we will update after further review.

Currency trading negatively impacted non-interest income

3Q24 total operating income (TOI) declined by 18.1% YoY to VND4.9tn (USD194mn), accelerating from a 6.1% YoY drop in 2Q24, driven by decreases in both net interest income (NII) and non-interest income (Non-II). Non-II plummeted 48.6% YoY in 3Q24, primarily due to a sharp fall in net gain from currency trading.

Sacrificing NIM to boost credit demand

NII fell 6.1% YoY to VND4.0tn (USD158mn) in 3Q24, marking a third consecutive quarter of negative growth. This decline was driven by NIM compression, while loan growth recovered. NIM compressed by 0.9% pts YoY in 3Q24. COF edged down 1.1% pts YoY, supported by: 1) a 1.4% pts YoY drop in the 12-month deposit rate in 3Q24; and 2) an improved CASA ratio (+0.7% pts YoY). Meanwhile, AY fell by 1.9% pts YoY - declining faster than COF - due to a 2.7% pts YoY slump in lending yield, as VIB offered favorable lending rates to attract more clients.

Loan demand recovered strongly

On the bright side, the lower lending rate strategy proved effective, supporting outstanding loans to grow 6.7% QoQ in 3Q24 - one of the highest levels in the sector. Customer loans surged 11.7% YTD as of end-3Q24, outpacing system credit growth of 9.0%.

Higher asset expenses drove operating expense

Operating profit before provisions (PPOP) plummeted 26.8% YoY due to modest growth of 3.8% YoY in operating expenses (OPEX). The increase in OPEX was mainly driven by asset expenses (+18.0% YoY). Consequently, given TOI's slump, the CIR rose to 36.1% in 3Q24, surpassing the three-year average of 33.2%.

Asset quality remained a concern

VIB's asset quality continued to deteriorate, with the bad debt to gross loan ratio rising by 19 bps QoQ. However, the group 2 ratio decreased to 3.6% for a second consecutive quarter, signaling that the situation might improve in upcoming quarters. Amid prolonged bad debt risk, VIB maintained a high credit cost of 1.7% while reducing the write-off ratio to 0.8% (-0.7% pts QoQ). Due to a high credit cost base of 2.7% in 3Q23, provision expenses fell by 28.9% YoY. Altogether, PBT tumbled 25.5% YoY to VND2.0tn (USD79mn), resulting in a decline in trailing ROAE of 2.5% pts QoQ to 18.9%.

Read the full report: [HERE](#)

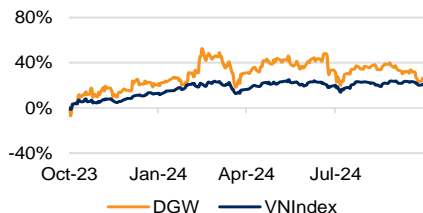
Current Price	VND42,900
52Wk High/Low	VND52,640/32,080
Target Price	VND52,300
Last Updated	June 14, 2024
Last Rating	HOLD
TP vs Consensus	10.0%
Upside	20.0%
Dividend Yield	1.8%
Total stock return	21.7%

Market Cap	USD374.2mn
3MADTV	USD2.7mn
Avail Foreign Room	USD93.6mn
Outstanding Shares	217.2mn
Fully Diluted O/S	217.2mn

	DGW	VNI
P/E TTM	25.3x	13.9x
P/B Current	3.4x	1.7x
ROA	5.4%	2.5%
ROE	14.4%	14.6%

*as of October 30, 2024

Share Price Performance



Ownership

Created Future Co., Ltd	32.0%
Others	68.0%

Business Descripton

DGW is a distribution company for ICT products, office equipment and consumer goods. The company is partnering with prominent global brands with over 30 brands, including Xiaomi, Apple, HP, Asus and Logitech.

Earnings Flash

DGW – Advertising expenses drag on NP growth – [Missed]

- 3Q24 net revenue and net profit increased 15.0%/18.9% YoY to VND6.2tn (USD245.6mn) and VND122bn (USD4.8mn), respectively.
- 3Q24 results missed our forecast as 9M24 net profit only completed 56.1% of our full-year forecast due to higher-than-expected SG&A expenses.
- We see downward pressure on our full-year forecast, which we will update after further review.

Revenue recorded double digit growth in 3Q24

3Q24 topline increased 15.0% YoY to VND6.2tn (USD245.6mn), which was 24.3% higher than 2Q24. We believe the better results came from:

- Laptop and tablet revenue increased 1.3% YoY to VND2.4tn (USD95.8mn), lower than our forecast. In our view, slow consumer income improvement and weak demand affected laptop replacement demand despite “Back to school” season.
- Mobile phone revenue soared 25.7% YoY to VND2.2tn (USD87.9mn) thanks to strong sales of Xiaomi’s new phone models together with the launch of the iPhone 16 series.
- Office equipment revenue grew by 26.9% YoY to VND1.1tn (USD45.4mn) mainly thanks to PC client products: desktop computers, monitors, servers, printers and network devices.
- Home appliance/consumer goods revenue rose 35.0%/15.2% YoY to VND220bn/VND197bn (USD8.6mn/USD7.7mn), respectively, thanks to an increase in the product portfolio provided to the market.

For 9M24, revenue grew 16.1% YoY to VND16.2tn (USD639.8mn), completing 70.7% of our full-year forecast.

SG&A expenses dragged on earnings growth

In 3Q24, SG&A expenses jumped 88.8% YoY, accounting for 7.9% of total revenue - higher than the 3Q23 level of 4.8%. This was mainly due to a 123.6% YoY increase in advertising and promotion expenses. We believe that in the context of weak demand for non-essential products, the company is making efforts to promote consumption through promotional programs.

Meanwhile, net financial income jumped 6x YoY mainly thanks to a foreign exchange gain, which fully offset a 12% YoY decline in EBIT. As a result, net profit increased 18.9% YoY to VND122bn (USD4.8mn) in 3Q24.

Read the full report: [HERE](#)

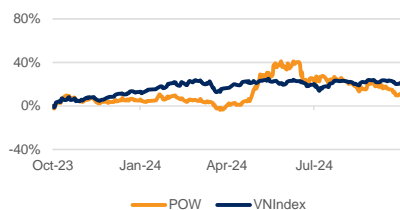
Current Price	VND12,050
52Wk High/ Low	VND15,300/10,450
Target Price	VND14,600
Last Updated	Sep 24, 2024
Last Rating	ADD
TP vs Consensus	0.0%
Upside	21.2%
Dividend Yield	0.0%
Total stock return	21.2%

Market Cap	USD1.12bn
3M ADTV	USD3.3mn
Avail Foreign Room	USD505.4mn
Outstanding Shares	2,341.9mn
Fully Diluted O/S	2,341.9mn

	<u>POW</u>	<u>VNI</u>
P/E TTM	20.2x	13.9x
P/B Current	0.8x	1.7x
ROA	1.7%	2.5%
ROE	4.0%	14.6%

*as of October 30, 2024

Share Price Performance



Ownership

PetroVietnam Power	59.4%
CFTD Technologies	8.3%
Others	32.3%

Business Descripton

PVPower is the second-largest listed electricity producer in Vietnam. With a power portfolio of 4,200 MW, it represents 5.2% of the country's total capacity. POW's main strength lies in advanced thermal power plants with state-of-art technology.

Earnings Flash

POW – Unrealized FX gain masks stagnant core operation – [Beat]

- POW's EPS surged 380% YoY in 3Q24, mainly driven by an unrealized FX gain of its USD-denominated debt. This FX gain masked the fact that its core business barely improved.
- Results were above our forecast for 2024 EPS growth of 10.9%.
- We see minimal pressure on our target price of VND14,600, which we will update after further review.

NT2 volume beat estimates, while VA1 underperformed due to heavy rainfall

POW's volume showed improvement, rising 8.6% YoY in 3Q24 to 3.0 billion kWh. Driving the increase was a 103% YoY surge in NT2 volume to 743 million kWh because: 1) the plant was undergoing a major maintenance in 3Q23, leading to a low 3Q23 base level; and 2) improved gas supply bolstered mobilization. On the other hand, Vung Ang 1 (VA1) volume declined 41% YoY to 606 million kWh, explained by: 1) strong hydropower generation in the North resulted in limited coal-fired power mobilization; and 2) the plant was under maintenance in 3Q24. Hua Na output jumped 40% YoY to 266 million kWh on the back of heavy rainfall.

Despite volume growing, margin shrank due to low assigned Qc

3Q24 ASP edged down 1.7% YoY mainly due to a lower spot price as EVN has been tightening the competitive generation market since the beginning of the year. Hydropower power plants Hua Na and Dakdrinh were particularly impacted, with 3Q24 ASPs decreasing by 10%/17% YoY, despite volume increases of 2% and 12% YoY, respectively. POW's gross margin edged down by 0.5 pts % YoY in 3Q24 to 4.9%, primarily due to a 17% decline in assigned Qc in the period. Consequently, though overall volume improved, 3Q24 gross profit showed a less-than-impressive result of VND296bn (USD11.7mn; -4% YoY).

Unrealized FX gain masked stagnant core operation

While 3Q24 operating profit slid 20% YoY to VND127bn (USD5.0mn), net profit came in at VND396bn (USD15.7mn), representing an impressive jump of 380% YoY. This increase mainly came from an unrealized FX gain of VND227bn (USD9.0mn), compared to a minimal gain in 3Q23, resulting from a 3.5% depreciation of the VND against the USD during the quarter.

Thanks to upbeat 3Q24 results, 9M24 net profit climbed 44% YoY to VND1.1tn (USD43.5mn), completing 93% of our FY24 forecast.

However, the sudden surge in unrealized FX gain may reverse in coming quarters as the USD/VND exchange rate has been nearing its yearly peak.

Read the full report: [HERE](#)

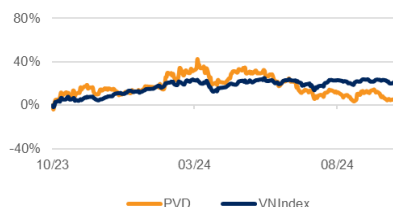
Current Price	VND25,600
52Wk High/ Low	VND34,900/23,550
Target Price	VND34,600
Last Updated	8/22/2024
Last Rating	ADD
TP vs Consensus	0.7%
Upside	35.2%
Dividend Yield	0.0%
Total stock return	35.2%

Market Cap	USD562.6mn
3MADTV	USD4.0mn
Avail Foreign Room	USD204.7mn
Outstanding Shares	556mn
Fully Diluted O/S	556mn

	<u>PVD</u>	<u>VNI</u>
P/E TTM	22.9x	13.8x
P/B Current	0.9x	1.7x
ROA	3.1%	2.0%
ROE	4.5%	13.3%

*as of 10/30/2024

Share Price Performance



Ownership

PetroVietnam	50.5%
Others	49.5%

Business Description

PVDrilling (PVD) is the leader in Vietnam's drilling rig service sector with a relatively young rig fleet (average age of 12) in comparison to its peers (approximately 35% of the global rig fleet is more than 20 years old), providing drilling services not only in Vietnam but also in the Southeast Asian market. PVD is also one of the key players in the well service segment in Vietnam.

Earnings Flash

PVD – Strong core on track; expenses drag on growth – [Missed]

- 3Q24 net profit (NP) increased 20.7% YoY to VND182bn (USD7.3mn) due to the mixed impact of an improved drilling business, increased SG&A and a lack of one-off income.
- 9M24 NP was below our expectations at 53% of our full-year forecast.
- We see some downward pressure on our target price of VND34,600, which we will update after further review.

3Q24 revenue continued accelerating due to growth in all segments

3Q24 revenue surged 76.5% YoY to VND2.4tn (USD97.5mn) due to growth in all segments, as detailed below.

- 3Q24 drilling revenue surged 70.8% YoY to VND1.6tn (USD64.5mn) on the back of a higher average jack-up (JU) day rate (+14% YoY), higher average JU utilization (+8.5% pts YoY) and revenue recognition from hired rigs (1.55 rigs).
- Well services revenue increased 41.1% YoY to VND572bn (USD22.9mn) thanks to ongoing drilling campaigns in the domestic market.
- Trading revenue – a PVD sub-segment – jumped 7.8x YoY to VND254bn (USD10.2mn).

Blended gross margin compressed in 3Q24

3Q24 blended gross margin (GM) compressed 3.0% pts YoY mainly due to a lower well services GM, while drilling GM stayed flat YoY at 18.9% (-0.2% pts YoY) mainly as the increased contribution from less profitable hired rigs more than offset increases in both JU utilization and day rates. Meanwhile, well services GM narrowed 6.8% pts YoY to 21.2% as the company provided well services for hired rigs and other projects in 3Q24 instead of its own rigs as in 3Q23. Consequently, 3Q24 gross profit (GP) grew 51.8% YoY to VND449bn (USD18mn).

Increased SG&A and lack of one-off income dragged on growth

3Q24 net financial expenses eased 48% YoY on the back of lower interest expense (-17% YoY) and lower net FX losses (-86% YoY). Despite a surge in GP and improved financial expenses, 3Q24 NP only inched up 20.7% YoY to VND182bn (USD7.3mn) due to increased SG&A expenses (+45.5% YoY), a lack of one-off income like in 3Q23 (VND70bn/USD2.8mn) and a surge in tax expenses (+3.5x YoY).

9M24 NP missed our expectation

For 9M24, revenue surged 60.7% YoY to VND6.5tn (USD259mn), equivalent to 76% of our full-year forecast while NP only increased 25.4% YoY to VND478bn (USD19.1mn) to reach just 53% of our full-year forecast.

Read the full report: [HERE](#)

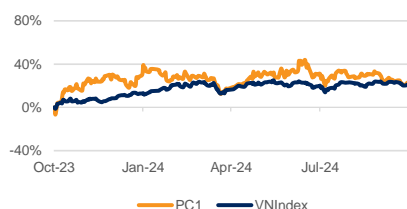
Current Price	VND27,150
52Wk High/ Low	VND31,800/20,610
Target Price	VND35,300
Last Updated	October 8, 2024
Last Rating	ADD
TP vs Consensus	5.8%
Upside	30.0%
Dividend Yield	1.8%
Total stock return	31.8%

Market Cap	USD333.7mn
3MADTV	USD2.3mn
Avail Foreign Room	USD123.2mn
Outstanding Shares	311.0mn
Fully Diluted O/S	311.0mn

	PC1	VNI
P/E TTM	17.9x	13.9x
P/B Current	1.1x	1.7x
ROA	2.2%	2.5%
ROE	6.2%	14.6%

**as of October 31, 2024*

Share Price Performance



Ownership

Trinh Van Tuan	21.4%
VIX	5.0%
Others	73.6%

Business Description

PC1 is a holding company specializing in electrical construction and energy investments. PC1 has over 50 years of experience in executing power projects, transmission lines and electrical substations. It also diversifies in industrial production, nickel mining and industrial property.

Earnings Flash

PC1 – Improved financial expense lifts bottom line – [In-line]

- 3Q24 net profit jumped to VND160bn (VND6.3mn), compared to just VND1bn (USD36,000) in 3Q23, mainly driven by FX gain and lower interest expenses.
- Results were in line with our forecast for 2024 EPS growth of 303%.
- We see minimal pressure on our target price of VND35,300, which we will update after further review.

Power construction offset steel pole manufacturing revenue decline

3Q23 power construction revenue jumped 48% YoY to VND705mn (USD27.9mn), driven by the 500kV transmission line project. Despite strong top-line growth, gross margin contracted to 4.4% (-2.5% pts YoY) due to the low-margin profile of the 500kV line 3 – a public investment project. 3Q24 electrical steel pole revenue decreased 60% YoY to VND161bn (USD6.4mn) as demand for poles associated with the 500kV line 3 project tapered off.

Hydropower generation recovery kept pace thanks to heavy rainfall

3Q24 power generation revenue increased 18% YoY to VND448bn (USD17.7mn) and gross profit grew 21% YoY to VND233bn (USD8.8mn), slightly behind our estimates. All of PC1's hydropower plants are located in the North, which experienced heavy rainfall in 3Q24.

Nickel segment delivered upbeat performance, driven by margin expansion

3Q24 mining segment revenue slightly increased 5% YoY to VND565bn (USD22.3mn) but gross profit jumped 26% YoY to VND161bn (USD6.4mn). This led to a 4.8% YoY and 17.8% QoQ expansion in the segment's margin to 28.6%, primarily driven by a change in the depreciation method implemented in 3Q24. As a result, the nickel segment has already met our FY24 revenue forecast and completed 93% of our FY24 gross profit forecast in 9M24.

FX gain and lower interest expenses lifted bottom line

While operating profit grew modestly by 4% YoY, net profit came in at VND160bn (USD6.3mn) due to a 75% YoY drop in net financial expenses. This improvement was driven by an FX gain on debt revaluation and 15% YoY lower interest expenses.

9M24 net profit came in at VND399bn (USD15.8mn), a significant increase from VND3bn (USD118,000) in 9M23, and completed 71% of our full-year estimate.

Read the full report: [HERE](#)

Current Price	VND33,500
52Wk High/ Low	VND36,360/24,730
Target Price	VND41,600
Last Updated	9/20/2024
Last Rating	ADD
TP vs Consensus	-2.9%
Upside	24.2%
Dividend Yield	0.0%
Total stock return	24.2%

Market Cap	USD1,339mn
3MADTV	USD4.4mn
Foreign Room	USD159mn
Outstanding Shares	909mn
Fully Diluted O/S	909mn

	<u>KDH</u>	<u>VNI</u>
P/E TTM	42.5x	13.9x
P/B Current	1.7x	1.7x
ROA	2.4%	2.5%
ROE	4.2%	14.6%

*as of 10/30/2024

Share Price Performance



Ownership

Tien Loc Investment Limited	11.5%
Gam Ma Investment Corp	7.7%
A Au Investment Trading Corp	7.7%
Others	73.1%

Business Description

Khang Dien Group is one of the leading property companies in Vietnam in terms of scale and reputation. With over 50 quality property projects, KDH has provided over 20,000 diverse products to the market, ranging from residential properties, villas, townhouses, and apartments in HCMC.

Earnings Flash

KDH – Preparing for strong year-end handovers – [In-line]

- 3Q24 revenue decreased 59% YoY to VND253bn (USD10mn) amid the handover of the remaining inventory from The Classia high-end townhouse project and sales of undisclosed land parcels.
- 9M24 results are in-line with our expectations. KDH's 9M24 revenue and net profit met 36%/45% of our FY24 forecast, respectively, as we expect that the handover of The Privia in 4Q24 will be a key contributor to our 2024 earnings forecast.
- We believe our TP of VND41,600 is suitable for KDH's business prospects, but we will have an updated report after further review.

KDH's 3Q24 revenue dips as handover plans focus on 4Q24

3Q24 revenue decreased 59% YoY to VND253bn (USD10mn) from the sales of land parcels not included in KDH's development plan and the handover of about three to five remaining villas of The Classia project.

9M24 revenue reached only 36% of our 2024 forecast, but net profit reached 45% of our 2024 earnings forecast. We expected 2024 revenue to be concentrated in 4Q24 from the handover of over 1,000 units of The Privia apartments (100% of the three blocks have been sold and construction has been completed).

Profit margin erosion from the sale of non-core land parcels

In 3Q24, KDH continued to hand over remaining high-end villas with favorable gross profit margins (GPM). However, the sale of land parcels not included in KDH's development plan slightly dragged down GPM by 7.8 percentage points.

We expect 4Q24 GPM will pull down full-year GPM due to the handover of The Privia apartment project in 4Q24, which falls into the mid-range segment and has a lower GPM compared to The Classia high-end villa project.

Robust project pipeline ensures steady profits

3Q24 net profit (NP) decreased 66% YoY to VND77bn (USD2.8mn). However, this is still a positive result as the majority of handovers for 2024 are slated for 4Q24. KDH 9M24 NP accounted for 44.6% of our 2024 forecast, surpassing expectations. The anticipated handover of the Privia project is expected to add over VND900bn (USD36mn) in profit during 4Q24.

Looking ahead to 2025-2027, two adjacent projects - The Clarita and The Emeria, covering nearly 12 hectares in a prime location - will contribute 200 landed houses and 600 high-end apartments. These developments are poised to deliver a stable earnings stream for KDH. Additionally, large-scale projects, such as the Le Minh Xuan and Tan Tao projects, are projected to commence within the next one to two years, further stabilizing KDH's cash flow.

KDH raised long-term debt to fund key project development and land expansion

Long-term debt increased by 36.9% YTD to VND6.7tn (USD265mn) while short-term debt decreased by 23.8% YTD to VND1.1tn (USD43mn) to fund the construction of ongoing projects (The Clarita, The Emeria) as well as the land clearance activity of major projects in subsequent phases, including the Le Minh Xuan and Tan Tao projects.

A positive indicator for KDH's growth prospects is the continuous increase in inventory value. As of the end of 3Q24, inventory value increased by 20% YTD and 80% vs the beginning of 2023 to VND22.4tn (USD887mn). The substantial growth is further supported by advanced customer payments, which reached VND2.9tn (USD116mn), reflecting a 23.1% YTD increase and a remarkable 230% rise since the start of 2023.

Read the full report: [HERE](#)

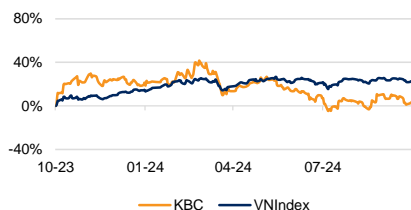
Current Price	VND26,250
52Wk High/ Low	VND36,100/24,350
Target Price	VND37,900
Last Updated	6/3/2024
Last Rating	ADD
TP vs Consensus	0.5%
Upside	44.0%
Dividend Yield	0.0%
Total stock return	44.0%

Market Cap	USD796.6mn
3MADTV	USD3.3mn
Avail Foreign Room	USD1.4mn
Outstanding Shares	767.6mn
Fully Diluted O/S	767.6mn

	<u>KBC</u>	<u>VNI</u>
P/E TTM	27.5x	13.8x
P/B Current	1.0x	1.7x
ROA	5.3%	2.0%
ROE	13.9%	13.3%

*as of 10/31/2024

Share Price Performance



Ownership

Dang Thanh Tam	18.0%
Kinh Bac Investment & Consultant	8.5%
Others	73.5%

Business Descripton

KBC is one of the leading IP developers in the North with a tenant portfolio of technology giants. KBC's IP projects are well-positioned to attract FDI inflows thanks to: 1) owning a large high quality ready-for-lease land bank; and 2) focusing on building a complete environment for manufacturing electronic and semiconductor components, which will attract investors from Taiwan, China and Korea.

Earnings Flash

KBC – Core operations steady QoQ off a low base – [Missed]

- In 3Q24, net revenue rose 6.6% QoQ, reaching VND585bn (USD23.1mn).
- NPAT-MI in 9M24 decreased 82% YoY to VND348bn (USD13.7mn), representing 16.9% of our full-year forecast.
- We see downward pressure on our target price of VND37,900, which we will update after further review.

3Q24 core operations matched previous quarter

In 3Q24, net revenue rose 6.6% QoQ to VND585bn (USD23.1mn). KBC leased 15ha of IP land: 10ha from Nam Son – Hap Linh (NSHL) and 5ha from Quang Chau. However, the gross margin for this operation dropped by 28.8% pts, causing the overall gross margin to fall from 52.1% in 2Q24 to 37.8% in 3Q24. Other activities showed no significant changes QoQ.

9M24 IP leasing revenue remained at its low base...

In 9M24, KBC's net revenue fell by 58.4% YoY to nearly VND2tn (USD79.0mn). This was mainly due to a sharp drop in total IP land leases, which amounted to 30ha in 9M24, down over 70% YoY and just 20% of our full-year forecast. On the flip side, revenue from residential projects grew four-fold, helping to cushion the overall performance.

...which dragged profits down

As a result, this pressured KBC's margins, both decreasing GPM and NPM more than 22% pts YoY. In detail, NPAT-MI stood at VND348bn (USD13.7mn), representing 16.9% of our forecast. Given these results, we anticipate a downward revision to our full-year earnings forecast.

Read the full report: [HERE](#)

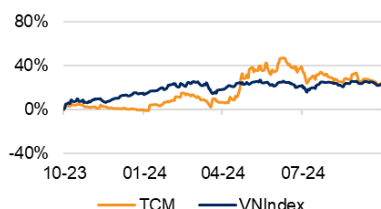
Current Price	VND45,400
52Wk High/ Low	VND52,700/31,400
Target Price	VND53,300
Last Updated	09/27/2024
Last Rating	HOLD
TP vs Consensus	9.0%
Upside	13.2%
Dividend Yield	0.0%
Total stock return	13.2%

Market Cap	USD182.8mn
3MADTV	USD3.5mn
Avail Foreign Room	USD2.4mn
Outstanding Shares	101.9mn
Fully Diluted O/S	101.9mn

	<u>TCM</u>	<u>VNI</u>
P/E TTM	22.1x	13.8x
P/B Current	2.1x	1.7x
ROA	6.9%	2.0%
ROE	11.4%	13.3%

*as of 10/31/2024

Share Price Performance



Ownership

E-Land Asia Holdings Pte., Ltd Singapore	47.2%
E-Land Vietnam Co., Ltd	1.2%
Others	51.6%

Business Descripton

Thanh Cong Textile - Investment - Trading Joint Stock Company was established in 1967, and was formerly a private textile enterprise with the name Tai Thanh Textile Industry Company. The company's main business is yarn, fabric and garment manufacturing with exports accounting for 66.7% of revenue in 2023.

Earnings Flash

TCM – Net other income supports earnings – [Missed]

- 3Q24 NPAT-MI jumped 50.5% YoY, supported by higher net other income.
- 9M24 net profit surged 94.2%, completing 64.1% of our full-year forecast.
- We see minimal pressure on our target price of VND53,300, which we will update after further review.

Garment segment drove surge in net revenue

3Q24 net revenue rose 30.5% QoQ/20.2% YoY, mainly driven by garment sales surging 34.9% QoQ/23.1% YoY to VND890bn (USD35.3mn). According to TCM, the company has received 90% of planned revenue orders for 2024. We believe that the strong increase in manufacturing orders in major export markets following demand recovery fueled the jump in total sales. In terms of exports, total export revenue rose 19.6% YoY to VND995bn (USD39.3mn), with strong YoY growth of 60%/69% in Korea and Canada, respectively.

GPM stayed flat, but narrowed QoQ

Gross margin expanded 0.1% pts to 15.2%, but decreased 2.8% pts QoQ due to higher sales growth in lower margin segments.

Higher selling expenses; net financial loss due to foreign exchange

3Q24 selling expenses rose 7.2% YoY to VND38bn (USD1.5mn) following surging revenue. TCM also recorded a bigger net financial loss in 3Q24 of VND6bn (USD237,234) than VND1bn (USD39,354) in 3Q23, mainly due to realized FX loss rising 71.2% to VND15bn (USD593,006).

Net other income supported earnings

3Q24 net other income reached VND15bn (USD593,006) from VND8bn (USD315,675) in 3Q23, thanks to sales of assets. However, this figure only completed 25.4% of our forecast due to slower-than-expected divestment in the Trang Bang factory and land in Hoa Phu IP. NPAT-MI jumped 50.5% YoY to VND81bn (USD3.2mn). 9M24 NPAT-MI rose 94.2% YoY to VND216bn (USD8.5mn), fulfilling 64.1% of our projection.

Read the full report: [HERE](#)

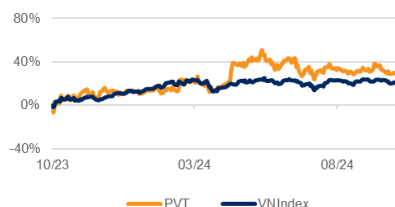
Current Price	VND27,500
52Wk High/ Low	VND31,951/19,741
Target Price	VND33,700
Last Updated	9/19/2024
Last Rating	ADD
TP vs Consensus	3.8%
Upside	22.5%
Dividend Yield	1.0%
Total stock return	23.5%

Market Cap	USD387.0mn
3MADTV	USD2.0mn
Avail Foreign Room	USD139.1mn
Outstanding Shares	356.0mn
Fully Diluted O/S	356.0mn

	<u>PVT</u>	<u>VNI</u>
P/E TTM	9.6x	13.8x
P/B Current	1.0x	1.7x
ROA	6.2%	2.0%
ROE	11.9%	13.3%

*as of 10/30/2024

Share Price Performance



Ownership

PetroVietnam	51.0%
Others	49.0%

Business Descripton

PVTrans (PVT) is the market leader in Vietnam's oil & gas transportation sector, not only controlling 100% of domestic crude oil and LPG transportation but also having high exposure in the international market. Currently, PVT owns and operates a fleet of 55 tankers, dry bulk and LPG vessels with total capacity of over 1.5 million DWT.

Earnings Flash

PVT – Strong core, income from liquidation boost earnings – [Beat]

- 3Q24 net profit (NP) surged 46.5% YoY to VND365bn (USD14.6mn), driven by GM expansion, improved financial expenses and income from tanker liquidation.
- 9M24 NP was slightly ahead of our expectation at 77.5% of our full-year forecast.
- We see minimal pressure on our target price of VND32,400, which we will update after further review.

3Q24 revenue increased on the back of enhanced transportation activity

3Q24 revenue increased 15% YoY to VND2.9tn (USD117mn), mainly driven by stronger transportation business activity, as detailed below.

- Transportation revenue grew 18.3% YoY to VND2.32tn (USD92.8mn), an all-time high, cushioned by expanded tanker fleet (seven added vessels since early-4Q23) coupled with a high charter rate environment. The transportation segment made up 79% of PVT's total revenue in 3Q24.
- The maritime services segment stayed flat YoY at VND154bn (USD6.2mn) while the trading segment slightly increased 5.6% YoY to VND460 (USD25.3mn).

Blended gross margin expanded in 3Q24

3Q24 GP grew 22.5% YoY to VND632bn (USD25.3mn), equivalent to a 1.3% pts YoY expansion in blended gross margin (GM) to 21.5% on the back of improved core business profitability, primarily of the transportation segment. Transportation GM increased 0.8% pts YoY to 23.8% thanks to the high efficiency of newly acquired tankers, making up 87% of the overall gross profit (GP) increase in 3Q24, while the maritime services GM expanded 4.7% pts YoY to 40.9% but had a minimal impact on GP.

Improved financial expenses and liquidation income lifted 3Q24 earnings

3Q24 net financial expenses dropped 56.5% YoY to VND31bn (USD1.2mn) as the USD depreciation against the VND in 3Q24 led to a net FX gain increase of VND54bn (USD2.2mn) while interest expense only inched up 9.6% YoY to VND97bn (USD3.9mn). PVT also recognized a one-off income of VND154bn (USD6.2mn) from a tanker liquidation in one of its subsidiaries. Consequently, 3Q24 net profit surged 46.5% YoY to VND365bn (USD14.6mn).

9M24 NP was slightly ahead of our expectation

For 9M24, revenue increased 26.2% YoY to VND8.5tn (USD339mn), or 78.2% of our FY24 forecast. 9M24 NP grew 18.9% YoY to VND884bn (USD35.4mn) and was slightly ahead of our expectation at 77.5% of our FY24 forecast.

Read the full report: [HERE](#)

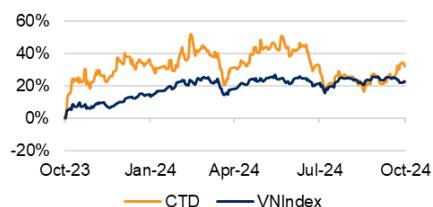
Current Price	VND67,000
52Wk High/ Low	VND77,000/VND49,200
Target Price	VND69,300
Last Updated	10/11/2024
Last Rating	Hold
TP vs Consensus	-17.2%
Upside	3.4%
Dividend Yield	0.0%
TSR	3.4%

Market Cap	USD264.7mn
3MADTV	USD1.6mn
Avail Foreign Room	USD0.0mn
Outstanding Shares	99.9mn
Fully Diluted O/S	99.9mn

	CTD	VNI
P/E TTM	19.9x	13.8x
P/B Current	0.8x	1.7x
ROA	1.4%	2.0%
ROE	3.9%	13.3%

*as of 10/30/2024

Share Price Performance



Ownership

Kustocem Pte. Ltd.	18.6%
Thanh Cong Investment Ltd.	14.9%
The 8th Pte. Ltd.	11.0%
KIM Vietnam Fund Management	8.1%

Business Description

Coteccons is a leading contractor in several fields including residential, commercial, and industrial areas, having completed more than 800 major projects throughout Vietnam and neighboring countries. As a trailblazer among Vietnamese contractors in building green projects, CTD often partners with both FDI investors and major domestic developers.

Earnings Flash

CTD – Net profit rises on higher revenue, GPM – [In-line]

- Net profit in 1Q24/25 (CTD has a June FYE) rose 39.5% YoY, driven by an ongoing recovery in construction revenue and an improving gross profit margin.
- 1Q24/25 results were in line with our forecasts, with revenue and net profit achieving 20.0%/23.1% of our full-year projections, respectively.
- We see upward pressure on our target price of VND69,300, which will be update following further review.

On-schedule project implementation and improved GPM drive net profit growth

CTD revenue declined 27.8% QoQ from a high base set in 4Q23/24. However, YoY revenue increased by 15.4% to VND4.8tn (USD190mn), primarily due to a robust recovery in construction services (~98.0% of total revenue in 1Q24/25), supported by timely project execution.

Gross profit margin (GPM) rose by 0.9% pts QoQ and 1.9% pts YoY to 4.3% in 1Q24/25. This improvement can be attributed to two key factors: 1) recent projects had higher GPM compared to previous ones, which were adversely affected by costs related to the COVID-19 pandemic and fluctuations in construction material prices; and 2) the company's sustained efforts in cost optimization over the past two years.

As a result, net profit surged by 34.7% QoQ and 39.5% YoY, amounting to VND92.9bn (USD3.7mn) in 1Q24/25.

Repeat sales to major clients boosted new contract value

From the beginning of FY24/25 through October 2024, Coteccons and Unicons secured total contract value of VND10.3tn (USD412bn), achieving 36.8% of the full-year target. Repeat sales constituted 69% of total projects won, with significant contributions from major developers such as Sun Group, Ecopark Group, BWID, and VinFast.

In September 2024, Coteccons – Unicons entered into a strategic partnership agreement with Sun Group. Currently, Unicons is implementing the main construction package at Sun Ponte Residence (Da Nang). CTD is the general contractor for several large-scale projects for Sun Group, including the Times and Innovation City in Ha Nam, and Olalani Riverside Towers and the Tourism, Entertainment, and Multi-Purpose Performance Complex in Da Nang. Additionally, they are engaged in the Sun Cat Hai project and the MEP package for various residential developments along Tran Hung Dao Street and the Han Riverside Tourism Complex in Da Nang.

CTD is currently constructing the CN7-CN8 project at Pho Noi A Industrial Park (Hung Yen) for BWID, which is required to achieve LEED Gold certification upon completion.

In 1Q, CTD also established new partnerships with several clients, including Capital Land for the Sycamore High-Rise project (B9, B10) and Newton Hanoi (B6-CT02, B6-CT03); Phuong Thanh for Park Royal Hotel in Hanoi, KDI Holdings for Champarama Resorts and Spa; Xingyu Vietnam for the Xingyu Vietnam Safety Technology Factory, and Kita Group for the Stella 360 Complex.

Read the full report: [HERE](#)

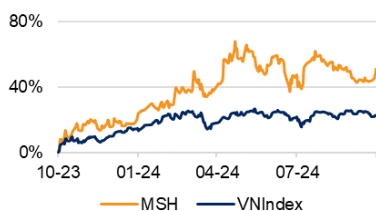
Current Price	VND47,400
52Wk High/ Low	VND52,700/31,400
Target Price	VND53,400
Last Updated	8/26/2024
Last Rating	HOLD
TP vs Consensus	4.1%
Upside	8.4%
Dividend Yield	0.0%
Total stock return	8.4%

Market Cap	USD140.6mn
3MADTV	USD0.2mn
Avail Foreign Room	USD63.4mn
Outstanding Shares	75mn
Fully Diluted O/S	75mn

	MSH	VNI
P/E TTM	13.1x	13.8x
P/B Current	1.9x	1.7x
ROA	9.0%	2.0%
ROE	17.8%	13.3%

*as of 10/30/2024

Share Price Performance



Ownership

Bui Duc Think's family	42.0%
FPT Securities JSC	7.7%
Others	50.3%

Business Description

MSH is one of Vietnam's leading garment producers, mainly for export. The company mainly exports to the US (about 80% of garment revenue), Europe, Japan, Korea, Taiwan and Hong Kong. MSH's products range from knitted to woven, and sportswear and fashion for men, women and children - with diverse categories such as dresses, pants, jackets, t-shirts and suits.

Earnings Flash

MSH – High orders bolster earnings – [Beat]

- 3Q24 NPAT-MI jumped 154.2% YoY to VND130bn (USD5.1mn) driven by gross profit doubling.
- 9M24 NPAT-MI reached VND270bn (USD10.7mn), beating our expectations and fulfilling 86.1% of our forecast.
- We see upward pressure on our target price of VND53,400, which we will update in our next report.

3Q24 revenue surged, beating our expectations

3Q24 revenue jumped 31.2% QoQ/45% YoY to VND1.7tn (USD69.1mn), mainly driven by FOB revenue & Bedding products surging 53.9% YoY to VND1.5tn (USD61mn), equivalent to 88% of total sales. Additionally, CMT services revenue stayed flat YoY, but jumped 52.8% QoQ mainly due to a low base in 2Q24. This surge in revenue was thanks to higher orders in 3Q24 and some 2Q24 orders that were exported in early July. Cumulatively, 9M24 revenue rose 13.8% YoY, completing 80.0% of our full-year projection.

Gross profit doubled as GPM widened thanks to services segment

Gross profit increased 105.4% YoY to VND266bn (USD10.5mn), in which CMT services GP rocketed 344.3% YoY to VND35bn (USD1.4mn) while the FOB & Bedding segment also rose 89.7% YoY to VND230bn (USD9.1mn). FOB revenue & Bedding products GPM slightly expanded 0.2% pts while CMT services GPM widened 6.1% pts as CMT order prices were higher compared to a record low price in 2023. Thus, blended GPM rose to 13.7% in 3Q24.

NPAT-MI jumped despite higher SG&A expenses and financial loss

In 3Q24, selling and general administration (SG&A) expenses grew 16.4% to VND103bn (USD4.1mn), mainly due to higher labor costs. We believe that the company increased its labor force to serve large orders. Net financial loss was VND10bn (USD395,066) as MSH recorded an FX loss of VND22bn (USD870,070).

However, NPAT-MI still jumped 154.2% YoY to VND130bn (USD51.1mn) driven by higher-than-expected gross profit. 9M24 NPAT-MI reached VND270bn (USD10.7mn), fulfilling 86.1% of our forecast.

Read the full report: [HERE](#)

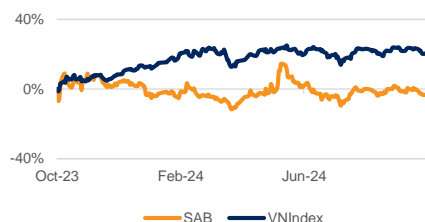
Current Price	VN55,400
52Wk High/ Low	VND66,673/50,778
Target Price	VND59,900
Target price last updated	10/1/2024
Last Rating	HOLD
TP vs Consensus	0.0%
Upside	8.1%
Dividend Yield	4.1%
TSR	12.2%

Market Cap	USD2.8bn
3MADTV	USD1.5mn
Avail Foreign Room	USD1.1bn
Outstanding Shares	1.3bn
Fully Diluted O/S	1.3bn

	<u>SAB</u>	<u>VNI</u>
P/E TTM	16.7x	13.8x
P/B Current	2.8x	1.7x
ROA	13.0%	2.9%
ROE	16.6%	14.0%

*as of 10/31/2024

Share Price Performance



Ownership

Vietnam Beverage	54.0%
Ministry of Industry and Trade	36.0%
Others	10.0%

Business Description

Saigon Beer – Alcohol – Beverage Corporation (SABECO) was established in 1875. After 150 years of establishment and development, the company ranks second in market share consumption in the Vietnamese beer industry and has 26 factories with total production capacity of over 2.4 billion liters of beer/year.

Earnings Flash

SAB – Cost reduction supports bottom line – [In-line]

- 3Q24 net profit increased 7.2% YoY to VND1.1tn (USD43.8mn) as a result of higher revenue and cost optimization in sales, despite lower net financial income.
- 9M24 net profit was in line with our expectations, completing 78.7% of our FY24 forecast.
- We see minimal pressure on our target price of VND59,900, which we will update after further review.

Net sales increased amid improving economic conditions

SAB's 3Q24 net sales reached VND7.7tn (USD300.8mn) (+3.4% YoY). Beer sales increased by 3.9% YoY to VND6.9tn (USD271.8mn, accounting for ~90% of total revenue), driven by improving economic conditions and rising prices due to a greater proportion of premium beer sales. On a QoQ basis, net sales in 3Q24 decreased by 5.1% as 2Q24 was a high base due to seasonal reasons.

Through 9M24, net sales increased 4.6% YoY to VND22.9tn (USD899.6mn), fulfilling 72.1% of our full-year forecast.

Higher raw material costs narrowed the gross margin

3Q24 gross profit grew slightly by 2% YoY to VND2.3tn (USD89.3mn), slower than revenue growth due to a squeeze in gross margin (29.7% compared to 30.1% in 3Q23) as a result of higher raw material costs.

SG&A expenses dropped

In 3Q24, SG&A expenses declined significantly by 17% YoY to VND1.1tn (USD42.8mn) due to tight control measures. In 9M24, the SG&A to sales ratio was reduced to 14% (compared to 17% in 9M23), driven by a 21% YoY decrease in advertising & promotional (A&P) expenses, which was in line with management's guidance for more selective spending on A&P activities in 2024.

Lower net financial income dragged on net profit growth

In 3Q24, SAB's net financial income dropped by 31.8% YoY to VND241bn (USD9.5mn) mainly due to lower deposit income. As a result, 3Q24 net profit growth was constrained to 7.2% YoY, reaching VND1.1tn (USD43.8mn).

9M24 was in line with our expectation

Overall, net profit in 9M24 inched up 6.1% YoY to VND3.4tn (USD131.9mn), reaching 78.7% of our full-year forecast.

Read the full report: [HERE](#)

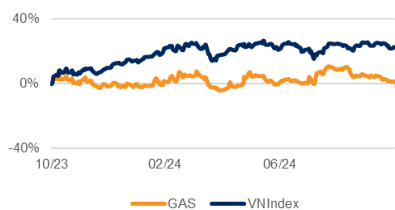
Current Price	VND70,600
52Wk High/ Low	VND77,350/66,885
Target Price	VND93,500
TP Last Updated	8/20/2024
Last Rating	ADD
TP vs Consensus	11.1%
Upside	32.4%
Dividend Yield	3.9%
Total stock return	36.4%

Market Cap	USD6,538.6mn
3MADTV	USD3.7mn
Avail Foreign Room	USD3,084.5mn
Outstanding Shares	2,342.7mn
Fully Diluted O/S	2,342.7mn

	<u>GAS</u>	<u>VNI</u>
P/E TTM	14.9x	13.8x
P/B Current	2.8x	1.7x
ROA	12.1%	2.0%
ROE	18.6%	13.3%

*as of 10/31/2024

Share Price Performance



Ownership

PetroVietnam	95.8%
Others	4.2%

Business Description

PetroVietnam Gas JSC (GAS) is a State monopoly providing natural gas for domestic consumption through its five pipeline systems in Vietnam, particularly for electricity generation and fertilizer production. GAS is the market leader in the LPG distribution sector with roughly 65% total market share. Likewise, GAS is also the first enterprise qualified to distribute LNG in Vietnam with the Thi Vai LNG terminal coming online in 2023.

Earnings Flash

GAS – Modest earnings growth maintained – [In-line]

- 3Q24 net profit (NP) increased 6.1% YoY to VND2.5tn (USD101mn) due to dry gas GM expansion and new contribution of LNG.
- 9M24 NP was in line with our forecast at 74% of our full-year projection.
- We see some pressure on our target price of VND93,500, which we will update after further review.

3Q24 revenue increased thanks to stronger LPG segment

3Q24 net revenue increased 14.1% YoY to VND25.2tn (USD1.0bn) as a strong increase in LPG volume (+21% YoY) offset lower oil prices (Singapore FO price: -8.8% YoY) and a slight decrease in total dry gas sales volume (-1% YoY). LPG revenue extended its large contribution to revenue, driven by strong volume growth of 22% YoY to 969,000 tonnes and a 24.5% YoY increase in the benchmark LPG CP price.

3Q24 blended GM stayed flat, supported by improved dry gas GM

Despite the slump in Singapore fuel oil prices (-8.8% YoY), the blended 3Q24 gross margin (GM) stayed flat YoY at 16.6%. This was likely due to an improved dry gas segment GM as some of the take or pay contracts expired. However, 9M24 blended GM still compressed 1.8% pts YoY to 17.3% due to a higher contribution of the low-margin LPG segment.

Decreasing financial income and surging SG&A put pressure on earnings

3Q24 net financial income declined 5.1% YoY to VND300bn (USD11.9mn), primarily due to the mixed impact of: 1) a 45% YoY drop in deposit income to VND295bn (USD11.7mn); 2) a 61% YoY reduction in financial expenses to VND109bn (USD4.3mn), driven by a 34% YoY fall in interest expenses to VND70bn (USD2.7mn); and 3) a 78% decrease in FX losses to VND38bn (USD1.6mn). Additionally, SG&A surged 32% YoY to VND1.3tn (USD100mn) due to a provision expense of VND430bn (USD17.1mn) for overdue debts from power plant customers. Consequently, 3Q24 net profit rose modestly by 6.1% YoY to VND2.5tn (USD135mn) despite the robust revenue growth.

9M24 NP was in line with our expectation

9M24 net profit decreased 6.0% YoY to VND8.35tn (USD331mn). This bottom line was in line with our expectation at 74% of our full-year forecast.

Read the full report: [HERE](#)

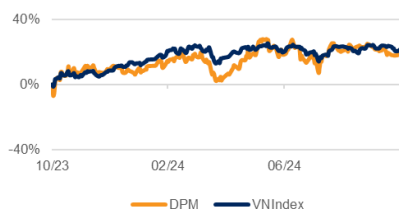
Current Price	VND34,950
52Wk High/ Low	VND36,956/26,912
Target Price	36,800
Last Updated	8/21/2024
Last Rating	Hold
TP vs Consensus	-0.6%
Upside	5.3%
Dividend Yield	2.3%
Total stock return	7.6%

Market Cap	USD540.5mn
3MADTV	USD3.7mn
Avail Foreign Room	USD221.9mn
Outstanding Shares	391.3mn
Fully Diluted O/S	391.3mn

	<u>DPM</u>	<u>VNI</u>
P/E TTM	20.5x	13.9x
P/B Current	1.2x	1.7x
ROA	3.9%	2.5%
ROE	5.9%	14.6%

*as of 10/30/2024

Share Price Performance



Ownership

PVN	59.6%
Dragon Capital	8.9%
Others	31.5%

Business Descripton

DPM is a member of the Vietnam Oil and Gas Group (PVN). The company is a leading enterprise in the field of manufacturing and trading of fertilizer and chemical products in Vietnam. The main products of the business are fertilizer products such as Urea, NPK, Potassium, and DAP.

Earnings Flash

DPM – Modest earnings growth maintained – [Missed]

- 3Q24 net profit fell 1.7% YoY to VND63bn (USD2.5mn) mainly due to blended GM compress.
- 9M24 net profit was lower than our expectation, meeting 63.4% of our full-year forecast.
- We see a minimal downside pressure on our target price of VND36,800, which we will update after further review.

3Q24 revenue decreased mainly due to lower manufacturing revenue

3Q24 net revenue decreased 4.3% YoY to VND3.1tn (USD123.2mn) mainly due to lower manufacturing revenue, as detailed below.

- Manufacturing revenue decreased 7.4% YoY to VND2.5tn (USD100.5mn) mainly due to a lower urea selling price in 3Q24.
- Trading revenue increased 50.9% YoY to VND353bn (USD14.1mn) as a decrease in fertilizer import price drove trading activity.

Blended GM decreased in 3Q24 mainly due to lower urea selling price

Manufacturing GM decreased 1.2% pts YoY to 12.5%, mainly as a 6% YoY decrease in urea selling prices more than offset a decrease in the benchmark FO price. Trading GM also decreased 1.1% pts YoY to 6.1%. Overall, blended GM decreased 1.0% pts YoY to 11.7%, equivalent to a 12.1% YoY decrease in 3Q24 gross profit to VND359bn (USD14.4mn).

Net profit decreased slightly in 3Q23 despite a surge in financial income

3Q24 financial income jumped 4.8x YoY to VND158.8bn (USD6.3mn), driven by a 5.1x YoY surge in deposit income to VND157.5bn (USD6.3mn). This surge was due to higher deposit balances (+55.1% YoY) and a low 3Q23 base which was likely due to the company accounting for interest income according to the actual time of receiving interest. However, SG&A expenses increased 15.3% YoY to VND399bn (USD15.9mn) and corporate income tax expenses increased 4.4x YoY to VND28bn (USD1.1mn), eroding 3Q24 earnings. As a result, 3Q24 net profit decreased slightly by 1.7% YoY to VND63bn (USD2.5mn).

9M24 net profit was lower than our expectation

Overall, 9M24 net revenue increased 1.4% YoY to VND10.2tn (USD407.8mn), equivalent to 74.2% of our FY24 forecast. 9M24 net profit increased 31.3% YoY to VND558bn (USD22.3mn). This bottom line was lower than our expectation, reaching 63.4% of our FY24 forecast.

Read the full report: [HERE](#)

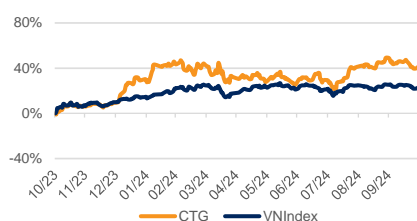
Current price	VND34,750
52Wk High / Low	VND37,000/24,520
Target Price	VND39,900
Last Updated	8/20/2024
Last Rating	ADD
TP vs Consensus	3.2%
Upside	14.8%
Dividend Yield	0.0%
TSR	14.8%

Market Cap	USD7,377.2mn
3MADTV	USD10.7mn
Avail Foreign Room	USD258.7mn
Outstanding Shares (mnShares)	5,370.0mn

	CTG	VNI
P/E TTM	8.6x	13.8x
P/B Current	1.4x	1.7x
ROA (%)	1.0%	2.0%
ROE (%)	16.2%	13.3%

*as of 10/30/2024

Share Price Performance



Ownership

State Bank of Vietnam	64.5%
Bank of Tokyo-Mitsubishi UFJ (MUFJ)	19.7%
Others	15.8%

Business Description

VietinBank was established in 1988 after separating from the State Bank of Vietnam. The bank operates in the field of capital mobilization and trading, and provides related financial services. The bank is one of the leading joint stock commercial banks in terms of total assets and equity.

Earnings Flash

CTG – Past the bottom, ready to rise – [In-line]

- 3Q24 consolidated PBT increased by 34.5% YoY driven by growing NII and skyrocketing Non-II.
- 9M24 net profit rose by 12.1% YoY, fulfilling 70% of our forecast thanks to CTG's cost-effective strategy.
- We see no pressure on our current target price of VND39,900 given the bank's adequate profit growth vs our current estimates.

Core revenue sources drove profit

3Q24 TOI jumped by 26.0% YoY (+11.6% QoQ), driven by 19.0% YoY growth of NII and 47.2% YoY growth in Non-II. NII, accounting for 71.1% of TOI in 3Q24 (-7.0% pts QoQ) grew thanks to steady credit expansion (+2.2% QoQ, +9% YTD) and a stable NIM of 2.9% (+2bps YoY, -7bps QoQ).

Coupled with that, 3Q24 Non-II soared by 47.2% YoY thanks to an increase of 181.1% YoY in net other income. We think the increase in net other income was attributed to CTG's handling and recovery of bad debts in 3Q24.

Rising CASA ratio supported NIM stability

CTG maintained NIM at 2.9% in 3Q24 as COF (-159bps YoY) declined more than asset yield (-146bps YoY) amid a low interest rate environment. COF declined to 3.1% in 3Q24, from 4.6% in 3Q23 as the CASA ratio rose by 316bps YoY (+44bps QoQ).

Reasonable cost control boosted bottom line

3Q24 CIR declined to 27.8% (-141bps YoY) and 9M24 CIR declined to 26.4% (-74bps QoQ), supporting PPOP to fulfil 80% of our forecast.

However, 3Q24 credit cost rebounded to 2.3% (+9bps QoQ) after falling to 2.1% (-7bps QoQ) in 2Q24, leading to 9M24 provision expense to fulfil 88% of our forecast. Thus, 9M24 net profit accomplished 70% of our FY24 forecast.

Asset quality improved

3Q24 NPL ratio fell to 1.45% (-12bps QoQ) and NPL formation fell by 97.6% QoQ despite a decrease in the write-off rate (3Q24: 1.5% vs 2Q24: 2.05%). Coupled with that, the group 2 debt ratio stayed intact at 1.44% (+0bps QoQ, -93bps YoY), signaling an improvement in asset quality.

Thanks to prudent provisioning and asset quality improvement, CTG raised its LLR to 153% from 114% in 2Q24 to strengthen its resilience amid any unexpected headwinds.

Read the full report: [HERE](#)

Commodity prices

Energy	% dod	% mom	% yoy
WTI	0.6%	1.2%	-14.8%
Brent Crude	0.4%	1.5%	-16.6%
JKM LNG	-1.2%	8.0%	-22.7%
Henry Hub LNG	-1.9%	2.4%	-17.7%
NW Thermal Coal	-4.9%	-27.2%	-39.1%
Singapore Platt FO	0.4%	3.8%	-6.3%

Precious Metals	% dod	% mom	% yoy
Gold	-0.4%	5.8%	39.9%
Domestic SJC Gold	1.1%	6.0%	29.3%
Silver	-1.3%	6.9%	46.5%
Platinum	-1.0%	3.3%	7.0%

Base Metals	% dod	% mom	% yoy
Tungsten	0.0%	1.5%	12.3%
Copper	-0.1%	-4.6%	19.1%
Aluminum	-1.6%	-0.8%	14.7%
Nickel	-0.4%	-9.8%	-14.7%
Zinc	0.4%	0.5%	19.3%
Lead	NA	NA	NA
Steel	-0.1%	7.9%	-4.4%
Iron Ore	-0.6%	-2.3%	-19.7%

Agriculture	% dod	% mom	% yoy
Rice	1.4%	-3.3%	-8.3%
Coffee (Arabica)	-0.9%	-8.5%	47.9%
Sugar	1.5%	-0.5%	-16.7%
Cocoa	0.1%	-4.2%	93.8%
Palm Oil	1.3%	18.7%	NA
Cotton	0.1%	-4.9%	-13.8%
Dry Milk Powder	-0.1%	-13.1%	20.0%
Wheat	-0.4%	-2.3%	2.6%
Soybean	0.6%	-7.1%	-23.7%
Cashew s	NA	48.1%	29.0%
Rubber	1.9%	-15.0%	44.3%
Urea	NA	NA	NA

Livestock	% dod	% mom	% yoy
Live Hogs	1.9%	2.6%	18.5%
Cattle	-0.5%	2.5%	2.3%

Source: Bloomberg

Market Value Drivers

VN-INDEX CURRENT P/B



VN-INDEX TTM P/E



DXY and 5Y Vietnam G'Bond Yield



VNDS RESEARCH COVERAGE SUMMARY

Ticker	Market cap (US\$m)	3M ADTV (US\$m)	Foreign Room (US\$m)	Closing price (VND)	Adjusted target price (VND)	Total shareholder return (%)	Dividend yield (%)	TTM P/E	Current P/B	ROE	Recommendation
AVIATION											
ACV	10,161	1.3	4,380	118,000	136,200	15.4%	0.0%	35.6	5.1	18%	ADD
VJC	2,249	5.4	378	105,000	120,100	14.4%	0.0%	41.7	3.4	9%	HOLD
Simple Avg	6,205	3.4	2,379			14.9%	0.0%	38.6	4.3	13%	
CONGLOMERATE											
VIC	6,284	8.5	2,411	41,550	46,800	12.6%	0.0%	16.0	1.2	8%	HOLD
CONSTRUCTION											
CTD	266	1.6	6	67,200	69,300	3.1%	0.0%	20.1	0.8	4%	HOLD
HHV	200	2.1	86	11,700	13,000	11.1%	0.0%	13.4	0.6	5%	HOLD
Simple Avg	233	1.8	46			7.1%	0.0%	16.8	0.7	4%	
CONSUMER											
BAF	217	2.3	104	22,950	26,800	16.8%	0.0%	19.4	1.9	8%	ADD
DGW	370	3.5	95	43,050	68,000	59.2%	1.2%	23.8	3.3	14%	HOLD
MWG	3,845	12.8	112	66,500	80,400	20.9%	0.0%	32.8	3.6	12%	ADD
PNJ	1,267	6.0	0	94,800	126,700	35.5%	1.8%	15.7	3.0	20%	ADD
QNS	711	0.6	255	48,900	53,000	14.4%	6.0%	6.8	1.7	27%	HOLD
VHC	633	1.4	460	71,300	68,000	-2.1%	2.6%	17.5	1.8	10%	HOLD
VNM	5,464	13.7	2,675	66,100	82,600	30.8%	5.8%	16.1	4.4	28%	ADD
SAB	2,800	2.3	1,128	55,200	59,900	8.5%	0.0%	16.5	2.8	17%	ADD
Simple Avg	1,787	5.7	529			25.1%	2.5%	18.9	2.8	17%	
FINANCIALS											
ACB	4,488	10.2	0	25,400	31,200	26.2%	3.4%	7.0	1.4	22%	ADD
BID	10,766	4.8	1,435	47,750	57,600	20.6%	0.0%	11.7	2.0	19%	ADD
CTG	7,583	12.1	267	35,700	39,900	14.2%	2.4%	8.9	1.4	16%	ADD
HDB	3,099	12.1	53	26,900	33,100	23.0%	0.0%	6.0	1.5	28%	ADD
LPB	3,333	4.2	144	32,950	25,400	-22.9%	0.0%	8.7	2.1	29%	REDUCE
MBB	5,258	19.9	0	25,050	31,200	28.4%	3.9%	6.2	1.3	22%	ADD
OCB	1,117	1.6	20	11,450	13,400	17.0%	0.0%	12.9	0.9	7%	ADD
SSI	2,064	17.7	1,224	26,600	31,100	16.9%	0.0%	16.9	2.0	12%	HOLD
STB	2,625	14.4	164	35,200	41,500	17.9%	0.0%	7.6	1.3	18%	ADD
TCB	6,660	17.0	43	23,900	26,900	12.6%	0.0%	7.5	1.2	17%	ADD
TPB	1,808	11.0	1	17,300	21,000	21.4%	0.0%	8.9	1.3	14%	ADD
VCB	20,692	6.1	1,340	93,600	112,800	20.5%	0.0%	15.7	2.9	20%	ADD
VIB	2,233	6.9	-233	18,950	24,800	30.9%	0.0%	7.9	1.5	21%	ADD
VPB	6,418	18.2	334	20,450	23,800	16.4%	0.0%	12.3	1.2	11%	ADD
Simple Avg	5,582	11.2	342			17.4%	0.7%	9.9	1.6	18%	
GARMENT & TEXTILE											
MSH	142	0.3	60	48,000	54,300	17.9%	4.8%	10.6	1.9	18%	HOLD
TCM	183	0.3	55	45,400	53,300	17.4%	0.0%	21.0	2.2	9%	HOLD

Ticker	Market cap (US\$m)	3M ADTV (US\$m)	Foreign Room (US\$m)	Closing price (VND)	Adjusted target price (VND)	Total shareholder return (%)	Dividend yield (%)	TTM P/E	Current P/B	ROE	Recommendation
Simple Avg	163	0	58			17.7%	2.4%	15.8	2.0	14%	
INDUSTRIALS											
BCM	2,747	2.0	894	67,100	83,900	26.3%	1.2%	26.5	3.6	15%	ADD
BMP	374	1.1	57	115,500	120,000	19.8%	10.4%	11.1	3.3	34%	ADD
GMD	1,069	2.7	5	65,300	76,800	41.5%	3.4%	18.4	2.6	15%	HOLD
HAH	211	4.8	41	43,900	48,000	11.6%	2.3%	13.4	1.8	14%	HOLD
IDC	731	2.6	183	56,000	63,900	18.6%	4.5%	8.4	3.5	45%	ADD
KBC	799	0.0	0	26,300	37,900	44.1%	0.0%	45.1	1.1	2%	ADD
PHR	305	0.4	99	57,000	64,300	18.1%	5.3%	20.1	2.0	10%	ADD
PTB	167	0.0	0	63,000	79,650	28.0%	1.6%	12.8	1.5	12%	ADD
SCS	282	0.6	20	75,200	85,000	18.4%	5.4%	10.9	4.9	46%	HOLD
SZC	277	1.6	46	38,950	42,700	13.7%	4.1%	24.2	2.4	12%	ADD
VTP	432	2.6	171	89,700	93,300	5.7%	1.7%	39.3	6.8	18%	HOLD
Simple Avg	672	1.7	138			22.4%	3.6%	20.9	3.0	20%	
MATERIALS											
DGC	1,687	9.3	540	112,300	143,600	32.0%	4.1%	15.4	3.1	21%	HOLD
HPG	6,806	23.2	1,831	26,900	30,000	11.5%	0.0%	NA	1.5	12%	ADD
HSG	497	9.3	195	20,250	26,000	28.4%	0.0%	NA	1.1	11%	ADD
NKG	215	4.1	91	20,650	22,000	6.5%	0.0%	NA	0.9	7%	HOLD
Simple Avg	2,301	11.5	665			19.6%	1.0%	15.4	1.7	13%	
OIL & GAS											
BSR	2,600	7.4	1,398	21,200	28,400	37.4%	3.5%	7.6	1.1	16%	ADD
GAS	6,533	4.0	3,186	70,500	93,500	36.3%	3.7%	15.1	2.8	19%	ADD
PLX	2,066	3.3	51	41,100	56,600	39.4%	1.7%	17.4	2.1	12%	ADD
PVD	564	4.1	213	25,650	34,600	34.9%	0.0%	25.7	0.9	5%	HOLD
PVS	715	4	207	37,800	49,100	32.6%	2.7%	16.8	1.4	8%	ADD
PVT	396	2.2	145	28,100	33,700	23.5%	3.5%	9.3	1.4	15%	ADD
Simple Avg	2,145	4.3	867			34.0%	2.5%	15.3	1.6	12%	
PETROCHEMICALS											
DPM	535	4.1	222	34,550	36,800	12.3%	5.8%	21.7	1.1	5%	HOLD
DCM	786	8.1	325	37,550	44,100	17.4%	0.0%	14.4	2.0	14%	ADD
Simple Avg	661	6.1	274			14.9%	2.9%	18.0	1.6	10%	
POWER											
NT2	216	0.4	80	19,000	27,100	53.5%	10.9%	24.9	1.3	5%	HOLD
POW	1,107	4.3	536	11,950	14,600	22.2%	0.0%	20.5	0.9	4%	ADD
Simple Avg	662	2.4	308			37.8%	5.4%	22.7	1.1	5%	
POWER & PROPERTY											
HDG	355	5.0	131	26,650	34,100	29.8%	1.9%	14.6	1.5	10%	ADD
PC1	330	3.2	124	26,800	35,300	31.7%	0.0%	19.6	1.5	8%	ADD
REE	1,194	2.3	0	64,100	68,200	7.9%	1.5%	16.6	1.7	10%	ADD

Ticker	Market cap (US\$m)	3M ADTV (US\$m)	Foreign Room (US\$m)	Closing price (VND)	Adjusted target price (VND)	Total shareholder return (%)	Dividend yield (%)	TTM P/E	Current P/B	ROE	Recommendation
Simple Avg	626	3.5	85			23.2%	1.1%	16.9	1.6	10%	
PROPERTY											
DXG	473	6.9	138	16,600	17,500	5.4%	0.0%	85.9	1.1	1%	HOLD
KDH	1,340	4.1	165	33,500	45,800	36.7%	0.0%	68.5	2.0	3%	ADD
NLG	606	2.7	1	39,850	45,800	16.9%	2.0%	53.3	1.7	3%	ADD
VHM	7,148	21.0	2,812	41,500	52,700	27.0%	0.0%	8.7	0.9	11%	ADD
VRE	1,604	7.2	471	17,850	23,400	31.1%	0.0%	9.9	1.0	11%	ADD
Simple Avg	2,234	8.4	717			23.4%	0.4%	45.3	1.3	6%	
TECHNOLOGY											
FPT	7,908	23.4	198	135,900	145,200	8.4%	1.5%	26.5	6.7	28%	ADD

DISCLAIMER

This report has been prepared by VNDIRECT or one of its affiliates for distribution in Vietnam and overseas. The information herein is believed by VNDIRECT to be reliable and is based on public sources believed to be reliable. With exception of information about VNDIRECT, VNDIRECT makes no representation about the accuracy of such information.

Options, estimates and projection expressed in this report represent the current views of the author at the date of publication only. They do not necessarily reflect the opinions of VNDIRECT and are subject to change without notice. VNDIRECT has no obligation to update, amend or in any way modify this report or otherwise notify a reader thereof in the event that any of the subject matter or opinion, projection or estimate contained within it changes or becomes inaccurate.

The information herein was obtained from various sources and we do not guarantee its accuracy or completeness. Prices and availability of financial instruments are also subject to change without notice.

This published research may be considered by VNDIRECT when buying or selling proprietary positions or positions held by funds under its management. VNDIRECT may trade for its own account as a result of short-term trading suggestions from analysts and may also engage in securities transactions in a manner inconsistent with this report and opinions expressed therein.

Neither the information nor any opinion expressed in this report constitutes an offer, nor an invitation to make an offer, to buy or sell any securities or any option, futures or other derivative instruments in any jurisdiction. Nor should it be construed as an advertisement for any financial instruments.

Officers of VNDIRECT may have a financial interest in securities mentioned in this report or in related instruments. This research report is prepared for general circulation for general information only. It does not have regard to the specific investment objectives, financial situation or particular needs of any person who may receive or read this report.

Investors should note that the prices of securities fluctuate and may rise and fall. Past performance, if any, is no guide to the future. The financial instruments discussed in this report may not be suitable for all investors. Investors must make their own financial decisions based on their independent financial advisors as they believe necessary and based on their particular financial situation and investment objectives.

This report may not be copied, reproduced, published or redistributed by any person for any purpose without the express permission of VNDIRECT in writing. Please cite sources when quoting.

ADDRESS

Headquarter

1 Nguyen Thuong Hien Str
Hai Ba Trung Dist, Hanoi
T: +84 24 3972 4568
F: +84 24 3972 4568

HCMC Office

The 90th Pasteur Building
90 Pasteur Str, Dist 1, HCMC
T: +84 28 7300 0688
F: +84 28 3914 6924

Da Nang Office

57 Duy Tan Str,
Hai Chau, Da Nang City
T: +84 511 382 1111

Vinh - Nghe An Office

122 Hermann Gmeiner str,
Vinh City, Nghe An
T: +84 23 8730 2886
F: NA

Can Tho Office

3rd floor STS Building, 11B Hoa Binh
Ninh Kieu City, Can Tho
T: +84 710 3766 959
F: NA

Quang Ninh Office

Viet Han Apartment, Hong Gai
Ha Long City, Quang Ninh
T: +84 98 8619 695
F: NA

Thanh Hoa Office

2nd floor 11 Hac Thanh str
Thanh Hoa City, Thanh Hoa
T: +84 90 3255 202
F: NA

Binh Duong Office

18th floor Becamex Tower
Thu Dau Mot City, Binh Duong
T: +84 27 4222 2659
F: +84 27 4222 2660

Nam Dinh Office

5 Nguyen Du str,
Nam Dinh City, Nam Dinh
T: +84 22 8352 8819
F: NA