

## LOCTROI GROUP (LTG)

<b>Market Price</b> VND22,800	<b>Target Price</b> VND27,300	<b>Dividend Yield</b> 7,0%	<b>Rating</b> ADD	<b>Sector</b> AGRICULTURE
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### Outlook – Short term



### Outlook – Long term



### Valuation



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### Price performance



Source: VNDIRECT

### Key statistics

52w high (VND)	31,650
52w low (VND)	22,200
3m Avg daily volume (shares)	20,292
3m Avg daily value (VNDmn)	484
Market cap (VNDbn)	1,836
Outstanding shares (m)	80.6
Free float (%)	31
TTM P/E (x)	5.3
Current P/B (x)	0.7

### Ownership

Marina Viet Pte. Ltd	25.2%
An Giang People's Committee	24.2%
Kingsmead	6.0%
Others	44.6%

Source: VNDIRECT

### Restructuring process could yield positive results from 2019.

**Positive signs in restructuring process.** In 2019, the company will continue to optimize its product offerings in terms of crop protection chemicals (CPC) and seeds, sell two rice mills to reduce excess capacity, and focus more on developing domestic retail brand to reduce dependence on export markets. We believe that the experienced new board members and senior managers could introduce positive changes to the company's current strategy.

**1Q2019 net profit decreased due to sluggish rice segment and higher interest expense.** Although 1Q2019 net revenue increased 6.5% yoy, profit after tax declined 20.7% yoy due to: (1) net revenue and GPM of the rice segment decreased by 23.1% and 4.9% pts, respectively, as both domestic and global rice price plummeted and rice exports to China were weak; and (2) interest expense surged 48.6% yoy due to high short-term debt to finance working capital.

**We forecast 2019 profit after tax in line with the company's full-year guidance.** Net revenue is estimated at VND8,631bn (-4.4% yoy), and profit after tax at VND530bn (+27.9% yoy, exceeding the plan by 1.6%). Such forecasts were based on the assumptions that rice sales fell 28% yoy due to difficulties in exporting to China and the company recorded abnormal gains from selling 2 rice mills in 2019.

**Reiterate BUY with a target price of VND27,300/share.** The target price is based on an equal weighting of 5-year DCF and target 2020 P/E of 5.3x (we do not use 2019 EPS due to unusual profit during the year). The target P/E is calculated based on a 40% discount from the peer average of 8.9x to reflect a lower expected EPS growth and low stock liquidity. We believe that the weak performance of the rice segment and the saturation of the CPC market have been partly priced in. The current TTM P/E of 5.3x is relatively low and approx. 7% dividend yield creates an appealing opportunity to accumulate the stock on a long-term perspective.

**Risks include:** 1) domestic and international rice prices fall significantly; 2) low stock liquidity.

Financial summary (VND)	12-17A	12-18A	12-19E	12-20E
Net revenue (bn)	8,687	9,031	8,631	8,959
Revenue growth	11.6%	4.0%	(4.4%)	3.8%
Gross margin	21.7%	21.4%	22.4%	22.7%
EBITDA margin	9.0%	9.6%	11.1%	9.6%
Net profit (bn)	414	412	526	474
Net profit growth	19.4%	(0.7%)	27.9%	(10.0%)
Recurring profit growth	19.4%	(0.7%)	(1.0%)	16.4%
Basic EPS	5,140	5,107	6,533	5,882
Adjusted EPS	4,369	4,341	5,553	5,000
BVPS	34,049	30,885	35,818	40,100
ROAE	18.7%	17.2%	19.6%	15.5%

Source: VNDIRECT

## 1Q2019 OVERVIEW

### Net profit hurt by the surge in interest expense

In 1Q2019, LTG recorded an increase of 6.5% yoy in total revenue yet a 20.7% yoy decrease in profit after tax, mostly due to a 48.6% spike in interest expense. LTG maintained high short-term debt balance in 2018 and 1Q2019 to finance working capital (+8.1% yoy, as of end-1Q). However, at LTG's 2019 Annual General Meeting (AGM), the company said it planned to reduce account receivables and inventories in 2019, specifically lowering purchases to cut inventories, thereby reducing short-term debt and liquidity risk.

Figure 1: Summary of 1Q2019 results

FYE (VNDbn)	1Q18	1Q19	yoy change	vs. 2019 guidance	Comments
<b>Total revenue</b>	<b>1,545</b>	<b>1,645</b>	<b>6.5%</b>		The company's revenue often shows high seasonality due to different crop planting time over the years.
CPC	744	973	30.8%		CPC revenue increased thanks to higher consumption of insecticide in 1Q with earlier starting of Winter-Spring crop.
Agrifood	615	473	-23.1%		Rice exports in the market plummeted, especially China amid stricter regulation regarding rice importing (-8.0% in volume and -23.9% in value in 4M19). Market export price also declined 13.4% yoy on average from high base in 1Q18, which dampened LTG's Agrifood segment as more than half of the segment revenue came from rice exports.
Seed	133	138	3.9%		
Others	54	62	15.0%		
<b>Net revenue</b>	<b>1,522</b>	<b>1,569</b>	<b>3.0%</b>	<b>18.1%</b>	
<b>Gross profit</b>	<b>353</b>	<b>343</b>	<b>-3.0%</b>	<b>17.7%</b>	
Gross profit margin	23.2%	21.8%	-1.4% pts	-0.4% pts	GPM was hurt primarily by the decrease in rice export price and lower consumption of high-margin CPC products such as growth regulator hormone in 1Q19.
Selling expenses	173	157	-9.6%	17.9%	
G&A expenses	70	67	-5.2%	16.5%	
<b>Operating profit</b>	<b>110</b>	<b>119</b>	<b>8.6%</b>	<b>18.2%</b>	
Pre-tax profit	88.3	77.5	-12.2%	11.8%	Interest expense jumped 48.6% yoy due to rising short-term borrowings in 2018 to finance working capital.
<b>Profit after tax</b>	<b>73.5</b>	<b>58.3</b>	<b>-20.7%</b>	<b>11.2%</b>	
<b>Net profit</b>	<b>73.2</b>	<b>56.4</b>	<b>-22.9%</b>		
Net recurring profit	73.5	58.3	-20.7%	14.8%	LTG plans to sell two of its rice mills in 2019 to improve efficiency, leading to an expected VND162bn extraordinary gain this year.

Sources: LTG, VNDIRECT RESEARCH

Although LTG only completed 18.1% of its revenue guidance and 11.2% of its profit guidance in 2019, we note that 1Q is usually a low quarter seasonally and **expect earnings to record better growth in the next quarters**. A slight increase in the rice export price from April was also a positive sign for the firm.

The company representative informed that in 2Q2019, revenue from CPC increased by 10-15%, revenue from seed went flat, and rice segment sales increased by 15-20%. We will update more information when the company announces official results at the end of July.

## 2019 OUTLOOK: MARKING POSITIVE CHANGES IN THE RESTRUCTURING PROCESS

### 2019 business plan: profit after tax increases by 25.9%

LTG sets 2019 net revenue target down 3.9% yoy due to a 28.0% yoy decline in rice revenue as China tightens export regulations. Revenue from CPC and seed segments are expected to grow 9.0% and 14.2% yoy, respectively. 2019 profit after tax is expected to increase sharply by 25.9% yoy, reaching VND521bn thanks to VND162bn abnormal gain from selling two rice mills. Management has not disclosed further details on the deal, but if excluding the profit

from the sale, core pre-tax profit would decline by 9.3% yoy to VND494bn.

#### Changes in personnel expected to breathe new life into the firm

In 2018, LTG hired PwC for strategic advisory on its business model and organisation structure. LTG has appointed many new management positions including Head of Divisions (Food, Agricultural Material and Seeds, Sales, Production, etc.), Chief Financial Officer, Human Resources Director, Marketing Director, Head of Supervisory Board, and some other senior staff. These newly appointed members all have 15-20 years of relevant experience and have held senior positions in other businesses.

Besides, in the 2019 AGM, two independent members of the Board of Directors were also elected: Mr. Mark Peacock and Mr. Tran Thanh Hai. Mr. Mark Peacock has held many positions at Syngenta Group and Mr. Tran Thanh Hai is currently the Chairman of Nutifood, one of the leading dairy and nutritional food businesses in Vietnam.

We hope that the new personnel can bring about substantial changes and help the business improve efficiency, as the administration model has been centralised in terms of accounting, finance, human resources, but also increase specialisation in each core segment.

#### CPC segment: low growth in the medium term

The two biggest concerns in the CPC industry are that Vietnam's arable land would not increase (or even decrease) and there is a tendency to reduce the use of toxic chemical products in cultivation to meet higher demand for green/safe/low-chemical-residue products. Given limited room for industry growth, management said that **the strategy for the upcoming period is to focus on grabbing market share from competitors** through optimising product portfolio and boosting production of higher margin products such as generic products and bio-products that are more environmentally friendly. In 2018, LTG's own-brand (generic) products made up for 35% of total revenue, which had a higher GPM than the remaining 65% that were branded products distributed for multinational companies such as Syngenta, Corteva, Bayer, etc. According to the representative from Syngenta in the Board of Directors, another potential change in strategy is to improve the efficiency of the sales system (comprising of 3,000 agro-input agents nationwide), thereby increasing the profit margin of this segment in the future.

**LTG targets 2019 CPC revenue to increase 9% yoy** on the back of higher contribution of generic products (with higher profit margins) and sales of new brands from partners (e.g.: Pexena 106SC from Corteva). We believe that this target is achievable due to low CPC revenue in 2018 (down 7.9% yoy) as LTG tightened its sales policy to agencies with overdue debts in 2018.

In the 2019-2022F period, we forecast that revenue from CPC segment will grow by 8% in 2019 and 2%/year from 2020 onwards with a stable gross profit margin of 31.4%, similar to 2018 level.

#### Agrifood segment: downscaling and expanding customer portfolio

While the CPC and seed segments almost completed restructuring, **LTG continued to reform its rice segment in 2019 with a plan to reduce production scale.** The size of the specialised material area increased slightly to 35,000ha in 2018, focusing on large-field model and contracting with ~40,000 farmers; however, LTG plans to sell 2 rice mills to reduce excess capacity and increase overall efficiency. The deal is expected to generate an abnormal profit of VND162bn for the company in 2019.

*Vibigaba germinated rice, a premium rice product, has high nutritional value and contains Gaba which helps balance nutrients and supports treatment for people with diabetes, elderly people and people in health recovery. This is also the product with the highest profit margin among rice products (estimated at 25-30%), yet it still makes low contribution to LTG's rice revenue.*

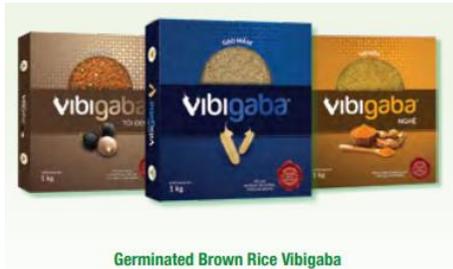


Figure 2: Hat Ngoc Troi rice at Vinmart

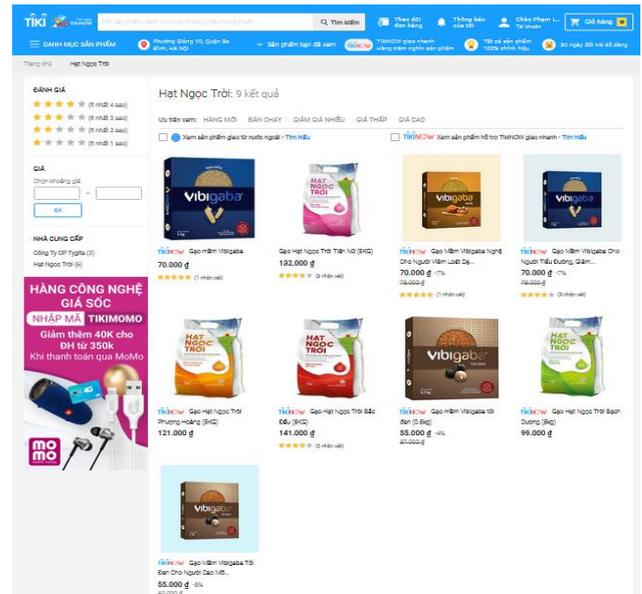


Source: VNDIRECT RESEARCH

**The strategy for the segment in 2019 is to develop the domestic market and the premium rice segment.** In 2018, domestic market accounts for about 35-40% of LTG's rice production volume (with a higher profit margin of 7.5% compared to an average of 5%), and this proportion has increased to 47% in 1H19, partly due to the decrease in export volume to China and the new sales policy gearing towards the domestic market.

We observed that Loc Troi has distributed white rice/fragrant rice (5-10kg bags) in some supermarket/grocery chains across the country such as Coopmart, Bach Hoa Xanh, and Vinmart (both in the North and the South). LTG products have also appeared on online sales channels such as Tiki, Adayroi (e-commerce site of Vinmart), Lazada, Shopee since the beginning of 2019. LTG is looking to have Loc Troi rice products sold in convenience stores located near or at apartment buildings. This is consistent with its strategy aimed at young customers who have average income, valuing product quality, and willing to spend more on safe, nutritious, and convenient products. The selling price of Hat Ngoc Troi rice products ranges from VND100,000 to VND150,000 per 5kg bag on average, equivalent to the price of other branded rice products sold in supermarkets.

Figure 3: LTG's products on Tiki



Source: VNDIRECT RESEARCH

We expect that after downscaling rice production in 2019, LTG will find the optimal production scale and focus more on developing both domestic and export markets, thereby stabilising revenue and profit margin in the rice segment.

**We expect rice price to reverse its declining trend towards the year-end**

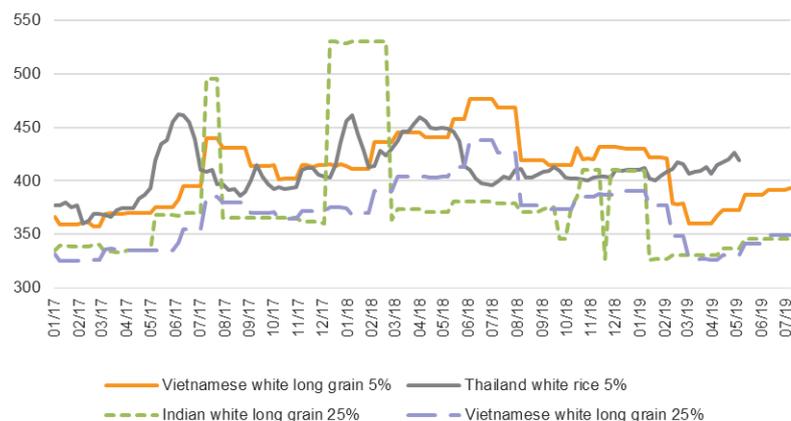
Both domestic and global rice prices decelerated since mid-2018 when China reduced the reserve of 5 basic grains, including cutting down 17m tons of rice, implying a reduction in imports from countries like Vietnam and Thailand. Additionally, China applied several import barriers since mid-2018 such as an import tax hike on sticky rice from 5% to 50%, imposing stricter technical standards for some rice products from ASEAN as well as granting export licenses to only 22 out of over 150 Vietnamese rice exporters. Besides, Vietnam's rice exports to other traditional markets in 1H19 also weakened,

Since July 2018, the tariffs on unhusked rice, raw rice, whole rice, broken rice, fine/coarse rice flour and finished rice imported from Southeast Asian countries (ASEAN) are 50%, 50%, 5%, 40% and 5%, respectively. In the past, sticky rice usually accounts for about 80% of Vietnam's exports to the Chinese market.

specifically Indonesia (-97.6% yoy in terms of value) due to muted imports during the election season and Bangladesh recovering production after flood (-81.4% yoy).

We believe that the negative factors in the rice market have been reflected mostly in 1Q19 as the companies obtained more export orders and both domestic and export rice prices improved in 2Q19. Positive signals include the shift from old export markets such as China, Indonesia to potential markets such as Philippines (due to changes in import policies to market mechanism), Africa, the EU. To illustrate, the total volume of rice exports in 1H2019 only fell 3,6% yoy with export value dropped by 18.0% yoy.

Figure 4: Export prices of some rice products in the region (USD/ton)



Sources: Bloomberg, VNDIRECT RESEARCH

For LTG, we believe that the company's rice export segment could outperform peers due to the following reasons: (1) LTG is one of the 22 companies granted license to export directly to China. This is thanks to the integrated rice production process adhering to international standards such as BRC, HACCP, which helps LTG meet more stringent regulations from the Chinese market (for example traceability, quarantine regulations, fumigation, label packaging, etc.). These are also the firm's competitive advantage over other exporters. (2) LTG's joint venture with Chinese partner can help the company gain better understanding of market demand and latest changes in the industry. After 1Q with disappointing results, in May Loc Troi succeeded in signing 5 MoUs with Chinese traders to export a total of 84,000 tonnes of rice annually to China (total amount granted to 2 companies: LTG and Tan Vuong Food JSC). This implies potential revenue booking in the rice segment in the next quarters.

We estimate that Agrifood revenue will plunge by 28.0% in 2019, similar to the company's guidance and from 2020 grow by 6%/year. The gross margin of the rice segment is forecasted to fall from 7.0% in 2018 to 3.0% in 2019 and stabilise at 5.0% from 2020 onwards.

**Seed segment: focusing on product development**

**LTG targets a 14.2% yoy increase in revenue from seed in 2019**, the highest among 3 core segments with higher contribution from open-pollinated rice seeds and corn seeds from Syngenta. The medium-term strategy is to continue researching and introducing new rice, corn and vegetable seeds into the market so as to expand the product portfolio. Loc Troi – Vien Shi Joint Venture established in 2018 (LTG owns 51%, Thoai Son Food Company: 1%) is also expected to contribute to the development of seed segment with strong support from the experienced Chinese partner and open up access to the Chinese market for Loc Troi.

We conservatively forecast the seed segment would grow 12.0% in 2019, 8% in 2020 and 6% in the following years, with gross margin increasing from 22.3% in FY18 to 23.5% in FY19-22F due to greater contribution of corn seeds (with higher profit margins than rice seeds).

#### HOSE move-up delayed until 2020

In the 2019 AGM held at the end of June, the Board of Directors proposed to extend the time frame for the listing transfer from Upcom to HOSE to 2020 due to unfavorable business conditions in 2019, although the preparation work for listing on HOSE are still being carried out. The proposal has been approved by the shareholders, therefore it could be a medium-term catalyst with the expectation that moving to HOSE is likely to improve the stock's liquidity.

### VALUATION

#### FY19-20F forecasts

For FY19F, we expect a 4.4% yoy decrease in revenue to VND8,631bn and a 27.9% yoy increase in net profit to VND530bn. Our assumptions are as below:

- CPC revenue grows 8.0% yoy in FY19F and records a stable growth at 2% from FY20F onwards. Revenue of rice segment declines 28.0% yoy in FY19F and increases 6% per year afterwards. Seed revenue increases 12.0% yoy in FY19F and 8% yoy in FY20F.
- FY19F gross profit reaches VND1,932bn, flat from 2018 but gross margin rises 1% pts to 22.4% thanks to gross margin improvement in the seed segment.
- SG&A expenses/revenue increases from 13.5% in 2018 to 14.7% in 2019 and the following years as the company redevelops the Farmers' Friend force (agricultural engineers) as well as boosts sales and marketing activities in Agrifood segment.
- Interest expense decreases gradually thanks to lower short-term debt; days of inventory down from 159 days in FY18 to 130 days in FY19F and 120 days in FY20-22F.
- The company records one-off income of VND162bn from selling 2 rice mills in 2019.
- The dividend ratio stays at 16%/par value in FY19-22F.

Accordingly, 2019 and 2020 adjusted EPS are VND5,553/share and VND5,000/share, respectively (due to lack of one-off income in FY20F), after bonus and welfare deduction of 15%.

#### Valuation

We believe that LTG has strong fundamentals and ample room for efficiency improvement, despite its low revenue growth in the next few years as cultivated area and demand for agricultural inputs are not likely to rise significantly. The improvement in management efficiency thanks to the restructuring process and the potential increase in gross profit margin due to product portfolio optimization in all three segments are positive factors of the company.

LTG currently trades at TTM P/E of 5.3x, much lower than the peer average of 12.7x. We use an equal-weighting combination of two valuation methods: (1) 5-year discounted cash flow for 2019-2023

period (risk free rate: 5.0%, risk premium: 11.0%, WACC: 8.0% and long term growth: 2.0%) and (2) a target P/E of 5.3x, applied on FY20F adjusted EPS of VND5,000/share due to one-off income in 2019. Our target P/E is based on a 40% discount to peer average of 8.9x as LTG's EPS growth in the next 2 years is approximately 50% lower than peer average (excluding the outlier), despite a higher ROE with high leverage.

We reiterate our ADD recommendation for LTG with a target price of VND27,300/share.

Figure 5: Regional peer comparison (as of Jul 17, 2019)

Company	Ticker	Recom.	Sector	Market cap (US\$m)	CAGR EPS 2018-2020 (%)	P/E (x)			P/B (x)		ROE (%)		ROA (%)		D/E (%)
						TTM	FY19F	FY20F	TTM	FY19F	TTM	FY19F	TTM	FY19F	
LT Foods Ltd	LTFO IN	KKN	Rice	97	14%	4.8	4.1	3.7	0.5	0.4	11%	11%	4%	4%	116.4
KRBL Ltd	KRB IN	KKN	Rice	734	11%	10.0	9.0	8.1	1.9	1.5	20%	18%	12%	NA	51.9
BISI International Tbk	IBISI IJ	KKN	Seed	305	14%	9.6	9.2	8.2	1.8	NA	19%	19%	16%	16%	4.3
Dhanuka Agritech Ltd	DAGRI IN	KKN	CPC	279	18%	17.5	15.3	12.7	3.0	NA	18%	19%	14%	NA	3.5
Hunan Haili Chemical	600731 CH	KKN	CPC	349	119%	18.1	12.3	9.7	2.2	2.0	7%	15%	3%	NA	47.4
Sharda Cropchem Ltd	SHCR IN	KKN	CPC	418	20%	16.3	13.7	11.4	2.2	2.0	15%	15%	8%	14%	0.0
<b>Average</b>				<b>363</b>	<b>33%</b>	<b>12.7</b>	<b>10.6</b>	<b>8.9</b>	<b>1.9</b>	<b>1.5</b>	<b>15%</b>	<b>16%</b>	<b>10%</b>	<b>11%</b>	<b>37.2</b>
<b>Median</b>				<b>327</b>	<b>16%</b>	<b>13.2</b>	<b>10.8</b>	<b>8.9</b>	<b>2.0</b>	<b>1.8</b>	<b>16%</b>	<b>17%</b>	<b>10%</b>	<b>14%</b>	<b>25.9</b>
Loc Troi	LTG VN	ADD		79	7%	5.3	4.1	4.6	0.7	0.7	21%	20%	7%	7%	125.2

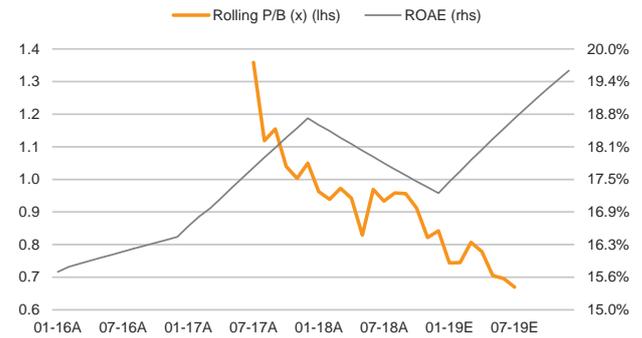
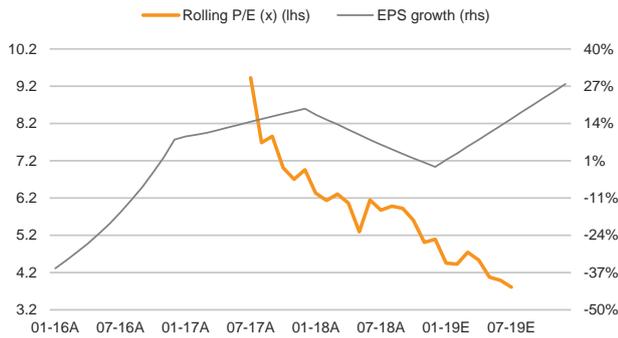
Source: Bloomberg, VNDIRECT RESEARCH

Figure 6: Target price

Method	Fair value (VND)	Weight (%)	Weighted share price (VND/share)
DCF	27,935	50%	13,968
2020 target P/E at 5.3x	26,699	50%	13,350
Blended value			27,317
Target price			27,300

Source: VNDIRECT RESEARCH

**Valuation**



**Income statement**

(VNDbn)	12-18A	12-19E	12-20E
Net revenue	9,031	8,631	8,959
Cost of sales	(7,098)	(6,698)	(6,922)
Gen & admin expenses	(349)	(388)	(403)
Selling expenses	(866)	(880)	(913)
<b>Operating profit</b>	<b>718</b>	<b>664</b>	<b>720</b>
Operating EBITDA	865	780	832
<b>Depreciation and amortisation</b>	<b>(147)</b>	<b>(116)</b>	<b>(112)</b>
<b>Operating EBIT</b>	<b>718</b>	<b>664</b>	<b>720</b>
Interest income	20	34	40
Financial expense	(194)	(195)	(152)
Net other income	5	163	5
Income from associates & JVs	(1)	(1)	(1)
<b>Pre-tax profit</b>	<b>549</b>	<b>665</b>	<b>612</b>
Tax expense	(135)	(135)	(135)
Minority interest	(3)	(3)	(3)
<b>Net profit</b>	<b>412</b>	<b>526</b>	<b>474</b>
Adj. net profit to ordinary	412	526	474
Ordinary dividends	(128)	(129)	(129)
<b>Retained earnings</b>	<b>284</b>	<b>398</b>	<b>345</b>

**Balance sheet**

(VNDbn)	12-18A	12-19E	12-20E
Cash and equivalents	151	709	706
Short term investments	0	0	0
Accounts receivables	2,594	2,479	2,573
Inventories	3,096	2,386	2,276
Other current assets	161	154	160
<b>Total current assets</b>	<b>6,002</b>	<b>5,728</b>	<b>5,715</b>
Fixed assets	1,544	1,323	1,280
Total investments	36	36	36
Other long-term assets	126	121	125
<b>Total assets</b>	<b>7,708</b>	<b>7,206</b>	<b>7,155</b>
Short-term debt	3,000	2,320	1,936
Accounts payable	1,509	1,379	1,425
Other current liabilities	504	482	500
<b>Total current liabilities</b>	<b>5,013</b>	<b>4,181</b>	<b>3,861</b>
Total long-term debt	150	80	0
Other liabilities	30	30	30
Share capital	806	806	806
Retained earnings reserve	564	830	1,057
<b>Shareholders' equity</b>	<b>2,489</b>	<b>2,887</b>	<b>3,232</b>
Minority interest	26	29	32
<b>Total liabilities &amp; equity</b>	<b>7,708</b>	<b>7,206</b>	<b>7,155</b>

**Cash flow statement**

(VNDbn)	12-18A	12-19E	12-20E
<b>Pretax profit</b>	<b>549</b>	<b>665</b>	<b>612</b>
Depreciation & amortisation	147	116	112
Tax paid	(121)	(135)	(135)
Other adjustments	(102)	(155)	(2)
<b>Change in working capital</b>	<b>(1,068)</b>	<b>678</b>	<b>77</b>
<b>Cash flow from operations</b>	<b>(596)</b>	<b>1,169</b>	<b>663</b>
Capex	(76)	(90)	(69)
Proceeds from assets sales	43	353	0
Others	(3)	6	(5)
Other non-current assets changes	11	0	0
<b>Cash flow from investing activities</b>	<b>(26)</b>	<b>268</b>	<b>(74)</b>
New share issuance	0	0	0
Shares buyback	0	0	0
Net borrowings	784	(750)	(464)
Other financing cash flow	0	0	0
Dividends paid	(128)	(129)	(129)
<b>Cash flow from financing activities</b>	<b>656</b>	<b>(879)</b>	<b>(593)</b>
Cash and equivalents at beginning of period	116	151	709
<b>Total cash generated</b>	<b>35</b>	<b>558</b>	<b>(3)</b>
Cash and equivalents at the end of period	151	709	706

**Key ratios**

	12-18A	12-19E	12-20E
<b>Dupont</b>			
Net profit margin	4.6%	6.1%	5.3%
Asset turnover	1.26	1.16	1.25
ROAA	5.8%	7.1%	6.6%
Avg assets/avg equity	2.99	2.77	2.35
ROAE	17.2%	19.6%	15.5%
<b>Efficiency</b>			
Days account receivable	101	101	101
Days inventory	159	130	120
Days creditor	77.6	75.2	75.4
Fixed asset turnover	5.63	6.02	6.89
ROIC	7.3%	9.9%	9.1%
<b>Liquidity</b>			
Current ratio	1.20	1.37	1.48
Quick ratio	0.58	0.80	0.89
Cash ratio	0.03	0.17	0.18
Cash cycle	182	155	146
<b>Growth rate (yoy)</b>			
Revenue growth	4.0%	(4.4%)	3.8%
Operating profit growth	13.8%	(7.6%)	8.4%
Net profit growth	(0.7%)	27.9%	(10.0%)
EPS growth	(0.7%)	27.9%	(10.0%)
<b>Share value</b>			
Basic EPS (VND)	5,107	6,533	5,882
BVPS (VND)	30,885	35,818	40,100

Source: VNDIRECT

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