

## Vietnam

**ADD** (no change)

Consensus ratings\*: Buy 16 Hold 1 Sell 0

Current price:	VND112,000
Target price:	VND151,200
Previous target:	VND138,400
Up/downside:	35.0%
CGS-CIMB / Consensus:	11.0%
Reuters:	MWG.HM
Bloomberg:	MWG VN
Market cap:	US\$2,189m
	VND50,691,860m
Average daily turnover:	US\$4.13m
	VND95,645m
Current shares o/s:	453.3m
Free float:	92.7%

\*Source: Bloomberg

### Key changes in this note

- FY20F EPS increased by 11.3%.
- FY21F EPS increased by 4.4%.
- FY22F EPS increased by 7.5%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	3.3	36.3	-5.5
Relative (%)	0.6	22.3	-1.4

Major shareholders	% held
Mobile World Retail Advisory Co. Ltd	11.4
Tri Tam Co. Ltd	8.5
Vietnam Enterprise Investments	3.5

### Analyst(s)



**Bach PHAN Nhu**

T (84) 90 928 3119

E bach.phannhu@vndirect.com.vn

# Mobile World Investment Corp

## A V-shaped recovery

- MWG's 3Q20 revenue rose 2.1% yoy to VND26,022bn and net profit jumped 11.2% yoy to VND950bn, returning to growth after the slump in 2Q20.
- 9M20 revenue hit VND82,289bn (+5.8% yoy) and net profit came in at VND2,976bn (same level as 9M19), forming 85.8% of our full-year forecast.
- We reiterate our Add call with a higher TP of VND151,200.

### A V-shaped recovery on the wings of Bach Hoa Xanh

Mobile World Investment Corp's (MWG) 3Q20 revenue grew 2.1% yoy to VND26,022bn, thanks to rapid expansion of Bach Hoa Xanh (BHX), where total stores increased 105% yoy and revenue surged 86% yoy to VND5,672bn. BHX contributed 21.8% to total revenue in 3Q20 to offset the decline in revenue from The Gioi Di Dong (TGDD) and Dien May Xanh (DMX) chains, (-9.5% yoy and -8.4% yoy, respectively). 3Q20 net profit rose 11.2% to VND950bn, marking a significant recovery after a 17.1% yoy decline in 2Q20. In 9M20, MWG's revenue increased 5.8% yoy to VND82,288bn and net profit growth was flat, reaching VND2,976bn, completing 85.8% of our forecast, above our expectation.

### Store expansion slowed down while gross margin widened

BHX's opening process slowed down, opening only 137 new stores in 3Q20 (vs. 328 in 2Q20) in order to focus on efficiency at existing stores. With the increase in bargaining power during and after the social distancing period in Apr 20, MWG's food and FMCG margin reached a high of 25% (vs. 21% in 1Q20), propelling 2Q20 GM to 22% (+4.1 pts yoy) and 3Q20 GM to 22.1% (+2.7 pts yoy). We believe MWG can keep its gross margin higher over the next few years as its bargaining power grows with the expansion of BHX and market share dominance of the DMX and TGDD chains.

### Conservative mode with positive net cash for first time ever

At the end of 3Q20, MWG's inventories decreased 32% YTD to VND17,514bn and held-to-maturity investment increased by 111% YTD to VND13,189bn, lifting the quick ratio 30% pts YTD to 63%. For the first time in its history, the company recorded positive net cash per share amounting to VND405 at end-3Q20. We expect the negative impact of the pandemic on the demand for non-essential products to persist in 2021F/22F, prompting MWG to keep these products' inventory levels low to reduce inventory risks.

### Changes to our forecasts

We lift our FY20F/FY21F/FY22F EPS by 11.3%/4.4%/7.5% on the back of 1) GM expansion of 1.3% pts/0.6% pts/1.2% pts, and 2) changes in net financial income to positive at VND122bn/VND248bn/VND390bn to reflect higher short-term investment.

### Reiterate our Add call with a higher TP of VND151,200 per share

We lift our SOP-based TP by 9.2% to VND151,200 to reflect increased EPS in FY20-22F and lower WACC for BHX (14% vs. 15% in previous report). Key downside risks are: 1) lower-than-expected GPM, and 2) another nationwide social distancing.

Financial Summary	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
Revenue (VNDb)	86,516	102,174	109,225	135,430	158,298
Operating EBITDA (VNDb)	5,094	6,420	6,981	8,332	11,150
Net Profit (VNDb)	2,879	3,834	3,870	5,313	7,381
Core EPS (VND)	6,839	8,560	8,524	11,383	15,298
Core EPS Growth	25.0%	25.2%	(0.4%)	33.5%	34.4%
FD Core P/E (x)	14.37	12.94	13.31	9.98	7.46
DPS (VND)	1,500	1,500	1,500	1,500	1,500
Dividend Yield	1.34%	1.34%	1.34%	1.34%	1.34%
EV/EBITDA (x)	9.88	9.04	7.86	6.17	4.16
P/FCFE (x)	346	1,244,444	10	7	9
Net Gearing	36.1%	65.1%	26.2%	(4.0%)	(28.2%)
P/BV (x)	5.25	4.13	3.34	2.62	2.04
ROE	38.7%	36.3%	28.1%	29.8%	31.2%
% Change In Core EPS Estimates			11.3%	4.4%	7.5%
CGS-CIMB/Consensus EPS (x)			1.03	1.01	1.14

SOURCES: VND RESEARCH, COMPANY REPORTS

## A V-shaped recovery

### A sharp recovery on the wings of Bach Hoa Xanh▶

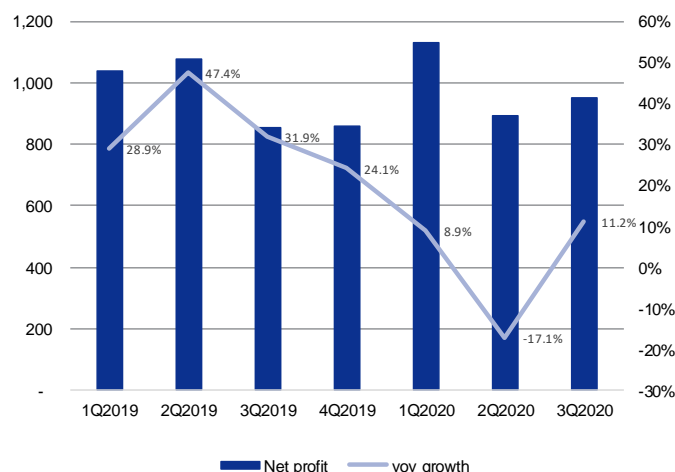
MWG's 3Q20 revenue grew 2.1% yoy to VND26,022bn, thanks to expansion of the Bach Hoa Xanh (BHX) chain, where revenue surged 86% yoy to VND5,672bn and the number of stores soared 105% to 1,623 at end-3Q20. BHX contributed 21.8% to 3Q20 revenue, offsetting the decline in The Gioi Di Dong (mobile phone chain) and Dien May Xanh (consumer electronic chain), which recorded revenue contraction of 9.5% yoy and 8.4% yoy, respectively.

- 3Q20 gross profit margin increased 2.7% pts to 22.1%, thanks to better bargaining power when negotiating with suppliers in all segments, especially for food and FMCG items. The gross margin for this segment was maintained at a high level of 25% in 3Q20 help MWG's 3Q20 gross profit climbed 16.4% to VND5,750bn.
- 3Q20 net financial incomes increased by 290% yoy, thanks to the higher balance of short-term financial investment, which gained 147% yoy to VND10,598bn at end-3Q20.
- SG&A expenses/revenue increased by 2.6% pts yoy due to the sharp increase in the number of BHX stores in 2Q20 and distribution centres' cost.

MWG's 3Q20 net profit climbed 11.2% to VND950bn.

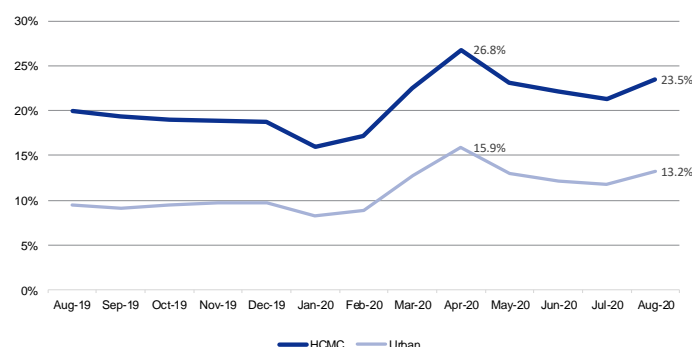
In 9M20, MWG's revenue leapt 5.8% yoy to VND82,288bn and net profit growth was flat, reaching VND2,976bn, above our expectation at 85.8% of our forecast.

**Figure 1: Net profit of MWG returned to positive territory in 3Q20 with a growth rate of 11.2% yoy**



SOURCES: VND RESEARCH, COMPANY REPORTS

**Figure 2: Bach Hoa Xanh market share of sales from the modern trade channel over Aug 19 - Aug 20**



SOURCES: VND RESEARCH, NIELSEN

In 9M20, revenue of the BHX chain grew 111% yoy and contributed 18.6% to MWG's 9M20 total revenue, up 9.3% pts yoy, becoming the main growth driver for the company in 2020. Moreover, BHX's gross profit margin has been consistently maintained at a high level, especially during and post social distancing period in Apr 20 when it reached 25%, higher than 21% in 1Q20, helping MWG to overcome a difficult period as a result of the fallout from the pandemic.

BHX revenue has made MWG a key player in the minimart segment, with market share in sales via the modern trade channel reaching 23.5% in Ho Chi Minh City and 13.2% in urban areas in Aug 20, according to Nielsen data. We expect the trend of consumption to shift to essential goods when consumer income is hit by Covid-19 pandemic and the growth of modern trade will help the BHX chain maintain its positive momentum in the next period.

Figure 3: Results comparison

	3Q20	3Q19	yoy %	9M20	9M19	yoy %	% VND forecast	Comment
<b>Revenue</b>	<b>26,021.7</b>	<b>25,485.6</b>	<b>2.1%</b>	<b>82,288.8</b>	<b>77,769.4</b>	<b>5.8%</b>	<b>73.5%</b>	Inline with our forecast
TGDD	7,499	8,285	-9.5%	21,965	25,562	-14.1%	77.4%	
DMX	12,541	13,698	-8.4%	44,255	44,062	0.4%	73.6%	
BHX	5,672	3,053	85.8%	15,131	7,139	111.9%	64.3%	
COGS	19,963.8	20,201.5	-1.2%	63,672.5	62,640.5	1.6%		
<b>Gross profit</b>	<b>5,749.7</b>	<b>4,940.6</b>	<b>16.4%</b>	<b>17,679.8</b>	<b>14,122.8</b>	<b>25.2%</b>	<b>80.7%</b>	Above our forecast thanks to higher gross profit margin higher than our expectation, especially gross profit margin of Food and FMCGs items, which help MWG GPM reached 21.5%, higher than our forecast at 19.6%
Gross margin	22.1%	19.4%	2.7 pts %	21.5%	18.2%	3.3 pts %		
Net financial income	124.572	31.88	290.8%	103.502	36.253	185.5%	-30.0%	Above our forecast
Selling expense	3,753.5	3,284.9	14.3%	11,074.6	8,742.7	26.7%	77.9%	Inline with our forecast
%Rev	14.4%	12.9%	1.5 pts %	13.5%	11.2%	2.2 pts %		
GA expense	840.3	550.0	52.8%	2620.7	1554.1	68.6%	93.6%	Above our forecast due to robust expansion in 2Q20 of BachHoaXanh stores and Distribution center cost
%Rev	3.2%	2.2%	1.1 pts %	3.2%	2.0%	1.2 pts %		
SG&A expense / Rev	17.7%	15.0%	2.6 pts %	16.6%	13.2%	3.4 pts %	80.5%	Above our forecast
Operating profit	1,279.2	1,136.4	12.6%	4,084.2	3,860.6	5.8%		
PBT	1,278.3	1,137.1	12.4%	4,076.0	3,873.9	5.2%		
<b>Net profit</b>	<b>950.5</b>	<b>855.1</b>	<b>11.2%</b>	<b>2,976.0</b>	<b>2,974.7</b>	<b>0.0%</b>	<b>85.8%</b>	Above our forecast

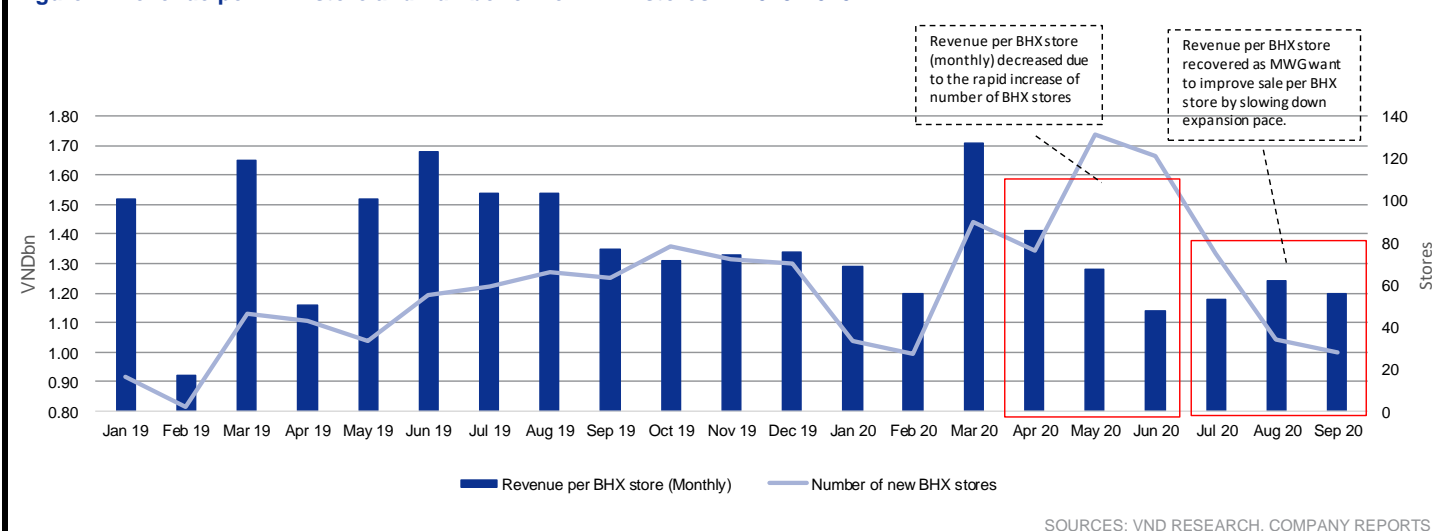
SOURCES: VND RESEARCH, COMPANY REPORTS

## Network expansion slowed down while gross margin widened ➤

BHX's opening process slowed down, opening only 137 new stores in 3Q20 (vs. 328 in 2Q20) to focus on efficiency of existing stores. In Aug 20 and Sep 20, only 34 and 28 new BHX stores were opened, respectively, fewer than 75 stores in Jul 20, 121 in Jun 20 and 131 in May 20.

As a result, revenue per BHX store in Sep 20 increased back to VND1.2bn from VND1.14bn in Jun 20. MWG continues to upgrade existing BHX standard stores to the larger format, called 'Bach Hoa Xanh 5bn', which has a revenue target of VND5bn per month. We expect this to increase revenue per BHX store in the future. As of Sep 20, BHX had 35 'Bach Hoa Xanh 5bn' stores, increasing to 72 stores by Oct 20.

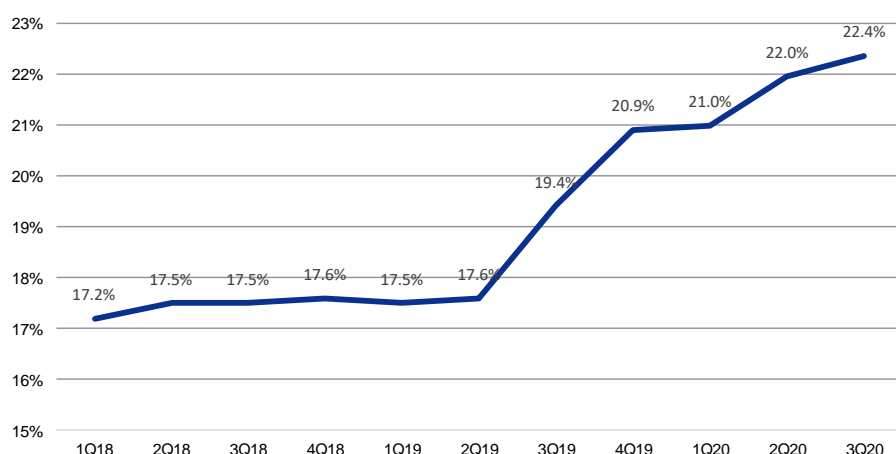
Figure 4: Revenue per BHX store and number of new BHX stores in 2019-2020



SOURCES: VND RESEARCH, COMPANY REPORTS

MWG's gross margin has consistently been maintained at a high level, especially in the food and FMCG segment of the BHX chain. MWG has found the light in these gloomy times by increasing the scale of BHX during and post the social distancing period. As a result, MWG has leveraged its position well to negotiate with suppliers so as to increase its profit margin for food and FMCG products to 25% during 2Q20 and 3Q20, 4% pts higher than 21% in the 1Q20 period. With the strong growth of the BHX chain combined with the shift in consumption to essential products after the social distancing period in Apr 20, we believe MWG will continue to enjoy economies of scale and maintain its superior negotiation position with suppliers in the period 2021-2022, thereby helping gross profit margin improve from about 25% in 3Q20 to 25.5% in 2021F and 26% in 2022F.

**Figure 5: MWG's gross profit margin over 2018-3Q20**



SOURCES: VND RESEARCH, COMPANY REPORTS

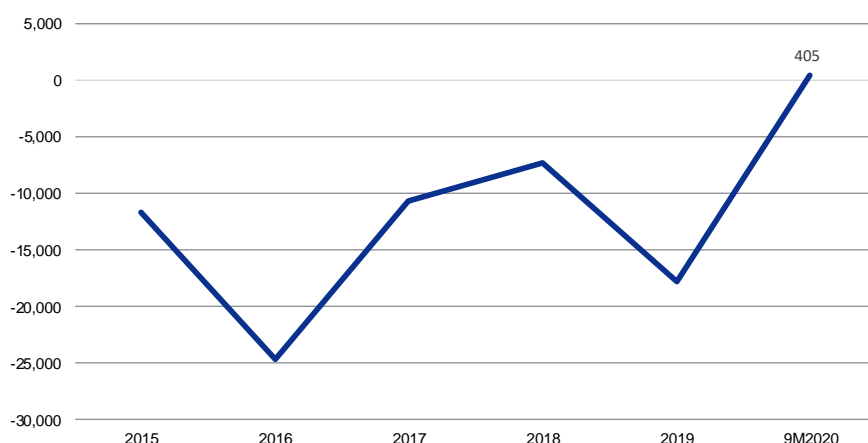
## Conservative mode with net cash position for first time ever ➤

MWG is staying conservative in light of the Covid-19 pandemic, especially since a second wave occurred in the central region in Jul-Aug 20, by reducing inventories and increasing cash and held-to-maturity investment in 3Q20.

Inventories at the end of 3Q20 reached VND17,514bn, down 32% YTD and 2% qoq, while inventories of electronics equipment and mobile phones were reduced 41.5% YTD and 6.4% qoq and 44.5% YTD and 9.1% qoq, respectively. On the other hand, inventory of food rose 35% qoq. The cashflow from inventory reduction was used to lift held-to-maturity investment by 111% YTD and 21.2% qoq to VND13,189bn at end-3Q20.

As a result, MWG's quick ratio jumped 30% pts YTD and 7% pts qoq to 63% at end-3Q20 while the debt/equity ratio reduced 76% pts YTD to 167% at end-3Q20. For the first time in its history, the company posted positive net cash per share, amounting to VND405 at end-3Q20.

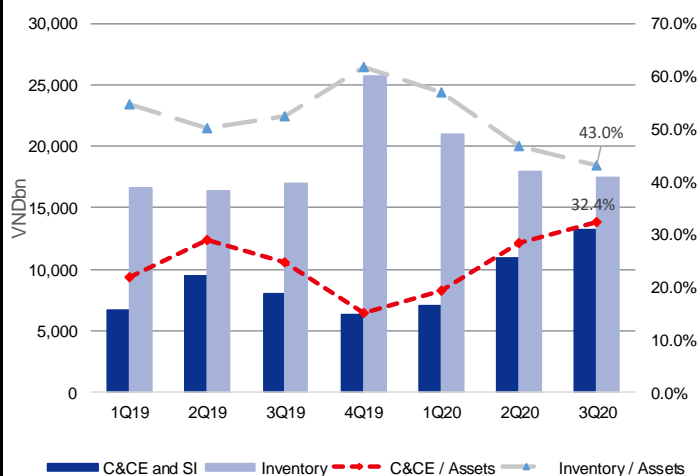
Figure 6: MWG's net cash per share (VND/share)



SOURCES: VND RESEARCH, COMPANY REPORTS

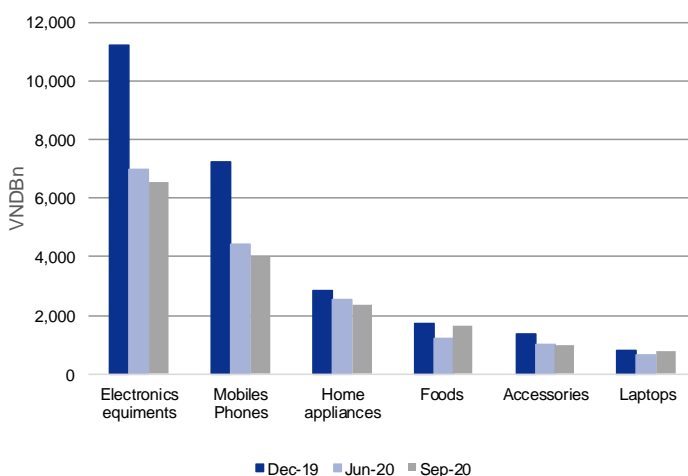
We believe this will allow MWG to be more proactive amid the uncertainty in consumption trends, with the consumption of non-essential products possibly trending down further and a potential third Covid-19 wave occurring when international routes are reopened. We expect the impact of the pandemic on the demand for non-essential products to persist in 2021F/22F, prompting MWG to keep inventory levels of these products low to reduce inventory risks.

Figure 7: A healthier balance sheet at end-3Q20



SOURCES: VND RESEARCH, COMPANY REPORTS

Figure 8: MWG's inventory by item in 3Q20 compared to end-19



SOURCES: VND RESEARCH, COMPANY REPORTS

## Earnings revision ➤

We increase our FY20F/FY21F/FY22F NP forecasts by 11.7%/5.1%/8.2% due to:

- Adjustment in the number of stores as BHX expanded slower than expected with MWG slowing the pace of expansion pace in 3Q20; we project 1,773/2,313/2,713 BHX stores by end-2020F/21F/22F compared to 1,996/2,536/2,936 in our previous forecasts.
- Reduction in BHX's FY20F/FY21F/FY22F average monthly revenue per store by 7.1%/12.5%/21.1% to VND1.3bn/VND1.4bn/VND1.5bn per store compared to VND1.4bn/VND1.6bn/VND1.9bn per store previously as the number of stores increased in 3Q20 in rural areas, leading to lower revenue per store than we had expected.
- GM expansion of 1.3% pts/0.6% pts/1.2% pts over FY20F/FY21F/FY22F as MWG focuses on high-margin products and increases its bargaining power for all 3 chains.

**Figure 9: Key changes**

	Old forecast			New forecast		
	2020F	2021F	2022F	2020F	2021F	2022F
<b>Number of store (End period)</b>						
TGDD	944	944	944	944	944	944
DMX	1089	1134	1134	1089	1134	1134
BHX	1996	2536	2936	1773	2313	2713
<b>Revenue per store (monthly)</b>						
TGDD	2.4	2.6	2.6	2.4	2.6	2.6
DMX	4.8	5.5	5.5	4.8	5.5	5.5
BHX	1.4	1.6	1.9	1.3	1.4	1.6

SOURCES: VND RESEARCH, COMPANY REPORTS

**Figure 10: Changes in forecasts**

	Old forecast			New forecast			%Chg			Comments
	2020F	2021F	2022F	2020F	2021F	2022F	2020F	2021F	2022F	
<b>Revenue</b>	<b>111,970.0</b>	<b>145,754.0</b>	<b>173,941.0</b>	<b>109,225.0</b>	<b>135,430.0</b>	<b>158,298.0</b>	<b>-2.45%</b>	<b>-7.08%</b>	<b>-8.99%</b>	
TGDD	28,361	29,736	30,114	28,361	29,736	30,397	0.00%	0.00%	0.94%	
DMX	60,091	73,008	81,773	60,091	73,008	81,773	0.00%	0.00%	0.00%	
BHX	23,518	43,010	62,054	20,773	32,686	46,128	-11.67%	-24.00%	-25.66%	We revised down our forecast of revenue of Bach Hoa Xanh chain due to lower number of BHX store and lower revenue per BHX store in 2020F/21F/22F. We project 1,773/2,313/2,713 BHX stores by end-2020F/21F/22F compared to 1,996/2,536/2,936 in our previous forecast. We also decreased BHXs FY20/FY21F/FY22F average monthly revenue per store by 7.1%/12.5%/21.1% to VND1.3bn/VND1.4bn/VND1.5bn per store by 2020F/21F/22F compared to VND1.4bn/VND1.6bn/VND1.9bn per store previously.
COGS	(90,058.0)	(116,554.0)	(139,531.0)	(86,370.0)	(107,573.0)	(124,993.0)	-4.10%	-7.71%	-10.42%	
<b>Gross profit</b>	<b>21,912.0</b>	<b>29,200.0</b>	<b>34,410.0</b>	<b>22,855.0</b>	<b>27,857.0</b>	<b>33,305.0</b>	<b>4.30%</b>	<b>-4.60%</b>	<b>-3.21%</b>	
% gross margin	19.6%	20.0%	19.8%	20.9%	20.6%	21.0%	1.30 pts %	0.60 pts %	1.20 pts %	We increased GM of TGDD&DMX to 20% in 2020F due to their strategy in Covid-19, which focus in sale of high GM products like household equipments and accessories. Thanks to the higher gross margin of BHX which maintained at 25% in 3Q20 when MWG increase their power of bargaining and economic of scale of BHXs chain, we increased GM of BHX to 24.0% in 2020F and 25.5% in 2021F.
TGDD & DMX	19.0%	19.0%	18.0%	20.1%	19.0%	19.0%	1.10 pts %	0.00 pts %	1.00 pts %	
BHX	21.7%	22.5%	23.0%	24.3%	25.5%	26.0%	2.60 pts %	3.00 pts %	3.00 pts %	
Selling expenses	(14,218.0)	(18,582.0)	(21,664.0)	(14,619.0)	(17,740.0)	(20,826.0)	2.82%	-4.53%	-3.87%	
G&A expenses	(2,799.0)	(3,644.0)	(3,479.0)	(3,277.0)	(3,386.0)	(3,166.0)	17.08%	-7.08%	-9.00%	Due to the strong store expansion in 2020F and 2021F, we increased SG&A expenses to revenue ratio in 2020F / 2021F from previous forecast of 15.2% / 15.2% to 16.4% / 15.6%
Selling expenses/Rev	12.7%	12.7%	12.5%	13.4%	13.1%	13.2%	0.70 pts %	0.40 pts %	0.70 pts %	
G&A expenses/Rev	2.5%	2.5%	2.0%	3.0%	2.5%	2.0%	0.50 pts %	0.00 pts %	0.00 pts %	
Net financial income	(345.5)	(329.2)	(292.3)	122.6	248.7	389.9	-135.48%	-175.57%	-233.38%	
Pretax profit	4,571.9	6,674.0	9,009.5	5,103.4	7,006.8	9,734.5	11.62%	4.99%	8.05%	
Net profit	3,466.6	5,060.5	6,831.4	3,873.5	5,318.2	7,388.5	11.74%	5.09%	8.16%	
EPS	7,656.2	10,903.4	14,229.0	8,524.0	11,383.0	15,298.0	11.32%	4.40%	7.51%	

SOURCES: VND RESEARCH, COMPANY REPORTS

## Valuation ➤

We reiterate our Add call with a higher TP of VND151,200 due to the 11.3%/4.4%/7.5% increase in FY20F/FY21F/FY22F EPS. We use sum-of-parts methodology to value MWG's two core businesses: consumer electronics (TGDD and DMX) at VND77,800 per share (WACC: 12.4%) and grocery retailing (BHX) at VND73,400 (WACC: 14%, lower than our previous forecast of 15% to reflect our conservative view given the risks in terms of profitability and expansion capabilities).

We retain our Add call, premised on 1) BHX's ongoing expansion, and 2) widening gross margin for all businesses. Key downside risks are: 1) lower-than-expected gross profit margin, and 2) another nationwide social distancing period due to a third wave of Covid-19 infections, especially in the business hubs of Hanoi and HCMC. Re-rating catalysts are BHX's faster-than-expected expansion, higher-than-expected revenue per store or higher-than-expected gross margin.



**Figure 11: Discounted cash flows – TGDD and DMX**

	FY20F	FY21F	FY22F	FY23F	FY24F	FY25F	FY26F	FY27F	FY28F	FY29F	FY30F
EBIT	6,049	6,914	7,934	7,293	6,453	6,913	7,118	7,371	7,672	8,017	7,297
Tax	-1,230	-1,733	-2,022	-1,911	-1,746	-1,880	-1,948	-2,026	-2,419	-2,526	-2,522
Depreciation	1,187	316	385	435	378	382	196	186	156	118	80
Capex	-370	-307	-182	-186	-190	-193	-197	-201	-205	-209	-217
Change in WC	782	190	-623	-890	-147	-36	11	-22	226	370	-600
FCF	6,418	5,380	5,492	4,741	4,748	5,186	5,180	5,308	5,430	5,770	4,038
Present value of FCF	5,905	4,412	4,009	3,082	2,706	2,645	2,383	2,176	1,955	1,846	1,171

SOURCES: VND RESEARCH, COMPANY REPORTS

**Figure 12: Discounted cash flows – BHX**

	FY20F	FY21F	FY22F	FY23F	FY24F	FY25F	FY26F	FY27F	FY28F	FY29F	FY30F
EBIT	-1,090	-186	1,378	2,720	5,596	6,668	7,872	8,652	9,092	9,302	8,189
Tax	0	0	-324	-639	-1,315	-1,567	-1,850	-2,033	-2,137	-2,186	-1,924
Depreciation	833	1,283	1,451	1,567	1,412	964	815	872	927	981	935
Capex	-2,562	-1,935	-1,531	-976	-922	-955	-988	-643	-662	-684	-706
Change in WC	1,267	1,074	1,027	888	664	1,997	932	666	461	359	76
FCF	-1,552	280	2,001	3,560	5,435	7,107	6,781	7,514	7,681	7,772	6,570
Present value of FCF	-1,412	224	1,401	2,172	2,935	3,340	2,780	2,705	2,458	2,176	1,577

SOURCES: VND RESEARCH, COMPANY REPORTS

**Figure 13: DCF valuation assumptions for MWG**
**Cost of capital**

Beta	0.9
Market premium	11.0%
Risk free rate	4.0%
Cost of equity	14.3%
Cost of debt	8.00%
<b>WACC</b>	<b>12.4%</b>

SOURCES: VND RESEARCH, COMPANY REPORTS

**Figure 14: DCF valuation – TGDD and DMX**

<b>PV of FCF</b>	<b>31,119.0</b>
PV of terminal value (2% growth)	13,044.4
Enterprise Value	44,163.4
Less: Total debt	15,156.4
Plus: Cash and Cash Equivalents	6,258.9
Equity value	35,254.2
Outstanding shares	453,254,547
Equity value per share	77,800

SOURCES: VND RESEARCH, COMPANY REPORTS

**Figure 15: DCF valuation – BHX (WACC = 14%)**

<b>PV of FCF</b>	<b>18,779.0</b>
PV of terminal value (2% growth)	12,922.6
Enterprise Value	31,701.6
Less: Total debt	-
Plus: Cash and Cash Equivalents	1,564.7
Equity value	33,266.3
Outstanding shares	453,254,547
Equity value per share	73,400

We applied WACC of 14% in calculation of BHX value to reflect our conservative view on the risks in terms of profitability and expansion capabilities.

SOURCES: VND RESEARCH, COMPANY REPORTS

**Figure 16: Target price**

	Method	Equity value per share (VND)
TGDD and DMX	DCF	77,800
BHX	DCF	73,400
Target price		151,200

SOURCES: VND RESEARCH, COMPANY REPORTS

Figure 17: Peer comparison

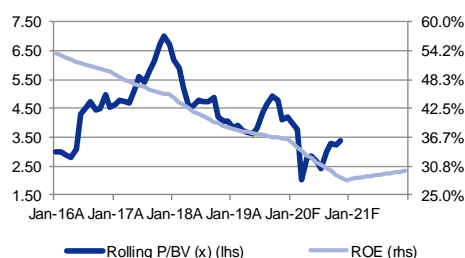
Company	Bloomberg Ticker	Recom.	Share Price (local curr)	Target Price (local curr)	Market Cap (US\$ m)	P/E (x)			3-year EPS CAGR (%)	P/BV (x)			ROE (%)			ROA (%)		
						TTM	FY20F	FY21F		TTM	FY20F	FY21F	TTM	FY20F	FY21F	TTM	FY20F	FY21F
Mobile World Investment Corp	MWG VN	ADD	112,000	151,200	2,189	13.2	13.5	10.0	31.3%	3.3	3.3	2.6	29.0%	26.9%	29.3%	10.5%	8.8%	10.7%
<b>Consumer electronics peers</b>																		
Erajaya Swasembada Tbk PT	ERAA IJ	ADD	1,835	1,750	415	13.8	16.5	11.5	32.1%	1.1	1.1	1.0	8.7%	6.7%	9.0%	4.3%	3.6%	4.8%
FPT DIGITAL RETAIL JSC	FRT VN	na	22,450	na	77	na	15.0	10.6	-16.6%	1.5	1.2	1.1	-0.2%	6.8%	12.1%	0.0%	1.6%	2.8%
Challenger Technologies Ltd	CHLG SP	na	0.48	na	122	8.6	na	na	14.2%	1.5	na	na	18.5%	na	na	12.2%	na	na
Sunfar Computer Co Ltd	6154 TT	na	12.70	na	36	25.5	na	na	-28.7%	0.9	na	na	2.6%	na	na	1.5%	na	na
Tsann Kuen Enterprise Co Ltd	2430 TT	na	19.05	na	111	12.2	na	na	-22.2%	0.7	na	na	5.6%	na	na	1.9%	na	na
<b>Average - Consumer electronics peers</b>						<b>15.0</b>	<b>15.7</b>	<b>11.0</b>	<b>-4.2%</b>	<b>1.1</b>	<b>1.2</b>	<b>1.1</b>	<b>7.0%</b>	<b>6.8%</b>	<b>10.5%</b>	<b>4.0%</b>	<b>2.6%</b>	<b>3.8%</b>
<b>Median - Consumer electronics peers</b>						<b>13.0</b>	<b>15.7</b>	<b>11.0</b>	<b>-16.6%</b>	<b>1.1</b>	<b>1.2</b>	<b>1.1</b>	<b>5.6%</b>	<b>6.8%</b>	<b>10.5%</b>	<b>1.9%</b>	<b>2.6%</b>	<b>3.8%</b>
<b>Grocery retailing peers</b>																		
Taiwan FamilyMart Co Ltd/Taiwan	5903 TT	na	267.5	na	2,093	28.5	27.8	25.0	10.1%	9.8	8.9	8.2	36.1%	33.6%	33.8%	3.5%	4.3%	4.7%
Sumber Alfaría Trijaya Tbk PT	AMRT IJ	na	720.0	na	2,121	27.2	28.3	23.8	45.9%	4.4	3.9	3.4	16.7%	15.0%	16.2%	4.5%	4.9%	5.9%
<b>Average - Grocery retailing peers</b>						<b>16.0</b>	<b>15.7</b>	<b>11.0</b>	<b>0.2%</b>	<b>1.2</b>	<b>1.2</b>	<b>1.1</b>	<b>7.4%</b>	<b>6.8%</b>	<b>10.5%</b>	<b>4.5%</b>	<b>2.6%</b>	<b>3.8%</b>

SOURCES: VND RESEARCH, BLOOMBERG (as of 17 Nov 2020)

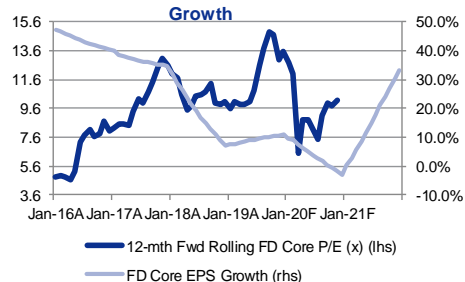


## BY THE NUMBERS

P/BV vs ROE



12-mth Fwd FD Core P/E vs FD Core EPS Growth



### Profit & Loss

(VNDb)	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
<b>Total Net Revenues</b>	<b>86,516</b>	<b>102,174</b>	<b>109,225</b>	<b>135,430</b>	<b>158,298</b>
<b>Gross Profit</b>	<b>15,292</b>	<b>19,488</b>	<b>22,855</b>	<b>27,857</b>	<b>33,305</b>
<b>Operating EBITDA</b>	<b>5,094</b>	<b>6,420</b>	<b>6,981</b>	<b>8,332</b>	<b>11,150</b>
Depreciation And Amortisation	(1,223)	(1,443)	(2,022)	(1,601)	(1,837)
<b>Operating EBIT</b>	<b>3,871</b>	<b>4,977</b>	<b>4,959</b>	<b>6,731</b>	<b>9,313</b>
Financial Income/(Expense)	(94)	61	123	249	390
Pretax Income/(Loss) from Assoc.	(2)	(3)	0	0	0
Non-Operating Income/(Expense)	12	19	22	27	32
<b>Profit Before Tax (pre-EI)</b>	<b>3,786</b>	<b>5,053</b>	<b>5,103</b>	<b>7,007</b>	<b>9,735</b>
Exceptional Items					
<b>Pre-tax Profit</b>	<b>3,786</b>	<b>5,053</b>	<b>5,103</b>	<b>7,007</b>	<b>9,735</b>
Taxation	(906)	(1,217)	(1,230)	(1,689)	(2,346)
Exceptional Income - post-tax					
<b>Profit After Tax</b>	<b>2,880</b>	<b>3,836</b>	<b>3,874</b>	<b>5,318</b>	<b>7,389</b>
Minority Interests	(2)	(2)	(4)	(5)	(7)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
<b>Net Profit</b>	<b>2,879</b>	<b>3,834</b>	<b>3,870</b>	<b>5,313</b>	<b>7,381</b>
Recurring Net Profit	2,879	3,834	3,870	5,313	7,381
<b>Fully Diluted Recurring Net Profit</b>	<b>2,879</b>	<b>3,834</b>	<b>3,870</b>	<b>5,313</b>	<b>7,381</b>

### Cash Flow

(VNDb)	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
<b>EBITDA</b>	<b>5,094</b>	<b>6,420</b>	<b>6,981</b>	<b>8,332</b>	<b>11,150</b>
Cash Flow from Inv. & Assoc.	(2)	(3)	0	0	0
Change In Working Capital	(1,981)	(6,454)	1,416	824	108
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	12	19	22	27	32
Other Operating Cashflow	50	(235)	508	249	13
Net Interest (Paid)/Received	(94)	61	123	249	390
Tax Paid	(830)	(1,092)	(1,230)	(1,689)	(2,346)
<b>Cashflow From Operations</b>	<b>2,249</b>	<b>(1,286)</b>	<b>7,819</b>	<b>7,992</b>	<b>9,347</b>
Capex	(1,484)	(3,067)	(2,931)	(2,242)	(1,713)
Disposals Of FAs/subsidiaries	1	1	2	3	4
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(850)	(2,752)	(568)	(983)	(762)
<b>Cash Flow From Investing</b>	<b>(2,332)</b>	<b>(5,818)</b>	<b>(3,497)</b>	<b>(3,221)</b>	<b>(2,471)</b>
Debt Raised/(repaid)	203	7,104	1,003	2,462	(600)
Proceeds From Issue Of Shares	705	90	1	2	2
Shares Repurchased	(1)	(5)	0	0	0
Dividends Paid	(486)	(658)	(680)	(706)	(734)
Preferred Dividends					
Other Financing Cashflow	(0)	0		0	
<b>Cash Flow From Financing</b>	<b>422</b>	<b>6,532</b>	<b>325</b>	<b>1,758</b>	<b>(1,331)</b>
Total Cash Generated	338	(572)	4,647	6,529	5,544
<b>Free Cashflow To Equity</b>	<b>120</b>	<b>0</b>	<b>5,325</b>	<b>7,233</b>	<b>6,276</b>
<b>Free Cashflow To Firm</b>	<b>353</b>	<b>(6,534)</b>	<b>5,106</b>	<b>5,646</b>	<b>7,799</b>

SOURCES: VND RESEARCH, COMPANY REPORTS

## BY THE NUMBERS... cont'd

### Balance Sheet

(VNDb)	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
Total Cash And Equivalents	3,800	6,252	11,111	18,429	24,662
Total Debtors	1,560	1,815	2,239	2,701	3,086
Inventories	17,446	25,745	22,622	25,052	27,428
Total Other Current Assets	583	1,199	1,022	1,257	1,604
<b>Total Current Assets</b>	<b>23,390</b>	<b>35,012</b>	<b>36,995</b>	<b>47,439</b>	<b>56,779</b>
Fixed Assets	3,305	5,375	6,284	6,923	6,797
Total Investments	60	56	66	68	63
Intangible Assets	581	520	527	535	543
Total Other Non-Current Assets	805	745	1,130	1,520	1,756
<b>Total Non-current Assets</b>	<b>4,751</b>	<b>6,696</b>	<b>8,006</b>	<b>9,047</b>	<b>9,159</b>
Short-term Debt	5,797	13,031	14,143	16,763	16,359
Current Portion of Long-Term Debt					
Total Creditors	12,049	15,340	14,381	18,561	21,774
Other Current Liabilities	62	72	78	97	113
<b>Total Current Liabilities</b>	<b>17,907</b>	<b>28,442</b>	<b>28,602</b>	<b>35,421</b>	<b>38,245</b>
Total Long-term Debt	1,248	1,122	1,013	855	660
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	2	0	0	0	0
<b>Total Non-current Liabilities</b>	<b>1,250</b>	<b>1,122</b>	<b>1,013</b>	<b>855</b>	<b>660</b>
Total Provisions	0	0	0	0	0
<b>Total Liabilities</b>	<b>19,157</b>	<b>29,565</b>	<b>29,615</b>	<b>36,276</b>	<b>38,905</b>
Shareholders' Equity	8,977	12,136	15,421	20,202	27,037
Minority Interests	6	8	12	17	24
<b>Total Equity</b>	<b>8,983</b>	<b>12,144</b>	<b>15,433</b>	<b>20,219</b>	<b>27,061</b>

### Key Ratios

	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
Revenue Growth	30.4%	18.1%	6.9%	24.0%	16.9%
Operating EBITDA Growth	46.8%	26.0%	8.7%	19.3%	33.8%
Operating EBITDA Margin	5.90%	6.30%	6.40%	6.20%	7.00%
Net Cash Per Share (VND)	(7,708)	(17,639)	(8,793)	1,712	15,549
BVPS (VND)	21,328	27,092	33,522	42,668	55,006
Gross Interest Cover	8.90	8.70	6.30	7.70	10.10
Effective Tax Rate	23.9%	24.1%	24.1%	24.1%	24.1%
Net Dividend Payout Ratio	16.9%	17.2%	17.6%	13.3%	9.9%
Accounts Receivables Days	3.80	1.10	1.40	1.70	1.50
Inventory Days	75.6	95.3	102.5	80.9	76.6
Accounts Payables Days	40.00	44.80	46.60	39.20	41.50
ROIC (%)	41.6%	40.9%	24.8%	34.8%	48.2%
ROCE (%)	29.3%	26.5%	20.6%	23.0%	25.9%
Return On Average Assets	11.7%	10.8%	8.7%	10.0%	11.4%

### Key Drivers

	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
ASP (% chg, main prod./serv.)	N/A	N/A	N/A	N/A	N/A
Unit sales grth (% , main prod./serv.)	N/A	N/A	N/A	N/A	N/A
No. of POS (main prod/serv)	1,782	2,014	2,033	2,078	2,078
SSS grth (% , main prod/serv)	N/A	N/A	N/A	N/A	N/A
ASP (% chg, 2ndary prod./serv.)	N/A	N/A	N/A	N/A	N/A
Unit sales grth (% , 2ndary prod/serv)	N/A	N/A	N/A	N/A	N/A
No. of POS (2ndary prod/serv)	405	1,008	1,773	2,313	2,713
SSS grth (% , 2ndary prod/serv)	N/A	N/A	N/A	N/A	N/A

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/her coverage of company(ies) in the performance of his/her duties or the performance of his/her 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 October 31, 2020 VNDIRECT Securities Corporation has a proprietary position in the securities (which may include but not be 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 18, 2020, the analyst(s) who prepared this report, and the associate(s), has / have an interest in the securities (which may include but not be 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 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) and Type 4 (advising on securities) 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 our own 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 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: INZ000209135) 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 November 18, 2020,, 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, AOT, AWC, BANPU, BBL, BCH, BCP, BCPG, BDMS, BEC, BEM, BGC, BGRIM, BH, BJC, 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, KCE, KKP, KTB, KTC, LH, MAJOR, MBK, MEGA, MINT, MTC, ORI, OSP, PLANB, PRM, PSH, PSL, PTG, PTT, PTTEP, PTTGC, QH, RATCH, RS, SAWAD, SCB, SCC, SGP, SPALI, SPRC, STA, STEC, STPI, SUPER, TASCO, TCAP, THAI, THANI, THG, TISCO, TKN, TMB, TOA, TOP, TPIPP, TQM, TRUE, TTW, TU, VGI, WHA, BEAUTY, JMART, LPN, SISB, 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. 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 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.

This material is categorised as non-independent for the purposes of CGS-CIMB UK and therefore does not provide an impartial or objective assessment of the subject matter and does not constitute independent research. Consequently, this material has not been prepared in accordance with legal requirements designed to promote the independence of research and will not be subject to any prohibition on dealing ahead of the dissemination of research. Therefore, this material is considered 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 an affiliate 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.

**United States Third-Party Disclaimer:** If this report is distributed in the United States of America by Raymond James & Associates, Inc (“RJA”), this report is third-party research prepared for and distributed in the United States of America by RJA pursuant to an arrangement between RJA and CGS-CIMB Securities International Pte. Ltd. (“CGS-CIMB”). CGS-CIMB is not an affiliate of RJA. This report is distributed solely to persons who qualify as “U.S. Institutional Investors” or as “Major U.S. Institutional Investors” as defined in Rule 15a-6 under the Securities and Exchange Act of 1934, as amended. This communication is only for U.S. Institutional Investors or Major U.S. Institutional Investor 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 U.S. Institutional Investor must not rely on this communication. The delivery of this report to any person in the U.S. is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein. If you are receiving this report in the U.S from RJA, a FINRA/SIPC member, it 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. or RJA. <https://raymondjames.com/InternationalEquityDisclosures>

**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 2020

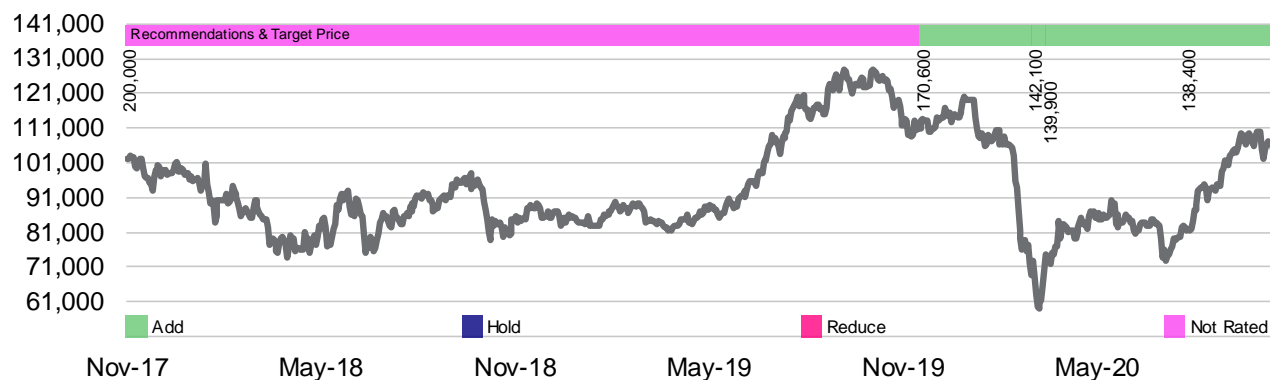
795 companies under coverage for quarter ended on 30 September 2020

	Rating Distribution (%)	Investment Banking clients (%)
Add	63.0%	0.5%
Hold	25.2%	0.1%
Reduce	11.8%	0.3%

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

#### Mobile World Investment Corp (MWG VN)

— Price Close



## Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2019, Anti-Corruption 2019

**ADVANC** – Excellent, Certified, **AEONTS** – Good, n/a, **AH** – Very Good, n/a, **AMATA** – Excellent, Declared, **ANAN** – Excellent, Declared, **AOT** – Excellent, n/a, **AP** – Excellent, Certified, **ASP** – Very Good, Certified, **BAM** – not available, n/a, **BANPU** – Excellent, Certified, **BAY** – Excellent, Certified, **BBL** – Very Good, Certified, **BCH** – Good, Certified, **BGP** – Excellent, Certified, **BPG** – Excellent, Certified, **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, n/a, **BJCHI** – Very Good, Certified, **BLA** – Very Good, Certified, **BPP** – Very Good, Declared, **BR** – Good, n/a, **BTS** – Excellent, Certified, **CBG** – Very Good, n/a, **CCET** – Good, n/a, **CENEL** – Very Good, Certified, **CHAYO** – Good, n/a, **CHG** – Very Good, Declared, **CK** – Excellent, n/a, **COL** – Excellent, Declared, **CPALL** – Excellent, Certified, **CPF** – Excellent, Certified, **CPN** – Excellent, Certified, **CPNREIT** – not available, n/a, **CRC** – not available, n/a, **DELTA** – Excellent, Declared, **DEMCO** – Excellent, Certified, **DDD** – Very Good, n/a, **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, **GGC** – 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, **HUMAN** – Good, n/a, **ICHI** – Excellent, Declared, **III** – Excellent, n/a, **INTUCH** – Excellent, Certified, **IRPC** – Excellent, Certified, **ITD** – Very Good, n/a, **IVL** – Excellent, Certified, **JASIF** – not available, n/a, **BJC** – Very Good, n/a, **JMT** – Very Good, n/a, **KBANK** – Excellent, Certified, **KCE** – Excellent, Certified, **KKP** – Excellent, Certified, **KSL** – Excellent, Certified, **KTG** – Excellent, Certified, **KTC** – Excellent, Certified, **LH** – Excellent, n/a, **LPN** – Excellent, Certified, **M** – Very Good, Certified, **MACO** – Very Good, n/a, **MAJOR** – Very Good, n/a, **MAKRO** – Excellent, Certified, **MALEE** – Excellent, Certified, **MC** – Excellent, Certified, **MCOT** – Excellent, Certified, **MEGA** – Very Good, n/a, **MINT** – Excellent, Certified, **MK** – Very Good, n/a, **MTG** – Excellent, n/a, **NETBAY** – Very Good, n/a, **OSP** – Very Good, n/a, **PLANB** – Excellent, Certified, **PLAT** – Very Good, Certified, **PR9** – Excellent, n/a, **PSH** – Excellent, Certified, **PSTC** – Very Good, Certified, **PTT** – Excellent, Certified, **PTTEP** – Excellent, Certified, **PTTGC** – Excellent, Certified, **QH** – Excellent, Certified, **RATCH** – Excellent, Certified, **ROBINS** – Excellent, Certified, **RS** – Excellent, n/a, **RSP** – not available, n/a, **S** – Excellent, n/a, **SAPPE** – Very Good, Declared, **SAT** – Excellent, Certified, **SAWAD** – Very Good, n/a, **SC** – Excellent, Certified, **SCB** – Excellent, Certified, **SCC** – Excellent, Certified, **SCN** – Excellent, Certified, **SF** – Good, n/a, **SHR** – not available, 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** – Excellent, Certified, **TASCO** – Excellent, Certified, **TCAP** – Excellent, Certified, **THANI** – Excellent, Certified, **TIPCO** – Very Good, Certified, **TISCO** – Excellent, Certified, **TKN** – Very Good, n/a, **TMB** – Excellent, Certified, **TNR** – Very Good, Certified, **TOP** – Excellent, Certified, **TPCH** – Good, n/a, **TIPIP** – Good, n/a, **TRUE** – Excellent, Certified, **TU** – Excellent, Certified, **TVO** – Excellent, Declared, **UNIQ** – not available, n/a, **VGI** – Excellent, Certified, **WHA** – Excellent, Certified, **WHART** – not available, n/a, **WICE** – Excellent, Certified, **WORK** – Good, n/a.

1 CG Score 2019 from Thai Institute of Directors Association (IOD)

2 AGM Level 2018 from Thai Investors Association

3 Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of November 30, 2018) are categorised into:

companies that have declared their intention to join CAC, and companies certified by CAC.

4 The Stock Exchange of Thailand : the record of listed companies with corporate sustainable development "Thai sustainability Investment 2018" included:

SET and mai listed companies passed the assessment conducted by the Stock Exchange of Thailand: THSI (SET) and THSI (mai)

SET listed companies passed the assessment conducted by the Dow Jones Sustainability Indices (DJSI) .

### 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

**Bach PHAN Nhu – Analyst**

Email: bach.phannhu@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>