October, 2016

Binh Dien Fertilizer JSC (BFC – HSX)

Solid Position in Vietnam's NPK Fertilizer Industry

- **Fertilizer Prospects: Technology and Product Quality Renovation**
- **BFC: A solid position in Vietnam's NPK fertilizer industry**
- **Expanding to the northern and foreign markets**

Outlook and Valuation

Binh Dien Fertilizer, which owns the well-known brand "Dau Trau", is the leading domestic firm in producing and distributing NPK products. With well-established history, the company has built a strong and efficient distribution network nationwide and regionwide. In the short term, the following two factors can be considered potential growth drivers for BFC's business results: (1) improving its gross profit margin thanks to the decline in input prices (2) preferred tax rates in its Binh Dien – Ninh Binh Plant. In the long run, penetrating the northern and foreign markets has the potential to be a major breakthrough for BFC in the coming years. The biggest risks for BFC's growth are climate change and higher competition in the NPK segment, where many domestic key players (PVFCCo, Lam Thao fertilizer) have expanded. This will result in unfavourable influences on BFC's sales activities while Binh Dien – Ninh Binh plant increases its operating capacity.

*With a high and stable cash dividend payment, BFC would be an attractive investment for value investors, compared to other listed fertilizer companies. We expect that BFC could pay 30% (par value) dividend in cash for 2016 if the company achieves our 2016 earnings forecast (VND274 billion). In Q4 2016, the company intends to make the first advance payment for 2016 with VND 2,000 cash dividend per share (2016 dividend plan of VND2,000). Moreover, the company's earnings growth is expected to grow after it increases the capacity of its Binh Dien-Ninh Binh plant in 2017. Using the DCF and P/E valuation methods, the fair value of BFC is estimated to be at VND43,000 per share, 30% higher than the closing price on 26th October, 2016. Therefore, we recommend investors to "**BUY**" this stock in "**LONG TERM**" horizon.*

Key Financials

Y/E Dec (VND bn)	FY2015	H12016	FY2016E	FY2017F
Net Revenue	6,038	3,030	6,224	6,880
% chg	-5%	-2%	3.4%	10.2%
PAT	229	129	274	297
% chg	-0.1%	23.2%	19.7%	8.5%
PAT margin (%)	3.8%	4.3%	4.4%	4.3%
ROA (%)	6.4%		7.6%	7.8%
ROE (%)	25.4%		24.9%	26.1%
EPS (VND)*	4,326		5,010	4,682
Adjusted EPS (VND)	3,605		4,316	4,682
Book value (VND)	18,934		19,262	19,944
Cash dividend (VND)	3,000		3,000	4,000
P/E forward (x)	5.4		6.6	7.0
P/B forward (x)	0.9		1.7	1.7

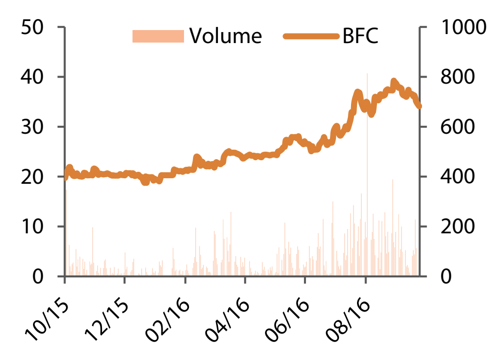
*Sources: BFC, RongViet Research estimated. * Accounting for welfare provision expense (10% of NPAT) and computed based on total share number as of October 26th, 2016.*

BUY

CMP (VND)	33,000
Target Price (VND)	43,000
Investment Period	**Long-term**

Stock Info

Sector	Chemicals
Market Cap (VND) bn)	1,915
Current Shares O/S	57,168
Beta	0.48
Free float (%)	31.5
52 weeks High	39,200
52 weeks Low	18,748
Avg. Daily Volume (in 20 sessions)	128,221



Source: Bloomberg

Performance (%)

	3M	1Y	3Y
BFC	24	70	N/a
Chemicals	-3	5	N/a
VN30 Index	2	4	16
VN Index	4	12	36

Major Shareholders (%)

Vietnam National Chemical Group	65
Thai Son Co. Ltd	2.46
Foreign Investor Room (%)	34.25

Diem My Tran

(084) 08- 6299 2006 – Ext 1311

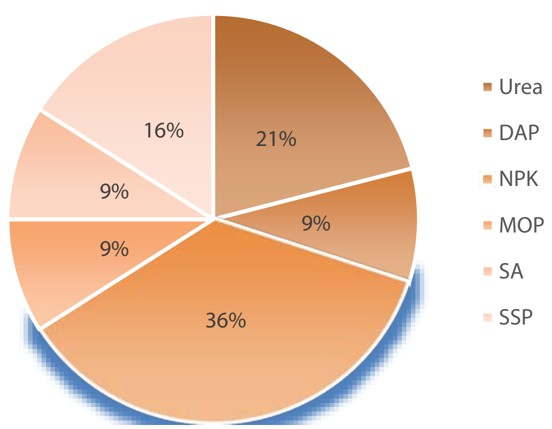
My.ttd@vdsc.com.vn

*Binh Dien Fertilizer JSC **(BFC – HSX),** which was established in 1973, was formerly known as Binh Dien fertilizer factory under Southern Fertilizer JSC **(SFG – HSX)**. Since 2003, this factory has separated and formed Binh Dien Fertilizer company. After equitization in 2011, it was renamed Binh Dien Fertilizer JSC and was officially listed on HSX in October 2015. Vietnam National Chemical Group (Vinachem) is currently its largest shareholder with 65% of BFC's stake.*

Fertilizer Prospects: Technology and Product Quality Renovation

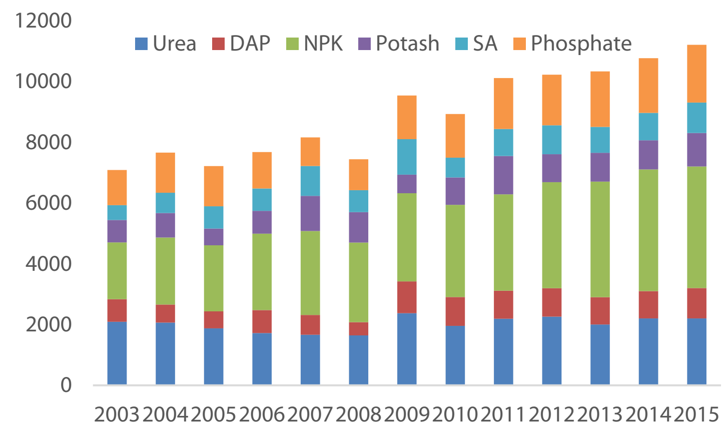
Covering over 27 million hectares of agricultural area, Vietnam has high demand for fertilizer with 374 kg/ha (*World Bank, 2013*). Out of this area, NPK's consumption accounts for the largest amount (36% of total demand) and has also had high CAGR growth rate (2013-2015) at 7%. Thanks to the convenience of the products, NPK demand has remained high over the last 10 years, doubling from 2 million tons (2003) to 4 million tons (2015).

Figure 1: Fertilizer demand by products



Source: MARD

Figure 2: Fertilizer demand in Vietnam (unit: thousand tons)



Source: MARD

Fierce competition in the NPK segment is mainly between domestic companies (92% of total supply), not imported goods. Domestic manufacturers produce approximately 4 million tons/year, while imported products are only around 350,000 tons/year. 60-70% of total domestic NPK output is produced by a basic 3-granule mixing process and simply mixed by single-element fertilizers including N (Urea), P (Phosphate) and K (Potash).

There are around 300 NPK manufacturers nationwide, including 150 small business units operating outdated technologies, leading to diverse product quality. Under this circumstance, many domestic fertilizer producers have expanded their own capacity to invest in NPK products and have also applied more advanced NPK production process.

Table 1: New NPK Fertilizer Projects

	Company	Capacity (Thousand tons/year)	Expected Commercial Operation	Product Quality	Technology
1	PVFCCo (Phu My)	250	Q2/2017	High	Chemical
2	Binh Dien	200	2017	High	Urea Liquefied Technology
3	Lam Thao	150	Q2/2017	Middle - High	Rotary Drum, physical blending
4	Duc Giang	200	2017	High	Chemical
5	Van Dien	200	2017	Middle	Physical blending

Source: RongViet Research

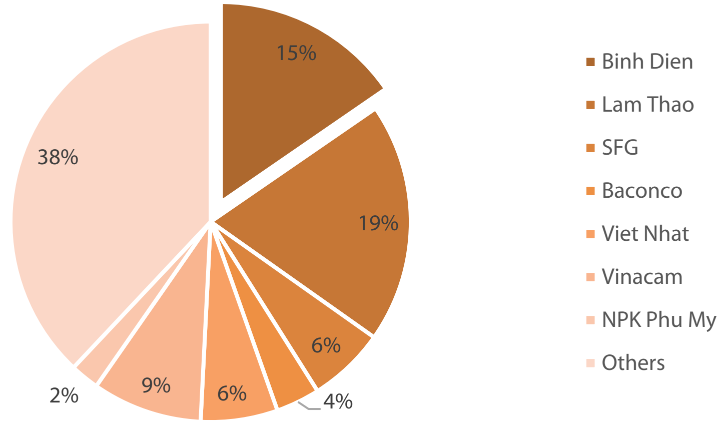
Climate change is considered the biggest risk for agricultural businesses, which could consequently negatively affect fertilizer demand. In H1 2016, drought and salinization in the Mekong Delta and Central Highlands, which are major markets for many fertilizer companies, decreased the total fertilizer consumption. After a tough H1 2016, crop production has gradually recovered since Q3 2016 when the weather became less extreme. Thus, NPK fertilizer demand is projected to increase slightly or at least remain stable in late 2016 and 2017.

BFC: A Solid Position in Vietnam's NPK fertilizer industry

Binh Dien has a strong position, stable market share and well-established history in the domestic NPK fertilizer industry. Its well-known brand name, "Dau Trau fertilizer", which has been invested and developed by BFC since the early 1990s, has been the main catalyst for BFC's earnings growth. Moreover, the company's large distribution system is another notable strength of BFC. The company currently owns over 200 wholesale points (Grade I agents) and 2,500 retail points (Grade II agents), which distribute products not only nationwide, but also regionwide including Cambodia, Myanmar, Thailand, and Laos.

Binh Dien's market share in the south and highlands is 28% and 30% respectively. The company only has a 10% market share in the north. Based on the total sales volume of NPK fertilizer, Binh Dien has a 15% total market share, which makes the company ranked 2nd in the NPK segment nationwide, only after Lam Thao Fertilizer JSC (**LAS-HNX**) with a market share of 19%.

Figure 3: Top Domestic NPK Fertilizer Companies and Their Market Shares



Source: RongViet Research, (*) Based on sales volumes in 2015

Expanding to the Northern and Foreign Markets

Penetrating into the Northern Market

The total design capacity of Binh Dien plants (*Table below*) is currently at 925,000 tons/year, which matches the NPK demand for each area. Specifically, two plants are located in the South, two in Central-Highland, and one in the North. After stabilizing its market share in two major markets (the South and Central-Highlands), the company is now targeting the northern market. After gradually penetrating into the Northern market via the agent Thai Son Co. Ltd, the company put Binh Dien – Ninh Binh phase 1 into operation in October 2015. This was a stepping stone for its expansion strategy.

Table 2: BFC's Total Design Capacity (unit: thousand tons/year)

	Plant	Commercial Operation	Design Capacity	Design Capacity in 2017-2020 period
1	Ninh Binh	October, 2015	200	400
2	Lam Dong	2009	100	100
3	Quang Tri	2008	75	75
4	Long An	1991	500	500
6	Tay Ninh	2015	50	100
	Total capacity		**925**	**1,175**

Source: RongViet Research

In 2016, the operating capacity of Binh Dien-Ninh Binh plant was at 65% and is projected to reach 70% in 2017, equivalent to the average utilization rate of BFC's other plants. After completing phase 1, phase 2 will be initiated and expected to finish in late-2017 or early-2018. It could double Ninh Binh – Binh Dien's capacity (from 200,000 tons/year to 400,000 tons/year).

We believe that extra capacity from Binh Dien – Ninh Binh plant would bring various benefits. In **short-term**, the company will benefit from corporate income tax exemption during 2015-2017 and a preferred tax rate of 10% in 2018. In **long-term**, Ninh Binh-Binh Dien factory will reduce the shipping demand from the South to the North for BFC and become the key driver for BFC to capture a stronger market share in this potential market.

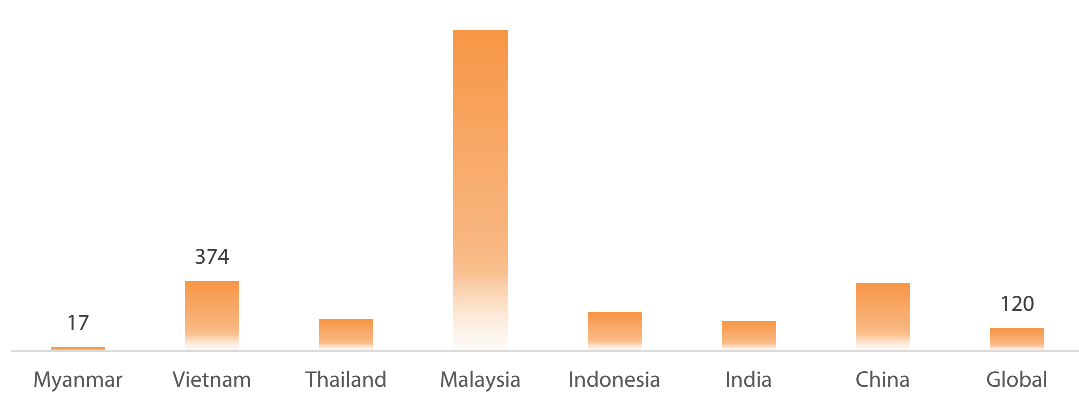
In the Northern region, Lam Thao Fertilizer **(LAS – HNX)** is the largest producer in terms of phosphate and NPK. In 9M2016, the company's sales volume was gloomy, as NPK consumption only reached 465,000 tons, down by 18% YoY. A significant decrease in this company's volume growth implies an increasingly fierce competition in this region. Meanwhile, Binh Dien's sales volume in the north is forecasted to improve by 30% YoY, reaching 120,000 tons in 2016. These above figures demonstrate the early success of the company's expansion strategy in the northern region of the company.

Developing the Export Market

Along with the Northern market, developing the exporting segment is also the company's long term strategy. The targeted markets for this strategy are ASEAN countries with large agricultural land banks and huge demand for fertilizers such as Cambodia, Myanmar, Laos and Thailand. The company's distribution network in Cambodia has been in operation for over 10 years, through the strategic partner namely Yealtk Group Ltd.

In Myanmar, Binh Dien's national distribution center was founded in late-2013. With nearly 11 million hectares of agricultural land and 80% of fertilizer supply depending on imports, Myanmar could be a potential market for fertilizer producers, since this market has low fertilizer usage compared to Asian region (17 kg/hectare). Binh Dien will have a significant breakthrough if it is able to penetrate this market. In 2016, Binh Dien planned to build an NPK plant in Myanmar. However, after doing a feasibility study, the plan has been put on hold. At the moment, accelerating exports and developing the distribution network in Myanmar are still the primary targets of the company.

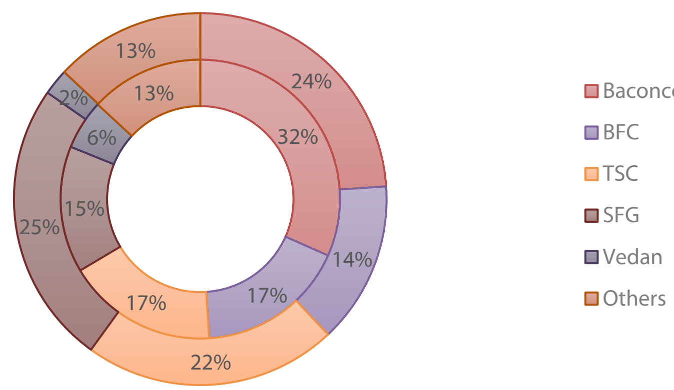
Figure 4: Asian Countries' Fertilizer Application Rate



Source: Worldbank

Among the largest NPK exporters in Vietnam, Binh Dien ranks 2nd, accounting for 17% of total export volume, only behind Baconco (32%). The company's exporting segment accounts for 15% of its total revenue. In H1 2016, while the total volume of Vietnam NPK exports dropped by 17%, BFC export volume remained stable at 24,000 tons, up by 2.5% yoy.

Figure 5: Export NPK Volume Breakdown



Source: RongViet Research, (*) Outer circle (6M2016), Inner circle (6M2015)

Improvement in Business Efficiency Thanks to Lower Cost of Production

In Q3 2016, the prices of straight (single-element) fertilizers fell sharply (urea and potash decreased by 22% and 17% YoY, respectively), Binh Dien's NPK prices only decreased slightly (2-3%). On the other hand, the downtrend of the input materials for NPK's production process (urea, DAP, SA and potash) has supported the improvement of BFC's gross margin.

Table 3: Binh Dien's Input Materials

No.	Material	Supplier
1	DAP	DAP-Vinachem, DAP-Lao Cai, Vinacam
2	Potash	Vinacam
3	Kaolin	Phuc Thinh Mineral, Tan Dien, Phuoc Quang
4	Urea	PVCFC (Ca Mau Urea), Ninh Binh Nitrogenous fertilizer
5	SA	Tan Phat, Thai Son, Nguyen Ngoc

Source: BFC, RongViet Research

According to H116's earnings results, its gross margin reached 13.9%, increasing by 2% compared with H115; the cost per unit for raw materials decreased by 4.4%, equivalent to VND 7,629 per kg. Because of unfavorable weather conditions that led to the decline in domestic demand, we believe that straight fertilizers prices will level off, resulting in BFC's FY16 gross margin achieving 13.8%.

Based on the assumption that Binh Dien's sales activities would recover in the last quarters of 2016, we estimate that FY16's NPK sales volume could reach 640,000 tons with the average operating capacity of 70%. Whereby, BFC's revenue and PAT are expected to go up by 3% YoY and 20% YoY, respectively, equivalent to VND6,244 billion and VND274 billion respectively. These positive projected results are expected to come from the advantages of (1) stable NPK prices and (2) positive sales volume thanks to less extreme weather conditions.

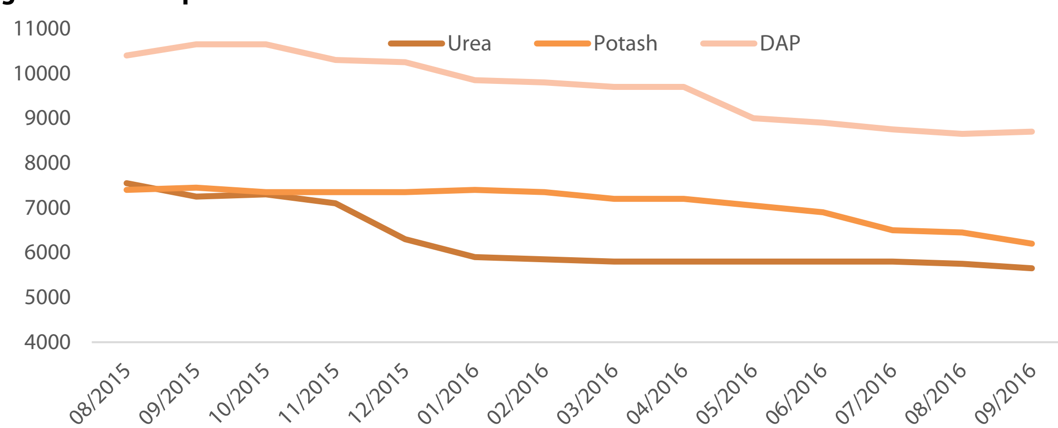
Table 4: Expected BFC's NPK Consumption and Production Volume in 2016-2020 (Unit: thousand tons)

Year	2016	2017	2018	2019	2020
Production volume	640	703	783	813	813
Consumption volume	638	695	751	780	780

Source: RongViet Research

For 2017, we estimate that BFC's earnings results will continue to improve thanks to preferred tax rates as well as increasing sales volume when the weather becomes less extreme. Moreover, an expansion in sales promotion, as well as extra capacity from Binh Dien-Ninh Binh, are projected to have positive influences on its sales activities, especially in the northern and foreign markets. We expect revenue and NPAT to grow by 10% YoY and 8% YoY respectively. 2017 EPS is forecasted to achieve VND 4,682, equivalent to P/E forward of 7.0x, lower than the current industrial P/E of 8x.

Figure 6: BFC's Input Prices



Source: Vinacam, RongViet Research

Outlook and valuation

Binh Dien Fertilizer, which owns the well-known brand "Dau Trau", is the leading domestic firm in producing and distributing NPK products. With well-established history, the company has built a strong and efficient distribution network nationwide and regionwide.

In the short term, the following two factors can be considered potential growth drivers for BFC's business results: (1) improving its gross profit margin thanks to the decline in input prices and (2) preferred tax rates in Binh Dien – Ninh Binh Plant. In the long run, penetrating the Northern and foreign markets has the potential to be a major breakthrough for BFC in the coming years.

The biggest risks for BFC's growth are climate change and higher competition in NPK segment, where many domestic key players (PVFCCo, Lam Thao fertilizer, vv) have expanded. This will result in unfavourable influences on BFC's sales activities while Binh Dien – Ninh Binh plant increases its operating capacity.

With a high and stable cash dividend payment, BFC would be an attractive investment for value investors among listed fertilizer companies. We expect that BFC could pay 30% (par value) dividend in cash for 2016 if the company achieves our 2016 earnings forecast (VND274 billion). In Q4/2016, the company intends to make the first advance payment for 2016 with VND 2,000 cash dividend per share (2016 dividend plan of VND2,000). Moreover, the company's earnings growth is expected to grow after it increases the capacity of its Binh Dien-Ninh Binh plant in 2017.

Using the DCF and P/E valuation methods, the fair value of BFC is estimated to be at VND43,000 per share, 30% higher than the closing price on 26th October, 2016. Therefore, we recommend investors to "**BUY**" this stock in "**LONG TERM**" horizon.

Table 5: Key Assumptions

Particular	Forecast	
	FY2016E	FY2017F
Revenue growth (%)	3%	10%
Volume growth(%)	5%	9%
Gross margin (%)	14%	14%
EBIT margin (%)	8%	8%

Source: RongViet Research

VND Billion

INCOME STATEMENT	2014	2015	2016F	2017F
Revenue	6,377	6,038	6,244	6,880
COGS	5,697	5,278	5,383	5,937
Gross profit	**680**	**760**	**861**	**943**
Selling Expense	170	230	237	275
G&A Expense	60	91	125	138
Finance Income	12	3	20	22
Finance Expense	107	103	98	97
Other profits	10	14	14	14
PBT	**367**	**351**	**435**	**469**
Prov. of Tax	78	71	69	72
Minority's Interest	59	51	91	99
PAT to Equity Shareholder	229	229	274	297
EBIT	451	438	499	530
EBITDA	489	481	560	599

FINANCIAL RATIO (%)	2014	2015	2016F	2017F
Growth				
Revenue	-3.2	-5.3	3.4	10.2
EBITDA	1.6	-1.7	16.4	7
EBIT	1.6	-2.9	13.9	6.3
PAT	8.7	-0.1	19.7	8.5
Total Assets	2.3	19.5	0.8	6.6
Equity	26.1	8.1	22.1	3.5
Profitability				
Gross profit/Revenue	10.7	12.6	13.8	13.7
EBITDA/ Revenue	7.7	8.0	9.0	8.7
EBIT/ Revenue	7.1	7.3	8.0	7.7
Net margin	3.6	3.8	4.4	4.3
ROAA	7.7	6.4	7.6	7.8
ROIC or RONA	27.5	25.4	24.9	26.1
ROAE				
Efficiency	13.3	12.5	14.8	14.8
Receivable Turnover	3.9	3.0	3.3	3.3
Inventory Turnover	14.0	8.2	10.1	10.1
Payable Turnover				
Liquidity				
Current	1.3	1.2	1.3	1.3
Quick	0.5	0.4	0.5	0.5
Solvency				
Total Debt/Equity	187.6	200.9	156.9	161.3
Current Debt/Equity	183.6	188.3	138.6	147.1
Long-term Debt/ Equity	4.1	12.7	18.2	14.2

VND Billion

BALANCE SHEET	2014	2015	2016F	2017F
Cash and equivalents	411	426	548	522
Short-term investment	0	10	10	10
Receivables	478	481	421	463
Inventories	1.455	1.760	1.615	1.781
Other current assets	153	134	140	147
Tangible Fixed Assets	238	505	611	664
Intangible Fixed Assets	236	235	234	226
Other long-term assets	7	11	11	12
Long-term Asset	**2.986**	**3.570**	**3.598**	**3.833**
Payables	408	640	535	590
Other current liabilities	1.532	1.698	1.526	1.677
Current Debt	34	114	201	162
Long-term Debt	2	9	37	67
Other long-term liabilities	0	0	0	0
Total Liability	**1.980**	**2.462**	**2.298**	**2.495**
Owner's Equity	476	476	572	572
Capital	0	0	0	0
Retained Earnings	265	279	342	336
Other comprehensive income	17	27	27	27
Investment/Development fund	76	119	160	205
Total equity	**834**	**902**	**1.101**	**1.140**
Minority's Interest	**163**	**198**	**198**	**198**
TOTAL RESOURCES	**2.986**	**3.570**	**3.598**	**3.833**

CASH FLOW STATEMENT	2014	2015	2016F	2017F
Profit before tax	367	351	435	469
-Depreciation	25	37	64	75
-Adjustments	93	95	-	-
+/- Working capital	(322)	(266)	24	(233)
Net Operating CFs	**163**	**218**	**524**	**311**
+/- Fixed Asset	2	(261)	(41)	(41)
+/- Deposit, equity investment	(44)	(44)	-	-
Interest, dividend, cash profit	-	-	-	-
Net Investing CFs	**(42)**	**(305)**	**(41)**	**(41)**
+/- Capital	79	-	95	-
+/- Debt	(41)	247	(216)	141
Dividend paid & other	(114)	(145)	(231)	(314)
Net Financing CFs	**(75)**	**102**	**(352)**	**(173)**
+/- cash & equivalents				
Beginning cash & equivalents	**365**	**411**	**426**	**557**
+/- cash & equivalents	46	15	131	98
Ending cash & equivalents	**411**	**426**	**557**	**655**

DISCLAIMERS

This report is prepared in order to provide information and analysis to clients of Rong Viet Securities only. It is and should not be construed as an offer to sell or a solicitation of an offer to purchase any securities. No consideration has been given to the investment objectives, financial situation or particular needs of any specific. The readers should be aware that Rong Viet Securities may have a conflict of interest that can compromise the objectivity this research. This research is to be viewed by investors only as a source of reference when making investments. Investors are to take full responsibility of their own decisions. VDSC shall not be liable for any loss, damages, cost or expense incurring or arising from the use or reliance, either full or partial, of the information in this publication.

The opinions expressed in this research report reflect only the analyst's personal views of the subject securities or matters; and no part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or opinions expressed in the report.

The information herein is compiled by or arrived at Rong Viet Securities from sources believed to be reliable. We, however, do not guarantee its accuracy or completeness. Opinions, estimations and projections expressed in this report are deemed valid up to the date of publication of this report and can be subject to change without notice.

IMPORTANT DISCLOSURES FOR U.S. PERSONS

This research report was prepared by Viet Dragon Securities Corp. ("VDSC"), a company authorized to engage in securities activities in Vietnam. VDSC is not a registered broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution to "major U.S. institutional investors" in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act").

Any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through Rosenblatt Securities Inc., 40 Wall Street 59th Floor, New York, NY 10005, a registered broker dealer in the United States. Under no circumstances should any recipient of this research report effect any transaction to buy or sell securities or related financial instruments through VDSC. Rosenblatt Securities Inc. accepts responsibility for the contents of this research report, subject to the terms set out below, to the extent that it is delivered to a U.S. person other than a major U.S. institutional investor.

The analyst whose name appears in this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA") and may not be an associated person of Rosenblatt Securities Inc. and, therefore, may not be subject to applicable restrictions under FINRA Rules on communications with a subject company, public appearances and trading securities held by a research analyst account.

Ownership and Material Conflicts of Interest

Rosenblatt Securities Inc. or its affiliates does not 'beneficially own,' as determined in accordance with Section 13(d) of the Exchange Act, 1% or more of any of the equity securities mentioned in the report. Rosenblatt Securities Inc, its affiliates and/or their respective officers, directors or employees may have interests, or long or short positions, and may at any time make purchases or sales as a principal or agent of the securities referred to herein. Rosenblatt Securities Inc. is not aware of any material conflict of interest as of the date of this publication.

Compensation and Investment Banking Activities

Rosenblatt Securities Inc. or any affiliate has not managed or co-managed a public offering of securities for the subject company in the past 12 months, nor received compensation for investment banking services from the subject company in the past 12 months, neither does it or any affiliate expect to receive, or intends to seek compensation for investment banking services from the subject company in the next 3 months.

Additional Disclosures

This research report is for distribution only under such circumstances as may be permitted by applicable law. This research report has no regard to the specific investment objectives, financial situation or particular needs of any specific recipient, even if sent only to a single recipient. This research report is not guaranteed to be a complete statement or summary of any securities, markets, reports or developments referred to in this research report. Neither VDSC nor any of its directors, officers, employees or agents shall have any liability, however arising, for any error, inaccuracy or incompleteness of fact or opinion in this research report or lack of care in this research report's preparation or publication, or any losses or damages which may arise from the use of this research report.

VDSC may rely on information barriers, such as "Chinese Walls" to control the flow of information within the areas, units, divisions, groups, or affiliates of VDSC.

Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this research report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on such non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the United States. The value of any investment or income from any securities or related financial instruments discussed in this research report denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related financial instruments.

Past performance is not necessarily a guide to future performance and no representation or warranty, express or implied, is made by VDSC with respect to future performance. Income from investments may fluctuate. The price or value of the investments to which this research report relates, either directly or indirectly, may fall or rise against the interest of investors. Any recommendation or opinion contained in this research report may become outdated as a consequence of changes in the environment in which the issuer of the securities under analysis operates, in addition to changes in the estimates and forecasts, assumptions and valuation methodology used herein.

No part of the content of this research report may be copied, forwarded or duplicated in any form or by any means without the prior.

Company Report

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 which 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 / Return Potential	BUY	ACCUMULATE	NEUTRAL	REDUCE	SELL
Intermediate- term (up to 6 months)	>20%	10% to 20%	-5% to10%	-15% to- 5%	<-15%
Long-term (over 6 months)	>30%	15% to 30%	-10% to 15%	-15% to -10%	<-15%

ABOUT US

RongViet Securities Corporation (RongViet) was established in 2007, licensed to perform the complete range of securities services including: brokerage, financial investment, underwriting, financial and investment advisory and securities depository. RongViet now has an operating network that spreads across the country. Our major shareholders, also our strategic partners, are reputable institutions, i.e Eximbank, Viet Dragon Fund Management, etc... Along with a team of the professional and dynamic staffs, RongViet has the man power as well as the financial capacity to bring our clients the most suitable and efficient products and services. Especially, RongViet was one of the very first securities firms to pay the adequate attention to the development of a team of analysts and the provision of useful research report to investors.

The **Analysis and Investment Advisory Department** of RongViet Securities provides research reports on the macro-economy, securities market and investment strategy along with industry and company reports and daily and weekly market reviews

Network

Headquarter

Address: Floor 1-2-3-4, Viet Dragon Tower, 141 Nguyen Du, Ben Thanh Ward, Dist.1, Tp.HCM

Phone: 84.8 6299 2006 Fax: 84.8 6291 7986

Website: www.vdsc.com.vn

Ha Noi Branch

2C Thai Phien – Hai Ba Trung District – Ha Noi

NhaTrang Branch

50Bis Yersin - NhaTrang

Can Tho Branch

95 Vo Van Tan –CầnThơ

DISCLAIMERS

This report is prepared in order to provide information and analysis to clients of Rong Viet Securities only. It is and should not be construed as an offer to sell or a solicitation of an offer to purchase any securities. No consideration has been given to the investment objectives, financial situation or particular needs of any specific. The readers should be aware that Rong Viet Securities may have a conflict of interest that can compromise the objectivity this research. This research is to be viewed by investors only as a source of reference when making investments. Investors are to take full responsibility of their own decisions. VDSC shall not be liable for any loss, damages, cost or expense incurring or arising from the use or reliance, either full or partial, of the information in this publication.

The opinions expressed in this research report reflect only the analyst's personal views of the subject securities or matters; and no part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or opinions expressed in the report.

The information herein is compiled by or arrived at Rong Viet Securities from sources believed to be reliable. We, however, do not guarantee its accuracy or completeness. Opinions, estimations and projections expressed in this report are deemed valid up to the date of publication of this report and can be subject to change without notice.