

23 Dec 2020

## Maritime Bank (MSB)

### Pre-listing brief

#### Overview

- The Maritime Commercial Joint Stock Bank (MSB) is the first commercial bank established in 1991 with VND166tn total asset in September 2020. MSB focuses on affluent and mass affluent in retail banking segment and SME in corporate banking segment. The bank's branch network comprises one head in Ho Chi Minh city, 263 branches in 51 cities or provinces and 100% owned FCCOM and MSB AMC subsidiaries.

#### Financial highlights

- PBT reached VND1,666bn in 9M20, completed 116% target. PBT is expected to reach VND2,000bn in 2020, exceeding 53-60% target.
- Total outstanding of loans & corporate bonds were VND77,127bn, increasing by 13.5% in 9M20 while customer deposit decreased by 1% ytd.
- The CASA ratio was 22.8% ytd, increasing 3.4% in 9M20, keeping the target above 23% at the end of the year. However, the high CASA ratio was reflected by the low total deposit since the deposit from customer, just accounted 48% out of total asset, which is lower than another bank. Also, MSB is active in interbank market with a net lending of VND38.5tn in 9M20, increasing by 46% from 2019-end. Meanwhile, the bank's pure LDR increased from 75% in 2019 to 92% in 9M20.
- Net value of VAMC bonds was VND1.2tn in 2019. In 9M20, MSB cleared all VAMC bonds by retrieving and provision, thereby creating the gap growth earning to record as profit in 2021.
- MSB revealed that secured loan book acquired 85.7% out of total since MSB focuses on managing low NPL and increasing secured loan in unstable COVID period.
- NPL ratio and delinquency ratio were 2.32% and 3.8% by 3Q20, up 27bps and 2bps ytd. On the other hand, outstanding of COVID-19 restructured loans were VND5.3tn in 10M20, accounting 6.6% of total loan portfolio.

	2016A	2017A	2018A	2019A	9M20
TOI (VND bn)	3,805	3,248	4,716	4,715	4,805
chg. (% YoY)	52.6	(14.6)	45.2	(0.0)	37.3
PPE (VND bn)	1,907	1,182	1,792	2,213	2,546
EPS (adj. VND)	122	106	811	974	1,404*
BVPS (VND)	11,847	11,954	12,905	13,879	15,091
Net profit (VND bn)	140	122	868	1,044	1,328
NIM (%)	5.5	2.6	3.0	2.6	2.5
ROE (%)	1.0	0.9	6.3	7.3	8.6
ROA (%)	0.1	0.1	0.7	0.7	0.8

Note: Net profit, EPS and ROE are based on figures attributed to controlling interest, \*trailing 12M

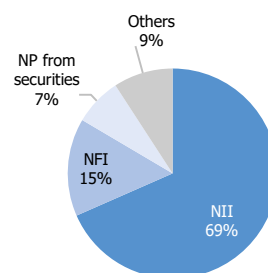
Analysts who prepared this report are registered as research analysts in Vietnam but not in any other jurisdiction, including the U.S.  
PLEASE SEE ANALYST CERTIFICATIONS AND IMPORTANT DISCLOSURES & DISCLAIMERS AT THE END OF THIS REPORT.

#### Stock Data

Company name	Vietnam Maritime Commercial JSB
Ticker	MSB
Scheduled listing day	23/12/2020
Reference price (VND)	15,000
Sector	Bank
Sub-sector	Commercial bank
Paid-in capital (VND bn)	11,750
Listed shares	1,175,000,000
Outstanding shares	1,175,000,000
Major shareholders (%)	
Vietnam Posts and Telecommunications Group	6.1

Source: Fiinpro

#### Revenue structure 9M20



Source: Company data

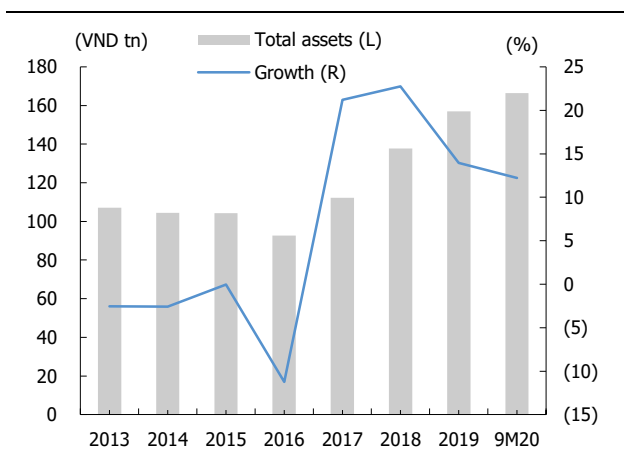
**Yen Tran**

yen.tt@kisvn.vn

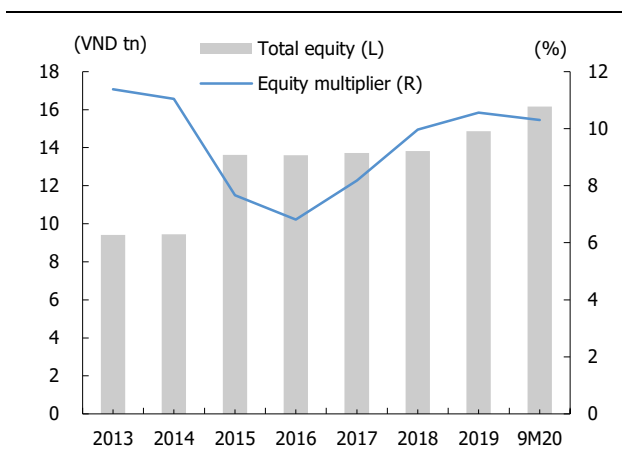
**Linh Pham**

linh.pt@kisvn.vn

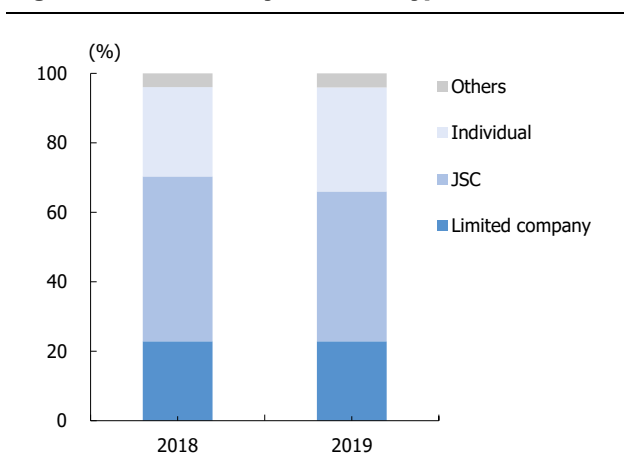
- MSB completed the implement of compliance pillar 1 and 3 in 2019 and pillar 2 in March 2020. The bank is proceeding to building the compliance of Basel III.
- In 2021, MSB expect to divest VND500bn charter capital of FCCOM with negotiating value of VND1.8-2tn. Whether divesting 100% or 50% capital, MSB may record of profit VND1.3tn or VND600bn respectively.
- The bank will renew exclusive bancassurance partnership contract in 1Q21. Currently, Prudential is the exclusive bancassurance partner from contract signed in 2013 and coming into force for 10 years. In 2020, MSB recorded APE of VND54bn from this contract each month, secured their position in top 10. Therefore, the bank expects to get high upfront fee from bancassurance channel and gain abnormal profit from this affair in 2021.
- MSB concentrates on building the most modern of Technology Optimization & Digital Banking Tnex Bank launched in 4Q20, which was targeted for upper mass, middle mass and lower mass. The bank targets to acquire 3 million customers in 2023.

**Figure 1. MSB total assets**

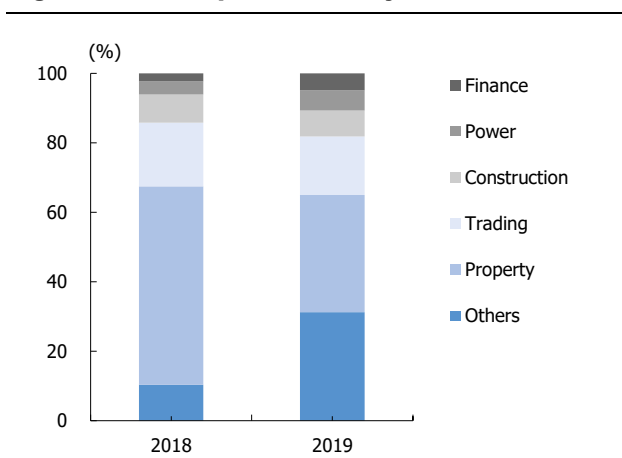
Source: Company data, KIS

**Figure 2. MSB total equity**

Source: Company data, KIS

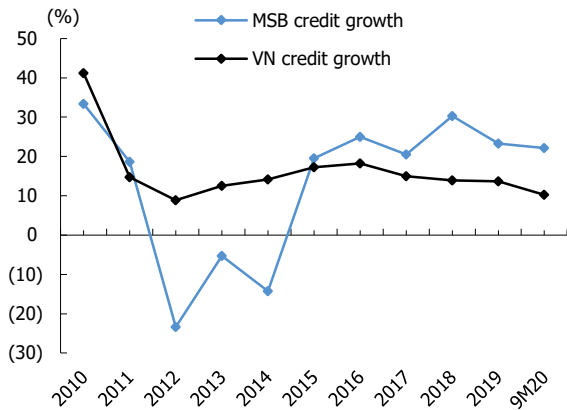
**Figure 3. MSB loans by customer types**

Source: Company data, KIS

**Figure 4. MSB corporate loans by sectors**

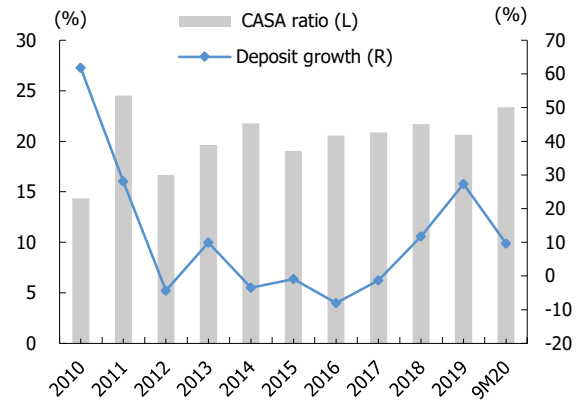
Source: Company data, KIS

**Figure 5. MSB credit growth**



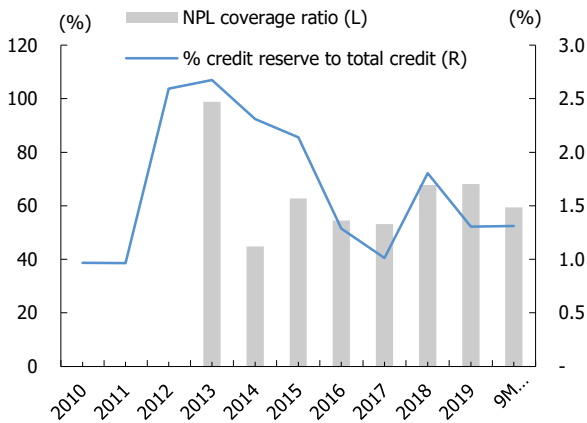
Source: Company data, KIS

**Figure 6. MSB deposit growth**



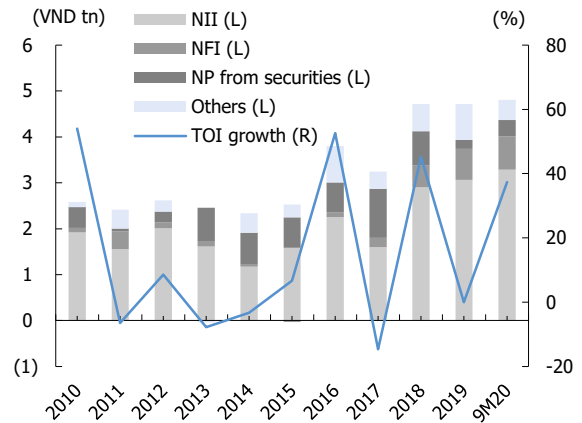
Source: Company data, KIS

**Figure 7. MSB bad debts coverage**



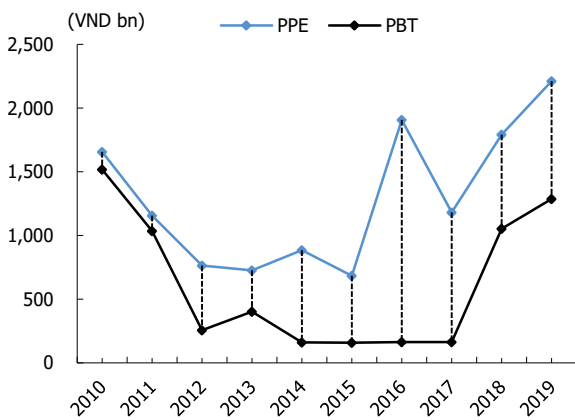
Source: Company data, KIS

**Figure 8. MSB TOI breakdown**



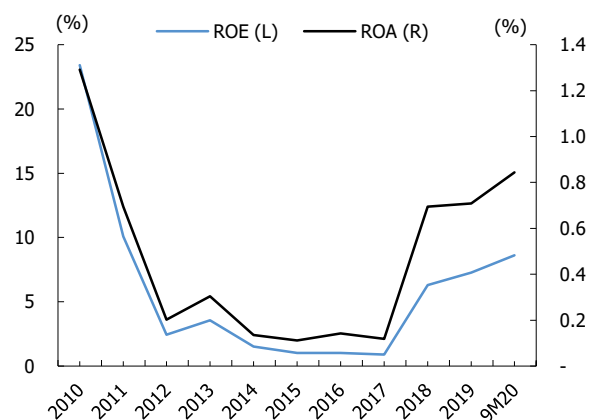
Source: Company data, KIS

**Figure 9. MSB PPE and PBT**



Source: Company data, KIS

**Figure 10. MSB ROE and ROA**



Source: Company data, KIS

■ **Guide to KIS Vietnam Securities Corp. stock ratings based on 12-month forward performance**

- BUY: Expected total return will be 15% or more
- Hold: Expected total return will be between -5% and 15%
- Sell: Expected total return will be -5% or less
- KIS Vietnam Securities Corp. does not offer target prices for stocks with Hold or Sell ratings.

■ **Guide to KIS Vietnam Securities Corp. sector ratings for the next 12 months**

- Overweight: Recommend increasing the sector's weighting in the portfolio compared to its respective weighting in the VNIndex based on market capitalization.
- Neutral: Recommend maintaining the sector's weighting in the portfolio in line with its respective weighting in the VNIndex based on market capitalization.
- Underweight: Recommend reducing the sector's weighting in the portfolio compared to its respective weighting in the VNIndex based on market capitalization.

■ **Analyst Certification**

I/We, as the research analyst/analysts who prepared this report, do hereby certify that the views expressed in this research report accurately reflect my/our personal views about the subject securities and issuers discussed in this report. I/We do hereby also certify that no part of my/our compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in this research report.

■ **Important compliance notice**

As of the end of the month immediately preceding the date of publication of the research report or the public appearance (or the end of the second most recent month if the publication date is less than 10 calendar days after the end of the most recent month), KIS Vietnam Securities Corp. or its affiliates does not own 1% or more of any class of common equity securities of the companies mentioned in this report.

There is no actual, material conflict of interest of the research analyst or KIS Vietnam Securities Corp. or its affiliates known at the time of publication of the research report or at the time of the public appearance.

KIS Vietnam Securities Corp. or its affiliates has not managed or co-managed a public offering of securities for the companies mentioned in this report in the past 12 months;

KIS Vietnam Securities Corp. or its affiliates has not received compensation for investment banking services from the companies mentioned in this report in the past 12 months; KIS Vietnam Securities Corp. or its affiliates does not expect to receive or intend to seek compensation for investment banking services from the companies mentioned in this report in the next 3 months.

KIS Vietnam Securities Corp. or its affiliates was not making a market in securities of the companies mentioned in this report at the time that the research report was published.

KIS Vietnam Securities Corp. does not own over 1% of shares of the companies mentioned in this report as of 23 Dec 2020.

KIS Vietnam Securities Corp. has not provided this report to various third parties.

Neither the analyst/analysts who prepared this report nor their associates own any shares of the company/companies mentioned in this report as of 23 Dec 2020.

Prepared by: Yen Tran

## Global Disclaimer

### ■ General

This research report and marketing materials for Vietnamese securities are originally prepared and issued by the Research Center of KIS Vietnam Securities Corp., an organization licensed with the State Securities Commission of Vietnam. The analyst(s) who participated in preparing and issuing this research report and marketing materials is/are licensed and regulated by the State Securities Commission of Vietnam in Vietnam only. This report and marketing materials are copyrighted and may not be copied, redistributed, forwarded or altered in any way without the consent of KIS Vietnam Securities Corp..

This research report and marketing materials are for information purposes only. They are not and should not be construed as an offer or solicitation of an offer to purchase or sell any securities or other financial instruments or to participate in any trading strategy. This research report and marketing materials do not provide individually tailored investment advice. This research report and marketing materials do not take into account individual investor circumstances, objectives or needs, and are not intended as recommendations of particular securities, financial instruments or strategies to any particular investor. The securities and other financial instruments discussed in this research report and marketing materials may not be suitable for all investors. The recipient of this research report and marketing materials must make their own independent decisions regarding any securities or financial instruments mentioned herein and investors should seek the advice of a financial adviser. KIS Vietnam Securities Corp. does not undertake that investors will obtain any profits, nor will it share with investors any investment profits. KIS Vietnam Securities Corp., its affiliates, or their affiliates and directors, officers, employees or agents of each of them disclaim any and all responsibility or liability whatsoever for any loss (director consequential) or damage arising out of the use of all or any part of this report or its contents or otherwise arising in connection therewith. Information and opinions contained herein are subject to change without notice and may differ or be contrary to opinions expressed by other business areas or KIS Vietnam Securities Corp. The final investment decision is based on the client's judgment, and this research report and marketing materials cannot be used as evidence in any legal dispute related to investment decisions.

### ■ Country-specific disclaimer

**United States:** This report is distributed in the U.S. by Korea Investment & Securities America, Inc., a member of FINRA/SIPC, and is only intended for major U.S. institutional investors as defined in Rule 15a-6(a)(2) under the U.S. Securities Exchange Act of 1934. All U.S. persons that receive this document by their acceptance thereof represent and warrant that they are a major U.S. institutional investor and have not received this report under any express or implied understanding that they will direct commission income to Korea Investment & Securities, Co., Ltd. or its affiliates. Pursuant to Rule 15a-6(a)(3), any U.S. recipient of this document wishing to effect a transaction in any securities discussed herein should contact and place orders with Korea Investment & Securities America, Inc., which accepts responsibility for the contents of this report in the U.S. The securities described in this report may not have been registered under the U.S. Securities Act of 1933, as amended, and, in such case, may not be offered or sold in the U.S. or to U.S. person absent registration or an applicable exemption from the registration requirement.

**United Kingdom:** This report is not an invitation nor is it intended to be an inducement to engage in investment activity for the purpose of section 21 of the Financial Services and Markets Act 2000 of the United Kingdom ("FSMA"). To the extent that this report does constitute such an invitation or inducement, it is directed only at (i) persons who are investment professionals within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended) of the United Kingdom (the "Financial Promotion Order"); (ii) persons who fall within Articles 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc.") of the Financial Promotion Order; and (iii) any other persons to whom this report can, for the purposes of section 21 of FSMA, otherwise lawfully be made (all such persons together being referred to as "relevant persons"). Any investment or investment activity to which this report relates is available only to relevant persons and will be engaged in only with relevant persons. Persons who are not relevant persons must not act or rely on this report.

**Hong Kong:** This research report and marketing materials may be distributed in Hong Kong to institutional clients by Korea Investment & Securities Asia Limited (KISA), a Hong Kong representative subsidiary of Korea Investment & Securities Co., Ltd., and may not otherwise be distributed to any other party. KISA provides equity sales service to institutional clients in Hong Kong for Korean securities under its sole discretion, and is thus solely responsible for provision of the aforementioned equity selling activities in Hong Kong. All requests by and correspondence with Hong Kong investors involving securities discussed in this report and marketing materials must be effected through KISA, which is registered with The Securities & Futures Commission (SFC) of Hong Kong. Korea Investment & Securities Co., Ltd. is not a registered financial institution under Hong Kong's SFC.

**Singapore:** This report is provided pursuant to the financial advisory licensing exemption under Regulation 27(1)(e) of the Financial Advisers Regulation of Singapore and accordingly may only be provided to persons in Singapore who are "institutional investors" as defined in Section 4A of the Securities and Futures Act, Chapter 289 of Singapore. This report is intended only for the person to whom Korea Investment & Securities Co., Ltd. has provided this report and such person may not send, forward or transmit in any way this report or any copy of this report to any other person. Please contact Korea Investment & Securities Singapore Pte Ltd in respect of any matters arising from, or in connection with, the analysis or report (Contact Number: 65 6501 5600).

Copyright © 2020 KIS Vietnam Securities Corp.. All rights reserved. No part of this report may be reproduced or distributed in any manner without permission of KIS Vietnam Securities Corp..