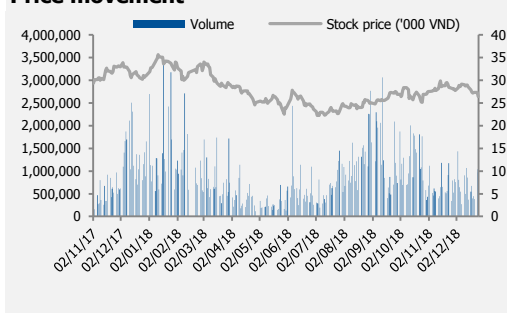


**BUY** (maintain)**Gemadept Corporation (HSX: GMD)**

Report date	Mar. 5, 2019
Current price	VND 27,600
Target price	VND 36,300
Upside	32%
Bloomberg	GMD VN Equity
Market cap	VND 8,106bn USD 371mn
52 weeks movement	VND 22,200 VND 35,300
Average daily value	VND 26bn USD 1mn
FOL	0.00%
Current FO	49.00%

**Releasing great expansion****Our takeaway**

- In 2018, container volume transshipping at Vietnam's ports was 17.8 million TEU, up 24% YoY, underpinned by solid exports growth. In 2018, Haiphong ports handled 5 million TEU, up 12% YoY. However, forward oversupply in Haiphong will loosen as capacity increases faster than demand.
- GMD is the strongest player in Haiphong port system. It launched the Nam Dinh Vu port after other ports of the company reached full capacity utilization. In addition, GMD resumed its deep-water port Gemalink in Southern port cluster after a long period of suspension.
- We maintain our BUY recommendation based on strong earnings growth rate and high dividend yield of over 5%.

**Price movement**

Stock performance	1M	3M	12M
GMD (%)	6%	-6%	-14%
VN-Index (%)	5%	6%	-10%

Source: Bloomberg

**Major Shareholder**

VI Group	49.0%
----------	-------

**What's new**

**FY18 net profit increased over threefold**, 10% higher than our expectation. Core earnings came in around 454bn, down 10% YoY, due to the launch of Nam Dinh Vu port which saw sizable depreciation costs but did not attract many shipping customers. We expect a better performance from this port from 2019.

**Raising FY19 and FY20 earnings forecast as logistics segment is maintained**

- In our previous projection, GMD is supposed to divest entirely its logistics activities. However, the company kept a portion of these activities whose revenue reached nearly VND 400bn and gross margin is roughly 10%. We would take into account this segment when forecasting from 2019 onwards, accounting for roughly 6% of GMD's gross profit.
- We expect an unchanged handling fee per move, which is balanced between bargaining power of GMD, along with stronger demand in Haiphong and higher capacity expansion.
- In sum, we raise slightly our FY19 and FY20 earnings forecasts by 4% and 2% respectively.

**Valuation**

We revise our 12-month target price slightly downward from VND36,600 to VND36,300 (32% upside) and maintain our BUY recommendation. GMD is currently trading at a forward 2019 P/E of 11.0x, a discount versus its regional peers' median of 15.7x.

**Le Khanh Tung**

(+84) 335699989

tung.lekhanh@mbs.com.vn

Unit: VND billion	FY17	FY18E	FY19F	FY20F
<b>Revenue</b>	<b>3,984</b>	<b>2,686</b>	<b>2,953</b>	<b>3,271</b>
EBIT	597	541	822	965
<b>Net profit</b>	<b>581</b>	<b>1,900</b>	<b>743</b>	<b>896</b>
<b>Net profit (basic)</b>	<b>508</b>	<b>568</b>	<b>702</b>	<b>829</b>
EPS (VND)	1,762	(*) 6,162	2,365	2,793
EPS growth rate (%)		250%	-62%	18%
<b>P/E (x)</b>	<b>15.6</b>	<b>4.4</b>	<b>11.0</b>	<b>9.3</b>
EV/EBITDA (x)	9.8	12.0	8.2	7.0
DPS (VND)	1,500	8,000	1,500	2,000
Dividend yield (%)	5%	29%	5%	7%
P/B (x)	1.1	1.2	1.2	1.1
<b>ROE (%)</b>	<b>7%</b>	<b>28%</b>	<b>10%</b>	<b>12%</b>
Net debt/equity (%)	27%	35%	29%	24%

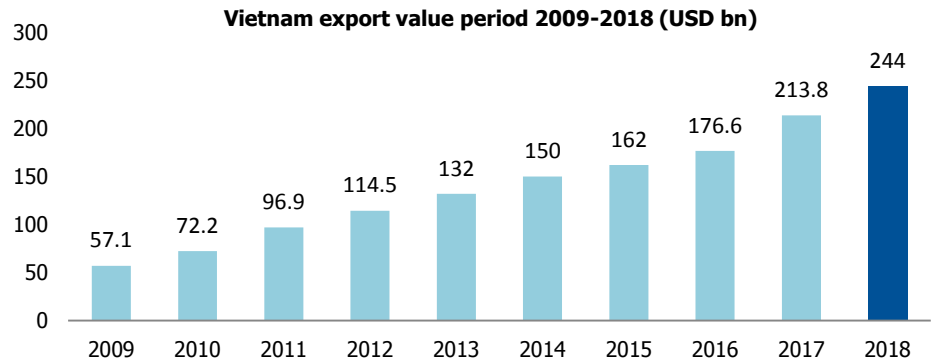
Source: MBS Research

(\*): Core EPS: VND 1,913

## Sector Update

### Industry-wide growth in volume

- In 2018, Vietnam exports reached over USD 244bn, increasing by **13.8%** versus 2017. The growth came from most major segments such as smartphone, computer, garments, footwear, machines, furniture, seafood, etc. The Export value/GDP ratio currently exceeded 100%.
- Thanks to export surge, container volume transshipping at Vietnam's ports increased by **24%** YoY to 17.8 million TEU.



Source: Vietnam Maritime Administration, MBS Research

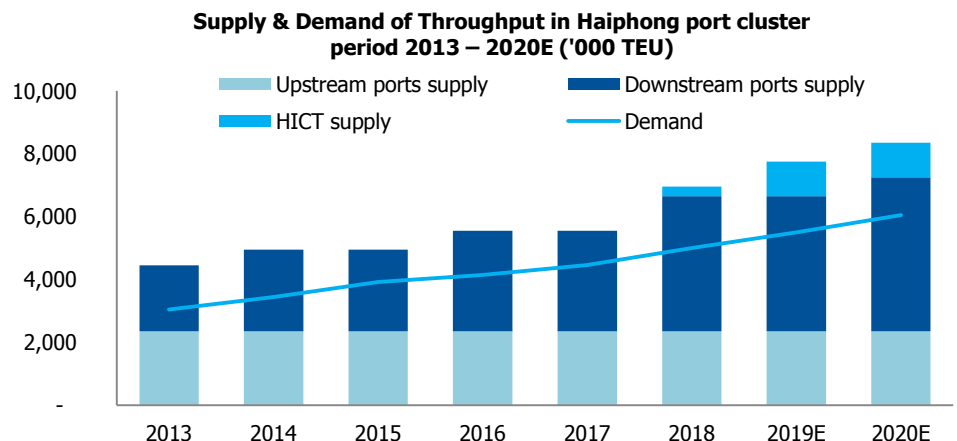
The following two factors have boosted Vietnamese exports:

- Vietnam has been truly becoming a large manufacturing hub in the world with affordable labor cost, large population and increasingly open economy policies, and
- The US-China trade tension encouraged several manufacturers to open factories outside China to dodge the tariffs imposed on Chinese products and Vietnam has become a perfect alternative for those investments.

### Haiphong port system's competitive landscape

- **Demand:** In 2018, Haiphong ports handled 5 million TEU, up 12% YoY. The throughput in this port cluster is forecasted to increase by ~10-12% per annum in the mid-term.
- **Supply:** 2019-2020 period will see an aggressive capacity expansion by big players GMD (Nam Dinh Vu phase-2: capacity of 0.6mn TEU) and Saigon Newport (HICT: capacity of 1.1mn TEU). Total capacity for the next 2 years will reach 8.3 million TEU in 2020.

There is no sign that oversupply in Haiphong port cluster will be narrowed. With much higher capacity onwards, the competitive landscape will become fiercer.



Source: Vietnam Maritime Administration, Company data, MBS Research

## Financial Update

GMD posted its 4<sup>th</sup> quarter financial statement with full-year results as follows:

- Revenue decreased by 33% versus 2017 after GMD divested its logistics segment in Feb 2018 to focus on port operations.
- Gross profit went down by 6% YoY, mainly due to logistics gross profit subtraction. However, overall gross margin widened by 10.2 ppts thanks to high margins of port operating businesses. SG&A expenses were kept unchanged after the logistics segment removal. Thus, EBIT margin improved accordingly.
- GMD got an extraordinary financial profit from logistics divestment (VND 1,578bn).
- Net profit increased over threefold, 10% higher than our expectation. Core earnings reached roughly VND 568bn, up 12% YoY, mainly due to the rise of profit from Associates & JVs. Nam Dinh Vu port did not make profit in 2018 because it made a sizable depreciation cost but did not attract many shipping customers. We expect a better performance of from port from 2019.

**Table 1: Company financial results**

VND bn	FY18	FY17	Y/Y chg%	FY18 MBS Estimate	% Diff	4Q18	4Q17	Y/Y chg%
<b>Revenue</b>	<b>2,685</b>	<b>3,983</b>	-32.6%	<b>2,248</b>	19.4%	<b>687</b>	<b>1,053</b>	-34.8%
Cost of goods sold	-1,719	-2,954	-41.8%	-1,521	13.0%	-480	-791	-39.3%
<b>Gross profit</b>	<b>966</b>	<b>1,029</b>	-6.1%	<b>727</b>	32.9%	<b>207</b>	<b>262</b>	-21.0%
GPM (%)	36.0%	25.8%	10.2ppts	32.3%	3.7pppts	30.1%	24.9%	5.2ppts
Selling expenses	-100	-87	14.9%	-		-14	-27	-48.1%
G&A expenses	-325	-344	-5.5%	-344	-5.5%	-95	-129	-26.4%
<b>EBIT</b>	<b>541</b>	<b>598</b>	-9.5%	<b>383</b>	41.3%	<b>98</b>	<b>106</b>	-7.5%
EBIT margin (%)	20.1%	15.0%	5.1ppts	17.0%	3.1ppts	14.3%	10.1%	4.2ppts
Profit from Associates & JVs	154	109	41.3%	130	18.5%	70	29	141.4%
Financial profit/(expenses)	1566	28	5492.9%	1400	11.9%	19	122	-84.4%
Other profit/(expenses)	-78	-82	-4.9%	0		1	-36	
<b>Profit Before Tax</b>	<b>2,182</b>	<b>650</b>	235.7%	<b>1,992</b>	9.5%	<b>188</b>	<b>220</b>	-14.5%
Income tax expenses	-282	-69	308.7%	-348	-19.0%	-15	-15	0.0%
Minority interest	-70	-73	-4.1%	-18	288.9%	-18	-13	38.5%
<b>Net profit for shareholders</b>	<b>1,830</b>	<b>508</b>	260.2%	<b>1,626</b>	12.5%	<b>155</b>	<b>192</b>	-19.3%
NPM (%)	68.2%	13.5%	54.7ppts	72.3%	-4.1ppts	22.6%	18.2%	4.4ppts

Source: Company data, MBS Research

GMD's served ship volume increased by 11.5%. In particular, Nam Hai Port kept a decent volume, while Nam Hai Dinh Vu Port seemed to share its customers with newly opened Nam Dinh Vu Port.

**Table 2: Performances by ports**

Served ship volume	FY18	FY17	Y/Y chg%
<b>Ports in Haiphong</b>	<b>803</b>	<b>723</b>	11.5%
Nam Hai Port	171	178	-4%
Nam Hai Dinh Vu Port	460	545	-15.6%
Nam Dinh Vu Port	172		

Source: Company data, MBS Research

## Earnings Model & Valuation

For FY19 and FY20, we revised our earnings forecasts upward to VND739bn and VND 871bn respectively, and core earnings growths to 24% and 18% respectively from 20% and 16% previously (Table 3), based on:

- **Keeping a part of logistics segment:** In our previous projection, GMD is supposed to divest entirely its logistics activities. Nevertheless, the company still kept a part of these activities whose revenue reached nearly VND 400bn and gross margin is roughly 10%. We thus take into account this segment when forecasting from 2019 onwards, accounting for roughly 6% of GMD's gross profit.
- **Unchanged handling fee:** We expect an unchanged handling fee per move, which is balanced between bargaining power of GMD, along with stronger demand in Haiphong, and higher capacity expansion.
- **Downgrade Nam Dinh Vu performance:** We lower NDV volume slightly due to fiercer competition from HICT and weaker global trade from 2019.

**Table 3: Revision In Financial Model**

VND bn	New		Previous		% Diff		Comment
	FY19F	FY20F	FY19F	FY20F	FY19F	FY20F	
<b>Throughput ('000 TEU)</b>	<b>1,495</b>	<b>1,680</b>	<b>1,545</b>	<b>1,760</b>	<b>-3%</b>	<b>-5%</b>	Lower slightly NDV volume
<b>Gross profit</b>	<b>1,075</b>	<b>1,284</b>	<b>869</b>	<b>1,011</b>	<b>24%</b>	<b>27%</b>	Contributed from logistics segment
Selling expenses	(115)	(129)	0	0	0%	0%	Recognised, instead of not as before, but these expenses can be brought to COGS like other ports
G&A expenses	(138)	(145)	(131)	(138)	5%	5%	
Financial profit	(125)	(116)	(53)	(52)	136%	123%	
Other profits							
EBT	847	1,020	838	986	1%	3%	
EAT	743	896	728	866	2%	3%	
<b>Net profit</b>	<b>702</b>	<b>829</b>	<b>683</b>	<b>794</b>	<b>3%</b>	<b>4%</b>	
<b>EPS (VND)</b>	<b>2,365</b>	<b>2,793</b>	<b>2,368</b>	<b>2,755</b>	<b>0%</b>	<b>1%</b>	

Source: MBS Research

We revise our 12-month target price slightly downward from VND36,600 to VND36,300 (32% upside) and maintain our BUY recommendation (Table 4).

**Table 4: Valuation Composite**

	Percentage	Value
Sum-of-the-part method	50%	35,600
Multiple method	50%	37,100
<b>Target price per share (VND)</b>	<b>100%</b>	<b>36,300</b>

Source: MBS Research

Using SOTP method, we calculate GMD's value through combining cash flows from core activities, historical cost of Gemalink investment and value of remaining stake in logistics segment (equivalent to a divestment value of 1,359bn in 2018).

**Table 5: SOTP valuation results**

VND bn	FY19F	FY20F	FY21F	FY22F	FY23F	Terminal year
Net profit	702	829	945	1,028	1,124	
Free Cash Flow	1,062	991	1,092	1,290	1,361	10,373
WACC%			12.6%			14.3%
PV of Free Cash Flow	943	782	765	803	752	5,732
	<b>9,778</b>					
Cash	283	Gemalink	1,367			
Debt	(2,267)		1,104			
Core Activities Value	<b>7,794</b>		<b>2,471</b>			
Enterprise Value	<b>10,266</b>					
<b>Target price per share (VND)</b>	<b>35,600</b>					

Source: MBS Research

GMD is currently trading at forward 2019 P/E of 11.0x, which is discounted versus that of its regional peers median of 15.7x. With EPS forward FY19 of VND 2,365 per share, we estimate stock target price at VND37,100.

<b>Table 6: Regional peers valuation snapshot (Forward FY19)</b>						
<b>Company</b>	<b>Ticker</b>	<b>Market Cap (USD mn)</b>	<b>ROE</b>	<b>Dividend yield</b>	<b>EV/EBITDA</b>	<b>P/E</b>
<b>Asia (excl. China) port operators</b>						
Gemadept Corp	GMD VN	350	8.7%	5.0%	8.1	11.0
Viconship Corporation	VSC VN	95	17.2%	4.5%	3.1	7.7
Hutchison Port Holdings Trust	HPHT SP	2,091	2.0%	8.0%	9.6	26.9
Namyong Terminal	NYT TB	205	12.0%	6.9%	6.2	11.8
Sihanoukille Autonomous Port	PAS KH	69	7.8%			39.5
Bintulu Port	BPH MK	507	8.6%	5.3%	8.5	19.7
Westports	WPRTS MK	3,341	24.4%	3.3%	13.2	21.9
<b>Average</b>			<b>8.7%</b>	<b>5.0%</b>	<b>8.3</b>	<b>15.7</b>
<b>China port operators</b>						
Shanghai International Port Group	600018 CH	19,385	14.1%	3.7%	11.6	12.7
Ningbo Port Co. Ltd	601018 CH	7,281	7.7%	2.1%		17.0
COSCO Pacific	1199 HK	3,344	5.6%	3.5%	17.9	10.8
China Merchants	144 HK	7,076	10.9%	6.5%	18.4	11.0
QHD Port	3369 HK	2,527	5.8%	2.5%		11.2
Dalian Port	2880 HK	2,972	3.1%			21.4
Tianjin Port Development Holdings Ltd	3382 HK	730	5.8%	7.1%	7.4	8.1
Rizhao Port	600017 CH	1,386	5.3%			14.5
<b>Average</b>			<b>5.8%</b>	<b>3.6%</b>	<b>14.7</b>	<b>11.9</b>
<b>Overseas port operators</b>						
DP World Ltd	DPW DU	13,405	10.6%	2.6%	8.6	11.3
Mundra Port and SEZ	ADSEZ IN	9,836	17.1%	0.7%	12.7	18.0
Hamburger Hafen	HHFA GR	1,626	17.7%	4.1%	5.5	14.7
Port of Tauranga	POT NZ	2,447	8.9%	3.2%	23.8	35.6
<b>Average</b>			<b>13.8%</b>	<b>2.9%</b>	<b>10.7</b>	<b>16.4</b>

Source: Bloomberg, MBS Research

## Investment highlights

### Expand capacity in both Northern and Southern port systems

Regarding expansion, GMD is the strongest player in Haiphong port system. It launched Nam Dinh Vu port after other ports of the company reached full capacity utilization. In addition, GMD restarted the deep-water port Gemalink in Southern port cluster after a long period of suspension.

**Nam Dinh Vu launch:** Nam Dinh Vu port is the main growth driver of GMD for the next 3 years. The port is planned to have a total capacity of 1.8mn TEU in 3 phases; phase-1 was completed in Feb 2018 and phase-2 started construction in early 2019. We factor these 2 phases into our forecast and valuation but not phase-3 due to uncertainties. These 2 phases of NDV port will double GMD's capacity in order to capture more market share and boost earnings.

**Gemalink resuming:** On Feb 28<sup>th</sup>, 2019, GMD restarted to construct the deep-water port Gemalink in Cai Mep – Thi Vai area, which was suspended in 2012 due to economic recession. We believe that the project was resumed due to a surge in national exports value, improved infrastructure in Cai Mep – Thi Vai area and GMD's stronger financial position. Gemalink's capacity of phase-1 and phase-2 is 1.2mn TEU and 2.4mn TEU respectively. Re-launching Gemalink port will help GMD to enhance its competitive strength in both main port clusters of Vietnam, besides Nam Dinh Vu port in Haiphong. However, we do not factor this Gemalink port resumption into valuation yet because of its lengthy period of construction and lack of detailed plan.

**Table 7: Throughput table for GMD terminal portfolio**

	2015	2016	2017	2018E	2019F	2020F
<b>Total throughput ('000 TEU)</b>	<b>968</b>	<b>1,031</b>	<b>1,113</b>	<b>1,305</b>	<b>1,495</b>	<b>1,680</b>
Nam Hai Port	235	222	168	180	180	180
Nam Hai Dinh Vu Port	406	525	654	650	650	650
Nam Dinh Vu Port				180	350	520
Dung Quat Port	74	85	91	95	115	130
Binh Duong Port	200	200	200	200	200	200
<b>Total capacity ('000 TEU)</b>	<b>1,100</b>	<b>1,100</b>	<b>1,100</b>	<b>1,800</b>	<b>1,800</b>	<b>2,400</b>

Source: Company data, MBS Research

### Strong cash generating ability

GMD is a relatively strong cash generator and high and stable dividend payer (over 5% per annum). We expect that GMD will maintain this policy as profit and cash flow will soar in the future thanks to new port launch.

<b>Table 8: GMD's cash generation</b>	2015	2016	2017	2018	2019F	2020F
EBITDA (VND bn)	936	938	908	844	1,188	1,354
CFO (VND bn)	757	762	633	1,318	1,026	1,110
Dividends per share (VND)	2,000	2,000	1,500	8,000(*)	1,500	2,000

(\*) Special dividends: 6,500 VND per share

Source: Company data, MBS Research

### Key risks

**Risk of macroeconomics.** Global trade and port operating businesses are strictly related to global economic health. A slump in electronic products and automobiles sales in China in 2018 has raised concern that Chinese economy will suffer a slowdown in growth, badly affecting the global economy. We do not anticipate that Vietnamese throughput will go down in the two next years. However, downside risk should be kept watch on.

**Risk of competition.** The race in capacity expansion in Haiphong port cluster seems non-stop, and thus the competition landscape will not be mild in the mid-term. GMD's expansion is necessary to maintain its market share. Moreover, GMD needs to improve its operating efficiency further to enhance profitability.

## Financials and Valuation Summary

Income statement (VND bn)	FY17	FY18E	FY19F	FY20F	FY21F	Key ratios	FY18E	FY19F	FY20F
<b>Revenue</b>	<b>3,984</b>	<b>2,686</b>	<b>2,953</b>	<b>3,272</b>	<b>3,530</b>	<b>Valuation</b>			
Cost of goods sold	2,955	1,719	1,878	2,033	2,158	EPS	6,162	2,365	2,793
<b>Gross profit</b>	<b>1,029</b>	<b>966</b>	<b>1,075</b>	<b>1,239</b>	<b>1,372</b>	Book value per share (BVPS)	22,059	23,063	24,079
Financial income	173	1,618	14	21	16	P/E	4.4	11.6	9.8
Financial expenses	146	52	140	138	116	P/B	1.2	1.2	1.1
SG&A expenses	432	426	253	274	293	P/S	2.9	2.7	2.4
	<b>625</b>	<b>2,107</b>	<b>697</b>	<b>847</b>	<b>979</b>	Dividend yield	4.0%	4.0%	5.4%
<b>Profit before tax</b>	<b>650</b>	<b>2,182</b>	<b>847</b>	<b>1,020</b>	<b>1,177</b>	<b>Profitability</b>			
<b>Profit after tax</b>	<b>581</b>	<b>1,900</b>	<b>743</b>	<b>896</b>	<b>1,034</b>	Gross profit margin	36%	36%	38%
<b>Profit after tax for parent company</b>	<b>508</b>	<b>1,830</b>	<b>702</b>	<b>829</b>	<b>945</b>	EBITDA margin	31%	38%	40%
<b>Not-controlling interest</b>	<b>79</b>	<b>282</b>	<b>103</b>	<b>124</b>	<b>143</b>	Net profit margin	68%	24%	25%
						ROE	28%	10%	12%
						ROA	18%	7%	8%
<b>Balance sheet</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19F</b>	<b>FY20F</b>	<b>FY21F</b>	<b>Growth</b>			
<b>Current assets</b>	<b>2,223</b>	<b>1,292</b>	<b>1,512</b>	<b>1,532</b>	<b>1,649</b>	Revenue growth	-33%	10%	11%
I. Cash & cash equivalents	893	283	413	327	358	Profit before tax growth	235%	-61%	20%
II. Short-term investments	0	0	0			Profit after tax growth	260%	-62%	18%
III. Current accounts receivable	1,128	849	934	1,035	1,116	EPS	250%	-62%	18%
IV. Inventories	87	108	60	65	71	Total Asset	-12%	2%	1%
V. Other current assets	115	95	99	99	99	Equity	-8%	5%	4%
<b>Non-current assets</b>	<b>9,068</b>	<b>8,660</b>	<b>8,610</b>	<b>8,726</b>	<b>8,862</b>	<b>Liquidity</b>			
I. Long-term receivables	-	-	-	-	-	Current ratio	0.88	0.98	0.95
II. Fixed assets	3,208	3,423	3,240	3,200	3,154	Quick ratio	0.77	0.87	0.84
1. Tangible fixed assets	2,892	3,144	2,980	2,958	2,931	Debt/Total assets	34%	32%	30%
2. Intangible fixed assets	316	279	260	242	223	Debt/Equity	52%	48%	43%
III. Investment properties	0	0	0			Interest coverage	10.40	5.89	7.00
IV. Long-term assets in progress	2,458	1,693	1,693	1,693	1,693	<b>Operating efficiency</b>			
V. Long-term investments	2,310	2,675	2,825	2,998	3,196	Receivables turnover	3.16	3.16	3.16
VI. Other long-term assets	964	795	778	761	745	Days sales outstanding	115	115	115
<b>Total assets</b>	<b>11,291</b>	<b>9,952</b>	<b>10,122</b>	<b>10,257</b>	<b>10,511</b>	Inventory turnover	28.73	28.73	28.73
<b>Liabilities</b>	<b>4,197</b>	<b>3,402</b>	<b>3,274</b>	<b>3,108</b>	<b>2,921</b>	Days sales of Inventory	13	13	13
<b>I. Current liabilities</b>	<b>2,676</b>	<b>1,464</b>	<b>1,540</b>	<b>1,615</b>	<b>1,675</b>	Payables turnover	2.08	2.08	2.08
1. Short-term payables	1,962	827	903	977	1,038	Days payables outstanding	176	176	176
2. Short-term loans	715	637	637	637	637				
<b>II. Non-current liabilities</b>	<b>1,221</b>	<b>1,630</b>	<b>1,358</b>	<b>1,087</b>	<b>815</b>				
1. Long-term payables	0	1	2	3	4				
2. Long-term loans	1,221	1,630	1,358	1,087	815				
<b>Equity</b>	<b>7,095</b>	<b>6,550</b>	<b>6,848</b>	<b>7,150</b>	<b>7,590</b>				
1. Charter capital	2,883	2,969	2,969	2,969	2,969				
2. Surplus	1,942	1,942	1,942	1,942	1,942				
3. Retained earnings	1,519	957	1,214	1,449	1,800				
4. Foreign exchange differences	751	682	723	790	879				
5. Minorities interests	0	0	0	0	0				
<b>Total liabilities &amp; equity</b>	<b>11,291</b>	<b>9,952</b>	<b>10,122</b>	<b>10,257</b>	<b>10,511</b>				

Cashflow Statement	FY18E	FY19F	FY20F
CFO	1,318	959	1,051
CFI	-284	-112	-272
CFF	-1,644	-717	-865
<b>Cash flow for year</b>	<b>-610</b>	<b>130</b>	<b>-86</b>
<b>Cash &amp; cash equivalents at the beginning of the year</b>	<b>893</b>	<b>283</b>	<b>436</b>
<b>Cash &amp; cash equivalents at the end of the year</b>	<b>283</b>	<b>436</b>	<b>391</b>

Source: MBS Research



**CONTACT: Equity Research****MBS Equity Research**

**Phạm Thiên Quang** – ([Quang.PhamThien@mbs.com.vn](mailto:Quang.PhamThien@mbs.com.vn) – Tel: 0988906163) - Department Head

**NguyễnThịHuyềnDương** – ([Duong.NguyenThiHuyen@mbs.com.vn](mailto:Duong.NguyenThiHuyen@mbs.com.vn) – Tel: 0982268088) –Southern Area Team Leader

**Real Estate, Insurance****DươngĐứcHiếu**

([Hieu.DuongDuc@mbs.com.vn](mailto:Hieu.DuongDuc@mbs.com.vn) – Tel: 0904046289)

**Banking****Nguyễn Thị Quế Anh**

([Anh.NguyenThiQue@mbs.com.vn](mailto:Anh.NguyenThiQue@mbs.com.vn) – Tel: 0908762227)

**Construction Materials****NguyễnBảoTrung**

([Trung.NguyenBao@mbs.com.vn](mailto:Trung.NguyenBao@mbs.com.vn) – Tel: 0988739505)

**Aviation****Nguyễn Nam Khoa**

([Khoa.NguyenNam@mbs.com.vn](mailto:Khoa.NguyenNam@mbs.com.vn) – Tel: 0912323051)

**Pharmacy, Natural Rubber****NguyễnĐăngThiện**

([Thien.NguyenDang@mbs.com.vn](mailto:Thien.NguyenDang@mbs.com.vn) – Tel: 0909917939)

**Fisheries****NguyễnThanh Danh**

([Danh.NguyenThanh@mbs.com.vn](mailto:Danh.NguyenThanh@mbs.com.vn) – Tel: 0354358427)

**Consumer Goods****NguyễnThịHuyềnDương**

([Duong.NguyenThiHuyen@mbs.com.vn](mailto:Duong.NguyenThiHuyen@mbs.com.vn) – Tel: 0982268088)

**Securities****PhạmViệtDuy**

([Duy.PhamViet@mbs.com.vn](mailto:Duy.PhamViet@mbs.com.vn) – Tel: 0986696617)

**Oil, Gas & Power****NguyễnHoàngBíchNgọc**

([Ngoc.NguyenHoangBich@mbs.com.vn](mailto:Ngoc.NguyenHoangBich@mbs.com.vn) – Tel: 0774701272)

**Logistics****Lê KhánhTùng**

([Tung.LeKhanh@mbs.com.vn](mailto:Tung.LeKhanh@mbs.com.vn) – Tel: 0335699989)

**Real estate, Construction****NguyễnTiênDương**

([Duong.NguyenTien@mbs.com.vn](mailto:Duong.NguyenTien@mbs.com.vn) – Tel: 0911225869)

**STOCK RATING:** The recommendation is based on the difference between the 12-month target price and the current price:

Rating	When (target price – current price)/ current price
BUY	>=15%
HOLD	From -15% to +15%
SELL	<= -15%

**MB SECURITIES (MBS)**

Established since May 2000, MBS was one of the first 5 securities firms operating in Vietnam. After years of continuous development, MBS has become one of the leading securities company in Vietnam, providing a full range of services including: brokerage, research and investment advisory, investment banking and capital markets underwriting. MBS's network of branches and transaction offices has been expanded and operated effectively in many major cities such as Hanoi, Ho Chi Minh City, Hai Phong and other strategic areas. MBS's clients include individual investors and institutions, financial institutions and enterprises, As a member of the MB Group, including MB Land, AMC, MB Capital, VIET R.E.M Joint Stock Company, and MB Finance. MBS is able to leverage substantial human, financial and technological resources to provide its clients with tailored products and services that few securities firms in Vietnam can match.

**MBS is proud to be recognized as:**

- A leading brokerage firm – ranked No.1 in terms of brokerage market share since 2009.
- A renowned research firm with a team of experienced analysts that provides market-leading research products and commentaries on equity markets and the economy.
- A trusted provider of investment banking services for corporate clients.

**MBS HEAD OFFICE**

MB Building, 3 Lieu Giai, Ba Dinh, Ha Noi  
 Tel: +84 4 3726 2600 – Fax: +84 4 3726 2600  
 Website: [www.mbs.com.vn](http://www.mbs.com.vn)

**DISCLAIMER:** Copyrights. MBS 2014, ALL RIGHTS RESERVED. Authors have based this document on information from sources they believe to be reliable but which they have not independently verified. The views expressed in this report are those of the authors and not necessarily related, by any sense, to those of MBS. Neither any information nor comments were written for advertising purposes or recommendation to buy / sell any securities. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, on any form or by any means, electronic, mechanical, photocopying recording, or otherwise, without the prior written permission of MBS.