

11 Mar 2022

# Tien Phong Securities (ORS)

## AGM brief: Halfway achieved in the first quarter

On Mar 11, Tien Phong Securities (ORS) held the Annual general meeting. The company presented to us full-year 2021 results as well as the 2022F business plan.

### Momentum growth sustain in 2022F

- In spite of challenges in 2021 and being in restructuring from end-2019, the company achieved solid results. This year was the most profitable year for TPS. In 2022, TPS will expand its operation towards derivatives and issue covered warrants.
- The company sustains the momentum growth in 2022F with guidance of a VND1,981bn (+46% yoy) and PBT of VND500bn (+85% yoy) driven by the all-round growth in key segments. The company shared that 1Q22 PBT is estimated around VND300bn (+158% YoY), equivalent to 60% of 2022 full-year guidance and exceeding full-year 2021 number. It is a surprising book due to better-than-expected incomes.

### Investment banking is continuously the main pillar

- Total bond value consulted by TPS in 2021 reached VND42,910bn (+237% YoY). TPS also ranked second, just below TCBS, in HSX's bond market share. To explain its success, TPS utilized the TPBank ecosystem with a modern and convenient platform that is easy to use for customers.
- Per management, investment banking or bond issuing consultants in specific continue to be the main pillar in the company's strategy in 2022.

### Ambitious demand for funding

- Not out of increasing capital story, TPS will roll out plans to issue shares for existing shareholders with price from VND12,000-15,000/share and private offerings with price from VND15,000-17,000/share. The total issuing value is VND3,000 and charter capital will be lifted to VND5,000bn.
- Additionally, VND3,000bn bond is expected to issue in 2022.

	2017A	2018A	2019A	2020A	2021A
Net Revenue (VND bn)	17.9	20.6	173.4	390.1	1,346.0
chg. (% YoY)		15.3	742.0	125.0	245.0
EBT (VND bn)	(3.0)	(10.7)	50.9	103.7	271.3
Net profit (VND bn)	(3.0)	(10.7)	54.4	89.3	210.7
EPS (VND)	(124.7)	(444.3)	1,359.1	892.7	1,053.4
chg. (% YoY)				(34.3)	18.0
PE (x)			19.1	29.1	24.7
PB (x)	9.1	11.0	3.8	2.7	2.4
ROE (%)	(4.3)	(17.0)	33.1	14.5	13.5
ROA (%)	(0.7)	(4.1)	27.2	7.1	6.1

Source: Fiinpro, Company data, KIS

### Stock Data

VNIndex (11 Mar, pt)	1,467
Stock price (11 Mar, VND)	25,600
Market cap (USD mn)	224
Shares outstanding (mn)	200
52-Week high/low (VND)	34,100/9,281
6M avg. daily turnover (USD mn)	3.64
Free float / Foreign ownership (%)	81.9/1

### Major shareholders (%)

Tien Phong Bank	9.01
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Source: Company data

### Performance

	1M	6M	12M
Absolute (%)	1.0	(4.8)	162.7
Relative to VNIndex (%p)	3.3	(14.5)	137.2

### Stock price trend (Upcom exchange)



Source: Bloomberg

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