true Friend KIS Viet Nam Securities Corporation

Vietnam Foreign Fund Flow

- ➤ In overall, from 20-31 Jan 2020, foreign buying activities overwhelmed, recorded net buy value of \$21mn.
- Consumer Discretionary, Materials and Financials were accumulated the most by foreign investors, recorded net buy value at \$24.2mn, \$9.1mn and \$1.7mn, respectively. Particularly, Consumer Discretionary was mainly contributed by MWG whilst HPG was the main driver of Materials. Besides, Financials was driven by high demand on VCB, VPB and STB. On the contrary, Consumer Staples and Real Estate were sold the most, focusing on VNM, MSN, VIC and VRE while VHM ended up to be net bought. Besides, Industrials experienced an outflow due to high divestment away from VJC.

Stock Statistic	3-Feb-20	1W chg (%)
VNINDEX	928.14	-5.16
Hanoi Index	101.31	-3.18
UPCOM Index	54.38	-2.00

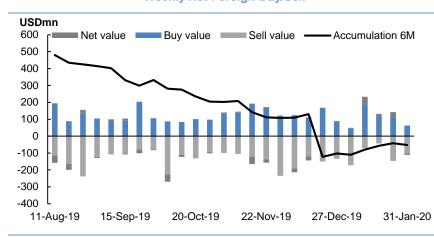
Strategy - Associate

Mr. Dang Le

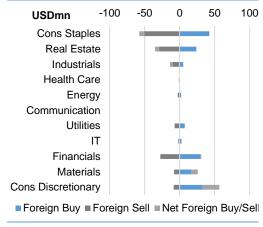
(+84 28) 3914 8585 - Ext: 1471 dang.lh@kisvn.vn

Source: Bloomberg

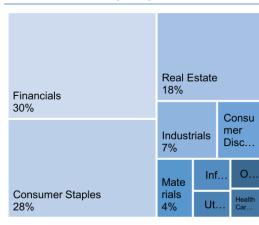
Weekly Net Foreign Buy/Sell



Net Buy & Sell by Sector, 16-20 Dec



Foreign Holding Breakdown by Sector (GICS)



Source: Fiinpro Source: Bloomberg, Fiinpro Source: Bloomberg, Fiinpro

Top 10 Foreign Net Buy Weekly

	Ticker	Sector	Price	% Chg	Buy Value	Sell value	Net Value
			VND		USDmn	USDmn	USDmn
1	MWG	Consumer Discretionary	110,800	-4.07%	29.5	4.2	25.3
2	HPG	Materials	24,100	-3.60%	14.3	6.5	7.9
3	VHM	Real Estate	87,500	1.74%	13.0	9.7	3.3
4	GAS	Utilities	86,500	-7.19%	2.8	8.0	2.0
5	VCB	Financials	88,700	-6.14%	13.1	11.6	1.5
6	VPB	Financials	22,450	2.98%	1.5	0.1	1.4
7	HSG	Materials	8,150	-2.98%	1.4	0.3	1.1
8	STB	Financials	10,200	-2.86%	1.2	0.3	0.9
9	DGW	Information Technology	23,650	-6.52%	0.6	0.1	0.5
10	E1VFVN30		14,150	-5.10%	3.9	3.4	0.4

Top 10 Foreign Net Sell Weekly

	Ticker	Sector	Price	% Chg	Buy Value	Sell value	Net Value
			VND		USDmn	USDmn	USDmn
1	VNM	Consumer Staples	108,500	-8.82%	38.6	43.0	-4.4
2	VJC	Industrials	130,200	-12.15%	1.0	4.9	-3.9
3	VIC	Real Estate	114,800	-0.09%	3.0	6.9	-3.9
4	MSN	Consumer Staples	50,100	-8.91%	1.2	4.3	-3.1
5	VRE	Real Estate	30,050	-7.25%	5.7	8.4	-2.7
6	POW	Utilities	10,500	-2.78%	3.1	4.9	-1.8
7	HCM	Financials	19,250	-10.26%	0.1	1.4	-1.3
8	NVL	Real Estate	55,100	-1.43%	0.2	1.4	-1.2
9	DXG	Real Estate	11,550	-11.15%	0.0	0.9	-0.9
10	KBC	Real Estate	14,500	-7.94%	0.5	1.2	-0.7

Source: Fiinpro

Research - KIS Vietnam BLOOMBERG <KISV>

FUND FLOW KIS Vietnam Securities Corp.

South East Asia ETFs Flow Review *

Total ETFs 60

Total AUM (USDmn)

6,017

Key Indices	Close	% 1W chg
VNIndex	928.14	-5.2%
SET	1,503.04	-5.4%
StraitsTimes	3,116.48	-5.0%
JCI	5,884.17	-5.8%
PCOMP	7,137.03	-8.2%

Source: Bloomberg

6%

10%

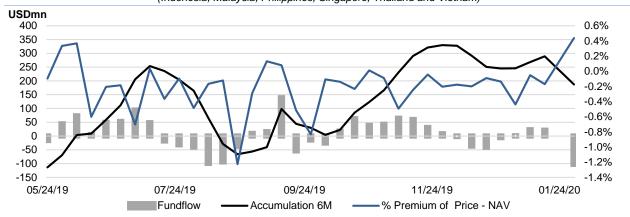
Malaysia

From 20-31 Jan 2020, South East Asia experienced a dramatic outflow, recorded the net outflow at \$102mn, a 8-month high. To be specific, divestment away from Thailand and Malaysia were main drivers, recorded net outflow at \$51mn and \$35mn, respectively. Besides, outflows away Philippines and Singapore also accelerated.

➤ Unlike other countries, Vietnam kept attracting inflow, reached \$4mn within the mentioned period. Of which, VFMVN30 ETF continued to be a main contributor, accounted for \$3.4mn inflow, followed by VanEck Vietnam ETF.

Weekly ETF Flow to South East Asia

(Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam)



ETF Focus by Sector (GICS)

31%

12%

1.521.95



Real Estate

-4.2%

Cons. Staples

Industrial

Communication

Cons. Discretionary

Energy

Materials

Utilities

- IT

Source: Bloomberg

ETF Flow by Country, 16-20 Dec



Source: Bloomberg

Vietnam ETFs

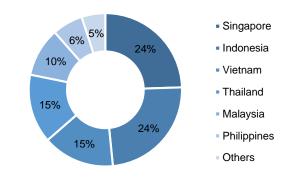
Name	Turno	Total AUM	NAV/share	Price	% 1W	%	Ne	t Fund F	Flow (USI	Dmn)
Name	Туре	(USDmn)	(USD)	(USD)	chg	Premium	1W	1M	6M	1Y
X FTSE VIETNAM SWAP	Swap ETF	282.97	29.16	28.59	-6.15	-1.97	0.00	0.00	-14.75	9.62
VFMVN30 ETF FUND	ETF	276.16	0.63	0.61	-5.10	-2.97	3.36	10.49	7.15	110.76
VANECK VIETNAM ETF	ETF	442.21	14.90	14.89	-7.23	-0.04	0.74	1.54	-24.12	102.49
SSIAM VNX50 ETF	ETF	7.53	0.55	0.53	-4.26	-2.48	0.00	-	-	-
PREMIA MSCI VIETNAM	ETF	24.59	9.33	9.53	-3.52	2.14	0.00	0.19	2.42	4.03

^{*} Incl ETFs investing over 70% in Vietnam or other Southeast Asia markets. Refer next page for the list.

Source: Bloomberg

Source: Bloomberg

ETF Focus by Country



Source: Bloomberg

Research - KIS Vietnam BLOOMBERG <KISV>

ETFs investing in Southeast Asia markets

No	Ticker	Name	AUM (USDmn)	Fund focus
1	9810 HK Equity	Premia Dow Jones Emerging Asea	47	ASEAN Countries
2	ASEA US Equity	Global X FTSE Southeast Asia E	28	ASEAN Countries
3	ASEAN SP Equity	CIMB FTSE ASEAN 40	18	ASEAN Countries
4	3099 HK Equity	Xtrackers MSCI Indonesia Swap	141	Indonesia
5	EIDO US Equity	iShares MSCI Indonesia ETF	509	Indonesia
6	H4ZT GR Equity	HSBC MSCI INDONESIA UCITS ETF	43	Indonesia
7	IDX US Equity	VanEck Vectors Indonesia Index	42	Indonesia
8	INDO FP Equity	Lyxor MSCI Indonesia UCITS ETF	27	Indonesia
9	R/LQ45X IJ Equity	Premier ETF LQ-45	132	Indonesia
10	XIIC IJ Equity	Premier ETF Indonesia Consumer	3	Indonesia
11	XIIF IJ Equity	Premier ETF Indonesia Financia	8	Indonesia
12	XIIT IJ Equity	Premier ETF IDX30	195	Indonesia
13	XIJI IJ Equity	Premier ETF Syariah JII	1	Indonesia
14	XISC IJ Equity	Premier ETF Indonesia State-Ow	99	Indonesia
15	XISI IJ Equity	Premier ETF SMINFRA18	6	Indonesia
16	XISR IJ Equity	Premier ETF Sri Kehati	46	Indonesia
17	XMID LN Equity	Xtrackers MSCI Indonesia Swap	141	Indonesia
18	XPDV IJ Equity	Pinnacle CORE High Dividend ET	1	Indonesia
19	XPLC IJ Equity	Pinnacle Indonesia Large-Cap E	1	Indonesia
20	XPLQ IJ Equity	Pinnacle Enhanced Liquid ETF	4	Indonesia
21	1560 JP Equity	NEXT FUNDS FTSE Bursa Malaysia	5	Malaysia
22	3082 HK Equity	Xtrackers MSCI Malaysia UCITS	43	Malaysia
23	EWM US Equity	iShares MSCI Malaysia ETF	497	Malaysia
24	FBM30 MK Equity	FTSE BURSA MALAYSIA KLCI ETF F	1	Malaysia
25	HMYR LN Equity	HSBC MSCI MALAYSIA UCITS ETF	3	Malaysia
26	MAL FP Equity	Lyxor MSCI Malaysia UCITS ETF	22	Malaysia
27	XCS3 GR Equity	Xtrackers MSCI Malaysia UCITS	43	Malaysia
28	3016 HK Equity	Xtrackers MSCI Philippines UCI	48	Philippines
29	EPHE US Equity	iShares MSCI Philippines ETF	240	Philippines
30	FMETF PM Equity	First Metro Philippine Equity	32	Philippines
31	XPQP GR Equity	Xtrackers MSCI Philippines UCI	48	Philippines
32	3065 HK Equity	Xtrackers MSCI Singapore UCITS	38	Singapore
33	DBSSTI SP Equity	Nikko AM Singapore STI ETF	252	Singapore

Research - KIS Vietnam

BLOOMBERG <KISV>

UND FI	LOW		KIS	Vietnam Securities Corp.
34	EWS US Equity	iShares MSCI Singapore ETF	575	Singapore
35	SINGINC SP Equity	Phillip SING Income ETF	36	Singapore
36	SREITS SP Equity	Lion-Phillip S-REIT ETF	124	Singapore
37	STTF SP Equity	SPDR Straits Times Index ETF	627	Singapore
38	XBAS GR Equity	Xtrackers MSCI Singapore UCITS	38	Singapore
39	1559 JP Equity	NEXT FUNDS Thai Equity SET50 E	7	Thailand
40	1DIV TB Equity	ThaiDEX SET High Dividend ETF	3	Thailand
41	3092 HK Equity	Xtrackers MSCI Thailand UCITS	44	Thailand
42	BMSCG TB Equity	BCAP Mid Small CG ETF	17	Thailand
43	BSET100 TB Equity	BCAP SET100 ETF	49	Thailand
44	EBANK TB Equity	KTAM SET Banking ETF Tracker	3	Thailand
45	ECOMM TB Equity	KTAM SET Commerce ETF Tracker	1	Thailand
46	EFOOD TB Equity	KTAM SET Food and Beverage ETF	1	Thailand
47	EICT TB Equity	KTAM SET ICT ETF Tracker	1	Thailand
48	ENGY TB Equity	MTrack Energy ETF	3	Thailand
49	ENY TB Equity	KTAM SET Energy ETF Tracker	3	Thailand
50	ESET50 TB Equity	KTAM SET50 ETF Tracker	1	Thailand
51	TDEX TB Equity	ThaiDEX SET50 ETF	103	Thailand
52	TH100 TB Equity	ThaiDEX SET100 ETF	0	Thailand
53	THA FP Equity	Lyxor MSCI Thailand UCITS ETF	22	Thailand
54	THD US Equity	iShares MSCI Thailand ETF	517	Thailand
55	XCS4 GR Equity	Xtrackers MSCI Thailand UCITS	44	Thailand
56	2804 HK Equity	Premia MSCI Vietnam ETF	25	Vietnam
57	E1VFVN30 VN Equity	VFMVN30 ETF Fund	276	Vietnam
58	FUESSV50 VN Equity	SSIAM VNX50 ETF	8	Vietnam

Country	Total AUM (USDmn)
Singapore	1,691
Indonesia	1,400
Vietnam	1,033
Thailand	816
Malaysia	615
Philippines	368
ASEAN Countries	93

VNM US Equity

XFVT GR Equity

59

60

Research - KIS Vietnam

BLOOMBERG <KISV>

442

283

Vietnam

Vietnam

VanEck Vectors Vietnam ETF

Xtrackers FTSE Vietnam Swap UC

Fund Flow KIS Vietnam Securities Corp.

Contacts

HCM City Head Office

Level 3, Maritime Bank Tower 180-192 Nguyen Cong Tru St., District 1, HCM City

Tel: (+84 28) 3914 8585 Fax: (+84 28) 3821 6898

Pham Ngoc Thach Transaction Office

Level 3, 62A Pham Ngoc Thach, District 3, HCM City

Tel: (+84 28) 7108 1188 Fax: (+84 28) 3820 9229

Hanoi Branch

Level 6, CTM Tower 299 Cau Giay, Cau Giay District, Hanoi

Tel: (+84 24) 3974 4448 Fax: (+84 24) 3974 4501

Ba Trieu Transaction Office

Level 6, 74 Ba Trieu, Hoan Kiem District, Hanoi

Tel: (+84 24) 7106 3555 Fax: (+84 24) 3632 0809

Lang Ha Transaction Office

Level 5, TDL Tower, 22 Lang Ha, Dong Da District, Hanoi Tel (+84 24) 7108 1188

Fax: (+84 24) 3244 4150

Research Department

Mr. Huy Hoang

Head of Research (+84 28) 3914 8585 (x1450) huy.hoang@kisvn.vn

Institutional Brokerage

Ms. Uyen Lam

Head of Institutional Brokerage (+84 28) 3914 8585 (x1444) uyen.lh@kisvn.vn Fund Flow KIS Vietnam Securities Corp.

Disclaimer

This report has been issued by the **KIS VN Securities Corporation (KIS)** with the instructional contributions of **KIS VN Securities Corporation** whose employees are specified in the publication. This report is for information of its institutional and professional customers.

This report is and should not be construed as an offer to sell or a solicitation of an offer to purchase or subscribe for any investment. No consideration has been given to the particular investment objectives, financial situation or particular needs of any recipient. Investors are advised make their own financial decisions based on their independent financial advisors as they believe necessary and based on their particular circumstances such as their financial situation, investment objectives and other considerations.

In preparing this report, we have relied upon and assumed the accuracy and completeness of all information available from public and other sources which we believe to be reliable, but which we have not independently verified. KIS makes no express or implied guarantee, representation or warranty and accepts no responsibility or liability as to the accuracy or completeness of such information.

Opinions, estimates, and projections expressed are current opinions of the authors as of the original publication date appearing on this report only and the information, including the opinions contained herein, and are subject to change without notice.

KIS and its affiliates may from time to time perform investment banking or other services for, or solicit investment banking or other business from, companies mentioned herein. Further, KIS and its affiliates, and/or their officers, directors and employees involved in the preparation or issuance of this report may, from time to time, have long or short positions in, and buy or sell, the securities, or derivatives (including options) thereof, of companies mentioned herein, or related securities or derivatives in a manner that may be consistent or inconsistent with this report and opinions expressed therein. As a result, investors should be aware that KIS and its affiliates and/or their officers, directors and employees may have a conflict of interest that could affect this report.

This report shall not be copied, reproduced, distributed (in whole or in part) or disclosed by recipients to any other person without the express permission of KIS in writing.