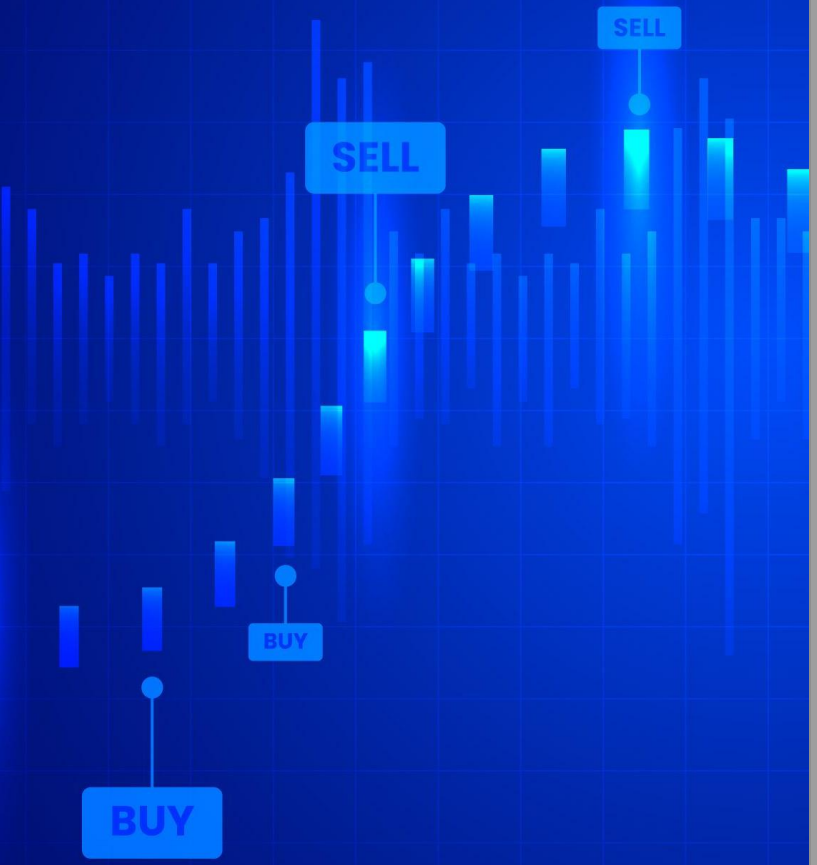
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MORNING CALL

03/10/2024

"The bastion" of bank stocks

- ❑ World stocks: U.S. private sector employment exceeded expectations.
- ❑ Vietnamese stocks: "The bastion" of bank stocks
- ❑ Macro news
- ❑ Business news: #PDR, #VIB, #FRT, #PDV, #HAG, #ANV
- ❑ Technical perspective and updated recommendations
- ❑ Event calendar
- ❑ Q&A

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Following SSV's Zalo,
Catching the latest report



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Shinhan Securities

Global Market Review 30/09 – 04/10/2024

Major stocks market

- In regular trading on Wednesday, the Dow rose 0.09%, the S&P 500 inched up 0.01% and the Nasdaq Composite gained 0.08%. On the economic front, private sector employment increased more than expected in September, in another evidence of a resilient labor market. Elsewhere, investors monitored geopolitical developments in the Middle East amid fears of a full-blown regional conflict.
- European stocks closed flat on Wednesday, holding the sharp losses from earlier in the week as escalating geopolitical tensions drove investors to refrain from increasing positions in riskier assets. The Eurozone's Stoxx 50 closed flat at 4,959 and the pan-European Stoxx 600 ended the session flat at 521
- The Nikkei 225 Index rallied 2% to above 38,500 while the broader Topix Index jumped 1.5% to 2,690 on Thursday as the yen fell to a one-month low, boosting shares of export-heavy Japanese companies. The yen weakened as Japan's newly appointed Economy Minister said that the central bank should be careful about raising rates again as it takes time to completely exit deflation.
- Oil prices pared back earlier gains, with WTI crude futures hovering around $70 per barrel as rising US crude stockpiles pointed to a well-supplied market despite escalating tensions in the Middle East

Market	Close	%1D	%1M	%1Y
VN-Index	1,288	-0.34%	0.31%	15.18%
S&P 500 Index	5,710	0.01%	3.27%	34.99%
Dow Jones Index	42,197	0.09%	3.08%	27.86%
GP 100	8,291	0.17%	-0.09%	10.99%
Nikkei 225	38,609	2.12%	-0.20%	23.59%
SHCOMP Index	3,336	8.06%	17.39%	7.27%
STOXX 600	521	0.05%	0.25%	18.25%
KOSPI Index	2,562	-1.22%	-3.86%	3.92%
Hang Seng	22,444	6.20%	27.15%	29.50%

Commodity	Close	%1D	%1M	%1Y
Brent	75	0.97%	1.18%	-17.93%
WTI	71	1.10%	0.75%	-20.58%
Gasoline	201	1.35%	1.77%	-14.72%
Natural gas	3	1.66%	33.18%	-0.51%
Coal	140	-0.99%	-2.54%	-9.22%
Gold	2,658	-0.02%	6.63%	45.82%
China HRC	3,675	10.89%	13.71%	-5.41%
Steel rebar	3,327	4.16%	6.77%	-8.17%
BDI index	1,978	-2.56%	1.59%	11.12%

Currency	Close	%1D	%1M	%1Y
Dollar Index	102	0.11%	-0.03%	-4.87%
USD/VND	24,665	-0.06%	0.85%	-1.10%
EUR/USD	1	-0.07%	-0.05%	5.45%
USD/JPY	147	-0.46%	-1.13%	1.27%
USD/CNY	7	-0.11%	1.40%	3.98%
USD/GPB	1	0.08%	-1.09%	-8.90%
USD/KRW	1,323	-0.62%	1.16%	2.00%
USD/AUD	1	0.08%	-2.44%	-8.39%
USD/CAD	1	-0.08%	0.28%	1.44%

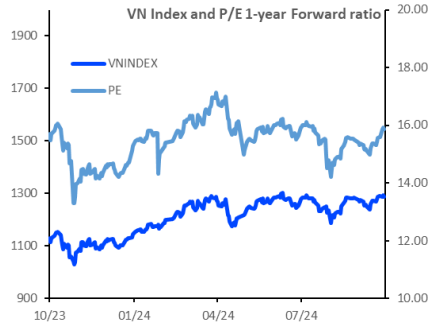
Source: Bloomberg. Shinhan Securities Vietnam

Vietnam Market Snapshot 02/10/2024

Market data

	Close	PE	Change	%1D	Trading volume (mn stocks)	Trading value (VND bn)
VNI NDEX	1,287.84	15.85	-4.36	-0.34	615	14,869
HNX INDEX	235.05	18.73	-1.00	-0.42	58	1,055





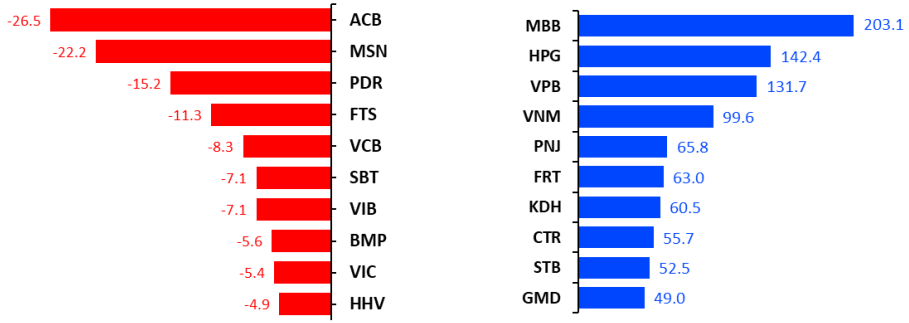
Money flow and sector rotation (VND bn)

Sector	%1D	10/2/2024	10/1/2024	20-session Average
Media	128.93	12	5	7
Personal & Household Goods	2.22	323	316	227
Real Estate	2.00	2,601	2,550	2,447
Travel & Leisure	-2.3	117	119	120
Health Care	-3.5	43	44	52
Oil & Gas	-8.9	150	165	161
Industrial Goods & Services	-17.7	586	712	573
Banks	-22.7	4,739	6,128	3,720
Retail	-23.0	635	825	636
Utilities	-25.7	157	211	197
Chemicals	-32.4	657	972	726
Automobiles & Parts	-33.6	137	207	133
Financial Services	-34.8	2,035	3,119	1,909
Basic Resources	-41.7	1,065	1,825	975
Food and Beverage	-42.1	757	1,309	968
Construction & Materials	-42.5	532	925	558
Insurance	-45.5	29	53	30
Technology	-63.2	269	732	528

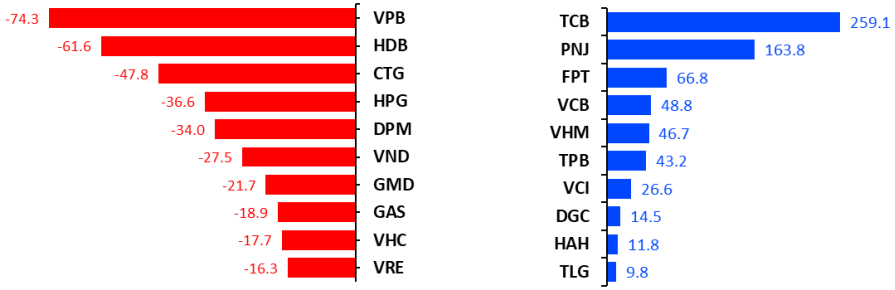
Source: Bloomberg. Shinhan Securities Vietnam

Vietnam Market Snapshot 02/10/2024

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	109	12	(70)	58
Basic Resources	143	(48)	(73)	120
Media	5	0	(5)	5
Industrial Goods & Services	91	(19)	(57)	75
Health care	-	7	(6)	(1)
Chemicals	7	(15)	(7)	22
Financial Services	16	9	10	(18)
Travel & Leisure	(5)	(12)	15	(3)
Banks	442	152	(612)	460
Construction & Materials	46	(21)	(23)	44
Food and Beverage	67	(8)	(27)	35
Retail	71	(3)	(54)	56
Utilities	9	(19)	12	7
Personal & Household Goods	66	165	(51)	(113)
Technology	43	66	(76)	10
Automobiles & Parts	4	(0)	(1)	1
Insurance	4	(1)	(6)	7
Oil & Gas	(1)	(9)	9	1
Total	**1,115**	**257**	**(1,022)**	**765**

Source: Fiinpro. Shinhan Securities Vietnam

Breaking News



Macro

- In Q3/2024, seafood exports witnessed a remarkable surge across key products such as pangasius, shrimp, and crab. According to the Vietnam Association of Seafood Exporters and Processors (VASEP), the total seafood export value in the first nine months of 2024 reached USD 7.16 billion, up 8.5% year-on-year. Notably, in September alone, exports reached USD 866 million, a 6.4% increase compared to September of the previous year.VASEP assessed that after four years of disruptions caused by the COVID-19 pandemic, war, and inflation, markets have gradually stabilized. Vietnam's seafood exports in 2024 have returned to a growth trajectory, with strong acceleration in the second half of the year, peaking in the third quarter.
- Starting from January 1, 2025, all bank accounts must be updated to match the information on the citizen identification card. This data must align with the national population database. If the account is not verified, it will be suspended from transactions.""Due to the increasing number of financial and banking frauds, effective from July 1, 2024, according to Decision 2345, bank accounts are required to undergo biometric verification for transfers exceeding 10 million VND per transaction or 20 million VND per day.
- The IMF is optimistic about Vietnam's economic growth prospects, forecasting a recovery of 6.1% in 2024, supported by continued strong external demand, stable foreign direct investment, and easing policies. Domestic demand growth is expected to gradually recover as businesses grapple with high debt levels, while the real estate market is only expected to fully recover in the medium term. Inflation is projected to hover around the State Bank's target of 4-4.5% this year.

Breaking News



Business news

- **PDR:** Phat Dat is planning to issue more than 34 million shares to convert the entire debt of USD 30 million at ACA Vietnam. This is a debt of Phát Đạt at ACA Vietnam Real Estate III LP (ACA Vietnam), which can be converted into ordinary shares and has no collateral, with a value of USD 30 million (equivalent to more than VND 730 billion at the current exchange rate). The conversion price is VND 20,000 per share, corresponding to an expected issuance of more than 34 million shares for conversion
- **VIB:** Coteccons has projected to achieve a revenue of 25,000 billion VND and a post-tax profit of 430 billion VND in the fiscal year 2024-2025. The company has proposed not to distribute dividends or establish any funds given the challenging and difficult circumstances of the construction industry. In the near future, the company will establish offices in several countries and explore cooperation opportunities or M&A to boost its operations
- **FRT:** A group of foreign funds affiliated with Dragon Capital has net-purchased nearly 1.4 million FRT shares from August 31st to September 30th, increasing their ownership to over 13% of the total capital. The Dragon Capital fund group reported that they have just net-purchased 105,000 FRT shares, raising their ownership as of September 30th to 17.6 million shares, equivalent to 13.03% of the capital. In the first half of the year, FPT Retail recorded a net revenue increase of 22.5% year-on-year to over 18,281 billion VND, resulting in a post-tax profit of 109 billion VND, compared to a loss of nearly 213 billion VND in the previous year.

Breaking News



Business news

- **PDV:** On September 30, 2024, the Board of Directors of Phat Dat Real Estate Development Corporation (HOSE: PDR) approved a customer appreciation policy for the company's shareholders to celebrate its 20th anniversary. Notably, PDR was established on September 13, 2004.Specifically, shareholders holding 50,000 or more PDR shares for at least 6 months (from the date of detailed policy announcement) will have the opportunity to purchase PDR's products with an 8% discount. This policy is applied in conjunction with other preferential policies for regular customers of each project (if any).
- **HAG:** HAG continues to delay interest payments on its 2016 bonds, with accumulated principal and interest exceeding 4,500 billion VND. According to HAG, the delay in payment is due to insufficient funds collected from the debt of Hoang Anh Gia Lai International Agriculture Joint Stock Company (UPCoM: HNG). A three-party debt repayment plan has been agreed upon, but some non-performing assets of the company have not yet been liquidated. HAGL stated that it expects to pay the remaining amount in the fourth quarter of 2024.
- **ANV:** Nam Viet plans to issue 133.1 million new shares to existing shareholders at a ratio of 1:1, meaning shareholders owning 1 share will receive an additional 1 new share. If the issuance is successful, Nam Viet's charter capital will increase to VND 2,666 billion, double the current level. This will make Nam Viet the largest catfish company in terms of charter capital on the stock market. In terms of the company's business operations, in the second quarter of 2024, the company recorded a net revenue of VND 1,193 billion, an increase of 11% compared to the same period last year. Although the cost of goods sold increased, it grew at a slower pace than revenue, resulting in a 2.9-fold increase in Nam Viet's gross profit to VND 143 billion.

Technical view

Trend: Financial group accelerated

- The VNINDEX closed at 1,287.84, down 4.36 points (-0.34%) with decreased trading volume but still above the 20-day moving average. The market saw 96 gainers and 299 decliners. Stocks contributing to the market's gains included VCB, TCB, and TPB, while HPG, CTG, and VPB contributed to the decline. Foreign investors net bought over 255 billion dong
- **Technical view:** VN-Index gave back all the gains from the previous session, with fluctuations occurring throughout the trading day. However, buying pressure remained relatively strong, keeping the VN-Index in a balanced state. The banking sector continued to exert efforts to support the market, while a sharp divergence was observed in the real estate sector. In the upcoming sessions, VN-Index may continue to consolidate in the range of 1,280 - 1,300 with tightening liquidity as it waits for stocks to consolidate before surpassing the 1,300 mark. In the event of continued failure to break through this previous peak, the index will retest the 1,240-1,250 point range
- **Strategy**: Investors should observe at this price range and increase their holdings if VN-Index successfully surpasses 1,300 points with improved liquidity.



Scenarios:

- Positive: The market is expected to break through 1,300
- Base: The market is expected to trade in 1,250-1,300 area
- Negative: The market breaks the support zone to the 1,220

Recommended stocks

03/10/2024 9:00 AM

Unit: VND thousand

	Recommendation	Buying price (+/- 1%)	Target	Cut loss	Upside	Downside	Current price	Signals	Note

Ticker	Recommendation	Buying price	Target	Cut loss	Upside	Downside	Current price	T+	Profit/Loss	Date	Note
NLG	Hold	40.9	44.6	39.6	9%	-3%	41	15	0.24%	12/9/2024	
PHR	Hold	57.9	63.9	58.2	10%	1%	60.1	13	3.80%	16/9/2024	
KBC	Hold	27.7	32	26.8	16%	-3%	27.6	4	-0.36%	27/9/2024	
POW	Hold	13	15	12.4	15%	-5%	13.15	2	1.15%	1/10/2024	

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Economic calendar

September 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3 US ISM Manufacturing PMI AUG	4 JOLTs Job Openings JUL	5 ISM Services PMI AUG	6 Unemployment Rate AUG	7
8	9	10	11 US Core Inflation Rate MoM YoY AUG	12 ECB Interest Rate Decision PPI MoM AUG	13 US Michigan Consumer Sentiment Prel SEP	14
15	16	17 US Retail Sales MoM AUG	18 Building Permits Prel AUG	19 Fed Interest Rate Decision _ Expiration date of future contract VN30F2409	20 Inflation Rate YoY AUG	21
22	23	24	25	26 US GDP Growth Rate QoQ Final Q2	27 US Core PCE Price Index MoM AUG	28
29	30	1	2	3 Vietnam macroecnomic data	4	5

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Q&A

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