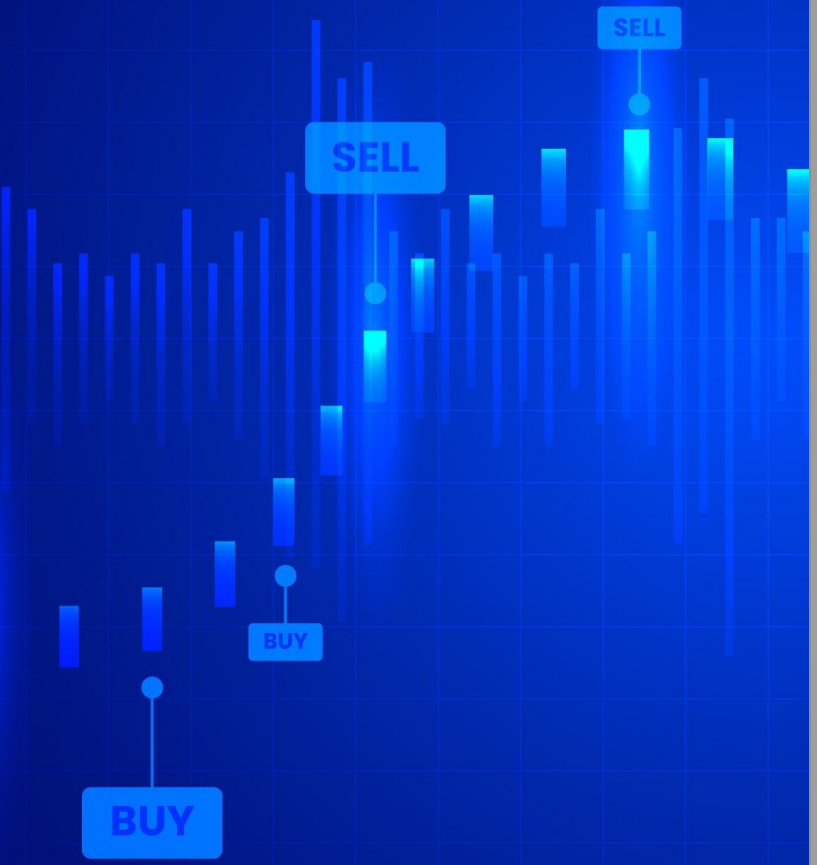
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MORNING CALL

21/03/2024

"Banking sector leads the recovery"

- ❑ World stocks: "Sigh of relief" by the FED's interest rate decision
- ❑ Vietnam stocks: Banking sector leads the recovery
- ❑ Macro news
- ❑ Business news: #GMD, #VSH, #VHC, #VRE, #TanHoangMinh, #BIC
- ❑ Breaking news: Update AGM of Hoa Sen Group JSC (HSG)
- ❑ Technical perspective and updated recommendations #HAH, #REE
- ❑ Event calendar
- ❑ Q&A

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Following SSV's Zalo,
Catching the latest report



Please click or scan

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Global Market Review 18/03 – 22/03/2024

Major stocks market

- In regular trading on Wednesday, the Dow rose 1.03%, the S&P 500 gained 0.89% and the Nasdaq Composite jumped 1.25%, with all three benchmarks closing at new record levels. The Fed kept rates unchanged on Wednesday, but median expectations by FOMC members suggest a total of 75 basis points in rate cuts this year. The dot plot also indicated three cuts in 2025, one fewer than in December, despite a slight upward revision for PCE inflation.
- The STOXX 50 edged marginally lower to close at 5,000 Wednesday, while the broader STOXX 600 closed flat ahead of the Fed's policy decision due later today. The CAC 40 declined by 0.48% to close at 8,161 on Wednesday to drop from yesterday's record high, underperforming other European equity benchmarks due to sharp losses in Paris's heavyweight luxury sector. Frankfurt's DAX index rebounded from early losses to close slightly higher and extend its record-high to 18,015 on Wednesday, as investors prepared for the US Federal Reserve's policy decision later in the day.
- The Nikkei 225 Index rose 0.66% to close at 40,004 while the broader Topix Index gained 1.06% to 2,751 on Tuesday, with Japanese shares climbing back toward all-time highs even after the Bank of Japan raised interest rates from -0.1% to 0%, hiking for the first time since 2007 and ending eight years of negative rates amid rising wages and high inflation.
- WTI crude futures fell about 2% to $81 a barrel on Wednesday, moving further away from over four-month highs touched on Tuesday, as investors took some profits off the table following a strong run-up in oil prices.

Market	Close	%1D	%1M	%1Y
VN-Index	1,260	1.42%	2.44%	22.05%
S&P 500 Index	5,225	0.89%	4.87%	30.52%
Dow Jones Index	39,512	1.03%	2.33%	21.35%
GP 100	7,737	-0.01%	0.98%	2.67%
Nikkei 225	40,581	1.44%	5.78%	50.60%
SHCOMP Index	3,080	0.55%	4.36%	-5.40%
STOXX 600	505	0.00%	2.88%	13.16%
KOSPI Index	2,729	1.45%	2.86%	14.27%
Hang Seng	16,543	0.08%	0.24%	-14.10%

Commodity	Close	%1D	%1M	%1Y
Brent	86	0.52%	4.06%	14.71%
WTI	82	0.46%	4.79%	17.76%
Gasoline	274	0.27%	19.88%	7.94%
Natural gas	2	0.41%	-3.78%	-27.34%
Coal	129	-0.39%	7.78%	-25.17%
Gold	2,208	0.99%	8.99%	13.81%
China HRC	3,838	0.79%	-5.02%	-13.15%
Steel rebar	3,520	0.26%	-8.36%	-15.63%
BDI index	2,392	-1.12%	42.72%	58.20%

Currency	Close	%1D	%1M	%1Y
Dollar Index	103	-0.15%	-0.74%	-0.02%
USD/VND	24,784	-0.14%	-1.03%	-4.83%
EUR/USD	1	0.14%	1.09%	1.57%
USD/JPY	150	0.57%	-0.07%	-11.89%
USD/CNY	7	0.02%	-0.08%	-4.46%
USD/GPB	1	-0.10%	-1.26%	-4.54%
USD/KRW	1,327	0.96%	0.61%	-1.18%
USD/AUD	2	-0.51%	-1.04%	0.73%
USD/CAD	1	0.18%	0.28%	1.82%

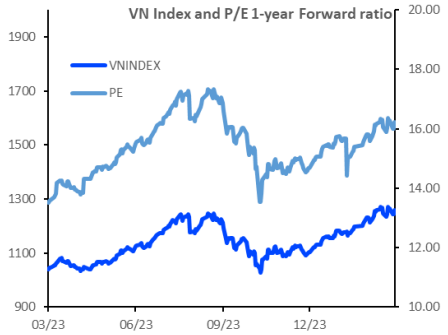
Source: Bloomberg. Shinhan Securities Vietnam

Vietnam Market Snapshot 20/03/2024

Market data

	Close	PE	Change	%1D	Trading volume (mn stocks)	Trading value (VND bn)
VNI NDEX	1,260.08	16.23	17.62	1.42	779	20,724
HNX INDEX	238.03	23.31	1.86	0.79	78	1,533





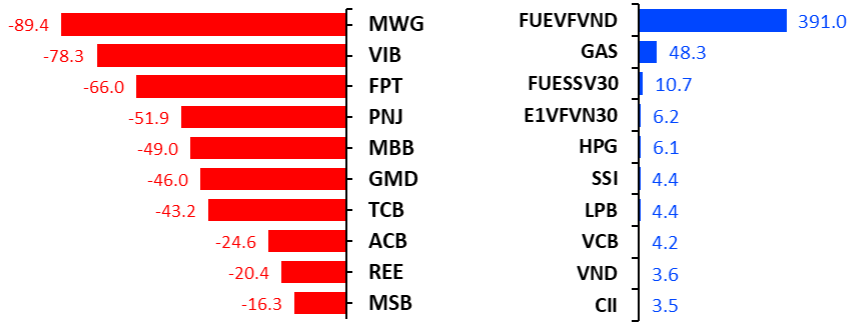
Money flow and sector rotation (VND bn)

Sector	%1D	3/20/2024	3/19/2024	20-session Average
Retail	92.03	1,274	663	1,056
Banks	85.06	5,523	2,985	4,476
Automobiles & Parts	47.60	396	268	239
Food and Beverage	35.52	1,525	1,125	1,924
Industrial Goods & Services	34.41	1,307	973	1,359
Travel & Leisure	28.06	91	71	87
Personal & Household Goods	23.44	372	301	328
Financial Services	18.91	2,841	2,390	4,091
Utilities	15.07	226	196	294
Technology	0.14	419	419	469
Media	-13.0	26	30	24
Real Estate	-16.0	3,699	4,403	4,549
Chemicals	-18.6	788	969	1,242
Oil & Gas	-31.1	199	289	315
Construction & Materials	-31.8	1,076	1,578	1,530
Insurance	-33.8	17	26	43
Health Care	-51.7	22	45	35
Basic Resources	-59.6	846	2,091	1,712

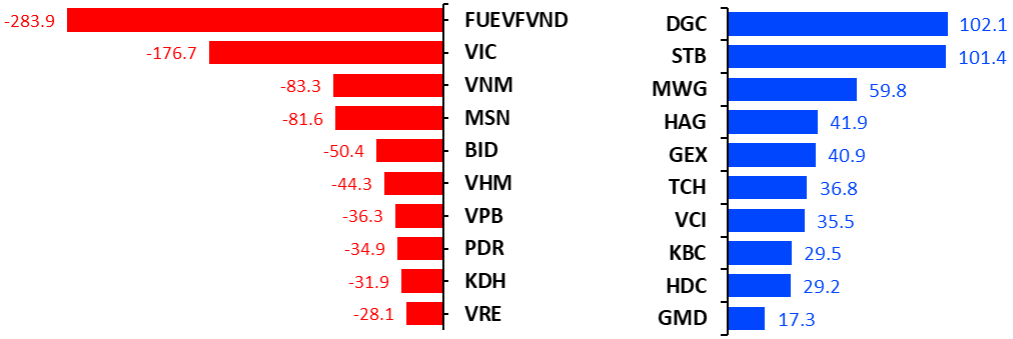
Nguồn: Bloomberg. Shinhan Securities Vietnam

Vietnam Market Snapshot 20/03/2024

Top net buying & selling of proprietary trading (VND billion)



Top net buying & selling foreign investors (VND billion)



The net trading value of proprietary trading and investors by sector (VND billion)

Sub-sector	Proprietary trading (VND bn)	Foreign (VND bn)	Local Individual (VND bn)	Local Institutions (VND bn)
Real Estate	(36)	(317)	339	(22)
Basic Resources	9	(21)	11	10
Media	-	(2)	3	(0)
Industrial Goods & Services	(63)	54	1	(55)
Health care	2	(2)	(0)	2
Chemicals	(8)	90	(112)	22
Financial Services	418	(332)	13	319
Travel & Leisure	1	(10)	12	(1)
Banks	(268)	13	192	(204)
Construction & Materials	(2)	(4)	(10)	14
Food and Beverage	(0)	(129)	124	6
Retail	(87)	77	(5)	(72)
Utilities	48	(11)	(40)	51
Personal & Household Goods	(52)	(1)	37	(36)
Technology	(66)	(0)	75	(75)
Automobiles & Parts	(0)	33	(20)	(12)
Insurance	3	(2)	(1)	3
Oil & Gas	(1)	(0)	(11)	11
Total	**(102)**	**(565)**	**607**	**(42)**

Nguồn: Fiinpro. Shinhan Securities Vietnam



Macro

- Vietnam could lose 14.5% of GDP due to climate change by 2050. Speaking at the Prime Minister's meeting with the foreign direct investment (FDI) business community and the annual Vietnam Business Forum (VBF) on the morning of March 19, Mr. Thomas assessed that climate change is one of the challenges of the times that Vietnam is facing. A recent environmental analysis report by the World Bank (WB) shows that Vietnam lost 3.2% of GDP in 2020 due to the impact of climate change. Furthermore, according to WB calculations, the impact of climate change could cause Vietnam to lose 12-14.5% of GDP by 2050. In order to achieve the dual goals of becoming a high-income country by 2045 and achieving net zero by 2050, Vietnam needs to accelerate efforts to increase climate resilience and reduce carbon emissions for the economy.
- VBF 2024: A series of FDI enterprises propose urgent solutions to remove policy bottlenecks. On the morning of March 19, the Prime Minister's meeting with the FDI business community and the annual Vietnam Business Forum (VBF) took place under the chairmanship of Prime Minister Pham Minh Chinh. Along with the in-depth discussion session on the responsibility of FDI enterprises in implementing the green growth strategy, a series of recommendations to remove current policy bottlenecks were continued to be put forward by representatives of many enterprises and associations at VBF 2024. This is a discussion session that has taken place for many years at VBFs in order to improve the business investment environment and enhance the competitiveness of the economy as well as Vietnamese enterprises.
- Draft Law on Cultural Heritage (amended): Analysis and reception of social feedback. After 23 years of implementing the Law on Cultural Heritage 2001 and 15 years of implementing the Law No. 32/2009/QH12 amending and supplementing a number of articles of the Law on Cultural Heritage, the construction of the Law on Cultural Heritage (amended) is currently necessary to adapt to the current practice of management, protection and promotion of cultural heritage values.

Breaking News



Business news

- **GMD:** Gemadept (GMD) has finalized a partner to acquire Nam Hai Port, hundreds of billions of profits can be recorded in 2024. In its latest announcement, Gemadept Corporation (code GMD) announced that the company signed a contract with a partner on March 15 to transfer all of its shares held in Nam Hai Port Corporation. Currently, the information of the transferee has not been disclosed. Previously, at the end of 2023, the company planned to transfer 99.98% of Nam Hai Port's shares immediately after completing the transfer of all capital at Nam Hai Dinh Vu Port Corporation and collecting more than 1,300 billion VND.
- **VSH:** VSH said that EVN's financial situation is facing difficulties, so the problem of collecting electricity bill debts is currently being delayed compared to the plan. At the end of 2023, VSH had not yet been paid the retained debt in 2022 of more than 221 billion VND and the debt in 2023 of nearly 950 billion VND. Previously, on January 31, 2024, Vinh Son - Song Hinh Hydropower Plant disbursed more than 236 billion VND to pay an interim dividend for the first quarter of 2023 at a rate of 10%. VSH's initial 2023 dividend plan approved by the General Meeting of Shareholders was 20% in cash. On December 19, 2023, the results of the Company's written consultation with shareholders approved the adjustment of the 2023 dividend ratio to 30%.
- **VHC:** After the first month of 2024 recorded a sharp increase in revenue, Vinh Hoan Corporation began to record a slowdown in revenue growth in February 2024. In February 2024, Vinh Hoan recorded total revenue of 801 billion VND, an increase of 6% compared to the same period. Of which, the Chinese market increased by 91%, to 134 billion VND; the domestic market increased by 11%, to 210 billion VND; The US market increased by 13%, to 222 billion VND. In contrast, the European market decreased by 29%, to 138 billion VND and other markets decreased by 10%, to 97 billion VND.

Breaking News



Business news

- **VRE:** Vincom Retail changes CEO: Portrait of the "female general" returning to manage 83 Vincom shopping centers. On March 18, the Board of Directors of Vincom Retail Joint Stock Company made a decision to dismiss and appoint the company's General Director. Accordingly, Ms. Tran Mai Hoa was appointed CEO and Vice Chairman of the Board of Directors of Vincom Retail for the 2024-2028 term, from March 18.

- **Tan Hoang Minh:** Tan Hoang Minh Chairman pays more than 1 billion VND to remedy the consequences. On the afternoon of March 19, the Hanoi People's Court continued to try 15 defendants in the case at Tan Hoang Minh Hotel Service Trading Company Limited (Tan Hoang Minh Group). Before the questioning, the court informed Mr. Do Anh Dung that the defendants at Tan Hoang Minh Group, including Mr. Dung's son Do Hoang Viet, all stated that the issuance of bonds was decided by Mr. Dung. During the implementation process, these defendants all reported to Mr. Dung, from the issuance of bonds, selling to Tan Hoang Minh Group to become bondholders, to "running" fake cash flows.

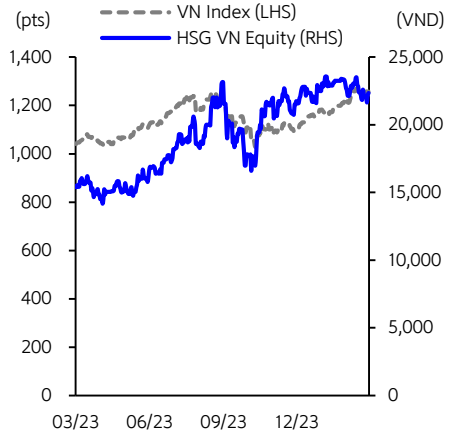
- **BIC**: Submits to shareholders a plan to pay dividends at a rate of 15% in the form of shares. With the 2023 profit result exceeding the assigned plan, the BIC Board of Directors submitted to the 2024 Annual General Meeting of Shareholders the 2023 dividend payment rate of 15%, corresponding to the dividend value for shareholders of 176 billion VND. According to the meeting materials of the 2024 Annual General Meeting of Shareholders of the General Insurance Corporation of Investment and Development Bank of Vietnam (code: BIC), based on the consideration of the actual business results in 2023 and the business orientation in 2024 for the business activities insurance and financial investment activities, the company sets the target for 2024 to continue to grow.

Breaking News – Update AGM of Hoa Sen Group JSC (HSG)

TARGET PRICE (VND)	Buy
23,400	
CURRENT PRICE (VND)	UP/DOWNSIDE
22,350	**5%**

VNINDEX	1,260
Market P/E (x)	11.5
Market Cap. (bn VND)	13,767
Outstanding Shares (mn)	616
Free Floating Shares (mn)	414
Free Floating (%)	67.2
52-Wk High (VND)	23,900
52-Wk Low (VND)	13,981
3M Avg. Trading Vol. (mn)	12.20
3M Avg. T/O (bn VND)	263
Beta (12M)	1.7

	3M	6M	12M
Absolute	4.0	-3.5	46.6
Rel. to VNINDEX	-10.5	-6.2	23.5



[HSG AGM 2023 – 2024 / March 18, 2023]

Plan to IPO the plastic and steel pipe segment and improve the Hoa Sen Home system

- At the end of the fiscal year 2022 - 2023, HSG's consolidated consumption output reached 1,433,830 tons, completing 94% of the plan; HSG's consolidated revenue reached VND 31,651 billion, completing 93% of the plan; HSG's consolidated after-tax profit reached VND 30 billion.
- HSG has submitted to the General Meeting of Shareholders for approval the policy of restructuring and specializing in steel pipe production and trading, converting Hoa Sen Phu My One Member Limited Liability Company into Hoa Sen Steel Pipe JSC, 99% owned by HSG. The Board of Directors will continue to develop and submit to the General Meeting of Shareholders for consideration and approval of the IPO plan and stock listing of Hoa Sen Steel Pipe JSC on the stock market. The company is continuing to work with consulting units to develop the optimal plan to IPO and list shares of Hoa Sen Plastic JSC in the future.
- Regarding the construction and interior materials distribution business, HSG continues to strengthen the operational efficiency of the current 114 Hoa Sen Home supermarkets. At the same time, HSG prepares a plan and completes the necessary conditions to establish the Hoa Sen Home JSC and transfer the entire Hoa Sen Home System to the Hoa Sen Home JSC.

Business plan for 2024:

HSG sets its business plan for the fiscal year 2023 - 2024 with 2 scenarios.

- Scenario 1: Sales volume of 1,625 thousand tons, net revenue of VND 34,000 billion, and net profit of VND 400 billion.
- Scenario 2: Sales volume of 1,730 thousand tons, net revenue of VND 36,000 billion, and net profit of VND 500 billion.

FY	2020	2021	2022	2023	2024F
Revenue (bn VND)	27,531	48,727	49,711	31,651	36,559
OP (bn VND)	1,946	5,103	584	177	396
OP margin (%)	7.1	10.5	1.2	0.6	1.1
NP (bn VND)	1,153	4,314	251	30	529
NP margin (%)	4.2	8.9	0.5	0.1	1.4
EPS (VND)	1,833	6,849	393	47	859
ROE (%)	18.4	47.6	2.2	0.3	4.9
P/E (x)	6.3	5.5	36.5	425.5	26.9
P/B (x)	1.1	2.1	0.8	1.1	1.3

Source: Bloomberg, Shinhan Securities, Data as of March 20, 2023

Technical view

Trend: Sideway

- VNINDEX closed 1,260.08 (+17.62 points, +1.42%) with liquidity lower than the 20-session average. The market has 339 green tickers and 139 red tickers. Stock groups contributing to the market's increase include BID, TCB, and CTG. On the contrary, the group of stocks contributing to the market's decline were VIC, VHM, VRE. Foreign countries continued to net sell with a total value of VND 566 billion.
- Technical: VNINDEX has had a strong rebound after touching the MA20 line. This generally brings positive sentiment after previous strong declines. However, technical indicators such as RSI and MACD are still showing negative signals and the market has not returned to the short-term uptrend yet.
- Strategy: Investors should take advantage of rising sessions to restructure their portfolio to bring their portfolio to a safe position. Investors should limit chasing buying and prioritize risk management.



Scenarios:

- Positive (50%): The market will rebound and move towards the 1,300 area.
- Less positive (50%): The market corrected to the 1,210 area.

Recommended stocks

21/03/2024 9:00 AM

Unit: VND thousand

Today's watchlist

	Recommendation	Buying price (+/- 1%)	Target	Cut loss	Upside	Downside	Current price	Signals	Note
REE	Buy	62.1	67.5	60.5	8.7%	-2.6%	62.1	Recover from EMA 20	
HAH	Buy	42.9	46.0	41.6	7.2%	-3.0%	42.9	Recover from EMA 20	

Trading portfolio

Ticker	Recommendation	Buying price	Target	Cut loss	Upside	Downside	Current price	T+	Profit/Loss	Date	Note
MWG	Hold	46.4	51.3	43.7	0.1	-0.1	48.0	15.0	3.45%	29/02/2024	
STB	Hold	30.7	33.0	29.2	0.1	0.0	31.2	32.0	1.47%	06/02/2024	

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Economic calendar

March 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
25	26	27	28	29 Core PCE Price Index MoM JAN	1 US ISM Manufacturing PMI FEB Japan Consumer Confidence FEB	2
3	4	5 ISM Services PMI FEB	6 JOLTS Job Openings	7	8 Non-Farm Employment Change, Unemployment Rate (US)	9
10	11	12 CPI and core CPI (US)	13	14 US PPI and Core PPI m/m US Retail Sales and Core Retail Sales m/m	15 Michigan Consumer Sentiment Prel MAR	16
17	18 China Industrial Production YoY JAN-FEB China Retail Sales YoY JAN-FEB	19 Building Permits Prel FEB	20 CPI and core CPI (UK)	21 VN30F1M Futures contract maturity Fed Interest Rate Decision FOMC Economic Projections BoE Interest Rate Decision	22 Japan Inflation Rate YoY FEB	23
24	25	26 US Durable Goods Orders MoM FEB	27 Vietnam macroeconomic data	28 US GDP Growth Rate QoQ Final Q4	29 US Core PCE Price Index MoM FEB Personal Income MoM FEB	30

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Q&A

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