

18 Oct 2023

Hoa Phat (HPG)

September 2023 – Export made up for low local sale

Vietnam Steel Association (VSA) released some worthy headlines on the Sep sales of the company. Here are some interesting highlights.

September high export sale signaled year-end recovery

- Total September steel sales volume posted 655,880 tonnes, increased by 9.1% mom and 1.9% yoy.
- Construction steel volume increased to 352,930 tonnes, +11.2% yoy, +15.0% mom. In which, domestic sales volume went up to 262,879 tonnes, increased by 25.9% mom while its export went up by 76.6% yoy.
- The coated steel sales volume (20,970 tonnes) doubled by -5.8% yoy, +75.5% mom while steel pipes sales volume (49,906 tonnes) fell by 36.8% mom, but enlarged by 17.7% mom.
- The steel coil sales volume (HRC) was 234,074 tonnes (+2.6% yoy, -3.0% mom). In which, export volume reduced slightly to 109,142 tonnes in September (-4.1% mom).
- The total September domestic sales volume reached 441,300 tonnes (+14.4% mom, -24.7% yoy) while total export volume was flat compare to August (-0.2% mom, +274% yoy).

9M23 HRC sales volume returned

- The 9M23 total finished-product sale volume only achieved 5,286,365 tonnes, -15.3% yoy. Of which, Only HRC reached parity with 9M22 result (-2.6% yoy) thank to high export surge (+2170% yoy).
- The total 9M23 export volume (1,427,104 tonnes) upped by 25.0% yoy which made up for the lackluster local sales volume of 3,859,261 tonnes decreased by 24.1% yoy.

Rating and recommendation: Maintain HOLD

- Despite September promising export volume, the industry obstacles are not clearly fading and hence, we maintain the HOLD rating. Earnings are under review.

16M rating **HOLD (Maintain)**

16M TP
Up/Downside

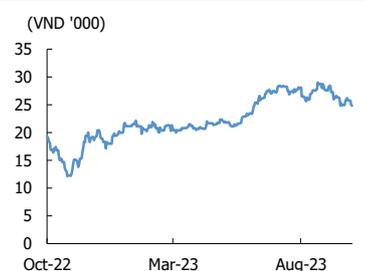
Stock Data

VNIndex (17 Oct, pt)	1,122
Stock price (17 Oct, VND)	24,800
Market cap (USD mn)	5,852
Shares outstanding (mn)	5,815
52-Week high/low (VND)	29,000/12,100
6M avg. daily turnover (USD mn)	25.19
Free float / Foreign ownership (%)	54.3/25.0
Major shareholders (%)	
Tran Dinh Long	26.1

Performance

	1M	6M	16M
Absolute (%)	(10.1)	17.7	30.8
Relative to VNIndex (%p)	(1.6)	10.7	23.9

Stock price trend



Source: Bloomberg

Research Dept

researchdept@kisvn.vn

Table 1. Sales volume growth

(Tonnes)

	Monthly				Accumulated		
	9-2022	9-2023	MoM (%)	YoY (%)	8M2022	8M2023	YoY (%)
Steel Pipes	75,770	47,906	17.7	(36.8)	577,063	487,685	(15.5)
Export	1,110	5,150	141.3	364.0	17,031	22,453	31.8
Domestic	74,660	42,756	10.9	(42.7)	560,032	465,232	(16.9)
Steel Coat	22,266	20,970	75.5	(5.8)	248,057	240,719	(3.0)
Export	5,141	9,907	1808.9	92.7	122,092	109,831	(10.0)
Domestic	17,125	11,063	(3.2)	(35.4)	115,833	130,888	13.0
Constr' Steel	317,430	352,930	15.0	11.2	3,377,668	2,575,057	(23.8)
Export	51,001	90,051	(8.3)	76.6	966,784	489,584	(49.4)
Domestic	266,429	262,879	25.9	(1.3)	2,410,884	2,085,473	(13.5)
Steel Coil	228,204	234,074	(3.0)	2.6	2,036,640	1,982,904	(2.6)
Export	0	109,442	(4.1)	NA	35,473	805,236	2170.0
Domestic	228,204	124,632	(2.0)	(45.4)	2,001,167	1,177,668	(41.2)
Total Steel Volume	643,670	655,880	9.1	1.9	6,239,428	5,286,365	(15.3)
Export	57,252	214,550	(0.2)	274.7	1,141,380	1,427,104	25.0
Domestic	586,418	441,330	14.3	(24.7)	5,087,916	3,859,261	(24.1)

Source: Company, VSA, KIS

Table 2. Production volume growth

(Tonnes)

	Monthly				Accumulated		
	Sep-22	Sep-23	MoM (%)	YoY (%)	9M22	9M23	YoY (%)
Steel Pipes							
Production	72,996	42,775	(10.0)	(41.4)	556,918	466,392	(16.3)
Inventories	0	0	NA	NA			
Steel Coat							
Production	29,218	18,650	0.2	(36.2)	254,327	208,736	(17.9)
Inventories	0	0	NA	NA			
Constr' Steel							
Production	395,794	340,371	(7.2)	(14.0)	3,559,495	2,660,201	(25.3)
Inventories	436,454	404,672	(3.0)	(7.3)			
Steel Coil							
Production	212,275	255,630	1.2	20.4	1,808,263	2,093,989	15.8
Inventories	190,502	141,639	18.0	(25.6)			
Total							
Production	710,283	657,426	(4.1)	(7.4)	6,179,003	5,429,318	(12.1)
Inventories	626,956	546,311	1.7	(12.9)			

Source: Company, VSA, KIS

Company overview & Glossary

Hoa Phat (HPG) is a leading industrial manufacturing group in Vietnam operating in 5 key businesses: Iron & steel; steel sheet & steel pipe; real estate, agriculture and home appliances.

■ **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 18 Oct 2023.

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 18 Oct 2023.

KIS Vietnam Securities Corp. has issued CW with underlying stocks of Hoa Phat (HPG) and is the liquidity provider.

Prepared by: Research Dept

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 © 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..