

## Vietnam

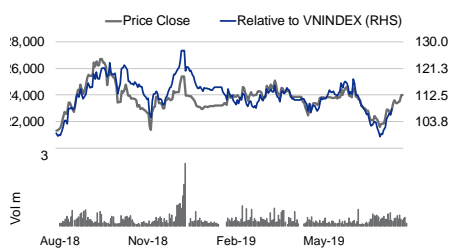
**ADD** (previously HOLD)

Consensus ratings\*: Buy 2 Hold 2 Sell 0

Current price:	VND24,000
Target price:	VND28,300
Previous target:	VND33,500
Up/downside:	17.9%
CGS-CIMB / Consensus:	4.4%
Reuters:	KDH.HM
Bloomberg:	KDH VN
Market cap:	US\$563.0m
	VND13,066,299m
Average daily turnover:	US\$0.24m
	VND5,586m
Current shares o/s:	544.4m
Free float:	55.0%
*Source: Bloomberg	

**Key changes in this note**

- FY19F net profit increased by 10.6%
- FY20F net profit increased by 45.4%
- FY21F net profit increased by 212.3%



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	7.1	2.6	12.6
Relative (%)	8.8	3.7	12.9

**Major shareholders**

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

**Analyst(s)**

**Tho DIEN**

T (84) 91 735 0604

E tho.dienhong@vndirect.com.vn

# Khang Dien House Trading and Investment JSC

## A short-term bet

- 1H19 net profit dropped 9% yoy, meeting only 25.6% of our previous FY19 forecast as more project deliveries are scheduled for 2H19.
- We expect a 73% rise in KDH's presales, thanks to the launches of Venita Park and Lovera Vista in 2H19.
- Upgrade to Add from Hold, but with a lower TP of VND28,300 to reflect its 30% stock dividend issued in 2Q19 and higher project selling prices.

## Weak 1H19 earnings as expected

KDH's 2Q19 revenue fell 21.2% yoy, bringing 1H19 revenue to VND1,215bn (+34.3% yoy), which met 44.2% of our full-year forecast. Most of 2Q19 revenue likely came from the sale of non-core land parcels, in our view, as construction of its new projects have not yet finished in 2Q19. 1H19 gross profit surged 55.1% yoy to VND501bn, likely thanks to the higher gross margin for land lot sales. However, with the absence of one-off financial gains, 1H19 net profit dropped 9.0% yoy, meeting 25.6% of our previous FY19 forecast.

## We expect stronger presales in 2H19F

KDH's 1H19 presales for its Safira condo project accounted for only 28% of our FY19 forecasts; to contribute about VND1.3tr to FY20-21F revenue. We project KDH's presales to jump 73.4% yoy in FY19F to VND4.6tr, mainly from the launch of two projects, Venita Park (296 units) and Lovera Vista (1,500 units), in 2H19F. Note that better-than-expected presales from Venita Park might lift FY19F earnings higher than our forecasts, as more units will be delivered this year.

## FY19-21F EPS escalation upon new ASP and handover schedules

We believe 2H19F revenue would mostly come from Venita Park townhouse delivery, with revenue totaling VND1,543bn. We now project KDH to post VND921bn in FY19F net profit (+14.0% yoy), up 10.6% from our previous forecast, thanks to higher selling prices for its Venita Park project. This raises our FY19F core EPS estimate by 11%. We also revise up our core EPS forecasts by 45.4% for FY20F and 212.3% for FY21F to reflect the higher selling prices for Venita Park and Clarita townhouses, and changes in their project delivery schedules.

## Upgrade to Add from Hold with a lower TP of VND28,300

We cut our RNAV-based TP to VND28,300 and upgrade our call to Add to factor in the additional bonus shares issued in 1H19 and the higher project ASPs. Short-term re-rating catalyst could come from successful presales of new projects in 2H19F; our mid- to long-term investment thesis is dependent on whether KDH could unlock its mega-size projects in FY20-21F. Key downside risks to our call: 1) slow process of obtaining a building permit, delaying new launches; and 2) higher-than-expected increase in mortgage rates.

**Financial Summary**

	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Total Net Revenues (VNDb)	3,055	2,917	2,793	2,940	3,228
Operating EBITDA (VNDb)	799	990	1,188	1,515	1,380
Net Profit (VNDb)	502	808	921	1,141	1,076
Core EPS (VND)	1,179	1,381	1,701	2,095	1,976
Core EPS Growth	10.4%	17.1%	23.2%	23.2%	(5.7%)
FD Core P/E (x)	20.36	17.38	14.11	11.45	12.15
DPS (VND)	1,000.0	500.0	500.0	500.0	500.0
Dividend Yield	4.17%	2.08%	2.08%	2.08%	2.08%
EV/EBITDA (x)	12.85	11.47	10.72	8.07	8.72
P/FCFE (x)	36.72	NA	NA	15.71	28.33
Net Gearing	(15.1%)	(12.6%)	(3.9%)	(10.5%)	(11.9%)
P/BV (x)	2.20	1.88	1.75	1.58	1.45
ROE	11.6%	11.6%	12.9%	14.5%	12.4%
% Change In Core EPS Estimates			11%	45%	212%
CGS-CIMB/Consensus EPS (x)			1.03	1.04	1.09

SOURCES: VND RESEARCH, COMPANY REPORTS

## A short-term bet

### Weak 1H19 earnings as expected

Figure 1: Preliminary 2Q19 & 1H19 results

VNDbn	2Q19	2Q18	YoY%	1H19	1H18	YoY%	vs FY19F	Comments
Net revenue	408	518	-21.2%	1,250	931	34.3%	44.7%	
Property sales	391	503	-22.3%	1,215	900	35.1%	44.6%	1H19 revenue is contributed by Jamila delivery booked in 1Q19 and non-core land lot recorded in 2Q19.
Others	17	15	18.7%	34	31	12.3%	51.2%	
Gross profit	238	140	69.4%	501	323	55.1%	34.1%	1H19 gross profit growth outpaced that of revenue likely due to higher margin from 2Q19 land lot sales
GPM	58.2%	27.1%	31.1% pts	40.1%	34.7%	5.4% pts	-12.6% pts	
Selling expense	(28)	(28)	-2.5%	(72)	(46)	55.9%	53.8%	Due to higher value of property delivered in 1H19
G&A expense	(43)	(43)	-0.1%	(92)	(83)	10.6%	56.4%	
Operating profit	167	69	141.9%	338	194	74.0%	28.7%	
Financial income	12	134	-90.8%	21	169	-87.6%	27.4%	Due to lack of financial gain from subsidiary divestment booked in 2Q18
Financial expense	(15)	(20)	-27.6%	(33)	(50)	-34.6%	64.1%	
Net other income	(12)	(1)	945.5%	(25)	(4)	467.0%	94.2%	
EBT	153	181	-15.4%	301	312	-3.7%	25.6%	
Net profit	113	130	-13.3%	215	236	-9.0%	22.9%	

SOURCES: VND RESEARCH, COMPANY REPORTS

## We expect stronger presales in 2H19F

By end-2Q19, KDH has mostly completed the presales of its Safira condo project with buyers of about 1,570 units having signed selling contracts or non-refundable deposit agreements. However, 1H19 presales only met 28% of our full-year forecasts, thus we anticipate stronger presale in 2H19F thanks to the launch of two projects, namely Venita Park (297 units) and Lovera Vista (1,500 units).

The Lovera Vista (formerly named Phong Phu 4) condos project opened for subscription in Jul 2019. We believe this project will post strong presales given its reasonable average selling price (ASP) of about VND26m per sq m, which is relatively attractive vs. the current ASP of ~VND31m per sq m for mid-range products in Ho Chi Minh City (HCMC). HCMC condominium market witnessed a 18% rise in selling prices YTD due to the drop in new supply.

KDH also plans to launch for presale 296 townhouses at Venita Park project (formerly named Kim Phat & Thanh Phuc) in 3Q19. We expect the project's ASP to vary within the range of VND9bn-24bn per unit, close to the average price for landed property in District 9, HCMC. We believe this project might enjoy a 62% take-up rate to lock in VND1.7tr of FY19F presales.

Overall, we expect KDH to book VND3.2tr in presales for the two projects in 2H19F, bringing FY19F presales to VND4.6tr (+73.4% yoy), with 1,478 condos and 183 houses to be sold. As the construction of the Venita Park townhouse project will be completed earlier than Lovera Vista condo, we estimate that 20.4% of KDH's FY19F presales volume will be booked within this year.

Figure 2: Key development pipeline

Project	Location	Product type	NLG Ownership	Land site (ha)	Est. GFA ('000 sq m)	Est. GDV (VNDbn)	Execution timeframe*						
							2018	2019	2020	2021	2022	2023	2024 onward
Jamila	D.9, HCMC	Condo	100%	1.7	96	1,733							
Safira	D.9, HCMC	Condo	100%	2.7	130	3,023							
Venita Park	D.9, HCMC	Townhouse	100%	8.1	60	2,882							
Lovera Vista	Binh Chanh, HCMC	Condo	100%	1.8	171	2,810							
Clarita	D.2, HCMC	Townhouse	100%	5.7	52	2,095							
Corona	Binh Chanh, HCMC	Township	100%	17.5	265	6,025							
Green Village	Binh Chanh, HCMC	Township	100%	132.9	695	19,892							
Tan Tao	Binh Chanh, HCMC	Township	100%	330.0	3,852	107,113							
Amena	D.9, HCMC	N/A	100%	4.3	N/A	N/A							
Le Minh Xuan	Binh Chanh, HCMC	Industry park	100%	109.9	N/A	N/A							

(\*) Each project execution timeframe (from first launch to delivery completion) is in grey highlight. Otherwise, no detail project timeframe has been announced by the company.

SOURCES: VND RESEARCH, KDH

## Earnings revision

We change our forecasts for FY19-21F net profit as below:

### FY19F:

- We postponed the booking of about VND954bn of revenue from Clarita townhouse to FY20F due to the delay in obtaining a building permit.
- We raised Venita Park's ASP to VND9.7bn/unit from VND4.2bn/unit based on the project's new selling price. As a result, we now expect the project's GDV in FY19-20F will be VND2.8tr, up 132% vs. our previous forecasts. However, given its launch in late-4Q19, we expect only 43% of the project volume to be delivered in 2019F, with the remaining to be handed over in 2020F.
- Overall, we cut our FY19 revenue forecast by 22.1% to VND2.8tr (-4.3% yoy) but raised FY19F net profit by 10.6% on the back of higher ASP of Venita Park.

### FY20F:

- Our 23.9% downward revision to FY20F revenue reflected the combination of Lovera Vista delivery being rescheduled to FY21-22F and the lower handover volume for Safira due to its delayed construction.
- However we raised Safira's ASP by 12% to VND28m sq, thanks to the healthy demand for mid-range condos in HCMC.
- Better ASP of both Venita Park and Safira overweighed the revenue cut from Lovera Vista, bringing a 45.4% increase in FY20F net profit.

### FY21F:

- We included VND1.3tr of Clarita project's handover value and raised the project's ASP by 120% to VND12.3bn/unit. This is due to the scarcity of new supply for landed property in HCMC which also led to our abovementioned change in Venita Park's selling prices.
- We increased Safira's handover value to VND1.8tr as a result of the project's delivery being delayed to 2021 from 2020.
- Consequently, FY21F revenue was raised 35.7% to VND3.2tr. In addition, the higher gross margin for Clarita townhouses also helped lift FY21F blended gross margin by 24.7% pts and FY21F net profit surged 212.3% vs. our previous forecasts.

Figure 3: Forecast revision

VNDbn	New			Old			Change		
	FY19F	FY20F	FY21F	FY19F	FY20F	FY21F	FY19F	FY20F	FY21F
Net sales	2,793	2,940	3,228	3,585	3,863	2,379	-22.1%	-23.9%	35.7%
Gross profit	1,473	1,780	1,659	1,345	1,291	634	9.5%	37.9%	161.6%
Gross margin (%)	52.7%	60.5%	51.4%	37.5%	33.4%	26.7%	15.2% pts	27.1% pts	24.7% pts
SG&A expenses	(296)	(277)	(292)	(275)	(303)	(194)	7.9%	-8.6%	50.6%
Operating profit	1,176	1,503	1,367	1,046	1,206	441	12.4%	24.7%	210.4%
EBT	1,151	1,426	1,345	1,059	998	451	8.7%	42.9%	197.9%
CIT	(230)	(285)	(269)	(213)	(200)	(94)	8.1%	42.9%	186.4%
Net profit	921	1,141	1,076	833	785	344	10.6%	45.4%	212.3%
Core EPS (VND)*	1,701	2,095	1,976	1,539	1,442	633	10.6%	45.4%	212.3%

(\*) We adjusted both our old and new core-eps forecast to factor 124.2m bonus (in a ratio of 10:3) issued in 1H19.

SOURCES: VND RESEARCH, COMPANY REPORTS

## Upgrade to Add rating

We upgrade our recommendation to Add from Hold given the current potential upside of 17.9% for short-term investment. We revise our TP for KDH down 16% to VND28,300 (from VND33,500) after taking into account the additional 124.2m bonus shares and 6.2m ESOP shares issued in 1H19.

Note that the better-than-expected project selling prices and changes in delivery schedules made only a minor impact on our valuation for KDH due to the small NAV contribution from the ongoing projects. Meanwhile, for mega-size projects

like Tan Tao township and Green Village (85% and 50% to NPV, respectively), we made deep discounts on RNAV in view of the project's long-term pipeline, due to uncertainties relating to development master plans, selling prices, or even market conditions.

Two projects launched this year could bolster short- and medium-term earnings outlook. We believe the success in launching Venita Park and Lovera Vista will partially remove the shadow over KDH which has emerged due to the delay of obtaining building permit approvals in HCMC.

**Figure 4: Equity valuation (VNDbn)**

Project Name	Fair value as at 30 Jun 19	Method	Discount to NPV	Note
Tan Tao	4,488	DCF	85%	
Safira	1,585	DCF	10%	Increase 12% of the ASP to VND28mn ps m from our previous assumption
Corona	1,008	DCF	50%	
Green Village	3,276	DCF	50%	
Clarita	697	DCF	50%	Increase 120% of the ASP to VND12.3bn/unit from our previous assumption
Venita Park	1,506	DCF	20%	Increase 123% of the ASP to VND9.7bn/unit from our previous assumption
Lovera Vista	602	DCF	20%	
Amena	411	BV		
Jamila	97	BV		Completed handover in 2H19
Other	720	BV		
<b>Total inventory</b>	<b>14,389</b>			
<b>Add:</b>				
Cash and cash equivalent	1,347			
Le Minh Xuan IP	544	BV		
Other assets	2,744			
<b>Less:</b>				
Net debt (exclude CB)	876			
Other liabilities	2,695			
Minority interest	39			
<b>RNAV</b>	<b>15,415</b>			
Shares outstanding	544,429,109			
<b>Target price (VND/share)</b>	<b>28,300</b>			

SOURCES: VND RESEARCH, COMPANY REPORTS

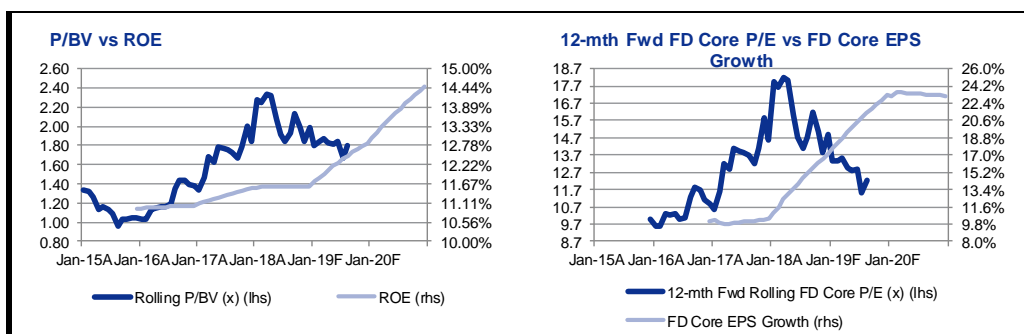
**Figure 5: Peer comparison**

Company Name	Ticker	Share price (VND)	TP (VND)	Upside	Recom.	Market Cap (US\$m)	P/E (x)			P/B (x)		ROE (%)			Dividend yield (%)		Net gearing (%)	
							TTM	2019F	2020F	Curr.	2019F	2020F	TTM	2019F	2020F	2019F		2020F
Vinhomes Jsc	VHM VN	83,500	NR	N/A	NR	279,684	18.5	15.7	11.1	6.5	5.4	3.2	57.0	32.0	32.9	1.3	1.7	1.7
No Va Land Inves	NVL VN	61,800	NR	N/A	NR	57,502	17.3	18.5	17.9	2.8	2.5	2.2	17.8	15.2	14.7	N/A	N/A	N/A
Phat Dat Real Es	PDR VN	26,050	NR	N/A	NR	8,535	13.3	N/A	N/A	2.3	N/A	N/A	19.2	N/A	N/A	N/A	N/A	N/A
Dat Xanh Group	DXG VN	14,100	NR	N/A	NR	7,340	4.8	5.1	4.8	1.1	1.2	1.0	27.0	21.8	19.4	2.8	2.8	2.8
Nam Long Investm	NLG VN	30,800	42,900	39.3%	ADD	7,057	8.2	9.4	5.0	1.6	1.3	1.1	19.2	9.7	22.3	1.7	1.7	2.4
Van Phu - Invest	VPI VN	41,100	NR	N/A	NR	6,832	15.6	N/A	N/A	2.9	N/A	N/A	20.6	N/A	N/A	N/A	N/A	N/A
Hai Phat Investm	HPX VN	26,500	NR	N/A	NR	5,300	11.8	N/A	N/A	2.1	N/A	N/A	19.4	N/A	N/A	N/A	N/A	N/A
<b>Average</b>							<b>12.8</b>	<b>12.2</b>	<b>9.7</b>	<b>2.8</b>	<b>2.6</b>	<b>1.9</b>	<b>25.7</b>	<b>19.7</b>	<b>22.3</b>	<b>1.9</b>	<b>2.1</b>	<b>2.3</b>
<b>Median</b>							<b>13.3</b>	<b>12.5</b>	<b>8.0</b>	<b>2.3</b>	<b>1.9</b>	<b>1.6</b>	<b>19.4</b>	<b>18.5</b>	<b>20.8</b>	<b>1.7</b>	<b>1.7</b>	<b>2.4</b>
Khang Dien House	KDH VN	24,000	28,300	17.9%	ADD	13,066	16.2	14.1	11.5	1.9	1.8	1.6	11.9	12.9	14.5	2.1	2.1	2.3

Note: all prices are based on the closing prices on 16 Aug 2019. All estimates for non-rated (NR) stocks are based on Bloomberg consensus estimates.

SOURCES: VND RESEARCH, BLOOMBERG, COMPANY REPORT

## BY THE NUMBERS



### Profit & Loss

(VNDb)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
<b>Total Net Revenues</b>	<b>3,055</b>	<b>2,917</b>	<b>2,793</b>	<b>2,940</b>	<b>3,228</b>
<b>Gross Profit</b>	<b>1,036</b>	<b>1,239</b>	<b>1,473</b>	<b>1,780</b>	<b>1,659</b>
<b>Operating EBITDA</b>	<b>799</b>	<b>990</b>	<b>1,188</b>	<b>1,515</b>	<b>1,380</b>
Depreciation And Amortisation	(7)	(8)	(11)	(12)	(12)
<b>Operating EBIT</b>	<b>792</b>	<b>982</b>	<b>1,176</b>	<b>1,503</b>	<b>1,367</b>
Financial Income/(Expense)	(53)	111	1	(72)	(18)
Pretax Income/(Loss) from Assoc.	8	4	0	0	0
Non-Operating Income/(Expense)	(19)	(21)	(27)	(5)	(5)
<b>Profit Before Tax (pre-EI)</b>	<b>729</b>	<b>1,076</b>	<b>1,151</b>	<b>1,426</b>	<b>1,345</b>
Exceptional Items					
<b>Pre-tax Profit</b>	<b>729</b>	<b>1,076</b>	<b>1,151</b>	<b>1,426</b>	<b>1,345</b>
<b>Taxation</b>	<b>(170)</b>	<b>(266)</b>	<b>(230)</b>	<b>(285)</b>	<b>(269)</b>
Exceptional Income - post-tax					
<b>Profit After Tax</b>	<b>559</b>	<b>810</b>	<b>921</b>	<b>1,141</b>	<b>1,076</b>
Minority Interests	(57)	(2)	0	0	0
Prof. & Special Div	0	0	0	0	0
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
<b>Net Profit</b>	<b>502</b>	<b>808</b>	<b>921</b>	<b>1,141</b>	<b>1,076</b>
Recurring Net Profit	502	701	921	1,141	1,076
<b>Fully Diluted Recurring Net Profit</b>	<b>502</b>	<b>701</b>	<b>921</b>	<b>1,141</b>	<b>1,076</b>

### Cash Flow

(VNDb)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
<b>EBITDA</b>	<b>799</b>	<b>990</b>	<b>1,188</b>	<b>1,515</b>	<b>1,380</b>
Cash Flow from Invnt. & Assoc.	(82)	(200)	(77)	(42)	(70)
Change In Working Capital	204	(1,236)	(1,134)	(191)	(496)
Straight Line Adjustment	(70)	86	(37)	(89)	(35)
(Incr)/Decr in Total Provisions	(0)	(8)	0	0	0
Other Non-Cash (Income)/Expense	7	8	11	12	12
Other Operating Cashflow	(61)	97	(45)	(83)	(57)
Net Interest (Paid)/Received	(156)	(114)	(38)	(63)	(32)
Tax Paid	(113)	(256)	(230)	(285)	(269)
<b>Cashflow From Operations</b>	<b>597</b>	<b>(719)</b>	<b>(325)</b>	<b>863</b>	<b>468</b>
Capex	(61)	(161)	(51)	(56)	(61)
Disposals Of FAs/subsidiaries	2	1	0	0	0
Disposals of Investment Properties					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(23)	680	77	42	70
<b>Cash Flow From Investing</b>	<b>(82)</b>	<b>519</b>	<b>25</b>	<b>(14)</b>	<b>8</b>
Debt Raised/(repaid)	(237)	(689)	(18)	(17)	(15)
Proceeds From Issue Of Shares	1,488	101	0	0	0
Shares Repurchased	0	0	0	0	0
Dividends Paid	(234)	(194)	(272)	(272)	(272)
Preferred Dividends					
Other Financing Cashflow	0	226	0	0	0
<b>Cash Flow From Financing</b>	<b>1,017</b>	<b>(556)</b>	<b>(291)</b>	<b>(289)</b>	<b>(287)</b>

SOURCES: VND RESEARCH, COMPANY REPORTS

## BY THE NUMBERS... cont'd

### Balance Sheet

(VNDb)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Total Cash And Equivalents	2,592	1,836	1,246	1,805	1,994
Properties Under Development					
Total Debtors	1,548	1,760	1,576	1,551	1,803
Inventories	4,858	5,817	7,994	8,524	8,577
Total Other Current Assets	114	157	164	173	181
<b>Total Current Assets</b>	<b>9,110</b>	<b>9,570</b>	<b>10,980</b>	<b>12,053</b>	<b>12,556</b>
Fixed Assets	342	500	542	588	639
<b>Total Investments</b>	<b>104</b>	<b>19</b>	<b>18</b>	<b>16</b>	<b>14</b>
Intangible Assets	9	4	4	4	4
Total Other Non-Current Assets	152	134	137	138	137
<b>Total Non-current Assets</b>	<b>606</b>	<b>658</b>	<b>701</b>	<b>746</b>	<b>794</b>
Short-term Debt	186	632	663	697	731
Current Portion of Long-Term Debt					
Total Creditors	54	284	224	197	266
Other Current Liabilities	1,577	1,859	2,792	3,138	2,877
<b>Total Current Liabilities</b>	<b>1,817</b>	<b>2,775</b>	<b>3,679</b>	<b>4,031</b>	<b>3,875</b>
Total Long-term Debt	1,471	337	287	237	187
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	237	217	213	217	226
<b>Total Non-current Liabilities</b>	<b>1,708</b>	<b>553</b>	<b>500</b>	<b>454</b>	<b>412</b>
Total Provisions	0	0	0	0	0
<b>Total Liabilities</b>	<b>3,526</b>	<b>3,328</b>	<b>4,179</b>	<b>4,485</b>	<b>4,287</b>
<b>Shareholders' Equity</b>	<b>5,214</b>	<b>6,864</b>	<b>7,467</b>	<b>8,278</b>	<b>9,028</b>
Minority Interests	977	35	35	35	35
<b>Total Equity</b>	<b>6,191</b>	<b>6,899</b>	<b>7,502</b>	<b>8,314</b>	<b>9,063</b>

### Key Ratios

	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Revenue Growth	(22.3%)	(4.5%)	(4.2%)	5.3%	9.8%
Operating EBITDA Growth	14.3%	23.8%	20.0%	27.5%	(8.9%)
Operating EBITDA Margin	26.2%	33.9%	42.5%	51.5%	42.7%
Net Cash Per Share (VND)	1,958	1,612	544	1,602	1,977
BVPS (VND)	10,930	12,753	13,715	15,206	16,582
Gross Interest Cover	80.64	30.96	31.04	23.77	42.38
Effective Tax Rate	23.3%	24.7%	20.0%	20.0%	20.0%
Net Dividend Payout Ratio	66.9%	25.6%	29.6%	23.9%	25.3%
Accounts Receivables Days	66.8	76.4	105.9	101.3	99.0
Inventory Days	856	1,161	1,909	2,604	1,989
Accounts Payables Days	12.14	36.84	70.27	66.34	53.84
ROIC (%)	14.9%	18.6%	18.9%	20.3%	17.9%
ROCE (%)	12.2%	15.0%	15.4%	17.5%	14.9%
Return On Average Assets	6.93%	7.00%	8.40%	9.91%	8.36%

### Key Drivers

	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Unbooked Presales (m) (VND)	N/A	2,636.4	5,082.5	5,841.5	4,947.8
Unbooked Presales (area: m sm)	N/A	N/A	N/A	N/A	N/A
Unbooked Presales (units)	N/A	N/A	N/A	N/A	N/A
Unsold attrib. landbank (area: m sm)	N/A	N/A	N/A	N/A	N/A
Gross Margins (%)	33.9%	42.5%	52.7%	60.5%	51.4%
Contracted Sales ASP (per Sm) (VND)	N/A	N/A	N/A	N/A	N/A
Residential EBIT Margin (%)	25.9%	33.7%	42.1%	51.1%	42.4%
Investment rev / total rev (%)	8.6%	1.9%	2.4%	2.7%	3.0%
Residential rev / total rev (%)	91.4%	98.1%	97.6%	97.3%	97.0%
Inv. properties rental margin (%)	N/A	N/A	N/A	N/A	N/A
SG&A / Sales Ratio (%)	3.6%	3.4%	4.8%	3.7%	3.6%

SOURCES: VND 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 pursuant to an arrangement between VNDIRECT Securities Corporation and CGS-CIMB. VNDIRECT Securities Corporation is not an affiliate of CGS-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.

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. Neither VNDIRECT Securities Corporation nor CGS-CIMB is under any obligation to update this report in the event of a material change to the information contained in this report. Neither VNDIRECT Securities Corporation nor CGS-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 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 and CGS-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 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 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 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 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 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, CGS-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 (Hong Kong) 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
Malaysia	CGS-CIMB Securities Sdn. Bhd. (formerly known as Jupiter Securities Sdn. Bhd.)	Securities Commission Malaysia
Singapore	CGS-CIMB Research Pte. Ltd.	Monetary Authority of Singapore
South Korea	CGS-CIMB Securities (Hong Kong) Limited, Korea Branch	Financial Services Commission and Financial Supervisory Service
Thailand	CGS-CIMB Securities (Thailand) Co. Ltd.	Securities and Exchange Commission Thailand

--	--	--

(i) As of July 31, 2019 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 August 20, 2019, 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, 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, VNDIRECT Securities Corporation and their respective affiliates and 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 and its 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.

#### Restrictions on Distributions

**Australia:** Despite anything in this report to the contrary, this research is issued by VNDIRECT Securities Corporation and 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 by VNDIRECT Securities Corporation 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 the 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 by VNDIRECT Securities Corporation and distributed in India by CGS-CIMB Securities (India) Private Limited ("CGS-CIMB India"). CGS-CIMB India is a subsidiary of CGS-CIMB Securities International Pte. Ltd. which in turn is a 50:50 joint venture company of CGIFHL and CIMBG. The details of the members of the group of companies of CGS-CIMB can be found at [www.cgs-cimb.com](http://www.cgs-cimb.com), CGIFHL at [www.chinastock.com.hk/en/ACG/ContactUs/index.aspx](http://www.chinastock.com.hk/en/ACG/ContactUs/index.aspx) and CIMBG at [www.cimb.com/en/who-we-are.html](http://www.cimb.com/en/who-we-are.html). CGS-CIMB India is registered with the National Stock Exchange of India Limited and BSE Limited as a trading and clearing member (Merchant Banking Number: INM000012037) 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 (SEBI Registration Number: INZ000157134) as a Research Analyst (INH000000669) 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 does not have actual / beneficial ownership of 1% or more securities of the subject company in this research report, at the end of the month immediately preceding the date of publication of this research report. However, since affiliates of CGS-CIMB India are engaged in the financial services business, they might have in their normal course of business financial interests or actual / beneficial ownership of one per cent or more in various companies including the subject company in this research report.

CGS-CIMB India or its associates, may: (a) from time to time, have long or short position in, and buy or sell the securities of the subject company in this research report; or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company in this research report or act as an advisor or lender/borrower to such company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

CGS-CIMB India, its associates and the analyst engaged in preparation of this research report have not received any compensation for investment banking, merchant banking or brokerage services from the subject company mentioned in the research report in the past 12 months.

CGS-CIMB India, its associates and the analyst engaged in preparation of this research report have not managed or co-managed public offering of securities for the subject company mentioned in the research report in the past 12 months. The analyst from CGS-CIMB India engaged in preparation of this research report or his/her relative (a) do not have any financial interests in the subject company mentioned in this research report; (b) do not own 1% or more of the equity securities of the subject company mentioned in the research report as of the last day of the month preceding the publication of the research report; (c) do not have any material conflict of interest at the time of publication of the research report.

**Indonesia:** This report is issued by VNDIRECT Securities Corporation and distributed by PT CGS-CIMB Sekuritas Indonesia ("CGS-CIMB Indonesia"). The views and opinions in this research report are not our own but of VNDIRECT Securities Corporation as of the date hereof and are subject to change. CGS-CIMB Indonesia has no obligation to update the opinion or the information in this research report. This report is for private circulation only to clients of CGS-CIMB Indonesia. 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 issued by VNDIRECT Securities Corporation and distributed in Malaysia by CGS-CIMB Securities Sdn. Bhd. (formerly

known as Jupiter Securities Sdn. Bhd.) (“CGS-CIMB Malaysia”) solely for the benefit of and for the exclusive use of our clients. Recipients of this report are to contact CGS-CIMB Malaysia, at 29th 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. CGS-CIMB Malaysia has no obligation to update, revise or reaffirm the opinion or the information in this research report 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 by VNDIRECT Securities Corporation 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 the 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 August 20, 2019,, 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 by VNDIRECT Securities Corporation 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 by VNDIRECT Securities Corporation 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 the 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, AEONTS, AMATA, ANAN, AOT, AP, BANPU, BBL, BCH, BCP, BCPG, BDMS, BEAUTY, BEC, BEM, BGRIM, BH, BJC, BLAND, BPP,

BTS, CBG, CENTEL, CHG, CK, CKP, COM7, CPALL, CPF, CPN, DELTA, DTAC, EA, EGCO, EPG, ERW, ESSO, GFPT, GLOBAL, GPSC, GULF, GUNKUL, HANA, HMPRO, INTUCH, IRPC, IVL, JAS, JMT, KBANK, KGE, KKP, KTB, KTC, LH, MAJOR, MBK, MEGA, MINT, MTC, ORI, OSP, PLANB, PRM, PSH, PSL, PTG, PTT, PTTEP, PTTGC, QH, RATCH, ROBINS, RS, SAWAD, SCB, SCC, SGP, SIRI, SPALI, SPRC, STA, STEC, SUPER, TASCO, TCAP, THAI, THANI, TISCO, TKN, TMB, TOA, TOP, TPIPP, TRUE, TTW, TU, TVO, WHA.

#### 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. CGS-CIMB Thailand does not confirm nor certify the accuracy of such survey result.

<b>Score Range:</b>	90 - 100	80 – 89	70 - 79	Below 70 or	No Survey Result
<b>Description:</b>	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 issued by VNDIRECT Securities Corporation and is 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 issued by VNDIRECT Securities Corporation and 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 Securities Sdn. Bhd. (formerly known as Jupiter Securities Sdn. Bhd.), CGS-CIMB Research Pte Ltd, PT CGS-CIMB Sekuritas Indonesia, CGS-CIMB Securities (Thailand) Co. Ltd, CGS-CIMB Securities (Hong Kong) Limited and 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.

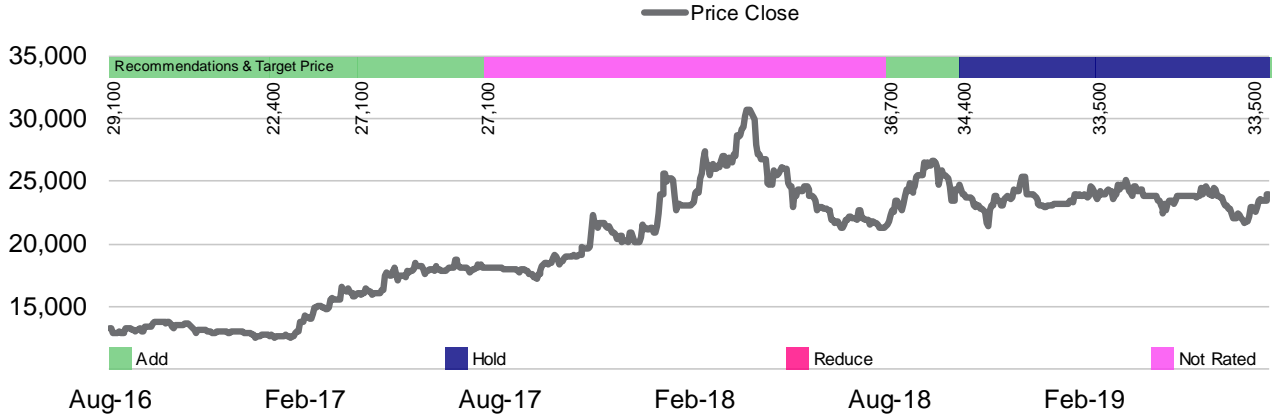
CGS-CIMB Securities (USA) Inc. neither expects to receive nor intends to seek compensation for investment banking services from any of the company mentioned within the next 3 months.

**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 June 2019		
791 companies under coverage for quarter ended on 30 June 2019		
	Rating Distribution (%)	Investment Banking clients (%)
Add	57.9%	4.2%
Hold	26.5%	1.8%
Reduce	15.5%	0.4%

**Spitzer Chart for stock being researched ( 2 year data )**

**Khang Dien House Trading and Investment JSC (KDH VN)**



## Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2018, Anti-Corruption 2018

**ADVANC** – Excellent, Certified, **AEONTS** – Good, n/a, **AH** – Very Good, n/a, **AMATA** – Excellent, Declared, **ANAN** – Excellent, Declared, **AOT** – Excellent, Declared, **AP** – Excellent, Certified, **ASP** – Very Good, Certified, **BANPU** – Excellent, Certified, **BAY** – Excellent, Certified, **BBL** – Very Good, Certified, **BCH** – Good, Certified, **BCP** – Excellent, Certified, **BCPG** – Excellent, Certified, **BEM** – Very Good, n/a, **BDMS** – Very Good, n/a, **BEAUTY** – Good, n/a, **BEC** – Very Good, n/a, **BGRIM** – Very Good, Declared, **BH** – Good, n/a, **BJC** – Very Good, Declared, **BJCHI** – Very Good, Certified, **BLA** – Very Good, Certified, **BPP** – Very Good, Declared, **BR** – Good, Declared, **BTS** – Excellent, Certified, **CBG** – Very Good, n/a, **CCET** – Good, n/a, **CENTEL** – Very Good, Certified, **CHG** – Very Good, Declared, **CK** – Excellent, n/a, **COL** – Excellent, Declared, **CPALL** – Very Good, Certified, **CPF** – Excellent, Certified, **CPN** – Excellent, Certified, **DELTA** – Excellent, n/a, **DEMCO** – Excellent, Certified, **DDD** – Very Good, Declared, **DIF** – not available, n/a, **DREIT** – not available, n/a, **DTAC** – Excellent, Certified, **EA** – Excellent, n/a, **ECL** – Very Good, Certified, **EGCO** – Excellent, Certified, **EPG** – Very Good, n/a, **ERW** – Very Good, n/a, **GFPT** – Excellent, Certified, **GCC** – Excellent, Certified, **GLOBAL** – Very Good, n/a, **GLOW** – Very Good, Certified, **GPSC** – Excellent, Certified, **GULF** – Very Good, n/a, **GUNKUL** – Excellent, Certified, **HANA** – Excellent, Certified, **HMPRO** – Excellent, Certified, **HREIT** – Excellent, Certified, **ICHI** – Excellent, Declared, **HUMAN** – not available, n/a, **III** – Good, n/a, **INTUCH** – Excellent, Certified, **IRPC** – Excellent, Certified, **ITD\*** – Very Good, n/a, **IVL** – Excellent, Certified, **JASIF** – not available, n/a, **JWD** – Very Good, n/a, **KBANK** – Excellent, Certified, **KCE** – Excellent, Certified, **KKP** – Excellent, Certified, **KSL** – Excellent, Certified, **KTB** – Excellent, Certified, **KTC** – Excellent, Certified, **LH** – Very Good, n/a, **LPN** – Excellent, Certified, **M** – Very Good, Certified, **MACO** – Very Good, n/a, **MAJOR** – Very Good, n/a, **MAKRO** – Excellent, Declared, **MALEE** – Very Good, Certified, **MC** – Very Good, Certified, **MCOT** – Excellent, Certified, **MEGA** – Very Good, n/a, **MINT** – Excellent, Certified, **MTC** – Excellent, Declared, **NETBAY** – Good, n/a, **OSP** – not available, n/a, **PLANB** – Excellent, Declared, **PLAT** – Very Good, Certified, **PR9** – not available, n/a, **PSH** – Excellent, Certified, **PSTC** – Good, Certified, **PTT** – Excellent, Certified, **PTTEP** – Excellent, Certified, **PTTGC** – Excellent, Certified, **QH** – Excellent, Certified, **RATCH** – Excellent, Certified, **ROBINS** – Excellent, Certified, **RS** – Very Good, n/a, **RSP** – not available, n/a, **S** – Very Good, n/a, **SAMART** – Excellent, n/a, **SAPPE** – Very Good, Declared, **SAT** – Excellent, Certified, **SAWAD** – Very Good, n/a, **SC** – Excellent, Declared, **SCB** – Excellent, Certified, **SCC** – Excellent, Certified, **SCN** – Very Good, Certified, **SF** – Good, n/a, **SIRI** – Very Good, Certified, **SPA** – Good, n/a, **SPALI** – Excellent, n/a, **SPRC** – Excellent, Certified, **STA** – Very Good, Certified, **STEC** – Excellent, n/a, **SVI** – Excellent, Certified, **SYNEX** – Very Good, Declared, **TASCO** – Excellent, Certified, **TCAP** – Excellent, Certified, **THANI** – Excellent, Certified, **TIPCO** – Very Good, Certified, **TISCO** – Excellent, Certified, **TKN** – Very Good, Declared, **TMB** – Excellent, Certified, **TNR** – Very Good, Declared, **TOP** – Excellent, Certified, **TPCH** – Good, n/a, **TIPIP** – Good, n/a, **TRUE** – Excellent, Certified, **TU** – Excellent, Certified, **TVO** – Very Good, Declared, **UNIQ** – Good, n/a, **VGI** – Excellent, Certified, **WHA** – Excellent, Certified, **WHART** – not available, n/a, **WICE** – Very Good, Certified, **WORK** – Good, n/a.

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of August 31, 2018) are categorized into:

- Companies that have declared their intention to join CAC, and
- Companies certified by CAC

\* The company, its director or management had been reportedly accused for breaching proper corporate governance such as violation of the SEC's regulations or charged with corruption.

### 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.

Hien Tran Khanh – Deputy Head of Research

Email: hien.trankhanh@vndirect.com.vn

**Tho DIEN – Analyst**Email: [tho.dienhong@vndirect.com.vn](mailto:tho.dienhong@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](mailto:research@vndirect.com.vn) | Website: <https://vndirect.com.vn>