

BIDV (HSX: BID)

Asset Quality Expected to Recover from Trough

- BID's net profit is expected to grow 9.7%/18.7% YoY in 2025/2026, driven by high credit growth and net income from collection of written-off NPLs.
- NPL ratio is expected to rise YoY, reflecting lingering pressure from tariff-related risks.
- Recommend **HOLD** for BID with a target price of VND 48,000/share.

1H2025 results: Slight earnings improvement YoY, while asset quality continued to weaken compared to beginning of 2025.

BID's credit growth reached 6.1% by end-2Q2025, broadly in line with YoY growth, but lower than the system average of 9.9%. PBT for 1H2025 rose 3.1% YoY, achieving 46% of the full-year target. Total operating income (TOI) increased 7% YoY, driven by robust growth of 23% YoY in non-interest income, largely supported by recoveries of previously written-off NPLs and net gains from investment securities. NIM declined YoY, but NIM 2Q2025 showed a slight sequential improvement versus 1Q2025, supported by an expansion of medium- to long-term lending. Operating expenses rose 10% YoY, while provision expenses increased 14% YoY, reflecting temporary deterioration in asset quality.

Net Profit Expected to Grow 9.7%/18.7% YoY in 2025/2026

Strong credit growth is expected to cushion impact of narrowing NIM on net interest income. Credit growth is projected at 14.4%/14.0% in 2025F/2026F, slightly below the initial plan, driven by retail and SME lending on the back of supportive policies and BID's leading position in retail banking. Non-interest income may expand further, mainly from recoveries of written-off NPLs and securities trading. Provision expenses are forecast to increase 1.4% YoY, as asset quality is expected to improve toward year-end. Accordingly, 2025 PBT is estimated at VND 35,045 bn (+9.7% YoY), in line with BID's plan.

Asset quality expected to recover by end-2025 but remain weaker YoY

NPL ratio climbed to 1.98% at end-2Q25, the highest quarterly level since 2020, mainly due to exposures to export-related corporates (agriculture, forestry & fisheries, steel), construction materials, and gas. Group 2 loans declined to 1.54% (-12 bps YTD). Loan loss coverage ratio (LLR) fell to 89.1% (-7.75 % pts YTD), reflecting the use of provisions to write off NPLs. We expect asset quality to improve in 2H25 as BID steps up support for corporates, while proactively provisioning and resolving NPLs.

Reiterate **HOLD** rating with target price of VND 48,000/share

We reiterate our HOLD rating and lower our target price by 7% compared to previous report, reflecting EPS 2025/2026 declining by 16%/14% and a lower target P/B due to weaker-than-expected asset quality. Our valuation is based on a target P/B of 1.8x applied to average 2025-2026 BVPS, underpinned by: 1) BID's leading market share in credit, 2) expected asset quality recovery in 2H25, 3) capital-raising plans that support capital adequacy, and 4) relatively attractive valuation. Key investment risks include: 1) sharper-than-expected NIM contraction, 2) slower-than-expected asset quality recovery.

Financial indicators	31/12/2024	31/12/2025	31/12/2026	31/12/2027
Net interest income	58,008	60,410	71,830	86,942
Total operating income	81,061	85,619	100,290	118,631
Total provision charges	(21,109)	(21,397)	(25,141)	(31,186)
Net profit	25,140	27,580	32,733	38,125
Net Interest Margin (NIM)	2.32%	2.08%	2.19%	2.35%
Deposit growth	14.58%	12.00%	10.00%	10.00%
Credit growth	15.49%	14.44%	13.96%	12.99%
Net profit growth	16.90%	9.71%	18.68%	16.47%
BVPS	21,009	24,702	28,732	33,409
P/B	2.02	1.72	1.48	1.27

HOLD

Target price

48,000 VND

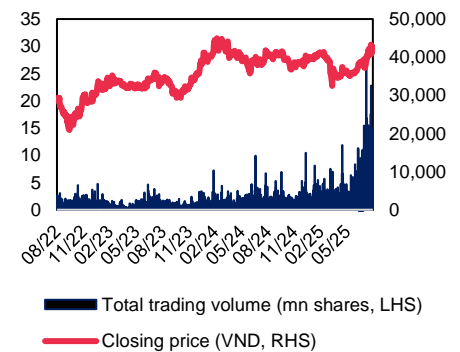
Upside

10.3%

Key changes in this report

- EPS 2025/2026 revised down by 16%/14% respectively
- Revise down target P/B

Information



Source: MBS Research

Market price (VND)	43,500
Highest 52w (VND)	43,500
Lowest 52w (VND)	32,500
Market cap (VNDbn)	298,407
P/E (TTM)	11.54
P/B	1.90
Dividend yield (%)	0.0
Foreign ownership (%)	17.4

Source: <https://s24.mbs.com.vn/>

Ownership structure

State Bank of Vietnam	79.56%
KEB Hana Bank, Co., Ltd	14.74%
Others	5.70%

Source: <https://s24.mbs.com.vn/>

Analyst



Pham Thi Thanh Huong

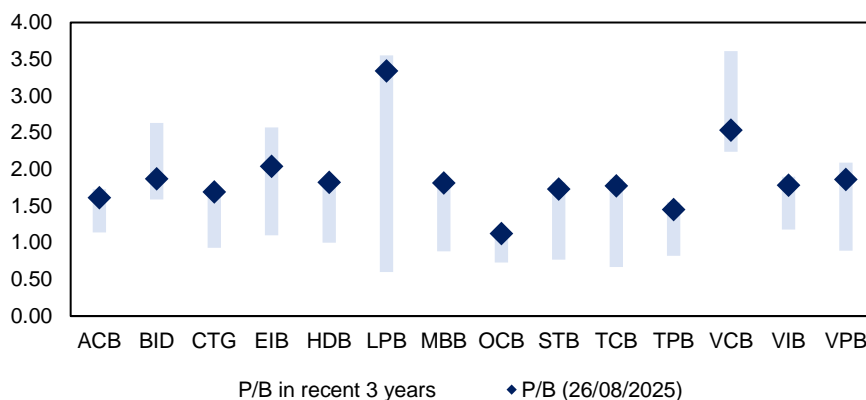
Huong.phamthithanh@mbs.com.vn

Investment Thesis & Valuation

Investment Thesis

We reiterate our HOLD rating for BID based on: 1) Its leading position in total credit and particularly in retail lending size, 2) Asset quality expected to recover in 2H25 but still weaker YoY, 3) Capital-raising plans that will strengthen the capital adequacy ratio (CAR), and 4) Relatively attractive valuation.

Figure 1: P/B multiples of most banks under MBS Research's coverage have rebounded to high or peak levels, except BID and VCB.

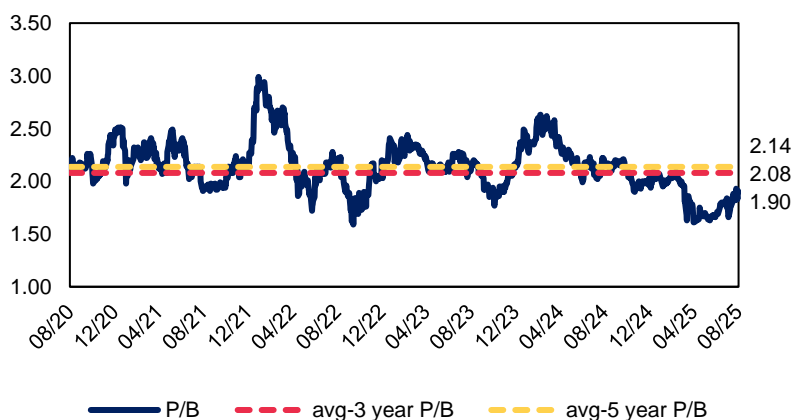


Source: Fiinpro, MBS Research

Reiterate HOLD rating with target price of VND 48,000/share, with an upside potential of 10.3%

- Residual Income (RI) Method:** We apply the RI approach given the significant role of book value in bank valuation, with cost of equity of 12.7%. EPS for 2025/2026 has been revised down by 16%/14%, mainly due to higher outstanding shares versus our previous report.
- P/B Multiple Method:** We assign a target P/B of 1.8x on average 2025–2026 BVPS, which is 13% lower than the 3-year average, and 10% lower than our prior target P/B. This reflects heightened asset quality risks as BID is indirectly pressured by tariff-related impacts.

Figure 2: BID's P/B has improved since mid-April 2025 but remains below its 3-year and 5-year averages



Source: Fiinpro, MBS Research

Figure 3: Residual Income Valuation

Assumptions	2025	2026	2027	2028	2029	2030
Risk free rate	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Equity risk premium	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%
Beta	1.08	1.08	1.08	1.08	1.08	1.08
Cost of equity	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%
Long-term growth rate						
<i>(in VND bn)</i>						
RI	9,213	10,749	12,554	17,287	20,905	21,641
PV of Residual income	9,213	9,540	9,889	12,085	12,970	11,916
Opening shareholder's equity	144,911					
PV of Residual income	65,613					
PV of terminal value	126,860					
Implied EV	337,383					
No. of outstanding shares (mn shares)	7,021					
Implied value per share (VND/share)	48,051					

Source: BID, MBS Research

Figure 4: Combined Valuation

Valuation Summary	Target price	Weight	Weight price (VND)
Residual Value Method	48,051	50%	24,025
P/B method (P/B target = 1.8x)	48,091	50%	24,046
Target price			48,000

Source: BID, MBS Research

Figure 5: Peer comparison

Bank	Market cap	Rating	Target P/B	P/E		P/B		Net profit growth		ROE		ROA	
	VNDbn			2025F	2026F	2025F	2026F	2025F	2026F	2025F	2026F	2025F	2026F
ACB	141,515	ADD	1.6x	8.3x	6.8x	1.5x	1.2x	1.5%	22.0%	19.0%	19.6%	1.8%	1.9%
BID	298,408	HOLD	1.8x	10.6x	9.0x	1.7x	1.5x	9.5%	18.4%	17.6%	17.7%	1.0%	1.0%
CTG	277,092	ADD	1.9x	9.2x	7.3x	1.6x	1.3x	19.1%	25.9%	18.8%	20.1%	1.2%	1.3%
EIB	54,485	REDUCE	1.5x	15.6x	13.7x	1.9x	1.7x	5.1%	13.7%	13.0%	12.7%	1.4%	1.4%
HDB	113,589	ADD	1.7x	6.7x	5.1x	1.6x	1.2x	30.3%	32.0%	27.4%	27.6%	2.2%	2.2%
LPB	133,980	N/A	N/A	11.5x	9.8x	2.5x	2.0x	19.9%	17.8%	23.9%	22.6%	2.1%	2.2%
MBB	165,982	N/A	N/A	6.4x	4.9x	1.2x	1.0x	14.0%	31.5%	20.1%	21.5%	2.0%	2.2%
OCB	33,535	N/A	N/A	9.7x	7.7x	1.0x	0.9x	9.4%	24.7%	10.4%	11.6%	1.2%	1.3%
STB	103,310	HOLD	1.5x	9.6x	8.6x	1.6x	1.4x	12.7%	5.1%	18.8%	16.7%	1.5%	1.4%
TCB	279,768	ADD	1.7x	10.5x	9.5x	1.6x	1.4x	25.9%	8.5%	17.1%	15.7%	2.5%	2.3%
TPB	54,953	HOLD	1.3x	7.7x	6.7x	1.3x	1.1x	18.3%	14.1%	18.0%	17.7%	1.7%	1.7%
VCB	576,542	ADD	2.8x	16.1x	14.5x	2.5x	2.2x	5.7%	10.8%	16.8%	16.0%	1.6%	1.6%
VIB	75,399	HOLD	1.5x	9.2x	7.8x	1.6x	1.3x	14.2%	17.4%	18.4%	18.5%	1.5%	1.5%
VPB	269,753	HOLD	1.7x	14.2x	10.5x	1.7x	1.4x	25.1%	34.6%	13.3%	15.5%	1.9%	2.1%
Average (ex-SOCBs)				10.0x	8.3x	1.6x	9.9x	8.3x	1.6x	1.3x	18.2%	1.8%	1.8%
Average				10.3x	8.7x	1.6x	10.4x	8.7x	1.7x	1.4x	18.1%	1.7%	1.7%

Closing prices as of 28 Aug 2025

Source: Commercial banks, MBS Research

Investment Risks

(1) NIM could be negatively affected as banks are expected to keep lowering lending rates to support economic growth, especially state-owned banks.

(2) If asset quality does not recover as expected, BID may need to increase provisioning, leading to higher credit cost.

BIDV (HSX: BID)

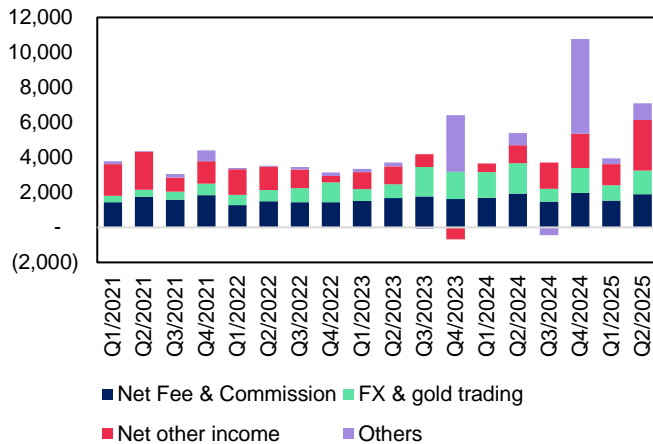
2Q25 Business performance: Recovery from 1Q25, but YoY growth momentum slowed

Figure 6: 2Q25 Financial Results Summary (VND bn)

(Unit: VND bn)	2Q25	% YoY	1H25	% YoY	% MBS's forecast	Assessment
Net interest income	14,992	1.0%	28,937	2.0%	47.9%	Slight increase due to continued NIM pressure YoY
Non-interest income	7,098	31.8%	11,051	22.6%	43.8%	Strong growth of non-II is mainly contributed from other income (+181% YoY) from NPL recoveries and investment securities gains (+56% YoY). Net fee income declined -3% YoY (vs. -9% YoY in 1Q25). FX trading still weak (-21% YoY).
Operating income	22,090	9.2%	39,988	6.9%	46.7%	Growth mainly from non-interest income
Operating expense	(7,367)	9.8%	(13,274)	9.7%	45.5%	
POPP	14,723	8.9%	26,714	5.6%	47.3%	
Provisioning expenses	(6,098)	13.8%	(10,677)	9.5%	49.9%	Higher provisioning as asset quality worsened YTD
Profit before tax	8,625	5.7%	16,038	3.1%	45.8%	
Net profit	6,756	6.1%	12,596	3.4%	45.7%	
Credit growth (YTD)			6.09%	23 bps		Credit growth in 1H25 increased 23 bps YoY, although loan growth in 2Q25 alone was lower YoY. Credit expansion in 1H25 was primarily driven by personal lending and community services.
Deposit growth (YTD)			6.23%	23 bps		Total deposits by end-2Q25 reached 6.2%, up 23 bps YoY, and slightly outpaced loan growth.
NIM	2.08%	-41 bps	2.04%	-35 bps		NIM continued its downward trend, reflecting the overall decline in lending rates aimed at supporting economic growth and maintaining stability
CIR	33.35%	18 bps	33.19%	84 bps		Operating expenses in 1H25 grew 10% YoY, as the bank sought to accelerate loan growth while keeping NPLs under control.
CASA			20.59%	168 bps		
NPL			1.98%	46 bps		The NPL ratio climbed 57 bps YTD and 9 bps QoQ, largely due to higher delinquencies among export-oriented corporates in agriculture, forestry & fisheries, steel, construction materials, and gas.
LLR			89.09%	-4312 bps		As a result of the sharp increase in NPLs and the use of provisions to resolve bad debts, BID's LLR fell 42 % pts YTD.
ROAE	17.33%	-250 bps	16.38%	-254 bps		
ROAA	0.94%	-13 bps	0.88%	-11 bps		

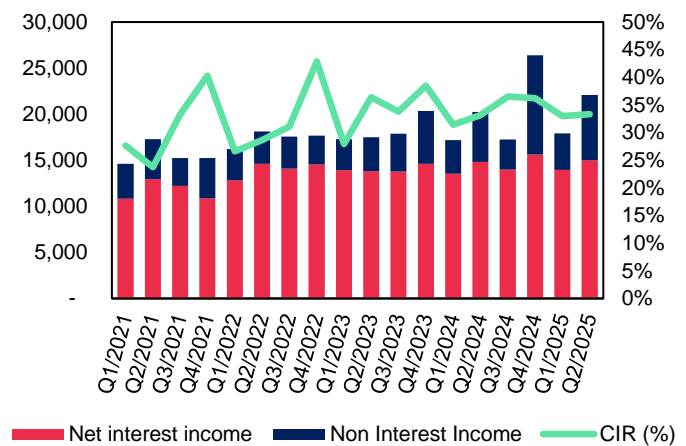
Source: BID, MBS Research

Figure 7: Non-II in 2Q25 surged, driven primarily by the robust growth of other income (Unit: VND bn)



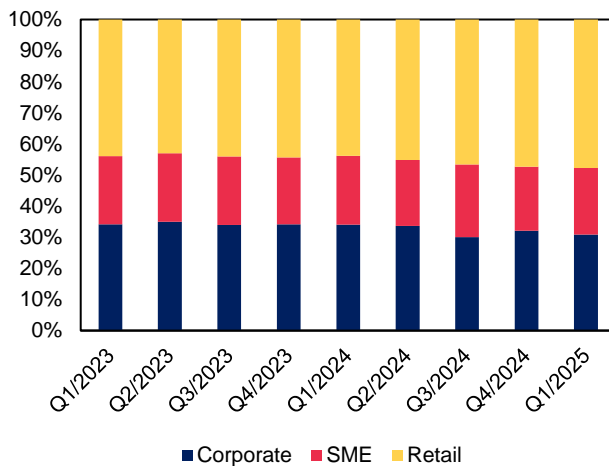
Source: BID, MBS Research

Figure 8: Non-II posted strong growth, contributing significantly to the expansion of total operating income (VND bn)



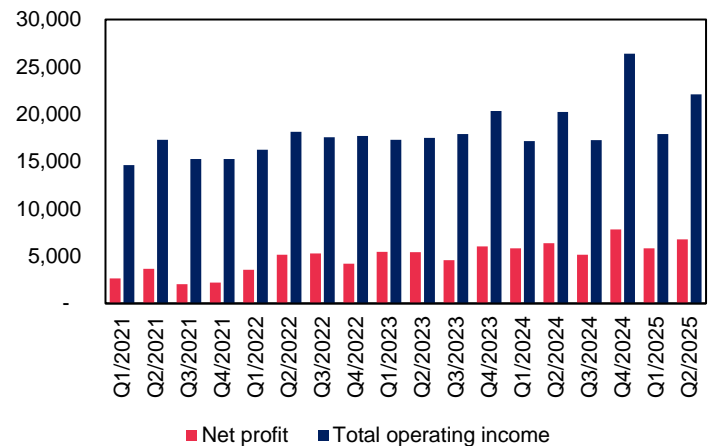
Source: BID, MBS Research

Figure 9: Loan portfolio by customer segment at end-1Q25 continued to expand in retail and SME segments



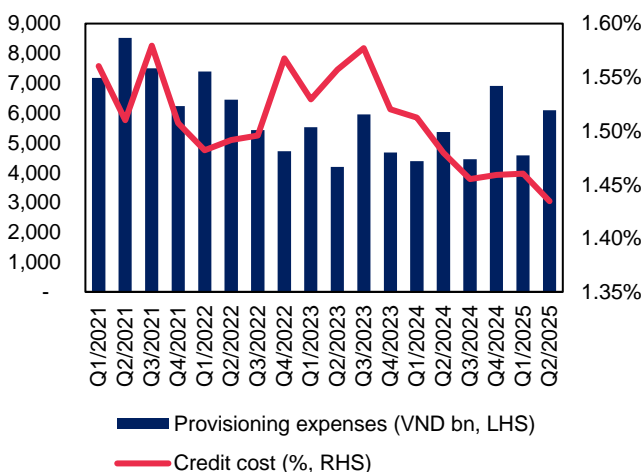
Source: BID, MBS Research

Figure 10: Quarterly net profit and total operating income (VNDbn)



Source: BID, MBS Research

Figure 11: Credit cost bottomed out despite higher YoY provisioning



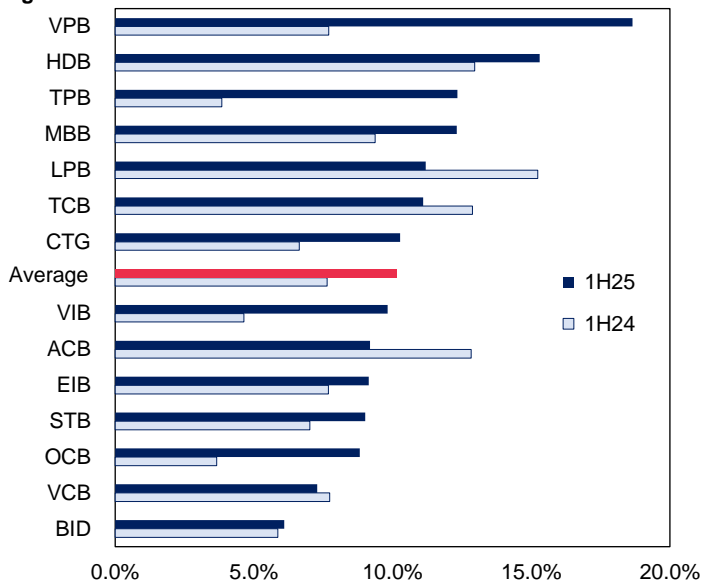
Source: BID, MBS Research

Business Outlook 2025–2026

We expect BID's credit growth to exceed 14%/year in 2025–2026

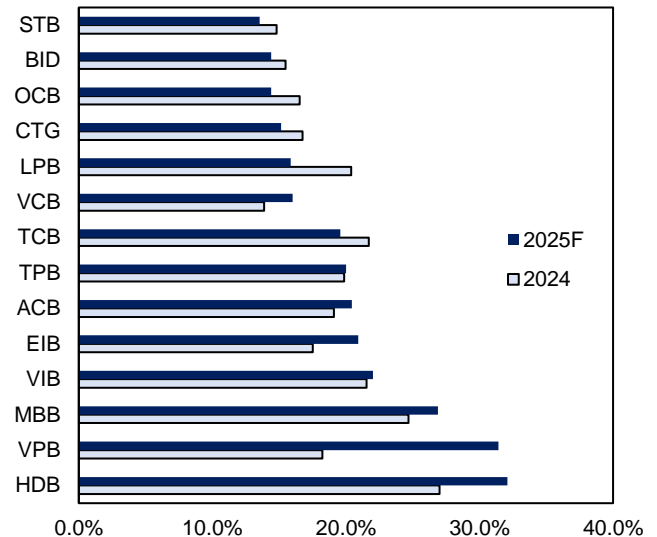
As of end-2Q25, BID's credit growth reached 6.1%, slightly higher YoY but lower than the system average of 9.9%, and also below deposit growth. Loan expansion in 2Q25 alone was 3.6% QoQ, weaker than the 5% recorded in the same period last year. Growth was mainly driven by retail and SME lending.

Figure 12: BID's credit growth as of end-2Q25 lagged behind sector average



Source: Commercial banks, MBS Research

Figure 13: FY25F credit growth of banks under our coverage



Source: Commercial banks, MBS Research

We forecast BID's credit growth at 14.5% in 2025 and 14.0% in 2026, driven by:

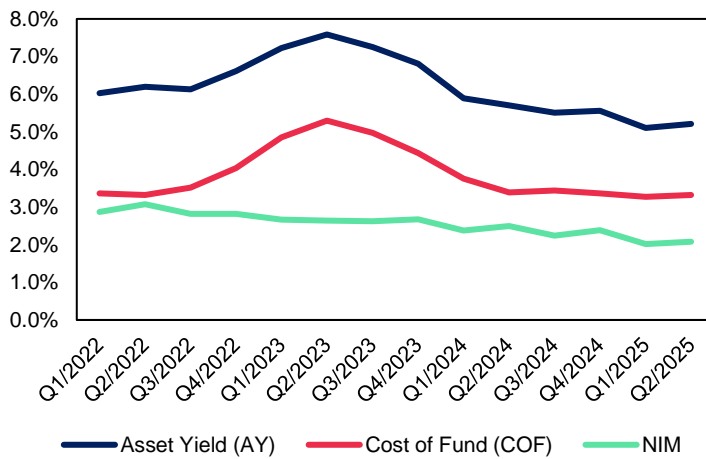
- Real estate market recovery:** Housing and land levy revenues to the state budget in 1H2025 jumped 241.7% YoY, achieving 95% of the annual plan, signaling a strong rebound in the real estate sector, largely driven by legal clearances following the enforcement of three real estate laws from August 2024. With positive market signals, BID's competitive mortgage packages are expected to continue driving credit expansion in 2025. In the context of GDP growth targeted above 8% and a low interest rate environment, household businesses are also incentivized to expand operations. With retail loans exceeding VND 1,000,000 bn, BID leads the market, and we project retail loan growth of 21.5% YoY.
- SME lending support:** Resolution 68, aimed at strengthening the role of the private sector, provides various incentives such as exemptions from license fees and corporate income tax in the first three years of operation, and at least a 30% reduction in land rent for the first five years. BID has launched multiple preferential lending programs for SMEs, notably the tailored "SME Fast Track 2025" initiative introduced in Feb 2025. As a result, SME lending is expected to grow by ~11% YoY.

We expect NIM to gradually improve toward year-end

BID's annualized NIM in 2Q25 was 2.08%, down 41 bps YTD but improving +5 bps QoQ. Asset yields rose +11 bps QoQ, driven by a shift towards medium- to long-term loans, primarily mortgages. Funding costs increased only marginally, supported by higher current account and savings account (CASA) balances (+13.8% QoQ), lifting CASA ratio to 20.59% (+1.6 % pts QoQ).

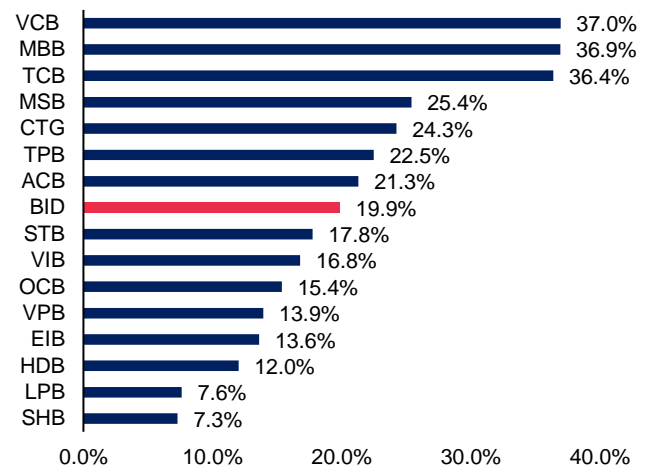
We expect NIM to gradually improve toward year-end. The bank continues to enhance asset yields by focusing on higher-yielding segments such as retail loans (particularly mortgages) while phasing out some preferential lending programs. On the funding side, BID is expected to keep funding costs contained by maintaining low deposit rates and further boosting CASA, leveraging its large SME and mortgage customer base to optimize payment deposits. Accordingly, BID's 2025 NIM is forecast at 2.08% (-24 bps YoY).

Figure 14: NIM in 6M25 remained lower YoY, though 2Q25 NIM improved +5 bps QoQ



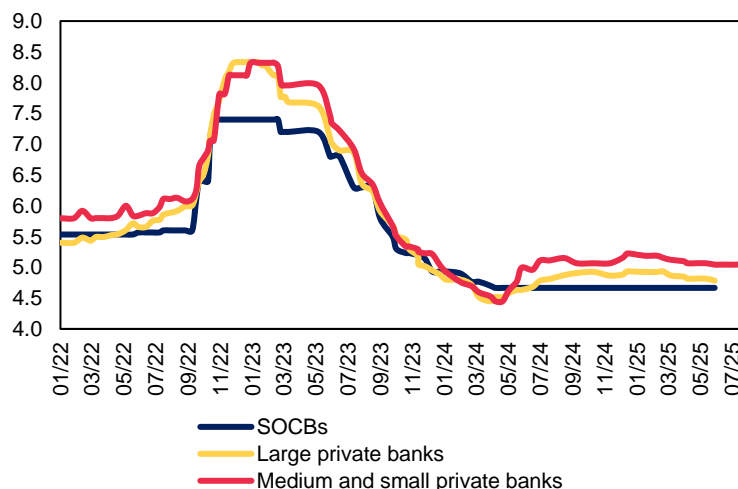
Source: BID, MBS Research

Figure 15: BID ranked 8th in CASA ratio among peers



Source: Commercial banks, MBS Research

Figure 16: Deposit rates of state-owned banks have remained flat since April 2025



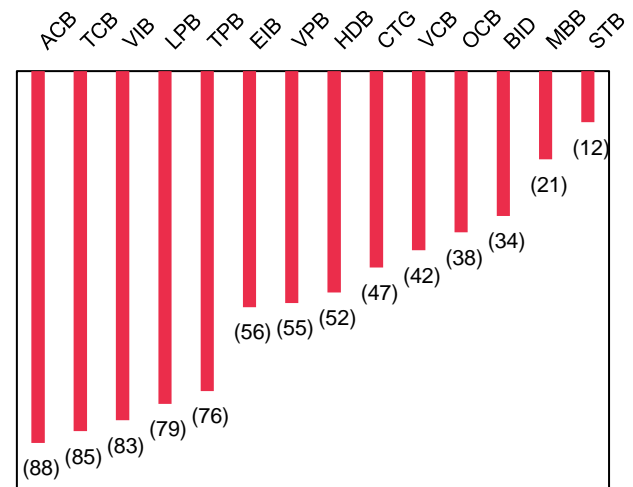
SOCBs: VCB, BID, CTG

Large private banks: TCB, VPB, MBB, STB, ACB, SHB

Medium and small private banks: LPB, SSB, NAB, EIB, HDB, TPB, VIB, MSB, OCB

Source: Commercial banks, MBS Research

Figure 17: NIM of most banks under our coverage declined in 1H25



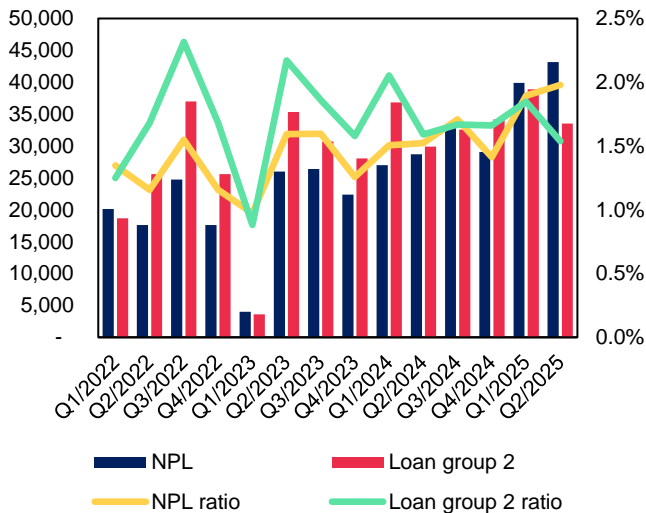
Source: Commercial banks, MBS Research

We expect asset quality to recover in 2H25 but remain weaker YoY

Among 27 listed banks, the average NPL ratio stood at 2.03% at end-2Q25, up 12 bps YTD but down 12 bps QoQ. In contrast, BID recorded an increase compared to the start of the year. Its NPL ratio rose to 1.98% (+57 bps YTD, +9 bps QoQ) — the highest quarterly level since 2020. The deterioration mainly came from corporates in export-related sectors (agriculture, forestry & fisheries, steel), construction materials, and gas. Meanwhile, Group 2 loans fell to 1.54% (-12 bps YTD), and the LLR dropped to 89.1% (-7.75 % pts YTD), largely due to active use of provisions to write off NPLs.

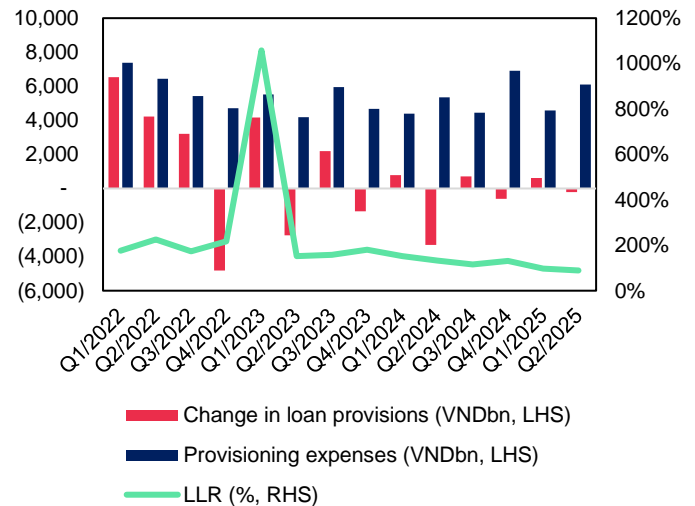
Looking forward, we expect BID to enhance asset quality by supporting exporters in market diversification strategies, while continuing proactive provisioning and resolution of NPLs. We forecast the NPL ratio to gradually decline to 1.5% by end-2025 (+9 bps YoY), with LLR improving to 106.4% (-25 % pts YoY).

Figure 18: BID's NPL ratio continued to rise in the first two quarters of 2025



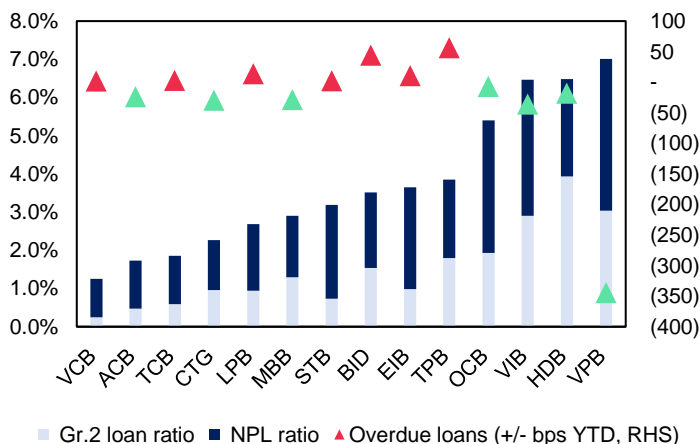
Source: BID, MBS Research

Figure 19: BID's LLR continued to decline due to active NPL resolution



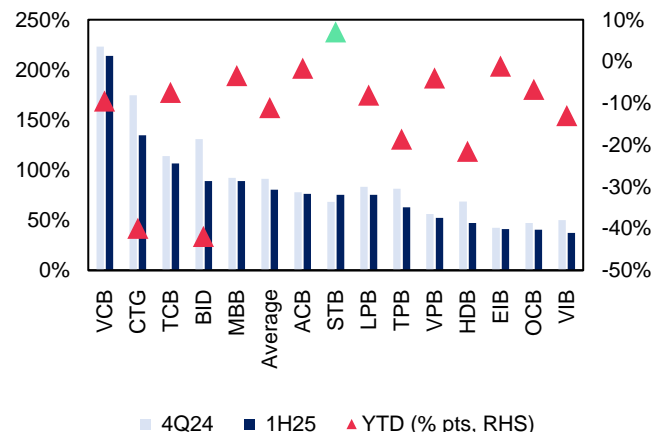
Source: BID, MBS Research

Figure 20: NPL ratios of most banks under coverage rose in 1H25



Source: Commercial banks, MBS Research

Figure 21: LLR ratios by end-2Q25 of most banks under coverage declined YTD



Source: Commercial banks, MBS Research

2025F – 2026F Earnings forecast: We expect BID's net profit will grow by 9.7%/18.7% YoY

Figure 22: F25F-26F earnings forecast

(Unit: VND bn)	2024	2025F	% YoY	% change	2026F	% YoY	% Change	Assessment
Net interest income	58,008	60,410	4.1%	-16.5%	71,830	18.9%	-14.1%	Net interest income in 2025 is expected to grow 5% YoY, under pressure from declining NIM. Strong growth mainly driven by income from collecting resolved NPLs, projected to increase ~40% YoY. BID plans to recover around VND 8–10 trillion for the full year.
Non-interest income	23,053	25,209	9.4%	38.8%	28,461	12.9%	46.5%	
Operating income	81,061	85,619	5.6%	-5.4%	100,290	17.1%	-2.7%	
Operating expense	(27,967)	(29,177)	4.3%	1.6%	(33,673)	15.4%	9.7%	
POPP	53,094	56,442	6.3%	-8.6%	66,617	18.0%	-7.9%	
Provisioning expenses	(21,109)	(21,397)	1.4%	-21.6%	(25,141)	17.5%	-23.1%	NPL ratio is expected to gradually be controlled below 1.6% by year-end, reducing provisioning pressure vs. previous quarters.
Profit before tax	31,985	35,045	9.6%	1.6%	41,477	18.4%	4.6%	
Net profit	25,140	27,580	9.7%	1.7%	32,733	18.7%	4.7%	
Credit growth (YTD)	15.5%	14.4%	-1.1%		14.0%	-0.5%		Credit growth for 2025 is expected to reach 14.4%, mainly driven by retail and SME lending, supported by BID's leading retail lending position and favorable macro environment.
Deposit growth (YTD)	14.6%	12.0%	-2.6%		10.0%	-2.0%		Total deposits by end-2025 are expected to grow 12%, below credit growth due to BID maintaining low deposit rates stable since 2024.
NIM	2.3%	2.1%	-0.2%		2.19%	0.1%		BID's NIM in 2025 is expected to follow the industry trend, declining 24 bps YoY to 2.1%. 2Q25 NIM improved QoQ due to higher asset yields from increased medium- to long-term lending, expected to continue towards year-end.
CIR	34.7%	34.3%	-0.4%		33.8%	-0.5%		
CASA	20.1%	20.3%	0.2%		20.5%	0.2%		
NPL	1.41%	1.5%	0.1%		1.39%	-0.1%		NPL ratio expected to gradually decline through provisioning and write-offs, supported by stable macro environment and clear US tariff landscape.
LLR	131.6%	106.4%	-25.2%		107.2%	0.8%		Coverage ratio expected to drop 25 pts YoY as NPLs rise and provisions are used to resolve legacy NPLs.
ROAE	19.1%	17.6%	-1.5%		17.7%	0.1%		
ROAA	1.0%	1.0%	-0.1%		1.0%	0.0%		

Source: BID, MBS Research

Financial Statement

Income statement	31/12/2024	31/12/2025	31/12/2026	31/12/2027	Financial ratios	31/12/2024	31/12/2025	31/12/2026	31/12/2027
Interest and Similar Income	138,288	153,600	180,912	217,624	Deposit growth	14.6%	12.0%	10.0%	10.0%
Interest and Similar Expenses	(80,281)	(93,190)	(109,082)	(130,682)	Credit growth	15.5%	14.4%	14.0%	13.0%
Net interest income	58,008	60,410	71,830	86,942	Total Asset Growth	20.0%	13.6%	12.8%	13.3%
Total Non-Interest Income	23,053	25,209	28,461	31,689	Net interest income growth	3.3%	4.1%	18.9%	21.0%
Total operating income	81,061	85,619	100,290	118,631	Non-interest income growth	36.6%	9.4%	12.9%	11.3%
Total operating costs	(27,967)	(29,177)	(33,673)	(39,238)	Net profit growth	16.9%	9.7%	18.7%	16.5%
Pre-provision operating profit (PPOP)	53,094	56,442	66,617	79,393	Loans-to-Deposits (LDR)	86.2%	88.5%	85.5%	88.1%
Provision for credit losses	(21,109)	(21,397)	(25,141)	(31,186)	Net Interest Margin (NIM)	2.3%	2.1%	2.2%	2.3%
Profit before tax	31,985	35,045	41,477	48,207	Cost of Operation/Income (CIR)	34.7%	34.3%	33.8%	33.3%
Net profit for the year	25,604	28,036	33,181	38,565	Credit costs	0.8%	0.7%	0.8%	0.8%
Minority interest	5,234	5,230	5,275	5,267	Non-performing loan ratio (NPL)	1.4%	1.5%	1.4%	1.3%
Net profit for parent company	25,140	27,580	32,733	38,125	Loan Loss Reserve Ratio (LLR)	131.6%	106.4%	107.2%	104.9%
Balance sheet	31/12/2024	31/12/2025	31/12/2026	31/12/2027	ROAE	19.1%	17.6%	17.7%	17.7%
Total gross loans	2,336,135	2,659,670	3,021,647	3,425,774	ROAA	1.0%	1.0%	1.0%	1.0%
Total securities items	384,817	422,337	453,767	507,895	EPS	3,679	3,993	4,726	5,493
Total reserves	(39,360)	(37,690)	(40,168)	(42,819)	Book value/share	21,009	24,702	28,732	33,409
Total net earning assets	2,681,592	3,044,317	3,435,246	3,890,851	P/B	2.02	1.72	1.48	1.27
Total non-earning assets	79,200	89,710	101,161	114,500					
Total assets	2,760,792	3,135,054	3,536,157	4,005,553					
Customer deposits	1,953,165	2,187,545	2,587,054	2,808,243					
Deposits from other credit institutions	232,954	260,540	291,869	336,348					
Total liabilities	2,615,881	2,912,341	3,287,891	3,609,003					
Charter capital	68,975	70,214	70,214	70,214					
Retained earnings	36,192	55,826	79,214	106,396					
Total equity	144,911	173,445	201,741	234,578					
Minority interests	5,234	5,230	5,275	5,267					
Total liabilities and equity	2,760,792	3,135,054	3,536,157	4,005,553					

Source: BID, MBS Research

DISCLAIMER

This report has been written and distributed by MBS Research Center, MBS Securities JSC (MBS). It is based on information obtained from sources believed to be reliable, but MBS does not make any representation or warranty, express or implied, as to its accuracy, completeness, timeliness or correctness for any particular purpose. Opinions expressed are subject to change without notice. This research is prepared for general circulation. Any recommendation contained herein does not have regard to the specific investment objectives, financial situation and the particular needs of any specific addressee. This report and all of its content belongs to MBS. No part of this report may be copied or reproduced in any form or redistributed in whole or in part, for any purpose without the prior written consent of MBS.

MBS RECOMMENDATION FRAMEWORK

Stock Ratings

The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.

Add	The stock's total return is expected to reach 15% or higher over the next 12 months
Hold	The stock's total return is expected to be between negative 10% and positive 15% over the next 12 months.
Reduce	The stock's total return is expected to fall below negative 10% over the next 12 months.

Segment Ratings

Positive	Stocks in the segment have, on a market cap-weighted basis, a positive absolute recommendation
Neutral	Stocks in the segment have, on a market cap-weighted basis, a neutral absolute recommendation.
Negative	Stocks in the segment have, on a market cap-weighted basis, a negative absolute recommendation.

ABOUT MBS

Founded in May 2000 by the Military Commercial Joint Stock Bank (MB), MB Securities Joint Stock Company (MBS) is one of the first six securities companies in Vietnam. After years of development, MBS has grown into one of the premier brokerage houses in the country. In two consecutive years between 2009 and 2010, MBS leads the brokerage house in terms of market share on both Hanoi Stock Exchange (HNX) and HCMC Stock Exchange (HOSE) and continuously ranked among the Top 5 of market share at both stock exchanges.

Address:

MB Building, 21 Cat Linh, Dong Da Dist., Hanoi

Tel: + 8424 7304 5688 - Fax: +8424 3726 2601

Website: www.mbs.com.vn

MBS RESEARCH DEPARTMENT

Director, Head of Research

Tran Thi Khanh Hien

Deputy Head of Equity Research

Nguyen Tien Dzung

Macro & Market Strategy

Ngo Quoc Hung

Nghiem Phu Cuong

Dinh Ha Anh

Banking – Financial Services

Dinh Cong Luyen

Pham Thi Thanh Huong

Real Estate

Nguyen Minh Duc

Le Hai Thanh

Pham Thi Thanh Huyen

Logistics – Materials

Vo Duc Anh

Energy – Industrials

Nguyen Ha Duc Tung

Mai Duy Anh

Consumer - Retail

Nguyen Quynh Ly