

# Xin Chao Vietnam

## Market performance

	13 Dec	1D	1M	3M	YTD
VNIndex (pt, % chg.)	1,476.21	0.9	0.2	10.0	33.7
Turnover (VND bn)	25,727				
VN30 (pt, % chg.)	1,520.80	0.1	(0.5)	5.2	42.0

## Major indicators

	13 Dec	1D	1W	1M	YTD
1-yr gov't bonds (% bp chg.)	0.51	0.0	(0.0)	0.1	0.1
3-yr gov't bonds (% bp chg.)	0.81	0.1	(0.0)	0.0	(0.0)
VND/USD (% chg.)	22,971	0.2	(1.4)	(0.9)	0.6
VND/JPY (% chg.)	20,234	0.3	(1.7)	2.2	10.5
VND/EUR (% chg.)	25,883	0.7	0.2	3.6	10.0
VND/CNY (% chg.)	3,610	0.1	(1.7)	(2.4)	(2.0)
	Prev. close	1D	1W	1M	YTD
10-yr US Treasury (% bp chg.)	1.47	(0.0)	(0.1)	0.1	0.6
WTI (USD/bbl, % chg.)	71.80	0.2	(11.1)	1.9	48.0
Gold (USD/oz, % chg.)	75.31	0.2	(8.3)	2.4	45.4

## Domestic institutions net buy / sell

Net buy	(VND bn)	Net sell	(VND bn)
APH	108.2	NLG	(155.6)
VIX	93.1	HPG	(75.5)
EIB	74.8	VPB	(65.3)
GAB	71.7	BWE	(55.9)
TCH	69.4	MSN	(40.8)

## Foreign net buy / sell

Net buy	(VND bn)	Net sell	(VND bn)
VIC	85.3	HPG	(94.0)
VNM	31.2	GEX	(69.9)
VRE	30.9	NLG	(68.7)
VHM	30.0	VPB	(55.2)
VND	27.9	TCH	(51.3)

## Daily performance by sector

Top five sectors	% chg.	Bottom five sectors	% chg.
Telecommunication	6.9	Technology	(1.6)
Capital Goods	3.9	Banks	(0.2)
Pharmaceuticals	3.2	Health Care	(0.2)
Others	3.0		
Transportation	2.4		

## WHAT'S NEW TODAY

### Market commentary & News

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- **Masan Group (MSN):** Masan's "Point of Life" vision was re-affirmed

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- **Fundflow 06 – 10 Dec:** Outflow is faded

### Event Calendar

## KIS market view

	OP	NP	EPS growth	PE	PB	EV/EBITDA	ROE
	(VND bn)	(VND bn)	(% yoy)	(x)	(x)	(x)	(%)
2018	191,785	119,519	29.7	15.2	2.7	13.6	17.7
2019	238,659	144,922	24.2	13.8	2.4	11.0	17.4
2020	270,014	151,973	29.6	16.4	2.7	13.4	16.5
2021F	304,264	177,159	18.7	13.8	2.3	12.0	16.6

Note: KIS Universe coverage of 35 companies that account for 58% of all listed (VNIndex) firms' earnings based on the past three-year average

## KIS macro forecast

	4Q20	1Q21	2Q21	3Q21	2019	2020	2021F
GDP (% yoy)	4.5	4.7	6.6	(6.2)	7.0	2.9	3.8
Trade balance (USD bn)	3.3	2.8	(3.8)	(1.0)	10.4	19.8	1.3
CPI (% yoy, avg.)	1.4	0.3	2.7	2.5	2.8	3.2	2.1
Discount rate (% EoP)	4.0	4.0	4.0	4.0	6.0	4.0	4.0
VND/USD (avg.)	23,098	23,076	23,019	23,252	22,761	23,098	22,660
US GDP (% qoq)	4.0	4.2	6.6	2.0	2.3	(3.4)	5.5
China GDP (% yoy)	5.8	18.3	7.9	4.9	6.0	2.3	8.0

Source: KIS, Bloomberg

## Market commentary & News

### Market commentary

#### Bullish market

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The stock market resumed its uptrend thanks to high demand on Real Estate stocks.

At the close, the VNIndex gained 0.87% to close at 1,476 pts. Meanwhile, the trading volume was 838 million shares or VND25,726bn.

Foreign investors resumed to net sell with a net value of VND44bn on HSX. They sold HPG, GEX, and NLG the most with net values of VND93bn, VND69bn, and VND68bn, respectively.

Real Estate was the market leaders driven by CEO (+7.61%), DXG (+3.18%), KBC (+1.46%), KDH (+3.77%), LDG (+4.24%), and VHM (+1.48%). Notably, DIG, FLC, ITA, NLG, and SCR limited up.

Brokerage and Energy outperformed the benchmark index because of BVS (+3.95%), HCM (+2.05%), VCI (+1.44%), VND (+1.90%), BSR (+1.84%), GAS (+1.45%), OIL (+1.23%), and PVS (+1.13%).

Some constituents of the VN30Index jumped more than 1%, such as GVR (+2.67%), BID (+2.02%), MSN (+1.50%), PNJ (+1.23%), and VJC (+1.04%).

In contrast, TPB (-2.88%), HDB (-2.12%), VPB (-1.12%), and NVL (-0.80%) closed in red territory.

The VNIndex closes above the 10-period moving average, showing the uptrend in the short term. However, the 1,500-pts zone is the strong resistance. Therefore, traders should wait for a breakout for 1,500-pts before opening their long positions.

### Breaking news

**Tuan Doan**  
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- ▶ Vietnam: The government agrees to reopen international flights

As a necessary step to re-integrate Vietnam's economy into the global economy in the economic reopening, the Vietnam government agrees to reopen international flights in the first pilot program from the beginning of 2022. According to the pilot program, international passenger flights from/to destinations, which are considered as "low COVID-19 risk", are allowed to operate in the pilot period, including Beijing/Guangzhou (China), Tokyo (Japan), Seoul (Korea), Taipei (Taiwan - China), Bangkok (Thailand), Singapore, Vientiane (Laos), Phnom Penh (Cambodia), San Francisco/Los Angeles (USA). (Vietnam's government portal)

### Breaking news

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- ▶ Masan Group (MSN): Masan's "Point of Life" vision was re-affirmed

Masan announced to sign of USD350mn primary investment in The CrownX (TCX) by a consortium of investors, including TPG, Platinum Orchid and SeaTown Master Fund. The proceeds from this transaction will be used to invest in growth initiatives and conduct a share buyback.

This transaction marks the final capital raising in TCX with a total of USD1.5bn in investments from marquee global investors from 1H20. It implies a post-money valuation of USD8.2bn for 100% of TCX's equity and Masan will own 81.4% of TCX.

Per management, TCX was looking forward to a 2023-2024 international IPO, with 3 KPIs: 1) increasing share of the consumer wallet by expanding company network, 2) digitizing entire platform to become a consumer tech company, and 3) double-digit profit margins.

## Macro & strategy

### ETF review

#### Foreign ETFs buy ITA, DIG and IDC the most

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The FTSE Vietnam ETF will add DXG, DIG, and DGC and not exclude any ticker in the 4Q21. Besides, the MVIS Vietnam Index will add IDC, ITA, VHC, KDH, and VPI and does remove Vietnam stock in this quarterly review.

Based on data as of 10 Dec 2021, we expect that foreign ETFs will sell VRE, HPG, and STB the most with 7.5 million shares, 6.5 million shares and 4.0 million shares. On the buy-side, ITA, DIG, IDC, and VND will be bought heavily with 11.9 million shares, 6.5 million shares, 3.9 million shares, and 3.8 million shares.

The new weights will be effective on 20 Dec 2021.

#### Number of shares expected to buy from FTSE Vietnam ETF and VanEck Vectors Vietnam ETF

(%, shares)

No	Ticker	FTSE			VNM			Total volume change
		Current weighting	New weighting	Volume change	Current weighting	New weighting	Volume change	
1	APH	0.65	0.70	106,095	0.57	0.52	(160,130)	(54,035)
2	BVH	-	-	-	0.66	0.61	(112,907)	(112,907)
3	DGC	-	1.98	1,110,661	0.57	1.33	641,801	1,752,462
4	DIG	-	2.53	6,545,131	1.63	1.64	51,966	6,597,096
5	DPM	-	-	-	0.88	0.70	(651,495)	(651,495)
6	DXG	-	0.70	2,888,395	-	-	-	2,888,395
7	GEX	2.14	2.10	(171,357)	1.42	1.28	(877,869)	(1,049,226)
8	HNG	-	-	-	0.62	0.53	(1,558,992)	(1,558,992)
9	HPG	13.31	8.03	(8,328,782)	5.03	5.77	1,766,774	(6,562,009)
10	HSG	0.99	1.07	153,329	0.75	0.77	46,359	199,688
11	IDC	-	-	-	-	1.43	3,916,422	3,916,422
12	ITA	-	-	-	-	0.66	11,945,026	11,945,026
13	KBC	1.54	1.63	171,487	1.12	1.09	(89,190)	82,296
14	KDC	-	-	-	0.93	0.89	(101,654)	(101,654)
15	KDH	1.86	0.83	(2,125,227)	-	0.58	1,802,784	(322,443)
16	MSN	10.77	11.94	722,105	7.22	7.00	(204,740)	517,365
17	NVL	7.50	7.87	325,598	5.53	5.50	(39,439)	286,159
18	PDR	3.12	2.85	(271,318)	2.13	2.13	(6,102)	(277,420)
19	PLX	1.34	0.30	(1,698,442)	-	-	-	(1,698,442)
20	POW	1.01	1.19	1,267,035	0.89	0.77	(1,240,367)	26,668
21	PVD	0.75	0.82	250,231	-	-	-	250,231
22	PVS	-	-	-	0.62	0.58	(176,512)	(176,512)
23	SAB	-	-	-	1.14	1.07	(55,989)	(55,989)
24	SBT	0.88	1.01	549,310	0.79	0.75	(237,207)	312,103
25	SHS	-	-	-	0.52	0.72	729,827	729,827
26	SSI	4.90	4.97	147,272	3.64	3.39	(825,656)	(678,384)
27	STB	2.14	1.06	(3,662,055)	0.84	0.77	(372,885)	(4,034,940)
28	TCH	0.88	0.97	484,789	0.63	0.62	(71,467)	413,322
29	THD	-	-	-	4.84	4.54	(177,405)	(177,405)
30	VCB	3.88	3.68	(189,406)	4.33	2.40	(2,690,466)	(2,879,873)
31	VCI	1.64	3.00	1,983,712	1.95	1.77	(390,867)	1,592,845

32	VHC	-	-	-	-	0.62	1,463,369	1,463,369
33	VHM	13.84	12.42	(1,580,454)	7.22	8.00	1,305,536	(274,919)
34	VIC	11.44	14.99	3,437,256	8.30	8.00	(437,268)	2,999,987
35	VJC	2.68	1.41	(859,430)	0.94	0.94	(5,064)	(864,493)
36	VND	-	-	-	1.15	2.64	3,876,946	3,876,946
37	VNM	8.27	9.88	1,602,315	6.55	6.50	(74,894)	1,527,422
38	VPI	-	-	-	-	0.57	1,947,258	1,947,258
39	VRE	4.48	2.07	(7,031,018)	1.61	1.50	(499,413)	(7,530,431)

Source: Bloomberg, Fiinpro, KIS

Note: Data as of 10 Dec 2021

**Fundflow 06 – 10 Dec****Outflow is faded****Dang Le**  
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## ▶ Vietnam foreign flow

Foreign demand ticked up and fading the selling pressure. Net buy value was USD16mn.

Foreign demand surged across major sectors, such as Real Estate and Financials. Particularly, VHM, VRE, VIC, SSI, VCI, and CTG attracted the most market demand whilst NVL, KBC, and NLG ended up to be net sold. Besides, Consumer Staples was also net bought thanks to the solid buying activity on DGC. On the contrary, Industrials and Materials were divested the most due to large sell orders on HPG and TCH.

## ▶ South East Asia ETF flow

Outflow across SEA has slowed down. Net outflow was USD1mn. The decrease of outflow was mainly driven by the slowdown of divestment among major countries. Particularly, Indonesia and Malaysia attracted money inflow after experiencing 3 consecutive weeks of outflow. Notably, the negative flow of money across Vietnam has decreased significantly.

The strong divestment across Vietnam has started to be faded. Outflow was USD2mn, 10 times lower than the previous week. Particularly, the slowdown of outflow was mainly driven by the increasing demand on VFMVN30 ETF and Fubon FTSE Vietnam. However, the positive flow among major ETFs was completely faded by the outflow across VanEck Vietnam ETF.

**Event Calendar**▶ **Public offerings**

(VND bn, share, VND)

Date of auction	Ticker	Company	Charter	Offered Shares	Min Bid	Note
31/12/2021	LAS	Lam Thao Fertilizers & Chemicals JSC	1,128.6	21,235,000	27,100	-
30/12/2021	HEJ	Vietnam Hydraulic Engineering Consultants Corp-JSC	44.0	2,156,000	40,300	Whole lot sale
17/12/2021	PTI	Post & Telecommunication Joint Stock Insurance Corp.	804.0	18,225,648	47,310	-

▶ **Event calendar**

Ex-right date	Exercise day	Ticker	Exchange	Right	Rate	Value
14/12/2021	17/01/2022	CTG	HOSE	Cash Dividend	8%	800
14/12/2021	14/12/2021	ILA	UPCOM	Share Issue	9%	
14/12/2021	14/12/2021	KHP	HOSE	Share Issue	3%	
14/12/2021		NDC	UPCOM	Extraordinary General Meeting		
14/12/2021	31/03/2022	SBM	UPCOM	Cash Dividend	5%	500
14/12/2021		VE2	HNX	Annual General Meeting		

14/12/2021	30/12/2021	VSI	HOSE	Cash Dividend	14%	1,400
15/12/2021	24/12/2021	MSN	HOSE	Cash Dividend	3%	250
15/12/2021	28/12/2021	SBD	UPCOM	Cash Dividend	10%	1,000
15/12/2021	14/01/2022	TRC	HOSE	Cash Dividend	10%	1,000
16/12/2021	31/03/2022	DPR	HOSE	Cash Dividend	15%	1,500
16/12/2021	17/06/2022	NTC	UPCOM	Cash Dividend	80%	8,000
16/12/2021	15/06/2022	PHR	HOSE	Cash Dividend	25%	2,500
16/12/2021	06/01/2022	THI	HOSE	Cash Dividend	10%	1,000
16/12/2021		TS3	UPCOM	Extraordinary General Meeting		
16/12/2021		VIG	HNX	Extraordinary General Meeting		
17/12/2021	18/01/2022	API	HNX	Annual General Meeting		
17/12/2021	01/04/2022	BRR	UPCOM	Cash Dividend	5%	450
17/12/2021	14/01/2022	DRC	HOSE	Cash Dividend	5%	500
17/12/2021	12/01/2022	GMX	HNX	Cash Dividend	6%	600
17/12/2021	13/01/2022	TMG	UPCOM	Extraordinary General Meeting		
17/12/2021	30/12/2021	TMG	UPCOM	Cash Dividend	23%	2,300
17/12/2021	14/01/2022	TNS	UPCOM	Extraordinary General Meeting		
17/12/2021	29/12/2021	VCI	HOSE	Cash Dividend	12%	1,200

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- 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.

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- 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.

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