

Strategy: Financial system liquidity loosened substantially

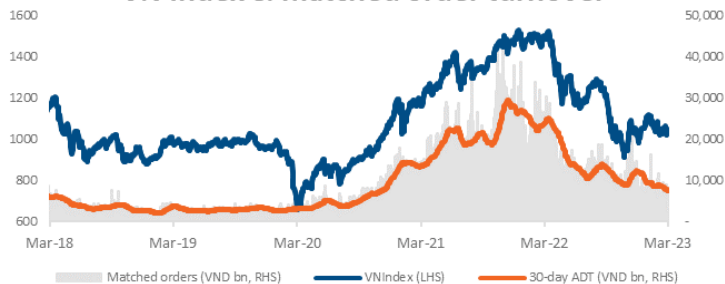
Matthew Smith, CFA
Head of Research

matthew.smith@yuanta.com.vn

Di Luu
Assistant Analyst

The VNI was flat WoW in LCY terms and +0.4% in USD terms, as the market only barely managed to recover its losses from Monday's Swiss-inspired sell-off. As a result, Vietnam once again underperformed the region's more impressive gains. The main technical themes of recent weeks continued, with turnover remaining weak, volatility low, FINIs bullish, and domestic investors cautious. On the positive side, interbank rates fell substantially, and we would not be surprised to see further bank deposit rate cuts soon. If so, this should help to rekindle interest in stocks.

VN Index & matched order turnover



Index, Flows, and FX Performance

- **VNINDEX:** 1047 (+0.2% WoW / +3.9% YTD / -30.1% YoY)
- **VHINDEX:** 206 (-0.6% WoW / -1.0% YTD / -56.1% YoY)
- **UPCOM Index:** 76 (-0.3% WoW / +6.3% YTD / -35.0% YoY)
- **Average daily turnover:** US\$421 mn (-15.3% WoW)
- **Foreigners net bought** US\$17.0mn of three-index constituents
- **VND:USD rate:** 23,529 (+25bp WoW / +44bp YTD / -2.81% YoY)

VN30 Components

Ticker	Closing price (VND K)	WoW chg	Cont to VN30 (WoW)	TTM PE (x)
ACB	24.6	0.8%	7.5%	6
BCM	82.0	-0.5%	-0.2%	63
BID	45.6	-1.6%	-1.9%	13
BVH	48.5	-3.0%	-1.4%	24
CTG	28.5	-1.7%	-4.6%	8
FPT	78.6	-0.5%	-4.8%	16
GAS	102.4	-1.3%	-1.6%	13
GVR	14.8	-0.7%	-0.2%	16
HDB	18.1	-2.4%	-10.0%	6
HPG	20.4	0.0%	0.0%	14
MBB	17.8	1.7%	9.8%	5
MSN	78.0	-6.6%	-42.4%	31
MWG	38.0	-3.7%	-19.7%	13
NVL	11.9	3.5%	5.7%	10
PDR	12.4	1.2%	0.6%	7
PLX	36.4	2.7%	1.6%	31
POW	13.3	-1.1%	-1.1%	15
SAB	187.8	-2.2%	-3.7%	23
SSI	20.5	0.7%	2.0%	14
STB	25.1	0.0%	0.0%	9
TCB	26.5	-0.8%	-5.8%	5
TPB	22.0	-3.0%	-8.0%	6
VCB	89.0	0.0%	0.0%	14
VHM	49.0	13.0%	89.5%	7
VIB	21.0	0.0%	0.0%	5
VIC	53.3	0.2%	1.2%	23
VJC	106.2	-2.5%	-9.2%	--
VNM	75.0	0.7%	5.4%	21
VPB	21.2	7.4%	94.2%	8
VRE	29.3	-0.8%	-2.9%	24

Source: Bloomberg, Yuanta Vietnam. Pricing date: Mar 24, 2023.

Volumes are low, but so is volatility. The market fell by -2% on Monday along with the region on the CSFB news, but the index posted positive days on Tues-Friday to close near the top of its weekly range (1017-1052). However, turnover remains subdued, and weekly breadth was again negative on the VNI (149 gainers / 216 losers) and VN30 Index (10 gainers / 16 losers), with VHM (+13% WoW) and select JCBs – especially VPB (+7%) – carrying the mainboard higher.

Financial conditions eased substantially as evidenced by a sharp decline in interbank rates last week and chatter about potential further policy rate cuts. Continued divergence with the Fed theoretically implies pressure on the VND, but US money market rates have actually fallen and the VND appreciated by +25bp last week. Fundamentally, reduced credit costs should mean further cuts to bank deposit rates, which should be positive for stocks.

Continued FINI net buying is a positive sign and a surprise to us. We thought that the US and European bank crises might drive a knee-jerk selling reaction but foreigners were only net sellers on Monday and ended the week with an additional US\$17 million of Vietnamese stocks. It was the third straight week of FINI net buying, which totals US\$303mn YTD so far and US\$1.6 billion since November 7. Foreign investors account for 14% of total stock transactions so far in March. Our sense is that domestic investors have noticed, which may start to rekindle their interest in stocks going forward.

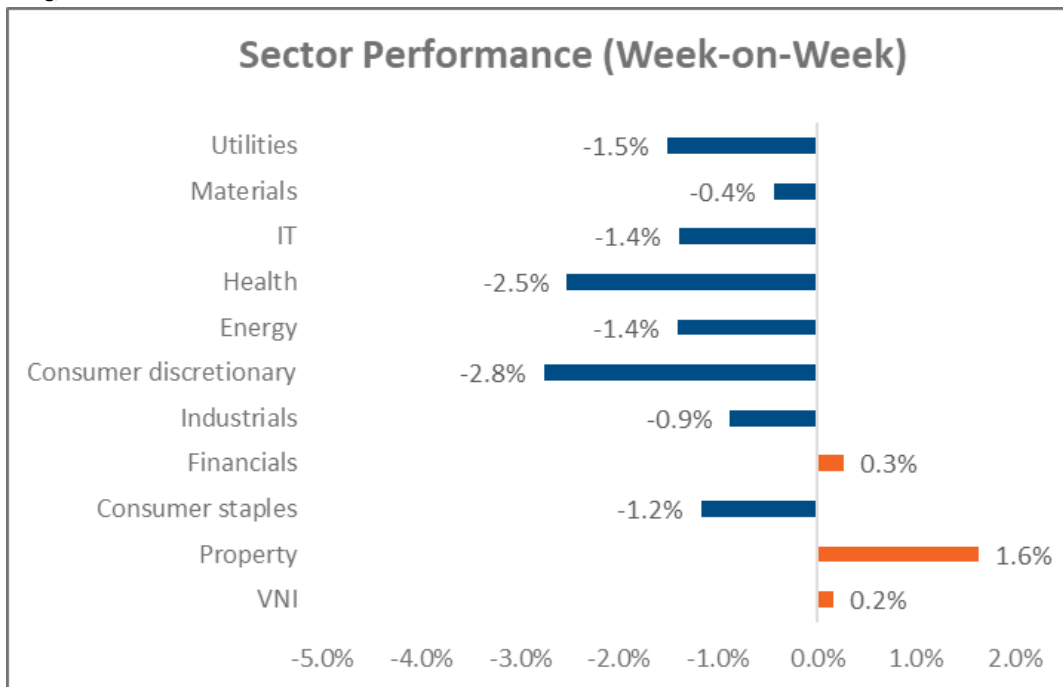
Navigating through rough seas. We were honored to host Nguyen Xuan Thanh of Fulbright University Vietnam at our annual in-person conference in HCMC on March 25. Mr. Thanh provided his insights on the macro trends and policy response, while we provided our humble thoughts on sector allocation, risk management, and current trends in the stock market. See [here](#) for a summary and [here](#) for a replay (mixed Vietnamese & English).

Yuanta Vietnam Coverage Universe

Sector	Company	Stock code	Market cap (USDm)	3-month ADT (USDm)	Yuanta Rating	Current price (VND)	Target price (VND)	Up (down) side	2022E Dividend yield	12-m TSR*
Banks	Asia Commercial Bank	ACB VN	3,524	6.8	BUY	24,550	27,958	14%	0.0%	14%
	BIDV	BID VN	9,793	2.6	HOLD-Underperform	45,550	38,860	-15%	1.0%	-14%
	HD Bank	HDB VN	1,930	2.6	BUY	18,050	23,510	30%	0.0%	30%
	MB Bank	MBB VN	3,420	7.6	BUY	17,750	25,480	44%	0.0%	44%
	Sacombank	STB VN	2,007	19.2	BUY	25,050	28,860	15%	0.0%	15%
	Vietcombank	VCB VN	17,901	4.2	BUY	89,000	93,230	5%	0.7%	5%
	Vietnam Prosperity Bank	VPB VN	6,034	18.2	BUY	21,150	22,060	4%	0.0%	4%
Brokers	HCM City Securities	HCM VN	476	5.0	BUY	24,500	29,957	22%	5.1%	27%
	Saigon Securities	SSI VN	1,303	12.5	BUY	20,450	26,092	28%	2.2%	30%
	Viet Capital Securities	VCI VN	575	6.5	BUY	31,050	47,656	53%	7.1%	61%
	VNDirect Securities	VND VN	792	12.4	BUY	15,300	26,539	73%	1.8%	75%
Energy	PV POW	POW VN	1,319	4.4	BUY	13,250	16,877	27%	0.0%	27%
	PV NT2	NT2 VN	343	0.8	SELL	28,000	19,318	-31%	7.1%	-24%
	PCC1	PC1 VN	316	2.1	BUY	27,500	50,728	84%	0.0%	84%
Consumer	Masan Group	MSN VN	4,720	5.7	Suspended	78,000	N/A	N/A	0.0%	N/A
	Phu Nhuan Jewelry	PNJ VN	1,101	1.8	BUY	79,000	101,700	29%	2.4%	31%
	Digiworld	DGW VN	235	1.3	Suspended	33,100	N/A	N/A	5.6%	N/A
Oil & GAS	PV Drilling	PVD VN	474	3.9	BUY	20,050	36,103	80%	3.5%	84%
Property	Kinh Bac City	KBC VN	737	4.6	BUY	22,600	38,300	69%	0.0%	69%
	Dat Xanh Group	DXG VN	307	5.8	BUY	11,850	40,500	242%	0.0%	242%
	Khang Dien House	KDH VN	810	2.1	BUY	26,600	55,300	108%	1.9%	110%
	Nam Long	NLG VN	406	1.2	HOLD-Outperform	24,900	55,500	123%	4.0%	127%
	Novaland	NVL VN	986	8.8	Coverage Suspended	11,900	-	-	-	-
	Vinhomes	VHM VN	9,068	5.8	BUY	49,000	108,100	121%	3.1%	124%
Transport	Airports Corp Vietnam	ACV VN	7,705	0.2	HOLD-Underperform	83,200	76,400	-8%	0.0%	-8%
Industrials	Dohaco	DHC VN	136	0.3	BUY	39,850	63,571	60%	6.3%	66%
	Biwase	BWE VN	357	0.1	BUY	43,600	70,902	63%	3.2%	66%

*Notes: 1) TSR = Total shareholder return over the next 12 months inclusive of expected share price change and dividends. 2) 3-month ADT refers to matched orders and does not include put-through blocks. 3) Stock ratings and pricing data is as of close on Mar 24 2022

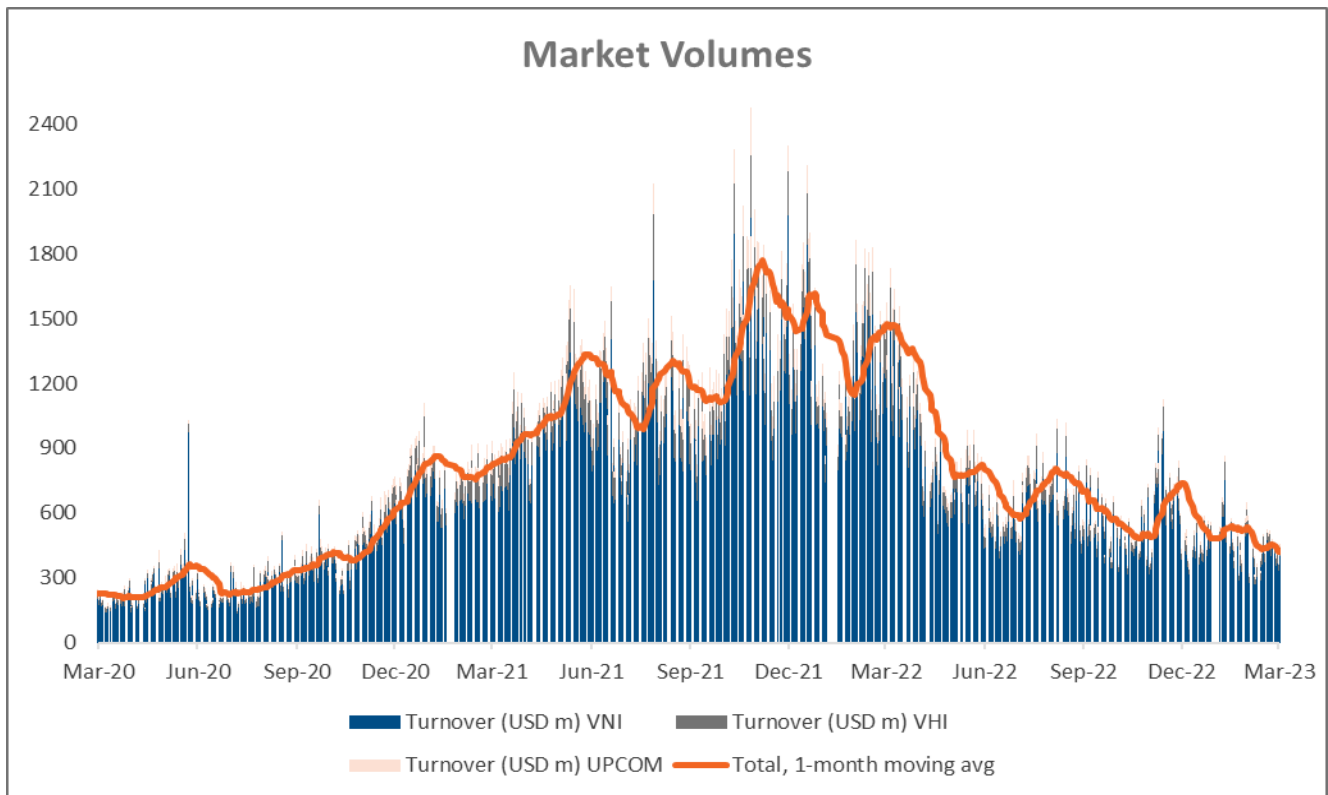
Source: Bloomberg, Yuanta Vietnam



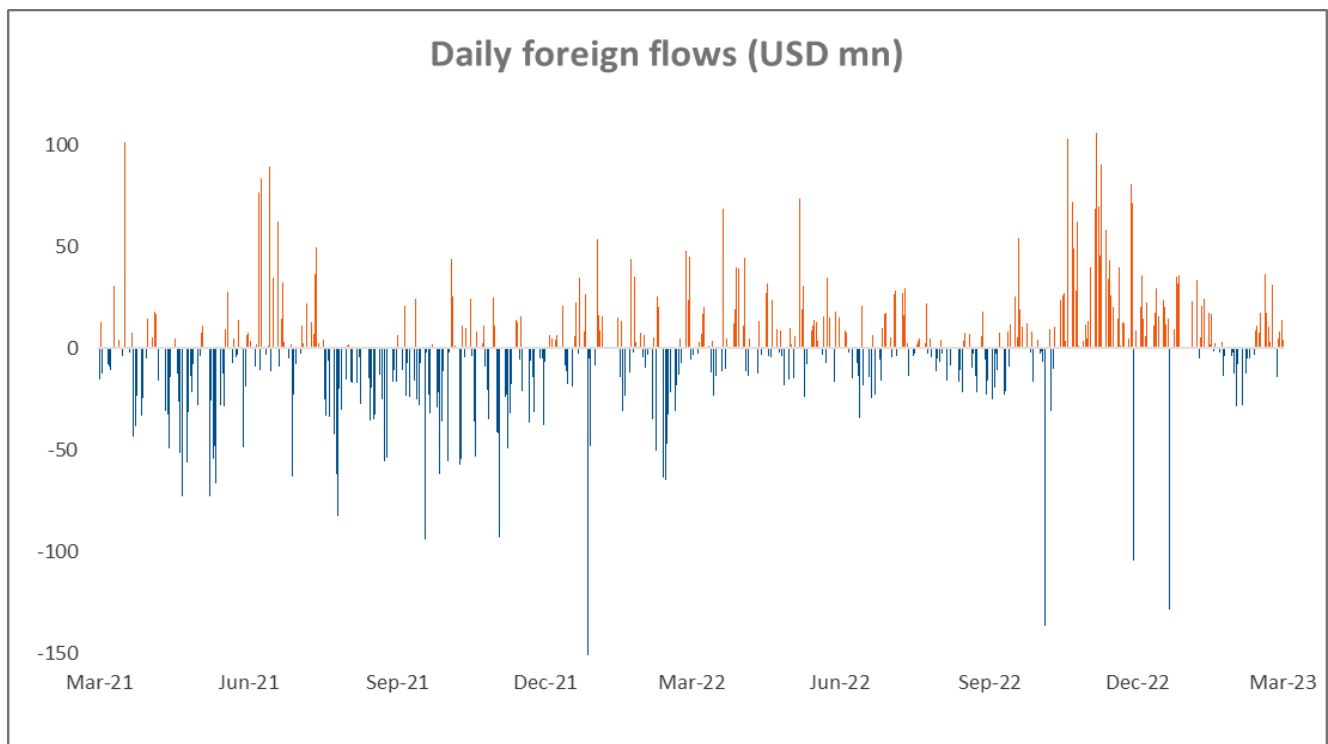
Source: Bloomberg (Mar 24)

“If everything you try works, you aren’t trying hard enough.”

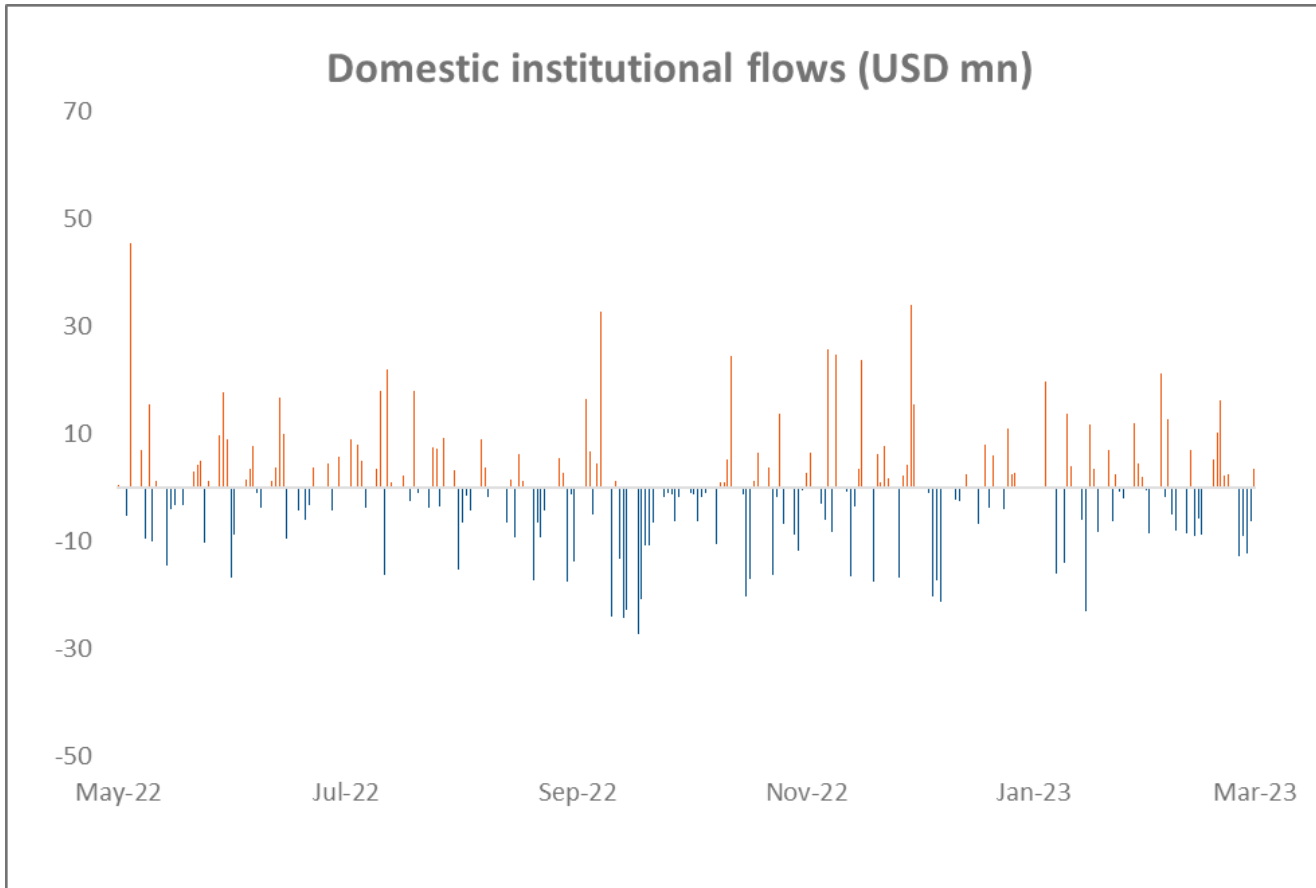
— Gordon Moore (1929-2023)



Source: FiinPro, Yuanta Vietnam (Mar 24)

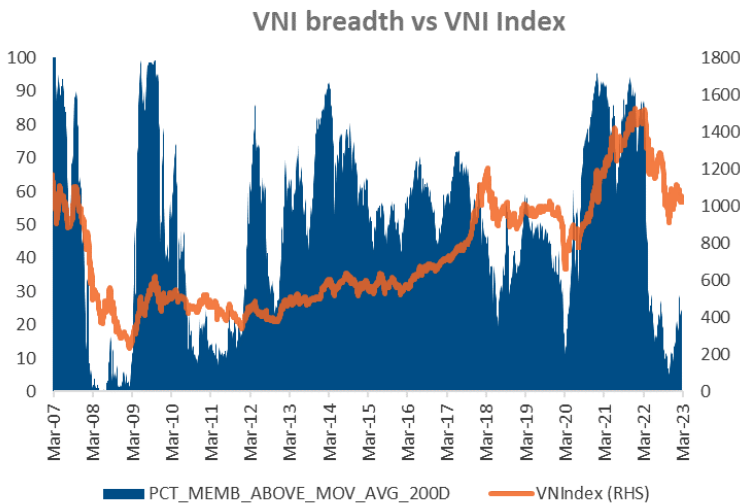


Source: FiinPro, Yuanta Vietnam (Mar 24)



Source: FiinPro, Yuanta Vietnam (Mar 24)

Weekly breadth was negative on both VNIndex and VN30



Source: Bloomberg, Yuanta Vietnam (Mar 24)

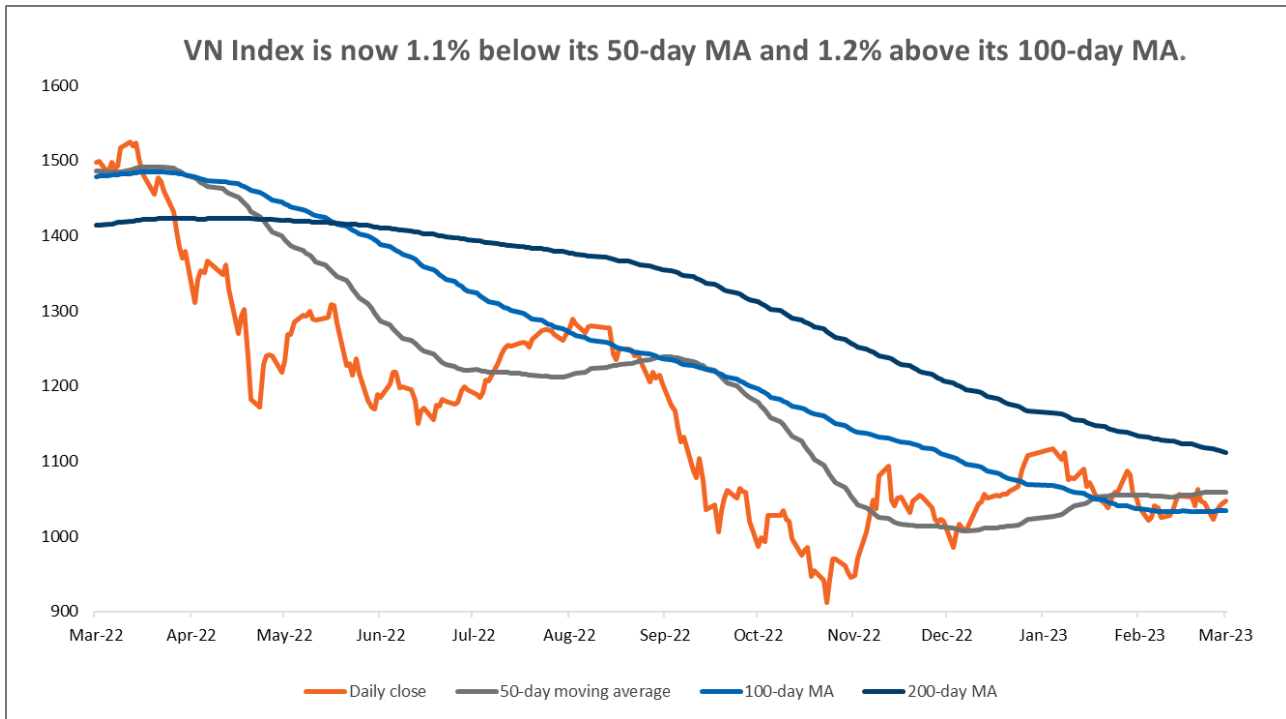
VN 30 breadth			
	WoW	MoM	YTD
Gainers	10	17	23
Losers	16	13	7

Source: Bloomberg (Mar 24, 2023)

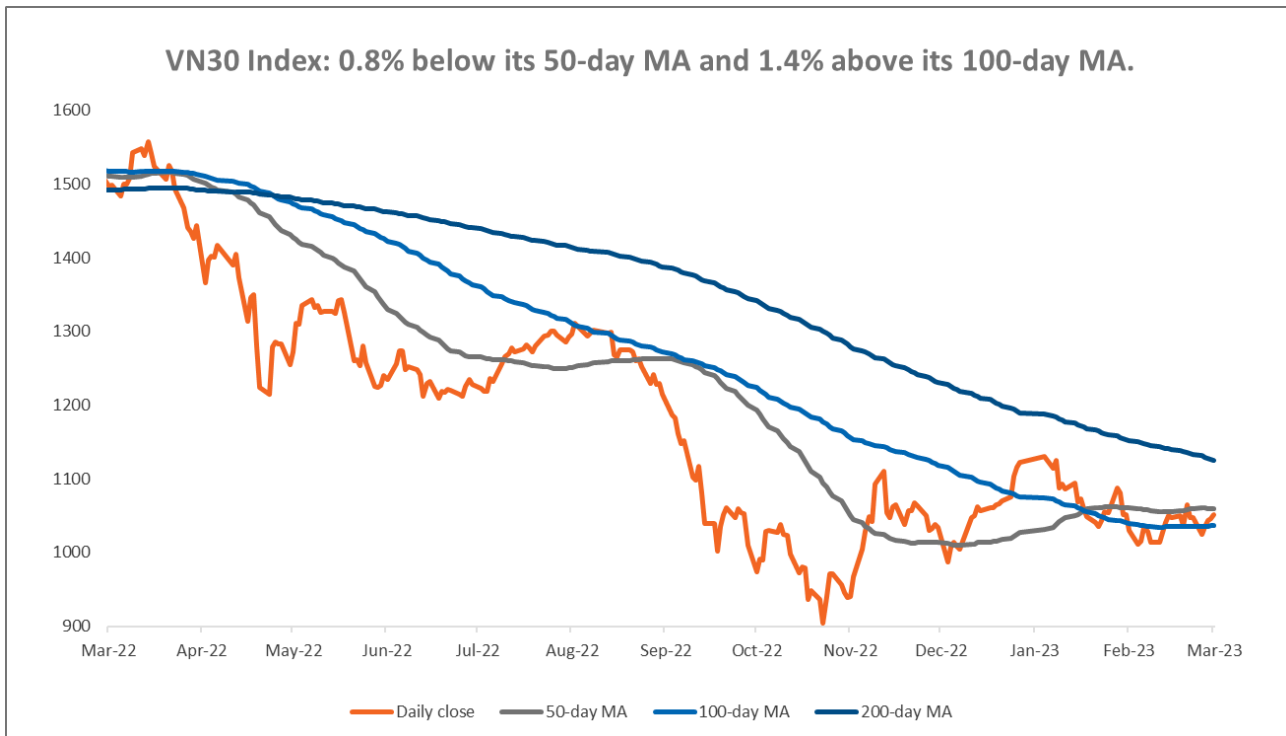
VNI breadth			
	WoW	MoM	YTD
Gainers	149	141	224
Losers	216	241	163

Source: Bloomberg (Mar 24, 2023)

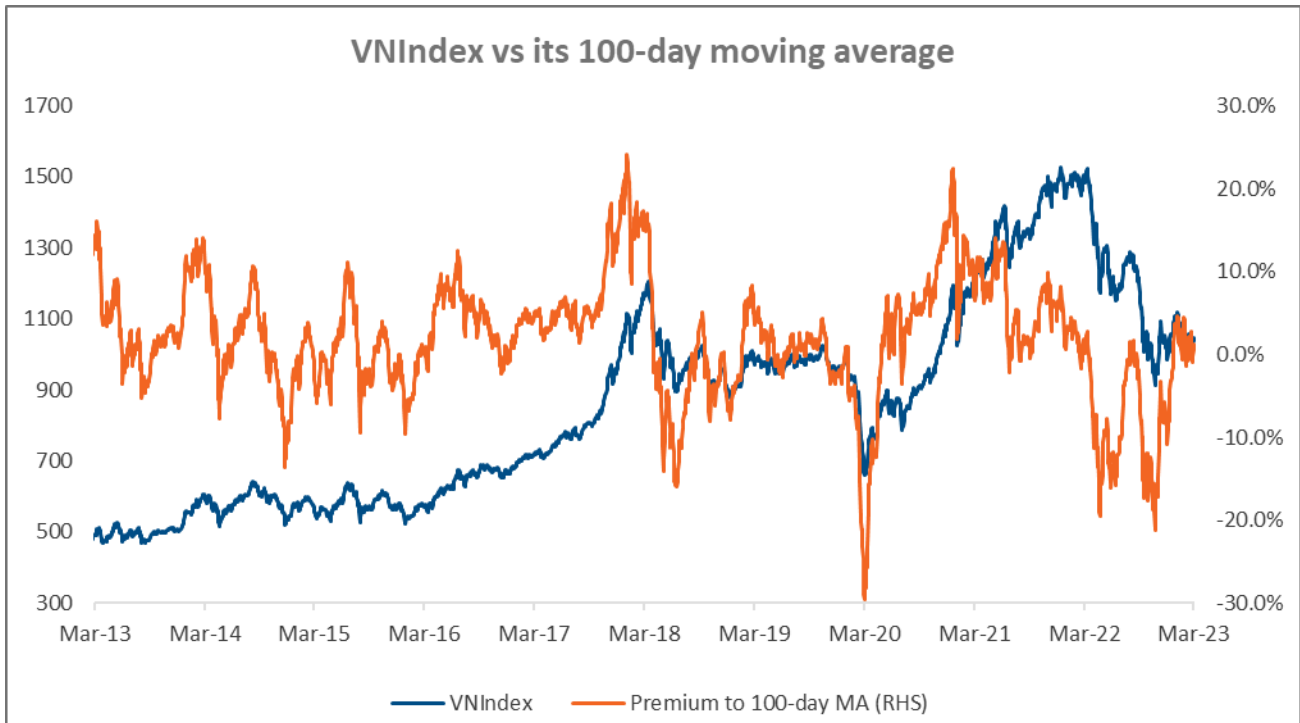
Source: Bloomberg, Yuanta Vietnam



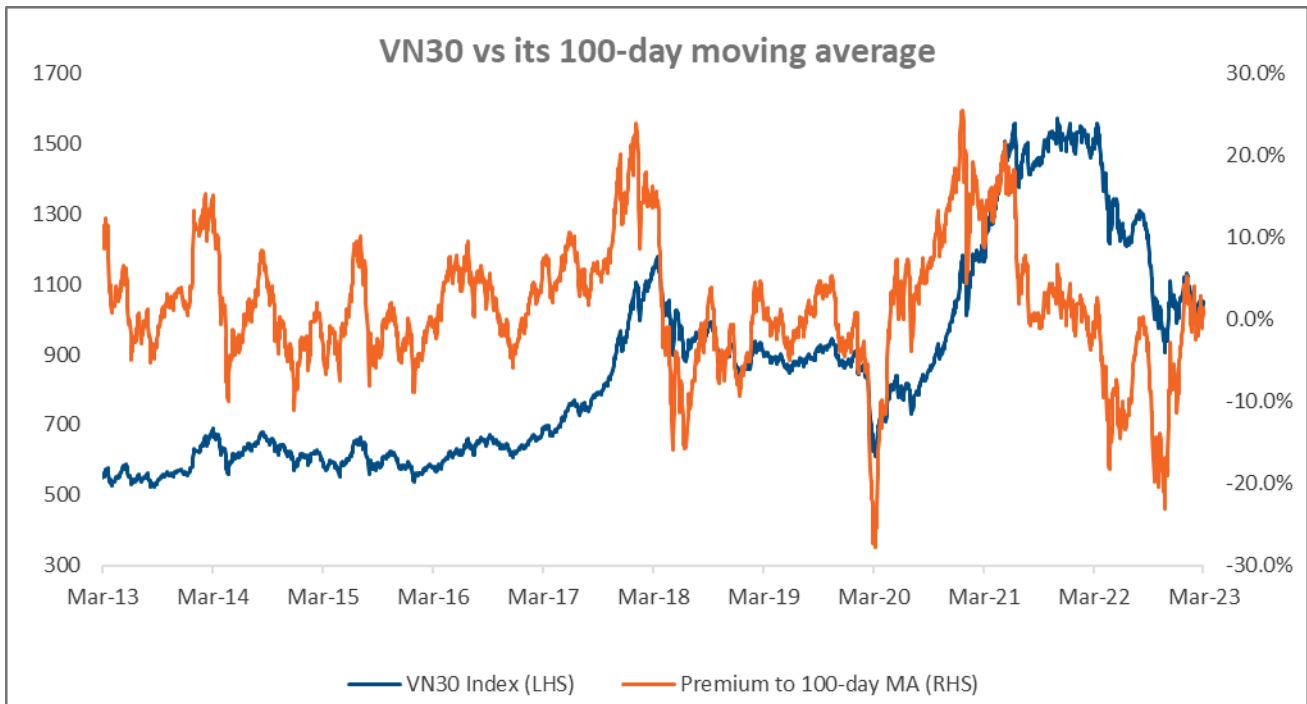
Source: Bloomberg, Yuanta Vietnam



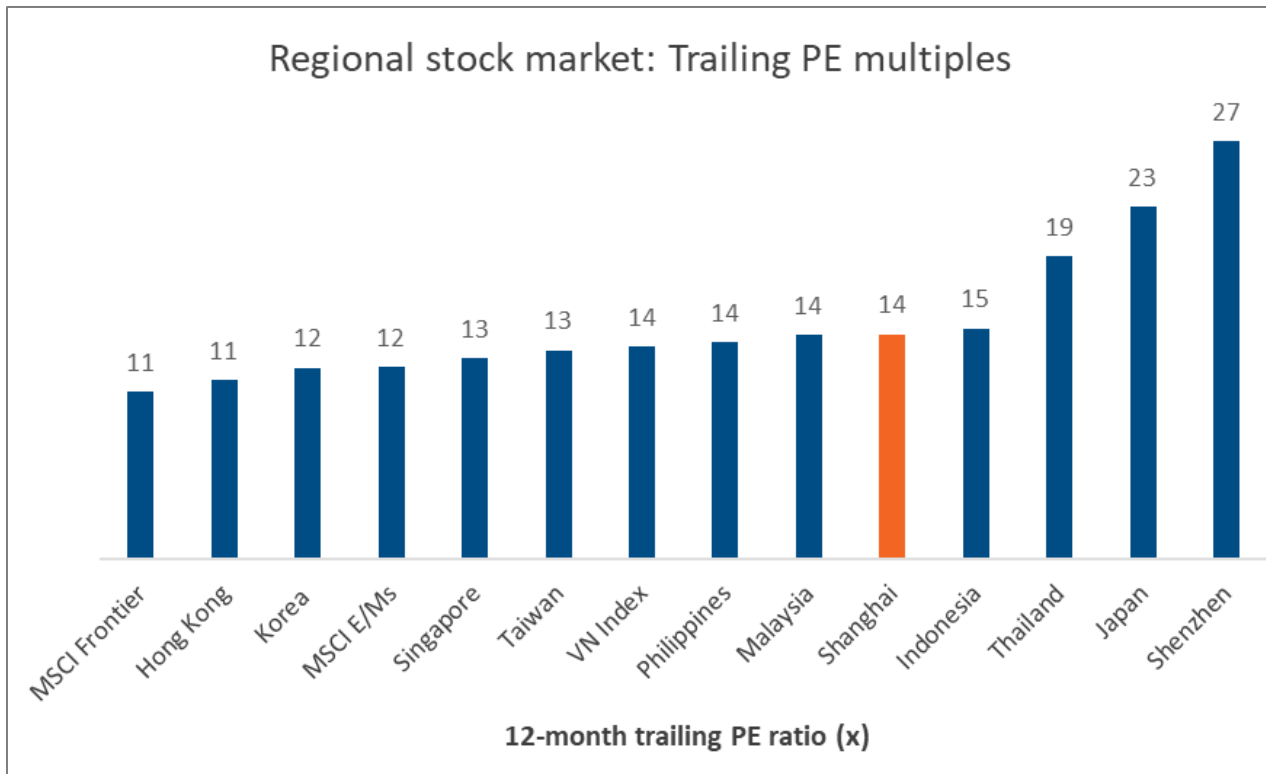
Source: Bloomberg, Yuanta Vietnam



Source: Bloomberg, Yuanta Vietnam

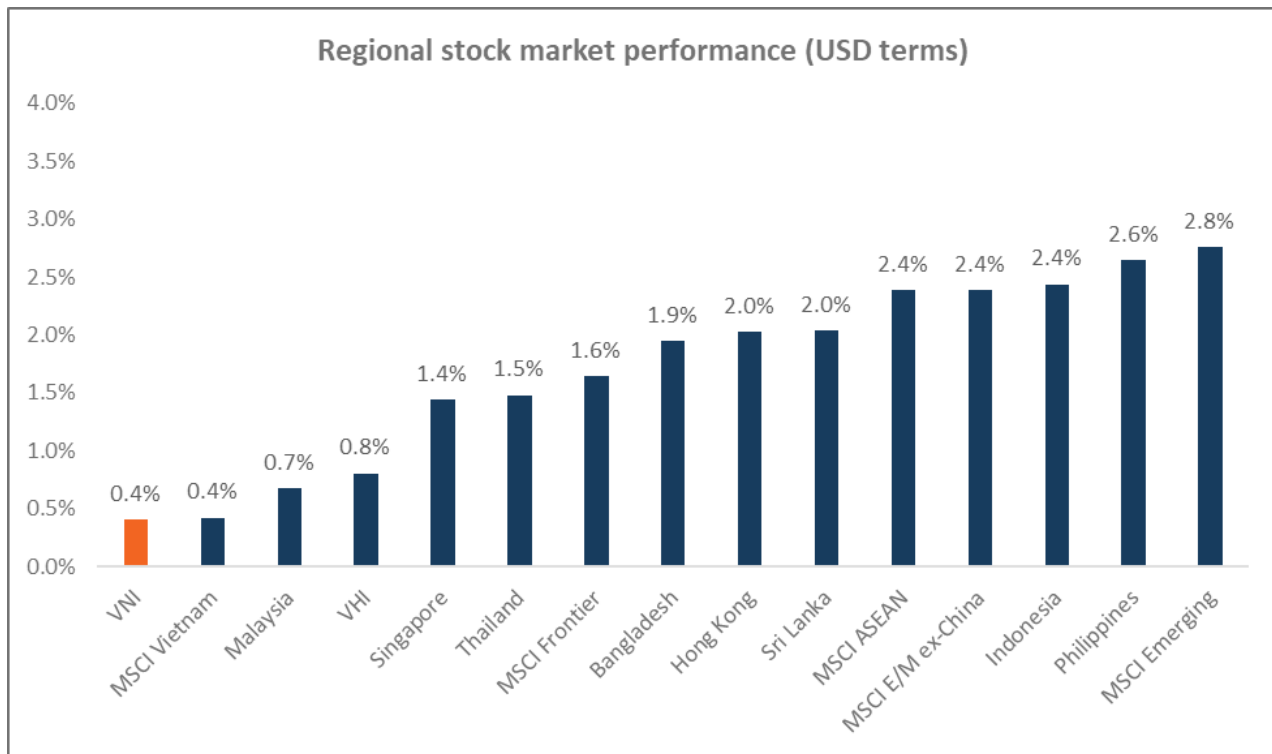


Source: Bloomberg, Yuanta Vietnam



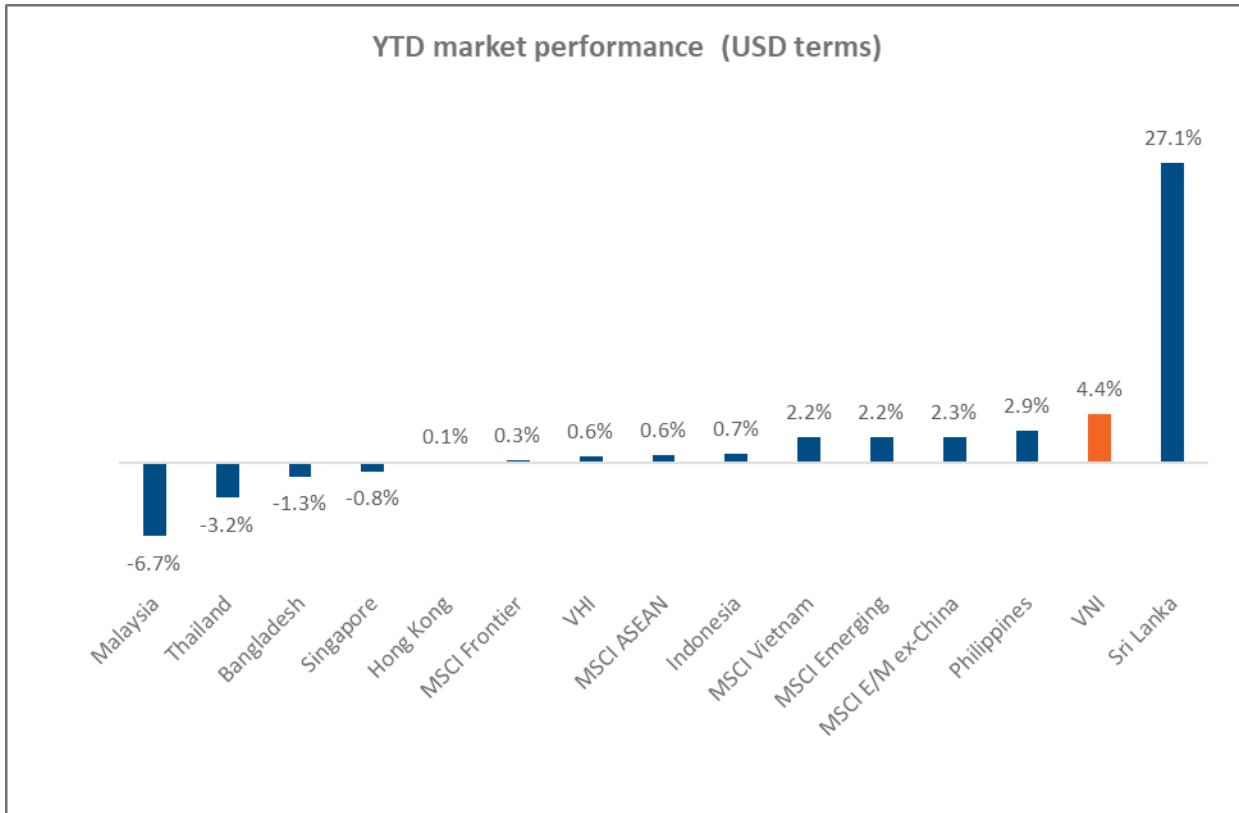
Source: Bloomberg, Yuanta Vietnam (Mar 24)

The VNI was up by +0.4% WoW (in USD terms)...



Source: Bloomberg, Yuanta Vietnam (Mar 24)

... but is still +4.4% YTD in USD terms



Source: Bloomberg, Yuanta Vietnam (Mar 24)

Banks – Rumors of rate cuts, cheap loans from the Big 4, and Moody’s downgrades

- **Last week, the market was awash in chatter that the SBV will again cut policy rates.**
- The SBV might reduce the cap for deposit rates of below 6M term by 50bps to 5.5%.
- This comes after the mid-March 100bp rate cut and SOE bank announcements of beneficial lending rates for certain borrowers.
- **The Big 4 SOE banks have launched lending packages with preferential rates.**
- Total lending packages are VND370 tn (\$15 bn) and \$500 mn, equivalent to 4% of total loans and 3% of total assets of 27-listed banks in 2022.

Banks	Lending package	Preferential Interest Rates	Period
Agribank	VND100 tn (\$4.4 bn) and \$500 mn <i>(Equivalent to 7% of its total loans, or 6% of total assets as at 2Q22).</i>	For loans in VND: 1.5ppt/year lower than the current interest rates for less than 12M term. For loans in USD: 1.0ppt/year lower than the current interest rates for less than 12M term.	Mar 15 to Jun 30, 23
BID	VND70 tn (\$3 bn) <i>(Equivalent to 5% of its total loans, or 3% of total assets in 2022).</i> <i>Out of the package, VND 20 trillion (\$870 million) is dedicated to lending to environmentally friendly business sectors at an interest rate starting from 7% per annum. Meanwhile, VND 50 trillion (\$2.2 billion) is allocated to lending at preferential interest rates for production and business in other sectors.</i>	For green loans (VND20 tn, \$870 mn): 7%/annum for less than 6M term, and 8%/annum for 6-12M terms. For other loans (VND50 tn, \$2.2 bn): 7.5%/annum for less than 6M term, and 8.5%/annum for 6-12M terms.	For green loans: The preferential interest rates apply until December 31, 2023. For other loans: The preferential interest rates apply until May 31, 2023.
CTG	VND100 tn (\$4.4 bn) <i>(Equivalent to 8% of its total loans, or 6% of total assets in 2022).</i>	7.1%/annum (with a maximum loan term of 12 months).	From now until June 30, 2023.
VCB	VND100 tn (\$4.4 bn) <i>(Equivalent to 9% of its total loans, or 6% of total assets in 2022).</i>	<ul style="list-style-type: none"> • 7.5%/annum for less than 3M term. • 7.8%/annum for 3M-6M terms. • 8.3%/annum for 6M-9M terms. • 8.6%/annum for 9M-12M terms. • 8.8%/annum for 12M term. 	

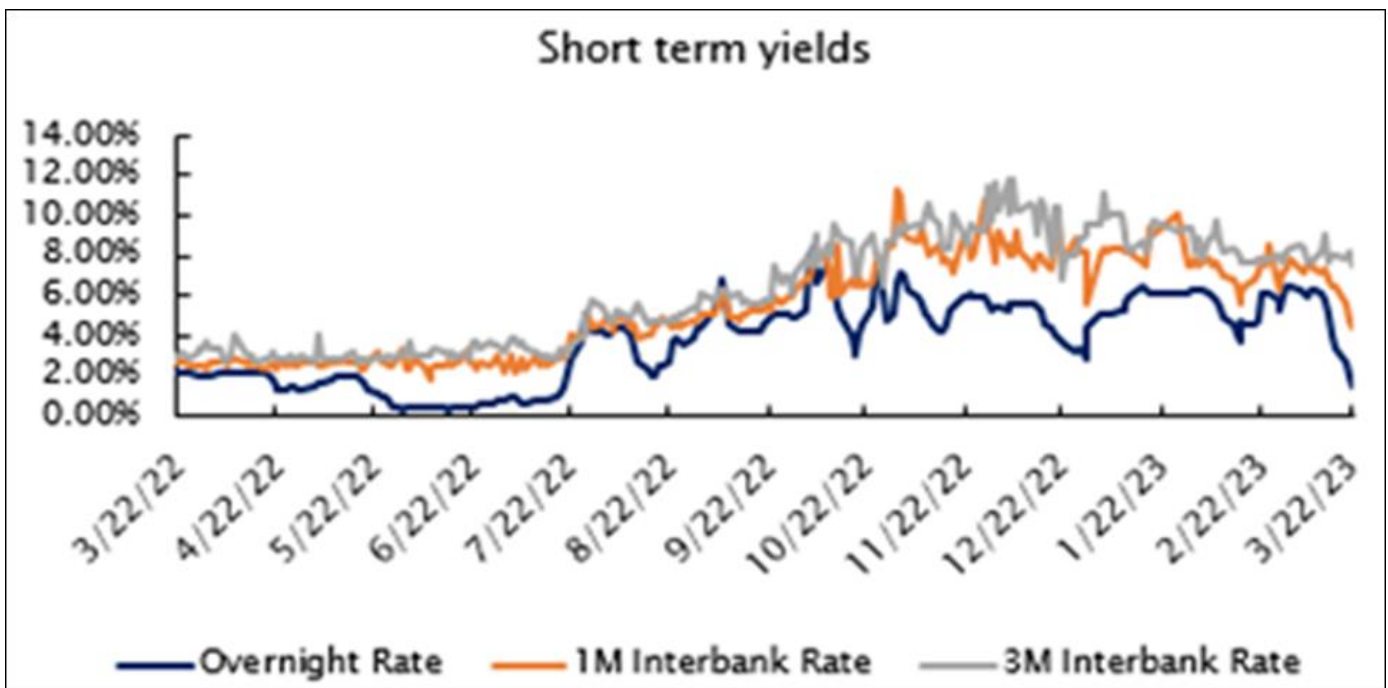
Source: <https://vietstock.vn/2023/03/big-4-ngan-hang-trien-khai-goi-cho-vay-uu-dai-ho-tro-khach-hang-757-1050809.htm>

- **Silicon Valley Bank (SVB)'s problems are not Vietnam banks' problems.**
- SVB had 43% of its total assets in held-to-maturity (HTM) long-duration bonds purchased at NIRP rates in 2020-21, with apparently zero hedging for interest rate risk.
- Vietnam banks are not doing this. No bank in Vietnam has anywhere near that level of HTM securities/total assets.
- Vietnam bank sector's (27-listed banks) HTM securities/assets was 3% in 2022.
- VBB had the highest HTM securities/total assets at 20%, but this is a tiny bank.
- VBB's total assets accounted for only 0.9% of the sector's total assets.



Source: FiinPro, Yuanta Vietnam

- **Interbank liquidity loosened substantially** and for the second week in a row, in line with SBV policy following its rate cut on Mar 14.
- The overnight rate dropped by -3.5ppt WoW to 1.55%, and
- The 1M interbank rate declined by -2.4ppt WoW to reach 6.83% on Mar 22.



Source: SBV

Residential property news:

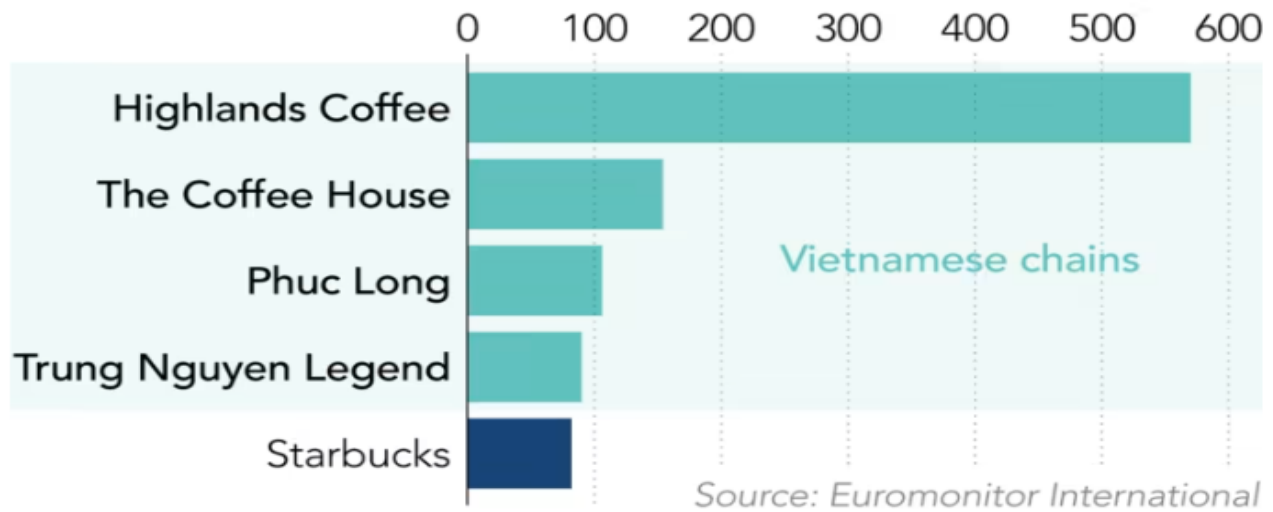
- Land law points were further scrutinized in a seminar to collect opinions from enterprises and experts regarding amendments to the Law on Land held last week in Ho Chi Minh City.
- The National Assembly Standing Committee has shot down a proposal by the government to cap apartment ownership duration, citing a violation of people’s rights.
- However, there should be regulations giving the government the right to demolish or repair deteriorating apartment buildings and relocate their occupants.
- Separately, Savills Vietnam expects a mergers and acquisitions boom in the property market over the next year, as cash-strapped developers sell assets.
- It would take a few quarters for investors to do due diligence, bargaining, and other tasks before transactions are completed.

Consumer Sector – Coffee chain market share still dominated by locals

- Nikkei Asia notes that Starbucks is entering its 10th year of operations in Vietnam but still has less than 100 stores.
- Local chains – Highlands, Coffee House, Phuc Long, and Trung Nguyen Legend all have larger footprints in Vietnam.

Local chains dominate Vietnam’s coffee market

(Number of shops in 2022)

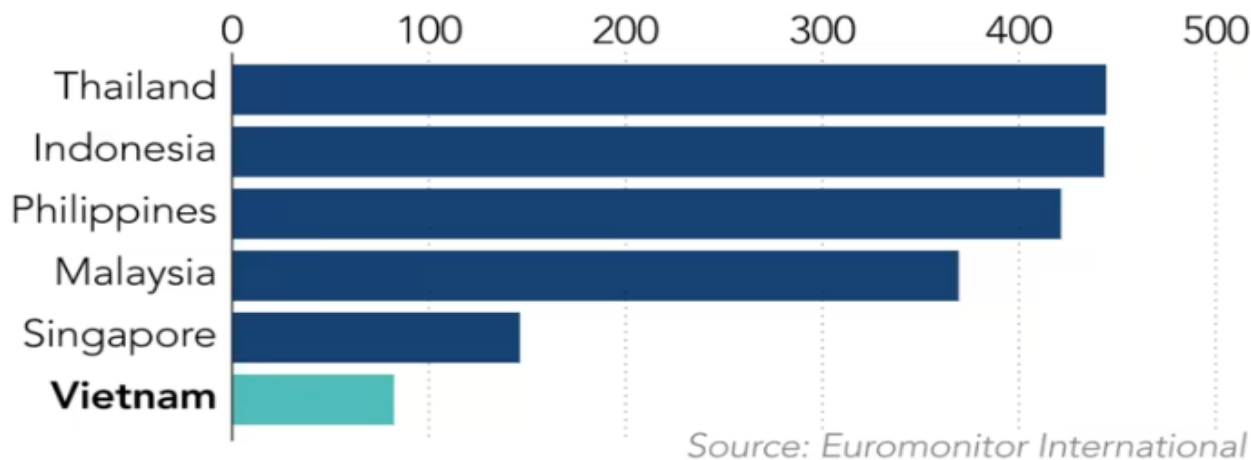


Source: Nikkei Asia

- Starbucks’s Vietnam business is smaller than its presence in other ASEAN countries. This is an interesting result given that Vietnam arguably has the most entrenched coffee culture of any of these nations.

Starbucks' Vietnam presence still relatively small

(Number of stores in 2022)



Source: Nikkei Asia

- Vietnam is the world's second largest exporter of coffee beans by volume, trailing only behind Brazil.
- <https://asia.nikkei.com/Business/Business-Spotlight/Vietnam-s-coffee-culture-survives-10-years-of-Starbucks>

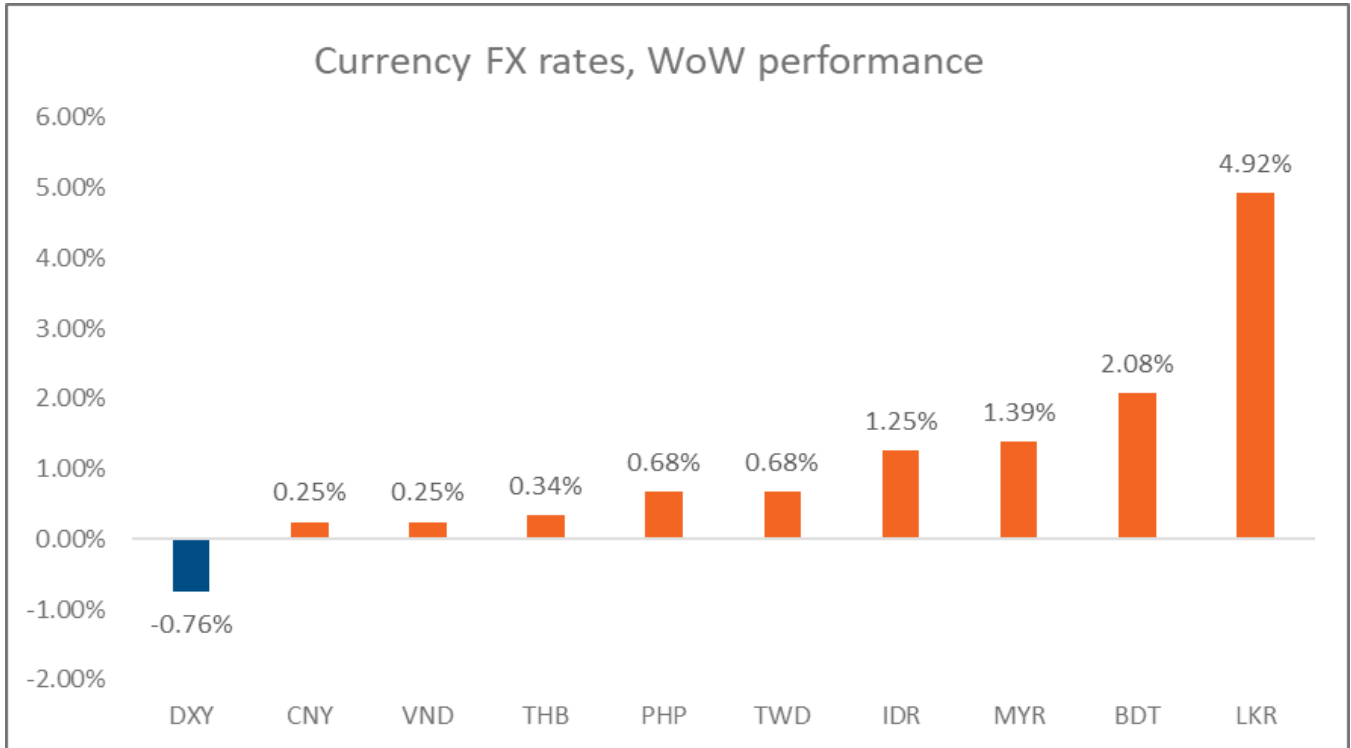
Automobile sales slowing in 2023

- According to the Vietnam Automobile Manufacturers Association, domestic auto sales of its members fell by -25% YoY in 2M 2023, to 40,354 units.
- The association is reportedly cancelling its annual auto show in October due to slow demand.
- Source: <https://e.vnexpress.net/news/industries/vietnams-biggest-auto-show-canceled-due-to-plunging-demand-4582537.html>

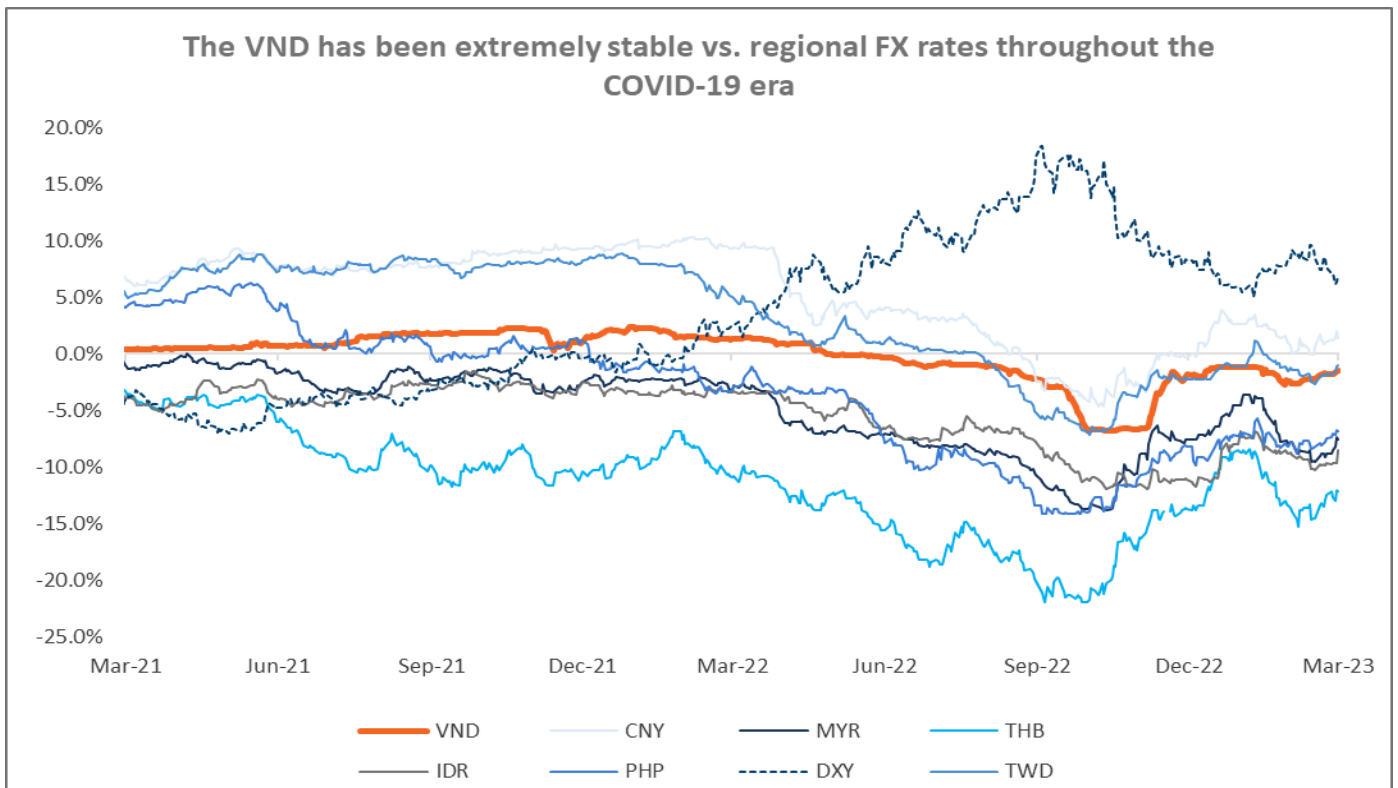
FDI sector – Friendshoring?

- An industrial delegation from the US is in Vietnam this week – reportedly, the largest-ever US business mission to Vietnam.
- The group includes 52 US corporates with interest in the local market.
- Companies in attendance include Apple, Coke, Pepsi, Space X, Pfizer, Johnson & Johnson, Abbott, Visa, Citi, Meta, Amazon, Boeing, Lockheed Martin, and Bell.
- The group is meeting with various industrial and government officials, including Prime Minister Chinh.
- Manufacturing is currently in a cyclical downtrend, but events such as this visit underline that the long-term outlook for FDI in Vietnam remains quite positive, as such companies are taking an active interest in Vietnam, both as a manufacturing center and as a consumer market in its own right.

Regional currencies: VND was up +25bps last week



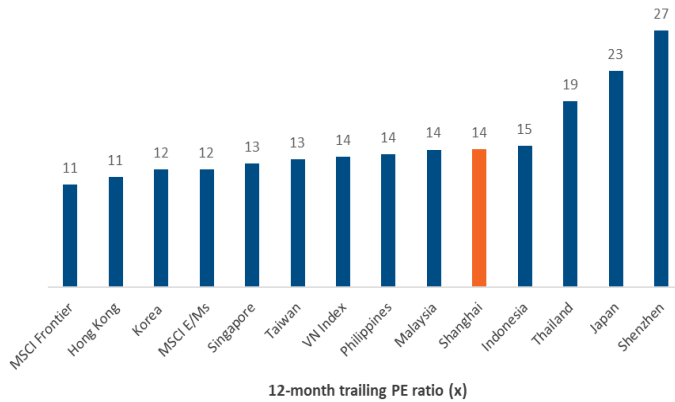
Source: Bloomberg (Mar 24)



Source: Bloomberg (Mar 24)

Vietnam stocks are now basically in line with the region on a trailing P/E basis...

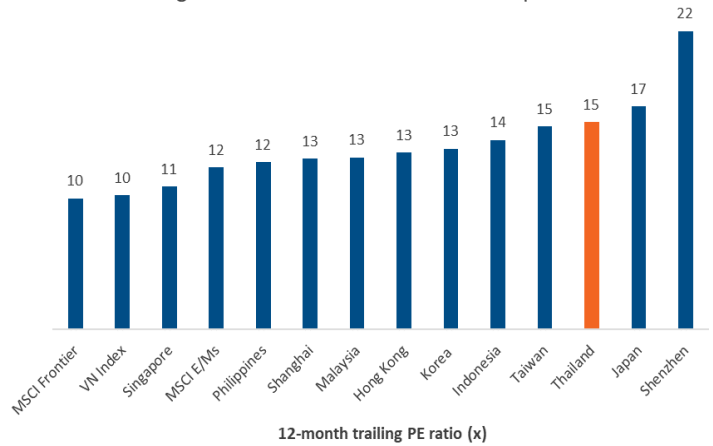
Regional stock market: Trailing PE multiples



Source: Bloomberg, Yuanta Vietnam (Mar 24)

...but forward P/E is well below the ASEAN median, and even cheaper than HK now

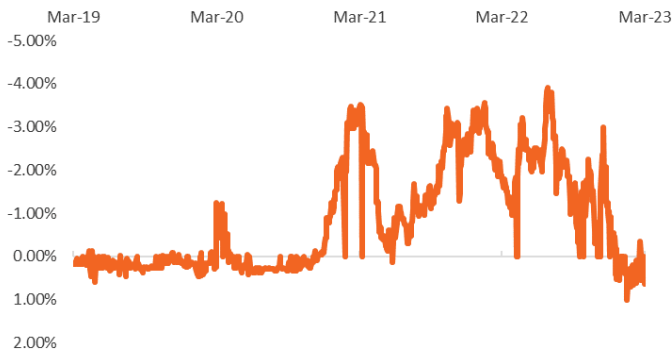
Regional stock market: 2023E PE multiples



Source: Bloomberg (2023E consensus PE), Yuanta Vietnam (Mar 24)

US dollar cash premium to the official bank rate has evaporated

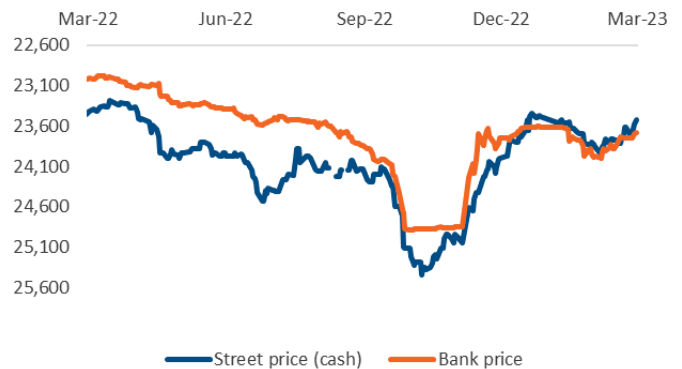
Cash rate vs bank rate for buying USD with VND



Source: FiinPro, Yuanta Vietnam. Bank data refers to VCB's published electronic selling price vs. the "free market" price for USD notes.

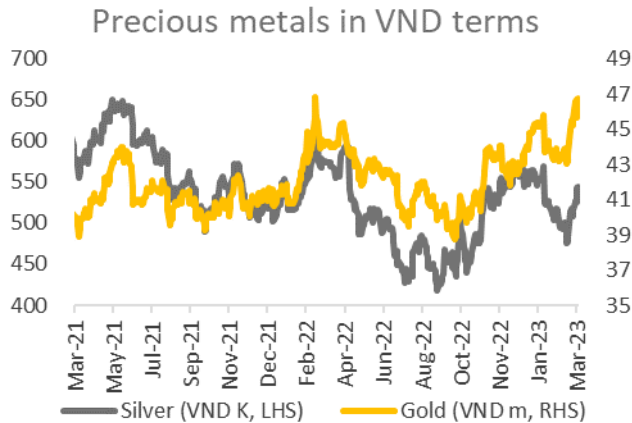
...as the official rate has fallen sharply, especially in the last two weeks.

VND rates to buy USD



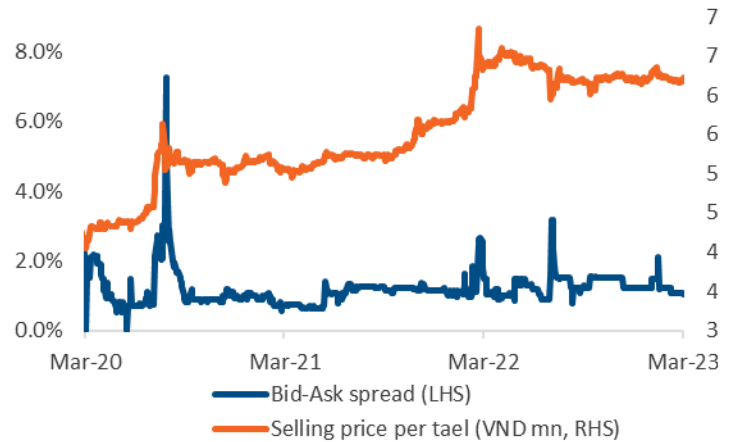
Source: FiinPro, Yuanta Vietnam

Global precious metals may be bottoming vs. the USD (and thus, the VND too).



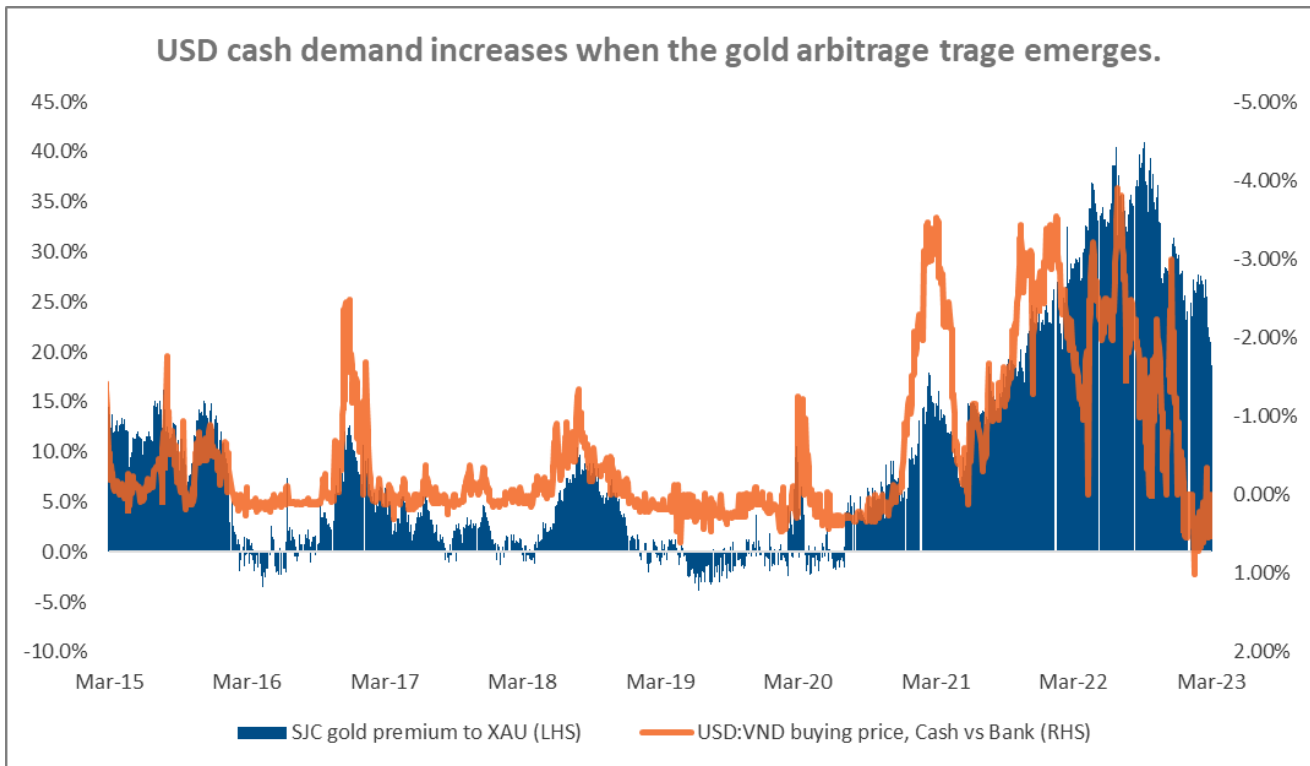
Source: FiinPro, Yuanta Vietnam. Bank data refers to VCB's published electronic selling price vs. the "free market" price for USD notes.

SJC gold premium remains high, but bid-ask spreads have come down.



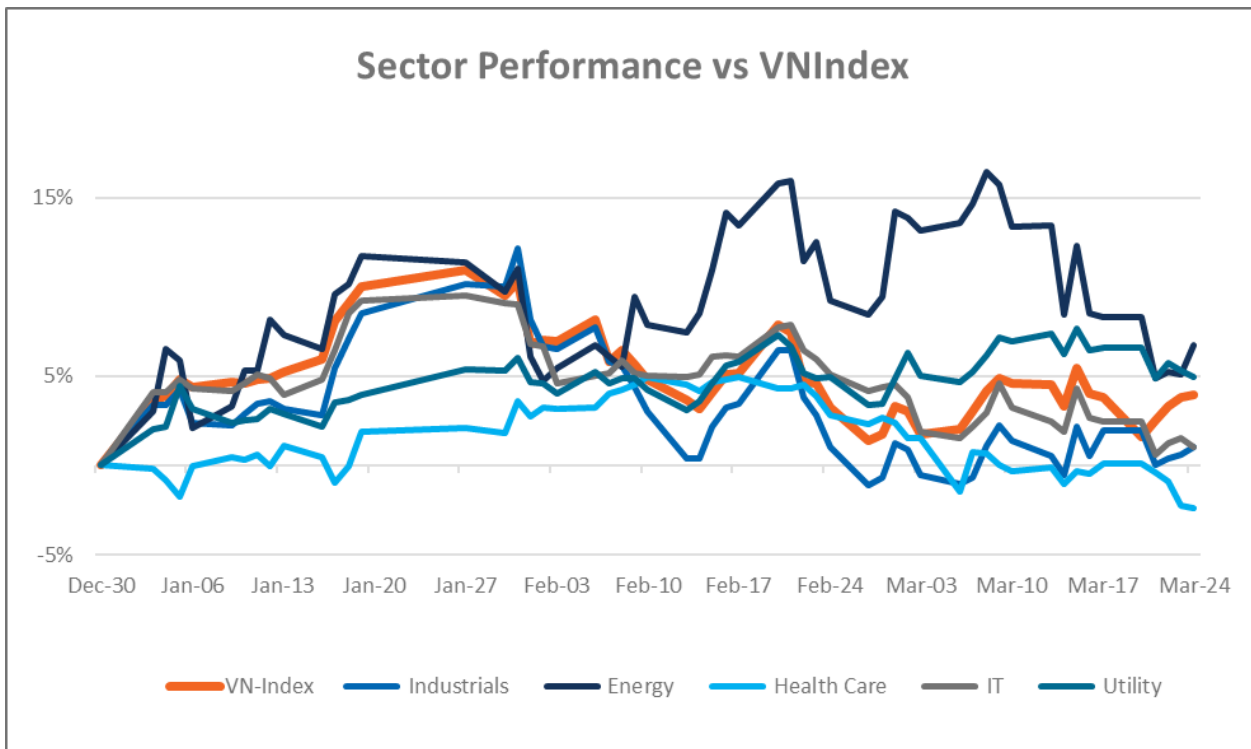
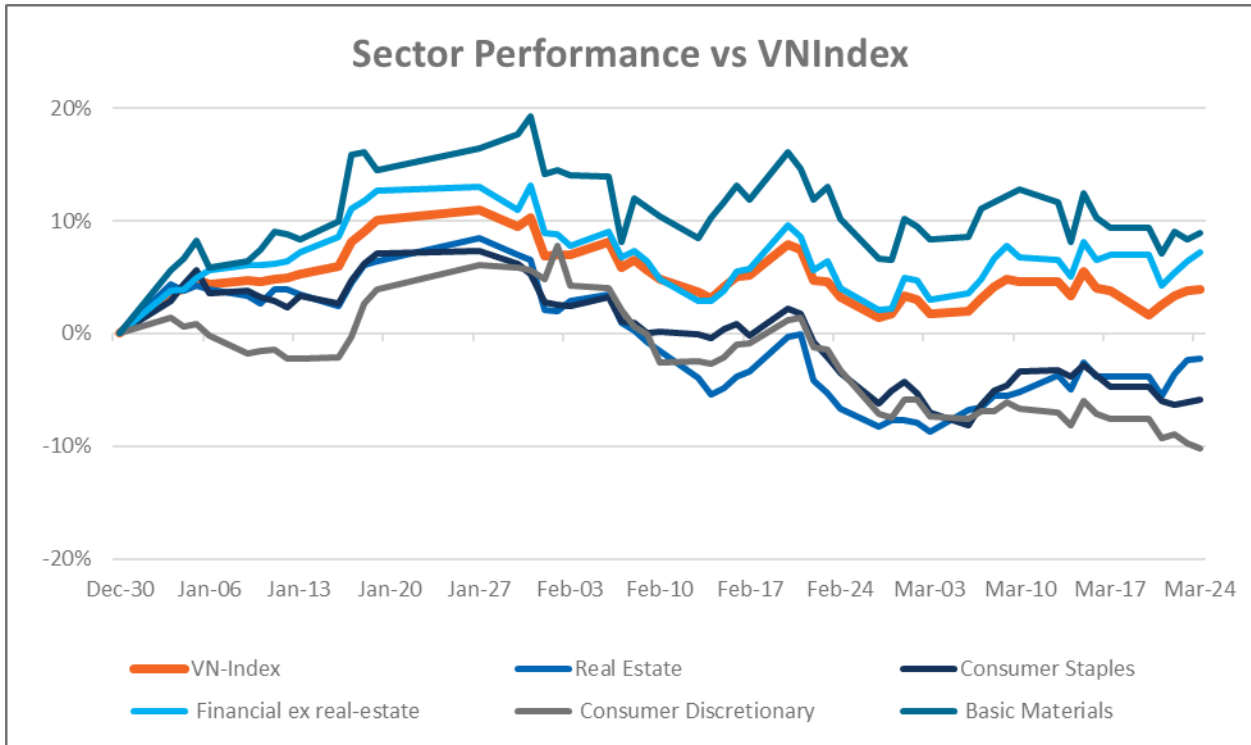
Source: FiinPro, Yuanta Vietnam

USD cash demand increases when the gold arbitrage trage emerges.



Source: FiinPro, Bloomberg, Yuanta Vietnam (Mar 24)

Sector performance YTD



Source: Bloomberg (Mar 24)

Yuanta Universe: Valuations and ratings

Sector	Stock Code	PER (x)			EPS Growth (%)			PEG (x)			PBV (x)			ROE (%)			ROA (%)		
		2021A	2022E	2023E	2021A	2022E	2023E	2021A	2022E	2023E	2021A	2022E	2023E	2021A	2022E	2023E	2021A	2022E	2023E
Banks	ACB VN	7.0	5.4	5.2	24.6	29.5	3.6	0.3	0.2	1.4	1.5	1.4	1.1	23.5	26.6	23.8	2.0	2.5	2.6
	BID VN	26.3	16.9	13.3	50.3	56.3	26.3	0.5	0.3	0.5	2.8	2.4	2.1	10.5	14.8	16.3	0.7	0.9	1.0
	HDB VN	5.9	5.1	4.7	15.1	15.8	8.7	0.4	0.3	0.5	1.2	1.2	0.9	21.8	22.6	21.7	1.9	2.0	2.1
	MBB VN	4.6	4.1	3.8	39.1	11.1	7.8	0.1	0.4	0.5	1.1	1.0	0.8	22.6	24.8	22.7	2.4	2.8	2.9
	STB VN	15.4	13.4	11.2	30.5	15.1	19.0	0.5	0.9	0.6	1.4	1.2	1.1	9.5	9.8	10.5	0.7	0.8	0.8
	VCB VN	21.2	16.7	11.9	23.9	27.1	40.2	0.9	0.6	0.3	3.9	3.0	2.4	19.6	20.1	22.5	1.6	1.8	2.1
	VPB VN	8.2	7.8	8.5	(39.2)	5.8	(9.3)	n/a	1.3	n/a	1.8	1.5	1.3	16.9	19.2	14.9	2.4	2.9	2.2
Brokers	HCM VN	8.8	8.6	8.4	109.5	2.4	2.7	0.1	3.6	3.2	1.5	1.4	1.2	19.5	16.9	15.9	6.2	4.7	3.9
	SSI VN	6.0	8.5	8.3	49.8	(28.8)	1.4	0.1	n/a	5.8	1.4	1.2	1.1	22.5	18.5	14.0	6.2	6.8	6.5
	VCI VN	7.0	6.7	6.5	(3.1)	5.4	2.9	n/a	1.2	2.3	1.6	1.4	1.3	22.9	22.7	20.9	8.8	8.8	8.3
	VND VN	6.1	6.6	5.6	212.3	(7.4)	17.9	0.0	n/a	0.3	1.7	1.5	1.2	34.9	27.0	25.6	8.7	7.4	8.1
Energy	PVD VN	439.5	13.1	7.0	(89.7)	3,245.0	88.4	n/a	0.0	0.1	0.6	0.6	0.5	0.1	4.6	8.8	0.1	3.2	5.7
	NT2 VN	17.6	13.7	12.3	(25.3)	28.7	11.1	n/a	0.5	1.1	2.1	2.1	2.1	15.9	17.5	17.7	7.4	9.6	10.4
	PC1 VN	9.8	7.5	6.3	(6.8)	31.3	17.8	n/a	0.2	0.4	1.0	0.9	0.8	12.6	13.6	14.1	4.7	5.1	6.4
Consumer	MSN VN	14.7			22.9	20.9	4.2	0.6	0.6	0.6	2.0	1.7	1.5	14.5	15.2	13.7	8.0	8.9	8.2
	PNJ VN	19.0	10.3	8.9	(3.4)	68.4	16.2	n/a	0.2	0.5	3.0	2.5	2.4	17.2	23.2	26.5	11.2	13.9	15.6
	DGW VN	7.3	6.2		8.5	17.8	(100.0)	0.9	0.3	n/a	1.3	1.3	1.3	18.4	18.4	18.4	7.1	7.1	7.1
Oil & GAS	POW VN	18.3	17.3	12.4	(25.0)	5.6	40.0	n/a	3.1	0.3	1.3	1.1	1.0	5.8	5.9	7.6	3.4	3.5	4.7
Property	KBC VN	7.7	4.0	2.9	230.0	91.0	40.0	0.0	0.0	0.1	1.0	0.9	0.7	14.0	22.0	26.0	6.0	10.0	12.0
	DXG VN	6.1	7.8	4.0	(303.0)	(22.0)	97.0	n/a	n/a	0.1	0.8	0.8	0.7	14.0	9.0	15.0	6.0	4.0	6.0
	KDH VN	19.3	12.0	9.6	(31.0)	61.0	25.0	n/a	0.2	0.4	2.0	1.9	1.8	11.0	17.0	21.0	6.0	10.0	13.0
	NLG VN	8.3	7.9	6.6	(3.0)	5.0	20.0	n/a	1.6	0.3	0.9	0.9	0.8	12.0	12.0	14.0	6.0	7.0	7.0
	NVL VN	-	-	-	(41.7)	18.3	53.3	n/a	-	-	-	-	-	10.0	10.6	14.8	2.3	2.4	3.4
	VHM VN	5.5	4.6	4.3	8.5	19.0	8.4	0.7	0.2	0.5	1.5	1.1	0.9	31.0	28.0	25.0	14.0	14.0	14.0
Transport	ACV VN	21.0			28.8			0.7	n/a	n/a	3.6	3.4	3.1	20.2	11.0	12.6	11.3	5.2	5.3
Industrials	DHC VN	5.7	5.9	5.6	25.4	(3.4)	6.6	0.2	n/a	0.8	1.6	1.4	1.3	31.1	25.6	23.9	20.6	12.7	10.1
	BWE VN	13.1	11.2	8.9	46.1	17.0	24.9	0.3	0.7	0.4	2.1	1.9	1.7	20.4	18.8	20.6	8.6	8.6	10.6

Stock ratings and pricing data is as of close on Mar 24 2022

Source: Bloomberg, Yuanta Vietnam

Appendix A: Important Disclosures

Analyst Certification

Each research analyst primarily responsible for the content of this research report, in whole or in part, certifies that with respect to each security or issuer that the analyst covered in this report: (1) all of the views expressed accurately reflect his or her personal views about those securities or issuers; and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by that research analyst in the research report.

Ratings Definitions

BUY: We have a positive outlook on the stock based on our expected absolute or relative return over the investment period. Our thesis is based on our analysis of the company's outlook, financial performance, catalysts, valuation and risk profile. We recommend investors add to their position.

HOLD–Outperform: In our view, the stock's fundamentals are relatively more attractive than peers at the current price. Our thesis is based on our analysis of the company's outlook, financial performance, catalysts, valuation and risk profile.

HOLD–Underperform: In our view, the stock's fundamentals are relatively less attractive than peers at the current price. Our thesis is based on our analysis of the company's outlook, financial performance, catalysts, valuation and risk profile.

SELL: We have a negative outlook on the stock based on our expected absolute or relative return over the investment period. Our thesis is based on our analysis of the company's outlook, financial performance, catalysts, valuation and risk profile. We recommend investors reduce their position.

Under Review: We actively follow the company, although our estimates, rating and target price are under review.

Restricted: The rating and target price have been suspended temporarily to comply with applicable regulations and/or Yuanta policies.

Note: Yuanta research coverage with a Target Price is based on an investment period of 12 months. Greater China Discovery Series coverage does not have a formal 12 month Target Price and the recommendation is based on an investment period specified by the analyst in the report.

Global Disclaimer

© 2019 Yuanta. All rights reserved. The information in this report has been compiled from sources we believe to be reliable, but we do not hold ourselves responsible for its completeness or accuracy. It is not an offer to sell or solicitation of an offer to buy any securities. All opinions and estimates included in this report constitute our judgment as of this date and are subject to change without notice.

This report provides general information only. Neither the information nor any opinion expressed herein constitutes an offer or invitation to make an offer to buy or sell securities or other investments. This material is prepared for general circulation to clients and is not intended to provide tailored investment advice and does not take into account the individual financial situation and objectives of any specific person who may receive this report. Investors should seek financial advice regarding the appropriateness of investing in any securities, investments or investment strategies discussed or recommended in this report. The information contained in this report has been compiled from sources believed to be reliable but no representation or warranty, express or implied, is made as to its accuracy, completeness or correctness. This report is not (and should not be construed as) a solicitation to act as securities broker or dealer in any jurisdiction by any person or company that is not legally permitted to carry on such business in that jurisdiction.

Yuanta research is distributed in the United States only to Major U.S. Institutional Investors (as defined in Rule 15a-6 under the Securities Exchange Act of 1934, as amended and SEC staff interpretations thereof). All transactions by a US person in the securities mentioned in this report must be effected through a registered broker-dealer under Section 15 of the Securities Exchange Act of 1934, as amended. Yuanta research is distributed in Taiwan by Yuanta Securities Investment Consulting. Yuanta research is distributed in Hong Kong by Yuanta Securities (Hong Kong) Co. Limited, which is licensed in Hong Kong by the Securities and Futures Commission for regulated activities, including Type 4 regulated activity (advising on securities). In Hong Kong, this research report may not be redistributed, retransmitted or disclosed, in whole or in part or in any form or manner, without the express written consent of Yuanta Securities (Hong Kong) Co. Limited.

Taiwan persons wishing to obtain further information on any of the securities mentioned in this publication should contact:

Attn: Research
Yuanta Securities Investment Consulting
4F, 225,
Section 3 Nanking East Road, Taipei 104
Taiwan

Hong Kong persons wishing to obtain further information on any of the securities mentioned in this publication should contact:

Attn: Research
Yuanta Securities (Hong Kong) Co. Ltd
23/F, Tower 1, Admiralty Centre
18 Harcourt Road,
Hong Kong

Korean persons wishing to obtain further information on any of the securities mentioned in this publication should contact:

Head Office
Yuanta Securities Building
Euljiro 76 Jung-gu
Seoul, Korea 100-845
Tel: +822 3770 3454

Indonesia persons wishing to obtain further information on any of the securities mentioned in this publication should contact:

Attn: Research
PT YUANTA SECURITIES INDONESIA
(A member of the Yuanta Group)
Equity Tower, 10th Floor Unit EFGH
SCBD Lot 9
Jl. Jend. Sudirman Kav. 52-53
Tel: (6221) - 5153608 (General)

Thailand persons wishing to obtain further information on any of the securities mentioned in this publication should contact:

Research department
Yuanta Securities (Thailand)
127 Gaysorn Tower, 16th floor
Ratchadamri Road, Pathumwan
Bangkok 10330

Vietnam persons wishing to obtain further information on any of the securities mentioned in this publication should contact:

Research department
Yuanta Securities (Vietnam)
4th Floor, Saigon Centre
Tower 1, 65 Le Loi Boulevard,
Ben Nghe Ward, District 1,
HCMC, Vietnam

YUANTA SECURITIES NETWORK



YUANTA SECURITIES VIETNAM OFFICE

Head office: 4th Floor, Saigon Centre, Tower 1, 65 Le Loi Boulevard, Ben Nghe Ward, District 1, HCMC, Vietnam

Institutional Research

Matthew Smith, CFA

Head of Research
Tel: +84 28 3622 6868 (ext. 3815)
matthew.smith@yuanta.com.vn

Tanh Tran

Analyst (Banks)
Tel: +84 28 3622 6868 (ext. 3874)
tanh.tran@yuanta.com.vn

Di Luu

Analyst (Consumer)
Tel: +84 28 3622 6868 (ext. 3845)
di.luu@yuanta.com.vn

Binh Truong

Deputy Head of Research (O&G, Energy)
Tel: +84 28 3622 6868 (ext. 3845)
binh.truong@yuanta.com.vn

Tam Nguyen

Analyst (Property)
Tel: +84 28 3622 6868 (ext. 3874)
tam.nguyen@yuanta.com.vn

An Nguyen

Assistant Analyst
Tel: +84 28 3622 6868 (ext. 3845)
an.nguyen@yuanta.com.vn

Institutional Sales

Tuan-Anh Nguyen

Sales Trader
Tel: +84 28 3622 6868 (ext. 3909)
anh.nguyen2@yuanta.com.vn

Vi Truong

Sales Trader
Tel: +84 28 3622 6868 (3940)
vi.truong@yuanta.com.vn

Hien Le

Sales Trader
Tel: +84 28 3622 6868
hien.le@yuanta.com.vn

Dat Bui

Sales Trader
Tel: +84 28 3622 6868 (3941)
dat.bui@yuanta.com.vn