

Vietnam: Industrials 10 November 2023

### **APH VN**

#### **Not Rated**

#### Close 9 November 2023

Price VND 7,570 12M Target N/A

### What's new?

- We visited management at APH to obtain an update of its business operations and forward strategy.
- Going green? APH plans to build a factory to produce PBAT, an input for biodegradable & compostable plastics.
- ► The YTD business performance has slowed amid sluggish demand.
- Achieving the company's profit guidance for 2023 looks to be a challenge.

# **Key inferences**

- Revenue guidance for 2023 appears to be achievable, but the company's PAT target may be out of reach.
- But longer term, the addition of the PBAT factory could drive growth while helping APH to reduce its production costs by 20–30%.
- ▶ Risks: The PBAT factory may not be completed on schedule (2024). In addition, cost concerns may overrule ecological goals among prospective buyers of biodegradable plastics for now.

**Company profile:** An Phat Holdings JSC (APH), established in 2002, is the largest company in the field of plastic products manufacturing in Vietnam with 16 factories a production output of more than 8,000 tons/month, and a customer network across over 70 countries and territories. 98% of the company's revenue comes from 3 main segments: Resin trading (accounting for 57%); Packaging & additives manufacturing (28%) and Engineering plastics & construction plastics (13%). APH is the parent company of An Phat Bioplastics JSC (AAA VN, Not Rated) and HaNoi Plastics JSC (NHH VN, Not Rated).

#### Share price performance relative to VN



Market cap	US\$70,3mn
6M avg. Daily turnover	US\$579.8k
Outstanding shares	243.9mn
Free float	65%
FINI ownership	27.99%
Major shareholders	27.5%
TTM P/E	-22.45x
Current P/B	0.9x
Trading platform	HOSE
FOL Room	21.0%
Current P/B Trading platform	HOSE

#### Financial outlook (VND bn)

Year to Dec	2019A	2020A	2021A	2022A
Sales	9,513	8,485	14,794	17,327
Op. Profit	816	225	341	159
PATMI	438	77	59	-19
EPS (VND)	3,433	509	92	-104
EPS chg (%)		-83%	-45%	-127%
P/E (x)	22.9	61.6	24.4	-89.5

Sources: APH, Fiinpro, Yuanta Vietnam

# An Phat Holdings JSC (APH VN)

# Business performance stagnated in cloudy economy

Green plastics is the key story. APH is constructing a Polybutylene Adipate Terephthalate (PBAT) factory with planned capacity of 30,000 tons pa and target completion in 2024. PBAT is a key input for biodegradable plastics. Management expects the new project to 1) lower its manufacturing costs by 20–30% and 2) boost biodegradable packaging sales substantially.

**APH is de-emphasizing resin trading as a business focus** as it seeks to improve its profitability while focusing on risk management. Separately, subsidiary NHH benefited from new customers and high-margin plastic mold deliveries in 2022.

Weak 9M23 results... Consolidated 9M23 PAT reached VND 123.4bn, down by -44% YoY. This was mainly driven by a -15% YoY drop in revenue to VND 11.3tn amid low demand. 9M23 gross margin contracted by -1ppt YoY to 9%.

...But some glimmer of hope in 3Q23. 3Q23 PAT rose by +730% QoQ/ +54% YoY to VND 78.6bn. This growth was largely attributable to the +22% QoQ / +4% YoY increase in 3Q23 net revenue. 3Q23 selling costs were up +18% QoQ but down -8% YoY, while financial expenses were down -18% QoQ/ -23% YoY). In addition, net debt to equity eased to 67% in 3Q23, down from 74% in 3Q22.

Annual profit guidance may be a challenge. APH has thus achieved 76% of its target 2023 revenue (VND14.9trn, down -14% YoY) but just 29% of its full-year profit guidance of VND 420 bn (+632% YoY).

**Is the bad news fully discounted?** APH's share price has contracted by 37% since the nearest peak in August, and the stock is now trading at 0.85x PB.

**Risks:** Construction of the PBAT factory is planned for completion in 2024. But the launch could be delayed and demand for biodegradable plastics may not emerge as rapidly as expected, as cost considerations may trump ecological targets among customers (and their governing regulators) during a potential soft patch for developed market economies.

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# ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES ARE LOCATED IN APPENDIX A.

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# **Company profile**

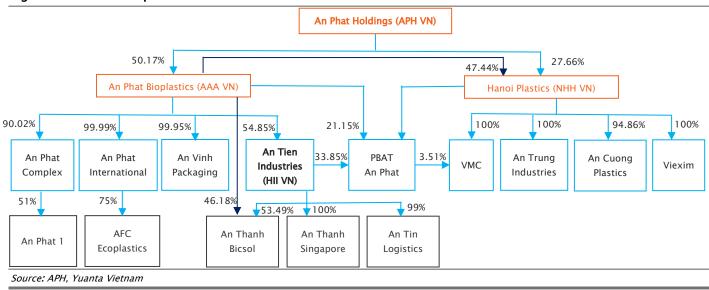
APH is a manufacturer of plastic products and materials. It operates 16 factories with total production capacity of 289,000 MT per annum. The company has a large client base across 70 countries and territories and two R&D centers in Vietnam & Korea.

Fig.1: APH's market presence



APH is the parent company of An Phat Bioplastics (AAA VN, Not Rated), in which APH owns a 50.17% stake. APH also controls Hanoi Plastics (NHH, Not Rated) via its direct 27.66% stake and AAA's 47.44% ownership. As illustrated in the Fig 2 below, APH's ownership structure comprises group 16 member companies:

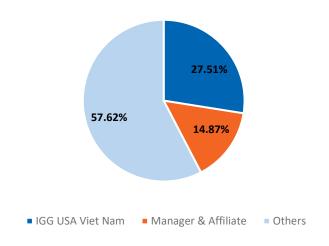
Fig. 2: APH's Ownership structure



**Shareholder structure.** The only major shareholder is IGG USA Viet Nam, which holds 27.51% of APH's outstanding shares as of Nov 8, 2023.

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Fig.3: APH's shareholders (%)

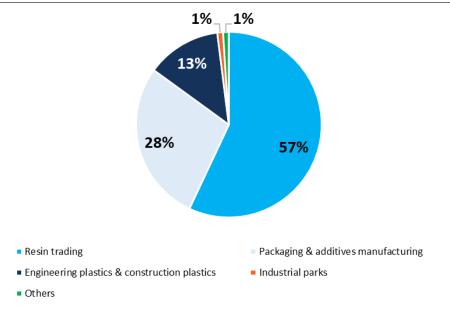


Source: Fiinpro (Data as of Nov 9, 2023), Yuanta Vietnam

### Sizeable resin and additives trading revenues

Resin trading accounted for 57% of APH's total revenue in 2022, followed by packaging & additives manufacturing (28%), Engineering plastics & construction plastics (13%), industrial parks (1%), and others (1%).

Fig.4: APH's consolidated revenue mix by segment 2022



Source: APH's Annual Report 2022, Yuanta Vietnam

**Plastic materials segment:** APH is among Vietnam's top-5 plastic additive manufacturers with an installed capacity of 150,000 tons per year and a top-2 trader of polyethylene (PE) and polypropylene (PP) resins (source: APH's 2022 annual report). Exports account for 90% of the company's total sales.

**Resin trading segment**: APH also purchases resin (mostly PP and PE resins) from oil refineries (e.g., the Binh Son refinery and foreign refineries) for resale to other plastic manufacturers in Vietnam, as well as for re-exporting to China and the USA.

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Fig.5: APH's partners in the resin trading business











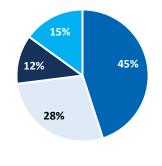


Source: APH, Yuanta Vietnam

Packaging segment: APH consider itself to be among Southeast Asia's leading plastic packaging manufacturers. The company produces and exports monolayer traditional, biodegradable, and industrial bags with a total capacity of 120,000 tons pa. APH's main export markets include the EU (45% of revenue), Japan (28% of revenue), and the US (12% of revenue). APH has built a strong and diversified client base among large global retailers, service packaging providers, and manufacturers.

Fig.6: APH's customer & sales by market 2022





■ EU ■ Japan ■ US ■ Others

Source: APH, Yuanta Vietnam

**Bioplastics segment:** APH manufactures and trades biodegradable products under the ANECO brand and bioplastic resins: PBAT, PBST, PBS. Its capacity is currently relatively small at 3,500 tons pa. As such, this segment currently only contributes 1–2% of total revenue, but APH expects its contribution to grow strongly in the future. This expectation is based on its yet-to-be-completed PBAT factory and assumes that demand for bioplastics will outpace that for traditional plastics in the future, in line with global consumer preferences and regulations (both at home and abroad).

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### Fig.7: APH's bioplastic products

### PBAT (Polybutylene adipate terephthalate)



## Current capacity: 3,500 tons pa

PBST (Polybutylene succinate terephthalate



PBS (Polybutylene succinate)



Raw materials compounding technology	Biodegradable Applicable Product
Biogenpol 4000 series Compounds for injection molding companies	
Biogenpol 8000 series World's best compounding formulation for films	
APEX PLA 3D Filament	
Biogenpol 5000 Series	

Source: APH, Yuanta Vietnam

**Industrial park segment:** An Phat has two industrial parks in Hai Duong province: the An Phat Complex and An Phat 1 IP. Both industrial parks are located in the Hanoi-Hai Phong-Quang Ninh Economic Triangle, about 50km from Hai Phong port.

An Phat Complex IP, formerly known as Viet Hoa-Kenmark Industrial Park, had been abandoned by Taiwanese investors for nearly a decade when APH acquired it in 2018 for VND 756bn. The IP has an area of 46 hectares and its occupancy rate is currently 100%.

An Phat 1 IP (AP1) is under the development of An Phat Complex and is not fully complete. The company was estimated to complete it in 2025. However, as of August 8, AP1's 180ha of total commercial land bank had a 65% occupancy rate and company representative said APH expects the remaining 35% to be leased out in 2024, once the construction is completed (i.e. ~1 year earlier than planned).

Fig.8: APH's industrial parks

# An Phat Complex IP:

- · Area: 46ha
- · Current occupied rate: 100%
- Location: Km47, Highway 5, Viet Hoa District, Hai Duong city, Hai Duong Province

### An Phat 1 IP

- Area: 180 ha (phase 1)
- Officially launch in 2H23
- Location: Km69, Highway 37, Nam Sach District, Hai Duong Province



Source: APH, Yuanta Vietnam

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### Plastic engineering & building materials segment:

APH manufactures engineering components for cars with installed capacity of 15,000 tons pa. It's products include plastic components for motorcycles, household appliances, phones, and electronics. It also manufactures plastic support products such as pallets and plastic crates. This segment's customers include Honda, Vinfast, and Samsung.

APH also manufactures plastic ceiling panels, wall panels, floorings, and interior decoratives. Installed capacity in this segment includes 1mm sqm pa of wall panels and 3mm sqm pa of flooring, and most of its output (90%) is exported to the USA. In addition, APH's customers also include several 4– and 5–star hotel operators in Vietnam, such as Vinpearl.

Fig.9: APH's customers and products



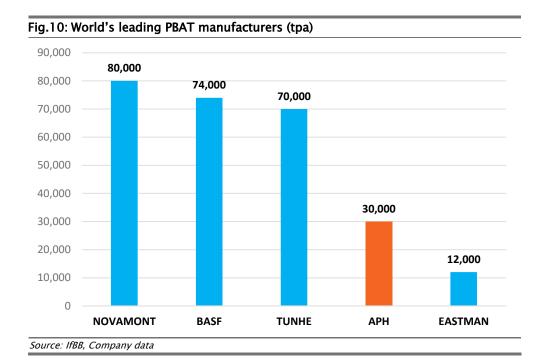
Source: APH, Yuanta Vietnam

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# **New product penetration**

Polybutylene Adipate Terephthalate (PBAT) is an input for biodegradable and compostable plastic products that is experiencing increased global demand as an eco-friendly solution to the problem of plastic waste.

APH is constructing a PBAT factory with investment capital of 120 million USD. The project, which is located in Nam Dinh Vu Industrial Park (Hai Phong) and will have a capacity of 30,000 tons pa, is planned for completion in 2024. Following the commercial launch of this facility, APH will be among the world's top 5 PBAT producers, according to the company's data.



Management expects the factory to reduce their reliance on imports and to improve their ability to penetrate international markets. APH expects this factor to lower its manufacturing costs by 20–30% and to increase its revenues from biodegradable packaging.

**Risks.** Completion of this project may be delayed. Demand remains sluggish, primarily due to the high cost of biodegradable plastics.

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# Weak business results YTD, but balance sheet has been improving

A few glimmers of hope in the 3Q23 results. PAT in 3Q23 rose by +730% QoQ/+54% YoY to VND 78.6bn given 1) Net revenue in 3Q23 rose to VND 3,976bn (+22% QoQ/+4% YoY); 2) Financial expenses dropped by -18% QoQ/-23% YoY to VND 73.3bn and 3) Selling expenses slightly decreased by -8% YoY/ but +18% QoQ to VND 166bn in 3Q23.

However, APH's 9M23 business results were soft, which management ascribes to unfavorable macroeconomic conditions. Specifically, consolidated PAT in 9M23 reached VND 123.4bn, down -44% YoY, while the 9M23 PATMI line was a loss of VND 5.1bn. This weakness was mainly attributed to:

1) 9M23 net revenue decreased -15% YoY to VND 11,336bn.

PAT

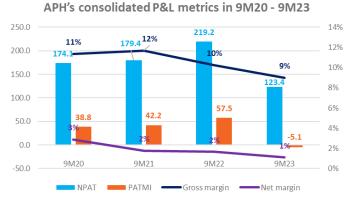
2) Gross margin fell to 9% from 10% in 9M22 as provisioning for inventories increased by 328% YoY to reach VND 13.6bn (vs. VND 3.2bn in 9M22).

**2023 profit guidance appears to be challenging.** APH set out 2023E guidance revenue of VND14,900 bn (-14% YoY) and profit after tax of VND 420 bn (+632% YoY). In 9M23, APH's revenue reached VND 11,336bn (76% of full-year guidance) and PAT of VND 123.4bn (29% of its 2023 target). Based on this performance in 9M23, it is not unreasonable to infer that the revenue plan should be achievable, whereas the full-year PAT target may be a challenge.

Fig.11: Profit margin soured in 9M23...

Fig. 12: ... so 9M23 PAT was just 29% of full-year guidance

The plan of 2023 and Implement of 9M23



Total revenue 76%

30%

40%

50%

60%

70%

80%

29%

Source: APH's Financial Statements, Yuanta Vietnam

The good news: Global prices of polyethylene (PE) and polypropylene (PP) resins have begun to recover from their trough in May 2023 amid a nascent increase in demand. This should at least ease some pressure on profit margin in 4Q23, although PAT guidance would still appear to be a stretch at this point.

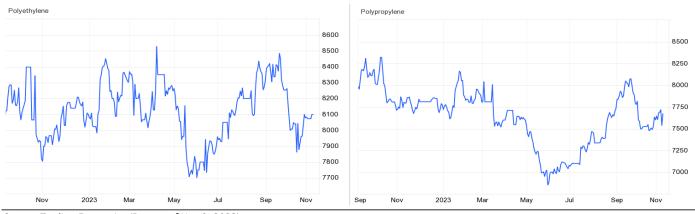
10%

20%

0%

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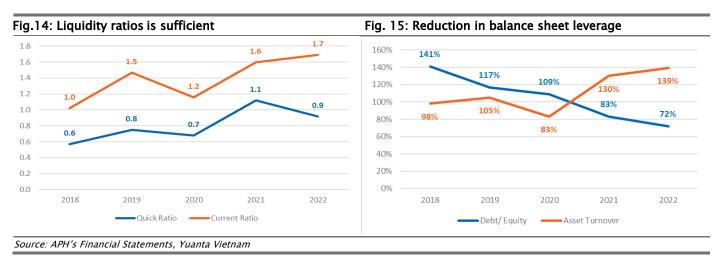
Fig. 13: Polyethylene (PE) and Polypropylene (PP) resins price (CNY/T)



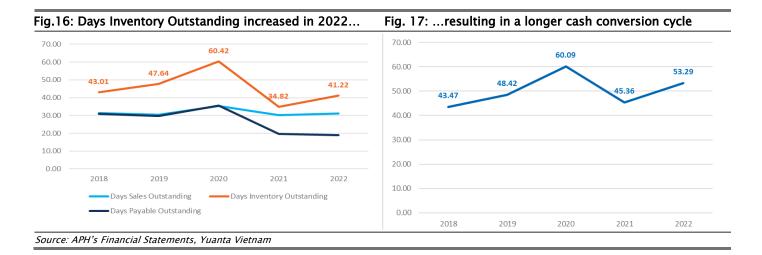
Source: Trading Economics (Data as of Nov 9, 2023)

Balance sheet liquidity appears to be adequate and trending higher. APH's current ratio stood at 1.7x as at 2022, improving from 1.6x at 2021 and 1.2x at 2020.

APH has marginally reduced its leverage in recent years. Total debt to equity decreased to 67% as at 3Q23, down from 74% in 3Q22. APH reduced its debt/equity ratio to 72% in 2022, down from 83% in 2021 and 109% in 2020. Indeed, leverage has fallen steadily since 2018, as illustrated in the figure below.



Cash conversion cycle increased to 53.3 days in 2022, up from 45.6 days in the previous year due to increased inventory days to 41.2 days in 2022, up from 34.8 days in 2021. Management attributes the sluggishness to the overall slowdown in demand.



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# Risks

A possibility exists that the PBAT factory may not be completed on schedule (2024), which (if it occurs) would limit expectations for the company's growth in the medium term.

The biodegradable plastic segment's contribution may not develop as rapidly as hoped. APH notes that governments around the world are likely to postpone the implementation of biodegradation regulations amid the economic downturn.

**Input cost volatility.** Management specifically highlighted the risk of input costs for its margins. Due to the volatility of PBAT input prices, it is difficult to estimate the profitability of the PBAT factory with confidence.

The growth of bioplastic products may be slower than expected. In 2018, APH forecast that the bioplastics sector would develop at a pace of roughly 25% per year. However, the actual growth rate over the past five years has been lower than the company expected. This is surely related to the COVID-19 disruptions, but the current economic outlook remains unclear, and costs of biodegradable plastics are still relatively high, so a surge in global demand may not occur for some time.

**GLOBAL BIOPLASTICS PRODUCTION CAPACITY** 2018 - 2022 2500 2500 2,217 2112 2111 1952 2000 1,792 2000 in 1,000 tonnes 912 1,142 1500 1227 1500 1051 1,050 1000 1000 1200 500 1,075 500 901 884 742 0 0 2018 2019 2020 2021 2022 ■ Biobased/non-biodegradable Biodegradable **Total Capacity** 

Fig.18: Global bioplastics production capacity 2018 - 2022

Source: European Bioplastics

Risk of reduced demand for traditional plastic products. A possible fall in end-consumer spending could result in reduced sales for APH's main clients (manufacturing companies such as Honda, Vinfast, and Samsung), which in turn would impact APH's production and sales.

**Monopoly position is threatened.** SKC Co. of South Korea is planning to build <u>PBAT factory</u> in Vietnam. The plant is scheduled to open in 2025 and produce 70,000 tons of PBAT pa. This will be a strong rival of APH in the bioplastics segment.

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APH VN's Balance Sheet	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
AFTI VIV 3 Dalalice Sheet	31/12/2018	31/12/2019	31/12/2020	31/12/2021	31/12/2022
ASSETS					
Cash And Equivalents	652,350	321,446	1,133,312	2,177,385	2,004,004
Short Term Investments	748,906	1,298,322	778,600	436,156	804,162
Total Cash & ST Investments	1,401,257	1,619,768	1,911,912	2,613,541	2,808,166
Accounts & Notes Receivable	942,087	1,500,988	782,204	1,768,366	1,388,303
Total Receivables	942,087	1,500,988	782,204	1,768,366	1,388,303
Inventories, Net	863,767	1,333,130	1,156,783	1,336,537	2,154,956
Inventories	866,520	1,334,380	1,158,550	1,339,980	2,230,570
Provision for decline in inventor	(2,750)				
r rovision for decime in inventor	(2,750)	-55%			
Other Current Assets	778,552	1,110,421	1,268,916	932,445	785,743
Total Current Assets	3,985,663	5,564,307	5,119,815	6,650,889	7,137,167
Net Property, Plant & Equipment	3,408,380	3,057,887	4,005,385	4,444,080	4,228,491
Net Froperty, Flant & Equipment	3,400,300	3,037,867	4,003,383	4,444,000	4,220,431
Long-term Investments	78,354	162,306	71,500	131,138	81,108
Deferred Charges, LT	709	190	230	6,438	11,801
Other Long-Term Assets	718,156	1,203,307	1,236,599	1,095,522	1,095,593
Total Assets	8,191,262	9,987,997	10,433,530	12,328,068	12,554,160
LIABILITIES					
Accrued Exp.	30,163	91,077	98,372	116,195	116,306
Short-term Borrowings	2,791,406	2,745,026	3,377,172	2,841,924	2,600,336
Accounts Payable	622,978	745,160	639,866	718,878	917,590
Curr. Income Taxes Payable	14,156	32,420	26,622	53,407	30,691
Other Current Liabilities	454,031	167,217	253,726	434,925	570,232
Total Current Liabilities	3,912,734	3,780,900	4,395,759	4,165,330	4,235,155
Long-Term Debt	1,345,000	2,019,937	1,389,070	2,106,866	1,883,280
Unearned Revenue, Non-Current	-	77,442	101,908	89,444	157,370
Other Non-Current Liabilities	9	46,619	154,244	23,491	22,075
Total Liabilities	5,257,743	5,924,897	6,040,980	6,385,131	6,297,880
Pref. Stock, Non-Redeem.	141,149	141,149	73,149	73,149	73,149
Total Pref. Equity	141,149	141,149	73,149	73,149	73,149
	,	,	,	,	,
Minority Interest	1,635,942	1,957,164	2,156,957	3,086,358	3,399,673
Common Stock	1,141,795	1,282,625	1,393,625	1,951,074	2,438,843
Additional Paid In Capital	274,415	485,506	657,286	657,000	169,232
Retained Earnings	(264,084)	188,129	26,422	94,372	73,420
Treasury Stock	-	-	-	-	-
Comprehensive Inc. and Other	4,303	8,527	85,112	80,983	101,963
Total Equity	2,933,520	4,063,100	4,392,550	5,942,937	6,256,280
Total Liabilities And Equity	8,191,262	9,987,997	10,433,530	12,328,068	12,554,160
Supplemental Items					
Total Shares Out. on Filing Date	188	212	230	244	244
Total Shares Out. on Balance Sheet	188	212	230	244	244
Book Value/Share	6,135	9,279	9,399	11,413	11,413
Tangible Book Value	977,059	1,308,786	1,569,349	2,281,603	2,414,814
Tangible Book Value/Share	5,184	6,181	6,821	9,355	9,901
Total Debt	4,136,406	4,764,963	4,766,242	4,948,791	4,483,617
Net Debt	2,735,149	3,145,195	2,854,330	2,335,250	1,675,451
Total Minority Interest	1,635,942	1,957,164	2,156,957	3,086,358	3,399,673
Inventory Method	_	ted average	_		_
	359,105	450,097	399,465	418,490	763,791
Raw Materials in Inventory	333,103				
Raw Materials in Inventory Work in Progress Inventory	15,112	36,970	41,360	111,063	
Raw Materials in Inventory Work in Progress Inventory Finished Goods Inventory	15,112 456,833	808,756	677,291	755,550	1,070,639
Raw Materials in Inventory Work in Progress Inventory Finished Goods Inventory Other Inventory Accounts	15,112 456,833 32,718		677,291 38,667	755,550 51,434	1,070,639 70,238
Raw Materials in Inventory Work in Progress Inventory Finished Goods Inventory	15,112 456,833	808,756	677,291	755,550	250,288 1,070,639 70,238 19,186

ABILIVALLA LA CARACTERIA DE LA CARACTERI	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
APH VN's Income Statement	31/12/2018	31/12/2019		31/12/2021	31/12/2022
Revenue	8,027,319	9,492,257	8,482,354	14,791,545	17,325,877
Other Revenue	19	20,939	2,537	2,326	738
Total Revenue	8,027,338	9,513,196	8,484,891	14,793,871	17,326,615
% Change	0,020,000	19%	-11%	74%	17%
Cost Of Goods Sold	7,353,193	8,431,517	7,529,475	13,095,850	15,808,814
Gross Profit	674,145	1,081,679	955,416	1,698,021	1,517,800
% Change	. ,	60%	-12%	78%	-11%
Selling General & Admin Exp.	295,129	390.619	497,997	1,177,872	1,171,962
R & D Exp.	-	-	-	-	-
Depreciation & Amort.	244,982	267,590	341,205	400,464	405,796
Other Operating Expense/(Income	(211,918)	(200,436)	(229,543)	(279,754)	(300,725)
Operating Expense., Total	328,193	457,774	609,658	1,298,582	1,277,033
% Change	,	39%	33%	113%	-2%
Operating Income	345,952	623,905	345,758	399,439	240,767
operating means	0.0,502	0_0,500	0.5,700	033, 103	= .0,. 0.
Interest Expense	129,275	263,497	266,943	254,936	278,824
Interest Income	40,390	129,317	125,115	115,917	136,333
Net Interest Exp.	88,885	134,180	141,828	139,019	142,491
% Change	00,000	51%	6%	-2%	2%
Currency Exchange (Gains) Loss	25,962	(5,221)	(19,622)	(45,366)	(58,687)
Other Non-Operating Exp. (Inc)	(27,241)	(456,659)	(192,163)	(136,686)	(136,530)
EBT Excl. Unusual Items	258,346	951,605	415,715	442,471	293,493
Gain (Loss) On Sale Of Assets		-	(14,543)	(2,292)	2,028
Legal Settlements	_	_	3,087	-	-,
Other Unusual Items	40,390	129,317	136,571	118,209	134,305
EBT Incl. Unusual Items	217,956	822,288	290,599	326,555	157,160
% Change	,	277%	-65%	12%	-52%
Income Tax Expense	41,835	110,550	48,435	88,105	99,750
Earnings from Cont. Ops.	176,121	711,738	242,165	238,449	57,410
% Change		304%	-66%	-2%	-76%
Minority Int. in Earnings	145,778	273,775	164,833	179,600	76,886
Net Income	30,343	437,963	77,331	58,849	(19,476)
% Change	<u> </u>	1343%	-82%	-24%	-133%
Pref. Dividends	_	_	-		_
Other Adj	9,455	10,896	10,715	5,644	_
	0,100	_0,000		2,2	
NI to Common Incl Extra Items	20,888	427,067	66,616	53,205	(19,476)
Abnormal Losses (Gains)	(3,025)	(313,666)	(32,385)	(44,342)	(14,673)
Tax Effect on Abnormal Items	605	62,733	6,477	8,868	2,935
NI to Common Excl. Extra Items	18,468	176,134	40,708	17,731	(31,214)
Per Share Items	,	,	,	, -	(- , ,
Basic EPS	187	3,433	509	92	(104)
Diluted EPS	_	3,433	509	92	(104)
Dividends per Share	_		_	_	-
Payout Ratio %	_	_	_	_	_
i ayout natio /s					
Supplemental Items					
EBITA	367,407	653,559	379,225	483,355	312,634
EBIT	345,952	623,905	345,758	399,439	240,767
As Reported Total Revenue*	8,027,338	9.513.196	8,484,891	14,793,871	17,326,615
Effective Tax Rate %	19	13	17	27	63
Literative Tax hate 70	19	13	1/	21	03
Normalized Net Income	18,468	176,134	40,708	17,731	(31,214)
Normalized Net IIICOIIIe	10,408	1/0,154	40,708	1/,/31	(31,214)

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APH VN's Cash Flow	<u>FY 2018</u> 31/12/2018	FY 2019 31/12/2019	<u>FY 2020</u> 31/12/2020	<u>FY 2021</u> 31/12/2021	<u>FY 2022</u> 31/12/2022
Net Income	30,343	437,963	77,331	58,849	(19,476)
Depreciation & Amort., Total	266,437	297,244	374,672	484,380	477,663
Other Non-Cash Adj	124,504	(47,084)	199,604	171,414	77,354
Changes in Non-Cash Capital	51,646	(246,939)	195,923	(153,419)	(156,391)
Cash from Ops.	472,930	441,185	847,530	561,224	379,150
Capital Expenditure	(1,753,193)	(534,423)	(421,476)	(851,185)	(281,437)
Sale of Property, Plant, and Equipn	-	8,263	19,599	6,725	6,701
Cash from Investing	(1,753,193)	(526,160)	(401,877)	(844,460)	(274,737)
Long-Term Debt Issued	8,033,646	8,998,620	7,757,011	10,437,669	8,942,216
Long-Term Debt Repaid	(6,345,334)	(8,402,966)	(8,262,026)	(10,358,627)	(9,414,503)
Total Debt Issued/Repaid	1,688,312	595,654	(505,015)	79,042	(472,287)
Pref. Dividends Paid	(103,340)	(61,874)	(76,391)	(88,554)	(5,958)
Total Dividends Paid	(103,340)	(61,874)	(76,391)	(88,554)	(5,958)
Increase in CapItal Stocks	1,431,957	140,232	370,197	1,249,912	764,159
Other Financing Activities	(170.5)	(599.7)	(797.5)	(8,130.4)	21,219.0
Cash from Financing	3,016,758	673,412	(212,007)	1,232,270	307,133
Net Change in Cash	1,736,495	588,437	233,646	949,034	411,546
Supplemental Items					
Cash Interest Paid	127,943	257,933	242,175	245,163	286,235
Cash Taxes Paid	46,143	70,601	66,097	100,358	151,605
Free Cash Flow	(1,280,263)	(93,238)	426,054	(289,960)	97,713
Change in Net Working Capital	51,646	(246,939)	195,923	(153,419)	(156,391)

APH VN's Ratios	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
	31/12/2018	31/12/2019	31/12/2020	31/12/2021	31/12/2022
Profitability					
Return on Assets		4.8%	0.8%	0.5%	-0.29
Return on Capital		11.8%	5.2%	4.2%	1.5%
Return on Equity		27.4%	3.2%	2.2%	-0.79
Margin Analysis					
Gross Margin	8.4%	11.4%	11.3%	11.5%	8.89
SG&A Margin					-
EBITDA Margin	7.6%	9.7%	8.5%	6.0%	4.19
EBIT Margin	4.3%	6.6%	4.1%	2.7%	1.49
Earnings from Cont. Ops Margin	4.3%	6.6%	4.1%	2.7%	1.49
Net Income Margin	0.4%	4.6%	0.9%	0.4%	-0.19
Normalized Net Income Margin	0.2%	1.9%	0.5%	0.1%	-0.29
Free Cash Flow Margin	-15.9%	-1.0%	5.0%	-2.0%	0.69
Asset Turnover					
Total Asset Turnover	1.0x	1.0x	0.8x	1.3x	1.4
Fixed Asset Turnover		2.9x	2.4x	3.5x	4.0
Accounts Receivable Turnover		2.9x	2.4x	3.5x	4.0
Inventory Turnover		7.7x	6.0x	10.5x	9.1
Short Term Liquidity					
Current Ratio	1.0x	1.5x	1.2x	1.6x	1.7
Quick Ratio	0.6x	0.8x	0.7x	1.1x	0.9
Cash from Ops. To Curr Liab	0.4x	0.4x	0.4x	0.6x	0.7
Avg. Days Sales Out.		46.9x	49.2x	31.5x	33.2
Avg. Days Inventory Out.		47.6x	60.5x	34.7x	40.3
Avg. Days Payable Out.		28.1x	34.5x	18.7x	18.0
Avg. Cash Conversion Cycle	43.47x	48.42x	60.09x	45.36x	53.29
Long Term Solvency					
Total Debt/Equity	141.0%	117.3%	108.5%	83.3%	71.79
Total Debt/Capital	58.5%	54.0%	52.0%	45.4%	41.79
LT Debt/Equity	116.3%	102.8%	64.2%	75.7%	67.79
LT Debt/Capital	19.0%	22.9%	15.2%	19.3%	17.59
Total Liabilities/Total Assets	16.4%	21.5%	15.8%	18.0%	16.49
EBIT / Interest Exp.	2.68x	2.37x	1.30x	1.57x	0.86
EBITDA / Interest Exp.	4.74x	3.50x	2.70x	3.47x	2.58
(EBITDA-CAPEX) / Interest Exp.	-8.82x	1.47x	1.12x	0.13x	1.57
Total Debt/EBITDA	6.75x	5.17x	6.62x	5.60x	6.24
Net Debt/EBITDA	4.47x	3.41x	3.96x	2.64x	2.33

Source: Bloomberg, Yuanta Vietnam

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AAA VN's Balance Sheet	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
ASSETS	31/12/2018	31/12/2019	31/12/2020	31/12/2021	31/12/2022
Cash And Equivalents	645,475	291,675	963,717	1,988,171	1,642,978
Short Term Investments	720,906	1,251,822	758,600	436,156	448,656
Total Cash & ST Investments	1,366,381	1,543,497	1,722,317	2,424,327	2,091,634
Accounts & Notes Receivable	985,305	1,263,372	625,173	1,211,867	
Total Receivables	985,305	1,263,372	625,173	1,211,867	1,185,200
Inventories Net	962 740	1 221 502	046 800	007.385	1 700 001
Inventories, Net Inventories	862,749 865,500	1,221,503 1,221,860	946,809 947,200	997,385 997,380	1,790,091 1,861,070
Provision for decline in inventor	(2,750)				(70,980)
% Change	(2,730)	-87%	` '		
Other Current Assets	774,934	942,992	1,201,752	721,032	591,833
Total Current Assets	3,989,369	4,971,364	4,496,051	5,354,611	5,658,759
Net Property, Plant & Equipment	3,406,201	2,597,262	3,132,919	3,479,401	3,265,395
Net Property, Plant & Equipment	3,400,201	2,597,202	3,132,313	3,473,401	3,203,333
Long-term Investments	48,380	184,080	243,656	310,523	
Deferred Charges, LT	709	190	230	2,112	5,423
Other Long-Term Assets	84,507	234,559	696,559	862,879	
Total Assets	7,529,167	7,987,454	8,569,414	10,009,527	10,795,833
LIABILITIES					
Accrued Exp.	28,587	59,075	53,796	65,903	66,825
Short-term Borrowings	2,492,407	2,400,087	2,943,359	2,183,181	1,887,821
Accounts Payable	622,779	604,445	542,480	609,835	754,558
Curr. Income Taxes Payable	14,085	26,948	20,412	39,203	5,235
Other Current Liabilities	48,246	146,091	212,788	384,218	492,043
Total Current Liabilities	3,206,103	3,236,646	3,772,835	3,282,339	3,206,483
Long-Term Debt	1,342,804	1,371,510	617,147	1,175,998	1,242,369
Unearned Revenue, Non-Current	-	77,442	101,908	89,444	157,370
Other Non-Current Liabilities	9	46,619	53,562	7,364	18,426
Total Liabilities	4,548,917	4,732,216	4,545,452	4,555,145	4,624,647
Pref. Stock, Non-Redeem.					
Total Pref. Equity	-	-	-	-	-
Minority Interest	399,364	328,341	426,375	659,891	651,298
Common Stock	1,712,000				3,822,745
Additional Paid In Capital	532,113	/			
Retained Earnings Treasury Stock	265,860	602,686	568,717	706,494	721,688
Comprehensive Inc. and Other	70,913	80,098	119,197	111,061	151,508
Total Equity	2,980,250	3,255,238	4,023,962	5,454,382	6,171,185
	7,529,167	7,987,454	8,569,414	10,009,527	10,795,833
Total Liabilities And Equity	7,323,107	_ , ,			
· ·	7,323,107				
Supplemental Items			244	220	202
Supplemental Items Total Shares Out. on Filing Date	198	198	244	326	382
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet	198 198	198 198	244	326	382
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share	198 198 13,052	198 198 14,802	244 14,748	326 14,687	382 14,440
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value	198 198 13,052 2,580,270	198 198 14,802 2,926,459	244 14,748 3,581,309	326 14,687 4,756,978	382 14,440 5,484,652
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value Tangible Book Value/Share	198 198 13,052 <b>2,580,270</b> 13,049	198 198 14,802 2,926,459 14,800	244 14,748 3,581,309 14,681	326 14,687 <b>4,756,978</b> 14,573	382 14,440 5,484,652 14,347
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value Tangible Book Value/Share Total Debt	198 198 13,052 <b>2,580,270</b> 13,049 3,835,211	198 198 14,802 <b>2,926,459</b> 14,800 3,771,597	244 14,748 <b>3,581,309</b> 14,681 3,560,506	326 14,687 4,756,978 14,573 3,359,179	382 14,440 5,484,652 14,347 3,130,190
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value Tangible Book Value/Share Total Debt Net Debt	198 198 13,052 <b>2,580,270</b> 13,049 3,835,211 2,468,829	198 198 14,802 <b>2,926,459</b> 14,800 3,771,597 2,228,100	244 14,748 3,581,309 14,681 3,560,506 1,838,189	326 14,687 <b>4,756,978</b> 14,573 3,359,179 934,852	382 14,440 <b>5,484,652</b> 14,347 3,130,190 1,038,556
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value Tangible Book Value/Share Total Debt Net Debt Total Minority Interest	198 198 13,052 <b>2,580,270</b> 13,049 3,835,211 2,468,829 399,364	198 14,802 <b>2,926,459</b> 14,800 3,771,597 2,228,100 328,341	244 14,748 3,581,309 14,681 3,560,506 1,838,189 426,375	326 14,687 <b>4,756,978</b> 14,573 3,359,179 934,852 659,891	382 14,440 <b>5,484,652</b> 14,347 3,130,190 1,038,556 651,298
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value Tangible Book Value/Share Total Debt Net Debt Total Minority Interest Inventory Method	198 198 13,052 <b>2,580,270</b> 13,049 3,835,211 2,468,829 399,364 ted average	198 14,802 <b>2,926,459</b> 14,800 3,771,597 2,228,100 328,341 ted average	244 14,748 <b>3,581,309</b> 14,681 3,560,506 1,838,189 426,375 ted average	326 14,687 <b>4,756,978</b> 14,573 3,359,179 934,852 659,891 Ted average	382 14,440 <b>5,484,652</b> 14,347 3,130,190 1,038,556 651,298 ted average
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value Tangible Book Value/Share Total Debt Net Debt Total Minority Interest Inventory Method Raw Materials in Inventory	198 13,052 <b>2,580,270</b> 13,049 3,835,211 2,468,829 399,364 ted average 359,105	198 14,802 <b>2,926,459</b> 14,800 3,771,597 2,228,100 328,341 ted average 401,957	244 14,748 3,581,309 14,681 3,560,506 1,838,189 426,375 ted average 281,183	326 14,687 <b>4,756,978</b> 14,573 3,359,179 934,852 659,891 ted average 284,428	382 14,440 <b>5,484,652</b> 14,347 3,130,190 1,038,556 651,298 ited average 602,084
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value Tangible Book Value/Share Total Debt Net Debt Total Minority Interest Inventory Method Raw Materials in Inventory Work in Progress Inventory	198 19,052 2,580,270 13,049 3,835,211 2,468,829 399,364 ted average 359,105 14,094	198 19,802 2,926,459 14,800 3,771,597 2,228,100 328,341 ted average 401,957 322,538	244 14,748 3,581,309 14,681 3,560,506 1,838,189 426,375 ted average 281,183 291,124	326 14,687 <b>4,756,978</b> 14,573 3,359,179 934,852 659,891 Ted average 284,428 22,097	382 14,440 5,484,652 14,347 3,130,190 1,038,556 651,298 Ted average 602,084 168,969
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value Tangible Book Value/Share Total Debt Net Debt Total Minority Interest Inventory Method Raw Materials in Inventory Work in Progress Inventory Finished Goods Inventory	198 198 13,052 2,580,270 13,049 3,835,211 2,468,829 399,364 ted average 359,105 14,094 454,082	198 198 14,802 2,926,459 14,800 3,771,597 2,228,100 328,341 ted average 401,957 322,538 462,473	244 14,748 3,581,309 14,681 3,560,506 1,838,189 426,375 ted average 281,183 291,124 348,999	326 14,687 <b>4,756,978</b> 14,573 3,359,179 934,852 659,891 ted average 284,428 22,097 662,571	382 14,440 5,484,652 14,347 3,130,190 1,038,556 651,298 ted average 602,084 168,969 988,088
Supplemental Items Total Shares Out. on Filing Date Total Shares Out. on Balance Sheet Book Value/Share Tangible Book Value Tangible Book Value/Share Total Debt Net Debt Total Minority Interest Inventory Method Raw Materials in Inventory Work in Progress Inventory	198 19,052 2,580,270 13,049 3,835,211 2,468,829 399,364 ted average 359,105 14,094	198 19,802 2,926,459 14,800 3,771,597 2,228,100 328,341 ted average 401,957 322,538	244 14,748 3,581,309 14,681 3,560,506 1,838,189 426,375 ted average 281,183 291,124	326 14,687 <b>4,756,978</b> 14,573 3,359,179 934,852 659,891 Ted average 284,428 22,097	382 14,440 5,484,652 14,347 3,130,190 1,038,556 651,298 Ted average 602,084 168,969

AAA VN's Income Statement	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
AAA VIN S IIICOINE Statement	31/12/2018	31/12/2019	31/12/2020	31/12/2021	31/12/2022
Revenue	8,011,554	9,237,135	7,426,022	13,136,887	15,290,222
Other Revenue	19	20,939	2,535	6,222	75
Total Revenue	8,011,573	9,258,073	7,428,557	13,143,110	15,290,297
% Change		16%	-20%	77%	169
Cost Of Goods Sold	7,338,637	8,215,934	6,651,622	11,841,734	14,204,057
Gross Profit	672,936	1,042,139	776,935	1,301,375	1,086,240
% Change		55%	-25%	68%	-179
Selling General & Admin Exp.	247,321	326,295	383,134	888,443	867,57
Depreciation & Amort.	244,834	252,755	283,257	306,236	300,27
Other Operating Expense/(Income	(211,974)	(215,408)	(243,581)	(261,389)	(254,14
Operating Expense., Total	280,181	363,642	422,810	933,290	913,70
Operating Income	392,755	678,497	354,125	368,086	172,53
Interest Expense	125,980	225,422	201,246	151,666	173,680
Interest Income	38,379	119,051	129,797	108,022	100,680
Net Interest Exp.	87,601	106,371	71,449	43,644	73,00
Currency Exchange (Gains) Loss	25,985	(4,995)	(22,426)	(45,262)	(46,29)
Other Non-Operating Exp. (Inc)	(13,195)	(139,323)	(143,444)	(136,186)	(140,920
EBT Excl. Unusual Items	292,364	716,444	448,546	505,890	286,74
Gain (Loss) On Sale Of Assets	-	-	(134)	(2,052)	1,84
Legal Settlements	-	-	3,058	11,718	-
Other Unusual Items	38,379	119,051	126,873	98,356	98,83
EBT Incl. Unusual Items	253,984	597,393	318,749	397,868	186,06
Income Tax Expense	41,835	106,365	35,576	73,725	68,77
Earnings from Cont. Ops.	212,149	491,029	283,173	324,143	117,29
Minority Int. in Earnings	31,888	30,563	20,932	33,902	(35,30
Net Income	180,260	460,466	262,241	290,241	152,59
		155%	-43%	11%	-47
Other Adj	27,039	-	-	52,916	-
NI to Common Incl Extra Items	153,221	460,466	262,241	237,325	152,59
Abnormal Losses (Gains)	-	(22,592)	3,688	12,596	1,84
Tax Effect on Abnormal Items	-	4,518	(738)	(2,519)	(369
NI to Common Excl. Extra Items	153,221	442,392	265,191	247,402	154,076
Per Share Items					
Basic EPS	867	2,329	1,191	813	433
Diluted EPS	867	2,329	1,191	813	433
Dividends per Share	-	865.8	454.5	-	-
Payout Ratio %	-	37.2	42.3	-	-
Supplemental Items					
EBITA	392,872	684,377	357,997	377,785	183,25
EBIT	392,755	678,497	354,125	368,086	172,53
As Reported Total Revenue*	8,011,573	9,258,073	7,428,557	13,143,110	15,290,29
Effective Tax Rate %	16	18	11	19	3'
Normalized Net Income	153.221	442.392	265,191	247.402	154.07

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AAA VN's Cash Flow	<u>FY 2018</u> 31/12/2018	<u>FY 2019</u> 31/12/2019	<u>FY 2020</u> 31/12/2020	<u>FY 2021</u> 31/12/2021	FY 2022 31/12/2022
Net Income	180,260	460,466	262,241	290,241	152,599
Depreciation & Amort., Total	244,951	258,634	287,129	315,935	311,001
Other Non-Cash Adj	17,458	12,737	15,994	38,542	(74,449)
Changes in Non-Cash Capital	(380,599)	(162,775)	183,100	(55,050)	(208,752)
Cash from Ops.	62,070	569,063	748,464	589,668	180,399
Capital Expenditure	(1,698,518)	(503,895)	(271,434)	(668,611)	(168,326)
Sale of Property, Plant, and Equipn	-	8,263	4,113	6,451	5,988
Cash from Investing	(1,698,518)	(495,632)	(267,321)	(662,161)	(162,338)
Long-Term Debt Issued	7,841,446	8,003,696	6,929,547	8,908,162	7,891,353
Long-Term Debt Repaid	(6,397,797)	(7,889,054)	(7,365,248)	(9,166,084)	(8,114,479)
Total Debt Issued/Repaid	1,443,649	114,642	(435,701)	(257,921)	(223,126)
Pref. Dividends Paid	(136,132)	(97,332)	(108,672)	(148,546)	(152)
Total Dividends Paid	(136,132)	(97,332)	(108,672)	(148,546)	(152)
Increase in Capital Stocks	1,418,242	-	569,962	1,145,712	854,221
Other Financing Activities	(174.4)	(599.0)	(786.2)	(8,021.3)	20,528.6
Cash from Financing	2,725,584	16,711	24,803	731,224	651,471
Net Change in Cash	1,089,136	90,142	505,946	658,731	669,532
Supplemental Items	1,003,130	30,142	303,540	030,731	003,332
Cash Interest Paid	124,096	227,771	199,338	151,211	170,168
Cash Taxes Paid	46,143	69,759	49,595	91,995	115,735
Free Cash Flow	(1,636,448)	65,168	477,031	(78,943)	12,073
Change in Net Working Capital	(380,599)	(162,775)	183,100	(55,050)	(208,752)

AAA VN's Ratios	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
AAA VIN S RAUOS	31/12/2018	31/12/2019	31/12/2020	31/12/2021	31/12/2022
Profitability					
Return on Assets	3.0%	5.9%	3.2%	3.1%	1.5%
Return on Capital	5.9%	9.8%	6.3%	5.5%	2.5%
Return on Equity	7.7%	16.7%	8.0%	5.7%	3.0%
Margin Analysis					
Gross Margin	8.4%	11.3%	10.5%	9.9%	7.1%
SG&A Margin					
EBITDA Margin	8.0%	10.1%	8.6%	5.2%	3.2%
EBIT Margin	4.9%	7.3%	4.8%	2.8%	1.1%
Earnings from Cont. Ops Margin	4.9%	7.3%	4.8%	2.8%	1.1%
Net Income Margin	2.3%	5.0%	3.5%	2.2%	1.0%
Normalized Net Income Margin	1.9%	4.8%	3.6%	1.9%	1.0%
Free Cash Flow Margin	-20.4%	0.7%	6.4%	-0.6%	0.1%
Asset Turnover					
Total Asset Turnover	1.3x	1.2x	0.9x	1.4x	1.5x
Fixed Asset Turnover	2.8x	3.1x	2.6x	4.0x	4.5x
Accounts Receivable Turnover	2.8x	3.1x	2.6x	4.0x	4.5x
Inventory Turnover	10.5x	7.9x	6.1x	12.2x	10.2x
Short Term Liquidity					
Current Ratio	1.2x	1.5x	1.2x	1.6x	1.8x
Quick Ratio	0.7x	0.9x	0.6x	1.1x	1.0x
Cash from Ops. To Curr Liab	0.4x	0.5x	0.5x	0.7x	0.7x
Avg. Days Sales Out.	34.9x	44.3x	46.5x	25.5x	28.6x
Avg. Days Inventory Out.	34.8x	46.3x	59.7x	30.0x	35.8x
Avg. Days Payable Out.	27.2x	26.1x	32.9x	17.7x	16.6x
Avg. Cash Conversion Cycle	42.5x	64.5x	73.3x	37.8x	47.8x
Long Term Solvency					
Total Debt/Equity	128.7%	115.9%	88.5%	61.6%	50.7%
Total Debt/Capital	56.3%	53.7%	46.9%	38.1%	33.7%
LT Debt/Equity	52.0%	46.9%	17.2%	24.5%	22.5%
LT Debt/Capital	19.7%	19.5%	8.1%	13.3%	13.4%
Total Liabilities/Total Assets	17.8%	18.7%	9.0%	12.7%	13.1%
EBIT / Interest Exp.	3.12x	3.01x	1.76x	2.43x	0.99x
EBITDA / Interest Exp.	5.06x	4.16x	3.19x	4.51x	2.78x
(EBITDA-CAPEX) / Interest Exp.	-8.42x	1.92x	1.84x	0.10x	1.81x
Total Debt/EBITDA	6.01x	4.02x	5.55x	4.91x	6.47x
Net Debt/EBITDA	3.87x	2.38x	2.87x	1.37x	2.15x

Source: Bloomberg, Yuanta Vietnam

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	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
NHH VN's Balance Sheet		31/12/2019		31/12/2021	
ASSETS					
Cash And Equivalents	29,560	29,652	75,718	88,933	357,141
Short Term Investments	26,000	46,500	20,000	-	28,206
Total Cash & ST Investments	55,560	76,152	95,718	88,933	385,347
Accounts & Notes Receivable	267,078	236,499	200,609	346,389	368,103
Total Receivables	267,078	236,499	200,609	346,389	368,103
Inventories, Net	77,055	111,334	209,321	332,396	366,595
Inventories	77,540	112,230	210,700	335,830	371,230
Provision for decline in inventor	(490)	(890)	(1,380)	(3,440)	(4,630)
% Change		82%	55%	149%	35%
Other Current Assets	15,445	65,155	79,118	75,810	138,493
Total Current Assets	415,138	489,141	584,767	843,528	1,258,538
Net Property, Plant & Equipment	93,488	459,699	870,306	888,462	845,742
Long-term Investments	-	-	-	-	3,000
Deferred Charges, LT	-	-	-	826	373
Other Long-Term Assets	18,444	202,131	246,989	164,053	279,100
Total Assets	527,071	1,150,970	1,702,063	1,896,869	2,386,753
LIABILITIES					
Accrued Exp.	33,946	29,757	16,325	20,833	29,956
Short-term Borrowings	46,478	273,381	361,294	535,513	542,086
Accounts Payable	84,600	149,109	144,001	165,547	277,698
Curr. Income Taxes Payable	5,143	5,308	2,914	12,011	19,630
Other Current Liabilities	15,406	24,787	60,110	56,778	68,470
Total Current Liabilities	185,573	482,343	584,644	790,682	937,839
		475.004	224525	272.004	
Long-Term Debt	-	176,994	334,605	273,004	143,551
Unearned Revenue, Non-Current	-	-	-	470.400	-
Other Non-Current Liabilities	405 570	-	144,137	178,490	3,649
Total Liabilities	185,573	659,337	1,063,386	1,242,176	1,085,039
Pref. Stock, Non-Redeem.					
	-				
Total Pref. Equity	-	-	-	-	-
Minority Interest			1,323	1.584	203
Common Stock	65.000	344,400	364,400	364,400	728,800
Additional Paid In Capital	149	_ ′	_	_	<b>-</b> '
Retained Earnings	185,932	57,821	113,671	129,425	231,332
Treasury Stock	103,332	37,021	113,0/1	143,423	231,332
Comprehensive Inc. and Other	90,417	13,417	13,417	13,417	13,417
Total Equity	341,498	491,634	638,677	654,693	1,301,715
Total Equity	371,730	731,034	030,077	03-,033	1,301,713
Total Liabilities And Equity	527,071	1,150,970	1,702,063	1,896,869	2,386,753
Total Liabilities Allu Equity	321,011	1,130,370	1,702,003	1,030,009	2,300,733

NHH VN's Income Statement	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
	31/12/2018	31/12/2019	31/12/2020	31/12/2021	31/12/2022
Revenue	1,029,381	1,232,539	1,064,156	2,081,209	2,382,501
Other Revenue	-	-	2	2,473	663
Total Revenue	1,029,381	1,232,539	1,064,158	2,083,681	2,383,164
% Change		20%	-14%	96%	14%
Cost Of Goods Sold	892,468	1,073,515	892,474	1,720,760	1,969,409
Gross Profit	136,913	159,023	171,684	362,921	413,755
% Change		16%	8%	111%	14%
Selling General & Admin Exp.	79,704	87,703	71,103	259,314	254,839
Depreciation & Amort.	40,818	30,232	-	93,675	104,676
Other Operating Expense/(Income	(40,024)	(29,265)	2,021	(91,146)	(101,786)
Operating Expense., Total	80,498	88,670	73,124	261,843	257,728
Operating Income	56,414	70,353	98,560	101,078	156,027
Interest Expense	719	15,388	34,897	48,833	43,547
Interest Income	4,418	16,410	5,425	2,556	11,339
Net Interest Exp.	(3,699)	(1,022)	29,473	46,277	32,209
Currency Exchange (Gains) Loss	(712)	(232)	806	(213)	(8,500
Other Non-Operating Exp. (Inc)	(13,635)	(17,181)	(62,500)	(37,603)	(24,327)
EBT Excl. Unusual Items	74,460	88,788	130,781	92,616	156,645
Gain (Loss) On Sale Of Assets	(736)	(325)	(14,184)	(248)	183
Legal Settlements	122	805	75	487	1,500
Other Unusual Items	5,032	15,930	19,534	2,317	9,656
EBT Incl. Unusual Items	70,042	72,379	125,356	90,061	145,307
Income Tax Expense	14,208	15,668	12,859	17,880	33,381
Earnings from Cont. Ops.	55,834	56,711	112,497	72,180	111,926
Minority Int. in Earnings	-	64	-	208	20
Net Income	55,834	56,647	112,497	71,972	111,906
		1%	99%	-36%	55%
Other Adj	-	-	-	-	-
NI to Common Incl Extra Items	55,834	56,647	112,497	71,972	111,906
Abnormal Losses (Gains)	(584)	681	(14,091)	(52,769)	(15,005)
Tax Effect on Abnormal Items	117	(136)	2,818	10,554	3,001
NI to Common Excl. Extra Items	55,367	57,191	101,224	29,757	99,902
Per Share Items					
Basic EPS	2,486	1,253	2,459	1,544	1,944
Diluted EPS	2,486	1,253	2,459	1,544	1,944
Dividends per Share	748.2	755.7	782.0	-	500.0
Payout Ratio %	30.1	60.8	32.4	-	32.6
Supplemental Items					
EBITA	56,675	71,814	100,088	106,973	161,941
EBIT	56,414	70,353	98,560	101,078	156,027
As Reported Total Revenue*	1,029,381	1,232,539	1,064,158	2,083,681	2,383,164
Effective Tax Rate %	20	22	10	20	23
Normalized Net Income	55,367	57,191	101,224	29,757	99,902

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NHH VN's Cash Flow	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
	31/12/2018	31/12/2019	31/12/2020	31/12/2021	31/12/2022
Net Income	55,834	56,647	112,497	71,972	111,906
Depreciation & Amort., Total	41,079	31,693	(4,626)	99,570	110,590
Other Non-Cash Adj	662	(6,100)	10,940	2,867	4,498
Changes in Non-Cash Capital	(18,254)	(193,746)	99,104	(251,443)	(152,879)
Cash from Ops.	79,321	(111,507)	217,915	(77,034)	74,115
Capital Expenditure	(11,339)	(200,677)	(203,070)	(58,810)	(55,773)
Sale of Property, Plant, and Equipn	736	431	15,486	274	712
Cash from Investing	(10,604)	(200,246)	(187,584)	(58,537)	(55,061
Long-Term Debt Issued	109,389	658,081	541,244	990,008	878,930
Long-Term Debt Repaid	(96,060)	(303,403)	(605,678)	(921,103)	(1,003,737
Total Debt Issued/Repaid	13,328	354,678	(64,433)	68,906	(124,808
Pref. Dividends Paid	(13,000)	(16,794)	(34,426)	(36,412)	(1
Total Dividends Paid	(13,000)	(16,794)	(34,426)	(36,412)	(1
Increase in Capital Stocks	-	114,847	89,871	-	546,496
Other Financing Activities	(157.8)	(0.7)	(11.3)	(89.4)	692.6
Cash from Financing	170	452,731	(9,000)	32,404	422,380
Net Change in Cash	68,887	140,978	21,331	(103,166)	441,434
Supplemental Items					
Cash Interest Paid	670	13,914	36,204	52,466	43,472
Cash Taxes Paid	12,185	15,726	16,502	9,298	25,994
Free Cash Flow	67,981	(312,184)	14,844	(135,844)	18,342
Change in Net Working Capital	(18,254)	(193,746)	99,104	(251,443)	(152,879

NHH VN's Ratios	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
WHH VIV'S KALIOS	31/12/2018	31/12/2019	31/12/2020	31/12/2021	31/12/2022
Profitability					
Return on Assets	11.4%	6.8%	7.9%	4.0%	5.2%
Return on Capital	15.6%	10.3%	12.6%	8.0%	8.4%
Return on Equity	17.4%	13.6%	19.9%	11.2%	11.5%
Margin Analysis					
• •	13.3%	12.9%	16.1%	17.4%	17.4%
Gross Margin	13.3%	12.9%	10.1%	17.4%	17.4%
SG&A Margin	9.5%	8.3%	8.8%	9.6%	11.2%
EBITDA Margin	9.5% 5.5%	5.7%	9.3%	4.9%	6.5%
EBIT Margin					
Earnings from Cont. Ops Margin	5.5% 5.4%	5.7% 4.6%	9.3% 10.6%	4.9% 3.5%	6.5% 4.7%
Net Income Margin					
Normalized Net Income Margin	5.4%	4.6%	9.5%	1.4%	4.2%
Free Cash Flow Margin	6.6%	-25.3%	1.4%	-6.5%	0.8%
Asset Turnover					
Total Asset Turnover	2.1x	1.5x	0.7x	1.2x	1.1:
Fixed Asset Turnover	9.3x	4.5x	1.6x	2.4x	2.7
Accounts Receivable Turnover	9.3x	4.5x	1.6x	2.4x	2.7
Inventory Turnover	11.6x	11.4x	5.6x	6.4x	5.6
Short Term Liquidity					
Current Ratio	2.2x	1.0x	1.0x	1.1x	1.3
Quick Ratio	1.7x	0.6x	0.5x	0.6x	0.8
Cash from Ops. To Curr Liab	0.3x	0.0x 0.2x	0.3x 0.2x	0.0x 0.1x	0.6
Avg. Days Sales Out.	64.6x	74.6x	75.2x	47.9x	54.7
Avg. Days Inventory Out.	31.4x	32.0x	65.7x	57.5x	64.8
Avg. Days Payable Out.	29.3x	38.5x	54.2x	30.6x	40.4
Avg. Cash Conversion Cycle	66.7x	68.1x	86.8x	74.7x	79.1
71vg. cush conversion cycle	00.7%	00.1	00.00	74.78	73.1
Long Term Solvency					
Total Debt/Equity	13.6%	91.6%	109.0%	123.5%	52.79
Total Debt/Capital	12.0%	47.8%	52.1%	55.3%	34.5%
LT Debt/Equity	0.0%	36.0%	52.5%	41.8%	11.09
LT Debt/Capital	0.0%	18.8%	25.1%	18.7%	7.29
Total Liabilities/Total Assets	0.0%	15.4%	28.1%	23.8%	6.2%
EBIT / Interest Exp.	78.44x	4.57x	2.82x	2.07x	3.58
EBITDA / Interest Exp.	135.56x	6.63x	2.69x	4.11x	6.12
(EBITDA-CAPEX) / Interest Exp.	119.80x	-6.41x	-3.13x	2.90x	4.84
Total Debt/EBITDA	0.48x	4.41x	7.41x	4.03x	2.57
Net Debt/EBITDA	-0.09x	3.67x	6.39x	3.59x	1.13

Source: Bloomberg, Yuanta Vietnam

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