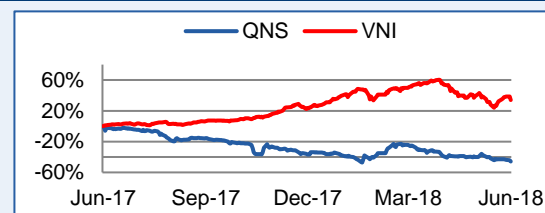


# Quang Ngai Sugar (QNS) [BUY +32.0%]

## Update Report

<b>Industry:</b>	<b>F&amp;B/Agri</b>		<b>2017</b>	<b>2018F</b>	<b>2019F</b>	<b>2020F</b>
<b>Report date:</b>	<b>June 14, 2018</b>	Rev Growth	9.6%	4.3%	5.1%	41.3%
Current Price:	VND39,000	EPS Growth	-28.8%	4.4%	9.0%	7.3%
Current Target Price:	VND50,000	GPM	26.5%	26.9%	28.0%	21.3%
Previous Target Price:	VND61,500	NPM	13.3%	13.3%	13.8%	10.5%
Upside to TP:	+28.2%	EV/EBITDA	6.5x	6.2x	5.3x	4.9x
Dividend Yield:	+3.8%	P/Op CF	6.1x	7.4x	5.7x	5.1x
TSR:	+32.0%	P/E	9.5x	9.1x	8.4x	7.8x



Market Cap:	\$423mn		<u>QNS</u>	<u>VNI</u>
Foreign Room:	\$197mn	P/E (ttm)	9.6x	19.4x
ADTV30D:	\$0.4mn	P/B (curr)	1.3x	2.8x
State Ownership:	0.0%	Net D/E	11.3%	N/A
Outstanding Shares:	246.2 mn	ROE	21.5%	14.6%
Fully Diluted Shares:	246.2 mn	ROA	13.6%	2.3%
3-yr PEG	1.0			

### Company Overview

Quang Ngai Sugar is the leading soymilk company and one of the largest sugar producers in Vietnam. Its other businesses include beer, mineral water, confectionery and biomass power generation.

Dao Nguyen  
 Senior Analyst  
[dao.nguyen@vcsc.com.vn](mailto:dao.nguyen@vcsc.com.vn)  
 +8428 3914 3588 ext. 185

Phap Dang  
 Senior Manager  
[phap.dang@vcsc.com.vn](mailto:phap.dang@vcsc.com.vn)  
 +8428 3914 3588 ext. 143

## Ineffective capital allocation undermines value creation

- We reiterate our BUY rating on QNS as we believe it is undervalued at a 2018F PER of 9x after having fallen 43% over the past 12 months.
- However, we raise our discount for a sum-of-part valuation from 20% to 30% due to QNS's continual capital misallocation with new investments in the sugar business.
- Per our projections, QNS's return on invested capital (ROIC) will deteriorate from a peak of 36% in 2015 to 19% in 2020.
- NPAT fell 15% YoY in Q1 2018 mainly due to the non-soymilk F&B segments. Meanwhile, QNS's soymilk sales were weak (-11% YoY), but its profit was cushioned by a GPM improvement.
- We expect growth to pick up in the following quarters as Vietnam's milk consumption regains strength while sugar sales volume will accelerate as dealers will likely stock up.
- Upside catalysts: (1) new launches in Q3 2018 to expand QNS's soymilk portfolio and (2) potential postponement of ASEAN-FTA commitments may bolster domestic sugar prices.

**Soy milk sales should strengthen Q2-Q4 vs Q1 thanks to higher overall milk consumption and new products in late Q3.** Per Nielsen, Vietnam's milk consumption fell 6% YoY in Q1 2018 in contrast to real retail sales growth of 8.6% in Q1 2018. Dairy companies have blamed this on a long cold season in the North, which is QNS's largest market. We believe milk consumption will get back on track in the following quarters, although rising gasoline and pork prices should have a negative knock-on effect on FMCG consumption. For QNS, its planned launch of new variants starting from September 2018 should further bolster soymilk revenue in Q4 2018.

**QNS to invest in a new Refined Extra (RE) sugar production line, continuing to drive down ROIC.** Management has committed to growing its legacy sugar business, approving capex of USD63mn for new RE sugar capacity of 1,000 tonnes per day. Including this investment, QNS will have spent a total of USD230mn on sugar and biomass businesses since 2014, equivalent to nearly six years of profits. We understand management's motive in building a retail sugar brand amid a negative long-term outlook for wholesale sugar prices. However, we would rather see a scale-down in this low-return but volatile business owing to its inferior cost competitiveness vs imported sugar.

**Potential government protections may support domestic sugar prices in the medium term.** Industry players are hinting at (1) a potential delay of the removal of a sugar import quota, which was supposed to come into effect in 2018, until YE2020; (2) a lesser reduction, or no reduction at all, in out-of-quota import tariffs; and (3) a Government's crackdown on smuggled sugar, especially from Thailand. If these protections materialize, Vietnam's domestic sugar prices will likely continue trading at a high premium vs global prices through 2020. In addition, sugar dealers will be encouraged to stock up after having restrained their purchases YTD.

## Q1 2018 recap: broad-based sales softening

Figure 1: QNS's Q1 2018 results

VND bn	Q1 2017	Q1 2018	YoY	VCSC comments
<b>Net revenue</b>	<b>1,831</b>	<b>1,597</b>	<b>7.1%</b>	
Soymilk	742	659	-11%	Sales suffered from subdued overall milk consumption in Q1 2018. Dairy companies, such as Vinamilk and Moc Chau Milk, have pointed out a long cold season in the North, which is QNS's biggest market, as a reason behind this.
Sugar	602	484	-20%	External sales volume was relatively flat while ASP slid more than 15% YoY because of declining global sugar prices and pressure from the planned reduction in import tariffs from 80% to only 5% starting 2018 in accordance with the ASEAN FTA agreement.
Others	487	454	-7%	Revenue dipped due to the low-margin mechanical service segment.
<b>Gross profit</b>	<b>418</b>	<b>407</b>	<b>-11%</b>	
Soymilk	239	248	4%	GPM expansion driven by reductions in input material costs, especially sugar, and thinner depreciation as some fixed assets have been fully depreciated.
Sugar	82	76	-7%	GPM improved on lower costs of production thanks to favorable input sugarcane prices, larger production volume and use of electricity provided by QNS's in-house biomass power plant.
Others	98	83	-15%	Special Consumption Tax (SCT) for beer increased from 60% to 65% in 2018, but QNS was unable to raise prices amid heightened competition from major brands.
<b>Operating profit</b>	<b>227</b>	<b>191</b>	<b>-16%</b>	
<b>PBT</b>	<b>239</b>	<b>209</b>	<b>-12%</b>	
<b>NPAT</b>	<b>222</b>	<b>188</b>	<b>-15%</b>	

Source: QNS & VCSC

**QNS's sugar sales volume was flat in Q1 2018, despite a surge in production, as dealers restrained purchases amid an anticipated import tariff reduction.** QNS's management expects sugar production volume to jump 50% YoY in 2018 on the back of (1) surging input sugarcane volume as a low sugar price environment weeds out small competitors whose factories are located much farther from the An Khe plantation areas compared to QNS and (2) improved CCS thanks to better automation and cultivation. However, as traders were anticipating further slides in sugar prices given the impending import tariff reduction and subdued global sugar prices, buying demand was muted in Q1 2018. Nevertheless, potential Government protections, which we detail further on page 4, will likely encourage traders to stock up in H2 2018. Moreover, we assume that QNS will undercut on prices to offload its inventory. Therefore, we are pencilling in a sharp spike in QNS's sugar sales volume in the last three quarters of 2018.

**QNS's sugar production cost outperformed our expectation thanks to improving commercial cane sugar (CCS).** Q1 2018 CCS exceeded 10, improving from 2017's average of 9.7 thanks to favorable weather and increased automation. This, coupled with lower input sugarcane prices and better plant utilization, will lead to a 29% decline YoY in production cost to VND9,400/kg for QNS in 2018.

**Due to prolonged commissioning, biomass power plant will start contributing in 2019 instead of 2018 as previously planned.** Per management, the plant only finished its pilot run at the end of April 2018. Given that this biomass plant, whose input materials are sugarcane bagasse, operates in lockstep with sugar production from December to May, it is unlikely to make any material revenue contributions to QNS in 2018.

## 2018 outlook: we expect both soymilk and sugar sales to recover in the remaining quarters

Figure 2: VCSC's 2018 forecasts

VND bn	2017	2018F (old)	2018F (new)	2018F new vs 2017	VCSC comments
<b>Net revenue</b>	<b>7,644</b>	<b>8,290</b>	<b>7,974</b>	<b>4.3%</b>	
Soymilk	3,899	4,133	4,055	4.0%	* We expect volume growth to step up in the remaining quarters in conjunction with a recovery in Vietnam's overall milk consumption. * New product launches planned in September 2018 should support Q4 2018.
Sugar	1,867	2,126	1,943	12.1%	* External sales volume is projected to soar 54% YoY in 2018 bolstered by (1) a surge in secured sugarcane volume as a low sugar price environment weeds out competitors whose factories are located much farther from the An Khe plantation areas compared to QNS and (2) improved CCS thanks to better cultivation. * ASP is projected to nosedive 27% YoY in 2018 caused by sluggish global sugar prices and weak buyer sentiment. Furthermore, due to a large amount of sugar inventory as of Q1 2018, we believe QNS will aggressively compete on prices to offload its inventory.
Beer	498	473	473	-5.0%	QNS's lack of competitive advantage amid stiff competition.
Biomass	0	230	0	NM	Revenue contribution is pushed out to 2019 as the plant only finished commissioning at the end of April 2018.
Others	1,380	1,328	1,364	-1.2%	Smaller segments, including confectionery and mineral water.
<b>Gross profit</b>	<b>2,023</b>	<b>2,160</b>	<b>2,145</b>	<b>6.0%</b>	
-Selling expenses	-711	-744	-764	7.4%	
-G&A expenses	-166	-180	-173	4.3%	
<b>Operating profits*</b>	<b>1,146</b>	<b>1,236</b>	<b>1,207</b>	<b>5.4%</b>	
Soymilk	915	953	972	6.2%	1.4-ppt improvement in GPM thanks to favorable input prices and lower depreciation, offset by higher SG&A for new products.
Sugar	10	17	34	255.8%	Improved cost of production, which is underpinned by reduced input sugarcane prices, better CCS and higher plant utilization, will more than offset the slide in ASP.
Biomass	0	51	0	NM	
Beer	82	78	65	-20.8%	Special Consumption Tax (SCT) for beer increased from 60% to 65% in 2018, but QNS was unable to raise prices amid heightened competition from major brands.
Others	139	138	137	-1.8%	Smaller segments, including confectionery and mineral water.
Financial income	38	53	58	54.6%	
Financial expenses	-78	-64	-90	16.0%	We assume QNS will raise debt for its newly approved investment in a RE sugar production line.
Other income/losses	26	26	26	0.0%	
<b>PBT</b>	<b>1,131</b>	<b>1,251</b>	<b>1,201</b>	<b>6.2%</b>	
Corporate income tax	-114	-137	-139	22.2%	*Tax rate at the parent company will climb from 15% to 20% starting in 2018. *Vinasoy Bac Ninh factory's tax rate slated to advance to 10% in 2018 vs an estimated 7.5% in 2017.
<b>NPAT *</b>	<b>1,018</b>	<b>1,114</b>	<b>1,062</b>	<b>4.4%</b>	
Soymilk	891	925	942	5.7%	
Sugar	-123	-95	-109	-11.2%	Sugar is reported as loss-making at the bottom-line level because of interest expenses from its borrowings from the parent company. These interest expenses will not show up in QNS's consolidated P&L.
Biomass	0	51	0	NM	
Beer	58	54	42	-26.6%	
Others	192	180	188	-2.2%	

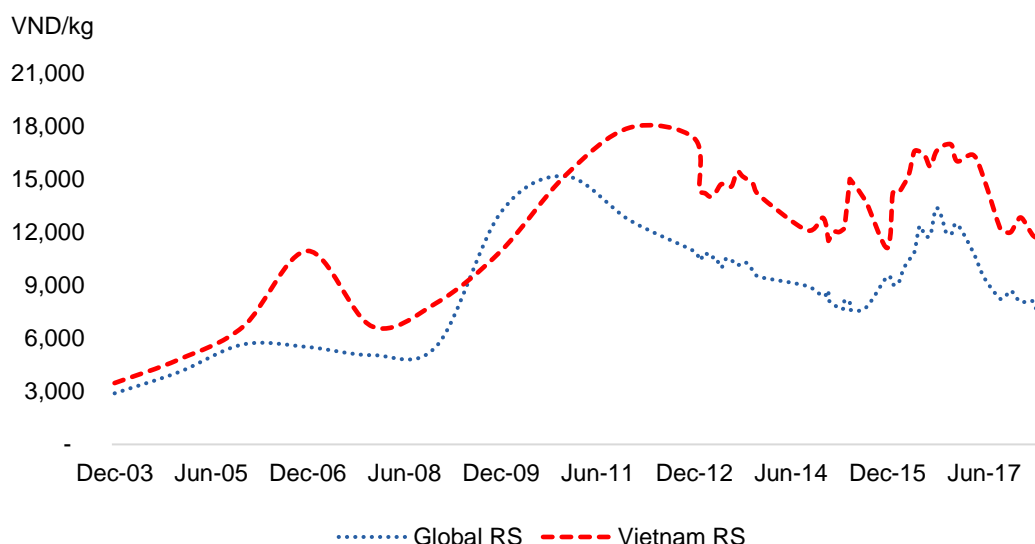
Source: QNS, VCSC, \*Historical figures are VCSC estimates

## Potential Government protections may cushion domestic sugar prices in the medium term

**Industry players are suggesting a high possibility of a postponement in the removal of a sugar import quota and import tariff reduction.** Per the ASEAN FTA, the sugar import quota will be removed while the tariff on sugar imported into Vietnam is slated to ease from 80% pre-2018 to 5% starting in 2018. As we mentioned in our previous report, our industry sources attested that the new tariff has not taken effect yet as the Prime Minister has not issued any official documents regarding its implementation. Earlier this year, the Vietnam Sugarcane and Sugar Association (VSSA) lodged a request to the Prime Minister to ask for a postponement of the new tariff until 2020 and possibly 2022, among other proposals. According to QNS and SBT, two of the largest sugar producers in Vietnam, there was a meeting recently between the Prime Minister and related Ministries to discuss this request. The apparent conclusion was that the import quota may remain in place until YE2020, while the out-of-quota import tariff for sugar may be either maintained at 80% or reduced to only 40%-45%, instead of 5%. In addition, the Government will intensify its crackdown on smuggled sugar. The Government has not announced any official decisions regarding this yet but if it happens, this will likely lead domestic sugar prices to trade at a high premium to global prices, as they did in the past. Furthermore, in the short term, sugar dealers will likely be incentivized to stock up after having curbed their purchases YTD.

**Having said that, a negative global sugar outlook should impose further pressure on domestic prices.** We remain conservative on QNS's sugar ASP, pencilling in VND9,800/kg (-27% YoY) in 2018, vs VND10,000/kg in April, as we assume QNS will undercut on prices in the remaining months of 2018 to offload unsold inventory. Post-2018, we assume sugar ASP will slide by 2% per annum owing to a bleak outlook for global sugar prices, which are being weighed on by record production in India and Thailand.

**Figure 3: Historical domestic RS sugar prices vs global prices (London #5)**



Source: Ministry of Agricultural and Rural Development, Investing.com, VCSC compilations



Figure 4: VCSC's sensitivity analysis for sugar 2018F EBIT

QNS's sugar EBIT (VND bn) sensitivity		Sugar ASP (VND/kg)				
		8,800	9,300	9,800	10,300	10,800
Sugarcane input prices (VND/kg)	730	104	201	298	395	493
	800	-29	69	166	263	361
	870	-161	-64	34 (base case)	131	228
	940	-293	-196	-98	-1	96
	1,010	-425	-328	-231	-133	-36

Source: VCSC

## New launches from competitors underscore the urgency for QNS to innovate its soymilk portfolio

Two major dairy players in Vietnam, Vinamilk (VNM) and TH Milk, recently launched new soymilk flavors and plant-based milk products at premium price points, which fits well with the rising health awareness and premiumization trends among Vietnamese consumers. This underscores our concern over QNS's lagging product innovation, and we believe that QNS needs to deliver on its planned September launches or its market share will be at risk.

**VNM launched new walnut soymilk in Q1 2018.** We notice intensive TV advertisement for this product, whose selling price of USD1.5/liter is about 43% higher than Vinasoy (QNS's premium brand) and 75% higher than Fami (QNS's mainstream brand, >95% of its sales volume).

Figure 5: VNM's new walnut soymilk product



Source: VNM

**TH Milk is pushing other plant-based milk products.** TH Milk, a prominent liquid milk player, launched walnut milk and macadamia milk in March 2018. Similar to Vinamilk's walnut soymilk, TH Milk's new products are also priced in the premium range, amounting to USD3.0/liter.

**Figure 6: TH Milk's new plant-based products**



Source: TH Milk

## Valuation

**Figure 7: Valuation summary**

VND bn	Method	2017E NPAT	Target PER	Equity value	VCSC comments
Soy milk	PER	886	14.5	12,798	50% discount to VCSC's target TTM PER for VNM due to its inferior growth prospects.
Sugar	Net tangible asset value			1,622	
Biomass	DCF			1,606	
Other businesses	PER	222	10.0	2,224	Including beer, confectionary and mineral water, whose scale is small.
Net debt at parent company				-672	
<b>Total equity value</b>				<b>17,578</b>	
Discount				30%	Nudged up from 20% in the previous report, as another investment in sugar underscores risks of capital misallocation.
<b>Target equity value</b>				<b>12,304</b>	
Outstanding shares (mn)*				246	
<b>Target price (VND)</b>				<b>50,000</b>	
2017 PER @ TP				12.4x	
2018F PER @ TP				12.1x	

Source: VCSC, \*excluding shares held by the wholly owned subsidiary Thanh Phat, which are considered as treasury shares

**Figure 8: Peer comparables – soymilk**

(USD mn) Company	Ticker	Mkt cap	TTM Net Sales	YoY %	TTM NPAT	YoY %	Debt/ Equity %	ROE %	TTM P/E	LQ P/B
Inner Mongolia Yili Industrial Group Co.	600887 CH	30,134.8	10,804.0	17.9	962.4	9.0	32.3	24.5	39.1	7.1
MEIJI Holdings Co., Ltd.	2269 JP	13,037.3	11,199.8	(0.1)	553.1	0.8	24.1	13.1	29.5	2.8
Vinamilk	VNM VN	11,454.7	2,249.7	5.4	442.9	(0.7)	2.3	35.8	28.7	10.1
Vitasoy International Holdings Limited	345 HK	3,448.4	776.2	10.8	71.4	(18.5)	7.8	22.2	74.6	10.3
Bright Dairy & Food Co.	600597 CH	2,135.7	3,217.5	4.1	85.2	(10.8)	52.3	10.5	31.5	2.5
MEGMILK SNOW BRAND	2270 JP	1,907.3	5,380.8	1.4	120.8	3.1	47.7	9.0	19.9	1.3
Dutch Lady Milk Industries Berhad	DLM MK	1,094.1	259.4	3.1	28.8	(18.4)	-	71.5	40.3	31.6
PT. Ultrajaya Milk Industry & Trading Co.	ULTJ IJ	1,050.5	364.7	4.1	52.6	0.1	2.1	18.6	N/A	3.6
<b>Median</b>		<b>2,792.0</b>	<b>2,733.6</b>	<b>4.1</b>	<b>103.0</b>	<b>(0.3)</b>	<b>15.9</b>	<b>20.4</b>	<b>31.5</b>	<b>5.3</b>
<b>Average</b>		<b>8,032.8</b>	<b>4,281.5</b>	<b>5.8</b>	<b>289.6</b>	<b>(4.4)</b>	<b>21.1</b>	<b>25.6</b>	<b>37.6</b>	<b>8.6</b>

Source: Bloomberg

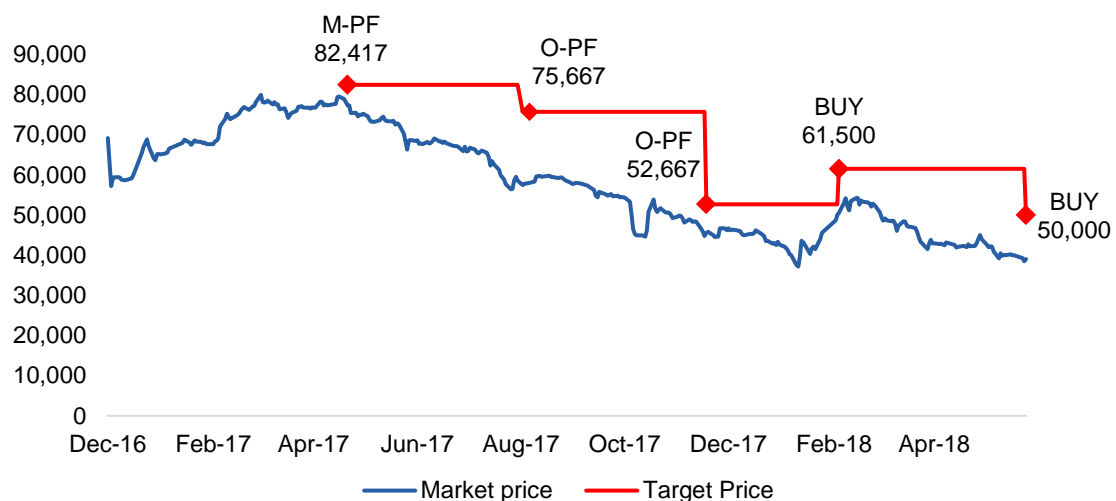
**Figure 9: Peer comparables – sugar**

(USD mn) Company	Ticker	Mkt cap	TTM Net Sales	YoY %	TTM NPAT	YoY %	Debt/ Equity %	ROE %	TTM P/E	LQ P/B
Sao Martinho SA	SMT03 BZ	1,671.6	992.3	29.1	143.4	93.5	109.3	14.3	13.6	1.9
Khon Kaen Sugar	KSL TB	428.9	475.5	(0.3)	49.4	8.9	119.7	9.7	9.2	0.8
Thanh Thanh Cong Tay Ninh JSC	SBT VN	341.4	416.5	122.4	21.1	42.2	139.7	7.4	14.1	1.2
Thai Sugar Terminal	TSTE TB	88.4	54.2	1.7	3.9	22.1	39.7	4.8	24.5	1.1
Lam Son Sugar	LSS VN	24.4	61.2	(43.7)	1.5	(77.5)	41.4	2.2	16.7	0.4
<b>Median</b>		<b>341.4</b>	<b>416.5</b>	<b>1.7</b>	<b>21.1</b>	<b>22.1</b>	<b>109.3</b>	<b>7.4</b>	<b>14.1</b>	<b>1.1</b>
<b>Average</b>		<b>510.9</b>	<b>399.9</b>	<b>21.9</b>	<b>43.9</b>	<b>17.9</b>	<b>90.0</b>	<b>7.7</b>	<b>15.6</b>	<b>1.1</b>

Source: Bloomberg

## Recommendation History

**Figure 10: Historical VCSC target price vs share price (adjusted for splits and stock dividends).**



Source: Bloomberg & VCSC



# Financial Statements

INCOME STATEMENT (VND bn)	2017	2018F	2019F
<b>Revenue</b>	<b>7,644</b>	<b>7,974</b>	<b>8,383</b>
COGS	-5,621	-5,829	-6,034
<b>Gross Profit</b>	<b>2,023</b>	<b>2,145</b>	<b>2,350</b>
Selling exp,	-711	-764	-775
General & Admin exp,	-166	-173	-182
<b>Operating Profit</b>	<b>1,146</b>	<b>1,207</b>	<b>1,392</b>
Financial income	38	58	56
Financial expenses	-78	-90	-106
In which, interest expense	-77	-90	-106
Share profit/loss from associates	0	0	0
Net other income/(loss)	26	26	26
<b>Profit before Tax</b>	<b>1,131</b>	<b>1,201</b>	<b>1,368</b>
Income Tax	-114	-139	-210
<b>NPAT before MI</b>	<b>1,018</b>	<b>1,062</b>	<b>1,158</b>
Minority Interest	0	0	0
<b>NPAT less MI, reported</b>	<b>1,018</b>	<b>1,062</b>	<b>1,158</b>
<b>NPAT less MI, adjusted</b>	<b>1,018</b>	<b>1,062</b>	<b>1,158</b>
EBITDA	1,560	1,625	1,915
EPS basic reported, VND	4,091	4,270	4,655
EPS fully diluted, VND	4,091	4,270	4,655

RATIOS	2017	2018F	2019F
<b>Growth</b>			
Revenue growth	9.6%	4.3%	5.1%
Operating profit (EBIT) growth	-24.5%	5.4%	15.3%
PBT growth	-26.7%	6.2%	13.9%
EPS growth, adjusted	-28.8%	4.4%	9.0%
<b>Profitability</b>			
Gross Profit Margin	26.5%	26.9%	28.0%
Operating Profit, (EBIT) Margin	15.0%	15.1%	16.6%
EBITDA Margin	20.4%	20.4%	22.8%
NPAT-MI Margin, adj	13.3%	13.3%	13.8%
ROE	24.2%	21.9%	20.7%
ROA	15.5%	14.1%	13.5%
<b>Efficiency</b>			
Days Inventory On Hand	27.0	23.3	26.5
Days Accts, Receivable	1.0	1.0	1.0
Days Accts, Payable	32.9	31.8	29.5
Cash Conversion Days	-4.8	-7.5	-1.9
<b>Liquidity</b>			
Current Ratio x	0.8	0.7	0.6
Quick Ratio x	0.7	0.5	0.5
Cash Ratio x	0.3	0.2	0.2
Debt / Assets	22.1%	23.8%	23.6%
Debt / Capital	25.7%	26.8%	26.3%
Net Debt / Equity	6.0%	15.2%	17.4%
Interest Coverage x	15.0	13.3	13.1

BALANCE SHEET (VND bn)	2017	2018F	2019F
Cash & cash equivalents	628	470	446
Short term investment	651	651	651
Accounts receivables	22	23	24
Inventories	313	431	446
Other current assets	294	294	294
<b>Total Current assets</b>	<b>1,907</b>	<b>1,868</b>	<b>1,860</b>
Fix assets, gross	8,024	9,513	11,082
- Depreciation	-3,172	-3,589	-4,112
Fix assets, net	4,852	5,923	6,970
LT investment	0	0	0
LT assets other	240	240	240
<b>Total LT assets</b>	<b>5,092</b>	<b>6,163</b>	<b>7,210</b>
<b>Total Assets</b>	<b>6,999</b>	<b>8,031</b>	<b>9,070</b>
Accounts payable	538	479	496
Short-term debt	1,404	1,767	1,995
Other ST liabilities	403	403	403
Total current liabilities	2,345	2,649	2,895
Long term debt	145	145	145
Other LT liabilities	27	27	27
<b>Total Liabilities</b>	<b>2,517</b>	<b>2,822</b>	<b>3,067</b>

Preferred Equity	0	0	0
Paid in capital/Issued capital	288	288	288
Add'l share capital/share premium	2,438	2,926	2,926
Retained earnings	2,206	2,446	3,240
Other equity	-451	-451	-451
Minority interest	0	0	0
<b>Total equity</b>	<b>4,482</b>	<b>5,210</b>	<b>6,003</b>
<b>Liabilities &amp; equity</b>	<b>6,999</b>	<b>8,031</b>	<b>9,070</b>

CASH FLOW (VND bn)	2017	2018F	2019F
<b>Beginning Cash Balance</b>	<b>137</b>	<b>628</b>	<b>470</b>
Net Income	1,018	1,062	1,158
Dep, & amortization	414	418	523
Change in Working Capital	-13	-178	1
Other adjustments	166	0	0
<b>Cash from Operations</b>	<b>1,584</b>	<b>1,302</b>	<b>1,681</b>
Capital Expenditures, net	-867	-1,489	-1,569
Investments, net	-96	0	0
<b>Cash from Investments</b>	<b>-963</b>	<b>-1,489</b>	<b>-1,569</b>
Dividends Paid	-320	-334	-364
Δ in Share Capital	0	0	0
Δ in ST debt	-68	0	0
Δ in LT debt	226	363	229
Other financing cash flows	33	0	0
<b>Cash from Financing</b>	<b>-130</b>	<b>29</b>	<b>-136</b>
<b>Net Change in Cash</b>	<b>492</b>	<b>-158</b>	<b>-24</b>
<b>Ending Cash Balance</b>	<b>628</b>	<b>470</b>	<b>446</b>



## VCSC Rating and Valuation Methodology

**Absolute, long term (fundamental) rating:** The recommendation is based on implied total return for the stock defined as (target price – current price)/current price + dividend yield, and is not related to market performance,

RATING	DEFINITION
BUY	Total stock return including dividends over next 12 months expected to exceed 20%
OUTPERFORM (O-PF)	Total stock return including dividends over next 12 months expected to be positive 10%-20%
MARKET PERFORM (M-PF)	Total stock return including dividends over next 12 months expected to be between negative 10% and positive 10%
UNDERPERFORM (U-PF)	Total stock return including dividends over next 12 months expected to be negative 10%-20%
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## Contacts

### Corporate

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

#### Head Office

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

#### Transaction Office

10 Nguyen Hue Street  
District 1, HCMC  
+84 28 3914 3588

### Research

**Research Team:** +84 28 3914 3588

[research@vcsc.com.vn](mailto:research@vcsc.com.vn)

#### Real Estate, Construction and Materials

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

- Anh Nguyen, Senior Analyst, ext 174
- Vy Nguyen, Senior Analyst, ext 147

#### Consumer and Pharma

##### Phap Dang, Senior Manager, ext 143

- Dao Nguyen, Senior Analyst, ext 185
- Nghia Le, Analyst, ext 181

#### Industrials and Transportation

##### Lucy Huynh, Senior Manager, ext 130

- Phu Pham, Analyst, ext 124
- Trang Tran, Analyst, ext 149

#### Oil & Gas and Power

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

- Tram Ngo, Senior Analyst, ext 135
- Thanh Nguyen, Analyst, ext 173
- Nam Hoang, Analyst, ext 196

### Institutional Sales and Brokerage

#### Dung Nguyen

+84 28 3914 3588, ext 136

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

### Retail & Corporate Brokerage

#### Ho Chi Minh City

Quynh Chau

+84 28 3914 3588, ext 222

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

#### Hanoi Branch

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

#### Transaction Office

236-238 Nguyen Cong Tru Street  
District 1, HCMC  
+84 28 3914 3588

#### Barry Weisblatt, Head of Research, ext 105

##### Macro

- Luong Hoang, Senior Analyst, ext 364
- Nguyen Truong, Analyst, ext 132

#### Banks, Securities, Insurance

##### Long Ngo, Senior Manager, ext 123

- Cameron Joyce, Manager, ext 163
- Nghia Dien, Analyst, ext 138
- Son Tong, Analyst, ext 116
- Anh Dinh, Analyst, ext 139

#### Retail Client Research

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

- Ha Dao, Analyst, ext 194
- Tra Vuong, Analyst, ext 365
- Ninh Chu, Analyst, ext 129

#### Hanoi

Quang Nguyen

+84 24 6262 6999, ext 312

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