



## Company Report: Agriculture packaging and printing (INN VN)

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17 April 2022

### Annual meeting 2022 update

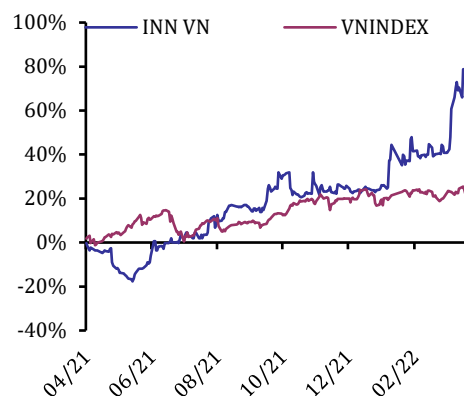
- INN's revenue and NPBT guidance for 2022 are VND 1,500 billion and VND 95 billion. BOD continue to complete the management team and administration in Hung Yen new factory. Hung Yen project phase 3 has total area of 2 ha, including 2 floor of manufacturing area, 12,500 sqm each floor, 2,000 sqm for building and warehouse, parking lot... Now, Hung Yen factory focus on expanding paper packaging with 3 lines of offset printing already set up and running at full capacity. Other 5 lines will be in operation in next 3-4 years depending on customer demand.
- Paper price reduced slightly in Q4 2021 but rocket after Ukraine-Russia war in March. While negotiation power is fading due to intensive competition and end user products consumption are reducing, it is difficult to pass on higher cost.
- In Q1/2022 INN's revenue estimated about VND 379 billion (+23.8% YoY). NPBT is estimated about VND 22 billion.
- BOD set the plan to reduce cost per unit, which is important to remain competitive.
- The biggest client of INN, which is Thang Long cigarette, ask for no selling price increase until the end of Q2/2022.
- Media Mart, which is currently renting property in Truong Chinh building, is negotiating for 50% reduction in rent due to business difficulty.

Rating: **N/A**  
N/A

6-18m TP: **N/A**

Share price: VND56,000

#### Stock performance



Change in Share Price	1 M	3 M	1 Y
Abs. %	27.9%	44.3%	80.1%
Rel. % to VNI index	25.4%	44.8%	65.2%
Avg. share price (VND)	52,545	46,203	37,172

Source: Bloomberg, Guotai Junan Vietnam

Year End	Revenue	Net Profit	EPS	EPS	PER	BPS	PBR	DPS	Yield	ROE
12/31	(VND bil)	(VND bil)	(VND)	( $\Delta$ %)	(x)	(VND)	(x)	(VND)	(%)	(%)
2017A	978	73	6,734	9%	9	32,213	1.86	2000	30%	22
2018A	1,165	77	4,050	-40%	15	24,933	2.40	1000	25%	19
2019A	1,310	86	4,533	12%	13	27,459	2.18	2000	44%	18
2020A	1,211	67	3,494	-23%	17	28,817	2.08	2000	57%	13
2021A	1,539	71	3,939	13%	15	30,557	1.96	2000	51%	13

Shares in issue (m)	17.9	Major shareholder	Nguyen Thanh Nam 21.36%
Market cap. (VNĐ m)	1,073.8	Free float (%)	75.0
3-month average vol. ('000)	23.3	FY21 Net gearing (%)	104.0
52 Weeks high/low (VNĐ)	25,400 / 62,200		

Source : the Company, Guotai Junan Vietnam.

**COMPANY RATING DEFINITION**

Benchmark: VN – Index.		Time Horizon: 6 to 18 months
<b>Rating</b>	<b>Definition</b>	
<b>Buy</b>	Relative Performance is greater than 15% Or the Fundamental outlook of the company or sector is favorable	
<b>Accumulate</b>	Relative Performance is 5% to 15% Or the Fundamental outlook of the company or sector is favorable	
<b>Neutral</b>	Relative Performance is -5% to 5% Or the Fundamental outlook of the company or sector is neutral	
<b>Reduce</b>	Relative Performance is -15% to -5% Or the Fundamental outlook of the company or sector is unfavorable	
<b>Sell</b>	Relative Performance is lower than - 15% Or the Fundamental outlook of the company or sector is unfavorable	

**SECTOR RATING DEFINITION**

Benchmark: VN – Index		Time Horizon: 6 to 18 months
<b>Rating</b>	<b>Definition</b>	
<b>Outperform</b>	Relative Performance is greater than 5% Or the Fundamental outlook of the sector is favorable	
<b>Neutral</b>	Relative Performance is -5% to 5% Or the Fundamental outlook of the sector is neutral	
<b>Underperform</b>	Relative Performance is lower than -5% Or The Fundamental outlook of the sector is unfavorable	

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