MACROECONOMIC & STOCK MARKET REPORT

Turning opportunities into value

November 2024

Turning opportunities into value

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SUMMARY

- **In October 2024, the VN-Index declined by 1.82% MoM, closing the month at 1,264.48 points, but still marking an increase of +11.91% Ytd.** The mid-cap stocks represented by VNMID (-2.81% MoM) and small-cap stocks represented by VNSML (-1.82% MoM) performed poorly, but the VN30 index saw a more modest decline, largely supported by the banking sector.
- **In October 2024, market liquidity remained below average.** The average trading value reached only VND 17,763 billion per session, a slight increase of +0.1% MoM and concentrated primarily in the banking sector. The number of new securities accounts opened in October was 156,919 accounts, matching the number from September.
- **Significantly increased foreign net selling.** Foreign selling amounted to VND 11,010.81 billion in October (+503.6% MoM), a sharp rebound after three months of reduced activity despite smaller net withdrawals from ETF funds (USD 11 million), mainly attributed to the Fubon.
- **Economic indicators in October remained generally stable, except for fluctuations in the exchange rate, which led the State Bank of Vietnam to implement measures to support the currency.**
- VN-Index is expected to continue fluctuating within a narrow range, with support levels around 1,230 - 1,250 points and resistance around 1,280 - 1,300 points. The market is likely to remain within this consolidation phase until it breaks out, which could potentially happen in December 2024.
- We recommended to sell GVR, reducing the portfolio to 15 stocks. In October, the top performers in the portfolio were CTD (+5.33%) and SZC (+3.45%), while the poorest performers were GVR (-7.97%) and PVD (-7.40%).

VIETNAM'S MACROECONOMIC IN OCTOBER 2024

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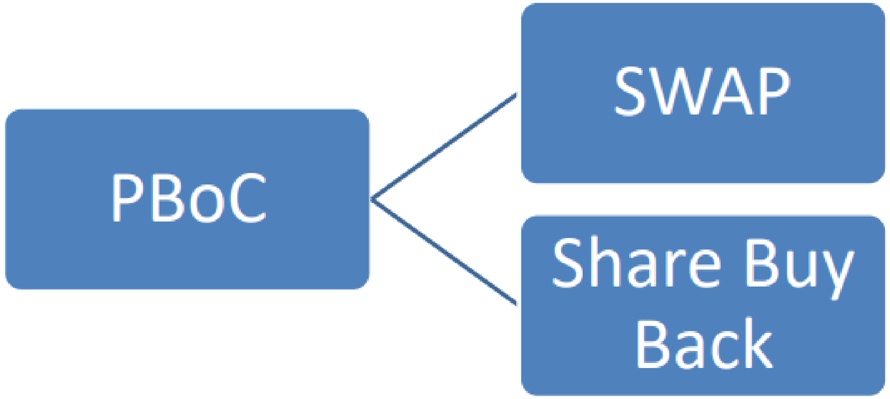
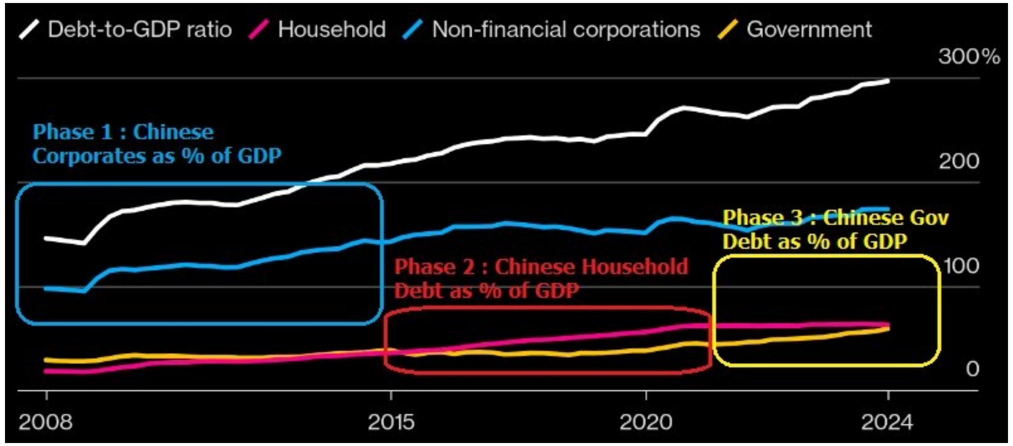
Two PBoC Support Packages for the Stock Market



Trend of Rising Fiscal Deficit in Recent Years



Source: National Institution for Finance & Development, Bloomberg

On October 18, PBoC Announced a 200 Billion RMB Securities, Funds, and Insurance Companies Swap Facility (SFISF) Package and a 300 Billion RMB Re-lending Program to Support the Stock Market

The first package, under the form of a SWAP, allows 20 securities companies and funds to participate in the SFISF, with a liquidity quota of over 200 billion RMB. Detail: securities firms, funds, and insurance companies can use their assets, including bonds and stock ETFs, to swap for High-Quality Liquid Assets (HQLA), such as treasury bonds and central bank bills. This ensures these financial institutions have adequate liquidity to operate and grow by utilizing these highly liquid assets.

The second package is a re-lending program with an initial limit of 300 billion RMB (at a one-year interest rate of 1.75%) for 21 eligible commercial banks. This allows qualified companies and shareholders to borrow funds, enabling companies to repurchase treasury shares and major shareholders to increase their ownership stakes.

The market reacted positively to these measures. From the opening on October 18 to the close on October 31, the Shanghai Composite Index rose by +3.79%. We see this unprecedented move by the PBoC as a mechanic of direct money injection, bypassing the traditional intermediary of state treasury spending + fiscal deficit. This approach aligns with China’s counter-cyclical monetary policies, which aim to resolute slower economic growth in recent years.

In the long term, for China's progress toward an organic economy driven by domestic consumption, the PBoC may need additional monetary policy tools to support budget deficits, similar to approaches seen in the U.S. and Europe.

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Vietnam's Economy: Recovery After Yagi Storm

- In October, the Consumer Price Index (CPI) reached 2.89%, showing a slight increase after September's Yagi storm. This increase was influenced by food prices, with the Food + Foodstuff + Restaurant category, which is also the largest component in the CPI.

- Except September 2024, which was impacted by the storm, the Purchasing Managers' Index (PMI) has been above 50 for over the past six months, indicating positive new orders for production and services. However, overall retail growth remains less optimistic.

- Compared to the same period in 2023, credit growth in 2024 has shown positive signs, aligned with the PMI's recovery since April this year. We expect full-year credit growth to surpass last year's rate of 13.7%.

- In October, the State Bank of Vietnam (SBV) issuing 14-day bills (3.75% interest rate) and 28-day bills (4% interest rate), a action seen as supporting the exchange rate when the VietNam State Treasury announced a total demand of 1.18 billion USD in foreign currency purchases. The overnight interbank interest rate (VNIBOR O/N) has risen above 4%, to narrow the gap of swap USD/VND.

- Public Investment disbursement reached 47.2% year-to-date, still far from the target of 95%. Acceleration in the last two months of the year is expected as exchange rate pressures ease. Meanwhile, actual disbursement of Foreign Direct Investment (FDI) is gradually improving compared to the same period, although 2024 is not yet over. Additionally, bank-issued corporate bonds (FI Bonds) still dominate the issuance market, with a 72% share.

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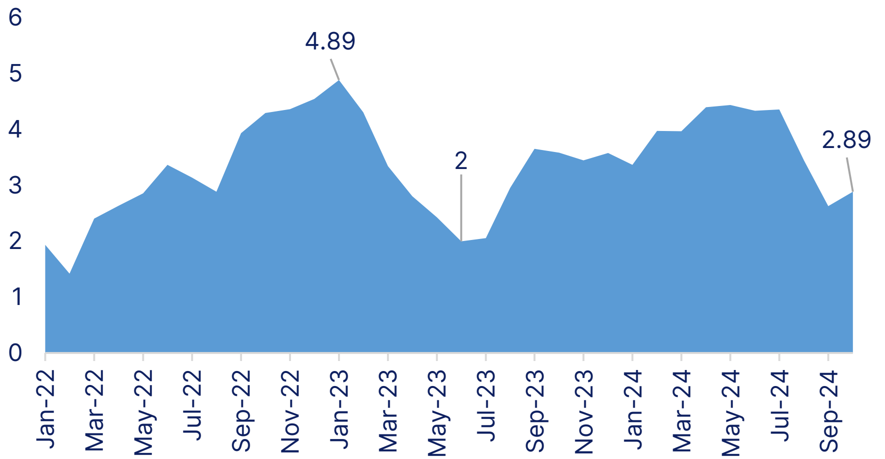
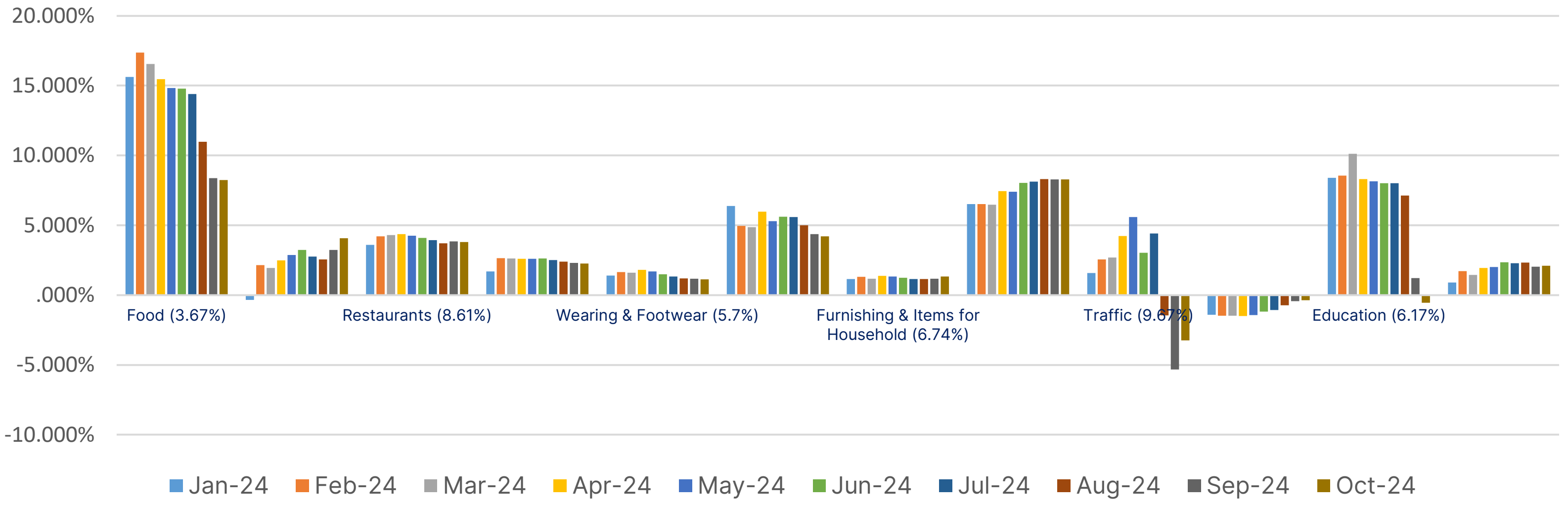
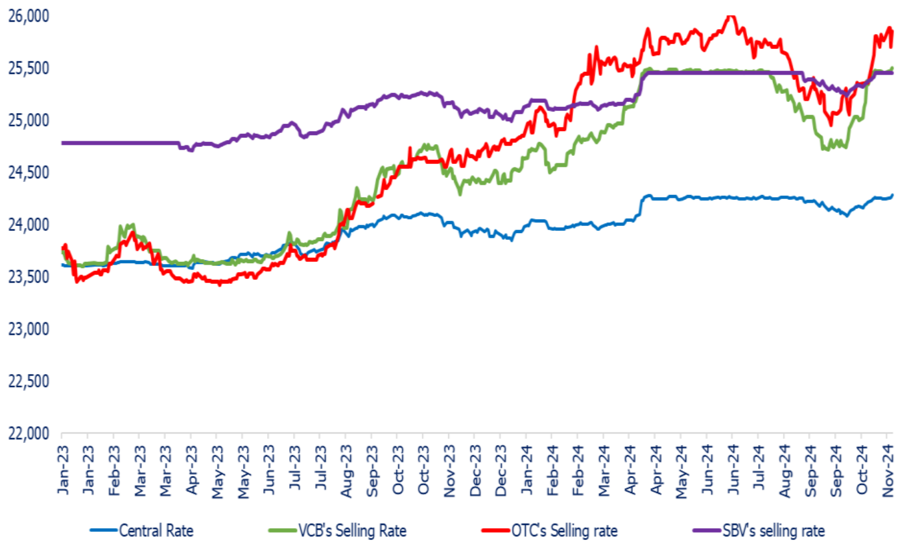
CPI changes by month (% YoY)



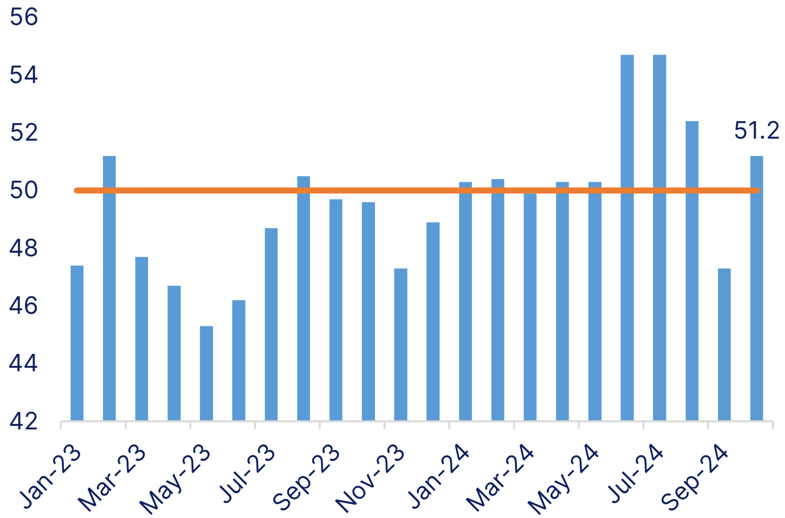
Price & Weight of Good + Services in CPI Basket (% YoY)



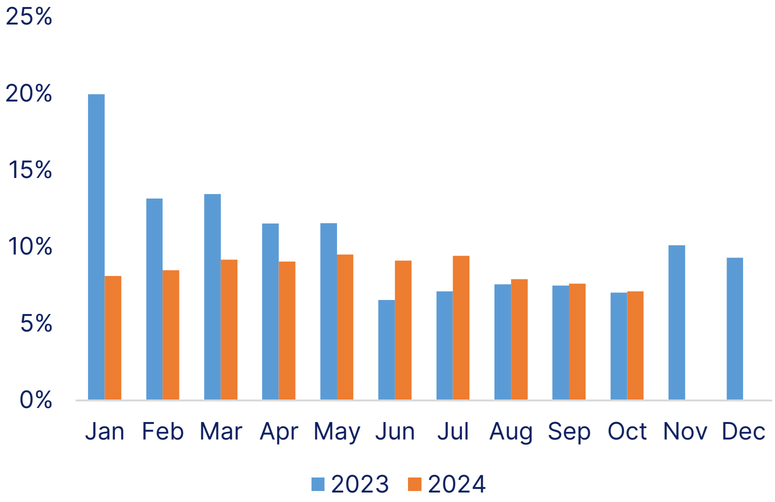
USD/VND exchange rate



PMI Index (point)



Total retail sales (% YoY)



Source: GSO, FiinGroup, VBMA, SHS

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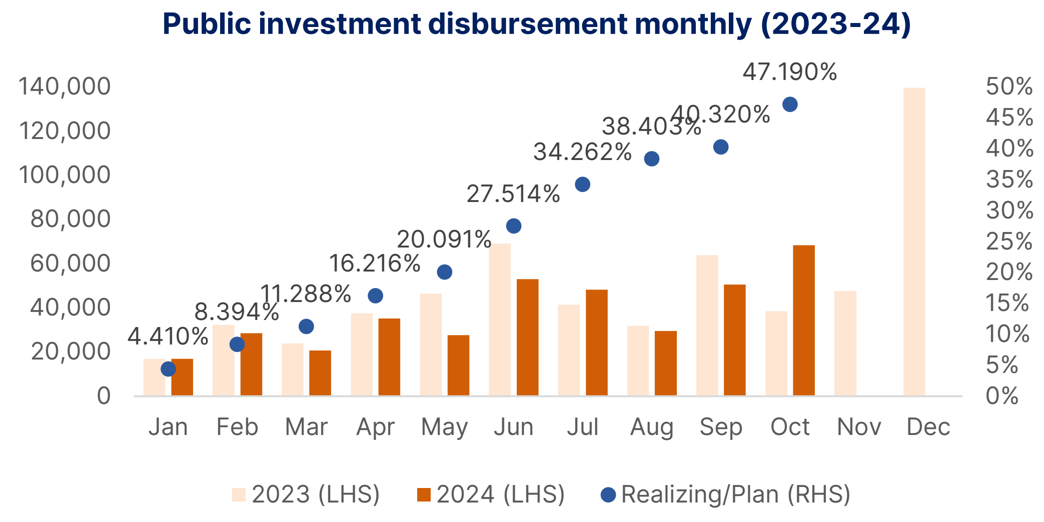

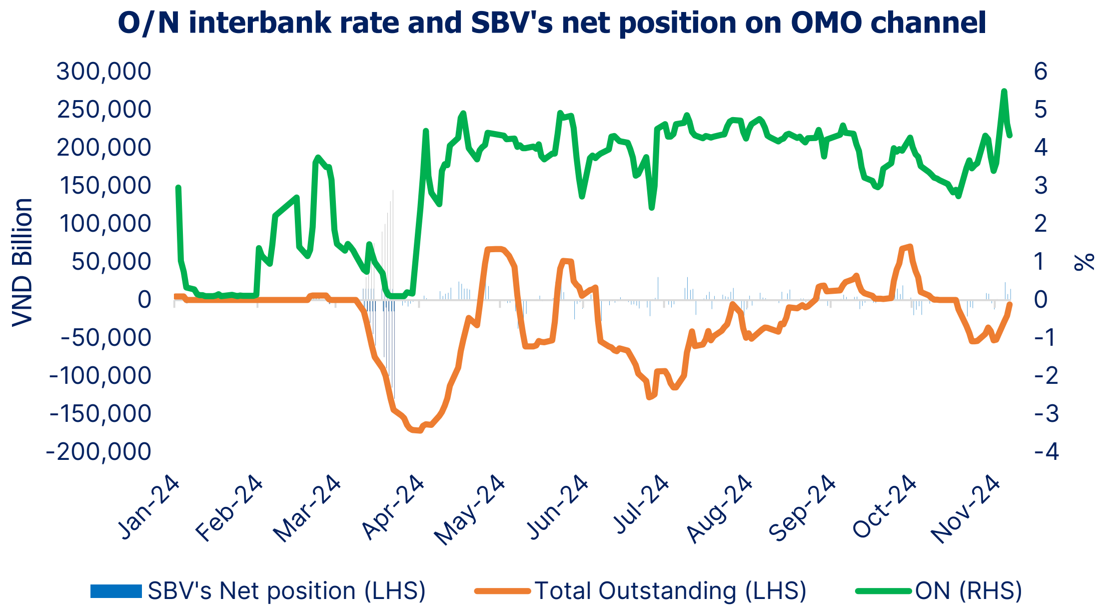

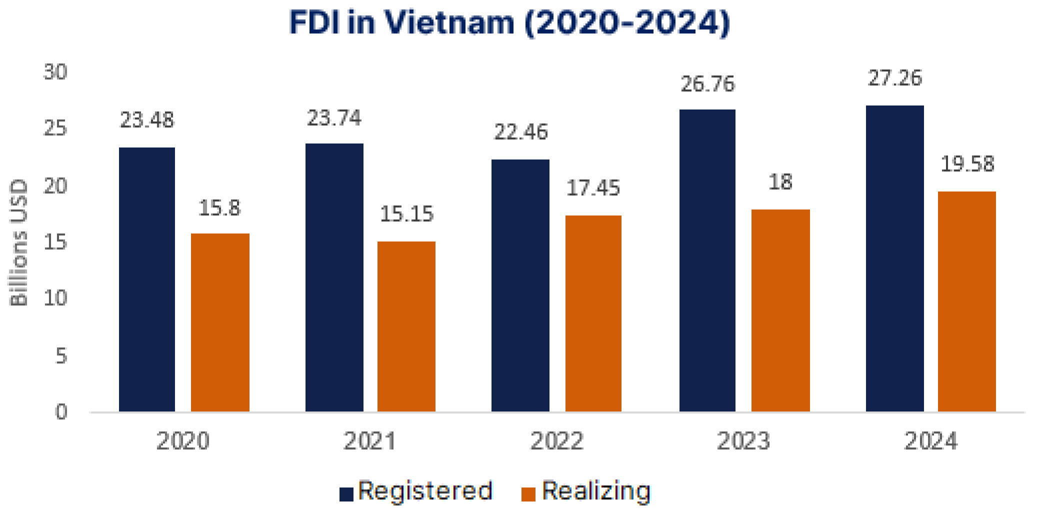

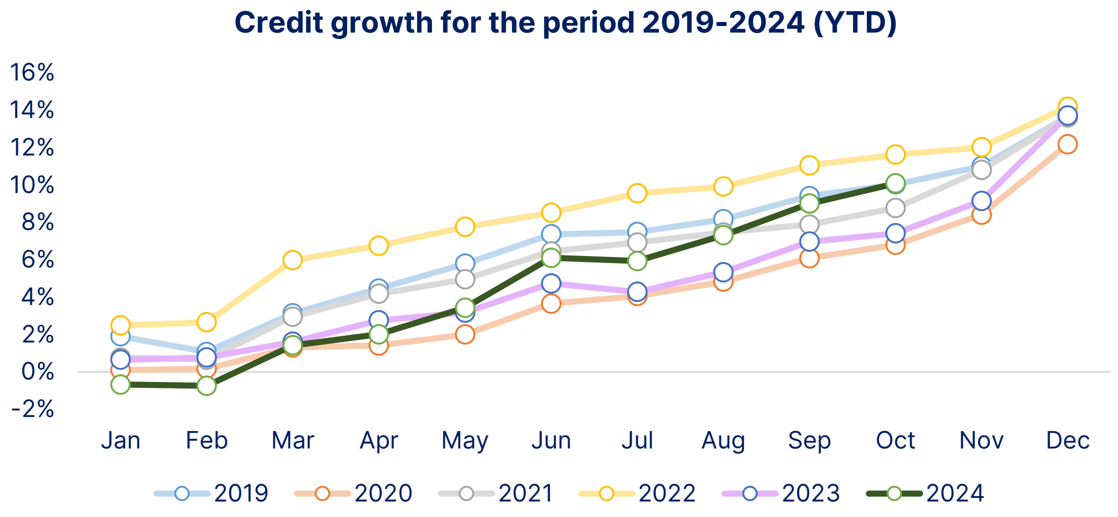

Source: GSO, FiinproX, VBMA, SHS

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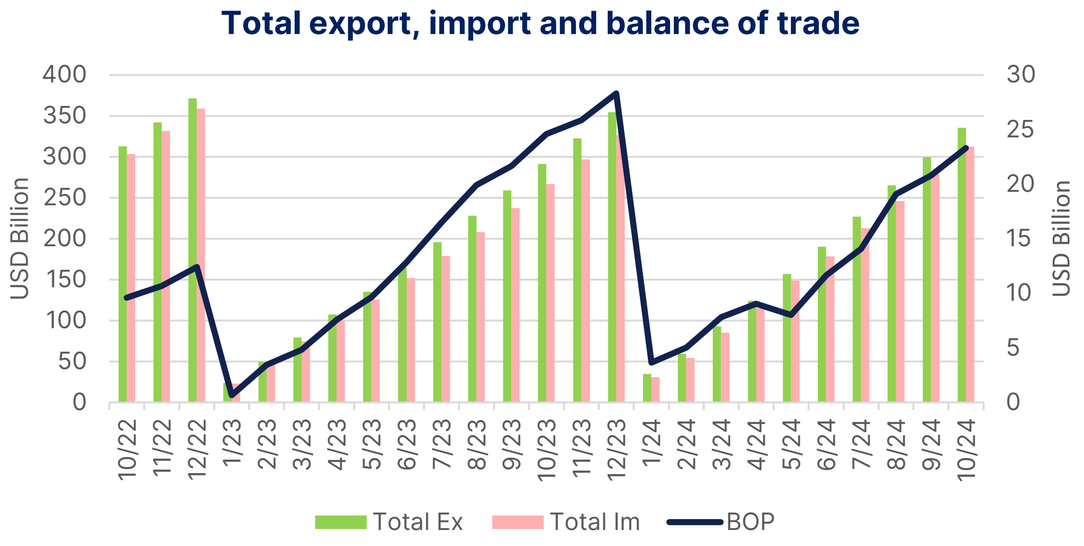

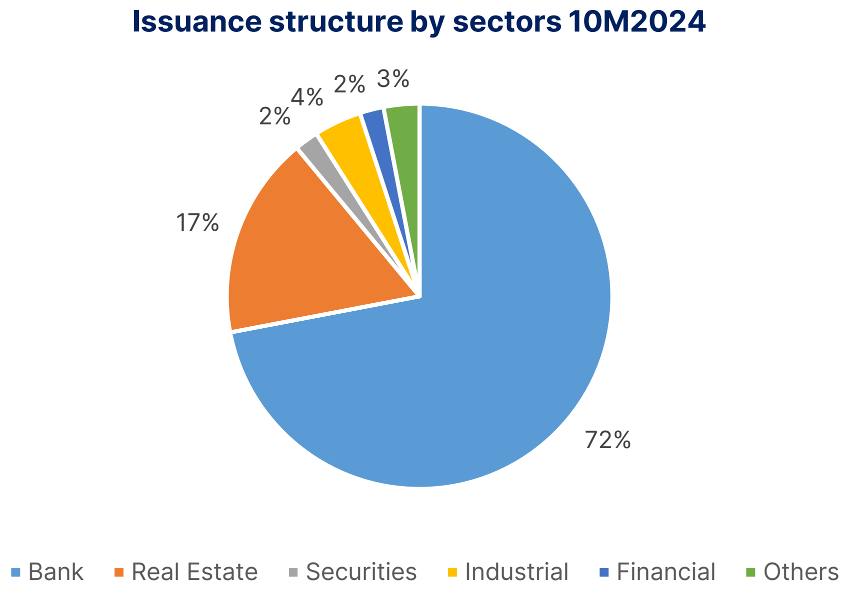

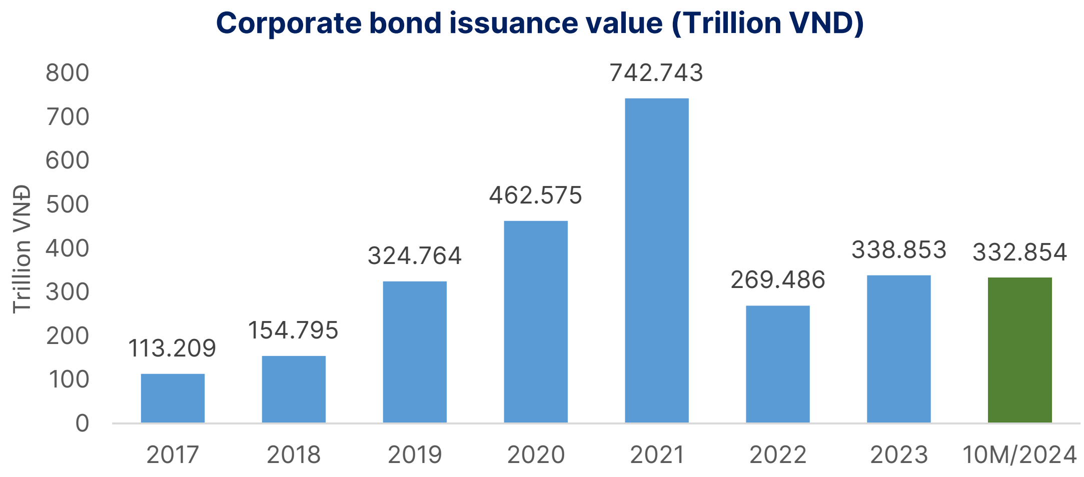

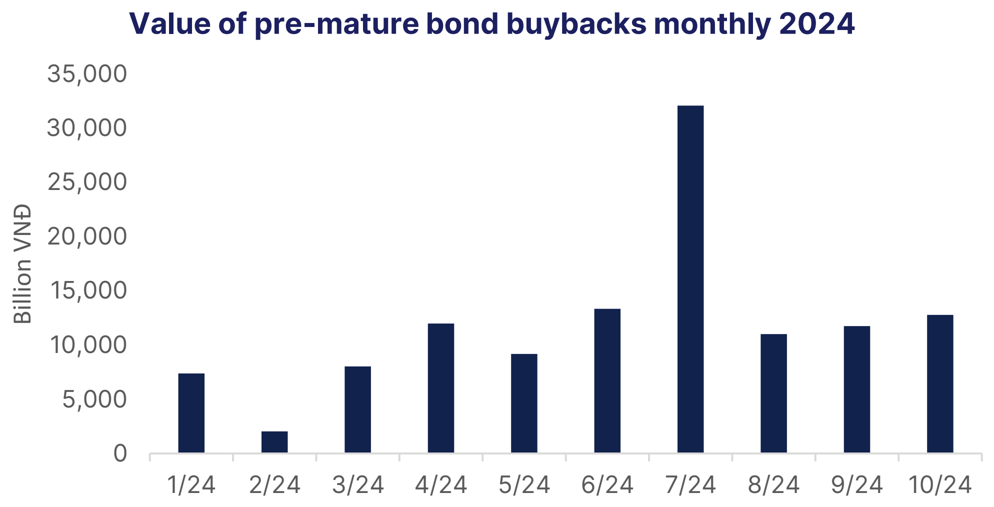

Source: GSO, FiinproX, VBMA, SHS

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Indicators	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
Economic Data												
IIP – Index of Industrial Production (monthly,% YoY)	5.00%	5.80%	18.30%	-6.80%	4.10%	6.30%	8.90%	10.90%	11.20%	9.50%	10.80%	7%
PMI (score)	47.3	48.9	50.3	50.4	49.9	50.3	50.3	54.7	54.7	52.4	47.3	51.2
Retail growth (accumulated, %YoY)	9.60%	9.60%	8.10%	8.10%	8.20%	8.50%	8.70%	8.60%	8.70%	8.50%	8.80%	8.50%
FDI disbursement (accumulated, % YoY)	2.90%	3.50%	40.20%	38.60%	7.10%	7.40%	7.80%	8.20%	8.40%	8%	8.90%	8.80%
FDI registry (accumulated, % YoY)	14.80%	32.10%	9.60%	9.80%	13.40%	4.50%	2%	13.10%	10.90%	7%	11.60%	1.90%
Exportation growth (accumulated, %YoY)	-5.90%	-4.40%	42%	19.20%	17%	15%	15.20%	14.50%	15.70%	15.80%	15.40%	14.90%
Importation growth (accumulated, % YoY)	-10.70%	-8.90%	33.30%	18%	13.90%	15.40%	18.20%	17%	18.50%	17.70%	17.30%	16.80%
Balance of Trade (monthly, billion USD)	1.28	2.28	3.62	1.10	2.93	0.68	-1.00	2.94	2.12	4.53	2.29	1.99
Macro-Economics												
Inflation (% YoY)	3.45%	3.25%	3.37%	3.98%	3.97%	4.40%	4.44%	4.34%	4.36%	3.45%	2.63%	2.89%
Core Inflation (avg. YTD % YoY)	4.27%	4.16%	2.72%	3.67%	2.81%	2.81%	2.78%	2.75%	2.73%	2.71%	2.69%	2.69%
Credit growth (% YTD)	8.38%	13.70%	-0.68%	-0.75%	1.42%	2.01%	3.43%	6.10%	5.93%	7.31%	9.00%	10.08
Growth of M2 (% YTD)	7.92%	10.03%	0%	-0.53%	0.09%	0.13%	0.82%	3.21%	2.52%		5.10%	
Refinancing rate (%)	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%
Discount rate (%)	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Interbank rate O/N (%)	0.10%	2.96%	1.37%	1.48%	2.43%	4.40%	2.55%	4.50%	4.25%	4.23%	4.28%	3.40%
10y Government Bond yield (%)	2.58%	2.40%	2.55%	2.45%	2.69%	2.93%	2.97%	2.95%	2.90%	2.85%	2.76%	2.80%
CDS 5y	126.77	125.74	129.15	124.18	126.99	122.63	117.87	120.8	116.17	104.4	102.42	104.89
USD/VND (% MoM)	-1.20%	0.03%	0.64%	0.91%	0.58%	2.19%	0.47%	0.02%	-0.75%	-1.54%	-1.27%	2.90%

STOCK MARKET HIGHLIGHTS IN OCTOBER 2024

STOCK MARKET HIGHLIGHTS

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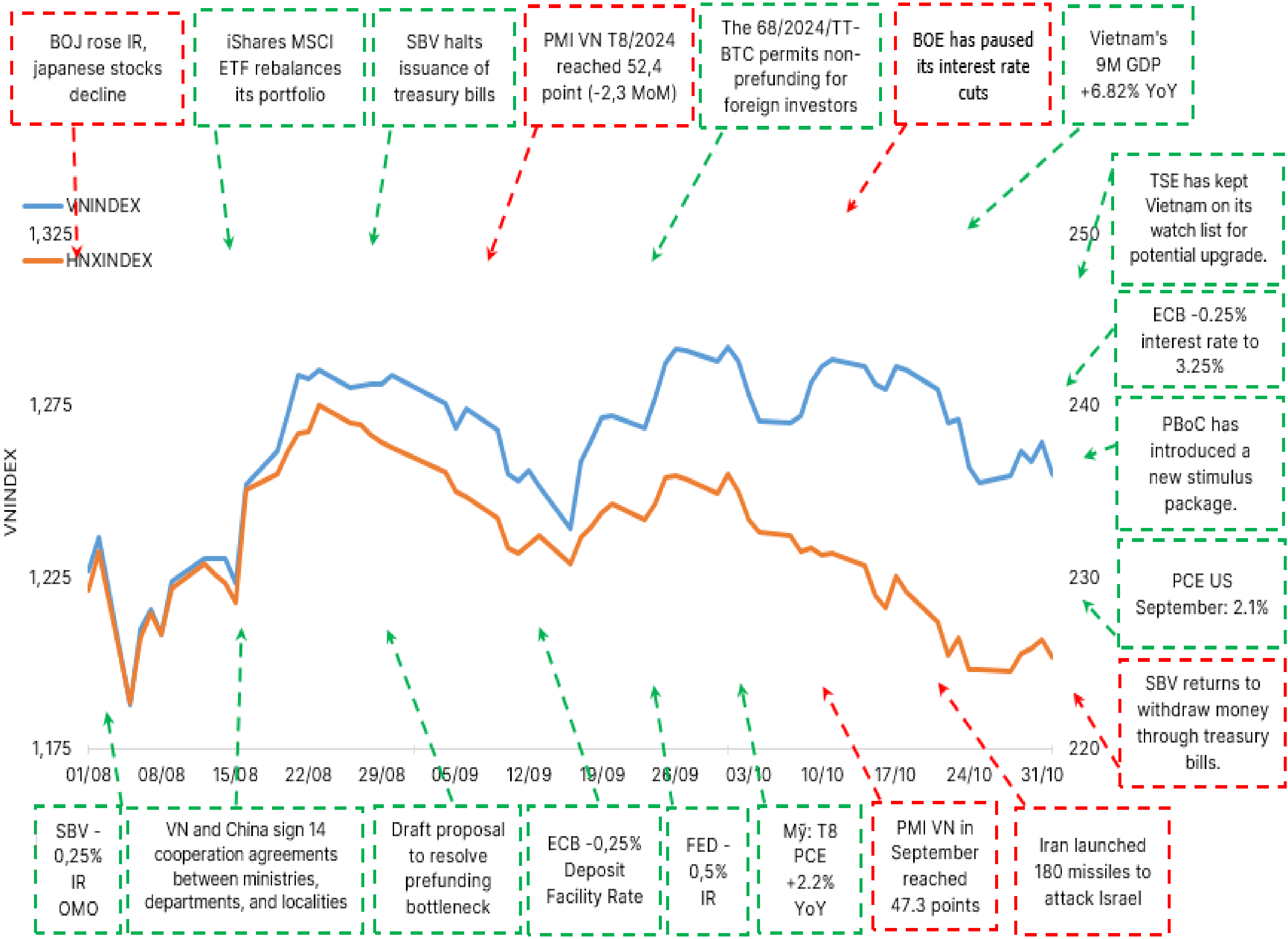
VN-INDEX concluded October at 1,264.48, decrease -1.82% compared to September 2024.

After positive performance in Q3, VN-Index began Q4/2024 under adjustment pressure at 1,300 resistance. During the last two weeks of October, the index adjusted significantly, testing 2023 peak around the 1,250 and 200-day moving average. By the end of October, the VN-INDEX settled at 1,264.48, decrease -1.82% MoM.

In October, the market received Q3 earnings reports with strong divergence. Most stocks reacted negatively to their earnings results. Investor sentiment was also less optimistic as the index facing continuous resistance at 1,300.

At the end of 10 months of 2024, VN-INDEX increased by 11.91% compared to the end of 2023— a strong price increase amid external uncertainties and escalating geopolitical tensions. Total market capitalization at the end of November 2024 was approximately USD 292 billion, equivalent to 63% of the estimated 2024 GDP. VN-INDEX still maintained a medium to long-term growth trend that began in April 2020.

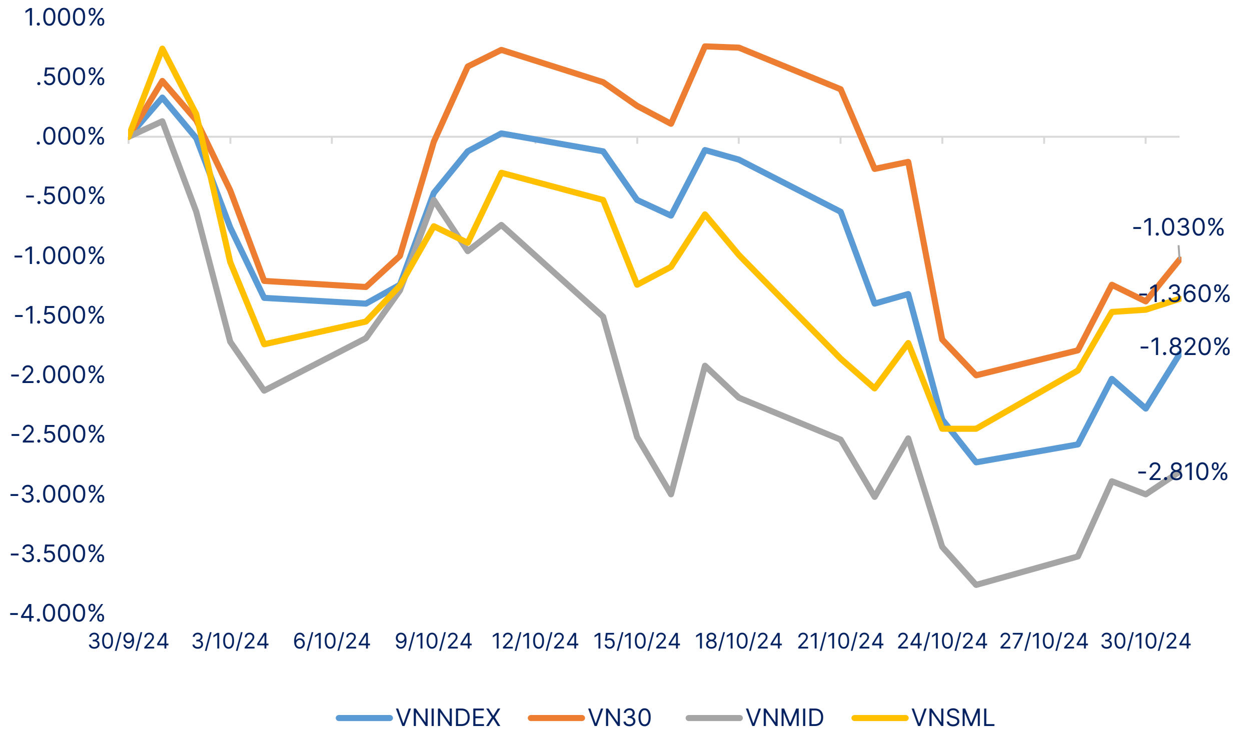


STOCK MARKET HIGHLIGHTS

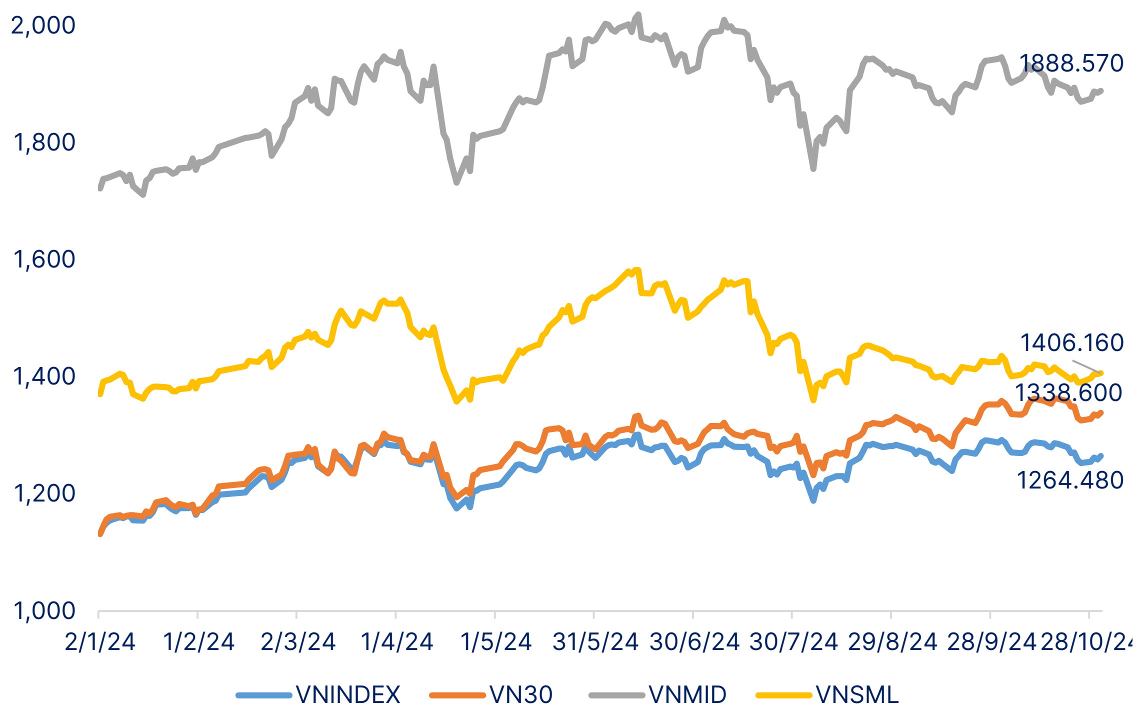
In October 2024, VN-Index experienced narrow fluctuations in the first two weeks, followed by a significant decline in the last two weeks. Mid-cap stocks, VNMID (-2.81% MoM), saw the largest decrease, followed by small-cap stocks, VNSML (-1.82% MoM). Meanwhile, VN30 saw the smallest decline (-1.03% MoM), supported by positive differentiation in banking stocks, which maintained relatively strong earnings performance.

Overall, in the first 10 months of 2024, VN30 showed the most positive performance with an increase of 18.31%, leading the VN-Index to rise 11.91% compared to the end of 2023. VNMID (+9.20%) also performed quite well, while VNSML (+2.53%) underperformed significantly compared to VN-Index.

Market index growth in October2024



Vietnam Stock Market Trends in 2024

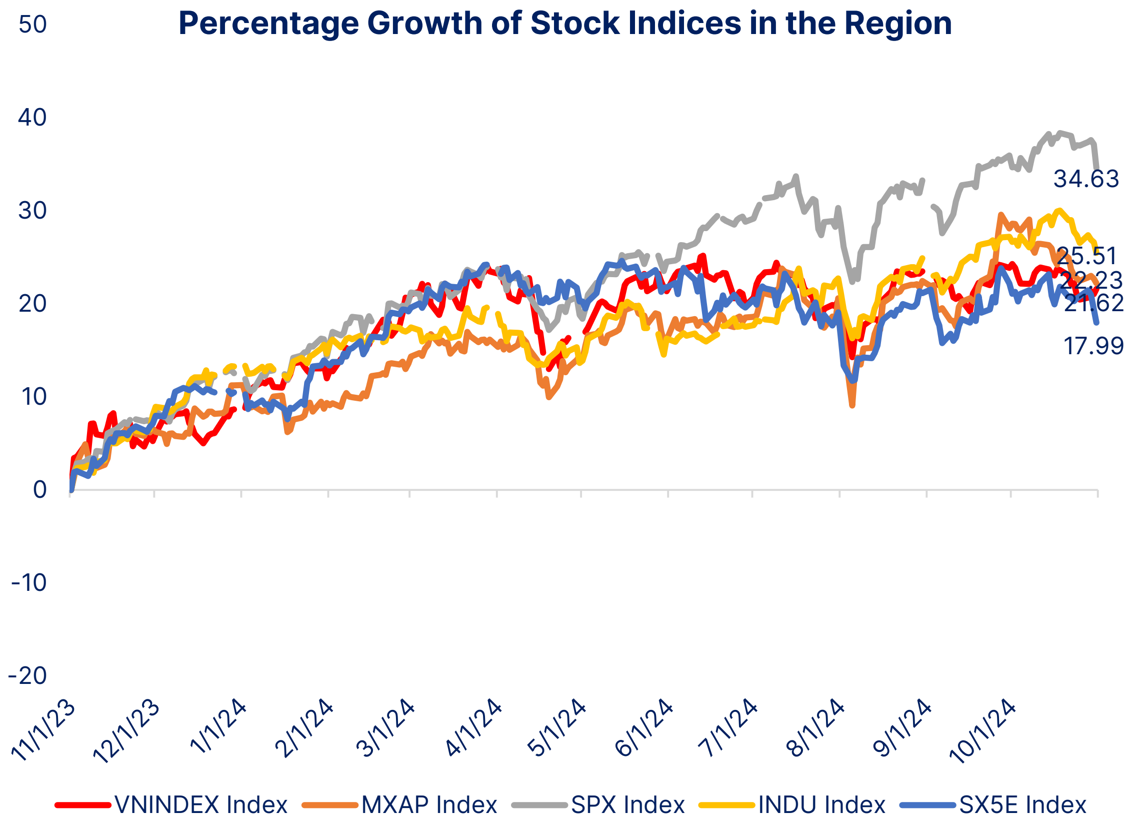


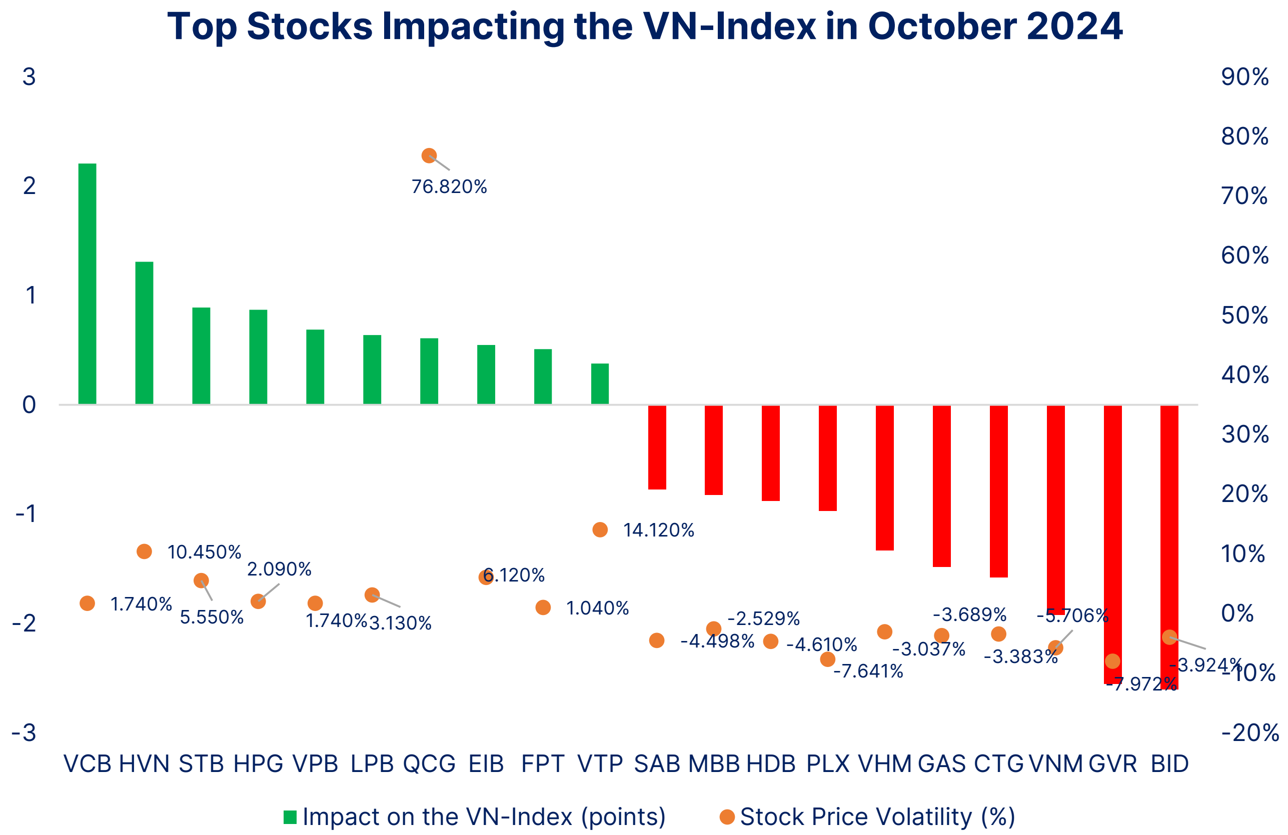
Source: Fiingroup, Bloomberg, SHS Research

STOCK MARKET HIGHLIGHTS

The market showed strong divergence in October 2024, reflected in the banking sector with a fairly balanced number of increasing and decreasing stocks. Negatively impacting VN-INDEX were BID (-3.9% MoM), CTG (-3.4% MoM), HDB (-4.6% MoM), and MBB (-3.4% MoM), as well as GVR (-8.0% MoM) and VNM (-5.7% MoM). Meanwhile, positive influences came from VCB (+1.7% MoM), STB (+5.6% MoM), VPB (+1.7% MoM), and LPB (+3.1% MoM), along with a notable surge from QCG (+76.8% MoM), highlighting a recovery in the real estate sector.

Compared to other regional stock markets, VN-Index has shown less positive performance as other have seen more substantial price increases.





Source: Fiingroup, SHS Research

STOCK MARKET HIGHLIGHTS

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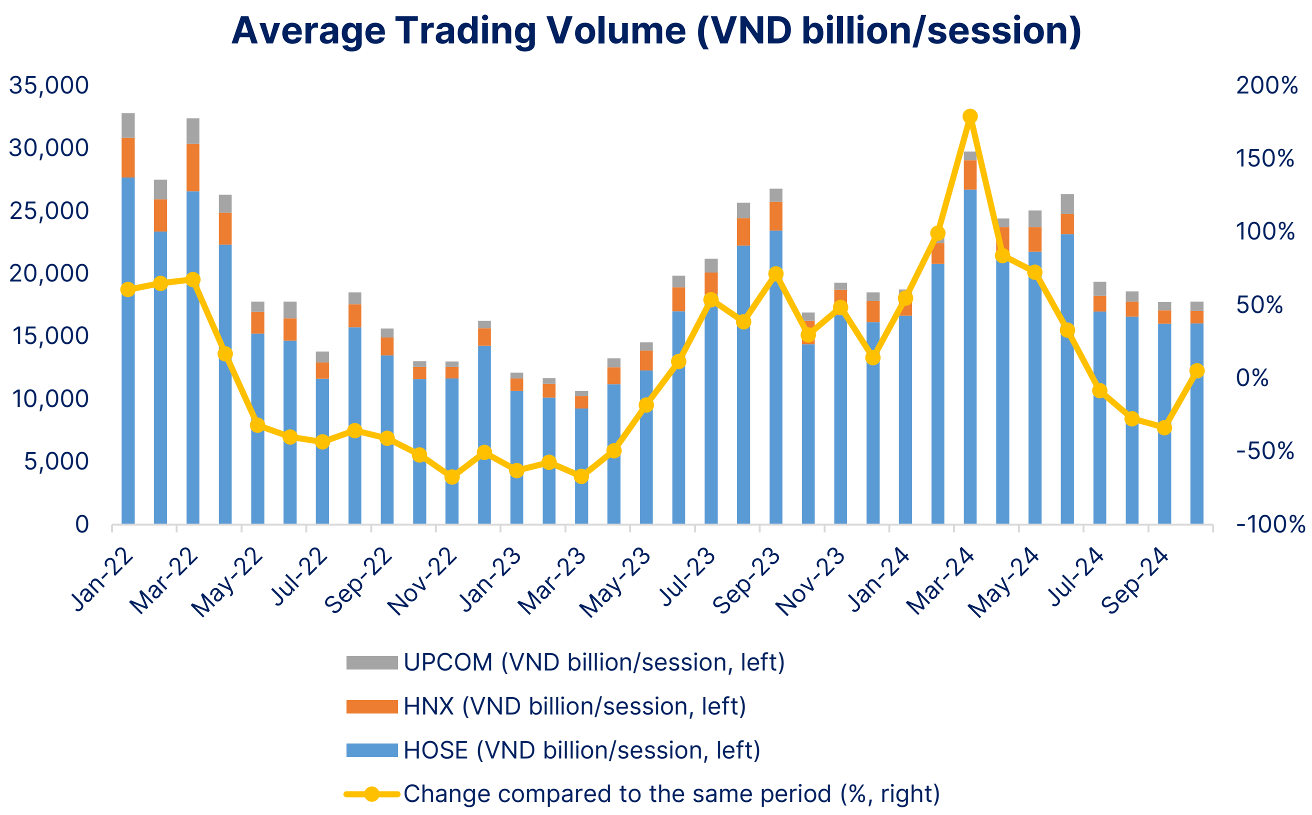
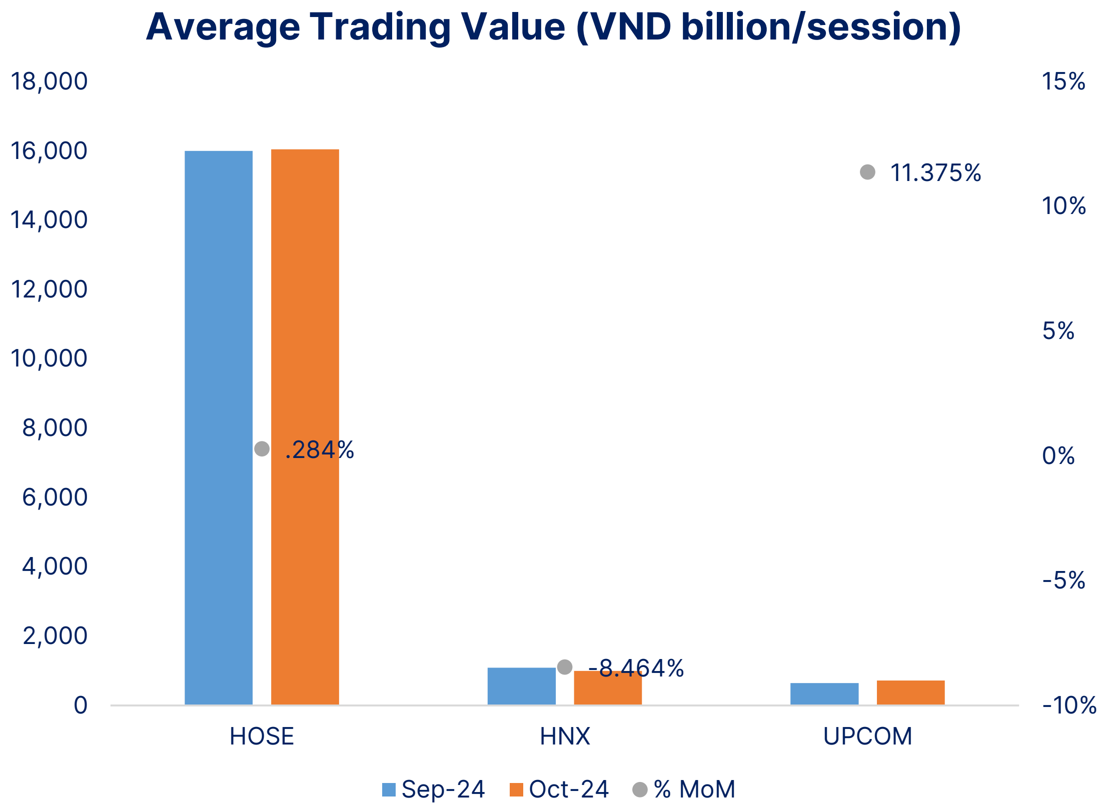
Liquidity improved but remained below average in October 2024. After three consecutive months of decline, market liquidity slightly improved in October, but still remained below average. The most significant improvement was seen in Upcom (+11.38% MoM), averaging VND 717.08 billion per session, driven by the price recovery of telecommunications and technology stocks. Liquidity continued to decline in HNX (-8.46% MoM), averaging VND 999.58 billion per session, and slightly improved in HOSE (+0.28% MoM), averaging VND 16,046.89 billion per session, thanks to increased liquidity in banking sector.





Source: Fiingroup, SHS Research

STOCK MARKET HIGHLIGHTS

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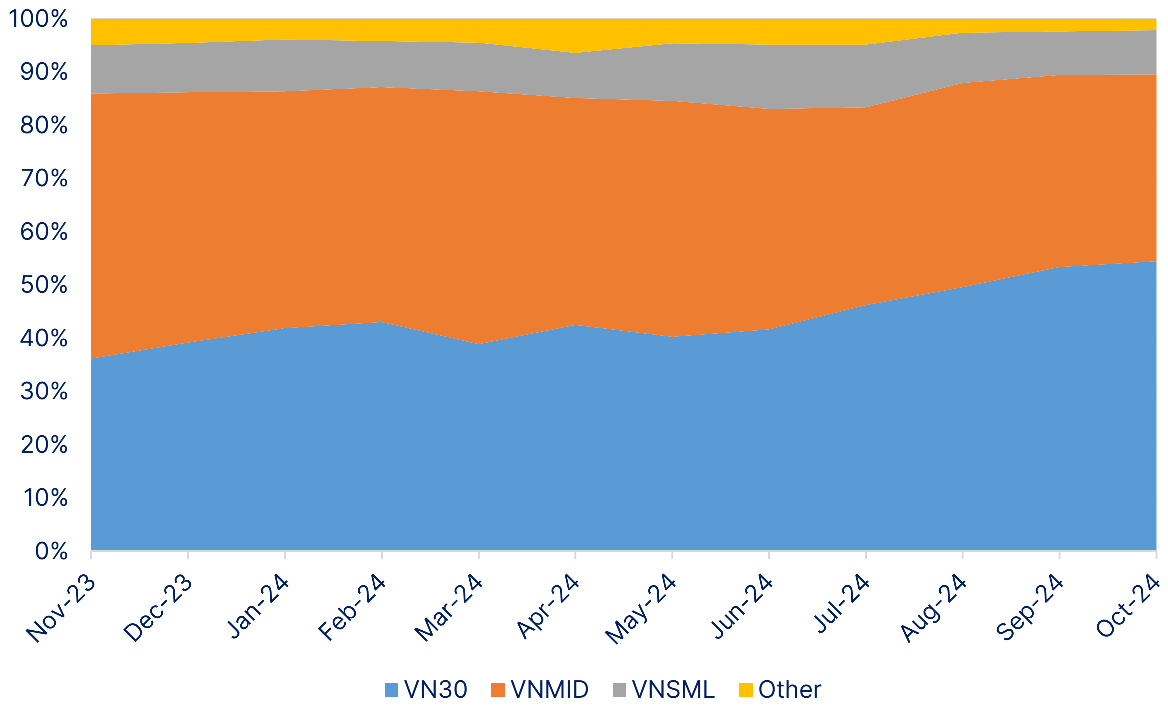
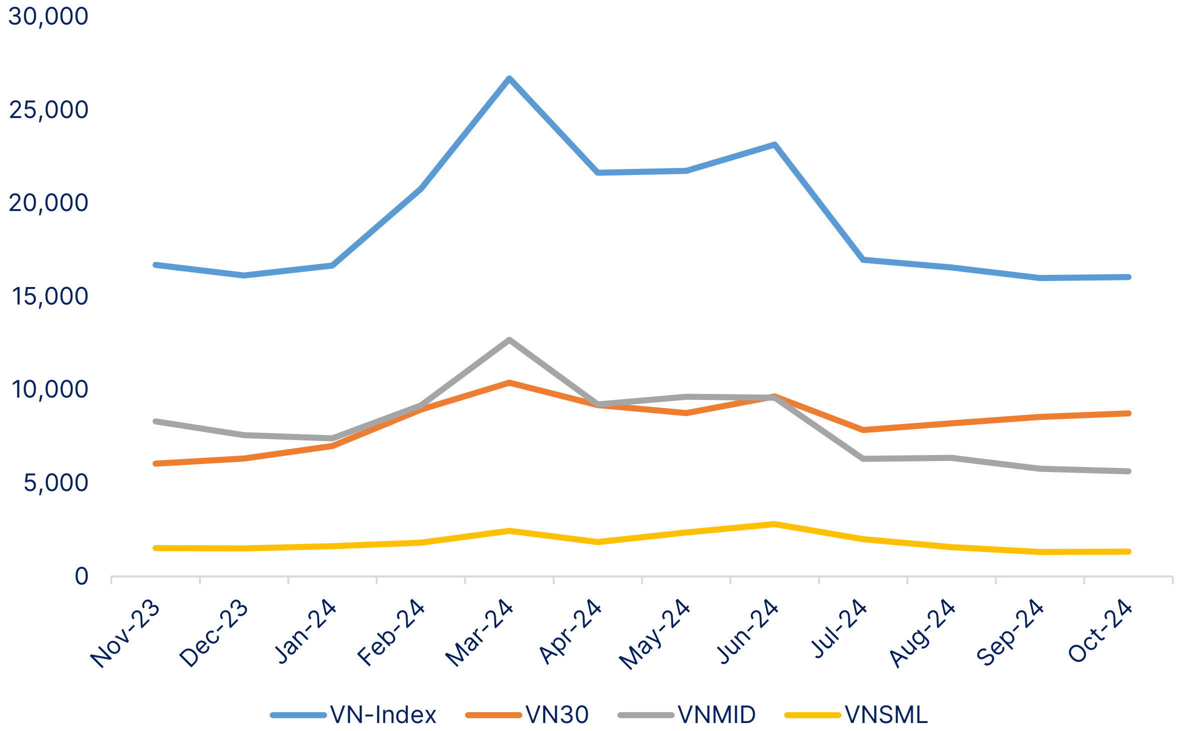
The divergence in cash flow remained strong in October, with continued growth in the large-cap VN30 (+2.25% MoM), while declining in the mid-cap VNMID (-2.32% MoM) but rebounding in the small-cap VNSML (+2.11% MoM). Consequently, the VN30's trading share increased to 54.45%, the highest level in many years, with an average trading value of VND 8,737.19 billion per session, partly due to the unexpected trading of VHM shares following the announcement of their share buyback. Meanwhile, VNMID's share decreased to 35.11%, the lowest in a year, averaging VND 5,632.80 billion per session, and VNSML accounted for 8.30%, reaching VND 1,332.15 billion per session.

Proportion of Average Trading Value on VN-Index



Average Trading Value per Session over the last 12 Months (VND billion)



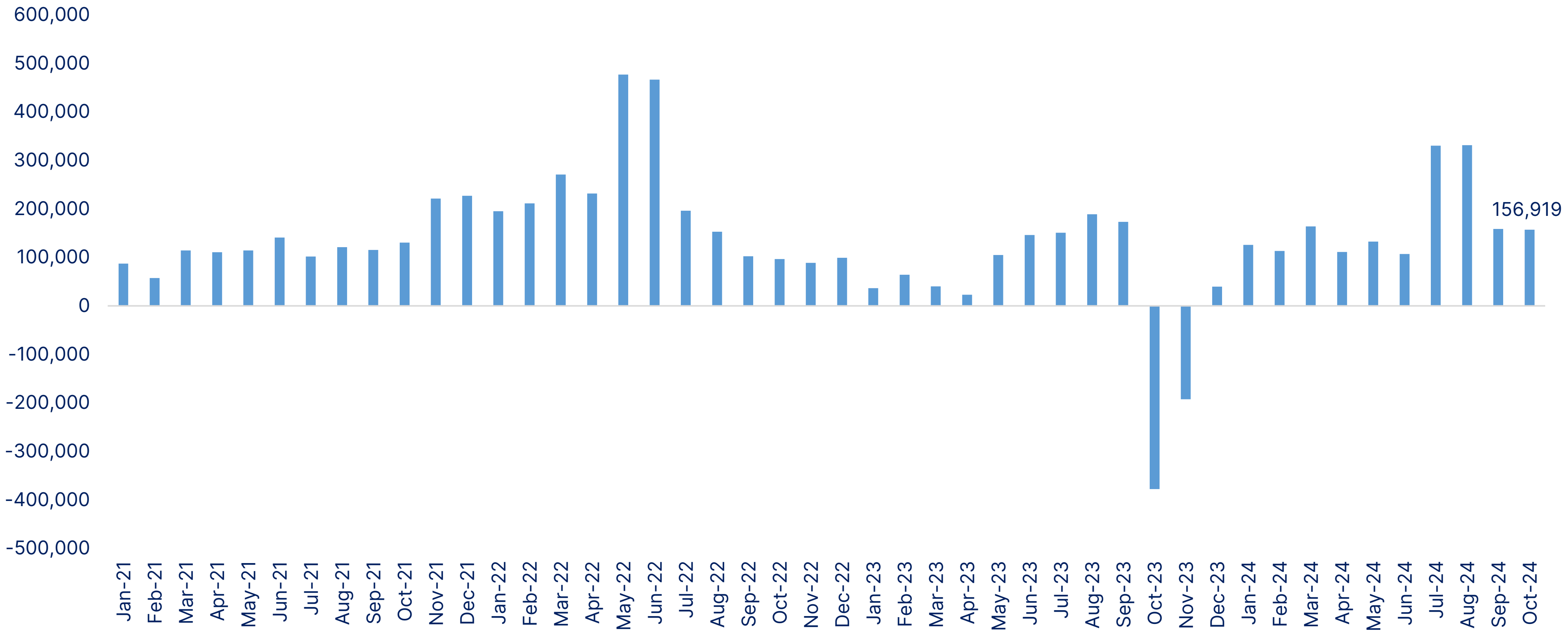
Source: Bloomberg, Fiingroup, SHS Research

STOCK MARKET HIGHLIGHTS

Turning opportunities into value

The number of new securities accounts in October remained comparable to the previous month, totaling 156,919 accounts (-1% MoM) and marking a significant increase of 141.5% YoY, as 545,386 accounts were closed in October 2023 due to a data cleansing process of market participants. Cumulatively, the first 10 months of 2024 saw an additional 1,729,291 accounts (+215.3% YoY), bringing the total number of investor trading accounts to over 9.02 million, a 23.7% increase compared to the end of 2023.

Number of Securities Accounts (Monthly increase/decrease)



Source: VSD

STOCK MARKET HIGHLIGHTS

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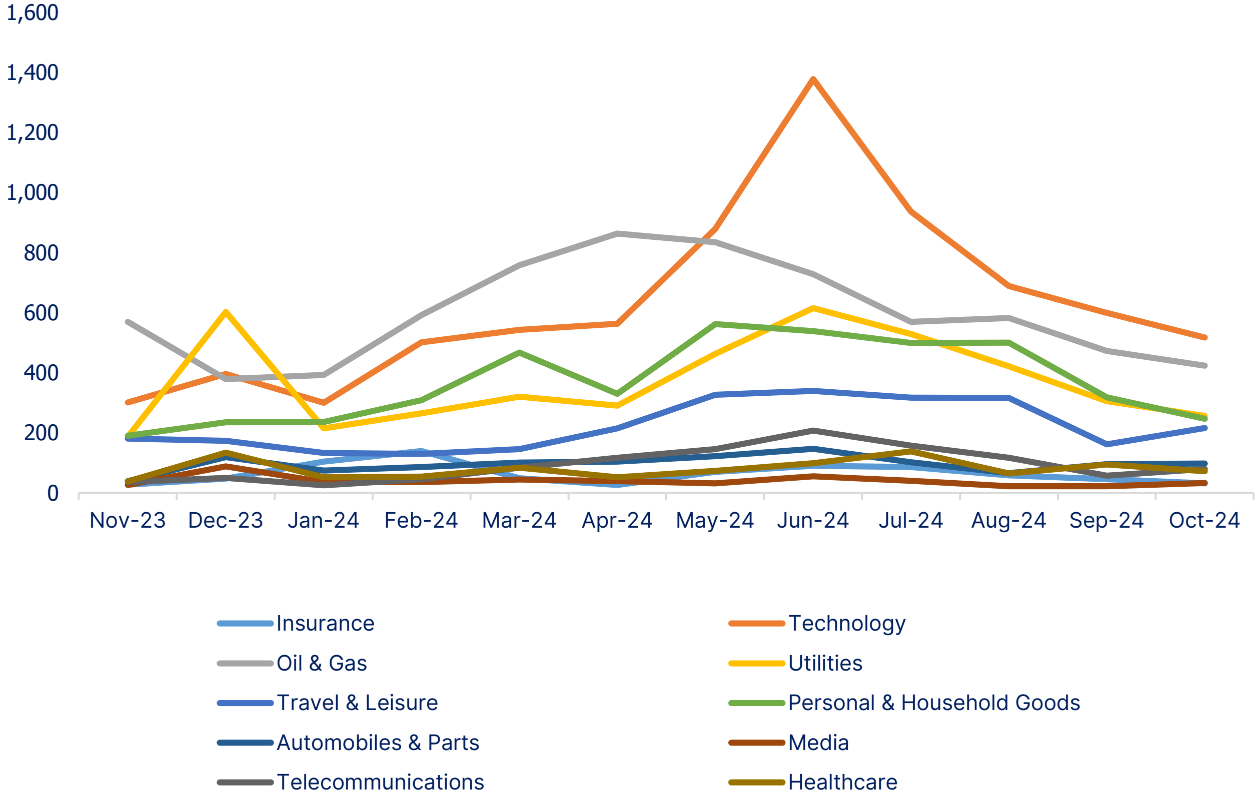
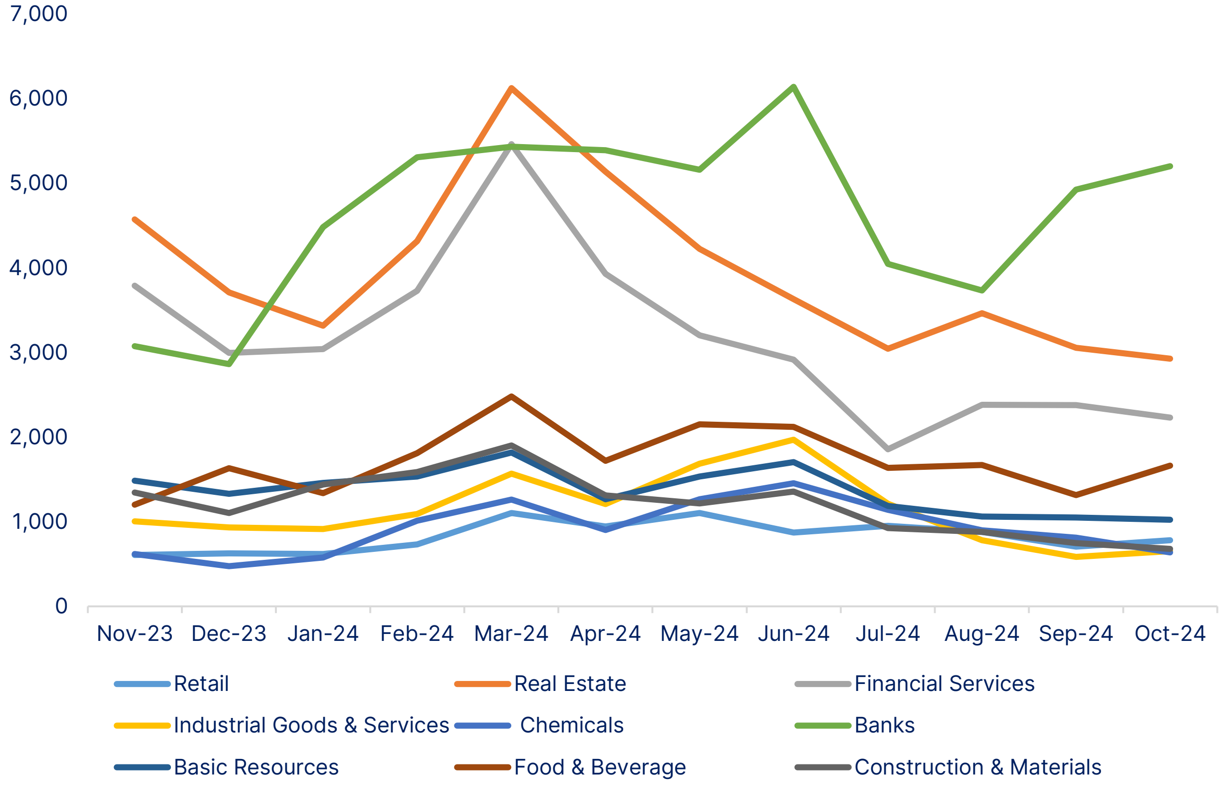
In October, liquidity continued to increase in the banking sector. The average trading value of banking stocks in October reached VND 5,202.73 billion per session (+5.6% MoM). However, the sectors with the strongest increase in liquidity were Media (+49.8% MoM), Telecommunications (+38.2% MoM), and Travel & Leisure (+33.7% MoM). Meanwhile, most sectors continued to decline in October, with the most significant decreases in Insurance (-30.2% MoM), followed by Healthcare (-24.4% MoM), Personal & Household Goods (-22.6% MoM), and Chemicals (-21.7% MoM).

Average Trading Value per Session by Sector (VND billion, Chart 1)



Average Trading Value per Session by Sector (VND billion, Chart 2)



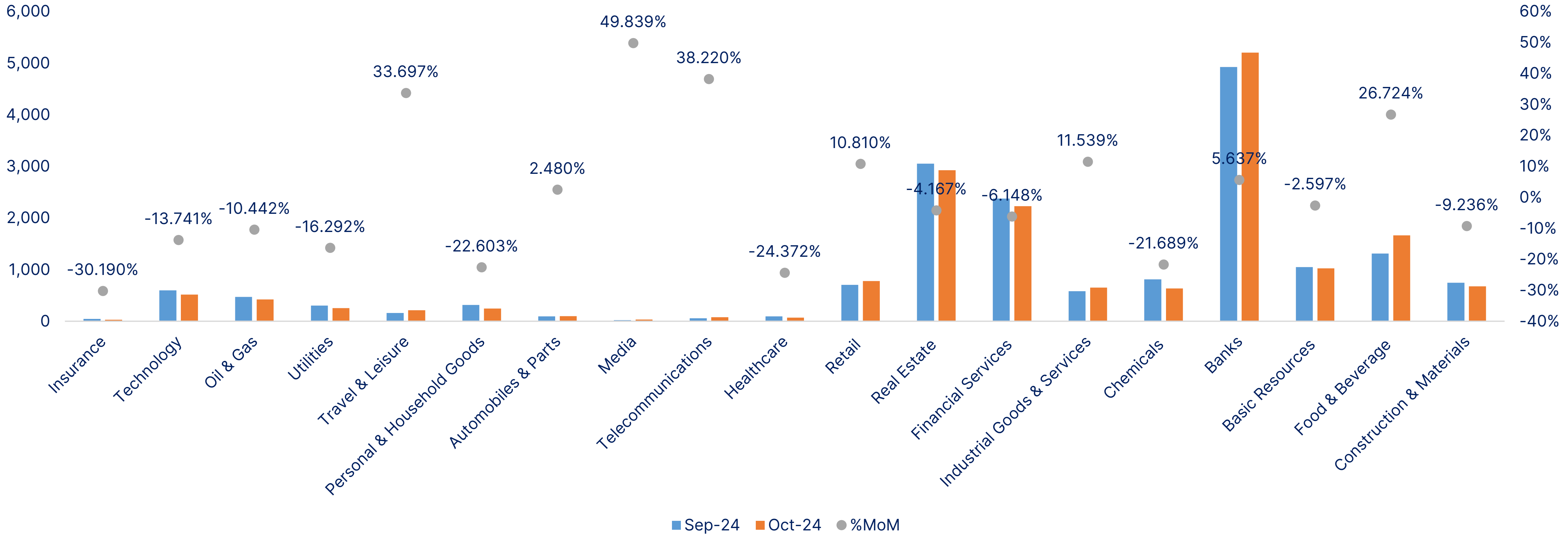
Source: Bloomberg, Fiingroup, SHS Research

STOCK MARKET HIGHLIGHTS

Turning opportunities into value

Among the three sectors with the largest trading volumes in the market, Real Estate (-4.2% MoM) continued to see a liquidity decline in October. Similarly, Financial Services (-6.1% MoM) also experienced a drop in liquidity compared to the previous month. In contrast, Banking (+5.6% MoM) recorded the highest average trading value in the market, surpassing both the Real Estate and Securities sectors, indicating a significant increase in short-term trading activity in the Banking sector.

Average Trading Value per Session by Sector



Source: Fiingroup, SHS Research

STOCK MARKET HIGHLIGHTS

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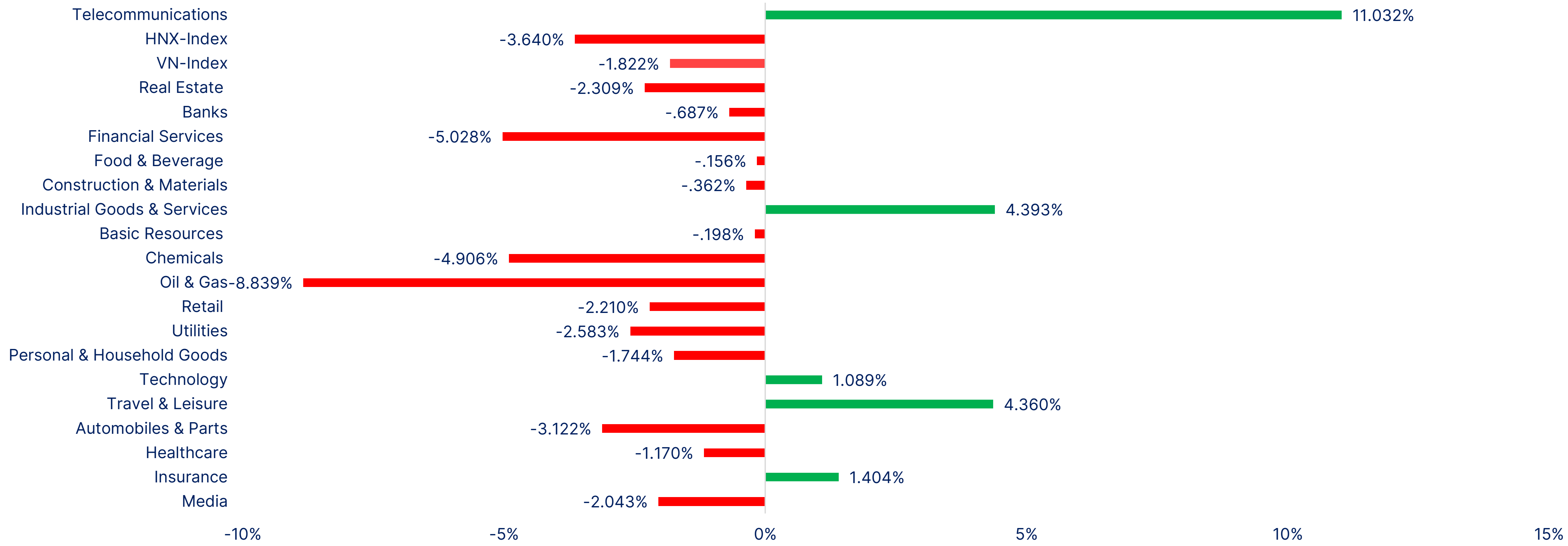
In October 2024, Telecommunications (+11.0% MoM), mainly concentrated on Upcom, stood out with Viettel stocks showing a strong recovery after a period of heavy downward pressure. This was followed by Industrials (+4.4% MoM) and Travel & Leisure (+4.4% MoM), both of which also demonstrated good recovery. Meanwhile, most other sectors experienced significant declines during the period of Q3 earnings announcements, including Oil & Gas (-8.8% MoM), Financial Services (-5.0% MoM), and Chemicals (-4.9% MoM).

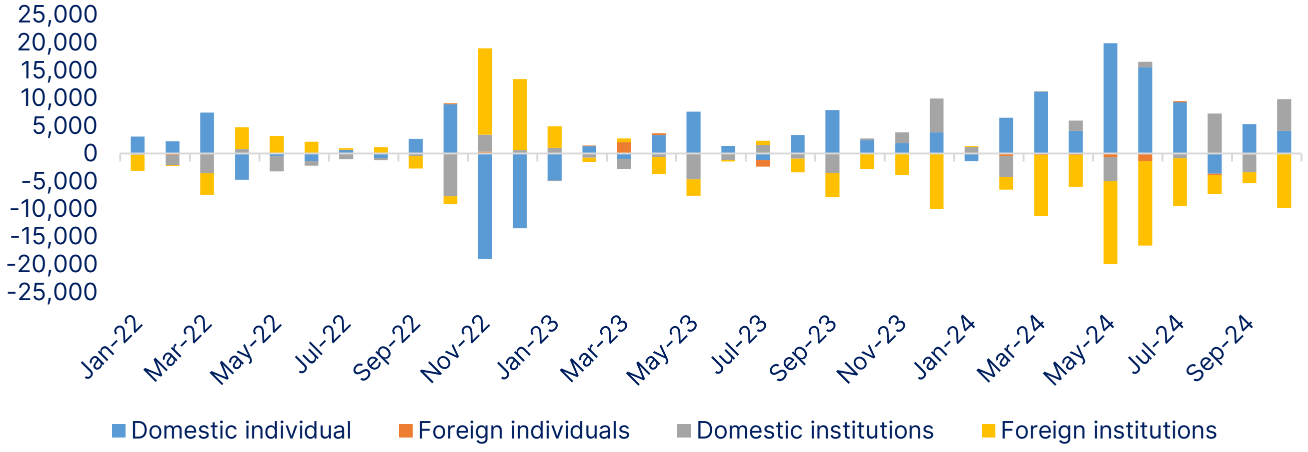
Sector Performance in September 2024



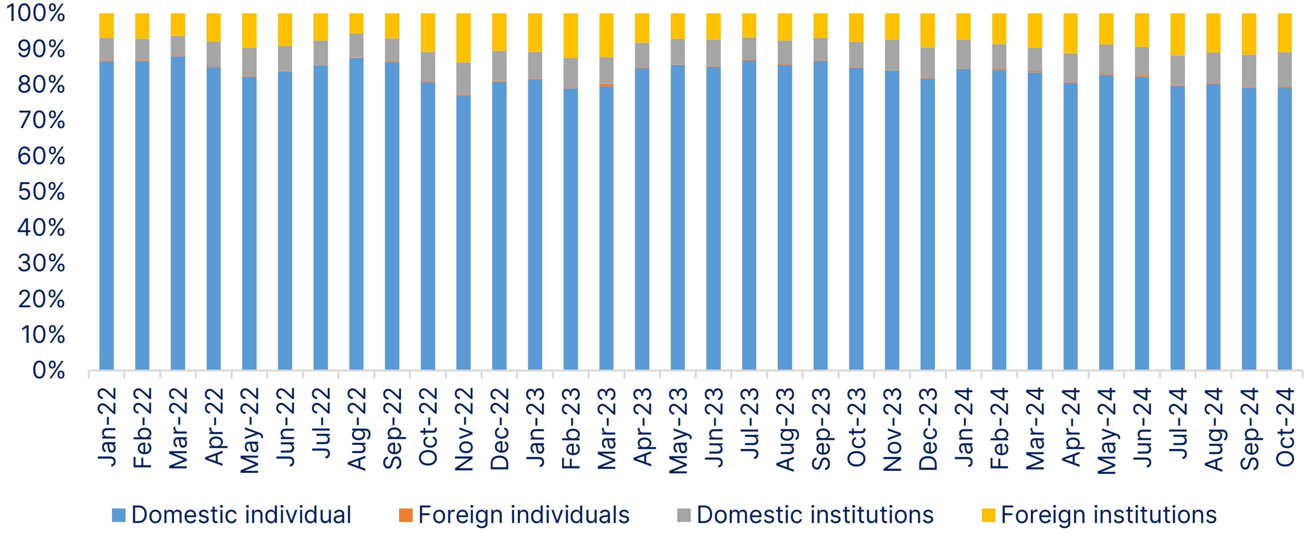
Source: Fiingroup, SHS Research

STOCK MARKET HIGHLIGHTS

Net Trading Value on HOSE by Investor (VND billion)



Trading Volume Distribution On HOSE by Investor



Source: Fiingroup, SHS Research

After three months of reducing net selling, in October, foreign investors increased their net selling again with a value of -VND 9,779.73 billion. This brings the cumulative net selling value for the first 10 months of 2024 to a record -VND 72,992.28 billion on HOSE. The trading proportion decreased to 10.90% from 11.63% in September, remaining above the one-year average (9.7%). Foreign individual investors also recorded net selling in October with a value of -VND 55.21 billion, bringing the cumulative net selling to -VND 2,974.39 billion for the first 10 months of 2024.

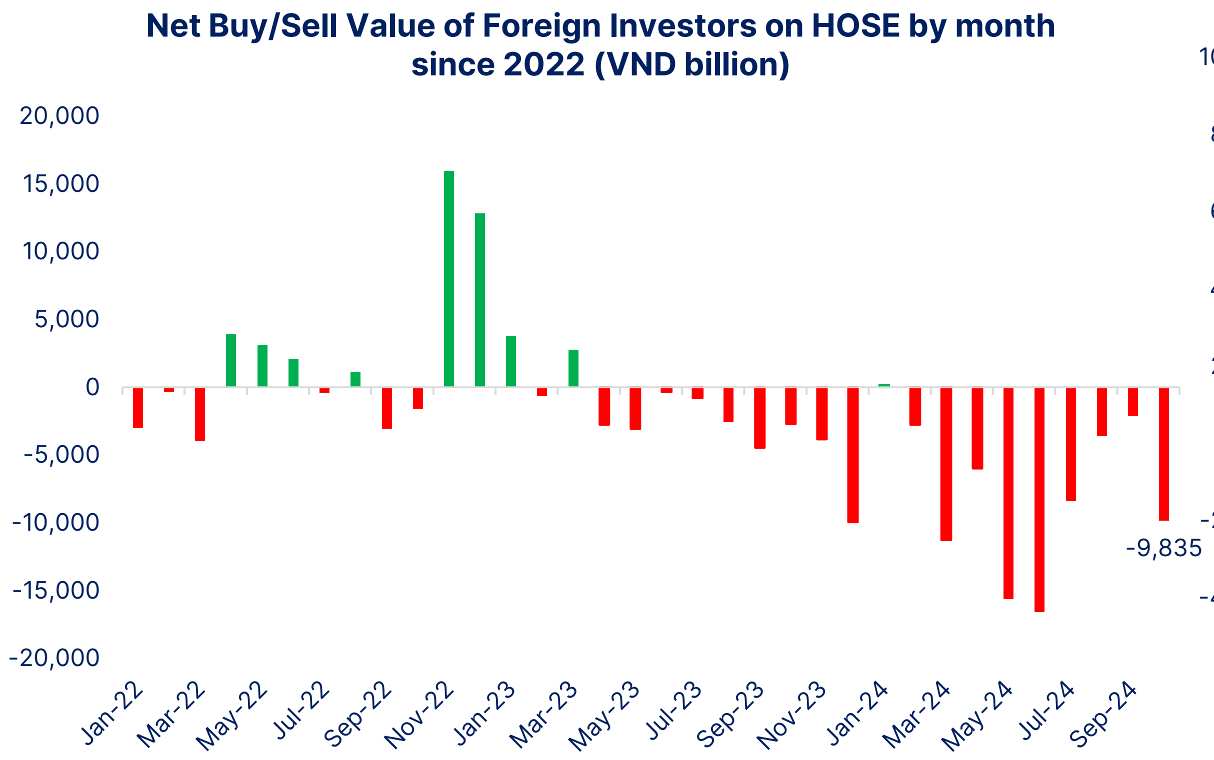
Domestic individual investors continued to record net buying in October with a value of VND 4,109.40 billion. This brings the cumulative net buying for the first 10 months of 2024 to a record VND 71,004.01 billion, equivalent to the net selling value of foreign institutions. The transaction proportion of individual investors continued to decrease in October, falling to 79.09%, below the one-year average (82%).

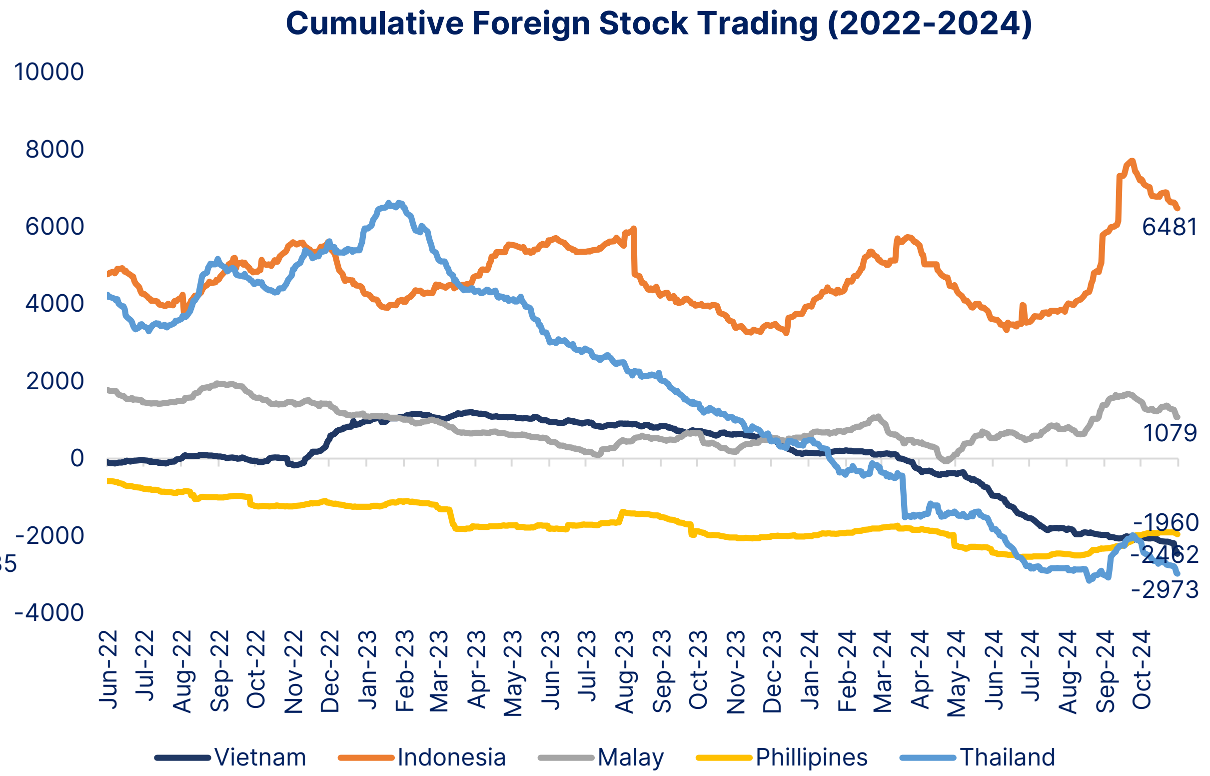
Domestic institutional investors also recorded strong net buying in October with a value of VND 5,725.54 billion. Cumulatively, this group has achieved a net buying value of VND 4,961.76 billion, helping to balance the significant net selling pressure from foreign investors. The transaction proportion of domestic institutions increased for the fourth consecutive month, reaching 9.79%, the highest level since November 2022.

STOCK MARKET HIGHLIGHTS

Turning opportunities into value

Foreign investors increased their net selling scale. After three months of reduced net selling, foreign investors significantly increased their net selling scale in October, with a value of -VND 11,010.81 billion (503.6% MoM), including net selling on HOSE (-VND 9,834.94 billion), HNX (-VND 921.78 billion), and UPCOM (-VND 254.09 billion). In several other markets in the region, foreign investors also showed a strong net selling trend in October, with Indonesia (-USD 752 million), Malaysia (-USD 398 million), and Thailand (-USD 792 million), while there was slight net buying in the Philippines (+USD 13 million). Cumulatively for the first 10 months of 2024, foreign investors have recorded a record net selling of VND 77,141 billion, double the amount in 2023.



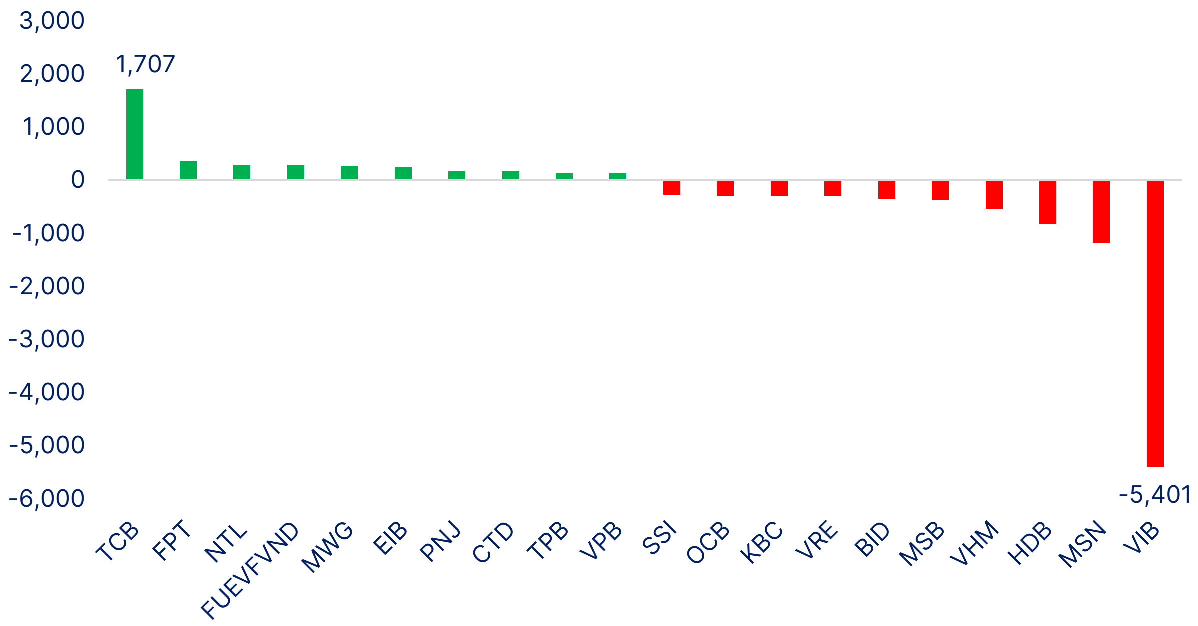


Source: Bloomberg, Fiingroup, SHS Research

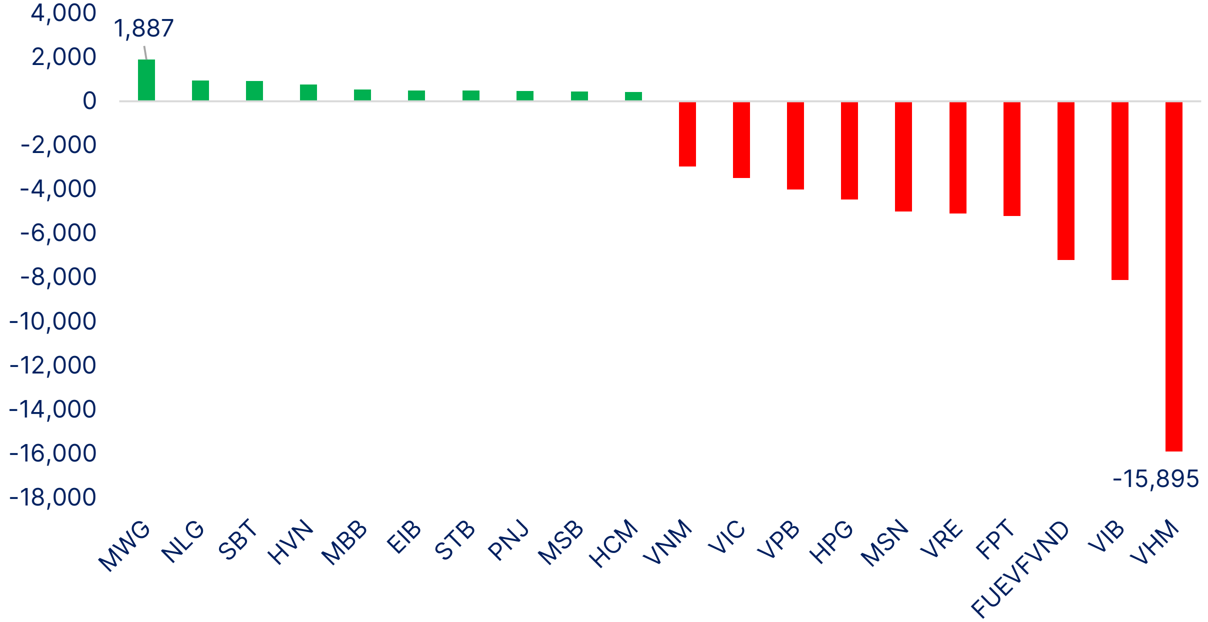
STOCK MARKET HIGHLIGHTS

Turning opportunities into value

Top Net Buy/Sell Stocks by Foreign Investors on HOSE in October 2024 (VND billion)



Top Net Buy/Sell Stocks by Foreign Investors on HOSE in the first 10 Months of 2024



Source: Fiingroup, SHS Research

On HOSE, in October 2024, foreign investors recorded net selling of -VND 9,834.94 billion, with a significant sale in VIB (-VND 5,401.3 billion) as major shareholder Commonwealth Bank of Australia reduced its ownership stake. Other notable net sales were MSN (-VND 1,174.9 billion), HDB (-VND 822.2 billion), and VHM (-VND 539.5 billion). On the other hand, foreign investors net bought TCB (+VND 1,706.9 billion), continued to buy FPT (+VND 358.3 billion), NVL (+VND 287.2 billion), and FUEVFVND (+VND 283.9 billion).

Cumulatively over the first 10 months of 2024, foreign investors recorded the strongest net selling in VHM, totaling -VND 15,894.9 billion, followed by VIB (-VND 8,117.5 billion), FUEVFVND (-VND 7,195.3 billion), FPT (-VND 5,217.3 billion), VRE (-VND 5,085 billion), MSN (-VND 5,002.5 billion), and HPG (-VND 4,439.2 billion). On the other hand, MWG (+VND 1,887.4 billion) was the stock with the highest net buying by foreign investors, along with NLG (+VND 944.6 billion), SBT (+VND 919.4 billion), and HVN (+VND 775.2 billion).

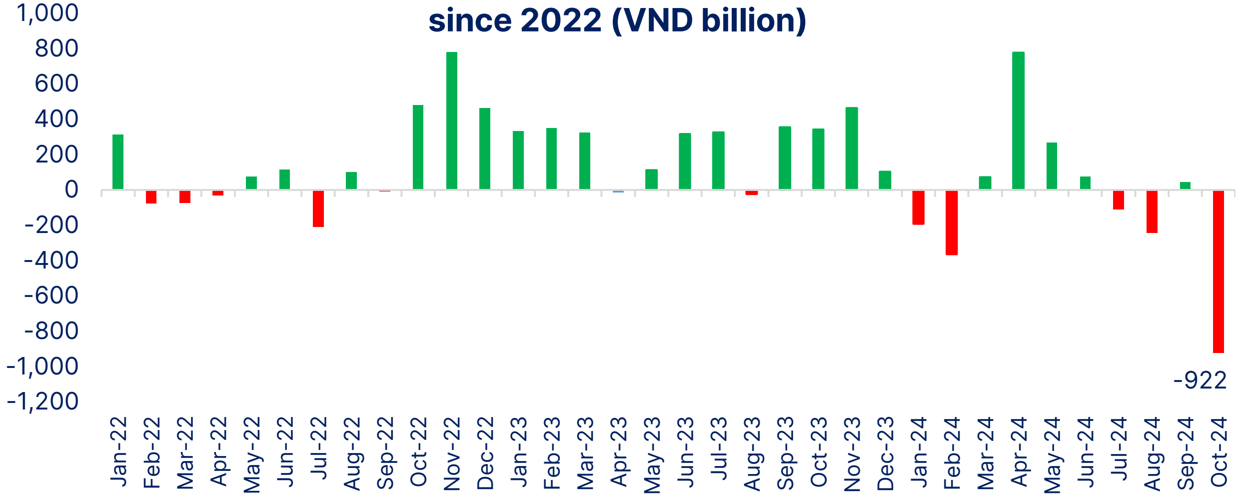
STOCK MARKET HIGHLIGHTS

Turning opportunities into value

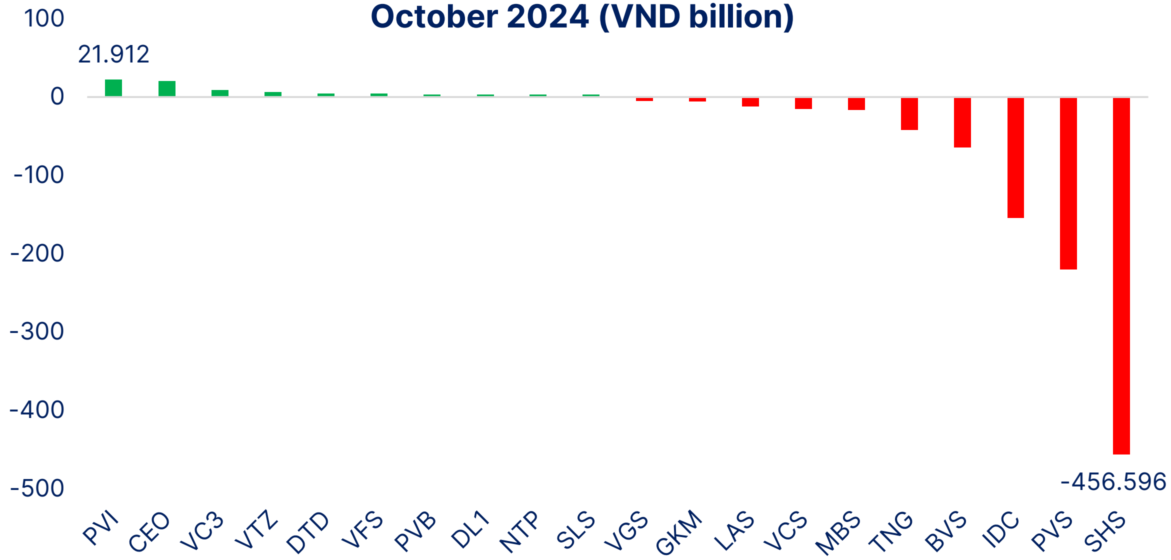
On HNX, foreign investors recorded strong net selling with a value of -VND 921.8 billion. Notably, there were significant net sales in SHS (-VND 456.6 billion), PVS (-VND 220.3 billion), and IDC (-VND 154.7 billion)... Meanwhile, there was slight net buying in PVI (+VND 21.9 billion) and CEO (+VND 19.8 billion)...

Cumulatively over the first 10 months of 2024, foreign investors recorded net selling of -VND 592.7 billion on HNX. Significant net sales included SHS (-VND 1,150.7 billion), PVI (-VND 223.9 billion), and BVS (-VND 151.2 billion). On the other hand, foreign investors net bought IDC (+VND 1,209.0 billion), MBS (+VND 304.5 billion), and PVS (+VND 68.9 billion)...

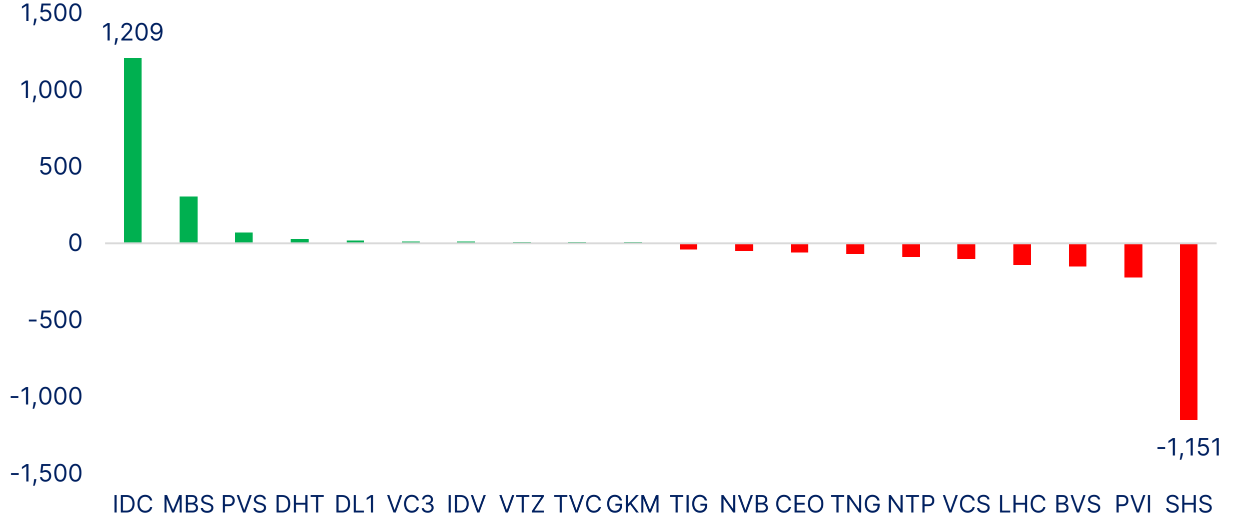
Net Buy/Sell Value of Foreign Investors on HNX by Month since 2022 (VND billion)



Top Net Buy/Sell Stocks by Foreign Investors on HNX in October 2024 (VND billion)



Top Net Buy/Sell Stocks by Foreign Investors on HNX in the first 10 Months of 2024



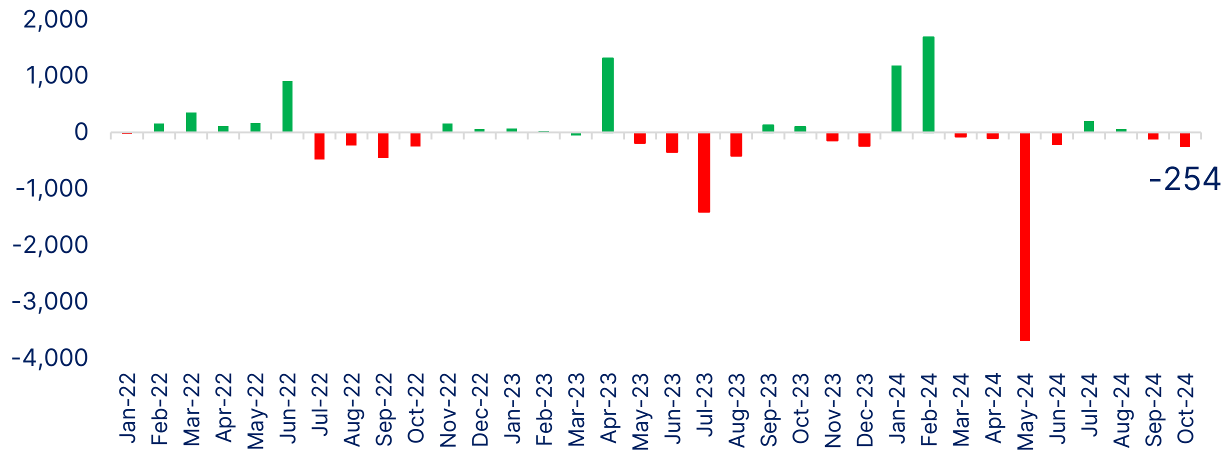
Source: Fiingroup, SHS Research

STOCK MARKET HIGHLIGHTS

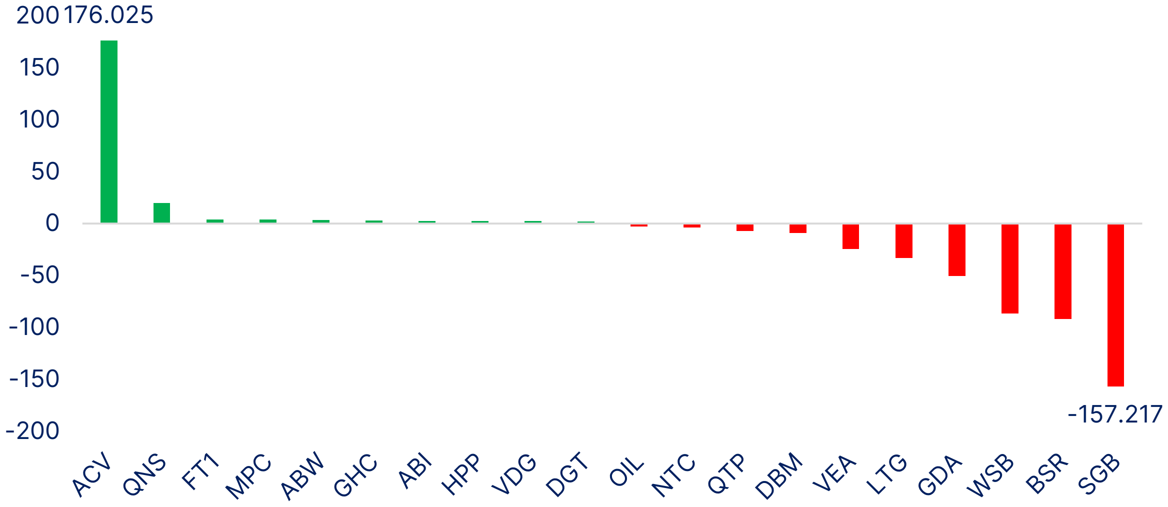
On UPCOM in October, foreign investors net sold -VND 254.1 billion, mainly in SGB (-VND 157.2 billion), BSR (-VND 91.8 billion), and WSB (-VND 86.4 billion)... while net buying ACV (+VND 176.0 billion) and QNS (+VND 19.2 billion)...

Cumulatively over the first 10 months of 2024, foreign investors net sold -VND 1,337.9 billion, mainly in MSR (-VND 1,626.5 billion), VEA (-VND 894.5 billion), and ABB (-VND 882.5 billion), while notable net buying in BHI (+VND 1,628.3 billion) and AIC (+VND 1,263.0 billion).

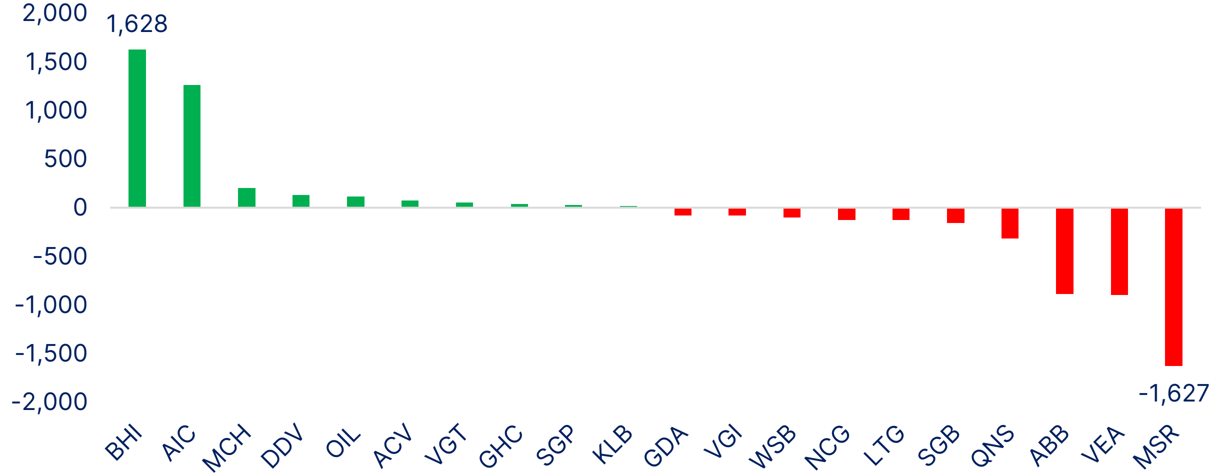
Net Buy/Sell Value of Foreign Investors on UPCOM by Month since 2022 (VND billion)



Top Net Buy/Sell Stocks by Foreign Investors on UPCOM in October 2024 (VND billion)



Top Net Buy/Sell Stocks by Foreign Investors on UPCOM in the first 10 Months of 2024

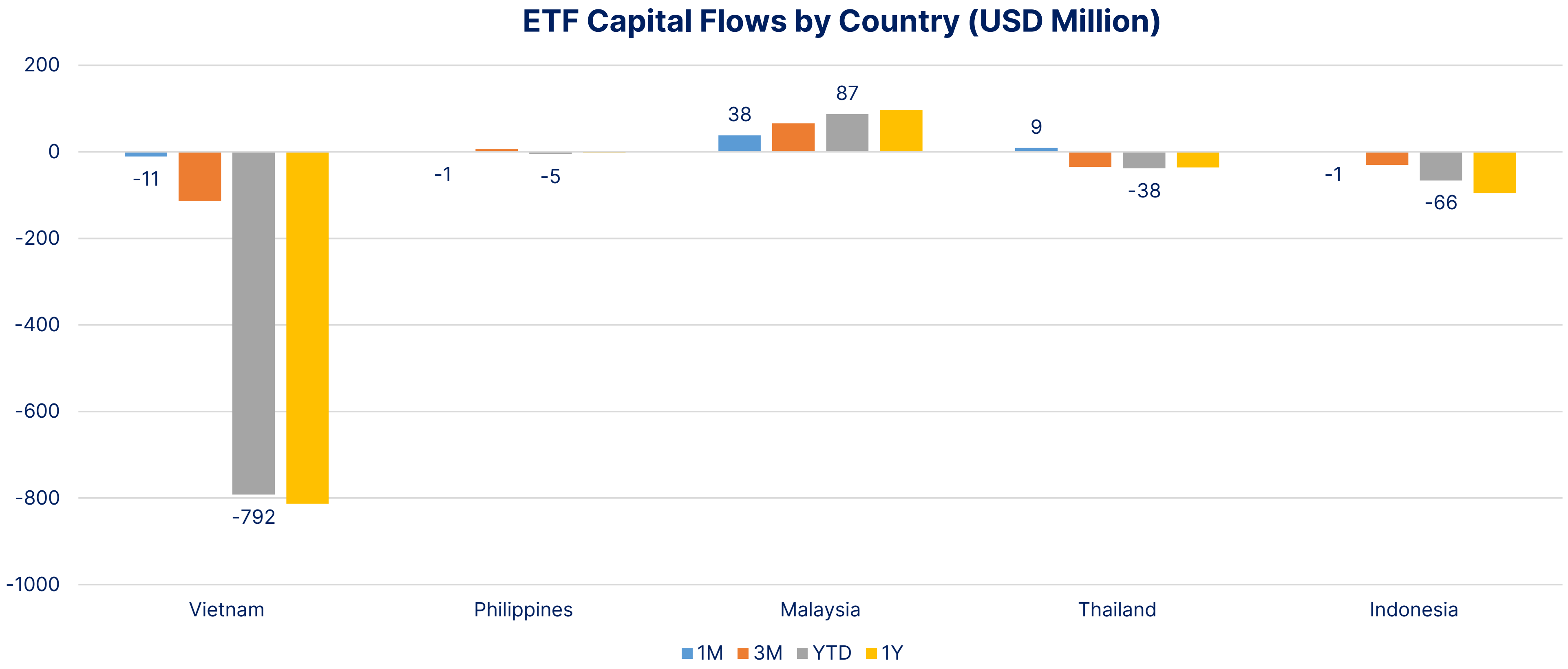


Source: Fiingroup, SHS Research

STOCK MARKET HIGHLIGHTS

In October 2024, ETF net outflows in Vietnam continued to decrease to -USD 11 million, while there were net inflows in Malaysia (+USD 38 million) and Thailand (+USD 9 million). For the first 10 months of 2024, Vietnam experienced the highest ETF net selling in Southeast Asia at USD 792 million, with Malaysia being the only market with net inflows, totaling USD 87 million.

The FUBON fund continued to experience net outflows in October with a value of -USD 10.6 million; however, the outflow scale continued to decrease compared to September.



Source: Bloomberg, SHS Research

STOCK MARKET HIGHLIGHTS

Turning opportunities into value

Fund	Type of Fund	AUM (USD million)	NAV (USD)	Number of outstanding shares	Net capital flow (USD million)			
					1M	3M	YTD	1Y
DCVFMVN Diamond ETF (VND)	ETF	502.09	1.31	382,300,000	15.20	17.90	-350.00	-394.00
Fubon FTSE Vietnam ETF (TWD)	ETF	610.17	0.37	1,665,238,000	-10.60	-80.00	-231.60	-198.70
DCVFMVN30 ETF Fund (VND)	ETF	282.39	0.92	306,400,000	-0.60	-22.90	-73.30	-59.00
VanEck Vietnam ETF (USD)	ETF	469.98	12.02	39,100,000	-3.60	-14.80	-20.00	-31.40
Xtrackers FTSE Vietnam Swap UCITS ETF (EUR)	ETF	274.11	25.61	10,704,880	-7.60	-6.60	-58.00	-55.80
SSIAM VNFIN LEAD ETF (VND)	ETF	18.40	0.86	21,300,000	-5.80	-9.30	-87.50	-144.60
KIM KINDEX Vietnam VN30 ETF (KRW)	ETF	201.05	15.10	13,300,000		-16.60	-27.90	3.00
Premia MSCI Vietnam ETF (USD)	ETF	5.51	7.45	740,000	1.10	0.80	-9.60	-9.90
SSIAM VNX50 ETF (VND)	ETF	5.06	0.79	6,400,000		0.00	-1.20	-1.00
Global x MSCI Vietnam ETF (USD)	ETF	11.93	15.90	750,000		0.00	1.90	1.90
SSIAM VN30 ETF (VND)	ETF	6.78	0.66	10,300,000		0.30	0.40	0.90
KIM GROWTH VN30 ETF (VND)	ETF	68.65	0.35	194,300,000	3.40	10.20	41.10	40.10

Source: Bloomberg, SHS Research

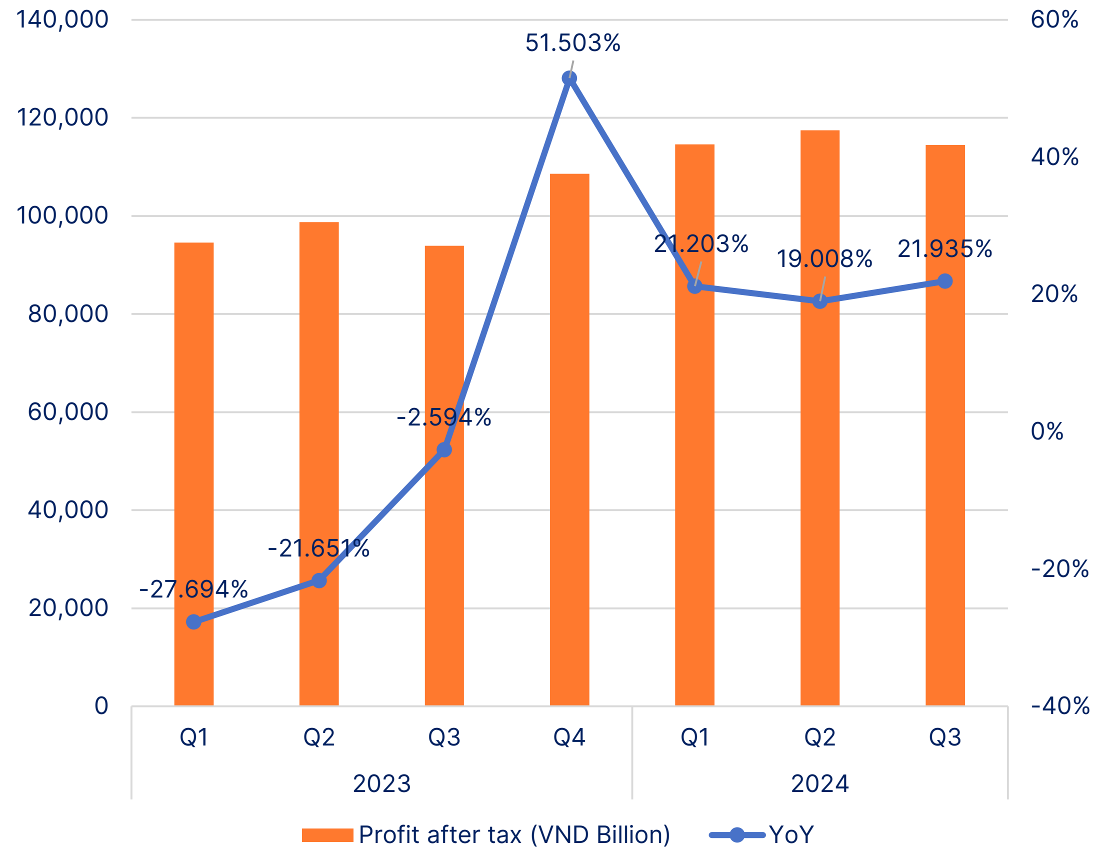
EARNINGS UPDATE Q3 2024

EARNINGS UPDATE Q3 2024

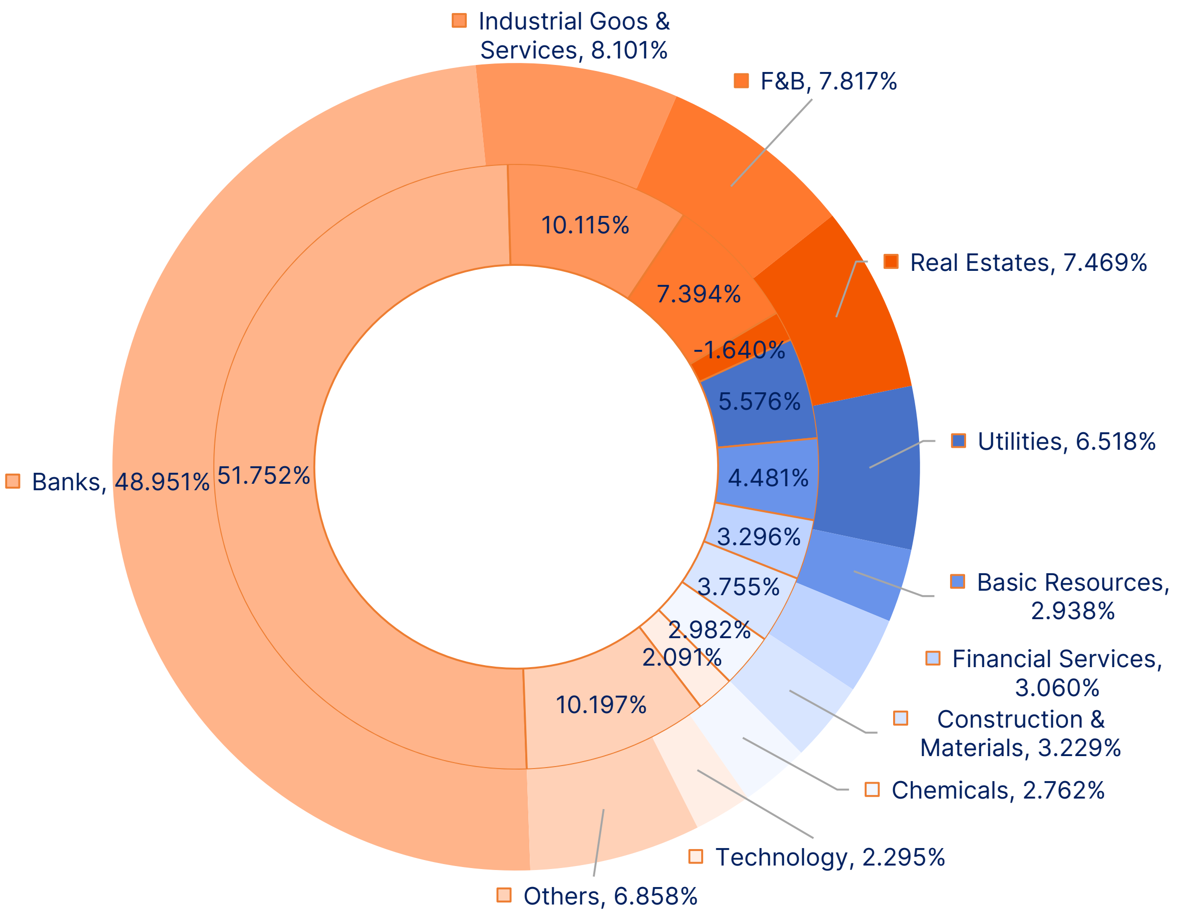
Turning opportunities into value

The total market's after-tax profit increased sharply in Q3 2024 compared to the low base of 2023, with the Banking, Real Estate, Electricity, and Gas sectors contributing significantly.

Continuing profit recovery in 2024



Banking sector account for nearly 50% of total profit In Q3 2024



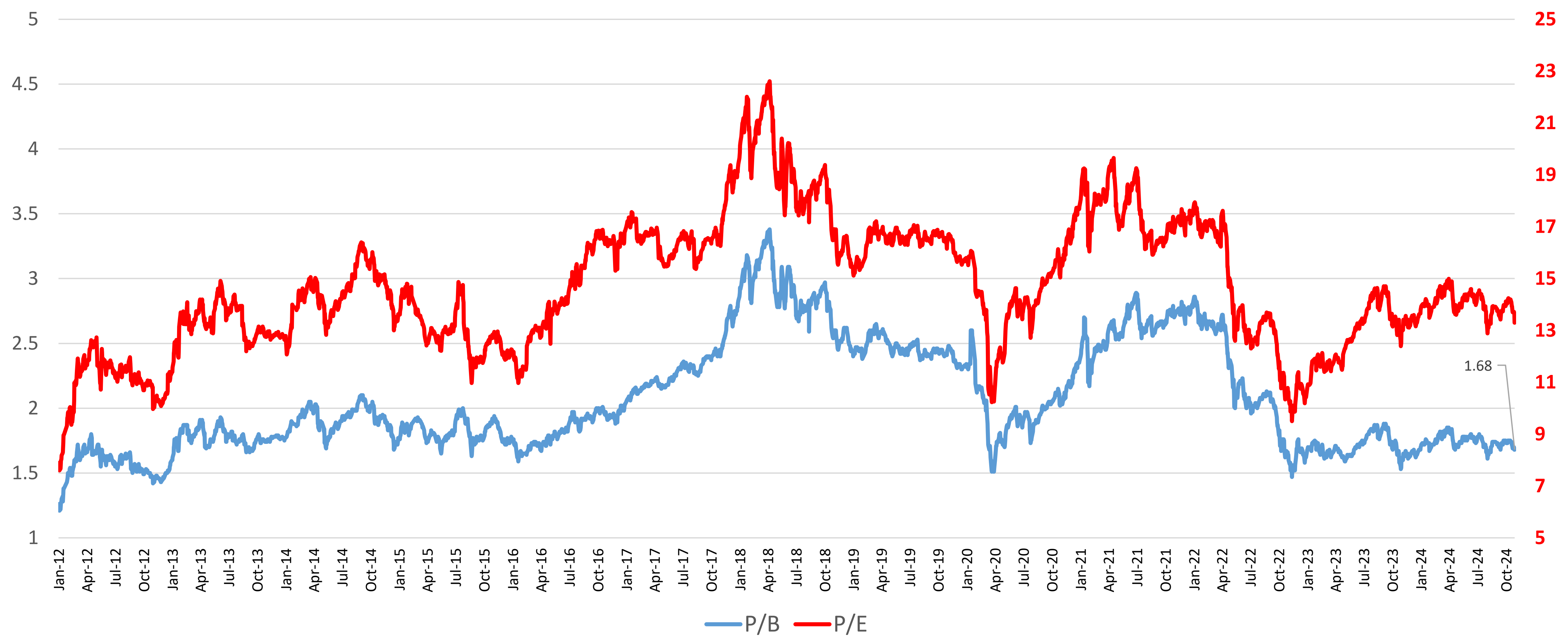
Note: Data collected from 1.095 companies in HOSE, HNX, Upcom accounting for 99,2% total market capitalization up to November 1st 2024

Source: Fiingroup, SHS

EARNINGS UPDATE Q3 2024

Turning opportunities into value

VN-Index valuation is lower than 5-year average (P/B= 2.06x và P/E= 14,7x) and 10-year average (P/B=2.2x và P/E=16x)



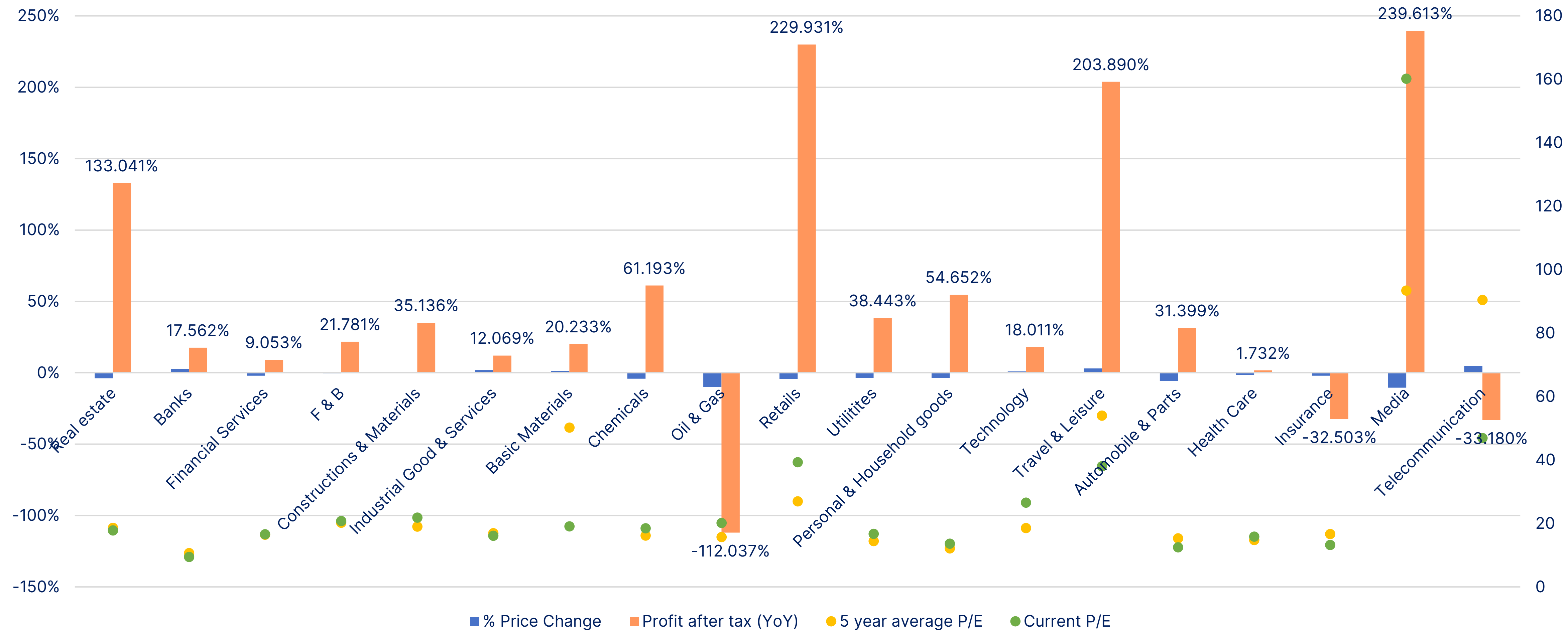
Note: Data collected from 1.095 companies in HOSE, HNX, Upcom accounting for 99,2% total market capitalization up to November 1st 2024

Source: Fiingroup, SHS

EARNINGS UPDATE Q3 2024

Turning opportunities into value

Many industries price index have not yet reflected the growth in profits for Q3



Note: Data collected from 1.095 companies in HOSE, HNX, Upcom accounting for 99,2% total market capitalization up to November 1st 2024.
Price change is calculated from September 4th 2024 to November 1st 2024

Source: Fiingroup, SHS

EARNINGS UPDATE Q3 2024

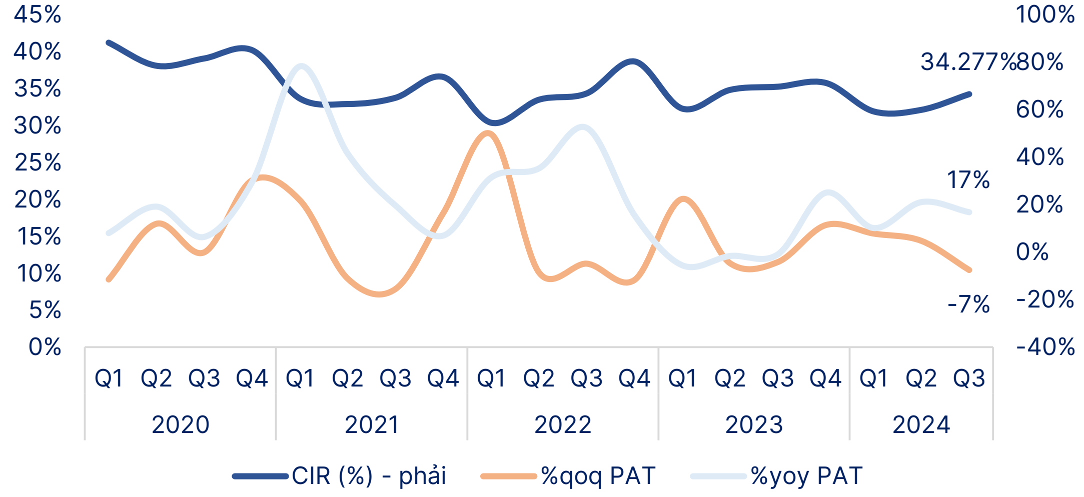
Turning opportunities into value

The after-tax profit (PAT) of the banking sector in the first 9 months of 2024 increased by 17% YoY, with most listed banks achieving over 70% of their annual targets.

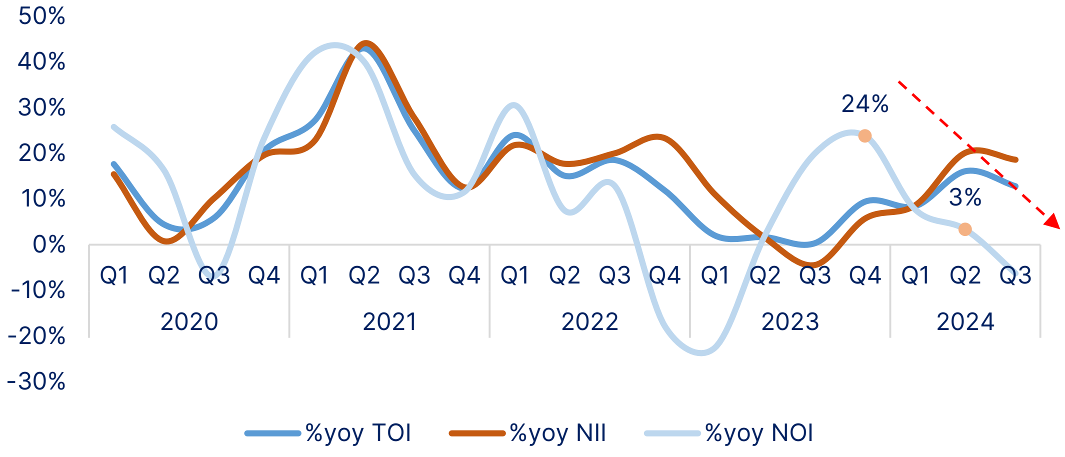
Since the beginning of the year, PAT has maintained a growth rate of over 10% YoY. In Q3, PAT increased by 17% YoY, but decreased by 7% QoQ, partly due to higher costs. The sector's CIR reached 34.3%, up 2.1% QoQ.

- NII saw a strong increase compared to the low base of the same period last year (+19% YoY). However, NOI dropped by 6% YoY in Q3 2024, primarily due to a 4% YoY decline in the service sector.
- Some banks, such as TCB, LPB and HDB have completed over 80% of their 2024 annual targets. On the other hand, VIB has only achieved 55% of its target after 9 months, and ABB is the only bank that reported a cumulative loss over the first three quarters of the year.

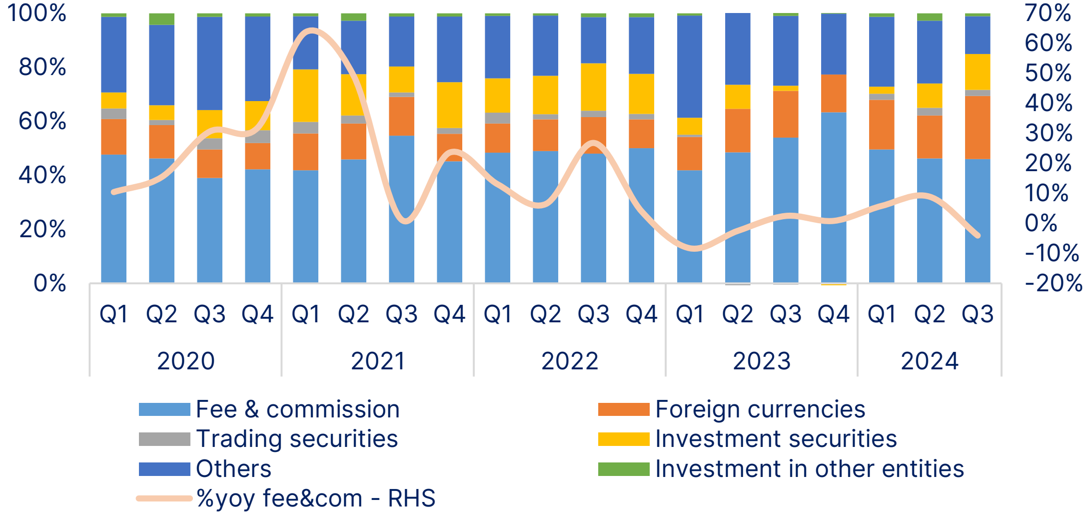
PAT increased yoy but decreased qoq, CIR rose



Non-interest income growth in a downtrend from its peak 4Q23



Fee & com growth in 3Q24 slightly decreased yoy with increased contribution from foreign exchange activities



Note: Data collected from 1.095 companies in HOSE, HNX, Upcom accounting for 99,2% total market capitalization up to November 1st 2024

Source: Fiingroup, SHS

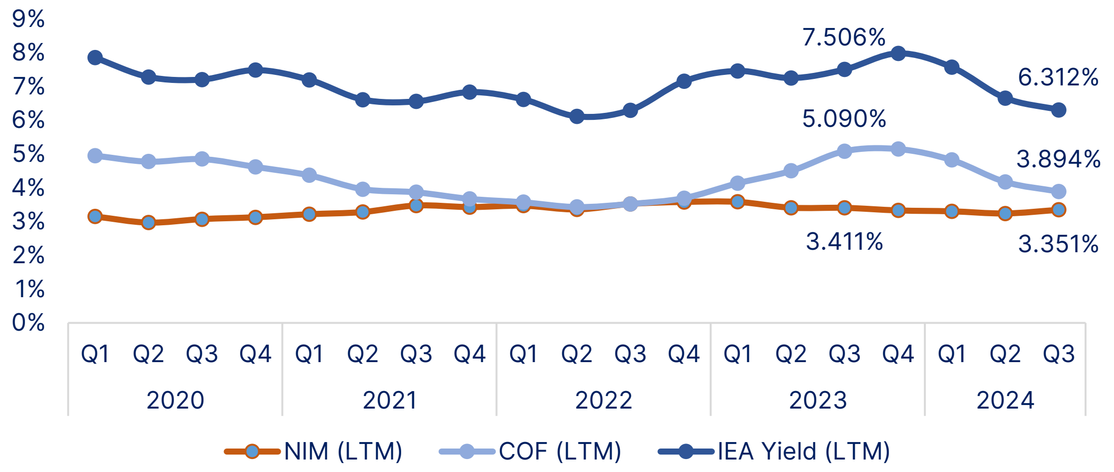
EARNINGS UPDATE Q3 2024

Turning opportunities into value

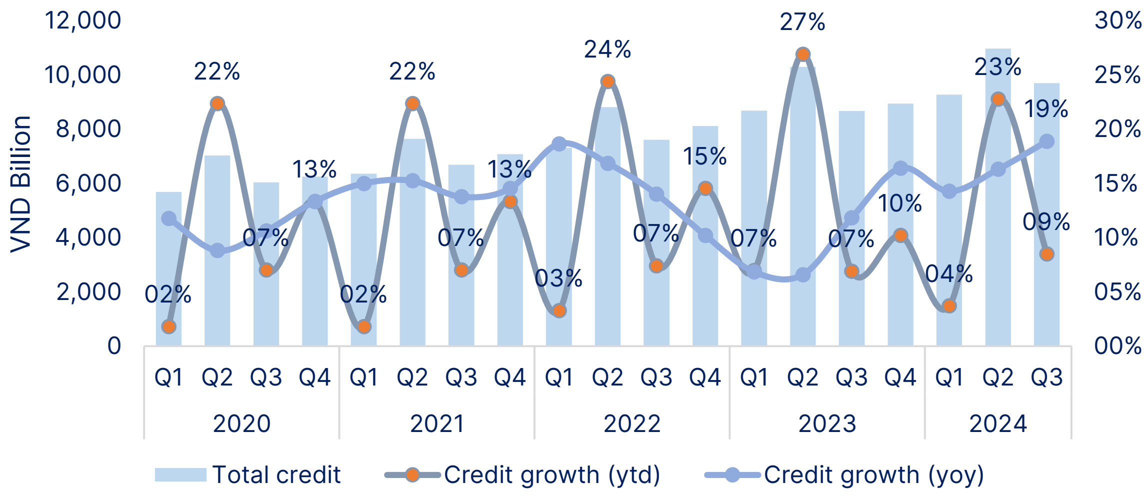
NIM remains flat, under pressure to decrease due to low lending interest rates.

- The whole sector's NIM stood at 3.4% in Q3 2024, unchanged compared to the same period last year. This stability was largely influenced by the contraction in NIM among SOCBs, while there was an improvement in NIM for large private banks (MBB, TCB, VPB, HDB).
- Capital costs have sharply decreased, dropping to 3.9% in 9M 2024, and this trend is expected to continue. However, it is unlikely to have an immediate impact on banks' NIM because banks will have to reduce lending rates to stimulate credit demand.
- Total credit recoverd and increased by 8,5% in 9M 2024 (same period last year was 6,2%), total deposit growth is 7,9% compared to 10,8% in the same period of 2023.
- CASA remained flat, standing at 20% in 9M 2024.

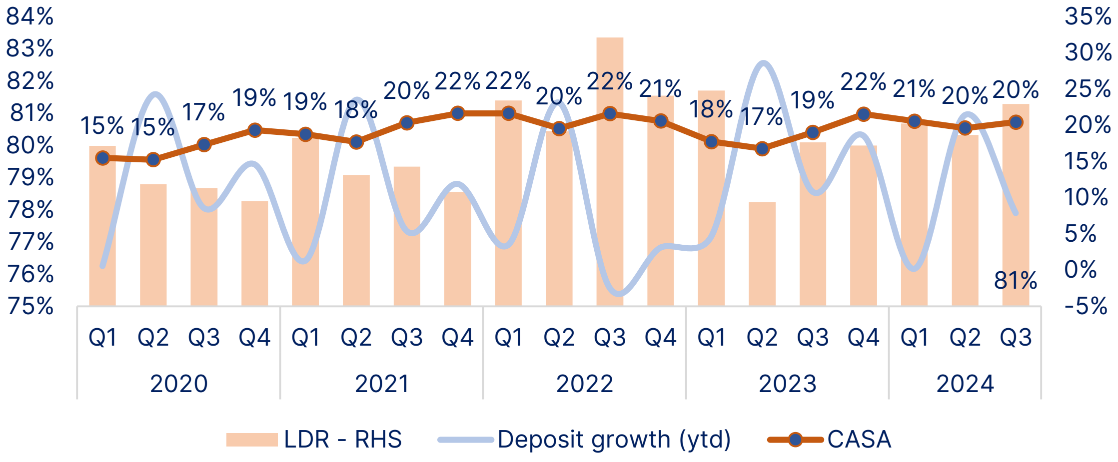
NIM remained flat for 5 consecutive quarters



Credit growth improved compared to last year's base level



Pure LDR maintains upward, CASA ratio remains flat



Note: Data collected from 1.095 companies in HOSE, HNX, Upcom accounting for 99,2% total market capitalization up to November 1st 2024

Source: Fiingroup, SHS

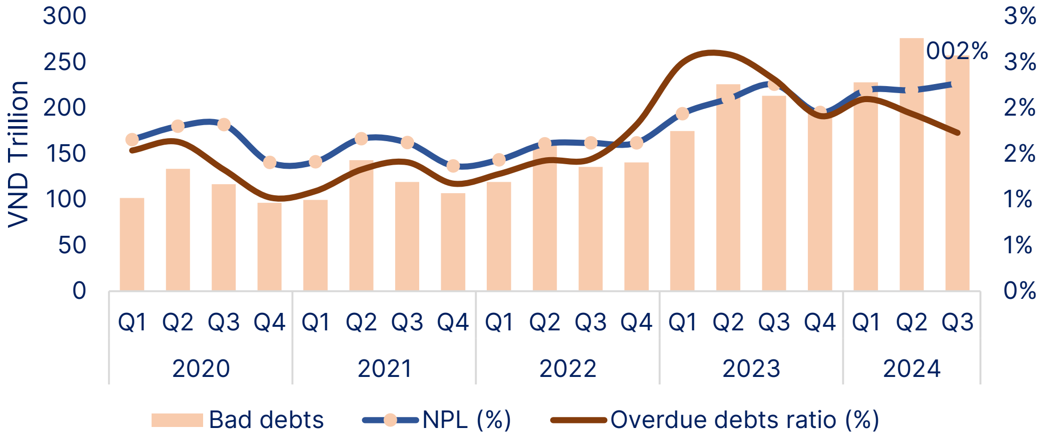
EARNINGS UPDATE Q3 2024

Turning opportunities into value

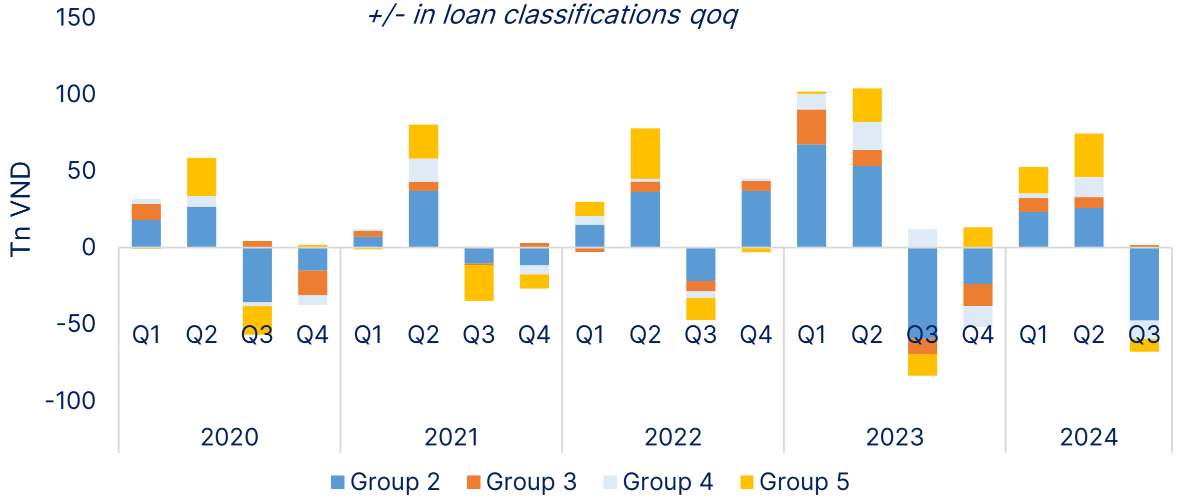
The NPLs increased, and the coverage ratio continues to show a downward trend.

- NPLs have risen sharply since the beginning of the year, while provisioning costs have remained moderate (thanks to the extension of Circular 02), leading to a continued thinning of the provisioning buffer and limiting the banks' ability to address bad debts in the near future. As of the end of Q3 2024, the NPL balance was approximately VND 257 trillion, marking a 20.6% year-on-year (YoY) increase. NPL ratio was 2,27% (+7 bpt qoq +48bpt yoy). The NPL provision coverage ratio decreased to 82% at the end of Q3 2024, compared to 143,2% at the end of Q3 2022.
- In Q3 2024, only the group 4 loans increased by approximately VND 2 trillion, while the other groups (2, 3, and 5) all saw a decrease compared to the same period last year.

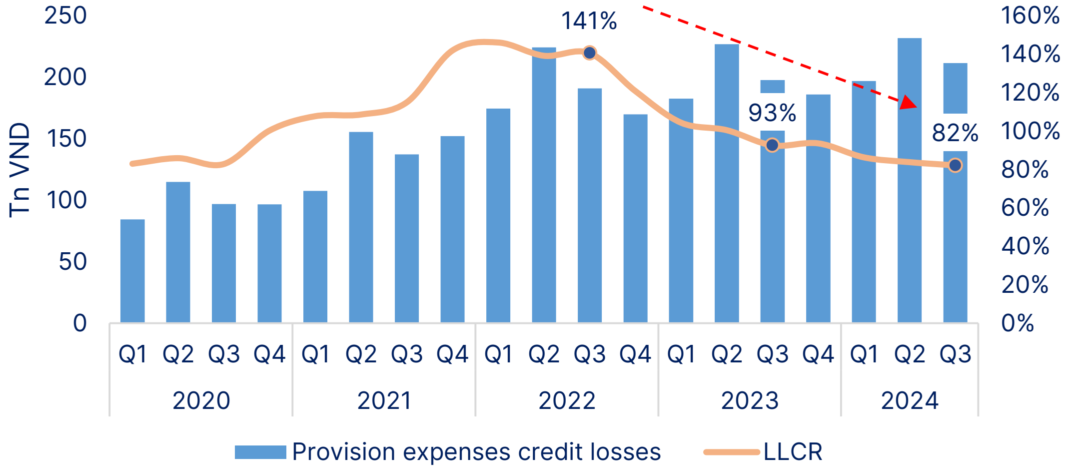
Bad debts have increased since the beginning of the year



Loan classifications in Q3 2024 decreased compared to 1H24



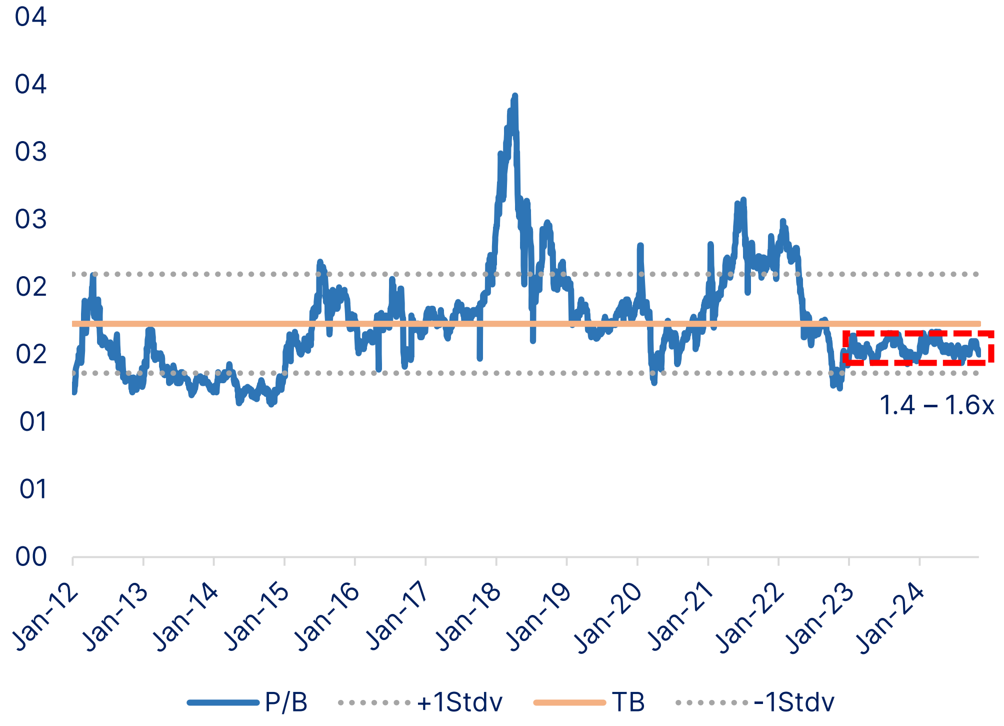
LLCR has decreased from its peak in 3Q22

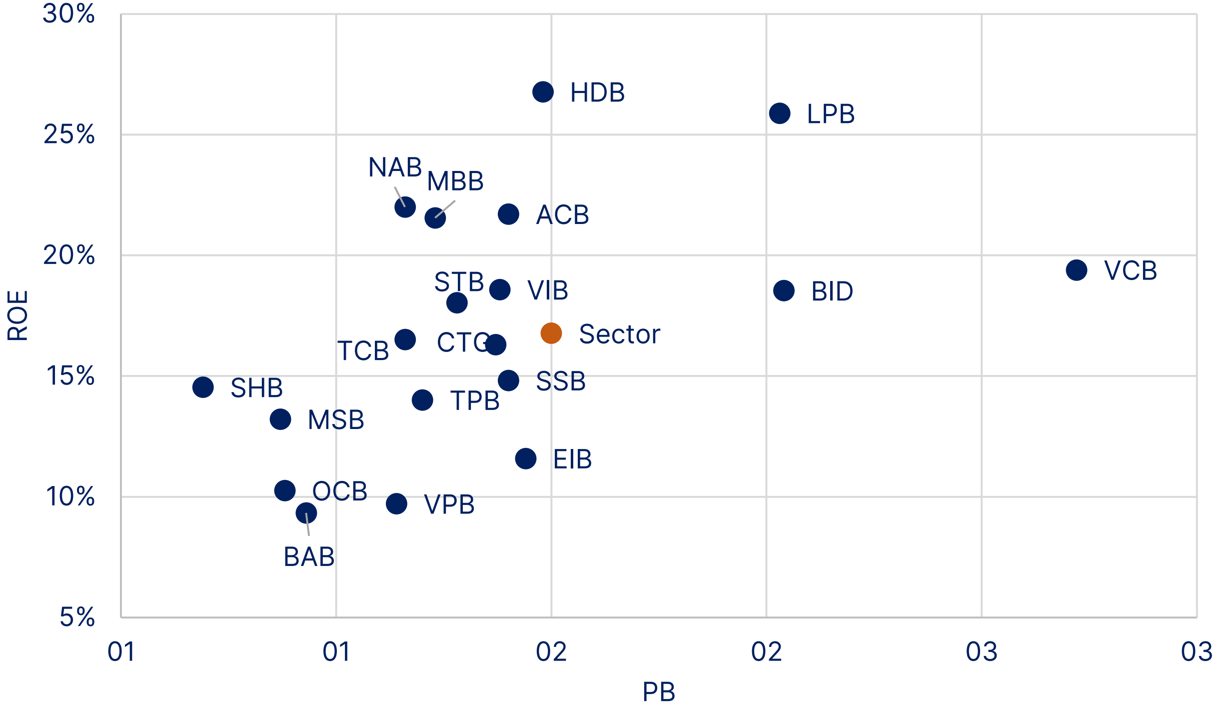


Note: Data collected from 1.095 companies in HOSE, HNX, Upcom accounting for 99,2% total market capitalization up to November 1st 2024

Source: Fiingroup, SHS

EARNINGS UPDATE Q3 2024





- The P/B ratio of the banking sector has fluctuated within a narrow range of 1.4x to 1.6x over the past two years, which is below the 2012 – 2024 average level. Currently, the sector's P/B ratio is 1.5x, which is 13% lower than the historical average..
- As of the end of Q3 2024, most banks are trading at a P/B lower than the sector average, except for two state-owned banks (BID and VCB) and LPB. Among the state-owned banks, VietinBank (CTG) has the lowest P/B ratio at 1.37x.

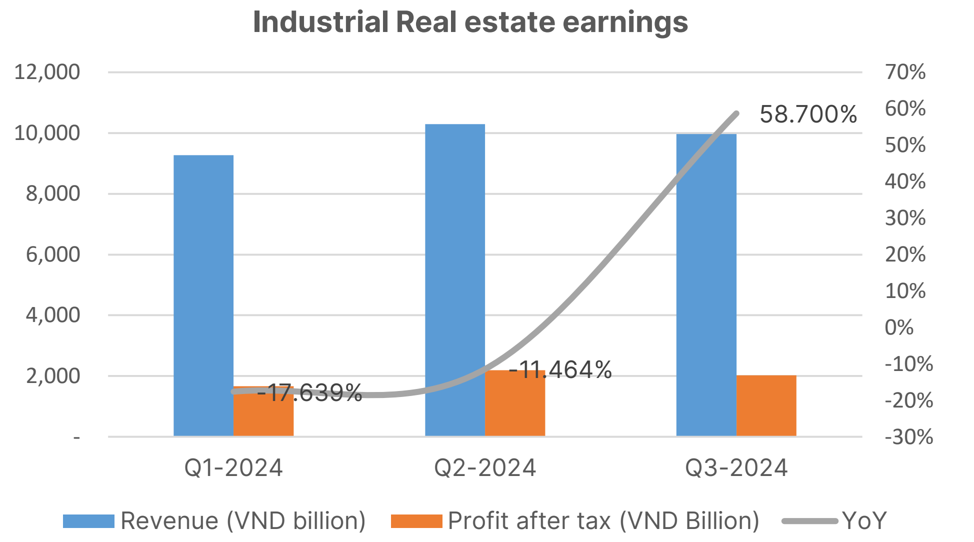
Note: Data collected from 1.095 companies in HOSE, HNX, Upcom accounting for 99,2% total market capitalization up to November 1st 2024

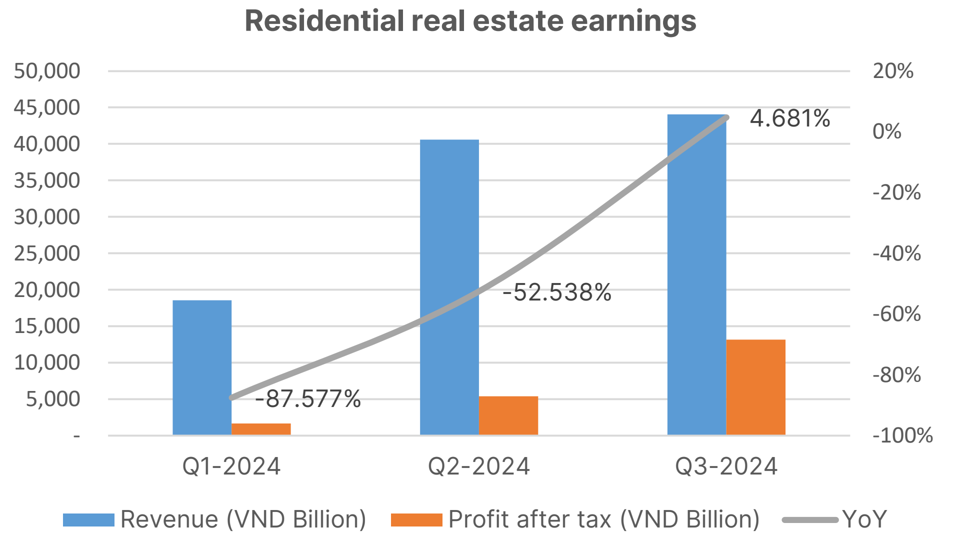
Source: Fiingroup, SHS

EARNINGS UPDATE Q3 2024

- **The real estate sector** experienced its first positive growth quarter after several consecutive quarters of decline. The industrial segment showed a broad and strong recovery, partly driven by a low comparison base from the same period last year and significant surges in stocks like SIP, IDC, BCM, and KBC. However, the residential segment is still facing challenges. Many leading companies such as VHM, DXG, KDH, and NLG reported a decline in profits compared to the same period last year. On the other hand, firms like NVL and TCH recorded exceptional profits during this period.

CODE	REVENUE GROWTH (YOY)					PROFIT AFTER TAX GROWTH (YOY)				
	Q3-2023	Q4-2023	Q1-2024	Q2-2024	Q3-2024	Q3-2023	Q4-2023	Q1-2024	Q2-2024	Q3-2024
VHM	83,79%	-72,12%	-71,97%	-13,00%	1,83%	-26,43%	-90,04%	-92,42%	9,92%	-16,26%
NVL	-67,28%	-37,42%	15,41%	50,60%	87,33%	-42,08%	1187,94%	-46,46%	-971,15%	2057,37%
TCH	-29,35%	70,20%	193,88%	161,46%	456,27%	453,17%	132,53%	117,18%	34,76%	169,83%
DXG	-3,28%	42,24%	181,59%	57,73%	-16,54%	-57,57%	101,08%	166,21%	-40,40%	-33,36%
VPI	-13,56%	-82,30%	-85,34%	-72,61%	217,27%	-60,50%	-81,26%	-77,08%	-74,44%	239,24%
HDG	-45,13%	-25,04%	-11,31%	-9,03%	23,36%	-67,90%	10,23%	-26,01%	28,89%	82,79%
NLG	-59,51%	0,43%	-12,97%	-73,54%	3,81%	39,41%	-18,30%	-500,47%	-30,94%	-156,93%
AGG	-15,74%	-96,79%	592,94%	-89,92%	-85,48%	89,49%	206,17%	1635,82%	-98,82%	-88,26%
KDH	-23,20%	-61,96%	-21,48%	10,69%	-59,03%	-39,07%	-42,74%	-68,19%	9,44%	-68,42%
CEO	-23,91%	-69,88%	-18,97%	18,16%	-3,38%	-32,38%	-85,10%	43,12%	-50,61%	73,14%
HDC	-51,14%	10,35%	-51,73%	32,81%	-25,94%	-54,98%	-72,29%	-96,45%	151,17%	-58,89%
HTN	-55,51%	-80,60%	8,01%	-72,14%	-76,27%	-63,92%	173,03%	158,57%	-93,15%	-82,72%
DIG	-44,48%	10,99%	-99,75%	290,72%	-79,90%	1347,36%	2386,87%	-258,32%	1233,73%	-7,23%
NTL	-58,83%	542,41%	-48,32%	2724,42%	-92,06%	-92,20%	8885,65%	121,03%	172883,40%	247,88%
PDR	3092,30%	365,17%	-15,64%	237,08%	-99,26%	-85,70%	223,13%	134,58%	-81,95%	-49,64%





Note: Data collected from 1.095 companies in HOSE, HNX, Upcom accounting for 99,2% total market capitalization up to November 1st 2024

Source: Fiingroup, SHS

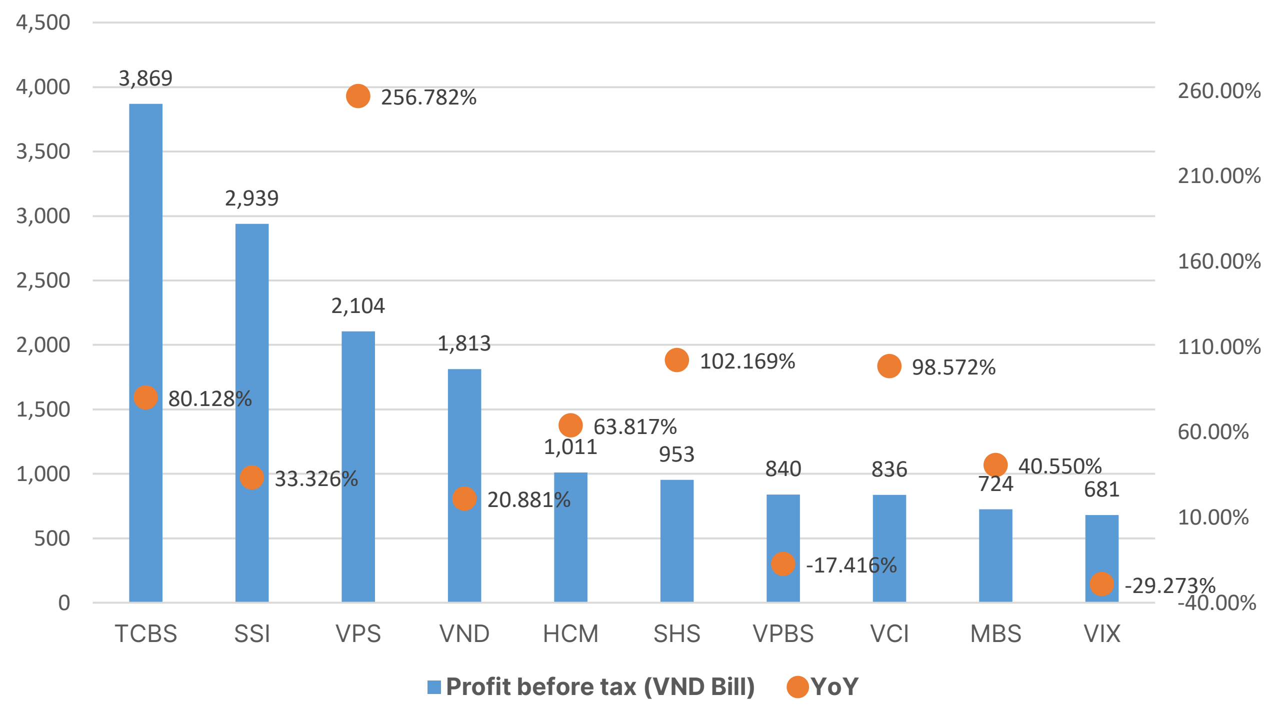
EARNINGS UPDATE Q3 2024

Turning opportunities into value

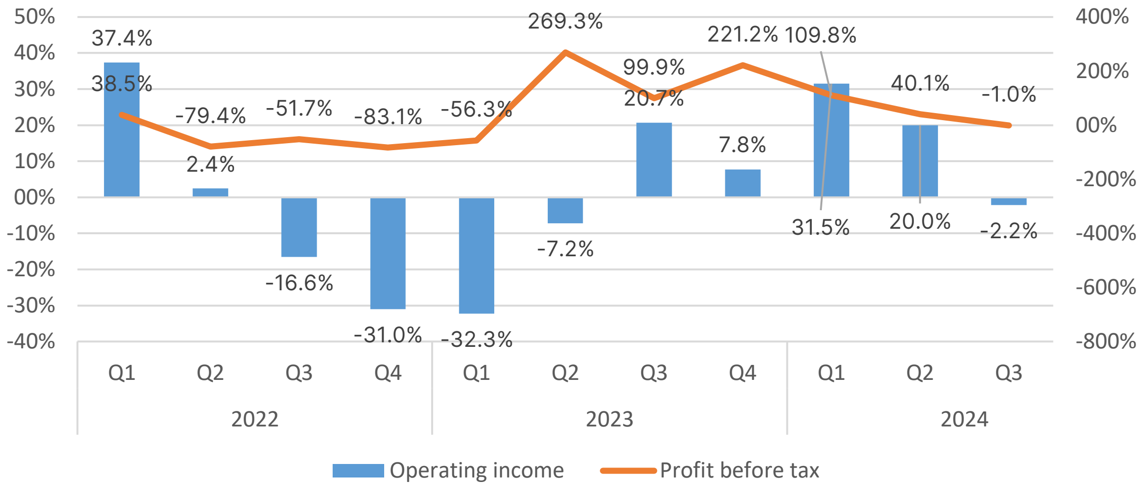
Brokerage sector. Revenue and profit have declined after several quarters of growth, mainly due to a decrease in income from investments and brokerage activities, while lending income saw only a slight increase.

However, for the first 9 months of 2024, the entire industry still saw positive overall performance, with revenue increasing by 14.8% YoY and pre-tax profit rising by 38.4% YoY.

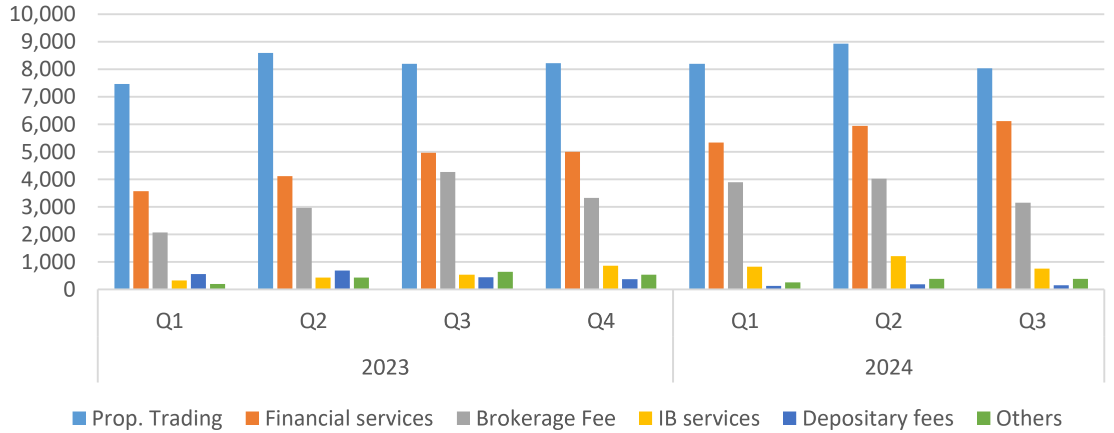
Top 10 profit 9 months 2024



Securities sector business result (% YoY)



Revenue composition (VND Billion)



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Source: Fiingroup, SHS

EARNINGS UPDATE Q3 2024

Turning opportunities into value

Unit VND Billion

Top 10 Profit Growht Rate for 9M 2024					
	Code	Exchange	Market Capitalization	9M 2024 PAT	%YoY
1	VJC	HOSE	56.706,71	1.405,17	631,80%
2	HVN	HOSE	49.823,87	6.263,74	274,51%
3	BCM	HOSE	69.034,50	769,36	190,87%
4	HPG	HOSE	169.820,44	9.210,43	140,39%
5	LPB	HOSE	83.889,82	7.051,08	139,47%
6	IDC	HNX	18.480,00	1.955,39	89,42%
7	VCI	HOSE	19.474,52	692,32	87,64%
8	VPB	HOSE	159.868,56	10.947,30	67,66%
9	HCM	HOSE	20.447,18	812,61	64,14%
10	NAB	HOSE	21.094,68	2.640,30	61,78%

Unit VND Billion

Top 10 Profit After Tax compared to 2024 plan					
	Code	Exchange	Market Capitalization	9M 2024 PAT	% kế hoạch
1	HVN	HOSE	49.823,87	6.263,74	7456,84%
2	VJC	HOSE	56.706,71	1.405,17	162,49%
3	GAS	HOSE	164.455,64	8.537,78	147,25%
4	BVH	HOSE	32.365,27	1.619,16	140,80%
5	VCI	HOSE	19.474,52	692,32	123,63%
6	PVD	HOSE	14.313,91	460,42	121,16%
7	POW	HOSE	27.165,71	1.111,02	120,24%
8	SIP	HOSE	15.516,31	902,37	113,81%
9	PLX	HOSE	51.586,04	2.551,14	109,96%
10	PVS	HNX	18.210,52	706,71	107,08%

Note: Data collected from 1.095 companies in HOSE, HNX, Upcom accounting for 99,2% total market capitalization up to November 1st 2024

Source: Fiingroup, SHS


STOCK MARKET
OUTLOOK FOR
NOVEMBER

STOCK MARKET OUTLOOK FOR NOVEMBER

Turning opportunities into value

In October 2024, VN-INDEX faced adjustment pressure at the 1,300 resistance level. This adjustment pressure has been persistent since the beginning of the year, as 1,300 represents a fundamental resistance level that requires strong macroeconomic drivers to break through. Over the past 8-9 months, VN-INDEX has fluctuated within a narrow range around 1,250 points, corresponding to the highest price level of 2023.

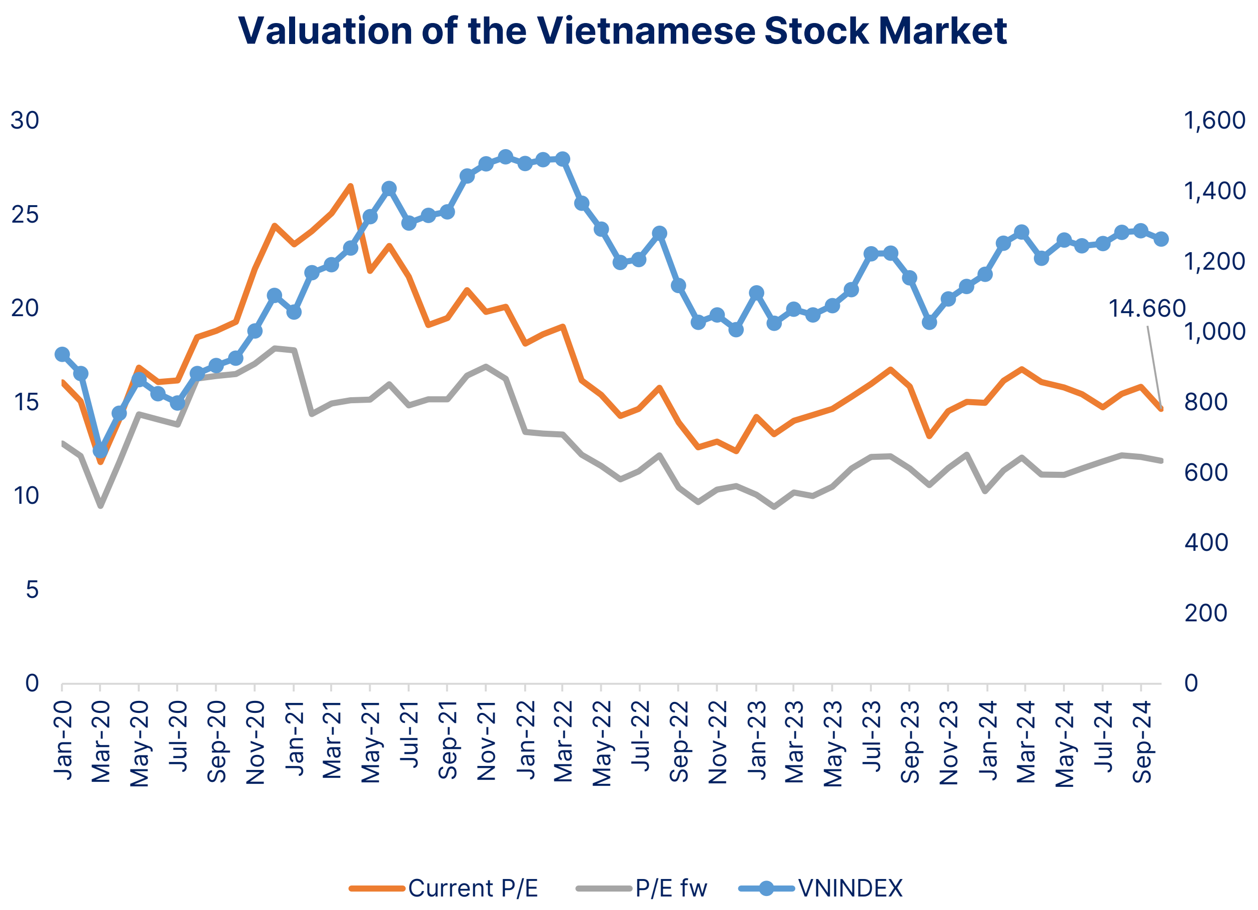
Currently, the market is supported by factors including (1) strong economic growth, (2) stable, low-interest rates, and (3) the start of the FED’s rate-cutting cycle. However, some uncertainties remain, such as (1) escalating global geopolitical tensions, (2) the upcoming U.S. elections in November, and (3) business outlooks based on companies' 2025 business plans.

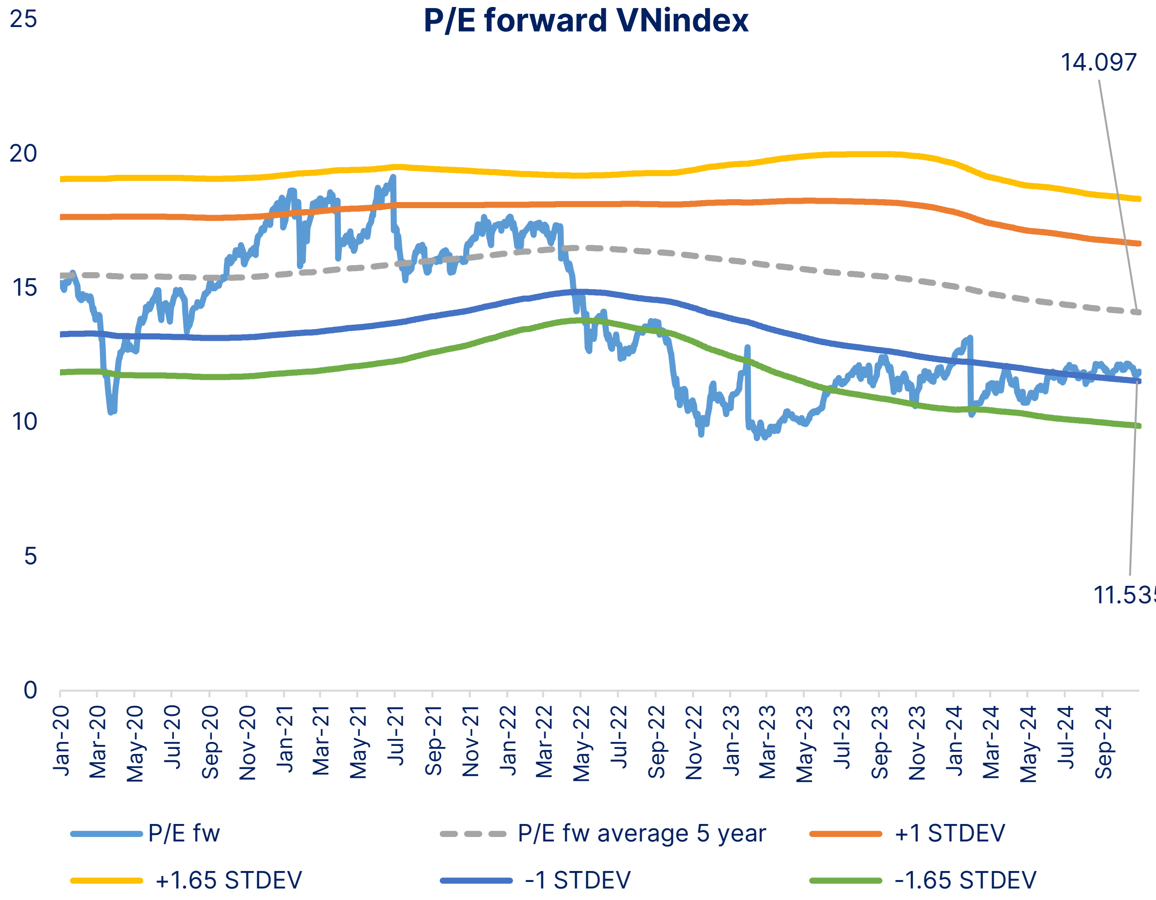
VN-INDEX is maintaining accumulation within a narrowing price channel. We believe that, given the mixed factors above, in November 2024, the VN-INDEX will continue to fluctuate within a narrow range, around the support zone of 1,230–1,250 and the resistance zone of 1,280–1,300. The index may exit this prolonged narrow accumulation channel in December 2024.

STOCK MARKET OUTLOOK FOR NOVEMBER

Turning opportunities into value

At the end of October 2024, the VN-INDEX had a P/E valuation of 14.66, lower than the 10-year average (16.6x) and the 5-year average (17.1x). With a P/E fw of 11.9, the valuation is considered quite attractive given the current growth outlook.

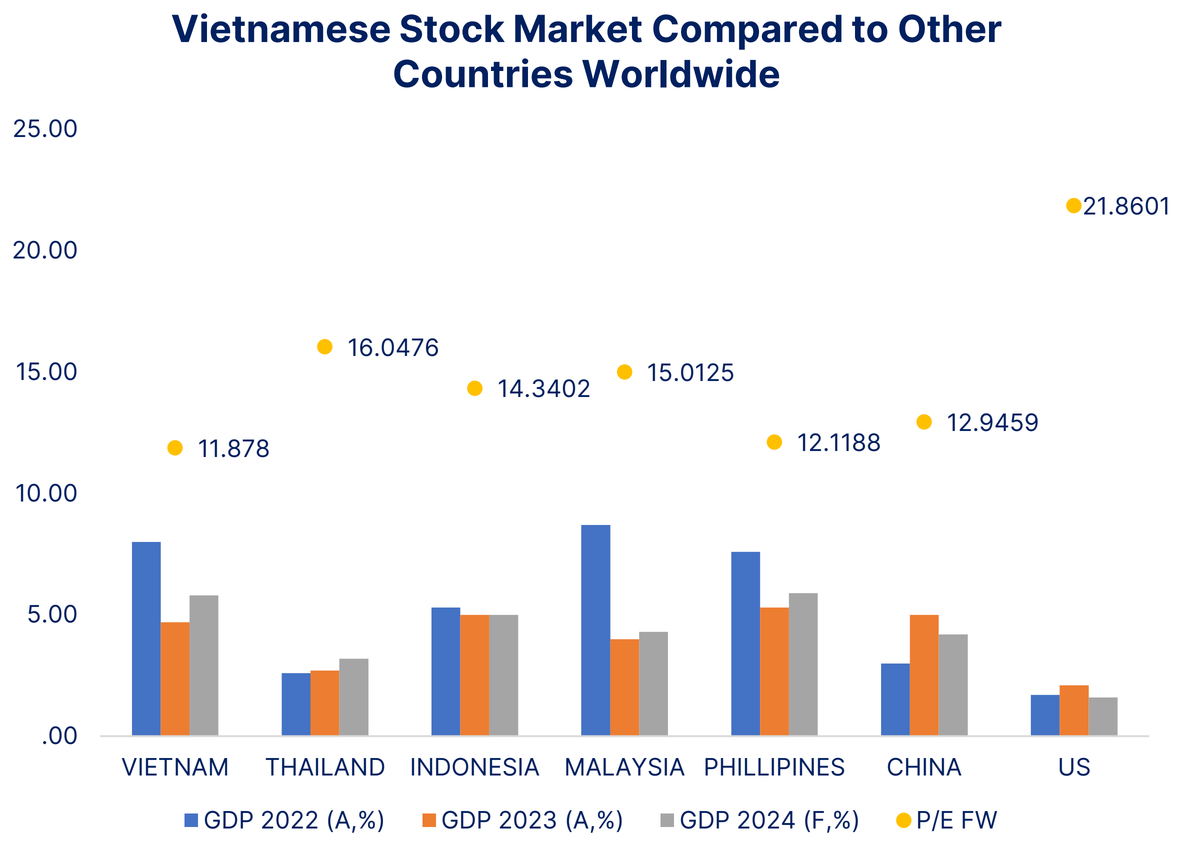


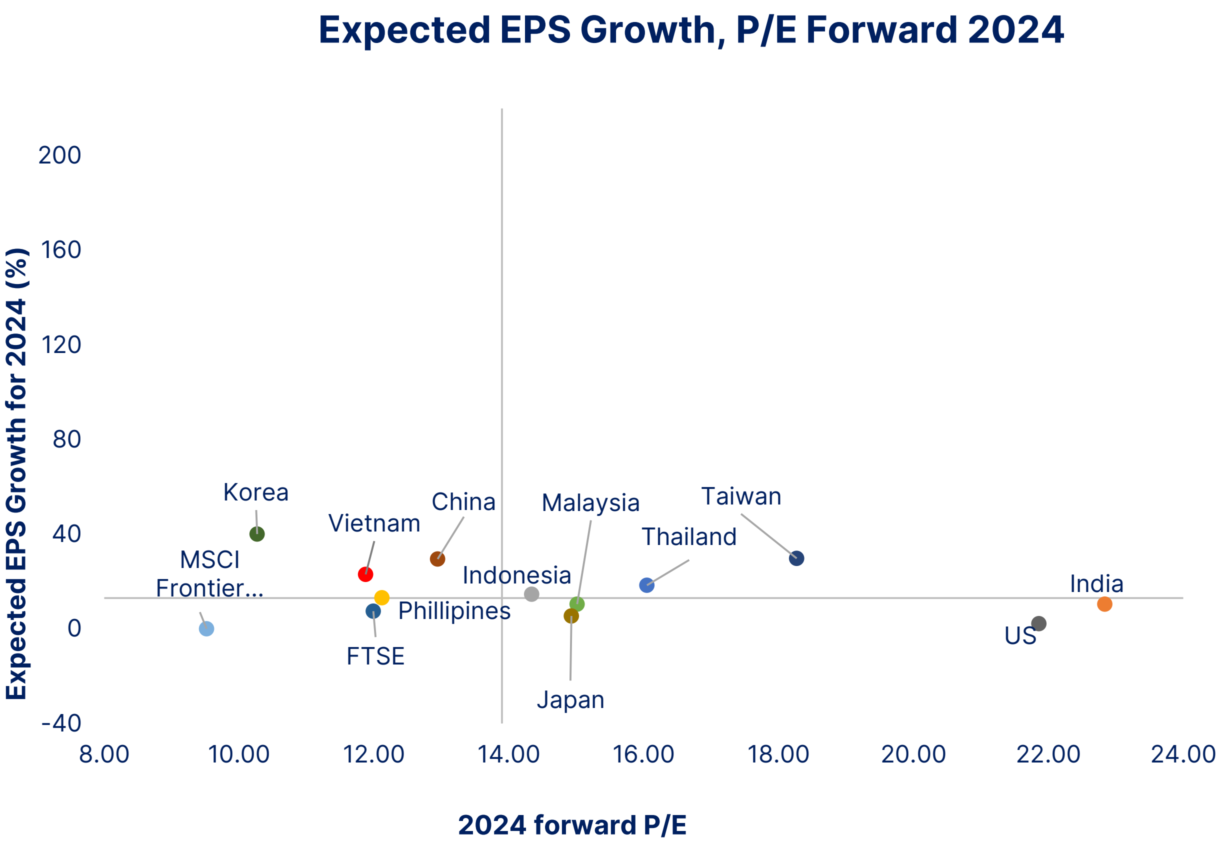


Source: Bloomberg, SHS Research

STOCK MARKET OUTLOOK FOR NOVEMBER

Turning opportunities into value





Source: Bloomberg, SHS Research

EVENT SCHEDULE FOR NOVEMBER

01/11/2024

International event

Release of the Purchasing Managers' Index (PMI) - Manufacturing in the US

Release of the Unemployment Rate in the US

04/11/2024

Domestic event

Changes to the indices of domestic ETFs have taken effect.

06/11/2024

Domestic event

Announcement of Vietnam's Economic Data for October

International event

MSCI has released its index review.

07/11/2024

International event

The U.S. Fed's rate announcement.

13/11/2024

International event

Release of the CPI in US

19/11/2024

International event

Release of the CPI in Europe

21/11/2024

Domestic event

Expiration date of VN30 Futures in October 2024


LIST OF
RECOMMENDED
STOCKS
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec

Turning opportunities into value

LIST OF RECOMMENDED STOCKS

STT	Ticker	Closing price	+/- MoM	+/- YTD	+/- Since recommendation date	
1	**BWE**	45,000	-0.88%	24.78%	16.74%	HOLD
2	**CTD**	67,200	5.33%	-1.94%	-2.34%	HOLD
3	**DCM**	37,550	-2.47%	22.73%	23.93%	HOLD
4	**FPT**	135,900	1.04%	63.13%	63.97%	HOLD
5	**GMD**	65,300	-0.76%	12.86%	14.49%	HOLD
6	**GVR**	32,900	-7.97%	60.66%	47.80%	SELL
7	**IDC**	56,000	-2.78%	15.67%	8.85%	HOLD
8	**PHR**	57,000	-5.00%	15.72%	11.50%	HOLD
9	**PNJ**	94,800	-2.67%	12.90%	6.07%	HOLD
10	**PVD**	25,650	-7.40%	-9.52%	-8.29%	HOLD
11	**PVS**	37,800	-6.90%	-0.06%	0.22%	HOLD
12	**PVT**	28,100	0.54%	18.27%	17.83%	HOLD
13	**SZC**	38,950	3.45%	9.00%	0.76%	HOLD
14	**TCB**	23,900	-1.24%	55.70%	40.53%	HOLD
15	**MBB**	25,050	-2.53%	38.29%	6.60%	HOLD
16	**VLB**	39,456	-0.50%	15.22%	2.17%	HOLD
	VN-Index	**1,264.48**	**-1.82%**	**+11.90%**		

(Click on each ticker to view the detailed information)

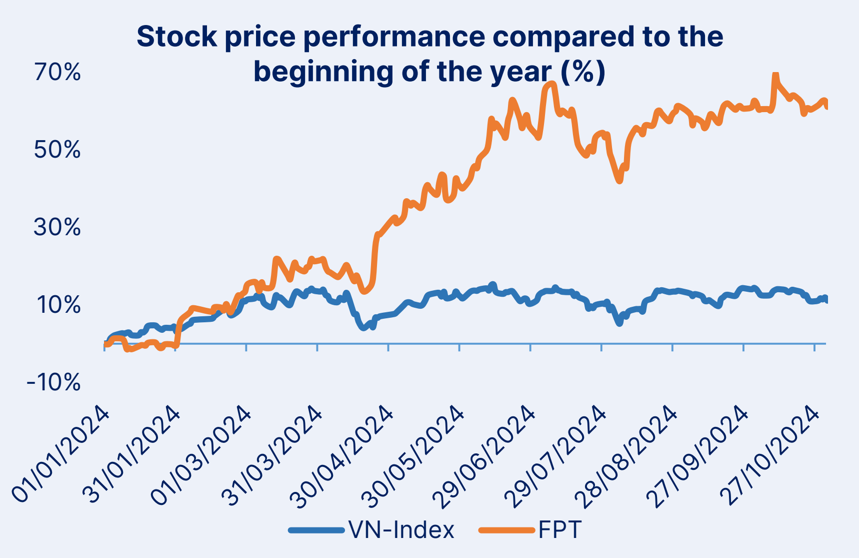
LIST OF RECOMMENDED STOCKS FOR 2024

FPT Corporation - JSC (HOSE – FPT)

(Return to the summary list)

Current price	135,900
TA Target price	140,000-143,000
Highest price in October	134,800
Market capitalization (Billion VND)	199,918
EPS ttm	5,125.07
BV	20,331.29
PE trailing	26.52
PB trailing	6.68

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	14,690.41	14,092.93	15,245.23	15,902.82	61,850.00
% yoy	12.64%	20.64%	22.11%	15.56%	17.55%
Profit after taxes	2,051.24	2,160.27	2,287.71	2,478.60	8,700.00
% yoy	26.63%	19.36%	23.29%	19.40%	11.71%
Total assets	60,325.28	62,024.71	65,286.25	67,581.59	
Total equity	29,948.35	31,727.10	31,727.10	32,736.44	
ROA (%)	11.55	11.06	11.44	11.74	
ROE (%)	33.85	27.21	27.75	27.49	
Gross profit margin (%)	38.34	39.10	37.07	38.73	
Net profit margin (%)	13.96	15.33	15.01	15.59	



- FPT Corporation stands out among the leading technology companies and internet providers in Vietnam. Its primary operational sectors (software exports, information systems, and internet infrastructure,...) benefiting from the global and domestic digital transformation trends. The company maintains strong financial health with significant cash reserves, totaling 26,750 billion VND (41% of total assets and 83% of total liabilities), and low debt (25% of total equity).
- FPT is actively pursuing M&A in the US (FPT acquired 3 technology companies in 2023), aiming to double its revenue from technical product and service offerings within the next two years. On March 1, 2024, 100% of the capital of NAC, an IT service company in Japan, was acquired. On April 23, 2024, a Memorandum of Understanding (MOU) was signed with NVIDIA to establish an AI Factory with an investment of 200 million USD, along with collaboration on workforce training and becoming a development service partner for NVIDIA. An MOU was also signed with JIT, a subsidiary of JAL, to develop IT systems for the aviation sector in Japan. On September 24, a partnership was established with Metrodata (Indonesia) to create a joint venture focused on AI, Cloud, and Security. The BOD has decided to increase the capital of Smart Cloud, a company wholly owned by FPT, from VND 200 billion to VND 1,000 billion.
- Accumulated over nine months, revenue reached 45,240 billion VND (+19,3% YoY) and net profit was 6,926.5 billion VND (+20.6% YoY), corresponding to 73.1% and 79.6% of the annual target, respectively. EPS reached 3,945 VND. The foreign market services segment achieved 22.668 trillion VND in revenue (+28.6% YoY) and a profit of 3.614 trillion VND (+25.6% YoY), in which, digital transformation revenue reached 10.413 trillion VND (+28.6% YoY) and the value of newly signed contracts amounted to 25.121 trillion VND (+20.1% YoY). The educational complex in Thanh Hoa has been topped out, and in Hue, it has received approval. There is also a proposal to establish an educational complex in Hai Duong.
- SCIC plans to divest its entire 5.8% equity stake in FPT in the second divestment phase in 2024. On June 12, 2024, FPT finalized the shareholders list, distributing a 10% cash dividend and bonus shares at a ratio of 20:3. Approval of a 10% cash dividend payment in the fourth quarter. On November 15, LPB will hold its General Meeting of Shareholders, during which it will present a plan to purchase up to 5% of the charter capital of FPT.

LIST OF RECOMMENDED STOCKS FOR 2024

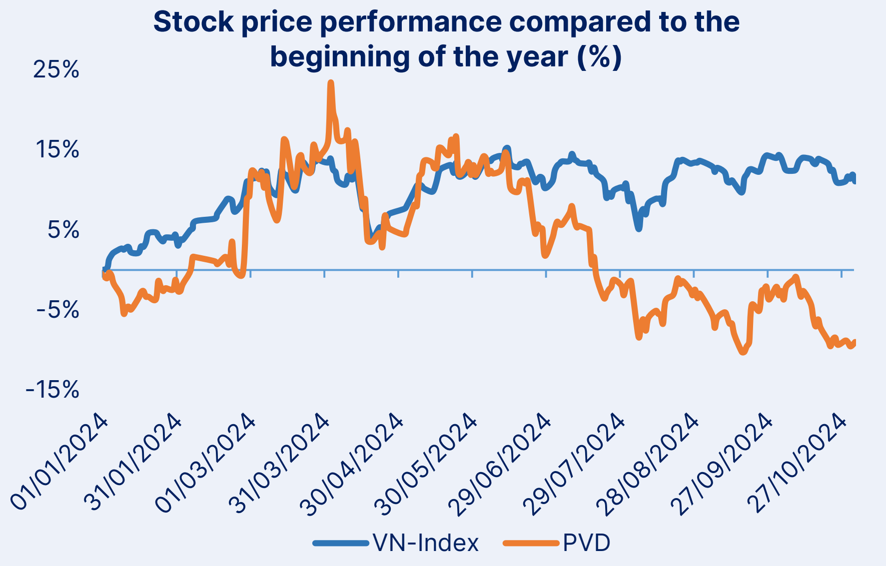
Turning opportunities into value

PetroVietnam Drilling & Well Services Corporation (HOSE – PVD)

(Return to the summary list)

Current price	25,650
TA Target price	29,000-30,000
Highest price in October	28,000
Market capitalization (Billion VND)	14,258
EPS ttm	0.04
BV	1.12
PE trailing	25.75
PB trailing	0.91

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	1,747.44	1,755.53	2,282.34	2,438.22	6,200.00
% yoy	19.82%	43.12%	61.81%	76.54%	6.82%
Profit after taxes	194.04	148.50	132.23	179.68	380.00
% yoy	264.09%	184.21%	-16.09%	35.21%	-30.40%
Total assets	21,650.09	22,515.43	23,354.73	23,002.06	
Total equity	14,894.25	15,306.78	15,306.78	15,741.82	
ROA (%)	2.74	3.09	2.88	2.97	
ROE (%)	3.79	4.57	4.29	4.45	
Gross profit margin (%)	22.79	25.66	20.93	18.41	
Net profit margin (%)	11.10	8.46	5.79	7.37	



- PVD is the leading drilling service company in Vietnam with 4 self-elevating offshore drilling rigs, 1 semi-submersible drilling rig, and 1 land drilling rig. The financial situation is robust with 3,534 billion Vietnamese dong in cash and cash equivalents, corresponding to 105% of debt. Shareholders' equity amounted to 14,894 billion dong, which is 2.2 times the total debt to be paid.
- All drilling rigs operated continuously throughout 2023 with an operational efficiency of 97.7%, utilization efficiency of 99.8%, and Zero Lost Time Incidents (LTI). In 2023, total revenue PV Drilling's reached VND 6,200 billion (+10,7% YoY = 115% plan), after tax profit was VND 540 billion (+449% YoY = 540,6% plan).
- In 9M 2024, revenue reached VND6,480 billion (+60.7% YoY), with after-tax profit of VND460.7 billion (+33.9% YoY), corresponding to 104% of the annual target revenue and 121.2% of the annual target profit. The rental price for self-elevating drilling rigs increased by 14% in Q3 compared to the same period last year, and the utilization rate of drilling rigs also improved, rising from 91.5% in Q3 2023 to 100% in Q3 2024. PV DRILLING III, one of the company's rigs, has a contract running until 2028 and may be extended for an additional 2 years.
- On June 23, PVD signed a contract to lease the self-elevating rig Thor (leased from Borr Drilling) to serve drilling programs. The rig will be used for serving the program 70 days by Hoang Long JOC and 51 days by Thang Long JOC.
- Prospects: The maintenance of high oil prices will support the positive trend in the rental prices of PVD's drilling rigs, all of which have signed long-term service contracts abroad. The Lot B – O Mon project, scheduled to operate from 2026, will create long-term job opportunities for PVD's drilling rigs starting from 2025 (PVD plans to invest VND2,115 billion in a three-legged self-elevating rig in 2024).

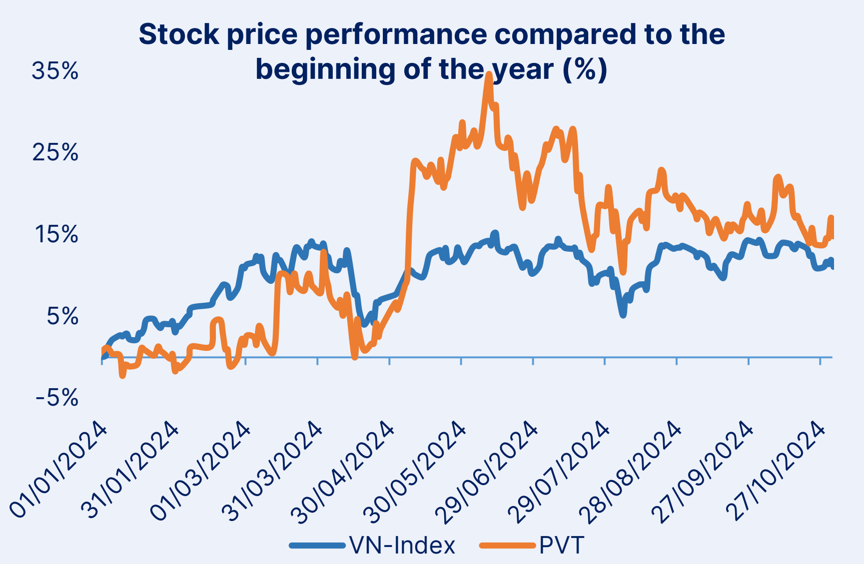
LIST OF RECOMMENDED STOCKS FOR 2024

PetroVietnam Transports Corporation (HOSE – PVT)

(Return to the summary list)

Current price	28,100
TA Target price	31,500-33,000
Highest price in October	29,500
Market capitalization (Billion VND)	10,004
EPS ttm	3,035.35
BV	21,105.20
PE trailing	9.26
PB trailing	1.33

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	2,752.79	2,536.11	2,988.09	2,934.15	8,800.00
% yoy	12.88%	24.13%	41.28%	15.04%	-7.91%
Profit after taxes	267.73	306.17	372.63	522.10	760.00
% yoy	-3.14%	27.49%	-4.52%	62.63%	-37.78%
Total assets	17,466.21	17,601.98	17,593.27	18,828.81	
Total equity	9,026.38	9,351.19	9,351.19	9,512.73	
ROA (%)	6.13	6.07	5.74	6.23	
ROE (%)	19.07	14.58	13.88	15.31	
Gross profit margin (%)	18.21	20.74	23.78	21.53	
Net profit margin (%)	9.73	12.07	12.47	17.79	



- PVTrans is the leading oil and gas transportation company specializing in the transportation of crude oil, gas, chemicals, coal for units within and outside the PVN conglomerate, owning the largest fleet of liquid cargo vessels in Vietnam. In 2023, PVT invested in and leased an additional Supramax cargo vessel, 7 oil/chemical tankers, 01 VLGC (Very Large Gas Carrier) with a capacity of 84,597 m3, and 01 LPG Coaster, thereby increasing the fleet to 51 vessels (1.4 million DWT). In the first ten months of the year, 6 additional vessels were added, bringing the fleet total to 58 ships (over 1.7 million tons DWT).
- In 2023, revenue reached VND9,487 billion with post-tax profit of VND1,238.5 billion. The total capital investment demand in 2024 is VND3,364 billion, including $80 million for the purchase of feeder vessels, $52 million for the investment in 2 MR vessels/1 Aframax vessel, and 262 billion dong for capital contribution to subsidiary companies such as PVTrans Logistics, HH Thang Long, and Indochina Shipping.
- In Q3 2024, PVT achieved revenue of VND2,934 billion (-1,8% QoQ, +15,04% YoY), gross profit margin was 21.5%, slightly lower than Q2 2024 (23,3%) and higher than Q3 2023 (20,2%). Net profit after tax was of VND522.1 billion (+40,6% QoQ, +62,6% YoY) thanks to the profit of VND154 billion from PVT Synergy sales. For 9M 2024, revenue reached VND 8,464 billion (+26.2% YoY) and net profit was VND1,200.9 billion (+25.4% YoY), achieving 96.2% of the revenue target and 158% of the profit target.
- On April 11, 2024, GDKHQ received a 10% stock dividend for 2021. On September 19, the rights to a 3% cash dividend for 2023 were finalized, with payment scheduled for October 10.
- Catalyst: Expanding the fleet helps increase revenue and profit and the recovery in oil and gas transportation demand. There is potential from the policy to develop thermal power plants using LNG as outlined in Plan VIII, leading to higher demand for LNG transportation. Charter rates for ships continue to remain above the high levels of 2023.

LIST OF RECOMMENDED STOCKS FOR 2024

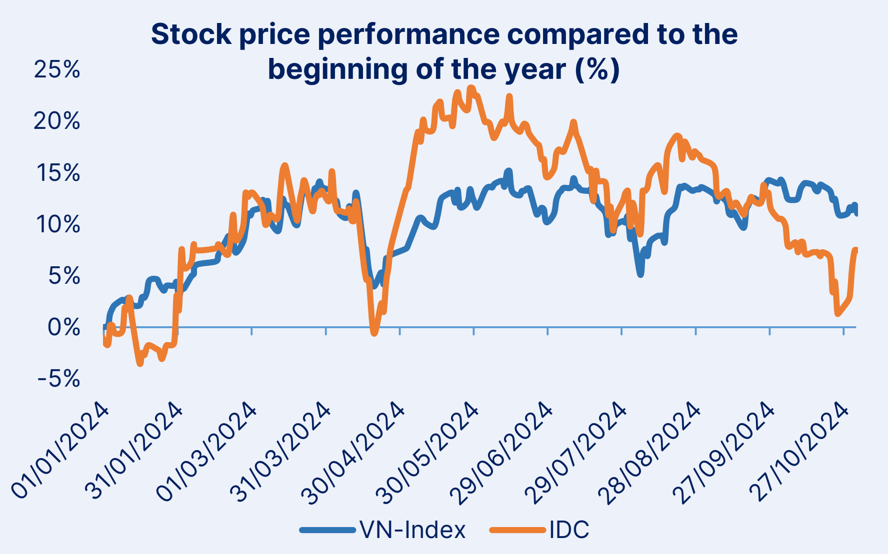
Turning opportunities into value

IDICO Corporation – JSC (HNX – IDC)

(Return to the summary list)

Current price	56,000
TA Target price	65,000-66,000
Highest price in October	61,800
Market capitalization (Billion VND)	18,480
EPS ttm	6,636.15
BV	15,965.54
PE trailing	8.44
PB trailing	3.51

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	2,239.31	2,467.06	2,148.49	2,275.53	8,466
% yoy	85.38%	115.15%	-10.76%	57.64%	+13.2%
Profit after taxes	623.06	797.17	583.87	574.35	2,502*
% yoy	169.41%	354.99%	-11.88%	195.27%	+21.6%
Total assets	17,731.90	17,386.39	17,544.50	18,134.92	
Total equity	6,204.23	6,492.10	6,492.10	6,138.05	
ROA (%)	8.02	11.26	10.58	12.37	
ROE (%)	33.38	39.83	38.07	43.41	
Gross profit margin (%)	36.67	44.52	37.69	34.86	
Net profit margin (%)	27.82	32.31	27.18	25.24	



- IDC owns 12 industrial parks located in favorable positions, with a total area of 4,010 hectares in the North and South (currently having 580 hectares of land ready for lease across 5 industrial park projects such as Phu My 2, Phu My 2 expansion, Huu Thanh, Cau Nghin, and Que Vo 2). The backlog of unrecorded land as of the end of 2023 is 156 hectares (with over 30 hectares signed in 2022 and 126 hectares signed in 2023). The rental prices for land at Huu Thanh, Que Vo 2, and Cau Nghin increased by 6%, 3%, and 18%, respectively, compared to the same period in 2022. In 2024, the leasing plan aims for 145 hectares of new land and 50,000 square meters of factory space. The new investment value is 3.134 trillion VND (up 140% year-on-year), with 1.579 trillion VND allocated to industrial park projects, 865 billion VND to housing projects, and 406 billion VND to energy projects.
- In 2024, IDC targets revenue of VND 8,466 billion (+13.2% YoY) and net profit of VND 2,502 billion (+21.6% YoY), dividend for 2023 is planned to be 40% in cash (with 35% already advanced), and the dividend for 2024 is set at 40%. In Q3/2024, IDC achieved revenue of VND2.275,5 billion (+5,9% QoQ, +57,6% YoY) and a net profit after tax of VND574.3 billion (+1,6% QoQ, +195,3% YoY). for the first 9 months, revenue reached 6,891 billion VND (+37,9% YoY) and net profit was 1,955 billion VND (+89.4% YoY), corresponding to 81.4% and 98% of the target 2024 of which VND 272 billion profit was from real estate transfer to Aeon. The unearned revenue increased by 100% to VND1,352 billion in 9M 2024, debt decreased by 24.7% to VND 2,651 billion (23% total payables), cash and equivalent increased by 30% to VND2,920 billion (63,4% short term payables).
- IDC plans to expand its total land bank from 2,430 hectares to 2,820 hectares over the next 5 years. IDC has been approved the My Xuan B1 Industrial Park (110 hectares to 500 hectares) and the Tan Phuoc 1 Industrial Park (470 hectares) in Tien Giang province. IDC has decided to contribute VND 550 billion to establish the subsidiary company IDICO Vinh Quang in Hai Phong for investing in construction and urban development projects, as well as industrial parks. The Vinh Quang IP (1,000 hectares) has completed the 1/2,000 planning and is expected to be approved for investment in 2025.
- On June 4, 2024, was the last registration date to exercise the right to receive cash dividends of 5% for the third installment of 2023 and interim cash dividends of 20% for the first installment of 2024.

LIST OF RECOMMENDED STOCKS FOR 2024

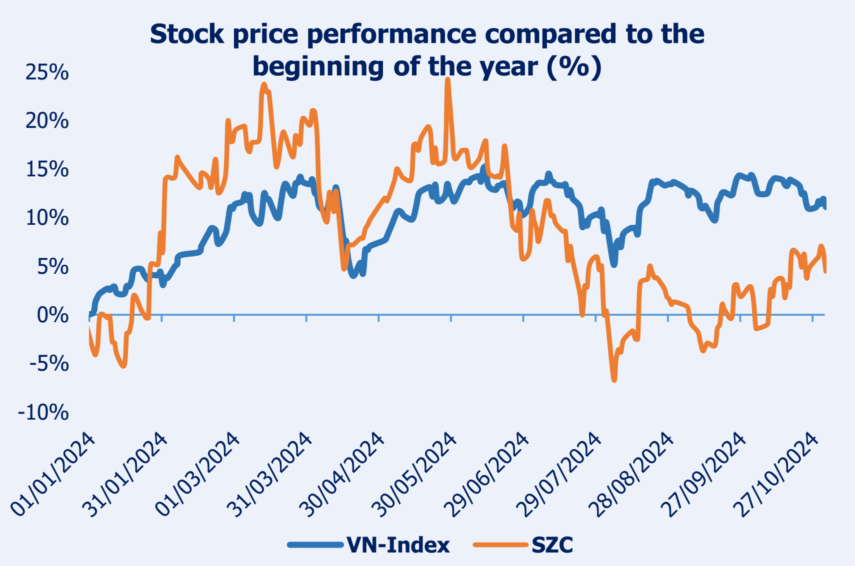
Turning opportunities into value

SONADEZI Chau Duc Corporation (HOSE – SZC)

(Return to the summary list)

Current price	**38,950**
TA Target price	**44,000-45,000**
Highest price in October	**38,450**
Market capitalization (Billion VND)	**7,010**
EPS ttm	**1,608.35**
BV	**16,505.35**
PE trailing	**24.22**
PB trailing	**2.36**

(Billion VND)	**Q4/2023**	**Q1/2024**	**Q2/2024**	**Q3/2024**	**Target 2024**
Revenue	258.51	213.72	262.43	164.76	881.09
% yoy	32.12%	238.36%	-8.93%	-20.83%	7.72%
Profit after taxes	56.06	65.08	102.23	59.59	228.15
% yoy	49.23%	453.70%	6.52%	8.17%	4.24%
Total assets	6,961.13	8,057.49	8,250.99	8,206.99	
Total equity	1,737.32	2,971.31	2,971.31	2,970.73	
ROA (%)	3.29	3.92	3.75	3.60	
ROE (%)	13.38	13.58	11.90	10.57	
Gross profit margin (%)	35.84	46.09	56.98	51.93	
Net profit margin (%)	21.69	30.45	38.95	36.17	



- SZC owns a large land leasing portfolio with a total area of approximately 2,135 hectares, (in which around 600 hectares are designated for urban development projects).
- In 2023, SZC decreased 4.7% YoY and increased post-tax profit 10.9% YoY. For 2024, SZC has set a revenue target of VND881 billion (+5.5% YoY) and a net profit target of VND228 billion (+4.6% YoY), with a dividend payout ratio of 10%. Additionally, SZC plans to allocate nearly VND450 billion for basic construction investment and VND1,089 billion for land clearance expenses for the 92.99-hectare industrial park within the year. In Q3, revenue reached VND164.7 billion (-37.2% QoQ, -20.8%YoY), with a after-tax profit of VND59.6 billion (-41.6% QoQ, +8.2%YoY). For the first 9 months, revenue reached 641 billion VND (+14.6% YoY) and net profit was 226.9 billion VND (+39.4% YoY), corresponding to 72.7% of the revenue target and 99.4% of the profit target.
- Successfully issued 99.97% of newly offered shares at a 2:1 ratio, priced at 20,000 VND/share, to raise funds for the investment in Chau Duc Industrial Park (1,556ha), restructuring of existing debts, and repayment of maturing bond principal. On May 14, 2024, SZC singed a lease agreement with Electronic Tripod Vietnam Ltd to lease 18ha of land in Chau Duc Industrial Park for a 250 million USD factory investment.
- Shareholders of Sonadezi Corporation (SZN) have approved the restructuring plan for the corporation for the period 2021-2025. As per the plan, SZN will reduce its ownership in SZC from the current 46.84% to 36%. The BoD has recently approved a plan to increase the credit limit, whereby the total long-term credit limit is set at VND3,000 billion, including the existing long-term credit limit of VND1,600 billion and a new long-term credit limit of VND2,000 billion, to continue implementing the investment in the Chau Duc Industrial Park project.
- April 24, 2024 was the ex-dividend date to receive 10% cash dividend for the year 2023.

LIST OF RECOMMENDED STOCKS FOR 2024

Turning opportunities into value

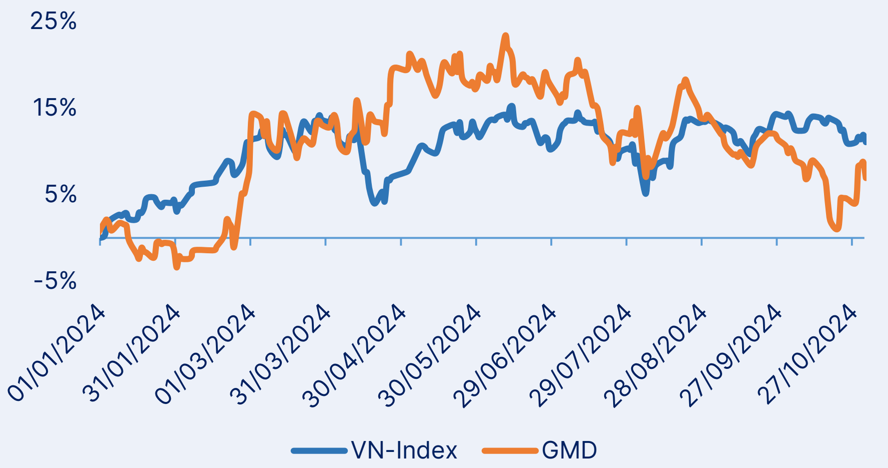
Gemadept Corporation (HOSE – GMD)

(Return to the summary list)

Current price	65,300
TA Target price	67,000-68,000
Highest price in October	71,030
Market capitalization (Billion VND)	27,033
EPS ttm	3,554.81
BV	24,912.65
PE trailing	18.37
PB trailing	2.62

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	1,033.81	1,005.54	1,150.90	1,264.11	4,000
% yoy	-3.01%	11.48%	26.17%	26.68%	+4.03%
Profit after taxes	191.54	655.99	445.09	448.38	1,348.8
% yoy	-11.14%	157.41%	-74.08%	32.48%	-46.7%
Total assets	13,542.10	14,338.01	14,743.63	14,366.41	
Total equity	9,706.54	10,390.81	10,390.81	10,818.35	
ROA (%)	16.72	18.71	9.01	9.40	
ROE (%)	32.32	29.62	14.14	14.78	
Gross profit margin (%)	41.17	43.85	44.36	45.99	
Net profit margin (%)	18.53	65.24	38.67	35.47	

Stock price performance compared to the beginning of the year (%)



- GMD is one of the leading port and logistics operators in Vietnam, with 8 seaports (with a capacity of 3.45 million TEUs and 2 million tons of bulk cargo). Among these, Gemalink is ranked among the top 19 ports globally capable of accommodating Megaships (250,000 Dwt). GMD's container throughput in 2023 exceeded 3 million TEUs, accounting for 12.2% of the national market share. On May 24, 2023, the operation of Phase 2 of Nam Dinh Vu port, with a capacity of 1.4 million TEUs per year, commenced. On April 16, the transfer of the entire 99.98% stake in Nam Hai Port Joint Stock Company (NHP) was completed.
- In 2023, GMD achieved revenue of VND3,846 billion (-1% YoY, =98% of target) and pre-tax profit of VND3,144 billion (+140% YoY,=277% of target). For 2024, the target revenue increased by 4.03%, while profit decreased by 46.7% due to the absence of extraordinary gains, the cash dividend for 2023 will be distributed at a rate of 22%. For the first 9 months, the company achieved revenue of VND3,420.5 billion (+21.6%) and net profit of VND1,549.4 billion (-32.9% YoY) due to the profit from the divestment at Nam Hai Dinh Vu port in the same period last year, completing 85.5% and 114.8% of the target 2024, respectively.
- The project to upgrade the maritime channel in front of Nam Dinh Vu port has been completed, deepening the channel from -7m to -8.5m to accommodate vessels of up to 48,000 DWT. On July 15, 2024, the dividend for 2023 was finalized at a rate of 22% by cash. October 22, 2024 was ex-rights issue date for the offering to existing shareholders at a rate of 33.33% at a price of 29,000 VND per share.
- Investment story: From February 15, 2024, a 10% increase in the base rate for international container handling fees will be applied (with the Cai Mep-Thi Vai area raising the cap by an additional 10% and Gemalink Port potentially increasing by 10% compared to the usual rate). The Nam Dinh Vu Port Phase 3 project (600,000 TEU/year) is expected to start operations in 2025. The Gemalink Phase 2 project (39 hectares, 1.5 million TEU/year) is expected to be completed in 2025. There will be divestment from a rubber plantation project in Cambodia (30,000 hectares) and from real estate investments. Export and import turnover has recovered well, with an increase of 15.8% in the first 10 months of 2024 compared to the same period last year.

LIST OF RECOMMENDED STOCKS FOR 2024

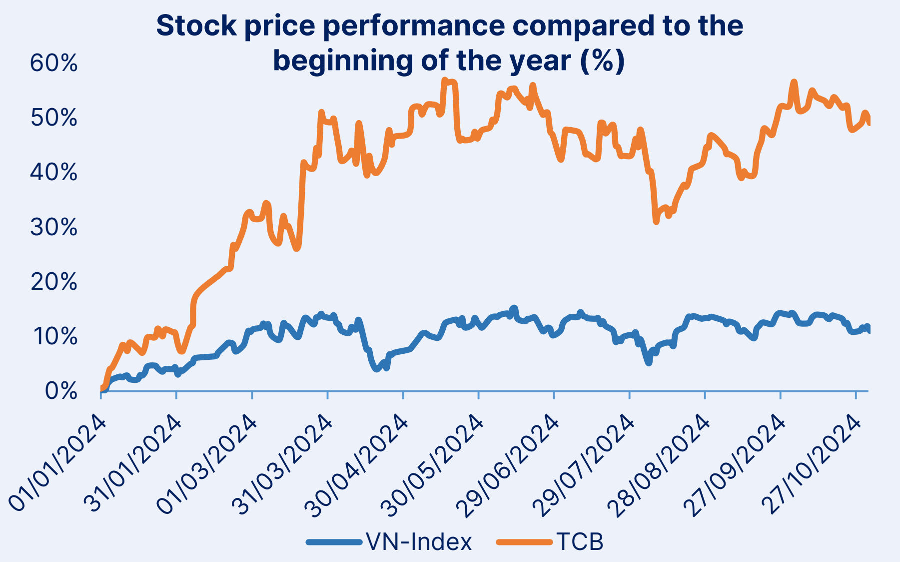
Turning opportunities into value

Vietnam Technological and Commercial Joint Stock Bank (HOSE – TCB)

(Return to the summary list)

Current price	23,900
TA Target price	25,500-26,500
Highest price in October	23,500
Market capitalization (Billion VND)	168,376
EPS ttm	3,207.19
BV	20,288.16
PE trailing	7.45
PB trailing	1.18

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Total operating income	11,017.45	12,261.77	13,419.70	11,754.34	-
% yoy	16.87%	31.85%	43.91%	12.82%	-
NPAT	4,481.62	6,277.00	6,269.97	5,793.02	21,680.00
% yoy	25.46%	38.35%	39.23%	24.08%	19.18%
Deposits from customers	454,660.78	458,040.69	481,860.24	494,954.02	
Loan to customers	518,641.57	559,276.89	592,083.27	626,290.78	616,031
NPL Ratio (%)	1.16	1.13	1.23	1.29	<1.5
ROE (%)	14.84	15.36	16.21	16.52	
NIM (%)	4.02	4.07	4.26	4.25	
Net profit margin (%)	40.68	51.19	46.72	49.28	



- **In the first 9 months of 2024, TCB reported strong business performance**, with total operating income (TOI) reaching VND 37.4 trillion (+28.9% YoY) driven by significant increase in net interest income (NII), which grew by +33.9% YoY. NIM in Q3 2024 decreased by 20bps QoQ to 4.1%, mainly due to rising deposit interest rates. CIR improved, decreasing to 28.4% for the 9-month period, which helped pre-tax profit reach VND 22.8 trillion (+33.5% YoY), completing 84% of the full-year 2024 target.
- **Positive credit growth.** TCB's credit increased by 17.4% YTD as of the end of Q3 2024, significantly higher than the overall system's growth rate of about 9% as of mid-October 2024. The real estate and construction material sector continues to make up the largest share of the bank's credit portfolio, accounting for 62%. However, there was no increase in this sector's credit exposure during the quarter.
- TCB continues to maintain its leadership in CASA deposits. By focusing on promoting high-yield automatic savings products, the bank achieved a CASA ratio of 40.4% at the end of Q3 2024, with a total deposit balance of VND 200 trillion. This high CASA ratio is a key advantage for TCB, as it helps the bank maintain a low cost of capital while improving its profit margin.
- TCB's insurance segment is currently undergoing a strategic shift. With the conclusion of its exclusive partnership agreement with Manulife, the bank is expected to incur a VND 1.8 trillion fee in Q4 2024, which will likely reduce its fee income from the insurance business for the year.
- TCB has maintained a healthy asset quality in Q3 2024. The NPL ratio stood at 1.35%, an increase of 7bps QoQ, indicating a slight rise in bad debts, but still within a manageable range. The NPL before CIC was 1.16%, reflecting slightly better asset quality when excluding some specific credit information. The NPL coverage ratio reached 103%, which is a strong indication that the bank has adequate provisions to cover potential loan losses, providing a solid buffer against any further deterioration in asset quality.

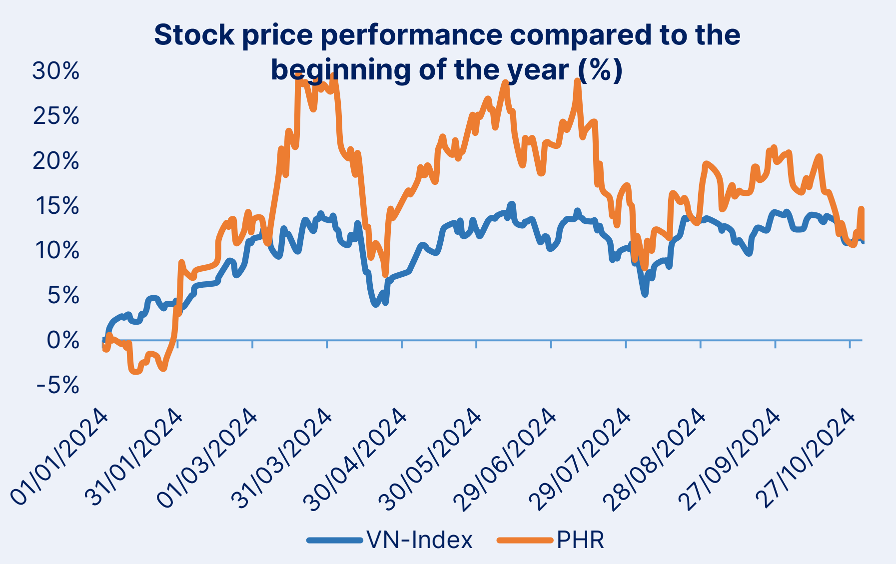
LIST OF RECOMMENDED STOCKS FOR 2024

Phuoc Hoa Rubber ., JSC (HOSE – PHR)

(Return to the summary list)

Current price	57,000
TA Target price	63,000-64,000
Highest price in October	59,500
Market capitalization (Billion VND)	7,723
EPS ttm	2,840.49
BV	28,846.23
PE trailing	20.07
PB trailing	1.98

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	461.07	323.36	271.95	411.71	1,455
% yoy	-20.05%	-0.89%	145.52%	-9.10%	-10%
Profit after taxes	158.48	78.44	70.33	104.18	245
% yoy	-63.51%	-66.41%	-44.78%	-27.83%	-47%
Total assets	6,160.97	5,989.73	5,994.64	6,041.71	
Total equity	3,816.04	3,899.86	3,899.86	3,988.82	
ROA (%)	9.92	7.73	6.78	6.40	
ROE (%)	19.07	13.12	11.16	10.26	
Gross profit margin (%)	19.11	22.41	21.16	20.11	
Net profit margin (%)	34.37	24.26	25.86	25.30	



- PHR currently manages 15,084 hectares of rubber plantations in Binh Duong, Cambodia, and Dak Lak, with 4 latex processing factories having a total capacity of 53,000 tons per year. PHR is currently investing in 3 industrial real estate projects: Tan Binh (240 ha, fully occupied), VSIP 3 (20% gross profit from 646 ha to be recognized from 2024), and the expansion of Nam Tan Uyen phase 2 (345 ha, expected to start generating rental revenue from 2024).
- In 2023, PHR recorded revenues of VND1,351.02 billion and after-tax profit of VND663.74 billion. The financial situation is strong with cash reserves of VND2,143 billion. Liabilities account for 38% of total equity and 61% of owner's equity in which 57% (VND1,338 billion) represents unrealized revenue. PHR has maintained a stable cash dividend payout ratio over the years.
- In Q3, PHR revenue reached VND411.7 billion (-9.1% YoY), with net profit at VND104.2 billion (-27.8% YoY). For the first 9 months, revenue totaled VND 1,007.02 billion (+13.15% YoY thanks to higher rubber selling prices) and net profit was VND252.95 billion (-49.9% YoY). The significant drop in profit is due to the fact that in 2023, PHR recorded compensation income from the land handover for the VSIP 3 project.
- Prospects: World rubber prices for the first 10 months of 2024 increased by 59% YoY due to a high shortage of natural rubber supply, particularly from Thailand and Indonesia. The export price of Vietnamese rubber in September increased by over 30% YoY. For the period from 2021 to 2025 and extending to 2030, PHR plans to allocate 4,992 hectares for industrial zone planning, 1,018 hectares for industrial clusters (8 in Phu Giao district, 4 in Bac Tan Uyen district, and 2 in Bau Bang district), and 1,300 hectares for residential area planning. PHR will focus on completing the legal framework for the expansion of Tan Binh Industrial Zone (1,055 hectares), acting as the investor for Hoi Nghia Urban-Industrial-Service Area (715 hectares), Binh My (1,002 hectares), and Tan Lap 1 Industrial Zone (201.62 hectares) expected to be leased out starting from 2025.

LIST OF RECOMMENDED STOCKS FOR 2024

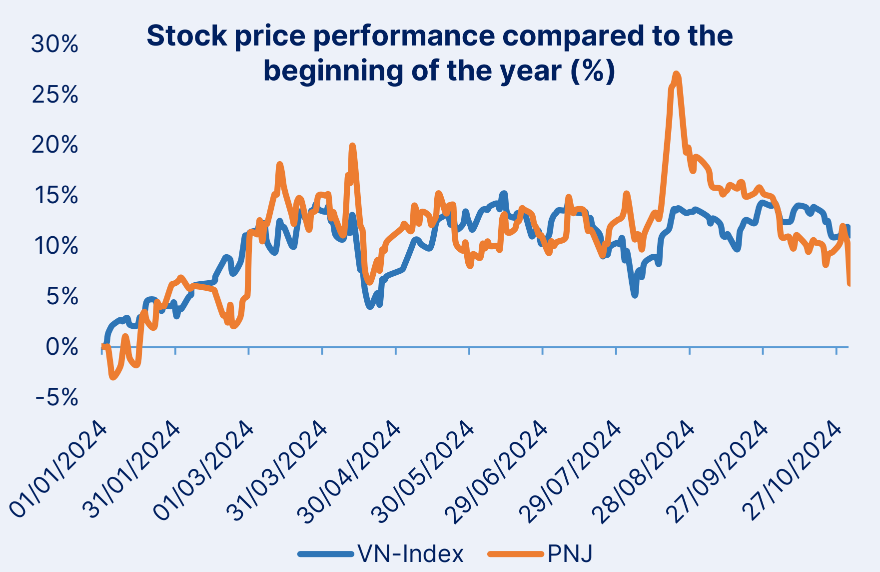
Turning opportunities into value

Phu Nhuan Jewelry Joint Stock Company (HOSE – PNJ)

(Return to the summary list)

Current price	94,800
TA Target price	110,000-115,000
Highest price in October	109,300
Market capitalization (Billion VND)	32,033
EPS ttm	6,050.10
BV	31,146.11
PE trailing	15.67
PB trailing	3.04

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	9,760.38	12,593.84	9,518.70	7,129.61	37,147.63
% yoy	17.57%	28.57%	42.85%	3.07%	12.10%
Profit after taxes	631.97	737.81	428.40	215.84	2,089.20
% yoy	35.49%	-1.44%	26.90%	-14.80%	5.99%
Total assets	14,429.94	12,968.93	12,967.71	14,962.49	
Total equity	9,806.57	10,474.38	10,474.38	10,714.81	
ROA (%)	14.20	14.54	15.36	14.56	
ROE (%)	21.60	20.16	20.30	19.40	
Gross profit margin (%)	17.94	17.07	15.56	17.54	
Net profit margin (%)	6.47	5.86	4.50	3.03	



- Being the leading company in manufacturing and trading jewelry in Vietnam.
- In 2023, the company achieved VND33,137 billion in revenue (-2.2% YoY) and a post-tax profit of VND1,971 billion (+8.9% YoY), completing 93% of the revenue target and 101.7% of the profit target. The gross profit margin averaged 18.3% for the year 2023 compared to 17.5% in 2022. For 2024, the company has set a target of VND37,747 billion in revenue and VND2,089 billion in post-tax profit, with a 20% cash dividend.
- In Q3 2024, the company achieved VND7,129 billion in revenue (-25% QoQ, +3.1% YoY) and VND215.8 billion in after-tax profit (-14.8% YoY due to higher tax fee). Cumulative for the first 9 months, revenue reached VND29,242 billion (+25.1% YoY) and net profit was VND1,382 billion VND (+3.2% YoY), corresponding to 78.7% and 66.2% of the 2024 annual targets, respectively. Revenue from gold bullion increased significantly by 44.1% YoY, while retail jewelry sales grew by 15.9% YoY, and wholesale sales rose by 30.2% YoY. The average gross profit margin over 9 months is 16.7%, down from 18.4% in the same period last year. During the first 9 months of the year, PNJ opened 29 new stores and closed 11, bringing the total to 418 stores, including 409 PNJ stores, 3 CAO Fine Jewellery stores, and 5 Style by PNJ stores.
- On March 15, 2024, ex-dividend date to receive the first interim cash dividend for 2024 at a rate of 6%. On October 2nd 2024, ex-dividned date to receive second interim cash dividend for 2024 at a rate of 14%. On January 5, 2024, 6,559,992 ESOP shares were issued at a price of VND 20,000 per share. On September 26th 2024, 3,345,596 ESOP shares were issued at a price of VND 20,000 per share.

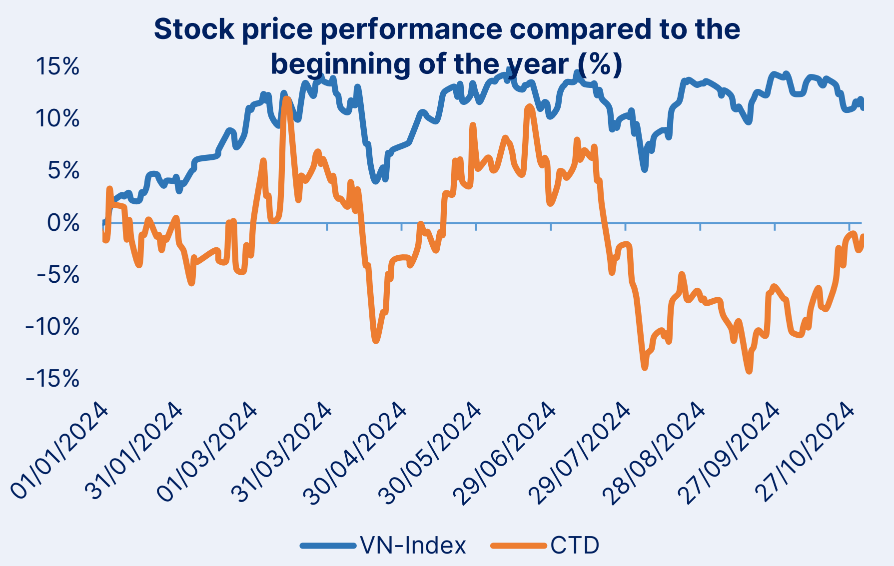
LIST OF RECOMMENDED STOCKS FOR 2024

Coteccons Construction Joint Stock Company (HOSE – CTD)

(Return to the summary list)

Current price	67,200
TA Target price	78,000-81,000
Highest price in October	65,400
Market capitalization (Billion VND)	6,715
EPS ttm	3,337.80
BV	86,860.95
PE trailing	20.13
PB trailing	0.77

(Billion VND)	Q2/2024	Q3/2024	Q4/2024	Q1/2025	KH2025
Revenue	5,659.93	4,665.85	6,595.42	4,758.91	25,000
% yoy	-9.15%	49.09%	82.46%	15.40%	+18.8%
Profit after taxes	69.09	104.90	68.97	92.93	430.00
% yoy	266.16%	375.49%	128.85%	39.46%	+38.9%
Total assets	21,651.89	20,932.93	22,868.77	23,723.80	
Total equity	8,407.43	8,519.71	8,519.71	8,591.27	
ROA (%)	0.93	1.28	1.44	1.51	
ROE (%)	2.26	3.23	3.66	3.93	
Gross profit margin (%)	2.99	4.73	3.37	4.32	
Net profit margin (%)	1.22	2.25	1.05	1.95	



- CTD is one of the leading enterprises in the field of residential and commercial construction, and more recently in industrial construction field, having won contracts to build LEGO's billion-dollar toy manufacturing plant and projects for Foxconn.
- For the entire fiscal year, revenue totaled 21,045 billion VND (+30.8% YoY) and net profit was 299.5 billion VND (+343% YoY), achieving 118% of the revenue target and 109% of the profit target. The backlog value for the upcoming years is projected to reach 30 trillion VND, with 20 trillion VND expected in 2025. The revenue target for 2025 is set at 25.000 billion VND (+19%), with a net profit of 430 billion VND (+39%). In Q1 2025, the company achieved VND4,579 billion in revenue (-27,8% QoQ, +15,4% YoY), gross profit margin was 4.3% compared to 3.3% (Q2 2024) and 2.4% (Q1 2024), after-tax profit was VND92.9 billion (+34,8% QoQ, +39,4% YoY), corresponding to 19% and 21.6% of the target plan, respectively.
- On February 9, 2024, CTD completed the acquisition of 100% of the charter capital of two companies: Sinh Nam Metal Co., Ltd (Vietnam) - a supplier of Facade materials (aluminum and glass, providing materials for construction surfaces) and UG Vietnam Mechanical and Electrical Co., Ltd. Additionally, CTD has established a subsidiary company in the United States, with its office located in the state of Florida. On July 16, 2024, an MOU was signed with Daewoo Engineering & Construction (South Korea) to collaborate on large-scale EPC projects in Vietnam as well as other EPC projects globally where Daewoo serves as the main contractor.
- Prospects: The increasing trend of FDI capital inflows is driving demand for industrial construction activities both domestically and internationally. CTD has built a reputation from its involvement in major projects such as Lego and Foxconn, and is increasing its share in this segment within the backlog from 14% to 20%. Additionally, the real estate market is forecasted to recover from 2025 onwards, which will support CTD's civil construction segment.

LIST OF RECOMMENDED STOCKS FOR 2024

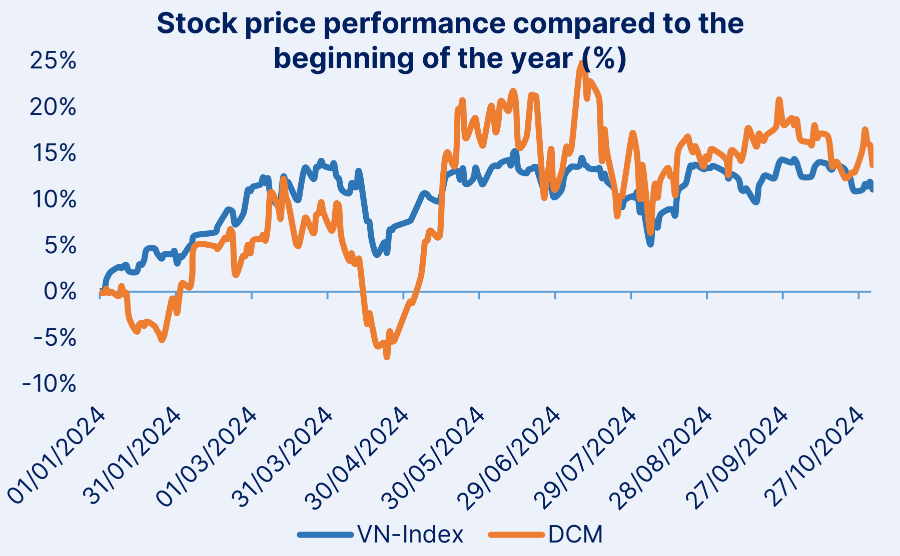
Turning opportunities into value

PetroVietnam Camau Fertilizer Joint Stock Company (HOSE – DCM)

(Return to the summary list)

Current price	37,550
TA Target price	41,000-42,000
Highest price in October	37,850
Market capitalization (Billion VND)	19,879
EPS ttm	2,615.78
BV	18,630.29
PE trailing	14.36
PB trailing	2.02

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	3,565.57	2,744.04	3,863.35	2,634.45	11,878
% yoy	-20.03%	0.34%	17.39%	-12.49%	-5.73%
Profit after taxes	491.81	349.60	585.72	120.62	795
% yoy	-51.01%	52.21%	87.30%	62.71%	-28.24%
Total assets	15,277.98	15,743.58	16,835.57	15,419.83	
Total equity	9,993.19	10,290.89	10,290.89	9,795.20	
ROA (%)	7.54	7.98	9.57	9.76	
ROE (%)	10.82	11.99	15.15	15.50	
Gross profit margin (%)	24.28	25.86	16.07	14.23	
Net profit margin (%)	13.79	12.74	15.16	4.58	



- One of the major fertilizer manufacturing companies in Vietnam, with its flagship products being granular Urea and NPK, currently holding a 60% market share in the Mekong Delta region and exporting to Cambodia, South Korea, Thailand, the Philippines, Japan, and Bangladesh.
- In 2023, DCM achieved a revenue of VND12,601 billion (-20% YoY) and a post-tax profit of VND1,108 billion (-74% YoY). The company maintained a strong financial position with cash and cash equivalents reaching VND8,615 billion at the end of Q3 2024, accounting for 56% of total assets and 1.6x the amount of debt obligations. In Q3 2024, DCM recorded a revenue of VND2,634.4 billion (-12.5% YoY) and a after-tax profit of VND120.62 billion (+62.8% YoY). For the first 9 months of 2024, DCM achieved revenue of VND9,242 billion (+2.3% YoY) and net profit of VND1,056 billion, fulfilling 133% of the annual profit target.
- DCM plans to implement a factory project in Long My Industrial Park, Quy Nhon City, starting construction in Q1/2024 and commencing operations in Q1/2025, with an investment capital of nearly VND120 billion. The plant will produce and blend NPK+TE fertilizers (about 50,000 tons per year), package various types of fertilizers (about 50,000 tons per year), and store and trade fertilizers and raw materials, with a capacity of approximately 150,000 tons per year. DCM has recently entered into a partnership with Wuhuan Engineering Co., Ltd - one of the largest petrochemical engineering companies in China, aiming to conduct market R&D; research ways to increase the capacity of the Ca Mau Urea Plant; and cooperate for Ca Mau Urea to provide maintenance and operation services for Wuhuan's new projects. DCM has completed the acquisition of Han-Viet Fertilizer Company (360,000 tons of NPK fertilizers per year). On September 13, 2024, DCM signed a strategic cooperation agreement with Samsung C&T for the import of raw materials and the export of DCM's products. On September 24, 2024, DCM received approval from the Dong Nai Provincial People's Committee for the investment project of the large-scale Nhon Trach port warehouse.
- Prospects: It is expected that fertilizer products will be reclassified and placed into the 5% VAT tax category. DCM fully depreciated its factory by Q4/2023. The demand for urea fertilizers from importing markets is expected to increase again as the Winter-Spring season (for crops like wheat and corn) begins.

Turning opportunities into value

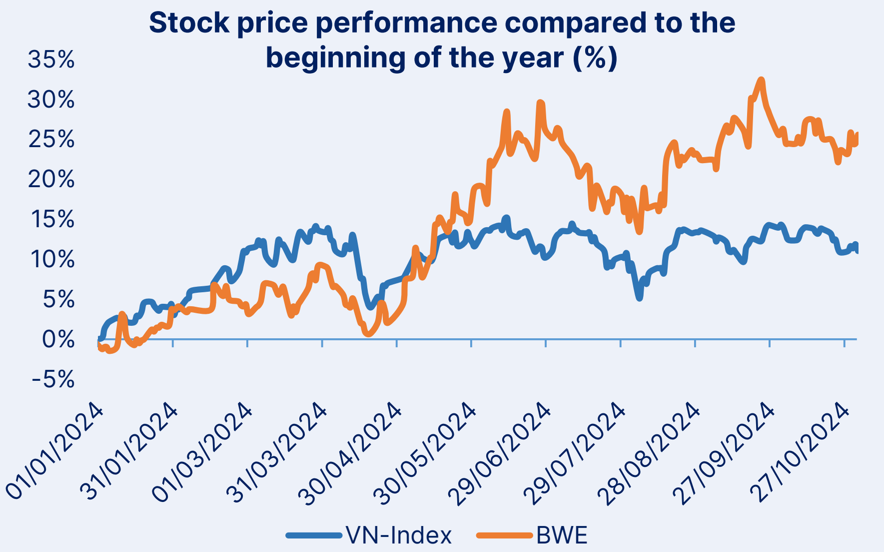
LIST OF RECOMMENDED STOCKS FOR MARCH 2024

Binh Duong Water - Environment Corporation - Joint Stock Company (HOSE – BWE)

(Return to the summary list)

Current price	45,000
TA Target price	49,000-50,000
Highest price in October	45,050
Market capitalization (Billion VND)	9,897
EPS ttm	2,432.95
BV	23,617.90
PE trailing	18.5
PB trailing	1.91

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	1,127.89	791.70	1,034.30	942.46	4,100.00
% yoy	8.11%	16.32%	17.95%	12.13%	16.28%
Profit after taxes	150.66	179.72	140.05	191.37	700.00
% yoy	-11.56%	27.71%	-33.30%	7.45%	2.64%
Total assets	12,108.12	11,980.28	12,140.47	12,582.81	
Total equity	4,957.38	5,028.11	5,028.11	5,173.48	
ROA (%)	6.10	6.11	5.35	5.26	
ROE (%)	14.67	15.10	13.17	12.91	
Gross profit margin (%)	42.50	49.54	39.76	41.87	
Net profit margin (%)	13.36	22.70	13.54	20.31	



- BWE is one of the top three water exploitation and treatment companies in Vietnam, with a capacity of up to 822,000 cubic meters per day and a monopoly on water supply in Binh Duong province. Additionally, the company provides waste collection and treatment services in Binh Duong. BWE is actively expanding its operations through mergers and acquisitions of companies in the same industry in Dong Nai, Can Tho, Long An, and Quang Binh provinces. BWE also plans to invest in neighboring provinces such as Binh Phuoc and Ben Tre...
- In 2023, BWE achieved a revenue of VND3,526 billion (+1.2% YoY) and a profit of VND682 billion (-8.6% YoY), paid a dividend in the form of shares at a rate of 14%, a minimum cash dividend of 13%. In Q3, BWE achieved revenue of VND942.4 billion (-8,9% QoQ, +12% YoY), gross profit margin increase from 39.7% to 41.8% (43.6% in Q3 2023), after-tax profit of VND191.3 billion (36,6% QoQ, +7,4% YoY). For the first 9 months, the company achieved revenue of VND2,768.4 billion (+15.4% YoY) and net profit of VND511 billion (-3.3% YoY), completing 67.5% of the revenue target and 73% of the profit target.
- Prospects: BWE benefit from the increasing demand for water consumption in industrial parks in Binh Duong province due to rising FDI capital and a high urbanization rate. Water prices are expected to continue rising by 3%-5% per year from 2024. Revenue from waste treatment is expected to increase due to higher prices (BWE is proposing a 10% increase for the residential sector) and capacity expansion. BWE plans to complete the construction of the waste treatment plant Phase 4 processing line (with a total capacity of 840 tons per day) and an incinerator (with a total capacity of 200 tons per day) in 2024. In the long term, BWE is accelerating the progress of land clearance/purchase of 400 hectares of new land in Phu Giao district, Binh Duong province, to build the Tan Long waste treatment complex, expanding its waste treatment business operations.
- On May 17, 2024, BWE distributed a 14% stock dividend. On August 19, the Board of Directors passed a resolution to acquire over 50% of the shares in Saigon – Can Tho Water Joint Stock Company.

LIST OF RECOMMENDED STOCKS FOR MARCH 2024

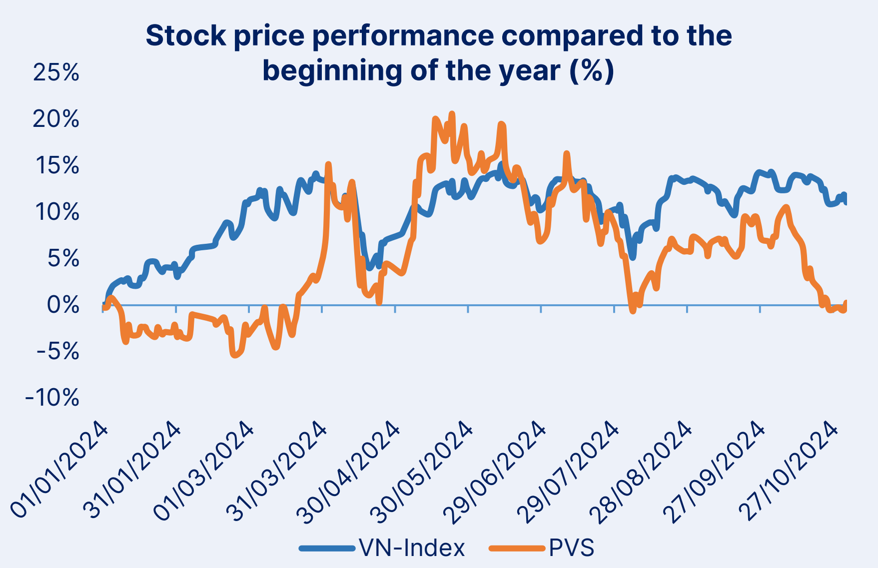
Turning opportunities into value

PetroVietnam Technical Services Corporation (HNX – PVS)

(Return to the summary list)

Current price	**37,800**
TA Target price	**40,000-41,000**
Highest price in October	**40,800**
Market capitalization (Billion VND)	**18,067**
EPS ttm	**2,254.84**
BV	**27,623.23**
PE trailing	**16.76**
PB trailing	**1.37**

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	6,758.31	3,709.59	5,571.43	4,820.02	15,500
% yoy	27.89%	0.16%	18.24%	15.43%	-20%
Profit after taxes	293.24	304.74	209.27	192.70	660
% yoy	-45.89%	33.94%	-10.99%	34.23%	-26.5%
Total assets	26,401.14	25,468.21	26,932.27	27,342.45	
Total equity	13,383.63	13,935.60	13,935.60	13,944.30	
ROA (%)	3.92	3.54	3.44	3.46	
ROE (%)	8.43	7.46	7.12	7.01	
Gross profit margin (%)	5.57	6.97	4.31	6.92	
Net profit margin (%)	4.34	8.21	3.76	4.00	



- In 2023, the company achieved a revenue of VND19,349 billion (+18.2% YoY=146.5% of target) and a after-tax profit of VND899.4 billion (-14.4% YoY= 160.6% of target). Cash and bank deposits reached VND10,116 billion dong, equivalent to 38.3% of total assets and 78% of liabilities. The company set a cash dividend of 7% for 2023 and an expected cash dividend of 7% for 2024. In Q3, PVS achieved a revenue of VND4,820 billion (-13,4% QoQ, +15,4% YoY) and a after-tax profit of VND192.7 billion (-7,9% QoQ, +34% YoY). For the first 9 months, revenue totaled VND14,101 billion VND (+12% YoY) and net profit was VND706.7 billion (+16.6% YoY), achieving 91% of the revenue target and 107% of the profit target.
- PVS is currently undertaking the fabrication of 33 foundation structures for offshore wind farms in Taiwan, as well as the design, fabrication, and commissioning of 9 offshore transformer stations to be delivered from 2024 to 2026 for offshore wind farms in Taiwan and Poland, with a total value of $1.5 billion. On July 31, 3 LPG tanks at Thi Vai were handed over to GAS. November 14th 2024 was ex-dividend date to receive 2023 cash dividend at a rate of 7%, payment date will be December 17th 2024. Vinacapital register to buy 700.000 shares from November 7th – December 6th.
- The Lot B O Mon project: The PVS-McDermott joint venture has signed a contract for EPCI#1 package (with PVS's portion valued at $492.7 million). PVS has received a Letter of Limited Authorization (LLOA) for the EPCI#2 package (valued at $300 million), won the bid for the Pipeline Project Design ($6,243 billion), and is currently participating in bidding for other contracts. PVS's leadership expects the Lot B project to receive the FID soon. On September 24, the BoD approved the EPCI#1 contract between PVS and PTSC Maritime Mechanical Services (where PVS holds 100% of the capital).
- The offshore wind power export project of 1.3 GW to Singapore: PVS has been granted a survey license in the Ba Ria - Vung Tau sea area, and Singapore has issued a Conditional Import License (CA) for the Sembcorp Utilities - PVS joint venture. The earliest commencement of electricity sales is expected to be in 2033. On August 28, the contract for the hydrological, wind measurement, and geological package of the project will be awarded.

LIST OF RECOMMENDED STOCKS FOR JULY 2024

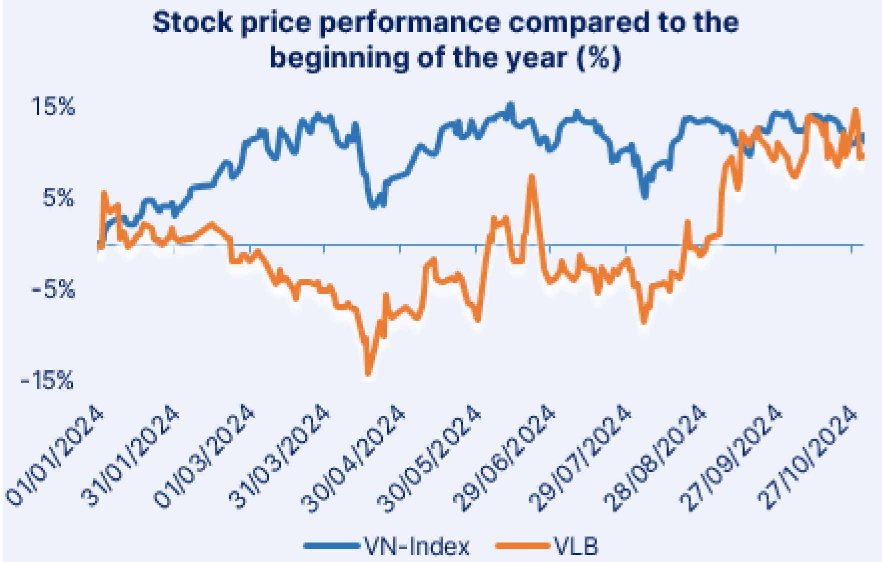
Turning opportunities into value

Military Commercial Joint Stock Bank (HOSE – MBB)

(Return to the summary list)

Current price	**25,050**
TA Target price	**29,500-30,500**
Highest price in October	**24,850**
Market capitalization (Billion VND)	**132,923**
EPS ttm	**4,060.38**
BV	**20,011.39**
PE trailing	**6.17**
PB trailing	**1.25**

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Total operating income	11,750.36	12,016.70	14,129.25	12,703.77	-
% yoy	-0.01%	0.73%	22.22%	5.29%	-
NPAT	5,045.09	4,624.22	6,101.98	5,843.44	-
% yoy	40.14%	-11.17%	22.47%	0.39%	+6-8%*
Deposits from customers	567,532.58	558,826.06	618,617.64	627,567.35	
Loan to customers	611,048.83	615,316.72	673,799.06	702,019.55	
NPL Ratio (%)	1.60	2.49	1.64	2.23	≤2,0
ROE (%)	24.51	22.43	22.56	21.55	
NIM (%)	4.79	4.47	4.35	4.16	
Net profit margin (%)	42.94	38.48	43.19	46.00	



- The consolidated pre-tax profit for Q3 2024 reached VND 7,308 billion (-4.26% QoQ, +0.33% YoY), totaled VND 20,736 billion (+3.6% YoY) for the first 9 months of 2024, completing 73%-74% of the full-year target of which parent bank accounted for 96.6% of the total profit.
- Consolidated credit growth for the first 9 months of 2024 reached 13.4% YTD, with customer loan growth at 14.9% YTD (the parent bank's growth was 15%) and corporate bond growth at -9.8% YTD. The corporate bond portfolio stood at VND 34,958 billion, accounting for 4.74% of the bank's total outstanding loans. The adjusted credit growth limit for MBB is 18%, leaving room for an additional 4.6% growth in the fourth quarter of 2024.
- The MBB's consolidated NPL ratio increased significantly in Q3 2024, reaching 2.23% (+0.6% QoQ; +0.35% YoY). This rise was primarily due to a sharp increase in Group 3 loans and Group 5 loans, which grew by 65% and 59% QoQ, respectively. MBB's bad debt have been affected by CIC amid growing NPL of the entire banking sector (2.27%, +0.32% YTD). Loan loss provisioning in Q3 2024 decreased by 3.8% QoQ and 12.5% YoY. The NPL coverage ratio fell sharply to 68.8% at the end of Q3 2024, compared to 101.7% at the end of Q2 2024,
- MBB is trading at a P/B ratio of 1.25x at the end of October 2024, which is lower than the industry average P/B of 1.35x and also 10% lower than MBB's own historical average P/B ratio from 2019 to 2024. On October 17, 2024, MBB officially completed the acquisition of OceanBank, making it a subsidiary of MBB. This acquisition provides MBB with significant opportunities to expand its business scale, enhance its customer base, broaden its network and receive a higher credit growth limit compared to the industry average.

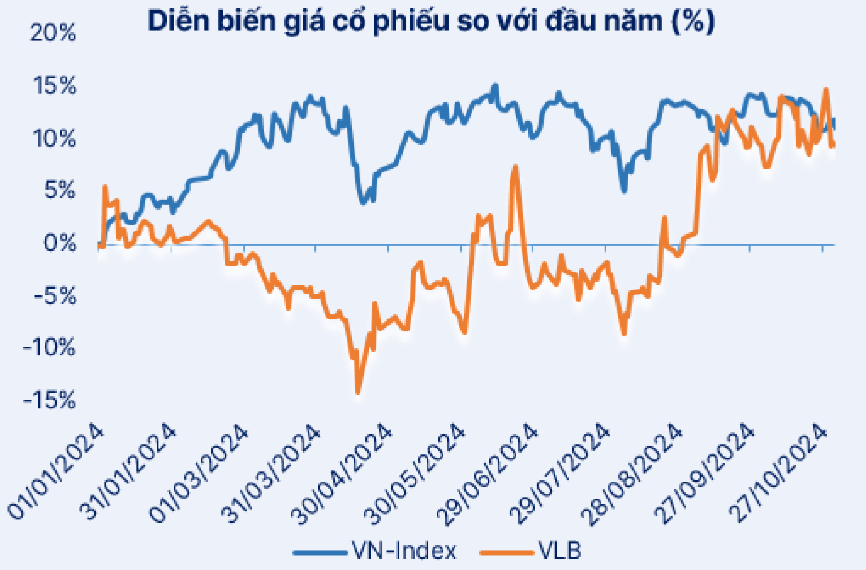
LIST OF RECOMMENDED STOCKS FOR SEPTEMBER 2024

Bien Hoa Building Materials Production And Construction JSC (UPCOM – VLB)

(Return to the summary list)

Current price	**39,600**
TA Target price	**42,000-44,000**
Highest price in October	**37,000**
Market capitalization (Billion VND)	**1,850**
EPS ttm	**2,666.00**
BV	**13,000.08**
PE trailing	**14.85**
PB trailing	**3.05**

(Billion VND)	Q4/2023	Q1/2024	Q2/2024	Q3/2024	Target 2024
Revenue	291.24	290.47	339.09	315.20	878
% yoy	-17.88%	16.84%	38.74%	43.96%	-13%
Profit after taxes	56.30	51.65	53.04	50.65	130*
% yoy	-49.04%	43.64%	74.91%	147.62%	-25%
Total assets	824.10	838.96	855.09	931.05	
Total equity	607.36	659.02	659.02	670.01	
ROA (%)	18.52	20.09	22.12	24.54	
ROE (%)	25.07	25.63	28.44	31.86	
Gross profit margin (%)	24.10	28.73	28.20	25.22	
Net profit margin (%)	19.33	17.78	15.64	16.07	



- VLB is one of the leading companies in the stone mining sector, with substantial reserves and a favorable location. The company owns five quarries (Thanh Phu 1, Thien Tan 2, Tan Cang 1, Soklu 2, Soklu 5) with a total remaining stone reserve of approximately 90 million cubic meters as of the end of 2023. The total licensed extraction capacity is 5.7 million cubic meters per year. Its main business areas are in Dong Nai, Binh Duong, Ho Chi Minh City, and the Mekong Delta region. VLB maintains a secure financial position with VND 467 billion in cash (54% of total assets, which is 2.5 times its liabilities), has no bank debt, and maintains a stable and high dividend payout ratio.
- In Q3 2024, the company achieved a revenue of VND315 billion (-7% QoQ, +43,9% YoY), gross profit margin decreased from 28% (Q2) to 25.2%, net profit was VND50.65 billion (-4,5% QoQ, +147,6% YoY). For the first 9 months of 2024, VLB's revenue totaled VND 944.7 billion (+32.7% YoY), and net profit was VND 155.3 billion (+79% YoY), corresponding to 113.3% of the revenue target and 151.4% of the net profit target for the year.
- The DHA, major shareholders, has bought 664.400 shares to increase the ownership ratio to 6.09% on October 28th 2024. The KSB Investment Company, major shareholders, has bought 5.800.000 shares to increase the ownership ratio to 22.05% on June 21th 2024.
- Investment Story: VLB is a leading company in the stone mining sector with a strong financial position and high dividend yield. The outlook is positive due to high demand for construction stone driven by major public investment projects in the southern region, including: the North-South Expressway Phase 2, Long Thanh International Airport, Ho Chi Minh City Ring Road 3, Ring Road 4, and three southern expressways. VLB has a competitive advantage with its large reserves and favorable location. Its quarries, such as Tan Cang 1, Thanh Phu 1, and Thien Tan 2, are located in Dong Nai, offering long extraction periods and high extraction capacities.

Turning opportunities into value

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