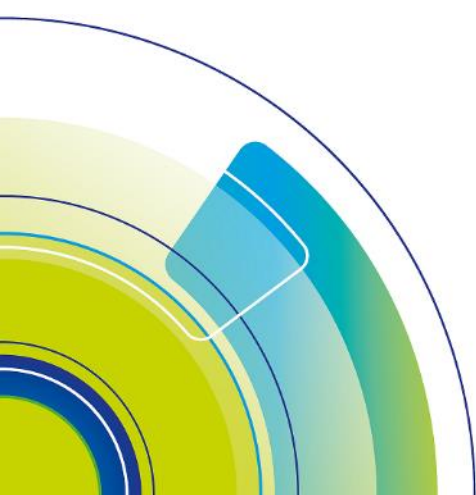


## SECTOR UPDATE – BANKING

March 8, 2023

---



## Hung Cao, CFA

(+84 28) 7300 7000 (x1049)

[hungcv@acbs.com.vn](mailto:hungcv@acbs.com.vn)

## SLOWER PROFIT GROWTH IS EXPECTED

### News and highlights

- The system liquidity was stressed at the beginning of Q4/22 but gradually improved and started to become redundant. Customer deposit rates and interbank rates decreased due to abundant liquidity and reducing pressure from USD.
- Corporate bond market is still congested and there is no breakthrough solution yet. Some real estate and renewable energy businesses were late in paying bond interest in Q4/22 and Q1/23.
- The Government held many meetings with real estate companies to propose solutions such as debt restructuring and solving projects' legal issues.

### Summary of Q4/22 business results

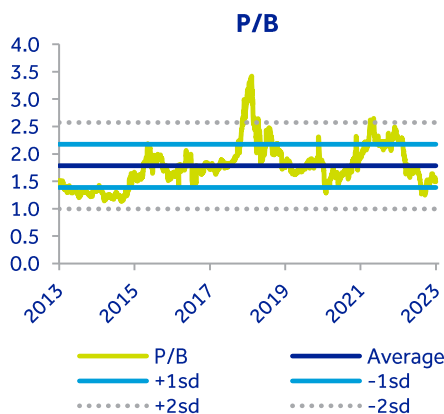
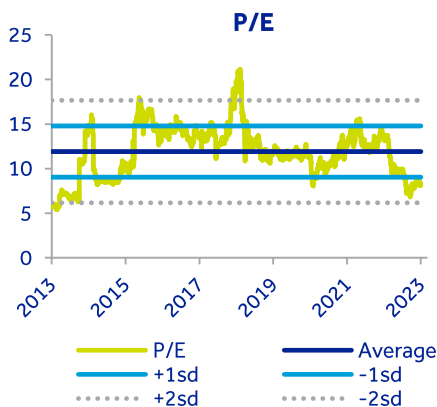
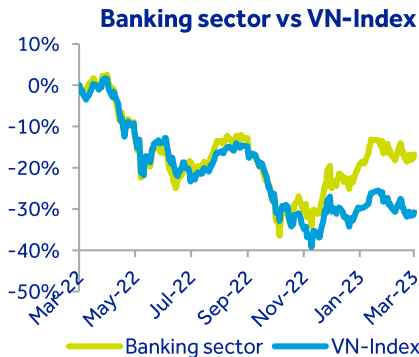
- Profit before tax of banks listed on HoSE in Q4/22 increased by 17.1% y/y but decreased by 11.7% q/q.
- Net interest income grew by 25.9% y/y and slightly 1.5% q/q thanks to a full-year credit growth of 14.2% y/y and a slight decrease in NIM.
- Non-interest income in Q4/22 grew by 17.4% y/y but decreased by 15.2% q/q due to negative impacts from stock and corporate bond market.
- Provision expenses increased by 4.3% y/y and 12.4% q/q. NPLs increased sharply in Q4/22 but the thick provision buffer helped asset quality to deteriorate only slightly in Q4/22. COVID-19 restructured loans no longer accounted for a significant proportion.

### Outlook for 2023

- Income from credit activities will continue to be the main pillar in the context of non-interest income facing difficulties.
- Provision expense is forecast to increase by 38% due to risk of increasing NPLs, especially from real estate businesses. Although the reserve buffer is still quite thick, it has become thinner after Q4/22 as banks used the reserve fund to write off bad debts.
- Profit of banks listed on HoSE is forecast to grow by 10% y/y in 2023, slower than the growth rate of 34.6% y/y in 2022.

### Valuation and recommendation

- Banking stock prices have recovered by 24% since the bottom in November 2022 and is currently trading at P/E of 8.1x and P/B of 1.5x, 32.1% and 16.4% lower than the 10-year historical averages, respectively.
- Although banking profits are forecast to slow down in 2023, with valuations still in attractive territory, banking stocks are still suitable investment opportunities for long-term investors. Short-term investors can take advantage of market corrections to accumulate banking stocks.



## TABLE OF CONTENTS

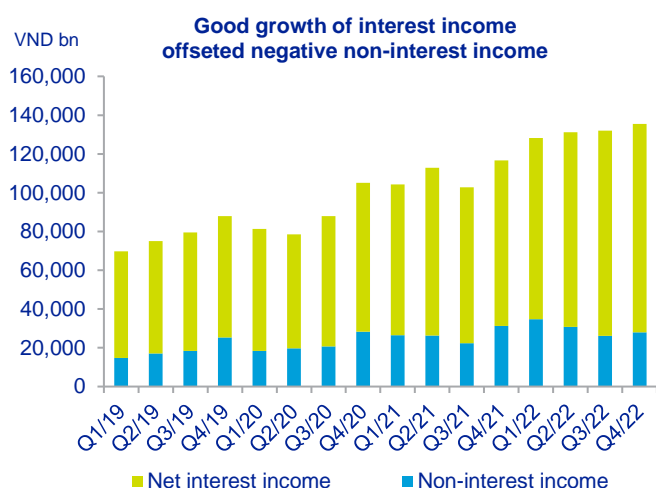
<b>Q4/22 BUSINESS RESULTS .....</b>	<b>4</b>
Q4/22 profits decelerated .....	4
Liquidity improved, interest rates decreased slightly .....	5
NIM was kept stable in rising interest rates environment.....	8
Non-interest income faced difficulties from stock market and real estate sector .....	9
Operating expenses increased sharply in Q4/22 .....	10
Provision expenses increased due to arising NPLs .....	11
Asset quality declined only slightly but the pressure is still high .....	12
<b>INVESTMENT RECOMMENDATION .....</b>	<b>14</b>
<b>FINANCIAL INDICATORS AS OF Q4/22.....</b>	<b>15</b>
<b>CONTACTS.....</b>	<b>16</b>
<b>DISCLAIMER .....</b>	<b>17</b>

### Q4/22 business results

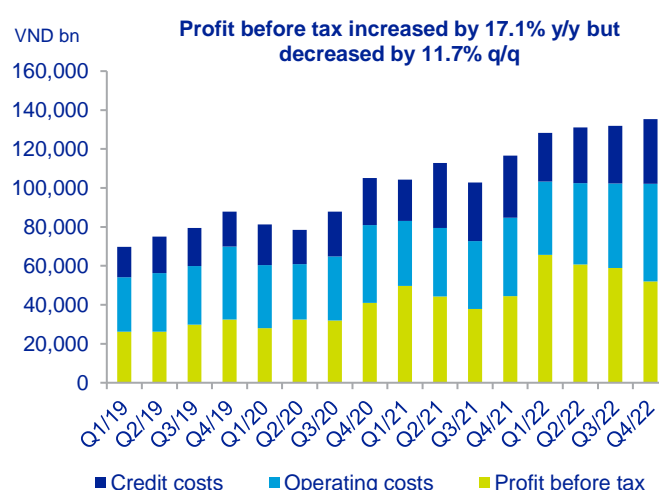
#### Q4/22 profits decelerated

Our statistics show that the total profit before tax of 17 banks in the VN-Index increased by 17.1% y/y but decreased by 11.7% q/q. Of which:

- (1) Net interest income grew by 25.9% y/y thanks to credit growth of 15.4% in 2022 (industry: 14.2%) and NIM recovery of 26 bps compared to last year's pandemic. However, net interest income only increased slightly by 1.5% q/q due to a slight decrease in NIM after banks raised deposit rates sharply while lending rates had a later rate-adjustment. Income from credit activities still played an important role in the income structure of banks, accounting for about 80% of total income.
- (2) Meanwhile, non-interest income remained low, down by 10.4% y/y and up by only 7.2% q/q although non-interest income usually surged in Q4 due to seasonal factor. The stock market was unfavorable and interest rates increased sharply, making banks to record almost zero profit from the securities investment segment for 2 consecutive quarters. Off-balance sheet loan collection activities also faced difficulties due to the frozen real estate market.
- (3) Operating expenses increased sharply because banks increased their promotion costs when deposit mobilization faced difficulties in Q4/22. In addition, some banks started accounting for expenses related to investments in information technology systems and digital banking in Q4/22.
- (4) Provision expense increased by 4.3% y/y and 12.4% q/q. Credit costs (annualized) were at 1.64% in Q4/22. New NPLs increased sharply in Q4/22, but provision expenses did not increase too much because banks had proactively made provisions before that.



Source: Banks, ACBS



Source: Banks, ACBS

For the whole year of 2022, profit before tax of banks listed on HoSE increased by 34.6% y/y compared to 2021.

We expect the banking sector's profit growth to slow down in 2023, of which:

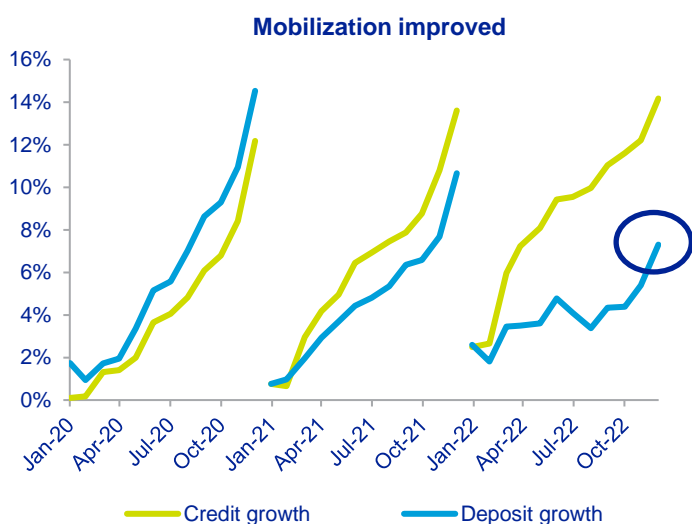
- (1) Payment and banca activities are forecast to continue to grow steadily in 2023. However, other non-interest activities will continue to face difficulties from the real estate and corporate bond markets.
- (2) Provision expenses will be under pressure to increase in 2023 due to the rising NPLs from the riskier economy. Although the loan loss reserve buffer is still quite thick, it has become thinner after Q4/22 as banks used the reserve to write off NPLs.
- (3) Income from credit activities will be the only bright spot in 2023. Credit demand of the economy is still rising, helping banks to maintain reasonable credit growth and NIM to be kept stable.

We expect profit before tax of banks in VN-Index to grow by **10% y/y** in 2023, slowing down from the 34.6% y/y growth in 2022. However, the growth rates will have a divergence among banks. Banks with abundant liquidity and especially strong credit risk management will have higher profit growth.

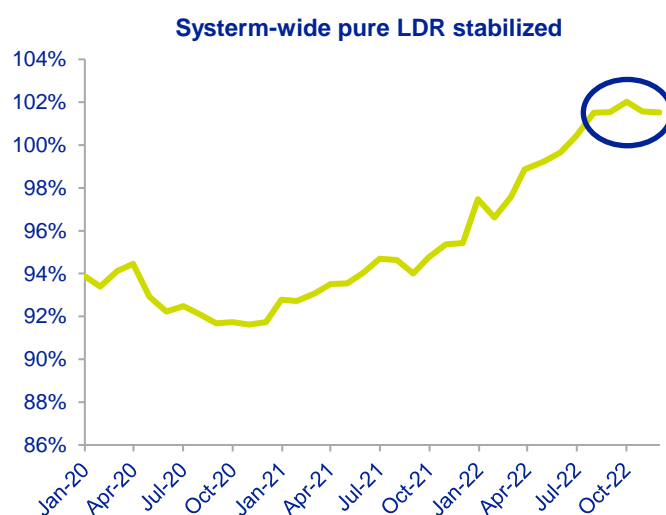
### Liquidity improved, interest rates decreased slightly

By the end of 2022, credit growth of the whole banking system was 14.2%, higher than deposit growth of about 7%. System-wide mobilization has started to improve since November 2022, after deposit interest rates for customers rose to attractive levels.

In the interbank market, liquidity started to be redundant and the SBV had to withdraw money through the open market channel to create a positive gap between VND and USD interest rates to protect the exchange rate.



Source: SBV, ACBS



Source: SBV

We expect the banking system liquidity to improve in 2023 as international capital flows back into Vietnam. Although deposit and lending rates of VND have decreased by 0.3-0.5% since the beginning of the year, they are still at relatively attractive levels compared to the USD.

Exchange rate pressure also eases when the USD speculative trend is no longer strong and the USD is not expected to increase as strongly as in 2022. The DXY index dropped from the peak of 114 in September 2022 to the 100-105 range as currently. Market expects the FED will raise the federal funds rate to 5.75%-6%, before gradually reducing it from 2024. This will help reduce the exchange rate pressure on the VND, however, interbank rates still need to stay at 6-7% to maintain a positive interest gap against the USD, thereby protecting the VND value and stabilizing system liquidity.

We think that SBV will maintain the **monetary policy at a relatively tight level** in 2023 but adopt interest rate tool instead of limiting credit growth quota as they did last year. We believe that the SBV will not tighten credit growth of banks in 2023 and the situation of "full of credit room" as in 2022 will be less likely to happen. In general, the liquidity position in 2023 will be relatively abundant but on the high interest rate level.

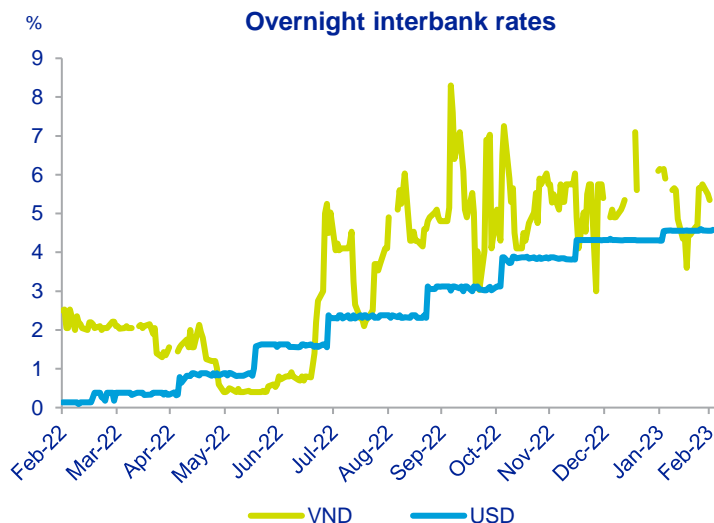
International USD strength



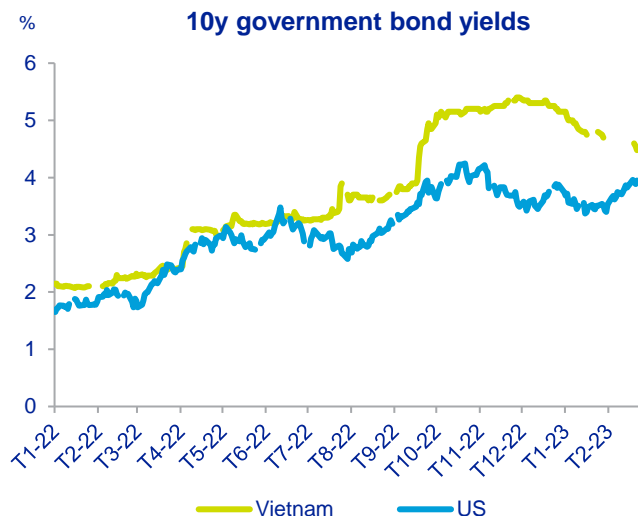
Local exchange rate



Overnight interbank rates



10y government bond yields



We forecast credit growth in 2023 to reach **13-14%**, lower than the growth rate of 14.2% in 2022. This is due to:

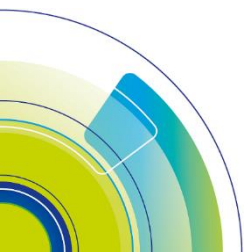
- High lending rates will reduce customers' credit demand. Feasibility of investment projects will decrease in a high interest rate environment. We forecast lending rates will be difficult to lower further as the FED is expected to maintain interest rates above 5% for a long period of time to control inflation.
- Banks do not lower their lending requirements and standards in the context of rising risks of the economy.

In terms of mobilization, we expect deposit growth in 2023 to be better than that in 2022 and in line with credit growth, as deposit interest rates are still at quite attractive levels.

In addition, more deposits of the State Treasury at state-owned commercial banks also contribute to support liquidity for the banking system.

The Government's orientation of **expansionary fiscal policy** in 2023 can also bring back a large amount of money into the economy and increase money velocity. The state budget deficit is planned at VND455,500 billion, equivalent to 4.4% of GDP in 2023.

However, the actual results in the first 2 months of 2023 did not seem to meet expectations. Accordingly, the state budget continued to have a surplus of more than VND120,000 billion (the whole year 2022 had a surplus of VND223,000 billion).

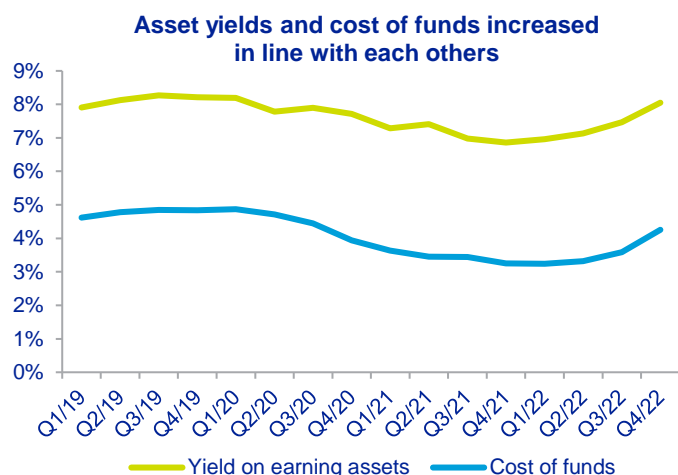




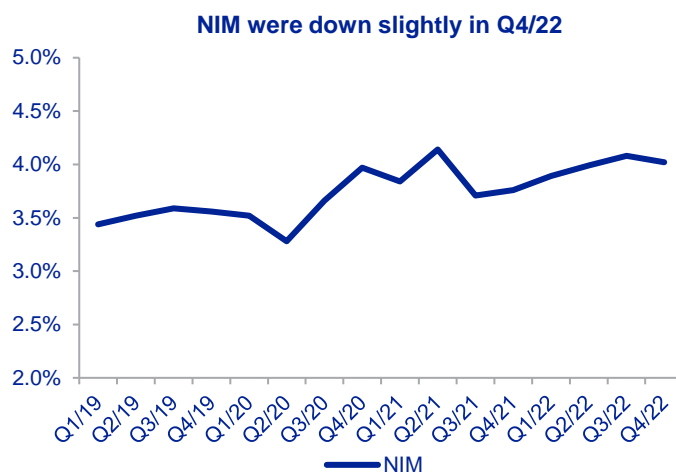
### NIM was kept stable in rising interest rates environment

Interest rates started to surge at the end of Q3/22 and have clear impacts on banks' funding costs and asset yields in Q4/22. In general, banks' NIMs remained stable because lending rates increased quite in line with deposit rates. The increase in the proportion of retail loans and floating interest rates helps banks to protect NIM from sharp fluctuations due to a volatile interest rate environment.

Specifically, NIM in Q4/22 was at 4.02%, a slight decrease of 6 bps q/q and 26 bps higher y/y. The ability to maintain a good NIM is an important factor helping net interest income, which is the main source of banks' income, to remain stable amid many negative events occurring in Q4/22.



Source: Banks, ACBS



Source: Banks, ACBS

However, NIM had a relatively clear difference among banks in Q4/22, depending on liquidity situation of each bank.

The tight liquidity situation led to a surge in interbank interest rates in Q4/22, negatively affecting NIM of banks with net borrowings in the interbank market. Banks with a decrease in NIM in Q4/22 include: CTG (-0.10%), VPB (-0.13%), TCB (-0.70%), TPB (-0.06%), SHB (-0.56%), EIB (-0.06%), MSB (-0.38%) and LPB (-0.76%).

Banks with improved NIM in Q4/22 include banks that are less dependent on interbank funds and net lender in the interbank market such as VCB (+0.14%), MBB (+0.07%), ACB (+0.06%), SSB (+0.27%), STB (+0.08%), VIB (+0.13%), HDB (+0.36%) and OCB (+0.13%).

For 2023, lending interest rates will be under pressure to maintain at relatively high levels. The liquidity shortage of real estate businesses will continue to be strained because the mobilization channel from corporate bonds is currently congested. Therefore, real estate businesses will have to depend on credit funding sources from banks. Meanwhile, credit supply is still being controlled by the SBV, which will put pressure on lending rates. However, the instructions to reduce lending interest rates by the Government and the SBV will cause lending interest rates to cool down in 2023.

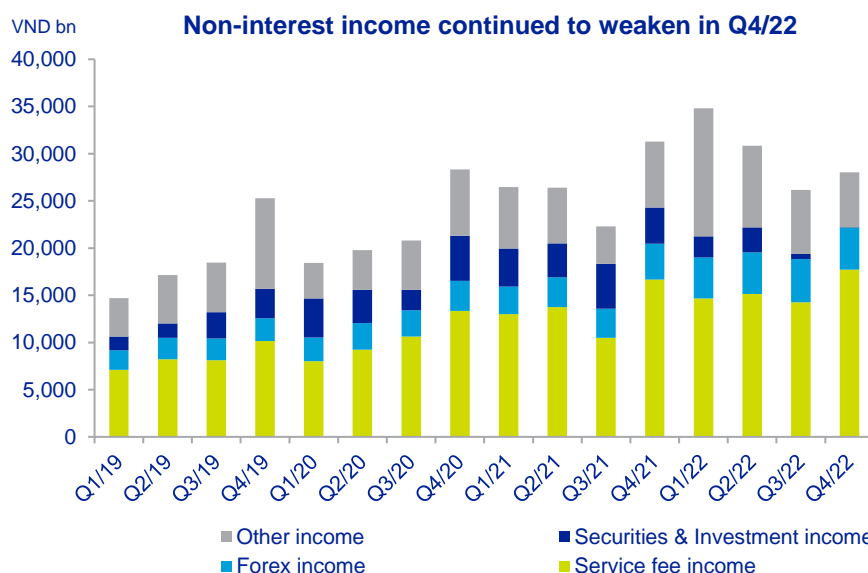
Since the lending rate re-priced period is usually about 1 quarter behind the deposit rate, we expect NIM to recover from Q1/23 and stay at 4% in 2023, similar to that in 2022.



### Non-interest income faced difficulties from stock market and real estate sector

Non-interest income increased by 7.2% q/q due to seasonal factors and decreased by 10.4% y/y. Of which:

- (1) Profits from securities and investment of banks continued to be almost zero in Q4/22. Rising interest rates and unfavorable stock market negatively affected the securities and investment activities of banks and their subsidiaries operating in the securities sector.
- (2) Income from brokerage and investment banking services are negatively affected by the frozen corporate bond market. However, service fee income was offset by strong growth in the payment and bancassurance segments thanks to the post-pandemic recovery.
- (3) Off-balance sheet loan collection faced disadvantages from the liquidity bottleneck in the real estate market, making it difficult to liquidate collateral assets.



Source: Banks, ACBS

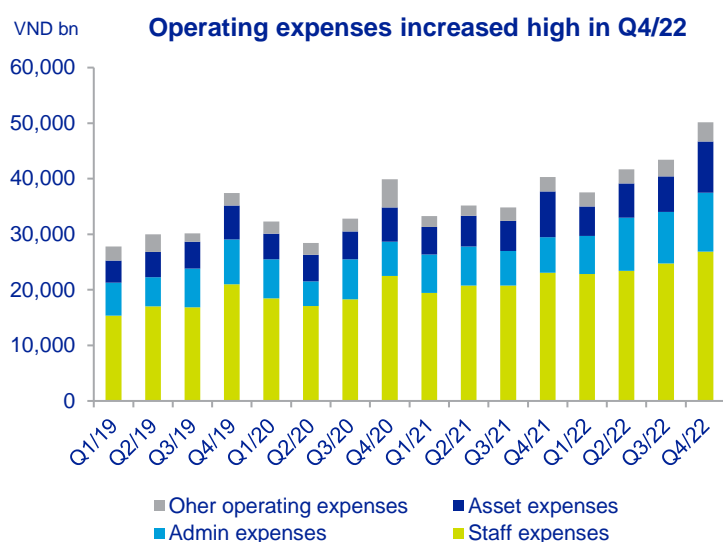
For 2023, we forecast non-interest income will continue to face difficulties as the corporate bond market may not recover in near term. In addition, the payment service and off-balance sheet loan collection segments will also face disadvantages from the weakening of the domestic and global economies.

### Operating expenses increased sharply in Q4/22

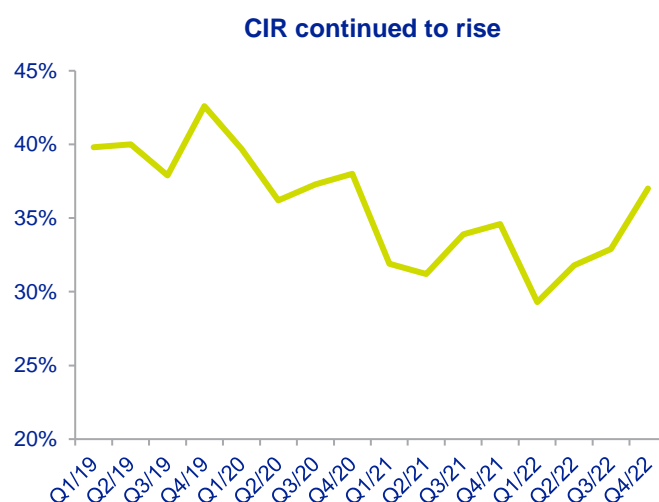
Operating expenses increased by 24.5% y/y and 15.5% q/q in Q4/22. In which:

- (1) Administration expenses increased by 50.2% y/y and decreased by 2.4% q/q. We believe that banks have stepped up spending for promotion to attract deposit customers in the context of difficulties in mobilization.
- (2) Employee expenses increased by 19.0% y/y and 5.6% q/q in Q4/22. This is the largest expense of banks, accounting for about 57% of total operating expenses.

As mentioned in previous sections, non-interest income was negatively impacted by the stock market. Meanwhile, operating expenses continued to increase to a high level in Q4/22, causing the CIR (cost to income ratio) to rise from 32.9% to 37.0%.



Source: Banks, ACBS



Source: Banks, ACBS

We forecast that the operating expenses will continue to increase as the trend of digital transformation forces banks to increase investing in technology infrastructure and acquire staffs in the field of information technology and data analytics.

However, we expect banks to control other operating expenses more closely in 2023 to cope with the worsening macro environment and increasing policy uncertainty.

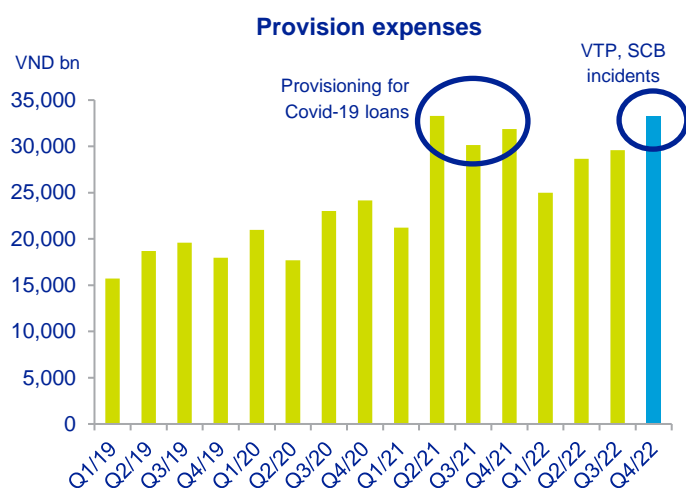
For 2023, we expect banks' CIR to be at 35-40%, higher than that in 2022 as total operating income growth will slow down.

### Provision expenses increased due to arising NPLs

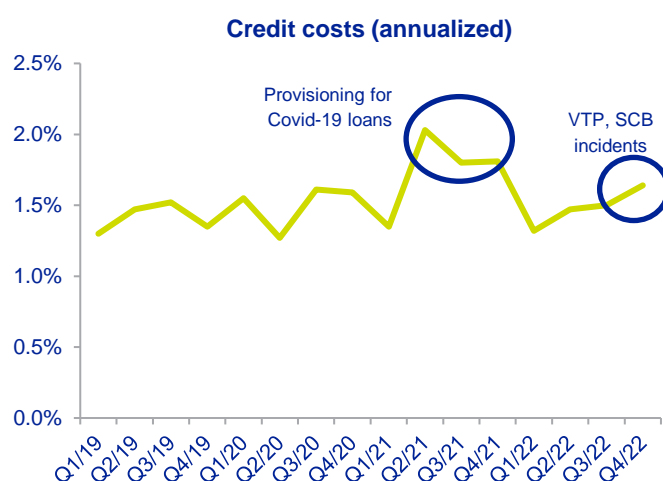
The banking industry has just experienced a quarter of many fluctuations, especially investigation in Van Thinh Phat and SCB at the beginning of October 2022, leading to the corporate bond crisis. The frozen corporate bond market caused the important mobilization channel of enterprises to congest, especially real estate businesses whose corporate bonds accounting for about 30% of their total credit funding.

The tight liquidity situation and weak economy caused banks' NPLs to surge in Q4/22. We estimate the new NPLs at **2.9%** of outstanding loans in Q4/22 (annualized), nearly twice as high as 1.5% in the historical normal period.

However, some banks (especially state-owned commercial banks) have proactively made provisions early to thicken their loan loss reserves in order to have room to deal with arising NPLs. That helped banks' provision expenses not to increase too high while keeping asset quality from degrading too much in Q4/22.



Source: Banks, ACBS



Source: Banks, ACBS

Accordingly, provision expenses in Q4/22 increased by 12.4% q/q and 4.3% y/y. Credit costs (annualized) increased slightly to 1.6% in Q4/22. New NPLs incurred high but provision expenses did not increase too much in Q4/22, helping banks' profits to remain relatively stable in the context of macro difficulties and the economy facing many risks.

We believe that some banks that have thick loan loss reserve buffers still have room to control provision expenses from rising too high in 2023. We forecast credit costs at **1.8%** of outstanding credit in 2023, an increase of 0.3 percentage points from 1.5% in 2022. Provision expenses are forecast to increase by 38% compared to those in 2022 and is the main factor slowing down banks' profit growth in 2023.

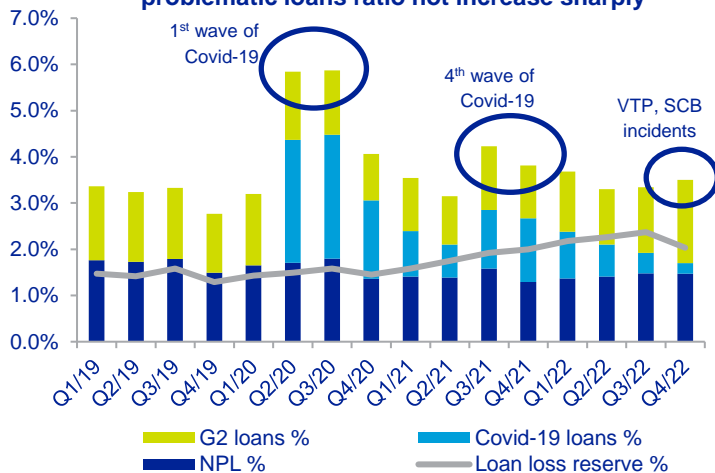
### Asset quality declined only slightly but the pressure is still high

As mentioned above, new NPLs incurred is estimated at 2.9% of outstanding loans in Q4/22 (annualized), nearly double that of the historical normal period. However, the NPL ratio did not increase q/q, at 1.47% at the end of Q4/22. This was because banks used their loan loss reserves to write off NPLs in Q4/22.

The group 2 loan ratio increased sharply by 38 bps q/q, to 1.8%. Interest rates increased sharply in Q4/22 and liquidity congestion (especially in the real estate sector) negatively impacted companies' solvency. Banks which saw a much higher proportion of group 2 loan in Q4/22 include BID (+0.43%), CTG (+0.54%), VPB (+0.78%), TCB (+1.39%), STB (+0.89%), VIB (+1.14%) and HDB (+0.67%).

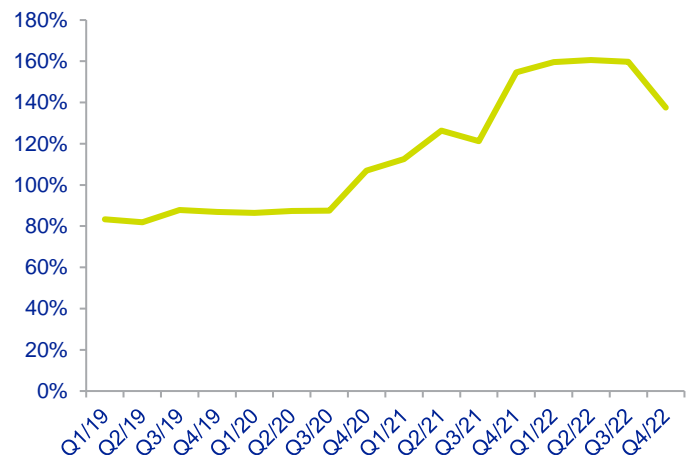
COVID-19 restructured loans continued its downward trend and no longer accounted for a significant proportion. We estimate that the proportion of COVID-19 restructured loans was only about 0.23% at the end of Q4/22.

**Banks wrote off NPLs by reserves to help the problematic loans ratio not increase sharply**



Source: Banks, ACBS

**NPL coverage ratio was thinner**



Source: Banks, ACBS

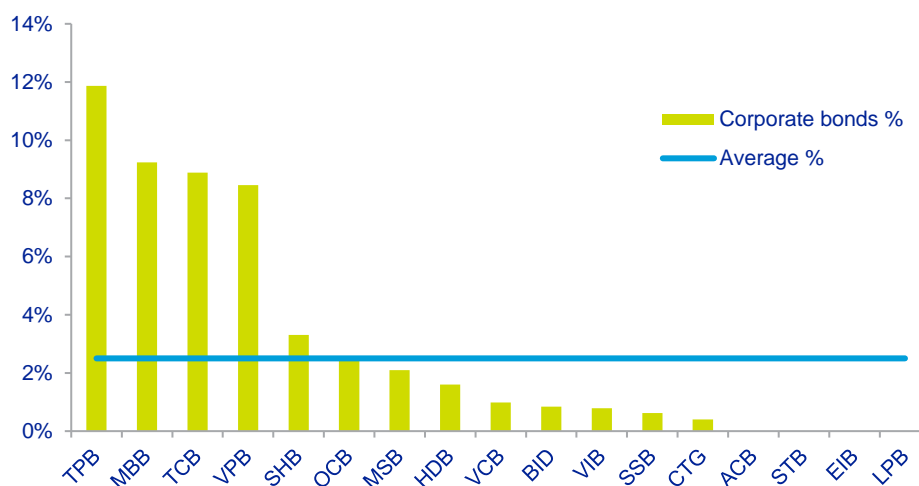
Using loan loss reserves to write off NPLs has made banks' reserve buffers thinner. Loan loss reserve on outstanding loan ratio decreased from 2.4% to 2.0% and was similar to that of the same period last year. NPL coverage ratio also decreased from 160% to 138%, which is still a high level compared to 80-88% pre-pandemic.

The downward pressure on banks' asset quality will continue to increase in 2023 given liquidity issues of many real estate businesses. The corporate bond channel is still congested and there is no breakthrough solution. Real estate businesses will continue to face difficulties in accessing new sources of funding while bond payment pressure will increase when bonds mature in the middle and the end of this year.

Currently, the largest bondholders are banks, holding about 34% of the total outstanding corporate bonds (excluding bank bonds). By the end of Q4/22, outstanding corporate bonds accounted for 2.5% of total outstanding credit. Among them, real estate corporate bonds accounted for about half, equivalent to 1.2% of total outstanding credit.

NPL ratio of corporate bonds on banks' balance sheets remained at approximately 0% by the end of Q4/22. However, according to HNX's statistics, many businesses have been late in paying bond interests in Q4/22 and Q1/23, including many large corporations such as Novaland, Dat Xanh, Hung Thinh, Trung Nam,...

**Corporate bond proportion of banks' outstanding credit**



Source: Banks, ACBS

We see some positive signals for real estate businesses such as the issuance of Decree 08/2023 (amending and supplementing Decree 153/2020 and Decree 65/2022) allowing businesses to negotiate with bondholders to pay bond debts by companies' assets, extend bond's term by up to 2 years and relax some issuance conditions.

In addition, the Government and authorities have made proposals to remove legal obstacles for real estate projects, which will facilitate real estate businesses to mobilize capital from bank loans and open sale of projects.

In terms of macro environment, the exchange rate and inflation moving in a more favorable direction will help lending interest rates to cool down and restore demand for house loans. These factors will all help to improve financial health of real estate businesses, thereby reducing new NPLs on the banking system.

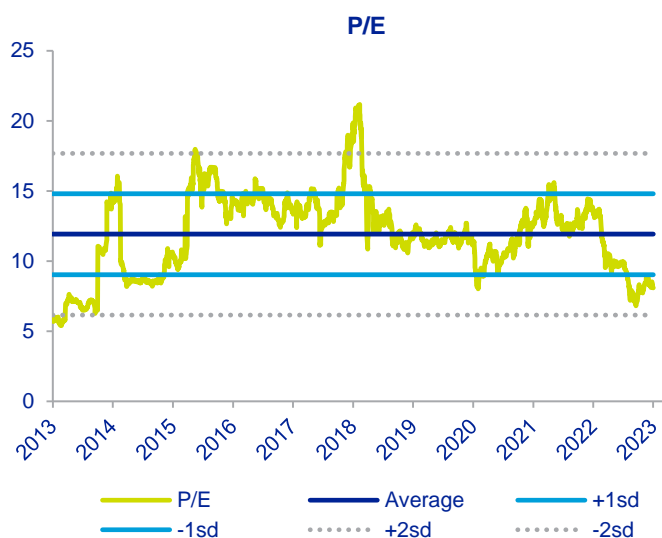
In 2023, asset quality as well as provision expenses will differ among banks, depending on risk appetite as well as credit risk management of each bank. Banks that always control NPL ratios at a low level such as VCB (0.7%), ACB (0.7%) can maintain good asset quality in 2023.

Banks that have a high NPL coverage ratio such as VCB (317%), BID (217%), CTG (188%) and MBB (238%) will be able to protect their asset quality in the context of rising NPLs and has the ability to control provision expenses at a moderate level.

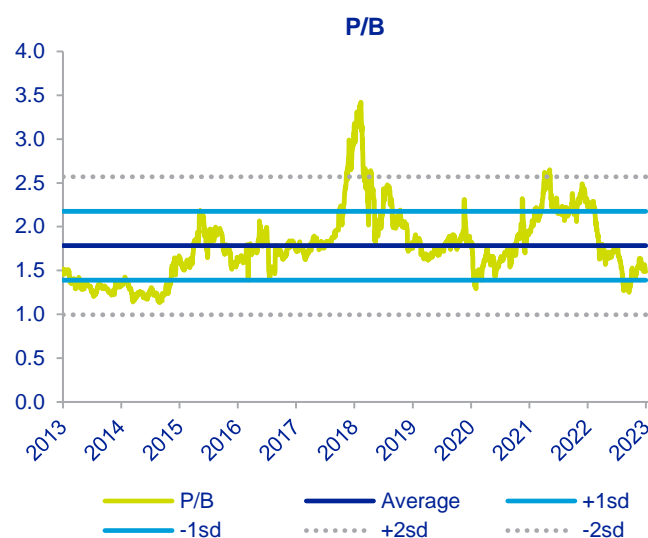
### INVESTMENT RECOMMENDATION

As of 07-Mar-2023, the banking industry is trading at a P/E of 8.1x and a P/B of 1.5x, 32.1% and 16.4% lower than 10-year historical averages, respectively.

Although the profit outlook for 2023 is not too positive (growth forecast at 10%) and share prices have recovered 24% from the low in November 2022, the banking industry's valuation is still attractive and banking stocks are still suitable investment opportunities for long-term investors. Short-term investors can take advantage of market corrections to accumulate banking stocks.



Source: Fiinpro, ACBS



Source: Fiinpro, ACBS

Positive changes in policies are catalysts for banking stock prices to recover. Specifically, the Government is putting efforts on removing legal obstacles of real estate projects and amended Decree 65/2022 on the private issuance of corporate bonds in a less restrictive direction.

A better macro outlook in 2023 (i.e inflation be controlled) will help central banks of large economies and the SBV to have room to ease monetary policy, which support banking stock prices.

On the other hand, short-term downside risks to banking stocks include:

- (1) The prolonged bottleneck in capital flows caused a crisis in the real estate sector and resulted in surging NPLs;
- (2) Inflation in the US remained high, causing the FED to hike USD rate sharply and put pressure on Vietnamese banking system's liquidity.



## Financial indicators as of Q4/22

(Unit: VND billion)

Ticker	Listing	Market cap 07-Mar-23	Equity Q4/22	Total Assets Q4/22	NPL ratio Q4/22	Group 2 loan ratio Q4/22	NPL coverage Q4/22	ROA	ROE	P/E	P/B
VCB	HOSE	434,918	137,988	1,814,188	0.7%	1.0%	317.4%	1.9%	24.2%	14.5	3.2
BID	HOSE	237,245	104,206	2,120,528	1.2%	2.8%	216.8%	0.9%	19.1%	13.0	2.4
CTG	HOSE	139,367	108,305	1,809,189	1.2%	3.6%	188.4%	1.0%	16.7%	8.2	1.3
VPB	HOSE	116,810	103,517	631,074	5.7%	11.2%	54.4%	3.1%	19.2%	6.4	1.2
TCB	HOSE	95,317	113,425	699,033	0.9%	3.0%	125.0%	3.2%	19.5%	4.7	0.8
ACB	HOSE	82,747	58,439	607,875	0.7%	1.3%	159.3%	2.4%	26.5%	6.0	1.4
MBB	HOSE	78,891	79,613	728,532	1.1%	2.8%	238.0%	2.6%	24.6%	4.5	1.0
SSB	HOSE	66,106	26,232	231,423	1.6%	2.0%	98.9%	1.8%	18.1%	15.9	2.5
STB	HOSE	47,130	38,627	591,994	1.0%	2.2%	131.0%	0.9%	13.8%	9.3	1.2
HDB	HOSE	46,532	38,995	416,273	1.7%	4.5%	70.4%	2.0%	22.2%	6.0	1.3
VIB	HOSE	43,418	32,651	343,069	2.5%	6.8%	53.9%	2.6%	29.7%	5.1	1.3
TPB	HOSE	37,171	32,239	328,634	0.8%	2.8%	135.0%	2.0%	21.5%	6.0	1.2
SHB	HOSE	30,577	42,756	551,351	2.5%	3.5%	74.8%	1.5%	19.7%	4.0	0.7
EIB	HOSE	28,769	20,480	185,045	1.8%	2.8%	55.8%	1.7%	15.4%	9.8	1.4
LPB	HOSE	24,813	24,055	327,746	1.5%	3.0%	142.1%	1.5%	22.1%	5.1	1.0
MSB	HOSE	24,400	26,654	213,394	1.7%	3.1%	69.6%	2.2%	19.0%	5.3	0.9
OCB	HOSE	21,918	25,272	193,994	2.2%	4.8%	59.2%	1.9%	14.9%	6.2	0.9
BAB	HNX	13,563	9,827	128,827	0.5%	1.0%	203.8%	0.7%	9.1%	13.8	1.2
NVB	HNX	9,577	5,764	89,847	17.9%	23.4%	11.2%	n/a	n/a	n/a	1.7
NAB	UPCOM	8,345	12,650	177,579	1.3%	4.2%	77.2%	1.1%	17.5%	4.5	0.7
ABB	UPCOM	7,434	13,054	130,162	2.9%	4.9%	43.4%	1.1%	11.0%	5.5	0.6
PGB	UPCOM	5,607	4,585	48,991	2.6%	4.2%	38.0%	0.9%	9.2%	13.9	1.2
VBB	UPCOM	5,210	6,258	111,937	3.7%	6.5%	26.9%	0.5%	8.6%	10.1	0.8
BVB	UPCOM	4,172	5,003	79,067	2.8%	5.2%	52.3%	0.5%	7.6%	11.5	0.8
SGB	UPCOM	4,092	3,899	27,698	2.1%	4.7%	46.9%	0.7%	5.0%	21.5	1.0
VAB	UPCOM	3,998	7,306	105,204	1.5%	3.3%	71.5%	0.9%	13.7%	4.3	0.5
KLB	UPCOM	3,913	5,184	85,760	1.9%	2.7%	68.6%	0.6%	11.0%	7.2	0.8
Average		60,076	40,259	473,275	2.4%	2.1%	104.8%	1.5%	16.9%	8.6	1.2
Median		28,769	26,232	231,423	1.7%	1.8%	71.5%	1.5%	17.8%	6.3	1.2

Source: Fiinpro, ACBS



### CONTACTS

#### Ho Chi Minh City Head Office

117 Nguyen Dinh Chieu, Dist. 3, Ho Chi Minh City  
Tel: (+84 28) 7300 7000  
Fax: (+84 28) 7300 3751

#### Hanoi Office

10 Phan Chu Trinh, Hoan Kiem Dist., Ha Noi  
Tel: (+84 4) 3942 9395  
Fax: (+84 4) 3942 9407

### RESEARCH DEPARTMENT

#### Associate Director

##### Giao Nguyen

(+84 28) 7300 7000 (x1041)  
[giaonbt@acbs.com.vn](mailto:giaonbt@acbs.com.vn)

#### Manager – Properties

##### Truc Pham

(+84 28) 7300 7000 (x1043)  
[trucptt@acbs.com.vn](mailto:trucptt@acbs.com.vn)

#### Manager – Financials

##### Hung Cao

(+84 28) 7300 7000 (x1049)  
[hungcv@acbs.com.vn](mailto:hungcv@acbs.com.vn)

#### Associate – Strategy

##### Hoa Nguyen

(+84 28) 7300 7000 (x1050)  
[hoant@acbs.com.vn](mailto:hoant@acbs.com.vn)

#### Associate – Oil & Gas

##### Hung Phan

(+84 28) 7300 7000 (x1044)  
[hungpv@acbs.com.vn](mailto:hungpv@acbs.com.vn)

#### Associate – Consumer-related, Technology

##### Chi Luong

(+84 28) 7300 7000 (x1042)  
[chiltk@acbs.com.vn](mailto:chiltk@acbs.com.vn)

#### Associate – Consumer-related, Technology

##### Trung Tran

(+84 28) 7300 7000 (x1045)  
[trungtn@acbs.com.vn](mailto:trungtn@acbs.com.vn)

#### Associate – Energy

##### Toan Pham

(+84 28) 7300 7000 (x1051)  
[toanpd@acbs.com.vn](mailto:toanpd@acbs.com.vn)

#### Associate – Industrials

##### Huy Huynh

(+84 28) 7300 7000 (x1048)  
[huyha@acbs.com.vn](mailto:huyha@acbs.com.vn)

#### Associate – Derivatives, Macro

##### Minh Trinh Viet

(+84 28) 7300 7000 (x1046)  
[minhtvh@acbs.com.vn](mailto:minhtvh@acbs.com.vn)

#### Associate – Technical

##### Phuoc Luong

(+84 28) 7300 7000 (x1047)  
[phuocld@acbs.com.vn](mailto:phuocld@acbs.com.vn)

#### Analyst – Technical

##### Huu Vo

(+84 28) 7300 7000 (x1052)  
[huvvp@acbs.com.vn](mailto:huvvp@acbs.com.vn)

### INSTITUTIONAL CLIENT DIVISION

#### Director

##### Huong Chu

(+84 28) 7300 7000 (x1083)  
[huongctk@acbs.com.vn](mailto:huongctk@acbs.com.vn)

#### Customer Support Institutional Client

##### Thanh Le

(+84 28) 7300 7000 (x1089)  
[thanhltnt@acbs.com.vn](mailto:thanhltnt@acbs.com.vn)

#### Trader

##### Thanh Tran

(+84 28) 7300 7000 (x1085)  
[thanhtt@acbs.com.vn](mailto:thanhtt@acbs.com.vn)

#### Trader

##### Thao Nguyen

(+84 28) 7300 7000 (x1087)  
[thaont@acbs.com.vn](mailto:thaont@acbs.com.vn)

#### Trader

##### Huynh Nguyen

(+84 28) 7300 7000 (x1088)  
[huynhntn@acbs.com.vn](mailto:huynhntn@acbs.com.vn)

#### Trader

##### Dung Ly

(+84 28) 7300 7000 (x1084)  
[dungln.hso@acbs.com.vn](mailto:dungln.hso@acbs.com.vn)

#### Trader

##### Nhi Nguyen

(+84 28) 7300 7000 (x1086)  
[nhinp@acbs.com.vn](mailto:nhinp@acbs.com.vn)

## DISCLAIMER

### Our Recommendation System

**BUY:** where we believe prospective 12 month VND total return (including dividends) will be 15% or more.

**HOLD:** where we believe it will be -15% to 15%.

**SELL:** where we believe it will be lower than -15%.

### Analyst Certification(s)

We, the author(s) of this report, hereby certify (1) that the views expressed in this research report accurately reflect our personal views about any or all of the subject securities or issuers referred to in this research report and (2) no part of our compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

### Important Disclosures

ACBS and/or an affiliate thereof (hereby collectively called ACBS) did or may seek to do business with companies covered in this report as its routine business. ACBS's proprietary trading accounts may have a position in such companies' securities. As a result, the investor should be aware that ACBS may have a conflict of interest from time to time.

ACBS produces a variety of research products including, but not limited to, fundamental analysis, equity-linked analysis, quantitative analysis, and trade ideas. Recommendations contained in one type of research product may differ from recommendations contained in other types of research products, whether as a result of differing time horizons, methodologies, or otherwise.

### Disclaimer

This report is provided for information purposes only. ACBS makes no express or implied warranties, and expressly disclaims all warranties of merchantability or fitness for a particular purpose or use with respect to any data included in this report. ACBS will not treat unauthorized recipients of this report as its clients. Prices shown (if any) are indicative and ACBS is not offering to buy or sell or soliciting offers to buy or sell any financial instrument. **Without limiting any of the foregoing and to the extent permitted by law, in no event shall ACBS, nor any affiliate, nor any of their respective officers, directors, partners, or employees have any liability for (a) any special, punitive, indirect, or consequential damages; or (b) any lost profits, lost revenue, loss of anticipated savings or loss of opportunity or other financial loss, even if notified of the possibility of such damages, arising from any use of this report or its contents.** Other than disclosures relating to ACBS, the information contained in this report has been obtained from sources that ACBS believes to be reliable, but ACBS does not represent or warrant that it is accurate or complete. The views in this report are subject to change, and ACBS has no obligation to update its opinions or the information in this report.

**Some parts of this report reflect the assumptions, views and analytical methods of the analysts who prepared them, and ACBS is not responsible for any error of their works and assumptions. ACBS may have issued, and may in the future issue, other reports that are inconsistent with, and reach different conclusions from, the information presented in this report.**

The analyst recommendations in this report reflect solely and exclusively those of the author(s), and such opinions were prepared independently of any other interests, including those of ACBS. This report does not constitute personal investment advice or take into account the individual financial circumstances or objectives of the investors who receive it. The securities discussed herein may not be suitable for all investors. ACBS recommends that investors independently evaluate each issuer, securities or instrument discussed herein and consult any independent advisors they believe necessary. The value of and income from any investment may fluctuate from day to day as a result of changes in relevant economic markets (including changes in market liquidity). The information herein is not intended to predict actual results, which may differ substantially from those reflected. Past performance is not necessarily indicative of future results.

**This report may not be distributed to the public media or used by the public media without prior written consent of ACBS. Otherwise it will be considered as illegal. The breacher shall compensate fully to ACBS any loss or damage which arises from such breach (if any).**

In the event that the distribution and/or receipt of this report is prohibited by the investor's jurisdiction, the investor shall dismiss this report immediately otherwise it will be at his/her own risks.

ACBS does not provide tax advice and nothing contained herein should be construed to be tax advice. Accordingly, the investors should seek advice based on their particular circumstances from an independent tax advisor. This report may contain links to third-party websites. ACBS is not responsible for the content of any third-party website or any linked content contained in a third-party website. Content contained on such third-party websites is not part of this report and is not incorporated by reference into this report. The inclusion of a link in this report does not imply any endorsement by ACBS. Access to any third-party website is at the investor's own risks, and the investor should always review the terms and privacy policies at third-party websites before submitting any personal information to them. ACBS is not responsible for such terms and privacy policies and expressly disclaims any liability for them.

**© Copyright ACBS (2023). All rights reserved. No part of this report may be reproduced in any manner without the prior written permission of ACBS.**