SHINHAN SECURITIES



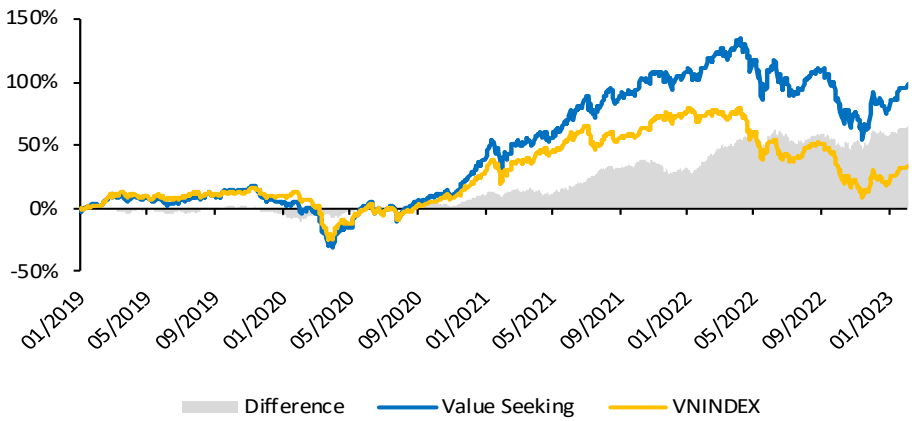
February 9th, 2023

VALUE SEEKING

Portfolio Return	VN-Index Return
⬆ +11% MoM	⬆ +10.4% MoM
⬆ +11% YTD	⬆ +10.4% YTD

- The stock market made an impressive recovery in January 2023 after the deep correcting period in 2022. In addition, the momentum of the recovery came from the positive surprised economic data from the US, which helped strengthen the belief of slowing down the rate hike and ending the restrictive monetary series of FED soon. Besides, the 2022 business results of enterprises are mixed, directly affecting the market movements.
- "Value Seeking" portfolio includes leading blue-chip stocks, which have been heavily discounted recently. In terms of investment efficiency, the portfolio's return continuously outperformed the VN-Index's return. HPG (+22.8%) played a key role on the portfolio's January performance thanks to the continuous net purchase of foreign investors. Besides, GMD (+16.7%) and other banking stocks (+14.4%) in the portfolio also grew well after announcing impressive business results in 2022.
- In 2023, we assert the Vietnam economic growth rate will cool down to 6%. This is the favorable year for companies having strong core business to break out and take the lead.

Performance of Value Seeking portfolio and VN-Index



Portfolio Analysis

	Portfolio	VN-Index
P/E Forward	13.5x	9.9x
P/B	2.4x	1.6x
Dividend yield	2.1%	1.6%
EPS growth (3Y)	33.5%	13.6%
ROE	21.1%	14.3%
ROA	7.9%	2.2%
Beta	1.09	1.00
Annualized Return	-4.0%	-28.6%
Standard deviation	27.4%	24.5%
Sharpe ratio	-0.2	-1.0

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

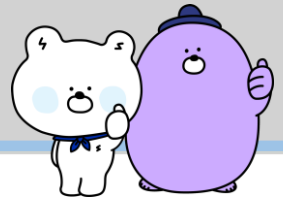
Sources: SSV, Bloomberg
Data as of Jan. 31st, 2023

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.

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Open account

Top Large Cap Value Stocks



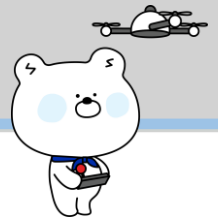
Shinhan Securities

General information					Share price					Key financials (**)					Valuation (23F)	
No.	Ticker	Company Name	Sector	Mkt. Cap. (VND bn)	CP (VND)	TP* (VND)	Upside (%)	1M (%)	YTD (%)	NPAT margin (%)	Dividend yield (%)	Debt to Equity	ROA (%)	ROE (%)	P/B (x)	P/E (x)
1	HPG	Hoa Phat Group	Steel	128,507	22,100	35,700	61.5	22.8	22.8	6.0	1.7	0.6	5.0	8.8	1.1	10.8
2	TCB	Techcombank	Banking	103,407	29,400	43,700	48.6	13.7	13.7	46.6	0.1	1.8	2.9	56.4	0.7	4.4
3	MBB	MB Bank	Banking	88,639	19,550	29,700	51.9	14.3	14.3	31.4	0.0	1.2	2.5	38.1	0.8	4.3
4	VCB	Vietcombank	Banking	434,918	91,900	93,100	1.3	14.9	14.9	40.6	0.8	2.3	1.6	21.7	2.7	14.2
5	GAS	Petro Vietnam Gas	Power	203,453	106,300	140,100	31.8	4.7	4.7	14.7	2.9	0.1	18.2	24.6	3.2	15.2
6	FPT	FPT Corporation	Technology	91,602	83,500	97,000	16.2	8.6	8.6	12.0	2.4	0.5	12.5	25.6	3.5	14.3
7	FRT	FPT Digital Retail	Retail	8,743	73,800	74,300	0.7	7.0	7.0	1.3	0.5	2.6	3.8	19.4	3.9	20.7
8	VNM	Vinamilk	F&B	161,136	77,100	93,200	20.9	1.3	1.3	14.2	5.0	0.2	17.7	39.5	4.6	16.5
9	GMD	Gemadept	Logistic	15,973	53,000	59,700	12.6	16.7	16.7	25.4	2.7	0.3	8.8	14.6	2.1	15.1
10	VHM	Vinhomes	Real estate	221,637	50,900	81,700	60.5	6.0	6.0	45.9	4.2	0.2	8.0	19.5	1.1	5.3

* Target price (fair value) for the next 12 months
** Data for 12 months up to Q4/2022

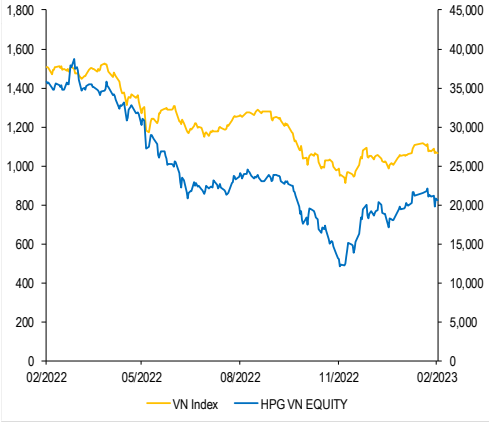
Source: SSV Research, Bloomberg
Data as of Jan. 31st, 2023

Hoa Phat Group JSC.
(HPG VN)



TARGET PRICE (VND)	
35,700	
CURRENT PRICE (VND)	UP/DOWNSIDE
20,600	**73.3%**
VNINDEX	**1,064**
Market P/E (x)	**9.9**
Market Cap. (bn VND)	**119,785**
Outstanding Shares (mn)	**5,815**
Free Floating Shares (mn)	**3,155**
Free Floating (%)	**54.3**
52-Wk High (VND)	**40,385**
52-Wk Low (VND)	**11,800**
3M Avg. Trading Vol. (mn)	**34.47**
3M Avg. T/O (bn VND)	**642**
Beta (12M)	**1.4**

	3M	6M	12M
Absolute	**58.5**	**-14.5**	**-43.4**
Rel. to VNINDEX	**50.5**	**1.0**	**-14.1**



Source: Bloomberg

Investment points

- Hoa Phat Group (HoSE: HPG) is the No. 1 steel production enterprise in Vietnam as well as Southeast Asia; Top 50 world largest steel companies; Operating in 4 main fields: cast iron, steel products, agriculture, and real estate. In 2022, Hoa Phat Group is ranked 5th in the top 10 largest domestic enterprises, and being the largest domestic private enterprise in Vietnam.
- Regarding the steel segment, HPG is the leader with a 32.6% and 25% in market share, respectively, of construction steel & steel pipes industry; Top 5 galvanized steel players with an 8% market share. At the beginning of 2023, Hoa Phat has just signed a contract to export a shipment of 10,000 tons of coiled steel to Europe - the first long steel pipes order for export and expanding to this new, potential market.
- The agricultural segment also achieved results when being able to supply more than 1 million chicken eggs/day to the market, keeping the No. 1 market share in the North and Top 3 enterprises producing clean chicken eggs in Vietnam. The origin of laying hens is imported directly from farms in Australia, UK, USA and raised according to high-tech model at the hatchery applied VietGAP standards.

Updating 2022 business results:

- Consolidated Q4.2022 net sales reached VND 25,826 billion (-42.2% YoY). Due to the high input material prices, Q4 GP continued to be negative at VND 885 billion. NPAT recorded loss of VND 1,999 billion.
- Accumulated in 2022, net revenue will reach more than VND 141,000 billion (-5.5% YoY). COGS increased by nearly 15%, making GPM approximately 12% (reaching 27.4% in 2021), reporting at VND 16,763 billion (-59% YoY). The negative Q3 and Q4 NPAT resulted in the low cumulative 2022 result of VND 8,444 billion (-75% YoY). The Group completed 90% of revenue (out of VND 160,000 billion) and 35% of NPAT (out of VND 25,000 billion) of the 2022 plan.
- Hoa Phat produced 7.2 million tons of steel in 2022 (-7% YoY), mainly including 4.2 million tons ofconstruction steel (+10% YoY) and 2.6 million tons of hot-rolled coil (HRC). In which, export made up nearly 1.2 million tons (+15% YoY).

Prospects for 2023:

- Short term: The profit margin is expected to improve as the price base of raw materials such as coke, iron ore has cooled down sharply compared to the peak in Q2.2022. With the gradual re-opening of the Chinese market, the prospect of steel exports will grow positively. Currently, Hoa Phat has increased the price of HRC steel from $595 to $650/ton.
- Medium and long-term: HPG continues investing and building Dung Quat 2 iron and steel plant project (with a capacity of 5.6 million tons of HRC, bringing the total capacity of HRC to 8.6 million tons/year, increasing the total HPG's crude steel production capacity to be more than 14 million tons from 2025); Ba Ria Vung Tau container factory project (capacity of 500,000 TEU/year).

Risks: (1) Steel prices decrease; (2) Coke prices increase; (3) World economic risk; (4) Real estate market risk.

FY	2019	2020	2021	2022	2023F
Revenue (bn VND)	63,658	90,119	149,680	141,409	123,709
OP (bn VND)	9,743	17,123	37,664	9,794	14,869
OP margin (%)	15.3	19.0	25.2	6.9	12.0
NP (bn VND)	7,527	13,450	34,478	8,484	11,793
NP margin (%)	11.8	14.9	23.0	6.0	9.5
EPS (VND)	1,294	2,191	5,512	1,459	1,926
ROE (%)	17.1	23.9	42.8	9.1	12.0
P/E (x)	8.6	10.8	6.5	12.3	10.7
P/B (x)	1.4	2.3	2.3	1.1	1.2

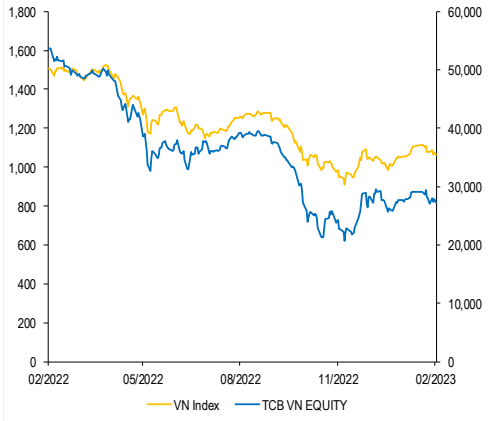
Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

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



TARGET PRICE (VND)	
43,700	
CURRENT PRICE (VND)	UP/DOWNSIDE
27,300	**60.1%**
VNINDEX	**1,064**
Market P/E (x)	**9.9**
Market Cap. (bn VND)	**96,021**
Outstanding Shares (mn)	**3,517**
Free Floating Shares (mn)	**2,714**
Free Floating (%)	**77.2**
52-Wk High (VND)	**54,900**
52-Wk Low (VND)	**19,300**
3M Avg. Trading Vol. (mn)	**6.68**
3M Avg. T/O (bn VND)	**158**
Beta (12M)	**1.3**

	3M	6M	12M
Absolute	**12.1**	**-30.3**	**-49.1**
Rel. to VNINDEX	**4.2**	**-14.8**	**-19.7**



Source: Bloomberg

Investment points

- Vietnam Technological and Commercial Joint Stock Bank (HoSE: TCB) is one of the largest retail banks with remarkable success in Vietnam. TCB focuses on investing in technology, building digital - data system with talented personnel program. The bank is leading in many critical indicators such as ROA, NPL. TCB aims to be in the top 10 best banks in ASEAN region, with a market capitalization of USD 20 billion, CASA at 55% by 2025.
- Techcombank has an outstanding asset quality in the industry with a thick capital buffer, low NPL, high LLR, having high return thanks to the low capital cost and the successfully approaching offshore loan. The bank has the ability to adjust credit structure allowing TCB to change appropriately with the market. A unique ecosystem providing TCB a strong and diverse source of non-interest income.

Updating 2022 business results:

- In 2022, net interest income accumulated VND30,290 billion (+13.4% YoY). Noticeably, non-interest income reached VND10,612 billion (+2.3% YoY), contributed by the sharp increase in fee income (+33.6% YoY) to VND8,528 billion. As a result, the total operating income (TOI) reached VND40,902 billion (+10.3% YoY).
- Besides, due to the rise of global interest rates, tightening liquidity in the banking system, and negative sentiment on the real estate and bond markets, TCB's CASA ratio witnessed a decline from the record level of 50.5% at EY2021 to 37% EY2022.
- TCB's opex in 2022 was strictly managed, increasing by 19.9% YoY. The CIR ratio was 32.8%, which was in accordance to the investment strategy in technology over 2021-25 period. The provision expenses decreased by 27.3% YoY. The reversal of restructured loan allowances enabled PBT to reach VND25,568 billion (+10% YoY), completing 95% of the year plan. ROA continues to be leading in the industry, reaching 3.2%.
- TCB's asset quality remains at fair level: Loans to customers balance reached VND 420,524 billion (+21.1% YoY) at EY2022. The NPL in 2022 increased to 0.91% from 0.66% in 2021. The LLR and CAR remained high, reaching 125% and 15.2%, respectively. At EY2022, TCB's total assets achieved VND 699 trillion (+22.9% YoY).

Risks: (1) Economic slowdown/recession; (2) Increase in bad debt; (3) Real estate credit risk, high weight outstanding loans for real estate development & home buyers in the bank's loan balance structure; (4) Investment in corporate bonds.

FY	2019	2020	2021	2022	2023F
Net interest income (bn VND)	14,258	18,751	26,699	30,290	36,842
Net non-interest income (bn VND)	6,810	8,628	10,377	10,612	11,898
TOI (bn VND)	21,068	27,379	37,076	40,902	48,741
TOI before provision (bn VND)	13,756	18,411	25,903	27,504	32,500
NPAT (bn VND)	10,226	12,582	18,415	20,436	24,280
EPS (VND)	2,871	3,515	5,137	5,810	6,904
ROE (%)	17.7	18.1	21.5	18.0	18.8
P/E (x)	8.2	9.0	10.3	4.7	3.1
P/B (x)	1.3	1.5	1.9	0.9	0.5

Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

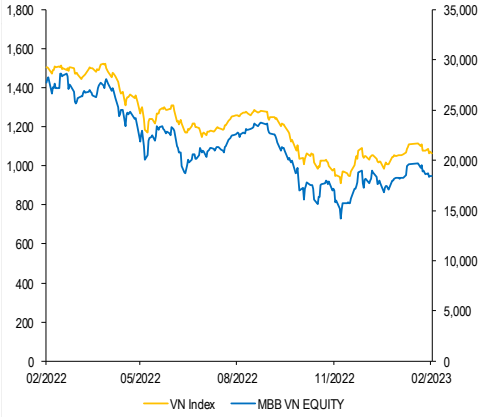
Military Com. JS Bank – MB Bank (MBB VN)



TARGET PRICE (VND)	
29,700	
CURRENT PRICE (VND)	UP/DOWNSIDE
18,450	61.0%

VNINDEX	1,064
Market P/E (x)	9.9
Market Cap. (bn VND)	83,652
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)	13,200
3M Avg. Trading Vol. (mn)	11.80
3M Avg. T/O (bn VND)	204
Beta (12M)	1.3

	3M	6M	12M
Absolute	8.8	-19.0	-33.5
Rel. to VNINDEX	0.9	-3.6	-4.2



Source: Bloomberg

Investment points

- Military Commercial Joint Stock Bank (HoSE: MBB) has had many outstanding achievements recently, reflected in its asset quality, superior profitability, and high credit rating by international rating agencies; being in the Top 30 largest enterprises in Vietnam (according to the VNR500 ranking); Top 4 commercial banks in terms of scale and profit in Vietnam.
- MBB is one of the leading banks achieving efficient operation and rapid growth over the years. The Bank plans to build a digital bank and continue to focus on IT development and digital transformation toward "Becoming a Digital Enterprise, a Leading Financial Group".
- MBB has outstanding asset quality with low NPL ratio in the industry, but still maintains a high LLR ratio. In addition to the low cost of capital advantages, MBB has high profitability thanks to its diversification of loan portfolio, focusing on developing the retail lending segment to increase interest income as well as NIM enhancement. The establishment of a joint venture bank in Cambodia has increasingly affirmed MBB's position.

Updating 2022 business results:

- Continuously implementing digital transformation to attract more customers, MBB became the bank achieving the highest CASA rate in 2022, reaching 40.6%. MBB has conducted a comprehensive digital transformation to achieve breakthroughs in the digital banking business, especially developing customer ecosystems via MBBank and BIZ MBBank app, having accumulated 20 million customers (+54% YoY) in 2022. MBB expects this number will reach 27 million customers in 2023.
- In 2022, MBB's non-interest income decreased by 10.9%, of which fee income decreased by 5.3%. However, total operating income (TOI) still increased by 23.4% YoY to VND 45,593 billion thanks to a substantial increase in net interest income (+37.5% YoY), reported at VND 36,023 billion in 2022. In addition, MBB has the advantage of maintaining good relationships with large enterprises. NIM increased to 5.7% at EY2022 and still has potential of widening.
- MBB's opex in 2022 was strictly managed, increasing by 19.7% YoY. The CIR ratio in 2022 was 32.5%. Provision expenses decreased slightly by 0.2% YoY. The EBT was recorded at VND 22,729 billion (+37.5% YoY), completing 112% of the year plan. ROA reached 2.7%. Regarding asset quality, MBB's NPL ratio increased to 1.09% at the end of 2022 (2021: 0.9%). The LLR and CAR remained high, reaching 160% and 11.5%, respectively.

Risks: (1) Economic slowdown/recession; (2) Increase in bad debt; (3) Real estate credit risk; (4) Investment in corporate bonds.

FY	2019	2020	2021	2022	2023F
Net interest income (bn VND)	18,000	20,278	26,200	36,023	38,571
Net non-interest income (bn VND)	6,650	7,084	10,734	9,570	13,821
TOI (bn VND)	24,650	27,362	36,934	45,593	52,392
OP before provision (bn VND)	14,927	16,807	24,557	30,777	34,966
NPAT (bn VND)	8,069	8,606	13,221	18,155	21,005
EPS (VND)	2,758	2,776	3,362	4,004	4,633
ROE (%)	22.1	19.2	22.6	22.8	22.5
P/E (x)	5.8	7.7	4.9	4.6	3.7
P/B (x)	1.3	1.3	1.0	1.1	0.8

Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

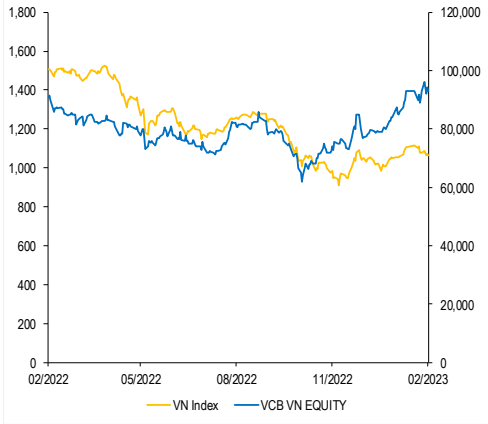
Bank for Foreign Trade of Vietnam - Vietcombank (VCB VN)



Shinhan Securities

TARGET PRICE (VND)	
93,100	
CURRENT PRICE (VND)	UP/DOWNSIDE
93,000	0.1%
VNINDEX	1,064
Market P/E (x)	9.9
Market Cap. (bn VND)	440,124
Outstanding Shares (mn)	4,733
Free Floating Shares (mn)	1,192
Free Floating (%)	25.2
52-Wk High (VND)	96,300
52-Wk Low (VND)	62,000
3M Avg. Trading Vol. (mn)	1.29
3M Avg. T/O (bn VND)	110
Beta (12M)	0.9

	3M	6M	12M
Absolute	25.7	15.1	2.4
Rel. to VNINDEX	17.7	30.6	31.7



Source: Bloomberg

Investment points

- Vietcombank (HoSE: VCB) is a state-owned bank having the highest market capitalization in the banking industry. VCB has 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. Furthermore, VCB has always oriented towards international standards during its operation, continuously being trusted by prestigious organizations in the world.
- Diversified funding sources, and a relatively low cost of capital, create many potentials to improve NIM. Thanks to its reputation, business characteristics, and extensive branch network, VCB has mobilized abundant capital from the State Bank (SBV), other credit institutions, and large enterprises. Therefore, VCB is not under much pressure to mobilize capital because banks are in the race to increase deposit interest rates due to the influence of macro factors.

Updating 2022 business results:

- In 2022, VCB's credit growth was 19% to VND 1.15 trillion. NIM reached 3.41%. Net interest income was a record of VND 53,246 billion (+26% YoY) in 2022. Although fee income only reached VND 6,839 billion (-7.7% YoY), income from foreign exchange trading rose sharply by 32% YoY, contributing mainly to the increase in non-interest income to VND 14.836 billion (+3.3% YoY). As a result, total operating income (TOI) for the whole year reached VND 68,083 billion (+20.2% YoY). ROA and ROE remained high, at 1.85% and 24.21%, respectively.
- VCB's total assets sharply increased by 28.2%, reached VND 1,814.2 million billion at EY2022. NPL was at 0.68% by the end of 2022 (in 2021: 0.64%), among the lowest in the industry. VCB's LLR was 424% at EY2021, being the highest result compared to other peers and standing still at that position in 2022 with the result of 465%. The CASA level has improved over the years, recorded at 33.9% at EY2022 (EY2021: 35.7%), ranked only after MBB and TCB.
- VCB's opex was at stable level when CIR remained at 31.2% in 2021 and 2022. VCB's EBT leads the banking system, reaching VND 27,487 billion (+19% YoY) in 2021 and achieving a record of VND 37,359 billion (+36% YoY) in 2022, completing 121% of the 2022 plan.

2023 plan: Total assets will increase by 9% compared to 2022. Credit growth will reach 12.8%, and EBT will increase by 12% in minimum. The NPL ratio will remain lower than 1.5%, and NIM will be at least 3.24%.

Risks: (1) Economic slowdown/recession; (2) Increase in bad debt; (3) Exchange rate risk.

FY	2019	2020	2021	2022	2023F
Net interest income (bn VND)	34,538	36,285	42,273	53,246	57,912
Net non-interest income (bn VND)	11,156	12,777	14,357	14,836	21,172
TOI (bn VND)	45,693	49,063	56,630	68,083	79,084
OP before provision (bn VND)	29,819	33,024	38,964	46,823	56,301
NPAT (bn VND)	18,597	18,473	22,017	29,912	35,293
EPS (VND)	4,406	3,387	4,162	6,316	7,458
ROE (%)	22.8	19.0	19.6	24.2	23.9
P/E (x)	20.5	21.9	18.8	12.7	10.6
P/B (x)	4.1	3.9	3.4	2.7	2.2

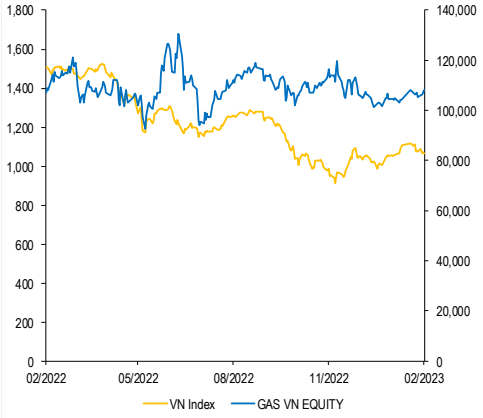
Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

PetroVietnam Gas JS. Corporation (GAS VN)



TARGET PRICE (VND)	
140,100	
CURRENT PRICE (VND)	UP/DOWNSIDE
108,100	29.6%
VNINDEX	1,064
Market P/E (x)	9.9
Market Cap. (bn VND)	206,898
Outstanding Shares (mn)	1,914
Free Floating Shares (mn)	81
Free Floating (%)	4.2
52-Wk High (VND)	134,000
52-Wk Low (VND)	92,600
3M Avg. Trading Vol. (mn)	0.34
3M Avg. T/O (bn VND)	34
Beta (12M)	0.9

	3M	6M	12M
Absolute	-7.1	-3.5	-1.7
Rel. to VNINDEX	-15.1	12.0	27.6



Source: Bloomberg

Investment points

- Gas Corporation of Vietnam (HoSE: GAS) is the leading enterprise in the gas field in Vietnam, dominating 100% market share of dry gas, and more than 70% market share of liquefied petroleum gas (LPG). In addition, GAS also owns 1,500 km of gas pipelines, 3 gas treatment plants, and 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 which plays a critical 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.
- Moreover, GAS is the main investor in the gas pipeline of the Block B O Mon Project. Abundant gas resources from this project will have been explored since 2026, with an amount of reserve up to 107 billion m3, ensuring the long-term growth potential of GAS.

Updating 2022 business results:

- The accumulated net revenue set a record to VND 100,724 billion, exceeding 26% of the year's goal. NPAT also skyrocketed by 70% YoY, reported at VND 15,062 billion, completing 113% of the year targeted. The rise of oil prices and enhancement of gas consumption are the main drivers of GAS's revenue. Besides, GAS is one of the listed enterprises having abundant cash and deposits, totaling more than VND 33,000 billion at EY2022.
- In 2023, we expect the La Nina phenomenon will end, pulling the mobilization rate of gas-fired thermal enterprises, thereby strengthening gas demand. In addition, with the conversion to LNG use by leading gas power companies such as NT2, POW are expected to become loyal customers of GAS when Thi Vai LNG warehouse is officially put into operation.

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	2019	2020	2021	2022	2023F
Revenue (bn VND)	75,005	64,135	78,992	100,724	109,474
OP (bn VND)	13,649	8,694	10,374	17,799	17,092
OP margin (%)	18.2	13.6	13.1	17.7	15.6
NP (bn VND)	11,902	7,855	8,673	14,794	13,893
NP margin (%)	15.9	12.2	11.0	14.7	12.7
EPS (VND)	6,142	4,028	4,356	7,647	7,177
ROE (%)	25.1	15.9	16.8	26.7	22.1
P/E (x)	15.3	21.5	22.1	13.3	15.1
P/B (x)	3.7	3.4	3.6	3.2	3.2

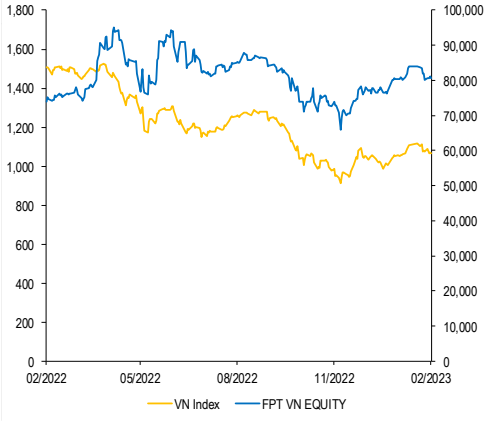
Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

FPT Corporation
(FPT VN)



TARGET PRICE (VND)	
97,000	
CURRENT PRICE (VND)	UP/DOWNSIDE
80,700	20.2%
VNINDEX	1,064
Market P/E (x)	9.9
Market Cap. (bn VND)	88,530
Outstanding Shares (mn)	1,097
Free Floating Shares (mn)	925
Free Floating (%)	84.3
52-Wk High (VND)	99,083
52-Wk Low (VND)	61,300
3M Avg. Trading Vol. (mn)	1.19
3M Avg. T/O (bn VND)	85
Beta (12M)	0.9

	3M	6M	12M
Absolute	9.1	-6.4	6.8
Rel. to VNINDEX	1.1	9.1	36.1



Source: Bloomberg

Investment points

- FPT Corporation (HoSE: FPT) is the leader in the technology sector, with core business fields having 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 Artificial Intelligence (AI), Robotic Process Automation (RPA), Blockchain, Cloud computing, and Internet of Things (IoT).
- Revenue of FPT came mainly from three segments: Technology; Telecommunications; Education & Investment. With an almost complete value chain, FPT can participate extensively in product development, thereby creating a great advantage in bidding and winning large deals with value of over USD 5 million.

Updating 2022 Business results:

- In 2022, the consolidated revenue reached VND 44,017 billion (+23.4% YoY), together with the EBT reached VND 7,654 billion (+20.8% YoY). Specifically, technology services played a key role, contributing 58% of total revenue (~VND 25,521 billion; +23% YoY) and 45% of total EBT (~VND 3,421 billion; +22% YoY). In which, revenue and EBT from foreign IT services were VND 18,935 billion (+30.2%) and VND 2,987 billion (+23.3%), respectively.
- FPT's revenue from the Education & Investment segment was astonishing in 2022, reaching VND 4,712 billion (+53% YoY). FPT has completed 103.8% of target revenue (VND 42,420 billion) and 94% of target EBT (VND 7,618 billion) in 2022.

In 2023, FPT may experience risks from the possibility of a slowdown in the global economy, estimating a more cautious growth outlook. For the technology segment, FPT has signed new contracts worth VND 21,594 billion (~USD 1 billion, +39% YoY), indicating a good start for the year 2023. As planned, the target revenue and EBT in 2023, respectively, are VND 52,300 billion (+19% YoY) and VND 9,050 billion (+18.3% YoY).

Risks: (1) Direct competition from peers in China and India; (2) Shortage of high-quality IT human resources. (3) Exchange rate risk.

FY	2019	2020	2021	2022	2023F
Revenue (bn VND)	27,717	29,830	35,657	44,017	42,202
OP (bn VND)	4,147	4,605	5,415	6,761	7,097
OP margin (%)	15.0	15.4	15.2	15.4	16.8
NP (bn VND)	3,135	3,538	4,337	5,295	6,412
NP margin (%)	11.3	11.9	12.2	12.0	15.2
EPS (VND)	2,659	2,982	3,624	4,421	4,324
ROE (%)	21.6	21.7	23.4	24.8	24.8
P/E (x)	13.8	14.4	21.4	17.4	15.2
P/B (x)	2.8	2.9	4.7	4.0	3.4

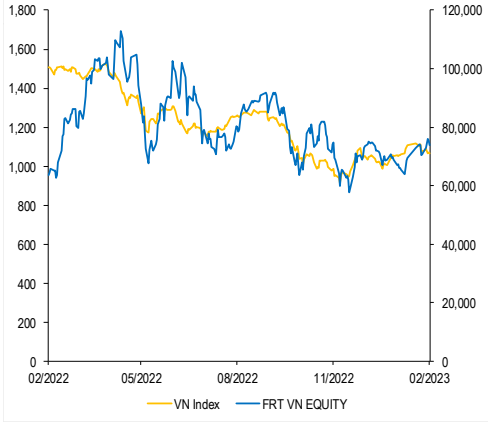
Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

FPT Digital Retail JSC.
(FRT VN)



TARGET PRICE (VND)	
74,300	
CURRENT PRICE (VND)	UP/DOWNSIDE
73,700	0.8%
VNINDEX	1,064
Market P/E (x)	9.9
Market Cap. (bn VND)	8,731
Outstanding Shares (mn)	118
Free Floating Shares (mn)	59
Free Floating (%)	49.9
52-Wk High (VND)	116,667
52-Wk Low (VND)	55,700
3M Avg. Trading Vol. (mn)	1.34
3M Avg. T/O (bn VND)	70
Beta (12M)	1.2

	3M	6M	12M
Absolute	-1.5	-8.0	15.4
Rel. to VNINDEX	-9.4	7.5	44.7



Source: Bloomberg

Investment points

- FPT Digital Retail JSC (HoSE: FRT) owns two retail chains that sell ICT products, namely "FPT Shop" (946 stores), specializing in retail business of computers, laptops, peripherals, mobile phones, software, etc., and "F.Studio by FPT" (27 stores), an authorized retail distributor of Apple products. FPT Retail is ranked 2nd position in the smartphone retail market and is No. 1 retailer in the laptop market in Vietnam.
- In 2018, FRT expanded into the business of pharmaceuticals with Long Chau pharmacy chain. End of year 2022, Long Chau has opned 537 new stores, raised the total number to 937 pharmacy stores nationwide (exceeding the initial target plan of 800 stores). According to Fitch Solutions, the total market value is expected to be VND 155.8 trn (USD ~6.9 bn) in 2022 and estimated to be VND 319.7 trn (USD ~12.8 bn; CAGR of 8.4%) in 2031. Therefore, Long Chau pharmacy chain still has the growing room ahead, setting the goal of having 3,000 phamacy stores in 2026.

Updating 2022 Business results:

- FRT's consolidated revenue reached VND 30,166 billion (+34% YoY), of which 32% was contributed from Long Chau (VND 9,596 billion, up 2.4 times YoY). The total net revenue of FPT Shop and F.Studio chains reached VND 20,689 billion (+11% YoY). In 2022, FRT's gross profit reached VND 4,703 billion (+49.2% YoY), with GPM improved from 14% in 2021 to 15.6%.
- Regarding Long Chau, FRT informed an average revenue of each pharmacy store ranging from VND 1.4-1.5 billion/month, and there are stores generating sudden revenue of nearly VND 10 billion/store/month. FPT Long Chau has been profitable since 2021. Other similar competitive peers like An Khang (500 stores) and Pharmacity (1000 stores) still have been following the burning cash strategy in exchange for scaling up.
- In 2022, FRT's EBT reached VND 485.6 billion, down only 12.4% compared to the abnormally high base in 2021 because of the COVID-19 epidemic. FTR has completed 111.7% of target revenue and 67.4% of target EBT in 2022.
- In the context of high interest rates in 2022, FRT actively reduces the leverage level in its financial structure. By EY2022, FRT's D/E ratio was at 2.6x (2021: 3.6x). Furthermore, in Nov.2022, FRT did contribute an additional capital of VND 225 billion to FPT Long Chau, increasing the total capital contribution to the retail pharmaceutical segment to VND 450 billion, approximately 89.83% ownership in this subsidiary.

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

FY	2019	2020	2021	2022	2023F
Revenue (bn VND)	16,634	14,661	22,495	30,166	34,311
OP (bn VND)	343	77	495	557	643
OP margin (%)	2.1	0.5	2.2	1.8	1.9
NP (bn VND)	213	25	444	390	446
NP margin (%)	1.3	0.2	2.0	1.3	1.3
EPS (VND)	1,741	177	3,745	3,295	3,650
ROE (%)	17.1	1.7	30.9	19.4	20.7
P/E (x)	8.1	120.3	17.8	20.9	20.2
P/B (x)	1.3	2.1	4.8	4.3	4.2

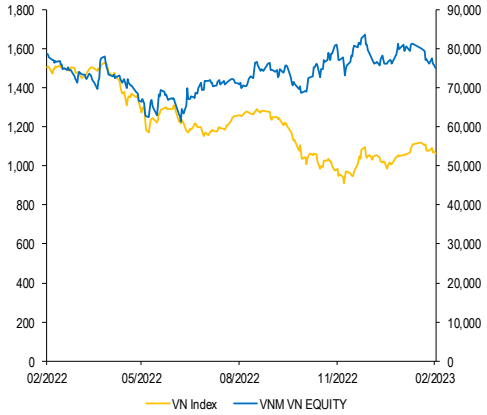
Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

Vietnam Dairy Products JSC.
(VNM VN)



TARGET PRICE (VND)	
93,200	
CURRENT PRICE (VND)	UP/DOWNSIDE
75,000	24.3%
VNINDEX	1,064
Market P/E (x)	9.9
Market Cap. (bn VND)	156,747
Outstanding Shares (mn)	2,090
Free Floating Shares (mn)	735
Free Floating (%)	35.1
52-Wk High (VND)	85,600
52-Wk Low (VND)	64,500
3M Avg. Trading Vol. (mn)	2.03
3M Avg. T/O (bn VND)	161
Beta (12M)	0.6

	3M	6M	12M
Absolute	-7.3	4.2	-9.4
Rel. to VNINDEX	-15.3	19.6	19.9



Source: Bloomberg

Investment points

- Vietnam Dairy Products JSC (Vinamilk) is the largest Vietnam dairy company with a diverse product portfolio, meeting the demand of various types of consumers, from prenatal to elderly, from standard to premium products, and from cow milk-based to plant-based dairy. Over 80% of Vinamilk's revenue has come from domestic market since 2007.
- Vinamilk is the company achieving the highest annual GPM in the dairy industry (~40%). In 2022, the nut milk segment has a positive result 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 to establish a 200-million litter milk factory per annum (expected to be completed in 2025) and VND 1,522 billion in the beef project.

Updating 2022 Business results:

- The Vinamilk's 2022 consolidated revenue reached VND 59,956 billion (-1.6% YoY). Specifically, the overseas market contributed 84.6% of total revenue, recorded of VND 4,424 billion (+23.3% YoY) thanks to the recovered demand from schools market, as well as VNM's effective market development strategies.
- The export revenue was reported at VND 4,828 billion (-21.2% YoY). VNM is planning to develop Southeast Asian markets such as the Philippines through the Del Monte-Vinamilk joint venture. Moreover, primary projects of Villico have also been disbursed and launched their first phase in Q4.2022.
- In 2022, the consolidated gross profit and NPAT, respectively, reached VND 23,897 billion and VND 8,578 billion, down 9.1% and 19.3% YoY. The key reasons were from the increase in COGS and financial expenses. VNM respectively completed 93.7% and 71.5% of the 2022 target revnue and NPAT.
- Vinamilk's direct and online stores play a critical role on collecting consumer data for digital transformation projects as well as testing new innovations regarding products and services, aiming to improve the customer experience. Vinamilk is launching nearly 650 stores nationwide.
- Vinamilk expects to reach VND 86,200 billion in total revenue and VND 16,000 billion in EBT in 2026 (CAGR for 2021-2026 period is 7.2% for revenue and 4.4% for EBT). This target is based on the expectation that the FMCG industry will recover quickly after 2022, when the revenue and profit CAGR in the period 2022-2026 can accelerate up to 7.7% and 7.5%/year, respectively.

Risks: (1) Losing key overseas customers; (2) Increasing competition among peers in F&B industry.

FY	2019	2020	2021	2022	2023F
Revenue (bn VND)	56,318	59,636	60,919	59,956	61,980
OP (bn VND)	12,182	12,263	11,760	9,753	11,794
OP margin (%)	21.6	20.6	19.3	16.3	19.0
NP (bn VND)	10,581	11,099	10,532	8,516	10,428
NP margin (%)	18.8	18.6	17.3	14.2	16.8
EPS (VND)	4,565	4,770	4,517	3,632	4,943
ROE (%)	35.8	33.9	29.3	24.1	28.0
P/E (x)	21.3	22.8	19.1	21.0	14.7
P/B (x)	7.4	7.3	5.5	5.3	4.0

Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

Gemadept JS. Corporation
(GMD VN)

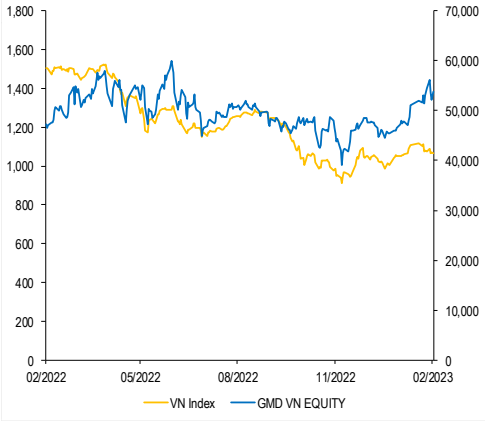


Shinhan Securities

TARGET PRICE (VND)	
59,700	
CURRENT PRICE (VND)	UP/DOWNSIDE
53,800	11.0%

VNINDEX	1,064
Market P/E (x)	9.9
Market Cap. (bn VND)	16,214
Outstanding Shares (mn)	301
Free Floating Shares (mn)	289
Free Floating (%)	96.0
52-Wk High (VND)	62,200
52-Wk Low (VND)	36,400
3M Avg. Trading Vol. (mn)	0.70
3M Avg. T/O (bn VND)	27
Beta (12M)	0.8

	3M	6M	12M
Absolute	18.2	2.7	10.9
Rel. to VNINDEX	10.3	18.1	40.2



Source: Bloomberg

Investment points

- Gemadept JSC (HoSE: GMD) is one of the leading logistic companies in Vietnam, having modern and large-scale ports system, being located at critical economic positions. The main operating businesses: Port operation; logistic activities. Gemadept owns a total of 8 seaports, with an annual capacity of up to 5 million TEUs and 5 million tons of bulk cargo.
- GMD has great advantages of possessing numerous ports at golden locations compared to competitors, plus its years of experience. Besides, Gemadept continues affirming its position by strongly investing in potential projects. Typically: Gemalink international port phase 2 – enhancing the total capacity to 3 million TEUs; Nam Dinh Vu port phase 2 and 3 (each phase boosts a 500,000-TEU addition) – increasing the total capacity to 1.5 million TEUs. These two projects are promised to double GMD's current capacity once finished.

Updating 2022 business results:

- Port operation made the main contribution of VND 3,104 billion (+12.4% YoY), accounting for 79.3% of total revenue. Logistics and office leasing activities increased sharply by 83.5% YoY, reaching VND 812 billion and making up 20.7% of total revenue (in 2021: 13.8%). In 2022, GMD's net revenue and EBT reached VND 3,916 billion (+22.1% YoY) and VND 1,308.3 billion (+62.3% YoY) respectively, completing 101.7% and 109% of the year target.
- GMD's total container cargo volume in 2022 is estimated at more than 3 million TEU (+20% YoY), of which Gemalink contributes an estimated 1.2 million TEU (+70% YoY). Gemalink is located in Cai Mep - Thi Vai area, Ba Ria - Vung Tau province, has been into operation since Q1.2021, having brought VND 84 billion of profit to GMD in 2022 (2021: VND 2 billion). Phase 2 is expected to be completed and put into operation from Q1.2025. By the end of 2022, this port has reached a berth depth of 16.5m and can handle the world's largest ships arrivals in 2023.

The divestment deal on Nam Hai Dinh Vu port:

- On December 29, 2022, Gemadept's BODs has approved the transfer of all 84.66% equity ownership in Nam Hai Dinh Vu Port JSC (NHDV). In the difficult context of the seaport industry in 2023, the restructuring of business activities in the highly competitive environment at Hai Phong port cluster helps GMD focus more on Nam Dinh Vu port (NDV).
- The proceeds from the devestment help Gemadept to accelerate the investment progress of Gemalink port phase 2, NDV port phase 2 and 3, and other inland waterway port projects, reducing the dependence on debt during the high interest rate period.
- Besides, NHDV port has already reached 100% capacity (550,000 TEUs/year) with revenue of VND 647 billion, EAT of VND 212 billion in 2021. Phase 1 of NDV port is operating at 80% capacity and phase 1 of NDV port is operating at 80% capacity and phase 2 is expected to launch in Q1.2023. NDV port can benefit from receiving the volume of goods transferred from NHDV port, supporting a part of operational efficiency when phase 2 is completed.

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

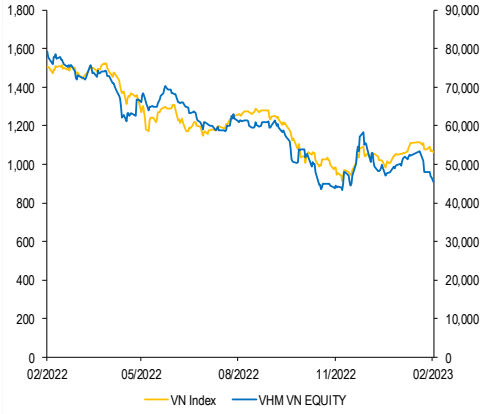
FY	2019	2020	2021	2022	2023F
Revenue (bn VND)	2,643	2,606	3,206	3,916	3,814
OP (bn VND)	544	471	693	1,104	1,363
OP margin (%)	20.6	18.1	21.6	28.2	35.7
NP (bn VND)	517	371	612	995	933
NP margin (%)	19.6	14.2	19.1	25.4	24.5
EPS (VND)	1,602	1,149	1,869	3,037	3,553
ROE (%)	8.1	5.8	9.2	13.8	15.1
P/E (x)	14.5	28.4	25.3	14.9	15.1
P/B (x)	1.2	1.7	2.3	2.0	2.2

Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

Vinhomes JSC.
(VHM VN)

TARGET PRICE (VND)	
81,700	
CURRENT PRICE (VND)	UP/DOWNSIDE
45,300	80.4%
VNINDEX	1,064
Market P/E (x)	9.9
Market Cap. (bn VND)	197,253
Outstanding Shares (mn)	4,354
Free Floating Shares (mn)	1,034
Free Floating (%)	23.7
52-Wk High (VND)	84,000
52-Wk Low (VND)	41,250
3M Avg. Trading Vol. (mn)	2.97
3M Avg. T/O (bn VND)	142
Beta (12M)	0.9

	3M	6M	12M
Absolute	1.7	-25.6	-44.4
Rel. to VNINDEX	-6.3	-10.1	-15.1



Source: Bloomberg

Investment points

- Vinhomes is the largest real estate investment, trading and management company in Vietnam. Main business fields: Invsting, developing and trading 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 have top-class service quality, being located in prime locations, high urbanization rates and 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.

Updating 2022 business results:

- In Q4.2022, the consolidated net revenue reached VND 31,193 billion (+34% YoY) thanks to the handing over additional 2,200 low-rise real estate units at Vinhomes Ocean Park 2 – The Empire. The gross profit in Q4.2022 reported at VND 15,084.7 billion (+6.6% YoY), and NPAT was recorded at VND 8,952.5 billion (-23.5% YoY due to the 112.6% hike in financial expenses compared to the same period).
- In Q4.2022, Vinhomes started selling Vinhomes Dai An (Ocean Park 3 – The Crown), the final phase of the 1,200ha marine urban mega-population Vinhomes Ocean Park. The project has an area of nearly 300ha with the highlight of the 12.3-hectare Paradise Bay, Tropical Lagoon, Olympic-style swimming pool, and modern facilities inherited from the previous two phases. The first 1,000 units were officially launched on October 10 and 80% units were deposited after only 3 days of sale opening. Besides, VHM also plans to open for sale the Golden Avenue project in Quang Ninh provnce in Q1.2023 (total size of 116ha; total value ~USD 800 million).
- In 2022, the accumulated net revenue and EBT are respectively VND 62,392 billion (-26.6% YoY) and VND 29,001 billion (-25.5% YoY), and completed 83.2% and 96.7% of the year target. The total assets reached VND 361,204 billion (+56.7% YTD). In which, cash and cash equivalents increased by 70% YoY, recorded at VND 12,388 billion thanks to the successful sales of new projects, helping VHM proactively accelerate the constructing process, developing major projects, and be less dependent on debt financing. The D/E ratio at EY2021 and EY2022 stood at 0.2x.

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	2019	2020	2021	2022	2023F
Revenue (bn VND)	51,627	71,547	84,986	62,392	100,138
OP (bn VND)	23,219	21,062	42,402	25,072	41,788
OP margin (%)	45.0	29.4	49.9	40.2	42
NP (bn VND)	21,747	27,351	38,825	28,628	35,922
NP margin (%)	42.1	38.2	45.7	45.9	36
EPS (VND)	5,002	6,396	9,015	6,575	8,574
ROE (%)	43.8	38.6	36.9	21.3	21.6
P/E (x)	13.0	10.8	9.1	7.3	5.3
P/B (x)	5.0	3.4	2.9	1.4	1.2

Source: Bloomberg, Shinhan Securities, Data as of 09/02/23

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Appendix – Important Disclosure





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