

The key messages from the meetings of major Central Banks around the world in March all hint at rate cuts occurring this year. However, questions about the timing of these cuts, which entity will move first, and at what speed are currently being meticulously weighed by investors. Under the base scenario, the Fed, ECB, and BoE are expected to make their first-rate cuts in June. Nonetheless, inflation data and economic growth expectations in the Eurozone suggest that the BoE and ECB might cut rates earlier. This, combined with the slow pace of interest rate increases and the continuation of Japan's central bank's government bond purchasing program, implies that foreign capital flows will continue to seek refuge in the US dollar and other US dollar-denominated assets at least until the Fed implements its first rate cut. This scenario makes the path to a new expansion cycle rougher due to unexpected FX rate movements. The VNDUSD could surge if the aforementioned misalignment occurs, potentially leading to a stronger net outflow of foreign capital over a certain period.

Furthermore, the stock market in April will be lively again with the first quarter 2024 earnings report season, alongside information on business strategies during the annual general meetings of listed companies. Regarding the profits of companies on the HSX for Q1 2024, we estimate a growth rate of approximately 7% YoY.

Regarding market liquidity, we anticipate that the surge in March will continue to be maintained in the coming period, primarily led by domestic investors as the real interest rate is nearing the 0% threshold, thanks to ongoing rate cuts with durations of 12 months or more since the beginning of the year.

With a current P/E ratio of 14.9, the valuation is relatively close to the target P/E for the VN Index that we outlined in our 2024 strategy report. Assuming the Q1 2024 business results align with our projections, the 12-month net income for the entire market could see a 2% QoQ increase, implying that the market's P/E ratio would adjust downward, and the market index could increase to return to the target P/E level, with a corresponding increase of 2% at the closing score on March 29, 2024.

However, the current exchange rate remains under significant pressure, nearly reaching the intervention threshold of the State Bank of Vietnam at 25,200 VND. We observe that market sentiment often fluctuates significantly during major currency shifts. Considering these push and pull factors, we expect the VN Index to fluctuate within a range of **1,220-1,320** during April.

Our April trading ideas are companies with positive YoY earnings growth in Q1 2024 including **HAX, SCS,** and **QNS**.

VN Index's monthly return (2011-2024)

| 2024 | 3.0%  | 7.6%   |        |        |        |       |       |       |        |        |        |       |
|------|-------|--------|--------|--------|--------|-------|-------|-------|--------|--------|--------|-------|
| 2023 | 10.3% | -7.8%  | 3.9%   | -1.5%  | 2.5%   | 4.2%  | 9.2%  | 0.1%  | -5.7%  | -10.9% | 6.4%   | 3.3%  |
| 2022 | -1.3% | 0.8%   | 0.1%   | -8.4%  | -5.4%  | -7.4% | 0.7%  | 6.1%  | -11.6% | -9.2%  | 2.0%   | -3.9% |
| 2021 | -4.3% | 10.6%  | 2.0%   | 4.0%   | 7.2%   | 6.1%  | -7.0% | 1.6%  | 0.8%   | 7.6%   | 2.4%   | 1.3%  |
| 2020 | -2.5% | -5.8%  | -24.9% | 16.1%  | 12.4%  | -4.6% | -3.2% | 10.4% | 2.7%   | 2.2%   | 8.4%   | 10.0% |
| 2019 | 2.0%  | 6.0%   | 1.6%   | -0.1%  | -2.0%  | -1.0% | 4.4%  | -0.8% | 1.3%   | 0.2%   | -2.8%  | -1.0% |
| 2018 | 12.8% | 1.0%   | 4.7%   | -10.6% | -7.5%  | -1.1% | -0.5% | 3.5%  | 2.8%   | -10.1% | 1.3%   | -3.7% |
| 2017 | 4.9%  | 1.9%   | 1.6%   | -0.6%  | 2.8%   | 5.2%  | 0.9%  | -0.1% | 2.8%   | 4.1%   | 13.5%  | 3.6%  |
| 2016 | -5.8% | 2.6%   | 0.3%   | 6.6%   | 3.4%   | 2.2%  | 3.2%  | 3.4%  | 1.6%   | -1.4%  | -1.6%  | 0.0%  |
| 2015 | 5.6%  | 2.9%   | -7.0%  | 2.0%   | 1.3%   | 4.1%  | 4.7%  | -9.1% | -0.4%  | 8.0%   | -5.6%  | 1.0%  |
| 2014 | 10.3% | 5.4%   | 0.9%   | -2.3%  | -2.8%  | 2.9%  | 3.1%  | 6.8%  | -5.9%  | 0.3%   | -5.7%  | -3.7% |
| 2013 | 16.0% | -1.1%  | 3.5%   | -3.4%  | 9.2%   | -7.2% | 2.2%  | -3.9% | 4.2%   | 1.0%   | 2.1%   | -0.6% |
| 2012 | 10.4% | 9.2%   | 4.1%   | 7.4%   | -9.4%  | -1.6% | -1.9% | -4.5% | -0.9%  | -1.1%  | -2.7%  | 9.5%  |
| 2011 | 5.4%  | -9.6%  | -0.1%  | 4.1%   | -12.2% | 2.7%  | -6.2% | 4.7%  | 0.7%   | -1.6%  | -9.5%  | -7.7% |
| 2010 | -2.6% | 3.1%   | 0.5%   | 8.6%   | -6.4%  | -0.1% | -2.6% | -7.9% | -0.1%  | -0.4%  | -0.2%  | 7.3%  |
| 2009 | -3.9% | -19.0% | 14.2%  | 14.6%  | 28.0%  | 8.9%  | 4.1%  | 17.1% | 6.2%   | 1.1%   | -14.1% | -1.9% |
|      | 1     | 2      | 3      | 4      | 5      | 6     | 7     | 8     | 9      | 10     | 11     | 12    |

Source: Bloomberg, RongViet Securities



Strategy Board

Lam Nguyen

[lam.ntp@vdsc.com.vn](mailto:lam.ntp@vdsc.com.vn)

Hung Le

[hung.ltq@vdsc.com.vn](mailto:hung.ltq@vdsc.com.vn)

Ha Tran

[ha.ttn@vdsc.com.vn](mailto:ha.ttn@vdsc.com.vn)

Thao Phan

[thao.ptp@vdsc.com.vn](mailto:thao.ptp@vdsc.com.vn)

Please see penultimate page for additional important disclosure



## CONTENTS

|                                                                                        |           |
|----------------------------------------------------------------------------------------|-----------|
| <b>STOCK MARKET IN MARCH: THE CAUTIOUS OPTIMISM .....</b>                              | <b>3</b>  |
| <b>STOCK MARKET OUTLOOK IN APRIL: ON THE EDGE BETWEEN PIONEERING AND WAITING .....</b> | <b>10</b> |
| <b>INVESTMENT STRATEGY AND IDEAS IN APRIL .....</b>                                    | <b>16</b> |
| <b>HIGHLIGHT STOCKS.....</b>                                                           | <b>20</b> |

Analysis of 55 stocks of Rong Viet Research, discussion with companies and specific evaluation in the “Company Report” or “Analyst Pinboard”



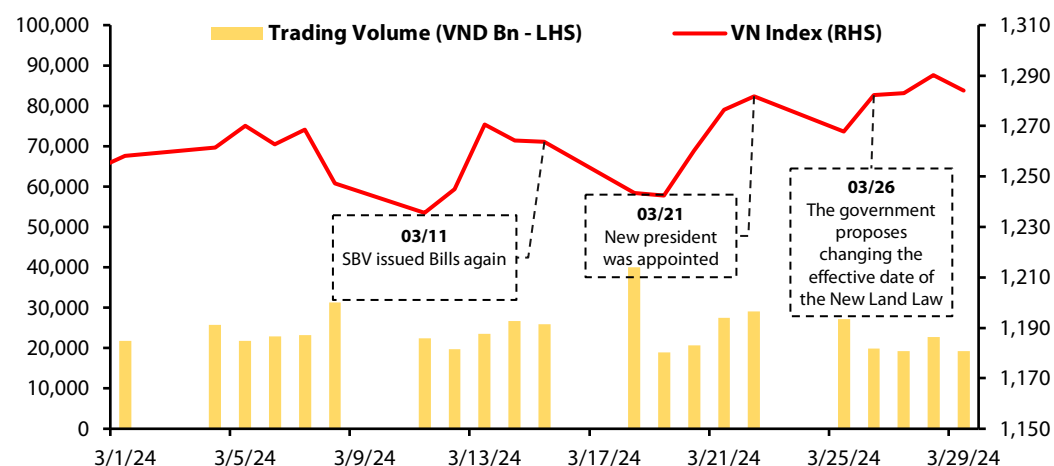
## STOCK MARKET IN MARCH: THE CAUTIOUS OPTIMISM

Global stock markets continue to maintain a positive momentum amid speculations of a potential policy shift following the monetary policy meetings of major central banks in March.

- The US stock market gained higher, reaching new highs. While employment data showed signs of cooling, with a decrease in new job openings and an uptick in unemployment rates. Investor sentiment was impacted by conflicting signals regarding inflation, consumer spending adjustments, and the Federal Reserve's dovish stance.
- European stock markets experienced positive fluctuations, with the STOXX 600 index hitting a new record, reflecting investors' confidence in economic recovery and expectations of interest rate cuts. The European Central Bank (ECB) kept key interest rates unchanged but lowered inflation and growth forecasts, while the Bank of England (BoE) expressed a more dovish stance, hinting at the possibility of future rate cuts.
- The Japanese stock market witnessed a volatile month spurred by investor excitement over AI technology prospects and robust corporate earnings growth. Despite the Bank of Japan's decision to raise interest rates, interventions are expected to persist through appropriate measures such as government bond purchases. This reversal in market sentiment weakened the Yen. However, gains were still retained as the market closed the month.
- Amid lingering economic challenges, the Chinese stock market unfolded with a cautiously optimistic sentiment. Initial positivity was driven by government support measures and positive economic indicators. However, persistent concerns about real estate market downturn overshadowed trading sentiment. Investors remain cautious about the effectiveness of stimulus efforts amidst mixed economic signals, including rising consumer spending alongside declining property prices. While signs of recovery emerge, such as high industrial production and government openness to foreign investment, challenges like inflationary pressure and declining real estate market continue to weigh on overall sentiment.

The Vietnamese stock market has maintained its upward trajectory for the fifth consecutive month despite fluctuations caused by news impacting market sentiment. The VNIndex settled at 1,284, marking a 2.5% increase from the previous month. Noteworthy events include the State Bank of Vietnam (SBV) resuming liquidity absorption through bill issuance after a hiatus to control the exchange rate against the backdrop of a resurging USD, and central-level personnel changes. Another positive development supporting the real estate sector came from the government's proposal to the National Assembly to advance the effective date of the Land Law to July 1, 2024, in the upcoming May session. This move is expected to facilitate the early approval of projects under the new legal framework.

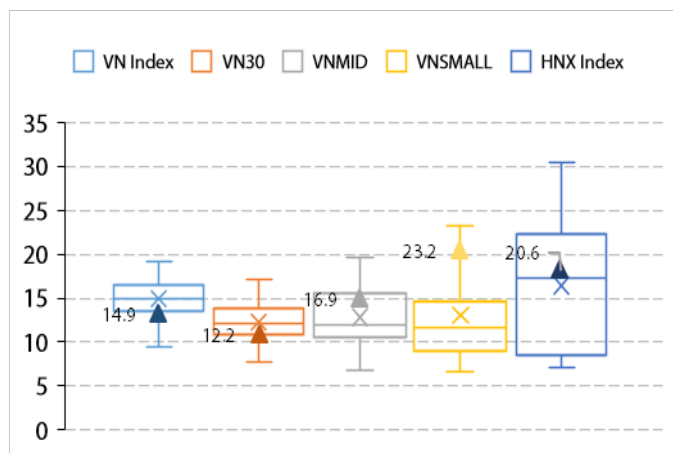
**Figure 1: VN Index in March 2024**



Source: Bloomberg, RongViet Securities



**Figure 2: Vietnam Indices 's P/E distribution (2018-2024)**

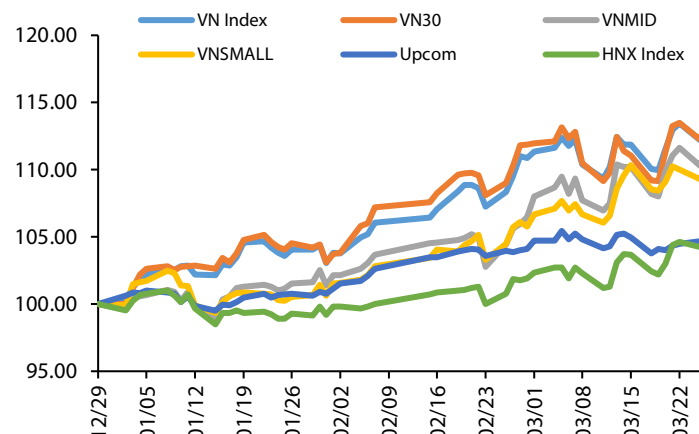


Source: Bloomberg, RongViet Securities

X: 5-year P/E average

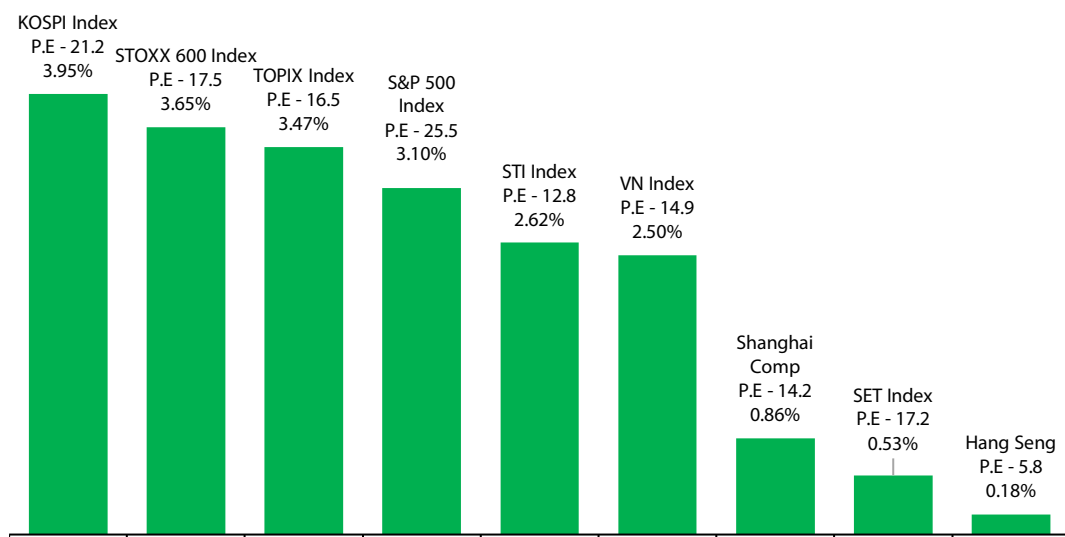
▲: Current P/E (As of 3/29/2024)

**Figure 3: Vietnam indices' moves YTD – VN30 continues to take lead the market**



Source: Bloomberg, RongViet Securities

**Figure 4: Global indices' return in March 2024 – The VN Index ranks among the top leaders**



Source: Bloomberg, RongViet Securities

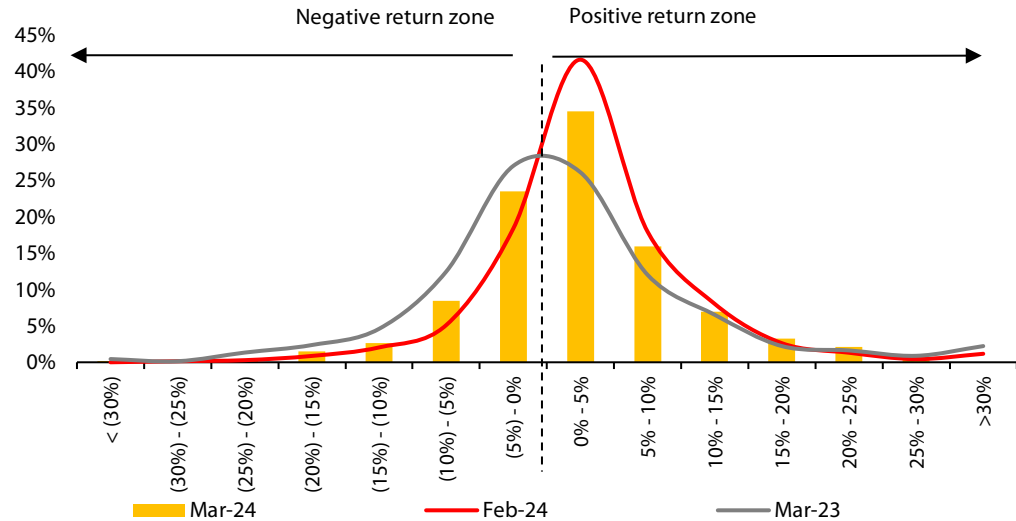
**Table 1: Daily liquidity in the last 12 months (VND billion) – Daily liquidity in March saw a significant jump, with an 30.7% MoM and reached the highest level in the past 12 months.**

|              | VN     | VN30  | VNMID  | VNSMALL | Upcom | HNX Index |
|--------------|--------|-------|--------|---------|-------|-----------|
| March-24     | 24,262 | 9,015 | 12,030 | 2,317   | 622   | 2,244     |
| February-24  | 18,561 | 7,885 | 8,281  | 1,686   | 606   | 1,478     |
| January-24   | 15,021 | 6,250 | 6,822  | 1,497   | 490   | 1,286     |
| December-23  | 13,563 | 4,776 | 6,972  | 1,314   | 435   | 1,564     |
| November-23  | 14,904 | 5,085 | 7,769  | 1,404   | 503   | 1,935     |
| October-23   | 13,052 | 4,739 | 6,590  | 1,375   | 596   | 1,747     |
| September-23 | 21,270 | 7,828 | 10,086 | 2,270   | 969   | 2,114     |
| August-23    | 20,388 | 7,783 | 9,280  | 2,184   | 921   | 2,077     |
| July-23      | 16,620 | 6,157 | 7,947  | 2,041   | 809   | 1,625     |
| June-23      | 15,105 | 5,378 | 7,233  | 1,975   | 744   | 1,740     |
| May-23       | 10,626 | 3,438 | 5,194  | 1,623   | 562   | 1,490     |
| April-23     | 9,761  | 3,502 | 4,573  | 1,459   | 427   | 1,252     |

Source: Bloomberg, RongViet Securities



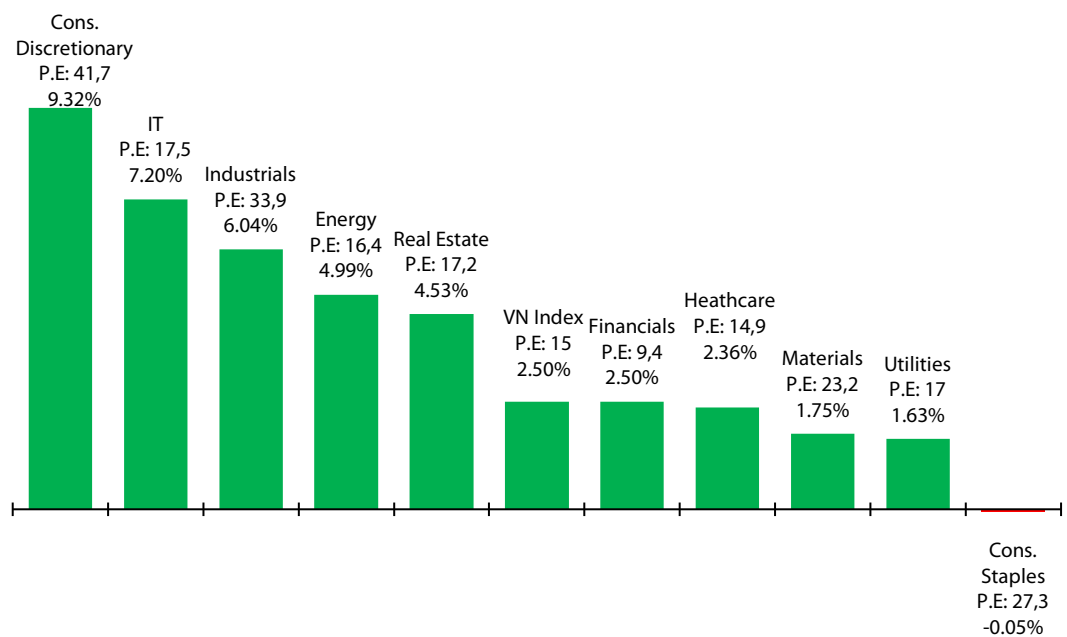
**Figure 5: Monthly Profit Distribution on HSX and HNX - Broad Uptrend Remains Consistent with Previous Month.**



Source: Bloomberg, RongViet Securities

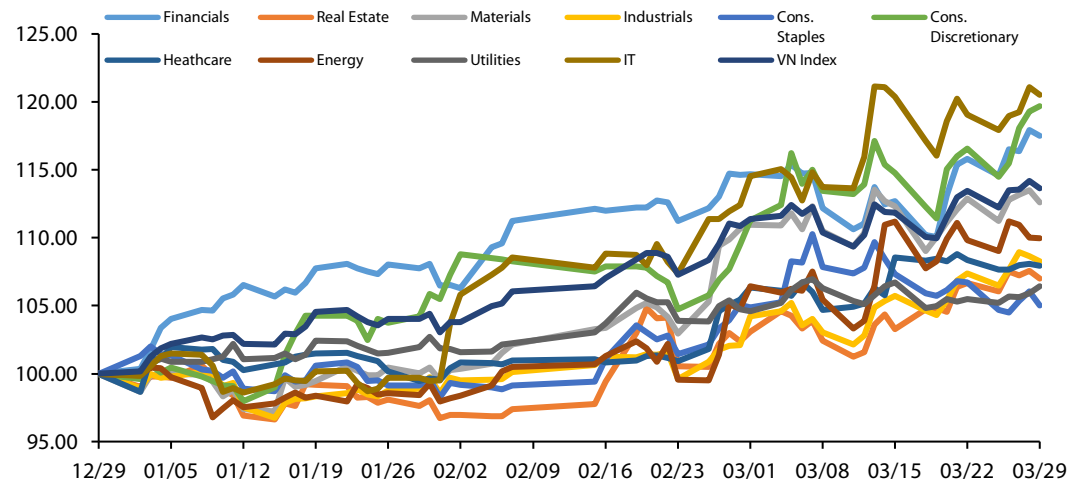
Among the industry groups based on the Global Industry Classification Standard (GICS), Most sectors posted gains. Leading the surge was **Consumer Discretionary (+9.32%)**, primarily due to significant contributions from two industry giants, **MWG (+10.61%)** and **PNJ (+10.06%)**. Following closely was the **Technology (+7.2%)**, with **DGW (+18.46%)** spearheading the sector's rally. The **Industrial sector (+6.04%)** with **CTR (+31.71%)** and **DIG (+17.95%)** stood out as notable performers.

**Figure 6: Sectors return in March – The Consumer Discretionary sector replace tech to take lead in Mar.**



Source: Bloomberg, RongViet Securities

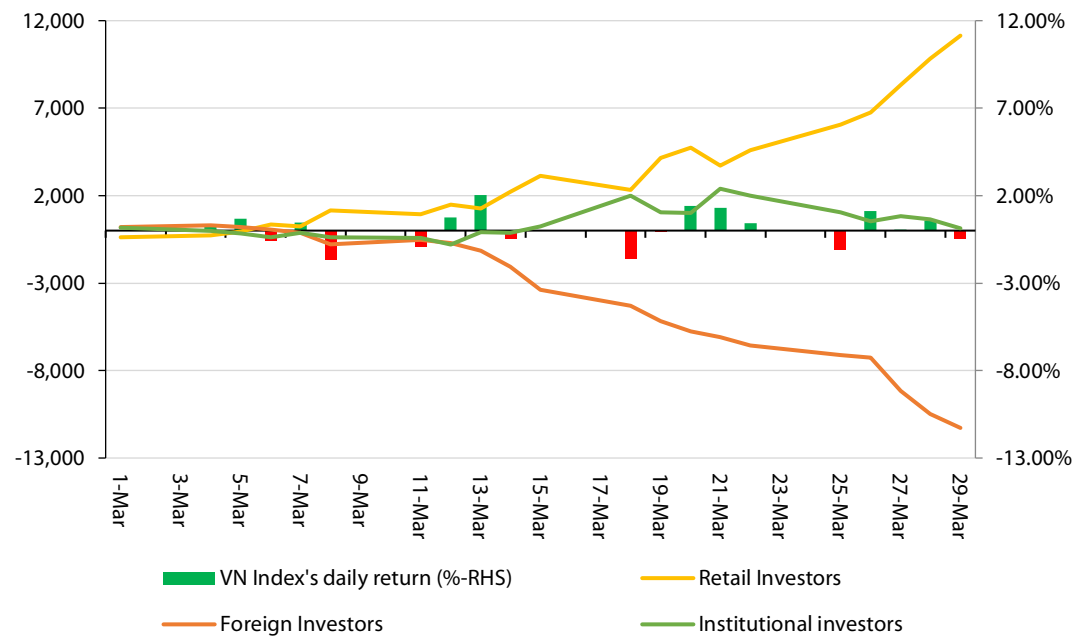
**Figure 7: Sector's performances YTD**



Source: Bloomberg, RongViet Securities

### Trading among investors

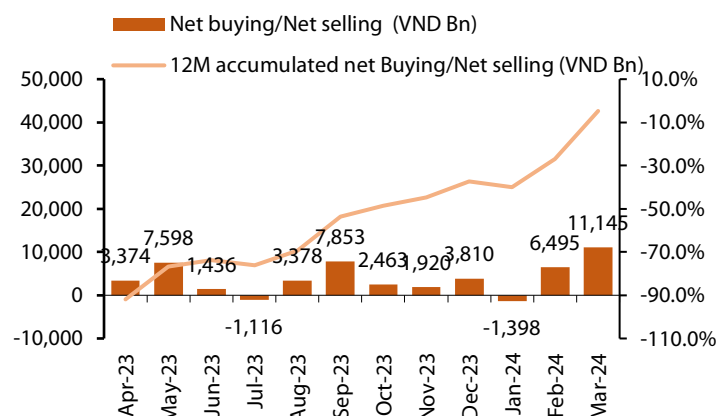
**Figure 8: Accumulative net position among investors on HSX in March 2023 (VND billion) – Foreign investors consistently sold off strongly in the final days of the month.**



Source: Fiinpro, RongViet Securities

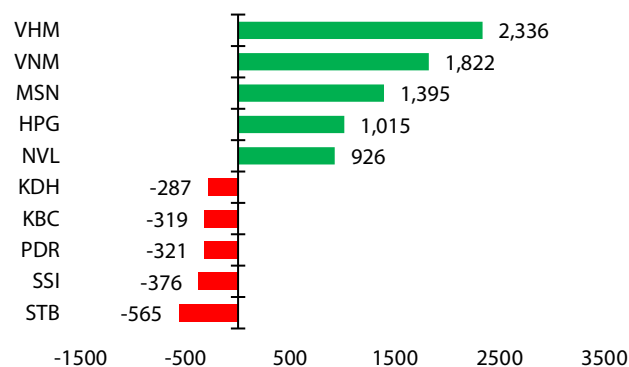
**Retail investors** have made significant net purchases value to VND 11,145 billion (USD 455 million). Over the past 12 months, the cumulative net purchases by the group of retail investors have reached a record VND 42,638 billion (USD 1,740 million). Additionally, Figure 10 provides a summary of the stocks that have seen noteworthy trading activity by domestic retail investors.

**Figure 9: Monthly net buying/selling by local retail investor on HSX**



Source: Fiinpro, RongViet Securities

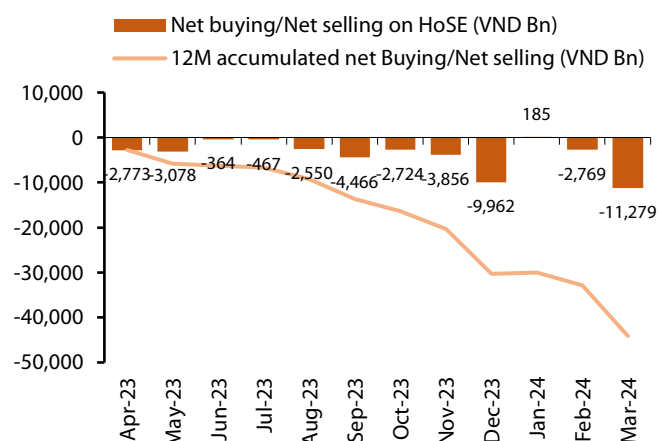
**Figure 10: Top net sold/purchased stocks by local retail investor on HSX in March (VND Billion)**



Source: Fiinpro, RongViet Securities

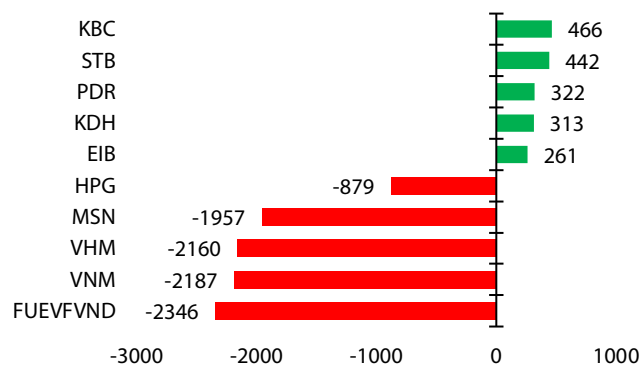
**Foreign investors** returned to a strong net selling position in March, offloading VND 11,279 billion (USD 460 million), marking a significant amount in the context of the past 12 months (Figure 11). Overall, the net selling trend has yet to cease. Retail, Automobile & Components, and Goods & Commercial Services sectors were the ones that foreign investors net bought heavily during the month (Table 2).

**Figure 11: Monthly net buying/selling by foreigners on HSX YTD**



Source: Fiinpro, RongViet Securities

**Figure 12: Top net sold/purchased stocks by foreigner on HSX in March (Billion VND)**



Source: Fiinpro, RongViet Securities

**Table 2: Foreign net trading value by sectors on HOSE**

| Sector                      | Net trading value (Billion VND) | Net trading volume (thousand shares) |
|-----------------------------|---------------------------------|--------------------------------------|
| Retail                      | 324                             | 5,862                                |
| Automobiles & Parts         | 135                             | 8,693                                |
| Industrial Goods & Services | 132                             | 3,864                                |
| Chemicals                   | 90                              | 1,368                                |
| Technology                  | 42                              | 827                                  |
| Personal & Household Goods  | 7                               | 851                                  |
| Telecommunications          | 0                               | 0                                    |
| Media                       | 0                               | -26                                  |
| Health Care                 | -11                             | -1,926                               |
| Insurance                   | -13                             | -803                                 |
| Travel & Leisure            | -214                            | -2,988                               |



|                                     |        |          |
|-------------------------------------|--------|----------|
| <b>Construction &amp; Materials</b> | -290   | -7,353   |
| <b>Oil &amp; Gas</b>                | -355   | -11,997  |
| <b>Utilities</b>                    | -359   | -12,528  |
| <b>Banks</b>                        | -773   | -28,444  |
| <b>Basic Resources</b>              | -960   | -36,438  |
| <b>Real Estate</b>                  | -1,567 | -33,541  |
| <b>Financial Services</b>           | -2,739 | -106,354 |
| <b>Food &amp; Beverage</b>          | -4,738 | -77,889  |

Source: Fiinpro, RongViet Securities

**Table 3: Foreign portfolio investment flow to equity market.**

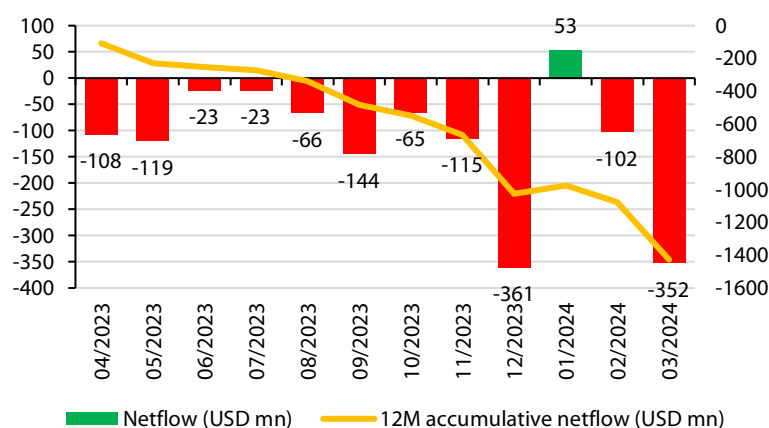
| Countries      | Foreign Capital Flow (\$ mn) |        |        |
|----------------|------------------------------|--------|--------|
|                | 1M                           | QTD    | YTD    |
| India          | ▲ 4,016                      | 1,358  | 1,358  |
| S.Korea        | ▲ 3,816                      | 12,189 | 12,189 |
| Indonesia      | ▲ 506                        | 1,686  | 1,686  |
| Sri Lanka      | ▼ -14                        | -25    | -26    |
| Philippines    | ▼ -46                        | 163    | 163    |
| Taiwan         | ▼ -93                        | 4,729  | 4,729  |
| <b>Vietnam</b> | ▼ -352                       | -401   | -401   |
| Malaysia       | ▼ -609                       | -187   | -187   |
| Thailand       | ▼ -1,145                     | -1,933 | -1,933 |
| Japan          | ▼ -11,242                    | 13,320 | 13,320 |

Source: Bloomberg, RongViet Securities

QTD: Quarter to date

YTD: Year to date

**Figure 13: Foreign capital outflow in Vietnam equity market in last 12 months.**



Source: Bloomberg, RongViet Securities

**Table 4: Capital flow of ETFs**

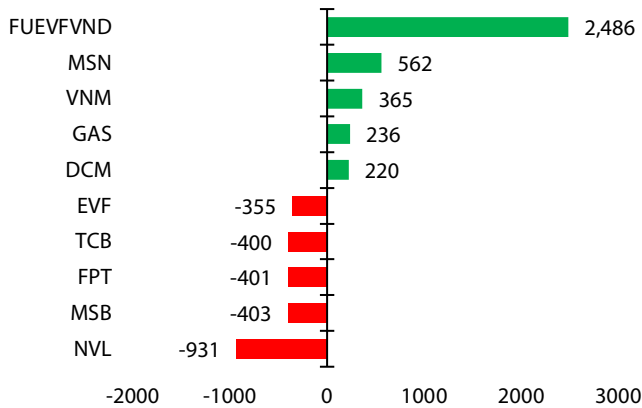
| ETF Name                                | AUM (\$mn)   | Fund flow (\$mn) |          |          |
|-----------------------------------------|--------------|------------------|----------|----------|
|                                         |              | 1M               | 3M       | YTD      |
| <b>Total</b>                            | <b>3,527</b> | ▼ -85.3          | ▼ -230.6 | ▼ -230.6 |
| <b>Foreign ETFs</b>                     | <b>2,414</b> | ▼ -59.1          | ▼ -179.6 | ▼ -179.6 |
| Asian Growth CUBS ETF                   | 10           | 0.0              | 0.0      | 0.0      |
| iShares MSCI Frontier and Select EM ETF | 456          | 0.0              | -90.2    | -90.2    |
| KIM KINDEX Vietnam VN30 Future          | 5            | 0.0              | 0.0      | 0.0      |
| VanEck Vectors Vietnam ETF              | 550          | 0.0              | -0.6     | -0.6     |
| Premia MSCI Vietnam ETF                 | 14           | -1.2             | -1.8     | -1.8     |
| KIM KINDEX Vietnam VN30 ETF             | 198          | -3.0             | -33.5    | -33.5    |
| Xtrackers FTSE Vietnam Swap ETF         | 349          | -15.8            | -24.5    | -24.5    |
| Fubon FTSE Vietnam ETF                  | 831          | -39.2            | -29.0    | -29.0    |
| <b>Local ETFs</b>                       | <b>1,113</b> | ▼ -26.3          | ▼ -51.0  | ▼ -51.0  |
| MAFN VN30 ETF                           | 25           | 0.1              | -0.4     | -0.4     |
| DCVFM VNMIDCAP ETF                      | 11           | 0.0              | 1.9      | 1.9      |
| DCVFMVN Diamond ETF                     | 640          | 0.0              | 0.0      | 0.0      |
| SSIAM VNX50 ETF                         | 6            | 0.0              | -0.8     | -0.8     |
| SSIAM VN30 ETF                          | 6            | 0.0              | 0.0      | 0.0      |
| VinaCapital VN100 ETF                   | 4            | 0.0              | 0.0      | 0.0      |
| KIM GROWTH VN30 ETF                     | 13           | 0.0              | 0.0      | 0.0      |
| KIM GROWTH VNFINSELECT ETF              | 13           | 0.0              | 0.0      | 0.0      |
| SSIAM VNFIN LEAD ETF                    | 82           | -8.8             | -20.9    | -20.9    |
| DCVFMVN30 ETF Fund                      | 312          | -17.6            | -30.7    | -30.7    |

Source: Bloomberg, RongViet Securities



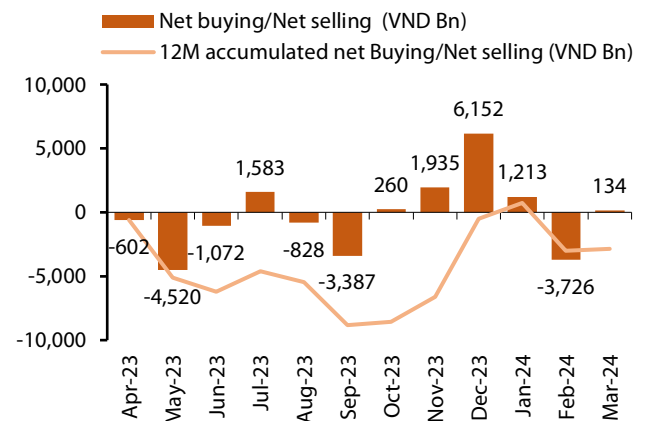
**Institutional investors** returned to net buying, with a total of VND 134 billion (USD 5 million) after a month of strong net selling. From our perspective, this figure is influenced by transaction for ETF FUEFVND of this investors through share repurchase and swap transactions with the fund management company, due to the net withdrawal pressure from ETF investors. Excluding this transaction, the net status for the month for this group of investors would be a net sale of VND 2,352 billion (USD 96million). The most significant net bought and sold stocks by domestic institutional investors are compiled in Figure 14.

**Figure 14: Top net sold/purchased stocks by local institutions on HSX in March 2024(VND bn)**



Source: Fiinpro, RongViet Securities

**Figure 15: Trading activity by local institutional investors on HSX (VND bn)**



Source: Fiinpro, RongViet Securities

*The key messages from the meetings of major Central Banks around the world in March all hint at rate cuts occurring this year. However, questions about the timing of these cuts, which entity will move first, and at what speed are currently being meticulously weighed by investors. Under the base scenario, the Fed, ECB, and BoE are expected to make their first-rate cuts in June. Nonetheless, inflation data and economic growth expectations in the Eurozone suggest that the BoE and ECB might cut rates earlier. This, combined with the slow pace of interest rate increases and the continuation of Japan's central bank's government bond purchasing program, implies that foreign capital flows will continue to seek refuge in the US dollar and other US dollar-denominated assets at least until the Fed implements its first rate cut. This scenario makes the path to a new expansion cycle rougher due to unexpected FX rate movements. The VNDUSD could surge if the aforementioned misalignment occurs, potentially leading to a stronger net outflow of foreign capital over a certain period.*

*Furthermore, the stock market in April will be lively again with the first quarter 2024 earnings report season, alongside information on business strategies during the annual general meetings of listed companies. Regarding the profits of companies on the HSX for Q1 2024, we estimate a growth rate of approximately 7% YoY.*

*Regarding market liquidity, we anticipate that the surge in March will continue to be maintained in the coming period, primarily led by domestic investors as the real interest rate is nearing the 0% threshold, thanks to ongoing rate cuts with durations of 12 months or more since the beginning of the year.*

*With a current P/E ratio of 14.9, the valuation is relatively close to the target P/E for the VN Index that we outlined in our 2024 strategy report. Assuming the Q1 2024 business results align with our projections, the 12-month net income for the entire market could see a 2% QoQ increase, implying that the market's P/E ratio would adjust downward, and the market index could increase to return to the target P/E level, with a corresponding increase of 2% at the closing score on March 29, 2024. However, the current exchange rate remains under significant pressure, nearly reaching the intervention threshold of the State Bank of Vietnam at 25,200 VND. We observe that market sentiment often fluctuates significantly during major currency shifts. Considering these push and pull factors, we expect the VN Index to fluctuate within a range of **1,220-1,320** during April.*

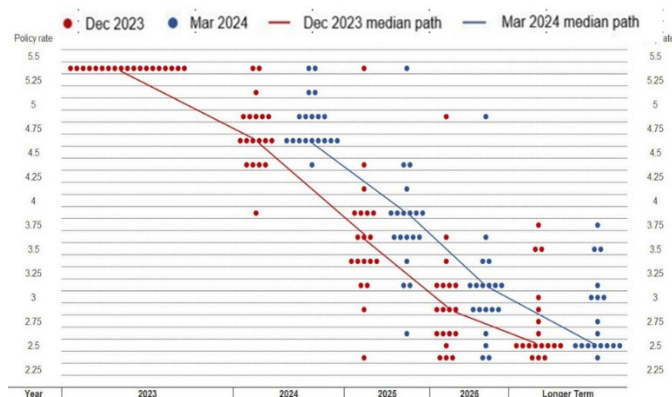
**Implications following the March central banks' meeting – The USD and assets denominated in USD will maintain their current strength at least until the FED makes its first rate cut.**

Following the March central banks' meeting, the collective message from Western central banks confirmed plans to cut policy interest rates this year, with the baseline scenario for the first cut by these banks, including the FED, ECB, and BOE, remaining set for June. Notably, the survey on the number of cuts expected by participants indicates a consensus for three cuts, against the market's expectation of four. Moreover, inflation data and economic growth expectations in the European Union suggest a high likelihood that the BOE and ECB will proceed with interest rate cuts ahead of FED.

Meanwhile, the Bank of Japan, despite ending its negative interest rate policy, moving from -0.1% to a range of 0-0.1%, has marked its first interest rate increase in 17 years. However, it continues to maintain rates at approximately 0% due to the fragile economic recovery, forcing the central bank to slow down its pace of rate hikes. We expect the BOJ to raise its policy rate from 0.1% to 0.25%, but this increase might only occur in Q4 2024, depending on CPI forecast adjustments in upcoming monetary policy meetings. Moreover, despite short-term rate adjustments, the BoJ is expected to continue its government bond buyback program should long-term interest rates rise too quickly.

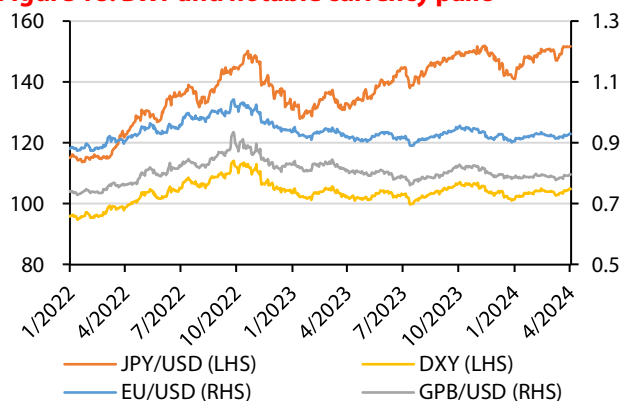
The slow pace of interest rate hikes, combined with the continuation of Japan's government bond purchasing program, has led traders en masse to revert to the "carry trade" strategy—capitalizing on interest rate differentials—with the yen serving as the funding currency. This trend has continued to depreciate the yen, bringing it close to its nearly three-decade low set in 2022. Alongside the high likelihood that the European Central Bank (ECB) and the Bank of England (BoE) might implement their first-rate cuts before the Federal Reserve (Fed), the US dollar is expected to remain at its current high levels at least until the Fed sends clearer signals about its first rate cut in 2024. This also implies that capital flows are likely to continue to seek refuge in the US dollar and other assets priced in US dollars.

**Figure 16: FOMC participant 'implied rate path**



Source: CMBC

**Figure 18: DXY and notable currency pairs**



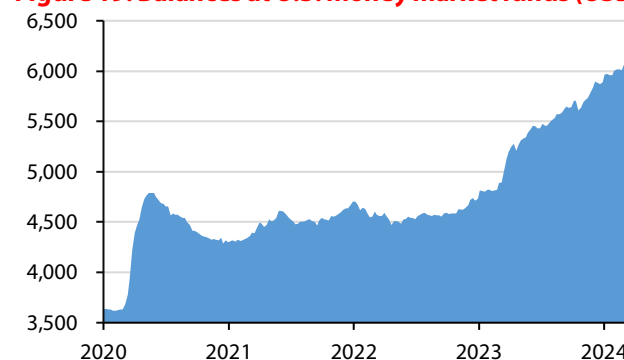
Source: Bloomberg, RongViet Securities

**Table 17: Market expectations on central banks' policy interest rates over the next year – A reversal trend is solid**

| Country                | Rate  | Policy | Rate  | Basis | Meeting | 3M    | 6M   | 1Y    | 2Y    | 3Y | Curve | Total Change |
|------------------------|-------|--------|-------|-------|---------|-------|------|-------|-------|----|-------|--------------|
| <b>1) Americas</b>     |       |        |       |       |         |       |      |       |       |    |       |              |
| 10 United States       | 5.38  | 5.350  | -2.5  | 05/01 | 5.19    | 4.99  | 4.43 | 3.81  | 3.67  |    |       | -94          |
| 11 Canada              | 5.00  | 5.040  | -4.0  | 04/10 | 4.81    | 4.53  | 4.05 | 3.43  | 3.10  |    |       | -95          |
| 12 Mexico              | 11.00 | 11.248 | 24.8  | 05/09 | 10.81   | 10.54 | 9.49 | 8.23  | 7.91  |    |       | -151         |
| 13 Chile               | 6.50  | 7.250  | -5.0  | 05/23 | 5.79    | 5.32  | 5.10 | 5.06  | 4.98  |    |       | -140         |
| 14 Brazil              | 10.75 | 10.650 | -10.0 | 05/08 | 10.12   | 9.87  | 9.84 | 10.78 | 11.50 |    |       | -91          |
| <b>2) EMEA</b>         |       |        |       |       |         |       |      |       |       |    |       |              |
| 20 Eurozone            | 4.00  | 3.899  | -10.1 | 04/11 | 3.74    | 3.40  | 2.84 | 2.35  | 2.27  |    |       | -116         |
| 21 United Kingdom      | 5.25  | 5.191  | -5.9  | 05/09 | 5.12    | 4.86  | 4.31 | 3.74  | 3.53  |    |       | -94          |
| 22 Switzerland         | 1.50  | 1.500  | 0.0   | 06/20 | 1.29    | 1.12  | 0.96 | 0.99  | 1.07  |    |       | -54          |
| 23 Norway              | 4.50  | 4.730  | 23.0  | 05/03 | 4.48    | 4.42  | 3.93 | 3.44  | 3.17  |    |       | -57          |
| 24 Sweden              | 4.00  | 3.992  | -0.8  | 05/08 | 3.78    | 3.48  | 2.97 | 2.49  | 2.33  |    |       | -103         |
| 25 Denmark             | 3.60  | 3.706  | 10.6  |       | 3.37    | 3.07  | 2.57 | 2.10  | 2.02  |    |       | -103         |
| 26 Czech Republic      | 5.75  | 5.600  | -15.0 | 05/02 | 4.83    | 4.23  | 3.72 | 3.55  | 3.54  |    |       | -203         |
| 27 Poland              | 5.75  | 5.860  | 11.0  | 04/04 | 5.67    | 5.59  | 5.37 | 4.35  | 4.22  |    |       | -38          |
| <b>3) Asia/Pacific</b> |       |        |       |       |         |       |      |       |       |    |       |              |
| 30 Australia           | 4.35  | 4.320  | -3.0  | 05/07 | 4.32    | 4.17  | 3.87 | 3.54  | 3.60  |    |       | -48          |
| 31 New Zealand         | 5.50  | 5.500  | 0.0   | 04/10 | 5.45    | 5.14  | 4.52 | 3.88  | 3.76  |    |       | -98          |
| 32 Japan               | 0.10  | 0.077  | -2.3  | 04/26 | 0.12    | 0.19  | 0.35 | 0.51  | 0.61  |    |       | 25           |
| 33 China               | 1.80  | 2.100  | 30.0  |       | 1.73    | 1.63  | 1.60 | 1.70  | 1.88  |    |       | -20          |
| 34 India               | 6.50  | 6.540  | -4.0  | 04/05 | 6.64    | 6.54  | 6.32 | 6.16  | 6.16  |    |       | -18          |
| 35 Korea               | 3.50  | 3.630  | 13.0  | 04/12 | 3.47    | 3.36  | 3.21 | 3.04  | 3.07  |    |       | -29          |

Source: Bloomberg

**Figure 19: Balances at U.S. money market funds (USD bn)**



Source: Bloomberg

(\*) A money market fund is a type of mutual fund that invests in short-term, highly liquid instruments. These instruments include cash, cash equivalents, and high credit rating debt-based securities with short-term maturities, such as U.S. Treasury bills.

### 1<sup>st</sup> Quarter earnings season – Expect a modest growth.

In the overall Q1 2024 GDP growth, industries such as manufacturing & construction, financial & banking services, and real estate stand out for their notable contribution to the overall quarterly revenue trends of listed companies due to their significant share in total market profits. The manufacturing & construction sector saw a growth of 6.0% YoY, markedly higher than the 2.0% YoY increase in Q1 2023. Notably, the real estate business activities grew by 1.7% YoY compared to a decline of -1.1% YoY in the same period last year. Additionally, the growth in the financial services, banking, and insurance sector recorded a slight decrease at 5.2% YoY.

**Table 5: Vietnam GDP profile**

|                          | 1Q23       | 2Q23       | 3Q23       | 4Q23       | 1Q24       | 1Q23                     | 2Q23       | 3Q23       | 4Q23       | 1Q24       |
|--------------------------|------------|------------|------------|------------|------------|--------------------------|------------|------------|------------|------------|
|                          | %YoY       |            |            |            |            | % pt contribution to GDP |            |            |            |            |
| <b>GDP growth</b>        | <b>3.3</b> | <b>4.1</b> | <b>5.5</b> | <b>6.7</b> | <b>5.7</b> | <b>3.3</b>               | <b>4.1</b> | <b>5.5</b> | <b>6.7</b> | <b>5.7</b> |
| Agriculture              | 2.9        | 3.7        | 4.3        | 4.1        | 3          | 0.3                      | 0.4        | 0.5        | 0.5        | 0.3        |
| Mining                   | -4.1       | 0.8        | -5.5       | -4.2       | -5.8       | -0.1                     | 0          | -0.1       | -0.1       | -0.2       |
| Manufacturing            | -0.5       | 0.6        | 5.6        | 8          | 7          | -0.1                     | 0.1        | 1.3        | 1.9        | 1.6        |
| Construction             | 1.9        | 7.7        | 8          | 9.3        | 6.8        | 0.1                      | 0.5        | 0.6        | 0.7        | 0.4        |
| Wholesale & Retail Sales | 8          | 8          | 8.7        | 9.9        | 6.9        | 0.8                      | 0.7        | 0.8        | 0.8        | 0.7        |
| Transportation & Storage | 6.7        | 9.6        | 9.7        | 10         | 10.6       | 0.4                      | 0.5        | 0.5        | 0.5        | 0.6        |
| Accommodation & Food     | 22.9       | 8.8        | 9.4        | 8.9        | 8.3        | 0.5                      | 0.2        | 0.2        | 0.2        | 0.2        |
| Financial services       | 7.8        | 6.1        | 4.8        | 6.4        | 5.2        | 0.4                      | 0.3        | 0.3        | 0.4        | 0.3        |
| Real estate              | -0.7       | -1.1       | -0.2       | 2.1        | 1.7        | 0                        | 0          | 0          | 0.1        | 0.1        |
| Other                    | 3.9        | 4.9        | 5.6        | 5.8        | 6.1        | 1.1                      | 1.3        | 1.5        | 1.8        | 1.7        |

Source: GSO, RongViet Securities

In summary, asset turnover is generally expected to improve compared to Q1 2023 across most industry groups, except for banking and real estate. While other sectors are expected to achieve turnover rates in line with the recovery seen in Q4, we believe that the real estate and banking sectors will experience a slowdown in turnover compared to the same quarter in 2023. The total assets of these two sectors increased significantly in Q4 2023 compared to other quarters of the year. However, the banking sector is facing a downward trend in lending rates, while the real estate sector has seen a significant increase in total assets, largely from newly initiated projects. Therefore, it may take a few more quarters to improve this metric, but the positive signal is that real estate activities have returned to growth within the GDP structure. Asset turnover of total market is estimated to have decreased by 2% YoY compared to the same period. Meanwhile, the total assets of companies listed on the HSX have recorded an increase of about 9% compared to the beginning of 2023. Therefore, we expect the total market revenue to achieve a growth rate of ~9% YoY.

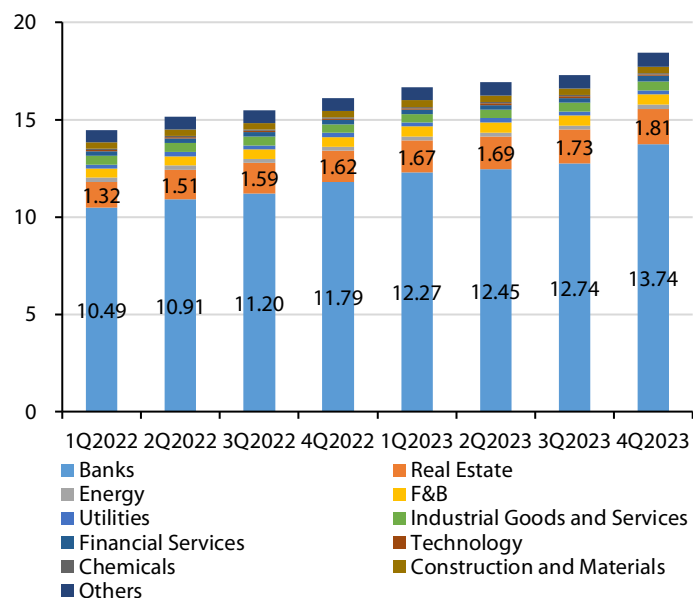
Meanwhile, profit margins recovered in 2023 and returned to pre-pandemic levels. However, the contribution from the real estate sector is expected to be lower than the same period last year due to VHM not having as much backlog as before to handover, which will decrease the overall market profit margin by about 30 basis points or -2% YoY. Accordingly, Q1 profits are expected to grow at a rate of ~7% YoY, with a 12-month NPAT change of ~2% QoQ.

**Table 6: Quarterly asset turnover index by sectors, which contributed 90% of total market earnings**

| Asset turnover index                 | 1Q2023 | 2Q2023 | 3Q2023 | 4Q2023 | 1Q2024F |
|--------------------------------------|--------|--------|--------|--------|---------|
| <b>Banks</b>                         | 100    | 102    | 97     | 96     | 96      |
| <b>Real Estate</b>                   | 100    | 118    | 113    | 68     | 68      |
| <b>Energy</b>                        | 100    | 95     | 97     | 94     | 88      |
| <b>Food, Beverage and Tobacco</b>    | 100    | 112    | 115    | 119    | 118     |
| <b>Utilities</b>                     | 100    | 117    | 83     | 93     | 99      |
| <b>Industrial Goods and Services</b> | 100    | 104    | 104    | 115    | 117     |
| <b>Financial Services</b>            | 100    | 133    | 128    | 116    | 138     |
| <b>Technology</b>                    | 100    | 101    | 104    | 107    | 103     |
| <b>Chemicals</b>                     | 100    | 113    | 110    | 114    | 121     |
| <b>Construction and Materials</b>    | 100    | 135    | 121    | 147    | 148     |
| <b>Others</b>                        | 100    | 100    | 100    | 104    | 108     |
| <b>VNINDEX</b>                       | 100    | 105    | 102    | 98     | 98      |

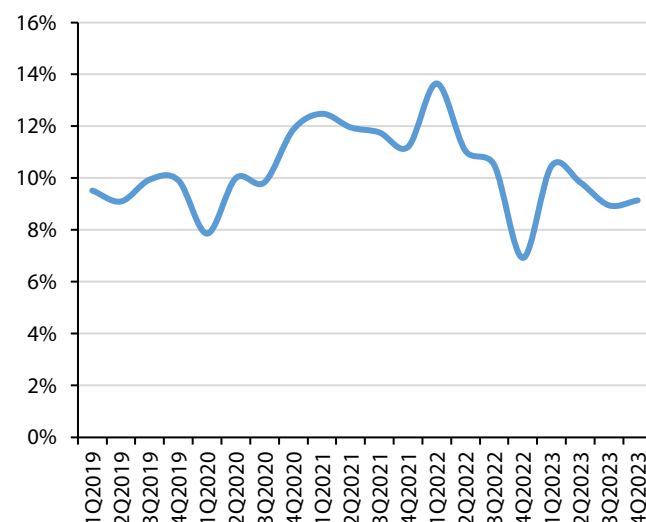
Source: Bloomberg, RongViet Securities

**Figure 20: Total assets on the HSX by sectors (VND trillion)**



Source: Bloomberg, RongViet Securities

**Figure 21: NPAT margin by quarter (%) of companies listed on the HSX**



Source: Bloomberg, RongViet Securities

### Market Liquidity - The Momentum Continues

It has been over a year since the State Bank of Vietnam (SBV) reversed its monetary policy support orientation, a period that also corresponds to when the interest rates for 12-month savings accounts peaked and then entered a cycle of decline to record low levels in the past decade, approaching the 4% inflation threshold (Figure 22). The real interest rates nearing zero are expected to stimulate demand for investment and consumer spending within the economy. In other words, we anticipate an acceleration in the velocity of money. Domestic capital will seek out investment channels with higher risk and attractive long-term returns such as gold, real estate, stocks, and other investment forms.

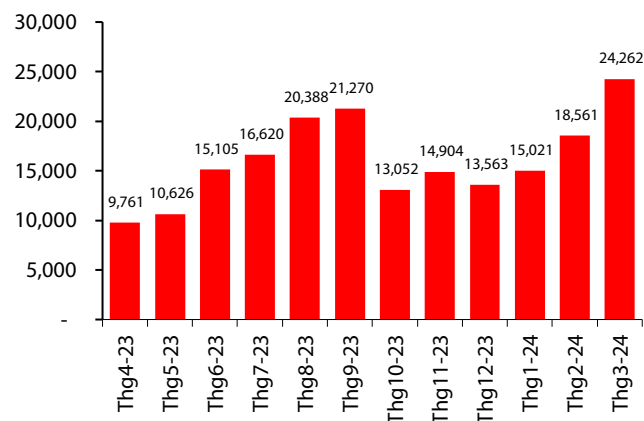
Gold is benefiting from the anticipation of a reversal in monetary policy by major central banks around the world, then the current differential in earnings yield in the stock market combined with the potential for long-term growth (Figure 24) will be sufficiently attractive for domestic money flow seeking opportunities. Therefore, we believe that the strong increase in market liquidity recently (Figure 23) will continue to be reinforced in the coming period.

**Figure 22: The trend of 12-month deposit interest rates of commercial banks over the past year.**



Nguồn: FIINX

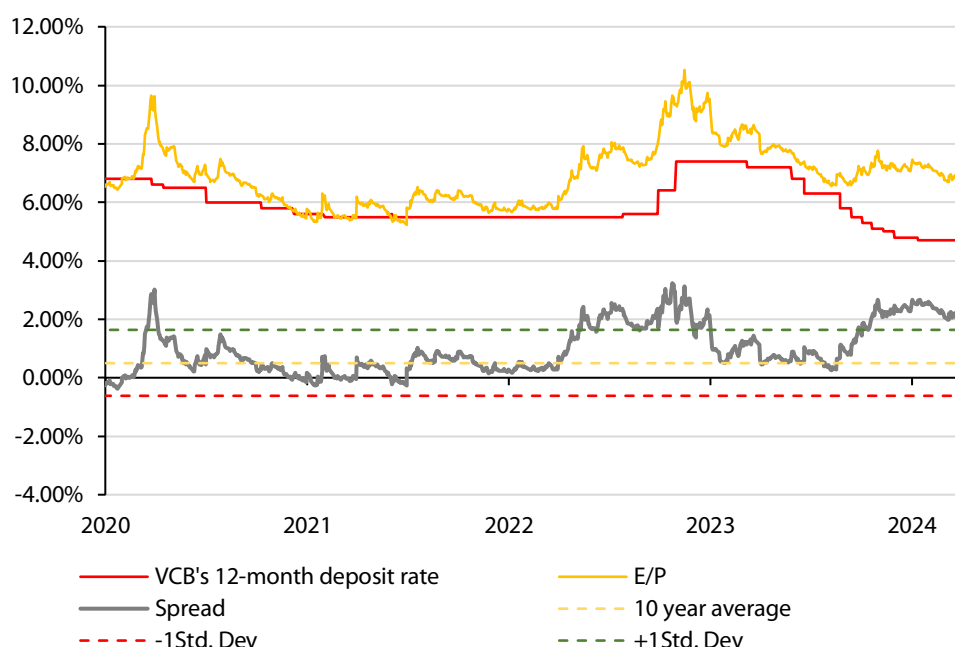
**Figure 23: The average transaction value of matched orders in HSX sessions over the past 12 months (VND billion)**



Source: Bloomberg, RongViet Securities



**Figure 24: The spread between interest rates and earnings yield (E/P) of the market.**



Source: RongViet Securities

#### Update on VN DIAMOND basket 's changes in the April review.

During the Q2/2024 evaluation period occurring in April, the Ho Chi Minh Stock Exchange (HOSE) will reassess the VN DIAMOND and VNFIN SELECT indices at the beginning of the year, incorporating changes to the index portfolio structure. Simultaneously, the VN30 and VNFIN LEAD indices will undergo data updates and recalculations of the component stock portfolio weights. The results will be officially announced on April 15, 2024, and come into effect on May 3, 2024.

Based on the data as of March 29, 2024, we estimate the following changes to the VN DIAMOND index:

- **MWG** may be removed from the index due to not meeting the P/E ratio requirements
- **BMP** may be added to the index as it is among the top 8 non-financial sector stocks ranked by the Foreign Ownership Limit (FOL) ratio from highest to lowest.

Accordingly, we believe that MWG may be removed from the VN DIAMOND index in this evaluation period, with an estimated 50 million shares expected to be sold by ETFs. In the case of BMP being added to the VN DIAMOND index during this evaluation period, approximately 440,000 shares are estimated to be purchased by ETFs.

Assuming the aforementioned changes, the new index portfolio will comprise 18 stocks, of which 10 from the financial sector will be subject to a maximum weight limit of 40% for the entire sector. Currently, there are 3 ETFs on the market using the VN DIAMOND index as a benchmark, including VFM VNDIAMOND, MAFM VNDIAMOND, and BVF VNDIAMOND, with a total net asset value of about VND 16,512 billion (USD 674 million) as of March 29, 2024. Specifically, the VFMVN DIAMOND fund has a total asset value of approximately VND 16,058 billion (USD 655 million) as of March 29, 2024. Notably, the total asset value of the fund has decreased by -7.0% since the beginning of the year, with a net capital withdrawal value of VND 4,497 billion (USD 183 million) and a NAV increase of 19.09% compared to the beginning of the year.

**Table 7: Estimated trading value of the VN DIAMOND basket for April 2024's review.**

| No. | Ticker     | Market price | FOL  | Limit proportion according to Liquidity | Proportion Cap to Market Cap | Adjusted MKT CAP | Old weight | New weight | Change | Add/ Reduce | Trading volume (Share) | Number of trading section To complete |
|-----|------------|--------------|------|-----------------------------------------|------------------------------|------------------|------------|------------|--------|-------------|------------------------|---------------------------------------|
| +   |            |              |      |                                         |                              |                  |            |            |        |             |                        |                                       |
| 1   | ACB        | 28,500       | 100% | 100%                                    | 13.3%                        | 13,269           | 7.2%       | 8.1%       | 0.9%   | 4,923,405   | 10,196,791             | 0.48                                  |
| 2   | CTG        | 35,550       | 75%  | 100%                                    | 13.3%                        | 2,863            | 2.0%       | 1.8%       | -0.2%  | -975,973    | 8,888,544              | 0.11                                  |
| 3   | FPT        | 116,500      | 100% | 75%                                     | 26.1%                        | 24,598           | 16.3%      | 15.0%      | -1.3%  | -1,811,452  | 3,389,872              | 0.53                                  |
| 4   | GMD        | 79,700       | 100% | 100%                                    | 100.0%                       | 21,960           | 9.0%       | 13.4%      | 4.4%   | 8,810,063   | 1,870,355              | 4.71                                  |
| 5   | HDB        | 24,100       | 100% | 100%                                    | 13.3%                        | 7,016            | 2.5%       | 4.3%       | 1.8%   | 12,068,821  | 6,287,224              | 1.92                                  |
| 6   | KDH        | 37,800       | 25%  | 100%                                    | 100.0%                       | 4,530            | 1.9%       | 2.8%       | 0.9%   | 3,876,705   | 4,582,502              | 0.85                                  |
| 7   | MBB        | 25,400       | 100% | 100%                                    | 13.3%                        | 9,820            | 7.0%       | 6.0%       | -1.0%  | -6,562,359  | 20,488,390             | 0.32                                  |
| 8   | MSB        | 14,550       | 100% | 100%                                    | 13.3%                        | 3,296            | 2.4%       | 2.0%       | -0.4%  | -4,172,562  | 8,758,504              | 0.48                                  |
| 9   | NLG        | 43,350       | 50%  | 100%                                    | 100.0%                       | 5,845            | 2.5%       | 3.6%       | 1.1%   | 4,240,819   | 4,202,094              | 1.01                                  |
| 10  | OCB        | 14,950       | 100% | 100%                                    | 13.3%                        | 2,250            | 1.2%       | 1.4%       | 0.2%   | 2,185,327   | 2,736,801              | 0.80                                  |
| 11  | PNJ        | 98,900       | 100% | 100%                                    | 87.4%                        | 24,598           | 11.6%      | 15.0%      | 3.4%   | 5,607,205   | 1,677,783              | 3.34                                  |
| 12  | REE        | 63,800       | 100% | 100%                                    | 100.0%                       | 10,440           | 4.3%       | 6.4%       | 2.1%   | 5,387,203   | 1,020,734              | 5.28                                  |
| 13  | TCB        | 47,550       | 100% | 100%                                    | 12.2%                        | 13,267           | 7.9%       | 8.1%       | 0.2%   | 563,715     | 8,499,431              | 0.07                                  |
| 14  | TPB        | 19,100       | 100% | 100%                                    | 13.3%                        | 3,366            | 2.4%       | 2.1%       | -0.3%  | -2,714,133  | 10,136,151             | 0.27                                  |
| 15  | VIB        | 24,600       | 100% | 100%                                    | 13.3%                        | 4,158            | 3.0%       | 2.5%       | -0.5%  | -3,496,088  | 5,708,770              | 0.61                                  |
| 16  | VPB        | 19,750       | 50%  | 100%                                    | 13.3%                        | 6,275            | 4.5%       | 3.8%       | -0.7%  | -6,091,211  | 13,583,993             | 0.45                                  |
| 17  | VRE        | 25,850       | 25%  | 100%                                    | 100.0%                       | 5,870            | 1.2%       | 3.6%       | 2.4%   | 14,891,662  | 11,479,557             | 1.30                                  |
| 18  | <b>BMP</b> | 110,000      | 13%  | 100%                                    | 100.0%                       | 526              | 0.0%       | 0.3%       | 0.3%   | 438,960     | 235,504                | 1.86                                  |
|     | <b>MWG</b> | 51,100       |      |                                         |                              |                  | 16.0%      | 0.0%       | -16.0% | -50,503,750 | 12,159,957             | 4.15                                  |

\* Estimated data from the portfolios of VFM VNDIAMOND, MAFM VNDIAMOND, and BVF VNDIAMOND fund

Source: RongViet Securities



### Keep cautious!

Given the strong cash flow in the stock market, we believe that most sessions in April will be "red skin, green inside" sessions. In other words, we expect mid- and small-cap stocks to take a turn for the better, while large cap stocks, which performed pretty well in Q1 2024, will fluctuate within a narrow range. However, we believe that these are short-term opportunities, and investors should allocate a certain proportion for trading only. The overall portfolio should be brought to a safe state by reducing leverage and taking profits when the holdings have produced high returns.

In April, there will be some interesting information that investors should pay attention to, including (1) Q1 2024 business results of listed companies, (2) The 2024 AGM, and (3) The exchange rate movement. Given the low base in 2023, we believe that the Q1 2024 business results as well as 2024 business plan of listed companies will be positive in general. However, we think the positivity is in line with investors' expectations and has already been reflected in the stock prices. The movement of exchange rate, meanwhile, will be the key factor that investors should watch closely. As the market has been rallying for months, such negative information could put heavy pressure on the market.

Our April trading ideas are companies with positive YoY earnings growth in Q1 2024.

**HAX – TP: VND 18,300.** We estimate HAX's Q1 2024 PBT will reach VND 50 Bn (Q1 2023: VND 5.6 Bn) with 50% contribution from the MG car business. Accordingly, Q1 2024 MG cars sales will be around 1,600 units (+114% YoY), accounting for 3.5-4.0% of Vietnam's automobile market share (2023: 0.5-1%). Given its distribution of 40% of total MG car sales, we expect that HAX can earn VND 352 Bn (+782% YoY) in MG car revenue in Q1 2024. Regarding the Mercedes-Benz distribution segment, due to the gloomy car consumption in the entire industry (-26.4% YoY in the first 2 months), we maintain our forecasted revenue from this segment at VND 822 Bn in Q1 2024. For FY2024, however, we expect the luxury car segment to improve sales and selling prices (+30% YoY and +1.5% YoY, respectively) following the recovery of purchasing power and consumer confidence, mostly in the second half of 2024. We believe that HAX will be revalued based on positive profit growth prospects, with 2024F/25F NPAT expected to increase by 259% YoY/39% YoY. PE fwd 2024/25 will be 11.5x/8.3x, respectively, representing a discount of 2.5%/29.7% compared to the average of 11.8x in the 2019-2020.

**SCS – TP: VND 96,700.** We estimate Q1 2024 PBT will increase 28% YoY to VND 165.58 Bn. From February 2024, SCS has one new customer, Qatar Airways - an airline with a large cargo transport volume at Tan Son Nhat Airport. Owing to the new customer, output of import and export goods through SCS terminal increased by 13% YoY in February 2024, despite the impact of the Lunar New Year, and increase by c. 60% YoY in March 2024. Therefore, we estimate that SCS's international output will reach approximately 43 thousand tons (+40% YoY) and domestic output will be 15.8 thousand tons (+23% YoY). Accordingly, for Q1 2024, we estimate revenue and PBT will reach VND 220 Bn (+37% YoY), and VND 165 Bn (+27% YoY), respectively. PBT margin will decrease as we expect SCS's deposit interest income to decrease by about 35% YoY following the deposit rate cut.

Given the positive import-export output in Q1 2024, we raise forecasted revenue and NPAT by 7% and 8%, respectively compared to the last forecast. For FY2024, we expect revenue and NPAT to reach VND 974 Bn (+38% YoY) and VND 659 Bn (+32% YoY), respectively. EPS 2024F will be VND 6,300.

**QNS – TP: VND 55,800.** We expect QNS's Q1 2024 NPAT to grow 69% YoY to VND 534 Bn. Given the gradually recovery in consumption, we expect both sugar and milk segments to record year-on-year growth in revenue. In addition, sugar price has stayed at a high level (VND 18,000 - 19,000 per kg) compared to the same period in 2023 (17,000 VND/kg), which not only supports



sugar segment's revenue growth but also expands the company's overall profit margin, leading to strong growth in net profit.

**Table 8: Ideas for short-term trading**

| Ticker | MC<br>(VND<br>bn) | 3m ave.<br>matching-<br>order<br>value<br>(VND mn) | Curr. PER<br>(x) | 2024 fwd PER<br>(x) | TTM<br>ROE (%) | Closed<br>price as<br>of April<br>2 <sup>nd</sup> | Target<br>price | Cash<br>dividend | April 2024<br>(k. VND) |                  |
|--------|-------------------|----------------------------------------------------|------------------|---------------------|----------------|---------------------------------------------------|-----------------|------------------|------------------------|------------------|
|        |                   |                                                    |                  |                     |                |                                                   |                 |                  | Buying<br>range        | Selling<br>range |
| HAX    | 1,439             | 6,371                                              | 39.6             | 11.6                | 3.6%           | 15,400                                            | 18,300          | 300              | 14.5-15                | 16-17            |
| SCS    | 7,117             | 7,305                                              | 15.3             | 12.0                | 36.0%          | 75,000                                            | 95,600          | 5,000            | 72-74                  | 82-84            |
| QNS    | 17,594            | 32,811                                             | 8.1              | 6.9                 | 27.2%          | 49,290                                            | 55,800          | 4,000            | 45-47                  | 51-52.4          |
| REE    | 26,198            | 49,228                                             | 12.0             | 9.5                 | 17.0%          | 64,100                                            | 74,200          | 1,000            | 59-61.5                | 65-67            |
| VNM    | 140,654           | 265,147                                            | 15.9             | 15.5                | 29.3%          | 67,300                                            | 87,600          | 3,850            | 65-66.3                | 71.5-74          |
| MSN    | 106,598           | 302,935                                            | 253.9            | 60.2                | 7.1%           | 74,500                                            | 90,900          | 0                | 68-72                  | 78-82            |
| HPG    | 176,769           | 766,273                                            | 25.9             | 16.7                | 6.8%           | 30,400                                            | 36,600          | 0                | 28-29                  | 30.5-32          |
| CMG    | 7,630             | 8,995                                              | 23.5             | 12.5                | 15.1%          | 40,150                                            | 43,450          | 600              | 38-39.5                | 43.5-45.5        |
| FPT    | 148,586           | 271,740                                            | 22.9             | 23.0                | 33.9%          | 117,000                                           | 129,100         | 2,000            | 101-105                | 115-120          |
| HSG    | 14,876            | 289,458                                            | 18.4             | 18.9                | 7.6%           | 24,150                                            | 23,900          | 0                | 21-22                  | 24-25            |
| MWG    | 75,452            | 491,114                                            | 450.3            | 43.7                | 0.7%           | 51,600                                            | 58,500          | 500              | 43.5-46                | 51.5-54          |
| NTC    | 5,156             | 3,004                                              | 17.2             | 12.1                | 35.8%          | 214,831                                           | 276,000         | 6,000            | 195-205                | 220-230          |

Source: Rong Viet Securities

**Table 9: Our monthly recommendation return**

| Ticker                          | MC<br>(VND<br>bn) | 3m ave.<br>matching-<br>order<br>value<br>(VND mn) | Closed<br>price as<br>of April<br>2 <sup>nd</sup> | Target<br>price | PBR (x) | PER (x) | Buying date | Buying<br>price<br>(VND) | Selling<br>date | Selling<br>price<br>(VND) | Return       |
|---------------------------------|-------------------|----------------------------------------------------|---------------------------------------------------|-----------------|---------|---------|-------------|--------------------------|-----------------|---------------------------|--------------|
| <b>Return in March 2024 (*)</b> |                   |                                                    |                                                   |                 |         |         |             |                          |                 |                           | <b>11.3%</b> |
| <b>HSG</b>                      | 14,876            | 289,458                                            | 24,150                                            | 23,900          | 1.4     | 18.4    | 18/03/2024  | 21.500                   | 27/03/2024      | 24.100                    | 12.1%        |
| <b>MSN</b>                      | 106,598           | 302,935                                            | 74,500                                            | 90,900          | 4.0     | 253.9   | 5/03/2024   | 71.200                   | 14/03/2024      | 80.900                    | 13.6%        |
| <b>KBC</b>                      | 27,250            | 316,879                                            | 35,500                                            | 41,800          | 1.5     | 13.4    | 4/03/2024   | 31.500                   | 26/03/2024      | 35.600                    | 13.0%        |
| <b>MBB</b>                      | 131,120           | 532,626                                            | 24,800                                            | 28,200          | 1.4     | 6.3     | 18/03/2024  | 22.600                   | 27/03/2024      | 25.200                    | 11.5%        |
| <b>NKG</b>                      | 6,885             | 233,998                                            | 26,150                                            | 23,200          | 1.3     | 58.6    | 18/03/2024  | 23.000                   | 29/03/2024      | 26.000                    | 13.0%        |
| <b>NTC</b>                      | 5,156             | 3,004                                              | 214,831                                           | 276,000         | 5.4     | 17.2    | 22/03/2024  | 198.000                  | 2/04/2024       | 215.000                   | 8.6%         |
| <b>PVS</b>                      | 20,887            | 231,954                                            | 43,700                                            | 40,400          | 1.6     | 20.4    | 13/03/2024  | 35.800                   | 1/04/2024       | 40.000                    | 11.7%        |
| <b>REE</b>                      | 26,198            | 49,228                                             | 64,100                                            | 74,200          | 1.5     | 12.0    | 18/03/2024  | 60.600                   | 29/03/2024      | 64.500                    | 6.4%         |

Source: Rong Viet Securities | The monthly return is the simple average return of recommended stocks of which we assume investors bought and sold when their market price fall into our recommended buy and sell range.



**Table 10: Our favourite stocks for 2024**

|     | MC<br>(VND<br>bn) | 3m ave.<br>matchi<br>ng-order<br>value<br>(VND<br>mn) | Close<br>d<br>price<br>as of<br>April<br>2 <sup>nd</sup> | Target<br>price | Cur.<br>PER<br>(x) | Cur.<br>PBR<br>(x) | TTM<br>ROE (%) | April 2024<br>(k. VND) |                 | March 2024<br>(k. VND)       |                | Realized<br>profit            | Unrealized<br>profit | Recommendation                                                                                                                                                                                                                                                       |
|-----|-------------------|-------------------------------------------------------|----------------------------------------------------------|-----------------|--------------------|--------------------|----------------|------------------------|-----------------|------------------------------|----------------|-------------------------------|----------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|     |                   |                                                       |                                                          |                 |                    |                    |                | Buying<br>range        | Buying<br>range | Buyin<br>g<br>price<br>(VND) | Buying<br>date | Sellin<br>g<br>price<br>(VND) | Selling<br>date      |                                                                                                                                                                                                                                                                      |
| NT2 | 7,125             | 26,145                                                | 24,750                                                   | 22,100          | 15.1               | 1.6                | 10.6%          | 19.5-22                | 24.5-25.5       | 24.500                       | 18/03/2024     |                               |                      | 3.7%                                                                                                                                                                                                                                                                 |
|     |                   |                                                       |                                                          |                 |                    |                    |                |                        |                 |                              |                |                               |                      | Considering NT2's poor outlook in 2024, we remove the stock from of 2024 favorite list. Investors who bought when the stock price fell into our recommended buying range in March should reduce stock position in April.                                             |
|     |                   |                                                       |                                                          |                 |                    |                    |                |                        |                 |                              |                |                               |                      | Investors who prefer NT2 due to its stable cash dividend policy should keep watching and only buy when the stock decreases to an attractive price compared to our valuation, or when the buying price ensures a dividend yield that is higher than the deposit rate. |
| POW | 27,049            | 69,914                                                | 11,550                                                   | 14,400          | 26.1               | 0.9                | 4.1%           | 10.8-11.5              | 12.2-12.9       | 11.300                       | 19/03/2024     |                               |                      | 4.9%                                                                                                                                                                                                                                                                 |
| VNM | 140,654           | 265,147                                               | 67,300                                                   | 87,600          | 15.9               | 4.4                | 29.3%          | 65-66.3                | 71.5-74         | 69.000                       | 15/03/2024     |                               |                      | 3.0%                                                                                                                                                                                                                                                                 |
| QNS | 17,594            | 32,811                                                | 49,290                                                   | 55,800          | 8.1                | 2.1                | 27.2%          | 45-47                  | 51-52.4         | 47.200                       | 12/03/2024     |                               |                      | 5.4%                                                                                                                                                                                                                                                                 |
| HPG | 176,769           | 766,273                                               | 30,400                                                   | 36,600          | 25.9               | 1.7                | 6.8%           | 28-29                  | 30.5-32         | 29.500                       | 18/03/2024     |                               |                      | 4.4%                                                                                                                                                                                                                                                                 |
| CMG | 7,630             | 8,995                                                 | 40,150                                                   | 43,450          | 23.5               | 2.9                | 15.1%          | 38-39.5                | 43.5-45.5       | 38.500                       | 11/03/2024     |                               |                      | 6.0%                                                                                                                                                                                                                                                                 |
| CTG | 187,950           | 319,817                                               | 35,000                                                   | 39,100          | 9.4                | 1.5                | 17.1%          | 31.5-33                | 35-37           | 33.000                       | 18/03/2024     |                               |                      | 9.1%                                                                                                                                                                                                                                                                 |
| REE | 26,198            | 49,228                                                | 64,100                                                   | 74,200          | 12.0               | 1.5                | 17.0%          | 59-61.5                | 65-67           | 60.600                       | 18/03/2024     | 64.500                        | 29/03/2024           | 6.4%                                                                                                                                                                                                                                                                 |
| HSG | 14,876            | 289,458                                               | 24,150                                                   | 23,900          | 18.4               | 1.4                | 7.6%           | 21-22                  | 24-25           | 21.500                       | 18/03/2024     | 24.100                        | 27/03/2024           | 12.1%                                                                                                                                                                                                                                                                |
| MSN | 106,598           | 302,935                                               | 74,500                                                   | 90,900          | 253.9              | 4.0                | 7.1%           | 68-72                  | 78-82           | 71.200                       | 05/03/2024     | 80.900                        | 14/03/2024           | 13.6%                                                                                                                                                                                                                                                                |
| KBC | 27,250            | 316,879                                               | 35,500                                                   | 41,800          | 13.4               | 1.5                | 13.1%          | 31.5-33                | 36-37.4         | 31.500                       | 04/03/2024     | 35.600                        | 26/03/2024           | 13.0%                                                                                                                                                                                                                                                                |
| MBB | 131,120           | 532,626                                               | 24,800                                                   | 28,200          | 6.3                | 1.4                | 24.5%          | 21.6-22.6              | 24.5-25.5       | 22.600                       | 18/03/2024     | 25.200                        | 27/03/2024           | 11.5%                                                                                                                                                                                                                                                                |
| NKG | 6,885             | 233,998                                               | 26,150                                                   | 23,200          | 58.6               | 1.3                | 2.2%           | 22.5-23.5              | 26.4-27.5       | 23.000                       | 18/03/2024     | 26.000                        | 29/03/2024           | 13.0%                                                                                                                                                                                                                                                                |
| NTC | 5,156             | 3,004                                                 | 214,831                                                  | 276,000         | 17.2               | 5.4                | 35.8%          | 195-205                | 220-230         | 198.000                      | 22/03/2024     | 215.000                       | 02/04/2024           | 8.6%                                                                                                                                                                                                                                                                 |
| PVS | 20,887            | 231,954                                               | 43,700                                                   | 40,400          | 20.4               | 1.6                | 8.4%           | 38.5-40                | 43-45           | 35.800                       | 13/03/2024     | 40.000                        | 01/04/2024           | 11.7%                                                                                                                                                                                                                                                                |
| HAX | 1,439             | 6,371                                                 | 15,400                                                   | 18,300          | 39.6               | 1.3                | 3.6%           | 14.5-15                | 16-17           |                              |                |                               |                      | 4.2%                                                                                                                                                                                                                                                                 |
|     |                   |                                                       |                                                          |                 |                    |                    |                |                        |                 |                              |                |                               |                      | Short-term investors realized profits in March and can wait to buy back when the market price drops to our wait-to-buy range.                                                                                                                                        |



|     |         |         |         |              |       |     |       |           |           |        |            |  |      |
|-----|---------|---------|---------|--------------|-------|-----|-------|-----------|-----------|--------|------------|--|------|
| SCS | 7,117   | 7,305   | 75,000  | 95,600       | 15.3  | 5.6 | 36.0% | 72-74     | 82-84     |        |            |  |      |
| ACB | 110,307 | 314,811 | 28,400  | 31,800       | 6.9   | 1.6 | 24.8% | 25.5-26.5 | 28.5-30   |        |            |  |      |
| MWG | 75,452  | 491,114 | 51,600  | 58,500       | 450.3 | 3.2 | 0.7%  | 43.5-46   | 51.5-54   |        |            |  |      |
| FMC | 3,266   | 4,203   | 49,950  | 52,600       | 11.8  | 1.6 | 15.3% | 45.5-47   | 51-53     |        |            |  |      |
| FPT | 148,586 | 271,740 | 117,000 | 129,100      | 22.9  | 6.0 | 33.9% | 101-105   | 115-120   |        |            |  |      |
| GMD | 24,533  | 100,967 | 80,200  | 80,600       | 10.8  | 2.9 | 32.7% | 69-74     | 82-85     |        |            |  |      |
| BID | 295,853 | 95,721  | 51,900  | 50,200       | 13.8  | 2.5 | 19.8% | 46-48     | 52.3-53.6 |        |            |  |      |
| VCB | 528,169 | 136,950 | 94,500  | Under review | 16.0  | 3.2 | 22.0% | 85-90     | 96-101    |        |            |  |      |
| IDC | 19,800  | 123,894 | 60,000  | 56,000       | 14.2  | 4.0 | 33.4% | 53-55.5   | 60-62     |        |            |  |      |
| KDH | 30,414  | 109,561 | 38,050  | 40,300       | 42.1  | 2.3 | 5.8%  | 33.5-35   | 38-39.3   |        |            |  |      |
| NLG | 17,103  | 151,056 | 44,450  | 40,000       | 35.3  | 1.8 | 8.7%  | 39-41     | 45-48     |        |            |  |      |
| PVD | 19,400  | 181,913 | 34,900  | 34,000       | 33.2  | 1.3 | 3.8%  | 30-32     | 35-37     |        |            |  |      |
| SIP | 16,472  | 26,393  | 90,600  | 84,000       | 17.8  | 4.6 | 29.5% | 72.5-77.5 | 91.5-94   |        |            |  |      |
| VIB | 61,137  | 141,796 | 24,100  | 24,600       | 7.1   | 1.6 | 24.3% | 20.5-21.5 | 24-25     |        |            |  |      |
| OCB | 30,411  | 54,720  | 14,800  | Under review | 9.2   | 1.1 | 12.3% | 13.5-14   | 15-16     | 14.300 | 18/03/2024 |  | 5.9% |
| PC1 | 9,019   | 195,251 | 29,000  | 31,400       | 64.4  | 1.7 | 5.9%  | 26-27.5   | 30-32     | 27.200 | 18/03/2024 |  | 4.0% |

Source: Rong Viet Securities



## HIGHLIGHT STOCKS

| Ticker | Exchange | Market cap (USD mn) | Target price (VND) | Current price (VND) | Total Return | Rating     | 2023         |              | 2024F        |              | P/E     |           | P/B      | Div Yield (%) | +/- Price 1y (%) | 3-month avg. daily turnover (USD thousand) | Foreign remaining room (%) |
|--------|----------|---------------------|--------------------|---------------------|--------------|------------|--------------|--------------|--------------|--------------|---------|-----------|----------|---------------|------------------|--------------------------------------------|----------------------------|
|        |          |                     |                    |                     |              |            | +/- Rev. (%) | +/- NPAT (%) | +/- Rev. (%) | +/- NPAT (%) | TTM (x) | 2024F (x) | Cur. (x) |               |                  |                                            |                            |
| LHG    | HOSE     | 76                  | 50,000             | 37,200              | 40%          | Buy        | -37.2        | -18.4        | 39.6         | 22.2         | 52.5    | 38.0      | 11.2     | 9.1           | 1.2              | 5.1                                        | 73.7                       |
| VNM    | HOSE     | 5,690               | 87,600             | 66,700              | 37%          | Buy        | 0.7          | 4.2          | 8.7          | 13.5         | 4.9     | 13.1      | 15.7     | 15.4          | 4.4              | 5.8                                        | -4.6                       |
| SCS    | HOSE     | 286                 | 95,600             | 73,800              | 36%          | Buy        | -17.2        | -22.9        | 38.2         | 32.3         | 9.7     | 0.9       | 15.0     | 11.8          | 5.5              | 6.8                                        | 21.2                       |
| NTC    | UPCOM    | 210                 | 276,000            | 214,557             | 31%          | Buy        | -12.3        | 16.9         | 222.4        | 41.7         | -38.1   | -34.3     | 17.2     | 12.1          | 5.4              | 2.8                                        | 90.9                       |
| PPC    | HOSE     | 179                 | 15,500             | 13,700              | 29%          | Buy        | 10.2         | -12.8        | 22.8         | 11.3         | 1.5     | 2.1       | 11.6     | 10.3          | 0.9              | 15.7                                       | 19.7                       |
| KBC    | HOSE     | 1,076               | 41,800             | 34,350              | 28%          | Buy        | -3.3         | -21.2        | 63.5         | 25.8         | -12.5   | -40.7     | 13.0     | 10.5          | 1.5              | 5.8                                        | 46.4                       |
| DPR    | HOSE     | 151                 | 51,100             | 42,650              | 27%          | Buy        | -15.9        | -16.9        | 10.6         | 25.9         | 13.5    | 58.7      | 17.7     | 14.3          | 1.6              | 7.0                                        | 79.8                       |
| POW    | HOSE     | 1,090               | 14,400             | 11,400              | 26%          | Buy        | -1.0         | -47.8        | 11.8         | 45.1         | 47.1    | -2.3      | 25.7     | 17.5          | 0.9              | 0.0                                        | -12.5                      |
| MSN    | HOSE     | 4,287               | 90,900             | 73,400              | 24%          | Buy        | 2.7          | -88.3        | 4.2          | 320.6        | 4.6     | 52.2      | 250.2    | 59.3          | 4.0              | 0.0                                        | -4.2                       |
| PHR    | HOSE     | 353                 | 75,000             | 63,800              | 24%          | Buy        | -20.9        | -29.7        | 20.1         | 11.5         | 4.2     | 47.0      | 14.0     | 12.5          | 2.4              | 6.3                                        | 66.7                       |
| HPG    | HOSE     | 7,108               | 36,600             | 29,950              | 22%          | Buy        | -15.9        | -19.4        | 22.6         | 65.1         | 35.2    | 85.3      | 25.5     | 16.4          | 1.7              | 0.0                                        | 46.2                       |
| QNS    | UPCOM    | 720                 | 55,800             | 49,399              | 21%          | Buy        | 21.4         | 70.2         | 11.7         | 0.2          | -3.5    | -12.3     | 8.1      | 6.9           | 2.1              | 8.1                                        | 32.6                       |
| HAX    | HOSE     | 59                  | 18,300             | 15,450              | 20%          | Buy        | -41.2        | -85.6        | 40.9         | 258.5        | 20.0    | 39.5      | 39.8     | 11.6          | 1.3              | 1.9                                        | 11.7                       |
| HND    | UPCOM    | 293                 | 15,500             | 14,357              | 19%          | Accumulate | 8.9          | -23.6        | -0.6         | 32.8         | 2.8     | 11.2      | 16.3     | 12.9          | 1.2              | 10.8                                       | 17.9                       |
| REE    | HOSE     | 1,063               | 74,200             | 63,700              | 18%          | Accumulate | -8.6         | -18.7        | 10.6         | 15.1         | 25.6    | 20.8      | 11.9     | 9.4           | 1.5              | 1.6                                        | 9.0                        |
| MWG    | HOSE     | 2,996               | 58,500             | 50,200              | 18%          | Accumulate | -11.3        | -95.9        | 5.6          | 662.8        | 5.9     | 106.4     | 438.1    | 42.5          | 3.1              | 1.0                                        | 35.1                       |
| MBB    | HOSE     | 5,222               | 28,200             | 24,200              | 17%          | Accumulate | 3.8          | 18.3         | 23.1         | 14.4         | 26.0    | 24.3      | 6.1      | 5.1           | 1.4              | 0.0                                        | 60.2                       |
| CTG    | HOSE     | 7,463               | 39,100             | 34,050              | 15%          | Accumulate | 10.2         | 19.2         | 18.4         | 29.8         | 17.2    | 39.2      | 9.2      | 8.2           | 1.5              | 0.0                                        | 33.9                       |
| ACV    | UPCOM    | 7,447               | 96,200             | 83,810              | 15%          | Accumulate | 45.1         | 20.9         | 9.0          | 3.2          | 12.4    | 8.8       | 21.6     | 20.7          | 3.6              | 0.0                                        | 2.5                        |
| FPT    | HOSE     | 5,966               | 129,100            | 115,100             | 14%          | Accumulate | 19.6         | 21.9         | 0.0          | 0.0          | 19.9    | 20.4      | 22.6     | 22.6          | 5.9              | 1.7                                        | 74.1                       |
| ACB    | HOSE     | 4,439               | 31,800             | 28,000              | 14%          | Accumulate | 13.7         | 17.2         | 8.1          | 11.5         | 21.1    | 20.1      | 6.8      | 6.1           | 1.5              | 0.0                                        | 36.0                       |
| PC1    | HOSE     | 362                 | 31,400             | 28,550              | 10%          | Accumulate | -6.6         | -70.3        | 31.3         | 212.7        | 15.3    | 58.8      | 63.4     | 47.4          | 1.7              | 0.0                                        | 18.7                       |
| IMP    | HOSE     | 193                 | 74,000             | 67,500              | 10%          | Accumulate | 21.3         | 34.0         | 11.8         | 22.6         | N/A     | N/A       | 15.8     | 15.1          | 2.3              | 0.0                                        | 52.8                       |
| FMC    | HOSE     | 135                 | 52,600             | 50,700              | 8%           | Accumulate | -10.8        | -10.7        | 10.0         | 25.5         | N/A     | N/A       | 12.0     | 9.7           | 1.6              | 3.9                                        | 35.5                       |
| VIB    | UPCOM    | 2,438               | 24,600             | 23,550              | 7%           | Accumulate | 22.7         | 1.1          | 6.3          | 33.7         | N/A     | N/A       | 7.0      | 6.7           | 1.6              | 2.5                                        | 42.3                       |
| KDH    | HOSE     | 1,232               | 40,300             | 37,750              | 7%           | Accumulate | -28.1        | -35.0        | 124.7        | 36.8         | 45.0    | 26.3      | 41.7     | 33.2          | 2.2              | 0.0                                        | 51.7                       |
| TNG    | HNX      | 105                 | 23,000             | 22,700              | 5%           | Neutral    | 4.8          | -5.0         | 12.3         | 12.9         | 6.5     | 9.9       | 11.4     | 10.3          | 1.5              | 3.5                                        | 52.5                       |
| HDG    | HOSE     | 371                 | 30,900             | 29,700              | 4%           | Neutral    | -19.5        | -35.1        | -2.3         | 10.5         | -3.4    | 9.2       | 13.7     | 12.0          | 1.5              | 0.0                                        | 23.0                       |
| PNJ    | HOSE     | 1,325               | 97,500             | 97,000              | 3%           | Neutral    | -2.2         | 8.9          | 6.8          | 13.9         | 9.4     | 18.5      | 16.2     | 15.3          | 3.3              | 2.1                                        | 30.6                       |
| IDC    | UPCOM    | 789                 | 56,000             | 58,600              | 2%           | Neutral    | -3.3         | -21.2        | 15.0         | 77.5         | -4.0    | -9.3      | 13.9     | 7.8           | 3.9              | 6.8                                        | 65.3                       |
| HSG    | HOSE     | 595                 | 23,900             | 23,650              | 1%           | Neutral    | -19.4        | -176.2       | 16.0         | 3,580.6      | 13.3    | 81.9      | 18.0     | 18.5          | 1.3              | 0.0                                        | 54.5                       |
| PVD    | HOSE     | 769                 | 34,000             | 33,900              | 0%           | Neutral    | 7.0          | -662.8       | 28.9         | 92.3         | 14.2    | 17.7      | 32.2     | 16.9          | 1.3              | 0.0                                        | 71.9                       |
| GMD    | HOSE     | 1,005               | 80,600             | 80,500              | 0%           | Neutral    | -1.3         | 123.5        | 7.6          | -40.4        | 8.6     | -9.4      | 10.8     | 20.2          | 2.9              | 0.0                                        | 60.6                       |
| BID    | HOSE     | 11,866              | 50,200             | 51,000              | -2%          | Neutral    | 4.9          | 18.7         | 13.8         | 19.6         | 18.6    | 26.5      | 13.5     | 13.3          | 2.5              | 0.0                                        | 26.6                       |
| MSH    | HOSE     | 140                 | 42,600             | 45,850              | -2%          | Neutral    | -17.7        | -34.8        | 17.4         | 41.1         | 6.1     | 20.3      | 14.1     | 10.4          | 2.1              | 5.5                                        | 40.5                       |
| SIP    | HOSE     | 656                 | 84,000             | 88,400              | -3%          | Neutral    | 10.6         | -2.1         | 3.9          | -0.9         | 30.9    | 32.6      | 17.3     | 33.9          | 4.5              | 2.3                                        | 113.1                      |
| DPM    | HOSE     | 583                 | 33,300             | 36,500              | -3%          | Neutral    | -27.2        | -90.4        | 1.1          | 26.9         | -1.3    | 13.0      | 27.5     | 21.3          | 1.3              | 5.5                                        | 16.2                       |
| NT2    | HOSE     | 288                 | 22,100             | 24,500              | -4%          | Neutral    | -27.4        | -43.9        | -20.9        | N/A          | 16.2    | N/A       | 14.9     | -83.3         | 1.6              | 6.1                                        | -7.0                       |



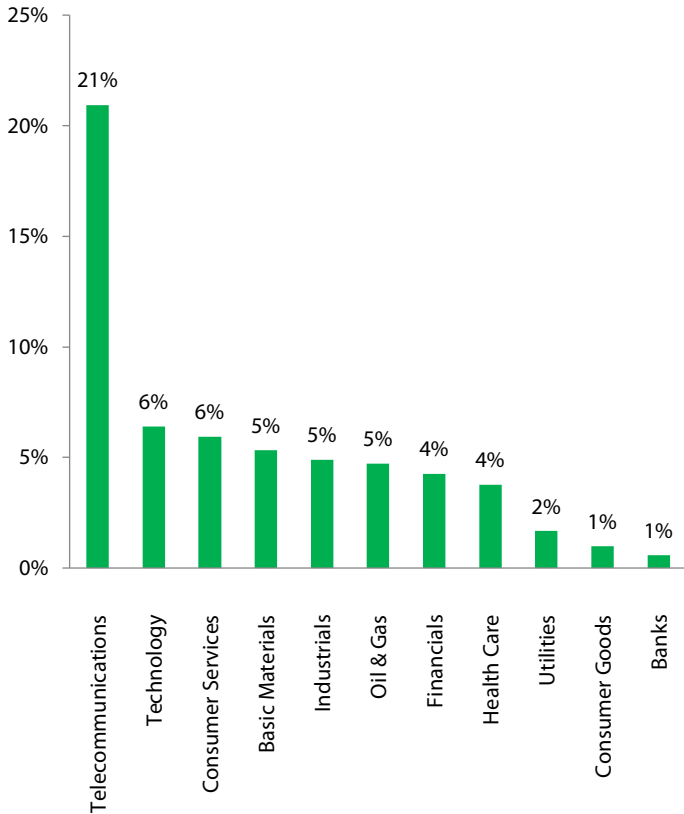
| Ticker | Exchange | Market cap (USD mn) | Target price (VND) | Current price (VND) | Total Return | Rating       | 2023         |              | 2024F        |              | P/E     |           | P/B      | Div Yield (%) | +/- Price 1y (%) | 3-month avg. daily turnover (USD thousand) | Foreign remaining room (%) |
|--------|----------|---------------------|--------------------|---------------------|--------------|--------------|--------------|--------------|--------------|--------------|---------|-----------|----------|---------------|------------------|--------------------------------------------|----------------------------|
|        |          |                     |                    |                     |              |              | +/- Rev. (%) | +/- NPAT (%) | +/- Rev. (%) | +/- NPAT (%) | TTM (x) | 2024F (x) | Cur. (x) |               |                  |                                            |                            |
| PVS    | HNX      | 835                 | 40,400             | 42,800              | -4%          | Neutral      | 18.2         | -2.0         | 53.8         | 57.8         | 10.0    | 7.2       | 19.9     | 16.6          | 1.6              | 1.6                                        | 75.3                       |
| GEG    | HOSE     | 195                 | 13,300             | 14,000              | -5%          | Reduce       | 3.4          | -56.5        | 7.3          | 30.3         | 0.2     | 33.1      | 41.4     | 32.7          | 1.3              | 0.0                                        | 6.8                        |
| FRT    | HOSE     | 825                 | 139,500            | 148,400             | -6%          | Reduce       | 5.6          | -188.5       | 30.7         | N/A          | 22.1    | 95.7      | -58.5    | 66.6          | 12.6             | 0.0                                        | 190.7                      |
| VHC    | HOSE     | 703                 | 71,500             | 76,700              | -7%          | Reduce       | -24.1        | -54.6        | 14.4         | 57.7         | 7.3     | 23.0      | 18.5     | 12.2          | 2.1              | 0.0                                        | 76.5                       |
| DRC    | HOSE     | 168                 | 30,300             | 34,650              | -8%          | Reduce       | -8.2         | -20.2        | 19.0         | 19.9         | 12.2    | 19.3      | 16.7     | 14.9          | 2.2              | 4.3                                        | 76.9                       |
| NKG    | HOSE     | 274                 | 23,200             | 25,500              | -9%          | Reduce       | -19.4        | -194.2       | 8.3          | 138.0        | 12.9    | 32.1      | 57.2     | 24.8          | 1.2              | 0.0                                        | 69.8                       |
| PVT    | HOSE     | 384                 | 26,400             | 29,050              | -9%          | Reduce       | 4.9          | 14.3         | 13.5         | 25.2         | 10.0    | 11.1      | 9.7      | 8.2           | 1.4              | 0.0                                        | 45.6                       |
| NLG    | HOSE     | 702                 | 40,000             | 44,700              | -9%          | Reduce       | -26.7        | -13.0        | 142.5        | 15.6         | -1.4    | -2.4      | 35.5     | 31.7          | 1.8              | 1.1                                        | 66.9                       |
| HAH    | HOSE     | 186                 | 39,000             | 43,200              | -10%         | Reduce       | -18.5        | -53.2        | 30.4         | -14.3        | 8.9     | 22.1      | 11.8     | 13.8          | 1.7              | 0.0                                        | 90.3                       |
| BFC    | HOSE     | 77                  | 28,100             | 32,800              | -10%         | Reduce       | 0.1          | 5.1          | -8.0         | 15.9         | -3.7    | -9.9      | 12.7     | 12.1          | 1.8              | 4.6                                        | 107.2                      |
| TCM    | HOSE     | 170                 | 37,700             | 44,950              | -15%         | Reduce       | -23.3        | -52.8        | 34.6         | 116.1        | N/A     | N/A       | 31.6     | 14.4          | 2.1              | 1.1                                        | 1.9                        |
| STK    | HOSE     | 136                 | 29,000             | 35,000              | -17%         | Reduce       | -32.6        | -64.0        | 38.9         | 76.3         | 30.6    | 75.3      | 37.5     | 21.3          | 2.0              | 0.0                                        | 48.4                       |
| OCB    | HOSE     | 1,216               | Under review       | 14,500              | Under review | Under review | 11.6         | 19.1         | 18.8         | 17.9         | 23.3    | 25.4      | 9.0      | 6.2           | 1.0              | 0.0                                        | 33.7                       |
| DBD    | HOSE     | 171                 | Under review       | 55,900              | Under review | Under review | 6.2          | 10.6         | 16.1         | 20.3         | N/A     | N/A       | 15.6     | 12.9          | 2.9              | 0.0                                        | 44.1                       |
| VSC    | HOSE     | 249                 | Under review       | 22,900              | Under review | Under review | 8.6          | -59.9        | -3.7         | -54.8        | N/A     | N/A       | 30.0     | 60.6          | 2.1              | 0.0                                        | 27.6                       |
| VCB    | HOSE     | 21,398              | Under review       | 93,800              | Under review | Under review | -0.5         | 10.5         | 9.9          | 12.4         | 18.1    | 22.5      | 15.9     | 15.7          | 3.2              | 0.0                                        | 22.1                       |
| VPB    | HOSE     | 6,266               | Under review       | 19,350              | Under review | Under review | -13.9        | -44.7        | 25.9         | 46.8         | N/A     | N/A       | 13.5     | 10.4          | 1.1              | 0.0                                        | -2.6                       |
| TCB    | HOSE     | 6,729               | Under review       | 46,800              | Under review | Under review | -2.1         | -10.7        | 23.5         | 17.8         | N/A     | N/A       | 9.1      | 7.8           | 1.3              | 0.0                                        | 68.1                       |
| HDB    | HOSE     | 2,782               | Under review       | 23,400              | Under review | Under review | 20.2         | 30.0         | 31.0         | 46.5         | N/A     | N/A       | 6.7      | 4.6           | 1.5              | 0.0                                        | 50.5                       |

Source: RongViet Securities; Closed price as of April 4<sup>th</sup>, 2024.



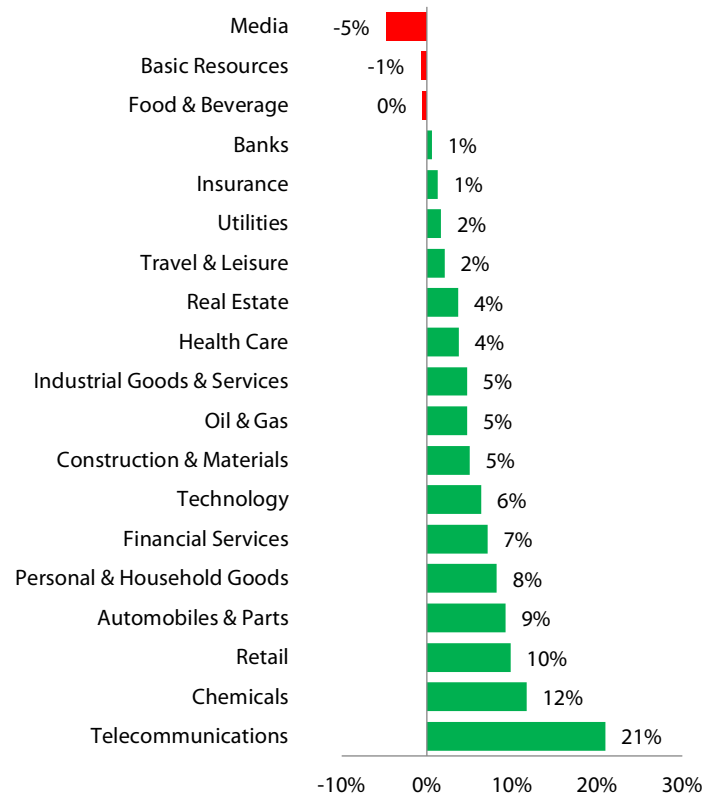
## INDUSTRY INDEX

Level 1 industry movement



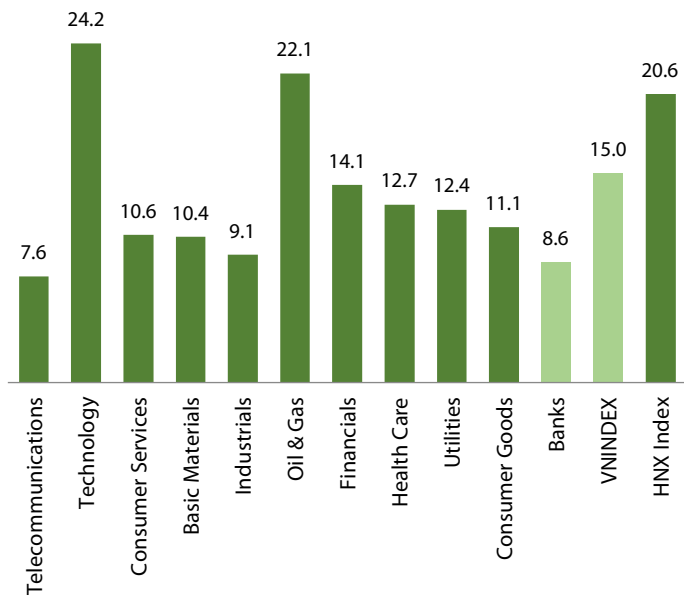
Source: Bloomberg, RongViet Securities

Level 2 industry movement



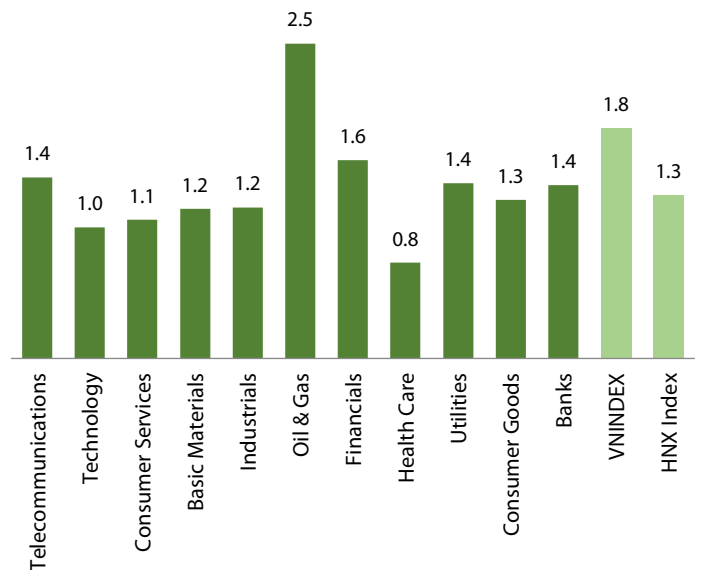
Source: Bloomberg, RongViet Securities

Industry PE comparison



Source: Bloomberg, RongViet Securities.

Industry PB comparison



Source: Bloomberg, RongViet Securities



## ANALYSIS & INVESTMENT ADVISORY DEPARTMENT

### Lam Nguyen

#### Head of Research

lam.ntp@vdsc.com.vn  
+ 84 28 6299 2006 (1313)

### Vu Tran

#### Senior Manager

vu.thx@vdsc.com.vn  
+ 84 28 6299 2006 (1512)  
• O&G  
• Fertilizer

### Tung Do

#### Manager

tung.dt@vdsc.com.vn  
+ 84 28 6299 2006 (1521)  
• Aviation  
• Logistics  
• Market Strategy

### An Nguyen

#### Senior Analyst

an.ntn@vdsc.com.vn  
+ 84 28 6299 2006 (1526)  
• Food & Beverage  
• Retail

### Lam Do

#### Senior Analyst

lam.dt@vdsc.com.vn  
+ 84 28 6299 2006 (1524)  
• Real Estate  
• Construction  
• Materials

### Ha My Tran

#### Senior Consultant

my.tth@vdsc.com.vn  
+ 84 28 6299 2006  
• Macroeconomics

### Hoai Trinh

#### Analyst

hoai.ttt@vdsc.com.vn  
+ 84 28 6299 2006 (1530)  
• Utilities  
• Textiles

### Quan Cao

#### Analyst

quan.cn@vdsc.com.vn  
+ 84 28 6299 2006 (2223)  
• Sea ports  
• Pharmaceuticals

### Hien Le

#### Analyst

hien.ln@vdsc.com.vn  
+ 84 28 6299 2006  
• Fishery

### Hung Le

#### Analyst

hung.ltq@vdsc.com.vn  
+ 84 28 6299 2006 (1530)  
• Industrial RE  
• Market Strategy

### Luan Pham

#### Analyst

luan.ph@vdsc.com.vn  
+ 84 28 6299 2006  
• Macroeconomics

### Ngan Le

#### Analyst

ngan.lk@vdsc.com.vn  
+ 84 28 6299 2006 (1524)  
• O&G  
• Fertilizer

### Chinh Nguyen

#### Analyst

chinh.nd@vdsc.com.vn  
+ 84 28 6299 2006 (1530)  
• Bank

### Hung Nguyen

#### Analyst

hung.nb@vdsc.com.vn  
+ 84 28 6299 2006  
• Retail  
• Automotive & Spare parts

### Ha Tran

#### Assistant

ha.ttn@vdsc.com.vn  
+ 84 28 6299 2006 (1526)

### Thao Phan

#### Assistant

thao.ptp@vdsc.com.vn  
+ 84 28 6299 2006



## 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 of 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.

This research report is copyrighted by Rong Viet Securities. All rights reserved. Therefore, copy, reproduction, republish or redistribution by any person or party for any purpose is strictly prohibited without the written permission of VDSC. Copyright 2022 Viet Dragon Securities Corporation.

## 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").

### 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.

## RESEARCH DISCLOSURES

### Third Party Research

This is third party research. It was prepared by Rong Viet Securities Corporation (Rong Viet), with headquarters in Ho Chi Minh City, Vietnam. Rong Viet is authorized to engage in securities activities according to its domestic legislation. This research is not a product of Tellimer Markets, Inc., a U.S. registered broker-dealer. Rong Viet has sole control over the contents of this research report. Tellimer Markets, Inc. does not exercise any control over the contents of, or the views expressed in, research reports prepared by Rong Viet.

Rong Viet is not registered as a 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" and other "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 affect 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 Tellimer Markets, Inc., located at 575 Fifth Avenue, 27<sup>th</sup> Floor, New York, NY 10017. A representative of Tellimer Markets, Inc. is contactable on +1 (212) 551 3480. Under no circumstances should any U.S. recipient of this research report effect any transaction to buy or sell securities or related financial instruments through Rong Viet. Tellimer Markets, 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.

None of the materials provided in this report may be used, reproduced, or transmitted, in any form or by any means, electronic or mechanical, including recording or the use of any information storage and retrieval system, without written permission from.

Rong Viet is the employer of the research analyst(s) responsible for the content of this report and research analysts preparing this report are resident outside the U.S. and are not associated persons of any U.S. regulated broker-dealer. 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 Tellimer Markets, 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.

Tellimer Markets, Inc. or its affiliates has not managed or co-managed a public offering of securities for the subject company in the past 12 months, has not received compensation for investment banking services from the subject company in the past 12 months, and does not expect to receive or intend to seek compensation for investment banking services from the subject company in the next three months. Tellimer Markets, Inc. has never owned any class of equity securities of the subject company. There are no other actual, or potential, material conflicts of interest of Tellimer Markets, Inc. at the time of the publication of this report. As of the publication of this report, Tellimer Markets, Inc. does not make a market in the subject securities.

### About Tellimer

Tellimer is a registered trademark of Exotix Partners LLP. Exotix Partners LLP and its subsidiaries ("Tellimer") provide specialist investment banking services to trading professionals in the wholesale markets. Tellimer draws together liquidity and matches buyers and sellers so that deals can be executed by its customers. Tellimer may at any time, hold a trading position in the securities and financial instruments discussed in this report. Tellimer has procedures in place to identify and manage any potential conflicts of interests that arise in connection with its research. A copy of Tellimer's conflict of interest policy is available at [www.tellimer.com/regulatory-information](http://www.tellimer.com/regulatory-information).

### Distribution

This report is not intended for distribution to the public and may not be reproduced, redistributed or published, in whole or in part, for any purpose without the written permission of Tellimer. Tellimer shall accept no liability whatsoever for the actions of third parties in this respect. This report is for distribution only under such circumstances as may be permitted by applicable law.

This report may not be used to create any financial instruments or products or any indices. Neither Tellimer, nor its members, directors, representatives, or employees accept any liability for any direct or consequential loss or damage arising out of the use of all or any part of the information herein.

**United Kingdom:** Distributed by Exotix Partners LLP only to Eligible Counterparties or Professional Clients (as defined in the FCA Handbook). The information herein does not apply to, and should not be relied upon by, Retail Clients (as defined in the FCA Handbook); neither the FCA's protection rules nor compensation scheme may be applied.

**UAE:** Distributed in the Dubai International Financial Centre by Exotix Partners LLP (Dubai) which is regulated by the Dubai Financial Services Authority ("DFSA"). Material is intended only for persons who meet the criteria for Professional Clients under the Rules of the DFSA and no other person should act upon it.

**Other distribution:** The distribution of this report in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restriction.

### Disclaimers

Tellimer and/or its members, 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. Tellimer may rely on information barriers, such as "Chinese Walls" to control the flow of information within the areas, units, divisions, groups of Tellimer.

Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this 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 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.

Frontier and Emerging Market laws and regulations governing investments in securities markets may not be sufficiently developed or may be subject to inconsistent or arbitrary interpretation or application. Frontier and Emerging Market securities are often not issued in physical form and registration of ownership may not be subject to a centralised system. Registration of ownership of certain types of securities may not be subject to standardised procedures and may even be affected on an ad hoc basis. The value of investments in Frontier and Emerging Market securities may also be affected by fluctuations in available currency rates and exchange control regulations. Not all of these or other risks associated with the relevant company, market or instrument which are the subject matter of the report are necessarily considered.



# OPERATING NETWORK

## HEADQUARTER IN HO CHI MINH CITY

Floor 1 - 8, Viet Dragon Tower, 141 Nguyen Du, Ben Thanh Ward, District 1, Ho Chi Minh City

**T** (+84) 28 6299 2006 **E** info@vdsc.com.vn  
**F** (+84) 28 6291 7986 **W** www.vdsc.com.vn

**Tax code** 0304734965

## HANOI BRANCH

10<sup>th</sup> floor, Eurowindow Tower, 2 Ton That Tung, Trung Tu Ward, Dong Da District, Hanoi

**T** (+84) 24 6288 2006  
**F** (+84) 24 6288 2008

## NHA TRANG BRANCH

7<sup>th</sup> floor, 76 Quang Trung, Loc Tho Ward, Nha Trang City, Khanh Hoa

**T** (+84) 25 8382 0006  
**F** (+84) 25 8382 0008

## CAN THO BRANCH

8<sup>th</sup> floor, Sacombank Tower, 95-97-99, Vo Van Tan, Tan An Ward, Ninh Kieu District, Can Tho City

**T** (+84) 29 2381 7578  
**F** (+84) 29 2381 8387

## VUNG TAU BRANCH

2<sup>nd</sup> floor, VCCI Building, 155 Nguyen Thai Hoc, Ward 7, Vung Tau City, Ba Ria – Vung Tau Province

**T** (+84) 25 4777 2006

## BINH DUONG BRANCH

3<sup>rd</sup> floor, Becamex Tower, 230 Binh Duong Avenue, Phu Hoa Ward, Thu Dau Mot City, Binh Duong Province

**T** (+84) 27 4777 2006

## DONG NAI BRANCH

8<sup>th</sup> floor, TTC Plaza, 53-55 Vo Thi Sau, Quyet Thang Ward, Bien Hoa City, Dong Nai Province

**T** (+84) 25 1777 2006

