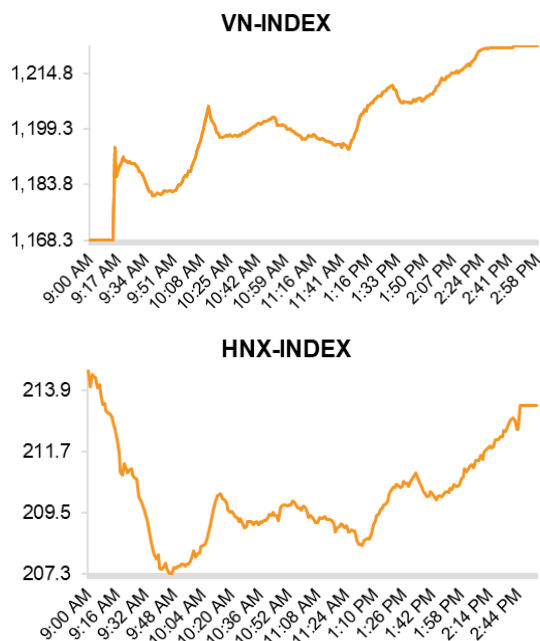


Snapshot	HOSE	HNX	UPCOM
Close (pts)	1,222.5	213.3	93.3
1 Day change (%)	4.6%	2.4%	0.4%
1 Month change	-8.3%	-11.3%	-6.2%
1 Year change	-2.8%	-10.8%	2.6%

Value (USDmn)	536	24	16
Gainers	273	123	195
Losers	75	57	195
Unchanged	44	124	494



Market Commentary

Stocks rally as momentum from pause in US tariffs continues

The VN-Index on Friday continued its momentum from yesterday, opening in the green and climbing higher throughout the day, closing up 4.6% at 1,222.46. Liquidity increased by a factor of 8.2 DoD to VND38.2tn (USD1.5bn). The HNX-Index rose by 2.4% to 213.34.

All sectors rose today except for Automobiles & Parts (-2.8%). Retail (+6.1%), Financial Services (+5.5%) and Banks (+5.1%) led the charge, followed by Technology (+4.8%) and Telecommunications (+4.5%).

Following yesterday's news of a 90-day pause in 46% US tariffs on Vietnamese goods, investors today were bolstered by the news that Vietnam and the US have agreed to negotiate a bilateral trade agreement after a meeting between Deputy Prime Minister Ho Duc Phoc and State Secretary Scott Bessent.

Foreign investors net bought today with VND971bn (USD37.3mn). Buying momentum focused on HPG (VND416bn, USD16.0mn), MBB (VND249bn, USD9.6mn) and VIC (VND160bn, USD6.1mn) while foreigners mainly sold SSI (VND132bn, USD5.0mn), KBC (VND94.8bn, USD3.6mn), and SIP (VND77.8bn, USD3.0mn).

Top contributors included VCB (+6.6%), VIC (+6.9%), and BID (+5.9%), while top laggards were SSB (-3.1%), BCM (-1.6%) and SIP (-5.1%).

Commentator(s):



Hinh Dinh – Head of Strategic

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Country	Index	1D Chg (%)	Ytd Chg (%)	P/E (x)	P/B (x)	ROE (%)	Dividend yield (%)	3M/ADTV (USDm)	5Y LC Gov Bond Yield	YTD Net Foreign Flow (USDm)	LC/USD % MoM	LC/USD % YoY
China	Shanghai Index	0.5%	-3.4%	13.8	1.3	9.4%	3.1%	82,298	1.5%	9,649	-1.0%	-0.9%
India	NSE500 Index	2.0%	-7.2%	22.5	3.5	15.3%	1.2%	9,302	6.2%	-15,958	1.4%	-3.3%
Indonesia	JCI Index	0.1%	-11.5%	14.4	1.7	12.7%	4.5%	646	6.9%	-2,167	-2.3%	-5.6%
Singapore	FSTAS Index	-1.6%	-7.3%	11.7	1.1	8.3%	5.2%	1,103	2.4%	806	0.8%	2.5%
Malaysia	FBME Index	-0.3%	-14.1%	13.8	1.2	8.8%	4.4%	510	3.5%	-2,752	-0.2%	7.3%
Philippines	PCOMP Index	0.0%	-3.4%	9.9	1.1	10.9%	3.3%	103	5.8%	-294	0.4%	-0.9%
Thailand	SET Index	-0.5%	-19.4%	15.0	1.1	6.9%	4.1%	1,202	1.6%	-1,361	0.6%	8.7%
Vietnam	VN-Index	4.6%	-3.5%	13.0	1.5	12.8%	1.9%	617	2.4%	-1,376	-0.9%	-2.8%

11-Apr

Macro Note

Retaliatory actions between the US and China: The sky's the limit

Recent developments in the US tariff landscape indicate encouraging signs of potential concessions. The White House has reported notable progress in trade negotiations with numerous US partners, culminating in the finalization of detailed proposals from 15 nations. Of particular interest is the potential inclusion of Vietnam in this list, especially following discussions between Deputy Prime Minister Ho Duc Phoc and US Treasury Secretary Scott Bessent, who serves as the lead US negotiator with Vietnam.

However, these positive developments do not necessarily mitigate the upside risk associated with trade policy. Trump raised China's tariffs to 145% yesterday (via adding the previously applied 20% tariffs), and as of this afternoon, China has also increased tariffs on US goods to 125%. In contrast, the EU has adopted a diplomatic strategy by postponing retaliatory tariffs towards the US in response to Trump's 90-day pause. This strategic decision effectively narrows the immediate landscape of potential retaliatory actions on the two primary global economic powers: the US and China. Intriguingly, recession fears, amplified by the escalating trade war, are fueling expectations for more aggressive Fed rate cuts, resulting in the DXY plunging below the 100 threshold, the lowest point since July 2023.

From our own standpoint, the inherent interdependence between the US and China is evident. The US possesses substantial purchasing power, while China maintains a strong competitive edge as a global center for low-cost manufacturing. Consequently, a negotiated resolution appears to be the eventual outcome, necessitating a willingness from China and the US to compromise in the near future.

Commentator(s):



Hang Le – Analyst

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AGM notes

SZC - 1Q25 fulfills nearly half of 2025 target - AGM note

- In 2025, SZC plans to achieve revenue of VND931tn (USD36mn), an increase of 6.7% compared to results achieved in 2024.
- FY25 net profit forecast is VND302tn (USD12mn), in line with FY24 result.

Assessment of reciprocal tariff impact

While uncertainties remain, the company is not overly pessimistic, believing that FDI enterprises operate with long-term strategies. It expects FDI inflows from China to continue shifting to Vietnam, and Chau Duc IP, with its competitive rental price and improving surrounding infrastructure, is well-positioned to attract investment.

Pre-liminary 1Q25 earnings results

1Q25 revenue and net profit are estimated at VND414bn (USD16mn) and VND134bn (USD5mn), respectively, fulfilling 47.8% and 48% of the company's full-year targets, driven by land handover revenue recognition from Electronic Tripod and Vinaone. On the investment attraction front, SZC has signed three MoUs YTD, covering a total area of 9.6ha (vs 46.4ha of MoUs for all of 2024).

Project progress

- Chau Duc Industrial, Urban and Golf Course Project: In 2024, SZC paid VND202bn (USD8mn) in compensation for 15.9ha and received handovers of 41ha from local households. As of year-end 2024, the company had received a cumulative 1,885.9ha out of the total 2,287ha of the project and completed site clearance for 945ha.
- Sonadezi Huu Phuoc Project: The company completed construction of 63 shophouses in phase 2 and 54 townhouses in phase 1.

2025 earnings guidance and capex plan

For 2025, the company targets revenue of VND931bn (USD36mn), of which IP revenue accounts for VND748bn (USD29mn) and residential property revenue for VND78bn (USD3mn). Net profit is targeted at VND302bn (USD12mn). The company plans to complete compensation for 91.5ha during the year, at an estimated cost of VND12.7bn/ha. In the residential property segment, SZC plans to build the remaining 74 townhouses of phase 1 and complete construction of 210 social housing units within 2025. In the BOT segment, toll collection at BOT 768 resumed on April 5, 2025, with a fixed return on cost of 10.5% maintained throughout the project's lifecycle.

Analyst(s):



Nga Nguyen

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Current Price	VND22,900
52Wk High/Low	VND29,600/22,900
Target Price	VND26,000
Previous TP	VND29,000
TP vs Consensus	-19.9%
Upside	13.5%
Dividend Yield	0.0%
Total stock return	13.5%

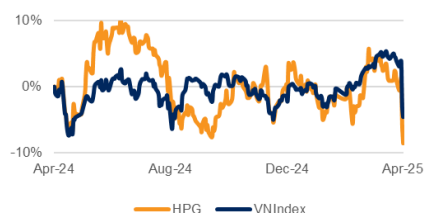
Growth rating	Positive
Value rating	Neutral
ST Technical Analysis	Sell

Market Cap	USD6,285.2mn
3m Avg daily value	USD22.9mn
Avail Foreign Room	USD1,691.4.0mn
Outstanding Shares	6,396.3mn
Fully diluted O/S	6,396.3mn

	HPG	Peers	VNI
P/E TTM	13.5x	15.1x	11.2x
P/B Current	1.4x	0.8x	1.5x
ROA	5.8%	6.2%	2.1%
ROE	11.1%	4.8%	13.0%

*as of 4/8/2025

Share Price performance



Share price (%)	1M	3M	12M
Ordinary share	-11.7%	-7.5%	-8.6%
Relative to index	-7.7%	-3.5%	-4.5%

Ownership

Tran Dinh Long	26.1%
Vu Thi Hien	7.3%
Others	66.6%

Business Description

HPG is the largest and only fully-integrated steel producer in Vietnam, well-known for its high-quality steel range including construction steel, HRC, and steel pipe, leveraging its economies of scale and near-port location in Dung Quat. Besides steel, HPG also operates in the real estate and agriculture sectors, which enjoy promising growth prospects.

Analyst(s):



Quynh Phuong Nguyen

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Update Reports

HPG - Retail lending recovery drives robust credit growth – ADD

- We maintain a HOLD rating for HPG with 13.5% upside. We lower our TP 10% to VND26,000 while the share price has dropped 18% since our last report.
- We expect net profit to grow at a 24% CAGR over the next three years as new HRC volume is added from the Dung Quat 2 project.
- We reduce our target price as we lower our valuation target P/B to 1.2x and our P/E to 12x as we expect Chinese steel prices to continue to struggle.

Financial Highlights

- 4Q24 net revenue remained flat YoY to VND34.5tn (USD1.36bn), as a 2% decline in steel revenue offset 29% growth in agriculture revenue.
- 4Q24 net profit declined 6% YoY to VND2.8tn (USD111mn). For FY24, net profit rose 76% from last year's low base, achieving 99% of our full-year forecast and 120% of HPG's full-year guidance.
- The company has disbursed VND52.5tn (USD2.14bn) for Dung Quat 2, with VND24tn (USD1bn) financed through long-term debt. Total capex for this project is VND70tn (USD2.8bn), with ~50% funded by debt.

Investment Thesis

Chinese steel prices to struggle amid weak production cut, demand decline

China's steel market is facing significant headwinds. Domestic demand is stagnating as the country's steel use per capital is among the highest globally, leaving limited room for further infrastructure and manufacturing-driven growth. Export opportunities will diminish from rising trade protectionism in key markets. Despite these headwinds, production cuts are expected to be slow for several reasons. First, steel production remains crucial to China's economic stability, contributing about 5% of GDP and supporting employment in a weak macroeconomic environment. Additionally, China's steel mills have benefited from lower input costs, allowing them to sustain production in the face of weak demand.

Vietnam's tariffs on imported steel will only help to rescue domestic market

As we expect a prolonged struggling steel price, we think in the short term these potential new tariffs will help to rescue the domestic steel industry from imported Chinese steel with distressed prices.

Steel volume will grow 21% in 2025 thanks to the launch of Dung Quat 2

We expect HPG to start the first blast furnace of Dung Quat 2 in 2Q25, with a 55% utilization rate for the year. We therefore expect sales volume to grow 21% as net HRC volume (sold to external) grows 85% to around 3.3 million tonnes.

Valuation will continue to get pressures this year

We think that short-term (six to nine months) headwinds continue due to weak sentiment from escalating trade tension, which could negatively affect steel sector valuation multiple. However, the recent market crash has brought HPG to an attractive valuation for a long term holding of 2025F/2026F P/E and P/B of 9.5x and 1.1x, respectively; 7.2x and 1.0x with an earnings CAGR of 24% mainly built from domestic sales and solid HRC volume growth.

Read the full report : [HERE](#)

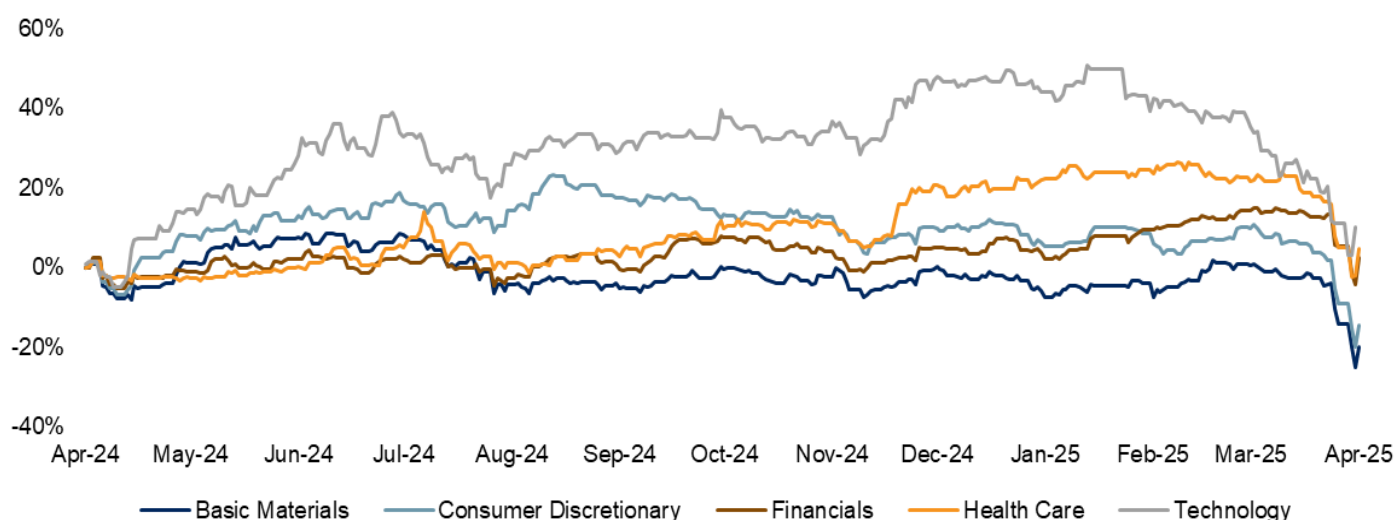
See disclaimer on the last page of this report

Sectors (VNIndex)	Index Wgt (%)	Price 1D chg	P/E x	P/B x
Consumer Discretionary	3.2	5.7	27.1	3.3
Consumer Staples	7.5	3.6	38.9	2.7
Energy	2.5	4.6	42.2	1.2
Financials	45.8	5.3	10.6	1.7
Health Care	0.7	2.2	20.1	2.5
Industrials	9.0	3.9	21.2	1.9
IT	3.6	5.4	21.8	5.5
Materials	8.3	4.5	17.9	1.6
Real Estate	14.7	3.9	34.1	1.6
Utilities	5.3	4.4	16.0	2.0

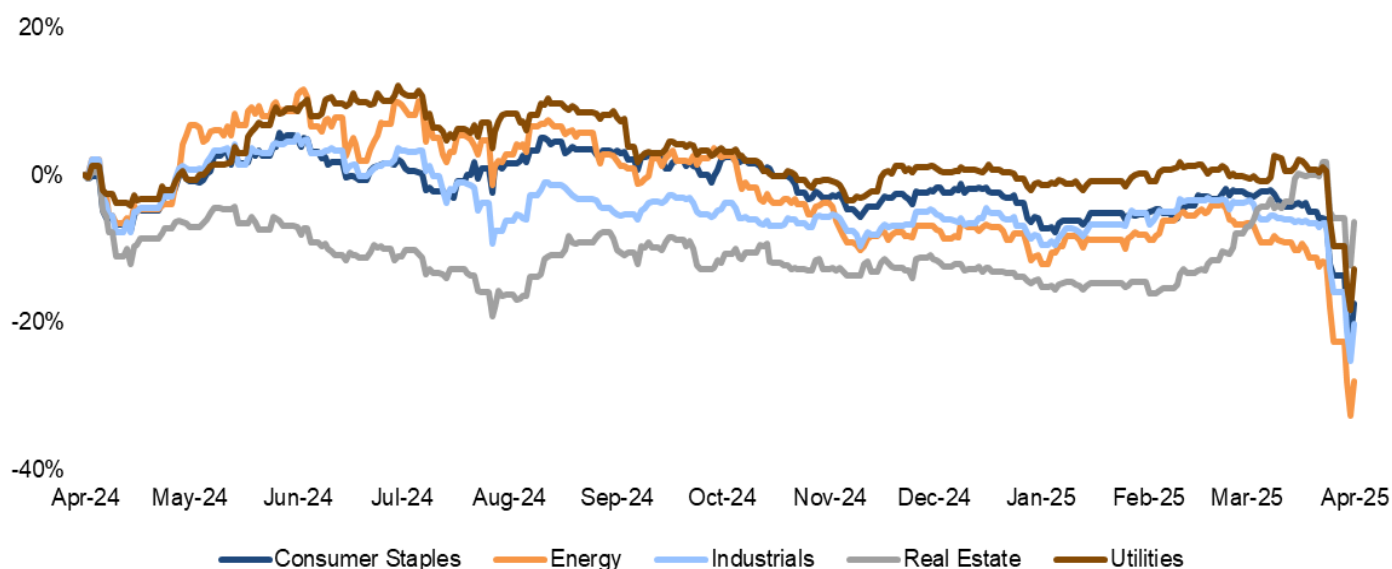
Source: Bloomberg

Real Estate (+1.9%), Financials (+1.0%), and Energy (+0.9%) rose, while Consumer Discretionary (-1.1%), IT (-0.3%), and Consumer Staples (-0.1%) lost ground today. Top index movers included VCB (+6.6%), VIC (+6.9%), BID (+5.9%), CTG (+6.2%), and HPG (+6.8%). Top index laggards consisted of SSB (-3.2%), BCM (-1.7%), SIP (-5.1%), VSH (-3.6%), and VGC (-2.3%).

HSX TOP 5 ONE-YEAR PERFORMANCE



HSX BOTTOM 5 ONE-YEAR PERFORMANCE



Commodity prices

Energy	% dod	% mom	% yoy
WTI	0.2%	-9.1%	-29.2%
Brent Crude	0.2%	-8.7%	-29.3%
JKM LNG	-1.3%	-14.5%	21.1%
Henry Hub LNG	-0.1%	-19.9%	5.0%
NW Thermal Coal	-11.0%	-19.0%	87.2%
Singapore Platt FO	2.7%	-12.4%	-18.4%

Precious Metals	% dod	% mom	% yoy
Gold	1.8%	9.9%	36.3%
Domestic SJC Gold	1.6%	10.0%	28.9%
Silver	2.1%	-4.5%	11.2%
Platinum	1.5%	-4.6%	-4.4%

Base Metals	% dod	% mom	% yoy
Tungsten	0.0%	1.4%	12.3%
Copper	3.2%	-5.6%	5.3%
Aluminum	2.4%	-14.0%	-3.2%
Nickel	5.1%	-10.7%	-19.8%
Zinc	0.5%	-3.6%	0.9%
Lead	NA	NA	NA
Steel	-0.1%	-3.1%	-7.5%
Iron Ore	0.0%	-4.2%	-9.3%

Agriculture	% dod	% mom	% yoy
Rice	0.2%	-3.5%	-21.3%
Coffee (Arabica)	1.1%	-13.3%	57.2%
Sugar	0.3%	-2.6%	-12.8%
Cocoa	3.5%	2.7%	-19.3%
Palm Oil	0.3%	-3.6%	NA
Cotton	0.5%	1.2%	-19.9%
Dry Milk Powder	-0.1%	-6.9%	11.8%
Wheat	1.8%	1.2%	-0.8%
Soybean	0.2%	3.3%	-11.1%
Cashews	NA	-6.5%	2.9%
Rubber	-0.9%	-12.4%	-13.6%
Urea	6.5%	-15.4%	10.0%

Livestock	% dod	% mom	% yoy
Live Hogs	-1.1%	-2.6%	-6.3%
Cattle	-1.0%	0.1%	12.2%

Source: Bloomberg

Market Value Drivers

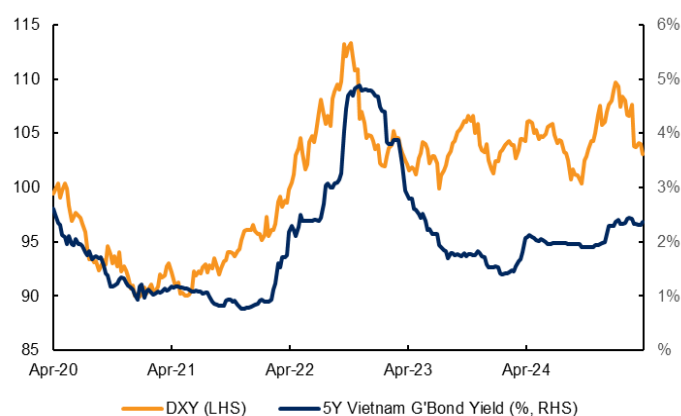
VN-INDEX CURRENT P/B



VN-INDEX TTM P/E



DXY and 5Y Vietnam G'Bond Yield



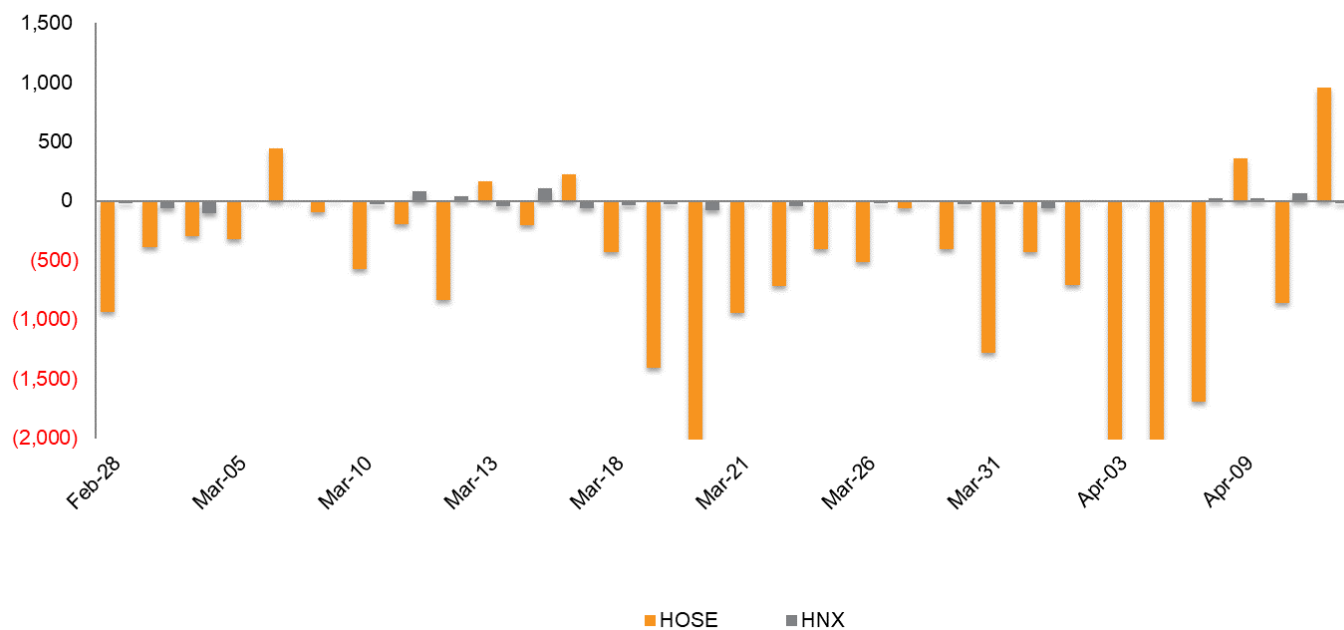
VNDS RESEARCH COVERAGE SUMMARY

Ticker	Market cap (US\$m)	3M ADTV (US\$m)	Foreign Room (US\$m)	Closing price (VND)	Adjusted target price (VND)	Total (%)	shareholder return	Dividend yield (%)		TTM P/E	Current P/B
AVIATION											
ACV	7,998	1.8	3,649	94,500	136,200	45.1%	1.0%	ADD	19.7	21%	HOLD
VJC	1,798	2.1	311	85,400	113,600	40.6%	0.0%	32.4	2.7	9%	HOLD
Simple Avg	4,898	2.0	1,980			42.9%	0.5%	32.4	11.2	15%	
CONGLOMERATE											
VIC	9,677	9.8	3,808	65,100	45,600	-28.1%	0.0%	20.3	1.8	10%	HOLD
CONSTRUCTION											
CTD	286	4.9	1	73,500	101,700	39.7%	1.4%	19.8	0.8	4%	ADD
HHV	192	4.2	81	11,400	14,800	29.8%	0.0%	11.4	0.5	5%	HOLD
Simple Avg	239	4.5	41			34.8%	0.7%	15.6	0.7	5%	
CONSUMER											
BAF	370	4.2	132	31,300	33,300	6.4%	0.0%	18.1	2.6	13%	HOLD
DGW	280	1.9	85	32,900	48,600	49.3%	1.6%	16.1	2.4	16%	HOLD
IMP	263	0.5	67	43,950	51,300	16.7%	0.0%	23.6	3.1	14%	HOLD
MWG	3,006	15.2	76	52,900	80,400	52.0%	0.0%	20.8	2.8	15%	ADD
PNJ	942	2.6	17	71,700	115,100	62.2%	1.6%	11.4	2.2	20%	ADD
QNS	696	0.8	261	48,700	55,100	19.2%	6.0%	6.3	1.5	25%	HOLD
VHC	428	2.1	323	49,000	85,000	77.2%	3.7%	8.7	1.3	14%	HOLD
VNM	4,672	9.5	2,354	57,500	74,800	36.8%	6.7%	14.3	3.7	26%	ADD
SAB	2,443	2.0	993	49,000	59,900	22.2%	0.0%	14.6	2.7	18%	ADD
Simple Avg	1,332	4.6	414			40.0%	2.5%	14.9	2.4	18%	
FINANCIALS											
ACB	4,315	9.7	20	24,850	34,100	40.7%	3.4%	6.6	1.3	22%	ADD
BID	10,032	5.1	1,241	36,750	42,700	16.2%	0.0%	10.1	1.8	20%	HOLD
CTG	8,017	12.1	253	38,400	43,500	15.5%	2.2%	8.1	1.4	19%	HOLD
HDB	2,813	9.6	12	20,700	34,900	68.6%	0.0%	5.6	1.3	26%	ADD
LPB	3,972	4.7	167	34,200	33,400	-2.3%	0.0%	10.5	2.0	25%	HOLD
MBB	5,563	17.7	40	23,450	28,600	26.1%	4.1%	6.3	1.3	22%	ADD
OCB	1,031	1.4	27	10,750	13,400	24.7%	0.0%	8.4	0.8	11%	ADD
SSI	1,789	22.4	0	23,450	31,100	32.6%	0.0%	15.6	1.7	11%	HOLD
STB	2,774	17.7	234	37,850	45,700	20.7%	0.0%	7.1	1.3	20%	ADD
TCB	7,306	16.2	7	26,600	31,100	16.9%	0.0%	8.7	1.3	16%	ADD
TPB	1,356	10.0	81	13,200	21,000	59.1%	0.0%	5.7	0.9	17%	ADD
VCB	19,426	7.8	971	59,800	73,300	22.6%	0.0%	14.8	2.5	19%	ADD
VIB	2,160	7.6	0	18,650	23,600	26.5%	0.0%	7.8	1.3	18%	ADD
VPB	5,382	13.5	285	17,450	24,500	40.4%	0.0%	8.8	1.0	11%	ADD
Simple Avg	5,424	11.1	239			29.2%	0.7%	8.9	1.4	18%	
GARMENT & TEXTILE											
MSH	131	0.6	58	44,900	54,100	24.1%	5.1%	8.2	1.9	24%	HOLD

Ticker	Market cap (US\$m)	3M ADTV (US\$m)	Foreign Room (US\$m)	Closing price (VND)	Adjusted target price (VND)	Total (%)	shareholder return	Dividend (%)	yield	TTM P/E	Current P/B
TCM	126	2.6	0	31,700	55,200	74.1%	0.0%	12.4	1.4	12%	HOLD
Simple Avg	128	1.6	29			49.1%	2.6%	10.3	1.7	18%	
INDUSTRIALS											
BCM	2,402	1.4	769	59,700	82,800	40.1%	1.4%	28.3	3.2	11%	ADD
BMP	374	1.0	64	115,500	140,000	31.6%	10.4%	11.1	3.3	34%	ADD
GMD	751	2.8	61	46,000	73,700	63.6%	3.4%	12.4	1.5	13%	HOLD
HAH	258	4.6	47	51,000	55,900	11.6%	2.0%	10.1	1.9	21%	ADD
VSC	184	1.9	87	15,800	19,100	24.0%	3.2%	13.1	1.0	9%	HOLD
IDC	489	2.1	140	38,100	62,700	71.1%	6.6%	6.3	2.2	38%	ADD
KBC	707	6.3	214	23,700	30,000	26.6%	0.0%	42.7	1.0	2%	HOLD
PHR	259	1.7	81	49,100	65,300	39.1%	6.1%	15.4	1.8	13%	HOLD
PTB	137	0.5	8	52,500	79,650	53.6%	1.9%	9.5	1.2	13%	ADD
SCS	221	1.1	30	59,900	85,000	48.7%	6.8%	8.2	4.3	53%	HOLD
SZC	230	3.4	40	32,900	42,700	34.7%	4.9%	19.6	1.9	12%	ADD
VTP	530	3.2	225	112,000	126,500	14.3%	1.4%	47.8	8.6	18%	HOLD
Simple Avg	545	2.5	147			38.3%	4.0%	18.7	2.7	20%	
MATERIALS											
DGC	1,234	6.8	414	83,600	143,600	77.2%	5.5%	11.3	2.4	22%	HOLD
HPG	6,043	26.3	1,682	24,300	30,000	23.5%	0.0%	NA	1.4	11%	HOLD
HSG	350	4.3	147	14,500	26,000	79.3%	0.0%	NA	0.8	5%	HOLD
NKG	217	4.4	97	12,450	12,600	76.7%	0.0%	NA	0.7	8%	HOLD
Simple Avg	1,961	10.5	585			64.2%	1.4%	11.3	1.3	12%	
OIL & GAS											
BSR	1,947	2.4	948	16,150	28,400	80.4%	4.6%	N/A	0.9	N/A	HOLD
GAS	5,292	2.3	2,500	58,100	85,000	40.1%	5.2%	13.2	2.3	17%	ADD
OIL	406	0.6	0	10,100	14,600	46.3%	1.7%	32.0	1.0	3%	ADD
PLX	1,746	2.4	44	35,350	46,100	32.4%	2.0%	15.5	1.7	11%	ADD
PVD	389	3.4	159	18,000	30,900	71.7%	0.0%	14.7	0.6	5%	HOLD
PVS	450	3.5	144	24,200	45,800	93.4%	4.2%	10.8	0.9	8%	ADD
PVT	281	1.8	104	20,300	33,000	67.4%	4.9%	6.6	0.9	15%	ADD
Simple Avg	1,501	2.3	557			61.7%	3.2%	15.5	1.2	10%	
PETROCHEMICALS											
DPM	484	3.9	196	31,800	36,900	22.3%	6.3%	25.9	1.1	5%	HOLD
DCM	593	2.6	260	28,800	37,300	29.5%	0.0%	12.0	1.5	13%	ADD
PLC	71	0.4	34	22,600	30,800	45.4%	9.2%	42.2	1.5	3%	ADD
Simple Avg	383	2.3	164			32.4%	5.1%	26.7	1.4	7%	
POWER											
NT2	204	0.4	73	18,200	27,100	60.3%	11.4%	72.4	1.3	2%	HOLD
POW	1,029	3.6	465	11,300	14,900	31.9%	0.0%	21.1	0.8	4%	ADD
Simple Avg	616	2.0	269			46.1%	5.7%	46.8	1.0	3%	

Ticker	Market cap (US\$m)	3M ADTV (US\$m)	Foreign Room (US\$m)	Closing price (VND)	Adjusted target price (VND)	Total shareholder return (%)	Dividend yield (%)	TTM P/E	Current P/B		
POWER & PROPERTY											
HDG	288	2.6	87	22,000	34,100	57.3%	2.3%	12.8	1.2	9%	ADD
PC1	291	1.9	98	20,950	35,300	68.5%	0.0%	17.8	1.4	8%	ADD
REE	1,236	2.2	0	67,500	72,900	9.5%	1.5%	15.9	1.7	11%	ADD
Simple Avg	605	2.2	62			45.1%	1.2%	15.5	1.4	9%	
PROPERTY											
DXG	474	7.0	140	14,000	18,200	30.0%	0.0%	40.9	1.0	3%	HOLD
KDH	1,081	3.2	154	27,500	41,300	66.5%	0.0%	34.8	1.6	5%	ADD
NLG	439	3.7	56	29,300	46,200	60.3%	2.7%	23.1	1.2	5%	ADD
VHM	8,543	16.0	3,203	53,500	48,800	1.5%	0.0%	7.3	1.1	17%	ADD
VRE	1,714	7.6	517	19,400	20,200	4.1%	0.0%	10.8	1.1	10%	ADD
DXS	136	0.5	40	6,040	7,000	15.9%	0.0%	N/A	0.6	2%	HOLD
Simple Avg	2,450	7.5	814			32.5%	0.5%	23.4	1.2	8%	
TECHNOLOGY											
FPT	6,777	31.3	462	118,500	196,600	67.7%	1.8%	22.1	5.9	29%	ADD

Foreign net buy/sell (30 sessions) in VND'bn



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