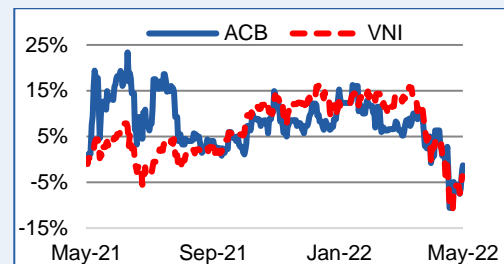




# Asia Commercial Bank (ACB) [BUY +76.6%]

## Update Report

<b>Industry:</b>	<b>Banking</b>		<b>2021</b>	<b>2022F</b>	<b>2023F</b>	<b>2024F</b>
<b>Report Date:</b>	<b>May 26, 2022</b>					
Current Price:	VND30,350	PPOP y/y	45.5%	20.6%	18.8%	15.9%
Target Price:	VND52,600	NPAT y/y	25.0%	47.7%	15.1%	16.0%
Last Target Price:	VND44,200	EPS y/y	25.2%	48.2%	15.2%	16.1%
		NIM	4.01%	4.08%	4.16%	4.22%
		NPL ratio	0.78%	0.80%	0.80%	0.80%
Upside to TP:	73.3%	CIR	34.9%	34.2%	33.5%	33.3%
Dividend Yield:	3.3%	P/E	8.5x	5.8x	5.0x	4.3x
TSR:	76.6%	P/B	1.8x	1.4x	1.1x	0.9x



Market Cap:	USD3.5bn		<b>ACB</b>	<b>Peers</b>	<b>VNI</b>
Foreign Room:	USD0	P/E (ttm)	7.9x	8.2x	13.6x
ADTV30D:	USD5.2mn	P/B (curr)	1.7x	1.6x	2.1x
State Ownership:	0%	ROE	23.5%	21.4%	15.9%
Outstanding Shares:	2.702 bn	ROA	2.1%	1.8%	2.6%
Fully Diluted Shares:	2.702 bn				

### Company Overview

Founded in 1993, ACB is the sixth largest bank among our coverage banks by total assets as of December 31, 2021. The bank primarily focuses on the retail and SME segments. ACB listed shares on HNX in 2006 and moved to HSX in 2020.

### Nhan Nguyen

Analyst

[nhan.nguyen@vcsc.com.vn](mailto:nhan.nguyen@vcsc.com.vn)

+84 28 3914 3588 ext. 139

### Long Ngo

Associate Director

[long.ngo@vcsc.com.vn](mailto:long.ngo@vcsc.com.vn)

+84 28 3914 3588 ext. 123

## Raising forecasts, target price on higher NIM projections

- We raise our target price (TP) for ACB by 19.1% to VND52,600/share and maintain our BUY rating following a 9% aggregate increase in our 2022-2026F net income forecast and the positive effect of rolling our TP forward to mid-2023.
- We raise our aggregate bottom-line forecast for 2022-2026F by 9% mainly due to (1) an 8.6% aggregate increase in NII and (2) 1.5% aggregate decrease in non-interest expenses, which are partially offset by (1) a 3.8% aggregate decrease in income from trading & investment securities, (2) 37.6% aggregate decrease in net other income and (3) 16.4% aggregate increase in provision expenses.
- We increase our 2022F NPAT-MI forecast by 0.8%, which we mainly attribute to (1) a 2.0% increase in our NII forecast following a 9-bp increase in our NIM forecast and (2) an adjustment in our modelling for provision expenses that raises our 2022F provision expenses to VND758bn vs VND640bn as previously (despite significant reversals in Q1 2022).
- We add a projection for a reoccurring cash dividend of VND1,000/share (10% on par value) from 2022F, which was proposed by ACB at the bank's recent AGM.
- Downside risks to our positive view: Failure to capture higher lending market share; competition risks could stifle progress on growing CASA.

**ACB aims to be the first bank under our coverage to reinstate a cash dividend after a multiyear pause.** In a move not yet followed by other banks in our coverage universe, ACB has proposed a fiscal year 2022 cash dividend of VND 1,000/share (10% on par value) despite the State Bank of Vietnam (SBV) reiterating its preference for earnings to be retained to boost CAR earlier this year. The proposed cash dividend equates to a 17.9% dividend payout ratio in 2022F vs 82.1% in 2015, which indicates how financially conservative the proposal is. As a result, we think it is likely that ACB will ultimately receive approval from the SBV.

**2022F NIM to improve slightly from historic high in 2021 thanks to efforts to enhance the retail customer base and contributions from cheaper funding sources.** In Q1 2022, ACB's NIM rose 32 bps QoQ to 4.22% (-7 bps YoY). ACB disclosed that it attracted 800,000 new active customers in 2021 thanks to its preferential interest rate packages. Based on the increased utilization of interbank funding in recent quarters and management's expectation of ongoing access to cheaper forms of funding in 2022, we forecast that COF will increase but at a contained amount of 14 bps to 3.56% — slightly less than our 15-bp forecast increase in IEA to 7.29%. The increase in IEA yield for 2022F is more muted than what we expect at other private banks, which reflects ACB's continuing promotional lending packages. We anticipate strong 20% YoY credit growth in 2022F and a 7-bp YoY increase in NIM, resulting in net interest income increasing by 19.1% YoY.

## Q1 2022 Recap: Miss on NFI and OPEX results in NPAT trailing our forecast despite provision reversal

Figure 1: ACB's Q1 2022 results

VND bn	Q1 2021	Q1 2022	YoY	% of 2022F Old	VCSC comments
Net interest income (NII)	4,640	5,441	17.3%	24.6%	* NII increased 17.3% YoY in Q1 2022 and tracked in line with our full-year forecast for a 24.6% completion. Credit growth was 5.0% in Q1 2022 vs our full-year forecast 20%.
Net fee income (NFI)* (including FX)	821	1,043	26.9%	23.7%	* Pure NFI increased 18.2% YoY to VND739bn in Q1 2022 — a modest increase compared the same period last year. * In contrast, FX trading continued to deliver strong growth of 27.5% QoQ and 54.6% YoY to VND303bn, contributing 21.5% to non-interest income (NolI).
Total Non-interest income (NOII)	1,036	1,409	36.0%	24.5%	
TOI	5,675	6,850	20.7%	24.6%	* Despite continued growth in NII and NFI, trading securities and investment securities did not follow suit in Q1 2022, contributing to a combined -VND5bn (mainly due to a surge in provision for trading securities) — VND162bn less than income in Q1 2021 — and dragged TOI growth. However, TOI tracked in line with our forecast.
OPEX	(1,965)	(2,739)	39.3%	28.4%	* Main contributors to OPEX include salary expenses and administration expenses, which increased 25% YoY and 21.6% YoY, respectively.
Pre-provision operating profits (PPOP)	3,710	4,111	10.8%	22.6%	
Provision expenses	(606)	3	N/A	N/A	* Restructured loans started to decrease in Q1 2022, dropping from VND17tn at end-2021 to VND15tn. After making full provision of VND2.3tn for its entire restructured loan balance in 2021, ACB experienced a major reversal in specific provisions in Q1 2022, which we mainly attribute to these restructured loans and thus results in positive provision expenses for the quarter.
NPAT-MI	2,483	3,288	32.4%	23.4%	* NPAT-MI still delivered impressive YoY growth in Q1 2022 despite weakness from its bond portfolio.
NIM	4.29%	4.22%	-7 bps		* NIM edged down 7 bps YoY in Q1 2022 to 4.22% but was up 32 bps QoQ and is currently tracking ahead of our (old) 2022F of 3.99%. The YoY drop in NIM was mainly due to a 67-bp YoY drop in IEA yields that outpaced a 59-bp YoY decrease in cost of funds.
Interest-earning asset (IEA) yields	7.69%	7.02%	-67 bps		* We believe the drop in asset yields was due to (1) a reduction in yield from loans to customers and credit institutions and (2) a higher weighting of less profitable balances with the SBV and other credit institutions.
Cost of funds (COF)	3.71%	3.12%	-59 bps		* The YoY drop in COF was in large part driven by a 4.9-ppt YoY increase in CASA ratio.
CASA ratio**	22.0%	26.9%	4.9 ppts		* Q1 2022 marks the ninth consecutive quarterly increase in ACB's CASA ratio, which at 26.9% is a 4.9-ppt YoY or 1.4-ppt QoQ increase.
CASA** with term deposits in foreign currencies	23.3%	27.9%	4.6 ppts		
CIR	34.6%	40.0%	5.4 ppts		* A 39.3% YoY increase in OPEX made CIR climb 5.4 ppts YoY.
NPL ratio	0.92%	0.83%	-9 bps		* NPL ratio declined by 9 bps YoY to 0.83% — close to 2021's average. Group 2 loans relative to gross loans decreased to 0.43% in Q1 2022 (-10 bps QoQ and +11 bps YoY).
Loan growth (3M)	4.1%	5.0%	0.9 ppts		
Deposit growth (3M)	-0.3%	1.6%	1.9 ppts		

Source: ACB, VCSC; units are in VND bn unless otherwise stated; \*net fee income includes FX income; \*\*CASA volume includes demand and margin deposits.

## 2022 Outlook: NPAT to surge, boosted by further provision reversals

Figure 2: VCSC's 2022 forecasts

VND bn	2021	2022F New	2022F Old	2022F new vs 2021	VCSC comments on 2022 forecasts
Net interest income	18,945	22,567	22,117	19.1%	* We keep our 2022F credit growth at 20% YoY, which is reinforced by 5.0% growth in Q1 2022. ACB demonstrated its resilience to negative external pressures by beating our credit growth forecast for 2021 by 2.7 ppts. * As ACB has a strong deposit franchise (thus reducing the need to hold high buffers) and is expecting ongoing access to interbank funding, we thus decrease our customer deposit growth expectation by 1.0 ppt.
Net fee income (including FX)	3,766	4,404	4,404	17.0%	
Total NOII	4,619	5,552	5,741	20.2%	* We keep our forecast for NOII relatively unchanged due to a combination of (1) lower expectations for profits from trading & investment securities due to upward trending bond yields, which is counterbalanced by (2) a surge in net other income, as evidenced in Q1 2022 at VND369bn (+654% YoY).
TOI	23,564	28,119	27,857	19.3%	
OPEX	(8,230)	(9,629)	(9,629)	17.0%	
PPOP	15,334	18,490	18,229	20.6%	
Provision expenses	(3,336)	(758)	(640)	-77.3%	* We assume no significant provision expenses related to restructured loans will be booked in 2022F and maintain our prediction of major reversals in 2022. However, as we revise our approach to forecast ACB's required provision balance, we increase our forecast for provision expenses to VND758bn.
NPAT-MI	9,603	14,186	14,071	47.7%	
NIM	4.01%	4.08%	3.99%	7 bps	* We increase our 2022F NIM by 9 bps due to (1) a drop in COF as a result of management's expectation for increased reliance on cheaper funding sources (both interbank and issuance of bonds) and (2) a reduced IEA yield forecast that is prompted by ACB's plan to expand market share. * We maintain our view that support packages for customers affected by COVID-19 will cease in 2022F. However, we believe ACB's lending rate cut program will continue going forward, which is motivated by the bank's desire to take market share.
IEA yield	7.14%	7.29%	7.41%	15 bps	
Cost of funds	3.42%	3.56%	3.79%	14 bps	
CASA ratio*	25.5%	26.5%	26.5%	100 bps	* Our cut in 2022F COF follows ACB delivering the second highest QoQ drop in COF in Q1 2022 among the banks in our coverage despite steady deposit growth in recent quarters. * ACB impressively increased its CASA ratio from 25.5% in Q4 2021 to 26.9% in Q1 2022 and 27.5% in 4M 2022. However, as management shared that ACB is exploring other cheaper forms of funding, we do not revise our forecast for CASA in 2022F.
CIR	34.9%	34.2%	34.6%	-0.7 ppts	
NPL ratio	0.78%	0.80%	0.80%	2 bps	* We maintain our assumption that ACB will manage its NPL ratio under 1.0%. * Our 2022F credit growth is 20% YoY, which we keep intact under our assumption that ACB will continue to develop its retail segment without pressure from larger banks' expansion.
Gross loans	357,163	428,596	428,596	20%	
Customer deposits	379,921	444,507	448,306	17.0%	* We assume a cash dividend to be paid in 2022 at 10% on par value (VND1,000/share) following management's AGM proposal.
Valuable papers	30,548	35,548	35,548	16.4%	
Total assets	527,770	608,152	612,022	15.2%	
Total equity	44,901	58,815	58,700	31.0%	
ROAA	1.98%	2.50%	2.47%	52 bps	
ROAE	23.90%	27.36%	27.16%	346 bps	
Regulated LDR	77.23%	81.15%	80.5%	3.92 ppts	

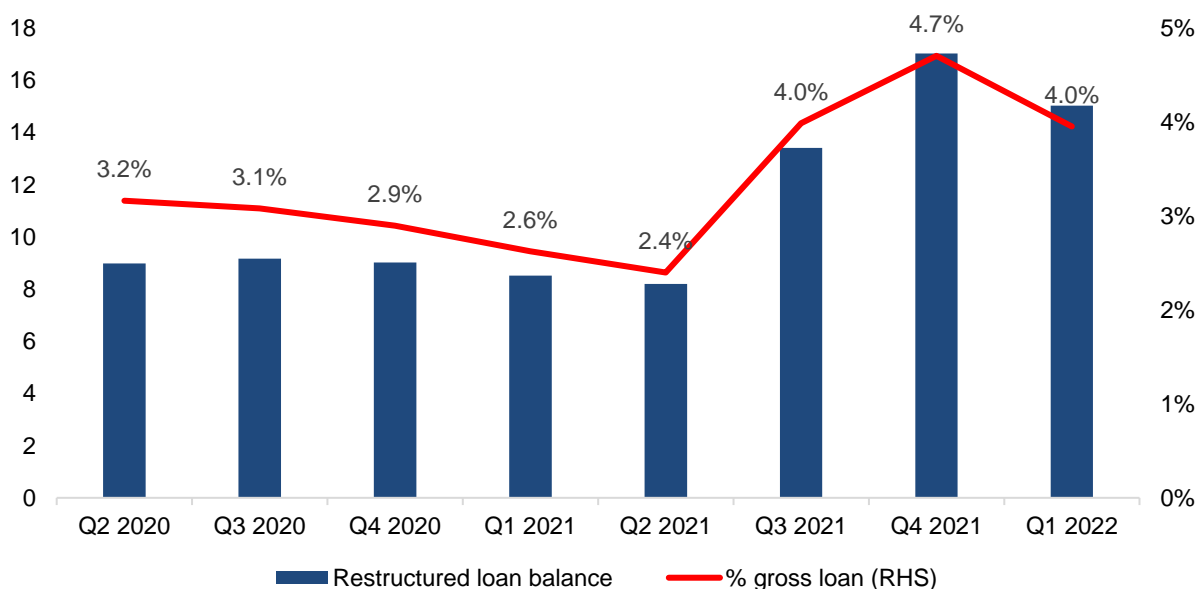
Source: ACB, VCSC; units are in VND bn unless otherwise stated; \*CASA volume includes demand and margin deposits.

**ACB's decision to eschew property developer exposure adds resiliency to its share price performance.** ACB has low exposure to the current crackdown on speculative activity in the real estate sector. Specifically, the bank has no exposure to corporate bonds, a low loan book contribution from non-mortgage real estate lending (6.6% of total loans as of Q1 2022), a retail contribution of 63% to total loans and a 30%-40% mortgage lending in the retail book. Our observation of ACB's stock price performance so far in 2022 ranks it as the second-best performing private bank behind MBB, which shows that investors recognize these defensive characteristics.

**We revise up our NIM forecast for the explicit forecast years of 2022F-2026F to an average 4.17% vs 3.83% as previously (+34 bps).** We entered 2021 forecasting funding cost for the entire year at 4.55%, but the actual cost ended up at 3.42%. In addition, at the start of 2022, we penciled in funding cost to be 3.79% for the entire year, but Q1 2022's figure was 3.12%. In this Update Report, we model for IEA yield at an average of 7.6% for ACB's loan book in 2022F-2026F vs our previous forecast of 7.8%; we also decrease our average forecast of funding costs to 3.7% in 2022F-2026F vs our previous forecast of 4.4%. Our updated assumption takes into consideration management's expectation of being able to implement a funding structure with less costly sources that has a stronger focus on its retail customer base and exploring cheaper forms of funds.

**Restructured loans dipped in Q1 2022 after surging in 2021, prompting provision reversals.** According to ACB, restructured loans as of Q1 2022 dropped to VND15.0tn (USD652mn) — 4.0% of Q1 2022 gross loans from VND17.0tn (USD739mn) or 4.7% of Q4 2021 gross loans. Based on our assumption, no provision expenses related to restructured loans will spill over into 2022F, which given expected future decreases in the restructured loan balance, will likely deliver more provision reversals in future quarters and prompts us not to significantly alter our provision forecast for this year. We have altered the way we model for provision reversal of provisions related to restructured loans as we incorporate a 70% rate of reversal on the VND2.3tn booked in 2021 and 0.4% write-off rate in 2022F instead of the 100% reversal and 1.0% write-off rate as in our previous Update Report, which results in an 18.5% increase in provision expenses but more normalized projection for the specific ending provision balance, in addition to an LLR (140%) that more closely follows management's expectation in 2022F.

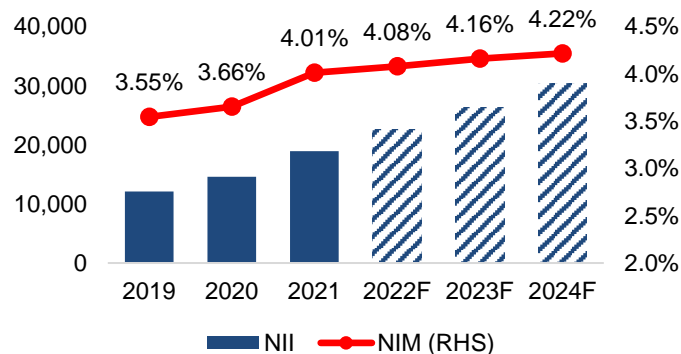
**Figure 3: Restructured loan balance (VND tn) and restructured loans as a percentage of gross loans**



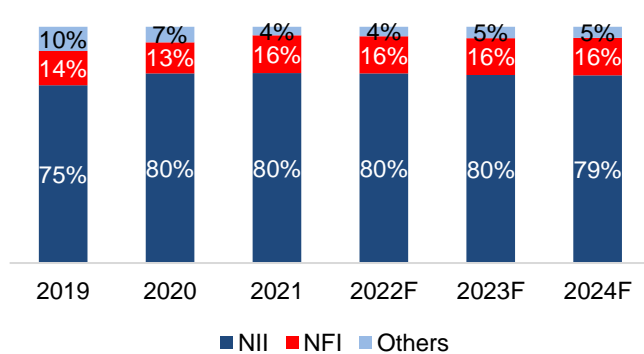
Source: ACB, VCSC

## Key Figures of ACB

**Figure 4: NIM (%) and NII (VND bn) (2019-2024F)**



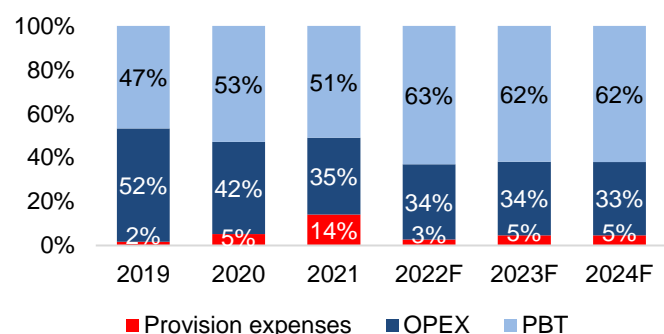
**Figure 5: TOI components (2019-2024F)**



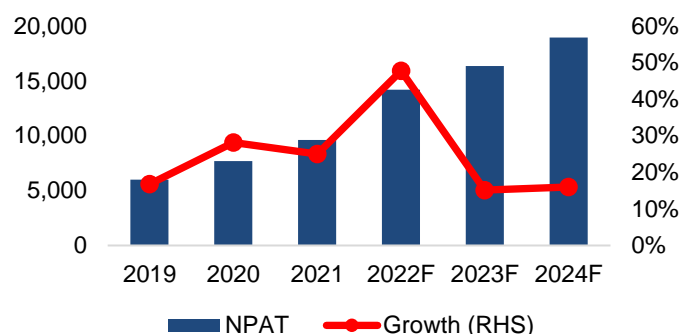
Source: ACB, VCSC

Source: ACB, VCSC

**Figure 6: OPEX, provision expenses and PBT as % of TOI (2019-2024F)**



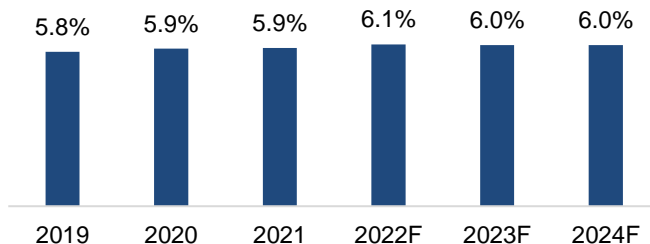
**Figure 7: NPAT (VND bn) and growth (%) (2019-2024F)**



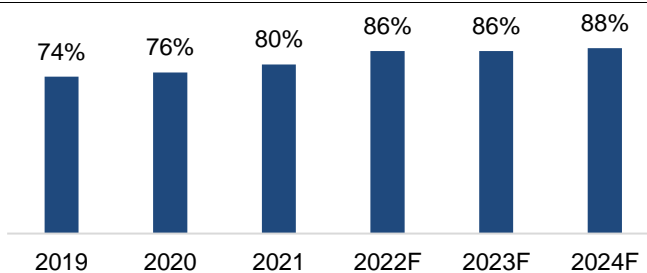
Source: ACB, VCSC

Source: ACB, VCSC

**Figure 8: Lending market share in our coverage universe (2019-2024F)**



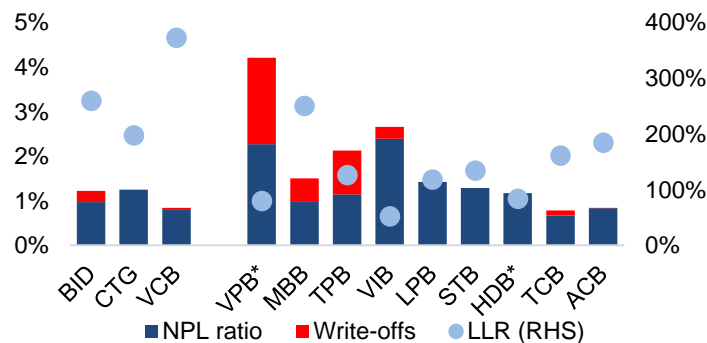
**Figure 9: RWAs as % of total assets (2019-2024F)**



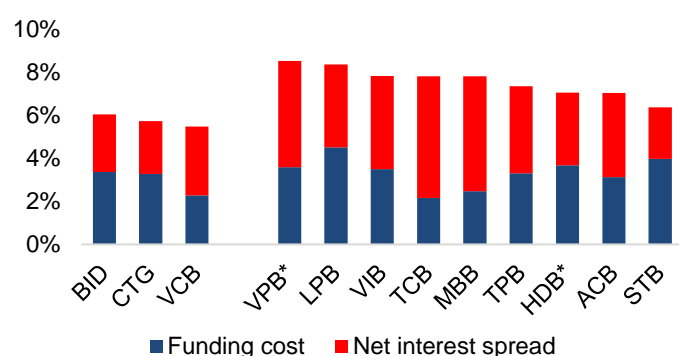
Source: Company data, VCSC

Source: ACB, VCSC

**Figure 10: NPL ratio, annualized write-offs over gross loans and LLR\*\* of banks under coverage (Q1 2022)**



**Figure 11: Annualized interest-earning asset yields of banks under coverage (Q1 2022)**



Source: Company data, VCSC; \* standalone bank only; \*\* LLR is percentage of total provision balance over NPLs.

Source: Company data, VCSC; \* standalone bank only.

## Valuation

We utilize two valuation methodologies to derive our estimated target price for mid-2023 — the residual income method and the target P/B method — each with 50% weighting.

In this Update Report, we increase our target price (TP) by 19.1% to VND52,600/share mainly due to the positive effect of rolling our TP forward to mid-2023 and a higher valuation produced by the residual income method that is derived from a 9% aggregate increase in our 2022-2026F NPAT-MI. The increase in our NPAT-MI forecasts is mostly driven by (1) an 8.6% aggregate increase in NII and (2) 1.5% aggregate decrease in non-interest expenses that are partially offset by (1) a 3.8% aggregate decrease in income from trading & investment securities, (2) 37.6% aggregate decrease in net other income and (3) 16.4% aggregate increase in provision expenses.

**Figure 12: Valuation summary**

(VND/share)	Fair value	Weighting	Contribution
Number of shares outstanding (bn)			2.702
Residual Income	59,200	50%	29,600
Target P/B @ 1.9x	46,056	50%	23,028
<b>Target price</b>			<b>52,600</b>
Current price			30,350
Upside to TP			73.3%
Dividend yield			3.3%
TSR			76.6%
2022F P/B at TP			2.4x
<b>RATING</b>			<b>BUY</b>

Source: VCSC

## Residual income model

**Figure 13: Residual income model**

(VND bn)	2022F	2023F	2024F	2025F	2026F
ROE (Beginning period equity)	31.6%	27.8%	26.2%	24.3%	22.7%
COE	12.5%	12.5%	12.5%	12.5%	12.5%
Economic Margin	19.1%	15.3%	13.7%	11.8%	10.2%
Equity value (Beginning period)	44,901	58,815	72,175	88,143	106,568
Residual income (RI)	4,287	8,982	9,920	10,381	10,923
PV of residual income	4,041	7,527	7,390	6,874	6,429
Sum PV of RI					32,262
PV of terminal value (5% intermediate growth rate for 10 years and 3% perpetual growth)					75,938
Beginning EV (mid-2022F)					51,858
<b>Current equity value</b>					<b>160,057</b>
Number of shares outstanding (bn)					2.702
<b>Fair value per share (VND)</b>					<b>59,200</b>

Source: VCSC; units are in VND bn unless otherwise stated.

**Figure 14: Cost of equity**

<b>Cost of equity</b>	
Risk free rate	5.5%
Beta	1.0
Market risk premium	7.0%
<b>Cost of equity</b>	<b>12.5%</b>

Source: VCSC



## Target P/B

Despite the impact of COVID-19 on ACB's business, ACB delivered a robust performance with NPAT-MI growth of 25% YoY for full-year 2021 and 35.4% YoY for Q1 2022. The bottom-line growth in 2021 was despite ACB booking VND2.3tn of provision expensed for the entirety of its restructured loans obligation. Thanks to its conservatism, ACB currently offers exposure to one of the best quality loan books listed in Vietnam as its LLR is at the higher end among the banks that we cover. For 2022, we expect a 47.7% YoY increase in NPAT-MI that is driven by (1) a 19.1% YoY increase in NII on the back of a 20% YoY credit growth assumption, (2) 17.0% YoY increase in NFI (including FX) and (3) 77.3% YoY decrease in provision expenses.

We have cut our target P/B multiples for most banks under our coverage in this round of Update Reports, but we maintain the close proximity of ACB and TCB's target P/B at 1.9x and 1.95x, respectively, signifying our view that both banks represent leading exposure to the private banking space. Generally, our cuts are prompted by increased uncertainty from the Government's crackdown on speculative activity in the stock market and real estate sector; as a result, it is still difficult to quantify the impact on overall system credit growth.

## Comparable Peers

Figure 15: Bloomberg consensus forecasts for Vietnamese banks

Bloomberg Ticker	Market Cap. (USD bn)	P/E			P/B			ROE			ROA	Equity Multiplier	NPL
		2021	2022F	2023F	2021	2022F	2023F	2021	2022F	2023F	TTM	2021	2021
BID VN	7.6	15.4	13.4	9.3	2.0	1.9	1.5	13.8%	16.5%	19.2%	0.7%	20.41	1.00%
CTG VN	5.6	10.5	6.5	5.5	1.3	1.2	1.0	13.0%	20.3%	20.9%	0.8%	16.35	1.26%
MBB VN	4.6	7.7	7.0	5.6	1.7	1.4	1.1	23.7%	24.1%	23.4%	2.4%	9.72	0.90%
VCB VN	15.7	15.9	14.0	11.5	3.1	2.7	2.2	21.1%	21.1%	21.7%	1.7%	12.96	0.64%
VPB VN	6.0	8.1	7.2	6.9	1.6	1.4	1.1	24.0%	21.4%	17.6%	3.4%	6.34	4.57%
STB VN	1.8	10.9	9.9	5.8	1.2	1.1	0.9	11.9%	12.9%	18.3%	0.7%	15.21	1.50%
HDB VN	2.2	8.0	7.0	5.9	1.7	1.4	1.2	23.1%	22.7%	21.8%	1.8%	12.17	1.65%
TCB VN	5.5	6.7	5.9	5.0	1.3	1.1	0.9	21.7%	21.0%	20.3%	3.6%	6.11	0.66%
TPB VN	2.2	9.6	7.8	6.2	1.8	1.6	1.3	22.0%	22.4%	22.5%	1.9%	11.27	0.82%
VIB VN	2.4	8.3	7.4	5.9	2.1	1.9	1.4	29.5%	28.1%	26.5%	2.3%	12.74	2.32%
LPB VN	1.0	6.9	5.4	5.0	1.2	0.9	0.8	18.5%	21.5%	19.0%	1.1%	17.21	1.37%
<b>Median</b>	<b>4.6</b>	<b>8.3</b>	<b>7.2</b>	<b>5.9</b>	<b>1.7</b>	<b>1.4</b>	<b>1.1</b>	<b>21.7%</b>	<b>21.4%</b>	<b>20.9%</b>	<b>1.8%</b>	<b>12.7</b>	<b>1.3%</b>
<b>ACB VN</b>	<b>3.5</b>	<b>7.8</b>	<b>6.5</b>	<b>5.4</b>	<b>1.7</b>	<b>1.4</b>	<b>1.1</b>	<b>24.2%</b>	<b>25.1%</b>	<b>23.1%</b>	<b>2.1%</b>	<b>11.75</b>	<b>0.77%</b>

Source: Bloomberg as of May 25, 2022, VCSC

Figure 16: Sensitivity analysis of "fair" P/B for ACB derived from ROE and terminal growth rate using the Gordon Growth Model, ceteris paribus.

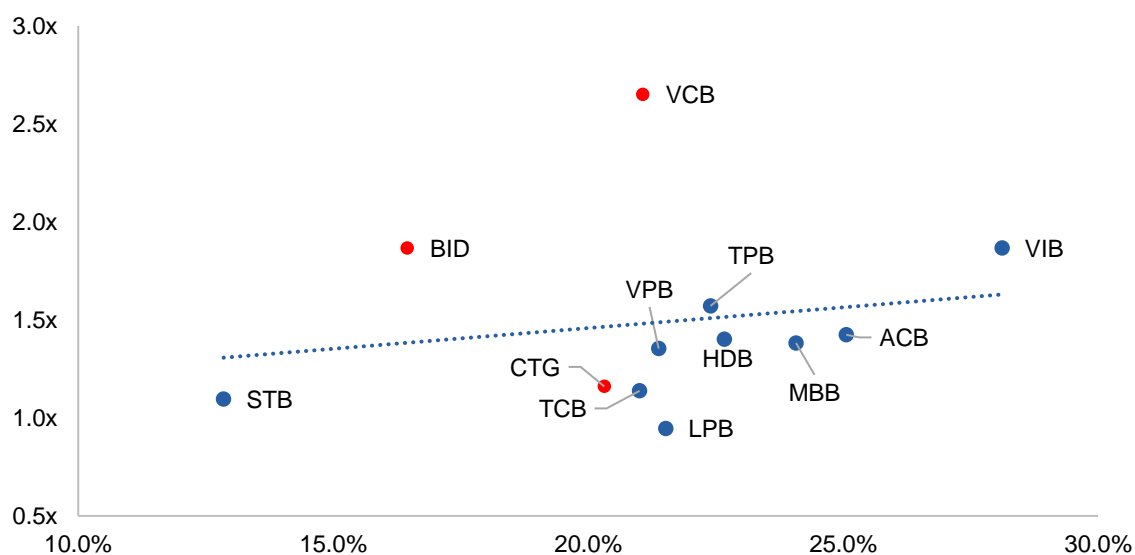
	Average ROE during 2016-2026F				
	19.1%	20.6%	22.1%	23.6%	25.1%
Terminal growth (g)					
2.0%	1.63	1.77	1.91	2.06	2.20
2.5%	1.66	1.81	1.96	2.11	2.26
3.0%	1.69	1.85	2.01	2.17	2.33
3.5%	1.73	1.90	2.07	2.23	2.40
4.0%	1.78	1.95	2.13	2.31	2.48

Source: VCSC

In order to derive a suitable target P/B for ACB, we use the Gordon Growth Model (GGM) as a reference with a sustainable ROE of 22.1% (average ROE of 2016-2026F), cost of equity of 12.5% and terminal growth of 3%, giving us a 'fair' P/B of 2.01x (see **Figure 16**). The derived figure is only slightly higher than the 1.9x multiple we use in our valuation.

**Potential downside risks to our positive view:** ACB may fail to meet our earnings and profitability forecasts either due to its failure to execute its business model and/or failure to receive credit quota as high as our expectation.

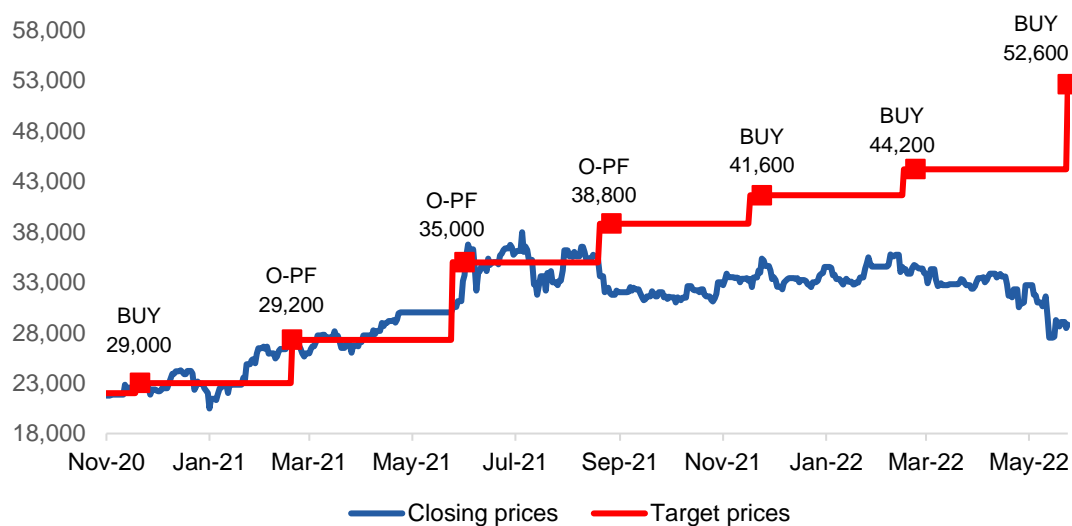
**Figure 17: Vietnam banks P/B (y-axis) and ROE (x-axis) (2022F)**



Source: Bloomberg, VCSC — red dots signify SOCBs; priced on May 25, 2022.

## History of Recommendations

**Figure 18: Historical VCSC target price vs share price (VND/share)**



Source: Bloomberg, VCSC



## Financial Statements

P&L (VND bn)	2021	2022F	2023F	2024F
Interest inc.	33,714	40,307	47,082	54,585
Interest exp.	(14,769)	(17,740)	(20,804)	(24,241)
<b>Net interest inc.</b>	<b>18,945</b>	<b>22,567</b>	<b>26,278</b>	<b>30,344</b>
Fee & commission inc.	3,766	4,404	5,154	6,034
Other non-interest inc.	854	1,148	1,600	1,812
Total non-interest inc.	4,619	5,552	6,754	7,845
<b>Total operating inc.</b>	<b>23,564</b>	<b>28,119</b>	<b>33,032</b>	<b>38,189</b>
Non-interest exp.	(8,230)	(9,629)	(11,073)	(12,734)
Other G&A exp.	-	-	-	-
Total operating exp.	(8,230)	(9,629)	(11,073)	(12,734)
<b>PPOP</b>	<b>15,334</b>	<b>18,490</b>	<b>21,958</b>	<b>25,455</b>
Provision exp.	(3,336)	(758)	(1,541)	(1,777)
Other inc./exp.	-	-	-	-
<b>Pre-tax profit</b>	<b>11,998</b>	<b>17,732</b>	<b>20,417</b>	<b>23,678</b>
Taxes	(2,395)	(3,546)	(4,083)	(4,736)
<b>Net profit</b>	<b>9,603</b>	<b>14,186</b>	<b>16,334</b>	<b>18,942</b>
Minorities/pref divs	-	-	-	-
<b>Attributable net profit</b>	<b>9,603</b>	<b>14,186</b>	<b>16,334</b>	<b>18,942</b>
Adj shares, wt avg (mn)	2.702	2.702	2.702	2.702
EPS (VND)	3,517	5,214	6,008	6,974
DPS (VND)	-	1,000	1,000	1,000

RATIOS (%)	2021	2022F	2023F	2024F
<b>Growth</b>				
Loan growth	14.7	20.0	15.0	15.0
Deposit growth	7.6	17.0	15.0	15.0
TOI growth	29.7	19.3	17.5	15.6
PPOP growth	45.5	20.6	18.8	15.9
NPAT growth	25.0	47.7	15.1	16.0
<b>Asset quality</b>				
Group 2 / loans	0.53	0.63	0.63	0.63
NPL ratio	0.78	0.80	0.80	0.80
LLR / NPLs	209.4	139.7	135.5	132.1
Provision exp. / loans	0.93	0.18	0.31	0.31
<b>Liquidity</b>				
CAR under BASEL II	11.2	11.7	12.4	13.1
Regulated LDR	77.2	81.2	82.9	84.1

BS (VND bn)	2021	2022F	2023F	2024F
Cash & equivalents	7,510	8,587	8,171	7,457
Balances with SBV	32,350	7,124	7,209	8,254
Due from FIs	49,819	75,871	81,147	90,988
ST investments	20,991	24,027	27,564	31,686
Net customer loans	356,051	423,807	487,540	560,830
HTM	49,743	55,712	62,398	69,885
Long term investments	172	270	257	244
Property & equipment	3,979	4,167	4,364	4,572
Other assets	7,156	8,587	9,875	11,356
<b>Total assets</b>	<b>527,770</b>	<b>608,152</b>	<b>688,524</b>	<b>785,272</b>
Borrowings from SBV	-	-	-	-
IB deposits & borrowings	54,394	50,907	47,866	48,583
Other borrowed funds	86	95	104	115
Customer deposits	379,921	444,507	511,183	587,861
Other financial int.	-	-	-	-
Valuable papers	30,548	35,548	38,548	41,548
Other liabilities	17,920	18,281	18,648	19,023
Shareholders' equity	44,901	58,815	72,175	88,143
MI	-	-	-	-
<b>Liabilities &amp; equity</b>	<b>527,770</b>	<b>608,152</b>	<b>688,524</b>	<b>785,272</b>

RATIOS (%)	2021	2022F	2023F	2024F
<b>Profitability</b>				
NIM	4.01	4.08	4.16	4.22
Int-earning asset yields	7.14	7.29	7.46	7.59
Funding costs	3.42	3.56	3.69	3.80
CIR	34.9	34.2	33.5	33.3
CASA ratio	25.5	26.5	27.5	28.5
<b>ROE decomposition (as % avg total assets)</b>				
NII	3.90	3.97	4.05	4.12
Provisions	(0.69)	(0.13)	(0.24)	(0.24)
Post-provision NII	3.21	3.84	3.82	3.88
Non-Interest inc.	0.95	0.98	1.04	1.06
Operating exp.	(1.69)	(1.70)	(1.71)	(1.73)
Taxes & MI	(0.49)	(0.62)	(0.63)	(0.64)
ROAA	1.98	2.50	2.52	2.57
Equity Mult. (x)	12.1	11.0	9.9	9.2
ROAE	23.9	27.4	24.9	23.6

Source: Company data, VCSC



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**Stock ratings** are set based on projected total shareholder return (TSR), defined as (target price – current price)/current price + dividend yield, and are not related to market performance.

Equity rating key	Definition
BUY	If the projected TSR is 20% or higher
OUTPERFORM	If the projected TSR is between 10% and 20%
MARKET PERFORM	If the projected TSR is between -10% and 10%
UNDERPERFORM	If the projected TSR is between -10% and -20%
SELL	If the projected TSR is -20% or lower
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Unless otherwise specified, these performance parameters are set with a 12-month horizon. Movement in share prices may cause a temporary mismatch between the latest published rating and projected TSR for a stock based on its market price and the latest published target price.

**Target prices** are generally based on the analyst's assessment of the stock's fair value over a 12-month horizon. However, the target price may differ from the analyst's fair value if the analyst believes that the market will not price the stock in line with assessed fair value over the specified time horizon.

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## Contacts

### Corporate

[www.vcsc.com.vn](http://www.vcsc.com.vn)

#### Head Office

Bitexco Financial Tower, 15th Floor  
2 Hai Trieu Street, District 1, HCMC  
+84 28 3914 3588

#### Transaction Office Nguyen Hue

Vinatex Building, 1st & 3rd Floor  
10 Nguyen Hue Street, District 1, HCMC  
+84 28 3914 3588 (417)

#### Transaction Office Dong Da

9 Nguyen Ngoc Doan  
Dong Da District, Hanoi  
+84 24 6262 6999

#### Hanoi Branch

109 Tran Hung Dao  
Hoan Kiem District, Hanoi  
+84 24 6262 6999

#### Transaction Office Nguyen Cong Tru

Floor 6B, 236-238 Nguyen Cong Tru Street  
District 1, HCMC  
+84 28 3914 3588 (400)

#### Transaction Office ABS

Sailing Tower, 8th Floor  
111A Pasteur Street, District 1, HCMC  
+84 28 3914 3588 (403)

### Research

**Research Team:** +84 28 3914 3588  
[research@vcsc.com.vn](mailto:research@vcsc.com.vn)

**Alastair Macdonald, Head of Research, ext 105**  
[alastair.macdonald@vcsc.com.vn](mailto:alastair.macdonald@vcsc.com.vn)

#### Banks, Securities and Insurance

##### Long Ngo, Associate Director, ext 123

- Truc Ngo, Analyst, ext 116
- Ngoc Huynh, Analyst, ext 138
- Nhan Nguyen, Analyst, ext 139

#### Macro

##### Luong Hoang, Manager, ext 364

- Nguyen Truong, Senior Analyst, ext 132

#### Consumer

##### Nam Hoang, Manager, ext 124

- Ha Dao, Senior Analyst, ext 194
- Ha Huynh, Analyst, ext 185
- Huy Phan, Analyst, ext 173

#### Oil & Gas and Power

##### Duong Dinh, Senior Manager, ext 140

- Tram Ngo, Manager, ext 135
- Duc Le, Analyst, ext 196
- Thang Hoang, Analyst, ext 196

#### Real Estate and Infrastructure

##### Hong Luu, Senior Manager, ext 120

- Dang Thai, Senior Analyst, ext 149
- Thuc Than, Analyst, ext 174

#### Materials and Industrials

##### Vy Nguyen, Manager, ext 147

- Vinh Bui, Analyst, ext 149

#### Retail Client Research

##### Duc Vu, Senior Manager, ext 363

- Trung Nguyen, Senior Analyst, ext 129
- Anh Tong, Analyst, ext 363
- Ha Bui, Analyst, ext 364

### Brokerage and Institutional Sales & Trading

#### Tuan Nhan

##### Managing Director, Brokerage & Institutional Sales & Trading

+84 28 3914 3588, ext 107

[tuan.nhan@vcsc.com.vn](mailto:tuan.nhan@vcsc.com.vn)

#### Quynh Chau

##### Managing Director Brokerage

+84 28 3914 3588, ext 222

[quynh.chau@vcsc.com.vn](mailto:quynh.chau@vcsc.com.vn)

#### Dung Nguyen

##### Director Institutional Sales & Trading

+84 28 3914 3588, ext 136

[dung.nguyen@vcsc.com.vn](mailto:dung.nguyen@vcsc.com.vn)