

25 Apr 2022

Nam Viet Corporation (ANV)

AM brief: Turn over the new leaf in 2022F

On Apr 23rd, we joined in Nam Viet Corporation's analyst meeting to update BOD view on 2022 business guidance.

Well ready to speed up in 2022F

- ANV announced its draft 2022 guidance with VND4,600bn revenue (+40% yoy) and VND720bn EBT (+377% yoy), which are mainly driven by:
 - **Ramping up pangasius fillet export, as benefits from the high demand of industry.** After many years of suspending export to US market since high anti-dumping tax implied, ANV will officially receive orders to export pangasius products to US from Jun with 0% anti-dumping tax. The company expected that the upside revenue from this market will be recognized in 3Q22. Also, they revealed to exploit Russia market with about VND368bn contract from 1Q22.
 - **Collagen and Gelatin (C&G) is estimated to contribute to ANV revenue this year** as C&G factory was planned to operate in Jul. Amicogen (Top 3 C&G producer in Korea) is strategic partner to invest this factory with 800 tonnes C&G of capacity annually, about VND828bn each year.
- Per management, ANV is ambitious to invest in residential area project with capex of VND450bn in 2022. The company also projects to build Solar rooftop system in Binh Phu farming area in 2022.

Prelim EBT +3.2x yoy in 1Q22

- In 1Q22, ANV revealed a solid prelim business result as VND230bn EBT (+3.2x), fulfill about 32% of 2022 EBT guidance. According to BOD, the optimistic result was backed by the high demand of pangasius, surging in most markets including Russia (+31% yoy), Mexico (+174% yoy), Brazil (+314% yoy), EU (+280% yoy) and ASEAN (+35% yoy).

Stock Data

VNIndex (24 Apr, pt)	1,379
Stock price (24 Apr, VND)	44,200
Market cap (USD mn)	245
Shares outstanding (mn)	127
52-Week high/low (VND)	48,750/21,018
6M avg. daily turnover (USD mn)	1.35
Free float / Foreign ownership (%)	20.2/2.0
Major shareholders (%)	
Doan Toi	56.3
Doan Chi Thanh	13.5
Doan Chi Thien	9.5

Performance

	1M	6M	12M
Absolute (%)	4.0	42.0	110.8
Relative to VNIndex (%p)	11.9	42.0	99.1

Stock price trend



Source: Bloomberg

	2017A	2018A	2019A	2020A	2021A
Sales (VND bn)	2949.1	4118.0	4480.9	3438.7	3493.9
chg. (% YoY)	4.0	40.0	9.0	(23.0)	2.0
Operating profit (VND bn)	198.3	689.5	797.6	205.5	141.7
Net profit (VND bn)	144.0	604.1	704.0	202.2	128.7
EPS (VND)	1142.0	4811.0	5541.0	1590.0	1013.0
chg. (% YoY)	318.0	321.0	15.0	(71.0)	(36.0)
EBITDA (VND bn)	327.5	772.9	886.4	332.6	338.8
PE (x)	38.9	9.2	8.0	27.9	43.8
EV/EBITDA (x)	20.2	8.7	7.8	22.4	22.6
PB (x)	4.0	3.0	2.4	2.4	2.4
ROE (%)	10.5	37.0	33.3	8.6	5.5
Dividend yield (%)	2.7	3.4	4.5	2.3	0.0

Note: Net profit and EPS are based on figures attributed to controlling interest

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