



**Weekly News**  
**09<sup>th</sup> June – 14<sup>th</sup> June 08**



## **ECONOMIC SITUATION**

### **Nation seafood export targets \$4.5b**

Viet Nam would likely miss its US\$4.5 billion seafood export target this year, an official of the Viet Nam Association of Seafood Exporters and Producers (VASEP) recently announced.

A shortage of input materials and limited and high-interest fisheries loans were blamed for the shortfall.

The country brought in \$1.5 billion from seafood exports in the first five months of the year, a year on year increase of 11 per, according to Nguyen Dinh Hoe, VASEP general secretary. He expects another \$300 million from seafood exports in June.

"That means the export value could reach \$1.8 billion, so the value may reach \$4 billion this year."

Seafood export value will likely grow partially due to advantages from fluctuating exchange rates between the US dollar and Vietnamese dong, Hoe continued. Still, they likely won't reach the target of \$4.5 billion set by the Ministry of Industry and Trade.

The target can not be met because producers have had problems getting capital to buy products, while products have also been lacking. Black tiger shrimp have proven especially volatile, and they represent a huge part of the national seafood export value.

Under the current situation, Hoe expects black tiger shrimp export will be down this year, and shrimp output will likely only meet 30-40 per cent of demand by domestic export seafood processors.

Over the long term, VASEP could import raw seafood for processing from Europe, South America and Africa to deal with the shortage. Last year, Viet Nam gained \$3.6 billion from seafood exports, importing \$250 million in raw seafood material.

### **Plastics industry looks to boost exports**

Boosting exports is an effective measure to help ensure sustainable development of the plastics industry, Vietnam Plastic Association Vice Chairman Pham Trung Cang said.

At a conference held in Ho Chi Minh City on June 11, Cang urged local businesses to reduce production costs, intensify information and experience sharing and foster cooperation with partners in order to boost exports.

The plastic sector of Vietnam has made considerable progress in expanding production and business one year after the country joined the World Trade Organisation (WTO). It has gained a firm foothold in 48 countries around the world.

In 2007, Vietnam earned 710 million USD from plastic exports, a year-on-year increase of 48 percent. The figure is expected to reach 1 billion USD in 2008, up 41 percent over the previous year.

Vietnam has been able to produce high-quality products of international standards such as packing, mosquito-preventing canvas, windows, insulating aprons and automobile spare parts.

However, local plastic producers are facing many difficulties triggered by increases in the price of materials, fuels and transportation.

## CORPORATE SECTOR

### **BANKING – FINANCE**

**Vinaconex ashlar facing stone producer to issue 250b dong (US\$15.4 million) in bonds**

Vinaconex Ashlar Facing Stone Joint Stock Co (coded VSC) announced that it would issue 250 billion dong (US\$15.4 million) in corporate bonds including 100 billion dong (US\$6.2 million) of convertible bonds to raise capital for production and business expansion projects and re-structure its finance such as investing 51 billion dong (US\$3.1 million) in Vico Mineral and Investment JSC. The convertible bonds have a term of three-years and the coupon rate of no more than 10.5% per annum. The conversion price is 50,000 dong per share or 15% discount of the average price of 15 days before investors order to buy but not exceeding 55,000 dong per share.

**Mekong Housing Bank to raise 2 trillion dong (US\$124 million)**

The Mekong Housing Bank expects to raise VND2 trillion (US\$124 million) by issuing certificates of the deposits denominated in both dong and dollar. The lender said on its website earlier this week that this move aimed to raise working capital. On the dong-denominated certificate of deposit, it would offer a coupon rate of 15.8 percent per year for one year and above, and 15.4 percent per year for three months and less. For dollars, it would offer 7.5 percent per year for nine months and over 7.1 percent per year for three months and less. Both domestic and foreign investors could buy the certificates. The issue would wrap up August 6. In March this year, Mekong Housing Bank received approval to sell shares to the public for the first time. It would sell 13 percent to retail investors, 15 percent to institutional investors, and 4 percent to its staff. The government would retain the remaining 68 percent. The bank had total assets of VND 27.6 trillion (US\$1.71 billion) as of December 31 last year, up from VND18 trillion in 2006.

**Basic interest rate raised to 14% pa**

The State Bank of Vietnam (SBV) announced on the basic interest rate of Vietnam dong would raise to 14 percent per annum from June 11. The refinance interest rate would be raised from 13 percent per annum to 15 percent per annum and the discount rate from 11 percent per annum to 13 percent per annum. The State Bank of Vietnam also released a decision to adjust the interbank market's average dong/US dollar forex rate that accordingly was raised from 16,139 dong/US dollar on June 10 to 16,461 dong/US dollar applied on June 11. The allowable trading amplitude on the interbank market still is kept at +/-1%,

**VIB Bank rolls out new MasterCard**

The Vietnam International Bank (VIB Bank) has begun issuing a new type of MasterCard that uses the latest chip technology and has a credit limit of up to 150 million VND (US\$9,260). Using modern chip technology, the VIB Chip MasterCard is made to help keep information secure, limit the production of false cards and assist the bank in updating customers' card information. VIB Bank is currently the third bank in Vietnam to apply this kind of technology. VIB Bank customers are able to pay for goods and services using VIB Chip MasterCard at more than 20,000 credit card facilities in Vietnam and at millions of those facilities around the world. They are also able to withdraw cash from ATMs worldwide. Next month, VIB Bank would plan to open 14 more business units supporting credit card transactions, bringing its total business units to 110 nationwide.

## STOCK MARKET

- Vietnam Airlines licensed to sell 20% stake to foreign strategic shareholders** Vietnam Airlines recently was licensed to sell its 10-20% stake to foreign strategic shareholders, driving down the state holding in the firm at 70-80%. The carrier's equitisation process is under the method of keeping the state's current holding and issuing extra shares to hike chartered capital. Currently, Vietnam Airlines is preparing to submit the plan of selecting financial consultant for its equitisation to the prime minister for approval.
- FPT to list nearly 1.3m extra shares** Ho Chi Minh Stock Exchange (HOSE) recently approved the FPT Technology Investment and Development Joint Stock Co (coded FPT) to list nearly 1.3 million additional shares on the southern bourse. These shares were issued to the company's employees who gained good achievements for the company with the issuing price of 10,000 dong per share. In the first quarter of the year, FPT made a revenue of over 4.393 trillion dong (US\$271.2 million), up 58.9% on the same period of 2007 and accounting for 24% of the year's target and 303 billion dong (US\$18.7 million) from pre tax profit, rising 46.6% yoy.
- Standard Securities brokers licensed** The State Securities Commission (SSC) recently granted the establishment and operation license No 77/UBCK-GPHDKD to the Standard Securities Joint Stock Co (SSJ) with a chartered capital of 35 billion dong (US\$2.2 million). The newly broker located at No 2, Trung Trac St, ward 1, Vung Tau City in the southern province of Ba Ria Vung Tau will have functions of securities sectors such as securities brokerage and securities investment consultancy. On the same day, the company also received the permission from SSC to operate in fields of securities depository whereby SSJ can carry out securities depository for domestic and foreign individuals and institutions.
- Tan Hoa plastic producer to list on HOSE from June 19** Tan Hoa Plastic Joint Stock Co announced that on June 19, it would become the official 152nd member of Ho Chi Minh Stock Exchange (HOSE) with the trading code VKP. The comparative price of VKP for the first trading day is fixed at 55,000 dong per share with the pricing amplitude of +/-20%. The firm has a chartered capital of 80 billion dong (US\$4.9 million), specialising in producing plastic and PP packages. On January 18, 2008, the state shareholders held 4.89%, external shareholders 77.35% and foreign shareholders 5.06% in the company.
- Vinaconex to list on HASTC** Hanoi based Vietnam Export Import and Construction Joint Stock Corp or Vinaconex recently just handed in the listing document to the Hanoi Securities Trading Centre, accordingly the corporation asked HASTC's approval to list 150 million VCG coded shares with the listing time of no later than August 2008. With the chartered capital of 1.5 trillion dong (US\$92.6 million), Vinaconex specialises in construction and installation, real estate business, construction material business, managing trade centres, super markets, industrial zones, investment and business of securities and valuable papers.

### A change in the VN-Index from Jun 09 to Jun 13, 2008

Date	VN-Index	Change	% +/-	Trading value (\$m)	Market cap. (\$m)
9-Jun	379.12	-5.12	-1.33%	2.07	10,485
10-Jun	373.00	-6.12	-1.61%	2.52	10,316
11-Jun	370.45	-2.55	-0.68%	18.75	10,239
12-Jun	370.55	0.10	0.03%	11.69	10,283
13-Jun	372.68	2.13	0.57%	19.65	10,144

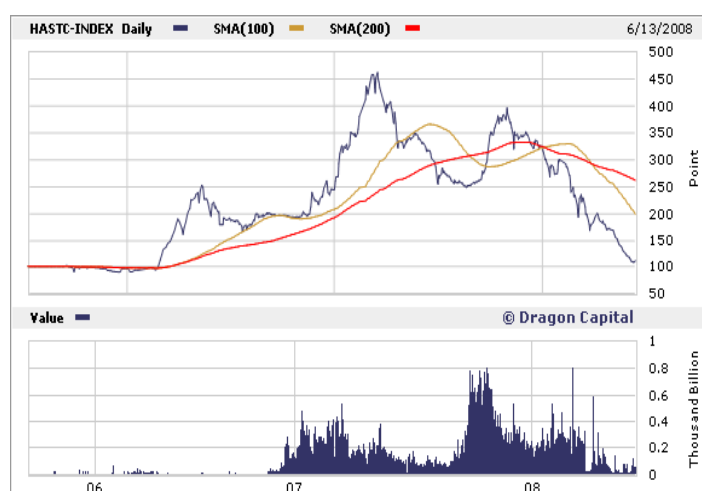
### A change in the HaSTC-Index from Jun 09 to Jun 13, 2008

Date	HASTC Index	Change	% +/-	Trading value (\$m)	Market cap. (\$m)
9-Jun	108.46	-1.40	-1.27%	1.18	2,980
10-Jun	107.76	-0.70	-0.65%	3.96	2,960
11-Jun	108.54	0.78	0.72%	7.67	3,009
12-Jun	109.47	0.93	0.86%	3.81	3,035
13-Jun	111.09	1.62	1.48%	3.47	3,021

### The VN-Index chart



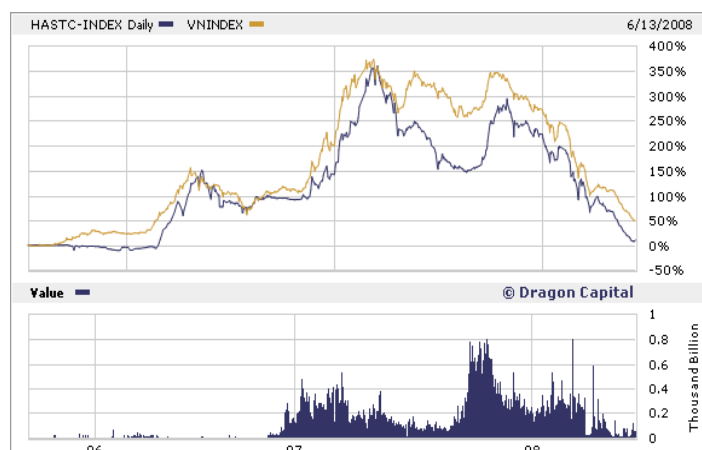
### The HASTC-Index Chart



### Market Ratings and Performance

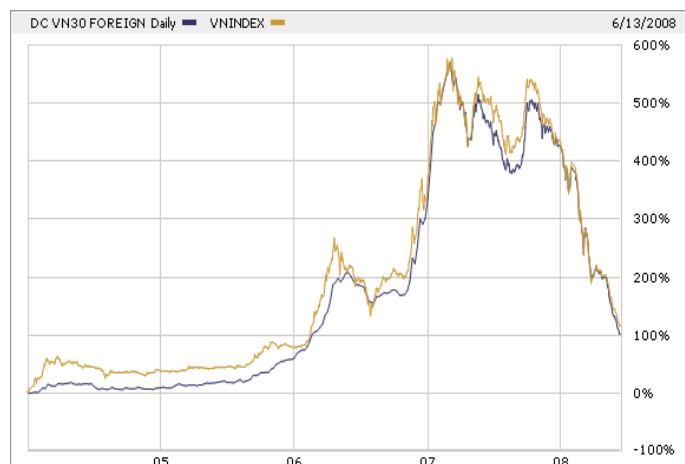
13 June - VNI 372	2007	2008F	2009F	2010F
P/E (x)	10.1	10.9	9.5	7.6
EPS growth (%)	38.3	-8.8	12.8	16.2
PEG (x)	0.3	neg	0.7	0.5
Sales growth (%)	36.5	26.4	28.0	25.6
EBIT growth (%)	43.5	17.2	23.1	25.0
PBT growth (%)	72.2	8.8	22.7	23.2
NPAT growth (%)	74.4	4.3	20.1	20.7
Listed companies	253	300+	400+	500+

### VN-Index vs. HASTC-Index



## THE DRAGON CAPITAL VN30

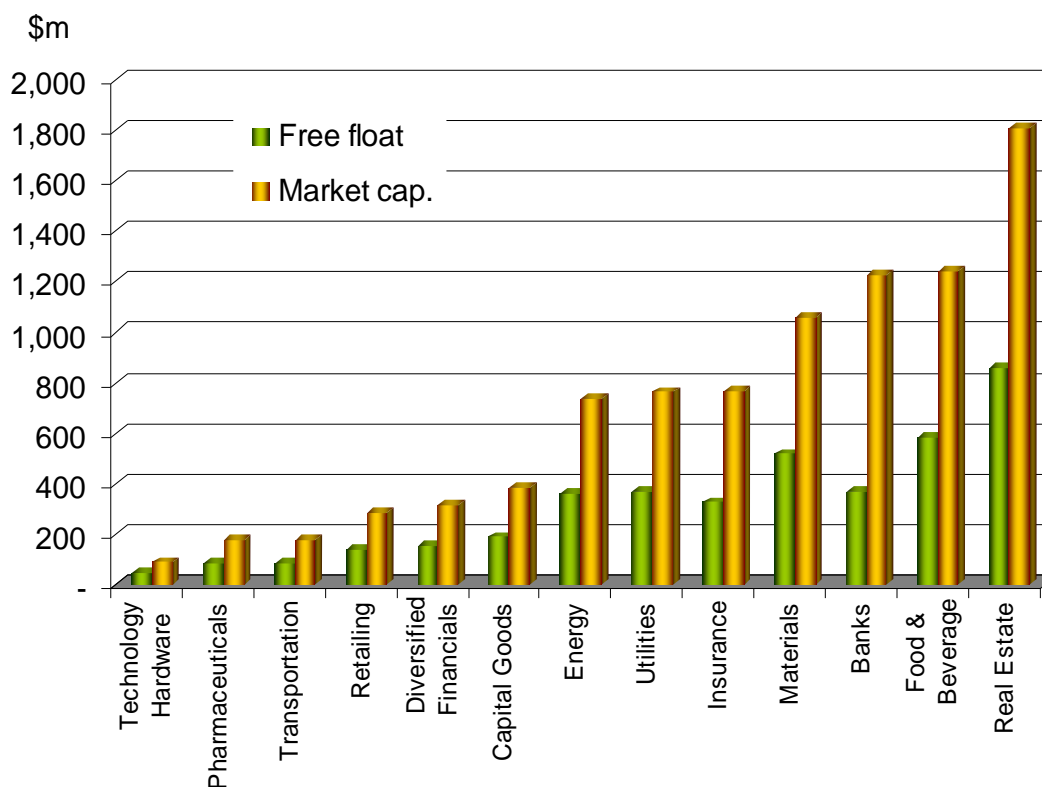
### The Dragon Capital VN30 chart



### The Dragon Capital VN30 statistics as Jun 13, 08:

	Unit	06/13/2008
Dragon Capital VN30 Foreign Index	point	199.72
Full Market Cap	\$m	9,024.34
Free float	\$m	4,076.76
Weight of Top 10 Constituents	%	70.02
Weight of Bottom 10 Constituents	%	9.95
Largest Constituent by free float	\$m	474.50
As a percentage of index	%	11.64
Smallest Constituent by free float	\$m	31.86
As a percentage of index	%	0.78
2008 P/E ratio	x	11.62

### THE SECTOR WEIGHTS IN THE DRAGON CAPITAL VN30 INDEX



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**TOP 50 BIGGEST LISTED COMPANIES**

No	Ticker	Company	Share price (VND)	Market Cap (US\$m)	Share of Mkt Cap (%)	Foreign Room (%)	Performance			DER			DPS			Yield			EPS			EPS Growth			PER			PEG			Ticker
							2007 (%)	2008 (%)	2008F (x)	2009F (x)	2010F (x)	2008F (VNDk)	2009F (VNDk)	2010F (VNDk)	2008F (%)	2009F (%)	2010F (%)	2008F (VND)	2009F (VND)	2010F (VND)	2008F (%)	2009F (%)	2010F (%)	2008F (x)	2009F (x)	2010F (x)	2008F (x)	2009F (x)	2010F (x)		
1	VNM	Vinamilk	90,500	1,054.8	7.7	3.6	39.1	-41.0	0.2	0.2	0.2	2.9	2.9	2.9	3.2	3.2	3.2	6,071	6,085	7,421	10.7	0.2	22.0	14.9	14.9	12.2	1.4	65.0	0.6	VNM	
2	KBC	KinhBac City	177,300	946.3	6.9	35.4	20.3	-10.2	0.3	0.3	0.4	2.1	3.3	3.3	3.0	4.8	4.8	6,026	7,299	11,437	49.2	21.1	56.7	29.4	24.3	15.5	0.6	1.1	0.3	KBC	
3	DPM	PVFCO	36,900	870.4	6.4	34.8	-22.1	-49.6	0.1	0.0	0.0	1.0	1.0	1.0	2.7	2.7	2.7	5,918	6,482	7,669	70.3	9.5	18.3	6.2	5.7	4.8	0.1	0.6	0.3	DPM	
4	ACB	ACB	42,700	680.0	5.0	0.0	42.1	-71.0	12.7	13.7	17.6	0.0	1.5	1.5	-	5.4	5.4	5,872	6,496	8,564	-27.4	10.6	31.8	7.3	6.6	5.0	neg	0.6	0.2	ACB	
5	STB	Sacombank	20,500	614.7	4.5	0.0	74.7	-65.6	7.8	11.5	12.4	0.0	1.0	1.0	-	6.1	6.1	3,112	3,050	3,937	-26.7	-2.0	29.1	6.6	6.7	5.2	neg	neg	0.2	STB	
6	PVD	PV Drilling	67,500	556.0	4.1	21.3	43.1	-54.9	0.7	0.5	0.4	1.2	1.5	1.3	1.8	2.1	1.9	7,187	7,346	8,992	8.4	2.2	22.4	9.4	9.2	7.5	1.1	4.2	0.3	PVD	
7	VIC	Vincom	77,000	545.2	4.0	44.1	24.0	-31.0	0.6	0.6	0.6	1.5	1.5	1.5	2.8	2.8	3.1	2,322	2,590	2,614	-40.6	11.6	0.9	33.2	29.7	29.5	neg	2.6	32.7	VIC	
8	PPC	Pha Lai Power	25,700	543.3	4.0	32.7	35.8	-54.3	1.3	1.2	1.1	1.8	1.8	1.8	7.0	7.0	7.0	2,417	2,345	2,583	0.9	-3.0	10.2	10.6	11.0	10.0	11.9	neg	1.0	PPC	
9	ITA	Tan Tao Industrial Park	69,000	480.2	3.5	11.3	97.5	-46.0	0.1	0.1	0.4	3.0	3.0	3.0	4.3	4.3	4.3	5,269	6,522	7,670	19.1	23.8	17.6	13.1	10.6	9.0	0.7	0.4	0.5	ITA	
10	HPG	Hoa Phat Group	45,300	375.3	2.8	28.1	-25.2	-51.3	0.4	0.5	0.5	1.0	1.0	1.0	3.1	3.1	3.1	7,483	7,666	9,636	43.5	2.4	25.7	6.1	5.9	4.7	0.1	2.4	0.2	HPG	
11	FPT	FPT	51,500	318.9	2.3	24.8	-27.3	-74.7	1.1	1.1	1.1	1.0	1.0	1.0	1.9	1.9	1.9	8,446	9,291	10,684	5.8	10.0	15.0	6.1	5.5	4.8	1.0	0.6	0.3	FPT	
12	SSI	SSI	28,100	258.5	1.9	11.8	118.6	-81.7	0.4	0.4	0.3	3.0	3.0	3.0	10.7	10.7	10.7	2,107	4,591	5,123	-77.2	117.9	11.6	13.3	6.1	5.5	neg	0.1	0.5	SSI	
13	KDC	South Kinh Do	77,000	243.9	1.8	10.3	63.9	-56.4	0.2	0.1	0.1	1.8	1.8	1.8	2.3	2.3	2.3	2,726	2,917	4,338	-57.2	7.0	48.7	28.2	26.4	17.7	neg	3.8	0.4	KDC	
14	VSH	Vinh Son-Song Hinh	23,300	206.9	1.5	25.2	-4.5	-47.5	0.1	4.6	1.3	1.4	1.4	1.4	6.0	6.0	6.0	2,076	2,238	2,387	12.1	7.8	6.7	11.2	10.4	9.8	0.9	1.3	1.5	VSH	
15	ANV	Navico	48,900	195.0	1.4	28.1	-8.2	-46.6	0.4	0.3	0.1	1.8	1.8	2.0	3.7	3.7	4.1	6,821	7,662	8,670	-0.8	12.3	13.1	7.2	6.4	5.6	neg	0.5	0.4	ANV	
16	DHG	Hau Giang Pharma	141,000	173.2	1.3	9.7	104.9	-39.7	0.3	0.3	0.3	2.5	2.5	2.5	1.8	1.8	1.8	7,278	9,719	11,835	1.9	33.5	21.8	19.4	14.5	11.9	10.1	0.4	0.5	DHG	
17	SJS	Sudico	56,000	149.8	1.1	19.4	240.5	-75.6	1.0	1.3	2.4	2.5	2.5	2.5	4.5	4.5	4.5	10,375	12,300	12,390	7.3	18.6	0.7	5.4	4.6	4.5	0.7	0.2	6.2	SJS	
18	PVS	PTSC	22,000	134.5	1.0	42.8	-3.7	-81.9	1.0	1.0	0.9	1.2	1.2	1.2	5.5	5.5	5.5	1,872	1,985	2,323	25.9	6.0	17.0	11.8	11.1	9.5	0.5	1.8	0.6	PVS	
19	GMD	Gemadep	40,100	117.7	0.9	0.0	-2.9	-66.8	0.9	1.3	1.6	1.2	1.2	1.5	3.0	3.0	3.7	3,747	4,690	5,329	-15.7	25.2	13.6	10.7	8.6	7.5	neg	0.3	0.6	GMD	
20	SGT	Sai GonTel	31,900	115.8	0.9	36.2	-	-61.2	0.9	0.7	0.6	0.0	0.0	0.0	-	-	-	3,467	4,812	6,901	31.3	38.8	43.4	9.2	6.6	4.6	0.3	0.2	0.1	SGT	
21	REE	REE	28,900	111.8	0.8	0.0	54.5	-76.8	0.5	0.5	0.5	-	-	-	-	-	-	676	5,107	5,815	-86.8	655.7	13.9	42.8	5.7	5.0	neg	0.0	0.4	REE	
22	TRC	TayNinh Rubber	60,500	109.6	0.8	22.5	-15.9	-51.2	0.5	0.4	0.4	1.5	1.5	1.5	2.5	2.5	2.5	5,497	4,802	4,952	-7.5	-12.6	3.1	11.0	12.6	12.2	neg	neg	3.9	TRC	
23	PVI	PVI	20,100	104.7	0.8	42.0	-13.1	-74.8	-	-	-	-	-	-	-	-	-	4,285	2,875	-	47.4	-32.9	-	4.7	7.0	-	0.1	neg	-	PVI	
24	BMI	Bao Minh Insurance	22,400	104.3	0.8	24.9	2.7	-71.7	-	-	-	-	-	-	-	-	-	2,517	3,020	-	9.5	20.0	-	8.9	7.4	-	0.9	0.4	-	BMI	
25	DPR	Dong Phu Rubber	42,000	101.4	0.7	36.6	-14.1	-51.4	0.5	0.4	0.3	1.5	1.5	1.5	3.6	3.6	3.6	6,320	5,629	5,890	16.5	-10.9	4.6	6.6	7.5	7.1	0.4	neg	1.5	DPR	
26	VNR	Vinare	24,100	101.1	0.7	18.8	73.6	-59.5	-	-	-	-	-	-	-	-	-	1,442	1,421	-	-18.7	-1.4	-	16.7	17.0	-	neg	neg	-	VNR	
27	BVS	Bao Viet Securities	31,500	97.8	0.7	22.0	163.4	-83.1	0.3	0.4	0.5	2.0	2.0	2.0	6.3	6.3	6.3	2,401	5,770	6,733	-81.5	140.3	16.7	13.1	5.5	4.7	neg	0.0	0.3	BVS	
28	SAM	Sacom Cables	22,500	95.2	0.7	4.7	9.1	-79.2	0.3	0.4	0.4	1.0	1.0	1.6	4.4	4.4	-	2,317	2,625	2,780	-35.4	13.3	5.9	9.7	8.6	8.1	neg	0.6	1.4	SAM	
29	TDH	Thu Duc House	62,000	94.6	0.7	0.0	-8.9	-51.4	0.7	0.9	-	1.3	1.3	-	2.1	2.1	-	5,131	5,494	-	-12.2	7.1	-	12.1	11.3	-	neg	1.6	-	TDH	
30	TAC	Tuong An Oil	72,000	88.6	0.7	14.9	89.2	-38.2	1.2	1.1	1.0	1.2	1.4	1.4	1.7	1.9	1.9	8,652	10,216	13,414	30.3	18.1	31.3	8.3	7.0	5.4	0.3	0.4	0.2	TAC	
31	DMC	Domesco	104,000	87.9	0.6	2.2	34.0	-36.2	1.0	1.0	1.0	2.0	2.0	2.0	1.9	1.9	1.9	6,913	10,289	11,697	24.4	48.8	13.7	15.0	10.1	8.9	0.6	0.2	0.6	DMC	
32	HT1	HA TIEN 1.J.J.S.CO	15,800	85.5	0.6	47.9	-23.5	-65.4	2.5	3.1	3.9	0.7	1.2	1.2	4.1	7.6	7.6	1,034	1,113	1,559	-10.0	7.6	40.0	15.3	14.2	10.1	neg	1.9	0.3	HT1	
33	BTS	But Son Cement	14,800	80.7	0.6	39.3	46.7	-57.4	1.4	1.6	1.9	0.4	1.0	1.0	2.7	6.8	6.8	444	972	1,118	-60.4	118.8	15.0	33.3	15.2	13.2	neg	0.1	0.9	BTS	
34	BCC	Bim Son Cement	14,200	74.9	0.5	32.6	43.4	-56.3	1.3	1.3	1.2	0.7	0.7	0.7	4.9	4.9	4.9	2,222	2,236	2,572	49.3	0.6	15.0	6.4	6.4	5.5	0.1	10.2	0.4	BCC	
35	IMP	Imexpharm	97,500	73.8	0.5	4.0	118.0	-44.9	0.2	0.2	0.2	2.0	2.0	2.0	2.1	2.1	2.1	5,890	9,273	10,946	6.9	57.4	18.0	16.6	10.5	8.9	2.4	0.2	0.5	IMP	
36	MPC	Minh Phu seafoods	16,400	72.6	0.5	32.5	-16.5	-71.8	0.4	0.4	0.2	2.5	2.5	2.5	15.2	15.2	15.2	3,610	4,228	5,494	14.6	17.1	30.0	4.5	3.9	3.0	0.3	0.2	0.1	MPC	
37	PVT	PV Trans	15,000	72.1	0.5	45.9	-21.4	-78.4	0.8	0.9	1.0	0.0	0.0	0.5	-	-	3.3	280	733	1,167	8.7	161.9	59.1	53.6	20.5	12.9	6.2	0.1	0.2	PVT	
38	VIP	Vipco	18,500	66.8	0.5	23.5	52.6	-66.3	-	-	-	-	-	-	-	-	-	2,051	2,332	-	-35.0	13.7	-	9.0	7.9	-	neg	0.6	-	VIP	
39	VTO	VITACO	17,500	66.7	0.5	34.9	-5.9	-69.6	2.2	1.5	1.1	1.5	1.5	1.5	8.6	8.6	8.6	2,360	3,598	4,518	-49.7	52.5	25.6	7.4	4.9	3.9	neg	0.1	0.2	VTO	
40	CII	CII	24,800	56.3	0.4	0.0	51.5	-64.2	1.8	1.6	2.6	1.4	1.4	1.6	5.6	5.6	6.5	2,307	2,046	2,894	5.3	-11.3	41.4	10.7	12.1	8.6	2.0	neg	0.2	CII	
41	NKD	North Kinhdo	81,500	48.0	0.4	7.5	35.4	-56.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	NKD	
42	HRC	Hoa Binh Rubber	40,900	45.6	0.3	24.5	85.5	-74.2	0.0	0.1	0.0	3.5	3.5	3.5	8.6	8.6	8.6	7,882	7,738	7,934	-9.5	-1.8	2.5	5.2	5.3	5.2	neg	neg	2.0	HRC	
43	BMP	Binh Minh Plastics	46,300	43.6	0.3	0.0	13.0	-69.1	0.3	0.3	0.3	1.1	1.0	1.1	2.3	2.1	2.5	7,448	8,752	8,953	11.5	17.5	2.3	6.2	5.3	5.2	0.5	0.3	2.3	BMP	
44	VHC	Vinh Hoan Corp	22,400	42.2	0.3	41.5	2.4	-63.9	0.5	0.2	0.2	1.5	1.5	1.5	6.7	6.7	6.7	4,376	5,982	7,152	-18.1	36.7	19.6	5.1	3.7	3.1	neg	0.1	0.2	VHC	
45	PET	Petrosetco	13,400	39.1	0.3	39.2	64.0	-76.0	0.7	1.6	0.9	1.2	1.2	1.2	9.0	9.0	9.0	1,257	1,360	1,513	-11.5	8.2	11.2	10.7	9.9	8.9	neg	1.2	0.8	PET	
46	NTP	Tioplast	26,600	34.7	0.3	33.1	16.2	-77.1	0.5	0.5	0.4	2.0																			