SHINHAN SECURITIES



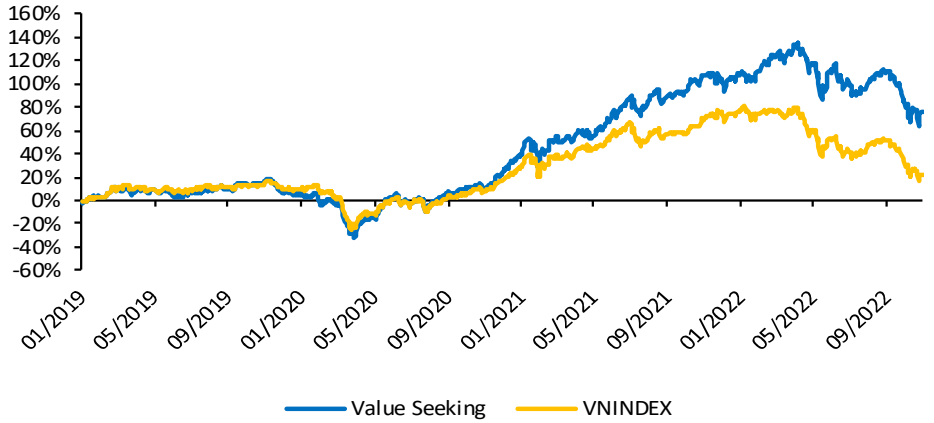
November 4th, 2022

VALUE SEEKING

Portfolio Return	VN-Index Return
⬇ -6.27% MoM	⬇ -9.07% MoM
⬇ -16.08% YTD	⬇ -30.86% YTD

- In October, the VN-Index decreased by 9% due to the pressure from macro factors. The 4th interest rate hike of FED, followed by the State Bank of Vietnam continuing to increase the operating interest rate by 1% for the second time and raised the USD/VND exchange rate band from +/-3% to +/-5% to curb the inflation and stabilize the economy. Besides, the handling of recent violations regarding corporate bond issuance has also severely affected the stock market.
- The "Value Seeking" portfolio includes leading blue-chip stocks, which have been heavily discounted recently. However, in terms of investment efficiency, the portfolio outperformed the VN-Index. Strong contributions came from FRT (+16%) and VNM (+9%) thanks to its sustainable business model and positive outlook. Conversely, the cyclical factor of the steel industry and high interest expenses caused HPG's stock to drop 22% in the past month. TCB also corrected 22% due to negative news related to corporate bond issuance violations in the market.
- 9M2022 business results, the portfolio's stocks grew by 8.5% in total net revenue, but NPAT decreased by 5.5% due to the impact of HPG's loss in Q3/2022 results. In contrast, FRT's 9M2022 NPAT has grown significantly (+178% YoY) thanks to the positive business results of the ICT segment as well as the potential from the Long Chau pharmacy chain.
- The VN-Index has dropped more than 30% at the moment since the peak in April 2022; being traded at a strongly appealing price range for a decade till now. This is the right time to invest in a portfolio consisting of value stocks.

Performance of Value Seeking portfolio and VN-Index



Portfolio Analysis

	Portfolio	VN-Index
P/E Forward	11.3x	9.6x
P/B	2.4x	1.6x
Dividend yield	2.1%	1.9%
EPS growth (3Y)	18.2%	12.7%
ROE	24.6%	15.4%
ROA	9.0%	2.5%
Beta	1.09	1.00
Annualized Return	-17.9%	-34.8%
Standard deviation	24.7%	22.1%
Sharpe ratio	-0.6	-1.3

Sources: SSV, Bloomberg
Data as of Nov. 4th, 2022

Strategy overview

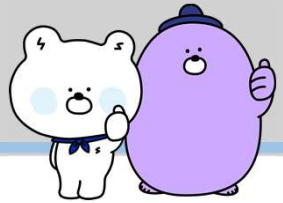
SSV Value portfolio is designed for the purpose of long-term capital growth and focus on Vietnam large cap value stocks. We look for companies:

- Leading position sectors
- Attractive valuation
- Having strong fundamentals and management
- Competitive advantages, durable growth

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Performance disclosures:
The Portfolio's return and characteristics are calculated based on individual securities in the Portfolio as of the date of report. Securities in the Portfolio are subject to change, then past performance is not indicative of future return. For Analyst Certification and Disclaimers, please refer to the Important Disclosures at the end of this report.

Top Large Cap Value Stocks



Shinhan Securities

General information					Share price					Key financials (**)				Valuation (22F)	
No.	Ticker	Company name	Sector	Mkt. Cap. (VND bn)	CP (VND)	TP* (VND)	Upside (%)	1M (%)	YTD (%)	NPAT margin (%)	Dividend yield (%)	ROA (%)	ROE (%)	P/B (x)	P/E (x)
1	HPG	Hoa Phat Group	Steel	85,187	14,650	35,700	143.7	-22.3	-58.6	9.0	2.5	7.6	14.2	0.8	4.0
2	TCB	Techcombank	Banking	89,690	25,500	43,700	71.4	-15.8	-49.9	71.9	0.0	3.3	20.5	0.8	4.2
3	MBB	MB Bank	Banking	81,158	17,900	33,200	85.5	-4.8	-26.2	55.1	14.2	3.0	3.3	1.0	4.7
4	VCB	Vietcombank	Banking	339,795	71,800	87,200	21.4	0.7	-9.1	52.0	1.0	1.6	20.7	2.5	13.0
5	GAS	PetroVietnam Gas	Power	212,448	111,000	136,500	23.0	4.7	11.9	14.9	2.7	18.3	26.9	3.6	15.0
6	FPT	FPT Corporation	Technology	79,973	72,900	115,300	58.2	-5.9	-4.5	15.7	2.4	11.7	26.9	3.9	15.4
7	FRT	FPT Digital Retail	Retail	8,613	72,700	105,500	45.1	8.5	15.2	1.4	4.5	4.0	20.7	4.1	17.8
8	VNM	Vinamilk	F&B	167,196	80,000	102,800	28.5	12.8	-2.9	14.9	4.9	116.9	176.8	4.8	18.9
9	GMD	Gemadept	Logistic	14,677	48,700	66,700	37.0	2.7	5.3	33.0	0.6	10.7	15.5	2.0	15.6
10	VHM	Vinhomes	Real estate	193,769	44,500	100,600	126.1	-12.1	-46.2	64.3	444.4	7.8	19.1	1.3	6.3

* Target price (fair value) for the next 12 months
** Data for 12 months up to Q3/2022

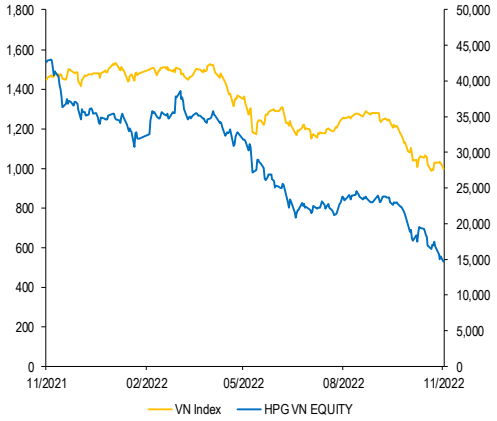
Source: SSV Research, Bloomberg
Data as of Nov. 4th, 2022

Hoa Phat Group JSC.
(HPG VN)



TARGET PRICE (VND)	
35,700	
CURRENT PRICE (VND)	UP/DOWNSIDE
14,650	**143.7%**
VNINDEX	**997**
Market P/E (x)	**9.6**
Market Cap. (bn VND)	**85,187**
Outstanding Shares (mn)	**5,815**
Free Floating Shares (mn)	**3,155**
Free Floating (%)	**54.3**
52-Wk High (VND)	**44,308**
52-Wk Low (VND)	**14,500**
3M Avg. Trading Vol. (mn)	**25.66**
3M Avg. T/O (bn VND)	**570**
Beta (12M)	**1.2**

	3M	6M	12M
Absolute	-38.1	-54.7	-66.2
Rel. to VNINDEX	-17.6	-28.6	-35.0



Source: Bloomberg

Investment points

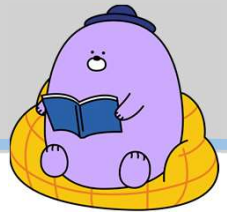
- Hoa Phat Group (HoSE: HPG) is the No. 1 steel production enterprise in Vietnam as well as Southeast Asia and ranked in the Top 50 largest steel companies in the world. The group operates in 4 main fields: iron and steel, steel products, agriculture, and real estate; with revenue structure respectively accounted for 69%, 25%, 5%, 1%. For the iron and steel segment, Hoa Phat holds the No. 1 position with a 32.6% market share of construction steel industry, and a 25% market share of steel pipes industry. Hoa Phat is also in the top 5 galvanized steel players with an 8% market share, after 5 years of operation. Over the years, Hoa Phat Group has continuously enhanced its competitiveness and expanded its production capability. Steel production capacity has increased more than 4 times within 5 years, from 2 million tons in 2016 to 8.5 million tons in 2021.
- Short term: Hoa Phat is likely to benefit from the increase in steel prices thanks to China's reopen, which will increase steel demand in the context of reduced global supply. Hoa Phat's profit margin may improve in the future as prices of raw materials such as coke and iron ore have fallen by 60% and 40% respectively from their peak in Q2. Steel export outlook continues to grow positively. Accumulated in the first 6 months of 2022, the export volume of construction steel has increased by 60% over the same period in 2021.
- Medium and long-term: Hoa Phat continues to invest in the Dung Quat 2 Iron and Steel factory project (with a capacity of 5.6 million tons of hot rolled coil), the Ba Ria Vung Tau container manufacturing factory project (with a capacity of 5.6 million tons of hot-rolled coil). 500,000 TEU/year). Potential growth prospects in other business segments with the real estate project of Bac Pho Noi urban area (with area of 262 ha).

Risks:
(1) Steel prices decrease;
(2) Coke prices increase;
(3) World economic risk;

FY	2018	2019	2020	2021	2022F
Revenue (bn VND)	55,836	63,658	90,119	149,680	148,793
OP (bn VND)	10,550	9,743	17,123	37,664	24,534
OP margin (%)	18.9	15.3	19.0	25.2	16.5
NP (bn VND)	8,573	7,527	13,450	34,478	21,700
NP margin (%)	15.4	11.8	14.9	23.0	14.6
EPS (VND)	1,475	1,294	2,191	5,512	3,817
ROE (%)	23.6	17.1	23.9	42.8	21.4
P/E (x)	7.7	8.6	10.8	6.5	3.8
P/B (x)	1.6	1.4	2.3	2.3	0.8

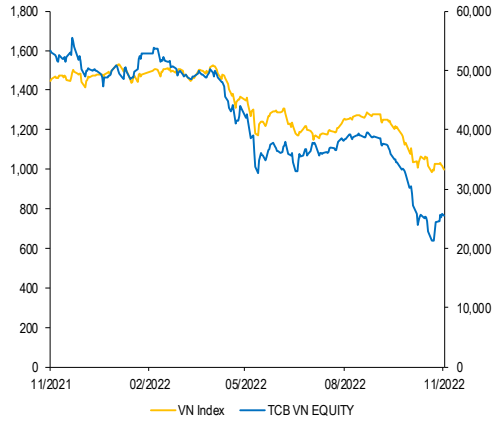
Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

Vietnam Tech. & Com. JS Bank - Techcombank (TCB VN)



TARGET PRICE (VND)	
43,700	
CURRENT PRICE (VND)	UP/DOWNSIDE
25,500	**71.4%**
VNINDEX	**997**
Market P/E (x)	**9.6**
Market Cap. (bn VND)	**89,690**
Outstanding Shares (mn)	**3,517**
Free Floating Shares (mn)	**2,714**
Free Floating (%)	**77.2**
52-Wk High (VND)	**56,000**
52-Wk Low (VND)	**20,000**
3M Avg. Trading Vol. (mn)	**5.09**
3M Avg. T/O (bn VND)	**160**
Beta (12M)	**1.2**

	3M	6M	12M
Absolute	-33.6	-39.3	-52.2
Rel. to VNINDEX	-13.1	-13.2	-21.0



Source: Bloomberg

Investment points

- Vietnam Technological and Commercial Joint Stock Bank (HoSE: TCB) is one of the largest retail banks in Vietnam, with remarkable success. TCB's strategy is not only focusing on investing in technology but also on building an overall digital-data system with talented personnel. The bank is currently leading the system with many vital indicators such as ROA, CASA ratio, and bad debt ratio (NPL).
- Techcombank has an outstanding asset quality in the industry with a thick capital buffer, low NPL ratio, high NPL coverage. Besides, TCB has high probability benefits from the low capital cost as TCB leads the industry in terms of CASA and successfully approaching offshore loan syndication market. The bank has the ability to adjust credit structure allowing TCB to change appropriately with the market. A unique ecosystem thanks to the cooperation with Masan, Vingroup and Manulife providing TCB a strong and diverse source of non-interest income.

Risks:
(1) Inflation risk;
(2) Increase in bad debt;
(3) Unstable real estate market.

FY	2018	2019	2020	2021	2022F
Net interest income (bn VND)	11,390	14,262	18,751	26,699	32,410
Net non-interest income (bn VND)	6,960	6,807	8,627	10,377	10,045
TOI (bn VND)	18,350	21,069	27,379	37,076	42,454
OP before provision (bn VND)	12,507	13,756	18,411	25,903	28,898
NPAT (bn VND)	8,474	10,226	12,582	18,415	21,794
EPS (VND)	3,816	2,871	3,515	5,137	6,197
ROE (%)	21.5	17.7	18.1	21.5	20.6
P/E (x)	9.6	8.2	9.0	10.3	6.3
P/B (x)	1.7	1.3	1.5	1.9	1.2

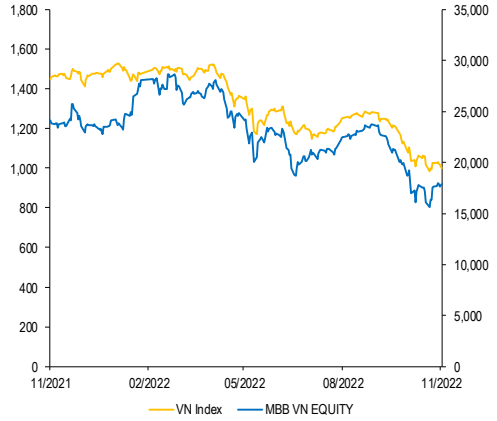
Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

Military Com. JS Bank – MB Bank (MBB VN)



TARGET PRICE (VND)	
33,200	
CURRENT PRICE (VND)	UP/DOWNSIDE
17,900	**85.5%**
VNINDEX	**997**
Market P/E (x)	**9.6**
Market Cap. (bn VND)	**81,158**
Outstanding Shares (mn)	**4,534**
Free Floating Shares (mn)	**2,672**
Free Floating (%)	**58.9**
52-Wk High (VND)	**29,083**
52-Wk Low (VND)	**15,450**
3M Avg. Trading Vol. (mn)	**9.77**
3M Avg. T/O (bn VND)	**199**
Beta (12M)	**1.3**

	3M	6M	12M
Absolute	**-20.3**	**-25.7**	**-25.7**
Rel. to VNINDEX	**0.2**	**0.4**	**5.5**



Source: Bloomberg

Investment points

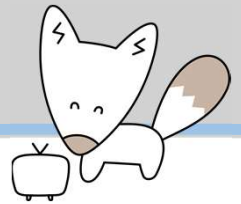
- Military Commercial Joint Stock Bank (HoSE: MBB) is in the Top 30 largest enterprises in Vietnam (according to the VNR500 ranking) and has risen to the position of the Top 4 commercial banks in terms of scale and profit in Vietnam. MBB is one of the leading banks with outstanding asset quality, efficient operation and rapid growth over the years. Upcoming plan of the Bank towards the goal of building a digital bank and becoming a leading financial group.
- MBB continues to carry out digital transformation to attract a large number of customers, along with good relationships with large military enterprises helping the Bank to enhance its CASA, continuing to increase in 1H2022 while most other banks decreased. MBB belongs to one of the banks with good asset quality with a low NPL ratio in the industry, but still maintains a high NPL coverage ratio. MBB has a high profitability thanks to the improvement of NIM margin resulting from competitive lending rates compared to the industry.

Risks:
(1) Inflation risk;
(2) Increase in bad debt;
(3) Unstable real estate market.

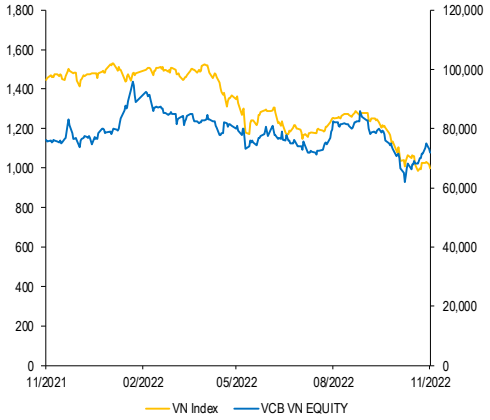
FY	2018	2019	2020	2021	2022F
Net interest income (bn VND)	14,583	18,000	20,278	26,200	32,071
Net non-interest income (bn VND)	4,954	6,650	7,084	10,734	11,755
TOI (bn VND)	19,537	24,650	27,362	36,934	43,826
OP before provision (bn VND)	10,803	14,927	16,807	24,557	26,708
NPAT (bn VND)	6,190	8,069	8,606	13,221	14,426
EPS (VND)	2,416	2,758	2,776	3,362	3,182
ROE (%)	20.1	22.1	19.2	23.6	24.5
P/E (x)	6.9	5.8	7.7	8.6	4.7
P/B (x)	1.3	1.3	1.3	1.8	1.1

Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

Bank for Foreign Trade of Vietnam - Vietcombank (VCB VN)



TARGET PRICE (VND)			
87,200			
CURRENT PRICE (VND)			UP/DOWNSIDE
71,800			**21.4%**
VNINDEX			**997**
Market P/E (x)			**9.6**
Market Cap. (bn VND)			**339,795**
Outstanding Shares (mn)			**4,733**
Free Floating Shares (mn)			**1,192**
Free Floating (%)			**25.2**
52-Wk High (VND)			**96,000**
52-Wk Low (VND)			**62,000**
3M Avg. Trading Vol. (mn)			**1.10**
3M Avg. T/O (bn VND)			**85**
Beta (12M)			**0.9**
	3M	6M	12M
Absolute	**-13.0**	**-10.1**	**-6.9**
Rel. to VNINDEX	**7.5**	**15.9**	**24.3**



Source: Bloomberg

Investment points

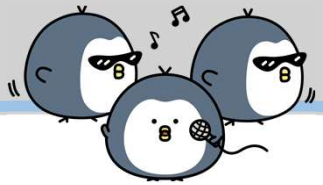
- Bank for Foreign Trade of Vietnam (HoSE: VCB) is one of the "Big 4" state-owned banks with the largest market capitalization in the banking industry. VCB has always maintained the advantage of being the most efficient bank in business, improved asset quality over the years, and constantly made efforts in the digital transformation. In addition, VCB has always oriented towards international standards during its operation, continuously being trusted by prestigious organizations in the world and voted as "The best bank in Vietnam".
- VCB maintains its leading business position in the industry, despite the fact that its asset size, NIM is not the highest in the industry, VCB's profit is currently leading the system. VCB has good asset quality, bad debt is among the lowest banks in the industry, with highest bad debt coverage ratio currently. Holding the leading position in the industry in terms of payment income and foreign exchange, providing the source of non-interest income increased significantly. VCB has many potentials to develop retail credit portfolio to compete with other private joint stock commercial banks.

Risks:
(1) Inflation risk;
(2) Increase in bad debt;
(3) Unstable real estate market.

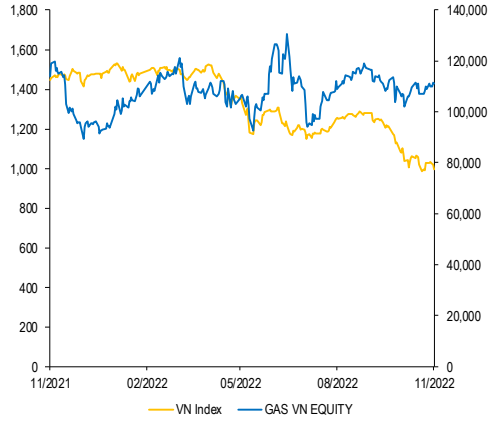
FY	2018	2019	2020	2021	2022F
Net interest income (bn VND)	28,409	34,538	36,285	42,400	48,499
Net non-interest income (bn VND)	10,869	11,155	12,778	14,324	16,903
TOI (bn VND)	39,278	45,693	49,063	56,724	65,402
OP before provision (bn VND)	25,667	29,819	33,024	39,149	43,645
NPAT (bn VND)	14,622	18,597	18,473	21,939	25,221
EPS (VND)	3,323	4,406	4,470	4,195	5,329
ROE (%)	22.5	22.8	19.0	19.6	22.0
P/E (x)	14.9	20.5	21.9	18.8	12.7
P/B (x)	3.1	4.1	3.9	3.4	2.5

Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

PetroVietnam Gas JS. Corporation (GAS VN)



TARGET PRICE (VND)			
136,500			
CURRENT PRICE (VND)			UP/DOWNSIDE
111,000			**23.0%**
VNINDEX			**997**
Market P/E (x)			**9.6**
Market Cap. (bn VND)			**212,448**
Outstanding Shares (mn)			**1,914**
Free Floating Shares (mn)			**81**
Free Floating (%)			**4.2**
52-Wk High (VND)			**134,000**
52-Wk Low (VND)			**91,000**
3M Avg. Trading Vol. (mn)			**0.54**
3M Avg. T/O (bn VND)			**49**
Beta (12M)			**1.0**
	3M	6M	12M
Absolute	**1.8**	**2.8**	**-5.2**
Rel. to VNINDEX	**22.3**	**28.8**	**25.9**



Source: Bloomberg

Investment points

- Gas Corporation of Vietnam (HoSE: GAS) is the leading group in the gas field in Vietnam with 100% market share of dry gas, more than 70% market share of LPG (Liquefied Petrolium Gas). In addition, GAS owns 1,500km of gas pipelines, 3 gas treatment plants, 14 LPG storages. Currently, dry gas, LPG and condensate are the three key business segments of GAS.
- GAS has great growth potential with LNG power playing a pivotal role in the national power system according to power plan VIII. In the period from 2022 to 2035, GAS will invest in 7 out of 9 LNG (Liquefied Natural Gas) ports in Vietnam. According to Wood Mackenzie, Vietnam's dry demand could increase by 100% by 2035 when large-scale gas-fired power plants such as NT3 & NT4 come into operation.
- Block B O Mon is started at the end of 2022, GAS is the main investor of the gas pipeline. Abundant gas resources from this project will come in from 2026. With reserves up to 107 billion m3, this gas source will ensure the growth potential of GAS
- The average gas selling price of GAS improved thanks to the positive movement of Brent oil price.
- La Nina phenomenon may end by the end of this year, gas enterprises have a higher opportunity to mobilize, thereby creating a boost to gas demand.

Risks:

(1) Reduced dry gas output;

(2) Average selling price of gas decreased;

(3) Block B O Mon came into operation later than expected.

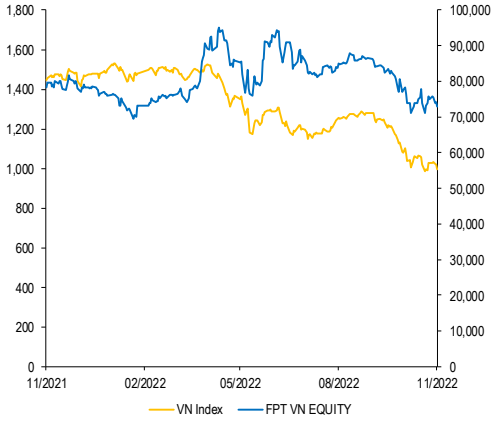
FY	2018	2019	2020	2021	2022F
Revenue (bn VND)	75,612	75,005	64,135	78,992	104,424
OP (bn VND)	13,725	13,649	8,694	10,374	17,323
OP margin (%)	18.2	18.2	13.6	13.1	16.6
NP (bn VND)	11,454	11,902	7,855	8,673	14,338
NP margin (%)	15.1	15.9	12.2	11.0	13.7
EPS (VND)	5,911	6,142	4,028	4,356	7,284
ROE (%)	26.1	25.1	15.9	16.8	24.5
P/E (x)	14.7	15.3	21.5	22.1	15.2
P/B (x)	3.7	3.7	3.4	3.6	3.3

Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

FPT Corporation
(FPT VN)



TARGET PRICE (VND)			
115,300			
CURRENT PRICE (VND)			UP/DOWNSIDE
72,900			**58.2%**
VNINDEX			**997**
Market P/E (x)			**9.6**
Market Cap. (bn VND)			**79,973**
Outstanding Shares (mn)			**1,097**
Free Floating Shares (mn)			**925**
Free Floating (%)			**84.3**
52-Wk High (VND)			**99,083**
52-Wk Low (VND)			**70,000**
3M Avg. Trading Vol. (mn)			**1.45**
3M Avg. T/O (bn VND)			**114**
Beta (12M)			**0.9**
	3M	6M	12M
Absolute	**-15.3**	**-16.3**	**-8.9**
Rel. to VNINDEX	**5.2**	**9.8**	**22.3**



Source: Bloomberg

Investment points

- FPT Corporation (HoSE: FPT) is a leader in the technology sector with a core business have huge growth potential and strong financial health.

FPT has been rapidly transforming into a global DX pioneer through self-developed B2B products applying the latest technologies such as ArtificialIntelligence (AI), Robotic Process Automation (RPA), Blockchain, Cloud, and Internet of Things (IoT).

In 1H2022, revenue of FPT came from three segments: Technology (57%), Telecommunications (36%) and Education & Investment (7%). Profit before tax of the three segments, respectively, contributes 45%/40%/16% to the company.

- Digital transformation (DX) services of global IT segment and Made-by-FPT products with education segment are the three main driven that help the group to grow significantly. Besides that, the Telecommunications segment is also a spotlight with the expansion of broadband block along with Data Center and PayTV service helps the profit margin improve.

These catalyst along with actively in M&A deals will help FPT grow by about 20% per year in the next 3-5 years.

Risks:

(1) Direct competition from peers in China and India;

(2) Shortage of high-quality IT human resources.

(3) Exchange rate risk.

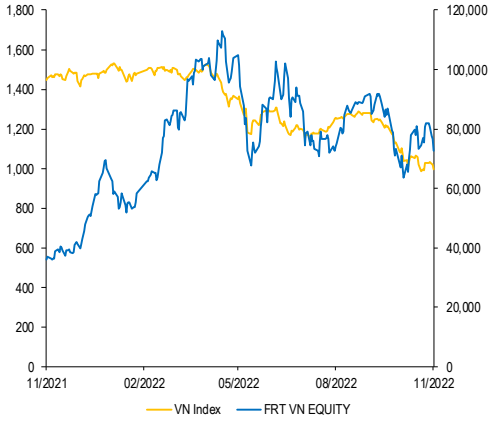
FY	2018	2019	2020	2021	2022F
Revenue (bn VND)	23,214	27,717	29,830	35,657	43,656
OP (bn VND)	3,122	4,147	4,605	5,415	6,939
OP margin (%)	13.4	15.0	15.4	15.2	15.9
NP (bn VND)	2,620	3,135	3,538	4,337	5,454
NP margin (%)	11.3	11.3	11.9	12.2	12.5
EPS (VND)	2,236	2,659	2,982	3,624	4,895
ROE (%)	20.0	21.6	21.7	23.4	28.5
P/E (x)	10.8	13.8	14.4	21.4	14.9
P/B (x)	2.1	2.8	2.9	4.7	3.4

Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

FPT Digital Retail JSC.
(FRT VN)



TARGET PRICE (VND)			
105,500			
CURRENT PRICE (VND)			UP/DOWNSIDE
72,700			**45.1%**
VNINDEX			**997**
Market P/E (x)			**9.6**
Market Cap. (bn VND)			**8,613**
Outstanding Shares (mn)			**118**
Free Floating Shares (mn)			**61**
Free Floating (%)			**51.3**
52-Wk High (VND)			**116,667**
52-Wk Low (VND)			**35,000**
3M Avg. Trading Vol. (mn)			**1.79**
3M Avg. T/O (bn VND)			**154**
Beta (12M)			**1.2**
	3M	6M	12M
Absolute	**-2.0**	**-30.8**	**100.5**
Rel. to VNINDEX	**18.5**	**-4.8**	**131.6**



Source: Bloomberg

Investment points

- FPT Digital Retail JSC (HoSE: FRT) is an associate company of FPT JSC (owning 46.53%). FRP Retail currently owns two retail chains that sell ICT products, named "FPT Shop" (908 stores) and "F.Studio by FPT" (19 stores). These stores do in the retail business of computers, laptops, peripherals, mobile phones, software, etc. In 2018, FRT expanded into the business of pharmaceuticals with Long Chau pharmacy chain. Currently, Long Chau pharmacy chain has opened nearly 800 pharmacy stores nationwide.
- Stable consumption of ICT products: The demand for products such as laptops, smartphones is stable thanks to the tendency to combine online and offline learning, working, entertaining, which results in the shorter lifecycles for product replacement. FRT's selling strategies and promotions are attractive to customers. FPT Retail is ranked 2nd position in the smartphone retail market (after Mobile World of MWG) and is No. 1 retailer in the laptop market in Vietnam.
- Authentic Apple products are regaining market share thanks to the tight control of the Government for portable products as well as Apple's support for officially authorized partners in Vietnam like FRT. The Apple products segment is accelerated in sale and maintained at double-digit growth by expanding the scale, upgrading Apple-product-experience at F.Studio stores.
- The growth potential of the retail pharma segment: According to Fitch Solutions, the total market value in 2021 of the pharmaceutical industry in Vietnam was VND 142.9 trn (USD 6.2 bn), and expected to be VND 155.8 trn (USD ~6.9 bn) in 2022. Based on the forecast of the pharmaceutical industry, the Long Chau pharmacy chain still has the growing potential ahead. In 2031, the figures are forecasted to reach VND 319.7 trn (USD ~12.8 bn), equivalent to the 10-year CAGR of 8.4%. FPT Long Chau is leading the retail pharmacy chain market in Vienam with a market share of ~45% and was profitable in 2021. End of 3Q/2022, Long Chau pharmacy chain has opend 793 pharmacies, expecting to complete the plan of reaching 800 pharmacy stores in 2022..

Risks:
(1) High leverage;
(2) Risk of rivalry among existing competitors;
(3) Risk from the retail pharmacy segment.

FY	2018	2019	2020	2021	2022F
Revenue (bn VND)	15,298	16,634	14,661	22,495	29,115
OP (bn VND)	460	343	77	495	686
OP margin (%)	3.0	2.1	0.5	2.2	2.4
NP (bn VND)	348	213	25	444	571
NP margin (%)	2.3	1.3	0.2	2.0	2.0
EPS (VND)	2,876	1,741	177	3,745	4,492
ROE (%)	35.0	17.1	1.7	30.9	27.8
P/E (x)	14.5	8.1	120.3	17.8	16.2
P/B (x)	4.3	1.3	2.1	4.8	3.9

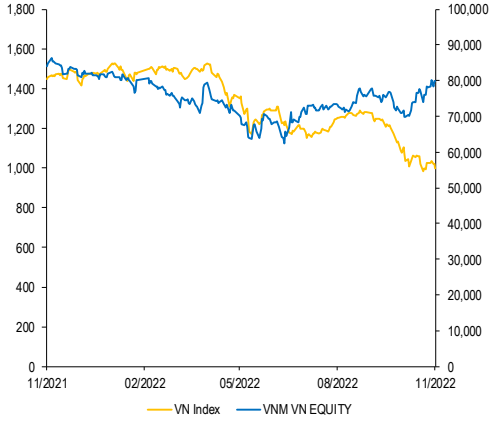
Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

Vietnam Dairy Products JSC.
(VNM VN)



Shinhan Securities

TARGET PRICE (VND)			
102,800			
CURRENT PRICE (VND)		UP/DOWNSIDE	
80,000		**28.5%**	
VNINDEX			**997**
Market P/E (x)			**9.6**
Market Cap. (bn VND)			**167,196**
Outstanding Shares (mn)			**2,090**
Free Floating Shares (mn)			**735**
Free Floating (%)			**35.2**
52-Wk High (VND)			**91,100**
52-Wk Low (VND)			**64,500**
3M Avg. Trading Vol. (mn)			**2.14**
3M Avg. T/O (bn VND)			**163**
Beta (12M)			**0.7**
	3M	6M	12M
Absolute	**9.1**	**10.3**	**-9.5**
Rel. to VNINDEX	**29.6**	**36.4**	**21.6**



Source: Bloomberg

Investment points

- Vietnam Dairy Products JSC (Vinamilk) is the largest Vietnam dairy company with a diverse product portfolio, capturing the demand of various consumers' classes, varying from prenatal to elderly, from standard products to premium products, and from cow milk-based dairy to plant-based dairy. Over 80% of Vinamilk's revenue has come from domestic market since 2007.

- Vinamilk is the leading company in the dairy industry, with an annual GPM of over 45%, taking more than 40% market share, and an annual dividend rate of around 5%. Vinamilk will continue to improve its GPM by cooling down the raw material prices as China increases domestic supply and reduces milk imports. This year, the nut milk segment has a positive result of 3 times higher than expected revenue due to reasonable selling prices and is expected to account for 3% of the total plant milk segment. Besides, Vilico – a subsidiary of VNM, is investing VND 2,083 billion in establishing a 200-million litter milk factory (expected to be completed in 2025) and VND 1,522 billion in the beef project.

Risks:
(1) Risk of losing key overseas customers;
(2) Risk of increasing competition.

FY	2018	2019	2020	2021	2022F
Revenue (bn VND)	52,562	56,318	59,636	60,919	63,098
OP (bn VND)	11,212	12,182	12,263	11,760	11,047
OP margin (%)	21.3	21.6	20.6	19.3	17.5
NP (bn VND)	10,227	10,581	11,099	10,532	9,522
NP margin (%)	19.5	18.8	18.6	17.3	15.1
EPS (VND)	4,413	4,565	4,770	4,517	4,209
ROE (%)	37.5	35.8	33.9	29.3	27.7
P/E (x)	22.7	21.3	22.8	19.1	19.0
P/B (x)	8.1	7.4	7.3	5.5	4.0

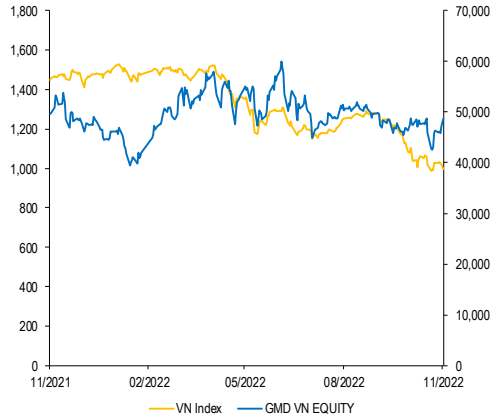
Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

Gemadept JS. Corporation
(GMD VN)



TARGET PRICE (VND)	
66,700	
CURRENT PRICE (VND)	UP/DOWNSIDE
48,700	**37.0%**
VNINDEX	**997**
Market P/E (x)	**9.6**
Market Cap. (bn VND)	**14,677**
Outstanding Shares (mn)	**301**
Free Floating Shares (mn)	**289**
Free Floating (%)	**95.9**
52-Wk High (VND)	**62,200**
52-Wk Low (VND)	**39,850**
3M Avg. Trading Vol. (mn)	**1.05**
3M Avg. T/O (bn VND)	**46**
Beta (12M)	**0.9**

	3M	6M	12M
Absolute	**-5.6**	**-13.8**	**-4.3**
Rel. to VNINDEX	**14.9**	**12.3**	**26.8**



Source: Bloomberg

Investment points

- Gemadept Joint Stock Company (HoSE: GMD) is one of the leading Logistic companies in Vietnam with the most modern and large-scale ports system, located in the important location of many provinces and cities in Vietnam. The revenue structure accounts for 86% of port operation, 14% for logistic activities, and others are services such as real estate, afforestation. Gemadept owns a total of 8 seaports, with an annual capacity of up to 5 million TEUs and 5 million tons of bulk cargo.
- Gemadept possesses numerous ports in Hai Phong and Ba Ria Vung Tau provinces. Thanks to its golden locations compared to competitors, plus its years of experience in the industry, the company has a great competitive advantages. Besides, Gemadept continues to affirm its position by strongly investing in projects including the Gemalink international port project (capacity of 3 million TEU) and the Nam Dinh Vu port project (capacity of 1.5 million TEU). These two projects are promised to double GMD's current capacity in the future.
- The prospect of import and export is positive in the future thanks to free trade agreements, FDI growth which are the basis for goods through seaports to continue to grow.
- The seaport industry has the attention and investment from the government, with the plan in growth of 8% for cargo volume in the period 2020 to 2030 and 4% in the period 2030 to 2050.

Risks:
(1) World economic risk;
(2) Risks related to rising oil prices;
(3) Risks related to world shipping situation.

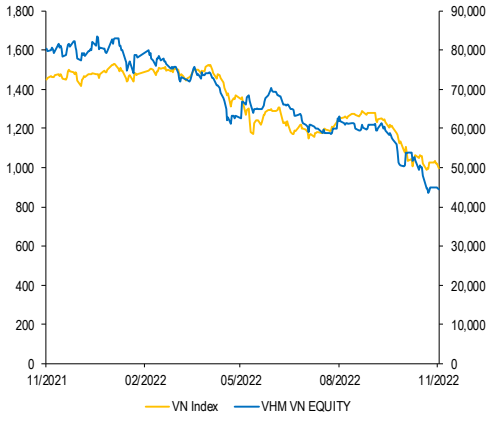
FY	2018	2019	2020	2021	2022F
Revenue (bn VND)	2,708	2,643	2,606	3,206	3,646
OP (bn VND)	546	544	471	693	942
OP margin (%)	20.2	20.6	18.1	21.6	25.8
NP (bn VND)	1,848	517	371	612	1,006
NP margin (%)	68.2	19.6	14.2	19.1	27.6
EPS (VND)	6,207	1,602	1,149	1,869	2,976
ROE (%)	29.6	8.1	5.8	9.2	13.7
P/E (x)	4.2	14.5	28.4	25.3	16.4
P/B (x)	1.3	1.2	1.7	2.3	2.0

Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

Vinhomes JSC.
(VHM VN)

TARGET PRICE (VND)	
100,600	
CURRENT PRICE (VND)	UP/DOWNSIDE
44,500	**126.1%**
VNINDEX	**997**
Market P/E (x)	**9.6**
Market Cap. (bn VND)	**193,769**
Outstanding Shares (mn)	**4,354**
Free Floating Shares (mn)	**1,034**
Free Floating (%)	**23.7**
52-Wk High (VND)	**87,500**
52-Wk Low (VND)	**41,500**
3M Avg. Trading Vol. (mn)	**2.51**
3M Avg. T/O (bn VND)	**134**
Beta (12M)	**0.8**

	3M	6M	12M
Absolute	**-29.4**	**-31.0**	**-46.2**
Rel. to VNINDEX	**-8.9**	**-4.9**	**-15.0**



Source: Bloomberg

Investment points

- Vinhomes is the largest real estate investment, trading, and management company in Vietnam with top-class service quality. Vinhomes operates mainly in the fields of housing, offices, and related items. The revenue from the real estate business accounted for 86%. With a total area of more than 16,800 hectares, Vinhomes affirms its growth potential in the upcoming years. Vinhomes's projects are located in prime locations of key provinces, with high urbanization rates across the country, or cities having great potential for tourism development. Vinhomes is currently leading the market with a 27% market share of the real estate market, of which Vinhomes accounts for 44% of the market share of mid-end apartments, 49% of luxury apartments, and 27% of landed properties.
- Positive outlook from current projects: in 1H2022, VHM has sold 17,300 units (+9% YoY) with contracts' value of VND 92,500 billion (+234% YoY). The unearned revenue value at the end of Q2/2022 was VND 129,300 billion (+162% YoY).
- Apartment sales in Hanoi and Ho Chi Minh City areas still rise in the context of tightening real estate credit. In which, the number of sales in 6M2022 increased by 34% in Hanoi and 70% in Ho Chi Minh YoY.
- Estimation of the annual increase in house prices in Hanoi (by 5% - 7%) and Ho Chi Minh (by 3% - 5%) according to CBRE's forecast for the period 2022 - 2024.
- Vinhomes IZ (a subsidiary of Vinhomes) increased its capital from VND 70 billion to VND 18,500 billion. This enterprise is implementing 3 projects including Nam Trang Cat Industrial Park, Thuy Nguyen Industrial Park, and Hai Phong Expanded Supporting Industrial Park. The Group expects the industrial zone real estate segment to be the key business segment, bringing stable and long-term income.

Risks:

(1) Risk of real estate industry cycle;

(2) Risk of interest rate hike;

(3) Risk of government tightening credit for real estate industry.

FY	2018	2019	2020	2021	2022F
Revenue (bn VND)	38,664	51,627	71,547	84,986	76,050
OP (bn VND)	7,617	23,219	21,062	42,402	34,377
OP margin (%)	19.7	45.0	29.4	49.9	45
NP (bn VND)	14,284	21,747	27,351	38,825	29,935
NP margin (%)	36.9	42.1	38.2	45.7	39
EPS (VND)	3,464	5,002	6,396	9,015	7,088
ROE (%)	57.0	43.8	38.6	36.9	22.2
P/E (x)	16.3	13.0	10.8	9.1	6.3
P/B (x)	5.7	5.0	3.4	2.9	1.2

Source: Bloomberg, Shinhan Securities, Data as of 04/11/22

Appendix – Important Disclosure





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