

19 Apr 2022

Nam Kim Steel JSC (NKG)

Mar 2022 – Operational updates

Vietnam Steel Association (VSA) released some worthy headlines on the March sales of the company. Here are some key issues worthy of note.

Signals of domestic revival continue in Mar

- Total Mar steel sales volume posted 101,670 tonnes, increasing by 64.7% mom but decreasing by 1.8% yoy.
- Steel coat volume made up 83.8% of the Mar total sales volume at 85,200 tonnes, +83.8% mom and +3.7% yoy.
- The coated steel export volume (61,555 tonnes) was up significantly 138.2% mom but down 1.4% yoy.
- Domestic volume of steel coat recorded 23,645 tonnes (+15.2% mom, +19.7% yoy) and steel pipes volume posted 16,470 tonnes (+7.1% mom and -22.7% yoy).

The export is still the important driver for growth in 3M22

- The Mar performance witnessed the growth in export volume, helping export channel to remain as the key growth driver in 3M22.
- The 3M22 total sale volume came in at 257,337 tonnes, +5.8% yoy on the back of the steel coat volume growth of 12.1% yoy to 213,911 tonnes while the steel pipes growth of -17.0% yoy to 43,426 tonnes.
- The total 3M22 export volume (accounted for 60.28% of total sales; 157,127 tonnes) grew +11.2% yoy while the local sales volume (102,210 tonnes) declined slightly by 1.4% yoy.

12M rating **Non-rated**

12M TP **N.A**

Up/Downside **N.A**

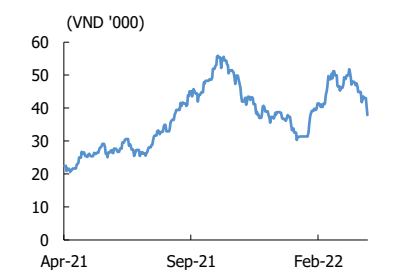
Stock Data

VNIndex (16 Mar, pt)	1,406
Stock price (16 Mar, VND)	37,950
Market cap (USD mn)	363
Shares outstanding (mn)	219
52-Week high/low (VND)	55,900/20,625
6M avg. daily turnover (USD mn)	15.09
Free float / Foreign ownership (%)	66.3/10.0
Major shareholders (%)	
Ho Minh Quang	15.4
Vo Hoang Vu	12.5

Performance

	1M	6M	12M
Absolute (%)	(17.9)	(28.7)	68.7
Relative to VNIndex (%p)	(13.6)	(29.9)	55.8

Stock price trend



Source: Bloomberg

	2017A	2018A	2019A	2020A	2021A
Sales (VND bn)	12,619	14,811	12,176	11,559	28,173
chg. (% YoY)	41.2	17.4	(17.8)	(5.1)	143.7
Operating profit (VND bn)	1,024	390	62	509	2,749
Net profit (VND bn)	707	57	47	295	2,225
EPS (VND)	5,279	315	251	1,574	10,189
chg. (% YoY)	(30.5)	(94.9)	(28.4)	543.1	509.4
EBITDA (VND bn)	1,344	811	504	885	3,128
PE (x)	5.9	21.9	26.8	8.9	3.8
EV/EBITDA (x)	7.8	6.3	6.9	5.6	3.7
PB (x)	1.6	0.4	0.4	0.8	1.5
ROE (%)	31.3	1.9	1.5	9.5	49.9
Dividend yield (%)	2.5	0	0	1.9	0

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

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Hai Nguyen

hai.nt@kisvn.vn

Table 1. Sales volume growth (Tonnes)

	Monthly				Accumulated		
	Mar-21	Mar-22	MoM (%)	YoY (%)	3M21	3M22	YoY (%)
Steel Pipes	21,302	16,470	7.1	(22.7)	52,332	43,426	(17.0)
Export	0	0	-	-	244	0	(100.0)
Domestic	21,302	16,470	7.1	(22.7)	52,088	43,426	(16.6)
Steel Coat	82,179	85,200	83.8	3.7	190,789	213,911	12.1
Export	62,422	61,555	138.2	(1.4)	139,264	155,127	11.4
Domestic	19,757	23,645	15.2	19.7	51,525	58,784	14.1
Total Steel Volume	103,481	101,670	64.7	(1.8)	243,121	257,337	5.8
Export	62,422	61,555	138.2	(1.4)	139,508	155,127	11.2
Domestic	41,059	40,115	11.7	(2.3)	103,613	102,210	(1.4)

Source: Company, VSA, KIS

Table 2. Production volume growth (Tonnes)

	Monthly				Accumulated		
	Mar-21	Mar-22	MoM (%)	YoY (%)	3M21	3M22	YoY (%)
Steel Pipes							
Production	22,780	15,039	15.6	(34.0)	52,013	39,623	(23.8)
Inventories	9,920	-	N.A	N.A			
Steel Coat							
Production	78,986	80,926	41.4	2.5	195,992	220,293	12.4
Inventories	32,246	-	N.A	N.A			

Source: Company, VSA, KIS

Company overview & Glossary

Founded in 2002, Nam Kim Steel is one of Vietnam's largest manufacturers of galvanized steel sheets and steel pipes for use in residential, industrial and civil construction.

Balance sheet

(VND bn)

FY-ending Dec.	2017A	2018A	2019A	2020A	2021A
Current assets	5,705	3,823	4,244	4,397	11,385
Cash & cash equivalent	508	658	778	588	1,199
Accounts & other receivables	1,107	744	876	1,437	1,905
Inventory	4,090	2,420	2,589	2,371	8,281
Non-current assets	3,992	3,975	3,506	3,185	2,955
Investment assets	132	443	49	58	184
Fixed assets	3,859	3,532	3,457	3,126	2,771
Others	451	290	243	121	1,042
Total assets	10,174	8,122	8,064	7,763	15,382
Accounts & other payables	1,053	723	1,953	1,577	5,828
ST debt & bond	4,503	3,201	2,388	2,520	3,773
LT debt & financial liabilities	1,677	1,226	705	484	58
Total liabilities	7,234	5,150	5,047	4,582	9,659
Controlling interest	2,940	2,971	3,016	3,181	5,723
Capital stock	1,300	1,820	1,820	1,820	2,184
Capital surplus	766	766	766	766	786
Others	43	71	74	18	117
Retained earnings	830	313	356	576	2,636
Minority interest	0	0	0	0	0
Shareholders' equity	2,940	2,971	3,016	3,181	5,723

Income statement

(VND bn)

FY-ending Dec.	2017A	2018A	2019A	2020A	2021A
Sales	12,619	14,811	12,176	11,559	28,173
COGS	11,250	14,018	11,835	10,690	23,904
Gross profit	1,368	792	341	869	4,270
SG&A expense	344	402	278	359	1,521
Operating profit	1,024	390	62	509	2,749
Financial income	115	97	107	89	199
Interest income	3	27	30	27	199
Financial expense	377	430	275	281	397
Interest expense	267	338	237	222	244
Other non-operating profit	19	5	195	3	11
Gains (Losses) in associates, subsidiaries, and JV	0	0	0	0	0
Earnings before tax	781	62	90	320	2,562
Income taxes	74	4	42	25	337
Net profit	707	57	47	295	2,225
Net profit of controlling interest	707	57	47	295	2,225
EBITDA	1,344	811	504	885	3,128

Cash flow

(VND bn)

FY-ending Dec.	2017A	2018A	2019A	2020A	2021A
C/F from operating	(1,456)	2,335	1,180	15	(303)
Net profit	707	57	47	295	2,225
Depreciation & Amortization	319	421	441	376	379
Net incr. in W/C	(2,507)	1,905	950	(645)	(3,434)
Others	23	(48)	(258)	(10)	527
C/F from investing	(1,440)	(194)	(229)	(345)	(304)
CAPEX	(1,027)	(427)	156	(54)	(140)
Net loan granted & purchases of debt instruments	(388)	215	(511)	371	(49)
Net purchases of investment in affiliates	(27)	0.0	105	0.0	(138)
Other	3	17	20	28	23
C/F from financing	2,815	(1,772)	(1,336)	(218)	1,154
Incr. in equity	811	0	0	(78)	340
Incr. in debts	2,138	(1,748)	(1,314)	(67)	861
Dividends	(129)	(1)	0	0.0	0
Others	(5)	(23)	(21)	(21)	(47)
C/F from others	0	(0)	0	0	0
Increase in cash	(81)	368	(385)	143	533

Key financial data

FY-ending Dec.	2017A	2018A	2019A	2020A	2021A
per share data (VND)					
EPS	5,279	315	251	1,574	10,189
BPS	20,567	14,897	15,221	16,110	26,205
DPS	595.2	0	0	250	0
Growth (%)					
Sales growth	41.2	17.4	(17.8)	(5.1)	143.7
OP growth	28.6	(61.9)	(83.9)	709.9	439.7
NP growth	36.6	(91.9)	(17.5)	524.3	653.6
EPS growth	(30.5)	(94.9)	(28.4)	543.1	509.4
EBITDA growth	39.6	(39.7)	(37.8)	75.5	83.5
Profitability (%)					
OP margin	8.1	2.6	0.5	4.4	9.7
NP margin	5.6	0.4	0.4	2.6	7.9
EBITDA margin	10.7	5.5	4.1	7.7	5.8
ROA	8.5	0.6	0.5	3.7	19.2
ROE	31.3	1.9	1.5	9.5	49.9
Dividend yield	2.5	0	0	1.9	0
Dividend payout ratio	11.2	0	0	15.8	0
Stability					
Net debt (VND bn)	3,981	6,086	3,965	3,016	3,068
Int.-bearing debt/equity (%)	210.1	149.0	102.5	94.4	66.7
Valuation (X)					
PE	5.9	21.9	26.8	8.9	3.8
PB	1.6	0.4	0.4	0.8	1.5
EV/EBITDA	7.8	6.3	6.9	5.6	3.7

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Prepared by: Hai Nguyen

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