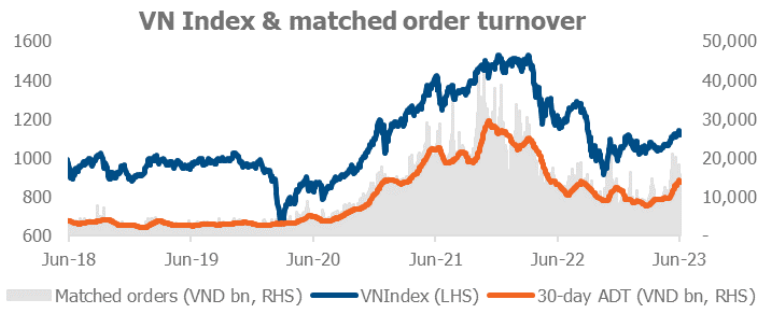
Strategy Monthly: What have you done for me lately?

Matthew Smith, CFA
Head of Research
matthew.smith@yuanta.com.vn

Di Luu
Assistant Analyst

Solid upward momentum in June driven by the highest turnover in over a year has us convinced that the bull market is real and will continue into 2H23. Fundamental drivers include a series of moves to ease back on monetary, prudential, and administrative policies amid the macro slump and ongoing troubles in the corporate bond & property markets. Technical indicators are highly bullish, with momentum indicators breakout out under surging market liquidity in June. Our 2023 VNI target remains 1300, implying another +14.6% upside in 2H23.



Monthly Index Performance

- **VNINDEX**: 1120 (+4.2% MoM / +11.2% YTD / -6.5% YoY)
- **VHINDEX**: 227 (+2.0% MoM / +10.7% YTD / -18.1% YoY)
- **UPCOM Index**: 86 (+4.8% MoM / +20.0% YTD / -2.9% YoY)
- **Average daily turnover:** US$843mn (+36% MoM)
- **Foreigners net sold US$16.6mn** in Jun.
- **VND:USD rate: 23,585** (-40bp MoM / +20p YTD / -128bp YoY)

VN30 Components

Ticker	Closing price (VND K)	MoM chg	Cont to VN30 (MoM)	TTM PE (x)
ACB	22.1	3.9%	4%	6
BCM	79.2	1.5%	0%	68
BID	43.4	-1.5%	0%	11
BVH	44.1	1.4%	0%	20
CTG	29.5	5.4%	2%	8
FPT	86.0	2.3%	3%	17
GAS	93.0	0.2%	0%	12
GVR	19.4	6.6%	0%	23
HDB	18.6	1.1%	1%	6
HPG	26.2	23.3%	29%	226
MBB	20.2	11.4%	8%	5
MSN	75.2	4.4%	3%	49
MWG	43.3	10.5%	7%	23
NVL	14.9	10.0%	2%	41
PDR	16.8	15.1%	1%	13
PLX	37.4	-0.4%	0%	26
POW	13.4	-1.8%	0%	17
SAB	153.6	-1.9%	0%	20
SSI	25.8	15.8%	6%	23
STB	29.8	7.6%	6%	10
TCB	32.4	8.0%	9%	6
TPB	18.0	0.2%	0%	6
VCB	100.0	6.4%	5%	16
VHM	55.0	2.8%	2%	7
VIB	19.7	10.2%	4%	6
VIC	51.0	-1.9%	-2%	26
VJC	94.3	-3.3%	-1%	--
VNM	71.0	7.4%	7%	21
VPB	19.9	2.8%	4%	11
VRE	26.8	-1.1%	0%	18

Source: Bloomberg, Yuanta Vietnam. Price date: Jun 30, 2023

Bull market confirmed. The VNI was up +4.2% MoM in June, +5.2% QoQ in 2Q23, and +11.2% YTD in 1H23, outperforming most of the region (and all our ASEAN peers) so far in 2023. The mainboard is now up +24% from its close of 912 on Nov 16, the trough of the 4Q22 panic selloff, and +30% from its intraday low of the same day (874 points) – fulfilling the most common definition of a bull market (i.e., 20% off the most recent low).

FINI net selling continued at a declining rate in June to reach US$17mn vs US$214mn for the entirety of 2Q23 – foreigners are still net buyers YTD of US$83mn. But it may be a mistake to think of “the foreigners” as a single entity (there are 7.9bn of them, after all). Recent FINI selling probably reflects specific fund changes rather than widespread bearishness among global PMs: witness the US$118 million of FINI net *buying* of brokers in 1H23, a sizeable bullish bet (and we wholeheartedly agree – see p. 13-15).

Stock idea – VHM (BUY) gained +3% MoM in June, underperforming the likes of NVL (+10%) and PDR (+15%). Tam Nguyen notes that this year’s soft presales – a leading indicator of subsequent-year P&Ls – are likely to disappoint Street expectations for a rapid bounce. We believe the property turnaround is inevitable, but *we assume the cycle only turns up in 2H24.* Tam’s 2024/25E earnings forecasts are -22%/-36% below consensus. But unmatched market positioning, balance sheet strength, and deep value are all reasons to BUY VHM as a top pick (along with KDH -- page 16-18).

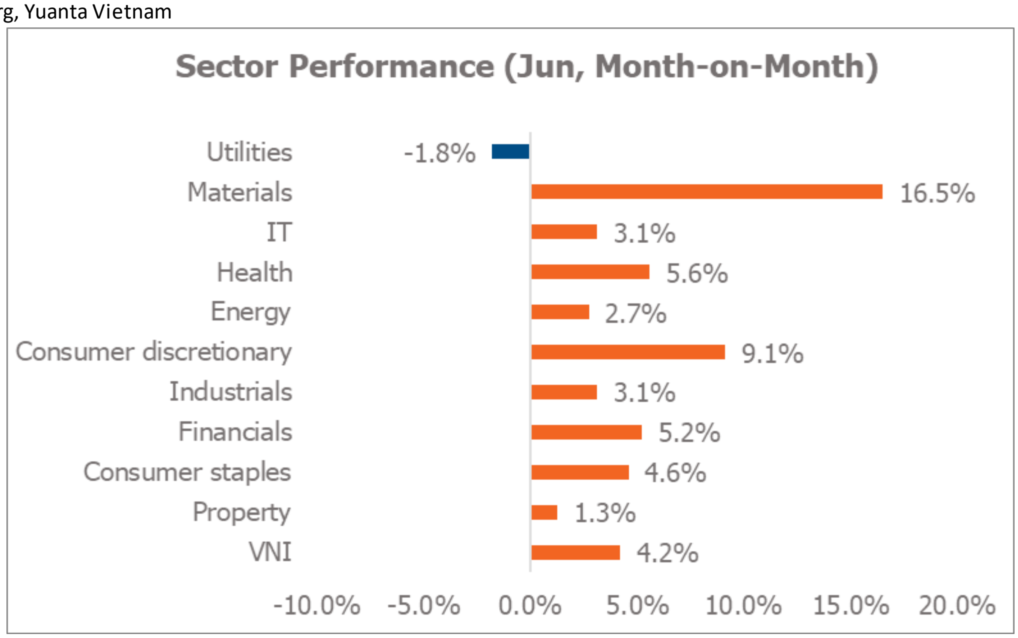
Macro: Mission Impossible. Preliminary 1H23 GDP growth of +3.7% YoY means that the official 6.5% full-year growth target is all but out of reach, in our opinion. 2Q23 growth of +4.1% was actually stronger than we had anticipated, due in part to a tourism recovery (which is positive) but also a surging trade surplus due to soft imports (which is negative). Binh Truong combs through the GSO’s mostly depressing June data to uncover potential green shoots: A possible (but uncertain) industrial bottom in June, and increased public infrastructure investment heading into 2H23 (p. 23-31).

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	2023E Dividend yield	12-m TSR*
Banks	Asia Commercial Bank	ACB VN	3,631	7.1	BUY	22,050	23,442	6%	0.0%	6%
	BIDV	BID VN	9,298	1.6	HOLD-Underperform	43,350	38,860	-10%	2.0%	-9%
	HD Bank	HDB VN	1,984	1.8	BUY	18,600	23,510	26%	0.0%	26%
	MB Bank	MBB VN	3,883	7.5	BUY	20,200	24,980	24%	0.0%	24%
	Sacombank	STB VN	2,382	18.9	BUY	29,800	28,860	-3%	0.0%	-3%
	Vietcombank	VCB VN	20,066	2.8	BUY	100,000	93,230	-7%	1.0%	-6%
	Vietnam Prosperity Bank	VPB VN	5,650	10.3	BUY	19,850	22,060	11%	0.0%	11%
Brokers	HCM City Securities	HCM VN	546	6.8	BUY	28,150	33,805	20%	2.8%	21%
	Saigon Securities	SSI VN	1,640	19.8	BUY	25,800	32,187	25%	1.4%	27%
	Viet Capital Securities	VCI VN	679	7.5	BUY	36,600	45,580	25%	2.7%	25%
	VNDirect Securities	VND VN	976	20.0	BUY	18,900	24,019	27%	2.4%	30%
Energy	PV POW	POW VN	1,331	4.1	BUY	13,400	16,877	26%	0.0%	26%
	PV NT2	NT2 VN	365	0.8	SELL	29,900	19,318	-35%	6.7%	-29%
	PCC1	PC1 VN	306	2.3	BUY	26,700	50,728	90%	0.0%	90%
Consumer	Masan Group	MSN VN	4,539	3.5	Suspended	75,200	N/A	N/A	0.0%	N/A
	Phu Nhuan Jewelry	PNJ VN	1,043	1.8	BUY	75,000	101,700	36%	2.4%	38%
	Digiworld	DGW VN	295	3.1	Suspended	41,600	N/A	N/A	0.0%	N/A
Oil & GAS	PV Drilling	PVD VN	577	4.7	BUY	24,500	36,103	47%	2.9%	50%
Property	Kinh Bac City	KBC VN	955	9.9	BUY	29,350	38,300	30%	0.0%	30%
	Dat Xanh Group	DXG VN	384	11.0	BUY	14,850	40,500	173%	0.0%	173%
	Khang Dien House	KDH VN	936	2.5	BUY	30,800	35,500	15%	0.0%	15%
	Nam Long	NLG VN	537	3.6	HOLD-Outperform	33,000	37,800	15%	1.5%	16%
	Novaland	NVL VN	1,228	16.8	Coverage Suspended	14,850	-			
	Vinhomes	VHM VN	10,154	3.6	BUY	55,000	76,900	40%	0.0%	43%
Transport	Airports Corp Vietnam	ACV VN	6,784	0.1	HOLD-Underperform	73,500	76,400	4%	0.0%	4%
Industrials	Dohaco	DHC VN	140	0.3	BUY	40,900	63,571	55%	8.7%	62%
	Biwase	BWE VN	360	0.2	BUY	44,000	70,902	61%	4.5%	64%

*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 Jun 30 2023

Source: Bloomberg, Yuanta Vietnam



Source: Bloomberg (Jun 30)

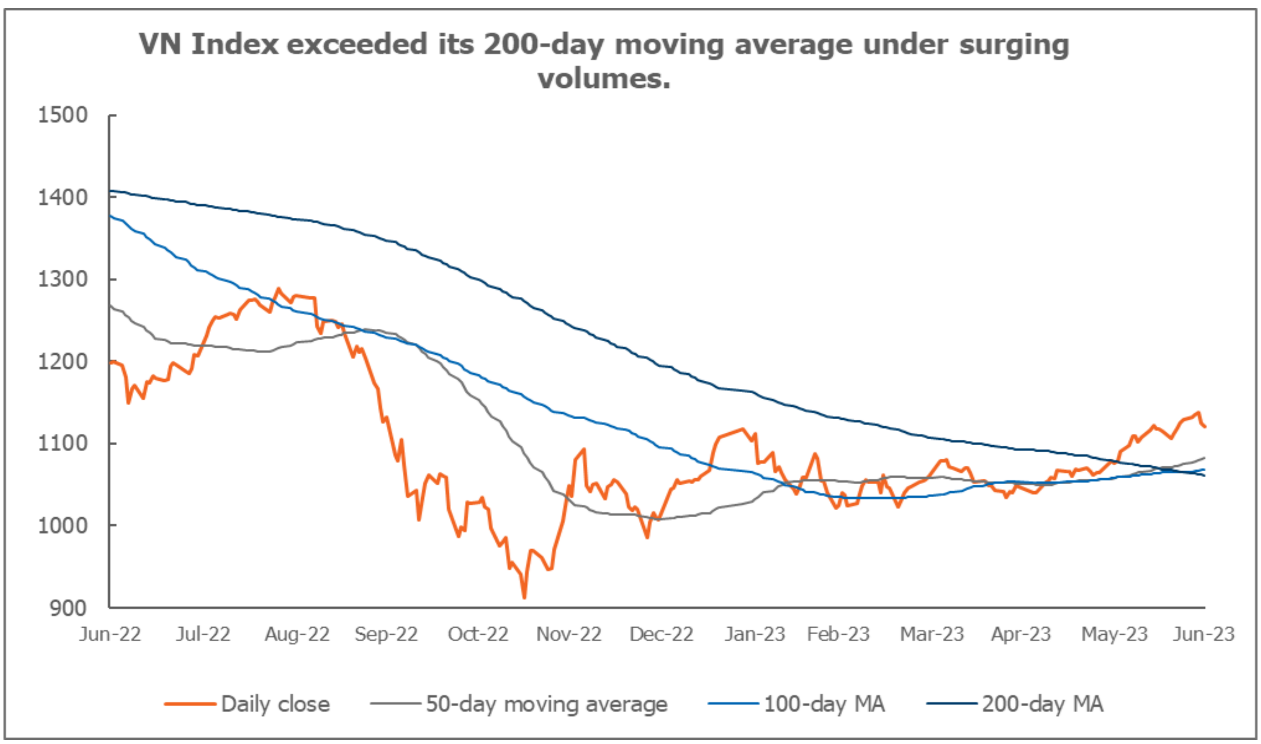
Fundamentals vs. Technicals: This is a bull market, folks

As illustrated at great length in our weekly strategy notes, June was a tough month for some of our favorite elderly artists of song, word, and truthful politics -- but it was a tremendous month for believers (like us) that Vietnam has re-entered a bull market.

For a thorough review, see our original weekly strategy reports during the month (replete with heartfelt tributes to Astrud Gilberto, Cormac McCarthy, and Daniel Ellsberg:

- **A bull market breakout? It sure looks like it (June 5)**
  https://yuanta.com.vn/wp-content/uploads/2023/06/Weekly-June-5-2023.pdf
- **Tall and tan and young and Lovely (June 12)**
  https://yuanta.com.vn/wp-content/uploads/2023/06/Weekly-Jun-12-2023-3.pdf
- **The Crossing (June 19)**
  https://yuanta.com.vn/wp-content/uploads/2023/06/Weekly-Jun-19-2023.pdf
- **View from the Ivory Tower is positive too (June 26)**
  https://yuanta.com.vn/wp-content/uploads/2023/06/Weekly-Jun-26-2023.pdf
- **What have you done for me lately (July 3)**
  https://yuanta.com.vn/wp-content/uploads/2023/06/Weekly-Jun-26-2023.pdf

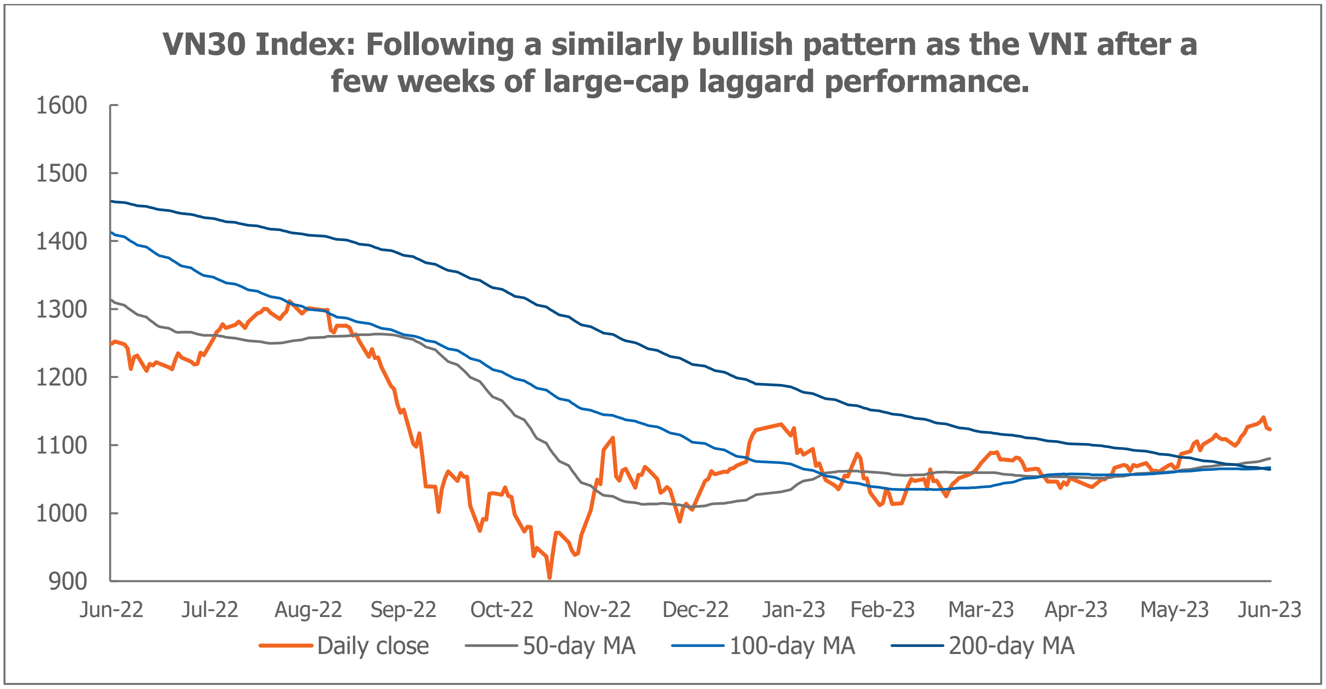
In VND terms, the mainboard advanced +4.2% MoM in June, 5.2% QoQ in 2Q23, and 11.2% YTD in the first half of the year. As of the July 5 close of 1135, the VNI has increased by +30% from its intraday low of 874 on Nov 16 and by +24% from the index close on the same day. This meets the standard definition of a bull market – and although it may not have felt like it, the VNI crossed that +20% threshold (on a closing basis) on January 19, so the June momentum simply confirms a bull market that actually began half a year ago.



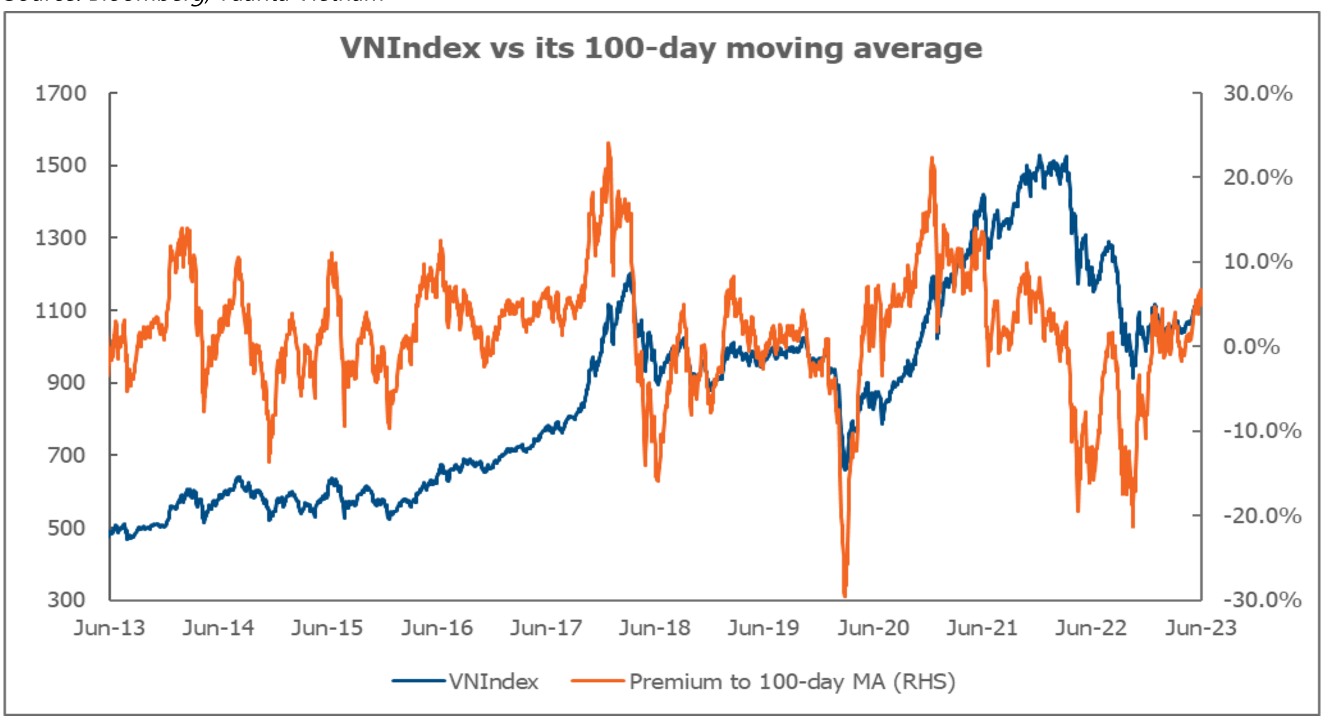
Source: Bloomberg, Yuanta Vietnam

Technical highlights in June included:

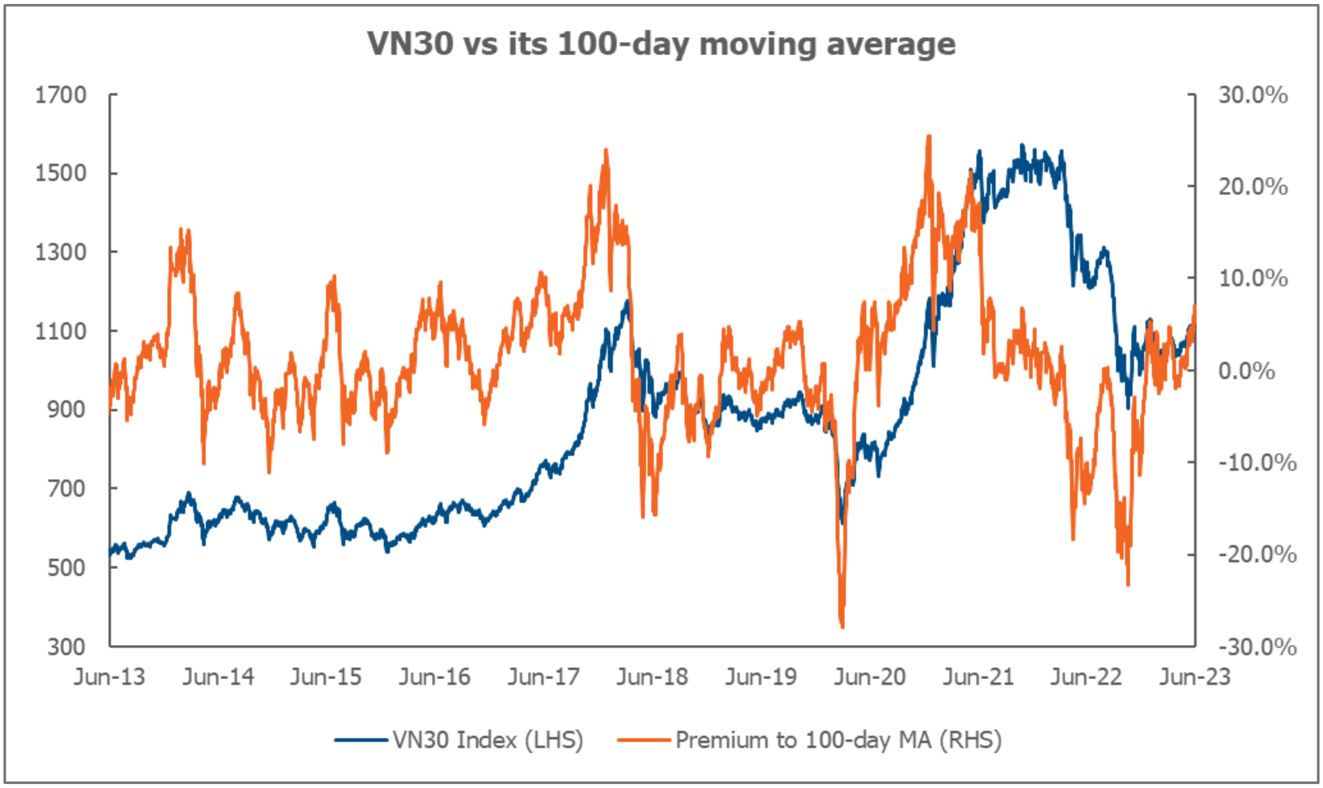
1) The VNI broke out above its 200-day moving average on June 2. It was the first such bullish technical breakout since August 2020 (this time may very well be different, but the market went on to deliver +75% upside over the next 18 months).
2) The "Golden Cross" in which the 50-day moving average broke above the 200-day MA on June 15.
3) The 100-day moving average then crossed above the 200-day MA about a week later, on June 23.
4) All of these positive crosses occurred amid surging turnover that drove monthly ADT to 843 million, the highest such figure since last April.



Source: Bloomberg, Yuanta Vietnam

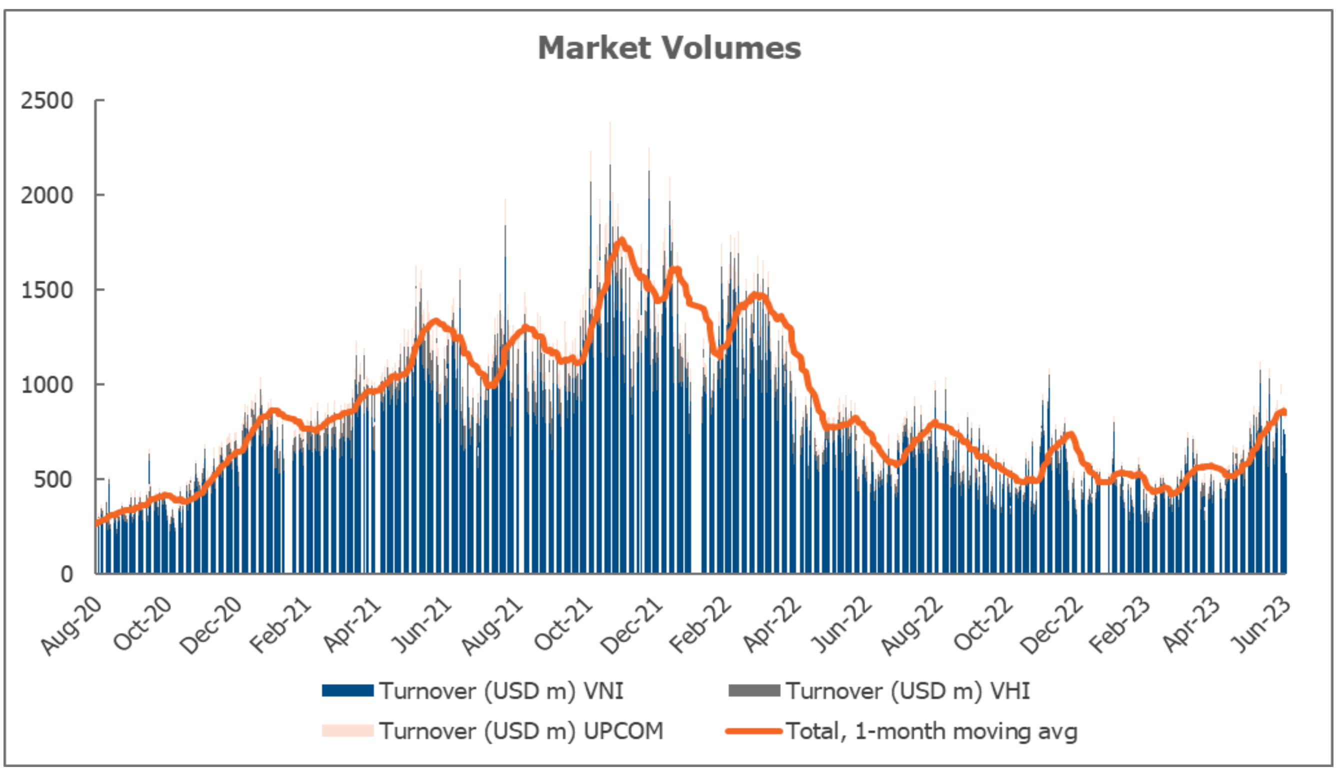


Source: Bloomberg, Yuanta Vietnam



Source: Bloomberg, Yuanta Vietnam

The upside breakout has been driven by the highest turnover since April 2022. Just as the high volumes of 2Q22 were confirmation of the bear market that had begun in 1Q22 and only increased in its negative momentum in 2Q22, we believe that the surge in turnover in June provides confirming evidence that the bull market (which, as discussed above, began in 4Q22 -- although it didn't seem like it at the time) is both real and likely to persist in 2H23.

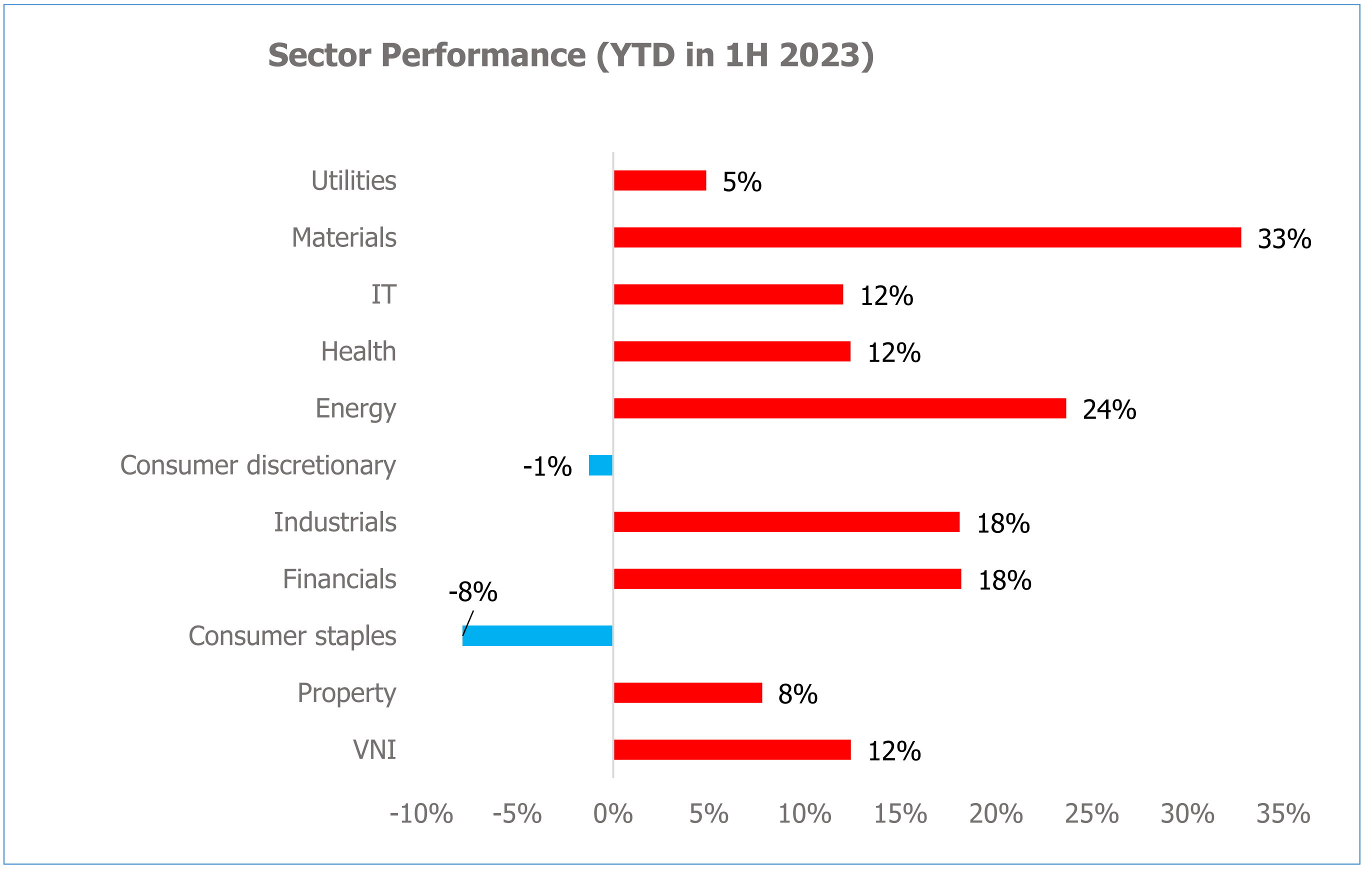


Source: FiinPro, Bloomberg, Yuanta Vietnam (Jun 30)

A remaining momentum indicator that has yet to turn is the market's 200-day simple moving average, which is still trending down by <1pt per day. We think it will likely turn up during the current month (July) or early August at the latest, assuming the market consolidates at these levels.

1H23 sector performance vs. our calls – Being right is boring... Since the start of the year, we have been right in terms of our Overweight on the financials (banks and especially brokers) and energy (albeit for reasons that we didn't anticipate). We had a Neutral weighting on property, which worked on a sector basis -- but with a wide range of performance among the stocks.

…Being wrong is more interesting. But we'll toot our own horn anyway: Our relative Overweight on consumer discretionary worked well in comparison to our Underweight on consumer staples, but only because consumer staples (-8% YTD and -20ppt underperformance vs. the VNI) declined by more than discretionary (-1% HoH in 1H 2023).



Source: Bloomberg

Investors should consider reviewing the beleaguered consumer discretionary names for 2H23 given that

- Expectations for this sector are already low, so
- Moderate operational improvements could surprise those low expectations, and
- Middle class consumers – the main discretionary spenders – should enjoy a spending power boost as floating mortgage rates are reset down (in line with benchmark bank deposit rates) in the months ahead.

As such, the consumer discretionary sector's +9% MoM recovery in June could have legs: Our top pick in the consumer space remains PNJ.

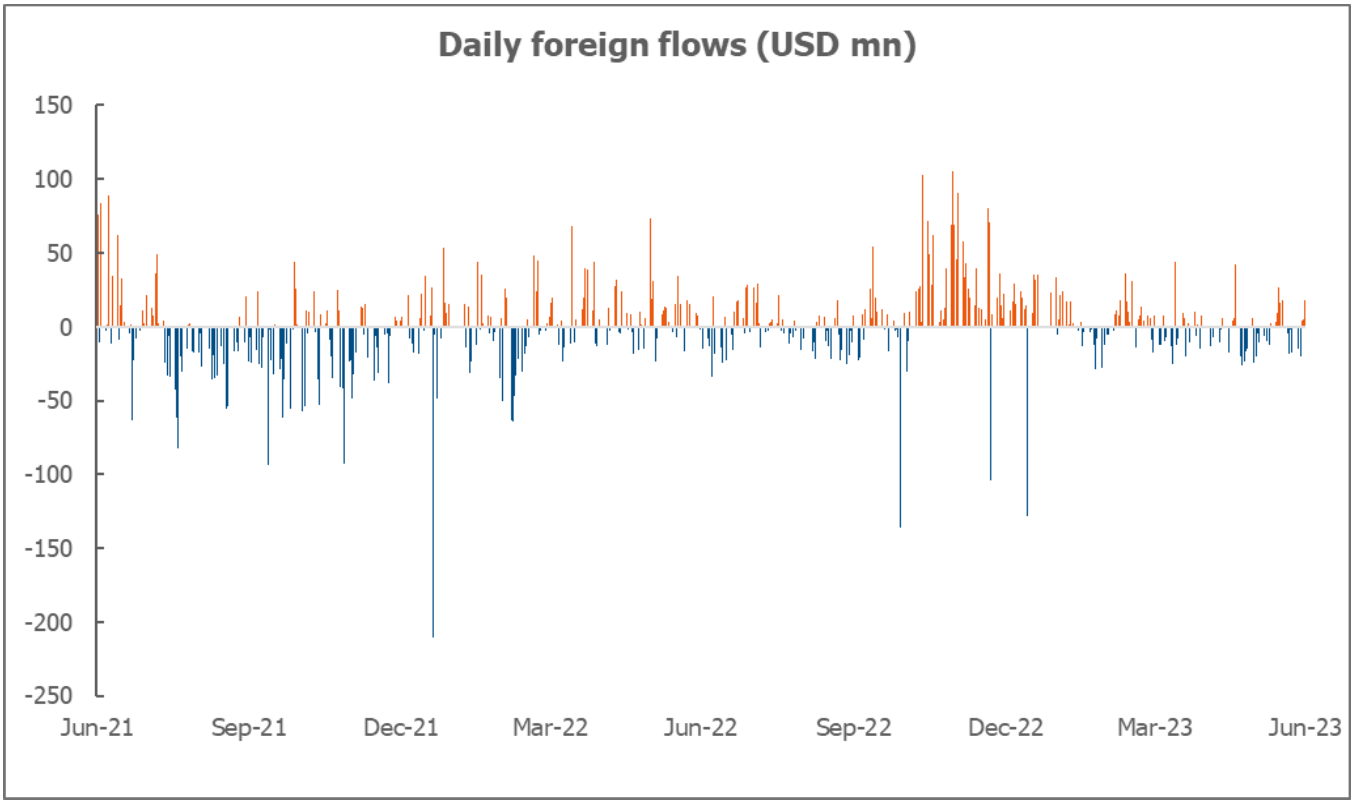
FINIs were net sellers in 2Q23, but foreign net selling declined in June: FINI net selling totaled just US$17mn in June vs US$214mn for the entirety of 2Q23 -- and for the record, foreigners are still net buyers YTD (of US$83mn).

It may be a mistake to think of "the foreigners" as a single monolith given that roughly 7.8bn people in this world are not Vietnamese. That's a lot of foreigners, and they are likely to harbor more than one opinion on the relative attractiveness of Vietnam-listed equities.

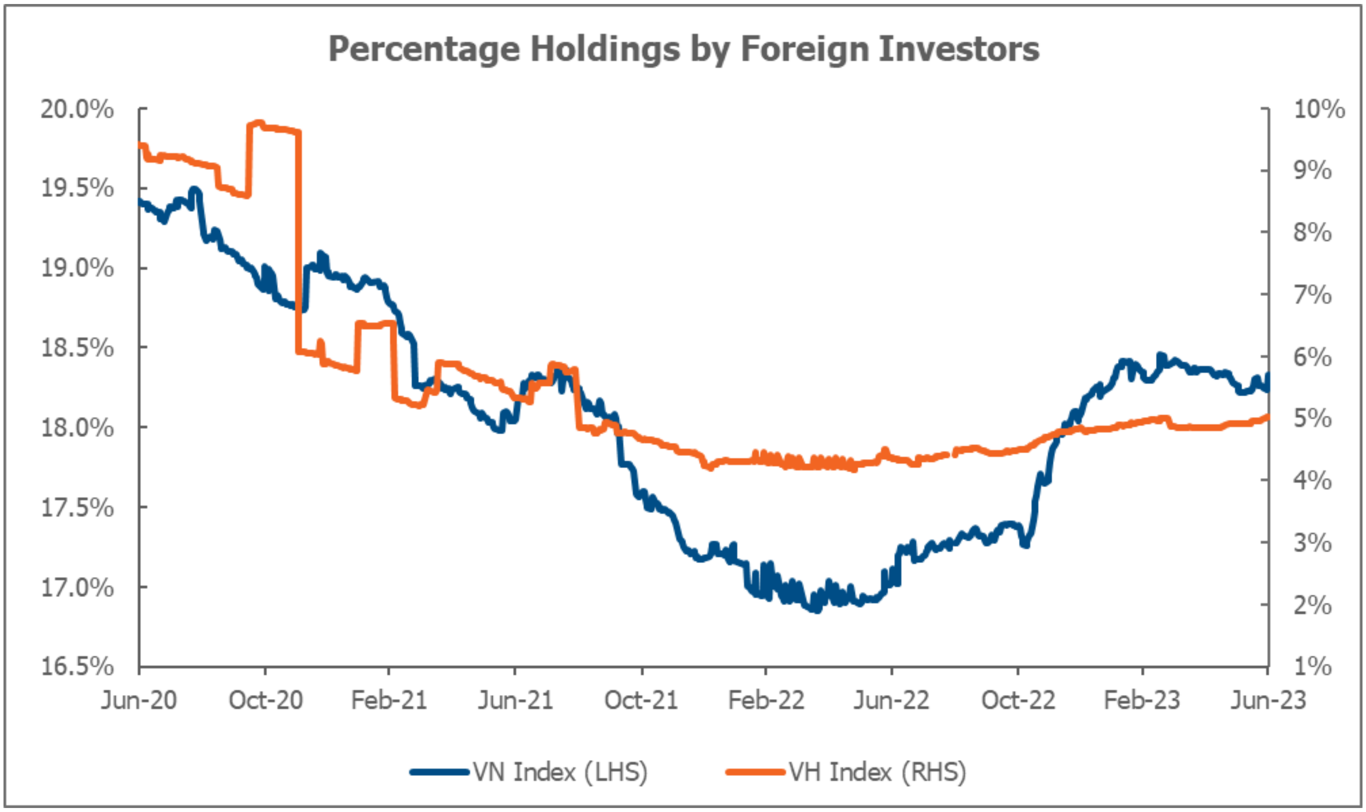
Our sense is that the recent net selling reflects changes at specific funds rather than widespread bearishness among foreign institutions. This belief is supported by

- **FINI net selling YTD appears to be concentrated** in what we believe to be legacy positions in former growth stories such as VNM – a solid company that has delivered remarkable returns over the years and is unlikely to get global PMs fired, but a business that may have gone ex-growth in its core market; and

- **We are pleased to observe the US$118 million of net FINI *inflows* into the major listed brokerage stocks in 1H23**. This is a substantial and very bullish bet, which does not reflect a prevalent desire among "the foreigners" to exit Vietnam's capital markets.

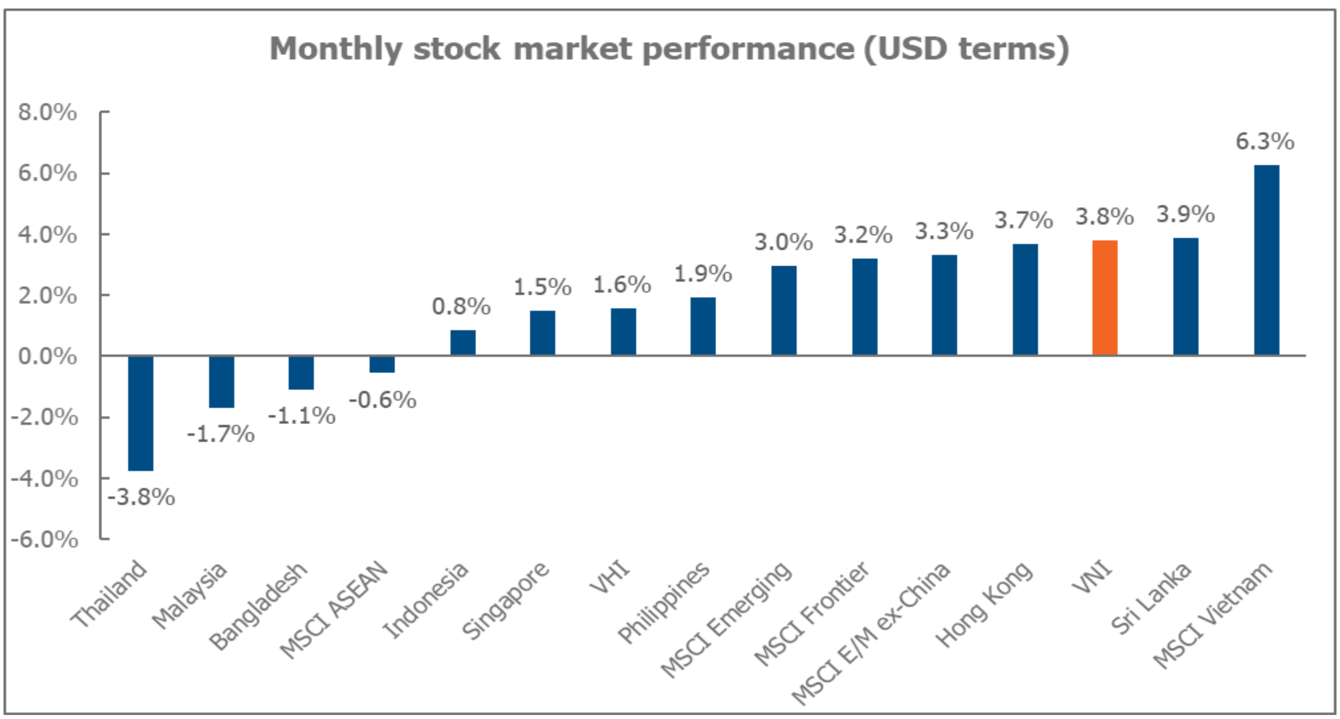


Source: FiinPro, Bloomberg, Yuanta Vietnam (Jun 30)

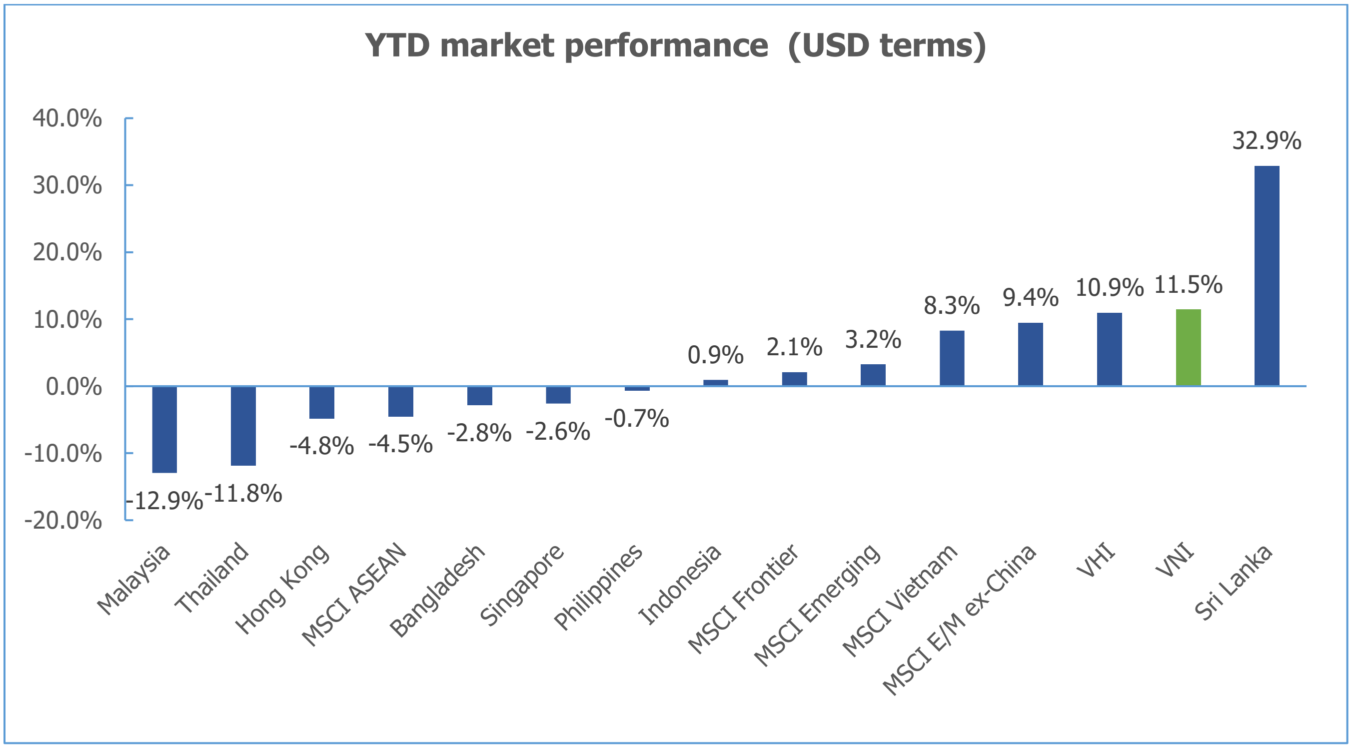


Source: FiinPro, Yuanta Vietnam (Jun 30)

Vietnam stocks have outperformed most regional peers both in June and YTD in the first six months of the year, as illustrated in the charts below (which reflect US dollar returns). Interestingly, the MSCI Vietnam's +6.3% MoM gain in June was 2.5ppt ahead of the VNI, which we ascribe to very solid gains of some of the open-FOL large caps that populate the global country benchmarks (e.g., HPG's massive +23% MoM gain). This should make some offshore-listed Vietnam ETF holders / managers happy, at least for now.



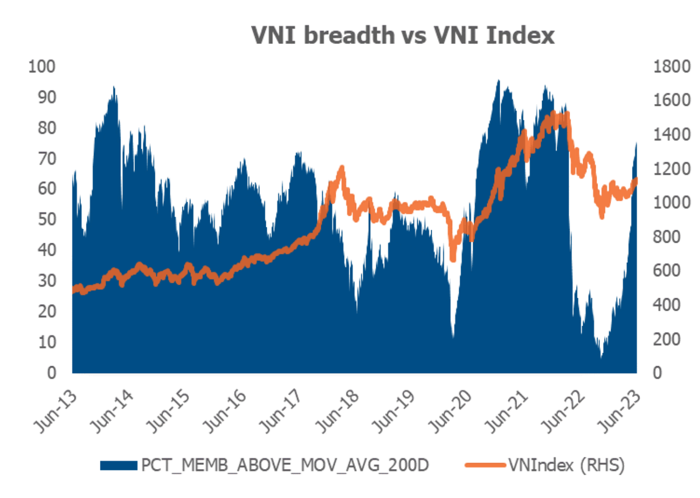
Source: Bloomberg, Yuanta Vietnam (data is as of Jun 30)



Source: Bloomberg, Yuanta Vietnam (data is as of Jun 30)

Market breadth was again positive in June – and remarkably so YTD. Some 77% of VNI components (and 73% of VN30 stocks) have posted share price gains over the first six months of 2023. This percentage was slightly lower but still positive for the VNI in June at 64% gainers (i.e., 247 MoM gainers vs. 138 losers). Breadth among the VN30 large caps was stronger than that of the mainboard in June with 77% gainers (23 gainers / 7 losers).

Stock breadth has been sharply positive in 1H 2023: More to come in 2H23



Source: Bloomberg, Yuanta Vietnam (Jun 30)

VN 30 breadth

	WoW	MoM	YTD
Gainers	9	23	22
Losers	20	7	8

Source: Bloomberg (Jun 30)

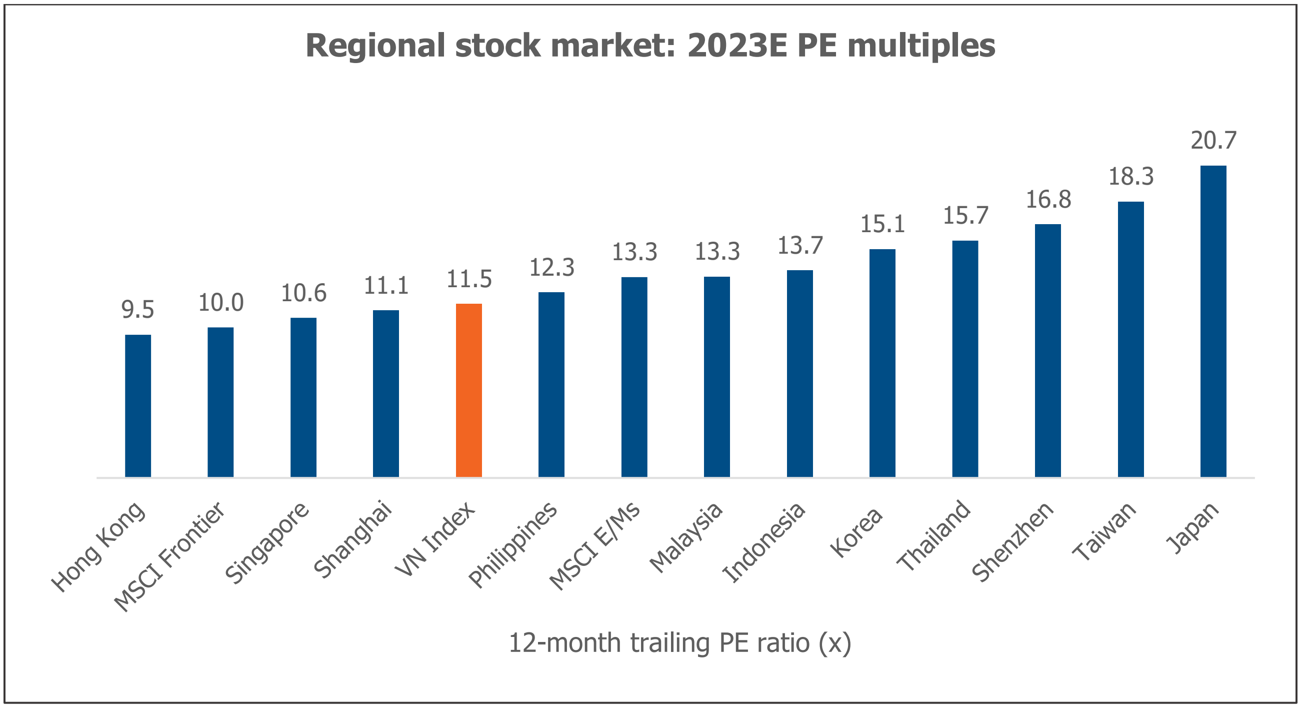
VN Index breadth

	WoW	MoM	YTD
Gainers	117	247	300
Losers	257	138	88

Source: Bloomberg (Jun 30)

Source: Bloomberg

Valuations – Off the trough. We have argued consistently that cheap valuations were never a catalyst for a bull market, but they are typically a condition for one. The "dirt cheap" PE valuations of the past c.6 months have gradually risen and the market is inarguably less cheap now than it was previously (e.g., it traded down to below 9x 2023 P/E during the panic selloff of 4Q23). But the VNI has risen c.30% from the intraday trough of mid-November. As a result, the mainboard closed at 11.5x 2023E P/E as of June 30, which is still a compelling 0.6x 2024E PEG multiple (based on Bloomberg consensus 2024 EPS growth expectations).

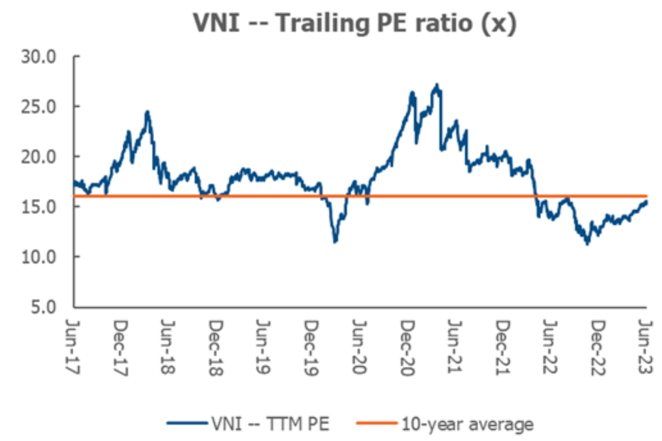


Source: Bloomberg (Jun 30)

This is the cheapest forward PE multiple among *comparable* ASEAN peers (Singapore presents an 8% PE discount, but Singapore is a very different economic animal from the rest of ASEAN) despite the highest expected growth. Our expected EPS growth for the market is slightly lower that the Street's for 2024 but slightly higher for 2025, which likely reflects our more conservative view on the expected timing of the property market's (inevitable, in our view) upcycle. Even so, the steep discount to current PE ratios in the Philippines, Malaysia, Indonesia, and especially Thailand are overdone – and likely to close, driven primarily by further upside for Vietnam stocks.

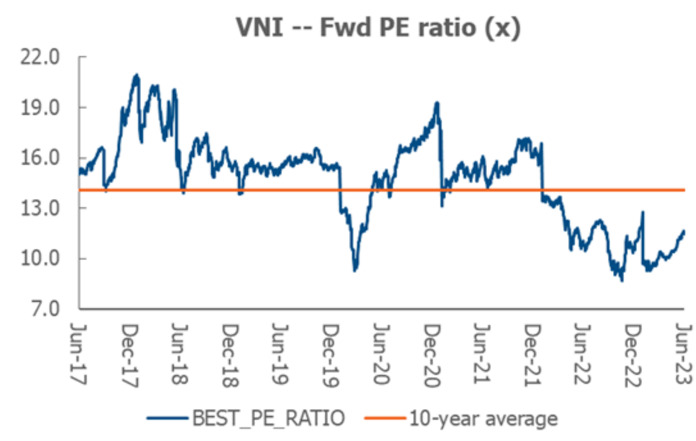
Cheap valuations are still not a catalyst, but they still provide attractive entry points for investors. Our 2023 index target of 1300 points implies another +16.1% upside from the 2Q23 close and a target 2023 PE multiple of 13.3x, which we see as undemanding in the context of declining policy and bank rates. We also think it's realistic in reflecting an extended period for the bottoming-out of the property industry's ongoing recession.

The VNI's trailing PE ratio as of Jun's close was 15.4x.



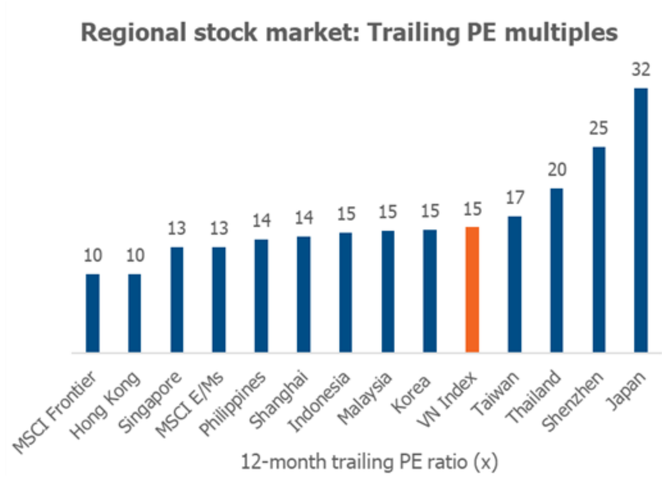
Source: Bloomberg, Yuanta Vietnam

The mainboard's 2023E PE is now 11.5x, based on Bloomberg consensus.



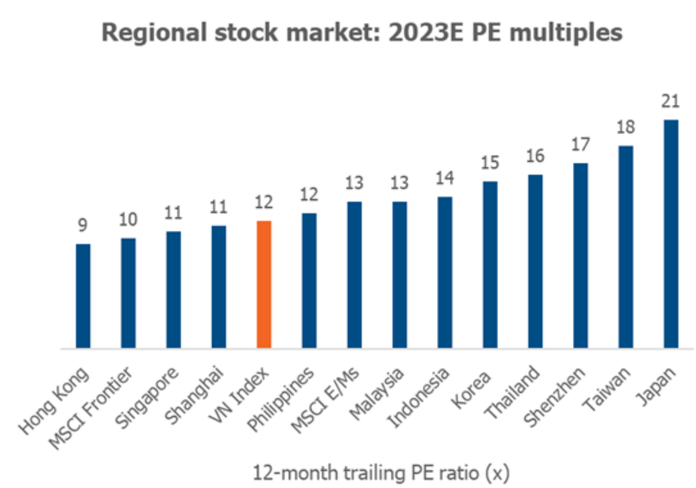
Source: Bloomberg (2023E consensus PE), Yuanta Vietnam

Vietnam stocks are not as cheap vs. the region as they used to be, on trailing P/E basis…



Source: Bloomberg, Yuanta Vietnam (Jun 30)

…or on a forward basis. Still, valuations are attractive given the outlook for high growth.



Source: Bloomberg (2023E consensus PE), Yuanta Vietnam (Jun 30)

VN30 large caps: Share price performance in June

Ticker	Closing price (VND K)	MoM chg	Contribution to VN30 Index performance in Jun	YTD chg	Contribution to VN30 Index performance in 6M23
ACB	22.1	3.9%	4%	20.5%	9%
BCM	79.2	1.5%	0%	-1.7%	0%
BID	43.4	-1.5%	0%	12.3%	1%
BVH	44.1	1.4%	0%	-5.4%	0%
CTG	29.5	5.4%	2%	8.3%	1%
FPT	86.0	2.3%	3%	11.8%	6%
GAS	93.0	0.2%	0%	-8.4%	0%
GVR	19.4	6.6%	0%	40.6%	1%
HDB	18.6	1.1%	1%	22.8%	4%
HPG	26.2	23.3%	29%	45.3%	23%
MBB	20.2	11.4%	8%	21.1%	6%
MSN	75.2	4.4%	3%	-19.1%	-6%
MWG	43.3	10.5%	7%	0.9%	0%
NVL	14.9	10.0%	2%	6.1%	1%
PDR	16.8	15.1%	1%	23.5%	1%
PLX	37.4	-0.4%	0%	17.8%	1%
POW	13.4	-1.8%	0%	25.8%	1%
SAB	153.6	-1.9%	0%	-6.6%	0%
SSI	25.8	15.8%	6%	51.4%	8%
STB	29.8	7.6%	6%	32.4%	11%
TCB	32.4	8.0%	9%	25.1%	11%
TPB	18.0	0.2%	0%	32.8%	5%
VCB	100.0	6.4%	5%	25.0%	8%
VHM	55.0	2.8%	2%	14.6%	5%
VIB	19.7	10.2%	4%	32.8%	5%
VIC	51.0	-1.9%	-2%	-5.2%	-2%
VJC	94.3	-3.3%	-1%	-13.9%	-2%
VNM	71.0	7.4%	7%	-6.7%	-2%
VPB	19.9	2.8%	4%	10.9%	6%
VRE	26.8	-1.1%	0%	1.9%	0%

Source: Bloomberg, Yuanta Vietnam, Pricing date: Jun 30, 2023

Brokers – Get 'em while they're hot!

Overweight the brokers for 2H23. The stocks are a leveraged proxy on our bullish strategy call for 2H23 -- and our confidence in that call has increased substantially over the past month. The four stocks in our coverage have gained an average of 53% YTD (as of June 27) and no longer offer deep value, but they are still far below peak bull market valuations of 3.7-4.4x P/B.

Operational momentum should recover sharply in 3Q23 and financial risk is low (for most of them anyway). Accordingly, we reiterate our BUY recommendations on SSI, VCI, HCM, and -- yes -- VND. We expect 21-26% 12-month total shareholder returns for our coverage universe.

Fig 1: Stock recommendations

		Current Price	Target Price			P/BV (x)		PER (x)		ROE (%)		Yield (%)	
Stock	Code	VND K	(VND K)	Dif	Rating	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E
Saigon Securities	SSI VN	26.0	32.2	24%	BUY	1.5	1.4	11.5	10.8	12%	14%	2.6%	1.4%
HCM City Securities	HCM VN	28.7	33.8	18%	BUY	1.6	1.5	16.1	15.2	10%	10%	2.8%	2.8%
Vietcapital Securities	VCI VN	37.5	45.6	22%	BUY	2.3	2.1	16.0	14.1	13%	15%	0.0%	2.6%
VN Direct Securities	VND VN	19.7	24.0	22%	BUY	1.7	1.6	14.1	14.0	10%	12%	2.3%	2.3%

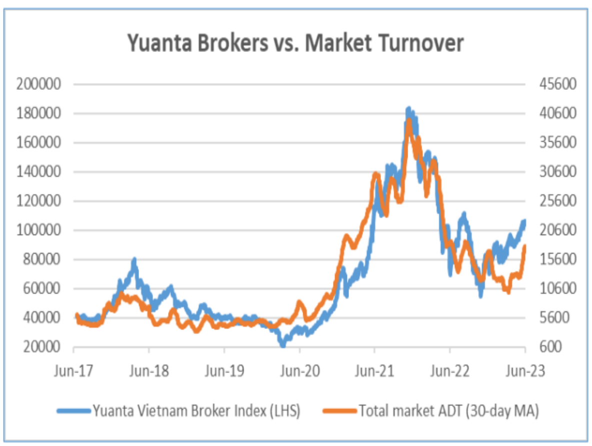
Source: Company data, Bloomberg, Yuanta Vietnam

Our Vietnam brokerage industry research is the best, worst, and only published sector coverage in the market (as far as we're aware). The continued lack of analytical competition in this sector more than four years after we first initiated is a puzzle. We try to maintain a curated distribution list, but we are well aware that our brokerage sector reports are "shared" far and wide on the Street, so clearly demand from institutional and HNWI clients is there. And it's not like the rest of the industry has fewer research resources than we do. But far be it from me to criticize.

Key highlights of the report–

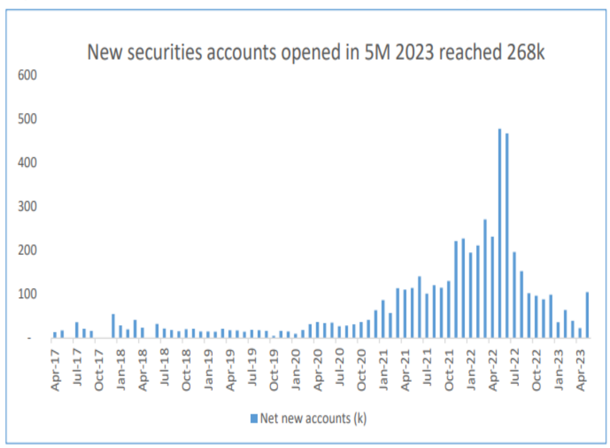
Brokers are a proxy on continued positive stock market momentum in 2H23. The bull market case is supported by positive technicals, falling discount rates, and surging market liquidity in the past four weeks. The brokers have outperformed the market by a wide margin YTD, but we suggest that investors add some sector exposure anyway as a proxy on continued strong momentum in 2H23.

Fig 2: Brokerage share prices are also highly correlated with market turnover



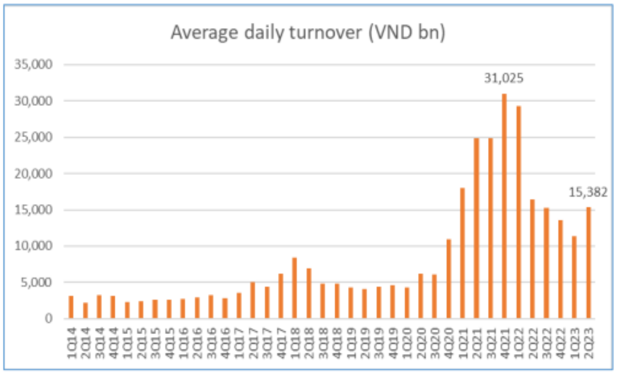
Source: FiinPro, Bloomberg, Yuanta Vietnam

Fig 3: New securities accounts saw a sizeable boost in May 2023



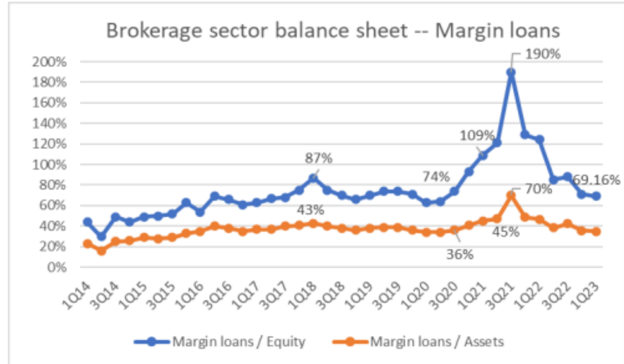
Source: Vietnam Securities Depository, Yuanta Vietnam

Fig 8: Trading volumes by quarter



Note: 2Q23 represents average daily turnover from April 1 to June 16.
Source: Source: FiinPro, Bloomberg, Yuanta Vietnam

Fig 31: 1Q23 Margin loans were just 69% of sector equity



Source: HOSE, HNX, Bloomberg, Company data, Yuanta Research

SSI (BUY): The most "investable" broker in terms of market cap/volume. Broad exposure to retail / institutional broking and asset management. *Risk: Market share seems to be the immediate strategic priority, not ROE* (see pages 38-41).

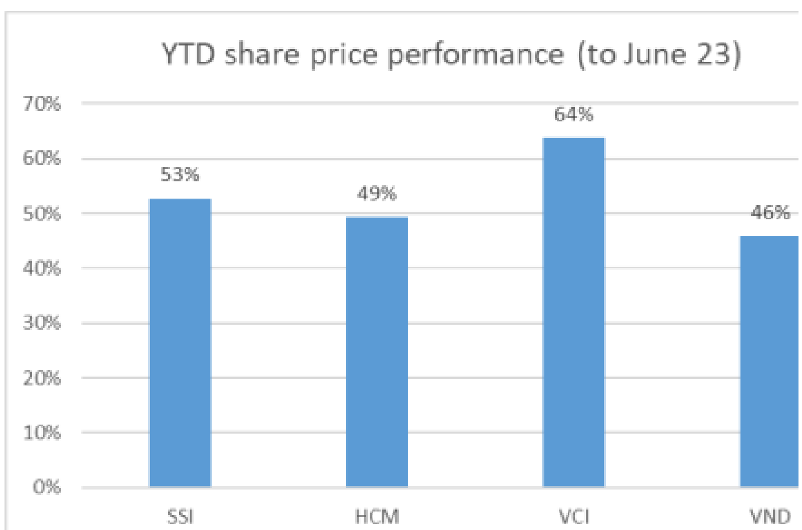
VND (BUY): Corporate bond crisis hit particularly hard – *this exposure remains VND's key investment risk, in our view.* Not one for the faint-of-heart: investors might consider waiting for the interim results and the capital raise (pages 46-49).

VCI (BUY): Vietnam's pre-eminent investment banking business with solid management and laudable focus on profitability. *Risk: The push into the red ocean of mass market retail broking could impact near-term cost efficiency* **(see page 42-45).**

HCM (BUY): A low Beta idea (for this high-Beta sector). HCM offers a leading HNWI and institutional brokerage franchise. *Risk: Financial and operational flexibility is limited by the gov't-linked major shareholder* **(see page 34-37).**

Valuations. The brokers in our coverage have soared YTD by an average +53%, far ahead of the VNI's +12% gain. As such, valuations have increased to a range of 1.5-2.3x 2023 P/B. Admittedly, this is not fundamental deep value; but the stocks are still far below the bull market peak valuations of 3.7-4.4x trailing P/B. We think the strong momentum will continue in 2H23, and our 12-month target prices imply another 21-26% total shareholder returns.

Fig 5: Our broker coverage has gained 46-64% YTD



Source: Bloomberg, Yuanta Vietnam

The key risk to our positive sector call: Brokers' shares are sensitive to market conditions that are both volatile and impossible to forecast with confidence. A sustained reversal of the recent market uptrend would undoubtedly put an end to the sector's rally. But investors should be aware that these are not identical businesses, and they thus present various idiosyncratic upside and downside risks. See the individual company notes in this report for details.

Would Buffett buy the brokers? Our fundamental view is that brokerage is a highly cyclical, capital-intensive, and fragmented industry in which the intensity of competition is only set to increase going forward. Regulation requires frequent equity issuance to sustain growth. We expect continued pressure on ROE as balance sheets grow and competition intensifies over the very long term. But it's not all bad: We also anticipate a gradual evolution toward value-added businesses such as personal financial advisory, asset management, and value-added investment banking – areas in which execution capability will be a critical differentiator among the individual firms.

Please see the link for the full report: https://yuanta.com.vn/wp-content/uploads/2023/06/VN-Brokers-June-2023-update-3.pdf

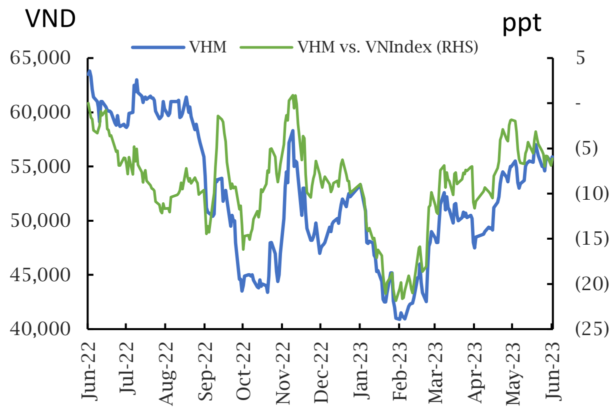
Property – VHM is cruising above the storm clouds…

…but the Street may be overly optimistic on a quick turnaround for presales. VHM gained +3% MoM in June, underperforming high-vol sector names such as NVL (+10%) and PDR (+15%).

Property Analyst Tam Nguyen notes that 2023 is a tough year for presales – a leading indicator of subsequent P&L performance. As such, we think 2024-25E P&L performance is likely to disappoint Street expectations for a rapid recovery. We believe the property turnaround is inevitable, but *we assume the cycle only turns up in 2H24*; whereas the Street may be factoring in a more rapid and rosier outlook for the next 12 months.

Tam's 2024/25E earnings forecasts are -22%/-36% below consensus as a result. Earnings forecasts are perhaps the key factor that differentiates Tam's view from the Street. But the timing of revenue recognition and earnings doesn't make us bears on VHM – we reiterate our BUY call on the stock. Its unmatched market positioning, balance sheet strength, and execution are more than sufficient to support the business through the ongoing property market recession.

Based on our NAV model (which also reflects expected cash flow timing differences from the Street's expectations), VHM also offers deep value – another reason to BUY VHM. We reiterate the stock as one of our top sector picks (along with KDH).



Financial outlook (VND bn)

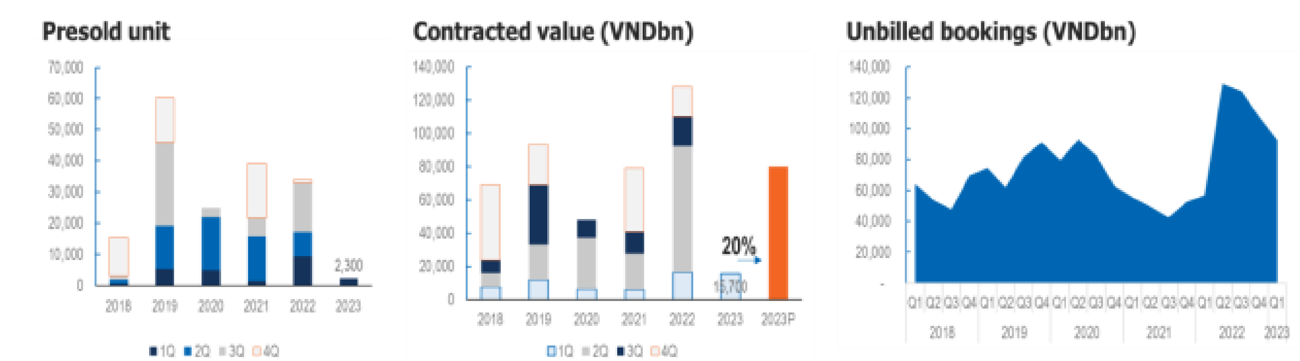
Year to Dec	2022A	2023F	2042F
Sales	62,393	89,623	87,718
Op. profit	25,620	30,283	34,029
PATMI	29,161	30,662	25,798
EPS (VND)	6,621	6,859	5,815
EPS chg (%)	-26.56%	3.59%	-15.22%
P/B (X)	1.68	1.40	1.22
ROE (%)	21.00%	19.00%	14.00%
Div. yield (%)	0.00	0.00	0.00

Sources: VHM, Bloomberg, Yuanta Vietnam

Key Highlights from the report --

A tough year for presales. VHM guides for 2023 presales value of VND75-90tn, which would be down 30-40% YoY. We are more conservative than management on 2023 presales given our view that the market downcycle will not end until 2024, and we project 2023 presales value of VND 54tn, down -58% YoY.

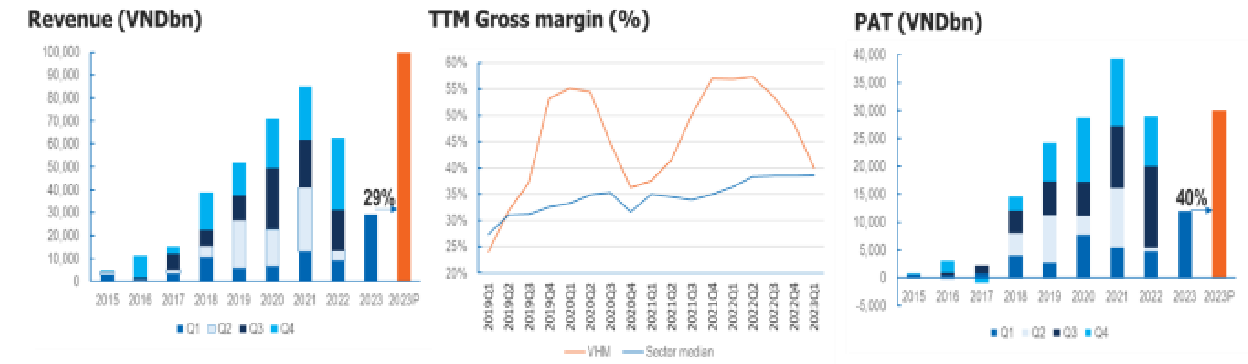
Fig 4: Presales performance



Source: Company data, Yuanta Vietnam

VHM's 2023 earnings targets are achievable anyway due to its solid presales performance over the past two years. Presales value was VND78.9tn (+36% YoY) in 2021 and VND128.2 (+62% YoY) in 2022, while unbilled bookings were VND 92.7tn (+63% YoY) at 1Q23. As a result, VHM is well-positioned to realize profits upon delivery of units at Grand Park, Smart City, and Ocean Park 1, 2, and 3.

Fig 1: VHM's revenue and earnings



Note: 2023P is the company's plan; TTM = trailing twelve months
Source: Company data, Yuanta Vietnam

Yuanta vs. consensus. We forecast 2023 revenue of VND 89.6tn (10% below VHM's target but up +44% YoY) and PAT of VND 30.7tn (2% above guidance and an increase of +5% YoY). Both forecasts are in line with the Consensus, which is unsurprising given that the 2023 P&L will reflect prior-year presales. However, our 2024/2025 PAT forecasts are -22%/-36% below the Street, which likely due to our view that the property market upcycle will only start from 2H24, which may be less optimistic than the Street's view on the timing of the cycle.

Fig 10: Yuanta vs Consensus

Revenue (VND bn)	2023F	2024F	2025F
Consensus mean	89,918	101,727	110,069
Yuanta forecast	*89,623*	*87,718*	*96,878*
%ge difference	*-0.33%*	*-13.77%*	*-11.98%*
Consensus high	112,477	82,435	123,029
Consensus low	71,683	17,416	99,796
Net income (VND bn)	**2023F**	**2024F**	**2025F**
Consensus mean	30,911	32,891	38,713
Yuanta forecast	*30,662*	*25,798*	*24,961*
%ge difference	*-0.81%*	*-21.57%*	*-35.52%*
Consensus high	34,545	37,913	42,621
Consensus low	27,926	27,117	32,390
Target price (VND)	**2023F**		
Consensus mean	79,700		
Yuanta forecast	*76,900*		
%ge difference	*-3.51%*		
Consensus high	100,000		
Consensus low	46,451		

Source: Company data, Yuanta Vietnam

Exceptional execution capabilities amid the property slump. VHM is effectively managing its SG&A costs (just 5% of revenue in 1Q23), and 1Q23 ROIC stood at 13.8%, surpassing its WACC of 13.2%. Furthermore, VHM's risk of default on debt obligations is extremely low in 2023, in our view, given

- superior access to credit – as exhibited by the USD445mn syndicated loan raised in 1Q23 – and
- substantial cash inflows from presales, as discussed above

Fig 11: VHM: Financial leverage

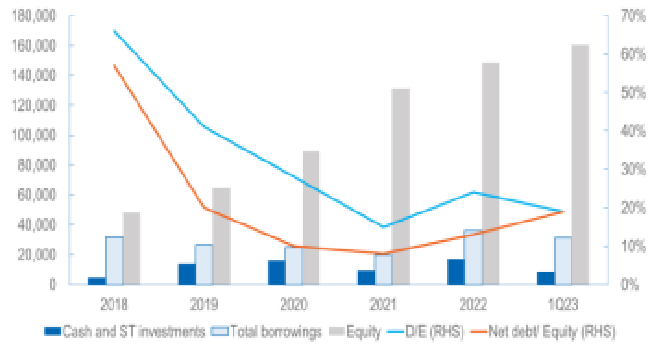
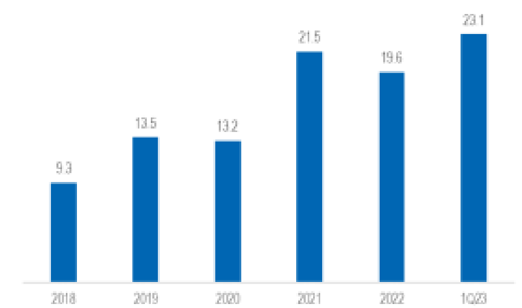


Fig 12: Interest coverage ratio (x)



Top 20 developers: Key credit metrics as at 1Q23

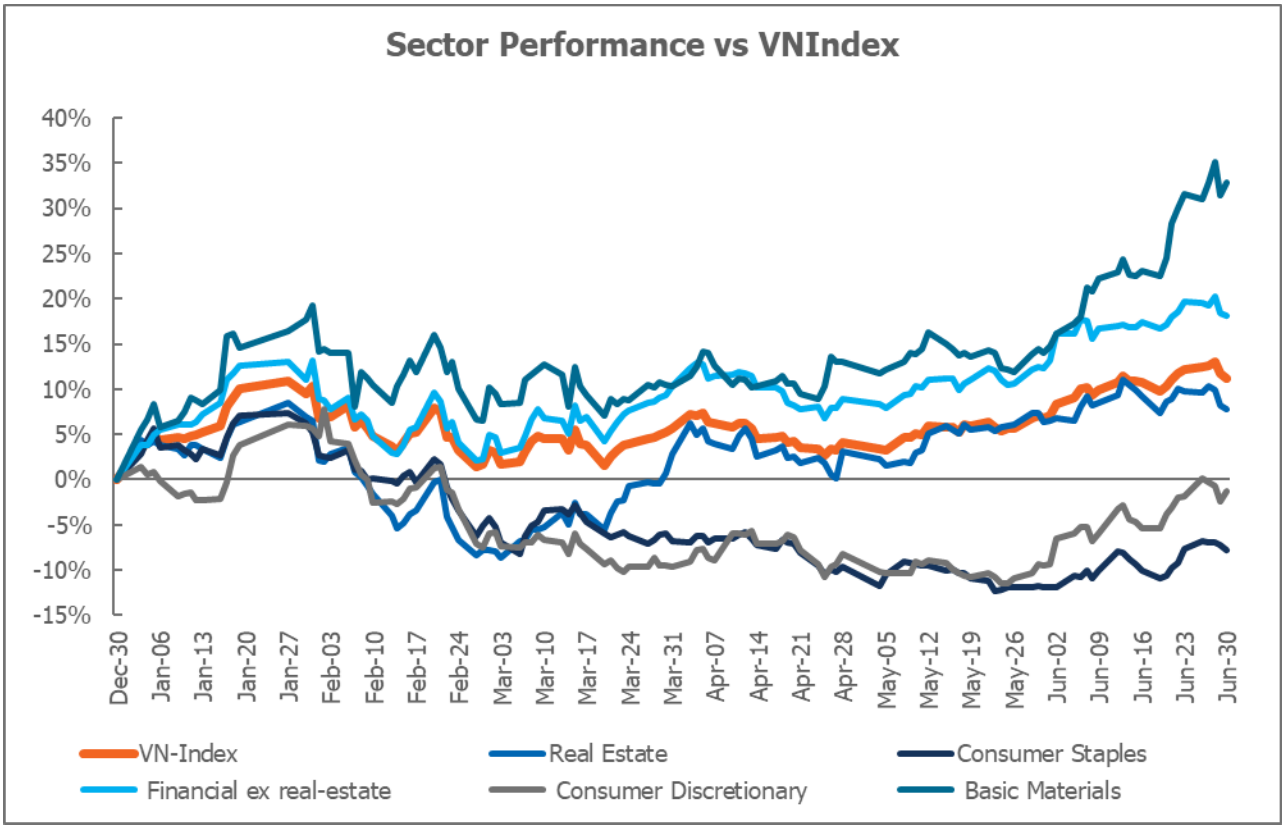
1Q23	VHM	NVL	DIG	PDR	KDH	DXG	NLG	CEO	HDG	VPI	SJS	HPX	HDC	SCR	IJC	AGG	IDJ	QCG	NBB	NTL	Sector
Liability to Asset < 0.7	0.50	0.81	0.36	0.60	0.41	0.50	0.45	0.40	0.52	0.64	0.62	N.A	0.57	0.44	0.38	0.61	0.27	0.54	0.73	0.18	0.60
Net debt to equity < 1	0.19	1.29	0.30	0.39	0.42	0.37	0.10	0.19	0.79	0.92	0.58	N.A	0.86	0.35	0.20	0.20	-0.01	0.13	1.48	-0.02	0.42
Cash coverage of short-term >1	0.47	0.18	0.48	0.10	1.74	0.35	2.36	0.56	0.67	0.32	0.07	N.A	0.10	0.15	0.24	1.41	8.27	0.09	0.01	100.00	0.37

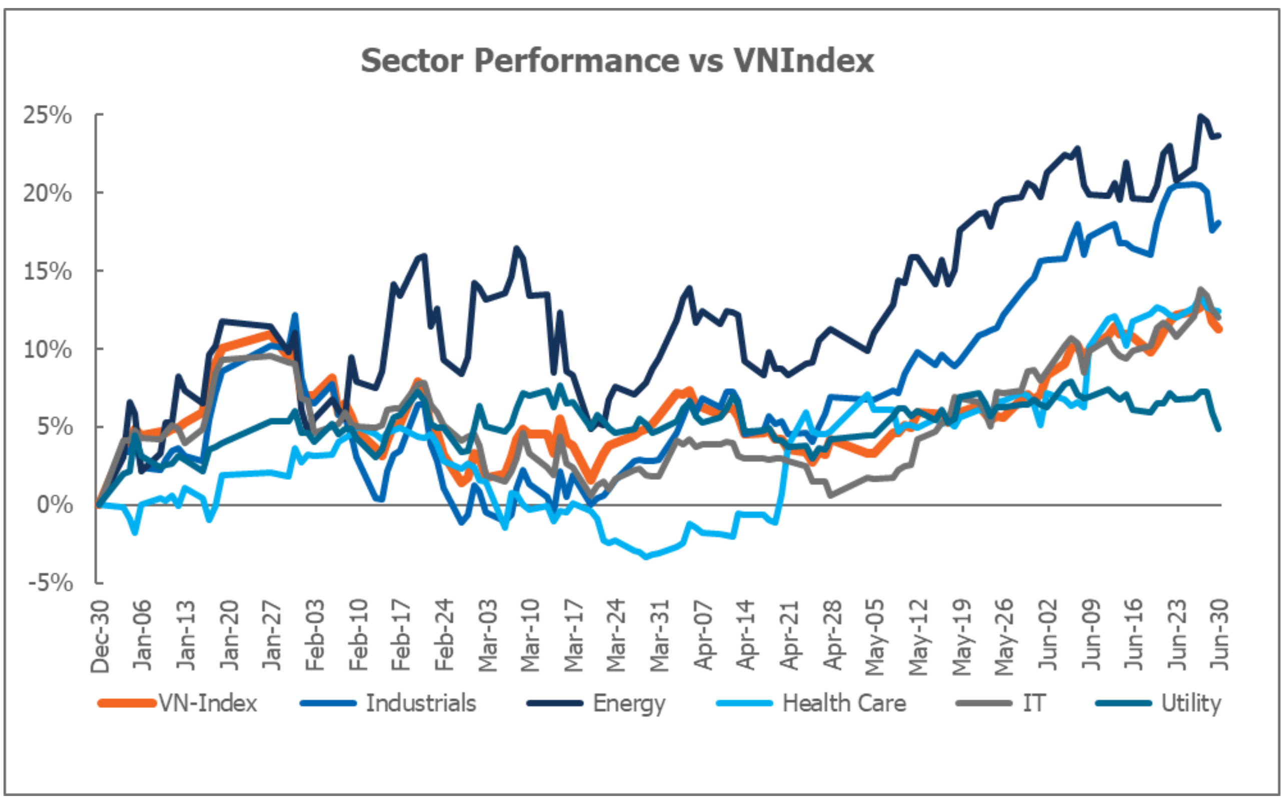
Source: Company data, Yuanta Vietnam

We reiterate our BUY recommendation on VHM. Our new fair value estimate of VND 76,900 implies 37.6% TSR. This is -29% below our prior target, which was admittedly stale. Notably, currently trading at a P/B ratio of 1.55x, significantly below the -1std line, VHM offers low downside risk and has immense potential. Additionally, VHM boasts exceptional execution capabilities and very low risk of default, in sharp contrast to other major developers.

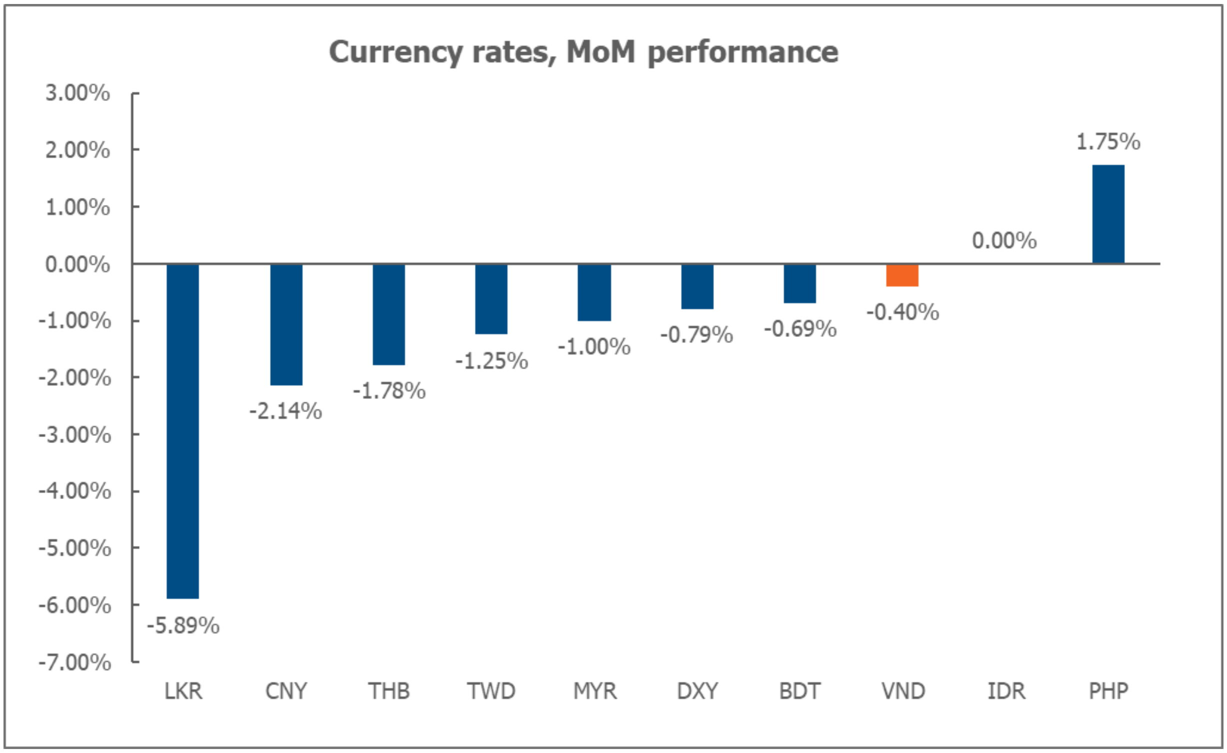
Please access the link for our complete report: https://yuanta.com.vn/wp-content/uploads/2023/06/VHM-Update-2023-Cruising-above-the-storm-clouds-1-1.pdf

Sector performance YTD

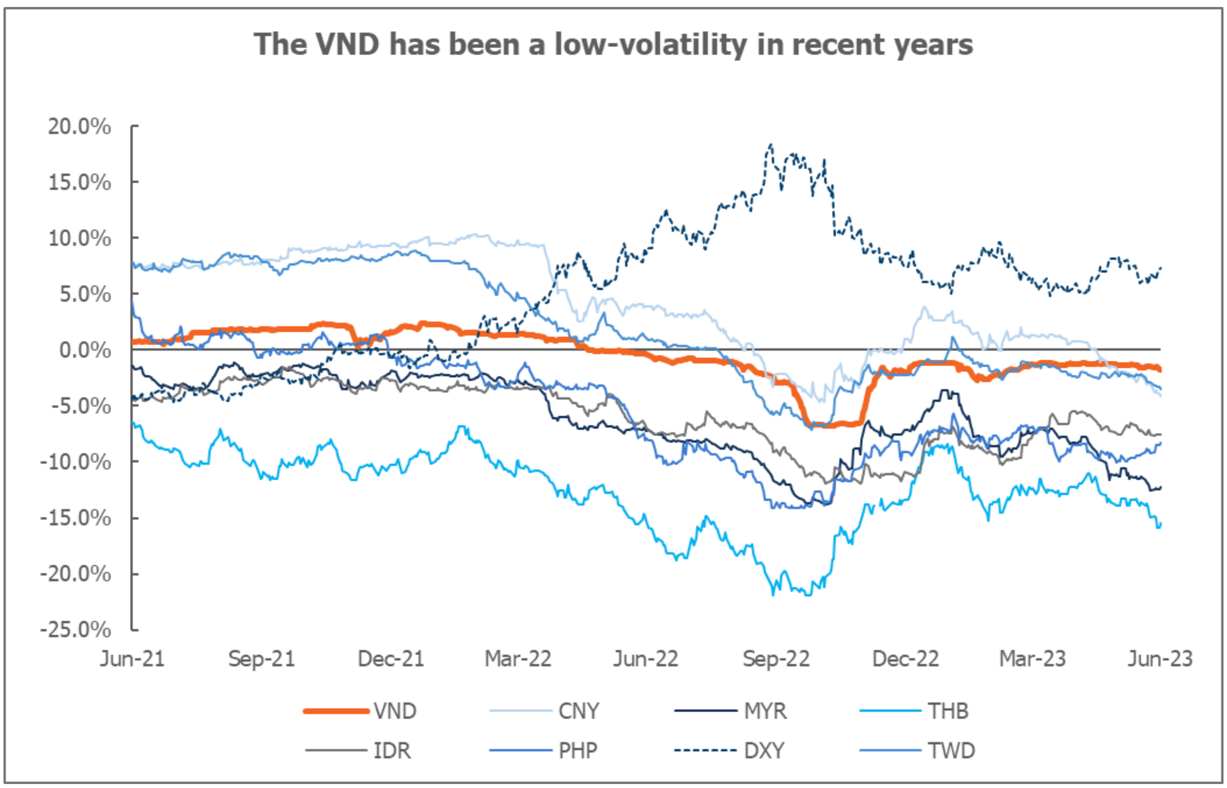




Source: Bloomberg (data through Jun 30)

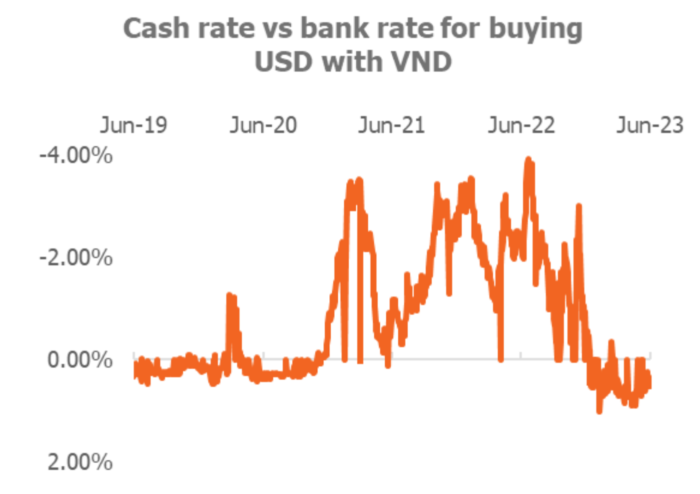


Source: Bloomberg (Data is as at Jun 30)



Source: Bloomberg (updated to Jun 30)

Grey market US dollar cash premium has declined in recent days.

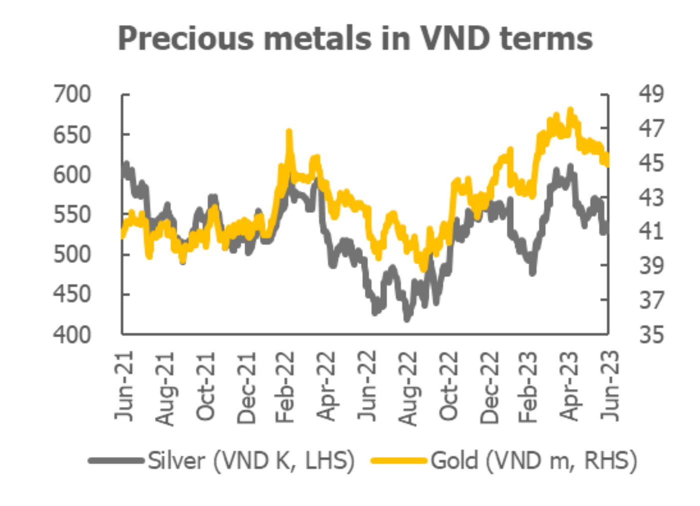


Source: FiinPro, Yuanta Vietnam. Bank data refers to VCB's published electronic selling price vs. the "free market" price for USD notes.

…resulting in a reduction in the premium FX rate of USD cash over bank transactions.

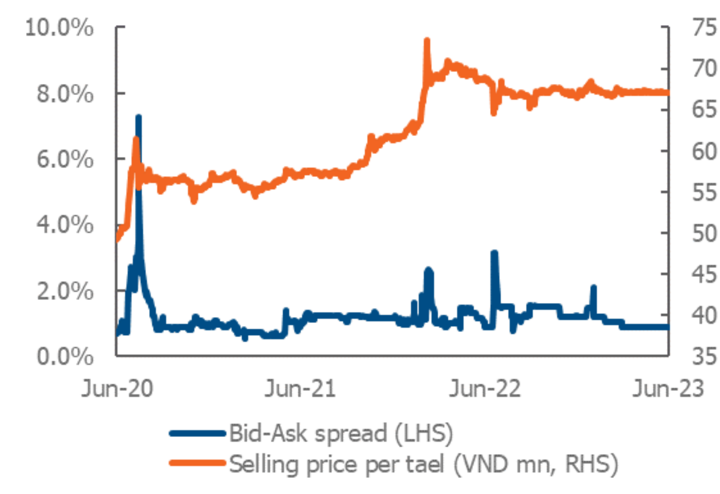
Source: FiinPro, Yuanta Vietnam

Global gold price is down in USD terms, but has been rising vs. the weaker VND.

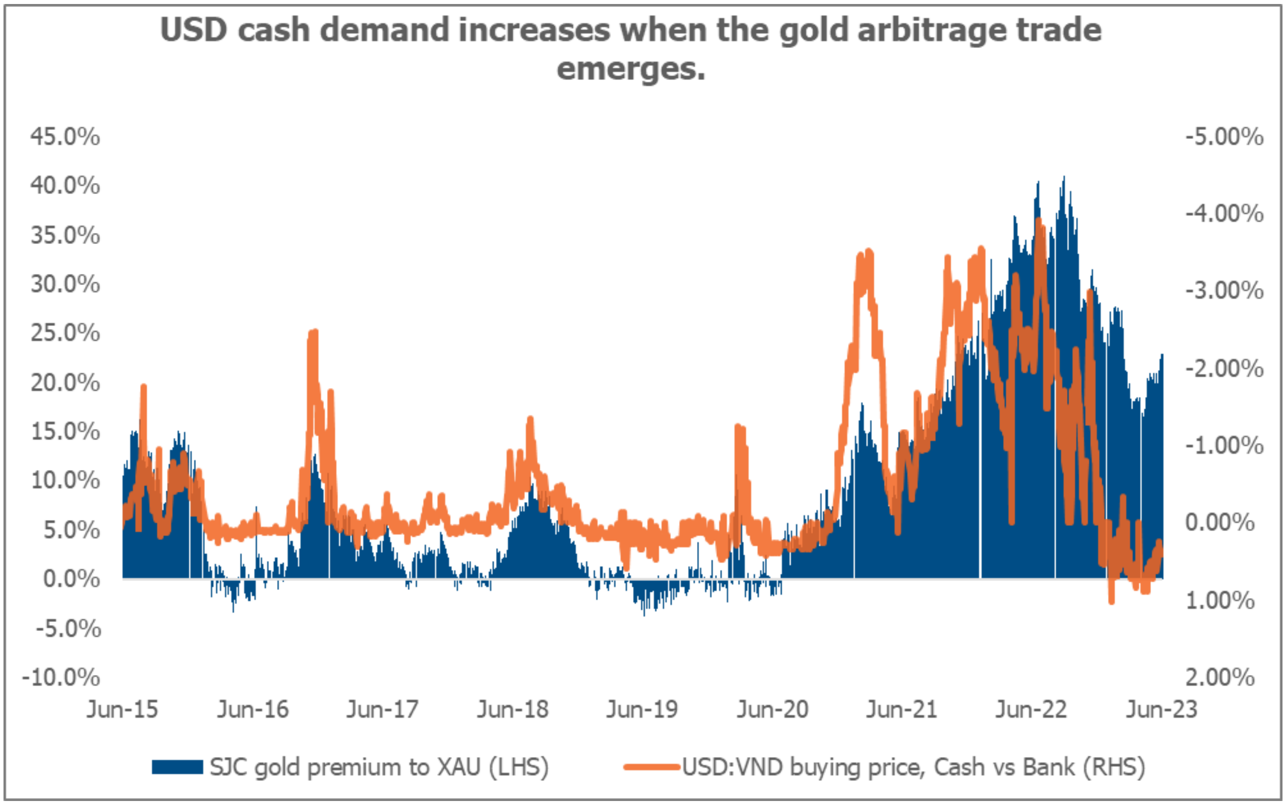


Source: FiinPro, Yuanta Vietnam. Bank data refers to VCB's published electronic selling price vs. the "free market" price for USD notes.

The SJC's official gold price and bid-ask spreads spiked initially but have since come down.



Source: FiinPro, Yuanta Vietnam



Source: FiinPro, Bloomberg, Yuanta Vietnam

Macro Update – Mission Impossible

--Binh Truong, Deputy Head of Research

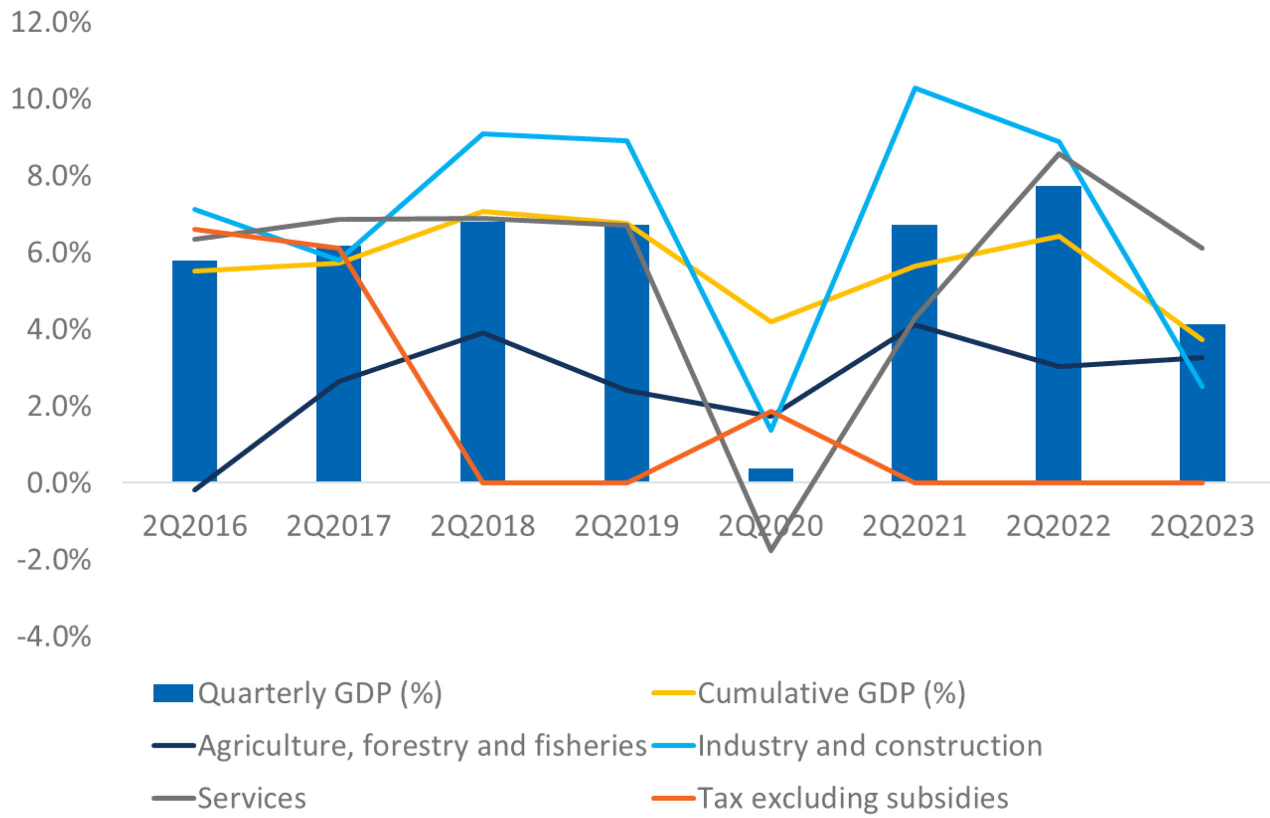
binh.truong@yuanta.com.vn

The GSO reported rather disappointing 1H23 GDP growth of 3.72% after 2Q23 GDP grew by an estimated 4.14% YoY. Actually, the 2Q23 estimate outperformed our view that growth would be slower than 1Q23, primarily due to the surging trade surplus. However, one of the key drivers of that "beat" in the trade surplus was sharply declining gross imports – which shouldn't be interpreted as a sign of positive macroeconomic momentum.

The government's annual target GDP growth of 6.5% now looks to be well and truly out of reach. GDP growth in 2H23 would have to be 9.3% to reach this target, which we view as impossible given continued weak external demand.

Thus, investors should expect to see downgrades in consensus GDP growth forecasts – which typically huddle around the government's target – in the days and weeks ahead. To be fair, even our own more conservative 2023 GDP growth range assumption of 5-6% now appears to be overly optimistic.

2Q23 GDP growth was the lowest 2Q performance since 2020



Source: GSO

Industrial production improved modestly MoM in June. However, it is still too early to say that the industrial production and manufacturing have bottomed out, as manufacturers continue to report reduced export orders amid the falling demand in overseas markets.

Inflation is cooling. Average 1H23 CPI increased by 3.29%, well below the government guidance <4.5%. This has created room for accommodative policies – and the SBV's four rate cuts in the past four months indicates that they are aware of this.

To the extent that inflation remains subdued AND the currency does not come under pressure, we think the SBV could engage in even more such stimulus in 2H23.

Goods exports fell -11% YoY in June amid weak external demand, and it is hard to foresee a recovery in global demand any time soon. Nevertheless, domestic demand still looks solid, as the government has been easing fiscal and monetary policies to support it: for only the latest example, the 2ppt VAT cut took effect on July 1. In addition, the SBV encourages commercial banks to reduce lending rates since June, in line with four straight months of policy rate cuts since March. The GSO reports that average lending rates have decreased by 1ppt compared to end-2022 to reach 8.9%.

The GSO's 2Q23 GDP growth estimate of +4.14% YoY was the lowest 2Q figure since 2020, although growth improved from just 3.30% in 1Q23. The key industry and construction sector was the primary drag, as segment growth was just +2.50% YoY in 2Q23; while the agricultural, forestry and seafood sector increased by just 3.25% YoY. Growth in services outperformed the other two main sectors to reach a relatively steady +6.11% YoY.

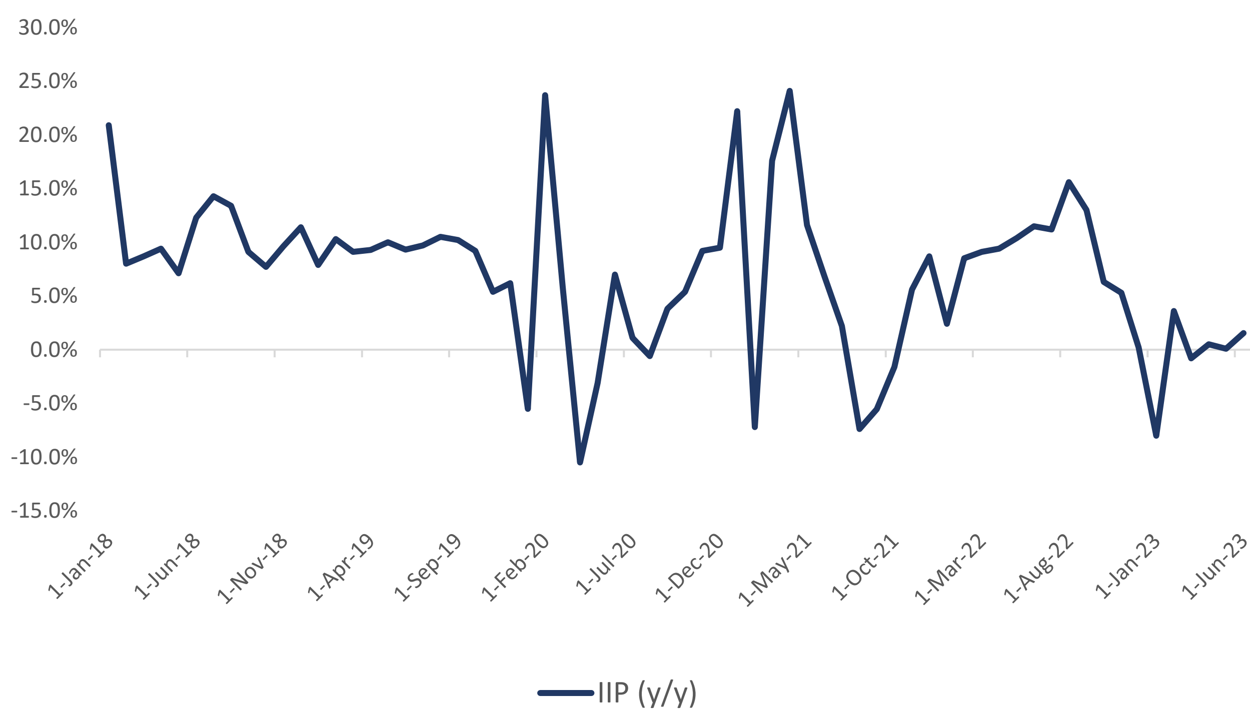
The resulting 1H23 GDP growth of +3.72% YoY was also dampened by industry and construction (+1.13% YoY), and agricultural, forestry, and seafood (+3.07% YoY), whereas services output increased by +6.33% YoY.

In terms of GDP composition in 1H23, the agriculture, forestry and fishery sector accounted for 11.32%; industry and construction accounted for 36.62%; services accounted for 43.25%; and goods taxes minus subsidies accounted for 8.81%.

Industrial production: Bad, but some green shoots in June

A slight improvement in industrial production in June. The industrial production index (IIP) in June ticked up +2% MoM and +2.8% YoY, an improvement from last month's (+0.1% YoY) flat expansion. The manufacturing sector rose by +2.5% MoM and +2.9% YoY (vs. -0.5% YoY in May) driven by production of food (+9.9% YoY) and chemicals (+10.6% YoY). Electricity production increased by +3% YoY – a surprising result indeed, given the rolling blackouts during the month – and output of the water and waste management segment rose by +2.9%YoY.

IIP – Green shoots in June



Source: GSO

1H23 IIP increased by an estimated +0.44% YoY (1Q23 -0.75% YoY; 2Q23 +1.56%YoY), broken down by sector as follows: (1) Mining output decreased by 1.43% YoY; (2) Manufacturing production increased by +0.37% YoY

(1Q23 -0.49%; 2Q23 +1.18%); (3) Electricity production and distribution increased by +1.79% YoY; and (4) Water supply and wastewater treatment industry output increased by 5.45%.

In 1H23, production of coke and refined petroleum increased by +13.2% YoY; metal ore mining increased by +11.5% YoY; rubber and plastic increased by +7.2% YoY; tobacco increased by +6.7% YoY; beverages increased by +5.7%; and exploitation, treatment & supply of water increased by +5.6%.

In the opposite direction, 1H23 production of wood processing and production decreased by -7.7% YoY; paper and products by -7.5% YoY; apparel and motor vehicles both by -6.8% YoY; machinery and other equipment by -4.7% YoY; and electronics, computers, and optical products by -4.6% YoY.

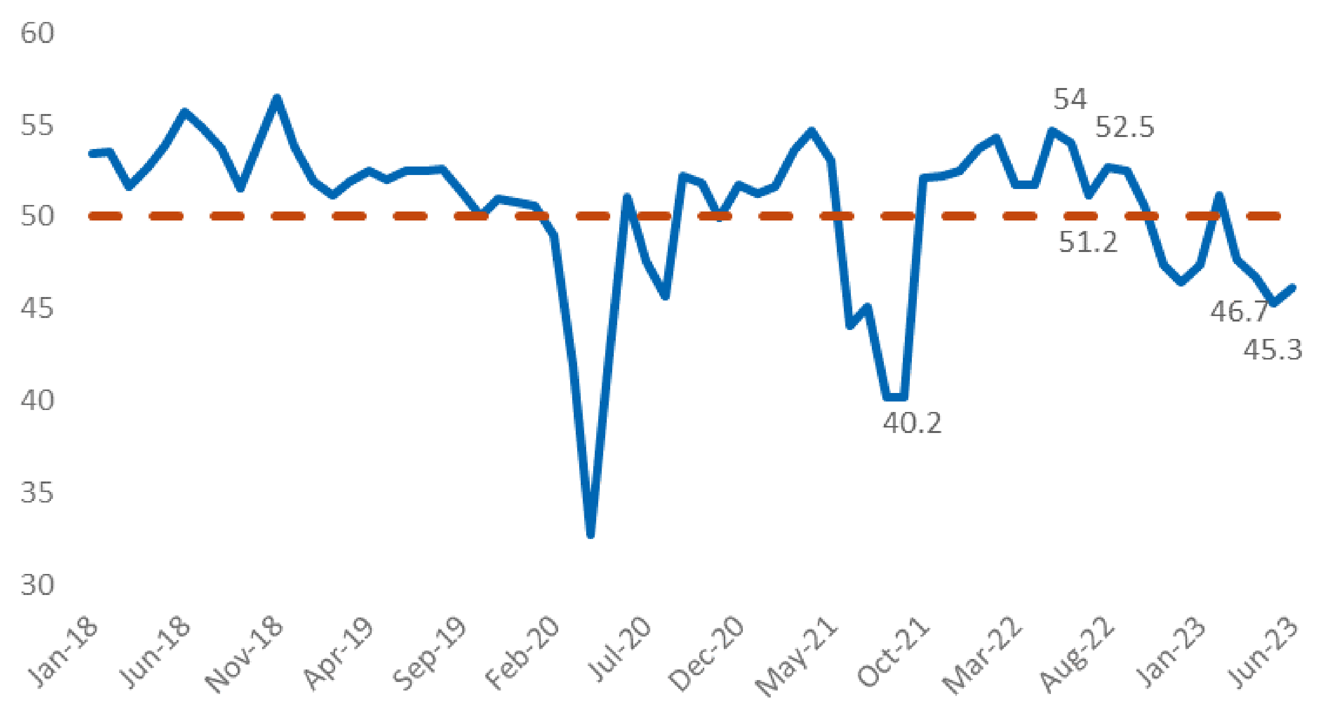
Manufacturing PMI ticks up, but still indicates continued contraction

S&P Global's manufacturing PMI remained in contraction territory at 46.3 in June. Output, new orders, employment, and inventories are all falling amid soft global demand and the very Vietnam-specific electricity shortages, especially in the North. However, this dismal result was still up 1 point MoM from 45.3 in May.

Are we at the bottom? Maybe, but it's too soon to tell. It may be too early to conclude that the manufacturing outlook has definitely bottomed out. External demand is still weak, which is the primary factor that has thrown industrial output into a tailspin in recent months. However, at least the power blackouts are no longer a short-term issue, which is entirely due to the recent more favorable weather. Specifically, hydropower production (30% of system capacity) is now back up and running again following the past two weeks of persistent rain across the country.

Having said that, manufacturers are still optimistic that output will increase over the next 12 months.

Manufacturing PMI remains well below 50



Source: GSO

Survey participants continue to report weak demand and steep cuts in new orders. Export orders are falling faster than the total new orders, emphasizing the continued weakness of global demand.

But it wasn't just global demand that depressed manufacturing in June. The very Vietnam-specific power blackouts further constrained output by virtue of forcing manufacturers to shut down operations temporarily -- especially in the North. Production thus declined across the manufacturing gamut of consumer goods, intermediate products, and investment goods. Despite the output cuts, declining new orders has led to reduced work backlogs, and producers have responded to the situation order by reducing their own staff levels and inventory purchases.

Producer prices are also declining. Input prices fell at the fastest rate since April 2020, so manufacturers report sufficient room to reduce their prices for customers, which should help stimulate demand.

Most survey participants are still optimistic that global demand will increase over the next year based on hopes for a recovery in demand from existing customers and their efforts to secure new downstream buyers.

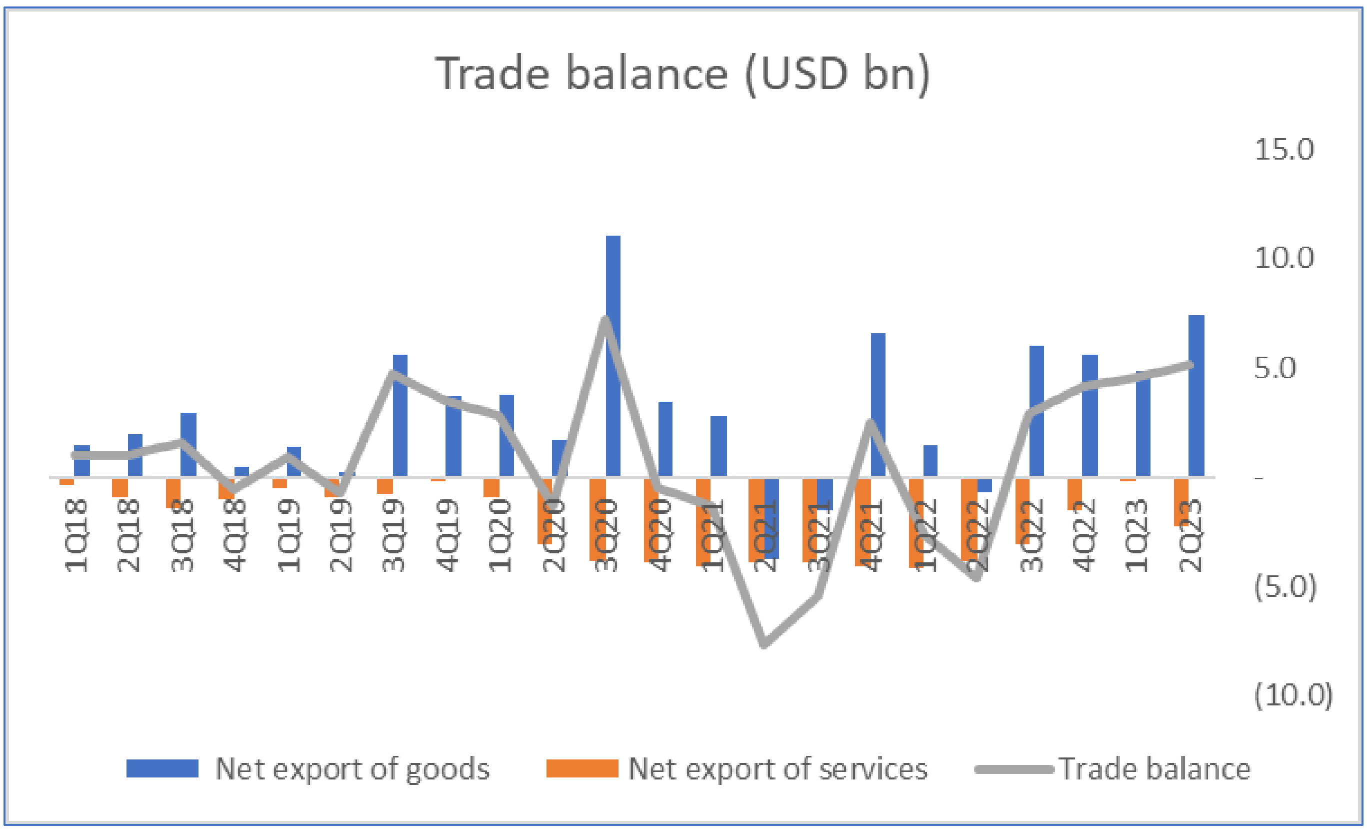
Vietnam's total trade surplus (i.e., trade of goods & services – NOT JUST GOODS!) reached USD8.2bn in 6M23

Let's start with the good news. Vietnam recorded a trade surplus (goods and services) of USD8.2bn in 1H23, up 12% YoY from the USD7.3bn total trade surplus of 1H22). By quarter, the trade surplus reached US$5.1bn in 2Q23, up 67% QoQ from the US$3.1bn trade surplus of 1Q23. The figures quoted here correctly aggregate goods and services trade, because the combination of goods and services make up total trade – not just trade in goods alone.

Net goods exports (i.e., a trade surplus in goods) reached USD12.3bn in 6M23, far higher (+10x) than the USD1.2bn figure of 1H22.

Net imports of services (i.e., a trade deficit in services) reached USD4.1bn in 6M23, far lower (-49%) than the USD8.0bn figure of 1H22.

$12.3 billion - $4.1 billion = $8.2 billion. That's Vietnam's total trade surplus for 1H23. This figure is obviously critical for understanding the country's position in global trade, as well as the current account balance and implications for the currency.



Source: GSO, Yuanta Vietnam

Unfortunately, the foreign trade account figures are frequently misrepresented by members of the commentariat who only examine the *goods trade* figures while ignoring the *services trade* numbers.

This focus on goods trade and willful disregard for services trade may be due to the different frequency with which the respective data points are available: the GSO publishes goods trade figures every month, but the services trade numbers (and thus total trade) are only available on a quarterly basis. A more cynical factor behind this goods trade-only focus could be that Vietnam has (in our view) a structural trade surplus in goods but a structural trade deficit in services.

We see this misrepresentation quite commonly among journalists and others, including economists who presumably should know better. The more frequently available goods trade figures are helpful and certainly should be followed (as we do) on a monthly basis given that export manufacturing is a key driver of Vietnam's overall economy. But net exports of goods alone should not be misinterpreted as "Vietnam's trade surplus".

Fortunately, the trade deficit in services has been somewhat alleviated this year by the halting recovery of international tourism from the depths of 2020-2022. Unfortunately, the trade surplus in goods has largely been driven by a sharp reduction in imports of components and materials for use in subsequent manufacturing processes; this suggests that the industrial slowdown may persist for longer than any of us would like it to.

Foreign trade overall slowed substantially in 1H 2023

6M23 export turnover of goods declined by -11.6% YoY to reach USD 164.45bn. Gross exports to most of the big markets declined YTD: 6M23 export turnover fell by -22.6% to the US and by -10.1% to the EU.

Most of the main export product categories recorded substantial declines YoY in 6M 2023. Export turnover of 27 items was greater than USD 1bn, accounting for 90.1% of total 1H23 exports; and five of these items recorded export turnover greater than USD 10bn, as illustrated in the table below..

Largest export items in 6M2023 recorded substantial decline

	Estimated 6M23 export turnover (USD mn)	YoY growth (% YoY)
Above USD5bn export turnover		
Mobile phones and parts	24,291	-17.9
Electronic goods, computers and parts	25,212	-9.3
Machinery, instrument, accessory	19,728	-8.2
Textiles and garments	15,750	-15.3
Footwear	10,001	-15.2

Source: GSO

6M23 gross imports of goods came to US$152.2bn, down by -18.2% YoY. Imports of 28 items in 1H23 exceeded USD 1bn, accounting for 84.4% of total imports. Two of these items recorded imports of more than USD10bn, and once again, both major categories recorded substantial YoY declines in export turnover, as illustrated below.

Electronics, computers and parts remain the largest import products in 6M2023

	Estimated 6M2023 import turnover (USD mn)	YoY growth (% YoY)
Above USD5bn export turnover		
Electronics, computers, and parts	38,269	-11.4
Machinery, instrument, accessory	19,721	-12.3

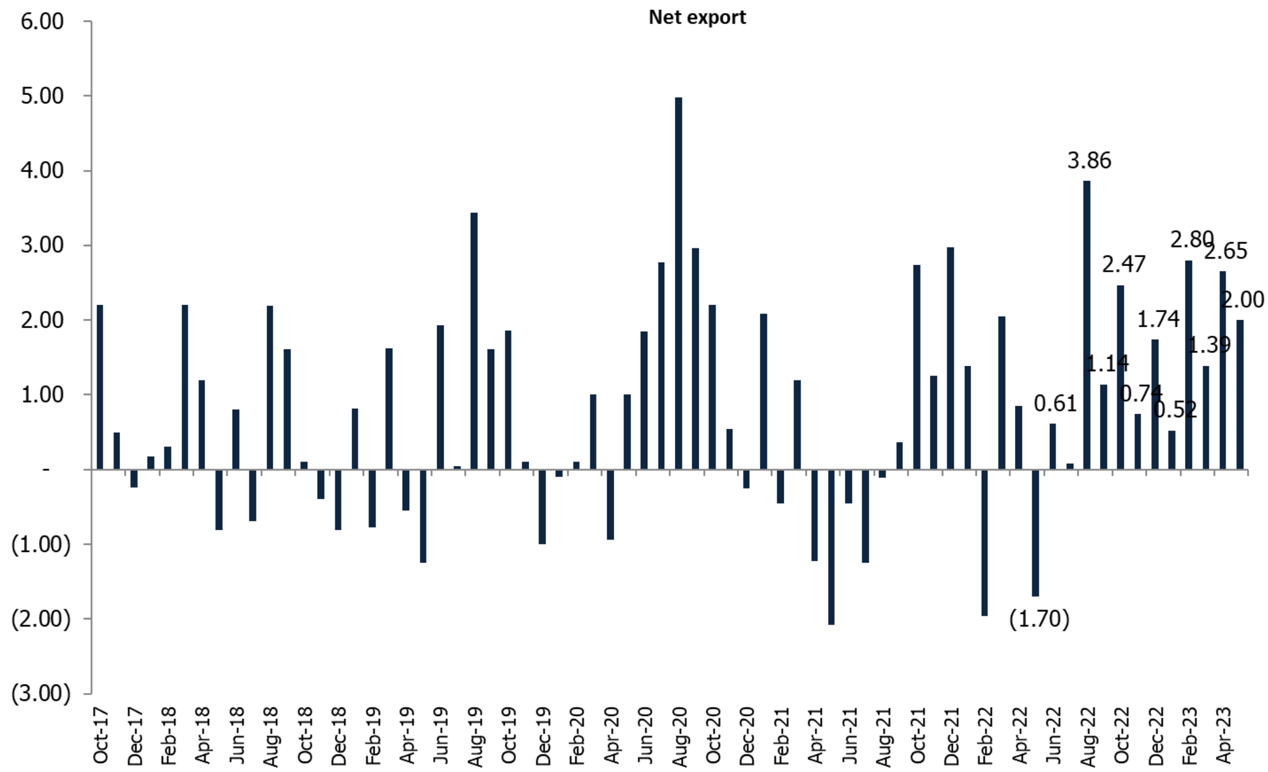
Source: GSO

Slowing imports indicate a lack of confidence among manufacturers regarding future export orders. As discussed, the export manufacturing outlook remains constrained by soft demand from the US, and secondarily from the EU. It would be easy to attribute this to interest rate hikes and softening demand, but US consumer spending remains puzzlingly high.

The issue, for which we see no solution other than time, is that US consumer demand is strong for services – but demand for (Vietnam's) manufactured products is weak (and downstream inventory levels are still likely to be quite high post-pandemic – we should get clarity on this from US big box retailer commentary in their 2Q23 results in the weeks ahead).

June exports of goods reached USD 29.3bn, up +4.5% MoM, but down by -11% YoY; whereas goods imports reached USD 26.8bn, down -18.4% YoY.

Vietnam recorded USD 12.25bn in net exports of goods in 6M23



Source: GSO

Public investment is ramping up – A key offset to the industrial slump

Public investment has soared at a double-digit figure in 1H23 to emerge as a key growth engine amid the softness in manufactured export demand. 6M23 public investment reached VND 232 trillion, up by +20.5% YoY. That's a solid growth figure, but YTD investments represent just 33.3% of the full-year budget. Although public investment typically falls short of annual targets, we expect to see more rapid investment disbursals in 2H23 given normal seasonality as well as a renewed sense of urgency on the part of government officials to boost this year's economic growth.

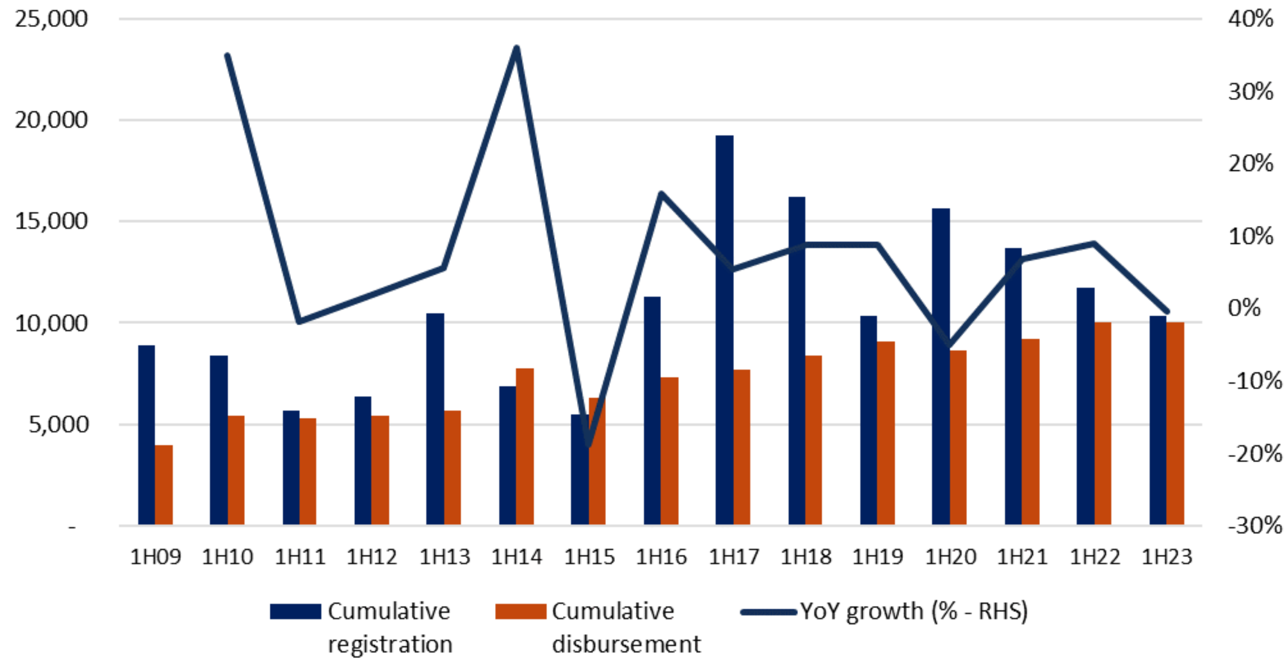
The budget for public investment for 2023 is USD 31 billion, equivalent to 7% GDP and up by +35.4% YoY. Public investment typically speeds up from the second quarter each year, and 2023 has not been an exception. In 2Q23, the authorities launched three highway projects in the South that are slated to increase total highway length in the South to 487km. In addition, various highway projects are under construction elsewhere across the country.

Our view is that infrastructure investment is highly positive for future economic growth both in the short term (i.e., construction activity) and long term (i.e., future use of this much-needed infrastructure should result in greater economic activity).

Specifically, investment by the central government reached VND43.4 trillion in 1H23, equivalent to 32.6% of the budget and up by +29.1% YoY; whereas investment by provincial governments reached VND188.9 trillion, up by 18.6% and equivalent to 33.1% of the annual budget.

However, FDI is flat YTD. Disbursed FDI in 6M23 reached USD10.02bn, an increase of just +0.5%YoY. Manufacturing accounted for 81.6% (USD6.25bn) of the 6M23 FDI disbursals. Property (USD502mn) accounts for 5% of disbursed FDI. Gas, hot water, steam, and air-conditioning (USD696mn) accounts for 6.9% of the total.

Disbursed FDI increased by just 0.5% YoY in 1H23



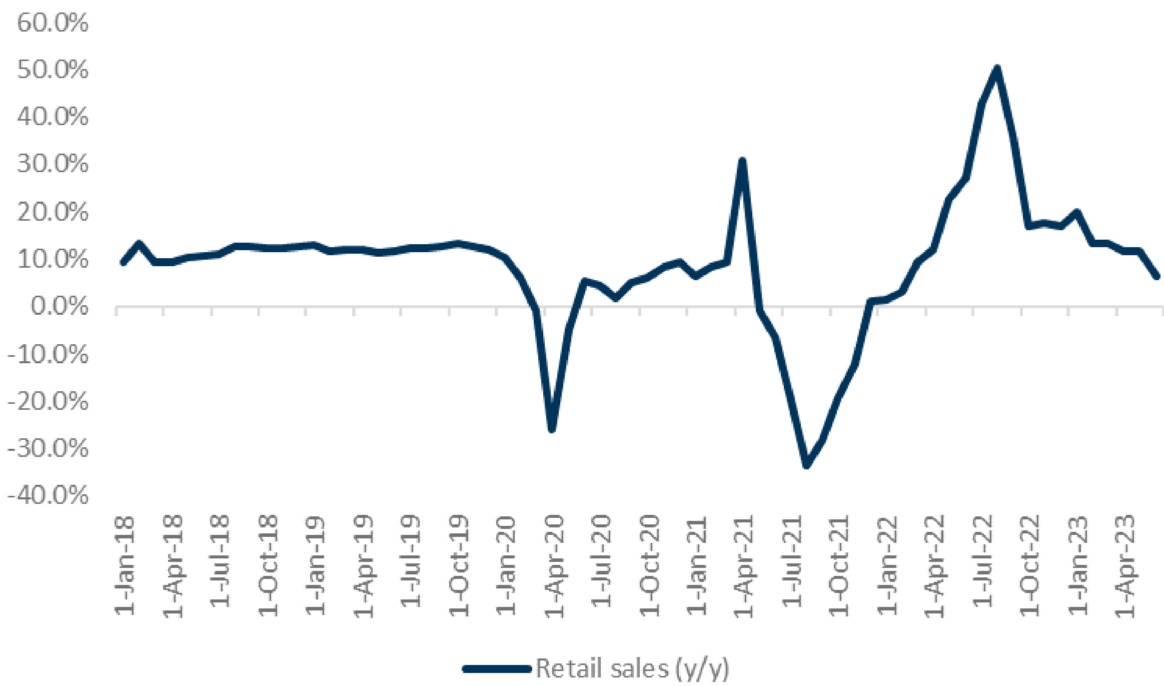
Source: GSO

Retail spending under pressure, but relatively resilient

Retail sales of goods and services in June reached VND506tn, up +0.5% MoM and +6.5% YoY, underpinned by a tourism recovery that pushed hospitality, catering services spending to reach VND 54.6tn (an increase of +6.5% YoY). The number of international visitors to Vietnam in June 2023 reached 975,300 arrivals, +6.4% MoM and 4.1x higher YoY. This is an encouraging signal for retail sales during the summer months.

Meanwhile, retail sales of goods rose by +6.0% YoY, substantially lower than growth in May (which was +10.9% YoY) to reach VND 397.0tn. This is far more critical than hospitality spending is given that goods represent 78% of total retail sales – but we believe this figure has also been helped by the recovery in international tourist arrivals.

Retail sales growth remains solid



Source: GSO

6M23 demand remained solid as retail sales of goods and services rose by +10.9% YoY (real growth +8.4%YoY) to reach VND 3,016 tn, in part driven by the +18.7% YoY growth in hospitality and catering sales to reach VND322tn.

Retail sales of goods in 6M23 reached an estimated VND2,377tn, up +10.7% YoY (real growth +6.9%), with sales of food increasing by +14.6% YoY and garments expanding by +11.1% YoY.

Revenue from tourism and travel in 6M23 reached VND14.5tn, +65.9% higher YoY. Tourism and travel activities typically increase during summer and should remain a key growth driver for retail sales over the next few months.

Supportive policies are in play. The 2-percentage point VAT cut to 8% from the previous 10% has taken effect since July 1. In addition, the SBV has encouraged commercial banks to reduce lending rates in line with its four consecutive monthly policy rate cuts since March, and the GSO reports that the average lending rate has decreased by 1ppt from Dec-2022 to reach 8.9% today. Reduced lending rates should be especially supportive for middle class consumer spending power, and thus retail sales, going forward.

CPI -- Price increases are softening

According to the GSO, the hot weather of June pushed up prices for electricity, water, and food during the month. But overall CPI has trended down anyway, expanding by just +0.27% MoM / +2.0% YoY in June, which was even softer that the previous month's +2.43% YoY expansion.

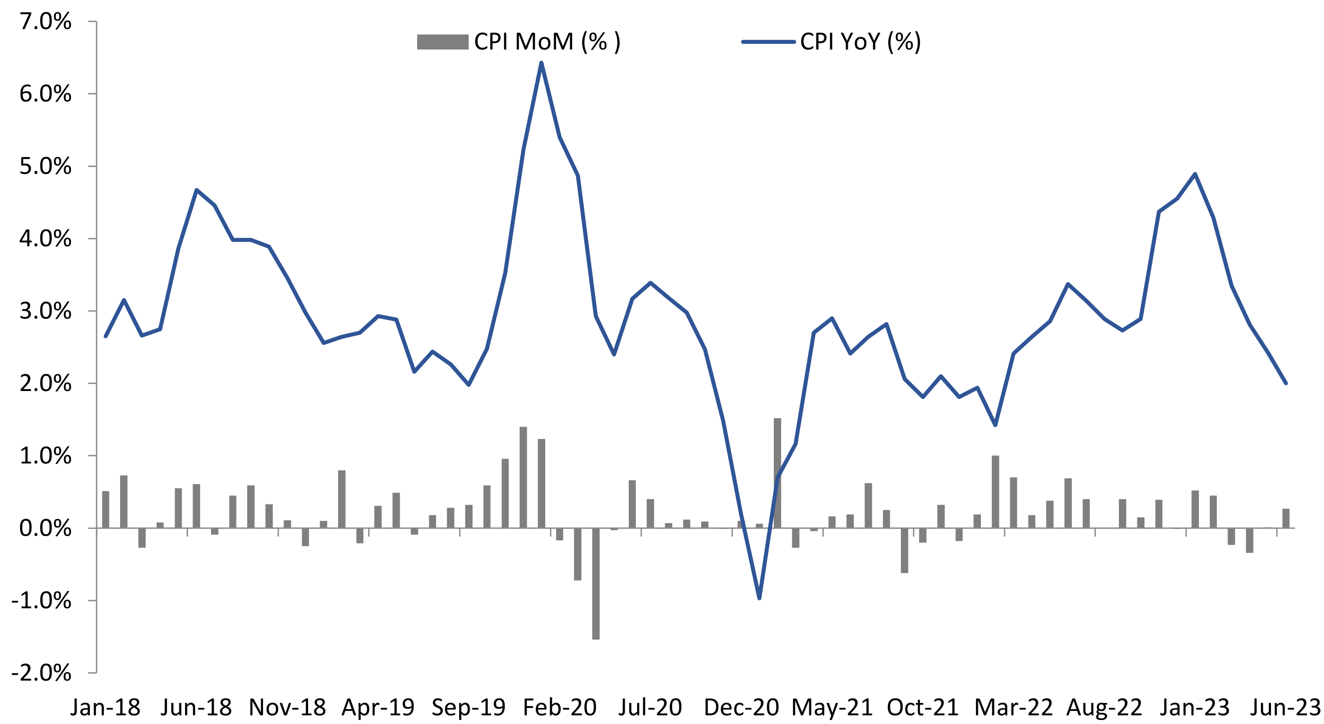
Ten of the 11 items in the CPI basket posted increased prices in June. Notable changes include:

- Food and foodstuff (33.56% of the CPI basket) rose by +0.57% MoM as demand increased during the long holiday in early June.
- Housing appliances and equipment (a 6.74% weighting) rose by +0.19% MoM.
- Beverage and tobacco (2.73% weighting) rose by +0.16%.
- Entertainment (4.55% of the CPI basket) rose by +0.34% MoM.
- Transport (9.67% weighting) rose by +0.16% MoM.

By contrast, just one of the 11 items in the CPI basket posted a price decline MoM.

- Telecom (3.14% of the CPI basket) decreased by -0.17% MoM as smartphone and component prices declined.

Prices are not "falling", but CPI inflation has been on a declining trend YTD



Source: GSO

In our view, oil prices are under pressure amid the global slowdown in demand. Currently, WTI crude futures are steady at around USD 70 per barrel (-1.7% MoM, -24.05% YoY) as traders weighed output cuts by top exporters Saudi Arabia and Russia for August against signs of slowing global growth and weakening demand. Our read of the situation falls into the camp that views OPEC (i.e., Saudi Arabia) as having strong pricing power only when market demand is strong. This does not appear to be the case now, so oil (and gas & energy) prices may remain in the doldrums despite these efforts by the major producers.

Yuanta Universe: Valuations and ratings

Sector	Stock Code	PER (x) 2022A	PER (x) 2023E	PER (x) 2024E	EPS Growth (%) 2022A	EPS Growth (%) 2023E	EPS Growth (%) 2024E	PEG (x) 2022A	PEG (x) 2023E	PEG (x) 2024E	PBV (x) 2022A	PBV (x) 2023E	PBV (x) 2024E	ROE (%) 2022A	ROE (%) 2023E	ROE (%) 2024E	ROA (%) 2022A	ROA (%) 2023E	ROA (%) 2024E
Banks	ACB VN	4.9	4.7	4.7	29.5	3.6	16.7	0.2	1.3	0.2	1.3	1.0	0.8	26.6	23.8	22.2	2.5	2.6	2.7
	BID VN	16.0	12.7	12.7	56.3	26.3	24.5	0.3	0.5	0.4	2.3	2.0	1.8	14.8	16.3	17.8	0.9	1.0	1.0
	HDB VN	5.3	4.9	4.9	15.8	8.7	23.1	0.3	0.6	0.2	1.2	0.9	0.8	22.6	21.7	21.5	2.0	2.1	2.1
	MBB VN	4.7	4.4	4.4	11.1	7.8	19.1	0.4	0.6	0.2	1.2	0.9	0.8	24.8	22.7	21.6	2.8	2.9	3.0
	STB VN	15.9	13.4	13.4	15.1	19.0	102.5	1.1	0.7	0.1	1.5	1.3	1.1	9.8	10.5	18.4	0.8	0.8	1.4
	VCB VN	18.8	13.4	13.4	27.1	40.2	22.4	0.7	0.3	0.5	3.3	2.7	2.3	20.1	22.5	22.7	1.8	2.1	2.3
	VPB VN	7.3	8.0	8.0	5.8	(9.3)	36.5	1.2	n/a	0.2	1.4	1.2	1.0	19.2	14.9	17.2	2.9	2.2	2.6
Brokers	HCM VN	15.1	17.3	17.3	(32.8)	(12.7)	9.5	n/a	n/a	1.7	1.6	1.7	1.6	11.2	10.3	10.2	4.3	5.2	5.1
	SSI VN	17.3	11.5	11.5	(56.1)	51.3	6.7	n/a	0.2	1.6	1.7	1.5	1.4	12.2	14.2	13.6	4.3	6.3	6.3
	VCI VN	18.7	15.6	15.6	(55.7)	19.5	13.2	n/a	0.8	1.0	2.5	2.2	2.1	13.4	15.3	15.9	6.0	6.9	7.2
	VND VN	21.6	13.5	13.5	(65.1)	59.3	1.0	n/a	0.2	13.2	1.7	1.6	1.5	10.0	12.8	12.1	3.0	4.6	4.4
Energy	PVD VN	16.1	8.5	8.5	3,245.0	88.4	-	0.0	0.1	n/a	0.7	0.7	n/a	4.6	8.8	-	3.2	5.7	-
	NT2 VN	14.6	13.2	13.2	28.7	11.1	-	0.5	1.2	n/a	2.3	2.2	n/a	17.5	17.7	-	9.6	10.4	-
	PC1 VN	7.2	6.1	6.1	31.3	17.8	-	0.2	0.3	n/a	0.9	0.8	n/a	13.6	14.1	-	5.1	6.4	-
Consumer	MSN VN				20.9	4.2	-	n/a	n/a	n/a	1.7	1.4	n/a	15.2	13.7	-	8.9	8.2	-
	PNJ VN	9.8	8.4	8.4	68.4	16.2	28.4	0.1	0.5	0.2	2.4	2.2	2.1	23.2	26.5	31.4	13.9	15.6	17.5
	DGW VN	7.8			17.8	(100.0)	-	0.4	n/a	n/a	1.6	1.6	n/a	18.4	18.4	-	7.1	7.1	-
Oil & GAS	POW VN	17.5	12.5	12.5	5.6	40.0	-	3.1	0.3	n/a	1.1	1.1	n/a	5.9	7.6	-	3.5	4.7	-
Property	KBC VN	5.2	3.8	3.8	91.0	40.0	-	0.1	0.1	n/a	1.1	0.9	n/a	22.0	26.0	-	10.0	12.0	-
	DXG VN	9.8	5.0	5.0	(22.0)	97.0	-	n/a	0.1	n/a	1.0	0.9	n/a	9.0	15.0	-	4.0	6.0	-
	KDH VN	20.0	28.7	28.7	(18.0)	(30.0)	75.0	n/a	n/a	0.2	1.9	1.9	1.7	10.0	6.0	11.0	6.0	4.0	6.0
	NLG VN	24.5	21.6	21.6	(57.0)	13.0	(4.0)	n/a	1.7	n/a	1.4	1.4	1.3	6.0	7.0	5.0	3.0	3.0	3.0
	NVL VN	-	-	-	18.3	53.3	-	-	-	n/a	-	-	-	10.6	14.8	-	2.4	3.4	-
	VHM VN	8.3	8.0	8.0	(20.0)	(1.0)	(16.0)	n/a	n/a	n/a	1.6	1.4	1.2	21.0	19.0	14.0	10.0	9.0	7.0
Transport	ACV VN				-	-	-	n/a	n/a	n/a	3.0	2.7	n/a	11.0	12.6	-	5.2	5.3	-
Industrials	DHC VN	6.1	5.7	5.7	(3.4)	6.6	-	n/a	0.9	n/a	1.4	1.3	n/a	25.6	23.9	-	12.7	10.1	-
	BWE VN	11.3	9.0	9.0	17.0	24.9	-	0.7	0.4	n/a	1.9	1.7	n/a	18.8	20.6	-	8.6	10.6	-

Stock ratings and pricing data is as of close on Jun 30 2023

Source: Bloomberg, Yuanta Vietnam

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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

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China
Beijing Rep. Office
Shanghai Rep. Office
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Indonesia
Yuanta Securities Indonesia

Thailand
Yuanta Securities Thailand

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

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

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

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

Di Luu
Analyst (Consumer)
Tel: +84 28 3622 6868 (ext. 3845)
di.luu@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

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

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

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