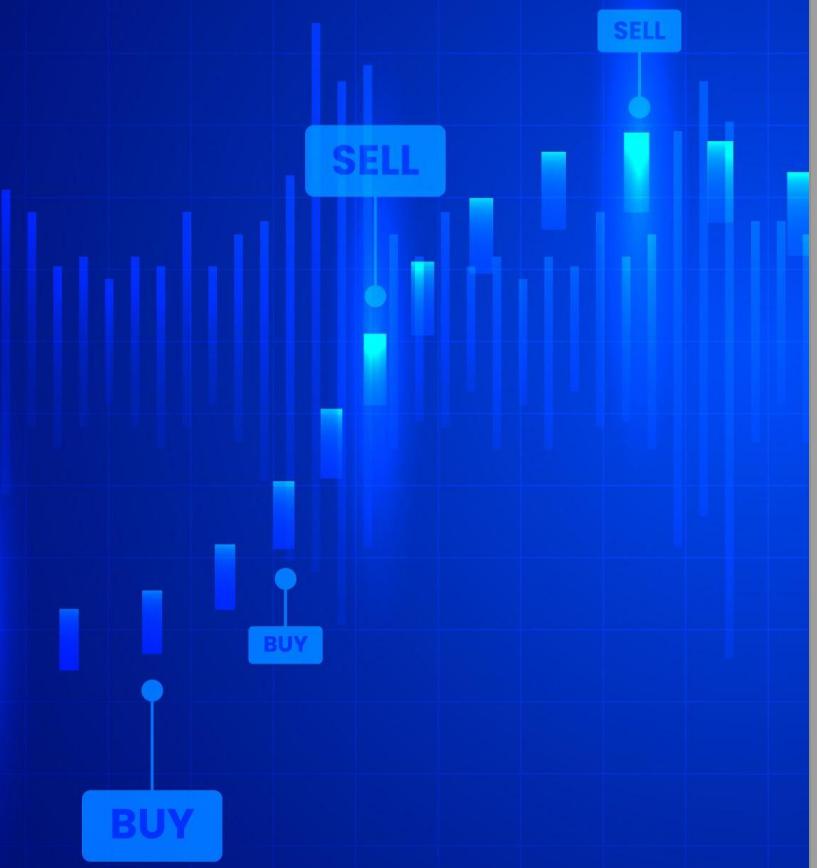
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MORNING CALL

01/11/2024

“The bank has never given up”

- ❑ World stocks: The tech sector impacts global stock markets
- ❑ Vietnamese stocks: The bank has never given up
- ❑ Macro news
- ❑ Business news: #CTG, #FRT, #MSH, #ACG, #KBC, #PLX
- ❑ Event calendar
- ❑ Q&A

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Following SSV's Zalo,
Catching the latest report



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Global Market Review 28/10 – 1/11/2024

Major stocks market

- On Thursday, the major indexes faced setbacks: the Dow fell 0.9%, the S&P 500 dropped 1.86%, and the Nasdaq Composite tumbled 2.76%. The downturn was attributed to disappointing earnings guidance from Microsoft and Meta, which sparked concerns over rising AI costs and potential profit pressures. With eyes now on crucial employment data and more earnings reports, investors are poised for further market reactions.
- European stocks closed firmly lower on Thursday, pressured by another round of pessimistic earnings results while markets assessed key economic data for hints on the ECB's policy outlook. The Eurozone's Stoxx 50 closed 1.3% lower at 4,821, and the pan-European Stoxx 600 fell 1.2% to close at 505.
- The Nikkei 225 Index fell 2% to around 38,310, while the broader Topix Index dropped 1% to 2,670 on Friday, extending losses from the previous session and reflecting declines on Wall Street due to disappointing corporate updates from Microsoft and Meta Platforms. Local stocks also came under pressure as the yen rebounded following less dovish remarks from the Bank of Japan and signs of easing price pressures in the US. A stronger yen hurts the profit outlook for Japan's export-heavy industries.
- WTI crude oil futures rose toward $71 per barrel on Friday, advancing for the third consecutive session, as market attention shifted back to the Middle East conflict

Market

	Close	%1D	%1M	%1Y
VN-Index	1,264	0.46%	-2.15%	21.62%
S&P 500 Index	5,705	-1.86%	-0.06%	34.63%
Dow Jones Index	41,763	-0.90%	-0.93%	25.51%
GP 100	8,110	-0.61%	-2.01%	10.46%
Nikkei 225	38,310	-1.97%	-0.88%	21.23%
SHCOMP Index	3,280	0.42%	-1.70%	8.49%
STOXX 600	505	-1.20%	-2.97%	15.76%
KOSPI Index	2,549	-0.27%	-1.70%	10.76%
Hang Seng	20,317	-0.31%	-3.86%	18.80%

Commodity

	Close	%1D	%1M	%1Y
Brent	74	1.69%	0.65%	-12.51%
WTI	71	1.85%	1.02%	-12.31%
Gasoline	200	1.42%	1.79%	-8.40%
Natural gas	3	0.37%	-6.18%	-22.24%
Coal	144	-0.66%	-0.72%	18.95%
Gold	2,746	0.09%	3.12%	38.53%
China HRC	3,580	-0.06%	-2.59%	-7.11%
Steel rebar	3,309	-0.09%	-0.54%	-11.29%
BDI index	1,395	-0.50%	-31.28%	-0.43%

Currency

	Close	%1D	%1M	%1Y
Dollar Index	104	-0.11%	2.64%	-2.82%
USD/VND	25,282	-0.01%	-2.66%	-2.75%
EUR/USD	1	0.04%	-1.63%	3.01%
USD/JPY	152	0.05%	-5.52%	-0.66%
USD/CNY	7	-0.03%	-1.40%	2.79%
USD/GPB	1	0.00%	2.99%	-5.80%
USD/KRW	1,375	0.13%	-4.40%	-1.30%
USD/AUD	2	0.01%	4.58%	-2.86%
USD/CAD	1	0.04%	-3.14%	-0.52%

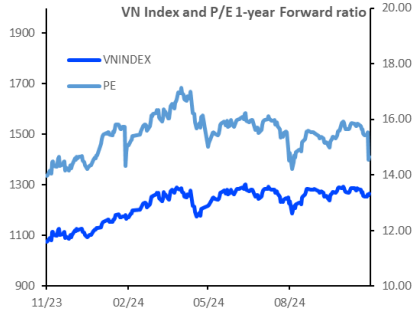
Source: Bloomberg. Shinhan Securities Vietnam

Vietnam Market Snapshot 31/10/2024

Market data

	Close	PE	Change	%1D	Trading volume (mn stocks)	Trading value (VND bn)
VNI NDEX	1,264.48	14.66	5.85	0.46	409	10,918
HNX INDEX	226.36	18.04	0.49	0.22	36	589





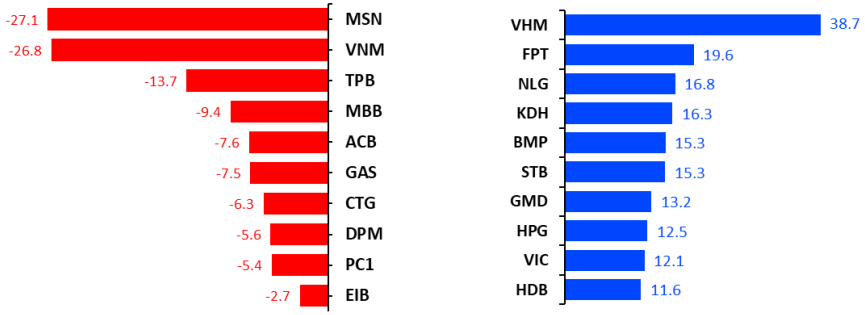
Money flow and sector rotation (VND bn)

Sector	%1D	10/31/2024	10/30/2024	20-session Average
Utilities	87.02	147	79	137
Media	42.36	31	22	18
Personal & Household Goods	27.23	143	113	153
Travel & Leisure	25.04	205	164	146
Basic Resources	19.10	585	491	760
Food and Beverage	18.16	1,229	1,040	1,136
Banks	18.00	3,305	2,801	3,991
Insurance	4.34	17	16	20
Automobiles & Parts	3.67	102	98	160
Financial Services	-1.4	1,011	1,026	1,558
Industrial Goods & Services	-7.6	542	587	603
Health Care	-12.2	41	46	48
Chemicals	-15.8	328	389	523
Real Estate	-22.4	2,019	2,602	2,233
Retail	-26.0	504	681	697
Construction & Materials	-26.6	420	573	486
Technology	-26.8	206	281	458
Oil & Gas	-32.4	73	108	149

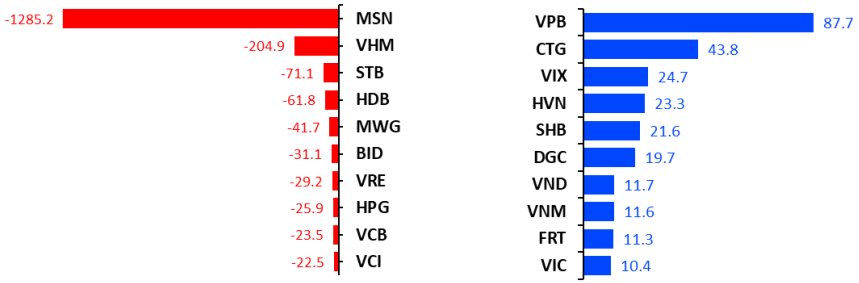
Source: Bloomberg. Shinhan Securities Vietnam

Vietnam Market Snapshot 31/10/2024

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	95	(235)	(61)	296
Basic Resources	12	(34)	3	31
Media	(0)	(2)	2	(0)
Industrial Goods & Services	13	(8)	(39)	48
Health care	(0)	3	(3)	(0)
Chemicals	(2)	16	(18)	2
Financial Services	(2)	6	2	(7)
Travel & Leisure	5	20	9	(29)
Banks	9	(41)	44	(3)
Construction & Materials	10	(15)	13	2
Food and Beverage	(47)	(1,291)	1,032	259
Retail	10	(30)	(128)	158
Utilities	(6)	(21)	63	(42)
Personal & Household Goods	(0)	6	(7)	1
Technology	21	(1)	(40)	41
Automobiles & Parts	(2)	6	(5)	(1)
Insurance	(0)	3	(1)	(2)
Oil & Gas	(0)	1	4	(5)
Total	**115**	**(1,618)**	**869**	**748**

Source: Fiinpro. Shinhan Securities Vietnam

Breaking News



Macro

- According to the Vietnam Association of Seafood Exporters and Producers (VASEP), the price of raw pangasius in Dong Thap province is currently between 27,000 and 27,200 VND/kg (size 0.7 - 1kg), increasing by 500 VND/kg compared to the previous 2 weeks. Pangasius consumption has improved compared to the previous month, with prices increasing slightly due to the increased number of orders from processing enterprises. As for pangasius fingerlings, the consumption situation remains stable. The supply of pangasius fingerlings has decreased due to some production facilities and hatcheries not resuming production after harvest, and the current rainy season has caused changes in water quality, leading to a decrease in the survival rate of fingerlings and thus an increase in the price of fingerlings compared to the previous month.
- Quang Ninh's real estate market has shown clear signs of recovery in the first two quarters of the year. According to surveys conducted at several real estate agencies, the number of transactions has increased by over 12% year-on-year so far this year. Interest has surged in central areas such as Hạ Long, Vân Đồn, Cẩm Phả, and Móng Cái. In the buying and selling market, interest has increased across all segments. Many real estate experts continue to rate this market highly due to its geographical potential, natural advantages, and supportive business policies
- SALIC is very interested in expanding cooperation with Vietnam in rice trade, animal feed, poultry and red meat production, aquaculture, and agricultural processing. SALIC is ready to share its experience, transfer technology, and share cooperation and investment opportunities, both directly and indirectly, with Vietnamese partners.The Saudi Agricultural and Livestock Investment Company (SALIC) was established in 2009 by the Public Investment Fund of Saudi Arabia with the goal of ensuring food security. The company currently invests and operates in Ukraine, Canada, India, Australia, Brazil, and Singapore

Breaking News



Business news

- **CTG:** The Q3 2024 financial report of Vietnam Joint Stock Commercial Bank for Industry and Trade (VietinBank, ticker: CTG) shows that net interest income increased by 19% year-on-year (YoY) to nearly 15,578 billion VND. Some non-interest income sources also grew strongly, such as income from other operations, which reached nearly 3,963 billion VND, almost tripling year-on-year. Additionally, trading securities activities turned from a loss of 19 billion VND last year to a profit of 16 billion VND. As a result, net profit from operating activities at VietinBank increased by 29% YoY, reaching 15,821 billion VND. During the quarter, the bank increased its provision for credit risk by 25% to 9,269 billion VND, thus recording a pre-tax profit of over 6,553 billion VND, up 35% year-on-year
- **FRT:** According to the recently released report, FPT Retail achieved a consolidated net revenue of nearly 10.4 trillion VND in the third quarter, a 26% increase compared to the same period last year. Of this, the pharmaceutical segment contributed nearly 6.5 trillion VND in revenue, a 55% increase. Cumulatively, in the first nine months of the year, the Long Chau drugstore chain achieved a revenue of 18 trillion VND, a 62% increase year-on-year, contributing over 60% to the consolidated revenue. According to FPT Retail's explanatory document, the improved profit is thanks to the profitable performance of Long Chau. In the third quarter of this year, this chain also paid nearly 224 billion VND in dividends to its parent company
- **MSH:** According to the consolidated financial statements for the third quarter of 2024, May Song Hong recorded nearly VND 1,750 billion in net revenue, a 45% increase compared to the same period last year. This is the highest quarterly revenue in the company's operating history. In this quarter, the gross profit margin improved from 10.7% to 15.2%, the highest in over two years. Simultaneously, the company managed to reduce interest expenses by 6%, down to only VND 11 billion. Finally, MSH recorded a net profit of over VND 130 billion, more than 2.5 times that of the same period. This is the highest quarterly profit the garment company has achieved since the fourth quarter of 2019

Breaking News



Business news

- **ACG:** An Cuong Wood Joint Stock Company (stock code: ACG) has just released its consolidated financial report for the third quarter of 2024. Net revenue reached 1,043 billion VND, an increase of 8.4% compared to the same period last year.Accumulated in the first nine months of the year, An Cuong Wood recorded net revenue of 2,764 billion VND, up 154 billion VND compared to the first nine months of 2023. After-tax profit reached 329.9 billion VND, an increase of 32.3% compared to the same period last year.According to the explanation, the main reason for this strong growth is due to the recovery of the export market; the company focused on products with good margins, and the company also consolidated its financial income
- **KBC:** In Q3 2024, KBC's net revenue exceeded 950 billion VND, a 3.8-fold increase compared to the same period last year; net profit was over 196 billion VND, a 41.7-fold increase. The company explained that the significant increase in profit was due to the growth in revenue from industrial park operations. However, due to the weak performance in the first half of the year, the 9-month net profit decreased by 82% to over 352 billion VND. Meanwhile, total revenue was over 1,994 billion VND, down 58%, mainly due to a sharp 76% decline in revenue from land and infrastructure leasing to nearly 1,117 billion VND; conversely, revenue from real estate transfer increased significantly to nearly 422 billion VND, a 5.3-fold increase compared to the same period last year
- **PLX:** Revenue decreased while selling and administrative expenses continued to increase. Additionally, Vietnam Petroleum Corporation (Petrolimex, HOSE: PLX) did not have any profit from the sale of investments as in the same period last year. Petrolimex reported consolidated net revenue of VND 64.3 trillion in Q3/2024, down 11% compared to the same period last year. Gross profit margin improved slightly from 5.22% to 5.34%. This quarter, the company no longer had a significant foreign exchange loss as in the same period. However, Petrolimex's profit still decreased compared to Q3/2023, as the previous quarter recorded a profit of nearly VND 650 billion from the divestment of shares in PGBank

Technical view

Trend: Short term correction

- VNINDEX closed at 1,264.48 points, up 5.85 points (+0.46%) with lower trading volume than the 20-day average. The market saw 199 gainers and 169 decliners. Stocks contributing to the market's uptrend included VCB, CTG, and VIC, while MSN, HDB, and VRE contributed to the decline. Sector performance was mixed, with the banking sector contributing to the market's gain. Foreign investors net sold over 1,666 billion dong, mainly focusing on MSN.
- **Technical Analysis:** The market closed at 1,264, up 5.85 points, with improved liquidity compared to the previous session, indicating that there is some support from cash flow. The market recovered in the afternoon session, driven by the banking group. The index continues to move above the MA200 with a consolidation trend around this area. Under a bullish scenario, the index will test the resistance level around 1,270. If successfully conquered, the index will target 1,280. Under a bearish scenario, if buying pressure remains weak, the index is likely to return to test the 1,250 zone to attract new cash flow
- **Strategy:** Investors should maintain their current holdings while the market remains in a sideways trend. Purchase recommendations should wait for the market to move towards the 1,270 level and show signs of a rebound, or for a clear breakout above 1,300.



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

Economic calendar

November 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
27	28	29 Vietnam macroecnomic data in October	30 US GDP Growth Rate QoQ Adv Q3	31 US Personal Income MoM SEP	1 _ Non-Farm Payrolls _ Unemployment Rate (US) ISM Services PMI _ PMI VN and US	2
3	4	5 _ US Presidential Election _ US ISM Services PMI OCT	6	7	8 Fed Interest Rate Decision	9
10	11	12	13 US Core Inflation Rate MoM OCT _ US Inflation Rate OCT	14 _ US PPI MoM OCT	15 US Retail Sales MoM OCT	16
17	18	19 Building Permits Prel OCT	20	21 _ Expiration of futures contract VN30F1M expires	22	23
24	25	26	27 _ US GDP Growth Rate QoQ 2nd EST _ Personal Income MoM OCT	28 FOMC Minutes	29 Vietnam macroecnomic data in October	30

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Q&A

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