COMPANY UPDATE REPORT 27/07/2021 – HSX: DGC





Duc Giang Chemical Group JSC (HSX: DGC) BUY Recommendation Update business results for the first 6 months 27/07/2021 Current price: 96,500 Date **Shareholder Structure** 72.800 Outstanding Shares (Million) 171 Dao Huu Huven 18.5% Previous target price Market Cap (VND billion) New target price: 115.000 15.807 Vinachem 8.8% Dividend yield 0% Avg. 10D Trading vol 1,881,180 Dao Huu Duy Anh 2.9% % Foreign float 6.06% <u>Upside</u> <u>19%</u>

Industry analyst:

Nguyen Thi Cam Tu (Chemicals, Fisheries, Textiles) <u>tuntc@bsc.com.vn</u>

Technical Analyst:

VND
VND

Bảng so sánh giá DGC và VN- Index



Bảng so sánh P/E của DGC và VN Index



Valuation

We maintain our **BUY** recommendation for DGC with a 2021 target price of VND115,000, +19% from the closing price of July 26 of VND92,400 due to adjusted business forecast (core segment) of 2021 (+24% compared to the latest forecast) and 2022 (+32% compared to the latest forecast) due to an upward adjustment in the selling prices of export products (WPA + 35%, DAP +40%) when world prices rise.

Forecast of business results

- BSC forecasts that revenue and profit after tax (core business) in 2021 will reach VND 8,231 billion (+32% YoY) and VND 1,481 billion (+56% YoY). EPS FW 2021 = VND 8,414, PE FW 2021 = 11.6 times, equivalent to the industry median P/E.
- BSC forecasts RNAV value of 44 Duc Giang Real Estate Project to be VND 352 billion.

Risks

Policy risks related to the environment

Company update

- Business results in the second quarter continued to grow strongly. Revenue and profit after tax reached VND 2,038 billion (+29% YoY) and VND 333 billion (+24% YoY), respectively. Accumulating 6 months, revenue and profit after tax reached VND 3,987 billion (+28% YoY) and VND 625 billion (+33% YoY).
- Revenue in 6 months by product: Yellow phosphorus: VND 1,666 billion (+11% revenue, +16% output), WPA: VND 520 billion (+39% revenue, -8% output), H₃PO₄: 472 billion (+56% revenue, +51% output), DAP: VND 502 billion (same period did not record revenue), MAP: VND 202 billion (-49% YoY, -55% output).
- Q2 gross profit margin reached 24.2%, down slightly compared to the same period of 24.3%. BSC believes that because (i) Q2.20 benefited from electricity price support (Q3 – Q4 are not supported) (ii) There is a lag between the increase in selling price of DGC and the increase in world price (iii) The repair of the WPA factory partially affects production activities, increasing operating costs.

	2020	2021F	Peer	VN-Index		2018	2018 2019	2018 2019 2020
(x)	8.9	10.9	11.1	17.3	Net Sales	Net Sales 6,062	Net Sales 6,062 5,090	Net Sales 6,062 5,090 6,236
3 (x)	1.9	2.1	2.7	2.4	Gross Profit	Gross Profit 1,368	Gross Profit 1,368 1,006	Gross Profit 1,368 1,006 1,479
PS (x)	0.8	1.9	0.9	2.0	NPAT	NPAT 882	NPAT 882 572	NPAT 882 572 948
ROE (%)	25%	34%	24%	13%	EPS	EPS 7,674	EPS 7,674 4,241	EPS 7,674 4,241 5,728
ROA (%)	18%	26%	18%	2.4%	EPS Growth	EPS Growth	EPS Growth -44%	EPS Growth -44% 35%



Product chain of Duc Giang Group



* Red frame: Product is under research

Product	Function
Yellow phosphorus	Used in electronic industry, semiconductor, flame retardant
Food HPO (Food Phosphoric Acid)	Used as a raw material for the production of phosphate salts, Used in the electronics, semiconductor, food and beverage industries
WPA (Extracted Phosphoric Acid)	Used as raw materials to produce complex fertilizers, Used in food industry, agriculture
STPP, SHMP	Used in paper industry, textile dyeing, petrochemical
DAP, MAP, NPK	Complex fertilizer
SSP, DSP, FDCP	Superphosphate fertilizer
DCP, MCP	Animal feed

Table: Products of Duc Giang Chemical Group

Source: DGC



I. UPDATE 6M2021 BUSINESS RESULTS

Business results in the second quarter of 2021 continued to grow strongly. Revenue and profit after tax reached 2,038 billion (+29% YoY) and 333 billion (+24% YoY). In 6M.2021, revenue and profit after tax reached 3,987 billion (+28% YoY) and 625 billion (+33% YoY).

Gross profit margin in Q2 reached 24.2%, slightly down from 24.3% in the same period last year. BSC believes that (i) Q2.20 will benefit from the support of electricity prices (Q3 – Q4 are not supported) (ii) There is a lag between the increase in DGC's selling price and the increase in world prices (iii) The WPA factory repair partially affects production activities, increasing operating costs.





Billion VND	6M/21	6M/20	% YoY	Comment
Net Revenue	3,987	3,096	+28.7%	Most of the products have positive growth over the same
Yellow phosphorus	1,666	1,495	+11%	period, the strongest growth belongs to the group of WPA, DAP (used to make fertilizer) and H ₃ PO ₄ (used in the food
WPA	520	373	+39%	industry and electronics industry).
H ₃ PO ₄	473	304	+55%	In terms of revenue structure, Yellow Phosphorus
DAP	502			continued to account for the largest proportion with 42%,
MAP*	202	393	-49%	down from 48% in the same period. On the other hand,
Gross profit	925	742	24.6%	DAP fertilizer recorded a high weight gain of 13% compared to 0% in the same period.
GPM	23.2%	23.9%		
Selling expenses	(237)	(191)	24.0%	Gross profit margin decreased slightly compared to the same period last year due to (i) 2Q2020 DGC was
G&A expenses	(57)	(59)	-3.0%	supported with electricity prices (Electricity accounts for
SG&A/ Net revenue	7.4%	8.1%		30-40% of production costs) (ii) DGC's selling price has not been adjusted to keep pace with price increase world
Financial revenue	65	58	+12%	sales due to latency (iii) WPA factory repairs also increase
Financial expenses	(30)	(45)	-33%	operating costs.
PBT	664	493	34.6%	Financial income increased due to an increase in cash and
NPAT	625	469	33.3%	cash equivalents (+29% YoY) when major investment projects (Duc Giang – Nghi Son) were delayed due to site
NPM	5.6%	2.3%		clearance and relocation issues.
EPS	3,327	2,811	18.3 %	

Source: DGC

* MAP dropped sharply because DGC actively used WPA to produce DAP instead of MAP (DAP revenue reached VND 502 billion, ~13% of revenue in 6M.2021. In 6M.2020, DAP revenue was 0).

Fertilizer-related product groups (WPA, DAP) were the main growth factors in the first 6 months thanks to (i) soaring world fertilizer demand (WPA is the input for fertilizer production) (ii)) price of input material (sulfuric acid) increased.

	Output (ton)			Selling price (million VND/ton)				
	6T.2020	6T.2021	%YoY	12T.2019	6T.2020	9T.2020	6T.2021	%YoY
Yellow phosphorus	24,963	28,971	+16%	62.3	59.89	59.07	57.51	-4%
H ₃ PO ₄	15,258	23,047	+51%	19.38	19.92	19.57	20.52	+3%
WPA	63,862	58,847	-8%	7.33	5.84	5.99	8.84	+51%
DAP fertilizer		44,775					11.21	
MAP fertilizer	54,031	24,163	-55%	7.29	7.27	7.27	8.36	+15%
Feed additive DCP	35,496	29,574	-17%	7.29	7.10	6.99	7.64	+8%

Table of output and selling price of some main products

Source: DGC

Update progress of investment projects of DGC:

Group	Project	To Invest		Capacity	Initial Plan	Progress
Group 1: Long-term growth projects	Duc Giang - Nghi Son Chemical Complex	Phase VND 2,000 billion	1:	(<u>Link</u>)	Commencement in Q1.2021	Commencement in Q1.20222 Progress: Relocating people in the area of influence
Group 2: Phosphorus	Electronics HPO	VND billion	66	35,000 tons	December 2020	Completed in Q3.2021
Deep Processing Project	Red phosphorus	VND billion	100	5,000 tons	2021	Q32021 start construction
Group 3: Cost Reduction	Mine site 25	VND billion	210			In operation
Project	100MW Thermal Power Plant	VND billion	2,000	100MW	Expected to be implemented from Q2.2021	Delayed due to reassessment of economic impact
Group 4: Real Estate Projects	Real Estate 44 Duc Giang				Q4.2021	BSC believes that social distancing in Hanoi may affect progress



Update on the progress of 44 Duc Giang Real Estate Project: The Real Estate Project has completed the application for a 1:500 license, and at the same time, the Group has established Duc Giang Real Estate Company (DGLand) with chartered capital. rate 500 billion. (Real estate project valuation is detailed in Section III).

The complex of public works, schools and houses (apartments and townhouses) Duc Giang has an area of 54 hectares, a commercial area of 26 hectares. The project is located near the center of Long Bien district, convenient traffic due to synchronous road infrastructure.

Construction C	Criteria	Information
	Commercial area	26 ha
Provide a second s	Number of apartments	831
	Number of shophouses	53
	Start time	Q4/2021

General information about the Project:

Source: DGC

Table: Comparison of Real Estate Projects near Project 44 Duc Giang

Project	Position	Apartment price (million VND/m2)	Project information
Binh Minh Garden	93 Duc Giang (240 m	28	Number of apartments: 494 units
Project	from DGC project)		Number of low-rise houses: 101 units
An Quy Hung Riverside Project	Civil group 18 Thuong Thanh (400 m from DGC project)	23 - 26	Number of apartments: 378 units
Hanoi Homeland Apartment Project	29 Thuong Thanh (2.6 km from DGC project)	24 - 25	Number of apartments: 1,000 units
Berriver Long Bien Apartment Project	390 Nguyen Van Cu (4.7 km from DGC project)	30	

Source: BSC compilation



II. BUSINESS OUTLOOK FOR THE LAST 6 MONTHS OF 2021

BSC maintains a positive view on the outlook for the second half of 2021 of Duc Giang Chemical Group based on two main views (i) DGC's export price is expected to increase asymptotically with world commodity prices (ii) Production costs continued to be reduced compared to the same period last year thanks to the extraction of apatite ore from mine site 25.

(i) Gross profit margin in the last 6 months is expected to increase sharply thanks to the increase in export prices in line with world prices.

BSC expects gross margin in the second half of the year to reach 28% (compared to 23% in the first 6 months of 2021 and 24% in the last 6 months of 2020).

Fertilizer and fertilizer-related products group (WPA, DAP, MAP): Compared to the latest report, BSC raised a Positive view on the business prospect of fertilizer and fertilizer-related products. fertilizers (WPA, DAP, MAP).

Because (i) World fertilizer demand recovers after the pandemic (ii) Production supply has not been able to meet in time (China restricts fertilizer exports) along with (iii) Price of input materials for fertilizer production The increase causes fertilizer prices to increase sharply and is expected to stay at high prices in the last 2 quarters: China DAP fertilizer prices (+87% YoY, +63% YTD, +9% QoQ)).

DGC - with this product group accounted for ~35% of revenue - continued to benefit in Q3 thanks to (i) expected selling prices approaching the world price momentum (DGC's DAP +72% YoY, WPA + 41% YoY) (ii) the company advocates to increase the output of WPA and DAP instead of MAP (as shown in Q3 business plan).

	Q1 plan	Q2 plan	Q3 plan
Yellow phosphorus*	15,000	15,000	16,500
HPO acid	9,000	10,500	
WPA acid **	24,000	18,000	72,000
MAP fertilizer	27,000	20,000	6,000
DAP fertilizer	24,000	20,000	30,000
Super phosphates	36,000	40,000	36,000
Additives DCP	19,000	12,000	18,000
Additives MCP	2,400	1,800	2,700



DAP export price from China (USD/ton)

* Yellow phosphorus: Export: 13,098 tons, HPO production: 3,402 tons

** WPA acid: Export: 32,000 tons, Fertilizer production: 42,000 tons

Product group Yellow Phosphorus, H₃PO₄: BSC continues to maintain a Positive view on the business prospect of Yellow Phosphorus, H3PO4 product group thanks to (i) Fertilizer demand caused India to increase imports of Phosphorus sharply. yellow pho from Vietnam (+94% YoY) led to positive sales volume (ii) DGC benefited from selling Phosphorus to China.

- + China P4 price: ~\$4,422/ton, +91% YoY;
- + P4 price of DGC: ~2,500 USD/ton, -4% YoY

In addition, BSC believes that the effects of chip shortage and 5G will have a positive long-term impact on the price of Yellow Phosphorus.

Source: DGC, Bloomberg



Table: Value of Vietnam's Yellow Phosphorus exports to markets

	Turnover 6M.2021	%ҮоҮ
Viet nam provinces export		
Lao Cai	141 (DGC holds 50% market share)	+19%
Export markets		
Japan	26.1	-21%
South Korea	13.3	+2%
Taiwan	23.0	+0%
India	49.3	+94%







Export price of yellow phosphorus to some countries (USD/ton)



Source: BSC compilation

(ii) Production costs continued to be reduced over the same period thanks to the extraction of apatite ore from the mine site 25.

In terms of ore costs, mining apatite ore from Mining 25 is expected to reduce mining costs compared to outside imports by about VND 240 billion (estimated by BSC), equivalent to 25% of profit after tax this year. 2020).

Table: Projected cost reduction when Field 25 comes into operation

Criteria	BSC estimate
Cost of exploitation of Vietnam Apatit Company	VND 500,000/ton
Import price of Duc Giang Chemical Group	VND 1,200,000/ton
Cost of field mining mine site 25 in 2021 (estimated by BSC)	VND 700,000/ton
Ore self-sufficiency rate (BSC estimated)	~30%



Expected volume to be exploited	Year 1: 400,000 tons (Ore I: 50,000 tons, Ore III: 350,000 tons)
	Year 2 to year 5: 670,000 tons (Ore I: 90,000 tons, Ore III: 580,000 tons)
	Year 6: 586,570 tons (Ore I: 81,880 tons, Ore III: 504,690 tons)
The cost is reduced when switching to	Year 1: VND 240 billion
self-mining ore	Year 2 to year 5: VND 402 billion
	Year 6: VND 352 billion

Source: BSC estimate

III. RISKS

(1) Risks on tax policy

BSC assesses that the risks related to tax policy are (i) a big risk and strongly affect the business activities of the Group and (ii) it is difficult to predict this risk in the future. In the past, Lao Cai province proposed to increase the export tax of Yellow Phosphorus from 5% to 20% (the proposal was not approved) and had a great negative effect on the stock price.

(2) Risk of increasing input costs (except for ore costs)

In 2020, the Group will benefit greatly from reduced input costs. In 2021, BSC believes that some input costs will increase:

+ Electricity costs: BSC expects the electricity price to return to normal in 2021 because the government does not support electricity prices because of the Covid-19 epidemic like in 2020.

+ Coal cost: The world coal price is trending up again from the low base level of 2020. Up to now, China coke price is around 2,022 RMB/ton (~312 USD/ton), increased +48.3% YoY và +39.9% in 2020. The sharp increase in the price of coking coal in China has caused the price of imported coal in Lao Cai to increase sharply over the same period (as predicted by BSC in the latest report), at a price of \$433/ton (+28%) YoY).



Source: BSC compilation

III. FORECAST AND VALUATION

We continue to maintain our **BUY** recommendation for DGC with a target price of VND 115,500/share (+19% compared to VND 95,600 on July 26, 2021) based on (i) communication with two FCFF methods. and PE (60%/40%) and (ii) 44 Duc Giang Real Estate Project (RNAV method)

In 2021, BSC forecasts revenue and profit after tax in 2021 will reach VND 8,231 billion (+32% YoY) and VND 1,481 billion (+56% YoY) based on the following assumptions:

(i) Sales of all products have grown well, mainly benefiting from the increase in world demand for fertilizer and fertilizer related products: Yellow Phosphorus (+19% YoY), WPA (+29 % YoY), DAP and MAP (+72% YoY).

Unit: billion VND	2019	2020	2021F	2022F
Net revenue	5,091	6,236	8,231	8,176
Growth	-16%	+22%	+32%	-1%
Yellow Phosphorus revenue	2,147	2,939	3,508	3,408
Phosphoric Acid revenue (WPA and food HPO)	1,471	1,518	1,978	2,038
DAP & MAP Fertilizer revenue	564	760	1,303	1,207

(ii) The main growth profit comes from the expected gross profit margin in 2021 to reach 27.0%, up sharply from the 2020 margin of 23.7% thanks to (i) high export prices: WPA (+35% YoY), DAP and MAP (+45% YoY)
(ii) cut costs: apatite ore cost decreased by VND 112 billion.

Unit: billion VND	2019	2020	2021F	2022F
Net revenue	5,091	6,236	8,231	8,176
COGS	(4,084)	(4,757)	(6,011)	(5,953)
Gross profit	1,006	1,479	2,219	2,223
GPM	19.8%	23.7%	27.0%	27.2%
Selling expenses	(314)	(378)	(510)	(491)
Selling expenses margin	6.2%	6.0%	6.2%	6.0%
G&A expenses	(101)	(115)	(148)	(147)
G&A expenses margin	2.0%	1.8%	1.8%	1.8%
Profit before tax	599	1,001	1,576	1,604
Profit after tax	572	948	1,481	1,508
EPS	4,241	5,728	8,414	8,530

Table: Forecast of DGC's business results (traditional segment)

Source: BSC Research

P/E method: BSC raises DGC's target P/E from 9.5 to 12.5 after (i) raising DGC's 2021 and 2022 business forecasts (ii) industry trailing P/E from 10 to 11 in the context of low interest rates.

COMPANY UPDATE REPORT 27/07/2021 – HSX: DGC



P/E method	2021F	2022F	2023F
EPS	8,414	8,530	9,051
PE	12.5	12.5	12.5
Fair value	105,200	106,600	113,200

Discounted Cash Flow Method:

WACC	
Rf	7%
Beta	0.7
Ke	12%
Kd	8%
E/A	60%
Tax rate	20%
WACC	10%
g	5%

	2021F	2022F	2023F	Terminal
Company's free cash flow	914	1,126	958	12,488
Giá trị hiện tại	19,511			
Present value	21,350			
Debt	1,148			
Equity	20,202			
Number of shares	169,685,082			
Value per share (VND)	110,500			

RNAV Method for Real Estate Project 44 Duc Giang:

Overview of Real Estate Projects

Commercial area	26 ha
Number of apartments	831
Number of shophouses	53
Start time	Q4/2021
Estimated BSC selling price	VND 23 million/m ² due to preferential prices for employees

Project handover progress

	2021F	2022F	2023F	2024F	2025F
Cash inflow		494	881	589	165
Cash outflow	-141	-705	-423	-141	
Net cash flow	-141	-211	326	285	93



19%

Fair value (billion)	352
Value per share	2,300

	Price	Weight	Average price
FCFF	119,000	60%	71,400
P/E	105,200	40%	42,100
RNAV			2,300
		Target price	115,500
		Current price	95,600
		Current price	95,600

Upside



STOCK PRICE VOLATILITY TO RECOMMENDATION



COMPANY UPDATE REPORT 27/07/2021 – HSX: DGC



APPENDIX

IS (VND billion)	2018	2019	2020	2021F
Net revenue	6,062	5,091	6,236	8,231
COGS	-4,694	-4,084	-4,757	-6,011
Gross profit	1,368	1,006	1,479	2,219
Selling expenses	-341	-119	-378	-510
G&A	-92	-306	-115	-148
Operating income	920	596	1,023	1,570
Financial income	42	62	122	106
Financial expenses	-56	-57	-85	-96
Interest expenses	-27	-28	-18	-20
Gain/loss from affiliates	0	0	0	0
Other gain/loss	-5	3	-22	0
Profit before tax	916	599	1,001	1,576
Corporate tax payment	-34	-27	-53	-94
Profit after tax	882	572	948	1,481
Minority interest	1	5	41	64
NPATMI	880	567	907	1,417
EPS	7,674	4,241	5,728	8,414

BS (VND billion)	2018	2019	2020	2021F
Cash & cash equivalent	274	128	282	279
Short term investment	246	643	1,558	1,219
Account receivables	750	634	848	737
Inventory	797	808	702	860
Other current assets	70	51	43	43
Total current assets	2,136	2,263	3,433	3,896
Tangible assets	2,327	2,303	2,136	2,803
Depreciation	212	258	268	320
Long term incomplete assets	178	52	179	287
Long term investment	0	0	0	0
Other non-current assets	89	104	126	259
Total non-current assets	2,594	2,459	2,441	3,021
Total Assets	4,730	4,722	5,874	6,917
Short-term debt	1,133	735	1,149	1,535
Other short-term debt	78	94	243	323
Current liabilities	1,564	1,270	1,806	2,370
Long-term debt	0	0	0	0
Other long-term debt	0	0	0	0
Non-current liabilities	0	0	0	0
Total Liabilities	1,565	1,270	1.806	2,370
Paid-in capital	1,078	1,293	1,488	1,488
Capital surplus	1,787	1,787	1,787	1.787
Retained earnings	914	836	1,126	1,561
Other equity	-1,114	-1,114	-1,114	-1,114
Minority interest	123	128	170	200
Shareholder's equity	3,165	3,452	4,067	4,547
Total Resources	4,730	4,722	5,874	6,917
Number of shares outstanding (million)	107	129	148	148

0040	0040	0000	00045
2018	2019	2020	2021F
907	599	1,001	1,198
212	258	268	388
-564	-21	-93	898
564	847	1,127	1,230
-403	-111	-299	-668
-245	-367	-856	-950
-636	-478	-1,155	-1,340
0	-162	-193	-193
265	-408	377	300
0	0	0	0
264	-515	183	107
83	274	128	282
192	-147	155	-3
275	127	283	279
	212 -564 564 -403 -245 -636 0 265 0 264 83 192	907 599 212 258 -564 -21 564 847 -403 -111 -245 -367 -636 -478 0 -162 265 -408 0 0 264 -515 83 274 192 -147	$\begin{array}{cccccccccccccccccccccccccccccccccccc$

Ratios (%)	2018	2019	2020	2021F
Liquidity ratios				
Current ratio	1.4	1.8	2.1	1.6
Quick ratio	0.8	1.1	1.5	1.3
Solvency ratios				
Debt/ Total assets	33%	27%	31%	25%
Debt/ Equity	49%	37%	44%	34%
Efficiency ratios				
Days of inventories	32	72	58	53
Days of receivables	26	46	43	40
Days of payables	11	15	8	7
CCC	47	102	93	86
Profitability ratios				
Gross profit margin	23%	20%	24%	27%
PBT margin	15%	11%	15%	18%
ROE	46%	17%	25%	34%
ROA	31%	12%	18%	26%
Valuation				
PE	3.2	5.5	8.9	10.9
PB	1.4	0.9	1.9	2.1
Growth				
Net revenue growth	869%	-16%	22%	32%
EBIT growth	573%	-34%	70%	57%
PBT growth	553%	-35%	67%	57%
FDT GIOWIII	555%	-55%	0770	5176
EPS growth	587%	-35%	66%	56%

Source: BSC Research.



Disclosure

The information, statements, forecasts and projections contained herein, including any expression of opinion, are based upon sources believed to be reliable but their accuracy completeness or correctness are not guaranteed. Expressions of opinion herein were arrived at after due and careful consideration and they were based upon the best information then known to us, and in our opinion are fair and reasonable in the circumstances prevailing at the time. Expressions of opinion contained herein are subject to change without notice. This document is not, and should not be construed as, an offer or the solicitation of an offer to buy or sell any securities. BSC and other companies in the BSC and/or their officers, directors and employees may have positions and may affect transactions in securities of companies. This document is for private circulation only and is not for publication in the press or elsewhere. BSC accepts no liability whatsoever for any direct or consequential loss arising from any use of this or its content. The use of any information, statements forecasts and projections contained herein shall be at the sole discretion and risk of the user. No part of this material may be (i) copied, photocopied or duplicated in any form by any mean or (ii) redistributed without the prior written consent of BIDV Securities Company (BSC).

BSC Headquarters

BIDV Tower, 10th & 11th Floor 35 Hang Voi, Hoan Kiem, Hanoi Tel: +84439352722 Fax: +84422200669

Ho Chi Minh City Office

146 Nguyen Cong Tru St, 9th Floor District 1, HCMC Tel: +84838218885 Fax: +84838218510

https://www.bsc.com.vn https://www.facebook.com/BIDVSecurities

Bloomberg: RESP BSCV <GO>

