

Vietnam

HOLD (previously ADD)

Consensus ratings*: Buy 2 Hold 1 Sell 0

Current price:	VND31,700
Target price:	VND34,400
Previous target:	VND34,400
Up/downside:	8.5%
CGS-CIMB / Consensus:	-10.5%
Reuters:	KDH.HM
Bloomberg:	KDH VN
Market cap:	US\$562.4m
	VND13,124,540m
Average daily turnover:	US\$0.28m
	VND6,422m
Current shares o/s:	336.0m
Free float:	55.0%

*Source: Bloomberg

Key changes in this note

➤ No change.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	-8.1	5.3	21.9
Relative (%)	2.3	10	14.2

Major shareholders	% held
Tien Loc Investment Limited	11.7
Gam Ma Investment Company	9.6
A Au Investment Trading Company	8.6

Analyst(s)

Nhan LAI, CFA

T (84) 914 459 879

E nhan.laithanh@vndirect.com.vn

Khang Dien House Trading and Investment JSC

9M18 results: In line with forecast

- 9M18 net profit increased 8% yoy to VND404bn, in line with our expectation.
- VND168bn net profit booked in 3Q18 was primarily derived from the sale of remaining land lots from the Phong Phu 4 and Long Truong projects.
- Downgrade to Hold as the stock has rallied to close to our target price

Gross margin expansion from sale of cheaply-acquired land

Sale of land lots in the Phong Phu 4 (PP4) and Long Truong projects generated total revenue of VND408.1bn in 3Q18, down 3% yoy due to the high base from the handover of Venica townhouses booked in 3Q17. Net profit rose 20% yoy to VND168bn, with gross margin expansion and a VND24bn one-off financial gain from the sale of a 14% stake in the Big C supermarket chain (unlisted). GM improved 13% pts yoy to 59%, driven by a buoyant land lot market in 3Q18 coupled with the low historical cost of the land sold.

9M18 net profit reached 50% of company's full-year target

Without any property handovers, 9M18 revenue dropped 45% yoy. 9M18 revenue was generated only from the sale of land lots in the PP4 and Long Truong projects while 9M17 revenue was buoyed by robust sales of townhouse and villa projects. Financial income surged 311% in 9M18 from one-off financial gains of VND136bn with the sale of a 50% stake in subsidiary Dat An, which owns 4.8ha of land, and the sale of a 14% stake in Big C as well as VND76bn in interest income. Hence, 9M18 net profit jumped 8% yoy, reaching 50% of its guidance and our forecast for FY18.

Huge property deliveries in 4Q18F expected

As detailed in our [initiation report](#), we believe the company is going to book revenue of VND1,875bn and profit of VND400bn from the handover of 440 condo units from the Jamila project and the remaining 92 units of landed houses from the Venica, Lucasta, Merita, Rosita and Melosa projects in 4Q18F. We maintain our expectations that the company will record VND3,212bn in revenue and VND802bn in net profit in FY18F.

Good demand outlook for Sapphira launches

We observed strong demand for the Sapphira project as its units were three times overbooked, thanks to the premium design and a supportive payment scheme, with loans at a competitive mortgage rate from VCB (Add, TP: VND79,500). We believe Sapphira will see strong sales in Nov given the recent softening in mid-range condo supply while 3Q demand weakness was only transitory, as detailed in our [sector update](#).

Downgrade to Hold as stock price nears our target price

We maintain our RNAV-based target price at VND34,400. KDH's stock price has rallied some 16.1% since Aug and now offers limited upside of 8.5% to our TP. As such, we downgrade our rating to Hold. A key downside risk to our call is higher mortgage rates amid a rising interest rate environment as that may dent KDH's high-rise presales. Sooner-than-expected launch of the Tan Tao Townhouse project is a key upside risk.

Financial Summary	Dec-16A	Dec-17A	Dec-18F	Dec-19F	Dec-20F
Total Net Revenues (VNDb)	3,932	3,055	3,212	4,029	4,612
Operating EBITDA (VNDb)	689	792	840	1,046	1,206
Net Profit (VNDb)	371.9	501.4	802.5	825.6	969.5
Core EPS (VND)	1,468	1,854	1,700	1,994	2,342
Core EPS Growth	42.8%	26.3%	(8.3%)	17.3%	17.4%
FD Core P/E (x)	17.65	18.02	17.10	15.90	13.54
DPS (VND)	700.0	1,000.0	500.0	500.0	500.0
Dividend Yield	2.21%	3.15%	1.58%	1.58%	1.58%
EV/EBITDA (x)	14.20	10.88	13.83	10.86	9.10
P/FCFE (x)	32.1	32.6	207.9	86.6	99.3
Net Gearing	19.0%	(15.1%)	(19.6%)	(23.7%)	(26.6%)
P/BV (x)	2.14	2.04	1.88	1.75	1.60
ROE	11.0%	11.5%	11.4%	11.4%	12.4%
CIMB/consensus EPS (x)			1.04	1.00	

SOURCES: VND RESEARCH, COMPANY REPORTS

Figure 1: Key financial results

(VNDb)	3Q18	3Q17	Change	9M18	9M17	Change	9M18 as % of FY18G	9M18 as % of FY18F
Net sales	408.1	468.9	-13%	1336.7	2424.3	-45%	38%	42%
Gross profit	239.2	212.6	13%	562.6	792.7	-29%		51%
Gross margin	59%	45%	13% pts	42%	33%	9% pts		
Financial income	43.5	9.5	356%	212.3	51.7	311%		82%
Financial expense	(11.0)	(13.5)	-18%	(61.2)	(93.7)	-35%		62%
SG&A expenses	(40.7)	(34.2)	19%	(170.0)	(209.9)	-19%		64%
Pre-tax profit	224.7	175.1	28%	536.8	530.4	1%		53%
Net profit	168.0	140.0	20%	404.0	373.6	8%	50%	50%

SOURCES: VND RESEARCH, COMPANY REPORTS

Figure 2: Peer comparison

Company Name	Ticker	Recom.	Share price (VND)	TP (VND)	Land bank (ha)	Market Cap (US\$mn)	P/E (x)			P/B (x)			ROE (%)		Dividend yield (%)		Net gearing (%)	
							TTM	2018F	2019F	3Q18	2018F	2019F	TTM	2018F	2019F	2018F		2019F
Vinhomes	VHM VN	NR	66,400	NR	16,110	9,919	36.7	13.1	10.0	2.5	N/A	N/A	N/A	N/A	N/A	N/A	N/A	136.0
No Va Land	NVL VN	NR	71,100	NR	623	2,769	30.0	21.3	18.7	3.9	4.0	4	18.7	20.1	20.1	N/A	N/A	81.4
Dat Xanh Group	DXG VN	NR	24,550	NR	702	369	8.1	7.4	6.8	1.9	1.7	1.7	26.2	18.7	18.7	2.0	2	13.2
Phat Dat	PDR VN	NR	26,350	NR	216	301	13.6	N/A	N/A	2.2	N/A	N/A	19.4	N/A	N/A	N/A	N/A	-3.4
Van Phu	VPI VN	NR	42,800	NR	237	294	9.9	N/A	N/A	3.7	N/A	N/A	38.8	N/A	N/A	N/A	N/A	13.0
Nam Long	NLG VN	ADD	28,800	35,500	400	257	6.8	8.4	8.6	1.5	1.5	1.5	19.1	20.4	20.4	1.6	1.6	-33.0
Dev Inve Group	DIG VN	NR	14,150	NR	3,158	153	13.0	13	11	1.2	1	1	9.6	7	7	N/A	N/A	52.4
Sai Gon	SCR VN	NR	8,040	NR	158	117	6.7	N/A	N/A	0.7	N/A	N/A	7.2	N/A	N/A	N/A	N/A	47.6
LDG Investment	LDG VN	NR	14,950	NR	N/A	122	8.0	N/A	N/A	1.3	N/A	N/A	14.0	N/A	N/A	N/A	N/A	0.6
QCGL	QCG VN	NR	6,650	NR	N/A	79	38.4	N/A	N/A	0.5	N/A	N/A	11.0	N/A	N/A	N/A	N/A	9.0
NBB	NBB VN	NR	18,950	NR	N/A	79	21.2	N/A	N/A	1.0	N/A	N/A	4.1	N/A	N/A	N/A	N/A	26.3
Thu Duc Housing	TDH VN	NR	9,950	NR	N/A	35	9.5	N/A	N/A	0.5	N/A	N/A	7.0	N/A	N/A	N/A	N/A	26.7
Simple average							16.8	12.7	10.9	1.7	2.1	2.1	15.9	16.5	16.5	1.8	1.8	30.8
Median							11.5	13.1	10.0	1.4	1.6	1.6	14.0	19.4	19.4	1.8	1.8	19.8

Note: all prices are based on the closing prices on 31 Oct 2018. All estimates for Non-rated (NR) stocks are based on Bloomberg consensus estimates.

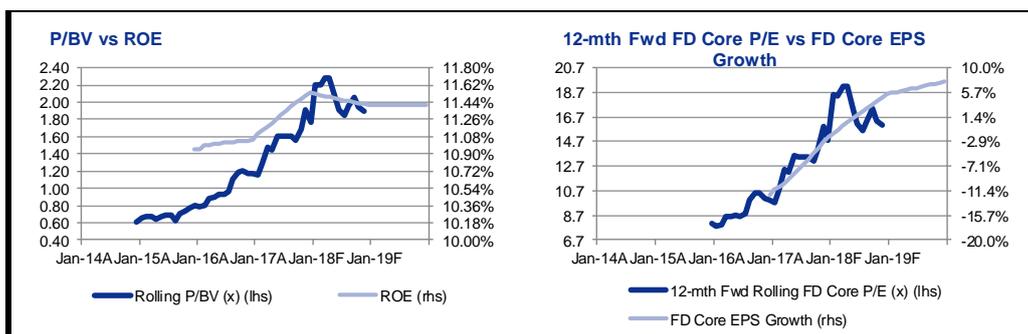
SOURCES: VND RESEARCH, BLOOMBERG, COMPANY REPORT

Figure 3: RNAV (end-2Q18F) and target price (based on our estimates)

Product	Commercial Name	Project Name	BV as at 2Q18 (VND bn)	Premium (VND bn)	Fair value (VND bn)	Method	Note
Condo	Sapphira	Sapphira Phu Huu	204	178	382	DCF	We assume average selling price of VND25m per sq m for a Net sellable area (NSA) of 103,800 sq m to be sold within 2018-19F and be delivered within 2020F-21F
	Hermosa	Hermosa Binh Chanh	218	233	451	DCF	We assume average selling price of VND24m per sq m for a NSA of 102,900 sq m to be sold within 2018-19F and be delivered within 2020F-21F
Land-attached houses		Kim Phat	226	68	294	DCF	We assume average selling price of VND42m per sq m for a NSA of 14,600 sq m to be sold and delivered within 2019F
		Thanh Phuc	228	77	305	DCF	We assume average selling price of VND42m per sq m for a NSA of 15,000 sq m to be sold and delivered within 2019F
		Binh Trung	290	115	404	DCF	We assume average selling price of VND60m per sq m for a NSA of 15,900 sq m to be sold and delivered within 2019F
Land lot		Tan Tao Townhouse	1,603	2,421	4,024	DCF	
		Phong Phu 2	462	2,698	3,159	DCF	
		Corona	440	265	705	DCF	
Others		Venica	248	116	365	MV	As at 2Q18
		Lucasta	200	123	323	MV	As at 2Q18
		Rosita Garden	211	111	322	MV	As at 2Q18
		Melosa Garden	80	31	111	MV	As at 2Q18
		Mega Village	23	10	32	MV	As at 2Q18
		Merita	45	23	68	MV	As at 2Q18
		Remains	641	-	641	BV	As at 2Q18
		Total Project	5,119	6,470	11,588		
Add:							
	Cash and cash equivalent		1,438		1,438		
	Short-term investments		0		0		
	Short-term account receiv		1,876		1,876		
	Other short-term assets		36		36		
	Long-term assets		745		745		
Less:							
	Net debt (exclude CB)		1,154		1,154		
	Other liabilities				276		
	Minority interest		16		16		
	RNAV		7,768	6,470	14,238		
	Shares outstanding	414,023,036			414,023,036		
	RNAV (VND/share)				34,389		
	Target price (VND/share)				34,400	Rounding up	

SOURCES: VND RESEARCH, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(VNDb)	Dec-16A	Dec-17A	Dec-18F	Dec-19F	Dec-20F
Total Net Revenues	3,932	3,055	3,212	4,029	4,612
Gross Profit	980	1,036	1,105	1,390	1,607
Operating EBITDA	689	792	840	1,046	1,206
Depreciation And Amortisation	0	0	0	0	0
Operating EBIT	689	792	840	1,046	1,206
Financial Income/(Expense)	(94)	(53)	23	(20)	1
Pretax Income/(Loss) from Assoc.	11	8	9	10	10
Non-Operating Income/(Expense)	(23)	(19)	136	0	0
Profit Before Tax (pre-EI)	583	728	1,007	1,036	1,217
Exceptional Items					
Pre-tax Profit	583	728	1,007	1,036	1,217
Taxation	(177)	(170)	(201)	(207)	(243)
Exceptional Income - post-tax					
Profit After Tax	406	558	806	829	973
Minority Interests	(34)	(57)	(3)	(3)	(4)
Pref. & Special Div	0	0	0	0	0
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	372	501	802	826	970
Recurring Net Profit	372	501	695	826	970
Fully Diluted Recurring Net Profit	372	501	695	826	970

Cash Flow

(VNDb)	Dec-16A	Dec-17A	Dec-18F	Dec-19F	Dec-20F
EBITDA	689	792	840	1,046	1,206
Cash Flow from Invnt. & Assoc.					
Change In Working Capital	899	204	(484)	(234)	(310)
Straight Line Adjustment					
(Incr)/Decr in Total Provisions	10	7	7	8	8
Other Non-Cash (Income)/Expense	67	(29)	(31)	(33)	(34)
Other Operating Cashflow	(277)	(211)	151	65	(21)
Net Interest (Paid)/Received	(94)	(53)	23	(20)	1
Tax Paid	(92)	(113)	(201)	(207)	(243)
Cashflow From Operations	1,201	597	305	625	606
Capex	(4)	(61)	(2)	(2)	(2)
Disposals Of FAs/subsidiaries	0	2	326		
Disposals of Investment Properties					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	88	(23)			
Cash Flow From Investing	84	(82)	324	(2)	(2)
Debt Raised/(repaid)	(1,081)	(237)	(572)	(472)	(472)
Proceeds From Issue Of Shares	1	1,488			
Shares Repurchased					
Dividends Paid	(126)	(234)	(126)	(207)	(207)
Preferred Dividends					
Other Financing Cashflow					
Cash Flow From Financing	(1,206)	1,017	(698)	(679)	(679)

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

BY THE NUMBERS... cont'd

Balance Sheet

(VNDb)	Dec-16A	Dec-17A	Dec-18F	Dec-19F	Dec-20F
Total Cash And Equivalents	1,060	2,590	2,523	2,467	2,392
Properties Under Development					
Total Debtors	1,016	784	894	928	963
Inventories	4,618	4,858	5,504	6,373	6,525
Total Other Current Assets	548	877	999	1,250	1,297
Total Current Assets	7,242	9,109	9,920	11,017	11,177
Fixed Assets	27	30	26	26	26
Total Investments	82	5	6	6	7
Intangible Assets	0	0	0	0	0
Total Other Non-Current Assets	587	570	619	668	722
Total Non-current Assets	696	606	651	701	755
Short-term Debt	194	184	624	624	152
Current Portion of Long-Term Debt					
Total Creditors	80	54	55	57	57
Other Current Liabilities	1,002	1,577	1,971	2,888	2,812
Total Current Liabilities	1,276	1,815	2,650	3,568	3,021
Total Long-term Debt	1,700	1,471	530	58	58
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	567	237	406	567	650
Total Non-current Liabilities	2,267	1,708	936	625	708
Total Provisions	0	0	0	0	0
Total Liabilities	3,543	3,524	3,586	4,193	3,729
Shareholders' Equity	3,473	5,214	6,966	7,501	8,177
Minority Interests	921	977	20	23	27
Total Equity	4,394	6,191	6,986	7,524	8,204

Key Ratios

	Dec-16A	Dec-17A	Dec-18F	Dec-19F	Dec-20F
Revenue Growth	274%	(22%)	5%	25%	14%
Operating EBITDA Growth	246%	15%	6%	25%	15%
Operating EBITDA Margin	17.5%	25.9%	26.1%	26.0%	26.1%
Net Cash Per Share (VND)	(3,565)	2,781	3,305	4,312	5,271
BVPS (VND)	14,842	15,518	16,826	18,118	19,751
Gross Interest Cover	6.23	6.34	8.48	15.32	30.91
Effective Tax Rate	30.4%	23.3%	20.0%	20.0%	20.0%
Net Dividend Payout Ratio	33.9%	46.7%	24.2%	25.1%	21.4%
Accounts Receivables Days	40.30	66.81	47.83	41.40	37.63
Inventory Days	649.9	856.5	897.8	821.6	785.3
Accounts Payables Days	7.99	12.13	9.44	7.72	6.91
ROIC (%)	10.4%	13.9%	15.3%	17.4%	19.1%
ROCE (%)	10.5%	12.2%	13.7%	13.4%	15.0%
Return On Average Assets	6.07%	6.92%	7.72%	7.62%	8.22%

Key Drivers

	Dec-16A	Dec-17A	Dec-18F	Dec-19F	Dec-20F
Unbooked Presales (m) (VND)	N/A	1,596.0	2,962.0	4,752.0	2,595.0
Unbooked Presales (area: m sm)	N/A	62,573.0	123,178.5	204,747.0	112,857.0
Unbooked Presales (units)	N/A	867.0	1,819.0	3,070.0	1,678.0
Unsold attrib. landbank (area: m sm)	N/A	N/A	N/A	N/A	N/A
Gross Margins (%)	24.9%	33.9%	34.4%	34.5%	34.8%
Contracted Sales ASP (per Sm) (VND)	N/A	N/A	N/A	N/A	N/A
Residential EBIT Margin (%)	17.5%	25.9%	26.1%	26.0%	26.1%
Investment rev / total rev (%)	2.8%	8.6%	9.3%	7.6%	7.0%
Residential rev / total rev (%)	97.2%	91.4%	90.7%	92.4%	93.0%
Inv. properties rental margin (%)	50.0%	50.4%	50.4%	50.4%	50.4%
SG&A / Sales Ratio (%)	7.4%	8.0%	8.3%	8.5%	8.7%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

DISCLAIMER

The content of this report (including the views and opinions expressed therein, and the information comprised therein) has been prepared by and belongs to VNDIRECT Securities Corporation, and is distributed by CGS-CIMB or CIMB Investment Bank Berhad ("CIMB"), as the case may be, pursuant to an arrangement between VNDIRECT Securities Corporation and CGS-CIMB. VNDIRECT Securities Corporation is not an affiliate of CGS-CIMB or CIMB.

This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation.

By accepting this report, the recipient hereof represents and warrants that he is entitled to receive such report in accordance with the restrictions set forth below and agrees to be bound by the limitations contained herein (including the "Restrictions on Distributions" set out below). Any failure to comply with these limitations may constitute a violation of law. This publication is being supplied to you strictly on the basis that it will remain confidential. No part of this report may be (i) copied, photocopied, duplicated, stored or reproduced in any form by any means or (ii) redistributed or passed on, directly or indirectly, to any other person in whole or in part, for any purpose without the prior written consent of CGS-CIMB or CIMB, as the case may be.

The information contained in this research report is prepared from data believed to be correct and reliable at the time of issue of this report.

VNDIRECT Securities Corporation may or may not issue regular reports on the subject matter of this report at any frequency and may cease to do so or change the periodicity of reports at any time. None of VNDIRECT Securities Corporation, CGS-CIMB or CIMB is under any obligation to update this report in the event of a material change to the information contained in this report. None of VNDIRECT Securities Corporation, CGS-CIMB or CIMB has any and will accept any, obligation to (i) check or ensure that the contents of this report remain current, reliable or relevant, (ii) ensure that the content of this report constitutes all the information a prospective investor may require, (iii) ensure the adequacy, accuracy, completeness, reliability or fairness of any views, opinions and information, and accordingly, VNDIRECT Securities Corporation, CGS-CIMB and CIMB and their respective affiliates and related persons including China Galaxy International Financial Holdings Limited ("CGIFHL") and CIMB Group Sdn. Bhd. ("CIMBG") and their respective related corporations (and their respective directors, associates, connected persons and/or employees) shall not be liable in any manner whatsoever for any consequences (including but not limited to any direct, indirect or consequential losses, loss of profits and damages) of any reliance thereon or usage thereof. In particular, VNDIRECT Securities Corporation, CGS-CIMB and CIMB disclaim all responsibility and liability for the views and opinions set out in this report.

Unless otherwise specified, this report is based upon reasonable sources. Such sources will, unless otherwise specified, for market data, be market data and prices available from the main stock exchange or market where the relevant security is listed, or, where appropriate, any other market. Information on the accounts and business of company(ies) will generally be based on published statements of the company(ies), information disseminated by regulatory information services, other publicly available information and information resulting from our research. Whilst every effort is made to ensure that statements of facts made in this report are accurate, all estimates, projections, forecasts, expressions of opinion and other subjective judgments contained in this report are based on assumptions considered to be reasonable as of the date of the document in which they are contained and must not be construed as a representation that the matters referred to therein will occur. Past performance is not a reliable indicator of future performance. The value of investments may go down as well as up and those investing may, depending on the investments in question, lose more than the initial investment. No report shall constitute an offer or an invitation by or on behalf of CGS-CIMB, CIMB, or VNDIRECT Securities Corporation, or their respective affiliates (including CGIFHL, CIMBG and their respective related corporations) to any person to buy or sell any investments.

CGS-CIMB, CIMB and/or VNDIRECT Securities Corporation and/or their respective affiliates and related corporations (including CGIFHL, CIMBG and their respective related corporations), their respective directors, associates, connected parties and/or employees may own or have positions in securities of the company(ies) covered in this research report or any securities related thereto and may from time to time add to or dispose of, or may be materially interested in, any such securities. Further, CGS-CIMB, CIMB and/or VNDIRECT Securities Corporation, and/or their respective affiliates and their respective related corporations (including CGIFHL, CIMBG and their respective related corporations) do and seek to do business with the company(ies) covered in this research report and may from time to time act as market maker or have assumed an underwriting commitment in securities of such company(ies), may sell them to or buy them from customers on a principal basis and may also perform or seek to perform significant investment banking, advisory, underwriting or placement services for or relating to such company(ies) as well as solicit such investment, advisory or other services from any entity mentioned in this report.

CGS-CIMB, CIMB and/or VNDIRECT Securities Corporation and/or their respective affiliates (including CGIFHL, CIMBG and their respective related corporations) may enter into an agreement with the company(ies) covered in this report relating to the production of research reports. CGS-CIMB, CIMB and/or VNDIRECT Securities Corporation may disclose the contents of this report to the company(ies) covered by it and may have amended the contents of this report following such disclosure.

The analyst responsible for the production of this report hereby certifies that the views expressed herein accurately and exclusively reflect his or her personal views and opinions about any and all of the issuers or securities analysed in this report and were prepared independently and autonomously. No part of the compensation of the analyst(s) was, is, or will be directly or indirectly related to the inclusion of specific recommendations(s) or view(s) in this report. The analyst(s) who prepared this research report is prohibited from receiving any compensation, incentive or bonus based on specific investment banking transactions or for providing a specific recommendation for, or view of, a particular company. Information barriers and other arrangements may be established where necessary to prevent conflicts of interests arising. However, the analyst(s) may receive compensation that is based on his/their coverage of company(ies) in the performance of his/their duties or the performance of his/their recommendations and the research personnel involved in the preparation of this report may also participate in the solicitation of the businesses as described above. In reviewing this research report, an investor should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additional information is, subject to the duties of confidentiality, available on request.

The term "VNDIRECT Securities Corporation" shall, unless the context otherwise requires, mean VNDIRECT Securities Corporation and its affiliates, subsidiaries and related companies. The term "CGS-CIMB" shall denote, where appropriate, the relevant entity distributing or disseminating the report in the particular jurisdiction referenced below, or, in every other case except as otherwise stated herein, CIMB Securities

International Pte. Ltd. and its affiliates, subsidiaries and related corporations.

CGS-CIMB

Country	CGS-CIMB Entity	Regulated by
Hong Kong	CGS-CIMB Securities Limited	Securities and Futures Commission Hong Kong
India	CGS-CIMB Securities (India) Private Limited	Securities and Exchange Board of India (SEBI)
Indonesia	PT CGS-CIMB Sekuritas Indonesia	Financial Services Authority of Indonesia
Singapore	CGS-CIMB Research Pte. Ltd.	Monetary Authority of Singapore
South Korea	CGS-CIMB Securities Limited, Korea Branch	Financial Services Commission and Financial Supervisory Service
Thailand	CGS-CIMB Securities (Thailand) Co. Ltd.	Securities and Exchange Commission Thailand

CIMB

Country	CIMB Entity	Regulated by
Malaysia	CIMB Investment Bank Berhad	Securities Commission Malaysia

(i) As of November 2, 2018 VNDIRECT Securities Corporation has a proprietary position in the securities (which may include but not limited to shares, warrants, call warrants and/or any other derivatives) in the following company or companies covered or recommended in this report:

(a) -

(ii) As of November 2, 2018, the analyst(s) who prepared this report, and the associate(s), has / have an interest in the securities (which may include but not limited to shares, warrants, call warrants and/or any other derivatives) in the following company or companies covered or recommended in this report:

(a) -

This report does not purport to contain all the information that a prospective investor may require. CGS-CIMB, and VNDIRECT Securities Corporation and their respective affiliates (including CGIFHL, CIMBG and their related corporations) do not make any guarantee, representation or warranty, express or implied, as to the adequacy, accuracy, completeness, reliability or fairness of any such information and opinion contained in this report. None of CGS-CIMB, CIMB and VNDIRECT Securities Corporation and their respective affiliates nor their related persons (including CGIFHL, CIMBG and their related corporations) shall be liable in any manner whatsoever for any consequences (including but not limited to any direct, indirect or consequential losses, loss of profits and damages) of any reliance thereon or usage thereof.

This report is general in nature and has been prepared for information purposes only. It is intended for circulation amongst CGS-CIMB's, CIMB's and their respective affiliates' (including CGIFHL's, CIMBG's and their respective related corporations') clients generally and does not have regard to the specific investment objectives, financial situation and the particular needs of any specific person who may receive this report. The information and opinions in this report are not and should not be construed or considered as an offer, recommendation or solicitation to buy or sell the subject securities, related investments or other financial instruments or any derivative instrument, or any rights pertaining thereto.

Investors are advised to make their own independent evaluation of the information contained in this research report, consider their own individual investment objectives, financial situation and particular needs and consult their own professional and financial advisers as to the legal, business, financial, tax and other aspects before participating in any transaction in respect of the securities of company(ies) covered in this research report. The securities of such company(ies) may not be eligible for sale in all jurisdictions or to all categories of investors.

Australia: Despite anything in this report to the contrary, this research is provided in Australia by CGS-CIMB Securities (Singapore) Pte. Ltd. and CGS-CIMB Securities (Hong Kong) Limited. This research is only available in Australia to persons who are "wholesale clients" (within the meaning of the Corporations Act 2001 (Cth) and is supplied solely for the use of such wholesale clients and shall not be distributed or passed on to any other person. You represent and warrant that if you are in Australia, you are a "wholesale client". This research is of a general nature only and has been prepared without taking into account the objectives, financial situation or needs of the individual recipient. CGS-CIMB Securities (Singapore) Pte. Ltd. and CGS-CIMB Securities (Hong Kong) Limited do not hold, and are not required to hold an Australian financial services license. CGS-CIMB Securities (Singapore) Pte. Ltd. and CGS-CIMB Securities (Hong Kong) Limited rely on "passporting" exemptions for entities appropriately licensed by the Monetary Authority of Singapore (under ASIC Class Order 03/1102) and the Securities and Futures Commission in Hong Kong (under ASIC Class Order 03/1103).

Canada: This research report has not been prepared in accordance with the disclosure requirements of Dealer Member Rule 3400 – Research Restrictions and Disclosure Requirements of the Investment Industry Regulatory Organization of Canada. For any research report distributed by CIBC, further disclosures related to CIBC conflicts of interest can be found at <https://researchcentral.cibcwm.com>.

China: For the purpose of this report, the People's Republic of China ("PRC") does not include the Hong Kong Special Administrative Region, the Macau Special Administrative Region or Taiwan. The distributor of this report has not been approved or licensed by the China Securities Regulatory Commission or any other relevant regulatory authority or governmental agency in the PRC. This report contains only marketing information. The distribution of this report is not an offer to buy or sell to any person within or outside PRC or a solicitation to any person within or outside of PRC to buy or sell any instruments described herein. This report is being issued outside the PRC to a limited number of institutional investors and may not be provided to any person other than the original recipient and may not be reproduced or used for any other purpose.

France: Only qualified investors within the meaning of French law shall have access to this report. This report shall not be considered as an offer to subscribe to, or used in connection with, any offer for subscription or sale or marketing or direct or indirect distribution of financial instruments and it is not intended as a solicitation for the purchase of any financial instrument.

Germany: This report is only directed at persons who are professional investors as defined in sec 31a(2) of the German Securities Trading Act (WpHG). This publication constitutes research of a non-binding nature on the market situation and the investment instruments cited here at the time of the publication of the information.

The current prices/yields in this issue are based upon closing prices from Bloomberg as of the day preceding publication. Please note that neither the German Federal Financial Supervisory Agency (BaFin), nor any other supervisory authority exercises any control over the content of this report.

Hong Kong: This report is issued and distributed in Hong Kong by CGS-CIMB Securities (Hong Kong) Limited (“CHK”) which is licensed in Hong Kong by the Securities and Futures Commission for Type 1 (dealing in securities), Type 4 (advising on securities) and Type 6 (advising on corporate finance) activities. Any investors wishing to purchase or otherwise deal in the securities covered in this report should contact the Head of Sales at CGS-CIMB Securities (Hong Kong) Limited. The views and opinions in this research report are of VNDIRECT Securities Corporation as of the date hereof and are subject to change. If the Financial Services and Markets Act of the United Kingdom or the rules of the Financial Conduct Authority apply to a recipient, our obligations owed to such recipient therein are unaffected. CHK has no obligation to update its opinion or the information in this research report.

CHK does not make a market on other securities mentioned in the report.

India: This report is issued and distributed in India by CGS-CIMB Securities (India) Private Limited (“CIMB India”) which is registered with the National Stock Exchange of India Limited and BSE Limited as a trading and clearing member under the Securities and Exchange Board of India (Stock Brokers and Sub-Brokers) Regulations, 1992. In accordance with the provisions of Regulation 4(g) of the Securities and Exchange Board of India (Investment Advisers) Regulations, 2013, CGS-CIMB India is not required to seek registration with the Securities and Exchange Board of India (“SEBI”) as an Investment Adviser. CGS-CIMB India is registered with SEBI as a Research Analyst pursuant to the SEBI (Research Analysts) Regulations, 2014 (“Regulations”).

This report does not take into account the particular investment objectives, financial situations, or needs of the recipients. It is not intended for and does not deal with prohibitions on investment due to law/jurisdiction issues etc. which may exist for certain persons/entities. Recipients should rely on their own investigations and take their own professional advice before investment.

The report is not a “prospectus” as defined under Indian Law, including the Companies Act, 2013, and is not, and shall not be, approved by, or filed or registered with, any Indian regulator, including any Registrar of Companies in India, SEBI, any Indian stock exchange, or the Reserve Bank of India. No offer, or invitation to offer, or solicitation of subscription with respect to any such securities listed or proposed to be listed in India is being made, or intended to be made, to the public, or to any member or section of the public in India, through or pursuant to this report.

The research analysts, strategists or economists principally responsible for the preparation of this research report are segregated from the other activities of CGS-CIMB India and they have received compensation based upon various factors, including quality, accuracy and value of research, firm profitability or revenues, client feedback and competitive factors. Research analysts', strategists' or economists' compensation is not linked to investment banking or capital markets transactions performed or proposed to be performed by CGS-CIMB India or its affiliates.

CGS-CIMB India has not received any investment banking related compensation from the companies mentioned in the report in the past 12 months.

CGS-CIMB India has not received any compensation from the companies mentioned in the report in the past 12 months.

Indonesia: This report is issued and distributed by PT CGS-CIMB Sekuritas Indonesia (“CGS-CIMB Indonesia”). The views and opinions in this research report are our own as of the date hereof and are subject to change. CGS-CIMB Indonesia has no obligation to update its opinion or the information in this research report. Neither this report nor any copy hereof may be distributed in Indonesia or to any Indonesian citizens wherever they are domiciled or to Indonesian residents except in compliance with applicable Indonesian capital market laws and regulations.

This research report is not an offer of securities in Indonesia. The securities referred to in this research report have not been registered with the Financial Services Authority (Otoritas Jasa Keuangan) pursuant to relevant capital market laws and regulations, and may not be offered or sold within the territory of the Republic of Indonesia or to Indonesian citizens through a public offering or in circumstances which constitute an offer within the meaning of the Indonesian capital market law and regulations.

Ireland: CGS-CIMB is not an investment firm authorised in the Republic of Ireland and no part of this document should be construed as CGS-CIMB acting as, or otherwise claiming or representing to be, an investment firm authorised in the Republic of Ireland.

Malaysia: This report is distributed in Malaysia by CIMB solely for the benefit of and for the exclusive use of our clients. Recipients of this report are to contact CIMB, at 17th Floor Menara CIMB No. 1 Jalan Stesen Sentral 2, Kuala Lumpur Sentral 50470 Kuala Lumpur, Malaysia, in respect of any matters arising from or in connection with this report. CIMB has no obligation to update, revise or reaffirm its opinion or the information in this research reports after the date of this report.

New Zealand: In New Zealand, this report is for distribution only to persons who are wholesale clients pursuant to section 5C of the Financial Advisers Act 2008.

Singapore: This report is issued and distributed by CGS-CIMB Research Pte Ltd (“CGS-CIMBR”). CGS-CIMBR is a financial adviser licensed under the Financial Advisers Act, Cap 110 (“FAA”) for advising on investment products, by issuing or promulgating research analyses or research reports, whether in electronic, print or other form. Accordingly CGS-CIMBR is a subject to the applicable rules under the FAA unless it is able to avail itself to any prescribed exemptions.

Recipients of this report are to contact CGS-CIMB Research Pte Ltd, 50 Raffles Place, #16-02 Singapore Land Tower, Singapore in respect of any matters arising from, or in connection with this report. CGS-CIMBR has no obligation to update its opinion or the information in this research report. This publication is strictly confidential and is for private circulation only. If you have not been sent this report by CGS-CIMBR directly, you may not rely, use or disclose to anyone else this report or its contents.

If the recipient of this research report is not an accredited investor, expert investor or institutional investor, CGS-CIMBR accepts legal responsibility for the contents of the report without any disclaimer limiting or otherwise curtailing such legal responsibility. If the recipient is an accredited investor, expert investor or institutional investor, the recipient is deemed to acknowledge that CGS-CIMBR is exempt from certain requirements under the FAA and its attendant regulations, and as such, is exempt from complying with the following :

- (a) Section 25 of the FAA (obligation to disclose product information);
- (b) Section 27 (duty not to make recommendation with respect to any investment product without having a reasonable basis where you may be reasonably expected to rely on the recommendation) of the FAA;
- (c) MAS Notice on Information to Clients and Product Information Disclosure [Notice No. FAA-N03];
- (d) MAS Notice on Recommendation on Investment Products [Notice No. FAA-N16];

(e) Section 36 (obligation on disclosure of interest in securities), and
(f) any other laws, regulations, notices, directive, guidelines, circulars and practice notes which are relates to the above, to the extent permitted by applicable laws, as may be amended from time to time, and any other laws, regulations, notices, directive, guidelines, circulars, and practice notes as we may notify you from time to time. In addition, the recipient who is an accredited investor, expert investor or institutional investor acknowledges that a CGS-CIMBR is exempt from Section 27 of the FAA, the recipient will also not be able to file a civil claim against CGS-CIMBR for any loss or damage arising from the recipient's reliance on any recommendation made by CGS-CIMBR which would otherwise be a right that is available to the recipient under Section 27 of the FAA, the recipient will also not be able to file a civil claim against CGS-CIMBR for any loss or damage arising from the recipient's reliance on any recommendation made by CGS-CIMBR which would otherwise be a right that is available to the recipient under Section 27 of the FAA.

CGS-CIMBR, its affiliates and related corporations, their directors, associates, connected parties and/or employees may own or have positions in securities of the company(ies) covered in this research report or any securities related thereto and may from time to time add to or dispose of, or may be materially interested in, any such securities. Further, CGS-CIMBR, its affiliates and its related corporations do and seek to do business with the company(ies) covered in this research report and may from time to time act as market maker or have assumed an underwriting commitment in securities of such company(ies), may sell them to or buy them from customers on a principal basis and may also perform or seek to perform significant investment banking, advisory, underwriting or placement services for or relating to such company(ies) as well as solicit such investment, advisory or other services from any entity mentioned in this report.

As of November 2, 2018,, CGS-CIMBR does not have a proprietary position in the recommended securities in this report.

CGS-CIMBR does not make a market on the securities mentioned in the report.

South Korea: This report is issued and distributed in South Korea by CGS-CIMB Securities (Hong Kong) Limited, Korea Branch ("CGS-CIMB Korea") which is licensed as a cash equity broker, and regulated by the Financial Services Commission and Financial Supervisory Service of Korea. In South Korea, this report is for distribution only to professional investors under Article 9(5) of the Financial Investment Services and Capital Market Act of Korea ("FSCMA").

Spain: This document is a research report and it is addressed to institutional investors only. The research report is of a general nature and not personalised and does not constitute investment advice so, as the case may be, the recipient must seek proper advice before adopting any investment decision. This document does not constitute a public offering of securities.

CGS-CIMB is not registered with the Spanish Comision Nacional del Mercado de Valores to provide investment services.

Sweden: This report contains only marketing information and has not been approved by the Swedish Financial Supervisory Authority. The distribution of this report is not an offer to sell to any person in Sweden or a solicitation to any person in Sweden to buy any instruments described herein and may not be forwarded to the public in Sweden.

Switzerland: This report has not been prepared in accordance with the recognized self-regulatory minimal standards for research reports of banks issued by the Swiss Bankers' Association (Directives on the Independence of Financial Research).

Thailand: This report is issued and distributed by CGS-CIMB Securities (Thailand) Co. Ltd. ("CGS-CIMB Thailand") based upon sources believed to be reliable (but their accuracy, completeness or correctness is not guaranteed). The statements or expressions of opinion herein were arrived at after due and careful consideration for use as information for investment. Such opinions are subject to change without notice and CGS-CIMB Thailand has no obligation to update its opinion or the information in this research report.

CGS-CIMB Thailand may act or acts as Market Maker, and issuer and offerer of Derivative Warrants and Structured Note which may have the following securities as its underlying securities. Investors should carefully read and study the details of the derivative warrants in the prospectus before making investment decisions.

AAV, ADVANC, AMATA, ANAN, AOT, AP, BA, BANPU, BBL, BCH, BCP, BCPG, BDMS, BEAUTY, BEC, BEM, BJC, BH, BIG, BLA, BLAND, BPP, BTS, CBG, CENTEL, CHG, CK, CKP, COM7, CPALL, CPF, CPN, DELTA, DTAC, EA, EGCO, EPG, GFPT, GLOBAL, GLOW, GPSC, GUNKUL, HMPRO, INTUCH, IRPC, ITD, IVL, KBANK, KCE, KKP, KTB, KTC, LH, LHBANK, LPN, MAJOR, MALEE, MEGA, MINT, MONO, MTLs, PLANB, PSH, PTL, PTG, PTT, PTTEP, PTTGC, QH, RATCH, ROBINS, S, SAWAD, SCB, SCC, SCCC, SIRI, SPALI, SPRC, STEC, STPI, SUPER, TASC, TCAP, THAI, THANI, THCOM, TISCO, TKN, TMB, TOP, TPIPL, TRUE, TTA, TU, TVO, UNIQ, VGI, WHA, WORK.

Corporate Governance Report:

The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date. CIMBT does not confirm nor certify the accuracy of such survey result.

Score Range:	90 - 100	80 – 89	70 - 79	Below 70 or	No Survey Result
Description:	Excellent	Very Good	Good	N/A	

United Arab Emirates: The distributor of this report has not been approved or licensed by the UAE Central Bank or any other relevant licensing authorities or governmental agencies in the United Arab Emirates. This report is strictly private and confidential and has not been reviewed by, deposited or registered with UAE Central Bank or any other licensing authority or governmental agencies in the United Arab Emirates. This report is being issued outside the United Arab Emirates to a limited number of institutional investors and must not be provided to any person other than the original recipient and may not be reproduced or used for any other purpose. Further, the information contained in this report is not intended to lead to the sale of investments under any subscription agreement or the conclusion of any other contract of whatsoever nature within the territory of the United Arab Emirates.

United Kingdom and European Economic Area (EEA): In the United Kingdom and European Economic Area, this material is also being distributed by CGS-CIMB Securities (UK) Limited ("CGS-CIMB UK"). CGS-CIMB UK is authorized and regulated by the Financial Conduct Authority

and its registered office is at 27 Knightsbridge, London, SW1X7YB. The material distributed by CGS-CIMB UK has been prepared in accordance with CGS-CIMB's policies for managing conflicts of interest arising as a result of publication and distribution of this material. This material is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of CGS-CIMB UK; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Order"), (c) fall within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc") of the Order; (d) are outside the United Kingdom subject to relevant regulation in each jurisdiction, material(all such persons together being referred to as "relevant persons"). This material is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

Where this material is labelled as non-independent, it does not provide an impartial or objective assessment of the subject matter and does not constitute independent "research" (cannot remove research from here under the applicable rules of the Financial Conduct Authority in the UK. Consequently, any such non-independent material will not have been prepared in accordance with legal requirements designed to promote the independence of research (cannot remove research from here) and will not subject to any prohibition on dealing ahead of the dissemination of research. Any such non-independent material must be considered as a marketing communication.

United States: This research report is distributed in the United States of America by CGS-CIMB Securities (USA) Inc, a U.S. registered broker-dealer and a related company of CGS-CIMB Research Pte Ltd, PT CGS-CIMB Sekuritas Indonesia, CGS-CIMB Securities (Thailand) Co. Ltd, CGS-CIMB Securities (Hong Kong) Limited, CGS-CIMB Securities (India) Private Limited, and is distributed solely to persons who qualify as "U.S. Institutional Investors" as defined in Rule 15a-6 under the Securities and Exchange Act of 1934. This communication is only for Institutional Investors whose ordinary business activities involve investing in shares, bonds, and associated securities and/or derivative securities and who have professional experience in such investments. Any person who is not a U.S. Institutional Investor or Major Institutional Investor must not rely on this communication. The delivery of this research report to any person in the United States of America is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein. CGS-CIMB Securities (USA) Inc, is a FINRA/SIPC member and takes responsibility for the content of this report. For further information or to place an order in any of the above-mentioned securities please contact a registered representative of CGS-CIMB Securities (USA) Inc.

CGS-CIMB Securities (USA) Inc. does not make a market on other securities mentioned in the report.

CGS-CIMB Securities (USA) Inc. has not managed or co-managed a public offering of any of the securities mentioned in the past 12 months.

CGS-CIMB Securities (USA) Inc. has not received compensation for investment banking services from any of the company mentioned in the past 12 months.

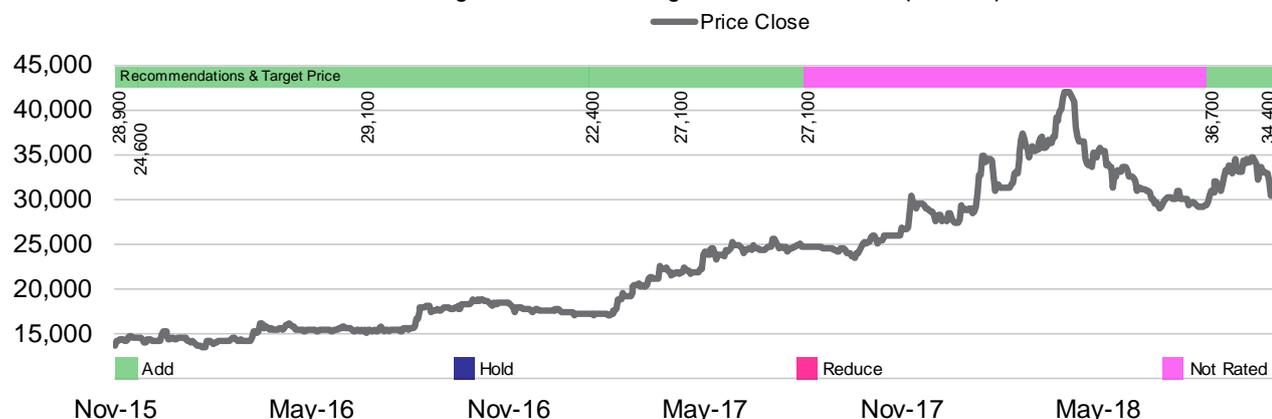
CGS-CIMB Securities (USA) Inc. neither expects to receive nor intends to seek compensation for investment banking services from any of the company mentioned within the next 3 months.

Other jurisdictions: In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is only for distribution to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions.

Distribution of stock ratings and investment banking clients for quarter ended on 30 September 2018		
759 companies under coverage for quarter ended on 30 September 2018		
	Rating Distribution (%)	Investment Banking clients (%)
Add	60.5%	4.2%
Hold	25.8%	2.4%
Reduce	13.7%	0.4%

Spitzer Chart for stock being researched (2 year data)

Khang Dien House Trading and Investment JSC (KDH VN)



RECOMMENDATION FRAMEWORK

Stock Ratings

Definition:

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.

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.

Sector Ratings

Definition:

Overweight	An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
Neutral	A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
Underweight	An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

Country Ratings

Definition:

Overweight	An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
Neutral	A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
Underweight	An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.

Anirban Lahiri – Head of Research

Email: anirban.lahiri@vndirect.com.vn

Nhan LAI, CFA – Analyst

Email: nhan.laithanh@vndirect.com.vn

VNDIRECT Securities Corporation

1 Nguyen Thuong Hien Str – Hai Ba Trung Dist – Ha Noi | Tel: +84 2439724568

Email: research@vndirect.com.vn | Website: <https://vndirect.com.vn>