

September 2021

## HOA PHAT GROUP JSC (HSX: HPG)

### Brighter prospect in the flat steel segment

| (VND bn)    | 2Q-FY21 | 1Q-FY21 | +/- qoq | 2Q-FY20 | +/- yoy  |
|-------------|---------|---------|---------|---------|----------|
| Net revenue | 35,118  | 31,177  | 13%     | 20,422  | 72%      |
| PAT         | 9,721   | 6,978   | 39%     | 2,743   | 254%     |
| EBIT        | 10,692  | 7,562   | 41%     | 3,291   | 225%     |
| EBIT margin | 30.4%   | 24.3%   | 619bps  | 16.1%   | 1,433bps |

Source: HPG, Rong Viet Securities

### 2Q2021: NPAT reached a new record level due to both internal and external factors

- Revenue and NPAT increased by 72% YoY and 254% YoY respectively owing to increasing selling prices and additional HRC capacity from Dung Quat.
- Finished construction steel and HRC prices increased by 57% and 132% YoY respectively. Meanwhile, material prices rose at a slower pace, thus, GPM expanded from 18.1% in 2Q2020 to 32.7%.
- Finished construction steel, HRC and steel pipe volumes came at 983,000 tons (+1% YoY), 667,000 tons, and 191,000 tons (-14% YoY) respectively.

### 2H2021 outlook: Difficulties are short-term, brighter prospects ahead

- HRC segment's gross profit can increase by 45% in the 2H compared to 1H due to increasing selling price and opportunities in foreign markets. This would translate into a gross margin of 45-50%. Demand for HRC from downstream segments is robust as exporting activities to the EU and North America are likely to be positive until 2022.
- The demand for construction steel is forecasted to recover in 4Q. Thus, the selling volume can increase from 0.96 million tons in 3Q to 1.1 million tons in 4Q. In the long run, public investments will be a significant supportive factor to the demand.
- Finished construction steel, HRC, and steel pipe volumes in 2H came at 2.1 million tons (+12.3% YoY), 1.4 million tons (+98% YoY), and 330,000 tons (-30% YoY) respectively.
- We revise down 3Q NPAT from VND 8,400 bn (USD 365 mn) to VND 8,250 (USD 359 mn) to reflect the rising production costs. Besides, we adjust the 4Q NPAT forecast from VND 7,600 bn (USD 330 mn) to VND 9,700 bn (USD 422 mn). Hence, revenue and NPAT in 2H can reach VND 76,800 bn (USD 3.34 bn) and VND 17,900 bn (USD 778 mn), increasing by 49% and 112% YoY, respectively. 2021 revenue and NPAT can reach VND 143,100 bn (USD 6.22 bn) and VND 34,650 bn (USD 1.51 bn), respectively.

### Valuation and recommendation

We revise up our forecasts for NPAT in 2H2021 and 2022 as the steel segment's prospects are becoming better. Decarbonization in the EU and China is changing the steel industry significantly and boosting steel production costs. With less strict environmental requirements, we believe HPG can benefit from this trend until 1H2023. The large differences between HRC prices in Vietnam and other areas, such as the US and Europe, are creating chances for exporting flat steel with higher profit margins. We expect the company to seize these chances from 4Q2021, leading to a higher NPAT forecast. In the construction steel segment, HPG faces short-term difficulties caused by increasing production costs and weak domestic demand in 3Q2021. However, the company can enjoy high growth due to the steel demand recovery after the pandemic and the large investments in infrastructure projects.

Using FCFE, and PER methods, we come up with a fair value of VND **65,700** per share (+11% from our TP in the [Steel industry report](#)). Together with a cash dividend in the next 12 months of VND 1,000/share, **the total return is 31%**, based on the closing price as of September 24th, 2021. Hence, we reiterate our **BUY** recommendation.

**BUY +31%**

|                            |        |
|----------------------------|--------|
| Target price (VND)         | 65,700 |
| Current market price (VND) | 50,800 |

Cash Dividend (VND)\* 1,000

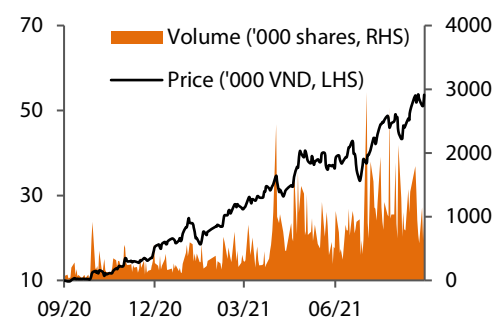
\* Expected in the next 12 months

### Stock Info

|                                    |                 |
|------------------------------------|-----------------|
| Sector                             | Basic Materials |
| Market Cap (VND billion)           | 229,460.9       |
| Current Shares O/S (million)       | 4,472.9         |
| Avg. Daily Volume (in 20 sessions) | 1,921,995       |
| Free float (%)                     | 52              |
| 52-week High                       | 53,800          |
| 52-week Low                        | 9,770           |
| Beta                               | 1.2             |

|                         | FY2020 | TTM   |
|-------------------------|--------|-------|
| EPS                     | 3,813  | 5,614 |
| EPS Growth (%)          | 49.2   | 188.6 |
| Diluted EPS             | 2,824  | 5,614 |
| P/E                     | 6.6    | 9.1   |
| P/B                     | 2.3    | 2.3   |
| EV/EBITDA               | 7.7    | 7.4   |
| Cash dividend yield (%) | 1.2    | 1.0   |
| ROE (%)                 | 22.8   | 39.6  |

### Price performance



### Major Shareholders (%)

|                              |      |
|------------------------------|------|
| Tran Dinh Long               | 26.1 |
| Vu Thi Hien                  | 7.3  |
| Remaining ownership room (%) | 22.6 |

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**Exhibit 1: 2Q/2021 Results**

| (VND Bn)                | 2Q-FY21 | 1Q-FY21 | +/- (qoq) | 2Q-FY20 | +/- (yoy) |
|-------------------------|---------|---------|-----------|---------|-----------|
| Net revenue             | 35,118  | 31,177  | 12.6%     | 20,422  | 72.0%     |
| Gross profit            | 11,477  | 8,183   | 40.3%     | 3,706   | 209.7%    |
| SG&A                    | 785     | 621     | 26.5%     | 415     | 89.3%     |
| Operating income        | 10,692  | 7,562   | 41.4%     | 3,291   | 224.9%    |
| EBITDA                  | 12,203  | 9,017   | 35.3%     | 4,430   | 175.5%    |
| EBIT                    | 10,692  | 7,562   | 41.4%     | 3,291   | 224.9%    |
| Financial expenses      | 821     | 768     | 7.0%      | 621     | 32.2%     |
| - Interest expenses     | 600     | 622     | -3.5%     | 523     | 14.6%     |
| Dep. and amortization   | 1,510   | 1,455   | 3.8%      | 1,139   | 32.6%     |
| Non-recurring items (*) |         |         |           |         |           |
| Extraordinary items (*) |         |         |           |         |           |
| PBT                     | 10,349  | 7,690   | 34.6%     | 3,096   | 234.3%    |
| PAT                     | 9,721   | 6,978   | 39.3%     | 2,743   | 254.4%    |
| (*) Adjusted PAT        | 9,721   | 6,978   | 39.3%     | 2,743   | 254.4%    |

Source: HPG, Rong Viet Securities

**Exhibit 2: 2Q/2021 Performance Analysis**

|                                 | 2Q-FY21 | 1Q-FY21 | +/- (qoq) | 2Q-FY20 | +/- (yoy) |
|---------------------------------|---------|---------|-----------|---------|-----------|
| <b>Profitability Ratios (%)</b> |         |         |           |         |           |
| Gross Margin                    | 32.7%   | 26.2%   | 643bps    | 18.1%   | 1,454bps  |
| EBITDA Margin                   | 34.7%   | 28.9%   | 582bps    | 21.7%   | 1,306bps  |
| EBIT Margin                     | 30.4%   | 24.3%   | 619bps    | 16.1%   | 1,433bps  |
| Net Margin                      | 27.7%   | 22.4%   | 530bps    | 13.4%   | 1,425bps  |
| Adjusted Net Margin             | 27.7%   | 22.4%   | 530bps    | 13.4%   | 1,425bps  |
| <b>Turnover *(x)</b>            |         |         |           |         |           |
| -Inventories                    | 2.8     | 3.4     | -0.6)     | 3.3     | -0.5      |
| -Receivables                    | 16.9    | 16.8    | 0.1       | 17.7    | -0.8      |
| -Payables                       | 4.6     | 6.7     | -2.1      | 7.1     | -2.6      |
| <b>Leverage (%)</b>             |         |         |           |         |           |
| Total Debt/ Equity              | 116.0%  | 109.9%  | 613bps    | 114.2%  | 177bps    |

Source: HPG, Rong Viet Securities. (\*) annualized

**Exhibit 3: 3Q/2021 Forecast**

| (VND Bn)     | 3Q-FY21 | +/-qoq | +/-yoy |
|--------------|---------|--------|--------|
| Revenue      | 34,784  | -1%    | 41%    |
| Gross profit | 9,368   | -18%   | 81%    |
| EBIT         | 8,960   | -16%   | 90%    |
| NPAT         | 8,248   | -15%   | 119%   |

Source: Rong Viet Securities

- We expect revenue to increase by 40% YoY due to both higher selling volume and surging steel prices.

- HRC's selling volume is likely to increase significantly YoY as the 3rd blast furnace will run fully in 3Q2021 compared to only one month last year. Meanwhile, finished construction volume can decrease by 12% YoY in 3Q 2021.

- Steel production costs will increase by 10% QoQ in 3Q due to higher iron ore and coking coal prices. We forecast that gross margin of the HRC segment can be stable at 39% in 3Q owing to the higher selling price. Meanwhile, finished construction steel's GPM could decrease due to stable selling prices.

## Update

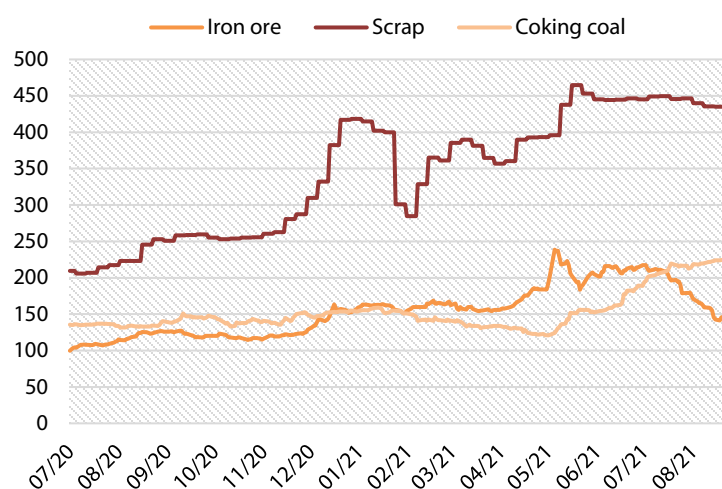
**Business results were impressive as new factories met favorable market conditions.** Revenue and NPAT in 2Q 2021 surged by 72% and 254% YoY to reach VND 35,118 bn (USD 1,527 mn) and VND 9,721 bn (USD 423 mn), respectively. In 1H, the company has fulfilled 55% of the revenue target and 95% of the NPAT target. The third and fourth mills in the Dung Quat plant came into operation in 3Q2020 and 1Q2021 respectively and enjoyed high HRC prices and strong downstream demand, especially from the coated steel segment. HPG's gross margin improved from 18.1% in 2Q2020 to 32.7% in 2Q2021 mainly due to increasing steel prices and increasing HRC volume:

- In Q2 2021, quarterly HRC and finished construction steel prices rose by 26% and 10% QoQ to reach USD 870/ton and USD 700/ton respectively. Meanwhile, iron ore and coking coal prices increased by 13.6% and 2.0% QoQ respectively, boosting billet production cost to rise by roughly 10% QoQ, which was a slower pace compared to HRC prices. Hence, HRC's gross margin reached 39% and construction steel's gross margin was 24% in 2Q.
- The selling volume of HRC, which has high profitability, increased significantly from zero to 667,000 tons. Besides, HPG sold 983,000 tons of finished construction steel, growing by 26% YoY.

**Steel production costs are rising in 3Q but could decrease in the following quarters due to the lower iron ore price.** We estimate billet production costs to increase from roughly USD 500/ton in 2Q to USD 556/ton in 3Q before decreasing to USD 525/ton in 4Q, given that:

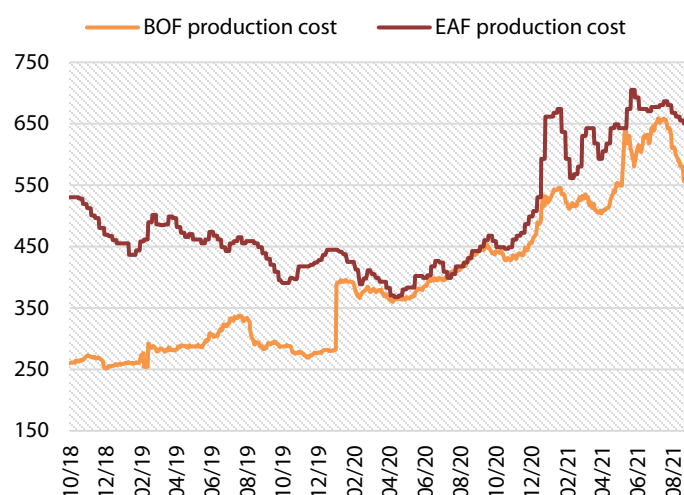
- The price of iron ore, accounting for roughly 48% of billet production costs in last twelve months, increased from USD 155/ton in April to USD 215 USD in June, before decreasing to USD 145/ton in August. We expect this price to still decrease to USD 110/ton in 1Q2022 because of the weak demand in China, caused by tightening supply measures and slow construction activities in the cold season. China plans to hold its crude steel output in 2021 flat to the 2020 levels, which means production volume must be cut in 2H after increasing by 13% YoY in 1H. Iron ore's future prices for delivery in January 2022 are only USD 110/ton.
- The price of coking coal, accounting for roughly 22% of billet production cost in last twelve months, has risen sharply from the bottom of USD 120/ton in May to USD 225/ton in August and above USD 300 in September 2021. We believe Australia's coking coal surged due to short-term disruption in the supply-side caused by bad weather and a spreading Covid-19 outbreak in Australia. For the long-term, we expect the supply will recover and coking coal can decrease from USD 300/ton to USD 220/ton in late-2022.

**Figure 1: Material prices (USD/ton)**



Source: Bloomberg, Rong Viet Securities

**Figure 2: Liquid steel production cost (USD/ton)**



Source: Rong Viet Securities

**Flat steel segment: HPG is one of the most profitable company due to worldwide trends.**

**Decarbonization in the EU and China is changing the steel industry and leading to higher production costs.** Manufacturers in Europe are having difficulties to compete as carbon emissions trading came into operation. With a carbon price of USD 60/ton, production costs in the EU will be 110 USD/ton higher than that in Vietnam and India due to the cost of purchasing emission rights as every ton of steel produced

by BOF emits 1.85 tons of CO<sub>2</sub> (WSA). Steel producers in the EU have built several alternative “green” production routes to replace BOFs, which will result in higher production costs. China is also forcing BOF to use more scrap and replace old-fashioned blast furnaces with eco-friendly mills. Using more scrap will lead to higher production costs as scrap price is roughly 90% higher than iron ore price for the same amount of iron content.

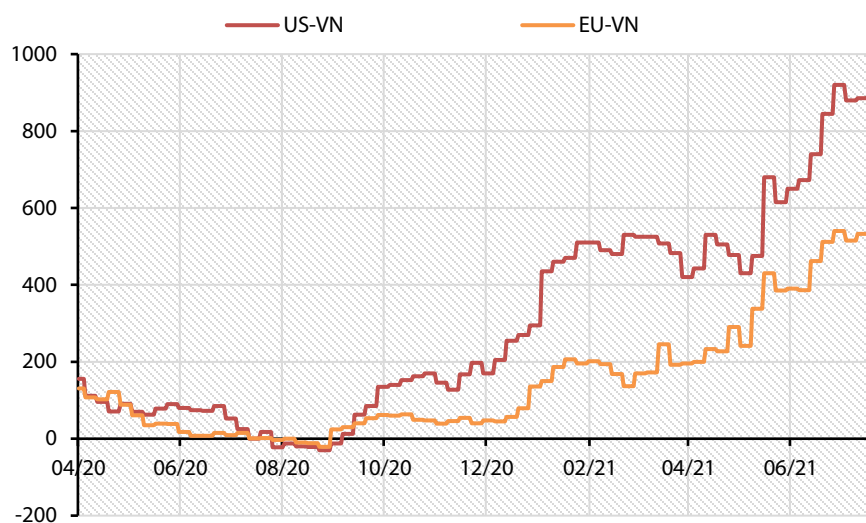
The ban on Australia’s coking coal has been leading to higher prices in China, harming Chinese steel producers’ competitiveness. In 8M2021, coking coal CFR China prices were USD 100-140/ton higher than FOB Australia prices. Assuming a ton of steel uses roughly 0.75 tons of coking coal and freight of USD 15/ton, steel production cost in China can be USD 65-95/ton higher than in Vietnam due to coking coal price.

These trends can boost steel prices in next years and manufacturers who have less-strict environmental requirements will benefit, including HPG. However, the differences in environmental requirements between countries can be removed partially if mechanisms such as carbon border are applied in late-2023.

**The company can seize opportunities from foreign HRC markets in 4Q and 2022.** HRC prices have been diverging between areas. The price in the US reached USD 2,100/ton ex-work, while the price in Vietnam is only USD 900/ton. With US’s imported tax of 25% and transportation cost of USD 200/ton, HPG’s selling price of USD 900/ton in the domestic market is equivalent to a price of USD 1,350/ton DDP US. Several HRC producers in Vietnam have offered products with competitive prices of USD 1,550-1,650/ton DDP to the US market. We expect that HPG can sell roughly 20% of HRC production volume to the US in 4Q with an average DDP price of USD 1,565 /ton (equivalent FOB price of 1,035/ton) higher compared to HPG’s price of USD 880-890/ton in the domestic market.

For 2022, owing to high export prices, we revise up HRC prices and the gross margin forecast in our [Steel industry report](#). Accordingly, we adjust HRC selling price forecast from USD 764/ton to USD 790/ton, and the gross margin forecast from 31% to 35%.

**Figure 3: HRC price differences between US, EU, and Vietnam (USD/ton)**



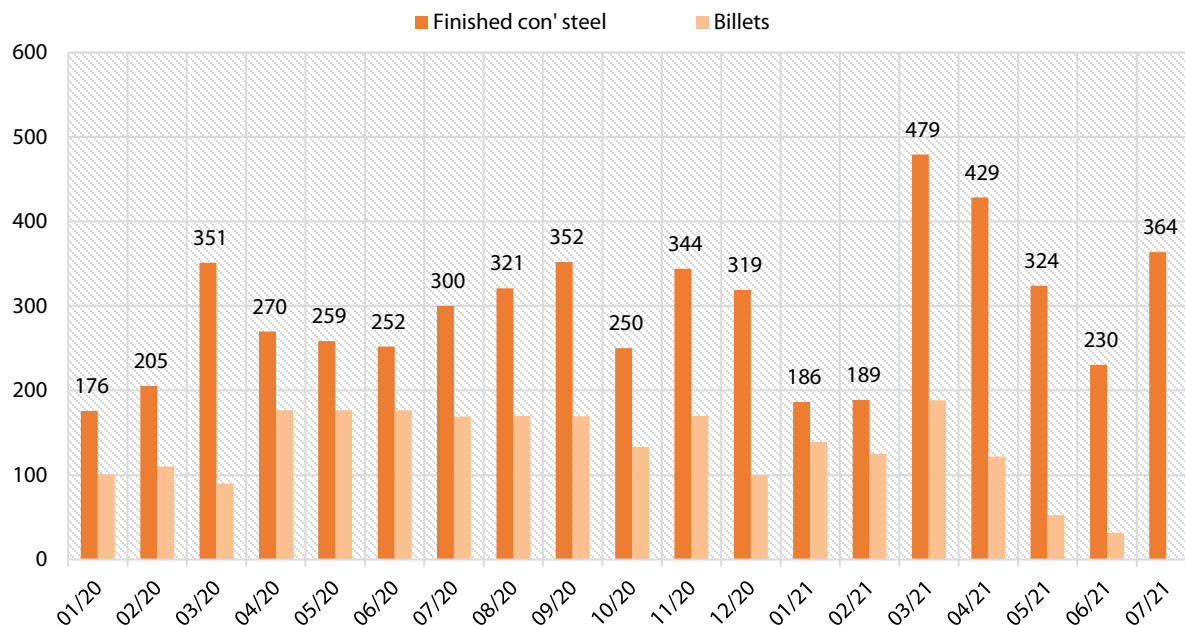
Source: Bloomberg, Rong Viet Securities

**Because of high demand from the EU, HPG can maintain its high coated steel export volume and HRC selling volume.** We believe that coated steel export volume to Europe will be robust until 2022 owing to favorable trade policies and increasing demand. Firstly, Vietnam has advantages against Turkey, South Korea, and India because of the EU’s trade policies. South Korea and India, which are Vietnam’s main competitors, are imposed specific quotas of only 170,000 tons/year and 210,000 tons/year respectively. Meanwhile, Turkey’s HRC was imposed an anti-dumping tax of 4.7%-7.3% by the EU since April 2021, thus, weakening its competitiveness. Regarding Vietnam, the EU’s metallic coated sheet (4A) import quota for its group will be roughly two million tons/year in the next three years. In 1H2021, Vietnam exported roughly 300,000 tons of metallic coated sheets, mainly hot-dipped galvanized sheets. Hence, there is room for Vietnam’s coated steel producers to export more. Regarding demand, EU’s steel consumption is forecasted by WSA to grow by 10.2% YoY in 2021 and 4.8% in 2022 owing to recovering demand after the pandemic.

### Construction steel segment: Facing short-term difficulties but bright prospects in the long run.

**Weak construction steel demand and increasing production costs could harm both selling volume and gross margin in 3Q.** Although finished construction steel selling volume recovered to 364,000 tons in July, we expect that the demand is still weak in August and September. Directive-16 has been applied to control the pandemic in most of the Southern provinces, Da Nang City and Ha Noi City. Hence, many construction projects have been postponed, leading to weak demand for construction steel. Coupled with increasing production cost, we expect that the construction steel segment will be hit in 3Q. In details, selling volume is forecasted to decrease by 14% QoQ to roughly one million tons in 3Q while the gross margin is likely to decrease from roughly 24% in 2Q to 16% in 3Q.

**Figure 4: Construction steel selling volume (thousand tons)**



Source: HPG, Rong Viet Securities

### The demand for construction steel can recover after the reopening in 4Q and grow at a higher pace in the next few years owing to public infrastructure investments.

Ho Chi Minh City and several key Southern provinces such as Dong Nai, Binh Duong, could ease social distancing from 15 September. Accordingly, construction activities would recover and support the steel demand. We forecast that HPG can sell 960,000 tons of construction steel, including finished products and billets, in 3Q, and 1.1 million tons in 4Q.

In the longer term, public infrastructure can be the supportive factor for steel demand. According to the medium-term public investment plan for the 2021-2025 period approved by National Assembly, transport projects are the top priority. Total spending for transport projects reached VND 570.4 trillion (USD 24.8 bn), accounting for 42.3% of the central budget. The central budget expenditure plan for highway projects and key projects (such as the North-South expressway) will reach VND 183.25 trillion (USD 7.9 bn). Besides, after the pandemic, public investment can be boosted to support the economy's growth. We expect that HPG's finished construction steel selling volume can grow by 17% YoY from 3.7 million tons in 2021 to 4.3 million tons in 2022.

Finished construction steel's gross margin can recover from 16% in 3Q to 19% in 4Q and roughly 22% in 2022. The main reason is that while iron prices can fall sharply YoY, we expect steel prices can decrease at a slower pace. We forecast that steel demand can grow in Vietnam, supported by recovering construction and manufacturing activities. Besides, steel oversupply in China tends to decrease, supporting steel prices.

## Forecast

We revise up our 2021 NPAT forecast from VND 32,700 bn (USD mn) to VND 34,650 bn (USD 1.51 bn). This is mainly because we increase the HRC segment's expected gross margin in 4Q to 37.7% (from 35.2% in the [Steel industry report](#) published in August 2021), caused by higher selling price and lower iron ore price.

**Table 1: 2H2021 and 2022 forecast**

|                             | Unit          | 1H2021E       | 2H2021F       | 2021F          | 2022F          | YoY         |
|-----------------------------|---------------|---------------|---------------|----------------|----------------|-------------|
| <b>Revenue</b>              | <b>VND bn</b> | <b>66,295</b> | <b>76,796</b> | <b>143,091</b> | <b>150,839</b> | <b>5.4%</b> |
| <b>Selling volume</b>       |               |               |               |                |                |             |
| HRC                         | Tons          | 1,332,139     | 1,386,017     | 2,718,156      | 3,100,190      | 14.1%       |
| Finished construction steel | Tons          | 1,837,584     | 1,859,938     | 3,697,522      | 4,315,000      | 16.7%       |
| Billets                     | Tons          | 658,515       | 257,609       | 916,124        | 500,000        | -45.4%      |
| Steel pipes                 | Tons          | 374,881       | 317,180       | 692,061        | 837,039        | 20.9%       |
| Coated steel                | Tons          | 159,955       | 190,375       | 350,330        | 400,000        | 14.2%       |
| <b>Gross profit</b>         | <b>VND bn</b> | <b>19,660</b> | <b>20,766</b> | <b>40,427</b>  | <b>41,948</b>  | <b>3.8%</b> |
| HRC                         | VND bn        | 8,184         | 11,849        | 20,033         | 19,879         | -0.8%       |
| Finished construction steel | VND bn        | 7,454         | 5,820         | 13,274         | 16,182         | 21.9%       |
| Billets                     | VND bn        | 1,497         | 340           | 1,837          | 729            | -60.3%      |
| Steel pipes                 | VND bn        | 1,023         | 856           | 1,879          | 1,554          | -17.3%      |
| Coated steel                | VND bn        | 591           | 665           | 1,256          | 1,511          | 20.3%       |
| Others                      | VND bn        | 911           | 1,237         | 2,148          | 2,092          | -2.6%       |
| <b>NPAT</b>                 | <b>VND bn</b> | <b>16,751</b> | <b>17,895</b> | <b>34,646</b>  | <b>35,670</b>  | <b>3.0%</b> |

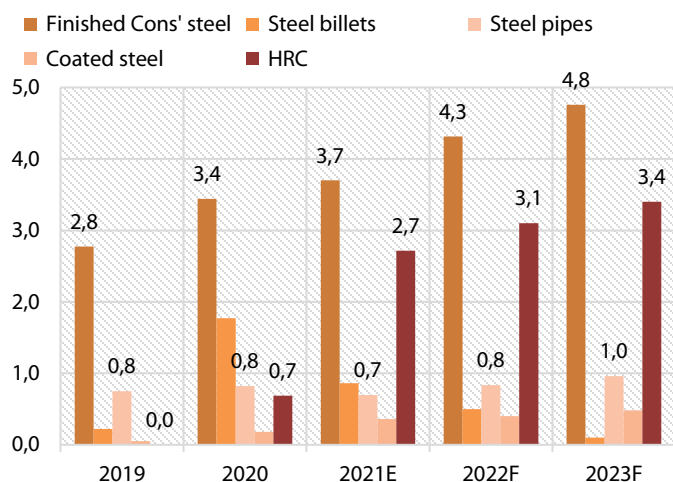
Source: Rong Viet Securities

**Table 2: HPG's material and steel price assumptions (USD/ton)**

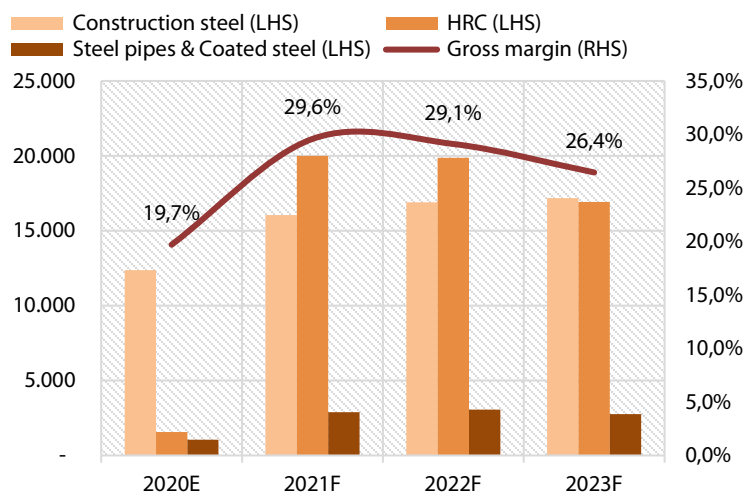
|                                    | 1Q2021 | 2Q2021 | 3Q2021F | 4Q2021F | 2022 | Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|------------------------------------|--------|--------|---------|---------|------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Iron ore</b>                    | 141    | 161    | 182     | 135     | 122  | We expect iron ore price will decrease to roughly USD 110/ton in late-2021 due to China's attempts to cut steel production volume in 2H2021.                                                                                                                                                                                                                                                                                                                                               |
| <b>Coking coal</b>                 | 150    | 151    | 177     | 245     | 268  | We believe Australia's coking coal surged due to short-term disruption in the supply-side caused by bad weather and a spreading Covid-19 outbreak. For the long-term, we expect the supply will recover fast and coking coal can decrease from USD 300/ton to USD 220/ton in late-2022.                                                                                                                                                                                                    |
| <b>HRC</b>                         | 670    | 870    | 957     | 920     | 790  | We expect HRC price will decreasing steadily in the Vietnam market to roughly USD 880/ton on 4Q, but the export price can reach USD 1,050/ton (FOB term).<br>For 2022, as iron prices can fall strongly YoY, we expect HRC prices can decrease, but at a slower pace. This is because we forecast that steel demand can grow in Vietnam, supported by recovering construction and manufacturing activities. Besides, steel oversupply in China tends to decrease, supporting steel prices. |
| <b>Finished construction steel</b> | 638    | 704    | 700     | 700     | 658  | Construction steel prices are expected to be stable in 4Q due to demand recovery and high production costs. For 2022, the price can decrease slightly by 5% YoY due to lower production costs.                                                                                                                                                                                                                                                                                             |

Source: Rong Viet Securities

For 2022, we forecast that HPG's NPAT can reach VND 35,670 bn (USD 1.55 bn), increasing by roughly 3.0% YoY. The steel segment will contribute roughly 96% to total gross profit, while other segments will play minor roles. The real estate segment can earn revenue of VND 2,500 bn (USD 109 mn) in 2022 mainly from projects in the North, such as Yen My II Industrial Park – Expansion phase, Hoa Mac Industrial Park. Real estate projects in Can Tho are still in the planning stage and they may take two-three years to be completed. The container factory can run commercially in 3Q2022, but we estimate the contribution to NPAT will be insignificant.

**Figure 5: Sales volume forecast (thousand tons)**


Source: HPG, Rong Viet Securities

**Figure 6: Steel segment's GPM and gross profit, by product (VND bn (USD mn))**


Source: Rong Viet Securities

**Dung Quat plant – Phase II will take time to contribute a significant portion to NPAT.** The company plans to build new factories in early 2022 and take roughly 1.5 years to complete. We forecast new factories can provide roughly one million of steel in 2023. For 2025, we expect Dung Quat plant – Phase II can produce 2.8 million tons of steel in 2025 and contribute roughly 26% to the steel segment's gross profit.

### Valuation

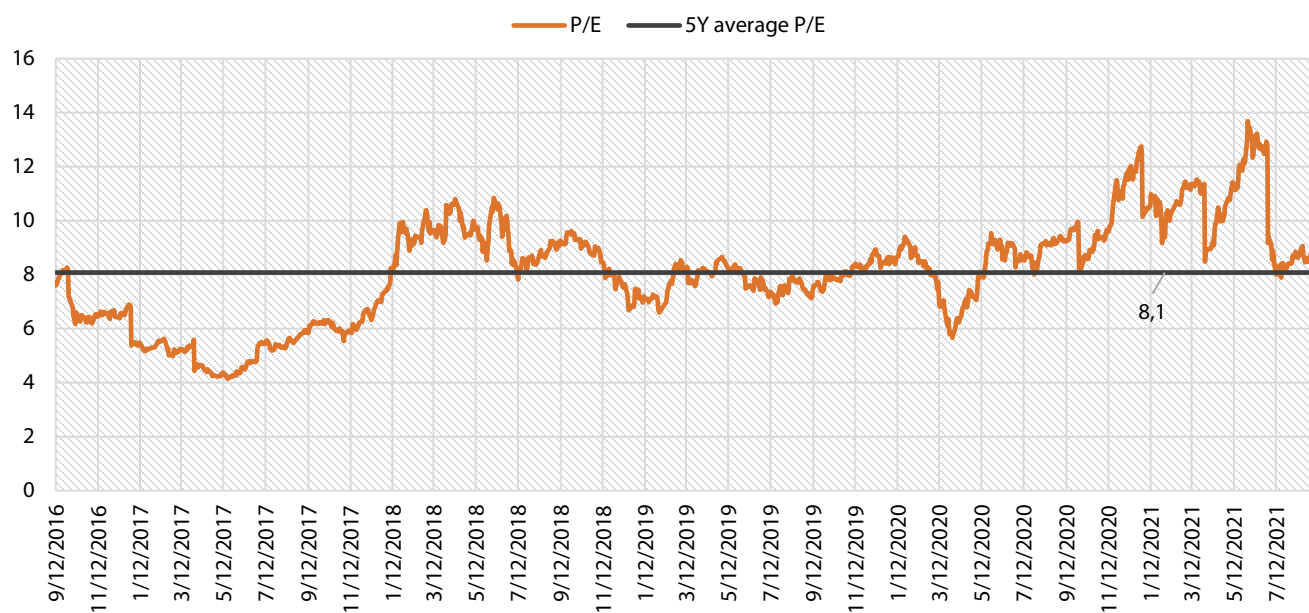
We use two methods to evaluate the stock: FCFF and PE. In the FCFF method, we apply a WACC of 10.9% and exit EV/EBITDA of 6.7x and come up with a target price of VND 65,400/share. We apply a P/E ratio of 9.0x, which is 12% higher than the 5-year average level, because the growth prospect for next years is positive, especially when the Dung Quat plant – Expansion phase can run commercially in late-2023. The target price based on the P/E method is VND 65,900/share. Hence, our fair value comes at **VND 65,700 value per share**, implying a **total return of 31%** as of the closing price on **September 24th, 2021**.

**Table 3: HPG valuation**

| Method                    | Weight | Price  | Contribution  |
|---------------------------|--------|--------|---------------|
| FCFF                      | 50%    | 65,400 | 32,700        |
| P/E (9.0x)                | 50%    | 65,900 | 32,950        |
| <b>Target price</b>       |        |        | <b>65,700</b> |
| Current market price      |        |        | 50,800        |
| Cash Dividend             |        |        | 1,000         |
| <b>Total stock return</b> |        |        | <b>31%</b>    |

Source: Rong Viet Securities

**Figure 7: Historical P/E ratio**



Source: Bloomberg, Rong Viet Securities

|                         | VND Billion   |               |               |               |
|-------------------------|---------------|---------------|---------------|---------------|
| <b>INCOME STATEMENT</b> | <b>2019</b>   | <b>2020</b>   | <b>2021E</b>  | <b>2022F</b>  |
| <b>Revenue</b>          | 63,658        | 90,119        | 143,092       | 150,839       |
| COGS                    | 52,473        | 71,214        | 102,665       | 108,891       |
| <b>Gross profit</b>     | <b>11,185</b> | <b>18,905</b> | <b>40,427</b> | <b>41,948</b> |
| Selling expenses        | 873           | 1,094         | 1,709         | 1,928         |
| G&A expenses            | 569           | 690           | 1,356         | 1,443         |
| Financial income        | 471           | 991           | 2,311         | 1,929         |
| Financial expenses      | 1,182         | 2,824         | 2,851         | 2,756         |
| Other income/loss       | 66            | 66            | 66            | 66            |
| Gain/(loss) from JVs    | -1            | 2             | 2             | 2             |
| <b>PBT</b>              | <b>9,097</b>  | <b>15,355</b> | <b>36,889</b> | <b>37,817</b> |
| Tax expense             | 1,518         | 1,849         | 2,172         | 2,072         |
| Minority interests      | 71            | 67            | 71            | 74            |
| <b>PAT</b>              | <b>7,508</b>  | <b>13,439</b> | <b>34,646</b> | <b>35,670</b> |
| EBIT                    | 9,743         | 17,120        | 37,361        | 38,577        |

|                              | %           |             |              |              |
|------------------------------|-------------|-------------|--------------|--------------|
| <b>FINANCIAL RATIO</b>       | <b>2019</b> | <b>2020</b> | <b>2021E</b> | <b>2022F</b> |
| <b>Growth (%)</b>            |             |             |              |              |
| Revenue                      | 14.0        | 41.6        | 58.8         | 5.4          |
| Operating Income             | -3.5        | 77.0        | 99.6         | 2.6          |
| EBITDA                       | -7.6        | 75.7        | 118.2        | 3.3          |
| PAT                          | -12.4       | 79.0        | 157.8        | 3.0          |
| Total Assets                 | 29.5        | 29.2        | 11.1         | 26.0         |
| Equity                       | 17.6        | 24.1        | 72.0         | 24.2         |
| <b>Profitability (%)</b>     |             |             |              |              |
| Gross margin                 | 17.6        | 21.0        | 28.3         | 27.8         |
| EBITDA margin                | 19.4        | 24.3        | 30.6         | 29.8         |
| EBIT margin                  | 15.3        | 19.0        | 26.1         | 25.6         |
| Net margin                   | 11.8        | 14.9        | 24.2         | 23.6         |
| ROA                          | 7.4         | 10.3        | 23.9         | 19.5         |
| ROE                          | 15.8        | 22.8        | 34.1         | 28.3         |
| <b>Efficiency</b>            |             |             |              | (times)      |
| Receivable Turnover          | 17.8        | 14.7        | 15.9         | 13.3         |
| Inventory Turnover           | 2.7         | 2.7         | 3.1          | 3.1          |
| Payable Turnover             | 5.6         | 5.1         | 6.1          | 6.1          |
| <b>Liquidity</b>             |             |             |              | (times)      |
| Current                      | 1.2         | 1.1         | 2.8          | 3.6          |
| Quick                        | 0.4         | 0.6         | 1.6          | 2.0          |
| <b>Finance Structure (%)</b> |             |             |              |              |
| Total Debt/Equity            | 77.1        | 91.7        | 20.7         | 27.3         |
| Current Debt/Equity          | 35.4        | 62.3        | 10.5         | 3.3          |
| Long-term Debt/Equity        | 41.7        | 29.4        | 10.2         | 23.9         |

|                               | VND Billion    |                |                |                |
|-------------------------------|----------------|----------------|----------------|----------------|
| <b>BALANCE SHEET</b>          | <b>2019</b>    | <b>2020</b>    | <b>2021E</b>   | <b>2022F</b>   |
| Cash and cash equivalents     | 4,565          | 13,001         | 21,568         | 17,942         |
| Short-term investments        | 1,374          | 8,822          | 10,587         | 11,645         |
| Accounts receivable           | 3,575          | 6,125          | 8,971          | 11,344         |
| Inventories                   | 19,412         | 26,287         | 32,725         | 34,819         |
| Other current assets          | 1,546          | 2,566          | 3,079          | 3,694          |
| Property, plant & equipment   | 68,242         | 71,201         | 65,219         | 100,027        |
| Acquired intangible assets    | 331            | 297            | 282            | 269            |
| Long-term investments         | 26             | 171            | 173            | 175            |
| Other non-current assets      | 1,971          | 2,124          | 2,464          | 2,858          |
| <b>Total assets</b>           | <b>101,041</b> | <b>130,593</b> | <b>145,068</b> | <b>182,773</b> |
| Accounts payable              | 9,340          | 14,043         | 16,957         | 17,986         |
| Short-term borrowings         | 16,838         | 36,798         | 10,617         | 4,205          |
| Long-term borrowings          | 19,842         | 17,343         | 10,406         | 30,177         |
| Other non-current liabilities | 7,163          | 2,973          | 2,379          | 951            |
| Bonus and Welfare fund        | 820            | 1,133          | 2,922          | 3,008          |
| Technology-science, dev. fund | 0              | 0              | 0              | 0              |
| <b>Total liabilities</b>      | <b>54,003</b>  | <b>72,292</b>  | <b>43,281</b>  | <b>56,327</b>  |
| Common stock and APIC         | 30,822         | 36,344         | 47,932         | 47,932         |
| Treasury stock (enter as -)   | 0              | 0              | 0              | 0              |
| Retained earnings             | 15,858         | 21,783         | 52,693         | 77,277         |
| Other comprehensive income    | 1              | 6              | 6              | 6              |
| Inv. and Dev. Fund            | 924            | 929            | 929            | 929            |
| <b>Total equity</b>           | <b>47,605</b>  | <b>59,062</b>  | <b>101,559</b> | <b>126,143</b> |
| <b>Minority Interest</b>      | <b>183</b>     | <b>158</b>     | <b>229</b>     | <b>303</b>     |

| <b>VALUATION RATIO</b> | <b>2019</b> | <b>2020</b> | <b>2021E</b> | <b>2022F</b> |
|------------------------|-------------|-------------|--------------|--------------|
| EPS (dong)             | 2,556       | 3,813       | 7,281        | 7,496        |
| P/E (x)                | 8.6         | 6.6         | 7.1          | 6.9          |
| BV (dong)              | 10,643      | 13,204      | 22,705       | 28,201       |
| P/B (x)                | 1.4         | 2.3         | 2.3          | 1.8          |
| DPS (dong/cp)          | 0           | 500         | 1000         | 2000         |
| Dividend yield (%)     | 0.0         | 1.2         | 1.9          | 3.9          |

| <b>VALUATION MODEL</b> | <b>Price</b> | <b>Weight</b> | <b>Average</b> |
|------------------------|--------------|---------------|----------------|
| FCFF                   | 65,400       | 50%           | 32,700         |
| PE                     | 65,900       | 50%           | 32,950         |

**Target price** **65,700**

| <b>VALUATION HISTORY</b> | <b>Price</b> | <b>Recommendation</b> | <b>Period</b> |
|--------------------------|--------------|-----------------------|---------------|
| 27/11/2020               | 33,600       | NEUTRAL               | Short-term    |
| 27/12/2020               | 46,200       | BUY                   | Intermediate  |
| 31/03/2021               | 55,200       | BUY                   | Intermediate  |

## RESULT UPDATE

This report is created for the purpose of providing investors with an insight into the discussed company that may assist them in the decision-making process. The report comprises analyses and projections that are based on the most up-to-date information with the objective that is to determine the reasonable value of the stock at the time such analyses are performed. Through this report, we strive to convey the complete assessment and opinions of the analyst relevant to the discussed company. To send us feedbacks and/or receive more information, investors may contact the assigned analyst or our client support department.

## RATING GUIDANCE

| Ratings                                              | BUY  | ACCUMULATE | REDUCE      | SELL  |
|------------------------------------------------------|------|------------|-------------|-------|
| Total Return including Dividends in 12-month horizon | >20% | 5% to 20%  | -20% to -5% | <-20% |

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