GEMADEPT CORPORATION (HSX: GMD)

A Temporary Setback Before Substantial Growth Next Year

(VND bn)	Q2-FY21	Q1-FY21	*+/- qoq*	Q2-FY20	*+/- yoy*
Net revenue	752	687	9%	607	24%
PAT	142	147	-4%	102	38%
EBIT	208	159	31%	157	33%
EBIT margin	27.7%	23.1%	4.6pps	25.9%	1.9pps

Source: GMD, Rong Viet Securities

7M-2021– Contracted gross profit margin weighed on overall growth

- As container throughput volume was not much affected by the lockdown in July, 7M 2021 port revenue still posted a double-digit growth of 22% YoY to VND 1,447 Bn (or USD 63 Mn).
- Business continuity measures amid social distancing, namely "3 on-site", however, have caused a sudden surge in operating costs, resulting in a 12% YoY drop in July's gross profit and a decelerated gross profit growth of 13% YoY in 7M-2021.
- Enhanced profitability of GML, posting a first monthly net profit of VND9bn in July, supported accumulated GMD's PBT growth of 29% to VND 541 Bn (or USD 24 Mn) in 7M-2021.

2021F/22F Outlook: GML prospects remain solid

- We expect Q3-2021 EBIT to drop by 25% YoY mainly due to inflated operating costs.
- We expect recent disrupted industrial activities to hinder 2021F container throughput volume growth rate of the industry. We then revise respective throughput growth rate of GMD's seaports in Hai Phong/HCMC from 30%/5% to 15%/-4%, leading to flat total revenue growth of 3% in 2021F. In 2022F, we expect revenue growth to recover to 16% on the back of the economy reopening.
- Profit from GML (VND54bn/VND343vn in 2021F/22F) will compensate the setback in other ports' performance in 2H-2021 while further supporting PBT outlook in 2022F. Projected PBT will respectively grow by 25% YoY/57% YoY in 2021F/22F.
- 2021F revenue and NPAT will be VND 2,673 Bn (or USD 117 Mn, +3% YoY) and VND 502 Bn (or USD 22 Mn, +35% YoY), respectively. Correspondent EPS will be at VND 1,665.

Valuation and recommendation

The Government's rigid approach to contain Covid-19 has crippled production activities, hampering trade performance of Vietnam in most part of Q3-2021. Furthermore, worldwide port congestion is disrupting shipping schedule and frequencies. While these issues will temporarily drag GMD's throughput volume in Q3-2021, the Government's move to reopen the economy, coupled with the continuing recovery of global trade and port traffic as vaccination against COVID-19 progresses worldwide lead us to believe the throughput volume is likely to pick up in Q4-2021 and surely further recover in 2022F. We are expecting a 57% jump in PBT in the next year on the back of the low base in 2H-2021F and GML's enhanced profitability.

*As we believe that the long-term outlook of GMD remains intact, a dismal Q3-2021 profit growth should create an opportunity to **ACCUMULATE** the stock, the target price of which is estimated at **VND55,000 per share**, offering an **expected total return of 10%** as of the closing price on October 15th, 2021.*

ACCUMULATE +10%

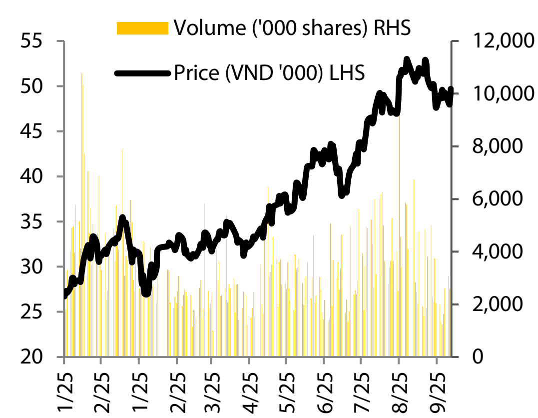
Target price (VND)	55,000
Current market price (VND)	50,900
Cash dividend (VND)	*1,200*

Stock Info

Sector	Logistics
Market Cap (VND billion)	14,978
Current Shares O/S	301.4
Avg. Daily Volume (in 20 sessions)	2,710,575
Free float (%)	66
52 weeks High	53,000
52 weeks Low	21,551
Beta	1.07

	FY2020	Current
EPS	1,249	1,477
EPS Growth (%)	-28.3	-1.4
Diluted EPS	1,249	1,477
P/E	25.6	33.59
P/B	1.4	2.2
EV/EBITDA	13.3	15.3
Cash dividend yield (%)	3.0	2.4
ROE (%)	6.3	6.4

Price performance



Major Shareholders (%)

SSJ Consulting Vietnam Ltd.	10.0
KITMC	6.2
Foreign ownership remaining room (%)	*7.2*

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Exhibit 1: Q2-2021 Results

(VND Bn)	Q2-FY21	Q1-FY21	+/- (qoq)	Q2-FY20	+/- (yoy)
Net revenue	752	687	9.3%	607	23.8%
Gross profit	319	259	23.3%	257	24.2%
SG&A	111	100	10.9%	100	11.0%
Operating income	208	159	31.1%	157	32.6%
EBITDA	306	251	22.0%	261	17.5%
EBIT	208	159	31.1%	157	32.6%
Financial expenses	45	28	62.8%	41	8.4%
- Interest Expenses	30	29	1.8%	38	-20.7%
Dep. and amortization	98	92	6.4%	104	-5.4%
Non-recurring items (*)					
Extraordinary items (*)					
PBT	196	192	2.2%	141	39.4%
PAT	142	147	-3.8%	102	38.4%
(*) Adjusted PAT	142	147	-3.8%	102	38.4%

Source: GMD, Rong Viet Securities

Exhibit 2: Q2-2021 Performance Analysis

Particulars	Q2-FY21	Q1-FY21	+/- (qoq)	Q2-FY20	+/- (yoy)
Profitability Ratios (%)					
Gross Margin	42.5	37.7	4.8 pps	42.3	0.2 pps
EBITDA Margin	40.8	36.5	4.2 pps	42.9	-2.2 pps
EBIT Margin	27.7	23.1	4.6 pps	25.9	1.9 pps
Net Margin	18.8	21.4	-2.6 pps	16.8	2.0 pps
Adjusted Net Margin	18.8	21.4	-2.6 pps	16.8	2.0 pps
Turnover *(x)					
-Inventories	26	26	-0.1	16	10.0
-Receivables	6	7	-0.5	7	-0.7
-Payables	0	0	0.0	0	0.1
Leverage (%)					
Total liabilities/ Equity	27.6%	25.8%	1.8 pps	25.7%	1.9 pps

Source: Rong Viet Securities

Exhibit 3: Q3-2021 Performance Forecast

Particulars (VND Bn)	Q3-FY21	+/- qoq	+/- yoy	Comments
Revenue	610	-14%	1%	We expect throughput volume at GMD's port cluster in Hai Phong and HCMC/Binh Duong to decline by 2% YoY and 17% YoY, respectively, due to disrupted industrial activities induced by strict social distancing.
Gross profit	180	-9%	-24%	Surging operating costs induced by "3 on-site" rule will contract GPM.
EBIT	89	77%	-25%	
PBT	166	94%	18%	We estimate that Gemalink will contribute around VND30bn of profit in GMD's PBT, strongly supporting PBT growth amid lower volume from other ports.

Source: GMD, Rong Viet Securities

Update

7M-2021 Results: "three on-site" implementation caused gross profit to decline in July despite resilient container volume growth; Gemalink started to be profitable in July

Table 1: 7M-2021 results

Unit: VND bn	July-2021	YoY %	7M 2021	YoY %	Notes
Net sales	**239**	**15%**	**1,678**	**19%**	
• Port operation	208	17%	1,447	22%	GMD's Hai Phong ports showed a resilient performance in 7M 2021. We estimate that container volume throughput there reached 579,000 TEUs, up by 13% YoY. - While the lower base in Q2-2020 gave support to the growth rate, we see that key terminal like Nam Hai Dinh Vu and Nam Dinh Vu did a great job in proactively looking for new shipping services. Accordingly, those terminals have successfully accommodated new fixed services from CMA-CGM, COSCO, Zhonggu, ONE, Lotus since April. Meanwhile, Nam Hai Port also served more container vessels since Q2-2021 as GMD Shipping rotated its domestic to this port from Nam Dinh Vu, along with new services from Viet Sun Logistics and ASL shipping lines. - We attribute the remaining upside in revenue growth to (1) higher volume growth in GMD's Southern ICDs, and (2) increases in container handling's tariffs in container yard in Hai Phong. - We believe the volume growth decelerated in July due to disruptive effect from social distancing but remained positive.
• Logistics	31	3%	231	1%	
Gross profit	**78**	**-12%**	**656**	**13%**	Gross profit decelerated in July as Port operation costs surged.
• Port operation	60	-24%	578	15%	"Three on-site" compliance and seaports dredging activities pushed COGS to increase by 50% YoY, substantially weighing on GPM. Port operation's GPM declined to 29% in July 2021 from 45% in July 2020. 7M-2021 GPM of this segment stayed at 40% (-250 bps YoY).
• Logistics	18	84%	78	-1%	7M-2021 GPM of this segment slightly declined by 50 bps to at 34%.
EBIT	42	**-22%**	409	24%	EBIT margin also declined in by 830 bps YoY in July 2021, but to a lesser extent compared to GPM on the back of lower Administration expenses, driven by decreased goodwill depreciation.
EBITDA	**72**	**-19%**	**629**	**11%**	
Gains/losses from JVs	27	132%	120	33%	Losses from Gemalink amounted to VND28bn in 7M 2021, more than double last year's figure. What's more important is that this JV contributed a profit of VND9bn in July, which is better than expected, after receiving new service named 'TP20' from Maersk. This marks the first month of profit for Gemalink terminal since operation commencement in Jan 2021. August volume throughput in August reached 78,000 TEUs, and this should be higher than July volume throughput given more mother vessels' port call. Hence, we expect GML's profit to improve in August.
Other income	2	-69%	-28	-370%	GMD recorded other expenses of VND 50bn related to the losses in the rubber plantation.
PBT	**62**	**-7%**	**451**	**29%**	
NPAT-MI	**42**	**-5%**	**331**	**27%**	

Source: GMD, Rong Viet securities

Table 2: Container volume at Cai Mep's terminals in 8M-2021

Terminal	Est. volume ('000 TEU)	YoY %
TCIT	1,442	8.3%
CMIT	632	0%
TCTT	446	-10.3%
SSIT	594	121.9%
Gemalink	463	n.a

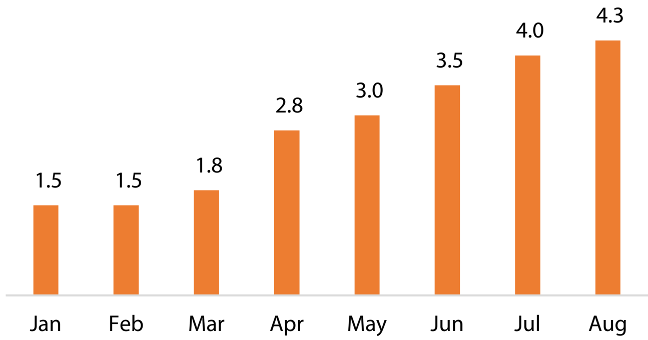
Source: GMD, TCIT, Rong Viet Securities

Table 3: GML's 8M 2021 volume throughput

Period	Total no of mother vessel calls	Est. volume ('000 TEU)	Est. volume handling per port call (TEU)
Q1-2021	19	89	4,684
8M-2021	89	463	5,200

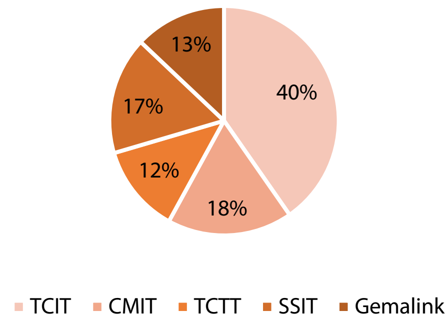
Source: GMD, TCIT, Rong Viet Securities

Figure 1: Monthly average vessels call per week at GML



Source: Vung Tau Maritime Administration, Rong Viet Securities

Figure 2: Market share of deep-water ports at Cai Mep-Thi Vai area

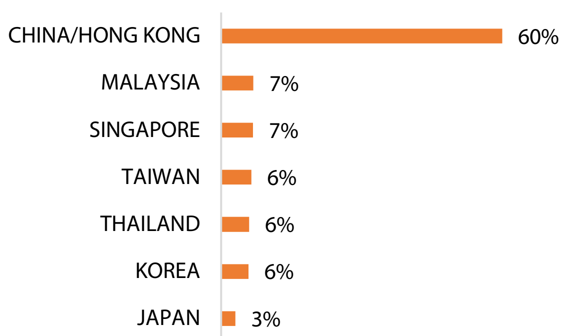


Source: TCIT, Rong Viet Securities

Seaport's congestion in China has affected schedules of numerous fixed feeder services in Hai Phong.

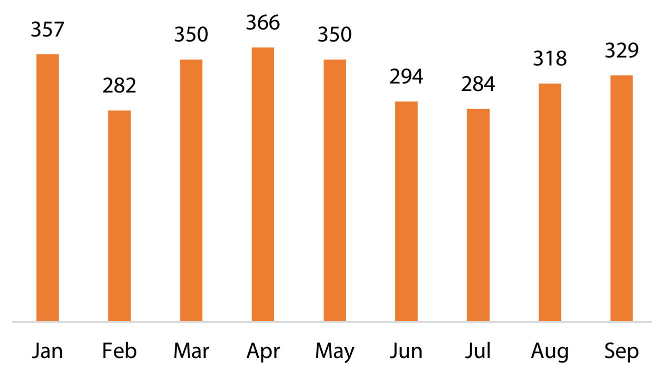
Strict prevention after detection of covid infections among workers at China's major container terminals, including Yantian, Shekou, Chiwan, Nansha, Ningbo, has caused suspension and congestion in those ports from late May to August. As a result, hundreds of port calls were omitted. Being closely connected to China market (Figure 3), Hai Phong experienced a considerable disruption in feeder shipping schedules. In this disruptive situation, shipping lines have added ad-hoc calls (an additional port call made on a specific voyage that was not originally included in the Long-term schedule) to Hai Phong to mitigate the issues. Nevertheless, many terminals in Hai Phong saw the number of vessel calls declining from May, prior to the recovery in August after China reopened key terminals. Moving forward, we expect strict lockdowns and mass testing in China ports to help push new case numbers back down, thereby normalizing international shipping schedules in Hai Phong.

Figure 3: % of international ships in Hai Phong with voyage originated in China compared to other destinations (YTD 2021)



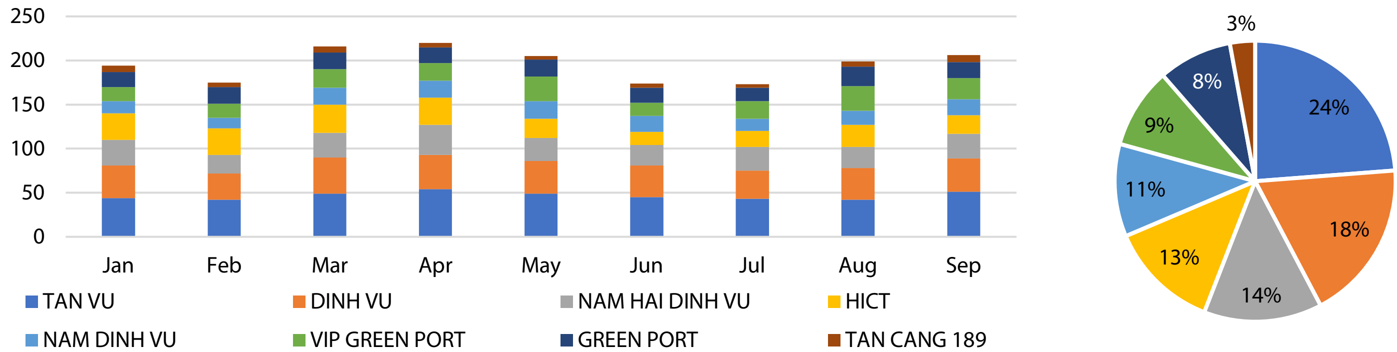
Source: Hai Phong Maritime Administration, Rong Viet Securities

Figure 4: Number of port calls from international ships in Hai Phong declined from May, but then picked up in August



Source: Hai Phong Maritime Administration, Rong Viet Securities

Figure 5: Number of international ports calls at key terminals in Hai Phong and their market share in terms of port calls in 8M-2021



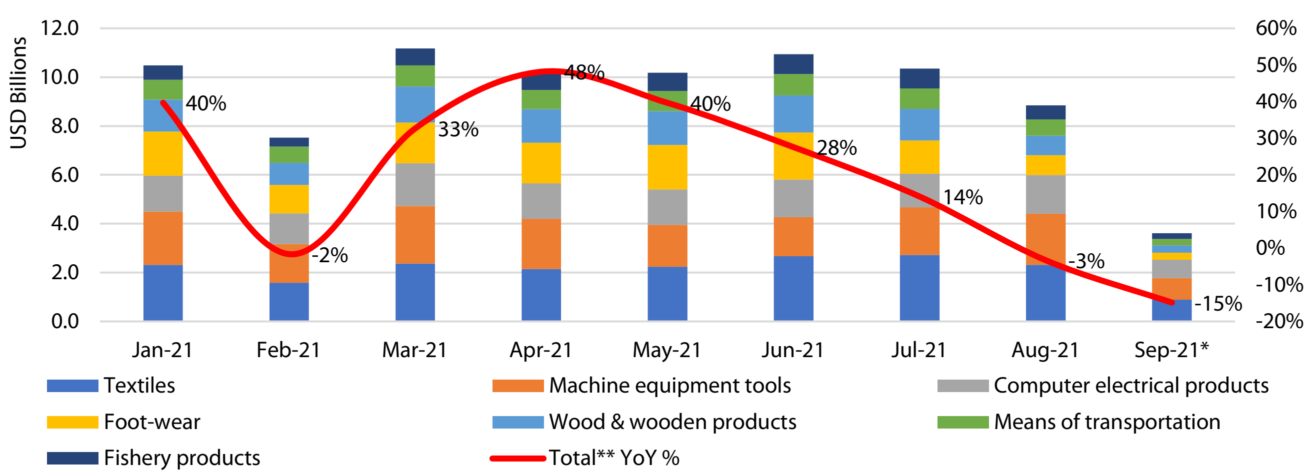
Source: Hai Phong Maritime Administration, Rong Viet Securities

Disrupted industrial activities and trade performance in Q3-2021 will put pressure on container volume growth

Strict social distancing measures in July and August disrupted production activities, and thereby, heavily affecting the trade landscape. Import-export value growth has been in a downward trend since May 2021. While August's import value still grew by 20% YoY (due to the sharp increase in the commodities prices this year), the exports value fell 2% YoY. In which, the export value of major commodities exported by container sea freight modal decreased by 3% YoY, mainly driven by the decline in textile products (-14% YoY), computers, electrical products (-17% YoY), fishery products (-25% YoY), wooden products (-30% YoY), footwear (-40% YoY). These exporting figures further declines in the first half of September.

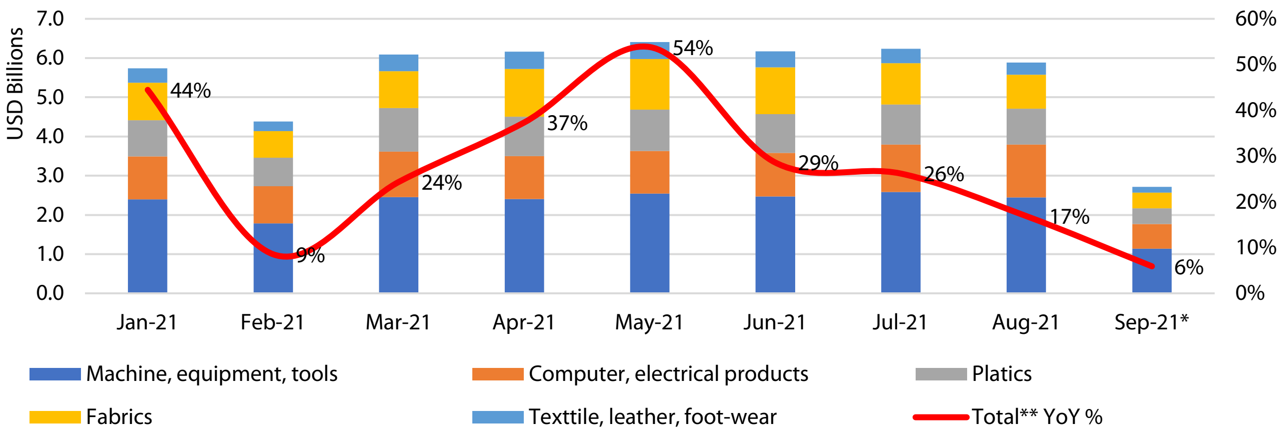
We believe the value major exporting/importing commodities in the upcoming months is likely to be sluggish in September and October due to the delay effect of production interruption and temporary production orders shifting out of Vietnam. Since this group of products is usually transported via container, the volume of box throughput in Vietnam's seaport system in Q3-2021 will be weak. However, because the application of social distancing measures in the southern region took place earlier and longer than in the northern provinces, we believe seaports there will be more vulnerable than in the North. We expect that Q3-2021 container volume throughput in the South could see a drop of up to -20% YoY while the volume growth in Hai Phong is likely to slightly decline.

Figure 6: Top major exported commodities by container sea freight in 2021



Source: Vietnam Customs, Rong Viet Securities, first half of September **Including other commodities*

Figure 7: Top major imported commodities by container sea freight in 2021

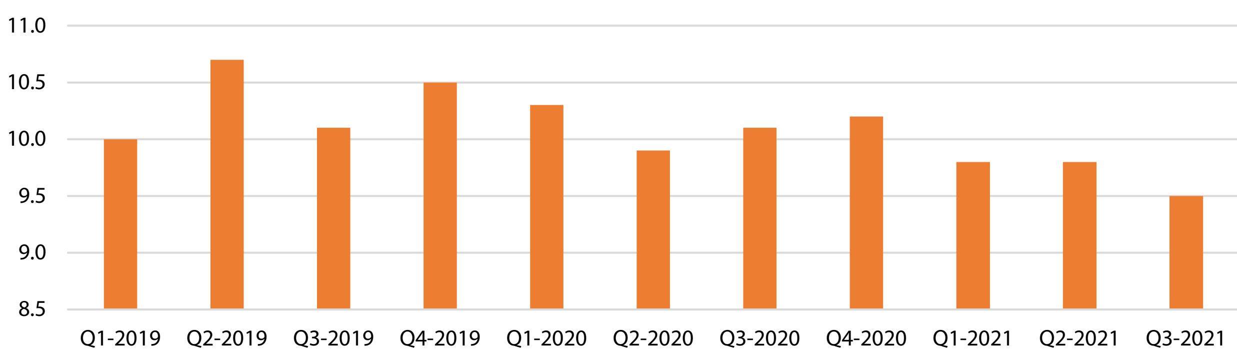


Source: Vietnam Customs, Rong Viet Securities, first half of September **Including other commodities*

HICT's berth depth issue could be a tailwind for smaller seaports in Hai Phong, including Nam Dinh Vu

The berth depth at HICT has declined since commencement due to alluvial problem. According to the measurement of Hai Phong Port Authority on July 30, 2021, the depth of berths 1 and 2 were only -7.1m and -8.3m respectively (roughly equal to that of smaller seaports in Dinh Vu area), while maximum designed berth depth at the time of commencement is believed to be around -14m. This shallow channel has reduced access of a fully laden large vessels (over 50,000 DWT), the type of vessel that HICT is designed to accommodate. The vessels can only reach the dock partially loaded with up to 30% of cargoes having to be unloaded prior to the arrival at HICT because of draught restrictions. This leads to higher costs for shipping lines. As a result, some shipping lines at HICT have altered their shipping pattern with ad-hoc voyage in smaller vessels calling at smaller seaports, to take advantage of lower terminal handling charges (45%/43% lower for 20ft/40ft containers). In fact, Nam Dinh Vu has received several ad-hoc calls (unscheduled voyage) from COSCO and MSC in the past few months. We expect this situation to maintain until HICT's dredging issue is solved. In the meantime, GMD will try to deliver the best service quality for these ad-hoc calls to turn them into scheduled services.

Figure 8: Average draught of international vessels calling at HICT



Source: Hai Phong Maritime Administration, Rong Viet Securities

GMD is considering having a new strategic partner for Nam Dinh Vu Port phase 2. Some shipping lines are interested in participating in the next phase of Nam Dinh Vu, which is expected to be constructed by the end of this year. Liners are still looking for new port with decent headroom in berthing window/capacity coupled with the capabilities to deliver a chain of logistics services (ICD, bonded warehouse, trucking services) in Hai Phong. As these demands are in line with what GMD's logistics ecosystem can offer, the company plans to cooperate with a shipping line, whose transported container volume in Hai Phong is significant and sustainable enough to support the expansion phase of Nam Dinh Vu. However, no detailed information is available about the deal structure for now.

Forecast

Table 4: 2021 Forecast

Unit: VND Bn	2021F Old	2021F New	change %	2021F YoY %	Assumptions
Revenue	**2,785**	**2,673**	**-4%**	**3%**	
Port operation	2,474	2,280	-8%	5%	We revise the 2021F container throughput volume growth rate for GMD's seaports in Hai Phong/HCMC from 30%/5% to 15%/-4%.
Other	311	393	26%	-9%	
Gross profit	**1,077**	**926**	**-14%**	**-2%**	We project that GPM will drop to 35% from 39% previously primarily due to higher operating costs derived from "3 on-site" compliance.
Selling expenses	-147	-141	-4%	3%	
G&A expenses	-352	-324	-8%	-5%	
EBIT	**578**	**462**	**-20%**	**-2%**	
Financial income	7	40	471%	45%	Accounting for gains from Maritime Bank stock sales (HSX: MSB)
Financial expenses	-134	-134	0%	-16%	
Other income	0	-30	n.a	-283%	Account for losses derived from rubber plantation maintenance costs
Gain/losses from JVs	**196**	**300**	**53%**	**91%**	
Gemalink	-52	36	-169%	-210%	We estimate that Gemalink throughput volume will reach 858,000 TEUs in 2021F, fulfilling 57% of designed capacity. From September, we estimate this terminal accommodating a schedule of five shipping services every week with one new service from COSCO/OOCL in the month. Consequently, we project that GML will post a net profit of VND 54bn in 2021F, in oppose to a loss of VND-80bn as previously.
SCSC	168	165	-2%	8%	
CJ Gemadept Logistics	51	55	8%	29%	
CJ Gemadept Shipping	12	27	125%	-274%	This associate has chartered two out of four feeder vessels to CMA-CGM recently with favorable rates, propping up 2021 net profit.
Other JVs	17	17	0%	71%	
PBT	**647**	**638**	**-1%**	**24%**	
NPAT-MI	**477**	**499**	**5%**	**35%**	NPAT-MI increased despite lower PBT is due to higher contribution from gain from Joint ventures, namely Gemalink, CJ GMD Shipping, to PBT (from 30% to 47%)
EPS (VND)	**1,582**	**1,656**	**5%**	**35%**	

Source: Rong Viet Securities

Table 5: 2022 Forecast

Unit: VND Bn	2022F	20212F YoY %	Assumptions
Revenue	**3,104**	**16%**	
Port operation	2,693	18%	We expect total container throughput volume to recover by 14% YoY in 2022F following the reopen of the economy in late 2021, in which the volume of seaports in HCMC/Binh Duong will recover with a growth rate of 15% YoY. Meanwhile, container volume in Hai Phong is expected to increase by 12% YoY, spearheaded by the Nam Dinh Vu Port.
Other	412	5%	
Gross profit	**1,175**	**27%**	Normalized operating costs will bolster GPM to recover to 38% from 35% in 2021F.
Selling expenses	-164	16%	
G&A expenses	-371	15%	
EBIT	**640**	**39%**	
Financial income	21	-47%	
Financial expenses	-118	-10%	
Other income	-50	67%	
Gain/losses from JVs	**516**	**72%**	
Gemalink	223	512%	We expect GML to fulfill 1st phase's designed capacity in 2022F with a volume throughput of 1.560 mn TEUs, up 700k TEUs from 2021F level, driven by new shipping services. Also, we believe this increased amount of volume is justified given the vibrant outlook of demand in Cai Mep – Thi Vai area (an expected grow rate of 20% from a total throughput volume of nearly 5mn TEUs in 2021F) and limited headroom in capacity from rivals.

PBT	**1,010**	**57%**
NPAT-MI	**778**	**55%**
EPS (VND)	**2,583**	**55%**

Source: Rong Viet Securities

Valuation

We use the sum-of-the-parts method to evaluate the stock. Our fair value estimate for GMD arrives at **VND55,000 per share**, implying a **total stock return of 10% as of the closing price on October 15th, 2021**. Below is a valuation summary along with implied forward multiples.

Table 6: Sum-of-the-parts valuation summary

Component	Methodology	Equity Value	GMD's ownership rate	Discount	Fair Equity Value attributable to GMD
Ports and logistics	FCFF (WACC: 10.8%, g: 3%)	**6,747**		**0%**	**6,747**
Logistics & Shipping JVs		**17,205**			**8,586**
SCSC	P/E & FCFE	7,897	34.5%	0%	2,727
CJ GMD Logistics	P/E (@10x 2021F EPS)	1,117	49.1%	0%	548
CJ GMD Shipping	BV	173	51.0%	0%	88
Gemalink	FCFF (WACC: 9.4%, g: 1%)	8,018	65.1%	0%	5,222
Non-operating assets		**1,976**			**1,207**
Shares in other firms	BV	438		0%	438
Rubber subsidiaries	BV	1,537	100%	50%	769
Total (VND Bn)					**16,540**
Number of Shares (million)					**301.4**
Implied Price per Share					**55,000**
Implied 2021F P/E					33.0
Implied 2022F P/E					21.2
Implied 2021F EV/EBITDA					18.6
Implied 2022F EV/EBITDA					15.6

Source: Rong Viet Securities

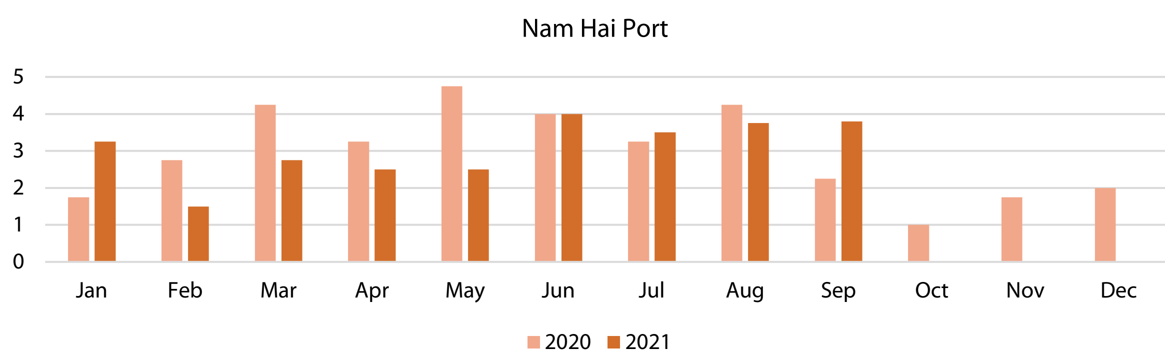
Appendix

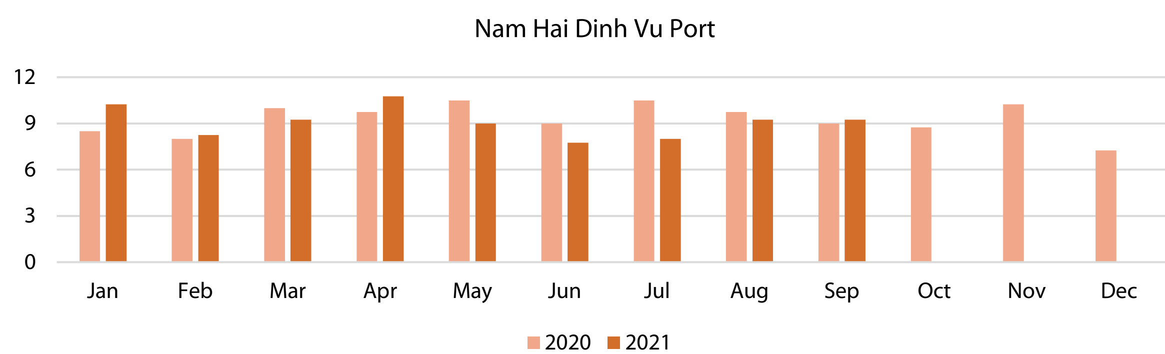
Appendix 1: Main carriers and number of services operating at GMD's Hai Phong ports by September 2021

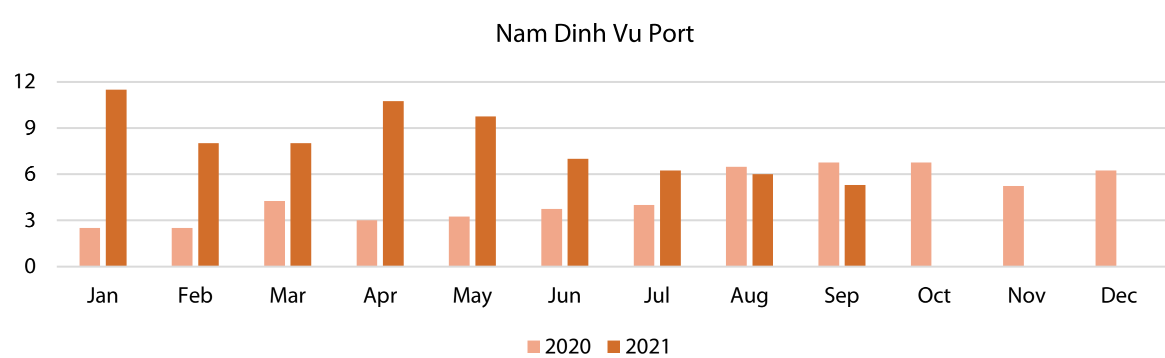
Terminal	Operating carriers					
Nam Hai	CJ GMD Shipping	Vietsun Lines x 1	ASL x 2			
Nam Hai Dinh Vu	CMA-CGM x 1	COSCO x 1	PIL x 1	Yang Ming x 3	Hasco & JJS x 2	ASL x 2
Nam Dinh Vu	CMA-CGM x 1	COSCO x 1	TS Lines x 2	RCL x 1	MSC (ad-hoc)	Hapag Lloyd (ad-hoc)

Source: GMD, Rong Viet Securities

Appendix 2: Average number of vessels calls per week at GMD's terminals in Hai Phong







Source: Hai Phong Maritime Administration, Rong Viet Securities

VND Billion

INCOME STATEMENT	FY2019	FY2020	FY2021F	FY2022F
Revenue	2,643	2,606	2,673	3,104
COGS	1,630	1,656	1,747	1,928
Gross profit	**1,013**	**950**	**926**	**1,175**
Selling Expense	138	137	141	164
G&A Expense	331	341	324	371
Finance Income	107	28	40	21
Finance Expenses	147	159	130	118
Gain/(loss) from joint ventures	-37	16	-30	-50
PBT	236	157	300	516
Prov. of Tax	**705**	**513**	**641**	**1,010**
Minority's Interest	91	72	51	94
PAT to Equity S/H	97	70	89	137
EBIT	**517**	**371**	**502**	**778**
EBITDA	544	471	462	640

%

FINANCIAL RATIO	FY2019	FY2020	FY2021F	FY2022F
Growth (%)				
Revenue	-2.4	-1.4	2.6	16.1
Operating Income	3.3	-3.5	1.2	19.3
EBITDA	-0.3	-13.5	-2.0	38.8
PAT	-72.0	-28.3	35.2	55.2
Total Assets	1.4	-2.8	-1.2	5.1
Equity	-0.1	0.4	2.8	7.2
Profitability (%)				
Gross margin	38.3	36.4	34.6	37.9
EBITDA margin	34.4	33.7	33.3	34.2
EBIT margin	20.6	18.1	17.3	20.6
Net margin	19.6	14.2	18.8	25.1
ROA	5.1	3.8	5.2	7.6
ROE	8.8	6.3	8.3	12.0
Efficiency				(times)
Receivable Turnover	3.4	3.5	3.3	3.3
Inventory Turnover	20.8	22.7	22.2	22.2
Payable Turnover	1.5	1.8	1.7	1.7
Liquidity				(times)
Current	0.7	0.8	0.8	1.1
Quick	0.6	0.8	0.7	1.0
Finance Structure (%)				
Total Debt/Equity	35.4	32.2	24.2	19.8
Current Debt/Equity	11.1	12.9	5.6	-
Long-term Debt/Equity	24.3	19.3	18.6	19.8

VND Billion

BALANCE SHEET	FY2019	FY2020	FY2021F	FY2022F
Cash and cash equivalents	186	428	63	112
Short-term investments	44	23	23	23
Accounts receivable	787	748	802	931
Inventories	78	73	79	87
Other current assets	92	84	87	100
Property, plant & equipment	4,876	4,635	4,665	4,595
Acquired intangible assets	566	507	477	452
Long-term investments	2,684	2,531	2,714	3,100
Other non-current assets	806	805	805	805
Total assets	**10,120**	**9,835**	**9,715**	**10,206**
Accounts payable	1,115	922	1,048	1,157
Short-term borrowings	652	763	342	0
Long-term borrowings	1,426	1,138	1,127	1,284
Other non-current liabilities	299	357	351	345
Bonus and Welfare fund	62	60	0	0
Technology-science, dev. fund	0	0	0	0
Total liabilities	**3,553**	**3,240**	**2,868**	**2,786**
Common stock and APIC	4,911	4,956	4,956	4,956
Treasury stock (enter as -)	0	0	0	0
Retained earnings	505	435	581	997
Other comprehensive income	307	358	376	395
Inv. and Dev. Fund	153	153	153	153
Total equity	**5,876**	**5,901**	**6,065**	**6,500**
Minority Interest	**691**	**693**	**782**	**919**

VALUATION RATIO (*)	FY2019	FY2020	FY2021F	FY2022F
EPS (dong)	1,741	1,249	1,665	2,583
P/E (x)	11.0	25.6	29.4	19.0
BV (dong)	19,789	19,875	20,123	21,569
P/B (x)	0.9	1.4	2.4	2.3
DPS (dong/cp)	1,500	1,000	1,200	1,200
Dividend yield (%)	7.3	3.0	2.4	2.4

VALUATION MODEL	*Price*	*Weight*	*Average*
Sum-of-the-parts	55,000	100%	55,600
Target price (VND)			**43,600**

VALUATION HISTORY	*Price*	*Recommendation*	*Period*
8/12/2021	55,000	ACCUMULATE	Long term
4/22/2021	43,600	BUY	Long term
12/8/2020	35,300	BUY	Long term

RESULT UPDATE

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

RATING GUIDANCE

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

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