

Xin Chao Vietnam

Market movements

	19 Oct	1D	1M	3M	YTD
VNIndex (pt, % chg.)	1,087.85	(1.4)	(11.3)	(7.2)	8.0
Turnover (VND bn)	13,686				
VN30 (pt, % chg.)	1,104.89	(1.8)	(10.5)	(5.4)	9.9

Major indicators

	19 Oct	1D	1W	1M	YTD
1-yr gov't bonds (% bp chg.)	1.92	0.2	0.1	(0.1)	(2.7)
3-yr gov't bonds (% bp chg.)	2.07	0.1	0.2	(0.1)	(2.6)
VND/USD (% chg.)	24,565	0.0	(0.8)	(3.8)	(3.8)
VND/JPY (% chg.)	16,397	0.1	0.6	3.1	9.1
VND/EUR (% chg.)	25,908	(0.1)	0.6	2.4	(2.6)
VND/CNY (% chg.)	3,358	0.0	(0.5)	(2.5)	2.0
	Prev. close	1D	1W	1M	YTD
10-yr US Treasury (% bp chg.)	4.98	0.1	0.6	1.2	1.1
WTI (USD/bbl, % chg.)	87.37	(1.1)	(4.2)	16.0	8.9
Gold (USD/oz, % chg.)	90.38	(1.2)	(4.2)	13.7	5.2

Domestic institutions net buy / sell

Net buy	(VND bn)	Net sell	(VND bn)
FUESSVFL	33.1	STB	(63.2)
KOS	32.4	ACB	(46.3)
MWG	28.8	FIR	(40.8)
VPB	27.9	VCG	(17.7)
CTR	27.5	PVD	(15.3)

Foreign net buy / sell

Net buy	(VND bn)	Net sell	(VND bn)
FPT	80.3	VCI	(67.9)
STB	69.7	VNM	(50.7)
HPG	51.5	VHM	(45.3)
PDR	36.4	SSI	(34.9)
PVD	31.8	MWG	(33.5)

Daily performance by sector

Top five sectors	% chg.	Bottom five sectors	% chg.
Household Products	0.8	F&B	(4.9)
Commercial Services	0.0	Technology	(4.1)
Real Estate	(0.1)	Insurance	(3.8)
Energy	(0.2)	Consumer Durables	(3.1)
Transportation	(0.2)	Pharmaceuticals	(2.8)

WHAT'S NEW TODAY

Market commentary & News

- **Market commentary:** Still "Sliding downhill without brakes"

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	60.8	10.9	1.8	9.1	16.3
2021	304,264	177,159	18.4	9.2	1.5	8.1	16.5

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

Vietnam indicators

	3Q22	4Q22	1Q23	2Q23	2020	2021	2022
Real GDP Growth (% yoy)	13.7	5.9	3.2	4.1	2.9	2.6	8.0
Trade balance (USD bn)	5.8	4.4	4.1	7.4	19.9	4.0	11.2
CPI (% yoy, avg.)	3.3	4.4	4.2	2.4	3.2	1.8	3.2
Credit growth (%)	10.5	12.9	1.6	3.4	12.2	13.0	12.9
VND/USD (avg.)	23,712	23,633	23,471	23,583	23,126	22,790	23,650
US GDP (% qoq)	3.2	2.9	2.0	2.4	(3.4)	5.6	2.1
China GDP (% yoy)	3.9	2.9	4.5	6.3	2.2	8.0	3.0

Source: KIS, Bloomberg

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 GLOBAL DISCLAIMER AT THE END OF THIS REPORT.

Market commentary & News

Market commentary

Still "Sliding downhill without brakes"

Selling pressure was still too strong while demand had almost disappeared, causing the stock market to keep going down deeply with low liquidity. Which, Banking and Brokerage were the most divested sectors during the session. Besides, the first issues of SBV's T-bills had started to mature, with VND10,000bn of T-bills recorded to mature in the previous day.

At the close, the VNIndex lost 1.41% to 1,087 pts while the VN30Index also decreased by 1.84% to close at 1,104 pts. Meanwhile, trading volume reached 599 million shares/ VND13,685bn, down 11%/ 13% respectively, from the average of the last five sessions.

Foreign investors were still net buyers, with more than VND272bn, focusing on FPT, STB, and HPG with net values of VND80bn, VND69bn, and VND51bn, respectively. In contrast, net selling concentrated on VCI, VNM, and VHM with VND67bn, VND50bn, and VND45bn, respectively.

Banking was the worst sector due to VPB (-4.67%), STB (-2.36%), TCB (-1.92%), VCB (-1.63%), ACB (-1.13%), VIB (-1.08%), SHB (-0.96%), TPB (-0.62%), MBB (-0.56%), SSB (-0.40%), and HDB (-0.28%).

Real Estate remained to have a bad situation among DIG (-6.39%), IDC (-4.90%), KBC (-3.19%), PDR (-2.17%), VHM (-1.85%), VIC (-1.37%), NLG (-1.09%), HDG (-1.00%), VRE (-0.38%), VPI (-0.38%), KDH (-0.17%), and SSH (-0.16%).

Brokerage tickers unanimously closed at the flooring prices, including FTS (-6.99%), VCI (-6.93%), CTS (-6.93%), AGR (-6.69%), BSI (-6.32%), VDS (-5.00%), VND (-4.96%), MBS (-4.81%), SSI (-4.60%), SHS (-4.24%), HCM (-3.39%), VIX (-3.03%), TVS (-2.86%), and DSC (-1.11%).

Consumer Staples and Retail tickers were down across the board, typically DGW (-4.11%), MWG (-3.80%), VNM (-3.38%), VHC (-3.03%), MSN (-2.78%), QNS (-2.31%), DBC (-1.98%), VSF (-1.60%), PNJ (-1.43%), FRT (-1.05%), and MCH (-0.52%).

Almost all Oil & Gas shares plummeted to rock in the session despite the recoveries of world oil prices, with PVC (-2.81%), PVS (-2.34%), PSH (-2.25%), BSR (-1.94%), POW (-1.78%), GAS (-1.33%), and PVB (-1.05%).

In addition, the market also recorded DCM (-2.11%), BVH (-1.59%), DGC (-1.43%), HPG (-1.25%), NKG (-1.11%), FPT (-1.08%), DPM (-0.83%), and DHG (-0.35%) close in the red territory.

On the other side, cash flowed into NVL (+1.54%), DXG (+1.29%), CTG (+0.88%), KDC (+0.79%), BID (+0.50%), BCM (+0.32%), and VJC (+0.19%).

The stock market has a 4th consecutive deep loss session by more than 1%, indicating selling pressure is still present. The downside risk is intact as the VNIndex remains to end below the 200-period moving average. Therefore, investors should reduce a portion of stocks in their portfolio to the safety threshold and wait for the next signal.

Event Calendar

► Event calendar

Ex-right date	Exercise day	Ticker	Exchange	Right	Rate	Value (VND bn)
20/10/2023	16/11/2023	ECI	HNX	Extraordinary General Meeting		
20/10/2023	27/10/2023	PNJ	HOSE	Cash Dividend (VND800/share)	8.00%	800
20/10/2023	25/10/2023	UNI	HNX	Record date for ballot		
20/10/2023		TCI	UPCOM	Record date for ballot		

- **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.

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 affected 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 © 2023 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..