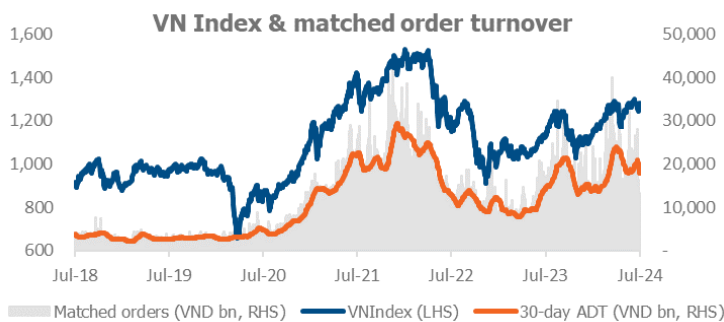


## Strategy: The Dog Days Are Upon Us

**Matthew Smith, CFA**
**Head of Research**
[matthew.smith@yuanta.com](mailto:matthew.smith@yuanta.com)
**Giang Hoang**
**Assistant Analyst**

**An unconvincing bounce.** The VNI closed Friday up +3.0% week-on-week, a solid bounce in percentage terms but one that was less-than-compelling given the striking drop in stock trading volume. The stronger-than-expected 2Q24 GDP result alongside rising CPI inflation and concerns about VND depreciation all suggest a financial system liquidity outlook that may not be conducive to share price increases in the near term. Our recommendation: Remain on a tactically cautious course for now.



### Index, Flows, and FX Performance

- **VNINDEX:** 1283 (+3.0% WoW / +13.6% YTD / +13.1% YoY)
- **VHINDEX:** 242 (+2.0% WoW / +4.9% YTD / +6.4% YoY)
- **UPCOM Index:** 98 (+0.7% WoW / +12.9% YTD / +15.0% YoY)
- **Average daily turnover:** US\$ 656mn (-35.1% WoW)
- **Foreigners net sold US\$85mn** of three-index constituents
- **VND:USD rate:** 25,417 (+15bps WoW / -452bp YTD / -6.53% YoY)

### VN30 Components

Ticker	Closing price (VND K)	WoW chg	Cont to VN30 (WoW)	TTM PE (x)
ACB	24.3	2.1%	5.0%	7
BCM	64.0	0.3%	0.0%	28
BID	47.3	9.4%	2.5%	12
BVH	46.4	0.9%	0.1%	19
CTG	32.7	5.5%	3.5%	9
FPT	138.7	6.3%	26.3%	30
GAS	78.6	2.6%	0.6%	16
GVR	35.1	2.6%	0.4%	55
HDB	24.4	6.1%	7.8%	6
HPG	28.7	1.2%	3.0%	20
MBB	22.8	2.7%	4.4%	6
MSN	76.7	2.7%	3.6%	355
MWG	65.6	5.1%	9.6%	91
PLX	44.0	7.5%	1.0%	17
POW	14.6	-2.0%	-0.3%	44
SAB	58.0	0.0%	0.0%	18
SHB	11.8	3.1%	2.7%	6
SSB	20.9	0.5%	0.3%	13
SSI	34.7	2.1%	1.8%	20
STB	30.1	4.5%	6.2%	7
TCB	23.5	0.6%	1.7%	8
TPB	17.7	2.9%	1.4%	9
VCB	88.0	3.3%	4.3%	15
VHM	38.5	2.1%	2.6%	7
VIB	21.2	1.0%	0.6%	6
VIC	41.4	0.5%	0.6%	17
VJC	101.6	0.1%	0.1%	92
VNM	67.2	2.6%	3.5%	17
VPB	19.2	2.7%	5.9%	13
VRE	20.8	1.7%	0.8%	11

Source: Bloomberg, Yuanta Vietnam. Pricing date: Jul 05, 2024.

**Large caps led the bounce** as indicated by the 93% positive breadth on the VN30 (28 gainers vs. just two losers), which was substantially higher than the 71% positive figure among the broader VNI components. Standouts include FPT (+6% WoW) and MWG (+5%), both of which remained among the top net FINI sells on a full-week basis; with the big banks all catching a bid including BID itself (+9%), CTG (+6%), HDB (+6%), and VPB (+3%). A noteworthy decliner: POW (-2% WoW), following Binh Truong's well-timed and well-reasoned [downgrade to SELL](#) on June 28.

**ADT declined by -35% WoW** across the three exchange platforms to US\$656 million, the second lowest weekly ADT figure of 2024. This implies that confidence remains subdued. A surge beyond the two-year resistance area at around 1300 points is not impossible, but we think that a sustainable upside breakout would require greater levels of volume than this. Our view is that rising interbank rates and OMO liquidity withdrawals (p.6-7) combined with limited upside sentiment catalysts suggest that stock market ADT may remain in the doldrums this week. Sadly, this would be negative for brokers.

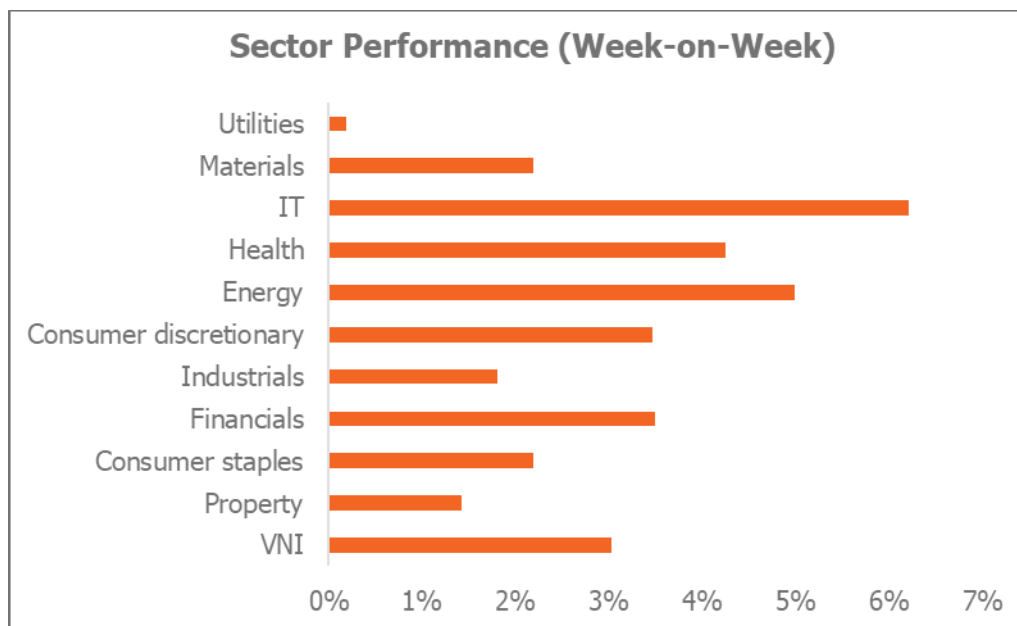
**Foreign investors net sold another US\$85mn** last week, when the top-five net selling targets were VRE (VND714bn), VHM, FPT, HPG, and MWG. Thus, YTD outflows have now reached US\$2,152mn, and foreign ownership of the HSX has declined by 118bp from the YTD peak of January 31 to just 17.17% as of July 5. How low could it go? We reckon that foreigners have net sold around 10% of their liquid (i.e., non-strategic) holdings YTD in 2024. See pages 11-15 of our July 4 report titled "[Negative Waves](#)" for details.

**We expect rangebound trading** ahead of the 2Q earnings season. We see few upside catalysts in the next few weeks, while liquidity conditions may continue to tighten as the SBV acts to support the VND (and to keep inflation under control). As per Merriam Webster's secondary definition of "dog days" – a period of stagnation or inactivity – we think the market is unlikely to break out (up or down) of its recent trading range in the near term.

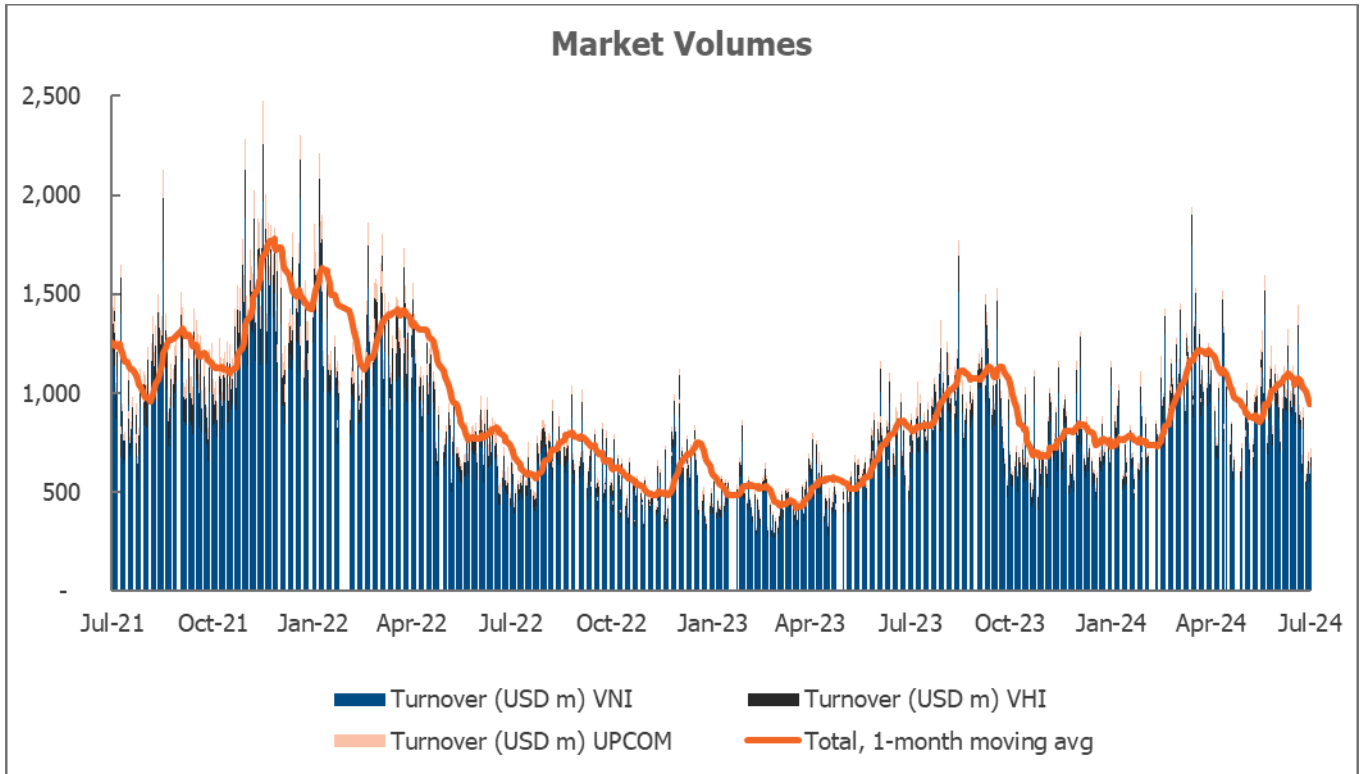
### Yuanta Vietnam Coverage Universe

Sector	Company	Stock code	Market cap (USDm)	3-month ADT (USDm)	Yuanta Rating	Current price (VND)	Target price (VND)	Up (down) side	2024E Dividend yield	12-m TSR*
<b>Banks</b>	Asia Commercial Bank	ACB VN	4,271	9.5	BUY	24,300	28,513	17%	4.1%	21%
	BIDV	BID VN	10,609	3.4	HOLD-Underperform	47,300	52,100	10%	0.0%	10%
	HD Bank	HDB VN	2,796	6.9	BUY	24,400	29,450	21%	4.1%	25%
	MB Bank	MBB VN	4,760	15.6	BUY	22,800	31,980	40%	2.2%	42%
	Sacombank	STB VN	2,233	15.6	HOLD-Outperform	30,100	34,930	16%	0.0%	16%
	Vietcombank	VCB VN	19,352	5.5	BUY	88,000	106,910	21%	0.0%	21%
	Vietnam Prosperity Bank	VPB VN	5,978	14.7	BUY	19,150	22,400	17%	5.2%	22%
<b>Brokers</b>	HCM City Securities	HCM VN	756	8.3	BUY	27,300	28,524	4%	2.9%	7%
	Saigon Securities	SSI VN	2,058	20.7	BUY	34,650	32,187	-7%	1.1%	-6%
	Viet Capital Securities	VCI VN	819	10.0	BUY	47,100	45,580	-3%	2.1%	-1%
	VNDirect Securities	VND VN	994	10.8	BUY	16,600	24,019	45%	2.8%	47%
<b>Energy</b>	PV POW	POW VN	1,345	6.5	SELL	14,600	13,358	-9%	0.0%	-9%
	PV NT2	NT2 VN	249	0.8	SELL	21,950	19,318	-12%	9.1%	-3%
	PCC1	PC1 VN	358	4.8	BUY	29,250	34,268	17%	0.0%	17%
<b>Consumer</b>	Masan Group	MSN VN	4,341	15.7	Suspended	76,700	N/A	N/A	0.0%	N/A
	Phu Nhuan Jewelry	PNJ VN	1,251	5.0	HOLD-Underperform	95,000	90,100	-5%	0.0%	-5%
	Digiworld	DGW VN	424	4.6	Suspended	64,500	N/A	N/A	0.0%	N/A
	FPT Digital Retail	FRT VN	965	4.6	BUY	180,000	166,800	-7%	0.0%	-7%
	Mobile World Group	MWG VN	3,773	23.0	BUY	65,600	59,300	-10%	0.0%	-10%
<b>Oil &amp; GAS</b>	PV Drilling	PVD VN	654	6.1	BUY	29,900	38,259	28%	0.0%	28%
<b>Property</b>	Kinh Bac City	KBC VN	876	6.7	BUY	29,000	38,300	32%	0.0%	32%
	Dat Xanh Group	DXG VN	425	6.1	BUY	15,000	20,700	38%	0.0%	38%
	Khang Dien House	KDH VN	1,205	4.4	BUY	38,300	47,300	23%	0.0%	23%
	Nam Long	NLG VN	666	4.6	HOLD-Underperform	44,000	37,800	-14%	1.1%	-13%
	Novaland	NVL VN	1,013	12.8	Coverage Suspended	13,200	-	-	-	-
	Vinhomes	VHM VN	6,588	13.5	BUY	38,450	58,444	52%	0.0%	52%
	Vincom Retail	VRE VN	1,860	7.5	BUY	20,800	38,000	83%	0.0%	83%
<b>Transport</b>	Airports Corp Vietnam	ACV VN	10,664	2.0	HOLD-Underperform	124,500	76,400	-39%	0.0%	-39%
<b>Industrials</b>	Dohaco	DHC VN	128	0.7	BUY	40,550	63,571	57%	8.8%	66%
	Biwase	BWE VN	390	0.8	BUY	45,050	70,902	57%	4.4%	62%
<b>Technology</b>	FPT Corporation	FPT VN	7,970	26.2	BUY	138,700	144,660	4%	1.4%	6%

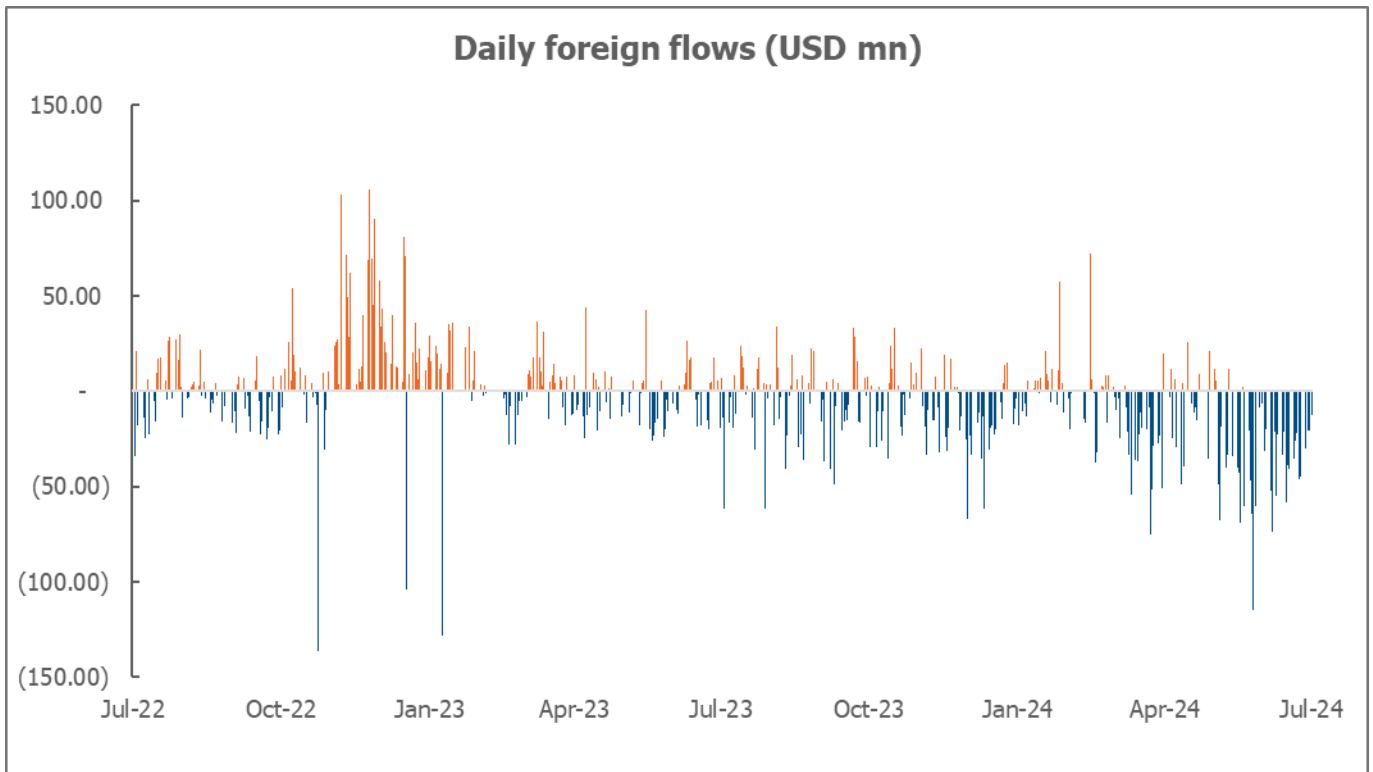
\*Notes: 1) TSR = Total shareholder return over the next 12 months inclusive of expected share price change and dividends. 2) 3-month ADT refers to matched orders and does not include put-through blocks. 3) Stock ratings and pricing data is as of close on Jul 05, 2024



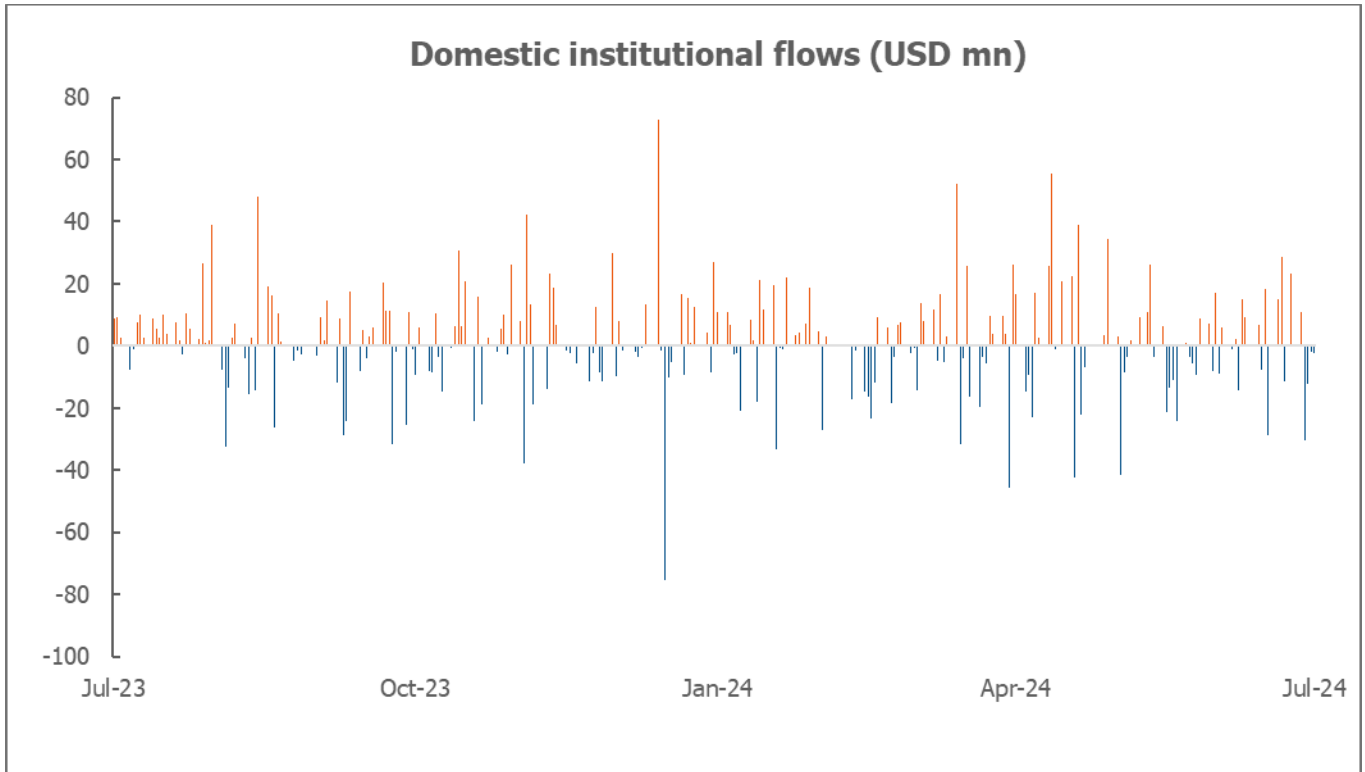
Source: Bloomberg (Jul 05)



Source: FiinPro, Yuanta Vietnam (Jul 05)

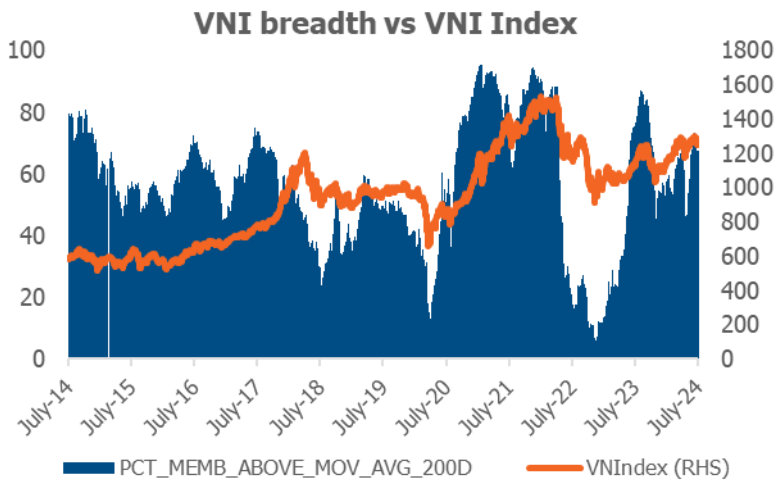


Source: FiinPro, Yuanta Vietnam (Jul 05)



Source: FiinPro, Yuanta Vietnam (Jul 05)

Weekly breadth was positive on both VN30 and VNIndex.



Source: Bloomberg, Yuanta Vietnam (Jul 05)

VN 30 breadth			
	WoW	MoM	YTD
Gainers	28	12	24
Losers	2	18	6

Source: Bloomberg (Jul 05, 2024)

VNI breadth			
	WoW	MoM	YTD
Gainers	257	168	260
Losers	107	215	121

Source: Bloomberg (Jul 05, 2024)

## 2Q24 GDP surprised on the upside with +6.9% YoY Growth

- Growth was driven primarily by the industrial and construction sectors.
- June industrial output posted double-digit YoY growth while the manufacturing PMI soared to 54.7, indicating a substantial improvement in business conditions.
- Retail consumption softened MoM but continues to grow YoY.
- However, inflation has increased sharply — a key macro risk -- and is now running at just slightly below the government’s target cap of 4.5%.
- See pages 35-44) of our Monthly Strategy report titled “Negative Waves” for details.
- <https://yuanta.com.vn/wp-content/uploads/2024/07/Yuanta-Vietnam-Monthly-Market-Round-Up-July-2024.pdf>

## Bank Sector: Which factors impact P/B of Vietnam banks?

- Follow up on the “Underpriced framework” discussed previously, Tanh has added a few more factors into his screen: NPL ratio, Beta, Dividend payout ratio, and earnings growth.
- He then ran a regression analysis to see which factors most impact P/B valuations of the listed Vietnamese banks.
- Based on the regression results, the predicted the P/B for each bank is as follows:

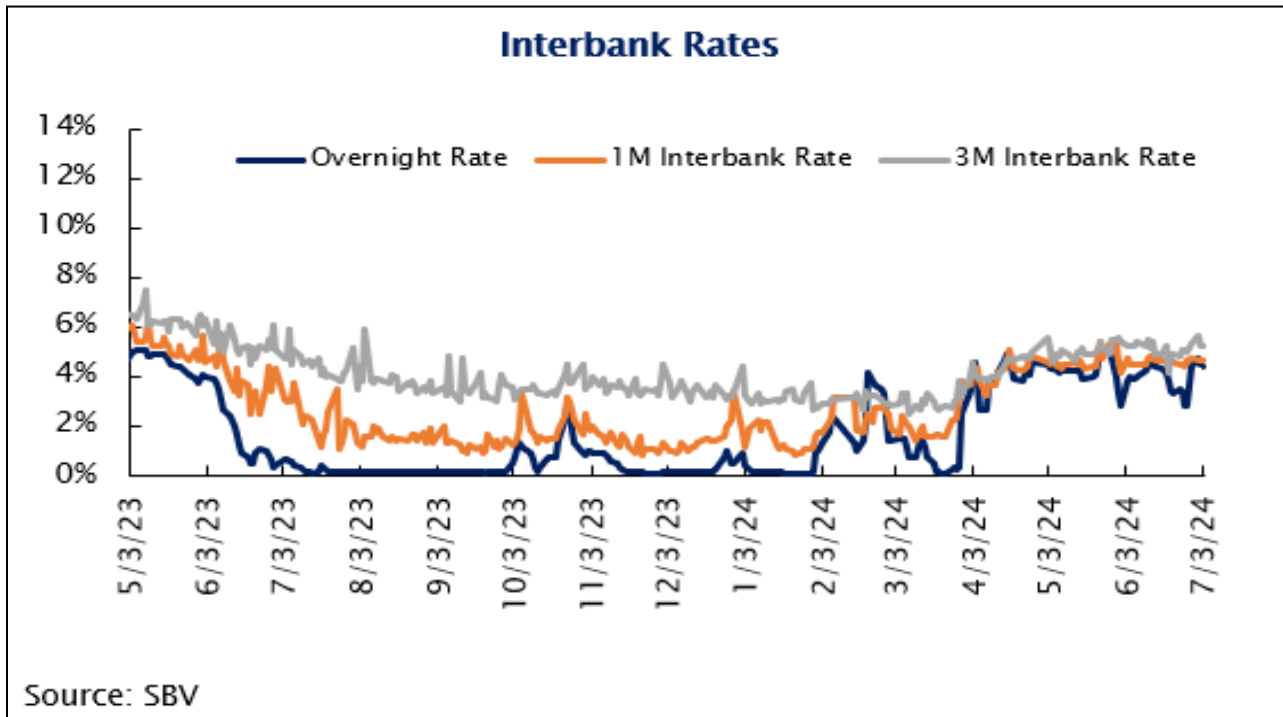
Company Name	Bloomberg Ticker	Ticker	Current Price to Book	ROE LY	Predicted Price to Book	% Under or over valued
VIETNAM ASIA COMMERCIAL JSB	VAB VN	VAB	0.70	9.90%	1.29	-46.16%
SAIGON - HANOI COMMERCIAL	SHB VN	SHB	0.82	16.13%	1.42	-42.44%
KIEN LONG COMMERCIAL JOINT S	KLB VN	KLB	0.78	10.49%	1.31	-40.53%
AN BINH COMMERCIAL JOINT STO	ABB VN	ABB	0.67	3.42%	1.12	-40.19%
VIETNAM THUONG TIN CJSB	VBB VN	VBB	0.78	9.84%	1.27	-38.44%
VIETNAM MARITIME COMMERCIAL	MSB VN	MSB	0.94	16.03%	1.41	-33.05%
NAM A COMMERCIAL JSB	NAB VN	NAB	1.10	18.80%	1.48	-25.86%
ORIENT COMMERCIAL JOINT STOC	OCB VN	OCB	1.09	15.28%	1.41	-22.94%
BAC A COMMERCIAL JSC	BAB VN	BAB	0.99	8.07%	1.26	-21.42%
MILITARY COMMERCIAL JOINT	MBB VN	MBB	1.26	24.51%	1.55	-18.43%
SAIGON THUONG TIN COMMERCIAL	STB VN	STB	1.25	18.30%	1.46	-14.48%
VIETNAM PROSPERITY JSC BANK	VPB VN	VPB	1.12	8.68%	1.27	-12.08%
TIEN PHONG COMMERCIAL JOINT	TPB VN	TPB	1.22	13.74%	1.38	-11.56%
VIETNAM TECHNOLOGICAL & COMM	TCB VN	TCB	1.27	14.84%	1.41	-9.65%
HDBANK	HDB VN	HDB	1.46	24.74%	1.61	-9.01%
SAIGON BANK INDUSTRY & TRADE	SGB VN	SGB	1.12	6.70%	1.22	-8.34%
ASIA COMMERCIAL BANK	ACB VN	ACB	1.48	24.80%	1.56	-4.88%
VIETNAM INTERNATIONAL JSB	VIB VN	VIB	1.51	24.26%	1.56	-3.30%
VIET CAPITAL COMMERCIAL JOIN	BVB VN	BVB	1.11	1.04%	1.13	-2.10%
VIETNAM JS COMMERCIAL BANK F	CTG VN	CTG	1.40	17.07%	1.43	-1.87%
VIETNAM EXPORT-IMPORT COMMER	EIB VN	EIB	1.45	10.09%	1.28	12.73%
LIEN VIET POST JSC	LPB VN	LPB	1.87	19.16%	1.50	24.91%
SOUTHEAST ASIA COMMERCIAL JO	SSB VN	SSB	1.72	13.01%	1.37	24.92%
NATIONAL COMMERCIAL CITIZEN	NVB VN	NVB	1.11	-12.33%	0.80	39.09%
PETROLIMEX GROUP COMMERCIAL	PGB VN	PGB	1.76	5.72%	1.20	46.58%
BANK FOR INVESTMENT AND DEVE	BID VN	BID	2.22	19.82%	1.48	50.13%
BANK FOR FOREIGN TRADE JSC	VCB VN	VCB	2.85	21.57%	1.50	89.62%

- Further discussion from Tanh:
- “Please note that I am not suggesting buying all banks that are undervalued or selling those that overvalued banks based on the results shown in the table.
- For example, VCB appears overvalued based on the regression results. But we think that VCB deserves a premium given its scale and status as Vietnam’s best-quality bank.

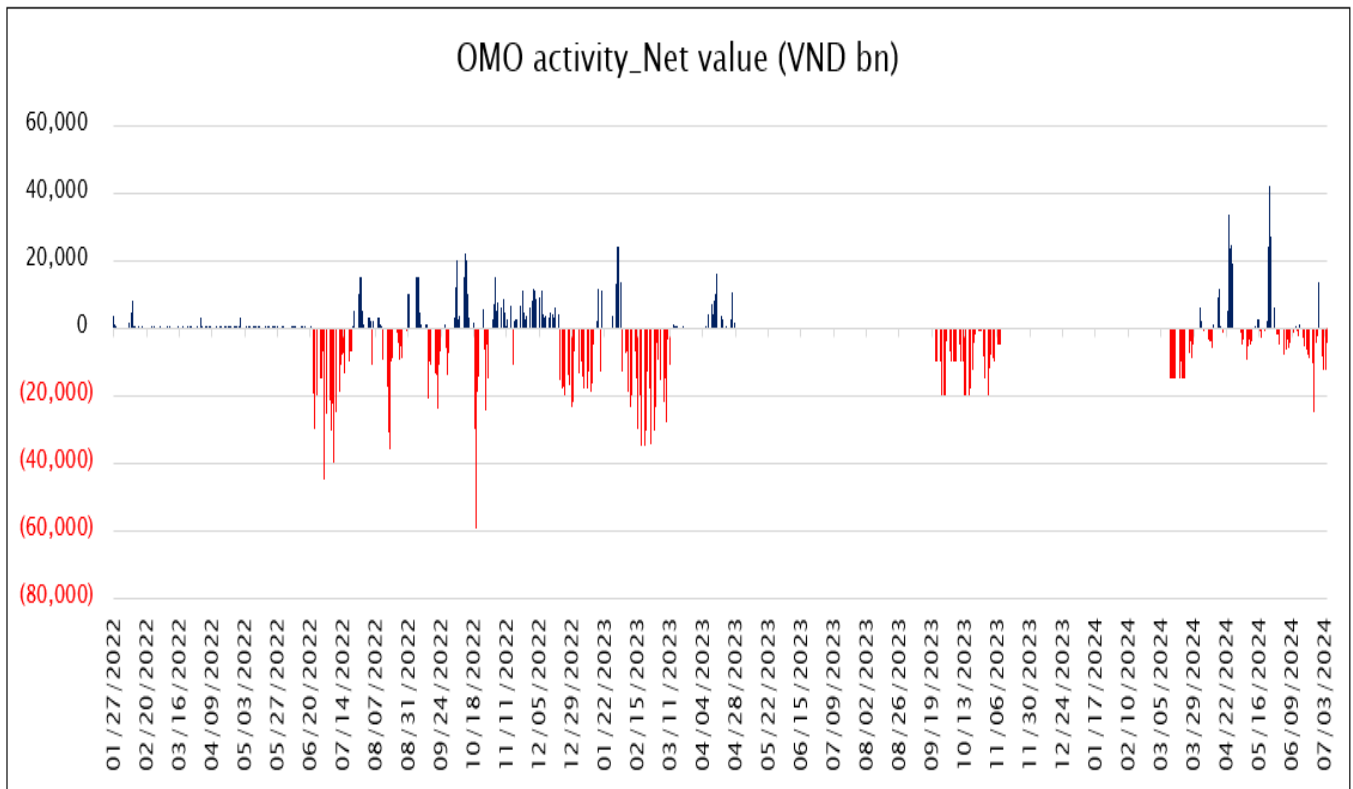
- However, the screen also suggests that value has emerged in some names.
- For example, several banks under our coverage are undervalued based on this regression output: HDB (by -9%), VPB (by -12%), and MBB (by -18%).”

### Banks – Financial system liquidity tightens up again

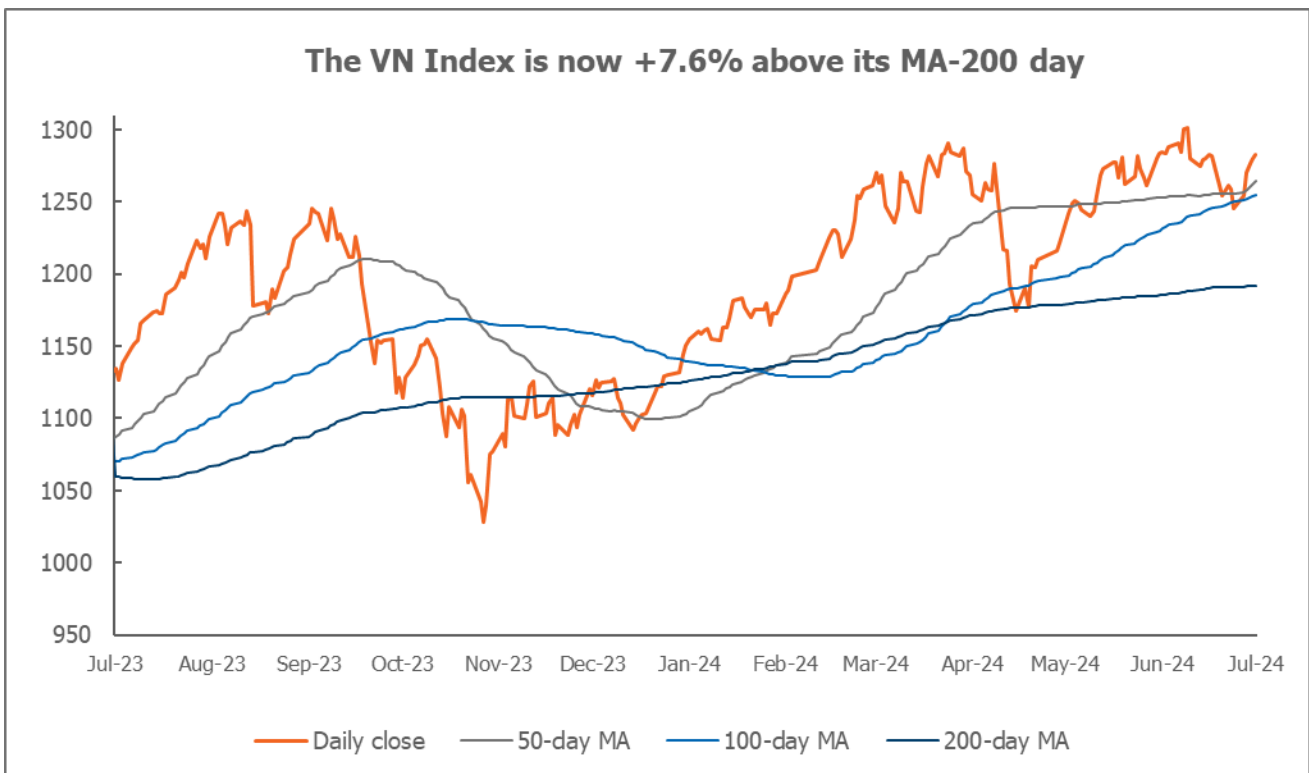
- Liquidity tightened substantially this week.
- The overnight rate jumped by +161bp WoW to 4.45% on Jul 3.
- The 1M interbank rate increased by +30bp WoW to 4.69% on Jul 3.



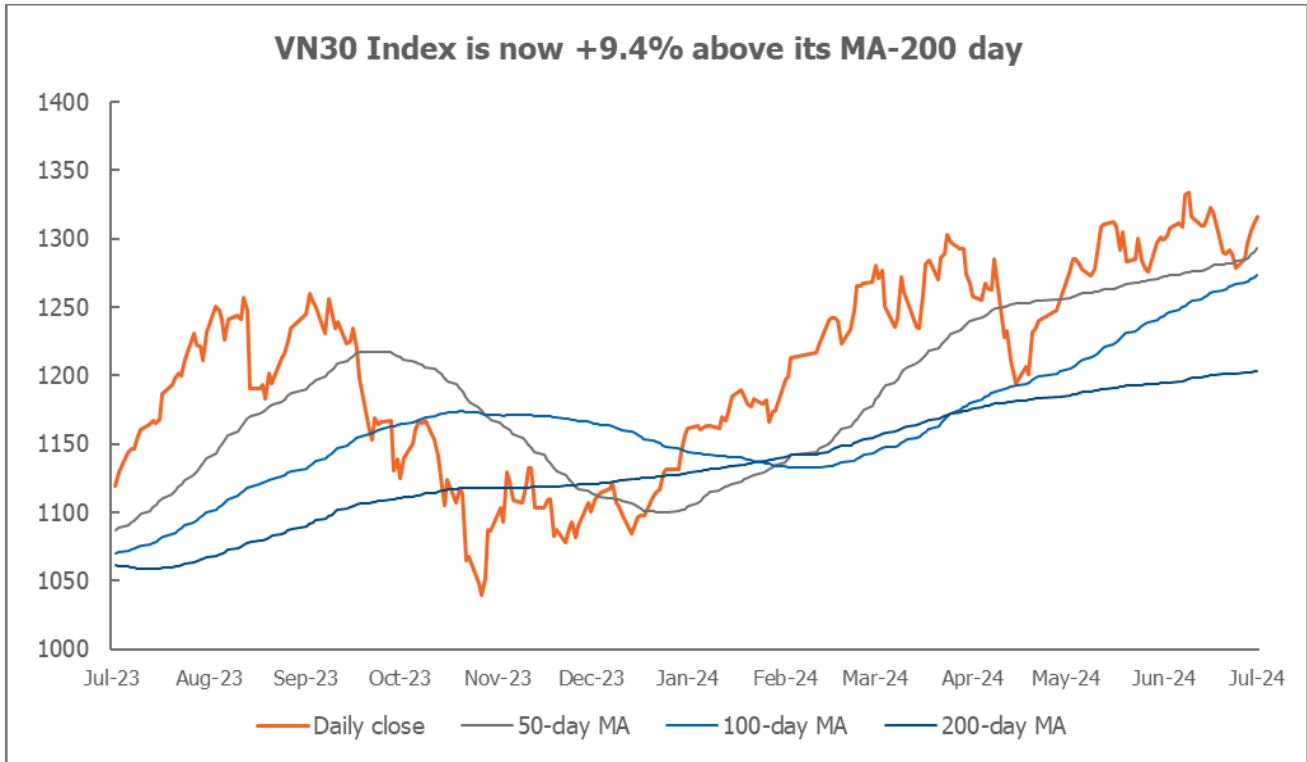
- **Open market operations:** In June, the SBV issued VND122tn in 14-day and 28-day T-bills, whereas it withdrew VND28tn in 7-day notes.
- The SBV increased the T-bill rates by 25bps to 4.5% on Jun 26, pushing up interbank rates as it seeks to counter pressure on the VND’s exchange rate.



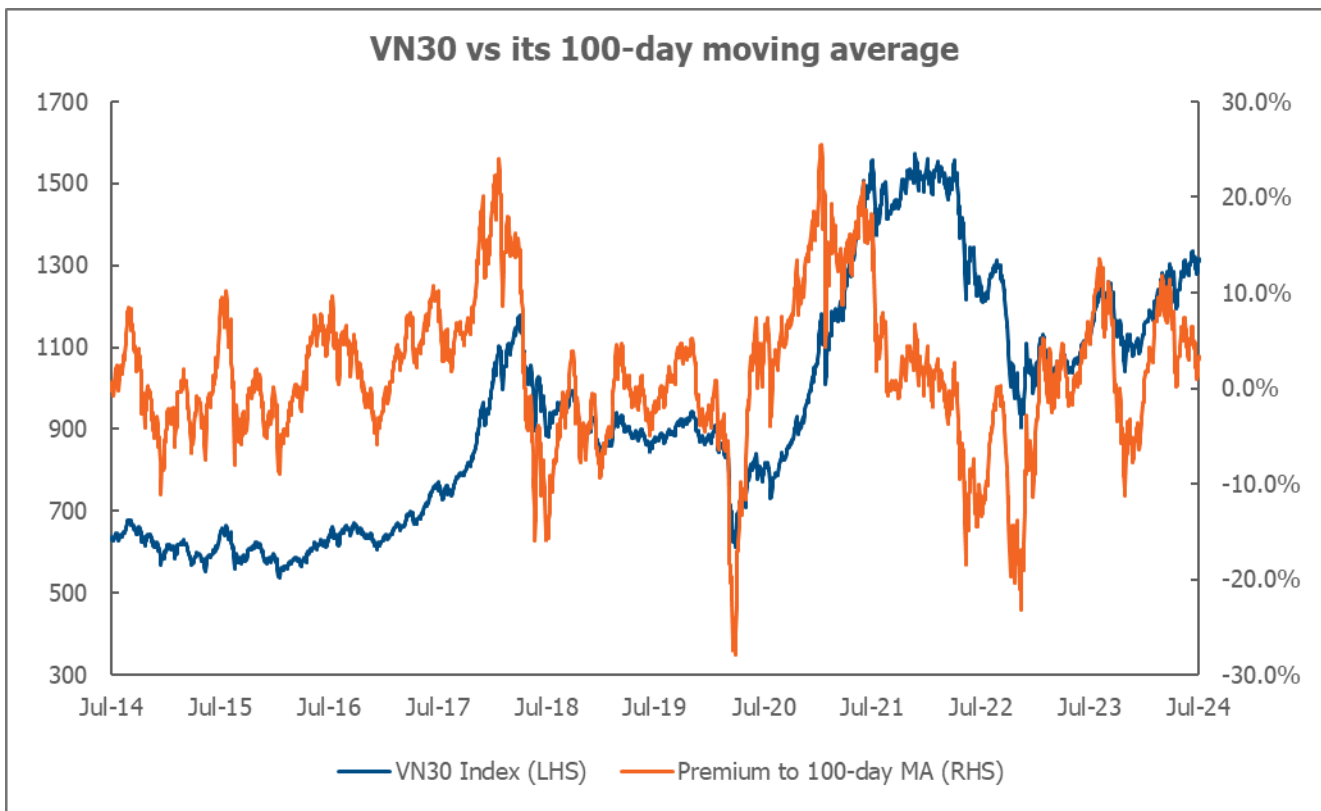
Source: SBV



Source: Bloomberg, Yuanta Vietnam (Jul 05)

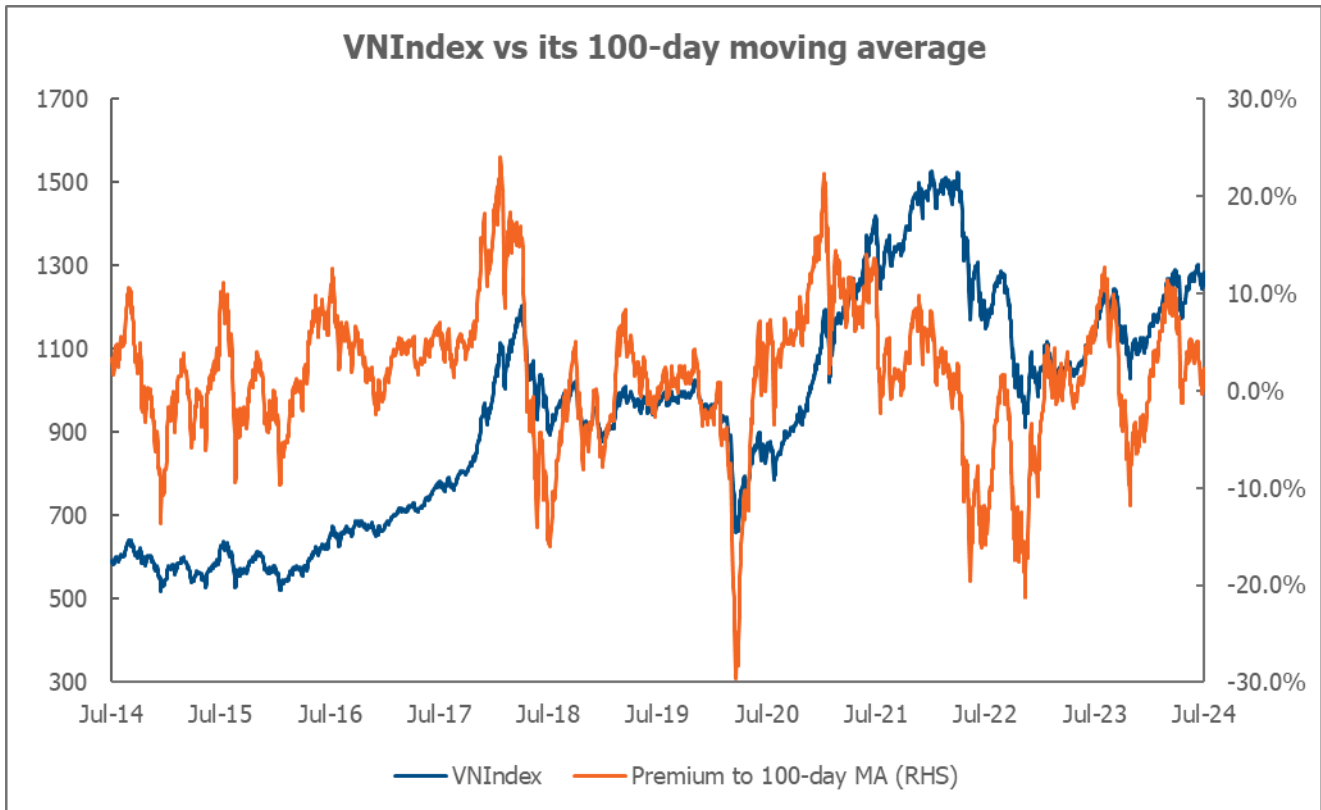


Source: Bloomberg, Yuanta Vietnam (Jul 05)



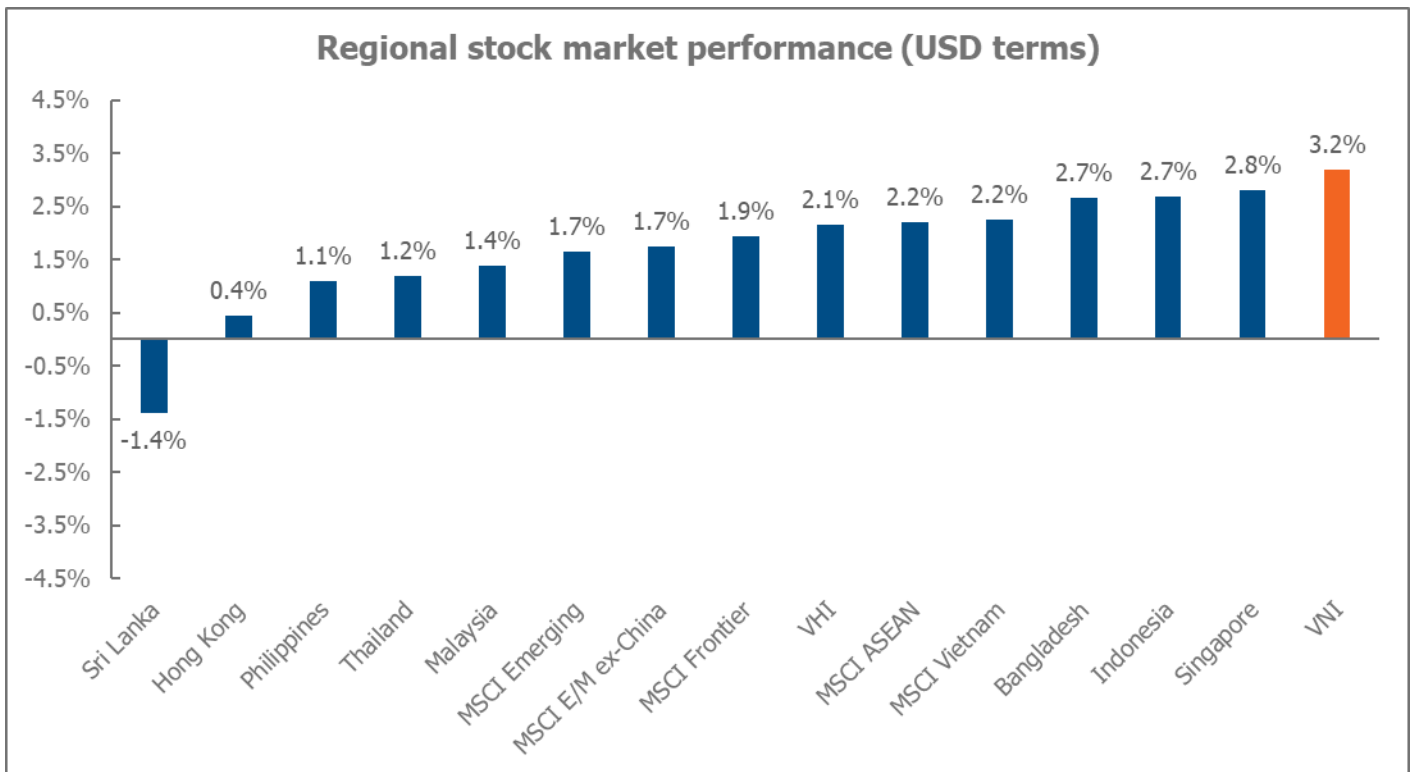
Source: Bloomberg, Yuanta Vietnam (Jul 05)





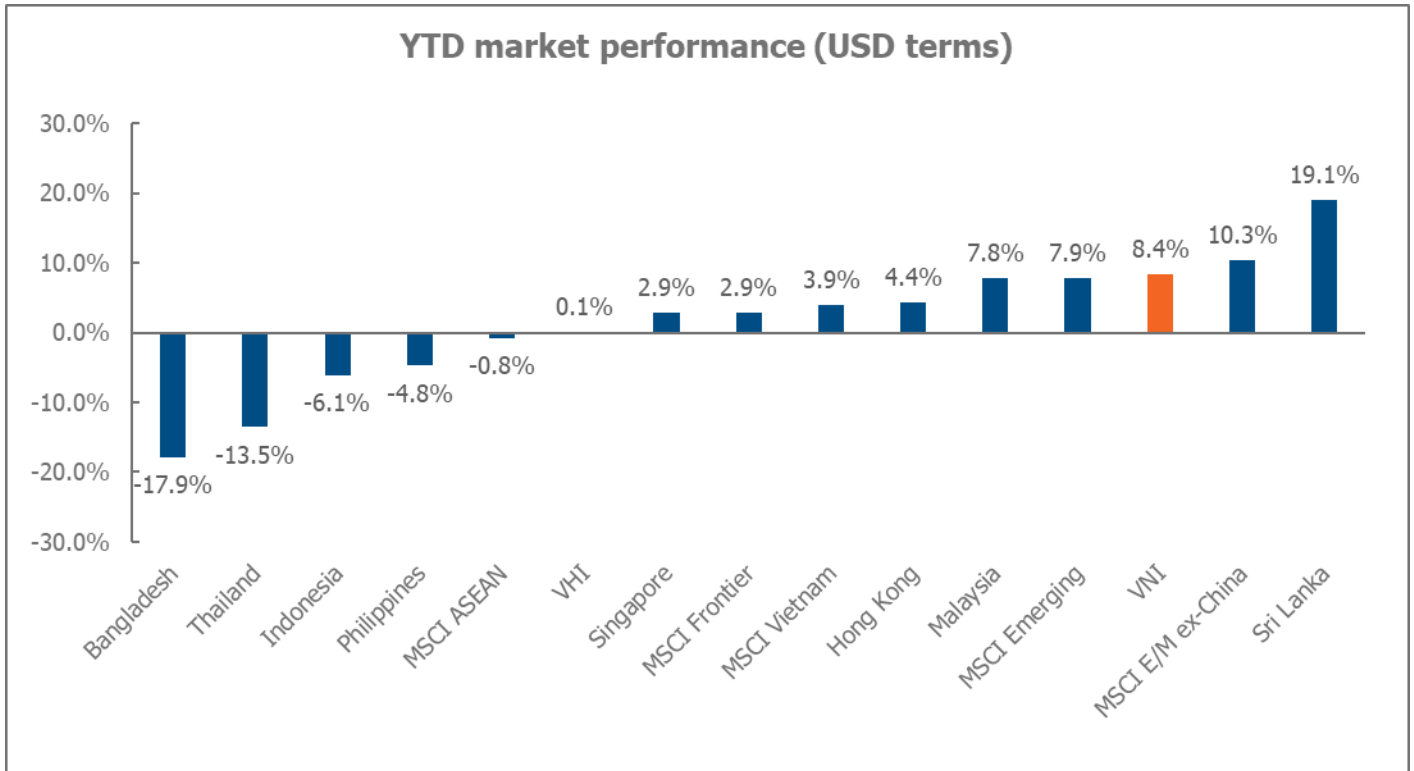
Source: Bloomberg, Yuanta Vietnam (Jul 05)

The VNI was up by +3.2% WoW (in USD terms) ...



Source: Bloomberg, Yuanta Vietnam (Jul 05)

... and up by +8.4% since Jan 1, 2024 in USD terms

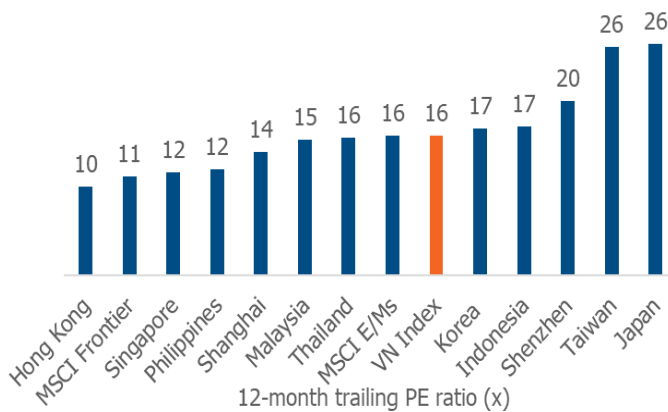


Source: Bloomberg, Yuanta Vietnam (Jul 05)

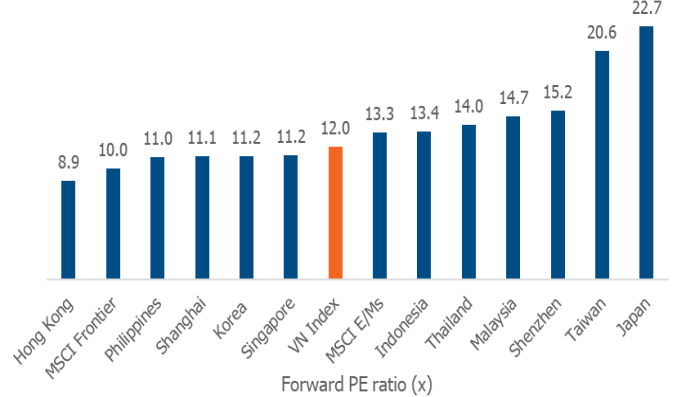
Vietnam stocks no longer look cheap vs. the region on a trailing P/E basis...

...and forward P/E at 12.0x.

Regional stock market: Trailing PE multiples



Regional stock market: 2024E PE multiples

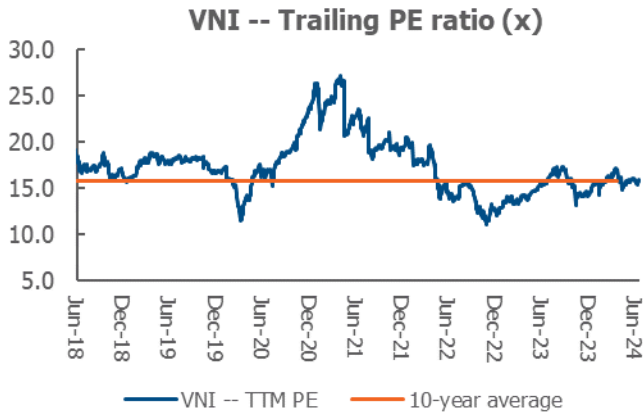


Source: Bloomberg, Yuanta Vietnam (Jul 05)

Source: Bloomberg (2024E consensus PE), Yuanta Vietnam (Jul 05)

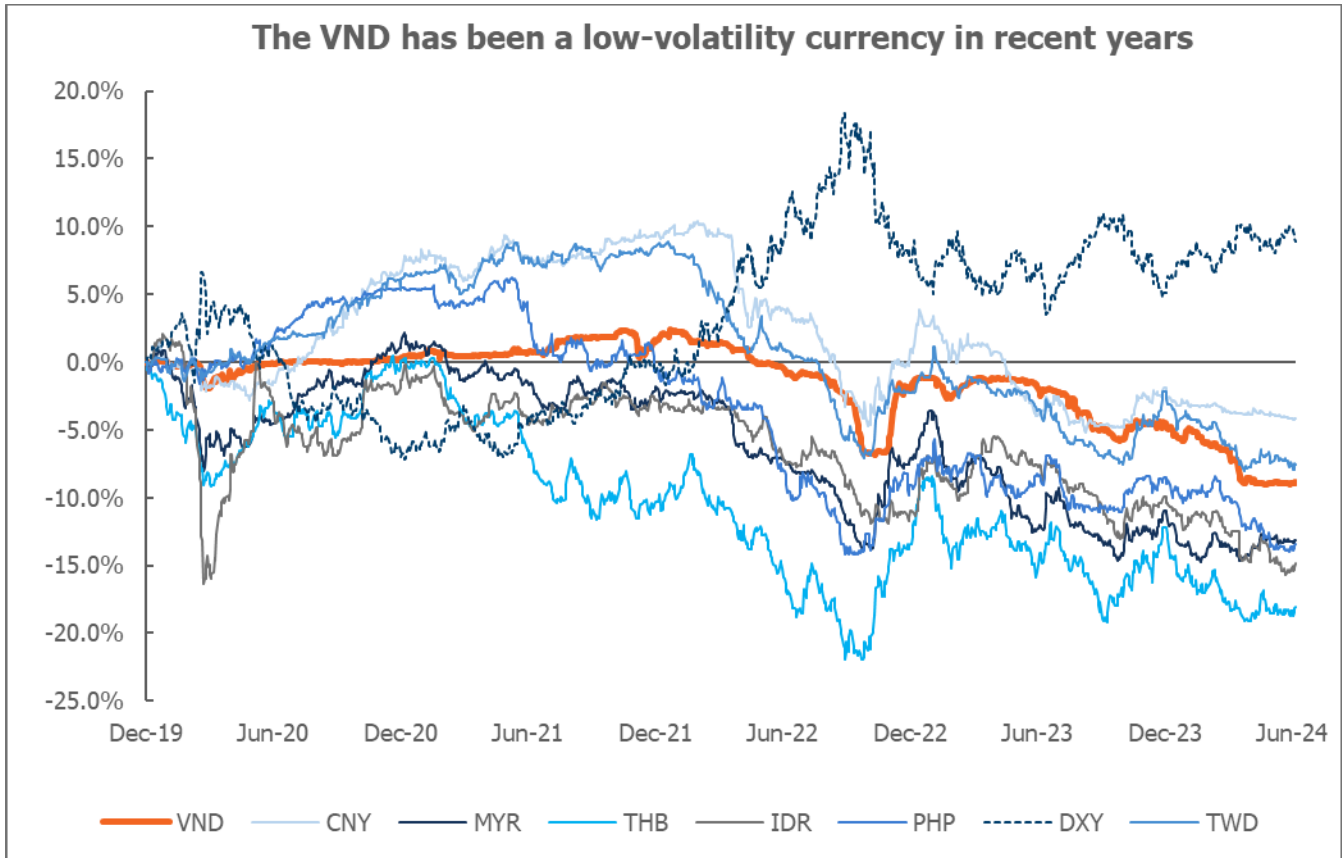
The VNI's trailing PE ratio is now 15.9x.

The mainboard's 2024E PE is now 12.0x, based on Bloomberg consensus.

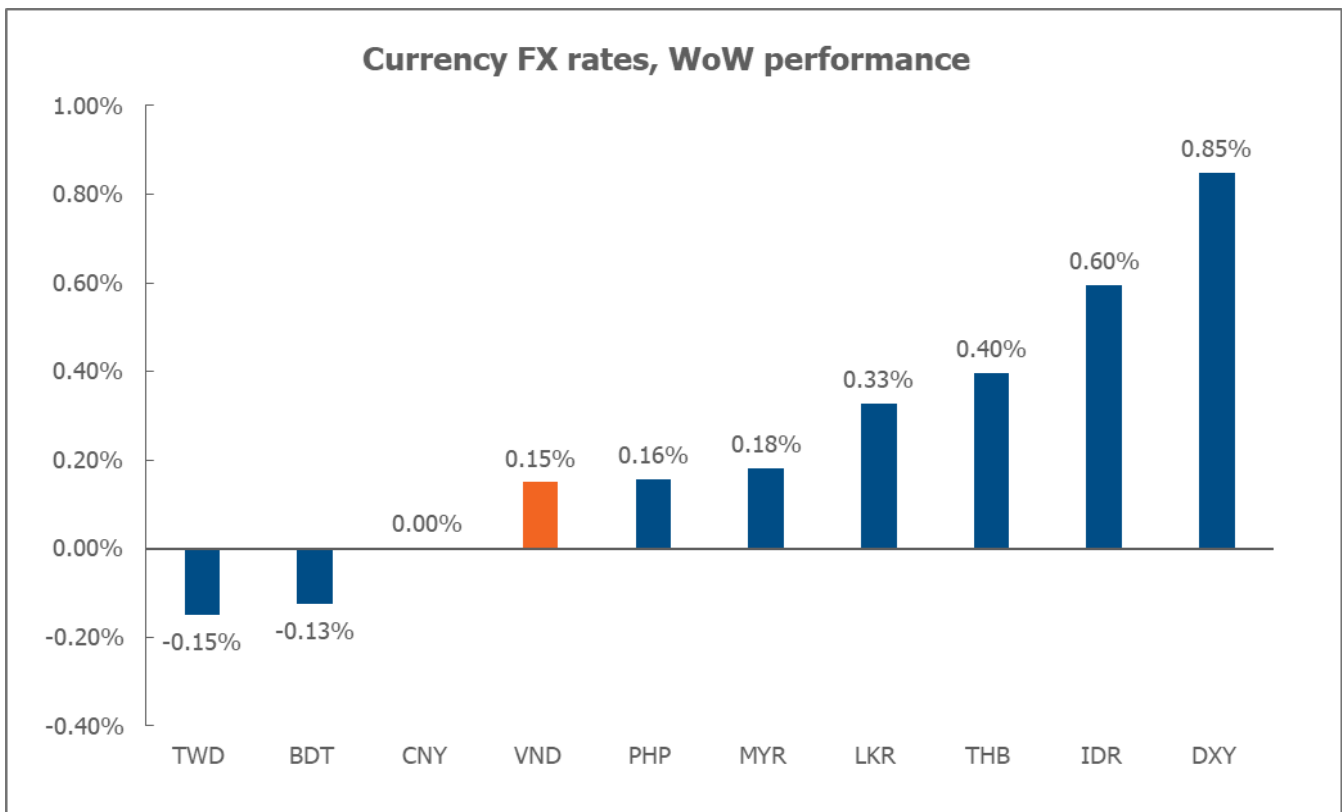


Source: Bloomberg, Yuanta Vietnam

Source: Bloomberg (2024E consensus PE), Yuanta Vietnam



Source: Bloomberg, Yuanta Vietnam (Jul 05)

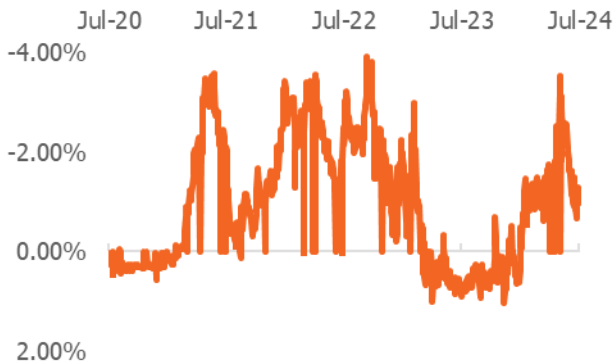


Source: Bloomberg, Yuanta Vietnam (Jul 05)

**US dollar cash premium to the official bank rate came down from a quarter-end spike.**

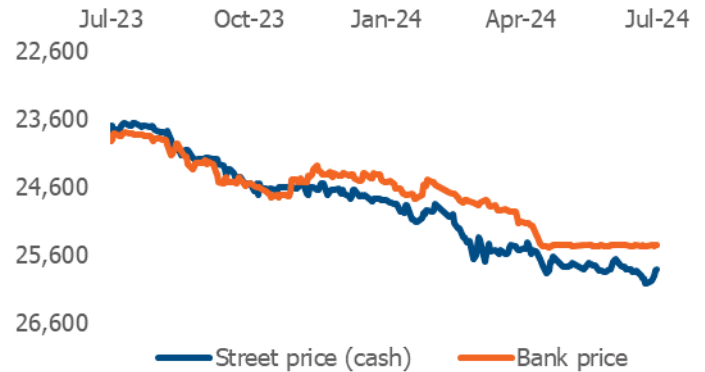
**...as the official rate has flat-lined, whereas the street price is driven more by demand factors.**

**Cash rate vs bank rate for buying USD with VND**



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

**VND rates to buy USD**

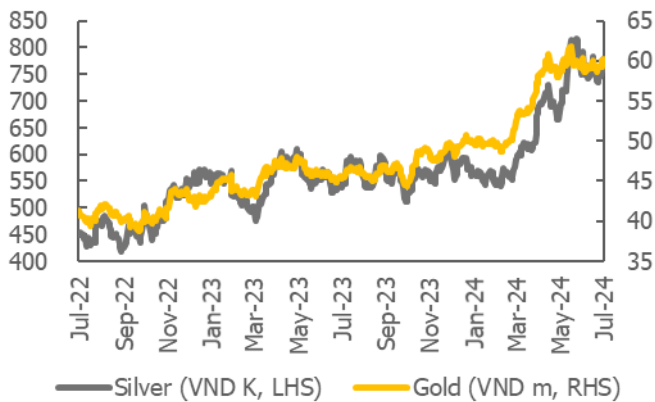


Source: FiinPro, Yuanta Vietnam

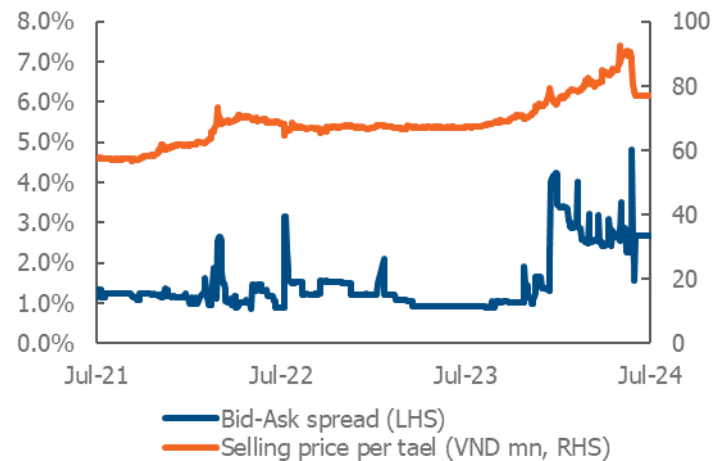
**Global precious metals have been gaining steam, and likely will continue to do so...**

**...but selling prices for physical gold in Vietnam have come off the boil.**

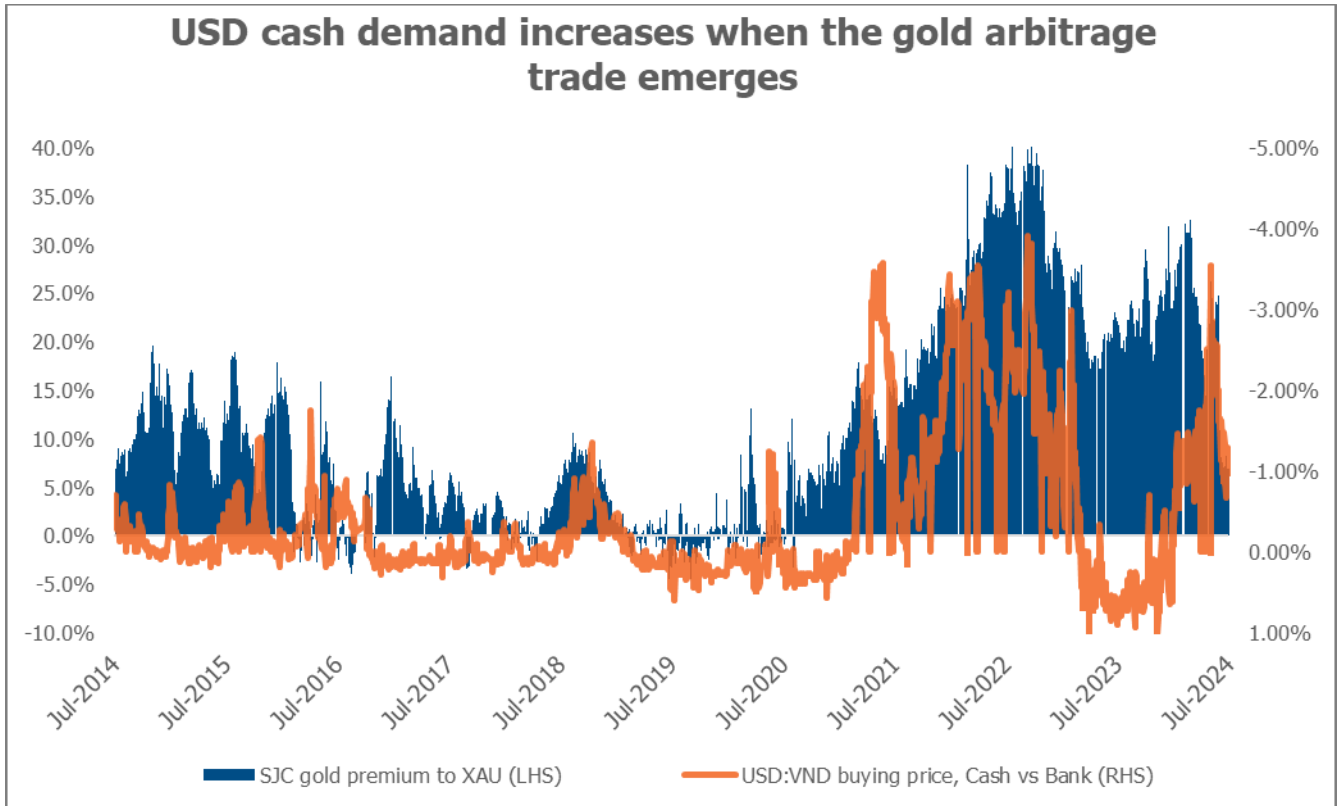
**Precious metals in VND terms**



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

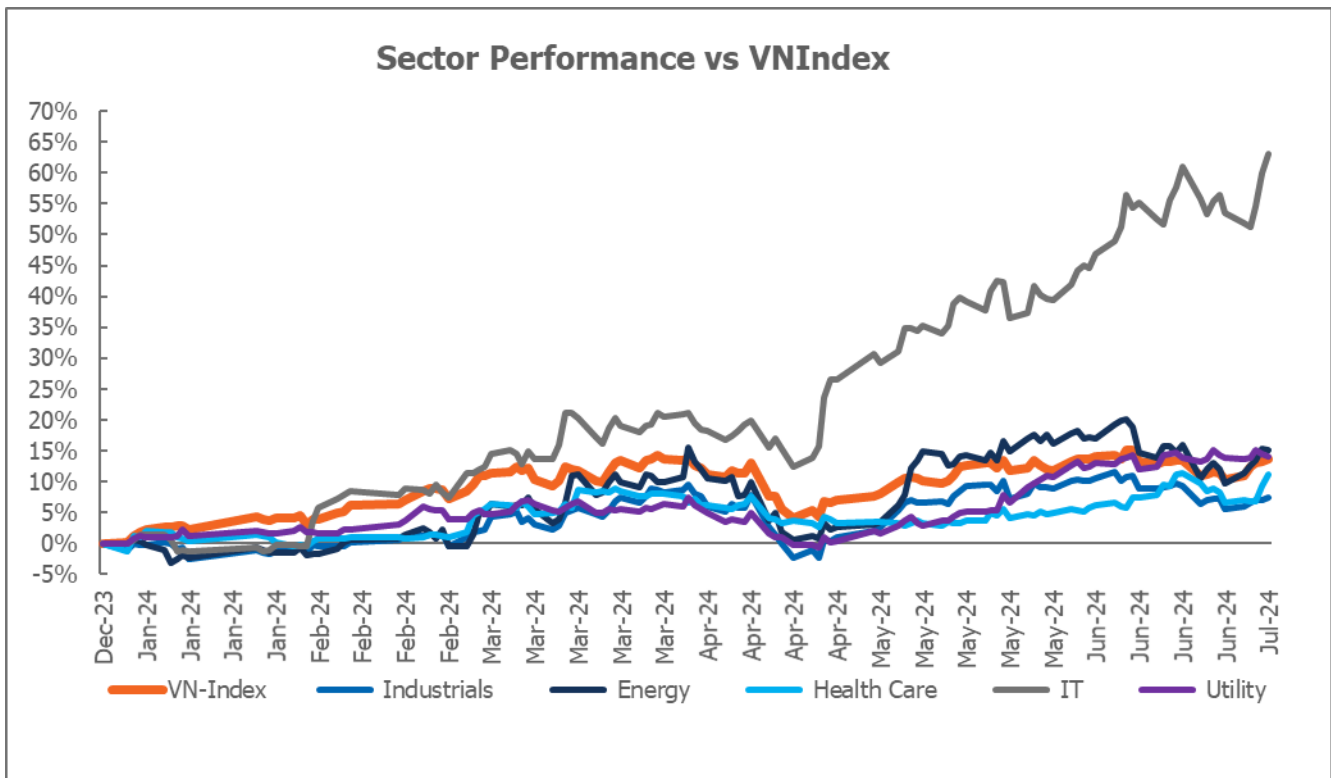
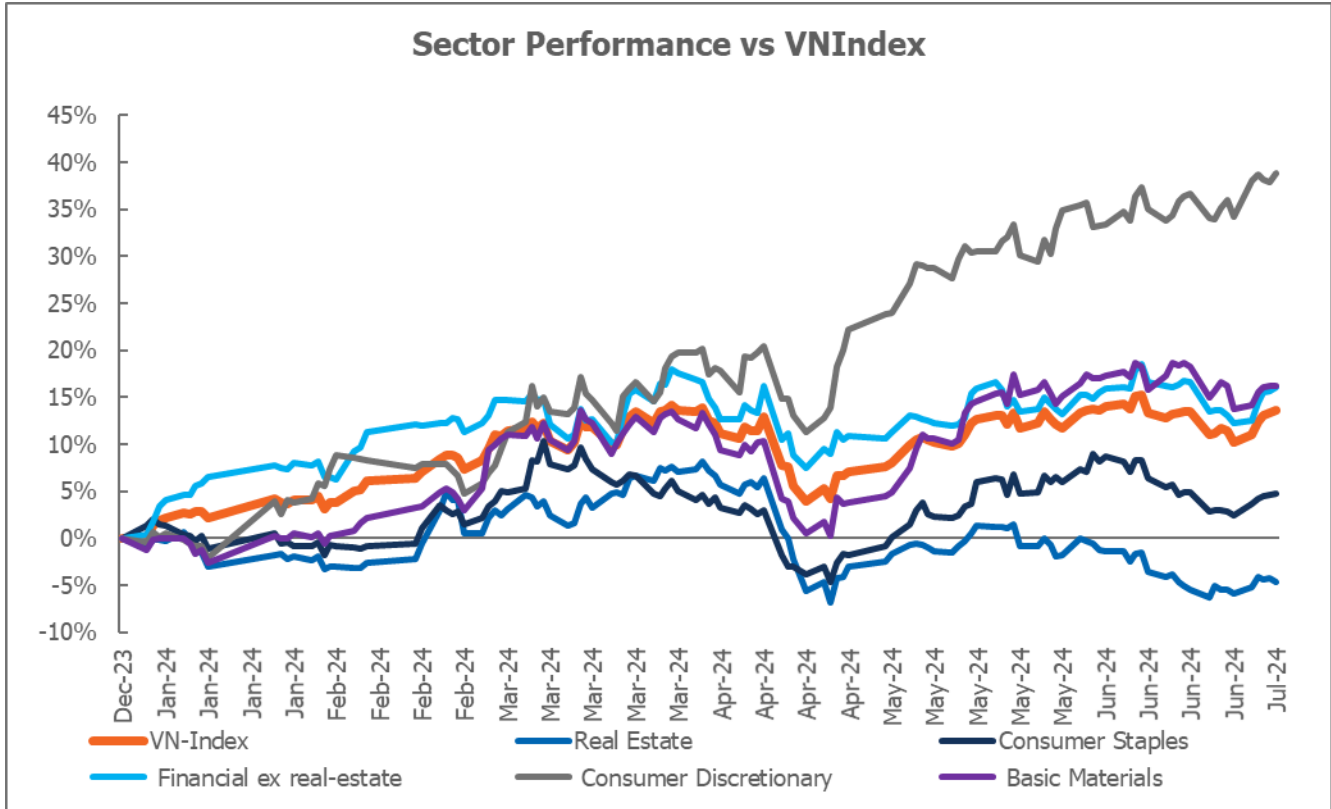


Source: FiinPro, Yuanta Vietnam



Source: FiinPro, Bloomberg, Yuanta Vietnam (Jul 05)

Sector performance YTD



Source: Bloomberg (Jul 05)

## Yuanta Universe: Valuations and ratings

Sector	Stock Code	PER (x)			EPS Growth (%)			PEG (x)			PBV (x)			ROE (%)			ROA (%)		
		2022A	2023E	2024E	2022A	2023E	2024E	2022A	2023E	2024E	2022A	2023E	2024E	2022A	2023E	2024E	2022A	2023E	2024E
Banks	ACB VN	6.1	6.0	4.9	43.2	1.5	20.8	0.1	3.9	0.2	1.4	1.3	1.1	26.2	24.4	24.3	2.4	2.4	2.5
	BID VN	15.1	13.6	11.5	81.0	11.5	18.3	0.2	1.2	0.6	2.4	2.3	1.9	16.6	16.5	17.3	0.9	1.0	1.1
	HDB VN	7.9	7.0	5.4	28.2	13.0	29.4	0.3	0.5	0.2	1.7	1.6	1.3	22.2	23.6	25.2	2.1	2.0	2.0
	MBB VN	6.3	6.1	4.9	16.0	2.9	23.3	0.4	2.1	0.2	1.4	1.3	1.1	24.3	23.1	23.4	2.7	2.5	2.5
	STB VN	11.3	8.3	5.9	63.8	35.0	41.1	0.2	0.2	0.1	1.5	1.2	1.0	13.8	16.1	18.9	0.9	1.2	1.5
	VCB VN	15.1	16.2	13.3	39.9	(6.5)	21.5	0.4	n/a	0.6	3.1	2.9	2.4	22.5	20.0	19.7	1.9	1.8	2.0
	VPB VN	7.0	13.3	10.1	54.0	(46.8)	31.8	0.1	n/a	0.3	1.3	1.1	1.1	19.1	8.3	10.5	2.9	1.2	1.7
	Brokers	HCM VN	14.6	16.8	15.3	(32.8)	(12.7)	9.5	n/a	n/a	1.6	1.6	1.6	1.5	11.2	10.3	10.2	4.3	5.2
SSI VN		23.3	15.4	14.4	(56.1)	51.3	6.7	n/a	0.3	2.1	2.3	2.1	1.9	12.2	14.2	13.6	4.3	6.3	6.3
VCI VN		24.0	20.1	17.8	(55.7)	19.5	13.2	n/a	1.0	1.3	3.2	2.9	2.6	13.4	15.3	15.9	6.0	6.9	7.2
VND VN		18.9	11.9	11.8	(65.1)	59.3	1.0	n/a	0.2	11.6	1.5	1.4	1.3	10.0	12.8	12.1	3.0	4.6	4.4
Energy	PVD VN	(144.4)	28.7	13.4	n/a	n/a	113.9	n/a	n/a	0.1	1.2	1.1	1.1	n/a	4.2	8.8	n/a	2.7	5.7
	NT2 VN	11.8	7.2	9.3	(14.6)	65.5	(23.0)	n/a	0.1	n/a	1.7	1.6	n/a	15.9	17.5	17.7	9.6	10.4	10.6
	PC1 VN	15.3	68.4	22.0	(31.9)	(77.6)	210.3	n/a	n/a	0.1	1.1	1.3	n/a	6.9	2.0	5.8	2.4	0.7	2.1
Consumer	MSN VN				20.9	4.2	-	n/a	n/a	n/a	1.7	1.5	n/a	15.2	13.7	-	8.9	8.2	-
	PNJ VN	18.2	17.2	15.4	25.5	5.5	12.1	0.7	3.1	1.3	2.8	3.2	2.4	21.4	20.1	22.4	15.1	15.2	15.9
	DGW VN	12.1			17.8		-	0.7	n/a	n/a	2.5	2.5	n/a	18.4	18.4	-	7.1	7.1	-
	FRT VN	54.6	(71.0)	139.5	(12.0)	(177.0)	150.9	n/a	n/a	0.9	10.4	14.3	n/a	19.4	(19.1)	10.2	3.8	(2.5)	1.4
	MWG VN	23.3	570.9	27.5	(17.4)	(95.9)	1,979	n/a	n/a	0.0	4.0	4.1	n/a	17.1	0.7	13.0	7.3	0.3	5.7
Oil & GAS	POW VN	24.4	43.1	37.8	(9.3)	(43.4)	14.0	n/a	n/a	2.7	1.2	1.2	n/a	5.9	3.1	2.7	3.5	1.6	1.3
Property	KBC VN	5.2	3.7		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	42.3	51.9		(81.7)	(18.6)	114.7	n/a	n/a	0.2	1.0	1.0	n/a	3.9	1.1	3.7	1.8	0.5	1.9
	KDH VN	24.9	42.6	22.7	(18.0)	(42.0)	87.0	n/a	n/a	0.3	2.4	2.3	2.1	10.0	5.0	9.0	6.0	3.0	5.0
	NLG VN	32.7	28.8	30.1	(57.0)	13.0	(4.0)	n/a	2.2	n/a	1.9	1.8	1.8	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	5.8	5.6	6.6	(20.0)	(1.0)	(16.0)	n/a	n/a	n/a	1.2	1.0	0.8	21.0	19.0	14.0	10.0	9.0	7.0
	VRE VN	17.0	11.4	11.5	111.4	48.7	(0.5)	0.2	0.2	n/a	1.5	1.3	1.2	8.7	12.2	11.0	6.9	9.5	8.7
Transport	ACV VN				-	-	-	n/a	n/a	n/a	5.1	4.6	n/a	11.0	12.6	-	5.2	5.3	-
Industrials	DHC VN	7.5	5.7	3.9	(22.1)	32.2	47.3	n/a	0.2	0.1	1.4	1.3	n/a	22.0	23.9	30.8	20.6	10.1	15.2
	BWE VN	11.5	9.2	6.5	17.0	24.9	41.7	0.7	0.4	0.2	1.9	1.7	n/a	18.8	20.6	25.5	8.6	10.6	14.7
Technology	FPT VN	36.3	29.9	25.9	22.9	21.6	15.3	1.6	1.4	1.7	6.9	5.9	6.1	22.7	23.4	27.1	10.1	11.6	13.3

Stock ratings and pricing data is as of close on Jul 05, 2024

Source: Bloomberg, Yuanta Vietnam



## Appendix A: Important Disclosures

### Analyst Certification

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

### Ratings Definitions

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

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

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

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

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

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

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

### Global Disclaimer

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**For U.S. persons only:** This research report is a product of Yuanta Securities Vietnam Limited Company, under Marco Polo Securities 15a-6 chaperone service, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

Research reports are intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a-6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, Yuanta Securities Vietnam Limited Company has entered into a chaperoning agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo").

Transactions in securities discussed in this research report should be affected through Marco Polo or another U.S. registered broker dealer.



## YUANTA SECURITIES VIETNAM OFFICE

**Head office:** 4<sup>th</sup> 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](mailto:matthew.smith@yuanta.com.vn)

**Tanh Tran**

Analyst (Banks)

Tel: +84 28 3622 6868 (ext. 3874)

[tanh.tran@yuanta.com.vn](mailto:tanh.tran@yuanta.com.vn)

**Di Luu**

Analyst (Consumer)

Tel: +84 28 3622 6868 (ext. 3845)

[di.luu@yuanta.com.vn](mailto:di.luu@yuanta.com.vn)

**Giang Hoang**

Assistant Analyst

[giang.hoang@yuanta.com.vn](mailto:giang.hoang@yuanta.com.vn)

**Binh Truong**

Deputy Head of Research (O&G, Energy)

Tel: +84 28 3622 6868 (ext. 3845)

[binh.truong@yuanta.com.vn](mailto:binh.truong@yuanta.com.vn)

**Tam Nguyen**

Analyst (Property)

Tel: +84 28 3622 6868 (ext. 3874)

[tam.nguyen@yuanta.com.vn](mailto:tam.nguyen@yuanta.com.vn)

**An Nguyen**

Assistant Analyst

Tel: +84 28 3622 6868 (ext. 3958)

[an.nguyen@yuanta.com.vn](mailto:an.nguyen@yuanta.com.vn)

### Institutional Sales

**Lawrence Heavey**

Head of Institutional Sales

Tel: +84 28 3622 6868 (ext. 3835)

[lawrence.heavey@yuanta.com.vn](mailto:lawrence.heavey@yuanta.com.vn)

**Hien Le**

Sales Trader

[hien.le@yuanta.com.vn](mailto:hien.le@yuanta.com.vn)

**Dat Bui**

Sales Trader

[dat.bui@yuanta.com.vn](mailto:dat.bui@yuanta.com.vn)

**Tuan-Anh Nguyen**

Sales Trader

Tel: +84 28 3622 6868 (ext. 3909)

[anh.nguyen2@yuanta.com.vn](mailto:anh.nguyen2@yuanta.com.vn)

**Vi Truong**

Sales Trader

[vi.truong@yuanta.com.vn](mailto:vi.truong@yuanta.com.vn)