

4 Mar 2021

Vinh Hoan Corp (VHC)

Revenue grew 31% yoy in Jan 2021

Vinh Hoan's export to China surged 180% yoy in Jan 2021

- Vinh Hoan announced business results in Jan 2021, which delivered optimistic yoy revenue growth.
- Vinh Hoan reached VND632bn revenue in Jan 2021 (+31.0% yoy), which was mainly premised by export revenue surge to China (+180.0% yoy), Europe (+32.0% yoy) and rest of world excluding the U.S., EU, China (+48.0% yoy). Beside, Vinh Hoan's export revenue to the U.S also showed positive sign as growing +10.0% yoy in Jan 2021.
- Calculating by product lines, pangasius fillet reached VND441bn (+15.0% yoy). Collagen & Gelatin revenue was key revenue driver as jumping 123% yoy to post VND71bn in Jan 2021.

The U.S. market led Vietnam pangasius export value growth in Jan 2021

- According to VASEP, Vietnam pangasius export value delivered USD124mn in Jan 2021 (+21.7% yoy) in Jan 2021, backed by yoy 51.0% export value growth to the U.S. and yoy 38.0% export value growth to CPTPP market group. Despite of yoy 18.8% decrease of export price to the U.S., export volume surge (+86% yoy) has buoyed export value to this market.
- On the contrary, Vietnam pangasius export value to China and EU dropped 31.2% yoy and 14.1% yoy, respectively, which are caused by yoy 31.0% volume decrease to China and yoy 12.0% volume decrease to EU.

	2018A	2019A	2020U	2021F	2022F
Sales (VND bn)	9,271	7,867	7,037	7,733	8,782
chg. (% YoY)	13.7	(15.1)	(10.5)	9.9	13.6
Operating profit (VND bn)	1,685	1,132	683	900	1,243
Net profit (VND bn)	1,442	1,179	705	823	1,128
EPS (VND)	15,489	6,157	3,874	4,307	5,904
chg. (% YoY)	153.2	(60.3)	(37.1)	11.2	37.1
EBITDA (VND bn)	1,842	1,298	883	1,150	1,530
PE (x)	2.7	6.8	10.8	9.7	7.1
EV/EBITDA (x)	4.4	5.3	8.3	6.6	4.8
PB (x)	1.0	1.6	1.5	1.3	1.2
ROE (%)	41.5	26.5	14.1	15.1	18.5
Dividend yield (%)	9.5	-	4.8	4.8	4.8

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

12M rating **BUY (Maintain)**

12M TP **47,000** from 47,000

Up/Downside **+17.0%** (incl 4.8% cash dividend)

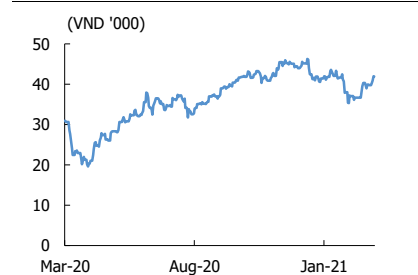
Stock Data

VNIndex (04 Mar, pt)	1,169
Stock price (04 Mar, VND)	41,900
Market cap (USD mn)	331
Shares outstanding (mn)	182
52-Week high/low (VND)	46,250/19,590
6M avg. daily turnover (USD mn)	1.83
Free float / Foreign ownership (%)	50.2/25.7
Major shareholders (%)	
Truong Thi Le Khanh	43.5
Mitsubishi Corp	6.6

Performance

	1M	6M	12M
Absolute (%)	13.2	7.6	35.4
Relative to VNIndex (%p)	8.1	(23.2)	1.5

Stock price trend



Source: Bloomberg

Toan Dao

toan.dp@kisvn.vn

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Prepared by: Toan Dao

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