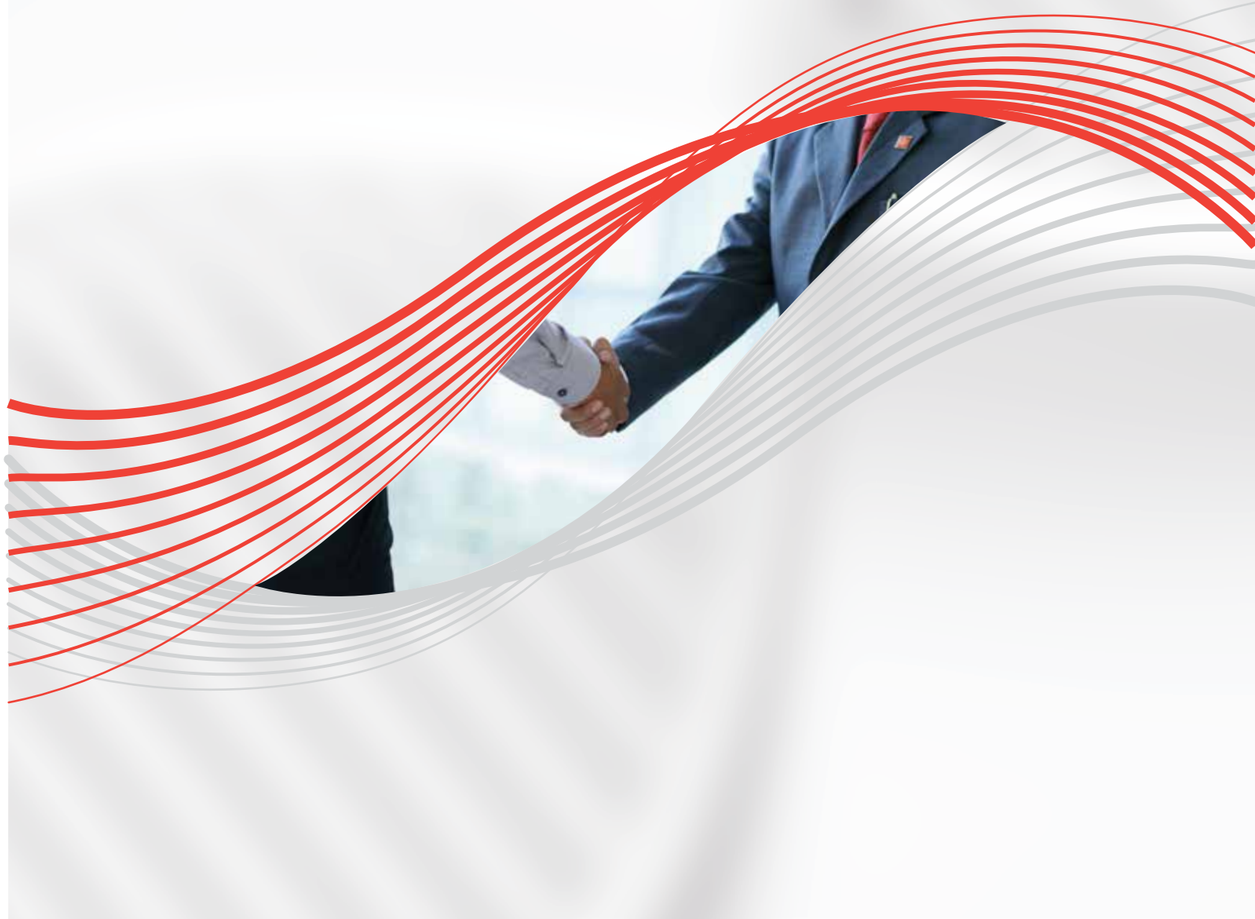
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SAIGON SECURITIES INC. | ANNUAL REPORT 2015

ANNUAL REPORT 2015



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VISION – MISSION – CORE VALUES

Vision: The Business of Success

SSI operates based on the vision “The Business of Success”.

At the heart of all our products and services is a drive for achieving success. We help unlock opportunities in financial markets, and turn these into prosperity and growth.

We put all our resources and ideas behind bringing success to our clients, our people, our shareholders and the communities we operate in.

Mission: Connecting Capital to Opportunities

SSI’s mission is to connect capital to opportunities.

This mission unifies all the businesses under the SSI brand and will guide any future opportunities, which the brand may take on.

Core values

Solutions-Led: We are focused on the outcome of making our customers successful, and we prioritize their individual needs over existing products or processes.

Skilled: We are experts in our industry and in our markets, and will continually enhance our professional skills to provide the highest standards of service to our customers.

Inventive: We empower and encourage our people to find creative new ways to bring success to SSI and its customers.



MESSAGE FROM THE CHAIRMAN

Dear Shareholders,

The Vietnam Economy and Securities Market in 2015

In 2015, most countries in Southeast Asia were negatively affected by the complicated development of the world economy, especially the deceleration of the Chinese economy. However, Vietnam still managed to achieve the highest growth since 2007 and is the fastest growing economy in the ASEAN region with GDP increase of 6.68% in 2015 compared with the 6.0% rate in 2014. Many policies issued in 2015 significantly improved Vietnam's business environment, attracting additional foreign capital investments. Vietnam has pushed for stronger state divestment from companies, creating more opportunities for medium and long term investors. Disbursement of foreign direct investment (FDI) reached USD 14.5 billion in 2015, an increase of 16% over the same period, contributing to keep the VND relatively stable compared to other currencies. Despite the high volatility environment in global economy and exchange rates over the year, Vietnam's exports still increased by 8.1%. Inflation in 2015 continued to be maintained below 1%. Especially in 2015, the State Bank of Vietnam has gradually shifted to the implementation of a more flexible exchange rate regime in order to reduce pressure on the currency, stabilize the foreign exchange market, and support the competitiveness of the economy.

The Vietnam Securities Market experienced many ups and downs in 2015. Market liquidity increased in the first half of 2015, however in the remaining of year, macroeconomic impact from the world economy, especially from that of China, has created much upheaval for securities markets of emerging countries in general and Vietnam in particular. Prices of basic commodities fell sharply, and currency devaluation along with the poor economic health of China made investors become more cautious. Average volume of the Vietnam securities market in 2015 dropped up to 40% compared to 2014 with relatively strong volatility of the market index. The securities market ended 2015 up 6%, but volatility in the year reached up to 17%, equivalent to that of 2014 under the impact of the "East Sea incident" during the first half year and sharply lower oil prices at the end of the year. Given this context, compared with the declining indices of markets in Asia Pacific countries and other emerging markets, Vietnam's securities market still managed a positive growth of 0.9% (in USD). Considering the overall context of the global markets, this reflects a great effort of Vietnam. Especially, the efforts of State Securities Commission (SSC) should be taken into account for implementing many innovative solutions to engage foreign investors and promote the development of the securities market, such as the issuance of Decree 60/2015/ND-CP to extend room for foreign investors and the SSC's continuous strong implementation of securities market restructuring.

According to the SSC, including UPCOM, the scale of Vietnam's listed securities market rose to 34% of GDP, market capitalization increased by 13.4% over the previous year, and the total par value of listed companies increased 24%. Along with Decision 51/2014/QD-TTg, the number of firms listed on the two securities exchanges and registered on UPCOM rose sharply in 2015.

Business Performance in 2015

In the context of the securities market's fluctuations, Saigon Securities Inc. (SSI) continued to make firm stepping stones. Effective cost management and continual upgrading of risk management system in 2015 helped SSI affirm its leading position and achieved encouraging results over the year. Consolidated revenues reached VND 1,333.9 billion in 2015 and net profit from operations VND 1,004 billion, up 16% compared to 2014, exceeding the target set out at the General Shareholders' Meeting.

SSI continued reaffirming its number 1 brokerage position in both shares and fund certificates on the Ho Chi Minh Stock Exchange (HOSE) and Hanoi Stock Exchange (HNX), SSI's market share in the former reached 13.7%, up 4.3% compared to 2014; and 9.57%, up 28% compared to 2014 in the latter. Combining both exchanges, the market share of SSI continued to come out on top with a 12.31% share, increasing 10.4% compared to 2014. Market share growth came mainly from increase in expansion of retail brokerage and higher margin lending , growth in new customer acquisition, as well as improved activation of existing customers. SSI continued to strengthen its No. 1 position in foreign client's services with 27% market share. These successes helped to boost revenues from the Securities Services up 9% compared to 2014, accounting for 45% of SSI's total revenues.

In 2015, revenues from margin lending increased by 45% compared to 2014, reaching VND 302 billion. SSI margin lending book exceeded VND 3,000 billion for the first time. This strong growth was driven through the expansion of the eligible margin lending stock portfolio, competitive margin rate and flexible adjustments according to market conditions, ensuring financial security and mitigating risks for customers. Besides, lending rates was always timely adjusted in line with market conditions, customer demands and special superior to other securities companies given SSI's abundant capital base for financing, assuring customers' every transaction.

In 2015, the Online Trading System launched additional features that allow UPCOM order placements on all 3 channels: Web Trading, Pro Trading and Mobile Trading to support customer in placing and searching for orders, viewing order history, and tracking UPCOM INDEX information and UPCOM registered securities timely and conveniently. In addition, the online trading system also upgraded 4 new features including Multiple Order Cancellation, Quick Order Correction, and Order Status Screen. Thereby, the volume of customer orders increased from 65% to 72% of total orders in SSI's system.

In an environment where the State Bank of Vietnam ceased to uphold the expansion monetary policy toward declining interest rates, but still oriented to maintain stable rates throughout the year and the commercial banking system continuously took deposits at low interest rates, the Treasury division managed to capture the spot light, exceeding the year target with total revenues reached VND 270 billion, thanks to the strategy in new product structure for both deposits and bonds, as well as partner expansion.

Regarding principal investment activities, SSI continues to pursue value investment strategy, accompanying companies in their endeavors. In 2015, in addition to helping associated companies maintain traditional export markets, SSI has also assisted these companies explore and supply products to the domestic market, improving the efficiency of production procedure and value chain while ensuring product quality and better cost management. Although SSI has successfully liquidated a number of investments this year, due to high market fluctuations, revenues from investment activities still declined compared with 2014. Upon liquidations from previous investments, SSI also immediately conducted a new investment cycle by seeking investment opportunities in other potential businesses, gradually increasing ownerships to enabling participation in operation and management, thereby contributing to corporate value creation.

Pursuing the strategy to provide diverse financial advisory products for enterprises to meet international requirements and standards, the Investment Banking continued to affirm the prestige reputation of SSI in the market with a successful year. Government policy in 2015 has contributed to significantly improve the business and investment environment in Vietnam to help attract foreign capital. Besides, the Government also pushed forward State divestures from companies, opening up oppor-

tunities for medium- and long-term investors. Such initiative played an important factor that boosted the Investment Banking Services revenue growth from consulting activities.

In an environment of volatile securities market, SSI Asset Management (SSIAM) has demonstrated the capacity to effectively manage assets entrusted by clients as well as the ability to raise capital. Most of the funds and portfolios under SSIAM's management achieved superior returns compared to those of market indices and/or reference indices. After the success in raising capital and establishment of the two SSI-SCA Fund and ETF SSIAM HNX30 Fund in 2014 to primarily serve domestic investors, in 2015, SSIAM continued to mobilize and put into operation two offshore funds with the majority of investment capital from foreign institutional investors. The introduction of the two new funds has contributed to increase the total assets under SSIAM management to over VND 6,200 billion, up 47% compared to 2014.

Human resource (HR) is an important factor of SSI's sustainable development. Over the past 15 years, SSI has striven tirelessly to build an organization in which each member feels satisfied at work through the facilitation and promotion of work life balance, continuous training and personal development, and compliance endorsement to prioritize sustainable goals over mere short-term benefits. The strongest competitive advantages of SSI lie in the strength of resources, solid bonding and trusting throughout the entire organization, as well as the high commitment and professionalism of each member.

2016 Outlook

Continuing the integration process with the world economy since joining the WTO 8 years ago, in 2015, Vietnam has concluded negotiations on the Trans-Pacific Partnership Agreement (TPP) and other Free Trade Agreements (FTA). In early 2016, the ASEAN Economic Community (AEC) has also been established. Faced with the extensive integration of the current economy, especially given the presence of two additional large playground TPP and AEC, the scale and degree of market opening not only offer great opportunities for the economy of Vietnam in general, but also present great challenges for the competitiveness of domestic enterprises. These challenges require both the Government and Business Community to endorse operational changes to improve business capacity as well as product quality. We hope that the new Government with new appointments will be determined to come up with new solutions and reforms in the near future. The above context will provide opportunities for both companies with good fundamental to accelerate and value investors seeking for under-valued shares with good intrinsic values.

Entering 2016, economic growth could slow down due to: (I) the unlikely continual downtrend of inflation, thereby inhibits strong growth in consumer spending, (ii) the global economy continues to experience complicated development and (iii) the positive impact on economic growth derived from factors such as TPP or EU FTA could only be substantively realized from 2018. However, we anticipate that Vietnam will remain a country with the highest growth rates in the region. We also believe that the approach of making prudent policy prioritizing macroeconomic stability of Vietnam will pay off as it helps to ensure the development of a more sustainable economy.

The securities market is expected to continue facing many difficulties and challenges in 2016. Nevertheless, with over 50% of the listed shares in Vietnam having a P/E below 10x and a majority of the stocks having a P/B under 1.5x, lower than comparable ratios of securities markets in the region, we are confident that the Vietnam securities market remains attractive for value investors. It is market correction that offers opportunities to capture better profit for the Company.

In the period 2011-2015, the Government planned to equitized 527 State-Owned Enterprises (SOE). By the end of 2015, 80% of the plan has been completed, leaving around 120 SOEs (out of 527 enterprises) on the table. 2014 - 2015 was considered an adequate implementation period of this policy with a large number of large State-owned enterprises, corporations and groups undergoing equitization and initial public offerings (IPO). Counting 2015 alone, the total value of IPO and divestments through auctions reached VND 10.4 trillion (USD 462 million equivalent). Batch divestments or private placement divestments for an investor to own or control SOEs was launched in 2015 with anticipation to attract more investors in the sector and financial investors. In the next phase, 500 SOEs are scheduled to be equitized, thereby creating more investment opportunities in the securities market.

Actively involved in the research process and assisting state authorities to develop a legal framework and information technology infrastructure for derivative products from the early days, we believe that the introduction and operation of the derivatives market with basic products such as index future contracts and bond futures contract launching at the end of 2016 and beginning of 2017 will contribute to significantly increase both market liquidity and scale.

I would like to express the most respectful thank to our valued Shareholders, Customers, and Partners who have always supported and accompanied SSI; to the entire Board of Directors, and Employees of the Company for the contributions, creativity and efforts that have accompanied SSI to overcome challenges, building a stronger Company.

With best regards,

Ho Chi Minh City, March 28th 2016

Chairman cum Chief Executive Officer



Nguyen Duy Hung




SSI

GENERAL VIEW

- HISTORY
- BUSINESS UNITS
- AWARDS
- ORGANIZATIONAL STRUCTURE & EXECUTIVE BOARD

HISTORY

1999 - 2000

30/12/1999: SSI was founded with its head office based in Ho Chi Minh City, with two main operations: Brokerage Services & Investment Advisory. Initial charter capital was VND 6 billion

2001

02/2001: Charter capital was raised to VND 9 billion

07/2001: Charter capital was raised to VND 20 billion with 4 main operations: Investment Advisory, Brokerage Services, Principal Investment & Securities Depository

2002

07/2002: SSI established its first branch in Hanoi, expanding its networks to Northern areas.

2004

04/2004: : Charter capital was raised to VND 23 billion

2005

02/2005: : Charter capital was raised to VND 26 billion with 5 main operations: Investment Advisory, Brokerage Services, Principal Investment, Securities Depository and Investment Portfolio Management

06/2005: SSI raised charter capital to VND 52 billion with 6 operations including Underwriting Service

2006

02/2006: Charter capital was raised to VND 120 billion

05/2006: Charter capital was raised to VND 300 billion

09/2006: Charter capital was raised to VND 500 billion

11/2006: Successfully advised the issuance of the first convertible bond in the Vietnamese Stock Market of SSI, introducing a new funding vehicle for public companies other than issuing common shares

12/2006: SSI's stock was listed on the Hanoi Securities Trading Center (now known as Hanoi Stock Exchange)

2007

07/2007: ANZ became Strategic Shareholder of SSI

07/2007: Charter capital was raised to VND 799 billion

08/2007: SSI Asset Management (SSIAM), a subsidiary of SSI, was founded

10/2007: SSI was officially listed on the Ho Chi Minh City Trading Center (now known as Ho Chi Minh Stock Exchange)

11/2007: Established SSI Vision Fund - a closed-end member fund with a total initial investment capital of VND 1,700 billion – it was also the largest local fund and among the top 10 biggest value investment funds on the market

2008

03/2008: Charter capital was raised to VND 1,199 billion

04/2008: Charter capital was raised to VND 1,366 billion

06/2008: Daiwa became Strategic Shareholder of SSI

2009

01/2009: Charter capital was raised to VND 1,533 billion

07/2009: SSIAM became the first company to have a license to invest outside of Vietnam

09/2009: SSI officially changed its branding with new look and vision

11/2009: "Gateway to Vietnam" Conference, co-hosted by SSI and Euromoney, successfully introduced to hundreds of local, and foreign investors, investment opportunities in Vietnam

11/2009: SSIAM and Daiwa SMBC Capital established DSCAP-SSIAM Vietnam Growth Investment Fund LLC - the first foreign fund in Vietnam

2010

03/2010: Charter capital was raised to VND 1,755 billion

05/2010: Charter capital was raised to VND 3,511 billion

11/2010: "Gateway to Vietnam" Conference was organized 2nd time, which attracted more than 600 institutional investors

2011

05/2011: Along with Credit Suisse, SSI was the only domestic financial consultant for the successful issuance of 90 million USD of international bonds for Hoang Anh Gia Lai Joint Stock Company (HAG). This marks the first Vietnamese private enterprise to successfully mobilize capital on the international market

2012

01/2012: Charter capital was raised to VND 3,526 billion

11/2012: QSSI Vision Fund (SSIVF) closed after 5 year in operation

2013

3/2013: Charter capital was raised to VND 3,537 billion

2014

09/2014: ANZ divested and no longer a strategic shareholder of SSI

09/2014: Successfully organizing Gateway to Vietnam Conference: Search for new investment opportunities in Vietnam with the participation of 400 investment funds, 30 companies and 18 speakers. The conference introduced to investors the new investment trend such as state enterprises equitization, swap portfolio funds, …

10/2014: SSI Sustainability Competitive Advantage Fund (SSI – SCA) officially came into operation and soon became the most capital raising fund on the market

12/2014: ETF SSIAM-HNX30 was officially licensed and came into operation. This is the first domestic ETF simulating HNX30 index

2015

02/2015: Charter capital was raised to USD 3,561 billion

03/2015: SSI launched new features that allow UPCOM order placement on all 3 channels: Web Trading, Pro Trading and Mobile Trading to support customer in placing and searching for orders, viewing order history, and tracking UPCOM INDEX information timely and conveniently

04/2015: SSI successfully issued secured and non-transferable bonds via private placement: SSIBOND012015 bonds with total issuance value of VND 500 billion at Jan 2015 and SSIBOND022015 bonds with total issuance value of VND 300 billion at April 2015

05/2015: Charter capital was raised to VND 4,273 billion

07/2015: SSI successfully raised DAIWA – SSIAM Growth Investment Fund II LP, with the fund size at first closing was USD 32 million

09/2015: SSI became the first company that completed all required procedures to officially lift its limit of foreign ownership up to 100%

10/2015: SSI successfully liquidated DSCAP - SSIAM Vietnam Growth Investment Fund, with internal rate of return (IRR) at 38%.

12/2015: : Charter capital was raised to VND 4,800.6 billion

SSI launched Andbank Investment SIF – Vietnam Value and Income Portfolio, registered in Luxembourg, from EU investors, with the fund size was USD 13.9 million as at 12/2015

BUSINESS UNITS

Saigon Securities Inc. (SSI – HOSE) is a leading financial institution that provides a comprehensive range of products and services, including Securities Services, Investment Banking, Asset Management and Treasury.

SECURITIES SERVICES

- Products and Services for enabling investing in listed stocks and mutual funds including: Opening of trading accounts, brokerage, advisory, cash transactions, securities depository; consultancy and support for OTC transactions, distribution of open-ended fund certificates, and distribution of certificates of deposit and corporate bond.
- Financial services: Margin financing, and cooperation with banks to support securities trading.
- E-trading services: Web Trading, Pro Trading, Mobile Trading, Smart Trading, Contact Center and SMS.
- Research and Advisory: macro reports, investment advisory report, daily call report, industry research report, company reports, stock valuation reports, money market reports, fund flow reports, technical analysis reports.
- Corporate access: company visits to listed/unlisted companies, seminars to introduce investment opportunities to Vietnam and international investors.

TREASURY

- Treasury management including investment and funding activities through term-deposits trust accounts, bond repos, fixed income instruments and other structured product transactions.
- Bond services including brokerage, auctions and underwriting services.
- Providing flexible structured products to optimize advantage in funding needs as well as investment capital on the market with optimal interest rates and with appropriate maturities.

INVESTMENT BANKING

- Corporate financing advisory: business evaluation, corporate financing restructuring, listing and Initial Public Offering (IPO) advisory.
- Mergers and Acquisitions (M&A) advisory.
- Advisory for capital raising in domestic and international capital market: stock issuance and underwriting, bond and derivatives issuance via public offering or private placement.

SSI ASSET MANAGEMENT

- Fund Management: capital mobilization and management for onshore and offshore funds, including fund investing in unlisted companies, mutual fund and ETF.
- Portfolio Management: Discretionary and Non-discretionary Portfolio Management for domestic/international institutions as well as individual customers, corporate clients and Private Wealth management.
- Investment Advisory: for institutional and individual, domestic and foreign customers.
- Strategy and asset allocation advisory.

AWARDS

Third-class Labor Medal for outstanding achievements in construction and development of the stock market in the period of 2000 – 2010

Merit from The Prime Minister

Merit from People's Committee of Ho Chi Minh City

"Best Broker in Vietnam for the period of 2000 – 2015" by Ha Noi Stock Exchange, **"Top 10 Brokers with highest stocks and fund certificates' brokerage market share on HOSE"** by Ho Chi Minh Stock Exchange.

Top 50 Best Listed Companies in Vietnam in 2014, 2015 by Forbes

Top 50 Best – performing Companies in Vietnam by Nhip Cau Dau Tu magazine

Top 500 Vietnamese Largest Private Enterprises (VNR500) for six consecutive years

Top 1000 Enterprises with Largest Tax Contribution in Vietnam (V1000) for 6 consecutive years

Top 500 Fastest Growing Firms in Vietnam (FAST500) in 2015

Asiamoney Brokers Poll 2015, 2014, 2013: 24 awards in 4 main categories:

Award for SSI:

"Best Local Brokerage in Vietnam"

"Most Improved Brokerage over the last 12 months in Vietnam"

Award for SSI Research and Advisory division:

"Best for Overall Country Research in Vietnam"

"Best Analyst in Vietnam" for Mrs. Hoang Viet Phuong – Director of Institutional Research and Advisory

"Best research coverage" for several SSI analysts who covering different sectors.

Award for SSI Institutional Sales Division:

Best for roadshows and company visits in Vietnam

Award for SSI Equity Sales Division:

"Best Execution in Vietnam"

"Best in Sales Trading"

"Best in Overall Sales Services"

"Best Salesperson" for Mr Duong Quoc Thinh – Deputy Manager



Asia Asset Management

"Best Fund House" in 2 consecutive years 2012-2013

"CEO of the Year" to Ms. Le Thi Le Hang – SSI Asset Management CEO in 4 consecutive years 2012 - 2013 – 2014 - 2015.

"CIO of the Year" to Mr. Nguyen Thanh Tung – SSI Asset Management CIO in 3 consecutive years 2013 – 2014 - 2015.

The Asset

Best Asset Management Company of the Year in Vietnam in 2012 – 2014

Fund Management Company of the Year 2015 in Vietnam (onshore)

Asian Investor

"Best Vietnam Onshore Fund House" in 2010

"Best Vietnam Asset Management Company" in 2015

World Finance

"Best Asset Management Company in Vietnam" in 2014, 2015

FinanceAsia

"Best Broker in Vietnam" for 6 years 2008 – 2009 – 2010 – 2011- 2014 - 2015

"Best Equity House in Vietnam" for 6 years 2008 – 2009 - 2010 – 2012 - 2014 - 2015

Best Borker in Vietnam in 2015 by The Trade Asia

Best Institutional Broker in Vietnam in 2015 by Alpha Southeast Asia

Top 50 Vietnamese Business Leader in 2015 to Mr. Nguyen Duy Hung, SSI Chairman cum CEO, by Nhip Cau Dau Tu Magazine

ASIAMONEY AWARDS 2013

Asia Asset Management

ASSET ASIA AWARDS TRIPLEA

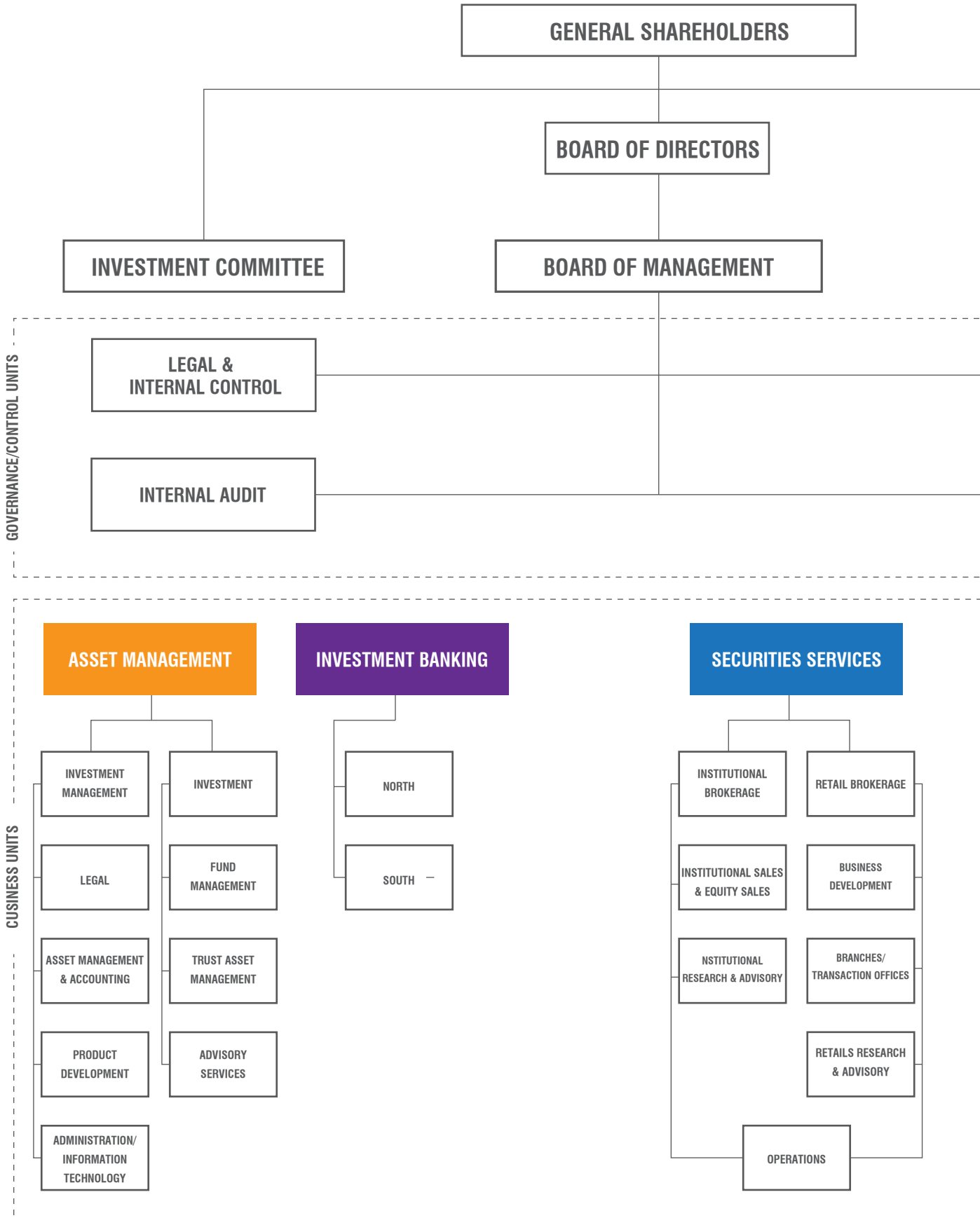
COUNTRY AWARDS FOR ACHIEVEMENT FinanceAsia

Alpha Southeast Asia

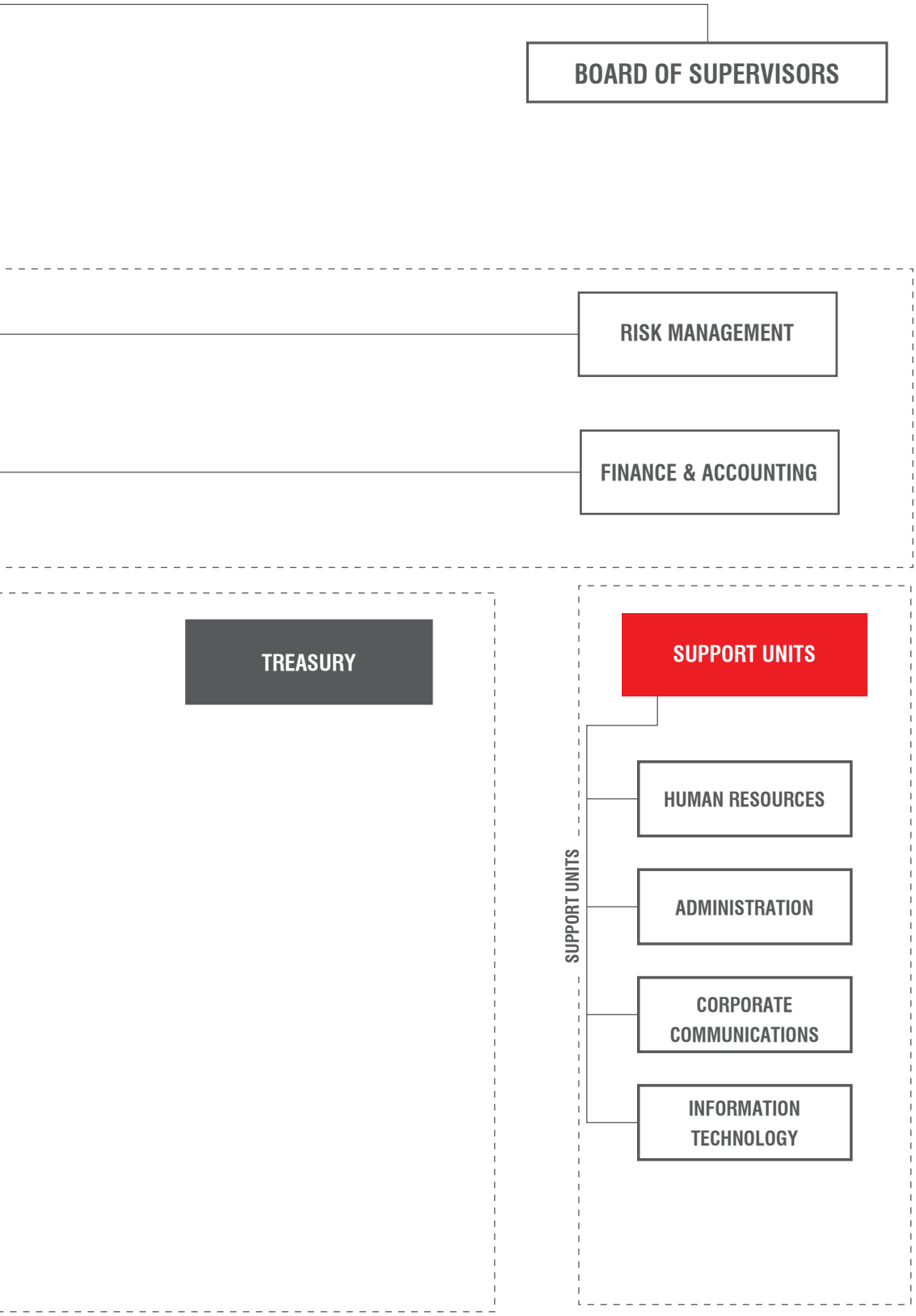
WORLD FINANCE INVESTMENT MANAGEMENT AWARDS 2014

ORGANIZATIONAL STRUCTURE & EXECUTIVE BOA

ORGANIZATIONAL STRUCTURE



RD


BOARD OF SUPERVISORS
RISK MANAGEMENT
FINANCE & ACCOUNTING
TREASURY
SUPPORT UNITS
SUPPORT UNITS
HUMAN RESOURCES
ADMINISTRATION
CORPORATE COMMUNICATIONS
INFORMATION TECHNOLOGY

KEY MAN

Board of Managers



Mr. Nguyen Duy Hung
Chairman cum CEO

Governance/ Control Units



Mr. Nguyen Kim Long
Director – Legal & Internal Control



Mr. Tran Duong Anh Viet
Director – Internal Audit

Business Units

Asset Management



Ms. Le Le Hang
CEO



Mr. Nguyen Khac Hai
Deputy CEO



Mr. Nguyen Thanh Tung
Deputy CEO



Mr. Nguyen Phan Dung
Deputy CEO

Investment Banking



Ms. Nguyen Thi Huong Giang
Head of Investment Banking South



Mr. Nguyen Ngoc Anh
Head of Investment Banking North

Support Units



Ms Doan Ngoc Ly Ly
Chief Operation Officer cum
Chief Personnel Officer



Mr. Yam Wai On (Steve Yam)
Chief Information Officer



Ms. Luong Lan My
Director of Corporate Communications



Mr. Dao Quang Hung
Manager
Administration Department



Mr. Nguyen Hong Nam
Deputy CEO



Ms. Nguyen Thi Thanh Ha
Chief Finance Officer



Ms. Hoang Thi Minh Thuy
Chief Accountant

Securities Services



Mr. Bui The Tan
Managing Director



Mr. Nguyen Duy Linh
Deputy Managing Director
Retail Brokerage



Mr. Mai Hoang Khanh Minh
Deputy Managing Director
Institutional Brokerage



Ms. Hoang Viet Phuong
Deputy Managing Director
Institutional Research & Investment Advisory



Mr. Nguyen Duc Huy
Director of Institutional Sales & Investment Advisory



Mr. Nguyen Duc Hung Linh
Director of Retail Research & Investment Advisory

Treasury



Ms. Nguyen Vu Thuy Huong
Managing Director



SSI IN 2015

DEVELOPMENT OBJECTIVES AND STRATEGY ■
2015 FINANCIAL HIGHLIGHTS ■
THE BOARD OF DIRECTORS' REPORT ■
THE BOARD OF SUPERVISIORS' REPORT ■
THE BOARD OF MANAGEMENT'S REPORT ■



DEVELOPMENT OBJECTIVES AND STRATEGY

With the goal to maintain its position as the leading financial institution in Vietnam market and reach out to international markets, SSI will strive endlessly for operational innovation as well as product diversification. Customers will always be placed at the center with the Company's commitment to a long term partnership and cooperation for mutual development. Many technological solutions will be provided to increase the utility for customers and investors. SSI will also continue to focus on developing a high quality human resource team to meet the rigorous market demands; create a working environment in which each individual is given opportunities to explore and develop full potentials, contributing the highest value for the Company. SSI will continue to tightly control costs and manage risks in order to improve financial performance.

SSI believes that the combination of building a reputable brand and operating in accordance with standards will help maximize shareholders' value.

Objectives and strategy for business operations are set forth as follows:

Securities Services

Boosting brokerage market share growth - continuing to maintain the No. 1 position by market share in the over brokerage market.

Improving the quality of products and services - guaranteeing to meet customer needs as well as to help customers improve the investment efficacy. Continuing to improve the quality of online trading products

Expanding the retail distribution network

Coordinating closely with the Asset Management division to provide financial solutions meeting the needs of customers.

Investment Banking

Striving to maintain the leading position in the market through:

Providing comprehensive financial solutions to clients

Expanding the network of customers both in the country as well as abroad

Extending cooperation with leading financial institutions in the world

Treasury

Improving the quality of treasury management

Diversifying products to minimize risks while growing the Company's assets

Strengthening participation in and seeking for investment opportunities in the bond market

Developing derivative products

Investment

Focusing on investments that create competitive added values

Improving investment performance through diversification strategies

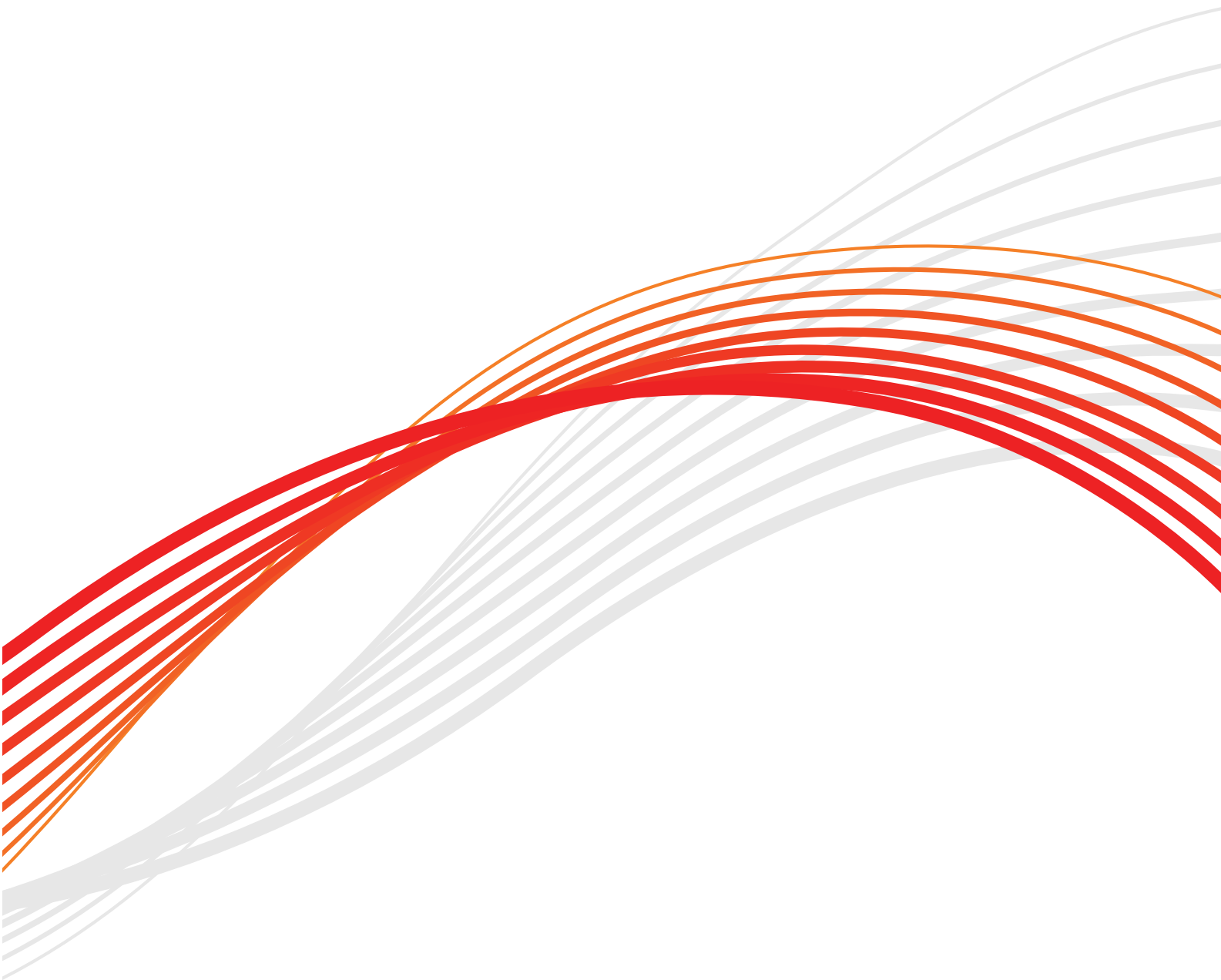
Achieving high risk-adjusted returns

Asset Management

Continuing to grow the total assets under management

Diversifying products to meet the various needs of investors

Providing customized financial investment solutions to meet and improve performance for investors.



2015 FINANCIAL HIGHLIGHTS

Income Statement	2012	2013	2014
Net Revenue (VND)	849,294,221,184	726,943,829,636	1,564,510,137,885
Net profit from operating activities (VND)	376,778,240,068	328,444,936,244	859,922,881,979
Profit before tax (VND)	487,258,631,205	505,834,184,178	927,840,400,057
Profit after tax of parent company's shareholder (VND)	464,299,378,161	418,044,800,068	744,830,193,840

Balance Sheet	2012	2013	2014
Total assets (VND)	7,980,875,901,875	7,705,073,825,594	8,914,435,465,737
Charter Capital (VND)	3,526,117,420,000	3,537,949,420,000	3,537,949,420,000
Weighted Average outstanding shares	349,577,749	350,654,030	464,358,318
Owner's equity	5,275,272,217,294 (*)	5,325,172,426,892 (*)	5,773,805,744,525

Other ratios	2012	2013	2014
Asset Structure			
Current assets/ Total assets	60.6%	58.0%	71.9%
Non-current assets/Total assets	39.4%	42.0%	28.1%
Capital structure			
Total liabilities/Total assets	33.9%	30.9%	35.2%
Owner's equity /Total assets	66.1%	69.1%	64.8%

Profitability ratios	2012	2013	2014
Net profit/Total assets (ROA)	5.8%	5.4%	8.4%
Net profit/Owner's equity (ROE)	8.9%	8.0%	13.1%
Net profit/Charter capital	13.2%	11.8%	21.1%
Net profit /Net revenue	54.8%	57.4%	47.6%
Earnings per share (VND)	1,328	1,192	1,492 (**)

(*): be restated according to Circular 202/2014/TT-BTC dated 22nd December 2014 of Ministry of Finance

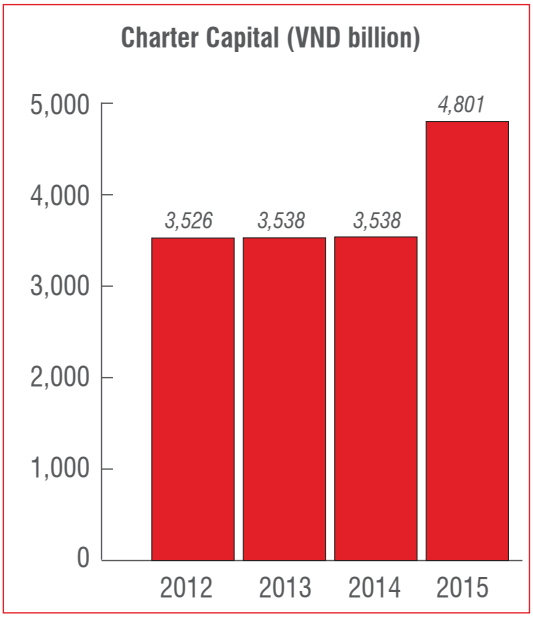
(**): Basic earnings per share of 2014 was restated due to the impact of bonus shares and stock dividend of 2014 made in 2015, and creation of provision for funds which do not belong to shareholders (before restating, it was 2,117)

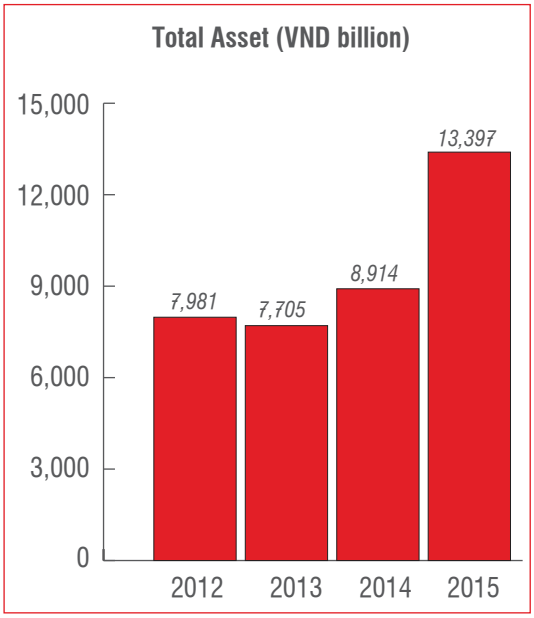
2015
1,332,878,376,539
1,004,133,935,432
1,064,136,802,562
851,906,717,887

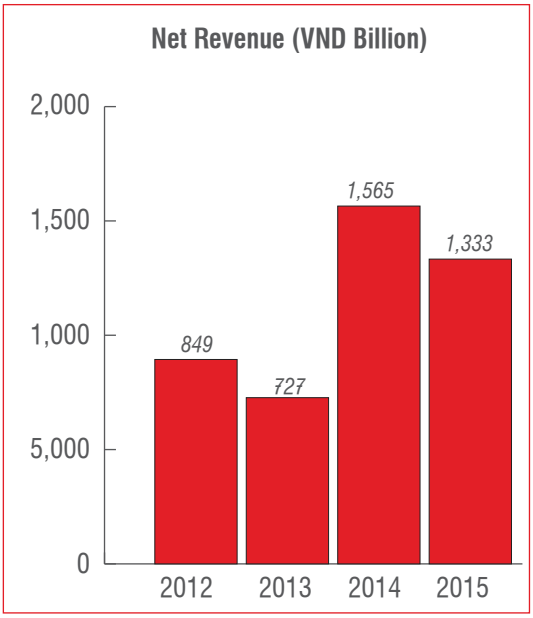
2015
13,397,481,403,920
4,800,636,840,000
471,713,404
6,727,609,014,290

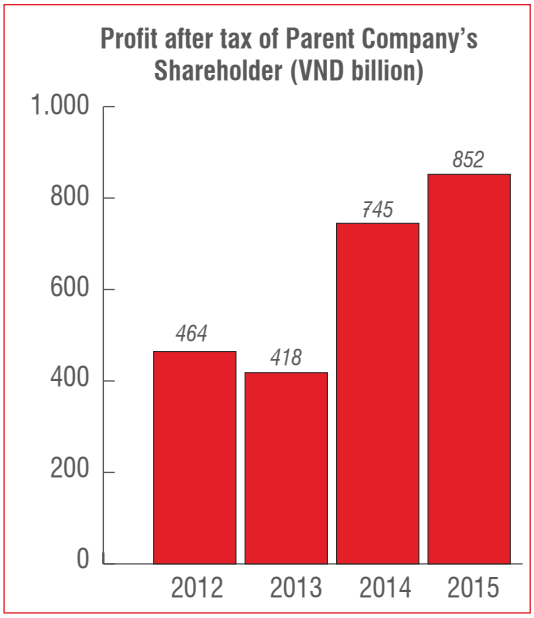
2015
81.7%
18.3%
49.8%
50.2%

2015
6.4%
12.8%
17.7%
63.8%
1,680









THE BOARD OF DIRECTORS' REPORT

MEMBERS OF THE BOARD OF DIRECTORS



Mr. Nguyen Duy Hung

SSI Chairman cum Chief Executive Officer (CEO)

Mr. Hung is the Founder of Saigon Securities Inc.
He is also the Founder and Chairman of The PAN Group - a leading company in agriculture and high quality packaged food industry.



Mr. Ngo Van Diem

Board Member

Mr. Diem has more than 30 years of experiences in foreign and domestic investments, state-owned enterprise reform, and industrial zone development and economic integration when holding middle and senior positions in Government agencies. He was the former Chairman of the State Committee for Cooperation and Investment, former Director of the State Council for Appraisal, former Director of Vietnam Industrial Zones Board of Management and former Vice Director of the Prime Minister's Research Council. Mr. Diem graduated from Leipzig University and has a PhD in Economics from Martin Luther University from Germany.



Mr. Nguyen Hong Nam

Board Member

Mr. Nam has been a successful business executive in various areas. He holds a Master of Science from Lugansk University, Ukraine.

Mr. **Bui Quang Nghiem**

Board Member



Mr. Nghiem is the Director of Nghiem & Chinh Lawyers and Vice Chairman of Ho Chi Minh Law Association. He graduated from Halle University, Germany.

Mr. **Nguyen Duy Khanh**

Board Member



Mr. Khanh holds a Bachelor of Finance, George Washington University, the United States.

Mr. Khanh used to work with SSI during the implementation of the Reforming Consultancy Project provided by McKinsey (2010). He also helped in the founding of SSI International Corp., and made significant contribution to its successes.

Mr. **Hironori Oka**

Board Member



Mr. Hironori Oka has over 20 years of experiences in the finance and securities fields, holding various positions in Japan, Hong Kong, the United States, Singapore and Taiwan. He used to be in charge of many senior positions in Daiwa Group Inc. and started to assume the leading position since 1994. During the period, he gained in-depth knowledge and experience in management and supervision of a number of areas such as services, products, clients, and operations of Daiwa Group and its subsidiaries, branches, and affiliates - entities under management in relevant countries or areas within scope of powers.

Mr. Oka is currently the Executive Managing Director, Head of Asia and Oceania region, and Chairman and CEO of Daiwa Capital Markets Hong Kong Limited.

Full name	Position	Degree of Dependence (*)	Tenure
Mr. Nguyen Duy Hung	Chairman	Chairman cum CEO, related party to major shareholder – NDH Invest Co. Ltd. Holding SSI's stock equity.	Appointed on November 1st, 1999 Reappointed on September 27th, 2003 Reappointed on April 28th, 2010 Reappointed on April 23rd, 2015
Mr. Ngo Van Diem	Board Member	Non-executive, independent Board Member Holding SSI's stock equity.	Appointed on April 1st, 2007 Reappointed on April 20th, 2012
Mr. Nguyen Hong Nam	Board Member	Executive Board Member Holding SSI's stock equity.	Appointed on November 1st, 1999 Reappointed on April 24th, 2009 Reappointed on April 25th, 2014
Mr. Bui Quang Nghiem	Board Member	Non-executive, independent Board Member Holding SSI's stock equity.	Appointed on April 24th, 2009 Reappointed on April 25th, 2014
Mr. Hironori Oka	Board Member	Non-executive Board Member, related party to major shareholder - Daiwa Securities Group Inc. Not holding SSI's stock equity.	Appointed on April 23rd, 2015
Mr. Nguyen Duy Khanh	Board Member	Non-executive Board Member, related party to major shareholder – NDH Invest Co. Ltd. Holding SSI's stock equity.	Appointed on April 23rd, 2015

(*) Note: Independent Board Member is determined in accordance with Clause 3, Article 2, Circular No. 121/2012/TT-BTC dated July 26th, 2012 of the Ministry of Finance providing for corporate governance applicable to public companies.



ACTIVITIES OF THE BOARD OF DIRECTORS

SSI Board of Directors (BOD) operates in compliance with regulations on corporate governance in the Law on Enterprises, provisions of the Government, the Ministry of Finance, the State Securities Commission and the Company Charter, through which the Company is managed effectively, controlling risk, preventing the abuse of powers and positions, and protecting minor shareholders.

The BOD held 5 meetings in 2015; details on the number of attending members are as followed:

No.	Board Member	Position	Number of meetings participated	Attention Rate	Reasons for absence
1	Mr. Nguyen Duy Hung	Chairman	5/5	100%	
2	Mr. Nguyen Hong Nam	Board Member	5/5	100%	
3	Mr. Ngo Van Diem	Board Member	5/5	100%	
4	Mr. Bui Quang Nghiem	Board Member	5/5	100%	
5	Mr. Tetsuo Akuzawa	Board Member	3/5	60%	Resigned on April 23rd 2015
6	Mr. Hironori Oka	Board Member	2/5	40%	Appointed on April 23rd 2015
7	Mr. Nguyen Duy Khanh	Board Member	2/5	40%	Appointed on April 23rd 2015

Resolutions adopted by the BOD in 2015:

No.	Resolution No.	Date	Content
1	01/2015/NQ-HDQT (written opinions solicited)	January 13th 2015	- Authorize the Chairman to carry out necessary procedures to issue shares for equity capital increase using owners' equity and distribute advance dividends in 2014 by shares in accordance with Articles 1 and 2 Resolution No. 02/2014/NQ-ĐHĐCĐ; - Adopt the 1st issue of bonds SSIBOND012015 in accordance with Article 3 Resolution No. 02/2014/NQ-ĐHĐCĐ; - Establish Pham Ngoc Thach Transaction Office in Ho Chi Minh City.
2	02/2015/NQ-HĐQT (written opinions solicited)	April 15th 2015	- Adopt the 2nd issue of secured and non-transferable bonds SSIBOND022015 in accordance with Article 3 Resolution No. 02/2014/NQ-ĐHĐCĐ.
3	03/2015/NQ-HDQT (written opinions solicited)	April 15th 2015	- Adopt the redemption of 10,000,000 of treasury shares and to authorize the Chairman to carry out the same.
4	04/2015/NQ-HĐQT	July 31st 2015	- Promulgate the regulations to issue shares in accordance with Employee Stock Ownership Plan (ESOP) program in accordance with Article 8 Resolution No. 01/2015/NQ-ĐHĐCĐ dated 23/4/2015 of the General Shareholders' Meeting (GSM)
5	05/2015/NQ-HĐQT	July 31st 2015	- Adopt the solicitation of shareholders' opinions in writing about the revision of the Company Charter
6	06/2015/NQ-HDQT (written opinions solicited)	September 9th 2015	- Adopt the registration of depository and to list the shares issued for dividend payout in 2014.

ACTIVITIES OF THE SUB-COMMITTEES UNDER THE BOARD OF DIRECTORS

The corporate governance model was designed to include the BOD's independent subcommittees, taking responsibilities for risk management and internal auditing in order to assist the BOD in implementing these functions. Currently, the BOD has appointed its independent members to take charge of risk management and internal audit.

Activities of independent board members in charge of risk management

- Review and comment on risk policies and limits before submitting to the BOD for approval.
- Review the reports of the CEO, Risk Management Department and other related units on risk management.
- Evaluate the effectiveness of risk management of the Company as a whole.

Activities of independent board members in charge of internal audit

- Review and appraise issues related to organizational structure of internal audit, draft internal audit strategy and policy before submitting to the BOD for approval.
- Inspect and evaluate the compliance of accounting standards and procedures, and operating principles of internal audit;
- Report to the BOD on activities and performance of internal audit during the year; recommend proposals to resolve shortcomings and constraints in order to enhance business operation of the Company.
- Advise the BOD on the establishment of internal audit strategy and policy.

ACTIVITIES OF THE CHAIRMAN

The Chairman is responsible for overall guidance of BOD's activities in accordance with the functions, tasks, and powers provided for in the Company Charter as well as the current provisions of the Law, particularly:

- Preparing action programs and plans of the BOD
- Preparing programs, agenda, and documents for the meetings; convening and chairing BOD meetings
- Organizing the adoption of BOD resolutions
- Supervising the implementation of the BOD resolutions
- Chairing GSM and BOD meetings

The Chairman also acted as the CEO of SSI, leading the Board of Management and employees to effectively carry out the resolutions of the GSM and the BOD on business plans, investment plans and other activities. The plurality of offices was adopted by the annual GSM.

ACTIVITIES OF INDEPENDENT BOARD MEMBERS

Independent BOD members are assigned to carry out responsibilities related to risk management and internal audit as presented in the section on activities of the subcommittees. In addition, these members also participate in the BOD's meetings to critically comment on strategic orientation proposals, business plans; supervise and prepare monthly reports on activities of the BOD and the results of supervising the Board of Management, and send the reports to board members as prescribed by the Company's Charter.

PERFORMANCE EVALUATION OF THE BOARD OF MANAGEMENT

The Board of Management ran the Company to efficiently implement the Resolution of GSM and of the BOD regarding business plan and investment plan, significantly contributing to the exceeding of 2015 business target, firmly maintaining the leading market share in HOSE and HNX. The Board of Management fully performed the assigned tasks related to organizing and running SSI's daily business in accordance with the good corporate governance practices, actively and timely proposing initiatives and measures to improve the business and management performance. Reports to GSM and BOD has been timely prepared and submitted with good quality. Information was disclosure in compliance with the law in transparent, adequate and honest manner.

PERFORMANCE EVALUATION OF THE COMPANY

Vietnam economy remained stable and developed with the right direction in 2015: GDP increased by 6.68%, exceeding the target for 5 years of 2011 – 2015 for the first time. Inflation was lowest during the last 14 years, at less than 1% with stable interest rates, decreased lending interest rates, increased export, balance of payment surplus, and multiple large balances of the economy were ensured, even when the Chinese economy decreased, or Federal Reserve System (FED) raised interest rates. The investment and business environments were improved. However, the economy still had to face with several weaknesses, such as difficult budget collection, rapidly increasing public debt, not-yet-improved competitiveness of the economy and enterprises, and low productivity.

Thanks to the closely accurate macro-economic forecasts and thus a suitable business plan, SSI had a successful year in various perspectives. The Company's consolidated revenue of 2015 was VND 1,334 billion, and net profit was VND 1,004 billion. SSI continued to maintain Number 1 position on both exchanges of HOSE and HNX, and the combined top position in the whole market in 2015. The Company continued to be awarded by number of reputational organizations domestically and internationally. In the context of decreased interest rate and strictly monetary management policy for securities investment, SSI could still ensure our treasury trading activities, fully and timely meet investors' demand for margin lending. SSI treasury did not only ensure liquidity but also significantly contributed to our profitability.

SSI expanded its relationships with banks in 2015 to create products that supported investors to obtain loans cheaply, flexibly, and suitably for securities transactions. SSI Asset Management (SSIAM) provided a new investment channel for clients, apart from the traditional stock investment. SSIAM continued to be awarded with prestigious awards such as "Best Asset Management Company of the Year 2015 in Vietnam" by the Asset, and "Best Asset Management Company in Vietnam" in 2015 by World Finance.

SSI continued to ensure security for liquidity management, without any risks occurring. Along with that, the support system, which was coordinated smoothly, with specific strategies and solid operations, well-invested technology infrastructure, also contributed to the achievements of 2015.

2016 BUSINESS PLANS AND ORIENTATION

2016 will be the first year of implementing the Resolution of Congress XII of the Party and the 5-year plan for 2016-2020. The 2016 socio-economic development plan was approved by the National Assembly, including the following main criteria: GDP increasing by 6.7%; total export turnover increasing by 10%; the ratio of trade deficit to export turnover of less than 5%; consumer price growth of less than 5%; total social investment capital of about 31% of GDP, etc. Thus, compared with the targets and achievements in 2015, it could be seen that overall targets for 2016 were higher than those in 2015 and the macro-economy will continue to be under control.

The implementation of new free trade agreements (FTA), including Trans-Pacific Partnership (TPP), Europe-Vietnam Free Trade Agreement (EVFTA), ASEAN Economic Community (AEC), will create new opportunities and challenges that require both the State and the enterprise community to enhance their competitiveness to make the best of the opportunities and to overcome the challenges. The macro-economy will continue to face challenges in terms of inflation, fluctuation of exchange rates, decline of the Chinese economy, and interest rate increased by FED.

SSI will continue to maintain good corporate governance, improve management performance, diversify products, enhance quality of products and services, and provide technological solutions to incessantly increase the brokerage market share, develop other core business activities of the Company and also be ready for provide new products such as derivatives, covered warrant issuance.

Entering the 16th year of its journey with the mission “connecting capital to opportunities”, SSI will focus all of its resources, gather its strengths and optimize the technological system to assert the leading position in the market.

THE BOARD OF SUPERVISORS' REPORT

MEMBERS OF THE BOARD OF SUPERVISORS



Mr. Nguyen Van Khai

Mr Khai joined the Board of Supervisors (BOS) in 1999 and has been re-appointed Head of the BOS throughout tenures.
He possesses rich experience in corporate management and is currently BOD Member cum Acting CEO of The PAN Group JSC, operating in agriculture and high quality packaged food industry.



Mr. Dang Phong Luu

Mr. Luu has been appointed as Member of the BOS since 2005. He was former Tan Binh Branch Director of Vietnam International Bank (VIB). He has more than 20 years of experience in finance and banking and graduated from Banking University, Ho Chi Minh City.

He is now running his own business, An Bao Manufacturing Trading Ltd., Co, where he serves as Chairman.



Ms. Ho Thi Huong Tra

Ms. Tra has been appointed as Member of BOS since 2007. Ms. Tra has more than 14 years of experience in JSC Bank for Foreign Trade of Vietnam (Vietcombank). She used to work for Vietcombank accounting department and is now at a senior level in Loan Management. She held a bachelor degree at Accounting and Finance University.

Name	Position	Degree of Independence	Appointment date
Mr. Nguyen Van Khai	Head of BOS	Non-employed by SSI Holding SSI's stock equity	Appointed on November 01st 1999 Reappointed on April 08th 2006 Reappointed on April 28th 2011
Mr. Dang Phong Luu	Member of BOS	Non-employed by SSI Holding SSI's stock equity	Appointed on March 26th 2005 Reappointed on April 28th 2010
Ms. Ho Thi Huong Tra	Member of BOS	Non-employed by SSI Holding SSI's stock equity	Appointed on April 21st 2007 Reappointed on April 20th 2012

ACTIVITIES OF THE BOARD OF SUPERVISORS

The BOS comprises of three members with assigned responsibilities as follows:

- Mr. Nguyen Van Khai, Head of the BOS, is responsible for the BOS, supervises activities of the BOD and the Board of Management, and participates in BOD meetings;
- Mr. Dang Phong Luu, Member of the BOS, is in charge of inspecting and supervising finance and financial reporting of the Company;
- Ms. Ho Thi Huong Tra, Member of the BOS, is responsible for supervising compliance with the Law and the Charter, and implementation of Resolutions of GSM, resolving complaints of shareholders and related parties within the authority of the BOS.

In 2015, Mr. Nguyen Van Khai participated in all meetings of the BOD. During the year, the BOS met three times to discuss its activities, requested the Head of Legal and Internal Control to report on internal supervision, internal audit and risk management of the Company.

Supervising compliance with the Law and the Charter, and implementation of Resolutions of the General Meetings of Shareholders

Activities of the Company in 2015 complied fully with the Law and the Charter. The Company conformed properly with regulations on information disclosure applicable to security companies listed on Ho Chi Minh City Stock Exchange. Managers and internal shareholders complied appropriately with regulations on information disclosure when trading SSI shares.

Quarterly and semi-annually reports were published on time.

The Company completed issuing 10,000,000 shares under the ESOP program as prescribed by Resolution No. 01/2015/NQ-DHDCD dated April 23rd 2015 by the GSM.

On December 22nd 2014, the GSM approved Resolution No. 02/2014/NQ-DHDCD on issuing bond via private placement. By the end of 2015, the Company issued SSIBOND012015 bonds with total issuance value of VND 500 billion and SSIBOND022015 bonds with total issuance value of VND 300 billion.

In 2015, the Company also asked for comments from the GSM to approve Resolution No. 02/2015/NQ-DHDCD dated September 9th 2015 to amend the Company Charter allowing unlimited ownership of foreign investors and completed the procedures to revise the limit of ownership of foreign investors up to 100% from September 1st 2015.

Financial supervision

The Company prepared and disclosed periodical financial statements as stipulated by regulations of the State Securities Commission. Semi-annual financial statements, reports on financial safety ratios and 2015 financial statements were reviewed and audited by Ernst & Young Vietnam Limited, an independent auditing company, as stipulated by prevailing regulations of the State Securities Commission and the Ministry of Finance.

2015 financial statements provides a true and fair view, in all material respects, of the financial position of the Company as at December 31st 2015, its financial performance, its cash flows for the year then ended in accordance with prevailing Vietnamese Accounting Regime and related legal regulations. The profits distributed to funds and remuneration of the BOD and the BOS complied with the Resolution of the GSM in 2015. Since accounting and book-keeping of the Company was conducted prudentially, there was no material difference between quarterly/semi-annually financial data and annual financial statements' data or data before and after the audit.

The BOS worked with the Chief Financial Officer, the Chief Accountant and the Internal Audit on the report on the changes, difficulties and impediments of the Company when implementing the new accounting policy applicable for securities companies provided by Circular No. 210/2014/TT-BTC dated December 30th 2014 by the Ministry of Finance.

Supervisory results over members of the BOD and the CEO

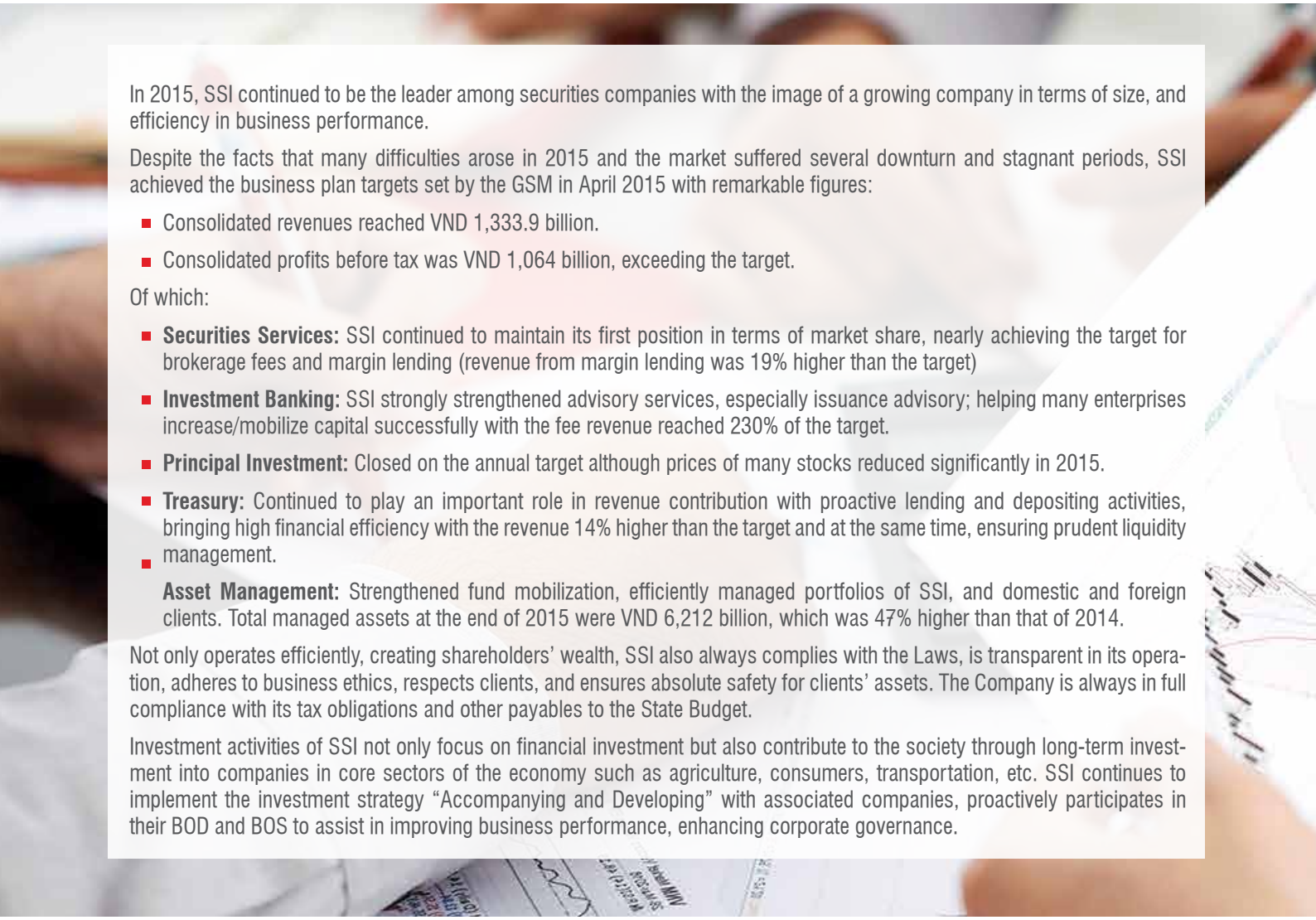
Until now, the BOS has not found any violation related to the responsibilities and obligations of those charged with governance and management of the Company. The transactions with those charged with governance and management and their related people were disclosed appropriately in accordance with the Law.

The BOD and the CEO have supported and created favorable conditions for the BOS to implement its functions. The BOS has received all relevant documents and invitation letters to joint BOD's meetings and sent representatives to all of the meetings. Recommendations of the BOS to the BOD and the CEO have been replied in a timely and adequate manner.

Resolving petitions of shareholders to the Company

In 2015, the BOS did not receive any petition from shareholders regarding the Company's operation.

THE BOARD OF MANAGEMENT'S REPORT



In 2015, SSI continued to be the leader among securities companies with the image of a growing company in terms of size, and efficiency in business performance.

Despite the facts that many difficulties arose in 2015 and the market suffered several downturn and stagnant periods, SSI achieved the business plan targets set by the GSM in April 2015 with remarkable figures:

- Consolidated revenues reached VND 1,333.9 billion.
- Consolidated profits before tax was VND 1,064 billion, exceeding the target.

Of which:

- **Securities Services:** SSI continued to maintain its first position in terms of market share, nearly achieving the target for brokerage fees and margin lending (revenue from margin lending was 19% higher than the target)
- **Investment Banking:** SSI strongly strengthened advisory services, especially issuance advisory; helping many enterprises increase/mobilize capital successfully with the fee revenue reached 230% of the target.
- **Principal Investment:** Closed on the annual target although prices of many stocks reduced significantly in 2015.
- **Treasury:** Continued to play an important role in revenue contribution with proactive lending and depositing activities, bringing high financial efficiency with the revenue 14% higher than the target and at the same time, ensuring prudent liquidity management.
- **Asset Management:** Strengthened fund mobilization, efficiently managed portfolios of SSI, and domestic and foreign clients. Total managed assets at the end of 2015 were VND 6,212 billion, which was 47% higher than that of 2014.

Not only operates efficiently, creating shareholders' wealth, SSI also always complies with the Laws, is transparent in its operation, adheres to business ethics, respects clients, and ensures absolute safety for clients' assets. The Company is always in full compliance with its tax obligations and other payables to the State Budget.

Investment activities of SSI not only focus on financial investment but also contribute to the society through long-term investment into companies in core sectors of the economy such as agriculture, consumers, transportation, etc. SSI continues to implement the investment strategy "Accompanying and Developing" with associated companies, proactively participates in their BOD and BOS to assist in improving business performance, enhancing corporate governance.







2015 MACRO REVIEW & 2016 OUTLOOK

2015 MACRO REVIEW
2016 OUTLOOK



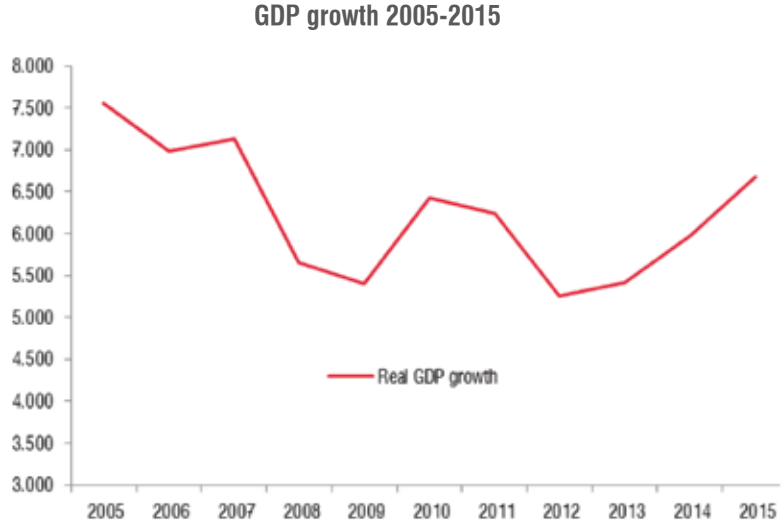
2015 MACRO REVIEW

2015 was the last year of the five year plan, stretching from 2011-2015, and with all things in life, the best was saved for last. GDP growth exceeded the initial plan substantially, corroborated by a resurgence in consumption while high inflation was a figment of the past. Banks' loan book expanded 17.2% year-on-year (YoY) and bad debt was maintained at a desired level (i.e less than 3%). However, 2015 was marked by countless issues such as fiscal constraints (in the context of falling oil prices), a tepid Chinese economy (resulting in trade deficit and currency depreciation), and the pressure to satisfy a number of deadlines in the last year of the 5 year plan.

The followings are our detailed discussions for 2015 review

2015 GDP marked strong growth of 6.68%

2015 GDP growth totaled 6.68% YoY, which corresponded with our expectation. The figure was higher than the initial government plan of 6.2% and amongst the highest in the region. Expenditure was spearheaded by final consumption (70% of GDP, growth achieved 9.2% YoY in 2015). A thriving property market and impressive car sales were amongst key drivers behind consumption growth. Industry was shepherded by the manufacturing sector (roughly 15% of GDP, growth achieved 10.6% YoY – much higher than 2014 level of 7.41%), which accounted for roughly 70% of the incremental GDP growth in 2015.



(Source: General Statistics Office of Vietnam - GSO)

Final consumption and manufacturing growth



(Source: General Statistics Office of Vietnam - GSO)

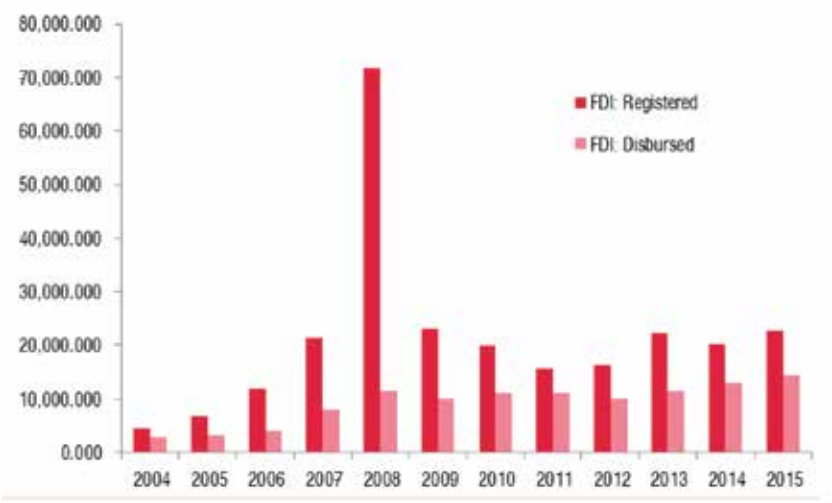
Foreign Direct Investment (FDI) and manufacturing sector remain important drivers for growth since 2011

The best performing sub-sectors in manufacturing included electronics (37%), engine vehicles (auto and motorbike 26.7%), and textile (13.9%). They are strongly linked to the FDI sector. 2015 registered and disbursed FDI remained resilient (12.5% and 17.4% YoY growth) and for years it helped tremendously in compensating the slowdown in public investment.

We would like to note that manufacturing PMI reading revealed some weaknesses in 2015 and it suggested that the global slowdown impact incremented as PMI and export growth are highly correlated. With that being said, Vietnam export still managed to outperformed regional peers in 2015.

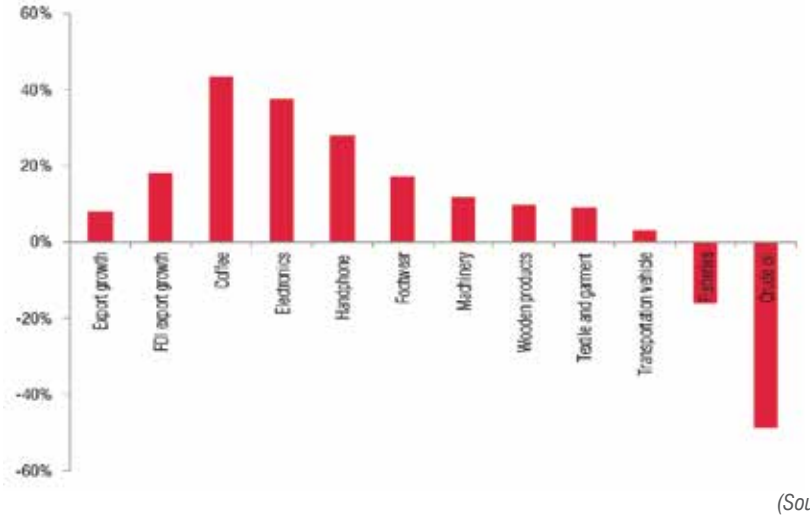
Furthermore, FDI into the textile and garment sector increased to about USD 2 billion in 2015 (2014: USD 1.6 billion). We expect that TPP with its similarities to a bilateral investment treaty to the US, would spur US investments into Vietnam.

FDI in Vietnam, 2004-2015



Source: CEIC

Export growth by sector and product 2015



(Source: Vietnam Customs)

Final consumption finally improved in 2015 at 9.12% YoY

During 2011-2014, although the economic conditions were improving at a steady speed, our observation is that consumption growth was not strong, represented by fast moving consumer goods (FMCG) sales performance in the below chart. It seems that recently consumers have become more conservative and selective on what to buy and they look for valuable assets such as property and car in the first place.

According to a report by the Ministry of Construction (MoC), in 2015, 19,350 successful transactions transpired in Hanoi, an increase of 69% YoY and 18,700 in Ho Chi Minh City (+89% YoY) across all segments. While the shares for affordable and mid-end segments were lower than that of 2014, these segments still accounted for a majority in total sales in 2015 thanks to their affordability which met a larger pool of clients. Notably, 2015 marked a return of high-end apartments with increasing shares in total sales from 18% in 2014 to 32% in 2015, according to a CBRE's report.

Vietnam Consumer Confidence Index



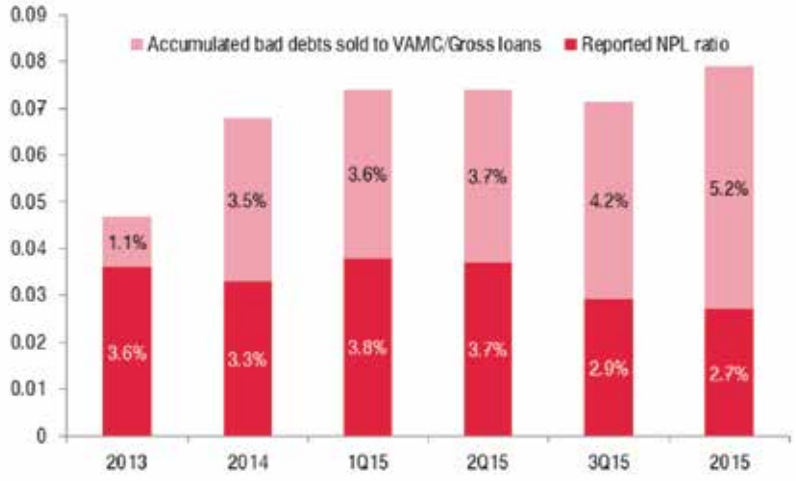
(Source: ANZ Roy Morgan)

FMCG Monitor



(Source: Kantar Worldpanel)

Banks' reported NPL & bad debts sold to VAMC



Source: SBV, VAMC & SSI Research

2015 was the first year with negative net export after 3 years of positive net export

Trade deficit returned after 3 years. Foreign trade growth in 2015 was still the lowest from 2011-2015, and import growth exceeded export growth for the first time in 3 years and helped to explain why net export became negative again. Nevertheless, Vietnam export growth still outperformed regional peers.

FDI remained the key driver in both export (17.7% vs 7.9%) and import growth (15.5% vs 12%). Meanwhile, domestic sector export declined 8.45% YoY, and import growth remained positive at 7.46% YoY. While the FDI sector posted a trade surplus of USD 13.33 billion in 2015 (2014: USD 9.76 billion), the domestic sector faced a deficit of USD 16.9 billion (2.3 times 2014 level of USD 7.42 billion). We noted that FDI sector account for most of growth in Vietnam machinery and import in 2015, implying FDI inflow has been spent on imported capital goods.



VND depreciated by 5.33% in 2015

In 2015, VND faced a lot of pressure from both domestic economy (trade deficit) and global economy (USD appreciation and CNY depreciation) which caused VND to depreciate upto 5.33% in 2015, much higher than the preceding years of 1%-2%. In 2015 and at the beginning of 2016, the State Bank of Vietnam (SBV) implemented a number of initiatives in FX management, including: i) widened trading band from 1 to 3% and weakened USD/VND reference rate by 3%, ii) slashed USD deposit rate to zero, iii) prohibited banks to sell USD to enterprises long before the payment date of the foreign trade contract, and most importantly iv) introduced the managed floating regime where mid-rate can be adjusted on a daily basis to reflect movements in the interbank market, a basket of currencies, the macro target and encouraged banks and enterprises to hedge their FX positions by using futures contracts.




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2016 OUTLOOK

2016 is the beginning of a five year socio – economic development plan 2016 – 2020. It is also the starting year of a new integration stage when the commitments are effective. Our 2016 Macro view could be summarized as below:

- 2016 GDP growth will be conditional on domestic consumption which is expected to improve on the back of low household debts penetration and a banking system with diminishing NPL ratio.
- 2016-2017 GDP growth will mimic 2015 level, at 6.7- 6.8% YoY.
- Close scrutiny on FX movement: Our base case is 5% depreciation in 2016, similar to 2015 while lending interest rate in VND remains stable or slightly increases.
- We are comfortable with the budget deficit; however, it will have certain impact.
- State-Owned Enterprises (SOEs) reform via privatization will perpetuates.
- In 2016 banks' provision will plateau while banks will have to solicit new capital in preparation for Basel II.

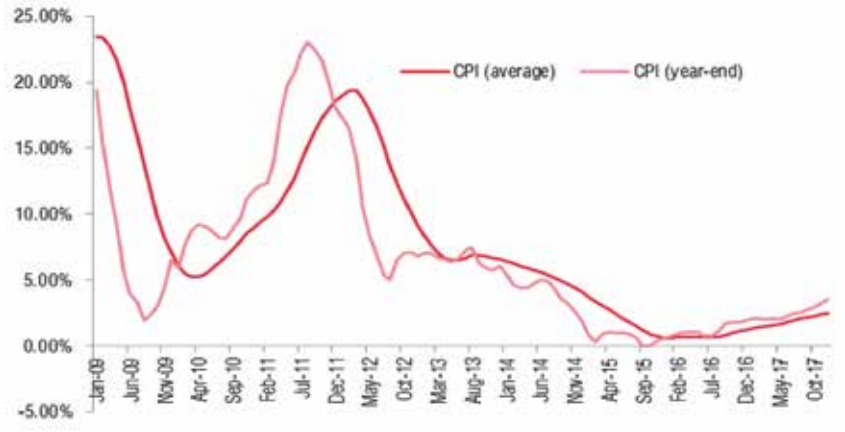
GDP growth can maintain at 2015 level

We believe 2015 achievement has set the stage for a high base which could possibly inhibit 2016-2017 growth and our assumption is anchored on the following: i) further downside on inflation is not expected, hence much stronger growth in consumption is unlikely, ii) prolonged sluggish global growth, and iii) trade catalysts such as TPP or FTA with EU will only reveal their true colors (rather than FDI inflow) in 2018. The government's target for the next five year is 6.5-7% GDP growth. Faster growth may be achievable, but Vietnam should look to China and learn a valuable lesson that 9-10% GDP growth might not be sustainable in the long term, given social and environment issues that are associated with it. 7-8% GDP could be seen as a sustainable level that could be unlocked with TPP and aggressive economic restructuring.

Inflation will rebound, but still at low levels

On average, we do not expect for CPI to abruptly recover. Upside risks for inflation in 2016 include: weaker VND; removal of subsidies in healthcare, education; and food and foodstuff price rally caused of El Nino. However, commodities prices are still low and a rebound is not expected before 2nd quarter of 2016. Please note that from 2016, the CPI basket will alter, with new weights assigned to product and service group to better represent Vietnam consumption, in this case, less staple and more discretionary.

Vietnam CPI 2009-2017



Source: SSI Research, GSO

Final consumption will continue to be the growth driver in 2016

High inflation, associated with high interest rate, is always the reason behind weak consumption growth, in real term. In 2015, we believe that interest rate bottomed out. At the same time, consumer confidence continues to improve while both low interest rate and lower NPLs level in the banking system provided the perfect condition for the banks to push retailed loans to grasp market share. Key drivers for stronger consumption in the coming years include rapid urbanization, free trade, and more participation from rural area (all about favorable demographics). Risks include increasing inflation and economic slowdown with uncertain global economic condition that might weigh down on consumer confidence again. Lower disposable income might be the case when the new regulation on social insurance takes effective in 2016.

In addition, SSI expects that the property market could prolong its upbeat momentum in the coming years provided that:

- Interest rates remain stable
- Demand for housing with reasonable selling prices & convenient access remain high. While affordable & mid-end segments (around VND 2 billion/unit) spearhead the charge, time-share properties with attractive yield are also coming back
- International cooperation (FTAs and TPP) may also usher in more opportunities

Because supply is strongly increasing, net absorption rate may not be as high as in 2015 and selling price may only slightly increase (at nearly-completed or completed projects at prime locations). In terms of foreign ownership, since no clear detailed guidelines on purchase procedures, and mortgage has been released, the impact from this regulation went unnoticed in 2015. Although initial enquiries from foreigners were enthusiastic, it was only at the reservation stage and not committed sales contract. In this regard, we will have to wait for further guidelines in 2016 to be issued. Other risks facing the sector include the possibility that the Central Bank might administer credit flow into property market, to avoid any built-up bubble in the coming years. If so, it should inhibit, at least growth, for medium and long term credit to developers.

VND will continue under pressure of depreciation

Pressure on VND remains in 2016, especially from uncertain factors of CNY. Concern over Vietnam weak export growth also continues in 2016. Global economy growth is not a certain thing, as seen in China or even developed countries. We do expect that trade deficit continues in 2016 in the above-mentioned context (weak export, higher import demand for FDI project, and pressure from cheaper import from China), but it should be still in a managed manner (i.e the level of trade deficit will be below the government target of 5% export revenue).

Besides, there are some positive factors which will support VND (i.e FDI inflow). With high registered FDI number in 2015, we expect 2016 FDI disbursement could be similar to the 2015 level. The story of mega FDI projects – i.e in thermal power plant projects, could continue.

SOE reform will be promoted

From 2011-2015, the government targeted equitization of 527 SOEs, and when it was all said and done, 80% of the plan was completed and delays crippled about 120 SOEs. Improvement was seen in 2014-2015 where SOE reform was accelerated as more IPOs and divestments of larger-sized SOEs took place. In 2015 alone, total value of IPOs and divestments (through auctions) reached VND 10.4 trillion (USD 462 mil – for HNX: 53% YoY growth). Block sales, or allowing one investor to own a big or controlling stake in a SOE, was introduced in 2015, and is expected to attract more industrial and financial buyers.

2016 SOE pipeline include names such as: Mobifone Corporation, Vietnam Engine and Agricultural Machinery Corporation (VEAM), Saigon Trading Group (SATRA), Benthanh Group, Vietnam Pharmaceutical Corporation (VINAPHARM), Building Materials Corporation No.1 – Company Limited (FICO), Vietnam Expressway Corporation (VEC), Vietnam Television Cable Corporation (VTVCab), Vietnam Rubber Group (VRG), Vietnam Urban and Industrial Zone Development Investment Corporation (IDICO), Song Da Corp, Housing and Urban Development Corporation (HUD), Vietnam Cement Industry Corporation (VICEM), Vietnam Meat Industries Limited Company (VISSAN), Vietnam General Corporation of Agricultural Materials (VIGECAM), Vietnam National Shipping Lines (VINALINES) and Dzung Quat Refinery.




Táo xanh giòng Thái
20.500đ/kg






YUNDAI



BUSINESS FIELDS

- SECURITIES SERVICES
- ASSET MANAGEMENT
- TREASURY
- INVESTMENT BANKING
- PRINCIPAL INVESTMENT
- ASSOCIATED COMPANIES



SECURITIES SERVICES

2015 HIGHLIGHTS

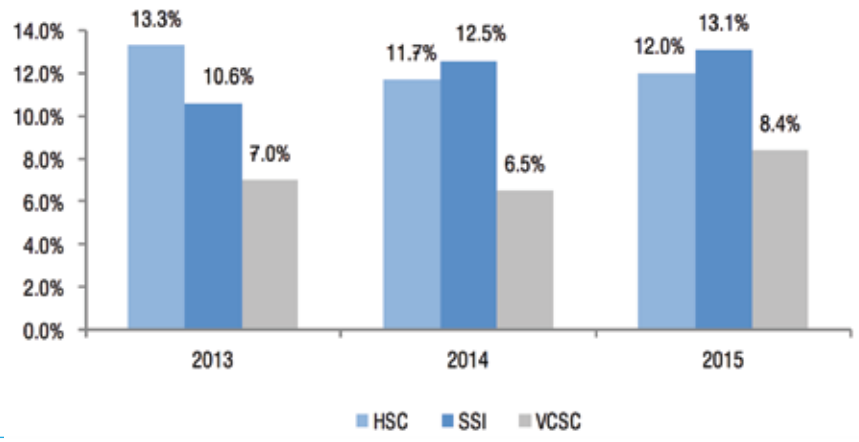
- SSI maintained the No.1 market share position, in terms of stocks and fund certificates' brokerage, on the 2 bourses: Ho Chi Minh Stock Exchange (HOSE) and Hanoi Stock Exchange (HNX), which was 13.07% (increase of 4.3% YoY) and 9.57% (increase of 28.0% YoY) on HOSE and HNX respectively. Combining the two bourses, SSI continued to take the lead with No.1 market share position of 12.31% (increase of 10.4% YoY) in Vietnam.
- Securities Services have received many prestigious international awards, such as: "2015 Best Broker" by FinanceAsia, "2015 Best Broker in Vietnam", "2015 Best Research and Investment Advisory in Vietnam" by Asia Money, "2015 Best Institutional Broker in Vietnam" by Alpha Southeast Asia. Local awards include, "Best Broker in Vietnam for the period of 2000 – 2015" by Ha Noi Stock Exchange, "Top 10 Brokers with highest stocks and fund certificates' brokerage market share on HOSE" and "Top 05 Brokers with largest bonds' brokerage market share" by Ho Chi Minh Stock Exchange.
- In 2015, the number of newly opened accounts grew significantly by 37.0% YoY. Notably, one of the company's branches achieved 500% of its yearly target of new accounts opened. Such impressive growth stemmed from the continuous efforts in developing new customer bases, such as shareholders of companies that were preparing to list on stock exchanges and so on.
- SSI has made every effort to improve and enhance the quality of its products and services provided to clients. 2015 marked a significant increase in the Company's margin lending, which is VND 2,700 billion in average and amounting to more than VND 3,000 billion by the end of 2015. In addition to investment advisory products for retail clients, such as short-term investment products, T+ trading, fund flow analysis and so on, other products such as Daily Calls, Earnings Guides, Earnings Previews, Quarterly Reviews, Investment Strategy Notes, Weekly Macroeconomics Wraps and Technical Analysis have continued grow in importance and receive excellent feedback from onshore and offshore institutional clients. In 2015, SSI's institutional sales team proactively conducted several of corporate access events to companies and organized a number of meetings with onshore and offshore institutional clients. Thanks to bespoke services and valuable investment information provided, such activities were greatly valued by the clients.



2015 BUSINESS RESULTS

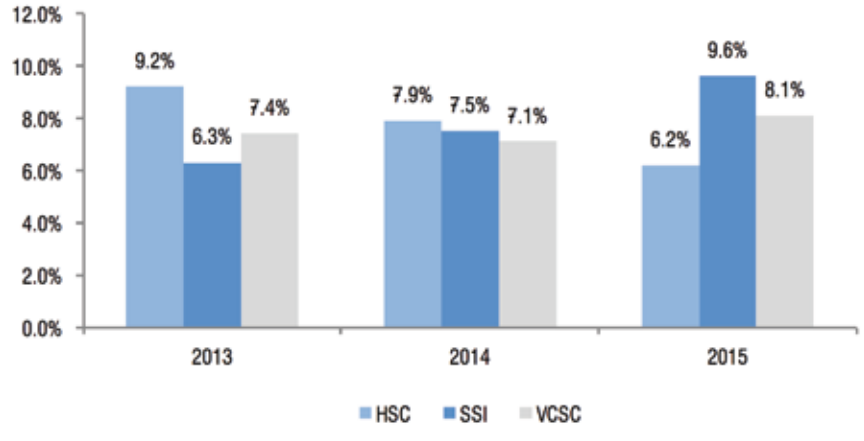
Continued to take the lead with No.1 market share position in Vietnam

Top 3 brokers of stocks and ETFs on HOSE



(Source: SSI)

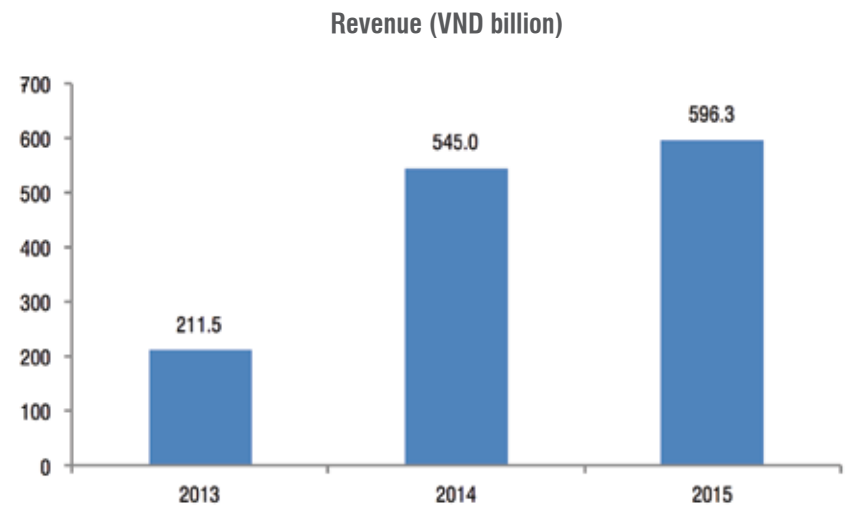
Top 3 brokers of stocks and ETFs on HNX



(Source: SSI)

In 2015, SSI retained its top position with a 12.31% market share (increase of 10.4% YoY) on the two bourses, in which market share on HOSE and HNX reached 13.07% (increase of 4.3% YoY) and 9.57% (increase of 28.0% YoY), respectively. Such growth mainly came from the expansion of retail brokerage market share, thanks largely to increases in: margin lending, the number of new brokers, new accounts opened and accounts reactivated. SSI also retained its first position in brokerage market share of foreign institutional clients with an overall of 27% market share, with significant contribution not only from ETFs and its existing foreign institutional clients but also from new foreign institutional clients.

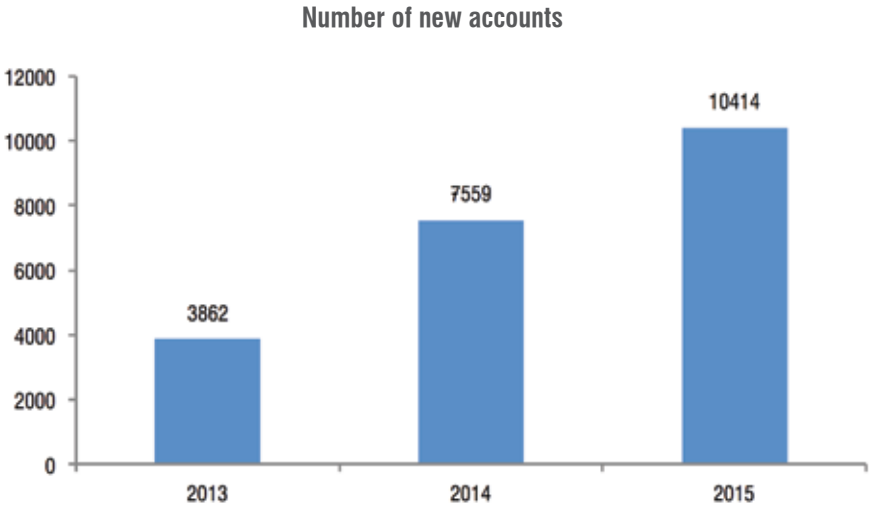
Amidst unfavorable market conditions, revenues continued to grow



(Source: SSI)

Looking back at 2015, while Vietnam's stock market faced difficulties due to a combination of factors such as tumbling oil prices, fears over China's growth, lower market liquidity that partly resulted from Circular 36 and so forth, revenue from Securities Services to grow year on year. Its revenues were VND 545 billion in 2014 (increase of 158% YoY) and VND 596.3 billion in 2015 (increase of 9.4% YoY), mainly due to increased revenues from brokerage fees and financial products. In 2015, brokerage fees and financial products contributed 48% and 50% to total revenues, respectively.

Impressive growth in the number of new accounts opened



(Source: SSI)

The number of new accounts opened in 2015 increased impressively, reaching 10,414 accounts, of which new accounts of foreign institutional clients totaled 115. By the end of 2015, SSI managed more than 80,000 accounts (of which more than 40,000 accounts traded via online trading), accounting for 5.1% of total trading accounts on the market. Such expansion in new accounts not only reflects SSI's continuous efforts in enhancing its trading system, commitment to providing clients bespoke investment advisory services and financial products, but also the professional development of the Company's well-trained brokerage staff.

Continued to innovate, improve and enhance products and services quality

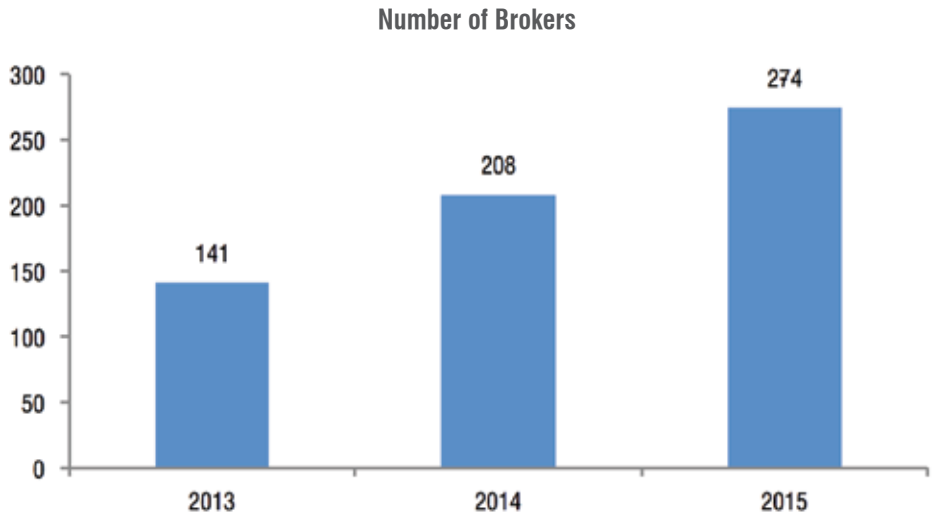
In 2015, revenues from financial products posted excellent results, reaching VND 302.0 billion, representing an increase of 45.0% YoY. Such impressive growth was mainly attributed to the expansion of the lending portfolio. In light of market conditions and investors' specific investment needs, SSI provided competitive lending rates with flexible adjustments in order to ensure healthy financial conditions and avoid risk for clients. Besides, SSI' ample funds for supporting investors' trading activities gave the company a competitive edge over its rivals.

SSI advisory and investment recommendation products factored in prevailing market conditions, with a combination of fundamental and technical analysis for retail clients which had been designed to fit specific investment needs and enable return on investments and reduction of risks. In addition, bespoke advisory and investment recommendation products for institutional clients have always been one of the company's competitive edges over other securities companies in Vietnam. Such comprehensive products have always been highly valued by both onshore and offshore institutional clients. Looking back at 2015, while the stock market faced numerous difficulties due to global turbulence, plunging commodity prices and so on, SSI Research and Investment Advisory excellently observed the market in order to provide timely investment information and bespoke short-term, long-term investment recommendations for the institutional clients. Besides, SSI Research and Investment Advisory continuously expanded its coverage with newly listed stocks, mid-small cap stocks and stocks preparing for IPOs. The products such as Daily Calls, Earnings Guides, Earning Previews, Quarterly Reviews, Investment Strategy Notes, Weekly Macroeconomics Wraps and Technical Analysis always received a lot of attention and excellent feedback from clients. SSI Research and Investment Advisory continued to lead the market with 60 companies under its coverage.

In 2015, SSI provided clients with a smarter and more advanced online trading system by introducing more features to its online trading services, such as UPCOM's order placement, Japanese interface, multiple order cancellation, quick order correction, stand-by order screen and so on. Such improvement prompted a significant increase in trading orders through the Internet, which accounted for 72% of the company's total trading orders compared to 65% in 2014.



The number of brokerage staff with high expertise continued to be on the rise



(Source: SSI)

One major difference between SSI and other securities companies is that SSI does not excessively hire brokers to achieve the company's targets. SSI places a great focus on the quality of its staff. The growth in the number of brokers with high expertise in 2015 was prompted by a combination of factors, as follows: SSI continuously hired experienced brokers or employees with financial knowledge, good ethics and long-term commitment to the company; the Company also offered scholarships for students from prestigious universities and recruited outstanding students in order to equip them with the skills to become brokers. Besides, SSI continued to offer ongoing training programs to equip brokers to become professional investment advisors in the future. Furthermore, the Company not only organized internal seminars for brokers to share working experience within the company, but also collaborated with other soft skills training organizations to enhance the brokerage staff's selling techniques. Through different awards at different levels, SSI placed a great focus on the creativeness, devotion, recognition and team work spirit of its staff.



2016 BUSINESS PLAN

2016 promises both challenges and opportunities for Vietnam's stock market:

- The Trans-Pacific Partnership (TPP) will prompt domestic companies to accelerate output and prices cuts, thus enabling them to compete with foreign companies.
- State Capital Investment Corporation (SCIC)'s divestment from equitized state-owned companies and the new rules on Foreign Ownership Limits (FOL) will significantly open Vietnam stock market to foreign trade and investment, which in turn will encourage capital inflows into the market.
- Listing regulations that required companies to list within 1 year after IPO will continue to spur trading on UPCOM.
- The new trading instrument - derivatives not only promises to attract new capital inflows into the market but also shape the stock market into efficient operations.
- The amendment of Circular 74 coupled with new trading instrument such as daily trading will speed up capital flows and attract new investors to the market.
- Despite opportunities, Vietnam's stock market will still face challenges on multiple fronts in 2016. A number of key issues are likely to emerge such as the ongoing dispute over South China Sea, interest rates changes, exchange rates fluctuations, total credit lines, banks' bad debts and so forth.

With sustainable and competitive development that enables profit optimization for clients, SSI Securities Services targets the followings:

Continuously expanding its brokerage market share

For the second consecutive year, SSI has again reported its first position in the brokerage market share. In addition to developing investment recommendation products that are specifically designed to accommodate more diverse needs of clients, SSI strives to offer investment recommendation information and investment opportunities to investors in a timely manner. Besides, SSI offers customers highly sophisticated and comprehensive products, such as online trading products, financial products and so forth. Specifically, the margin products will continuously become the company's key products that offer financial support and trading instruments to investors. In addition, the company's institutional sales team has always been highly engaged in providing corporate access to companies and organizing company visits on a regular basis in order to present new investment opportunities to investors. Striving to seize every opportunity in the capital market, SSI is also keen to recruit brokers with high expertise, proactively develop new customer bases and identify new growth areas for further business expansion, thus enabling the company to boost overall trading volume and its market share.

Developing new customer base

SSI will proactively approach new customers in untapped markets and companies that are in preparation for equitization, IPO and listing on stock exchanges. In addition to improving the quality of existing products and services, efforts will continuously be made to enhance the quality of investment recommendations and refine both varieties and competitiveness of products and services offered to clients. Besides, SSI will actively organize seminars, presentations as well as participate in onshore and offshore conferences to introduce investment opportunities to clients. To this end, the Company will make every effort to bolster SSI's reputation locally and internationally in order to expand the customer base.







Expanding products and services portfolio to meet the varying needs of each customer

SSI continues to introduce new trading products to investors such as daily trading, derivatives and so forth. The Company also collaborates with other divisions within SSI to diversify crossed-selling products such as bonds, ETFs, open-ended fund certificates, certificates of deposit and so forth. SSI further upgrades and invests in new electronic trading system with the most preeminent and competitive features in the market. The Company aims to increase margin lending and expand margin portfolios in order to provide financial support to clients.

Building a brokerage team with high level of expertise

SSI constantly improves the working environment that welcomes open-mindedness, fair competition and creativeness to better attract brokerage staff with high level of expertise and long-term commitment to the company. Moreover, SSI strives to support young, humble and talented employees to become experts in their chosen fields. The Company also further strengthens its training programs in various areas, such as technical, communication and client development training. It is crucial to enhance brokerage staff's knowledge and improve their skills, whilst maintaining a friendly, competitive work environment to ensure a sustainable growth of SSI.

ASSET MANAGEMENT

2015 HIGHLIGHTS

- Total asset under management at the end of 2015 reached VND 6,212 billion, increasing 47% YoY.
- Successfully raised Daiwa-SSIAM Growth Investment Fund II LP, a private equity fund, in July 2015 from investors in Asia. The fund size at first closing was USD 32 million. SSIAM also liquidated DSCAP-SSIAM Vietnam Investment Growth Fund at the fund's maturity in October 2015.
- Launched Andbank Investment SIF – Vietnam Value and Income Portfolio, registered in Luxembourg, from EU investors. This is a sub-fund of Andbank Investment SIF, of which Andbank Asset Management Luxembourg is the alternative asset management company and SSIAM is the fund manager.
- SSIAM continued to win prestigious awards in asset management field:
  - "Best Investment Management Company" in Vietnam in 2015 (the second consecutive year) – by World Finance;
  - "CEO of the Year" in Vietnam in 2015 for Ms. Le Thi Le Hang (the forth consecutive year) – by Asia Asset Management;
  - "CIO of the Year" in Vietnam in 2015 for Mr. Nguyen Thanh Tung (the third consecutive year) – by Asia Asset Management.



2015 BUSINESS RESULTS

BUSINESS ENVIRONMENT

2015 is another challenging year for local asset management companies (AMCs) when investment funds had not attracted a large number of local individual investors. Local AMCs also had to compete fiercely with foreign AMCs for capital from foreign investors. No securities investment companies had been established although the legal framework guiding the establishment of securities investment companies was issued officially for over three years. However, local AMCs were still able to launch several new investment products to meet investors' diverse needs, including real estate funds (similar to REIT). According to the State Securities Commission of Vietnam (SSC), in 2015 there were two new open-ended funds (with total chartered capital of VND 121 billion), three new member funds (with total chartered capital of VND 1,540 billion) and one new real estate fund (with minimum VND 50 billion of chartered capital). By end of the year, Vietnam stock market has in total 17 open-ended funds, 2 exchange-traded funds (ETFs), 10 member funds and 1 real estate fund.

Most of local open-ended funds achieved higher return than the market index in 2015. Particularly, several funds had rate of return from 17%-24% in 2015, outperforming VNIndex return of 6.1% and helped creating more incentive to invest in local open-ended fund amongst local investors. However, local AMCs have not been able to increase fund size through new investments as well as to increase the number of new individual investors.

Apart from raising capital through the open-ended funds and ETFs, several local AMCs (including SSIAM) had been successful in raising and establishing funds overseas investing in Vietnam stock market. This shows remarkable efforts of local AMCs in improving competence and in competing efficiently with foreign AMCs in order to attract foreign capital.

In 2015 and early 2016, the Ministry of Finance and SSC issued new regulations or made amendments to current regulations guiding establishment and operation of existing fund products in order to facilitate the operation of these funds including Decree 60/2015/ND-CP providing guidance of some articles of Securities Law, Circular 15/2016/TT-BTC amending some articles of Circular 183/2011/TT-BTC which guides the establishment and operation of open-ended funds, VSD's regulation on clearing and settlement securities and VSD's regulation on subscription/redemption, registering, clearing and settlement of ETF.

In terms of new products, the Ministry of Finance issued Decree 42/2015/ND-CP regulating derivatives securities and derivatives securities market, Circular 11/2016/TT-BTC guiding some articles of Decree 42/2015, which enabling AMCs and ETF's investors to have hedging instruments as well as liquidity making instruments, thus facilitating liquidity and capital raising for ETFs.

In 2015, both Ministry of Finance and Ministry of Labour, Invalid and Social Affairs collected feedback from market participants in order to amend pension fund draft circular and submitted the draft to the Government for approval. Meanwhile, local AMCs continued to focus on preparing operating procedures, systems and human resources to be ready for this potential product.

2015 - A DYNAMIC AND SUCCESSFUL YEAR OF SSIAM

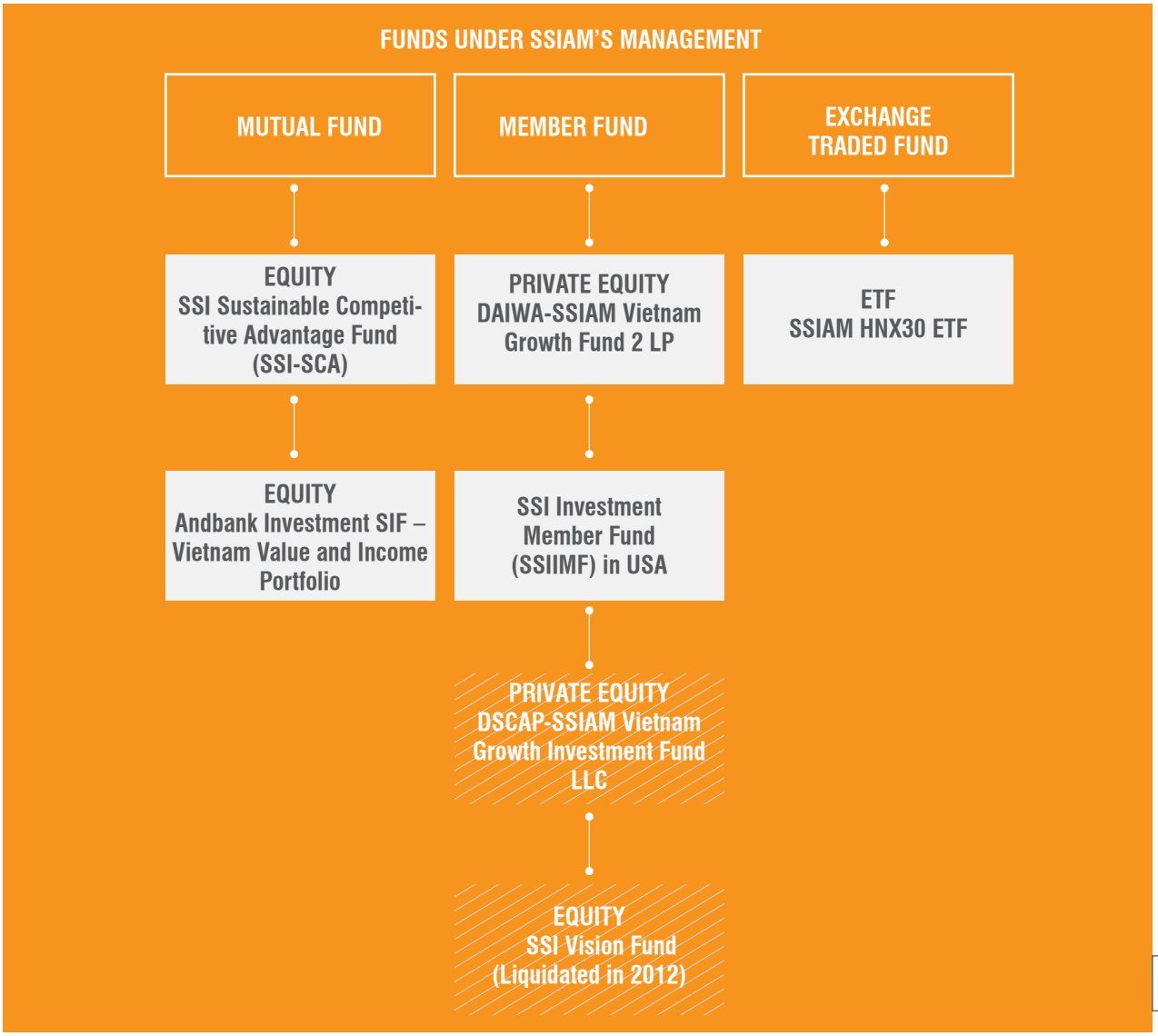
Raising capital from foreign investors

2015 was a successful year for SSIAM in raising capital from foreign investors. By cooperating with foreign partners, SSIAM was able to raise and establish two investment funds from European and Asian investors.

After successfully liquidating DSCAP-SSIAM Vietnam Growth Investment Fund, together with Daiwa Corporate Investment (Japan), SSIAM immediately raised Daiwa-SSIAM Vietnam Growth Fund II LP (Daiwa-SSIAM II) in July 2015 from investors in Asian markets. The fund Daiwa-SSIAM II has eight years of maturity, investing private equities in Vietnam, with fund size of USD 32 million at the end of 2015. SSIAM will conduct the second round of fund raising before closing the fund in June 2016.

In December 2015, SSIAM also successfully launched a mutual fund namely Andbank Investment SIF - Vietnam Value and Income Portfolio, a sub-fund under Special Investment Fund platform of Andbank Asset Management, registered in Luxembourg. The fund was raised from professional European investors to invest in listed equities in Vietnam stock market. The initial fund size was USD 13.9 million (at the end of 2015) and SSIAM is planning to increase the fund size to USD 50 million in the near future.

These achievements were made following efforts of SSIAM throughout 2015 in searching and developing new distribution channels, actively approaching foreign investors and offering them appropriate investment strategies. Beside enhancing investment performance of our funds and managed portfolios, SSIAM had also improved and implemented disciplined investment procedure, compliance, and risk management processes that met requirements of international standards in order to ensure complete compliance to relevant regulations and mitigate any conflicts of interest that may affect investors. Thereby, SSIAM had earned foreign investors' confidence in our asset management capability, information transparence, risk management and customer service quality.



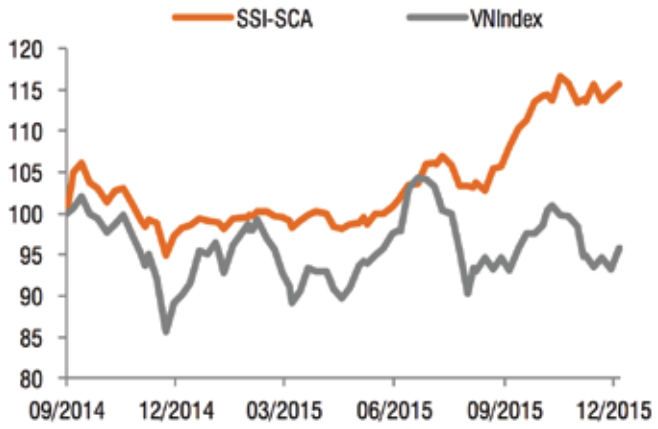
Enhancing investment performance of funds and managed account

In addition to raising capital, SSIAM also focused on enhancing investment performance of existing funds and managed portfolios.

In fund management segment, SSI Sustainable Competitive Advantage Fund (SSI-SCA) achieved return of 17.7% outperforming return of VNIndex of 6.1%. SSIAM HNX30 ETF also achieved its investment objective, which is to replicate the performance of HNX30 Index in all periods, with tracking error close to 1%.

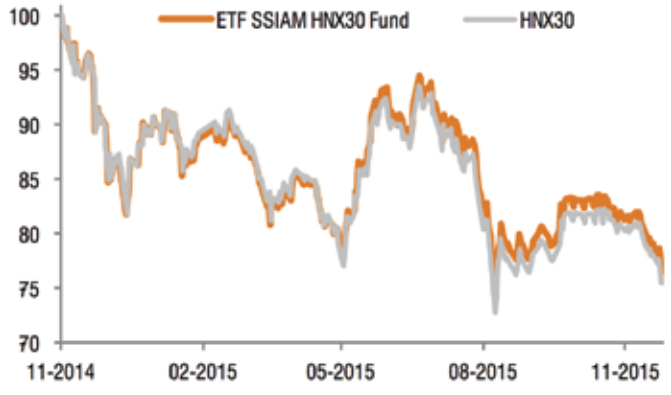
Performance of NAV/fund unit

SSI Sustainable Competitive Advantage Fund



(Source: SSI)

Exchange traded fund SSIAM HNX30 ETF



(Source: SSI)

SSIAM also managed and liquidated successfully Daiwa-SSIAM Vietnam Growth Investment Fund, a private equity fund, at the fund's maturity in October 2015. The fund made five investments with different holding periods. Most of the investments had been exited with high IRR.

Investment performance of Daiwa-SSIAM Vietnam Growth Investment Fund

Investment	Sector	Holding Period	Investment Return	
			Exit value/ Invested value	IRR
Investment 1	IT Services	5.5 years	0.74x	-6%
Investment 2	Logistic	3.5 years	2.81x	+40%
Investment 3	Information Communication Technology	3.1 years	1.93x	+25%
Investment 4	Construction Material	1.5 years	1.40x	+24%
Investment 5	Consumer	2.5 years	4.21x	+79%

(Source: SSI)

In institutional managed portfolio management segment, SSIAM continued to manage effectively the Dividend Portfolio, our largest institutional client portfolio with size of about VND 940 billion and achieved 40.1% rate of return in 2015. SSIAM also successfully raised new asset from other institutional clients.

In 2015, we continued to expand our private wealth management services catering to high-net-worth individual clients. However growth of this segment was slowing down. The total asset under management was about VND 60 billion at the end of 2015. This is a segment with high growth potential as well as many challenges and will be one of our focuses in the coming years.

Having achieved growth in all business segments, SSIAM was able to increase our asset under management by 47% from about VND 4,200 billion VND to more than VND 6,200 billion as of 31st December 2015. Total revenue and profit before tax were VND 80.7 billion and VND 55.9 billion respectively.

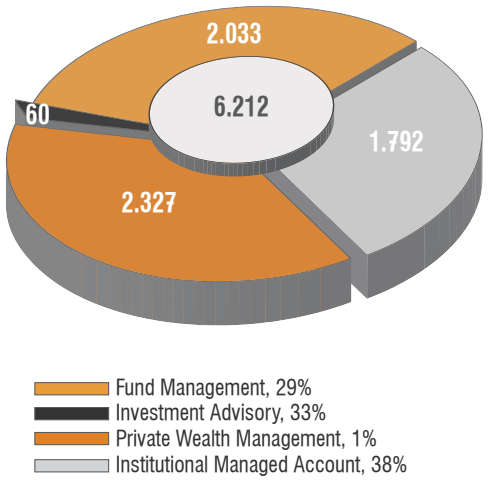
Investing for information technology

In order to standardize operating procedure and support portfolio managers in collecting information and managing orders to brokers, SSIAM has invested in Bloomberg terminals and Bloomberg's Execution Management System (EMSX).

SSIAM also upgraded its investment management system, AM Vista, the third time. Thus, not only has the system been able to support us in portfolio allocation, investment alert, information disclosure, NAV reports, investment performance measurement, the system can also support staff in work related to new products including open-ended funds. This helps reduce work processing time for our people, increase productivity, reduce risk, simplify and automate some work in asset management procedure.

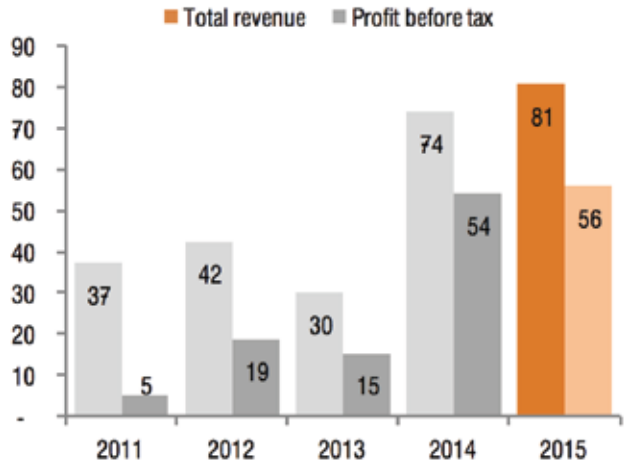
For all the incessant efforts, SSIAM was awarded the "Best Investment Management Company" in Vietnam in 2015 for the second time by World Finance magazine. Ms. Le Thi Le Hang, SSIAM's CEO, was awarded "CEO of the Year" for the fourth consecutive year and Mr. Nguyen Thanh Tung, SSIAM's CIO, was awarded "CIO of the Year" in Vietnam in 2015 for the third consecutive year by Asia Asset Management.

Total asset under management 2015 (VND Billion)



(Source: SSI)

Revenue and Profit (VND billion)



(Source: SSIAM financial statements)

2016 BUSINESS PLAN

Long-term business strategy

In Vietnam stock market, 75-80% of trading of local investors is from individuals. Fluctuations of stock market are also largely influenced by trading of these investors. Nevertheless, compared to the size of Vietnam's population, the number of individual investors investing in the stock market is still very small (about 1.7%) and therefore the growth potential is still large.

SSIAM's long-term business strategy is to efficiently mobilize capitals from local individual investors. During the past years, individual investors still tend to invest by themselves instead of entrusting their capital to professional AMCs. However, along with the stock market development, the continuing efforts of AMCs in enhancing their investment management competence, risk management capability and enhanced customer services to meet the increasingly diverse demands of investors, we believe that there will be more and more individual investors switching to using services from AMCs. This trend will create huge business potential for SSIAM in raising assets from local individual investors.

Enhancing superior performance of current investment funds and managed portfolios

During the last 2 years, SSIAM has launched 4 new investment funds including 1 local open-ended fund (SSI – SCA) catering to local individual investors, 1 exchange-traded-fund (SSIAM HNX30 ETF), and 2 offshore funds namely Andbank SIF-VVIP and Daiwa-SSIAM II. In 2016, SSIAM will continue to enhance investment performance of these funds, as well as other managed portfolios from individuals and institutional investors. Improving quality of the value-added services to clients will also be SSIAM's focus to ensure information transparency and timely information to investors.







Boosting sales to increase total assets from new investors

In 2016, SSIAM will strengthen collaboration with various parties to distribute funds and portfolio management products. With respect to foreign markets, although Vietnam stock market had experienced foreign investors' capital withdrawals in 2015, SSIAM still successfully raised two offshore funds. At the same time, through communication with foreign investors, we realize that foreign investors still see Vietnam as one of most dynamic emerging economies in the Southeast Asia with many advantages in population, labor costs... and benefits from the free trade agreements, especially TPP. Vietnam stock market has also been assessed as a fast growing market with many investment opportunities at low valuation level for value investors compared to other stock markets in the region. Foreign investors are very interested in and willing to pour capitals into an appropriate investment strategy managed by a prestige and competent asset management company. With this belief, SSIAM will continue to raise additional capitals for the two new offshore funds established in 2015, at the same time continue to raise and launch other new offshore funds, including UCITS fund.

Besides, SSIAM will also set aside more resources to conduct trainings to mass local investors to stimulate domestic capital inflow to local mutual funds. At present, the size of Vietnam stock market is still small, individual investors can still research and pick stocks by themselves. However, when Vietnam stock market is big enough with large pools of stocks, plus the limitation of time and investment capability of individual investors, we believe that mutual fund and other products managed by professional AMCs will attract more local investors.

Diversifying products and services to better serve the demand of investors

SSIAM always follows closely with the latest changes in the business environment to be able to offer diversified products to investors. Voluntary pension fund is a highly potential product in domestic market. In 2016, SSIAM will focus resources and prepare ourselves to get ready to raise and launch pension fund in Vietnam as soon as relevant regulation allows this product to be implemented in practice.





TREASURY

2015 HIGHLIGHTS

- Exceeding the business plans
- Safeguarding SSI's liquidity
- Strong networking expansion with partners, financial institutions in the market, completing a number of big structured deals.

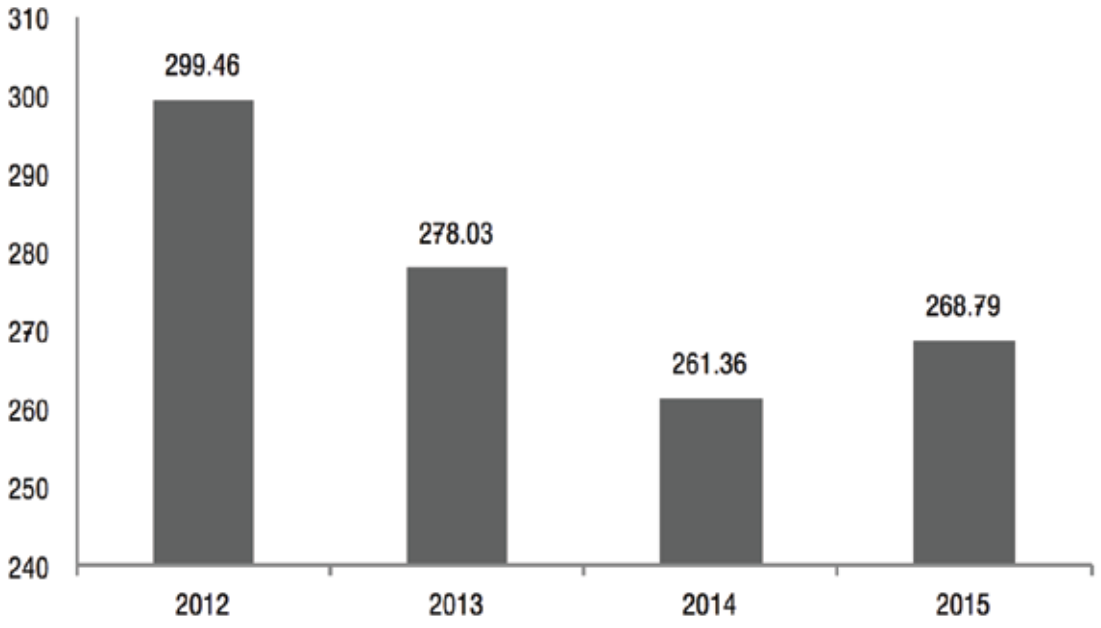


2015 BUSINESS RESULTS

In 2015, Vietnam economy showed stable and positive progression, signaled by macroeconomic indicators such as inflation at historical low (1%), gross domestic products (GDP) growth hit 7-year high rate (at 6.68% YoY), just close to the level of the two Asia superpowers - China (6.9%) and India (7%). The gold market remained stable, while exchange rate was highly volatile when trade balance turned back to deficit and CNY devaluation surprised the market. Vietnam's stock market, after hitting the peak in 2014, started its correction in 2015, and VnIndex finished the year with the lowest gain since since 2011. However, market liquidity (with daily trading value at about VND 2 trillion) was still stable, which implied a stable growth for the stock market.

Under above-mentioned context, SSI continued to maintain its position as the leading securities company with sustainable growth trend based on solid and strong fundamentals. With ensured liquidity, it enables SSI to provide timely financing support to clients, and seize opportunities in the market. SSI Treasury continued to maintain the business and successfully accomplished 2015 business plan.

Revenue period 2012 – 2015 (VND Billion)



(Source: SSI)

Continued to exceed business plan amid difficulties arising from volatile interest rates and credit policy limits for securities services.

Regarding monetary policy of SBV as interest rate did not decrease further, but rather stable throughout the year, commercial banks continuously kept deposit rate low, but SSI Treasury Department still fulfilled its business target with total revenue of VND 270 billion and beat the 2015 target.

In fact, the record-low market interest rate in recent years coupled with tightened securities lending from SBV has caused problems for SSI in enhancing and expanding the core depositing activities. Moreover, with a higher demand for investing in equity market, it did cause the deposit business, which is the strength of SSI Treasury Department, to suffer with a 44% decline in revenue YoY. However, SSI has switched to launching numerous new product structures and expanding its partnership. In depositing activities, apart from choosing the appropriate financial product structure and investment term to not only ensure liquidity, but also to generate highest earnings, SSI has also implemented several complex structured products to maximize profit.

In bond trading business, SSI has timely seized market opportunities by increasing the trading of government bonds, government guaranteed bonds and listed corporate bonds through proprietary trading of bonds, terms trading, repo, trading regarding the product structure in order to increase earnings, diversify product range and customer base.

Ensure liquidity and capital needs for SSI and its customers

While 2014 marked the surge in liquidity for Vietnam's stock market, liquidity normalized in 2015 in spite of negative impact from internal and external factors, such as currency depreciation and the oil price plunge. This was reflected through the high trading value, and also the fact that the market margin loan level increased significantly last year. 2015 was the first year in which SSI margin lending reached VND 3,000 billion. This is, in fact, created the foundation for SSI to scale up its financial products, but also a challenge to maintain SSI system safety and ensure adequate capital provision to investors to assert SSI's leading position in securities services trading segment on the market.

Develop new financial products

Alongside the existing financial products such as margin trading, cash advance to investors…, SSI always promote perfecting existing products as well as investing in research and introducing new financial products to the market in order to improve competitive advantage further and to provide opportunities to add value to customers as well as SSI's partners. Apart from expanding network with banks to create products that support investors in borrowing with low cost, flexible structure and in accordance with security trading activities, SSI also actively assist and search for new investment opportunities in other segment of the financial market other than stock market.

Particularly in 2015, SSI carried out numerous structured transactions and cross selling transactions internally regarding corporate bonds, which generated large earnings as well as asserted SSI prestige on the financial market, led SSI to become the leading partner in corporate bond trading on both primary and secondary market.

Strengthen the existing partnership, search for new partnership

Apart from the long cooperative relationship with JSC Bank for Foreign Trade of Vietnam (VCB), Bank for Investment and Development of Vietnam (BIDV), Vietnam Export Import Bank (EIB), Asia Commercial Bank (ACB), Vietnam Prosperity Bank (VPB), Lien Viet Post Bank (LPB), Vietnam International Bank (VIB) and Bao Viet Bank (BVB)…, SSI continued to expand relations with commercial banks, financial institutions, fund management institutions… in order to look for new business opportunities and develop the existing business segment. Particularly in 2015, SSI continued to maintain and build partnership with large financial institutions such as Vietnam Joint Stock Commercial Bank for Industry and Trade (Vietinbank), Vietnam Bank for Agricultural and Rural Development (Agribank)…, reflected in large transactions and committed credit line of hundred billion VND.



2016 BUSINESS PLAN

Improve quality of treasury business, diversify and maintain asset growth

In 2016, SSI believes that the money market continue to remain stable, interest rate will not decrease further, but stay around the current level. As such, SSI still maintain the goal of safety asset management for customers and the company through the implementation of deposits and loans contracts, bonds repo contracts, the establishment of flexible limits with the lowest cost of capital but highest earnings, i.e. targeting both safety and profitability. Besides, SSI will commence to allocate and diversify capital structure by investing in the assets with reasonable yields, low risk and high liquidity in order to take advantage of the market volatility, thus achieving the highest earnings.

Enhancing comprehensive business relations with partners, large financial institutions will help to find more resources at reasonable cost in order to safeguard liquidity and business activities for the company.

Improve trading on bond market; actively participate in early stage of derivatives market establishment.

In 2016, the demand for government and corporate bond issuance on primary market is considered to remain high because the SBV money supply to the market is forecasted to rise significantly through a number of SBV operations, such as i) maintain high outstanding volume in open market operation ii) reduce reserve requirement rate at restructured banks iii) continue to borrow USD from local commercial banks. Seizing that opportunity, SSI plans to enhance business activities on government bond market and government-backed bond market. Besides trading on the primary market, SSI is actively executing the derivative project to meet the client demand and also anticipating for new investment opportunities.

“Enhancing comprehensive business relations with partners, large financial institutions will help to find more resources at reasonable cost in order to safeguard liquidity and business activities for the company.”



INVESTMENT BANKING

2015 HIGHLIGHTS

- Maintained SSI's leading reputation in the Vietnamese Investment Banking sector
- Awarded "Best ECM House in Vietnam" in 2015 by FinanceAsia
- Awarded "The member Securities Company offers the best Consulting Service in the period 2012 – 2015" by Hanoi Stock Exchange



2015 BUSINESS RESULTS

The world has gone through many difficulties in 2015 with slow economic growth, stagnant production speeds, while the unemployment rate increased in with the global scale. However, Vietnam's economy in 2015 had many positive elements. The macroeconomic indicators showed that Vietnam's economy accelerated significantly in 2015.

- Vietnam's GDP growth in 2015 was 6.68%, higher than 5.98% of 2014, and reached its highest level in 5 years. The main impetus for growth came from FDI, this is the driving factor of growth while the domestic business sector has not improved markedly.
- The inflation rate in 2015 was 0.63%, the lowest in 15 years due to low commodity prices, especially crude oil prices, low increase level of goods and services under regulation of Government and stable domestic supply. Low inflation rates low because of cost push, along with rising purchasing power was not concerned; in contrast, this is a positive macro factor macro in implementation of the Government.
- Vietnam trade experienced positive growth in the past year. Moreover, Vietnam is a rare bright spot in Asia as exports remained strong (whereas the export activities of many other countries were deteriorated).
- VND was relatively stable compared to other currencies in the region, especially since the beginning of Quarter 2. Thanks to positive economic growth, as well as the shift in the monetary policy to exchange rate policy of SBV, the exchange rate was relatively stable compared to the region.
- The stable and slightly decrease interest rate in 2015, a stable banking operation, were the foundation for macro as well as certain support for economic growth target.

The macroeconomic factors and underlying markets continued to support the market but no commensurate growth due to the weakening of cash flow, liquidity in the market in 2015. The market decreased by 15% compared to the previous year and reached middle average VND 2,481 billion/session. Stock market increased thanks to policy highlights, information from the domestic market. However, most of the gains were wiped out by the world market movements. Peaked in the year with an increase of 17.1% and 7.8% compared to the beginning of 2015, however VN-Index rose only 6.1% YoY, the HNX-Index also fell 3.7% at the end of the year. In the year end trading session, VN-Index closed at 579.03 points while the HNX-Index closed at 79.96 points. The market rally and fell 3 times with large amplitude of oscillations, causing the index return comes as the level in the beginning of the year. The policy of the Government in 2015 was to improve the business environment for investment in Vietnam, thereby attracting foreign capital. Besides, the Government also promoted divestment in companies, creating opportunities for long - to – medium – term investors. These are important factors that stimulate the growth of revenue of SSI Investment Banking.

Besides, one of the specific characteristics of implementation of consulting services is that the duration often lasts on average 12 months/customer, hence, the TPP opens big opportunities for Vietnam but its positive impact, if favorable, will have impact from the second half of 2016. Therefore, this factor did not contribute significantly to the business results 2015 of SSI Investment Banking.

Ending 2015, revenue of SSI Investment Bank was VND 57.09 billion, soaring by 135.4% compared to VND 24.25 billion in 2014. With the advantage of being a leading securities company in Vietnam, along with the strengthening of the staff, SSI Investment Bank has achieved some successful transactions as follows:

Provide customers with various and international - standard - investment banking services

In 2015, loyal to provide diversified financial advisory services, in line with international standards, Investment Banking SSI continues implement various types of corporate finance consulting, consultants raising capital on the domestic and foreign capital markets. The following are some of SSI's successful transactions:

- *Bond and certificate of deposit (CD) issuance advisory service:* SSI has successfully mobilized for An Phat Plastic and Green Environment Joint Stock Company (AAA – HNX), Vietthang Aquafeed Joint Stock Company (VTF – HOSE), HDSaison Finance Co. Ltd., Home Credit Vietnam Company Ltd., VPBank Finance Company Limited with the total value of VND 1,429 billion.
- *Stock and equity-linked issuance advisory service:* SSI has successfully mobilized for Novaland Group JSC (NOVALAND – OTC), Hung Vuong Corporation (HVG – HOSE), Digiworld Corporation (DGW – HOSE), Interfood Shareholding Company (IFS – OTC), etc. with the total face value of more than VND 3,020 billion.
- *Equitization advisory service:* During 2015, SSI took part in the equitization of 02 owner-state enterprises which are Housing and Urban Development Corporation (HUD), Housing and Urban Services Company Limited (HUDS). These large entities who are the market leaders in their own industries have selected SSI as equtization consultant.
- *Stock listing advisory service:* SSI has successfully advised the listing of some big entities including PetroVietnam Power Nhon Trach 2 Joint Stock Company (NT2 - HOSE), Hoang Anh Gia Lai Agriculture Joint Stock Company (HNG - HOSE), Hai An Transport and Stevedoring Joint Stock Company (HAH - HOSE), Commercial Construction and Mineral Hoang Phuc JSC (HPM -HNX), Digiworlk Corporation (DGW - HOSE), The Travel and Seafoods Development Inc. (DAT - HOSE), Vietnam Pesticide Joint Stock Company (VPS - HOSE) with the total face value of VND 11,000 billion.
- *Advisory service for distribution, registration, depository and transfer of certificate of deposit (CD):* SSI has successfully mobilized VND 1,000 billion of CD for Home Credit Vietnam Company Ltd., and HDSaison Finance Co. Ltd.

2016 BUSINESS PLAN

To pursue its mission in "Connecting Capital and Opportunities" as well as reaffirm its leading position and promote further development in this field, in 2016, SSI will continue to put into practice an integration of various solutions to deliver many new products of high quality to clients.

Strive to maintain leading position by a diversified range of service products, concentrate on those segments which require high professionalism at high added value

The strategic orientation of SSI Investment Banking is to provide transaction advisory service at high quality, which is exclusive and filled with professionalism. SSI conducts research to structure new fund raising products, involving both equity and debt instruments. The effort should result in a diversified portfolio of services and products, fulfilling the increasing inquiry from clients as well as the general market demand and connecting foreign investors with domestic entrepreneurs to take advantage of the free capital flow in global financial market.

New policies in developing the market improve the transparency of the market and create a legal framework for many new securities products. Decision 42/2015/NĐ-CP founded for derivatives market development in Vietnam. Vietnam's government plans to operate the derivatives market in 2016 for derivatives products based on securities indices, government bonds and stocks. These products are considered as new investment line for the investors create more opportunities for the entities in hedging, risk prevention and improving the efficiency of leverage. More than that, the markets are expected to have more new products such as covered warrants, future contracts in the near future.

Merge and Acquisition Advisory Service and Private Placement Advisory Service continue to be a prioritized segment to promote

In 2016, Merge & Acquisition (M&A) Advisory Service and Private Placement Advisory Service will continue to be key products of SSI.

In 2015, Vietnam completed the negotiation of (i) The EU-Vietnam Free Trade Agreement (EVFTA) and (ii) The Trans-Pacific Partnership (TPP). With the establishment of the ASEAN Economic Community (AEC) in 31/12/2015 and the effective of the above agreement in 2016 and the following years, Vietnam economics will have a vigorous changing in the process of international and regional integration. The opportunity of widening the market and drawing investment is not only for import-export entities but also for the corporates in financial and investment sectors. The standards on financial services which are founded and complied are one of the attractive factors to the indirect foreign capital and help to boost the securities markets. With the pressure on the state budget and the target of economics restructure and the development strategy for the key industries during the period 2016-2020, divestment activities are increasing significantly in 2016.

Many companies, whose operating activities are highly efficient, in need of financial supports to expand their market shares or supports from industry players to increase production scale. SSI, given the deep understanding of operating models, financial management structure, corporate governance along with its profound experience in advisory and a strong existing domestic client base will make its best effort to connect cooperation demands from both sides, increasing potential benefits for both buyers and sellers

Besides, SSI will also promote strategic partnership and develop a value chain for domestic corporations to reach foreign corporations and worldwide financial investment capital.

Concentrate on expanding the network of large-scale clients

Target clients in 2015 will be large scale corporation, with prestige and potential for sustainable development, operating in fundamental and country – advantaged business segments, whom SSI will provide financial products and solutions, enhancing their further development.

Also, state-owned corporations that government has planned for divestment are also among another line of target clients whom SSI places strong emphasis on.

Further cooperation with leading international financial institutions

such as JP Morgan, Daiwa Securities, Nomura, Credit Suisse, etc. to exchange for experience and activate search for new investment opportunities will enable SSI to provide clients with professional financial products in international standard. Furthermore, SSI will also develop strong relationship with private investment funds, financial organizations to provide strategic consultancy in large scale and toward specialization for better efficiency in connecting opportunities in Vietnam.

Restructure Investment Banking Service by assigning each advisory staff to specialized business segments will be a key to improve the quality of SSI's advisory

SSI's focus is to equip our staffs with full profession competency, intensive knowledge in their assigned segments. Hence, each member will become an internationally standardized expert. Along with deep understanding of domestic market, they deliver services with leading quality to clients. Consequently, SSI will make strong effort to be the Best Investment Bank in Vietnam, continue a fair competition and build up the brand name of an investment bank, which is solid in specialty, is professional in delivering service and comply with professional ethics.

PRINCIPAL INVESTMENT

2015 HIGHLIGHTS

- Total value of investment in 2015: VND 3,389 billion
- Investment return of active portfolio: 40.1%
- Investment return of passive portfolio: 9.2%



2015 BUSINESS RESULTS

SSI's principal investment is managed by SSI Asset Management Company.

SSI Investment approach is value investment. SSI seeks to invest in companies that benefit the most from Vietnam economy such as agriculture, aquaculture, logistics … and hold significant position in these companies in order to employ active post-investment management strategy. With this strategy, our team members will join the company's Board of Directors and/or Board of Supervisors and work closely with the company management to enhance the company's value towards sustainable development. Investment companies benefit from this while SSI can also create capital appreciation of its investments.

SSI's screening criteria is based on company's fundamentals combined with attractive valuation of the stock compared to company's growth potential and environmental, social and corporate governance (ESG) factors. SSI also focuses on mid-cap stocks, as mid-cap companies have more growth potential than large-cap companies.

Having employed this active investment strategy for a number of years, in 2015, SSI decided to exit several investments that met the targeted return. The Company also continued the whole investment cycle by identifying other suitable investment candidates, gradually increasing shareholding in these companies in order to join the company's Board of Directors and working to enhance the company's value. As a result, SSI active portfolio returned 40.1% in 2015, outperforming return of market index of 6.1%.

For the passive portfolio, of which SSI does not join Board of Directors of investment companies, SSI applied appropriate asset allocation strategy taking advantages of global and domestic economic changes and increased weight in sectors that benefit from low input cost (due to decrease in commodity prices) and sectors that benefit from the recent free trade agreements. SSI passive portfolio returned 9.2% in 2015.

2016 BUSINESS PLAN

In 2016, SSI will continue to employ value investment strategy and accompany its investment companies in their operation. Vietnam stock market will still face many challenges; however with over 50% of listed stocks having P/E less than 10x and the majority of stocks having P/B below 1.5x, the Company believes Vietnam stock market is still an attractive destination to value investors. Stock market corrections will be the opportunities to enhance investment return.



ASSOCIATED COMPANIES


CAPITAL
CLHU 222932
22G1
FSCU
CAPITAL
CLHU 212336
22G1
CAPITAL
CLHU 272696
22G1
GATU
MAX GR.
TARE
NET
CU. CAP.
EWLU 230756
22G1
M.GW.
TARE
NET
CU.CAP.
CRXU 194703
22G1
EWLU
M.GW
TARE
NET
CU.CAP.
TRITON
TTNU 2698
22G1
PAYLOAD
CUB. CAP.

The strategy "Accompanying and Developing with Associated Companies"

In 2015, SSI liquidated some of its investments in associated companies and reduced, yet maintained large shareholding in some others. By the end of 2015, SSI has 3 associated companies. They are leading company in their sector with stable revenue, profit, high dividend payment, producing quality and competitive products. All 3 companies are in the agriculture – food value chain, transportation and logistics sectors.

Of the 9 associated companies at the beginning of 2015, SSI liquidated 3 companies and reduced shareholding in 3 companies. The three companies that SSI reduced ownership included Telecommunication and Electronic Technology Investment and Development JSC. (ELC - HOSE), Binh Thanh Import and Export JSC. (GIL - HOSE) and Transimex Saigon JSC. (TMS - HOSE). Although SSI saw a lot of growth potential in these three companies, especially when Vietnam joined TPP, the Company decided to reduce ownership in them so that they were no longer SSI's associated companies because these companies own many subsidiaries, leading to prolonged consolidation of their financial statement to SSI's financial statement.

In 2015, SSI continued to work closely with associated companies to restructure operating cost and enhance operating efficiency. Profit margins in most of these companies were higher than last year's figures. These companies also focused more in looking for partners to build value chain and enhance company's value. SSI successfully helped 1 associated company raising VND 752 billion for their M&A plan, pushing for expansion of value chain and re-positioning the company's long-term development strategy by divesting non-core businesses.

In addition to supporting associated companies, SSI continued to look for new investment opportunities. Given that Vietnam is integrating much more into the global economy, especially when AEC and TPP (after approved by Congress by member countries) are in effect, SSI believes that Vietnam agriculture and logistics sectors have many growth opportunities. TPP is expected to push for strong growth of import and export in the coming years and hence growth in these industries.



SSI believes the base of Vietnam economy has always been agriculture. Although agriculture contribution into the country's GDP has reduced, agriculture still accounted for 20% of total export in 2014. Moreover, the industry value has tripled from USD 11.1 billion in 2015 to USD 33.6 billion in 2014. SSI believes that economic integration creates opportunities for Vietnam's agriculture sector, which possesses huge and experienced labour force, rich land and advantageous climate conditions in many areas. However, as any other sectors, Vietnam agriculture sector's competitiveness will face

In the last years, Vietnam logistic sector experienced growth rate of 10-15% and accounted for 20% of GDP. There are about 1,200 enterprises in this sector and Logistic Performance Index (LPI) has increased thanks to improvement in regulations and efforts from logistic companies. However, according to World Bank report in 2014, Vietnam's LPI is still low compared to Thailand (35), China (28), Malaysia (25) etc. Domestic companies have small market share, and only focus on transportation and operation of ports, stevedoring, custom clearance services. The main reason is that domestic companies are fragmented due to infrastructure factors and have small operation scale. In addition, about 85% of companies are in the front-end of the value chain, operating in forwarding and warehousing services area (1PL) and custom clearance services (2PL). The 4PL services (the forth logistics services and distribution services) have not been provided due to low quality infrastructure and demand for logistics in commodities industries is not large. Currently, the largest contribution in logistics expenses is transportation expense and mostly incurred in consumer sector.

During SSI's work of helping associated companies restructure cost, SSI realized that logistic sector has a lot of growth potential and if it can connect better in the value chain of agriculture, aquaculture, forestry sector and consumer related sector, it will achieve strong growth. Port operation services, especially high standard cold storage are demanded by companies in agriculture, aquaculture, forestry sector as well as companies in consumer related sector, however are not provided by companies in logistic sector.

SSI will continue to screen for investment opportunities in agriculture and logistic sector in the coming years.



Company's Name, Address, and Logo	Businesses	Charter Capital (VND)
THE PAN GROUP JSC. **(PAN – HOSE)** No. 236/43/2 Dien Bien Phu , Ward 17, Binh Thanh District, Ho Chi Minh City	Mixed crop and livestock farming Crop and livestock farming activities, and post-harvest services Real estate trading Investment advisory (excluding financial advisory) Management advisory service Market research service Landscaping services.	1,008,724,970,000
Dong Nai Port JSC. **(PDN - HOSE)** Long Binh Tan Ward, Bien Hoa City, Dong Nai Province	Port facilities operations and management Handling & transportting cargoes in or outside the port area Repairs of handling equipment and transportation means Ship agent and maritime services Supplying fuel to vessels/vehicles: petrol, lubricant,... Taxi transporting sevices Trading construction materials: soil, stones, sand, gravel Organizing entertainment services for seamen: Duty free shop, seamen's club Surveying, designing and constructing communication works Real estate Trading, and importing wood logs, steels, argriculture products except cotton and cashew. Trading and supplying other products/services in compliance with law and regulations.	123,479,870,000
Vietnam Fumigation JSC (VFG - HOSE) 29 Ton Đuc Thang, Ben Nghe Ward, District 1, Ho Chi Minh City	Manufacture and trading of agricultural chemicals: pesticides, disinfectants Providing decontamination services Crop seed production and trading	176,854,360,000

Ownership Rate at Associated Company(*)	Business Result 2014	Participation in Board of Directors/ Supervisory Board
20.01%	The consolidated revenue by the end of 2015 reached VND 2,650 billion, equal to 105% of desired target, and up 136% compared to 2014. Profit after tax was VND 215 billion, up nearly 2 times that of 2014. Revenue and profit growth was strong thanks to (1) A major contribution of National Seed JSC. (NSC - HOSE) and in 2015, the company has increased its ownership rates in NSC from 54% in 2014 to 75%; and (2) business results exceeding desired target from the other subsidiaries such as PAN Food JSC., Long An Food Processing Export JSC (LAF - HOSE), Bibica Corporation (BBC - HOSE). The company is maintaining an annual dividend rate of 10%.	2 members in Board of Directors 1 member in Supervisory Board
20.01%	Revenue reached VND 322 billion, equal to 91.5% of the plan, up 19% compared to 2014. Profit after tax was VND 51 billion, equal to 103% of the plan, up 7% compared to 2014. The company is maintaining an annual dividend rate of about 20%.	1 member in Board of Directors 1 member in Supervisory Board
20.06%	Revenue reached VND 2,020 billion, complete 100% of the plan and up 7% compared to 2014. Profit after tax was VND 139 billion, equal to 116% of the plan and up 16% compared to 2013.	1 member in Board of Directors 1 member in Supervisory Board



RISK MANAGEMENT

- SUMMARY OF RISK MANAGEMENT SYSTEM
- MARKET RISK
- CREDIT RISK
- LIQUIDITY RISK
- SYSTEM RISK AND INFORMATION SECURITY
- COMPLIANCE RISK
- REPUTATION RISK
- HUMAN RESOURCE MANAGEMENT RISK
- LEGAL RISK
- 2016 ACTION PLAN



SUMMARY OF RISK MANAGEMENT SYSTEM

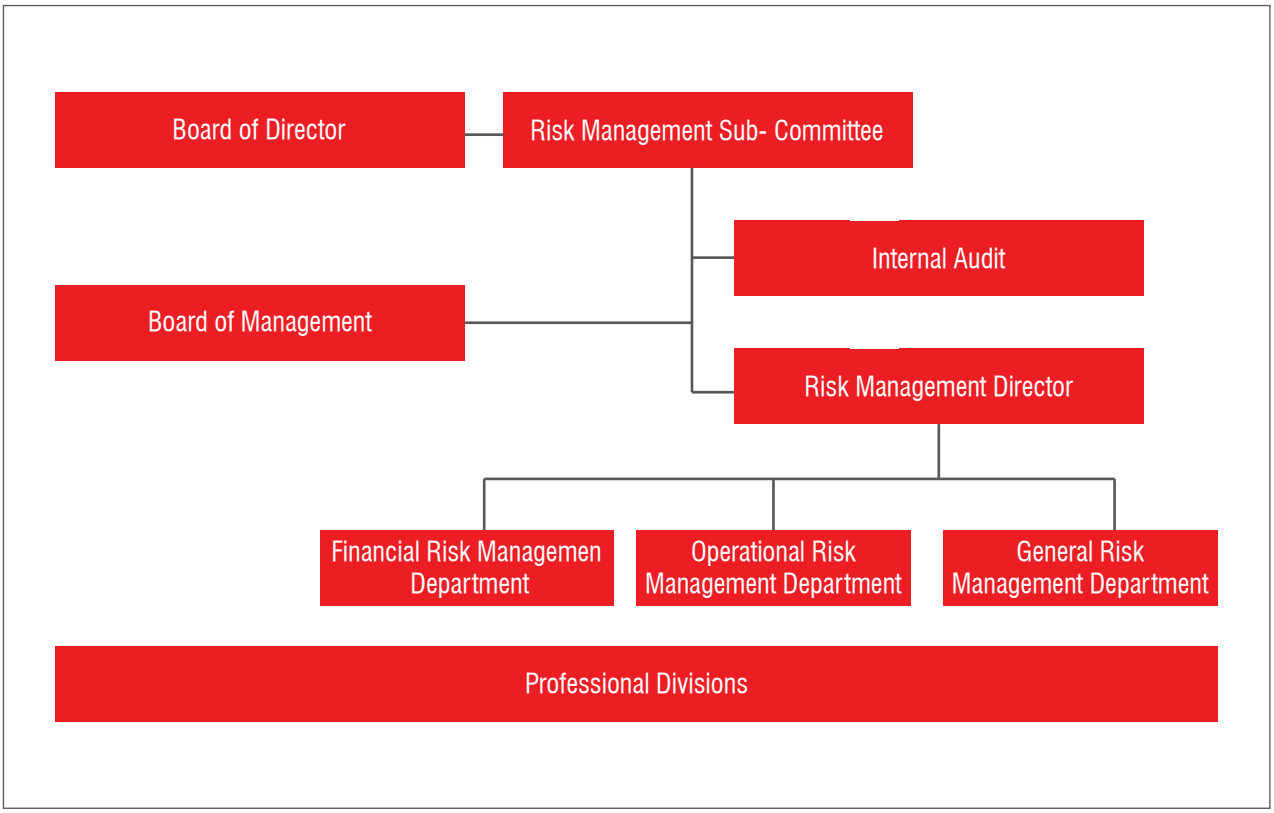
Negative market fluctuations made 2015 a challenging year, yet SSI retained the largest market share throughout all four quarters, expanding the customer network and achieving strong performance on key parameters such as operational scale, assets, human resources and many others. Overall SSI maintained its capital intact, upheld absolute integrity for brand reputation and exceeded growth target.

In accordance with Decision no. 105/QD - UBCK dated, February 26th 2013, issued by the State Securities Commission of Vietnam, a complete risk management system has been implemented since 2013. Its continual effectiveness has provided for the security, transparency and resilience of corporate governance at SSI.

SSI continues to reinforce risk management policies, ensuring unambiguous accountability in risk management throughout the organization. SSI strives for all departments and staffs to be equipped with adequate training and clear understanding of the Company's risk management activities, so everyone can fulfill their responsibilities as required.

SSI established a project to strengthen risk management capabilities in August 2015. That doubled the number of risk management officers. The activities of in-depth research and risk measurement & risk alert model update were implemented. The Company also created a team that specialized in setting up risk management procedure for derivative products. Therefore, it will be ready for coping with any risks when derivative products are launched at the end of 2016.

The SSI risk management system comprises the following elements:



Risk identification

SSI employs the following risk identification methods:

- Establish operational procedure for all products and services that are in operation.
- Conduct periodic updates and adjustments to established operational procedures to ensure compliance with legal provisions and relevance with emerging market risks.
- Construct hypothetical scenario to examine foreseeable risks; conduct cross-supervision of all daily operational aspects between departments; investigate incidents; organize appraisal workshops to determine risks.

Risk assessment

SSI adopts quantitative and/or qualitative assessment methods depending on the risks that the Company faces. In qualitative assessment, SSI employs nominal scale and ordinal scale while in quantitative assessment, interval scale and ratio scale are applied.

Quantitative models are SSI's preferred assessment method in quantifying risks. These models could calculate and estimate values such as market risk, settlement risk, operational risk, liquidity risk, as well as others. Risk values could be monetary or calculated as a percentage of capital or available funds. SSI often employs the following quantitative models to calculate risk values and capital availability:

- Standard models, as stipulated in Circular no. 226/2010/TT-BTC dated 31st December 2010 and Circular no. 165/2012/TT-BTC dated 9th October 2012 issued by the Ministry of Finance.
- VaR (Value-at-Risk), to determine maximum risk values. This model is based on historical data or simulated data, with a certain probability of occurrence in a certain period of time, for SSI or SSI's clients' managed portfolio, provided that there is no abnormal fluctuations in the market.

Risk limit identification

Risk limit is determined through both qualitative and quantitative methods, with priority given to quantitative methods. Determining and allocating risk limits could be performed on the basis of business departments, or product type, term lengths, concentration level of a holding position, differences in risk factors or corporate needs.

The Risk Management Director proposes limit for each risk type, with reference to the characteristics of each business unit, for approval by the CEO.

The CEO proposes total risk limit as well as specific risk limit for each business department for approval by the BOD.

The proposed risk limits must be aligned with the risk appetite announced by the BOD.



Risk monitoring

Risk monitoring is conducted daily through automatic limits on the system and daily risk reporting in accordance with pre-defined formats and forms.

Risk reports determine breach warning levels or breach incidents and provide corresponding assessment by risk controllers.

The operational control department, the financial risk management department and the operational risk management department all take part in daily risk oversight.

In addition, periodic risk management activities are conducted by Internal Audit and Internal Control.

The risks identified in risk reports will be treated as detailed below.



Risk handling

Principles of risk handling:

i. Investigate causes of incidents

ii. Select and establish treatment plan, including specifications on implementation responsibilities, implementation schedule, expected results, resource assessment and planning, and required procedures.

iii. Perform risk treatment in accordance with selected plan

iv. Produce a record of experience to avoid incidence from the same risk

v. Adjust relevant limits to prevent increased probability of similar risks

Fundamental measures:

i. Risk avoidance: Undertake no action that might lead to further risks during treatment

ii. Risk mitigation: Apply measures to mitigate potential impact on the company or to minimize the probability of risks, or both.

iii. Risk sharing: Transfer all or part of the identified risks to another subject in accordance with the risk provisions on contract; purchase insurance (if applicable) for the relevant business activities.

iv. Establish a risk proximity warning system

v. Establish a periodic reporting system to ensure timely review and identification of risk/ potential risk.

MARKET RISK

Bonds and shares investment, deposits investment and margin lending are the fundamental business activities at SSI that are exposed to market risk.

Revenue from these activities is impacted by fluctuations in interest rate and stock prices, due to either market conditions or changes in monetary policy and legal regulations. When such fluctuations are unexpected, there exists the risk that revenue would fall below projection or even generate loss on the investment portfolio.

Mitigating these risks requires SSI to ensure that risk management activities, conducted with disciplined consistency in close collaboration, are maintained throughout the organization's operational procedures; from market monitoring, evaluation and forecast, investment strategy, to limit, warning systems and treatment processes

Investment in deposits/ bills/ bonds/ margin lending

There are several factors that require SSI to achieve a balance between capital and interest rate for optimal profit, in line with interest rate forecast. SSI's equity is over VND 6,600 billion, while total equity is over VND 13,000 billion, which is almost a 5% increase from 2014. There is, on average, VND 6,000 billion of cash, including over VND 1,200 billion from investors. Daily cash flows are frequent yet irregular; as customers' payment, loan/ repayment and investment capital disbursement are often without a fixed term. Even with modest interest rate fluctuations in 2015, SSI Treasury still managed to optimize interest rates trading, contributing a significant part to the Company's revenue while ensuring the highest level of safety.

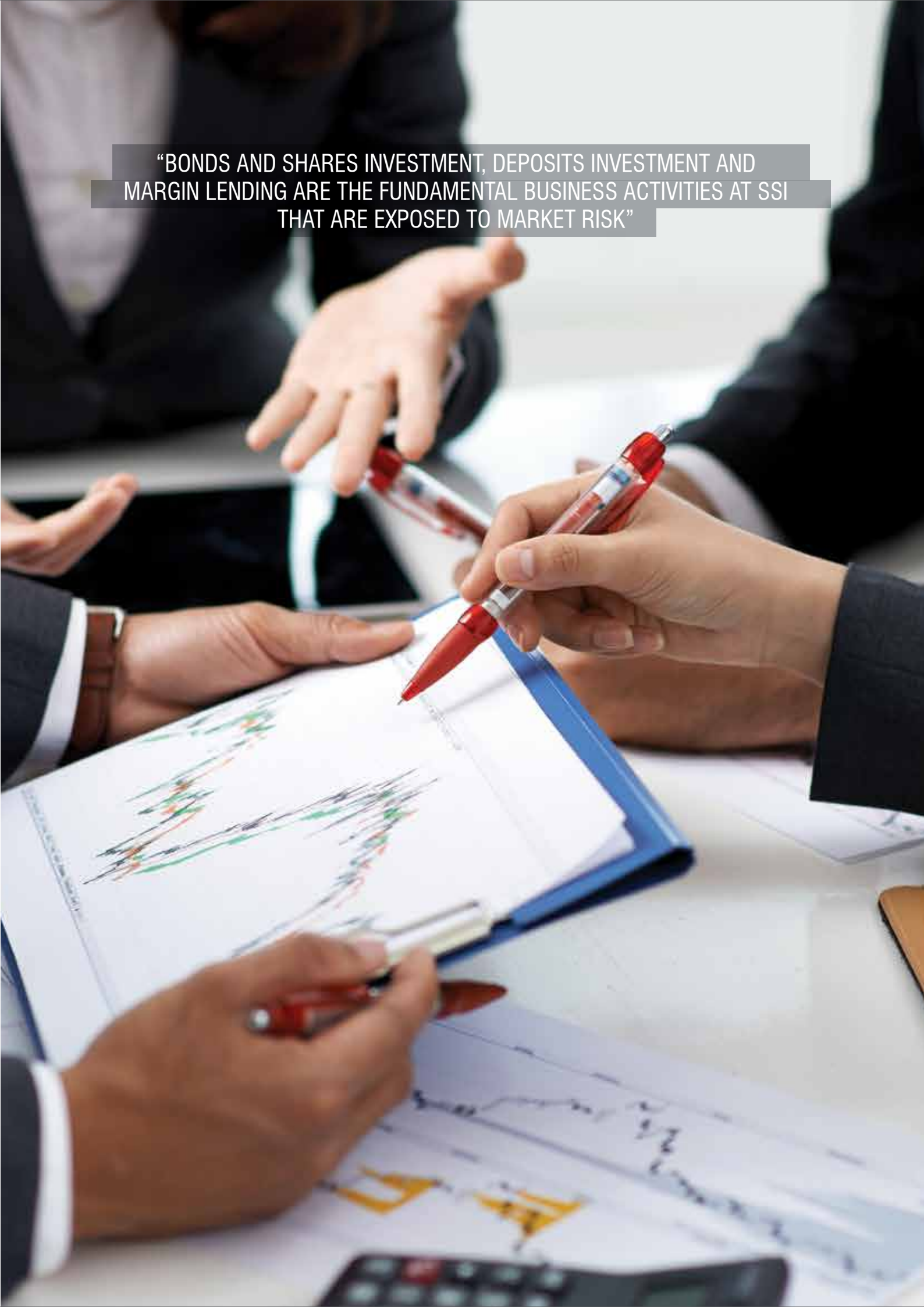
Circular no. 36, stipulating loan limits on securities investment by commercial banks (applicable from 1st February 2015), created major impacts in 2015. SSI's capital mobilization and aggregation approaches proved to be effective in expanding capital for margin trading, while many other players in the same industry struggled. Total outstanding margin lending increased to an average of VND 2,700 billion, an increase of about 40% compared to 2014, creating significant revenue contribution, stabilizing interest rate for customers and stabilizing revenue for the company.

Investment in stocks

Stock prices are exposed to momentary impacts from fluctuations of inherent factors in the economy. Any negative movement in the stock price to below its cost leads to an immediate reflection in the profit and loss position of a stock company. 2015 was a year of fluctuations, being impacted by China's monetary policy and world's oil prices, as well as the effects of Circular No. 36 on capital provision. The market was, as a consequence, relatively uneventful with long periods of falling stock prices. Given such conditions, SSI continued to maintain a prudent investment perspective, utilizing the market opportunities of 2015 and making associate investments in companies in the basic and staple sectors of the economy that mostly weathered market fluctuations and retained the potential for stable growth. In addition, SSI expanded support for its associated companies in maximum capital mobilization, establishing a solid financial foundation for manufacturing and business expansion, raising the core value of their stocks and maintaining a positive momentum for their stock prices to grow. Despite a significant number of liquidation of its investment positions in agriculture stocks in 2015, SSI continued to make indirect investments in this sector – one of the Company's investment priorities – through other associate units.

Investment in derivatives

The legal documents prepared for the launch of the stock derivative market was issued in 2015. While these products are yet to be in operation, SSI has taken an active part in drafting their legal framework with the relevant offices and authorities. At the same time, SSI built a project team specialized in derivative products to conduct product research, establish an appropriate trading system and construct the required risk management system. These elements would form a firm and secured foundation, ready for an effective product launch at the end of 2016.



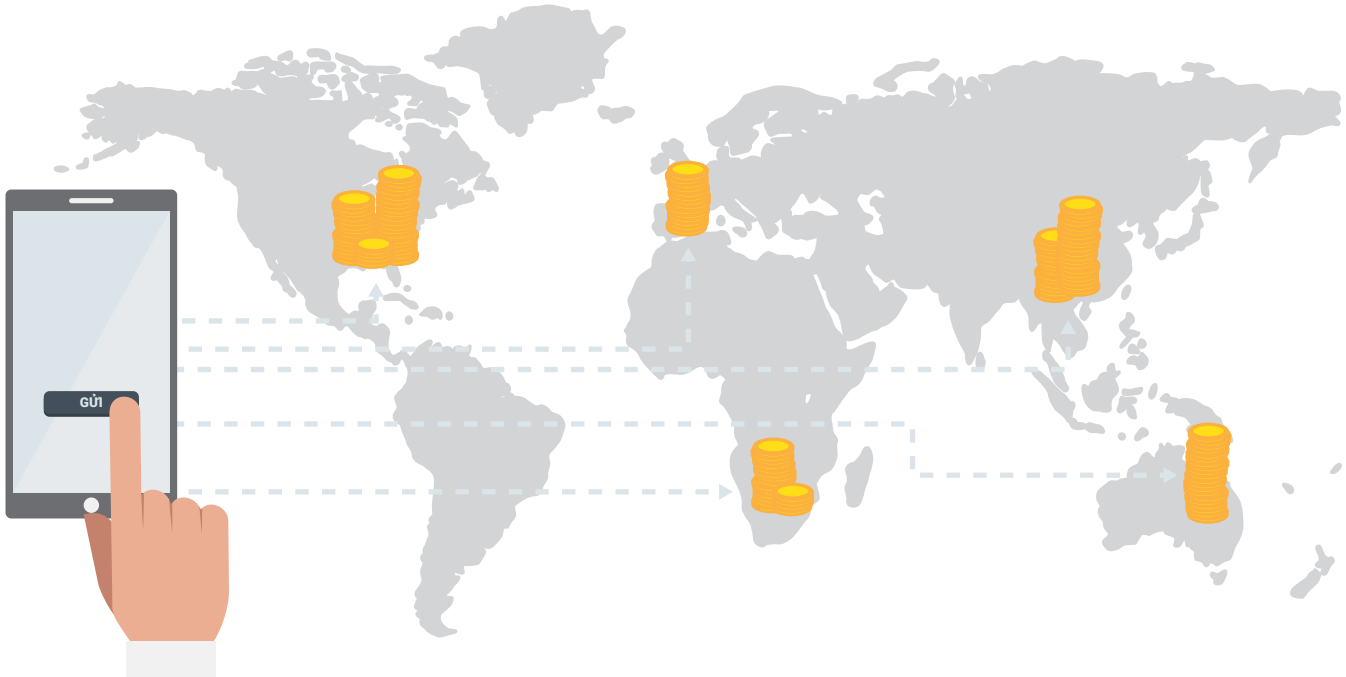
"BONDS AND SHARES INVESTMENT, DEPOSITS INVESTMENT AND MARGIN LENDING ARE THE FUNDAMENTAL BUSINESS ACTIVITIES AT SSI THAT ARE EXPOSED TO MARKET RISK"

CREDIT RISK

A securities company makes investments through several channels, including bank deposits, margin lending and bond investment; all of which carry credit risk. Risk is incurred when a securities company cannot collect part or all of the investment capital, because its partner backed down or failed to pay.

Investment in bank deposits has the lowest credit risk

yet the key lies in partner selection, which would ideally be a highly credible bank. SSI applies an appraisal and credit rating system to commercial banks, based on their financial statements as well as information about their financial and operational status, in order to select the partner with the highest level of credit rating. Each commercial bank would be assigned a specific deposits limit depending on their specific credit rating, as well as certain terms and conditions, to ensure maximum capital preservation. At the same time, SSI established overdraft limit mechanism with multiple banks for simultaneous operation with bank deposits. This allows us to maintain liquidity capabilities while ensuring flexible capital uses and providing for credit risk, as bank deposits contracts always have provisions for flexible withdrawal of the overdraft facility. During 16 years of operation, SSI has incurred no irrecoverable bank deposits. This is an achievement that testifies for highly effective credit risk management activities.



Margin lending

is lending activity where clients' stock portfolio is held as collateral. This business incurs credit risk when the stock price falls and reduces collateral value yet the client cannot provide additional collateral as requested – or when, in a forced sale, the stock price falls too low or loses liquidity – and the securities company cannot collect all of the money it has lent out. In order to mitigate such credit risk, SSI employs a series of coordinated measures:

- Establish a prudent collateral portfolio based on compliance with regulations by the State Securities Commission of Vietnam. At the same time, rate stocks in consideration of liquidity, fluctuations and stock valuation based on corporate financial analysis report. Perform compulsory reevaluation of the collateral stocks portfolio monthly to ensure timely update of stock fluctuations. For anomalies, reevaluate as soon as the stocks are exposed to negative news.
- Establish a crosscheck quota management system to provide maximum data control, such as total margin lending, maximum limit for a specific client, maximum limit for a specific stock, ratio for safety threshold alert, ratio for forced sale for debt recovery, etc.
- Monitor outstanding balance and risk ratio daily to detect signs of risk in a timely manner: for instance outstanding balance with high concentration on a specific client or a specific stock, stock with abnormal price volatility, stock with unusual news, stock with abnormal transaction movements and arising suspicion in trading session, etc.
- Rate and appraise margin lending clients to ensure they meet SSI's criteria and regulations. Increase Broker's client management responsibility with regards to warning communication and loan recovery, etc.
- Reject proposals from clients who appear to engage in debt swap, debt rotation, etc.
- Refrain from competing for market share by extending flexible margin lending services

These coordinated measures had helped to raise SSI's outstanding balance of margin lending from an average of VND 2,300 billion in 2014 to over VND 3,000 billion in 2015, peaking one time to over VND 3,200 billion. This is however mostly due to expansion in client diversity, within the safety threshold for portfolio of collateral stocks and for support ratio. SSI did not incur any loss in support capital in 2015.

Investment in bonds

Investment in bonds is exposed to the risk of the bond issuer losing their liquidity at the bond's maturity, or the risk of unexpected adversities leading to the bond losing its liquidity. In order to mitigate these risks, SSI has in place an assessment procedure to examine all details and aspects of a bond investment proposal, similar to a credit assessment prior to investment. However, given the current unstable economic conditions, SSI decided to limit the exposure in the bond market, making no additional bond investment in 2015, and excluding positions in non-credit institutions.

LIQUIDITY RISK

Liquidity risk occurs when SSI fails to meet its debt obligations, to fund stock purchase settlements by margin lending clients and to fulfill the payment needs of client accounts at SSI.

Our client accounts increase every year, growing to a total number of over 80,000 accounts in 2015 and being held at various SSI offices in multiple cities. Every day, as such, SSI receives hundreds of payment requests; and the Company strives for their execution to be at the highest level of speed, security and economic efficiency. In order to provide the most responsive services for clients, SSI has partnered with several dozen banks to ensure there is ultimate security for the custody and management of clients' deposits, which now stand at an average of over VND 1,200 billion. SSI's margin lending service reached a breakthrough in growth in 2015, with the total outstanding balance increasing almost 60%. This new level of business activity requires SSI to become even more adept at balancing daily cash flows between timely disbursement (for margin lending) and optimization of incoming cash from investors' margin repayment. In addition, SSI holds the largest securities investment position on the market (ranging from VND 2,600 billion to VND 2,800 billion). Managing investments with low liquidity therefore requires SSI to achieve a balanced structure of owners' equity, imposing no constraint on capital reinvestment when presented with an optimal investment opportunity.

2015 is another year of absolute security for liquidity management when SSI incurred no risk incident.

Our financial safety ratio was maintained higher than 2014 – at 430% to 450%, exceeding even the minimum requirement of 180%.

2015 FINANCIAL SAFETY RATIO

Month	Ratio (%)
1	465%
2	463%
3	468%
4	433%
5	441%
6	724%
7	749%
8	702%
9	682%
10	683%
11	650%
12	686%

This achievement was thanks to a strict cash flow management process, which was established based on the particular priority giving to liquidity risk management and the close collaboration fostering between SSI's offices and departments. All business units have access to a regular and detailed reporting system for timely information update.

	Report	Frequency
Accounting	■ Banks accounts balance; ■ Investors' accounts balance at SSI; ■ Projected expenditure/ revenue.	■ Daily; ■ Daily; ■ Daily.
Treasury	■ Start-of-day cash flow; ■ Project cash flow.	■ Daily; ■ Monthly/ when arising or as requested/ Daily
Securities Service	■ Advances to investors; ■ Disbursement/ loan recovery of margin trading; ■ Outstanding balance of 10-day margin trading, with daily update ■ Investors' large transfer/ withdrawal/ deposit/ credit ■ Clearing; ■ Transactions related to Rights Issue.	■ Daily ■ Daily and when arising ■ Daily ■ When arising ■ Daily ■ When arising

In order to expand margin lending services in 2015, SSI has mobilized additional capital from bank loans and bond issuances, creating further challenges for effective and secured cash flow management. Yet the Company always maintained a reasonable and balanced ratio between assets and liabilities, and applied the fundamental principles of liquidity risk management to liquid assets.

SYSTEM RISK AND INFORMATION SECURITY

Automation is the main trend of SSI business. Substantial amount of business activities are replaced and/or assisted by systems now. The risk of system stability and the security of information become crucial to all levels in the organization. In 2015, these 2 subjects remained as two of SSI key focuses.

In 2015, SSI spent significant amount of time to build a long term full redundant environment for its systems. These include the following.

- No single-point of failure in SSI's 2 data centers located in HCMC and Hanoi.
- A diversified data network with full seamlessly redundancy but without any single point of failure.
- Full redundancy on business systems.

For disaster recovery protection, there are 48 identified scenarios. 80% of them have been protected with proper rehearsals. The remaining 20% are non-technical related subjects, which have been documented for actions.

SSI particularly spent a lot of efforts on ensuring the effectiveness of its data backup and restoration. Now, SSI's data are well protected and capable to restore within the required service level (i.e. SLA).

For intrusion, cyber-attack, virus-attack, and information security, SSI achieved the following.

- Annual Vulnerability Scanning to detecting any issues in SSI's facilities for intrusion has been done by well-known VS service provider. There is no critical or major issue found in SSI's facilities.
- Well-known Distribution Denial of Service (DDoS) prevention system has been installed to protect any cyber-attack.
- Proven Data Lost Protection solution has been installed to avoid information leakage. Sensitive information is well protected and monitored for any unauthorized access.
- A life weight but more powerful anti-virus has been installed. This decreases the loading of the computing facilities in business areas with improvement on response time for virus detection and cleansing.
- Proper access control, Account & Password policy have been applied for all users in production environment. Technical staff is strictly restricted to access production environment. Proper audit trail has been logged and under regular review. These prevent any unauthorized access of information.





COMPLIANCE RISK

Compliance risk is the risk when the Company or its Employee violates or fails to comply with provisions of the law, stipulations in the Company's charter, internal business processes and rules, including rules of professional ethics.

SSI makes the prevention and mitigation of compliance risk a priority in risk management activities of SSI. The following measures have been implemented in order to prevent compliance risk:

- Design processes and operating systems that require cross-examination between employees and business units. SSI business processes and operating systems are designed to require cross-examination, so as to increase inspection and internal monitoring while limiting abuse of power and facilitating early detection of possible violations.
- Raise employee's compliance awareness. SSI focuses on compliance training and promotion. New employees are required to attend training on general rules and procedures, as well as regulations that are specific to the nature of their assignments. Throughout their time at SSI, employees also receive periodic training, through which SSI ensures they have a clear understanding of the Company's operating procedures and a heightened compliance awareness.
- Establish systems of inspection and internal monitoring
- Apply strict enforcement measures to violations of the Company's provisions

In 2015, the Company's Internal Audit Department had conducted 36 inspections, throughout the organization, of compliance with procedures, internal regulations and the relevant legal provisions by all units and departments. This is a 16% increase in the frequency of audit compared to 2014. The audit results were reported to the CEO, the Managing Directors and the Legal Department so violations could be handled, business processes could be updated or modified for risk mitigation and performance efficiency could be improved in a timely manner.

The Company places, in addition, an emphasis on compliance with business accounting and tax systems. In 2015, SSI conducted 23 audits related to accounting documents and financial reports, tax audit and 12 audits of available capital. From these internal audit activities, the company has identified violations and errors in a timely manner and made proposals for compliance measures to the CEO. As a result there has been a significant increase in the effectiveness of the Company's compliance risk management. SSI always ensures that financial reports, tax reports and reports on available capital are accurate, objective and in line with recognized accounting standards and the relevant legal regulations.

SSI continues to organize annual training for all employees on business ethics, internal monitoring and money laundering prevention. Personnel from the Accounting – Finance department also attend training to update their legal knowledge about accounting and tax, as well as participate in seminars and workshops organized by administrative authorities.

SSI has established and published support programs for employees to improve their professional knowledge, encouraging many to actively attend training for updated in-depth professional knowledge or long-term courses for competencies building. This helped us to ensure that the Company meet the obligations of all the working positions requiring professional certificates.

Through increased training for compliance awareness, increased frequency of audits and timely process update and refinement, the number of violations and errors in 2015 were highly limited, with no major error occurring.

SSI identified a number of arising compliance risks and established control measures for 2016 as detailed below

Potential risks and control measures of compliance risks

No.	Business process	Potential risk	Control measure
1	Derivatives transaction and deposit	Employees could violate regulations from the Stock Exchange when handling the new product	Conduct internal and external training for the responsible employees; Establish transaction processes for stock derivative products; Apply technology in stock derivative transaction; Increase internal audits.
2	Financial reporting	The Company could, under objective errors, violate the timing requirement for financial report publication because of the large number of business processes and associated companies	Conduct regular update of changes in accounting standards to make appropriate adjustments to book entry; Increase audits and inspections of accounting documents and bookkeeping; Reestablish the investment portfolio in associate companies to ensure business effectiveness yet controlling a reasonable number of associate companies, so the time required for financial reporting can be reduced.
3	Tax reporting	There could be compliance errors with regards to regulations on tax declaration for clients' transactions, in accordance with the agreements that Vietnam has signed, because of the large number of investors and clients in various different countries.	Establish update processes for client's information and tax authorities' regulations; Sign tax consulting contract with professional consulting firms; Increase tax inspections and audits.
4	Financial Safety Report	The Company could unintentionally violate regulations on available capital reporting because of its large and diverse investment portfolio, as well as the various positions and status from derivative transaction.	Employ specialized software to process data and calculate indicators of value at risk; Increase internal inspections and audits.
5	Information publication	There is potential violation of reporting obligations required from stock companies and listed companies.	Publish a detailed process for reporting and information publication, allocating specific responsibilities for departments and individuals; Assign a reporting and information publication specialist with a Law background; Conduct audits by the Director of Legal and Internal Control

REPUTATION RISK

Branding in the finance – securities sector, in our perspective, has extended beyond being a symbol for clients to identify and position our business products and services; it has become a valuable intangible asset. Reputation risk refers to the loss or damage of value that results from changing clients' perception of the Company, creating major impacts on their demands for the Company's products and services, as well as all general business activities.

Based on the insightful awareness of the potential reputation risks, SSI has established and implemented an effective brand development and management strategy. SSI branding is represented, firstly, by the images and information that are communicated through both public and internal media channels. Yet, more importantly, it is also showcased through the Company's products and services, as well as any experience and interaction, no matter how small, between SSI's clients and representatives. As such the concept "brand ambassador" has taken a higher level of meaning, empowering each and every individual at SSI with the capability to convey important messages about the SSI brand to both its clients and the public. The Company always strives for consistency and strategic alignment in these messages. SSI's vision is "The Business of Success" with the guide is to establish SSI as a transparent financial institution.

Maneuvering through today's information highway, SSI has chosen transparency to be the guiding communication principle to minimize reputation risk. Transparency is a key to building trust for SSI's shareholders and investors: SSI process information, whether negative or positive, in a consistent manner to provide them with a genuine perspective. When inaccurate information about SSI is published, the Company applies the same principle of transparency: the Company is always willing to initiate a direct dialogue with the public, providing factual and credible information to work towards a resolution. Respecting the investment value from shareholders, SSI is fully aware of the Company's responsibility to provide its shareholders and investors with transparent, complete, accurate and timely information.

In order to mitigate reputation risk, SSI has been working to establish a systematic and professional communication process and plan. SSI communication plan is clearly defined every year so that essential information can be related in a timely and complete manner. All materials, messages and announcements from SSI go through a strict internal review process to ensure precision and consistency. To date the Company has issued and implemented various regulations and rules for information reporting and publishing, with particular provisions for conducting interview with public media, as well as sharing information and producing written materials on SSI's business activities. Most notably, SSI has in place a clear procedure for correcting false information on public media, asking all of the staff to be responsible for alerting the company about the existence of false information. SSI also prepared a full guideline for crisis management, emphasizing a willingness to collaborate, share and communicate with the media and the public.




SSI

HUMAN RESOURCE MANAGEMENT RISK

Together with the positive changes in the economy generally and the stock market particularly, in the past year, SSI human resource management faced with new challenges and opportunities. Understanding that human resource is the most valuable asset – the defining factor differentiating SSI in the market – the Company expended focus and effort in developing policies and activities for structured and comprehensive human resource management

There continued to be high demand for human resource in the stock market in 2015, as companies expanded their operation and scale. When there was insufficient supply, securities companies were forced to recruit talents from competitors in the same sector. As tension between those who need to attract talents and those who want to retain talents builds, it is understandable that salary competition, employee turnover and job switching ratio all increased.

Facing such challenges in human resource management, with particular regard to team building and development, SSI has made important commitments to oversee and manage human resource risk. In order to minimize staff shortage and resource loss, SSI established a strict screening and recruiting process, increased training, conducted rigorous employee appraisal and improved compensation policies. In addition, SSI designed categorization to determine, assess and prepare treatment guideline for all potential risks in human resource management activities.

Human resource management activity	Potential risk	Points of consideration
Salary and benefits package	Financial impact	Decisions related to salary and benefits package to be approved by appropriate authority
		The relevant policies to undergo different levels of approval
		Approved policies to be reviewed against available budget and to not exceed allocated budget
Recruitment	Discrimination in the recruitment process	Screening and recruiting process to be applied consistently to all potential candidates
	Selection error	Mechanisms for employee probation and probation assessment to be applied
		Employment terms and conditions to be implemented as agreed in candidates' interview
Work safety and healthcare	Working environment	Working environment and conditions to be reviewed regularly to ensure safety, hygiene and professional standard.
	Employee's health	Periodic health check for employee's health monitoring to be organized regularly; provisional staffing to be in place when necessary

Human resource management activity	Potential risk	Points of consideration
Employee management	Employee lacking information; lacking essential training and guidance for their assigned job	All Company's employees to be given orientation training to provide onboarding information and basic support when they start. Throughout their employment contract, all employees to be given on-the-job training and supervised to ensure they have adequate skill and knowledge that are in line with the Company's business needs and growth strategy.
	Employee not having access to performance review	All positions in the Company to be given performance review through the Performance Measurement Program at year-end, conducted on the PMS system, with recorded result for later assessment.
	Provisional staffing	All positions in the Company to be given clear job description so that when staff shortage occurs, replacement recruiting could be timely and appropriate. Each department and unit to have their own provisional staffing plan for scenarios of unexpected or long-term leave. Key positions in the Company to have next generation training program or temporary replacement plan during absence.
	Ethical violations	Cross-supervision to be increased through strict business procedures. Training on professional ethics and potential violations to be organized to raise employees' awareness and accountability
	Breaching confidential personal information	Employees' personal information to be kept confidential and to be disclosed only when requested by the appropriate authority.
Former employees	Damage to Company's property	Property and job handover procedures to be strictly applied to avoid damage and leak of both material and non-material (information) property
	Company's reputation	Exit interview to be conducted to determine cause of quitting and to avoid negative reputation risk for the Company

In conjunction with employee selection and recruitment, SSI considers employee training to be a key element in safeguarding and raising human resource quality, as well as an important source of employees' inspiration and motivation. Training programs are designed for specific types of audience, helping to increase work effectiveness, reduce business risk and improve organizational solidarity. As SSI anticipate changes to the legal framework for human resource and an increasingly challenging market, more than ever, the SSI team needs to strive for a new level of performance and growth and provide the clients with more competitive values.

SSI designs the benefits package and job appraisal program so that there is a logical correlation between the two, ensuring employees' satisfaction and internal equity while maintaining the competitive advantage on the market, and creating a professional work environment for employees to grow.

SSI understands that even as the operating cost is optimized, the Company needs to ensure there is momentum for its human resource to grow in both quality and quantity, in line with changing market demands. Attracting and retaining talents, particularly top talents, has always been a key challenge for human resource management. SSI gives priority to the systematic and procedural management of its organization, ensuring strict compliance, sustainable development and sufficient provisional staffing throughout, so to mitigate risks from fluctuations in human resource. On another hand, the accuracy and confidentiality of employees' information is also a major aspect of human resource management. Periodic reports show that, by moving towards an information management system, the BOD can better manage and forecast the big picture of human resource and staffing. Such insights allow the Company planning and programming for training, recruitment, policy update to become more efficient and relevant. Supported by technology, SSI human resource management activities are less exposed to risk and more effective in operation.

In addition, SSI continues to maintain the internal communication channel to share the Company's vision and strategy and reinforce corporate culture, providing support and motivation for employees while ensuring there is no unnecessary tension as a result of lacking information. This measure helps each and every personnel at SSI to become fully aware of the alignment between their personal goal and the corporate objectives, so they can make contribution to the common organizational growth. The operational engine is efficient when transparency and sharing help to minimize negative impacts on human resource.

Celebrating the 16th year of operation and growth, with new challenges and opportunities, human resource management activities at SSI have received valuable attention and support from the BOD so the Company can continue building new generations of SSI leaders. SSI strives to be a platform for talent cultivation and development, breathing life into aspirations and giving opportunities for growth to those who seek them. The systematic management method and cross-supervision system allow the Company to create conditions for experiment and experience, giving its employees chances for trial while still being able to limit foreseeable risks.

“UNDERSTANDING THAT HUMAN RESOURCE IS THE MOST VALUABLE ASSET – THE DEFINING FACTOR DIFFERENTIATING SSI IN THE MARKET – THE COMPANY EXPENDED FOCUS AND EFFORT IN DEVELOPING POLICIES AND ACTIVITIES FOR STRUCTURED AND COMPREHENSIVE HUMAN RESOURCE MANAGEMENT”



LEGAL RISK

The Company incurs legal risks when there are regulation changes, regulation violations or arising dispute and legal action from the relevant parties during its daily operation.

In order to mitigate risk arising from regulation changes or compliance, SSI organizes a Legal Department with qualified and certified Lawyers, and employ professional legal consulting services when necessary. SSI's Legal Department and legal consultants are responsible for updating the BOD, Board of Management and relevant departments on new publications of legal documents; as well as researching the potential impacts of draft legal proposals on the Company's activities so there can be appropriate preparation. In addition, the Legal Department has the responsibility to participate in constructing the public opinion on legal drafts that are closely linked with the Company's activities, attend workshops, collaborate with other firms and association members in the industry for comments regarding the relevant legislative program, review and report inadequacies in implementing existing regulations to the competent government authorities, and propose resolutions.

The Company reviews its internal procedures and regulations regularly so there can be frequent changes and updates in accordance with regulation changes in practice.

The majority of the BOD, BOS and the Board of Management have attended the corporate governance training required for public companies.

Legal compliance is an important criterion in the Company's code of ethics that all of the management and employees make a commitment to uphold and practice.

Throughout 2015, SSI had no record of complaints from the Company's partners and received no sanctions from management authorities in relations with legal violations in operation.

The Company faces important changes in 2016 regarding stock derivative transactions, enterprise status for stock companies, changes in Labor Law and various others. As such SSI has identified potential legal risks and established the corresponding control measures.

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Potential legal risks and control measures

No.	Potential risk	Control measure
1	The Company could overlook important clauses in service contracts for stock derivative transactions	Establish drafting and signing processes for service contracts; Consult the legal service provider on commitment terms of the Company's responsibilities and obligations; Increase internal inspections
2	The Company could unintentionally fail to fulfill the new Labor Law provisions when reducing or reallocating its employees	Refine processes for recruiting and terminating labor contracts; Consult the Labour Union when informing labor contract termination or reallocating employees; Consult the Company's lawyers when contracting for foreign employees or specialists.
3	Archive client's transaction documents	Establish processes for document archive, ensuring that all transaction documents are archived in full and can be referenced when necessary; Establish communication channels and transaction results confirmation channels with clients; Increase compliance inspections.

2016 ACTION PLAN

In 2016, SSI continues to conduct risk management activities in compliance with regulations from the relevant authorities. At the same time, the Company intends to reinforce and update its internal rules and procedures so that they are aligned with the Company's scale of growth, the increasing market complications and the market diversity of financial products and services.

SSI has plans to upgrade the risk management system, including reinforcement for human resource and additional high-value purchase of risk management software. This would help the Company to best achieve its risk management objectives for the existing products and services, and to prepare for the launch and operation of new derivative products at the end of 2016.

In addition to credit risk, liquidity risk and market risk, in 2016, SSI would also place more focus on operational risk management, in anticipation of our ever expanding networks of business activities and human resource compared to 2015 and the years before.

Challenges in implementing risk management program

The role of risk management, first and foremost, is to assess the risks faced by the Company, then to communicate risks to those responsible for making risky decisions and finally to manage and monitor risks to ensure that the Company is only exposed to the risks that had been expected by the BOD and the Board of Management. Within risk management activities, risk quantification is the Company's leading challenge for both subjective and objective reasons. Yet risk measurement remains a new and unchartered field in the context of the Financial Market in Vietnam. There exists a variety of risk measurement methods adopted by multinational companies in implementing risk management programs. VaR is the typical option, being used particularly often in risk management of stock derivative, which the Company plans to launch in 2016. Even so there are several approaches to the VaR method itself, most notably VaR calculation based upon assumptions of standard distribution, scaled against standard deviation. This is a good estimate, yet the value would no longer be accurate when based on other different types of distribution. As the Company is at the initial stage of product launch, data on price fluctuations of derivative products is still unavailable. The implication here, therefore, is that risk management might not measure up to SSI's expectations like when appropriate measurement criteria are available, because the known risks might not be measured correctly and several risks might be overlooked as they are unknown or underestimated.

“IN 2016, SSI CONTINUES TO CONDUCT RISK MANAGEMENT ACTIVITIES IN COMPLIANCE WITH REGULATIONS FROM THE RELEVANT AUTHORITIES. AT THE SAME TIME, THE COMPANY INTENDS TO REINFORCE AND UPDATE ITS INTERNAL RULES AND PROCEDURES SO THAT THEY ARE ALIGNED WITH THE COMPANY’S SCALE OF GROWTH, THE INCREASING MARKET COMPLICATIONS AND THE MARKET DIVERSITY OF FINANCIAL PRODUCTS AND SERVICES.”





KEY SUCCESS DRIVERS

- INFORMATION TECHNOLOGY
- HUMAN RESOURCES MANAGEMENT
- INVESTOR RELATIONS
- CORPORATE CULTURE



INFORMATION TECHNOLOGY

2015 is a notable year filled with achievements and obstacles surmounted. We successfully completed or made significant progress such as restructured the department shifting the focus not only on technology know-how but also on the business knowledge; enforcement on SDLC (i.e. Software Development Life Cycle) with certain level of adaption of Agile minimized the number of re-works but maintaining rapid delivery; implemented full redundancy on all level in our facilities stabilized our operation and minimized our outage; strengthened our security protection minimized our risks of intrusion, and other attacks. All these achieved the follow goals. Tất cả những nỗ lực đó đã đạt được các kết quả như sau:

- Rapid, stable and consistent delivery environment for user requests, product development, and system amendment.
- Stable, fast, robust and trustable environment for users comfortably to operate the business.
- Well prepared resources and know-how on fixing un-planned technical issues in business operations.

IT Operations

We believe an effective IT operations relying on the clear role and responsibilities of each involved members. In 2015, we push this further by a well-defined Service Level Agreement (i.e. SLA) and Key Performance Index (i.e. KPI) applied to both Operations Support and Infrastructure teams and their members. With around 10,000 user requests in a year, these teams were able to achieve the result over the SLA.

Strong involvement of our Business Analysts in system development minimized the gap in deliverables with an achievement of no single re-work happened in more than 100 requests on system development within 2015!

With the adaptation of Agile methodology on development, our in-house development team has been improved significantly with effective effort on rolling out their new development in small pieces in fast motion.

Stability & Availability

There is nothing more important than a stable environment for business operations. We spent most of our time to improve the stability of our system environment. This includes redundancy on data center, data network, servers, and storage. Except those physical or regulatory limitations, we have a full redundant environment now.

We also focused on data protection. We reviewed and fine-tuned the mechanism on backing up data as well as restoring them. Regular rehearsal has been made to ensure the team well experienced the procedure. All these achieved the protection of data with zero loss and able to restore within the SLA.

Disaster protection is the other critical that in our radar. We are fully aware that Disaster Recovery and Protection is the key on business contingency even though this contributes nothing in normal business operation. All identified 39 technology related disaster scenarios has been protected with annual rehearsal performed.

Information Security

We fully understood that the importance of information security in a securities trading firm. We have dedicated professional managing our information security. We have regular third party Vulnerability Scanning done by well-known service provider to determine our risk level.

In 2015, we added the protection for cyber-attack. We replaced our anti-virus environment by a more advance and secured solution. We added a solution for the detection and protection for the leakage sensitive information.

Innovative

“Standing in advance to prepare the challenges” is always our rules of thumb. We never satisfy on what we have. We look for improvement. The team spent significant amount of time on looking for how to improve the operations in business areas as well as technology areas. We adapted several latest technologies in our own in-house development particularly on web development. We improved features in our online trading environment.

We know the challenge on Knowledge Continuity. We are also fully aware the importance of keeping the knowledge within the organization. In 2015, we explored the way on how to keep the knowledge of the businesses, which we will have a pilot in 2016.

Business intelligent is the other area that we spent effort to explore in 2015. With full hands of information, we need a mechanism on how to utilize them for upselling, cross-selling, churn retention, etc. With a proper BI solution possibly with social information, we properly can do more on channel sales, upscaling, etc. In 2016, we will have a pilot project to further explore this area.

HUMAN RESOURCES MANAGEMENT

Overall in 2015, Vietnam's economy is considered to have made impressive achievements. However, the Vietnam's stock market also has experienced a period of high fluctuation due to impacts from external factors including the international stock markets, exchange rates and legal changes. In this context, human resources continue to act as the valuable source of strength and significance to create a breakthrough in the development strategy of the whole Company.

SSI always believes that, by maximizing each employee's motivation, the Company can increase customer satisfaction and continually enhance shareholders' value. SSI has implemented several measures in order to ensure that all members of the Company are satisfied with their jobs and self-motivated to continue further development along with the Company. Throughout over 15 years of development, SSI has built and continued to nourish the SSI Culture - a unique characteristic of SSI - promoting unity, collaborative and creativity to overcome all difficulties and challenges.

Strategic development of human resources

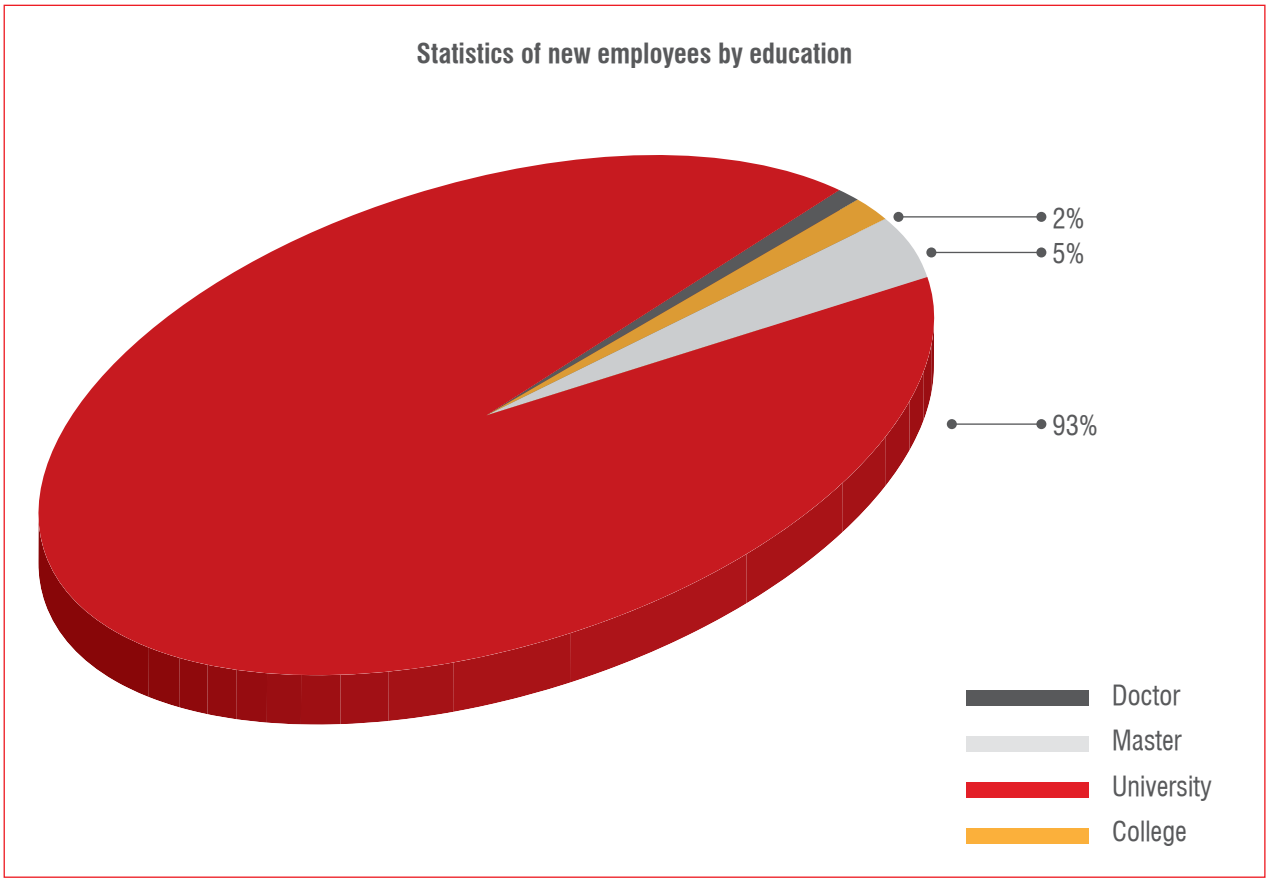
To develop a human resources that are well trained, highly qualified and able to adapt to the constantly changing environment of fierce competition. Every individual in the Company is fostered and provided with opportunities to try and develop their talent in a team spirit and close knit environment, sharing the same goal. In particular, developing a team of excellent experts in key areas and combining international knowledge with long experiences in Vietnam are emphasized. SSI has always striven to provide its team with a candid and open working environment, where talents are nurtured, innovations are encouraged, pride is passed on and company ownership is shared.

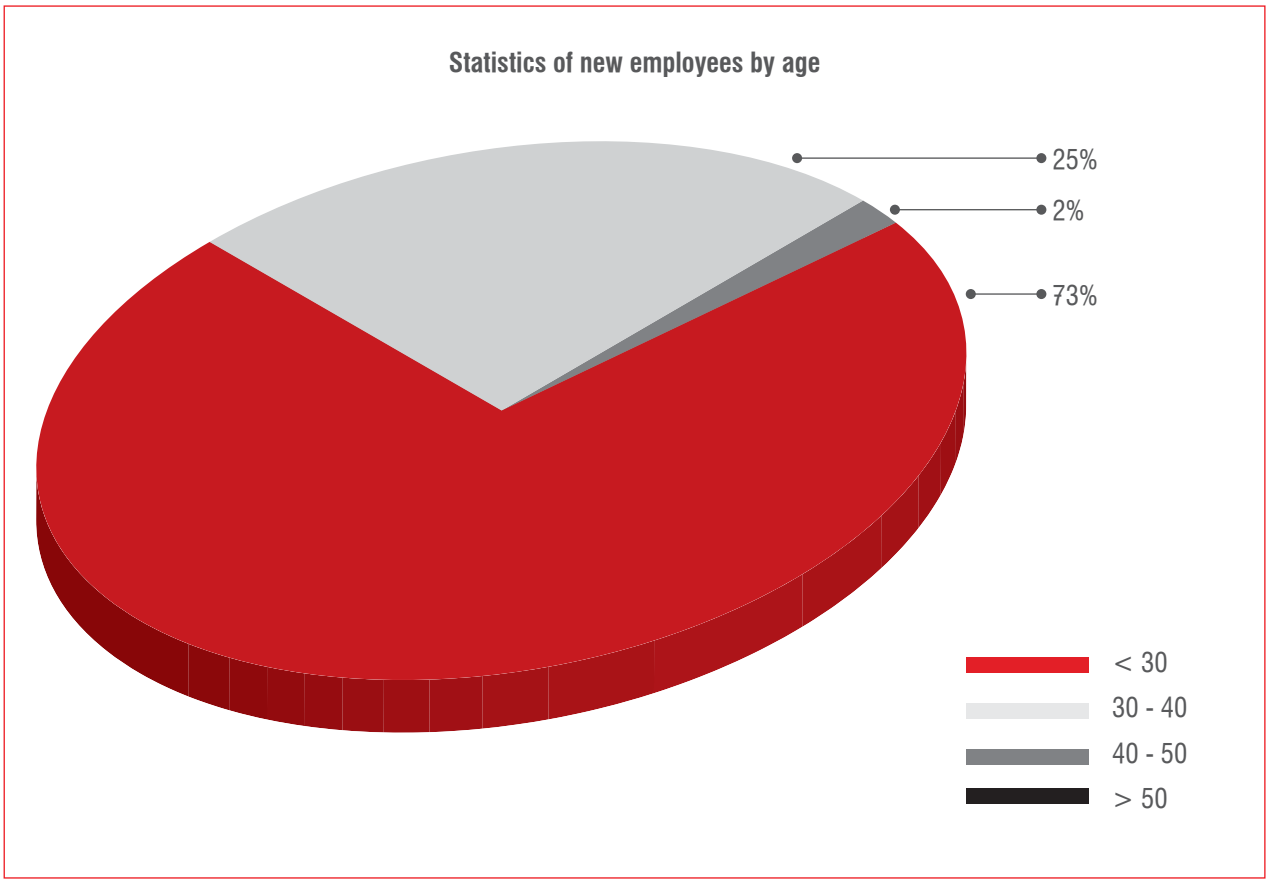
Selecting and nurturing talents

SSI always aims to foster motivation for employees from the first step of the recruitment process in order to promote long-term commitment of each member with the Company. Recruitment process is always strictly conducted to ensure transparency and fairness, bringing about equal opportunities for candidates and continuing to reaffirm to new members confidence and pride in the Company. In 2015, SSI welcomed 193 new members throughout the system to strengthen human resources as well as make replacement meeting the Company's development strategy.

In an environment of increasing competition, SSI has continued to develop highly interactive recruitment channels to improve the effectiveness of recruitment information communication as well as maximizing recruiting efficiency. Through these information channels, SSI wants to establish two-way and frequent communication with candidates during the recruitment process. Enhancing information exchange will also increase SSI's brand awareness of human resources, helping to access better selection of appropriate personnel for the Company's needs.

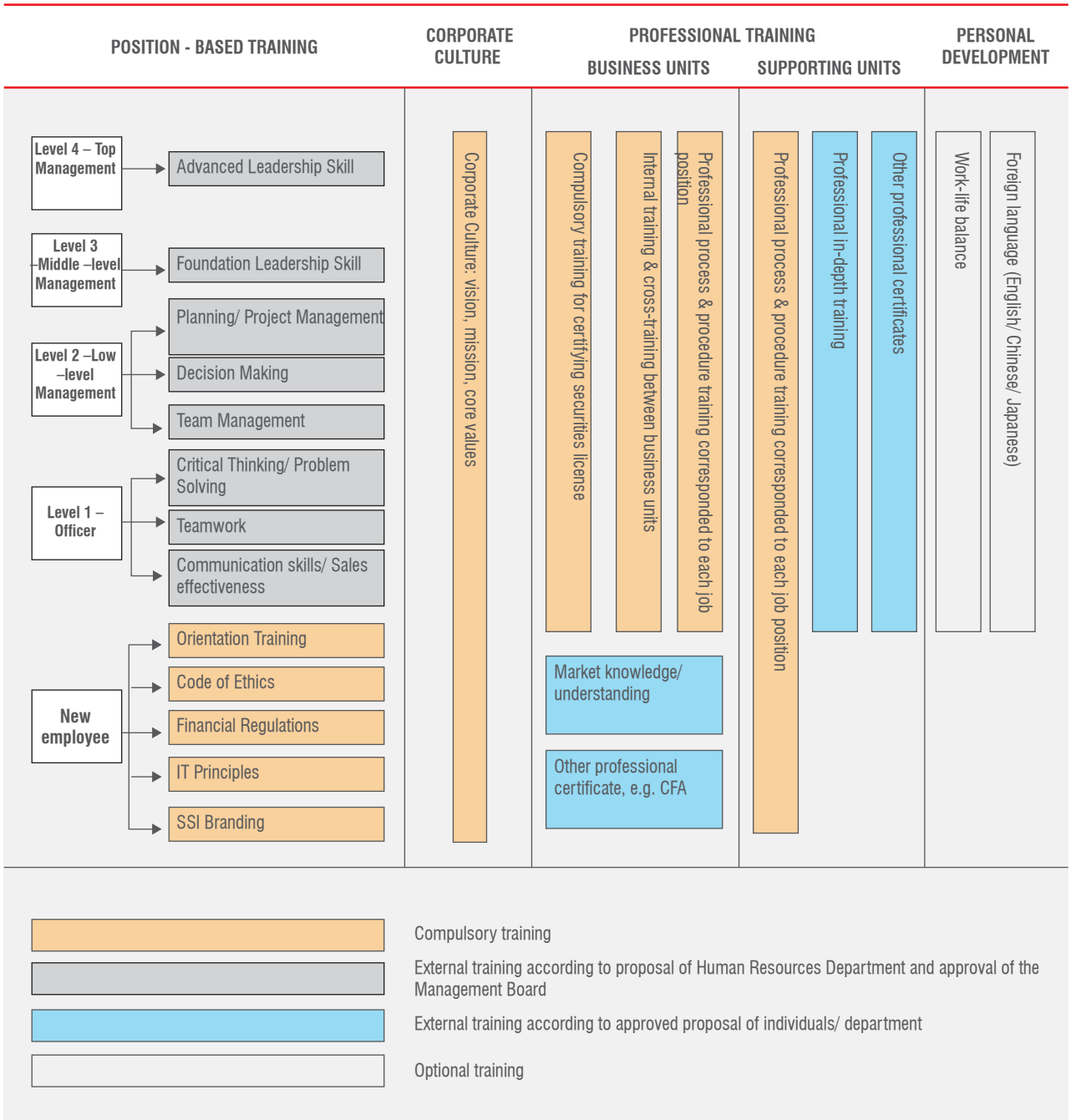
To maintain quality resources and strong SSI's culture, we always focus on creating a working environment in which every individual can explore and develop all potential capabilities to best contribute to the Company. We facilitate creativity, encourage new ways of thinking and doing, and are willing to offer opportunities for experiment and development for all SSI's members. This is our approach to preserve and nurture a human resource of high standard and flexibility, meeting market demand not only domestically but also internationally.


Statistics of new employees by education
2%
5%
93%
Doctor
Master
University
College


Statistics of new employees by age
25%
2%
73%
< 30
30 - 40
40 - 50
> 50

Human resource development continuously makes progress in professional knowledge and skills

Human resources are the main factor creating SSI's competitive edge. With the goal maintain its position as the leading financial institution in Vietnam market, reaching out to international markets, SSI focuses on the development of high quality staffs to meet the increasingly demanding market requirements. In addition to careful input selection, SSI encourages and creates the best conditions for all employees to develop comprehensively in terms of both professional qualifications and soft skills, appropriately to each job position and level via training courses under the Company's Training Platform:



At the beginning of employment, all SSI employees shall attend Orientation Training, and during employment term, on the job training is provided to ensure fulfillment of job requirements. With mechanism to encourage participation in professional training, as well as strict implementation of mandatory training regulated by the Securities Commission, SSI constantly increases the percentage of employees having Practicing Certificate, and other professional certificates such as CFA, ACCA, etc.

In 2015, the Company has organized and co-organized many professional training courses and sent employees to participate in compulsory training for a total number of 13,402 training hours (professional training) and 10,356 compulsory training hours. Internal training activities were promoted in Specialized Divisions throughout the system. The Company also issued separate policies for internal trainers to encourage individuals to cultivate and enhance sharing of knowledge and experiences within the organization. With experienced and enthusiastic internal trainers that always pro-actively update their knowledge, the internal training program held consecutively over weekends has received support and exerted a positive impact on the staffs.

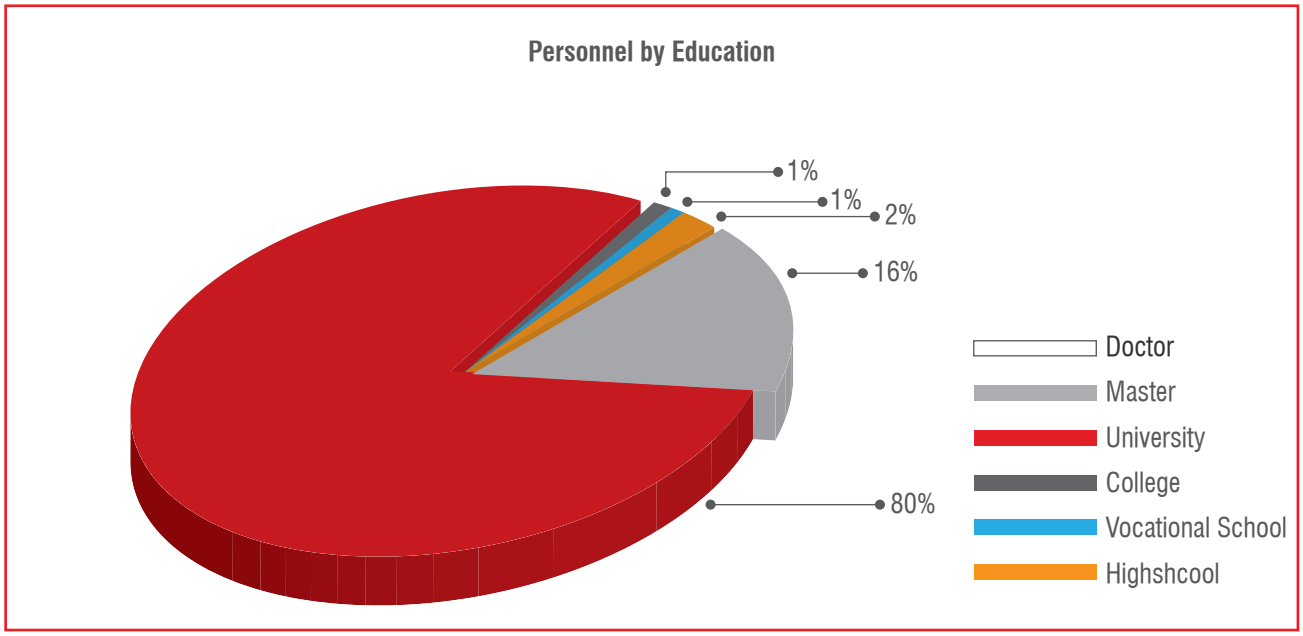
Continual organization of skills training for each group of dedicated staffs, training course on Leadership Skills, high-impact Presentation Skills or Power Sales Skills also contribute to inspire, motivate and provide additional tools for the staffs to improve work efficiency. In addition, participation in training courses also leads to team cohesion and enhances sharing of practical work experiences for members to better understand each other.

Diverse training plan in terms of professional training, skills and corporate culture is taken to ensure that employees are provided with understanding of not only fundamental knowledge but also the organizational culture, increasing employee engagement with the organization. Facilitated by the Company, every member always strives to build SSI to be an organization ready to share, learn and update.

SSI believes that its employees should have a solid understanding of core values and adhere to the ethical rules of the organization, so that SSI can continue to develop sustainably, to overcoming challenges as well as mitigating risks. Therefore, every year, SSI organizes periodic training on Code of Conducts chaired by the Legal & Compliance Division with the participation of all employees. At these training sessions, employees not only are informed of and updated with information but also can share and discuss actual cases encountered in order to minimize potential risks for each individual and the Company.

Not only focusing on traditional forms of training, internal training programs such as Gala 2015, Business Divisions' Review, Business Luncheon and a number of other internal activities also aims at enhancing information, updates, emphasizing corporate culture, facilitating exchanges between leaders and employees and among employees to share directions and views on building a stronger company, together creating a good working environment, thereby promoting individual 's highest capabilities to make contribution to the overall development the Company as well as one's self.

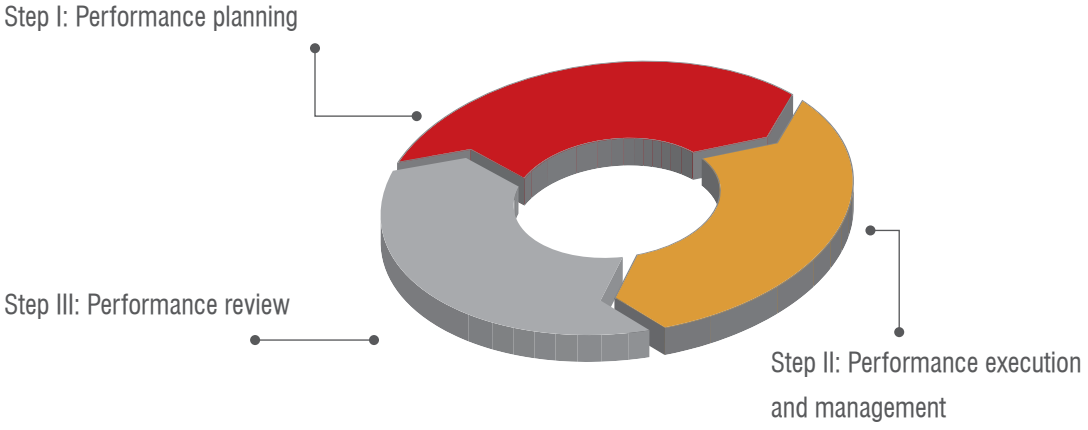
All these factors, from professional and soft skills to code of conducts and corporate culture, will come together and be fully reflected in employees' mentality and actions. These are also key components of the SSI HR brand - a dynamic, professionally competent, culturally aligned, constantly evolving and standardly complied SSI image. The Company consistently improve the staffs to maintain and further develop an increasingly more positive and professional HR brand.



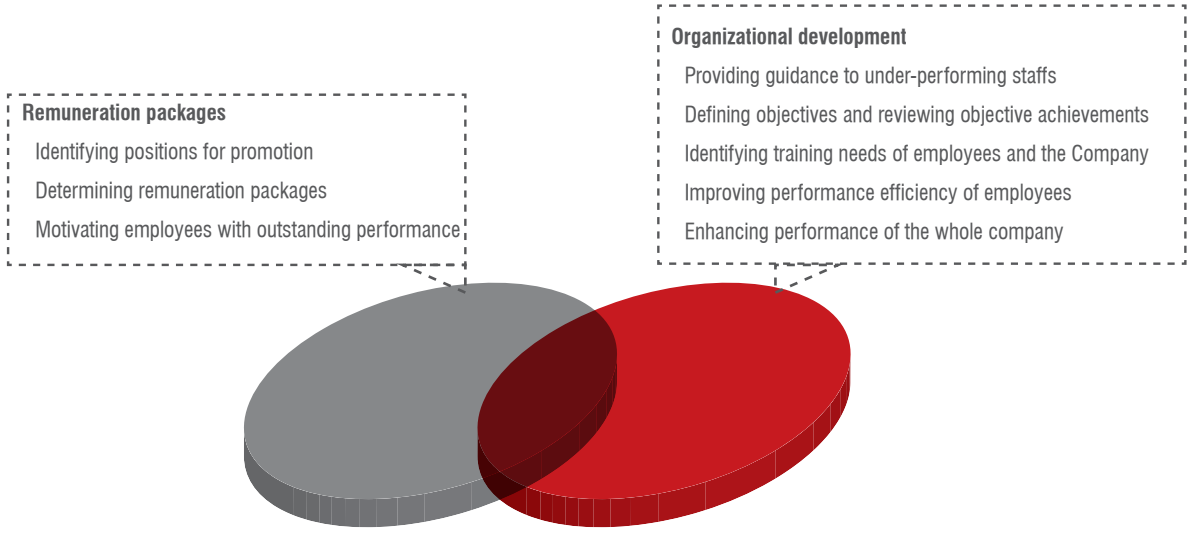
Fair performance evaluation system and merit-based income policy

SSI continues to develop a Performance Management System (PMS) to ensure equity and accessibility to employees at all positions. The evaluation system was developed to improve accuracy of the evaluation and ranking of employees based on actual annual performance, which is directly linked to personal rewards; and more importantly, each employee are developed an orientation for improvement and development of professional knowledge and skills through the establishment of goals for the review period. The online performance evaluation process allows for interaction and two-way exchange between evaluators and evaluatees, enabling employees' clear understanding of management expectations, as well as managers to know key aspects in staffs' work. This factor enhances job management skills, team management, and time and goal management for each individual, and also improves the efficiency of the whole organization. With a comprehensive and interactive assessment system, the Company also aims to motivate and encourage employees, both newly recruited, senior staffs and also management levels, to measure personal performance effectiveness and continue striving to conquer the next level of career goals

The Performance Measurement Process consists of three continuous, consecutive and revolving steps



Objectives of the Performance Measurement Program



Maintaining growth and economic stability of SSI helps ensure employees' vested interests through a market competitive compensation and benefit policy, reaffirming staff confidence and attachment to the Company, contributing to the goal of corporate sustainable development.

In 2015, SSI has maintained and developed the 3 Ps income model (Position, Person and Performance) in order to link income to contribution and work performance of each individual as well as ensure internal fairness, market competitiveness and employees' motivation. SSI continues to participate in Vietnam's most prestigious Salary Survey conducted by Mercer, and connect and communicate regularly with to renown consultants to receive proposals and policies to optimize HR efficiency. The company continues to provide supplemental health and accident insurance so that employees feel secured, sharing financial burdens in cases employees experiencing health care risks.

During the year, SSI has successfully issued 10 million shares under the Employee Stock Ownership Plan (ESOP), which aims to align the interests of employees and the Company; attract, maintain and motivate qualified staff to dedicate and make long-term commitment to the Company through: (I) providing other benefits for these staff in addition to salaries and bonuses, (ii) linking performance efficiency of employees with common interests and development of the whole company, and (iii) sharing benefits with the Company in achieving future success. In addition, the Program also raised additional working capital for the Company.

Furthermore, the overall benefit scheme of the Company also considers allowances such as per diem; gas allowance; telephone allowance, etc. to provide maximal support for staffs to fulfill their tasks. Additionally, during annual holidays, the Company always has appropriate welfare programs to celebrate and encourage employees, contributing to improve employee satisfaction and team spirit.

In 2015, SSI has spent more than 216 billion in salaries, insurance premiums, other benefits, performance-based bonuses following year-end performance review; of which performance bonuses accounted for a relatively large proportion.

Total direct costs for personnel in 2015	**VND 216,060,463,936**
Wages	VND 114,209,665,391
Social insurance - Health insurance - Unemployment insurance	VND 6,747,303,850
Other benefits	VND 30,854,409,822
Performance based bonuses - Commissions	VND 64,249,084,873

The Company continues to spend a lot of resources on health care for employees. In addition to raising awareness of health care and disease updates for employees, internal activities also aim to build a healthy lifestyle to protect and enhance the health of employees and their families. The Company has collaborated with the clean food suppliers to provide employees with a safe and quality source of food supply such as Ban Mai rice, Ba Vi clean vegetables and Hadico, etc., ensuring nutrition and health for employees. This model, which has been very received and trusted by staffs, will continue to grow stronger in the coming years.

Periodic health examination program is taken seriously, with a careful selection of prestigious and quality health care facilities in order to monitor the health of the staffs and ensure timely detection of health problems for early treatment plans. Health care information is tracked over the years and used as input data to design an effective supplement health insurance, helping employees feel secure in their work.

Towards Work - Life Balance

Placing top priority on work performance, but SSI Leadership also focuses on creating a balance between work and life for employees at all levels. SSI facilitates and encourages members to improve work approach to ensure the work required but still balance private life. The Company continues to implement policies to encourage employees to spend their vacations for energy renewal after periods of intensive work. In terms of management system, we are make strong improvement efforts to reduce overtime hours to allow employees have more time for family and still achieve targeted results.

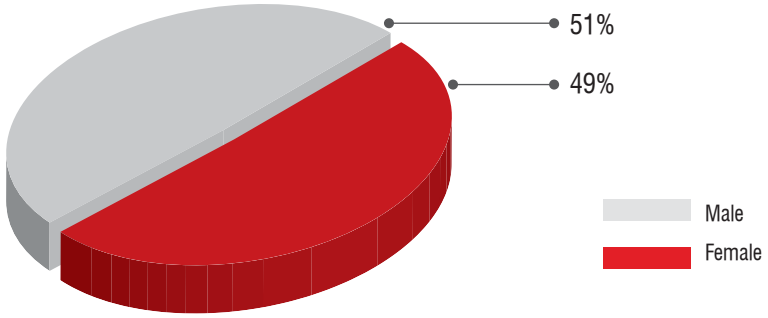
The Company also tries to create working environments and fair development opportunities between male and female staffs. The current gender proportion of SSI always remains equal. With female employees, the Company always complies with all regulations on female labors and creates favorable conditions for female employees returning to work post maternity. Understanding and sharing family responsibilities with employees, SSI believes that only when an employee rests assured of his/her family, the desirable performance can be achieved. Job sharing and backup personnels in cases of employees on sick leave, maternity, caring for sick family members are positively engaged by both leaders and employees.

SSI builds and nurtures the bond between the Company and employee families through activities such as SSI Family day where family members of employees join together for sharing and bonding. Such events help strengthen family affection of the staffs, and also the close link between the families and the Company.

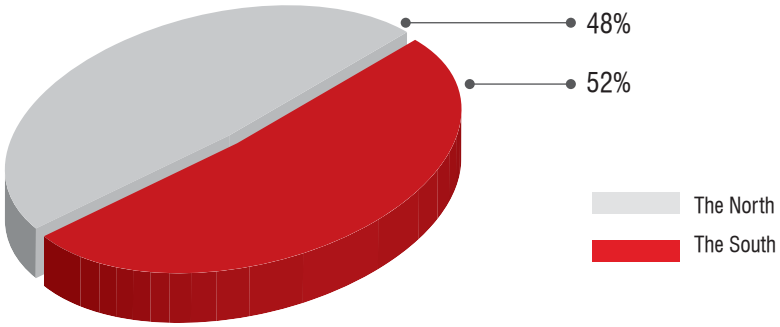
SSI staff activities such as 2 regional soccer teams, photography club, yoga or zumba clubs are encouraged by the Board of Management and welcomed by the majority of employees. With these activities, each member of SSI can pursue their personal preferences to relax after stressful working hours. Internal events such as the annual Gala where talents, forte and collective strength of SSI are showcased, provides an opportunity to bring more joys for the entire staff.

We aim toward sustainable development for both individuals and the entire Company. And to achieve such sustainability, SSI commits its best efforts for the creation of a work environment of life balance in many ways and will continue to study and develop policies and activities to achieve this balance.

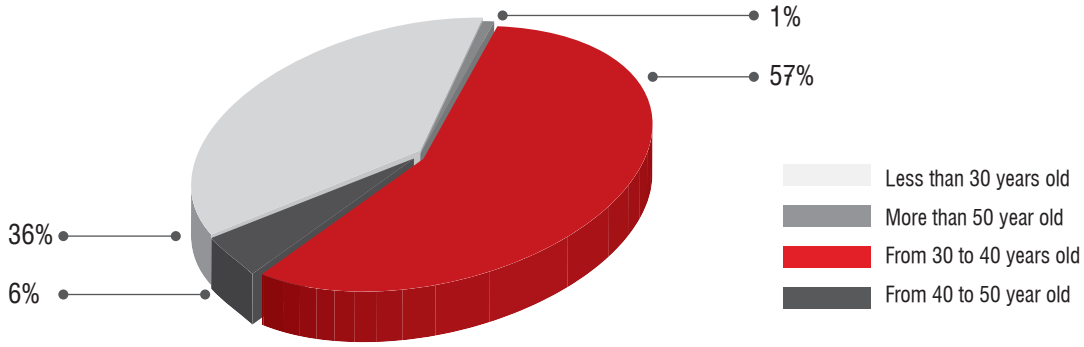
Personnel by Gender



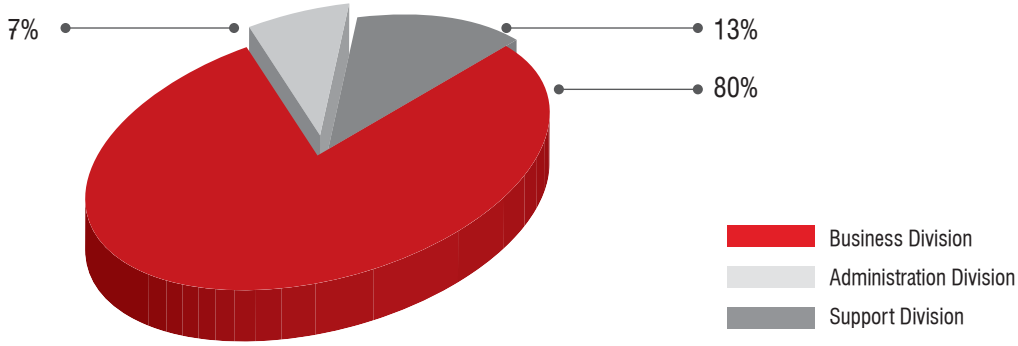
Personnel by Geographic Location



Personnel by Ages



Personnel by Functions



INVESTOR RELATIONS

With the goal to maximize shareholder's value, SSI places high priority to investor relations activities. Improving investor relations quality is an important and indispensable part of a listed company. In 2015, through several activities to increase information transparency, connect proactively with investor community and protect shareholders' interest, Saigon Security Inc. were able to maintain a strong relation with existing investors and reach potential investors. These activities contributed to the making of SSI brand across the region and in the world.



Information transparency

As one of the leading securities firms and a listed company, SSI places transparency to be the most important factor in its business operations. To ensure transparency in information disclosure for investors, SSI has developed a process to disclose information in a complete, precise and timely manner on important issues that can affect stock prices and investor's decisions. This process follows Circular 155/2015/TT-BTC of the Ministry of Finance guiding the disclosure of information on securities market.

Investors can assess and find more information on SSI through various channels:

- The Company website www.ssi.com.vn: the website provides complete and updated information on the Company's activities. On the designated investor relations page, investors will find announced information, financial data, meetings reports and other important information including Company Charter and Governance Regulations, etc. To facilitate understanding of the Company's development, the website contains information since establishment, in both Vietnamese and English for ease of use for local and international investors.
- To help investor gain knowledge of the Company's current status and make rightful investment decisions, the investor relations department provides investors with quarterly reports on business activities, explanation for revenue/profit volatility, and operations of each business line, via emails. In addition, investors can also contact the Investor Relations department or authorized staffs to attain information via: phone, email, or direct contact for accurate and timely response.
- Annual Report are published annually to provide a comprehensive view on the Company's strategy, financial status, operating results, management activities and sustainable development activities. SSI's reports consistently make the top 10 best annual reports, a ranking held annually by the Ho Chi Minh Stock Exchange.
- In addition, investors can find SSI's information through various public media channels.

Actively engagement with the investor community

Not only being active in disclosing information to increase transparency, in the last year, SSI also fostered its engagement to connect with the investor community, especially institutional investors.

In September 2015, SSI organized an "Investor Meeting" attracting the interest and participation of approximately 300 individual and institutional investors, as well as the press. At the meeting, Representatives of the Company directly and adequately answered investors' concerns and inputs.

SSI also welcomed many analysts from a number of international funds headquartered in Japan, Singapore, United States, and HongKong, etc. to visit and meet with representatives of the Company's leadership for discussion and exchange of development strategy, business operations, investment activities as well as other specialized economic and financial areas.

In addition, SSI's management board actively attended several conferences organized by investment funds and securities firms in and outside of Viet Nam, such as:

- The Euromoney Global Investment Forum in Ha Noi, September 2015.
- The ASEAN Conference organized by Macquarie Securities Group in Singapore, August 2015.



Protection of Shareholder's Interest

SSI always priorities the implementation of policy to protect shareholder interest and assure shareholder equality.

In order to provide shareholders with complete, accurate and timely disclosure of important information that can affect investment decisions, over the years, SSI has placed significant efforts into diversifying information distribution channels, consisting of website, email, public media, conferences, and annual reports, etc.. All information is available in both English and Vietnamese, assuring equal access to information for both local and international investors.

With regards to the rights to participate and vote at Annual GSM, election and dismissal of the BOD members: shareholders are always clearly informed on the meeting and voting process. Moreover, meeting materials are announced prior to the meeting, providing shareholders with sufficient time to study the information, and make informed decisions. Absentee voting policy is also applied.

The Company's Charter and Regulations clearly specify equal treatment to all shareholders without exceptions, and voting rights are exercised according to ownership percentage of shares.

In addition, over the past years, SSI has always maintained a 10% dividend payment to ensure a periodic and stable source of income for shareholders. Especially in 2015, in addition to 10% stock dividend, SSI's shareholder received bonus shares with the rate of 20%.

CORPORATE CULTURE

Over 15 years of establishment – a sufficient journey for SSI to develop corporate culture with signature characteristics and created a set of core values and brand identity. The firm's cultural values are an ingrained part of every activity conducted by, and carried out with pride by each SSI member, and they form and enhance a solid foundation toward sustainable development in the future.



It is the following set of 9 core principles that constitute the characteristics of SSI culture

1. The customer's success is at the center of all our effort
2. We deliver the best of the firm to every client and take pride in the quality of our work
3. Our shareholders and our staff are invested in us, and our aim is to maximize returns to them
4. We recruit, reward and nurture the best talent in the industry
5. We value and encourage initiative among our people
6. We will uphold the highest standards of integrity in all aspects of our operation
7. Teamwork is an integral part of our culture
8. We are committed to strengthening and improving the capital markets we do business in
9. We strive to better the communities in which we work

SSI's core business principles are always reminded in internal events, communicative media and internal training content. These principles not only orient SSI's operations and create sustainable value for the firm, but also incentivize and motivate individuals - as well as the organization as a whole.



Professionalism, creativity, responsibility, devotion to the organization; team-play spirit, sharing and co-operation are primary cultural values of SSI

SSI always gives prominence to team-play spirit and team-working effort to enhance performance. As a matter of fact, each person possesses a combination of strengths and weaknesses. When they are grouped together to discuss about an issue, it is their difference that contributes to better performance due to various ideas and innovations. SSI recognizes that a strong organization must be based on shared and co-operative spirit, as well as knowing how to maximize strengths and minimize weaknesses. As a result, SSI has put extensive effort in building a professional workplace - with employees desiring to become positive contributors to the SSI culture.

Timely and accurate information sharing is considered an essential element in building corporate culture of SSI

Understanding that the need of sharing information is essential to promote the overall development of the whole firm, SSI had strategy to develop internal communications from 2012. Having operated for 3 years, internal communications of SSI has successfully proved its important part in connecting company's members. Internal communications act as a connection among members of SSI. SSI Forum is maintained steadily with regular technical and visual upgrades to provide a place for experiences and emotions sharing from employees. Additionally, SSI Insider, published twice a week, with constantly- changing content and attractive appearance, is an effective source of information to consolidate SSI's culture.

Two-directional information sharing between management and employees is encouraged through internal referendum, direct electronic mail, online survey or intranet. Officials and employees can directly voice their opinions and ideas to their leaders in order to enhance SSI's overall performance. Board of Directors actively updates the business situation and new policies to employees through internal communication channels in order to guide accurate and update information throughout SSI. The information about the Company such as prizes or sponsor / charity campaigns are fully and timely informed on information channels to continue nurturing SSI pride.

Maintenance and development of rich spiritual-cultural life bring about unique style for SSI's corporate culture

GALA - Annual Meeting of SSI are maintained annually in the end of financial year (April) for all to look back at a year of operation, ponder about what was done and what was not done, since then have extra motivation to aim for the next year. This is an opportunity for members on all over the country to meet, communicate and participate in collective activities. Especially, with a nominated and voted award in the Company "Employee of the year", SSI glorifies individuals at every position, who have been and will continue to have the significant contributions to the overall development of the whole company. The honor helps to emphasize the core values of SSI and encourage further efforts of each SSI member.

Other community activities taking place regularly include photography, football, Chinese chess yoga and zumba which act as solidarity enhancers and facilitate workplace friendships. These entertainment activities also help SSIers relax after stressful working hours. In 2015, SSI also participated in many friendly sport contests, such as football, table tennis, tennis and so on, with other securities firms, banks and financial institutions.

SSI also repeatedly holds internal competitions and programs to celebrate major holidays and anniversaries common for SSI members such as International Women's Day, International Children's Day, etc. with interesting, creative and well-prepared content. These competitions are not only for SSI's employees but also their family members, which represents a perception that SSI has become a "Great Family" for everyone during holiday occasions.



SUSTAINABLE DEVELOPMENT REPORT



CHAIRMAN MESSAGE ON SUSTAINABLE DEVELOPMENT

Over the years, "Sustainable Development" has been proven not just a temporal trend. Studies show that Sustainable Development brings about benefits when considered together with business activities. And in turn, business can only be sustainable when Stakeholders of the Company also attain the sustainable development path. As a financial institution connecting capital to investment opportunities, SSI understands clearly its responsibility for the Market, Society, Community, and Partners in building a sustainable market.

As one of the Security Companies came into being at same time with the Vietnam Stock Market, SSI has grown along with the development of the market, and more than anyone else, the Company understands that a business will only sustain if the playground develops sustainably, from which, the community and society can reap benefits.

After 15 years, through its activities, SSI has made both direct and indirect impacts on the economy as well as the development of the stock market. These impacts include:

- Make positive contribution to the development of the stock market
- Support to promote capital markets through helping businesses' capital raising
- Support investors seeking investment opportunities and improving investment efficiency
- Enhance transparency and strengthen corporate governance
- Create stable jobs for workers
- Provide community support in improving the efficiency of agricultural production
- Provide community support in building schools to help build up younger generations.

In parallel with identification of business development opportunities, capacity building of skilled and professional staffs as well as competitiveness and corporate governance, SSI also faces both internal and external challenges with regard to legal compliance, market risk and information technology. Therefore, SSI must regularly assess the opportunities and risks to develop a sustainable development model for the Company.

For the Financial and Securities Market, in recent years SSI has always contributed ideas and inputs for amendments of Decrees and Circulars issued by the Government, the Ministry of Finance, and the State Securities Commission (SSC) to enhance transparency as well as the feasibility of regulations in the Securities Industry. Besides, SSI also actively contributes ideas to the SSC and the stakeholders in the development of new products for the stock market in order to promote the development of the financial market.

SSI could not have been able to achieve sustainable development without the support from Clients and Partners. SSI has always listened and understood the needs of Clients and Partners to develop products that are satisfactory while remaining in compliance with the laws. Regular interaction and sharing with Clients and Partners helped promote better understanding for the formation of strategic partnership and long-term development.

Viewing human resource (HR) a key to sustainable development, in the last 15 years, SSI has striven tirelessly to build an organization in which each member feels satisfied at work through the facilitation and promotion of work life balance; continuous training and personal development; endorsing compliance to achieve sustainable goals rather than mere short-term benefits. The strongest competitive advantages of SSI lie in the strength of resources, solid bonding and trusting throughout the entire organization, as well as the high commitment and professionalism of each member.

At SSI, education is a key to help people develop further, therefore beyond training programs for the company staff, the Company also focuses on the country's younger generations. Over the years, SSI has accelerated the construction of schools for disadvantaged children in remote highland areas to ensure that no child is left behind. In addition, SSI also collaborates with companies in the agricultural sector to improve quality of life for farmers and help them protect the environment.

Coming into the 16th year of the journey, SSI will continue to pursue the targeted mission and commit to bring sustainable development to the Company, Clients, Shareholders and Partners. I would like to thank for the companionship of all Clients, Shareholders, Partners and especially the entire Staff over the years. Accompanied by your continual support, SSI will continue to the next page with stronger and more solid development.

Chairman cum Chief Executive Officer

Nguyen Duy Hung



REPORT OVERVIEW

Sustainable Development Report is developed to summarize publications and evaluate sustainable development activities of Saigon Securities Inc. under the Strategic Orientation for Sustainable Development. 2015 is the 4th year Saigon Securities Inc. prepares this Report, and also the 2nd year the Report follows disclosure standards based on the Sustainable Development Report Guidelines, G4 version for the Financial Sector developed by the Global Reporting Initiative (GRI).

Report content

The 2015 Sustainable Development Report highlights the strategic orientation for the Company's sustainable development in the coming years and at the time reflects the results for important sustainable development activities in 2015. The report will provide Investors with a complete and comprehensive view of the Company's Vision, Strategy, as well as Activity-Specific Sustainable Development in areas of Economic, Social and Product Responsibilities.

The report covers the main contents are as follows:

- Message from the Chairman on Sustainable Development
- Report overview
- Sustainable development strategy
- Stakeholders engagement & Methods to determine the report contents
- Report on sustainable development activities in 2015

Scope & Boundaries of the Report

The 2015 Sustainable Development Report is an integrated document, closely linked with the Company's 2015 Annual Report and Financial Statements. The report has been published online at www.ar.ssi.com.vn

Reports are prepared annually in accordance with the accounting year, ending on December 31, 2015. Figures in the report were collected from actual operation data of SSI, at the Head Office and Branches/Transaction Offices throughout the country, from January 01, 2015 to December 31, 2015. Financial data in the report was referenced from the audited 2015 Consolidated Financial Statements.

The report reflects the operational results in 2015, and refers to the orientation and objectives of SSI on sustainable development in the coming years.

The report was prepared by the Sustainable Development Reporting Group - The Saigon Securities Inc., including members from a number of Divisions responsible for the information provided in the Report such as Investor Relations, Communications, Finance - Accounting, Secretary of the Board.

Methods to determine the report contents

SSI's approach to sustainability stems from economic growth targets in the long term of the Company, combined with the aim of developing business environment and the society, thereby contributing to the general development of the community.

Sustainable Development Contents are discussed with stakeholders in order to identify topics raised by interested parties. These topics are further evaluated and reviewed by SSI in relation to current activities, the Company's sustainable development strategy, from which key issues are identified for review, improvements as well reflection in the 2015 Sustainable Development Report.

Contact information

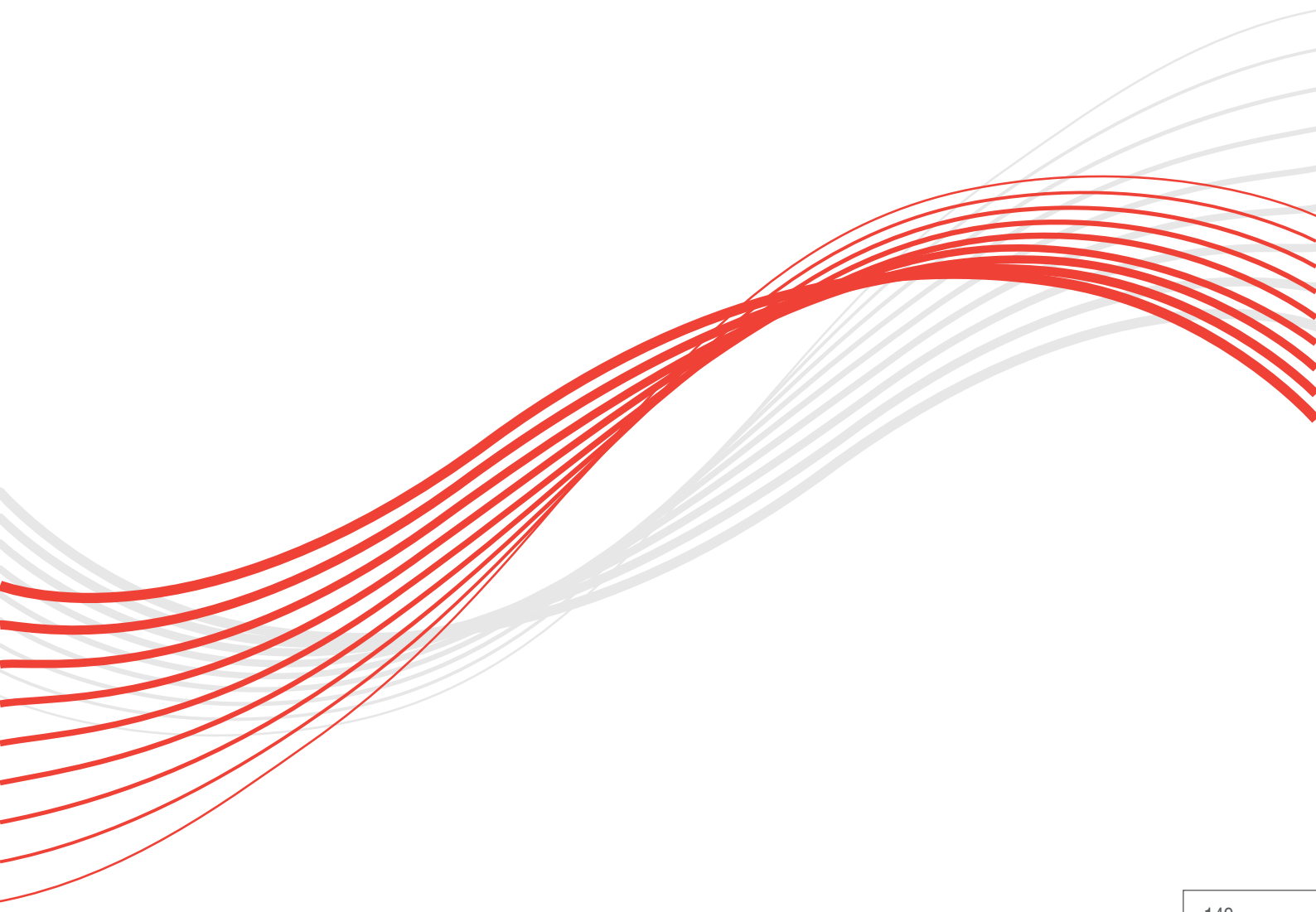
For comments or questions please contact:

Investor Relations

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Tel.: +84-4-38 3936 6321

Address: 1C Ngo Quyen, Ly Thai To, Hoan Kiem District, Hanoi



SUSTAINABLE DEVELOPMENT STRATEGY

Sustainable Development Model

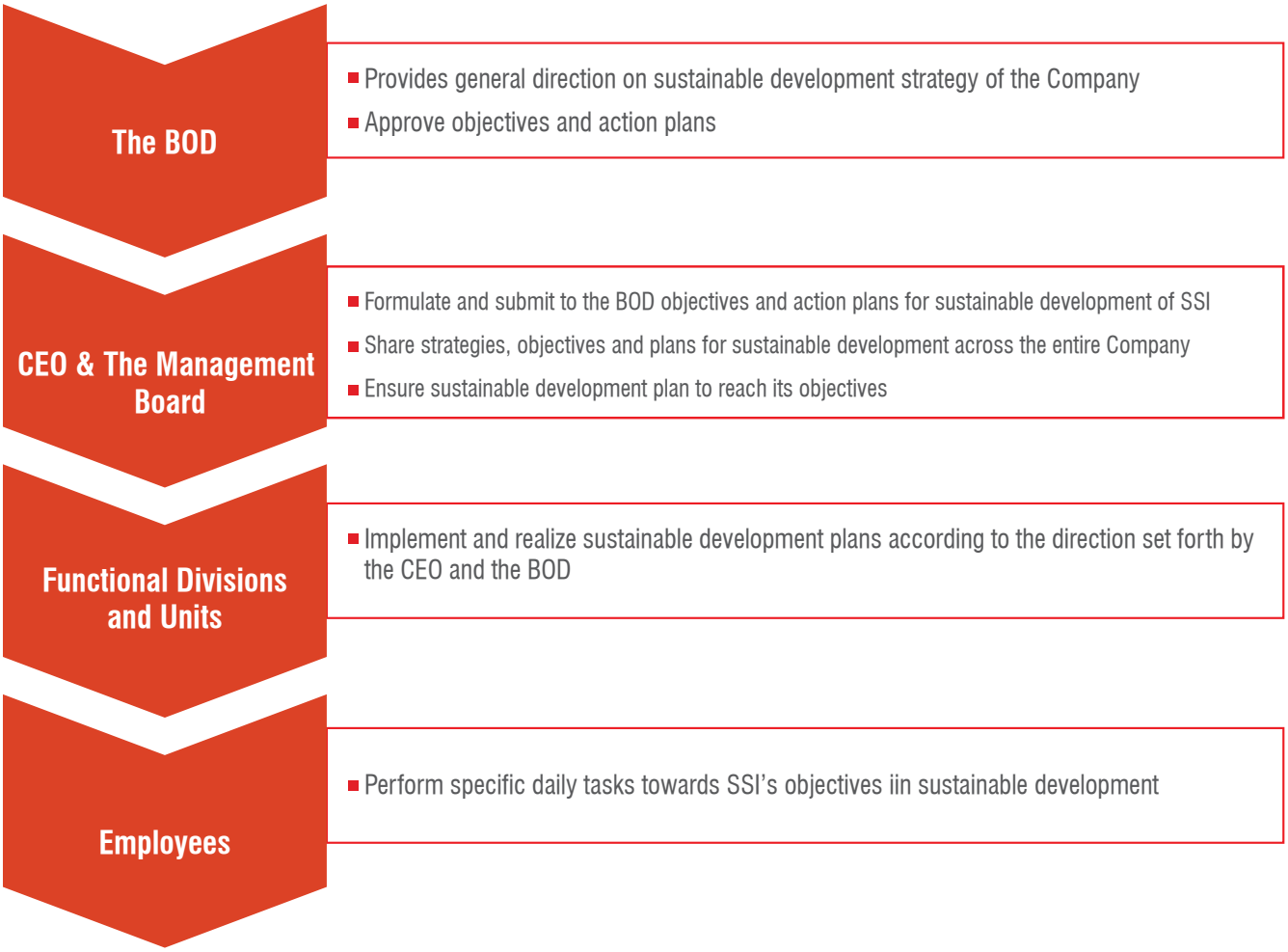
Along with the global trend, Vietnam enterprises become increasingly more interested in sustainable development activities. The concept of "sustainable development" is also increasingly expanding, not only limits to sustained economic interests, but also considers the interests of stakeholders, as well as the risks of potential long-term negative impacts. As a leading financial institution in Vietnam, SSI understands its responsibilities in aligning the vision and mission with the direction on sustainable development.

SSI's Sustainable Development Model

Create positive influence in the Company	- Attain stable growth - Guarantee income and economic benefits for employees - Care for employees' life - Emphasize team development, find and nurture talent in the team - Practice risk management and compliance control - Increase development motivations - Increase operational transparency
Exert positive impact on the market	- Maintain stable dividends for shareholders - Serve clients/professional investors - Contribute to market development - Increase capital mobilization channels - Join regional economic development - Comply with applicable Laws and Regulations
Create positive impact on society	- Fulfill responsibilities to the State - Share with the community - Protect the environment

SSI's governance model on sustainable development:

The Board of Directors (BOD) takes the highest responsibility for the sustainable development strategy of SSI. The CEO and BOD are in charge of formulating and implementing targeted objectives and plans, and share and ensure that sustainable development matters are understood and consistently carried out throughout the Company, from Units and Business Departments to each employee.



Strategic direction on Sustainable Development

SSI was established on December 30, 1999 with the vision of "The Business of Success". For SSI, success is bringing the optimally effectiveness for our Clients, Colleagues, Partners, Shareholders and Communities.

SSI is aware that a business cannot survive by only focusing short-term goals, long-term growth also need be considered. Therefore, in all activities of the Company, SSI always focuses on the development of a sustainable Market, Company, and effective contribution to the Community. In business, SSI focuses and dedicates its resources toward a solid growth in revenue and profitability over the long term. To achieve such results, SSI has always emphasized long term business direction, staff development, and improvements of competitiveness and governance. Transparency in business and risk management activities is promoted. SSI also joins with administrative bodies to build a professional and strong financial market, contributing positively to market development to help businesses access more channels to raise capital and investors a wider choice of investment products. Besides SSI also focuses on helping community development, training of the country's young generations as well as environmental protection.

Securities Services - one of SSI's core businesses - plays an important role in the society and economy through bridging investors' needs for asset management with the needs for capital of private and state-owned enterprises.

By raising capital through issuance of shares, bonds, and other financial products, SSI has provided consulting services and support for businesses to raise capital for investment in equipment, serving research and product development activities.

Fund management and asset management activities of SSI have been carried out through the provision of accurate investment information, vigorous consulting and development of new financial products, providing diversity and market fit; as well as meeting the different needs of individuals, businesses, institutional investors. From such activities, SSI facilitates cash flow by bridging between demand and supply of funding through the financial market and capital market. SSI has adequately fulfilled its important role for the society and economy in contributing to the sustainable development of the economy through the development of its funds raising channels. Thereby, problems faced by companies are solved, or researches on technology required for businesses' continual development are supported.

Investment activities of SSI focus not only on profitability and efficiency, but also towards the fulfillment of social responsibility. SSI and its associated companies push forward market delivery of products with safe quality and traceability as food safety presents a growing concern in Vietnam. Besides, SSI and investment companies in the agricultural sector is also very much focus on environmental protection, e.g. the utilization of straw to make organic fertilizer.

SSI believes in contributions through efficient operations, SSI will reap tremendous and more sustainable values, accompanying the sustainable development of Vietnam's financial market and bringing real value to the community today and tomorrow.



Principles Underlying The Sustainable Development Of SSI

With the mission "Connect Capital to Opportunities", SSI contributes to the development of the market and society through business activities, including diversification of investment opportunities for clients, efficient management of Investors' assets, focusing on the array of services with professional and high added value. Not only does SSI support businesses in need of advice on strategy and financial solutions, the Company also directly involves in supporting enterprises in governance.

With the aligned Mission of "The Business of Success", SSI's sharing of potential opportunities with clients, colleagues, partners and the community plays an important factor in accomplishing the set forth mission, as well as bringing about sustainable development to SSI and its stakeholders.



1. SSI commits to enhance client satisfaction with products and services meeting specific needs and offering optimal solutions to maximize performance for each client segments.
2. SSI preserves and develops relationships with partners and colleagues to work together in delivering optimal and sustainable efficiency to all parties.
3. SSI voluntarily fulfills corporate social responsibilities, jointly contributing to the development of the community. We focus on the development of education for the younger generations to foster future talents for the country. We join hands with the community in efforts to build a better society.
4. We endeavor to develop a professional work environment, where SSI employees - who create added values for shareholders - are encouraged, guided and supported to achieve the highest satisfaction in work and life. Our team is the most valuable assets of SSI.
5. To gain the trust of shareholders, SSI commits to absolute transparency in operations and information, continuing efforts to explore and develop for higher value creation.

Stakeholders Engagement & Methods To Determine The Report Contents

With the Vision "The Business of Success", SSI has continued to build and develop sustainable relationships with stakeholders in the business, in the process of decision-making, as well as the Company's long-term strategic planning. The involvement of stakeholders plays an important process to help the Company identify issues relevant to currently concerned and anticipated sustainable development, from which, key elements are identified for planning and implementation of activities necessary to meet such expectations.

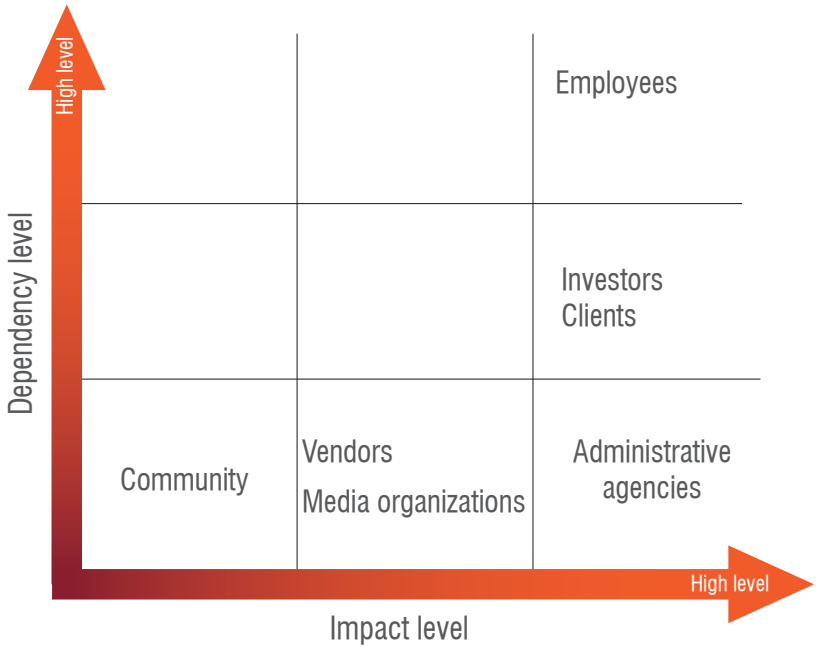
SSI uses a separate mode of communication, suitable to each stakeholder, to create conditions for the parties to be able to share most fully and genuinely issues they care about and expect. Following is a list of SSI stakeholders, communication methods and overview of a number of topics of interest:

Stakeholders	Communication approaches		Topics of interest
	Communication /meeting channels	Communication frequency	
Clients	Branches/Offices	Daily	■ Quality of products/services ■ Application of high technologies in products/services ■ Equal treatment to various types of customers ■ Quality of human resources in customer services and professionalism in service provision
	Website	Continuously	
	Information communication on mass media	Multiple times/1 year	
	Satisfaction survey	Monthly, quarterly, annual and ad hoc	
Shareholders	Annual shareholders' meeting	Once a year	■ Performance of the Company ■ Transparency in activities of the Company, information provided to shareholders with completion, transparency and honesty. ■ Shareholders' interest
	Investor conferences/seminars	Multiple times/1 year	
	Company on-site meetings	Multiple times/1 year	
	The Exchanges and newspaper publications	Continuously	
	Other communication channels (website, email, phone)	Continuously	
Administrative agencies	Meetings	Multiple times/1 year	■ Strictly compliance with Acts, Regulations and Guidelines set out by relevant authorities ■ Proper calculation of and complete tax obligation fulfillment of VAT ■ Corporate governance and risk prevention ■ Idea contribution for market development
	Annual report	Once a year	
	Monthly/quarterly reports as prescribed	Multiple times/1 year	
	Other communication channels (website, email, phone)	Continuously	

Stakeholders	Communication approaches		Topics of interest
	Communication /meeting channels	Communication frequency	
Employees	Internal communication	Continuously	■ Stability of work, development opportunities, work environment ■ Compensation, welfare benefits, healthcare benefits for workers ■ Training and development policies ■ Recruitment
	Company's recurring events	Quarterly/Annual	
	Internal meetings	Continuously	
	Other communication channels (website)	Continuously	
Vendors	Periodic meetings	Continuously	■ Process of choosing suppliers and payment arrangements with vendors ■ Transparency of information, ensuring fairness among vendors
Media organizations	Press conferences	Once a year or ad hoc	■ Information on the Company's operations, business results, and financial data ■ Sharing of market information, providing leaders/experts opinions on market situations
	Interviews	Continuously	
	Other communication channels (website, email, phone)	Continuously	
Community	Website	Continuously	■ Investment policy focusing on key areas of the economy and sustainable development ■ Charity activities, improving the quality of community life
	Company's publications	Continuously	
	Information on the media	Continuously	

From the list above, stakeholders are prioritized based on the extent of impact and extent of their dependent on the Company under the evaluation model as follows:

Model identifying prioritized stakeholders



SSI identified **Staff, Customers, Investors and Regulatory agencies** are **prioritized stakeholders** given their significant influence.

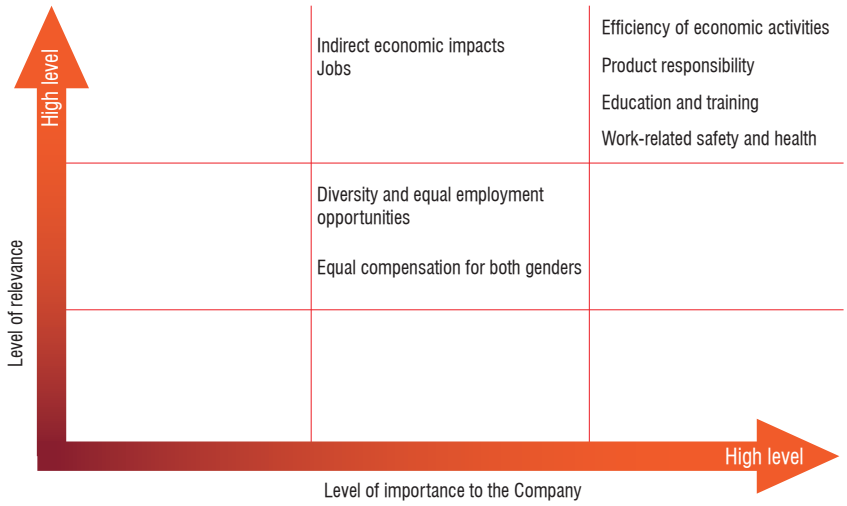
After identifying prioritized stakeholders, SSI conducted consultation to select key areas from the above mentioned, based on level of dependency and relevance to the company. SSI combined different methods of consultation to achieve the most comprehensive outcomes. First, SSI used online survey for mass consultation with staff, customers and investors. Information on this survey was publicly available on all channels of communication such as social network, internal bulletins, and internal forums. As a result, over 100 comments and feedback were received through the survey.

Some focused group interviews were conducted with representatives of investor, customer, staff and manager following the receipt of survey results to reach a more in-depth understanding of issues of interest by all parties.

In addition, major contents included in the report were considered based on the company's long term business strategy taking into account SSI's impacts on the economy, environment and society.

Consequently, key areas identified are as follows:

The model to identify key areas



SUSTAINABLE DEVELOPMENT ACTIVITIES IN 2015

Corporate Governance towards Sustainable Development

Corporate governance at SSI aims toward good governance practices in the world, which is mainly from the International Finance Corporation (IFC) and compliance with provisions of Legislation on management of public company towards long-term development objectives, bringing about benefits for stakeholders and contribute to the society.

The Company Charter clearly distinguishes shareholder ownership and management rights, and assigns authority to divisions of business management structure together with obligations and effective monitoring measures.

Annual GSM elects a Board of Supervisors on behalf of shareholders to supervise the activities of the BOD and Executive Management Board in compliance with the Laws, Company Charter and decisions of the GSM.

The BOD is the top executive management body of the Company and is comprised of 06 members, of which 02 are independent members. The BOD appoints members in charge of Internal Audit and Risk Management to assist the Board in monitoring and supervising the implementation of policies issued by the AGM and the BOD. The BOD oversees and evaluates activities of the Board of Management in the company's daily operations.

Transactions with persons of concern are closely monitored on the basis of fair and voluntary contracts. The Company applies necessary measures to prevent persons of concern to interfere with the Company's operations and damage the Company's interests, to conduct transactions imposing losses of capital, properties or other resources or control the Company's purchases and sales of goods or price manipulation. Data on transactions with related persons is disclosed in the financial statements of the Company.

Information transparency is considered to be an important goal in corporate governance. The Company focuses on information disclosure, publicizes their activities for investors and shareholders to exercise the right of inspection and monitor.

Compliance control

Compliance control in the Company is carried out through the oversight of the BOS for the BOD and the Management Board; the BOD for the Management Board. At managerial level of daily activities, the Management Board has an Internal Control Department and Compliance Control Department to implement compliance activities in the Company.

Compliance control is considered an important task of the Company. A number of measures taken to prevent compliance risks include:

- Designing processes and operational structure with cross-checking mechanisms between individuals and departments
- Improving compliance awareness of employees
- Establishing inspection and internal monitoring system
- Applying strict discipline for violations of the Company's regulations

At SSI, business processes and operational apparatus designed for the purpose of cross-checking to strengthen inspection and supervision of internal and limit the abuse of power and early detection of potential irregularities.

The Internal Audit is stationed at the Head Quarter, performs the function of controlling units under the Company to ensure the operation of departments and staffs strictly complies with all provisions of the relevant laws, regulations and business processes. Specific contents of daily control mainly include inspection and monitoring of compliance with provisions of laws, the Company charter, decisions of the GSM, the BOD's decisions, regulations, business processes, risk management processes of the Company, relevant units and certified staffs; monitoring the implementation of internal regulations, potential operational conflicts of interest within the Company, especially for business operations of the Company itself and personal transactions of employees; monitoring the responsibility fulfillments of officials and employees in the Company, partners' accountabilities for authorized operation. The report on control results is sent to the department heads to obtain inputs from those held under control, then sent to the BOD, Heads of related departments and under controlled departments.

The Company's Legal Department performs the function of legal consultancy, inspection and supervision of product launch, processes and internal regulations as well as the Company's transactions with third parties to ensure lawful compliance, mitigating legal risks for the Company. The Legal Department is also responsible for updating newly issued legal documents to the BOD, Management Board and relevant departments, to study the impact of legislation in the draft stage to be issued on the Company's activities for appropriate preparation

Risk management system

SSI has developed a complete risk management system including HR, risk management processes and tools to support risk management, aiming to reduce several unstable fluctuations in the Company's cash flows and profits, generated by the instability of interest rates, exchange rates, commodity prices and price volatility of securities or other business activities.

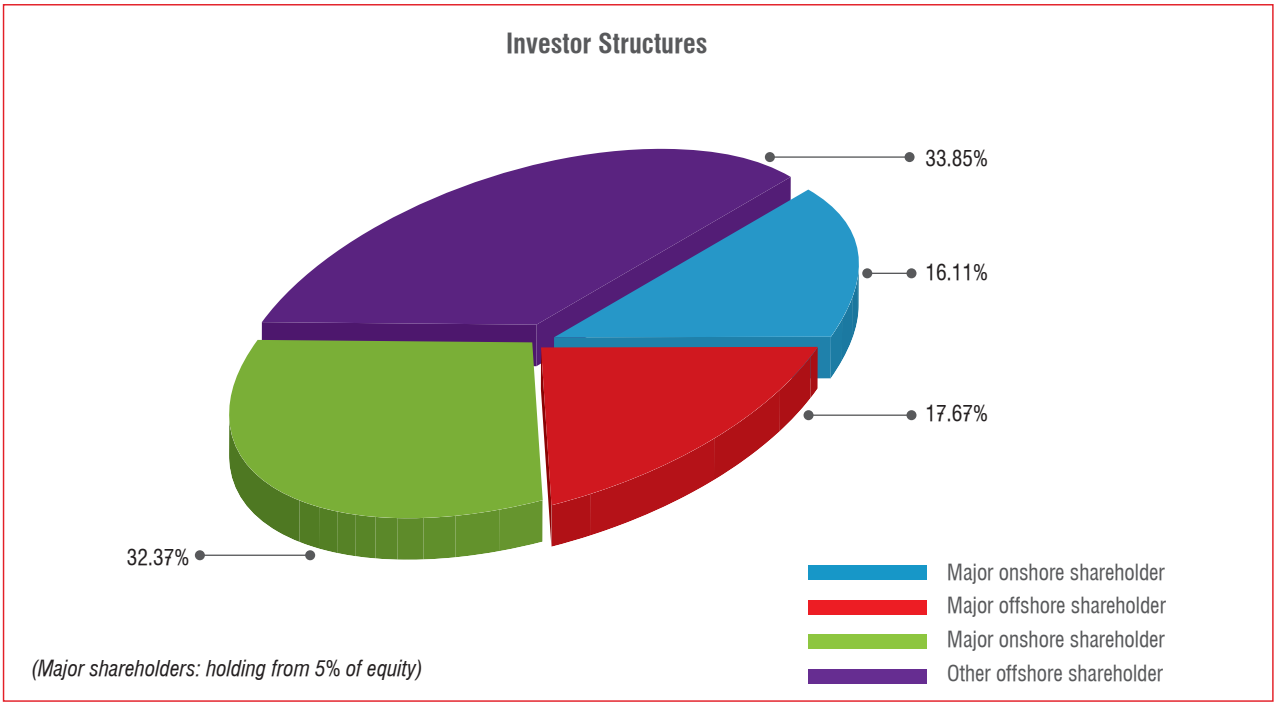
Regulation on risk management assigns responsibilities to departments in the risk management system of the Company from the BOD, Risk Management Sub-Committee of the BOD, the Management Board, the Risk Management Department under the Management Board, and other individuals and units of the organization.

The governance system determines measures to handle significant risks that can greatly affect business operations of the Company, including operational risk, market risk, settlement risk, liquidation risk, compliance risk and transaction risks with related persons, the risk of human resource management and information technology.

Risk management policies are developed in writing, ensuring that all employees and departments within the Company can access, grasp and understand their responsibilities in risk management activities of the company.

Implementing prudent risk management policies, in 2015, SSI practiced a low risk appetite and did not encounter any significant losses prompted from arising risks.

Investor Relations



(Major shareholders: holding from 5% of equity)

Dividend policies

The Company maintains stable annual dividend policy toward balance of interests, partially meeting the demand for return from investment of shareholders and maintaining a cumulative funding for the Company development in the long run. In 2015, the Company issued additional shares to increase its charter capital from and stock dividend payment totaling 30%. By December 31, 2015, accumulated retained earnings and surplus equity capital can be used for business operations of the Company reached VND 1,261.2 billion (Source: Audited Separate Financial Report 2015).

Mechanisms for information exchange with Shareholders & Investors

The Company actively provides information to investors through the official website at the address www.ssi.com.vn and the information disclosure channels of HOSE, where the Company shares are listed and the information disclosure channels at the SSC.

The information published, including periodic information on quarterly, semi-annual and annual financial statements and financial adequacy ratio.

Irregular published information is of important nature that could affect the Company's operations and investors' assessment of the Company as stipulated in the Information Disclosure Guidelines. The Company ensures that information is provided to investors accurately and timely.

Annually, the Company actively reaches out to domestic and oversea investors through seminars, introducing investment opportunities in the stock market.

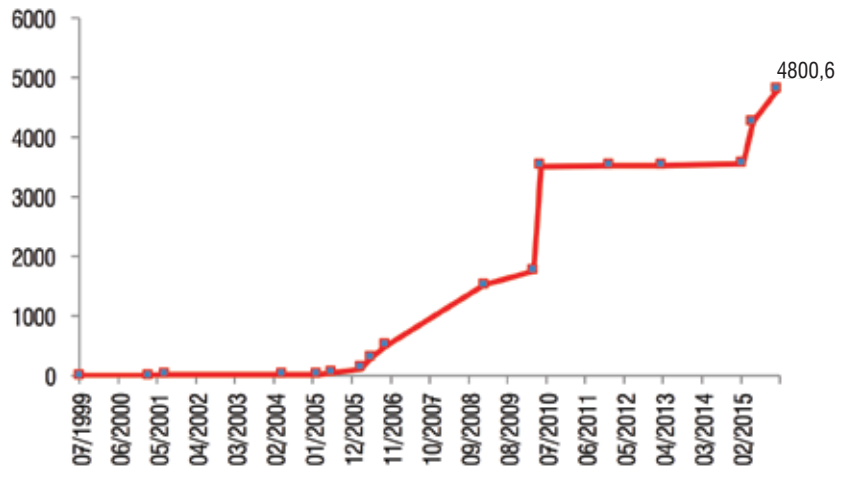
Annual Reports, also serving as a channel for updated and complete information of the Company's activities are published periodically in both English and Vietnamese. The Company provides Annual Reports at http://ar.ssi.com.vn/ for better access of both domestic and foreign visitors.

On the other hand, shareholders and investors can request the Company to provide public available information. The Company announces details of the Person in charge of information disclosure and the Investor Relation Department as well as direct communication channels, via the website, email.

Sustainable Economic Growth

SSI was founded in late 1999 as one of the first three securities companies established in Vietnam, as well as the only private securities company at that time. After 15 years of operation and development, SSI has become the largest Securities Company in Vietnam by market capitalization, with the charter capital of VND 4,800.6 billion – approximately 800 times higher than the time of establishment, the total assets at 2015 year-end reached VND 13,397.5 billion. SSI has developed an effective and transparent business strategy, always putting the interests of the Company in harmony with those of the Community and Society. Not only striving to achieve business goals, SSI joins with State management agencies to study and form constructive solutions for market development, as well as ensures the tax duty to the State.

Charter capital increase through years (VND Billion)

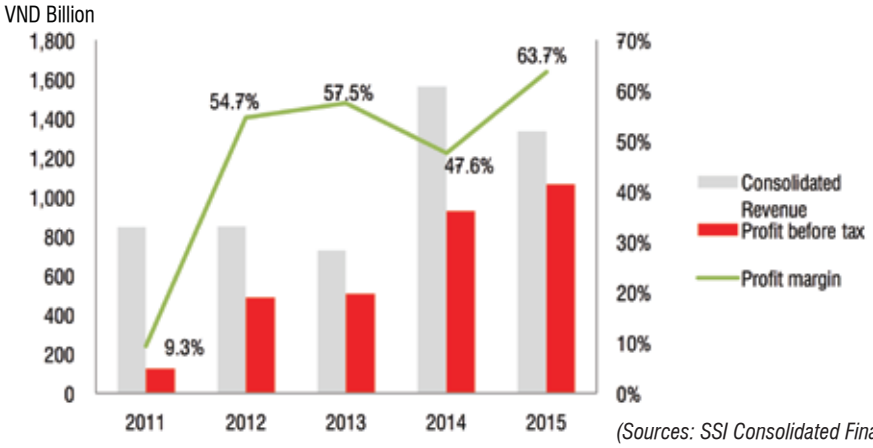


(Sources: SSI)

Effective business contributes to State Budget

In 15 years of existence, SSI has always striven to achieve positive business results, reaching the business plan adopted by the GSM. In the last 4 years, revenues and profits of SSI consistently achieved high levels, maintaining stable stock price over long periods of time at more than 2 times the par value. Specifically, consolidated sales at 2015 year-end reached VND 1,333.9 billion - 101.21% of the business plan, and profit before tax was VND 1,064 billion - 104.21% of the business plan and up 14.6% compared with 2014.

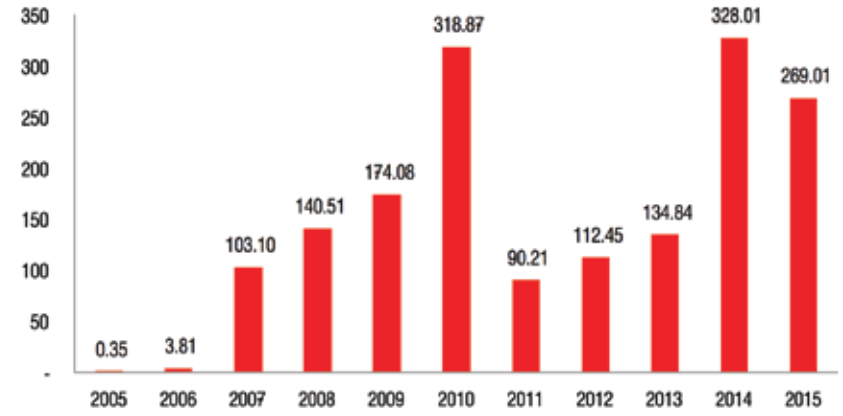
Income statement 2015



(Sources: SSI Consolidated Financial Report 2015)

The Company always fully complies with tax obligations and other amounts payable to the State Budget, increasingly over the years. In 2005, SSI fulfilled the obligation to pay the State budget, reaching VND 347 million. In 2006, the amount was VND 3.8 billion. 2007 and 2008 - the two years that SSI received tax incentives when becoming listed on the stock exchange, but the tax payments of SSI still amounted to VND 103 billion and VND 140 billion respectively. From 2009 to date, despite the global economic downturn where Vietnam's economy, especially the stock market has been quite heavily affected, SSI continued good capital management for the Company and Investors, ensuring security and profitability, contributing regularly to the State Budget.

SSI's tax contribution to the State Budget (VND billion)





Success in connecting capital to investment opportunities

SSI's activities focus on helping enterprises mobilize capital through the stock market, contributing to the formation of a distribution channel of capital and long-term capital market mechanism for the economy; contributing to explore and mobilize resources, promote economic development; contributing to faster economic progress toward transparency, openness, fairness and flexibility.

In 2015, SSI released further successful advisory services for Bonds and Certificates of Deposits for a number of enterprises such as An Phat Plastic and Green Environment JSC (AAA - HNX), Vietthang Aquafeed Joint Stock Company (VTF – HOSE), HDSaison Finance Co. Ltd., Vietnam Home Credit Finance One Member Co. Ltd., VPBank Finance Co. Ltd. with a total value of VND 1,492 billion; for equity-linked bonds of Novaland Group JSC (Novaland - OTC), Hung Vuong Corporation (HVG - HOSE), Digitalworld Corporation (DGW - HOSE), Interfood Shareholding Company (IFS – OTC), etc. - with a total par value issued of over VND 3,020 billion. SSI also provided consultancy for equitization of 2 large state-owned enterprises under the Ministry of Construction: The Housing and Urban Development Corporation (HUD) and the Housing and Urban Services Co. Ltd. (HUDS). In addition, SSI has successfully brought 7 businesses public in 2015 through consultancy; provided consulting services on distribution, registration, custody and transfer of deposit certificates, totaling VND 1,000 billion.

Proactive and positive participation in the market construction

Not only strictly and fully abiding to all State regulations on securities and other relevant legislations, SSI also actively and positively contributes ideas to develop legal writing on the stock market, enhancing the practicality and quality of state agencies' documents.

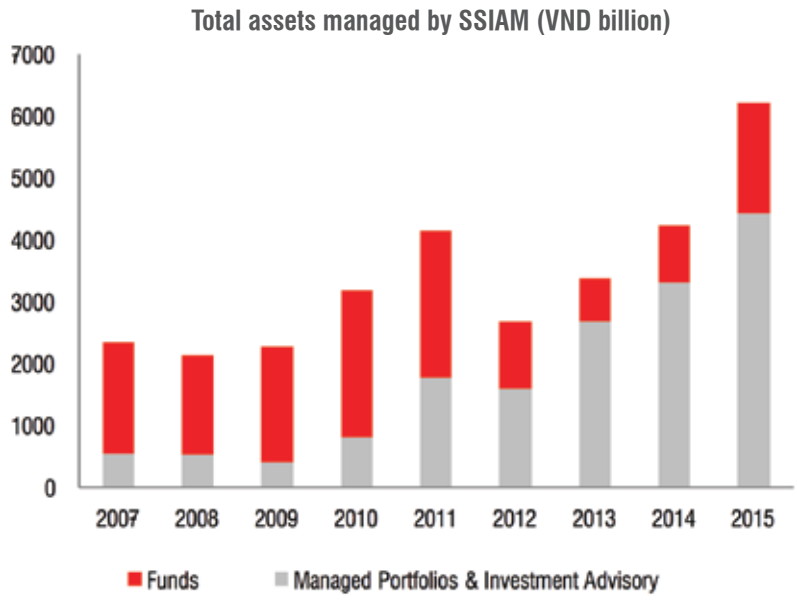
In 2015, SSI contributed inputs to the Ministry of Finance and the State Securities Commission in the process of issuing or developing the revised draft regulations relating to current products (open-ended funds, ETFs and REITs), creating more favorable conditions for the operation of these products, such as Decree 60/2015/ND-CP guiding the implementation of a number of articles under the Securities Law, Circular 15/2016/TT-BTC amending a number of articles under Circular 183/2011/TT-BTC guiding the establishment and management of open-ended funds, regulation on clearing activities, payments and Securities Trading Operation Regulation on swaps, registration, custody, clearing, ETF rights execution, etc., Decree 42/2015/ND-CP on derivatives and derivative market, Circular 11/2016/TT-BTC guiding a number of articles under Decree 42/2015, enabling fund management companies and ETF investors additional hedging and liquidity tools, and increase liquidity and raise capital for ETFs. SSI also regularly participates in regular meetings of the Vietnam Bond Market Association (VBMA), contributing inputs into the development of bond market in Vietnam.

In addition, SSI actively participated in a series of events launched by HOSE commemorating the 15th anniversary of the establishment of Vietnam's stock market; provided inputs to the Exchange and Central Depository for the completion of transaction systems, payment systems and testing, system testing prior to final launch; upgraded trading system for compatibility with new regulations, new products, new indicators consistent with each stage of market development, bond specific trading system, detailed client account management system at VSD, connected payment information between VSD and custody members, etc.. SSI also served as the commissioner of the HOSE index, actively contribute ideas to develop new market products such as derivatives.

Safe and transparent management of investors' assets

Although the competition among securities companies has been fierce in recent years, SSI has always insisted on the principle of client respect, legal compliance, to not only ensure profit but also to protect investors' assets, building a transparent securities market. In recent years, SSI has effectively managed assets for investors both nationally and internationally, contributing to maintain investor trust in the stock market, developing a stable economy. By the end of 2015, SSI was managing over 80 thousand customer accounts safely and confidentially.

SSIAM has been putting tireless efforts to mobilize new assets under management of clients, as well as effective management of existing capital assets. By the end of 2015, total assets managed by SSIAM reached VND 6,212 billion - an increase of 47% compared to 2014 - continuing to assert the role of SSI in managing assets for investors.



(Sources: SSI)

Investment in core values, contributing to sustainable economic development

In addition to directly generating economic benefits, SSI, through its associated companies also contributes significantly to the State budget. By the end of 2015, SSI has 3 associated companies: The PAN Group JSC. (PAN – HOSE), Dong Nai Port JSC. (PDN – HOSE), Vietnam Fumigation JSC. (VFG – HOSE) - these are leading companies in their respective industry with stable revues and profits, high dividends and quality products which earn their competitiveness in the market. With the philosophy to work closely with joint ventures, SSI has sent staffs to represent SSI in these companies' Boards of Director and Board of Supervisors to improve their governance, efficiency and cost restructuring. In addition, these companies also actively seek partners for developing value chains and promoting their values.

SSI targets investments on key and sustainable industries of the national economy with environment friendly solutions. Although SSI operates in a sector which does not directly impact the environment, the Company still perceive the responsibility to collaborate with the community in preserving a clean, safe and sustainable environment for future generations. This is the reason why all companies which SSI invests in have formulated their own sustainable development plans and management processes in line with international standards and commitments of environmental protection.

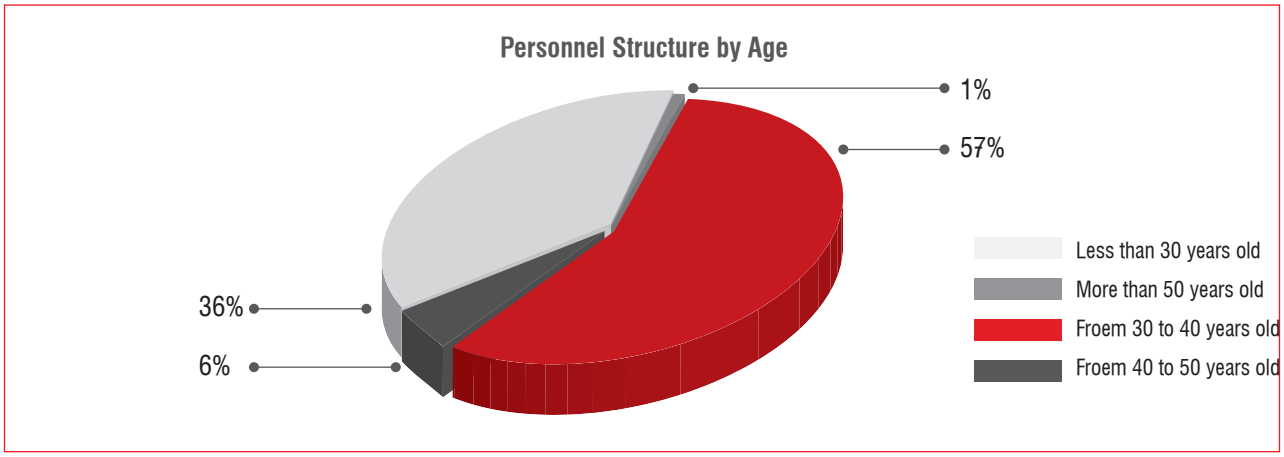
Team cohesion for sustainability

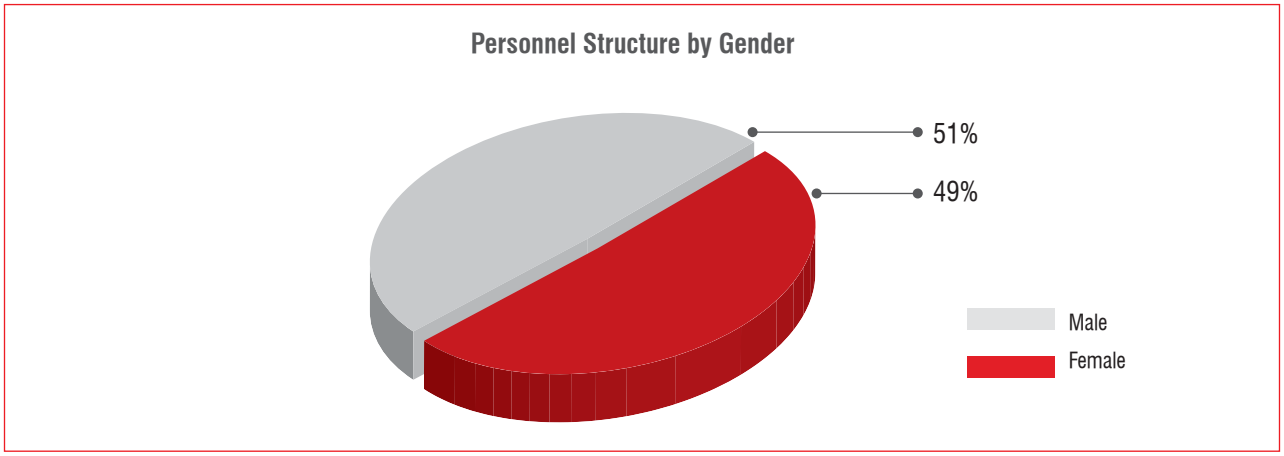
SSI believes motivating staffs can help to enhance customer satisfaction, thereby increasing added values for shareholders and partners. SSI has applied various approaches to ensure every member can stay happy at work and maintain a work life balance. By valuing this balance, SSI has, in effect, made families and friends of SSI staffs become part of SSI proudly. This has improved connection between each staff and the team, creating a strong bond for SSI's sustainable development.

Corporate culture is especially highlighted by SSI in our development on the basis of established core values. Such culture is indicative of SSI's features, philosophies and also incorporated in the company's strategies to date. It has shaped the spirit of SSI and each employee, which has continuously been nurtured, engaging all staff in the common development.

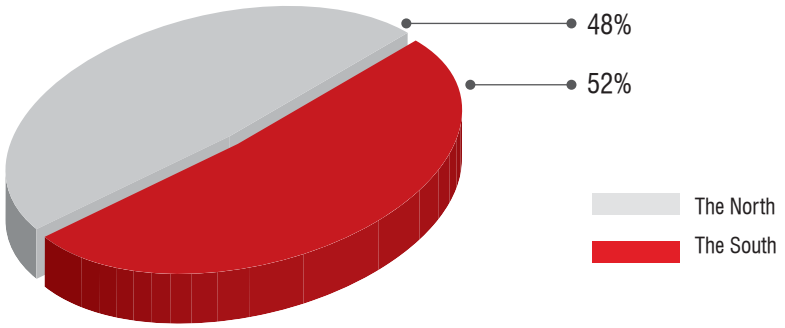
Personnel structure

Up to December 31, 2015, the total number of SSI staffs is 616 people, of whom those holding undergraduate and postgraduate degrees account for a dominant majority (96%). SSI possesses a young and well-trained labor forces who continuously improve themselves through practical experience. SSI staffs always update knowledge to stay current with industrial trends and create added values for customers.

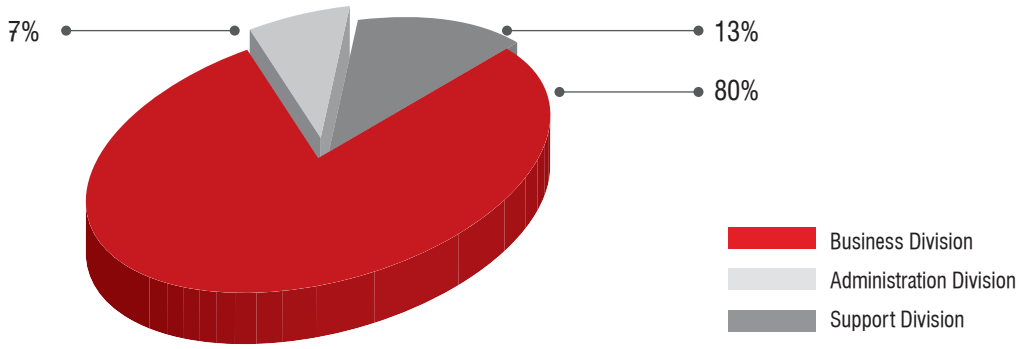




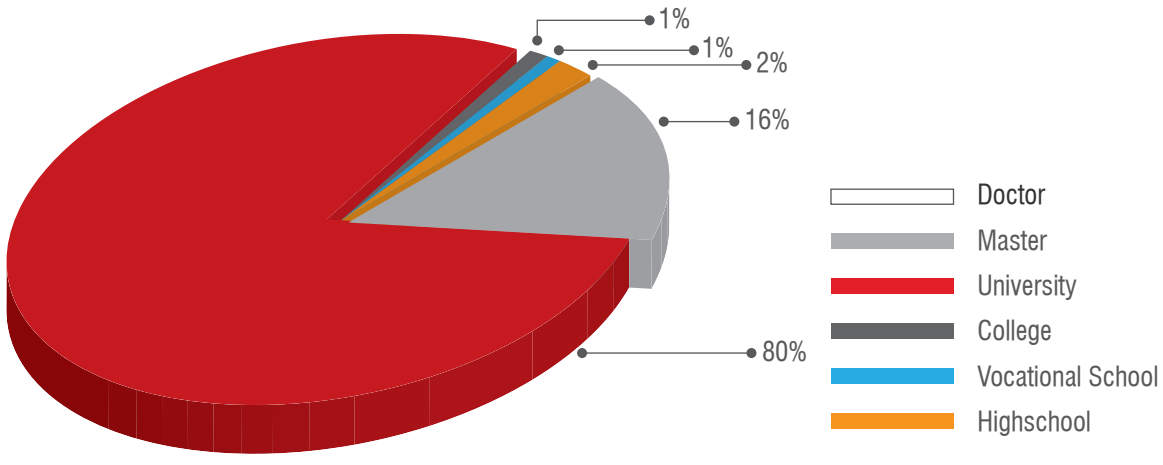
Personnel Structure by Geographic Location



Personnel Structure by Function

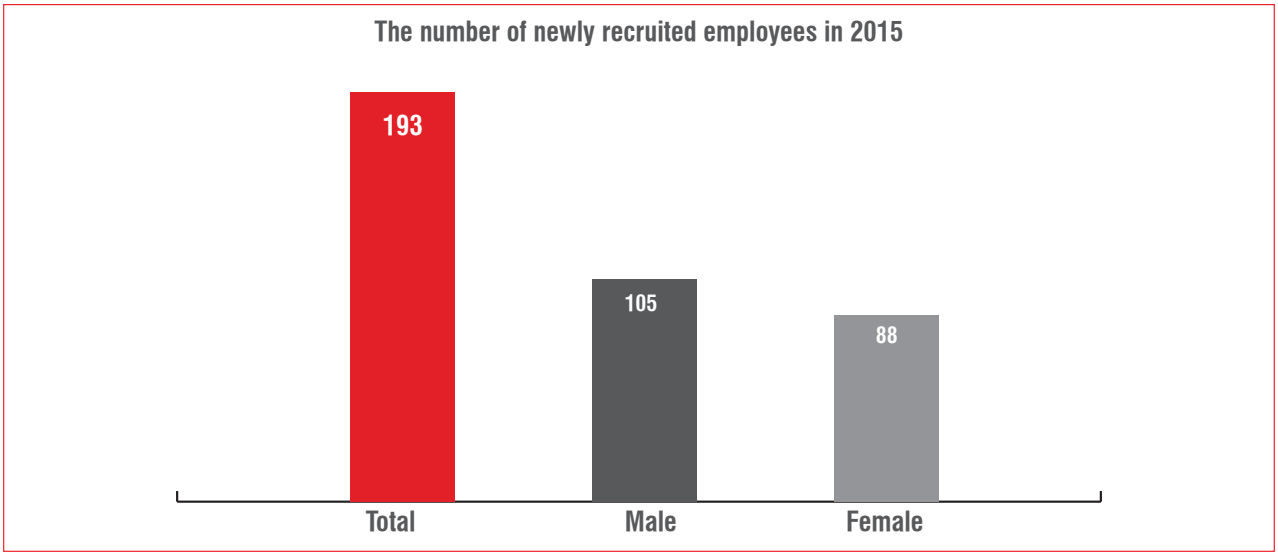


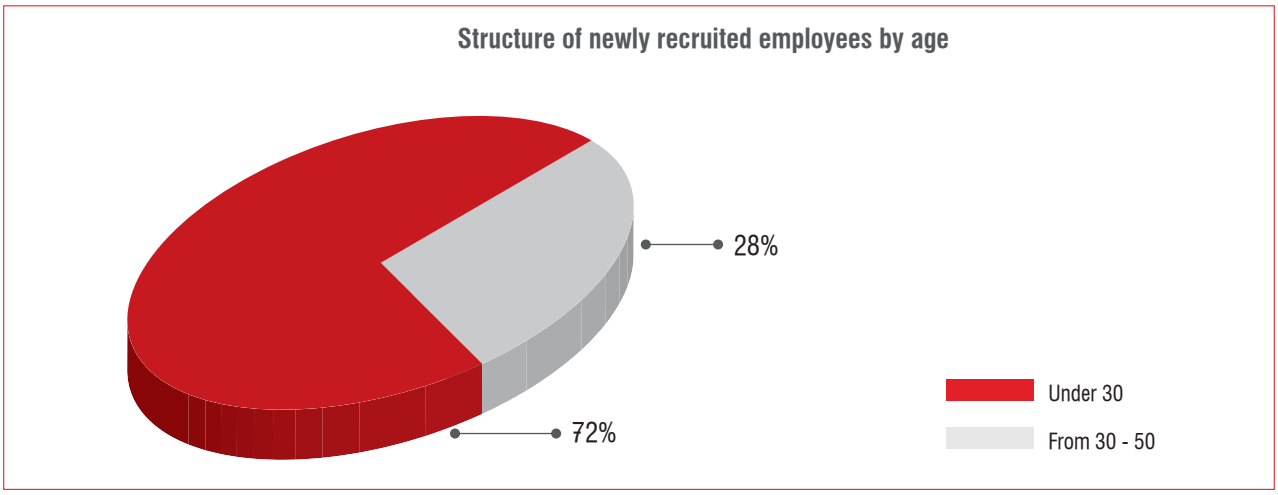
Personnel Structure by Education



Recruitment approach

In SSI, we aim to become a "cradle for talent development". SSI offers equal opportunities to all applicants, from new graduates to those experienced in the financial market. SSI is willing to provide training and opportunities to encourage employees to challenge and fulfill their potentials. In 2015, SSI recruited 193 new members to strengthen human resource and replace retiring and resigning staff with a reasonable diversity of age and gender.





SSI's modus operandi is to offer a working environment where every individual can fulfill their potential. To retain the status of Vietnam's leading financial institution with enormous potential to expand regionally in Asia, SSI focuses on attracting outstanding individuals with international qualifications and skills to develop with.

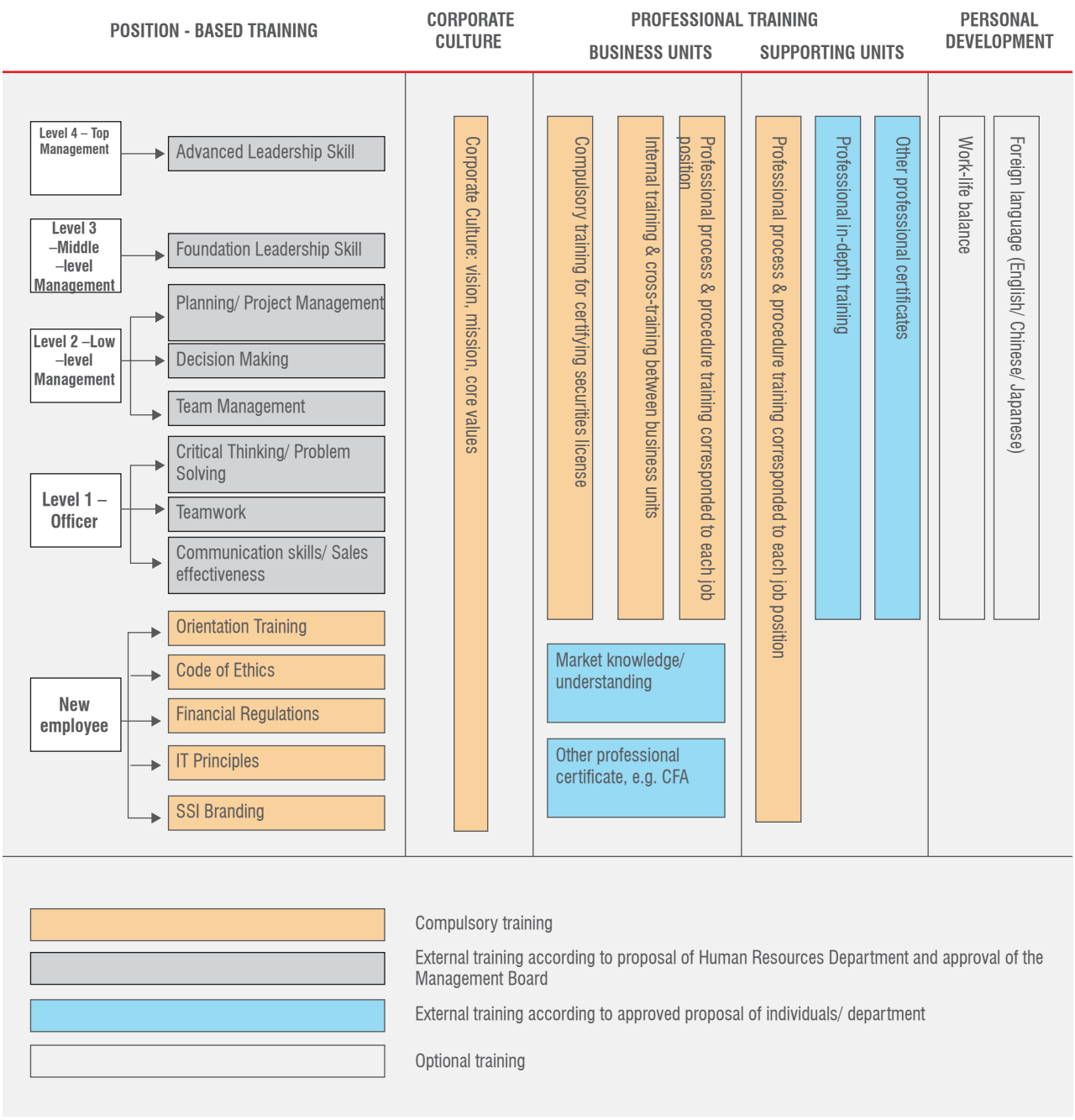
SSI has also developed recruitment criteria to ensure transparency, fairness and equal opportunity for all applicants and fortify confidence and pride of becoming a part of SSI. In SSI, we:

- Fully respect rights of applicants (in terms of access to information, job description, communication and negotiation)
- Select applicants on the basis of recruitment criteria
- All recruitment decisions are based on thorough, unbiased and transparent assessment of the applicants' competence, attitude and motivation.

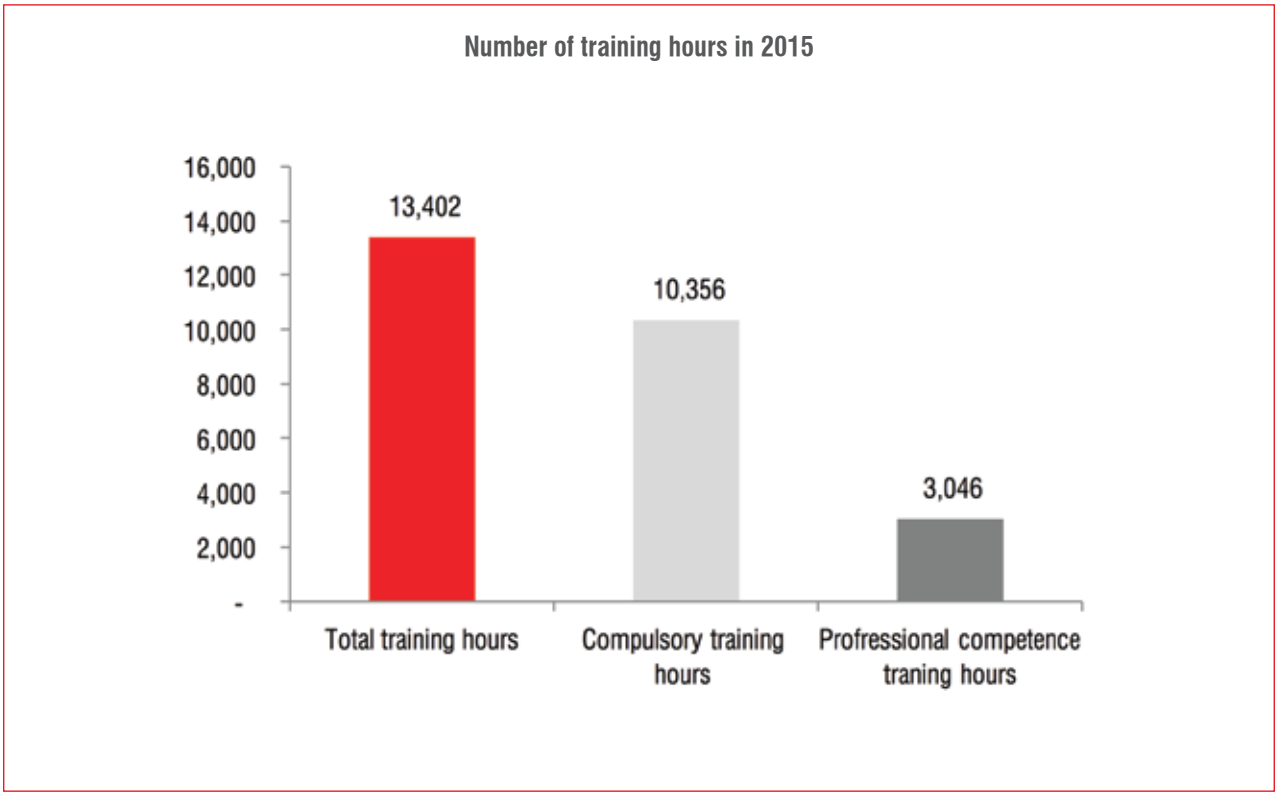
Develop human resource's professional competence and skills

Human resource is the competitive advantage of SSI. To retain the status of Vietnam's leading financial institution and aim at growing internationally, SSI focuses on developing high quality human resource to meet increasingly demanding markets.

SSI offers training to newly recruited employees since SSI understands that starting the journey with the Company requires thorough orientation and guidance to prepare new members with needed competence and understanding of the Company. These training programs are customized to target different groups, not only to equip employees with required competence and skills but also inspire and motivate them for better performance. SSI also supports employees to obtain professional licenses required by the State Securities Commission (SSC) like CFA, ACCA.



SSI believes every employee needs to fully understand the company's code of conduct and regulations, which is critical to the sustainable development of SSI in particular and the stock market in general. Therefore, training programs and workshops on code of conduct and updated legal framework are organized regularly and actively joined by all employees.



In 2015, external and internal training were provided to enhance professional competence and skills for SSI's stock brokers. More training programs on soft skills targeting at different groups, such as courses on Leadership, Presentation or Selling skills also helped to inspire, motivate and empower SSI's employees at work. In addition, these training programs are opportunities for team building and practical experience so members can understand their colleagues better.

Besides conventional training methods, SSI also employs internal training models such as Gala 2015, year-end parties of departments, business luncheon and some other internal activities to facilitate information update, promoting corporate culture and bridge the management with the staff and among staff in the pursuit of common goals namely a more prosperous company, better working environment and personal and organizational development.

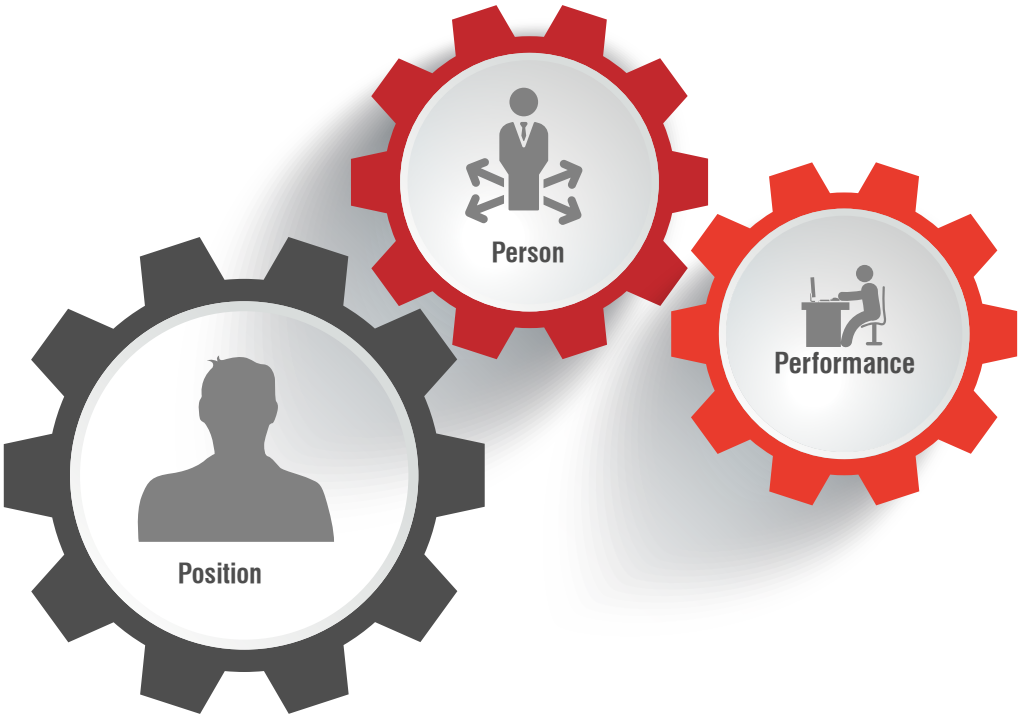
All these factors, ranging from professional competence, soft skills, code of conduct to corporate culture altogether shall be incorporated in staff's thinking and behavior. This also constitutes SSI's human resource brand, which is dynamic, competent, aspiring and compliant with standards. SSI values continuous human resource development and upholds our human resource brand towards greater professionalism.

Remuneration is linked with work performance assessment system; Comprehensive welfare policies

These are important policies to create employee loyalty and coherence. With fair and competitive remuneration policies, SSI Management commits to ensure reasonable payment of salaries and bonuses in the best interest of staff and shareholders.

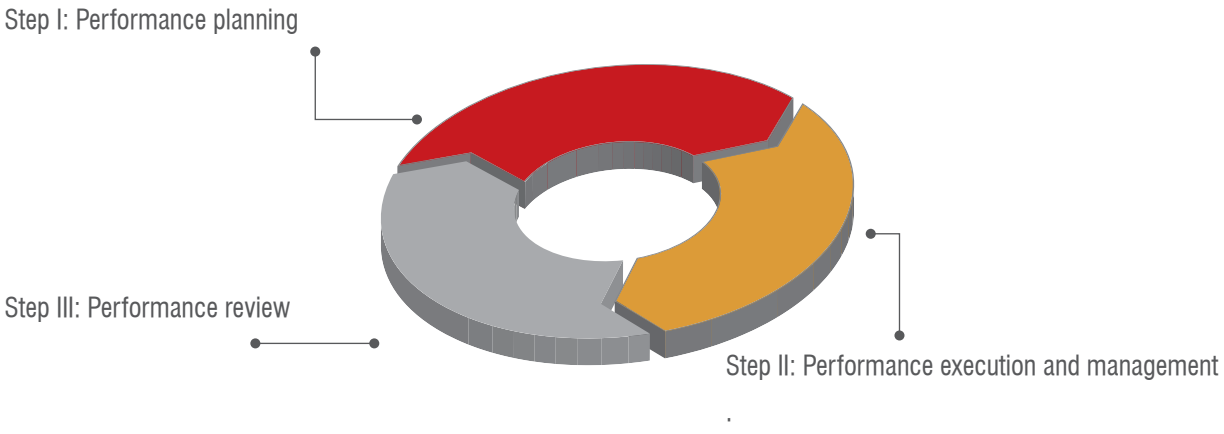
SSI focuses on developing the 3P remuneration model (Position, Person, Performance). This model fixes shortcomings of conventional payment methods such as overemphasizing qualifications and seniority and failing to separating work performance and contribution to corporate goals. With this new model, SSI can:

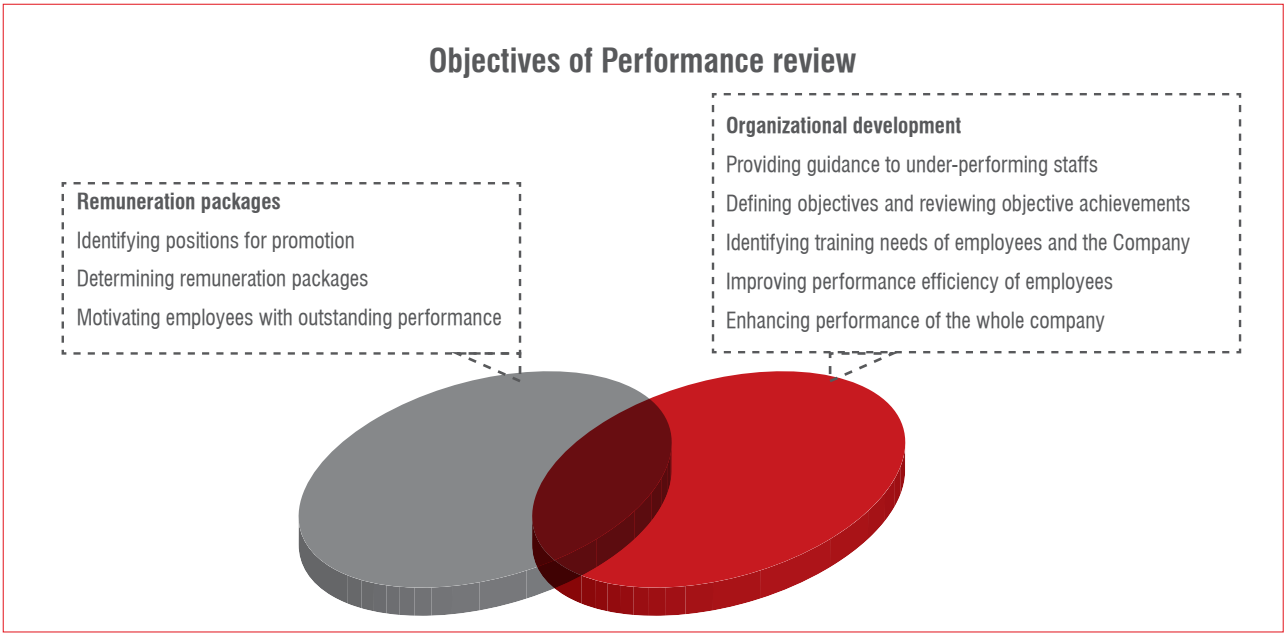
- Align payment with employees' contribution and remain competitive in the market.
- Attract and retain talents with fair remuneration policies
- Encourage staff to perform more effectively by acknowledging their contribution properly and fairly



Work performance assessment is supported by the Performance Management System (PMS), ensuring transparency, convenience and information privacy. Based on assessment results, the company acknowledges individuals' values and contribution with proper and flexible remuneration policies. Promotion and personal development opportunities are also based on observation and recognition of employees' work performance and progress. This helps them better visualize their career path with SSI.

Performance review includes 3 consecutive phases.





In 2015, SSI spent over VND 216 billion on salaries, insurance and other benefits, performance bonuses upon year-end evaluation, of which performance bonuses accounted for quite a significant proportion.

Total direct costs for human resource in 2015	VND 216,315,476,536
Salaries	VND 114,209,665,391
Social insurance - Health insurance - Unemployment insurance	VND 7,002,316,450
Other benefits	VND 30,854,409,822
Performance bonuses - Sales commission	VND 64,249,084,873

Aiming towards an ideal working environment

SSI defines an ideal working environment as a workplace which facilitates innovation and endeavor while ensuring a work life balance. This is highly emphasized for high rank managers. SSI staffs are encouraged to work hard and play well, participate in sports and social activities to maintain a work life balance, create joy at work and build a coherent team. SSI has common interest clubs such as photography, yoga, football and performance which are eagerly joined by employees. SSI organized a Family Day for all families of our staffs to come together and network. Such events have enhanced family bonds as well as the connection between staff's families and the Company.

Through charity work dedicated to poor children and farmers in mountainous and disadvantaged areas, SSI continues to develop a connected team who is willing to share and contribute to the society. In addition, SSI applies a humanitarian policy of flexible working time to support female employees with small children so that they can devote to the company.

Attention to employees' health care

The Company pays keen attention to the staff's health. Every year, the Company provides employees with additional health insurance packages with premium services. In addition, SSI supports employees to buy flexible health insurance packages for their families so they can have a sense of security and concentrate on work. SSI also organizes thematic workshops to raise employees' awareness on health protection and disease prevention with the participation of leading doctors. For example, SSI has held workshops on work-related diseases, joint and muscle pain, etc. Moreover, guest speakers are also willing to answer employees' questions on health related issues. Positive and centralized provision of health information helps employees to protect their own and families' health.

Regular checkups are conducted by reliable and renowned health care facilities to monitor employees' health and detect any problem for early intervention. Health-related information is stored through years and used as input for additional health insurance schemes for employees.

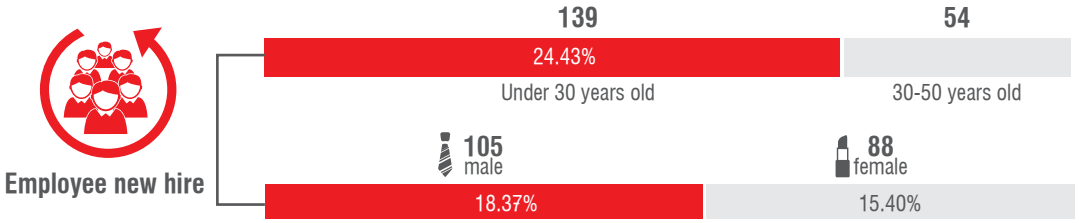
Besides, employees are encouraged to take sports and exercise activities such as Yoga classes, zumba club, annual football league, friendship football matches.

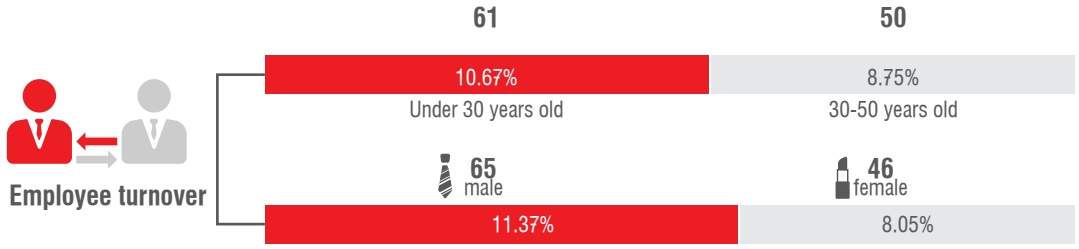
Encourage communication between the Management and Staffs

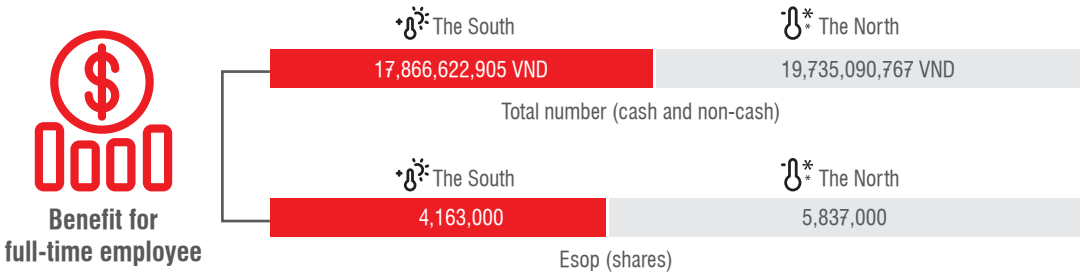
SSI believes a seamless communication mechanism will further strengthen the connection between the Management and Staffs. Business strategies, plans and objectives are openly shared within SSI through messages from the Chairman of the Board of Directors and the General Director to help employees understand and act towards such common goals. Individual or organizational achievements are celebrated internally to spread the pride among all SSI members, thereby encouraging further efforts.

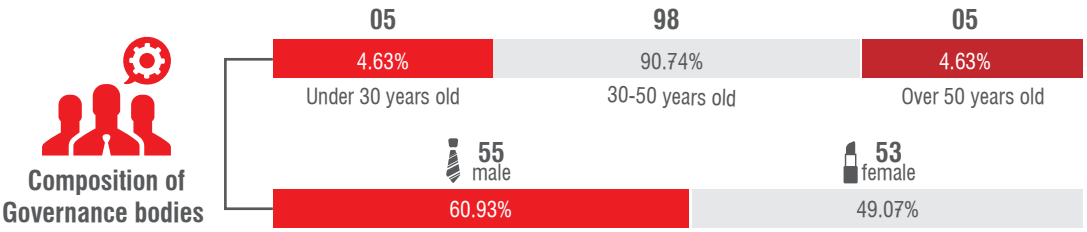
SSI also ensures regular communication between the Management and Staffs so that the whole company is heading together toward the right direction. Performance assessment results are also discussed openly between the assessors and assessees to reach mutual understanding and objectives.

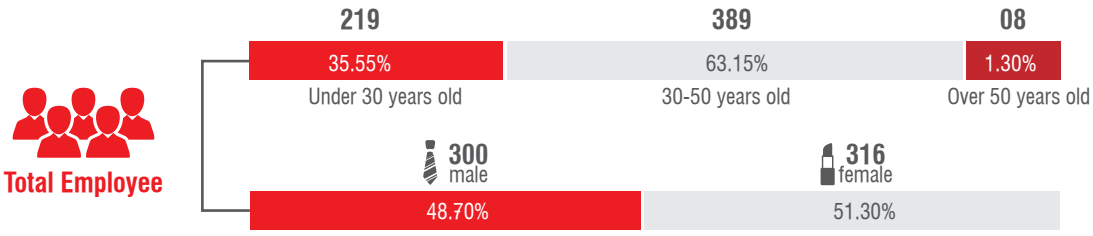


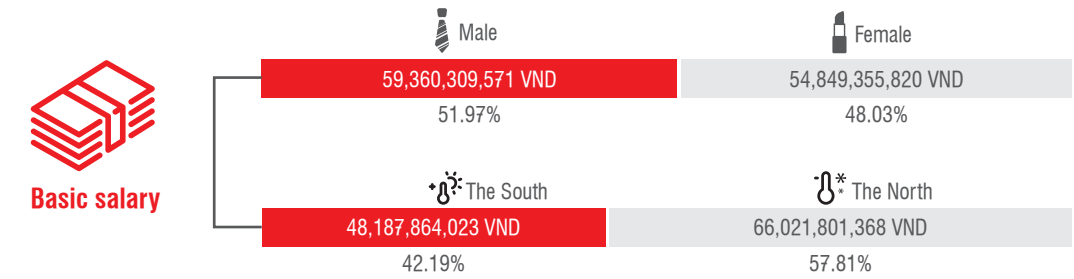

Employee new hire
139
54
24.43%
Under 30 years old
30-50 years old
105
male
88
female
18.37%
15.40%

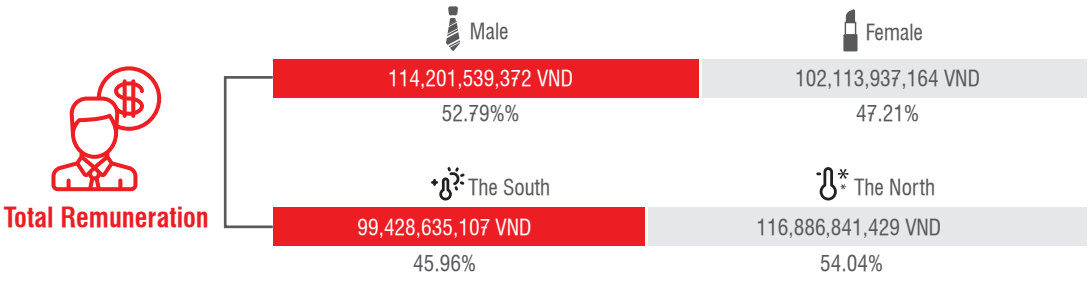

Employee turnover
61
50
10.67%
8.75%
Under 30 years old
30-50 years old
65
male
46
female
11.37%
8.05%


Benefit for full-time employee
The South
The North
17,866,622,905 VND
19,735,090,767 VND
Total number (cash and non-cash)
The South
The North
4,163,000
5,837,000
Esop (shares)


Composition of Governance bodies
05
98
05
4.63%
90.74%
4.63%
Under 30 years old
30-50 years old
Over 50 years old
55
male
53
female
60.93%
49.07%


219
389
08
35.55%
63.15%
1.30%
Under 30 years old
30-50 years old
Over 50 years old
Total Employee
300
male
316
female
48.70%
51.30%


Male
Female
59,360,309,571 VND
54,849,355,820 VND
51.97%
48.03%
Basic salary
The South
The North
48,187,864,023 VND
66,021,801,368 VND
42.19%
57.81%


Male
Female
114,201,539,372 VND
102,113,937,164 VND
52.79%%
47.21%
Total Remuneration
The South
The North
99,428,635,107 VND
116,886,841,429 VND
45.96%
54.04%

Action for Clients

Clients' trust is the foundation for SSI's sustainable development. Driven by this motive, SSI always seeks to bring satisfaction to Clients. With professionalism and dedication in designing products/services for customers' needs, SSI aims towards gaining the greatest client satisfaction in the market.

Continuous innovation and quality improvement

Over the past years, with the 15-year experience operating in the Vietnamese and international stock market, SSI has offered a variety of financial products/services of premium quality, satisfying needs of customers from different segmentations. These products/services are continuously improved to best support the buyers. The most notable products in 2015 are online financial products, investment consultancy and investment funds to meet the demand of domestic and international customers.

In 2015, revenues from financial products accounted for a large proportion in stock service line, marking a significant increase from VND 208 billion in 2014 to VND 302 billion (approximately a 45% increase). Such an impressive growth can be attributed to a diversified portfolio, competitive lending rates, flexible marked to market adjustments and fast capture of the trend while ensuring prudential operation and risk mitigation for customers. In addition, SSI's lending interest rates are frequently updated to stay competitive in the market, helping to make funds available for customers' transactions.

Additional features and convenience have been introduced to online products such as the UPCOM order placing, supplemented by Japanese interface and 4 new functions (multiple order cancellation, quick order correction, prior order placement, order status screen) to make it a smart and convenient online transaction system. In return, customers have shown support as evidenced by an increase in orders made on the web trading system from 65% to 72% out of the total orders made with SSI in 2015.

Investment consultancy and advisory services for individual customers are closely aligned with the market with 6 daily and 4 weekly reports. Domestic and international events are frequently updated and analyzed to provide a comprehensive picture of macroeconomic situation. Fundamental and technical analyses are combined to give customers timely recommendations, enhancing their investment returns and gaining their appreciation. The number of listed companies tracked by the Research and Investment Advisory Department keeps increasing, totaling 70 listed companies in all 3 stock exchanges.

In 2015, SSI Sustainable Competitive Advantage Fund (SSI-SCA) was expanded for customers' greater convenience in receiving information. In addition to SSI-SCA (open-ended fund) and ETF SSIAM HNX30 targeting domestic investors, in 2015, SSIAM successfully launched Vietnam Growth Fund Daiwa-SSIAM II and Vietnam Value and Income Portfolio (registered in Luxembourg) targeting foreign investors.

Flexible and dynamic customer services

SSI differentiates care service for existing and potential customers, institutional and retail customers, domestic and foreign customers and classifies foreign individual customers by languages, and foreign institutional customers by geographical zoning to best serve their needs.

Retail customers are assisted by SSI's enthusiastic and professional brokers. Annual increase in the number of accounts is associated with a strong increase in the number of brokers, totaling 274 brokers and representing a 30% increase compared to 2014. Brokers' competence and experience are ensured to offer customers the most updated advisory service in alignment with the Vietnamese stock market's development.

Institutional customers: Customer service is driven by 3 major factors namely technology, human resource and financial products/services to meet customers' demand. . Substantial investment is made in technology, especially the order placing system for institutional investors, to ensure stability even in the case of mass orders and compliance with international standards on transaction system exclusively for institutional customers.

Customers of public funds (open-ended funds and ETFs) managed by SSIAM are frequently updated with net asset value (NAV) information and reports on the funds' operations. Customers using investment portfolio management service can meet with SSI representative regularly to discuss realized returns and adjustment in line with the customers' requirements. SSI also organizes small workshops on a regular basis to help investors better understand asset allocation and long term investment strategies. These workshops have equipped investors with more comprehensive overview of the market and long-term vision in enhancing investment efficiency.

In addition, training and rejuvenation of human resource are also done effectively. New products such as technical analysis and market updates to stay current with market trends are welcome by customers.

"Always listening" is the motto of every staff of SSI customer service call center via two numbers 1900545471 and 1900545418. Maintaining these call centers shows SSI's goodwill in offering customers the best services. All transactions via the call centers are processed promptly, saving 80% of time compared to normal practice.

SSI also focuses on surveying customer feedback to measure their satisfaction or preference of potential new products. The Management can evaluate customers' feedback and make informed decision in a timely and rational manner. In 2015, SSI conducted online/telephone surveys on products/services such as Mobile Trading and Pro Trading and overall quality of SSI's products/services.

Promote market development and share investment opportunities

For over 15 years operating in the Vietnamese stock market, SSI has always been endeavoring to contribute to the national socio-economic development in general and the stock market in particular through our business activities. Driven by this orientation, in 2015, the company and Ho Chi Minh City Stock Exchange (HOSE) jointly organized a workshop on: "The role of the stock market in the economy"

The workshop was attended by Mr. Nguyen Van Giau - the Chairman of the National Assembly Economic Committee, Mr. Vu Viet Ngoan - the Chairman of the National Financial Supervisory Committee, Mr. Nguyen Ngoc Bao - Deputy Head of the Party Central Committee's Commission for Economic Affairs, Mr. Tran Du Lich - Deputy Head of Ho Chi Minh City National Assembly Deputy Delegation, Mr. Nguyen Duc Hien - Deputy Director of the Banking Strategy Institute (the State Bank of Vietnam), Mr. Nguyen Trong Dung - Deputy Head of Department of SOE Reform of the National Steering Committee for Enterprise Reform and Development (NSCERD) under the Office of the Government, Mr. Nguyen Thanh Long - Deputy Chairman of the State Securities Commission, Mr. Huynh The Du - Academic Director of Fulbright Economics Teaching Program, and leaders of 300 major businesses, investment funds and securities companies.

Presentations and direct discussion with policy makers, economists, stock market experts, market participants and businesses in the workshop put forward initiatives to resolve shortcomings and develop the Vietnamese stock market into a coherent market, functioning as a channel to mobilize medium and long term capital for economic development, offer investment opportunities and implement the government's regulations.

Besides, in fulfilling our mission of "Connecting Capital to Opportunities", apart from "Gateway to Vietnam" conference series, in 2015 SSI also joined the Global Investment Forum hosted by Euromoney in Vietnam when the Company were becoming one of the fastest growing economies in the Asia. The Forum gathered over 700 domestic and international delegates, Mr. Nguyen Duy Hung - SSI Chairman attended the event as a speaker presenting on capital market.

In his presentation on Vietnam's economic growth and investment opportunities, Mr. Nguyen Duy Hung, on behalf of SSI, call on support so that domestic potential businesses can access long-term capital, thereby making sustainable progress and helping Vietnam integrate more intensively and extensively with the international economy.

Workshops hosted and attended by SSI during the past year were broadcast on 7 television channels, 30 newspaper and hundreds of financial bulletins, suggesting their great influence on the public as a reliable institution connecting businesses with potential investors and setting a good example for other companies in the stock market.

Collaboration with the media to build trust

As the leading company in the stock market, SSI has been working closely with the media to improve public awareness on stock market and its sustainable development. SSI has established an information sharing mechanism with the leading media agencies on economic and stock market issues using reports by the company's Investment Analysis and Consultancy Department. In addition, staying abreast of market trends also helps SSI to timely spread information and organize workshops to build investor confidence in the market, especially in sensitive moments of last year (China's economic downturn, oil price drop, FED's interest raise, etc.).

In 2015, SSI participated in 30 interviews on Vietnam television, over 400 interviews/news on newspaper and hundreds of articles mentioning SSI every month.

Community Development

With the mission "We strive to better the communities in which we work", SSI has been maintaining a harmony in the interests of shareholders, customers, and the community. SSI has proactively developed intellectual and physical education programs for young generations and joined the community in building a better society.

Investments in education

NDH Scholarship Fund

Human resource quality is the key success factor of any nation. Well perceiving this orientation, SSI has consistently been supporting many projects for young generations across Vietnam. SSI has provided substantial support, not only to disadvantaged children in remote and hardship areas but also to young people seeking professional development in financial market.

SSI defines a developed society as a society based on knowledge and kindness. In 2015, the company provided 30 scholarships from the NDH Scholarship Fund to outstanding students of hardship from the Foreign Trade University, the Banking Academy, the University of Science, Hanoi Medical University, Hanoi Law University, and the Academy of Finance. SSI will continue to grant more scholarships in the coming time to provide financial support and career orientation to the youth in hope that this will empower them to contribute to the society's development with knowledge and kindness.

Attract talents

In 2015, SSI supported many programs hosted by students studying in the US to help them develop as outstanding human resource for Vietnam in the future.

Education support for disadvantaged areas

- SSI has joined a charity project called "Cặp lá yêu thương" (Two leaves of love) initiated by VTV24 and supported by the Ministry of Labor, Invalids and Social Affairs, the Vietnam Bank for Social Policy for 34 disadvantaged children in Cao Bang province. These children will be supported with tuition fees and living allowance until they reach the age of maturity and in their turn, contribute to the society.
- SSI also joined the year end charity campaign in Ha Giang (Po Qua A and Po Qua B schools under Niem Tong Semi-Boarding Secondary School): This is a highly disadvantaged area where students and teachers still have to struggle with fierce wind and lack of study facilities and equipment. Understanding these difficulties, SSI presented all students of the two schools with stationery and personal necessities.
- In addition, SSI joined a program with SSC namely "School for mountainous area 2015 - 2016") to build the preschool-primary school in Noong Khat village, Ngoc Long commune, Yen Minh district, Ha Giang province in an effort to supporting the society's development.

Hunger eradication, poverty reduction and handling of challenges

SSI has long been contributing long-term and sustainable support to Vietnam's implementation of the United Nations' Millennium Development Goals (MDG) and poverty reduction strategy. SSI provided material and intangible support to people living in disadvantaged areas nationwide, contributing to hunger eradication, poverty reduction and sustainable development.

SSI had provided 100 breeds of cattle, 400 breeds of pig, 3,000 breeds of chicken to farmers of Vinh Thach commune, Vinh Linh district, Quang Tri province, helping them with a high value livelihood.

- Specifically, from the original 100 breeds of cattle worth VND 2.2 billion, the herd has now been well expanded with 58 breeds giving birth to another 58 calves (20 female calves), 42 breeds are pregnant and 6 breeds provided to poor and near-poor households. The total added value is estimated at VND 1,375 million.
- With only 40 breeds of pig, the herd has now developed by over 31 times, totaling 1,247 pigs. The total added value is estimated at VND 908 million. . Proceeds from selling pigs have helped to improve Vinh Thach farmers' livelihood and generate a stable income source. Substantial added value creation also means much living improvement for the people of Vinh Thach.
- From the original 3,000 chicken, farmers have now sold 7.2 tonnes of chicken and maintaining a brood of 4,000 chickens across the commune. The total added value is estimated at VND 576 million.

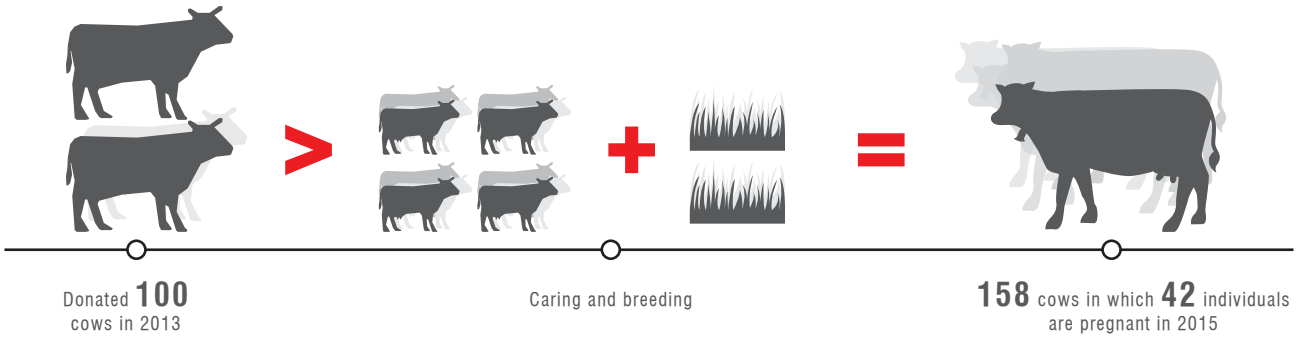
Besides support for livestock farming, SSI also helped to build the communal health care station to take care of the community. Completed and handed over as of May 19, 2015, the station, which is equipped with modern facilities and equipment, has effectively served people's health care needs with over 4,450 patients receiving checkup and treatment services, meaning 12 patients per day on average. The station also provides free service and medicine to people in the commune, especially vulnerable groups such as the elderly living alone, disadvantaged children, pregnant and breastfeeding women, welfare families, war invalids and people with revolution merits. Thanks to such support, living conditions of Vinh Thach people have been significantly improved, contributing to the achievement of social welfare objectives put forward in the National Target Program on New Rural Development.

SSI actively developed the Support Fund for Quang Nam, Quang Ngai Off-shore Farmers who earn their living from fishing while protecting the sovereignty. In 2015, SSI also worked with the Hanoi Stock Exchange in calling on support for the Spratly island. Staff's contribution and welfare funds were used to support merit families and build houses for mountainous children.

SSI performs our community responsibility through charity activities for people living in remote, mountainous, border, island and socially-economically disadvantaged areas or areas exposed to natural disasters to lift them out of extreme hardship and, at the same time, implement major strategies of the government such as new rural development, border and island protection to preserve sovereignty and community development.



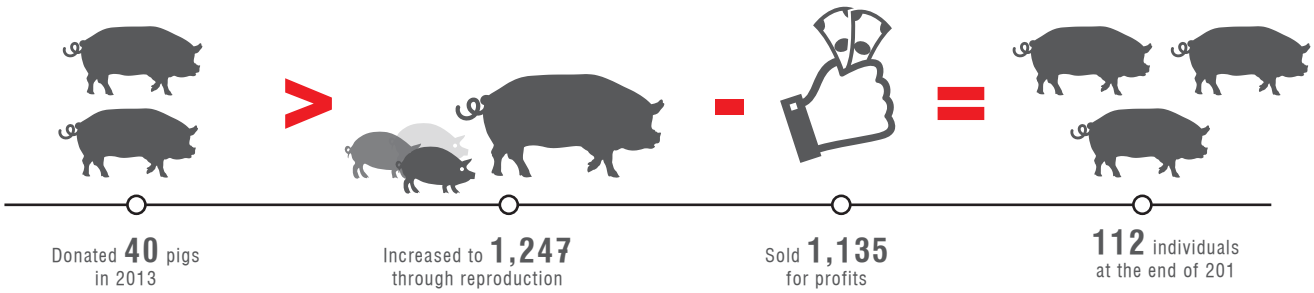
RESULTS OF SSI SPONSORSHIP FOR NATIONAL TARGET PROGRAM ON NEW RURAL CONSTRUCTION



Donated **100** cows in 2013

Caring and breeding

158 cows in which **42** individuals are pregnant in 2015

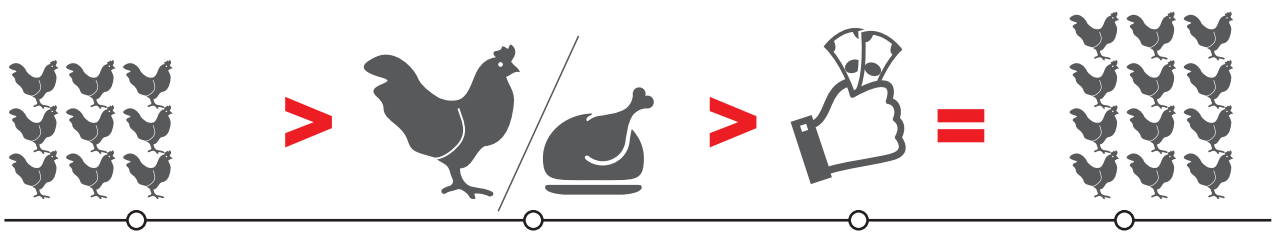


Donated **40** pigs in 2013

Increased to **1,247** through reproduction

Sold **1,135** for profits

112 individuals at the end of 201



Donated **3000** chickens in 2013

ncreased to **7.2** tons of broiler chicken through caring and breeding

Sold **7.2** tons of broiler chicken, continued to turnover

Re-board with **4,000** individuals

Environmental protection

SSI and our joint ventures pay due attention to environmental protection not only in our business activities but also in our community support activities aiming towards environment objectives. This is particularly emphasized in companies operating in the Agriculture - Food sector such as: The PAN Group JSC. (PAN – HOSE), Vietnam National Seed JSC. (NSC - HOSE), Southern Seed JSC. (SSC - HOSE). In 2015, these 3 companies launched the program of "One for one for the environment" in Giai Xuan commune, Tan Ky district, Nghe An province. The program aims at achieving a green environment by raising awareness of local people on environmental protection through small yet practical activities. Accordingly, the program called on local farmers to exchange packages and bottles of pesticides and chemicals used in cultivation for seeds and products related to cultivation and other labor protection products during the use of chemicals. This practical and meaningful campaign has been applauded and supported actively by local authorities, Nghe An Sub-department of Cultivation and Plant Protection and Tan Ky Station of Plant Protection. Collected bottles and packages would be disposed in compliance with the standardized process, avoiding any emission, leakage of toxic substances to the environment.



REFERENCE TO GRI INDEXES

GRI	PUBLIC INFORMATION	REPORT CONTENT	PAGE
OVERVIEW CONTENTS			
Strategy & Analysis			
G4-1	Declaration of the leaders of of the Enterprise	*"Chairman Message on Sustainable Development"*	146
G4-2	Describe impacts, risks and opportunities	*"Strategic Direction on Sustainable Development"*	151
Organizational Profile			
G4-3	Enterprises Name	*" Report Overview – Annual Report"*	148
G4-4	Products and Services	*"Business Units – Annual Report"*	16
G4-5	Head Office Address	*"Corporate Information – Annual Report"*	278
G4-7	Type of ownership and legal models	*"Corporate Information – Annual Report"*	278
G4-9	The scale of reporting Enterprise	*"Corporate Information – Annual Report"*	278
G4-10	Statistics on labor force	*"Team cohesion for sustainability"*	164
Report Boundary			
G4-18	Explain the process of determining the report content and report boundary; Specify how business use applied rules to construct report contents.	*"Stakeholders engagement and Methods to determine the report contents"* After identifying prioritized stakeholders, SSI conducted consultation to select key areas, based on level of dependency and relevance to the company. Sustainable development activities included: Corporate Governance towards Sustainable Development, Sustainable Economic Growth, Team cohesion for sustainability, Action for Clients, Community Development	154
G4- 19	List the key issues in the process of developing the report content		

GRI	PUBLIC INFORMATION	REPORT CONTENT	PAGE
The participation of stakeholders			
G4-24	List of Enterprise stakeholder groups	*"Stakeholders engagement and Methods to determine the report contents"* In 2015, SSI has continued to build and develop sustainable relationships with stakeholders in the business, in the process of decision-making, as well as the Company's long-term strategic planning. Sustainable Development topics was included when communicating with stakeholders in order to increase awareness as well as listen to their opinions regarding to sustainable development activities of The Company	154
G4-25	Basis of selecting and identifying stakeholders		
G4-26	The approach of the involvement of stakeholders		
G4-27	The key themes and concerns raised during stakeholder participation, how businesses respond to the content (including feedback via reports)		
Report Profile			
G4-28	Reporting period	*"Report Overview"*	148
G4-29	Recent reporting period	Report published on April 2015 (for the year of 2014)	
G4-30	Report Cycle	Annually	
G4-31	Contacts	"Report Overview"	
SPECIFIC CONTENTS			
ECONOMIC GOALS			
Economic efficiency			
G4-EC1	The direct generated and distributed economic value	*"Sustainable Economic Growth"* SSI is the largest securities company in Vietnam in term of market capitalization. With an effective and transparent business strategy, SSI achieves stable and sustainable growth over years. The Company always fully complies with tax obligation and other amounts payable to the State Budget, reaching VND 269 billion in 2015.	160

GRI	PUBLIC INFORMATION	REPORT CONTENT	PAGE
The indirect economic impact			
G4-EC8	The indirect economic impacts	*"Sustainable Economic Growth"* SSI's activities focus on helping enterprises mobilize capital through the stock market, contributing to the formation of a distribution channel of capital and long-term capital market mechanism for the economy. Investor's asset is managed safely and transparently. SSI targets investments on key and sustainable industries of the national economy with environment friendly solutions, indirectly preserving a clean, safe and sustainable environment for future generations Besides, SSI also actively and positively contributes ideas to develop legal writing on the stock market, enhancing the practicality and quality of state agencies' documents.	160
SOCIAL OBJECTIVES			
LABOR USE			
Jobs			
G4-LA1	Total labor force, the rate of new recruitment, retrenchment rate are classified by age, gender and region	*"Team cohesion for sustainability"*	164
G4-LA2	The subsidies for full-time employees but not for temporary or part-time workers		
Education & Training			
G4-LA9	Average hours of training per year per employee	*"Team cohesion for sustainability"* Average hours of training per year per employee is 22 hours	164
G4-LA11	The percentage of employees receiving performance assessment and periodic professional development, by gender and employee portfolios	*"Team cohesion for sustainability"* 100% employees receiving annual performance assessment via PMS	164

GRI	PUBLIC INFORMATION	REPORT CONTENT	PAGE
Diversity and equity in seize opportunities			
G4-LA12	The composition of the management levels and detailed list of employees in each portfolio by gender, age, minority membership and other indicators of diversity	*"Team cohesion for sustainability"*	164
Regardless of gender in reward equity			
G4-LA13	The wage and basic remuneration rate between women and men under the employee portfolio, by the importance of location activities	*"Team cohesion for sustainability"*	164
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G4-PR5	Survey results of assessing customer satisfaction	*"Actions for Clients"*	174


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2004-09-28

CONSOLIDATED FINANCIAL STATEMENTS



GENERAL INFORMATION

THE COMPANY

Saigon Securities Incorporation (''the Company'' or "SSI") is a joint stock company established under the Corporate Law of Vietnam and Operation License No. 3041/GP-UB dated 27 December 1999 issued by Ho Chi Minh City People's Committee and the first Business Registration No. 056679 dated 30 December 1999 issued by Ho Chi Minh City Department of Planning and Investment. The Company operates under Securities Trading License No. 03/GPHDKD issued by the State Securities Commission on 5 April 2000 and subsequent amended licenses.

The Company's principal activities are to provide brokerage service, securities trading, finance and investment advisory service, custodian service and underwriting for securities issues.

The Company's shares were officially listed on Hanoi Securities Trading Center (now Hanoi Stock Exchange) from 15 December 2006. Since 29 October 2007, the listing has been switched to Ho Chi Minh Stock Exchange.

The Company's Head Office is located at 72 Nguyen Hue Street, District 1, Ho Chi Minh City. The Company also has branches based in Ho Chi Minh City, Hanoi, Vung Tau, Hai Phong, and Nha Trang.

BOARD OF DIRECTORS

The members of the Board of Directors during the year and at the date of the consolidated financial statements are:

Name	Title	Election/ resignation
Mr. Nguyen Duy Hung	Chairman	Re-elected on 23 April 2015
Mr. Nguyen Hong Nam	Member	Re-elected on 25 April 2014
Mr. Ngo Van Diem	Member	Re-elected on 20 April 2012
Mr. Bui Quang Nghiem	Member	Re-elected on 25 April 2014
Mr. Tetsuo Akuzawa	Member	Elected on 25 April 2013 Resigned on 23 April 2015
Mr Nguyen Duy Khanh	Member	Elected on 23 April 2015
Mr Hironoki Oka	Member	Elected on 23 April 2015

BOARD OF SUPERVISION

The members of the Board of Supervision during the year and at the date of the consolidated financial statements are:

Name	Title	Election
Mr. Nguyen Van Khai	Head of the Board of Supervision	Re-elected on 28 April 2011
Mr. Dang Phong Luu	Member	Re-elected on 23 April 2015
Ms. Ho Thi Huong Tra	Member	Re-elected on 20 April 2012

MANAGEMENT

The members of the Management during the year and at the date of the consolidated financial statements are:

Name	Title	Appointment/ Re-appointment
Mr. Nguyen Duy Hung	Chief Executive Officer	Appointed on 5 March 2007
Mr. Nguyen Hong Nam	Deputy Chief Executive Officer	Re-appointed on 5 September 2003

LEGAL REPRESENTATIVE

The legal representative of the Company during the year and at the date of the consolidated financial statements is Mr. Nguyen Duy Hung, Chairman of the Board of Directors cum Chief Executive Officer.

AUDITORS

The auditors of the Company are Ernst & Young Vietnam Limited.

REPORT OF THE MANAGEMENT

Management of Saigon Securities Incorporation ("the Company") is pleased to present its report and the consolidated financial statements of the Company and its subsidiaries for the year ended 31 December 2015.

MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE CONSOLIDATED FINANCIAL STATEMENTS

Management is responsible for the consolidated financial statements which give a true and fair view of the consolidated state of affairs of the Company and its subsidiaries, of the consolidated results of their operations, the consolidated cash flows and the consolidated changes in owners' equity for the year. In preparing those consolidated financial statements, Management is required to:

- Select suitable accounting policies and apply them consistently;
- Make judgments and estimates that are reasonable and prudent;
- State whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the consolidated financial statements; and
- Prepare the consolidated financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue its business.

Management is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the consolidated financial position of the Company and its subsidiaries and to ensure that the accounting records comply with the applied accounting system. It is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Management confirms that it has complied with the above requirements in preparing the accompanying consolidated financial statements.

STATEMENT BY MANAGEMENT

Management does hereby state that, in its opinion, the accompanying consolidated financial statements give a true and fair view of the consolidated financial position of the Company and its subsidiaries as at 31 December 2015, of the consolidated results of their operations, their consolidated changes in cash flows and owners' equity for the year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, accounting regulations and guidance applicable to securities companies and statutory requirements relevant to preparation and presentation of consolidated financial statements.

For and on behalf of the Board of Management:



Mr. Nguyen Duy Hung
Chief Executive Officer

Ho Chi Minh City, Vietnam
28 March 2016

INDEPENDENT AUDITORS' REPORT

Reference: 60755007/ 17932043-HN

To: The Shareholders of
Saigon Securities Incorporation

We have audited the consolidated financial statements of Saigon Securities Incorporation ("the Company") and its subsidiaries as prepared on 28 March 2016 and set out on pages 6 to 67 which comprise the consolidated balance sheet as at 31 December 2015, the consolidated income statement, the consolidated cash flow statement and the consolidated statement of changes in owners' equity for the year then ended and the notes thereto.

Management's Responsibility

Management of the Company is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, accounting regulations and guidance applicable to securities companies and statutory requirements relevant to preparation and presentation of consolidated financial statements, and for such internal control as management determines is necessary to enable the preparation and presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Auditors' Opinion

In our opinion, the consolidated financial statements give a true and fair view, in all material respects, of the consolidated financial position of the Company and its subsidiaries as at 31 December 2015, the consolidated results of their operations, their consolidated changes in cash flows and owners' equity for the year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, accounting regulations and guidance applicable to securities companies and statutory requirements relevant to preparation and presentation of consolidated financial statements.

Ernst & Young Vietnam Limited



Nguyen Xuan Dai
Deputy General Director
Audit Practising Registration
Certificate No. 0452-2013-004-1

Tran Mai Thao
Auditor
Audit Practising Registration
Certificate No. 2466-2013-004-1

Ho Chi Minh, Vietnam

CONSOLIDATED BALANCE SHEET

as at 31 December 2015

Currency: VND

Code	ASSETS	Note	Closing balance	Opening balance
100	**A, CURRENT ASSETS**		**10,944,974,283,833**	**6,412.052,850,650**
110	**I. Cash and cash equivalents**	**4**	**1,990,410,102,161**	1,952,651,885,005
111	1. Cash in hand		1,755,410,102,161	1,577,651,885,005
112	2. Cash equivalents		235,000,000,000	375,000,000,000
120	**II. Short-term financial investments**		**5,019,419,743,536**	**2,189,454,760,896**
121	1. Short-term investments	6.1	5,061,932,791,680	2,263,108,546,961
129	2. Provision for short-term investments	6.3	(42,513,048,144)	(73,653,786,065)
130	**III. Short-term receivables**		**3,693,497,164,753**	**2,251,215,021,177**
131	1. Receivables from customers	7	3,646,040,547,557	2,107,978,862,280
132	2. Advances to suppliers	7	11,301,258,947	3,644,740,653
135	3. Receivables from securities trading activities	7	226,779,001	2,284,928,503
138	4. Other receivables	7	39,359,691,208	140,272,267,822
139	5. Provision for doubtful receivables	8	(3,431,111,960)	(2,965,778,081)
150	**IV. Other current assets**	**9**	**241,647,273,383**	**18,731,183,572**
151	1. Prepaid expenses		8,548,603,317	5,404,456,902
152	2. Value-added tax deductible		-	44,439,578
158	3. Other current assets		233,098,670,066	13,282,287,092
200	**B. NON-CURRENT ASSETS**		**2,452,507,120,087**	**2,502,382,615,087**
220	**I. Fixed assets**		**131,980,403,084**	**139,466,904,286**
221	1. Tangible fixed assets		14,797,817,761	19,380,118,523
222	*Cost*	*10*	*87,250,084,078*	*86,467,395,084*
223	*Accumulated depreciation*		*(72,452,266,317)*	*(67,087,276,561)*
227	2. Intangible fixed assets		116,884,245,323	120,086,785,763
228	*Cost*	*11*	*167,521,245,561*	*165,851,719,836*
229	*Accumulated amortization*		*(50,637,000,238)*	*(45,764,934,073)*
230	3. Construction in progress		298,340,000	-
240	**II. Investment properties**	**12**	**268,409,921,032**	**252,260,031,185**
241	*Cost*		311,647,615,101	283,612,736,520
242	*Accumulated depreciation*		(43,237,694,069)	(31,352,705,335)
250	**III. Long-term financial investments**	**13**	**1,961,444,584,362**	**1,994,645,599,205**
252	1. Investments in associates and joint-ventures	6.2	637,417,114,391	1,043,972,898,151
253	2. Long-term securities investments		1,405,887,447,424	819,968,163,892
254	*Available-for-sale securities*		*1,405,887,447,424*	*819,968,163,892*
255	Held-to-maturity securities		-	-
258	3. Other long-term investments	6.2	65,000,000,000	538,617,000,000
259	4. Provision for long-term investments	6.3	(146,859,977,453)	(407,912,462,838)
260	**IV. Other long-term fixed assets**		**90,672,211,609**	**116,010,080,411**
261	1. Long-term prepaid expenses		2,405,087,368	1,084,463,623
262	2. Deferred income tax asset	31.2	50,979,884,031	88,452,941,782
263	3. Payment for settlement assistance fund	14	20,000,000,000	19,982,911,796
268	4. Other long-term assets	15	17,287,240,210	6,489,763,210
270	**TOTAL ASSETS**		**13,397,481,403,920**	**8.914.435.465.737**

Currency: VND

Code	ASSETS	Note	Closing balance	Opening balance
300	**A, LIABILITIES**		**6,669,872,389,630**	**3,140,629,721,212**
310	***I, Current liabilities***		***5,946,595,282,205***	***3,112,710,665,552***
311	1, Short-term borrowings	16	3,913,847,967,537	1,506,127,466,877
312	2. Payables to suppliers		4,847,340,451	3,660,523,934
313	3. Advances from customers	17	4,893,483,331	71,967,220,419
314	4. Statutory obligations	18	91,848,160.110	48,730,855,015
315	5. Payables to employees		3,908,502,405	3,661,862,273
316	6. Accrued expenses	19	63,406,571,086	10,729,314,712
319	7. Other short-term payables	20	186.619,220,070	253,580,217,204
320	8. Payables on securities trading activities	21	1,550,598,384,658	1,097,851,004,560
321	9. Dividend and interest payables	22	10.002.807.034	9,609,207,880
322	10. Payables to securities issuers		689,438,960	1,884,039,160
323	11. Bonus and welfare fund	23	115,933,406,563	104,908,953,518
330	***II. Non-current liabilities***		***723,277,107,425***	***27,919,055,660***
333	1. Other long-term payables		453,246,599	559,315,985
334	2. Long-term borrowings	24	687,500,000,000	-
335	3. Deferred income tax liability	31.2	1,812,751,858	27,359,739,675
338	4. Long-term unearned revenue	25	33,511,108,968	-
400	**B. OWNERS' EQUITY**	**26**	**6,727,609,014,290**	**5,773,805,744,525**
410	**I. Owners' equity**		**6,727,609,014,290**	**5,773,805,744,525**
411	1. Charter capital		4,800,636,840,000	3,537,949,420,000
412	2. Share premium		29,285,860,000	342,196,810,218
413	3. Other capital		(4,609,514,439)	(4,185,339,535)
414	4. Treasury shares		(170,482,400)	(54,900)
416	5. Differences due to exchange rate		31,013,180,718	-
418	6. Financial and statutory reserves		451,646,309,750	372,998,887,930
420	7. Undistributed earnings		1,338,666,458,296	1,441,990,375,228
429	8. Non-controlling interest	32	81,140,362,365	82,855,645,584
440	**TOTAL LIABILITIES AND OWNERS'**		**13,397,481,403,920**	**8,914,435,465,737**

CONSOLIDATED BALANCE SHEET (continued)

as at 31 December 2015 | B01-CTCK

OFF-BALANCE SHEET ITEMS

Currency: VND

Code	ITEMS	Closing balance	Opening balance
001	**1. Leased fixed assets**	**-**	**-**
002	**2. Pledged materials and valuable papers**	**-**	**-**
003	**3. Security assets**	**-**	**-**
004	**4. Bad debts written off**	**-**	**-**
005	**5. Foreign currencies**	**-**	**-**
006	**6. Custody securities**	**22,246,591,720,000**	***16,971,498,980,000***
	In which		
007	***6.1. Tradable securities***	***17,545,682,100,000***	***13,385,339,520,000***
008	6.1.1. Tradable securities of custody members	143,966,470,000	89,693,530,000
009	6.1.2. Tradable securities of local investors	15,678,590,640,000	11,856,981,100,000
010	6.1.3. Tradable securities of foreign investors	1,723,124,990,000	1,438,664,890,000
012	***6.2. Temporarily untradeable securities***	***736,171,700,000***	***305,421,250,000***
013	6.2.1. Temporarily untradeable securities of custody members	-	-
014	6.2.2. Temporarily untradeable securities of local investors	594,130,210,000	295,550,450,000
015	6.2.3. Temporarily untradeable securities of foreign investors	142,041,490,000	9,870,800,000
017	**6.3. Mortgaged securities**	***2,912,938,010,000***	***2,519,004,810,000***
018	6.3.1. Mortgaged securities of custody members	183,426,660,000	92,335,010,000
019	6.3.2. Mortgaged securities of local investors	2,729,511,350,000	2,426,669,800,000
022	***6.4. Suspended securities***	-	**-**
027	***6.5. Securities awaiting settlement***	***1,031,209,930,000***	***741,167,730,000***
028	6.5.1. Securities awaiting settlement of custody members	1,587,070,000	301,000,000
029	6.5.2. Securities awaiting settlement of local investors	1,018,534,010,000	735,731,330,000
030	6.5.3. Securities awaiting settlement of oreign investors	11,088,850,000	5,135,400,000
032	***6.6 Isolated securities awaiting withdrawal***	-	-
037	***6.7. Securities awaiting for trading***	***20,589,980,000***	***20,565,670,000***
038	6.7.1. Securities awaiting trading of custody members	-	-
039	6.7.2. Securities awaiting trading of local investors	20,589,980,000	20,309,180,000
040	6.7.3. Securities awaiting trading of foreign investors	-	256,490,000
042	***6.8. Securities collateralized for borrowings***	**-**	-
047	***6.9. Securities used to correct trading errors***	**-**	-

Currency: VND

Code	ITEMS	Closing balance	Opening balance
050	**7. Custody securities of unlisted public companies**	**1,888,233,800,000**	**1,025,917,840,000**
	In which:		
051	***7.1. Tradable securities***	***1,296,910,810.000***	***824,916,770,000***
052	7.1.1. Tradable securities of custody members	14,496,610,000	14,439,920,000
053	7.1.2. Tradable securities of local investors	1,111,301,830,000	652,581,860,000
054	7.1.3. Tradable securities of foreign investors	171,112,370,000	157,894,990,000
056	***7.2. Temporarily untradeable securities***	***153,126,160,000***	***148,800,330,000***
057	7.2.1. Temporarily untradeable securities of custody members	1,000,000,000	1,000,000,000
058	7.2.2. Temporarily untradeable securities of local investors	64,703,180,000	60,377,350,000
059	7.2.3. Temporarily untradeable securities of foreign investors	87,422,980,000	87,422,980,000
061	***7.3. Collateral securities***	***376,944,250,000***	***45,999,520,000***
063	7.3.1, Collateral securities of local investors	376,944,250,000	45,999,520,000
066	***7.4. Temporarily held securities***	-	-
071	***7.5. Securities awaiting settlement***	***61,252,580,000***	***6,201,220,000***
072	7.5.1. Securities awaiting settlement of custody members	30,480,000	-
073	7.5.2. Securities awaiting settlement of local investors	61,038,100,000	6,201,220,000
074	7.5.3. Securities awaiting settlement of foreign investors	184,000,000	-
076	**7.6. Isolated securities awaiting withdrawal**	-	-
081	***7.7. Securities used to adjust trading errors***	-	-
082	**8. Securities not in custody of investors**	-	-
083	**9. Securities not in custody of securities corporations**	-	-
084	**10. Trusted securities used for auction**	-	-
	TOTAL OFF-BALANCE SHEET ITEMS	**24,134,825,520,000**	**17,997,416,820.000**

Prepared by:

Ms. Hoang Thi Minh Thuy
Chief Accountant

Approved by:

Ms. Nguyen Thi Thanh Ha
Chief Financial Officer

Approved by:

CÔNG TY CỔ PHẦN CHỨNG KHOÁN SÀI GÒN

Mr. Nguyen Duy Hung
Chief Executive Officer

Ho Chi Minh City, Vietnam
28 March 2016

CONSOLIDATED INCOME STATEMENT

for the year ended 31 December 2015

Currency: VND

Code	ITEMS	Note	Current year	Previous year
01	**1. Revenue**	**27**	**1,333,902,038,510**	**1,564,610,137,885**
	In which:			
01.1	- Revenue from brokerage services		287,613,812,686	328,600,376,565
01.2	- Revenue from securities investments and capital contribution		389,744,410,192	721,120,170,953
01.3	- Revenue from securities underwriting		-	2,844,259,220
01.4	- Revenue from securities issuance agency services		12,390,049,452	543,481,183
01.4.1	- Revenue from investment portfolio management services for entrust investors		13,730,952,472	5,009,586,050
01.5	- Revenue from advisory services		44,704,036,602	20,966,718,460
01.6	- Revenue from securities custody services		7,363,774,946	5,623,352,899
01.8	- Revenue from property lease		7,234,566,832	7,771,606,391
01.9	- Other revenue		571,120,435,328	472,130,586,164
02	**2. Deductions**	**27**	**1,023,661,971**	**100,000,000**
10	**3. Net revenue**	**27**	**1,332,878,376,539**	**1,564,510,137,885**
11	**4. Operating expenses**	**28**	**315,673,875,950**	**689,827,540,779**
	In which:			
	- Direct operating expenses		612,871,847,693	508,714,462,610
	- (Expense)/ reversal of provision for securities		(297,197,971,743)	181,113,078,169
20	**5. Gross profit from operating activities**		**1,017,204,500,589**	**874,682,597,106**
25	**6. General and administrative expenses**	**29**	**13,070,565,157**	**14,759,715,127**
30	**7. Net profit from operating activities**		**1,004,133,935,432**	**859,922,881,979**
31	8.Other income	30	5,207,458,436	53,655,881,077
32	9. Other expenses	30	169,378,964	5,367,783
40	**10. Other profit**	**30**	**5,038,079,472**	**53,650,513,294**
41	**11. Share of profit in associates**	**13**	**54,964,787,658**	**14,267,004,784**
50	**12. Profit before tax**		**1,064,136,802,562**	**927,840,400,057**
51	**13. Current corporate income tax expense**	**31.1**	**201,803,574,229**	**218,587,928,515**
52	**14. Deferred corporate income tax income/ (expense)**	**31.2**	**12,133,985,703**	**(35,443,063,119)**
60	**15. Profit after tax**		**850,199,242,630**	**744,695,534,661**
61	**16. Non-controlling interest**		**(1,706,475,257)**	**(134,659,179)**
62	**17. Profit after tax attributable to equity holders of the parent company**		**851,905,717,887**	**744,830,193,840**
70	**18. Basic earnings per share**	**34**	**1,680**	**1,492**

Prepared by:

Ms. Hoang Thi Minh Thuy
Chief Accountant

Approved by:

Ms. Nguyen Thi Thanh Ha
Chief Financial Officer

Approved by:

CÔNG TY CỔ PHẦN CHỨNG KHOÁN SÀI GÒN

Mr. Nguyen Duy Hung
Chief Executive Officer

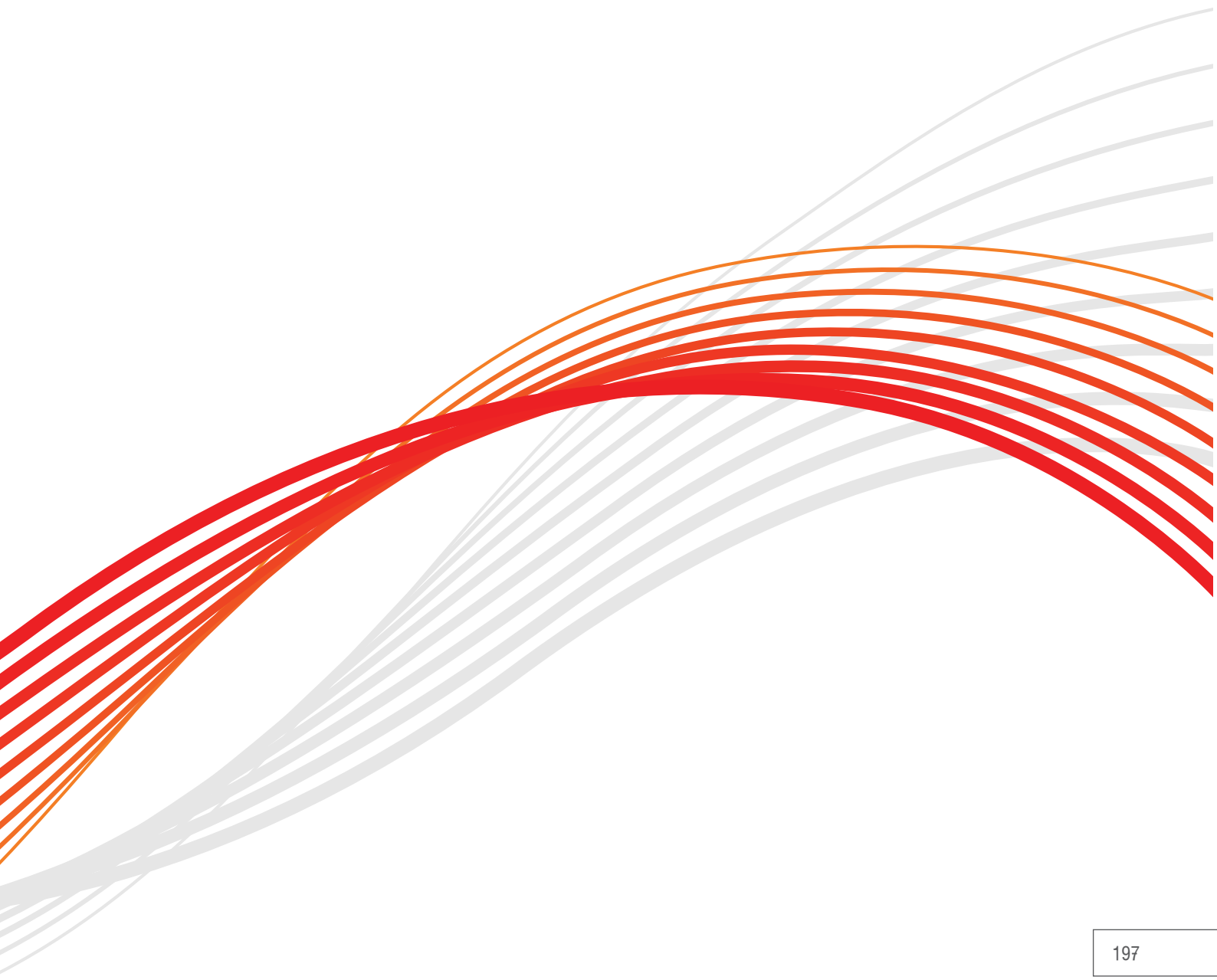
CONSOLIDATED CASH FLOW STATEMENT (continued)

for the year ended 31 December 2015

Code	ITEMS	Note	Current year	Previous year
	I. CASH FLOWS FROM OPERATING ACTIVITIES			
01	***1. Total accounting profit before tax***		***1,064,136,802,562***	***927,840,400,057***
	2. Adjustments for		***(529,801,144,854)***	***(338,101,375,353)***
02	Depreciation of fixed assets		21,129,376,800	20,992,777,544
03	(Reversal)/Expenses of provisions		(296,732,637,863)	183,168,356,250
04	Unrealized foreign exchange gain/(loss)		-	-
05	Profits from investing activities		(379,403,995,303)	(558,800,771,847)
06	Interest expenses		125,206,111,512	16,538,262,700
08	***3. Operating income before changes in working capital***		***534,335,657,708***	***589,739,024,704***
09	Increase in receivables		(1,610,034,065,668)	(1,134,804,964,054)
10	Increase in trading securities		(267,915,015,273)	(585,893,007,012)
11	Increase/(decrease) in payables (excluding interest payables, corporate income tax payable)		273,872,601,853	(387,926,523,345)
12	Increase in prepaid expenses		(4,464,770,161)	(3,586,210,545)
13	Interest paid		(76,983,956,946)	(15,994,015,892)
14	Corporate income tax paid	31.1	(150,005,958,158)	(222,959,024,340)
15	Other proceeds from operating activities		3,225,000	27,000,000
16	Other payments for operating activities		(41,077,202,125)	(26,114,204,300)
20	**Net cash flows used in operating activities**		***(1,342,269,483,770)***	***(1,787,511,924,784)***
	II. CASH FLOWS FROM INVESTING ACTIVITIES			
21	Purchases of fixed assets and other long-term assets		(6,101,959,114)	(9,678,007,454)
22	Proceeds from disposal of fixed assets and other long-term assets		12,136,004	1,000,000
23	Loans to and payments for purchase of debt instruments of other entities		(2,895,468,000,000)	(29,816,382,157)
24	Collections from borrowers and proceeds from sale of debt instruments of other entities		404,467,466,302	452,593,930,282
25	Payments for investments in other entities		(1,192,198,931,911)	(1,696,742,586,001)
26	Proceeds from sale of investments in other entities		1,612,069,326,007	2,144,521,987,240
27	Interests and dividends received		203,964,567,340	160,205,452,519
30	**Net cash flows (used in)/from investing activities**		**(1,873,255,395,372)**	**1,021,085,394,429**

Code	ITEMS	Note	Current year	Previous year
	III. CASH FLOWS FROM FINANCING ACTIVITIES			
31	**Proceeds from share issuance, capital contribution**	26.1	152,453,860,000	86,498,771,600
32	Capital redemption and payments for purchase of treasury shares		(170,427,500)	(54,900)
33	Drawdown of borrowings		19,821,505,132,020	20,735,961,702,782
34	Repayments of borrowings		(16,726,284,631,360)	(19,588,795,277,226)
36	Dividends paid to shareholders		(138,324,000)	(353,206,205,358)
40	**Net cash flows from financial activities**		**3,247,365,609,160**	**880,458,936,898**
50	**Net increase in cash and cash equivalents during the year**		**31,840,730,018**	**114,032,406,543**
60	**Cash and cash equivalents at the beginning of the year**		**1,952,651,885,005**	**1,838,619,478,462**
	Impacts of changes in foreign exchange rate		**5,917,487,138**	**-**
70	**Cash and cash equivalents at the end of the year**	**4**	**1,990,410,102,161**	**1,952,651,885,005**

Prepared by:	Approved by:	Approved by:
Ms. Hoang Thi Minh Thuy Chief Accountant	Ms. Nguyen Thi Thanh Ha Chief Financial Officer	Mr. Nguyen Duy Hung Chief Executive Officer



CONSOLIDATED STATEMENT OF CHANGES IN OWNERS' EQUITY

for the year ended 31 December 2015

Items	Note	Opening balance		2014
		1 January 2014	1 January 2015	Increase
A	B	1	2	3
1. Charter capital	26.1	3,537,949,420,000	3,537,949,420,000	-
2. Share premium		344,944,356,378	342,196,810,218	-
3. Other capital		(5,358,122,972)	(4,185,339,535)	1,172,783,437
4. Treasury shares		(89,246,317,760)	(54,900)	(54,900)
5. Exchange rate difference		-	-	-
6. Financial and statutory reserve		335,813,119,252	372,998,887,930	37,185,768,678
7. Non-controlling interest	32	82,990,304,915	82,855,645,584	-
8. Undistributed earnings		1,118,079,667,080	1,441,990,375,228	745,062,019,228
TOTAL		**5,325,172,426,893**	**5,773,805,744,525**	**783,420,516,443**

Currency: VND

Increase/ (Decrease)			Ending balance	
2015			31 December 2014	31 December 2015
Decrease	Increase	Decrease		
4	5	6	7	8
-	1,262,687,420,000	-	3,537,949,420,000	4,800,636,840,000
(2,747,546,160)	29,423,360,000	(342,334,310,218)	342,196,810,218	29,285,860,000
-	-	(424,174,904)	(4,185,339,535)	(4,609,514,439)
89,246,317,760	(170,427,500)	-	(54,900)	(170,482,400)
-	31,013,180,718	-	-	31,013,180,718
-	78,647,421,820	-	372,998,887,930	451,646,309,750
(134,659,331)	-	(1,715,283,219)	82,855,645,584	81,140,362,365
(421,151,311,080)	852,221,822,401	(955,545,739,333)	1,441,990,375,228	1,338,666,458,296
(334,787,198,811)	**2,253,822,777,439**	**(1,300,019,507,674)**	**5,773,805,744,525**	**6,727,609,014,290**

Prepared by:

Ms. Hoang Thi Minh Thuy
Chief Accountant

Approved by:

Ms. Nguyen Thi Thanh Ha
Chief Financial Officer

Approved by:

CÔNG TY CỔ PHẦN CHỨNG KHOÁN SÀI GÒN

Mr. Nguyen Duy Hung
Chief Executive Officer

1. THE COMPANY

Saigon Securities Incorporation ("the Company") is a joint stock company established under the Corporate Law of Vietnam and Operation License No. 3041/GP-UB dated 27 December 1999 issued by Ho Chi Minh City People's Committee and first Business Registration No. 056679 dated 30 December 1999 issued by Ho Chi Minh City Department of Planning and Investment. The Company operates under Securities Trading License No. 03/GPHDKD issued by the State Securities Commission on 5 April 2000 and subsequent amended licenses.

The Company's principal activities are to provide brokerage service, securities trading, finance and investment advisory service, custodian service, and underwriting for securities issues.

The Company's shares were officially listed on Hanoi Securities Trading Center (now Hanoi Stock Exchange) from 15 December 2006. Since 29 October 2007, the listing has been switched to the Ho Chi Minh Stock Exchange.

Charter capital

According to Business Registration No. 056679 dated 30 December 1999 issued by Ho Chi Minh City Department of Planning and Investment, the Company's initial charter capital was VND6,000,000,000. The charter capital has been supplemented from time to time in accordance with amended licenses. As at 31 December 2015, in accordance with the latest Amended License No. 24/GPDC-UBCK granted by the Chairman of State Securities Commission, which has been effective since 26 November 2015, the Company's total charter capital was VND4,800,636,840,000.

Location and Network

The Company's Head Office is located at 72 Nguyen Hue Boulevard, District 1, Ho Chi Minh City, Vietnam. As at 31 December 2015, the Company had one (01) Head Office, one (01) branch and one (01) transaction office in Ho Chi Minh City, two (02) branches and one (01) transaction office in Hanoi, one (01) branch in Hai Phong, one (01) branch in Vung Tau, and one (01) branch in Nha Trang.

Employees

Total number of employees of the Company and its subsidiaries as at 31 December 2015 was 616 (31 December 2014: 521).

Subsidiaries

As at 31 December 2015t the Company had two (02) directly owned subsidiaries as follows:

Company name	Established under	Business sector	Charter capital	% holding
SSI Asset Management Company Ltd. (SSIAM)	Operating License No.19/UBCK- GP dated 3 August 2007.	Investment fund management and investment portfolio management.	VND 30 billion	100%
SSI Investment Member Fund (SSI IMF)	Approval Letter of Member Fund Foundation No.130/TB-UBCK dated 27 July 2010.	Investments in securities and other assets, including real estates.	VND 390 billion	80%

As at 31 December 2015, the Company had one (01) indirectly owned subsidiary via SSI Investment Member Fund as follows:

Company name	Established under	Business sector	Maximum investment capital	% holding
SSI International Corporation	Register No. SRV 090813396-4724807 dated 27 August 2009 in Delaware, USA. Foreign Investment License No. 249/BKH-DTRNN issued by Ministry of Planning and Investment dated 03 July 2009, and Amendment Certificate No. 249/BKH-DTRNN-DC1 issued by Ministry of Planning and Investment dated 31 August 2010.	Investments in real estates and office buildings in the United States of America.	USD 18.5 million	80% indirectly owned through SSI IMF.

Associates

As at 31 December 2015, the Company had three (03) indirectly controlled associates as follows:

Company name	Established under	Business sector	Charter capital (VND)
The Pan Group (PAN)	Business Registration No. 0301472704 dated 3 October 2013 issued by Ho Chi Minh City Department of Planning and Investment (9th amended license). At the initial stage, the company operated under Business Registration No. 4103003790 dated 31 August 2005. The Company's shares have been officially listed on Ho Chi Minh city Stock Exchange.	House cleaning services; Industrial cleaning equipment trading; House repairs services; Insecticide services; House, landscape, gardens, rockeries, parks, zoos decoration services; Real estate business; Building management services; Financial support services.	1,008,724,970,000
Vietnam Fumigation Joint Stock Company (VFG)	Vietnam Fumigation Joint Stock Company is transfomed from State-owned enterprise, so called Vietnam Fumigation Company under Ministry of Agriculture and Rural Development, under Decision No. 70/QD-TTG dated 3 May 2001 issued by Prime Minister of the Socialist Republic of Vietnam. The Company operates under the first Business Registration No. 0302327629 dated 31 December 2001 issued by Ho Chi Minh City Department of Planning and Investment and 18th amended license dated 22 February 2013. The Company's shares have been officially listed on Ho Chi Minh city Stock Exchange.	Production, processing, carton boxes, packaging: plant protection products and fumigating materials; Provision of fumigating services, eradication of harmful animals for agricutural and forestry products, and other materials; Trading of pesticide, plan protection materials, fumigation materials; Trading of materials and chemicals for agricultural production (except for toxic substances); Fertilizer wholesale; Handling, maintenance, sanitation in factories, warehouses, offices services; Anti – termite service; Anti-termite service for the construction work; Renting offcice, warehouse; Goods inspection; Caring service for agricutural products; Wholesale corn and other grains,	176,854,360,000

Company name	Established under	Business sector	Charter capital (VND)
Dong Nai Port Joint Stock Company	The company was initially a State-owned enterprise, so called Dong Nai Port Company under Dong Nai Department of Transport, privatisation under Decision No. 3004 dated 24 August 2005 issued by People's Committee of Dong Nai Province. The Company operates under the first Business Registration No. 4703000301 dated 4 January 2006 and subsequent amended Business Registration No. 3600334112 dated 27 December 2009 and 27 December 2010 issued by Dong Nai Department of Planning and Investment. The Company's shares have been officially listed on Ho Chi Minh city Stock Exchange	Warehouses and wharf services; Loading and unloading, transportaton of goods in and out of the port; Loading and unloading equipments and vehicles repairs services; Agents and maritime services; Fuel supply services; Building materials trading; Entertainment services for ship's crews; Infrastruture and real estate invesment and business.	123,479,870,000

2. BASIS OF PREPARATION

2.1 Chuẩn mực và Hệ thống kế toán áp dụng

The consolidated financial statements of the Company and its subsidiaries expressed in Vietnam dong ("VND") are prepared in accordance with the accounting policies for securities companies as set out in Circular No. 95/2008/TT-BTC dated 24 October 2008 issued by the Ministry of Finance (in replacement of Decision No. 99/2000/QD-BTC dated 13 June 2000 of the Ministry of Finance), Circular No. 162/2010/TT-BTC dated 20 October 2010 issued by the Ministry of Finance and Vietnamese Accounting Standards issued by the Ministry of Finance as per:

- Decision No. 149/2001/QD-BTC dated 31 December 2001 on the Issuance and Promulgation of Four Vietnamese Standards on Accounting (Series 1);
- Decision No. 165/2002/QD-BTC dated 31 December 2002 on the Issuance and Promulgation of Six Vietnamese Standards on Accounting (Series 2);
- Decision No. 234/2003/QD-BTC dated 30 December 2003 on the Issuance and Promulgation of Six Vietnamese Standards on Accounting (Series 3);
- Decision No. 12/2005/QD-BTC dated 15 February 2005 on the Issuance and Promulgation of Six Vietnamese Standards on Accounting (Series 4); and
- Decision No. 100/2005/QD-BTC dated 28 December 2005 on the Issuance and Promulgation of Four Vietnamese Standards on Accounting (Series 5).

At the reporting date, the investors' deposits for securities trading were presented on the consolidated balance sheet of the Company under the item "cash at bank" because these accounts are still maintained at commercial banks under the Company's name.

Accordingly, the accompanying consolidated balance sheet, consolidated income statement, consolidated cash flow statement, consolidated statement of changes in owners' equity and related notes, including their utilisation are not designed for those who are not informed of Vietnam's accounting principles, procedures and practices and furthermore are not intended to present the consolidated financial position, consolidated results of operations, consolidated cash flows and movements of owner's equity in accordance with accounting principles and practices generally accepted in countries and territories other than Vietnam.

2.2 Applied accounting documentation system

The applied accounting documentation system is the General Journal system.

2.3 Fiscal year

The Company's fiscal year starts on 1 January and ends on 31 December.

2.4 Accounting currency

Báo cáo tài chính hợp nhất được lập bằng đơn vị tiền tệ của Công ty là đồng Việt Nam (VND).

2.5 Basis of consolidation

The consolidated financial statements comprise the financial statements of Saigon Securities Incorporation (the parent company), and its subsidiaries for the year ended 31 December 2015.

Subsidiaries are fully consolidated from the date of acquisition, being the date on which the parent company obtains control, and continued to be consolidated until the date that such control ceases.

The financial statements of the parent company and subsidiaries are prepared for the same reporting period using the consistent accounting policies.

All intra-company balances, incomes and expenses, and unrealised gains or losses resulting from intra-company transactions are eliminated in full.

Non-controlling interests represent the portion of profit or loss and net assets of the subsidiaries which are not held by the Company, and are presented separately in the consolidated income statement and within equity in the consolidated balance sheet, separately from parent shareholders' equity.

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

3.1 Changes in accounting policies and disclosures

Circular No. 200/2014/TT-BTC providing guidance on the Accounting System applicable for enterprises in all business activities and economic sectors

On 22 December 2014, the Ministry of Finance promulgated Circular No. 200/2014/TT-BTC providing guidance on the Accounting System applicable for enterprises in all business types and economic sectors ("Circular 200"). The Circular supersedes the prevailing enterprise accounting system under Decision No. 15/2006/QĐ-BTC dated 20 March 2006 and Circular No. 244/2009/TT-BTC dated 31 December 2009 issued by the Ministry of Finance. The Circular is applied to financial years beginning on or after 1 January 2015. Following are the new points of Circular 200 which affect the accounting recognition and financial reporting of the Company.

- Some highlights on the profit appropriation:
  - The Company is entitled to distribute its earnings to shareholders which shall not exceed the undistributed after-tax profit on the consolidated financial statements after eliminating the impact of profits recognized from a bargain purchase (negative goodwill). If the undistributed after-tax profit on the Company's consolidated financial statements is higher than the undistributed after-tax profit on its separate financial statements, and if the earnings approved to be distributed exceed the undistributed after-tax profits on the separate financial statements, the Company is only allowed to make the appropriation of profits after its subsidiaries' profits are transferred to the Company.
  - The Company, when distributing profits, should consider the impact of non-monetary items included in the undistributed earnings on its cash flows and ability to pay dividends and distribute profits.
- The determination of overdue period of doubtful receivables and other items with similar nature for provision making purpose is based on the principal repayment schedule under initial contracts rather than the rescheduled repayment negotiated between contracting parties.

Circular No. 202/2014/TT-BTC providing guidance for the preparation and presentation of consolidated financial statements

On 22 December 2014, the Ministry of Finance issued Circular No. 202/2014/TT-BTC ("Circular 202") providing guidance on preparation and presentation of consolidated financial statements, which replace Section XIII of Circular No. 161/2007/TT-BTC dated 31 December 2007, and is effective for the preparation and presentation of consolidated financial statements for financial years beginning on or after 1 January 2015.

The effects of the change in accounting treatment in accordance with Circular 200 and Circular 202 are applied on a prospective basis as this Circular does not required for a retrospective application.

Provision for diminution in value of long-term investments:

Provision for diminution in value of long-term investments is made based on the following principals:

- For investments in listed shares or shares which fair value can be determined reliably, provision shall be made based on the shares' market value (similarly to provision for diminution in value of trading securities).
- For investments which fair value cannot be determined reliably at the reporting date, provision shall be made based on the loss incurred by the investees (provision for loss of investments in other entities).

Revaluation of monetary assets and liabilities denominated in USD at the end of the accounting period:

Monetary assets denominated in foreign currencies are translated using the bid exchange rate announced by the commercial bank where the Company frequently uses services.

Liabilities denominated in foreign currencies are translated using the ask exchange rate announced by the commercial bank where the Company frequently uses services.

3.2 Standards and regulations issued but not yet taken effect

Circular No.210/2015/TT-BTC providing guidance on accounting policies applicable to securities companies

On 30 December 2014, the Ministry of Finance promulgated Circular No. 210/2015/TT-BTC providing guidance on accounting policies applicable to securities companies, which supersedes the accounting policies as set out in Circular No. 95/2008/TT-BTC dated 24 October 2008 and Circular No. 162/2010/TT-BTC dated 20 October 2010 issued by the Ministry of Finance. The Circular prescribes contents relating to accounting vouchers, chart of account system as well as methods of preparation and presentation of financial statements applicable to securities companies. The Circular takes effect from 1 January 2016, except for regulations relating to fair value which will take effect from 1 January 2017.

3.3 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash at banks, investors' deposits for securities trading, highly liquid short-term investments with an original maturity of three months or less that are readily convertible into known amounts of cash and that are subject to an insignificant risk of change in value.

3.4 Receivables

Receivables are initially recorded at cost and subsequently always presented at cost.

Receivables are subject to review for impairment based on their overdue status or estimated loss arising from undue debts of corporate debtors who have bankruptcy or are under liquidation; or of individual debtors who are missing, have fled, are prosecuted, detained or tried by law enforcement bodies, are serving sentences or have deceased. Increases or decreases to the provision balance are recorded as "General and administrative expenses" in the consolidated income statement.

As for overdue receivables, provision level is prescribed in Circular No. 228/2009/TT-BTC issued by the Ministry of Finance on 7 December 2009 as follows:

·	Age of the overdue receivable	Provision level
	From six (6) months to less than one (1) year	30%
	From one (1) year to less than two (2) years	50%
	From two (2) years to less than three (3) years	70%
	From three (3) years	100%

3.5 Tangible fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation.

Cost of a tangible fixed asset comprises of its purchase price and any directly attributable costs to bring the asset into working condition as its intended use.

Expenditures for additions, advances and renewals are added to the carrying amount of the assets. Expenditures for maintenance and repairs are charged to the consolidated income statement as incurred.

When tangible fixed assets are sold or disposed, their costs and accumulated depreciation are written off and gain or loss resulting from their disposal is recognised into the consolidated income statement.

3.6 Intangible fixed assets

Intangible fixed assets are stated at cost less accumulated amortisation.

The cost of an intangible fixed asset comprises of its purchase price and any directly attributable costs to bring the asset into working condition as its intended use.

Expenditures for additions, improvements and renewals are added to the carrying amount of the assets and other expenditures are charged to the consolidated income statement as incurred.

When the intangible fixed assets are sold or disposed, their costs and accumulated amortisation are written off and any gain or loss resulting from their disposal is included in the consolidated income statement.

3.7 Depreciation and amortisation

Depreciation and amortisation of tangible assets, intangible assets and investment properties are calculated on a straight-line basis over the estimated useful life of each asset as follows:

Buildings and architectures	6 years
Office machineries	3 years
Means of transportation	6 years
Office equipment	3 - 5 years
Software	3 years
Land use rights with indefinite life	not amortised
Other intangible fixed assets	2 years
Investment properties	27.5 years

3.8 Investment properties

Investment properties are stated at cost, inclusive of related transaction fees less accumulated depreciation.

Subsequent expenditure relating to an investment property that has already been recognised is added to the net book value of the investment property when it is probable that future economic benefits, in excess of the originally assessed standard of performance of the existing investment property, will flow to the Company.

Depreciation and amortisation of the property is calculated on a straight-line basis over the estimated useful life of each asset. The depreciation period is 27.5 years.

3.9 Operating lease

Rentals respective to operating leases are recognised in the consolidated income statement on a straight-line basis over the term of the lease.

3.10 Financial investments and provision for diminution in value of securities

Circular No. 95/2008/TT-BTC allows securities companies to account for securities investments under either the cost accounting method or the fair value accounting method. Accordingly, the Company chooses the cost accounting method to record its securities investments.

Trading securities and long-term investment securities are initially recognised at cost.

These securities are continually recognised at cost less received accumulative gains which incur before purchase date, if any.

Provision for diminution in value of securities is made for individual stocks which have market values lower than book values. Determination of the actual securities price on the market for provision complied with Circular No. 146/2014/TT-BTC. Accordingly, the Company determined the market value of securities as below:

- For securities listed on the Stock Exchange, the actual price on the market shall be the closing price as at 31 December 2015.
- For traded registered securities (traded registered stocks in UPCOM), the actual price on the market shall be the average closing price on the latest trading date before the date of setting up the provision.
- For the delisted securities and suspended trading securities from the sixth day afterward, their prices are the book value at the latest financial report date.
- The market price for unlisted securities and securities unregistered for trading used as a basis for setting up the provision is the average of actual trading prices quoted by 3 securities companies conducting transactions within one month before the date of setting up the provision.
- For securities which do not have reference prices from the above sources, the impairment is determined based on the financial performance and the book value of securities issuers as at 31 December 2015.

Provision for diminution in the value of other long-term investments:

- For an investment in listed shares or shares which fair value can be determined reliably, provision is made based on the actual price of shares (similarly to the method of determination of the actual securities price when making provision for diminution in value of securities);
- For investments whose fair value cannot be determined reliably at the reporting date, allowance is made based on loss which the invested entities has suffered during the year.

3.11 Investments in associates

An associate is an entity in which the Company has significant influence but that is neither subsidiaries nor joint ventures. The Company generally deems they have significant influence if they have over 20% of the voting rights.

The Company's investments in associates are accounted for using the equity method of accounting.

Under the equity method, the investment is carried in the consolidated balance sheet at cost. In term of the acquisition, the difference between cost of the investment and the determinable net asset fair value in correspondence with the Company's shares in associate at the acquisition date is defined as goodwill. Negative goodwill is recognized in share of profits/(loss) in associates. Positive goodwill arising from 2015 will be reflected in the value of investment in associates while positive goodwill arising before 2015 is amortized for a period of maximum 10 years to the Shares of profit from associates in the consolidated income statement.

When determining the determinable fair value of net assets in associates, the Company applies principles and suppositions as follows:

- Fair value of cash and short term deposit, payables to suppliers and other short term liabilities approximates their carrying value due to their short term;
- Fair value of receivables is determined based on estimation of recoverability, therefore, the Company estimates fair value at the cost less provisions for receivables;
- Fair value of financial investments is determined at market prices;
- Fair value of fixed assets approximates their cost less accumulated depreciation
- Fair value of the qualification items in the auditors' report in the audited financial statements of associates is determined as zero (0); and
- Fair value of other immaterial assets and debts is determined as their carrying value.

After the initial recognition, the investment is adjusted to changes of the Company's shares in associates' post-acquisition net assets. Goodwill arising on acquisition prior to 2015 of the associate is amortized over a three-year period. The consolidated income statement reflects the share of the post-acquisition results of operation of the associate.

The share of post-acquisition profit/(loss) of the associates is presented on the consolidated income statement. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. Dividends receivable from associates are deducted from the carrying amount of the investment.

The financial statements of the associates are prepared for the same reporting period as the Company using the same accounting policies. Where necessary, adjustments are made to bring the accounting policies in line with those of the Company.

3.12 Repurchase and reverse repurchase agreements

Securities sold under agreements to repurchase at a specified future date ("repos") are not recognised on the consolidated balance sheet. The corresponding cash receipt is recognised as a liability in the consolidated balance sheet. The difference between the selling price and repurchasing price is recognised as an asset/ unamortised cost and is allocated to the consolidated income statement over the life of the agreement.

3.13 Payables and accrued expenses

Payables and accrued expenses are recognised for amounts to be paid in the future for interest of convertible bonds, goods and services received, whether or not billed to the Company.

3.14 Foreign currency transactions

Transactions in currencies other than the Company's reporting currency (VND) are recorded at the commercial bank's exchange rate ruling at the transaction date. At the end of the period, monetary assets and liabilities denominated in foreign currencies are translated at inter-bank exchange rates ruling at the consolidated balance sheet date. All realized and unrealized foreign exchange differences are taken to the consolidated income statement

3.15 Conversion of subsidiaries' financial statements into the reporting currency of parent company

Subsidiaries' financial statements which were prepared in different currency from that of the parent company are translated into the accounting currency of the parent company at the end of the accounting period. The exchange rate used for translation is transfer exchange rate of commercial bank where the subsidiary frequently has transactions. Difference in exchange rate arising from the translation was recorded accumulatedly into "Difference due to exchange rate", an item in owners' equity of the consolidated financial statements.

3.16 Treasury shares

Owners' equity instruments which are reacquired (treasury shares) are recognised at cost and deducted from equity. No gain or loss is recognised in profit or loss upon purchase, sale, issue or cancellation of the Company's own equity instruments.

3.17 Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured at the fair value of receipts or receivables less trade discount, concessions and sales return. The following specific recognition criteria must also be met before revenue is recognised:

Rendering of services

Revenue is recognised to the extent of work-completion when the result of the contract can be ensured. In case when the contractual result cannot be ensured, the revenue will only be recognised to the extent of recovery of recorded expenses.

Revenue from trading securities

Revenue from trading securities is determined by the differences between selling prices and the weighted average cost of securities sold.

Interest

Revenue is recognised in the consolidated income statement on an accrual basis (taking into account the effective yield on the asset), except for cumulative gains before purchase date (which is recognised as deductions to cost of securities) or doubtful collectability.

Dividend

Revenue is recognised when the Company's entitlement as an investor to receive the dividend is established, except for dividends received in form of stocks, the number of received stocks is accounted for in notes to the financial statements and no value of received stocks or financial revenue or an increase in investment value is recognised.

Rental income

Rental income arising from operating leases is accounted for on a straight line basis over the term of the lease.

3.18 Corporate income tax

Current income tax

Current income tax assets and liabilities for the current and prior periods are measured at the amount expected to be paid to (or recovered from) the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted as at the balance sheet date.

Current income tax is charged or credited to the consolidated income statement, except when it relates to items recognised directly to equity, in which case the current income tax is also taken to equity.

Current income tax assets and liabilities are offset when there is a legally enforceable right for the Company to set off current tax assets against current tax liabilities and when the Company intends to settle its current tax assets and liabilities on a net basis.

Deferred income tax

Deferred tax is provided using the liability method on temporary differences at the balance sheet date between the tax base of assets and liabilities and their carrying amount for consolidated financial reporting purposes.

Deferred income tax liabilities are recognised for all taxable temporary differences, except:

- Where the deferred tax liability arises from the initial recognition of an asset or liability in a transaction which affects neither the accounting profit nor taxable profit or loss upon the occurrence of the related transaction; and

- In respect of taxable temporary differences associated with investments in subsidiaries and associates, and capital contributions in joint ventures where timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences, carried forward unused tax credit and unused tax losses, to the extent that it is probable that taxable profit will be available against which deductible temporary differences, carried forward unused tax credit and unused tax losses can be utilised, except:

- Where the deferred tax asset in respect of deductible temporary difference which arises from the initial recognition of an asset or liability which at the time of the related transaction, affects neither the accounting profit nor taxable profit or loss; and

- In respect of deductible temporarily differences associated with investments in subsidiaries, associates, and capital contributions in joint ventures, deferred tax assets are recognised only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

The carrying amount of deferred income tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilised. Previously unrecognised deferred income tax assets are reassessed at each balance sheet date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax assets to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply in the period when the asset is realized or the liability is settled based on tax rates and tax laws that have been enacted at the balance sheet date. Deferred tax is charged or credited to the consolidated income statement, except when it relates to items recognised directly to equity, in which case the deferred tax is also dealt with in the equity account.

Deferred tax assets and liabilities are offset when there is a legally enforceable right for the Company to set off current tax assets against current tax liabilities and when they relate to income taxes levied on the same taxable entity by the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

3.19 Appropriation of net profits and reserves

In accordance with resolutions of Shareholders' Meetings, the Company distributes the annual net profit after corporate income tax and appropriation to reserves as regulated by the Company's policy and as required by Vietnamese Laws.

The Company uses retained earnings to create reserves in accordance with Circular No. 146/2014/TT-BTC issued by the Ministry of Finance on 6 October 2014 and Decision No. 210/2012/TT-BTC issued by the Ministry of Finance on 30 November 2012, as follows:

	Percentage of profit after tax	Maximum level
Capital Supplementary Reserve	5%	10% of charter capital
Statutory Reserve	5%	10% of charter capital

Other reserves and funds are created in accordance with resolutions of Shareholders' Meetings.

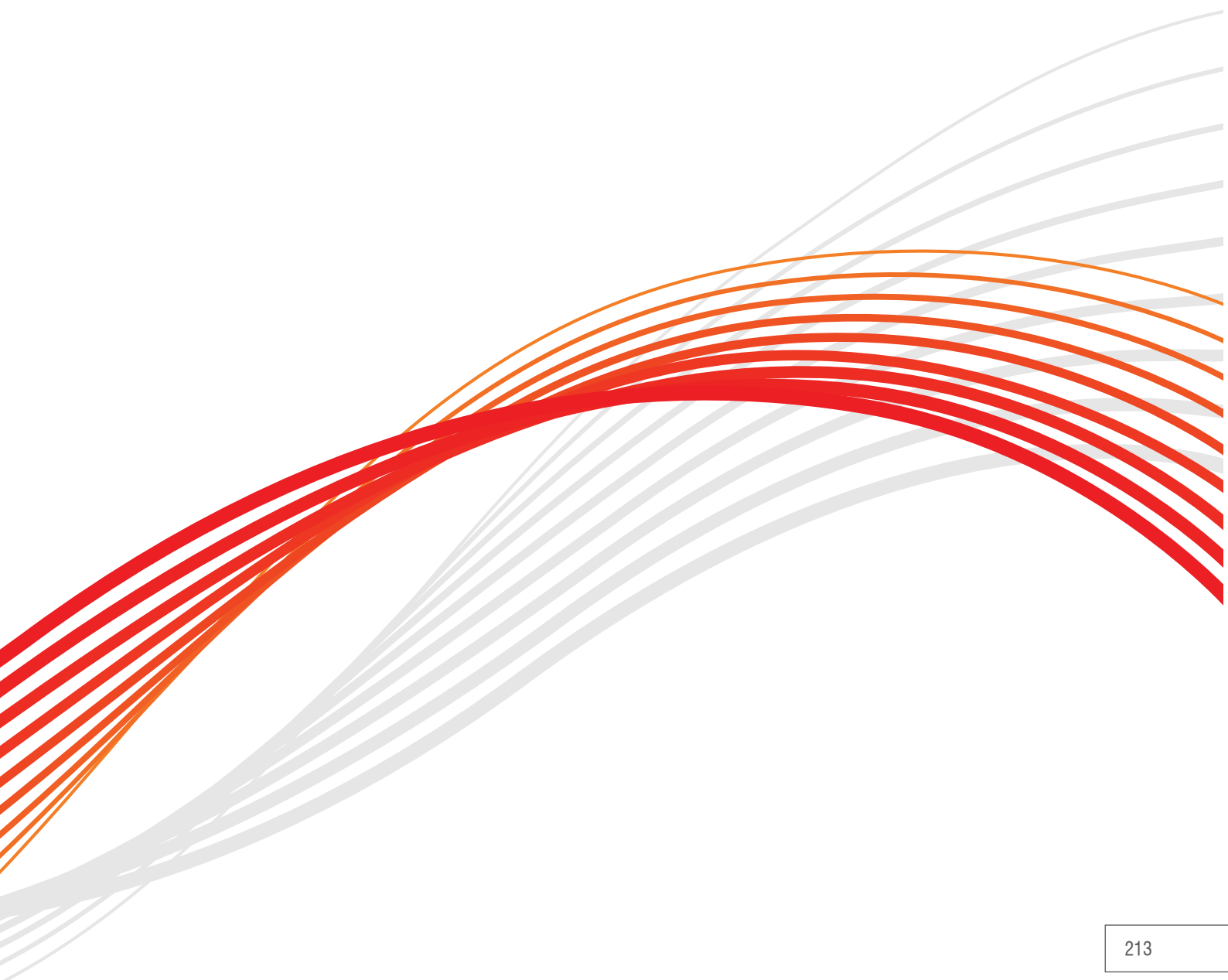
4. ASH AND CASH EQUIVALENTS

	Closing balance VND	Opening balance VND
Cash on hand	619,978,961	219,364,656
Cash at banks	1,754,790,123,200	1,577,432,520,349
In which:		
- Cash at banks of the Company	510,740,316,309	552,684,374,215
- Cash at banks for trading securities of investors (investors' deposits)	1,244,049,806,891	1,024,748,146,134
Cash equivalents	235,000,000,000	375,000,000,000
- Term deposits with maturity of three months or less (*)	235,000,000,000	375,000,000,000
	1,990,410,102,161	**1,952,651,885,005**

(*) As at 31 December 2015, the Company has VND135,000,000,000 of term deposits with maturity of three (03) months or less and an interest rate of 5,5% p,a, are used as collaterals for short-term loans at banks,

5. TRADING VALUE AND TRADING VOLUME IN THE PERIOD

	Trading volume during the year Unit	Trading value during the year VND
The Company	97,744,493	7,924,179,055,600
- Shares	24,792,893	528,825,935,600
- Bonds	72,660,000	7,392,680,180,000
- Others (investment fund certificates)	291,600	2,672,940,000
Investors	8,135,432,582	165,554,787,951,522
- Shares	7,991,549,346	151,277,938,463,580
- Bonds	136,119,706	14,203,071,388,942
- Others (investment fund certificates)	7,763,530	73,778,099,000
	8,233,177,075	**173,478,967,007,122**



6. FINANCIAL INVESTMENTS

6.1 Short-term investments

The Company's short-term investment portfolio as at 31 December 2015 and 31 December 2014 were as follows:

Items	Shares	Book value VND
As at 31 December 2015		
Trading securities	**22,210,487**	**670,832,791,680**
Listed shares (i)	20,821,980	642,120,682,743
Unlisted shares (ii)	1,388,506	28,712,008,937
Bonds	1	100,000
Other short-term investments	**-**	**4,391,100,000,000**
Term deposits with maturity of over three months (iii)	-	4,391,100,000,000
	22,210,487	**5,061,932,791,680**
As at 31 December 2014		
Trading securities	**18,711,464**	**339,108,546,961**
Listed shares	7,066,363	167,966,593,028
Unlisted shares	11,645,100	171,141,853,932
Bonds	1	100,000
Other short-term investments	**-**	**1,924,000,000,000**
Term deposits with maturity of over three months	-	1,924,000,000,000
	18,711,464	**2,263,108,546,961**

In comparison with market value		
Increase (VND)	Decrease (VND)	Market value (VND)
86,802,922,291	**(42,513,048,144)**	**715,122,665,827**
86,785,244,173	(20,490,082,215)	708,415,844,701
17,678,118	(22,022,965,929)	6,706,721,126
-	-	100,000
-	**-**	4,391,100,000,000
-	-	4,391,100,000,000
86,802,922,291	**(42,513,048,144)**	**5,106,222,665,827**
27,236,450,899	**(73,653,786,065)**	**292,691,211,795**
27,229,214,459	(1,314,628,366)	193,881,179,122
7,236,440	(72,339,157,699)	98,809,932,673
-	-	100,000
-	**-**	**1,924,000,000,000**
-	-	1,924,000,000,000
27,236,450,899	**(73,653,786,065)**	**2,216,691,211,795**

(i) As at 31 December 2015, there were 3,656,000 listed shares with par value of VND36,560,000,000 included in trading securities were used as collaterals for straight bond issuance in phase 2 (Note 24 – Long-term loans and borrowings).

(ii) Market value of these securities is determined at net asset value/book value of issuers, or determined based on the Company's own assessment of potential recoverability of the investment.

(iii) Term deposits with maturity of over three months as at 31 December 2015 included approximately VND2,041,100,000,000 which were used as collaterals for the Company's overdrafts with banks; and VND2,315,000,000,000 which were used as collaterals for the Company's short-term borrowings. Refer to Note 16 – Short-term borrowings for more information.

6.2 Long-term financial investments

The Company's long-term investment portfolio as at 31 December 2015 and 31 December 2014 were as follows:

Items	Shares	Book value VND
As at 31 December 2015		
Available-for-sales securities	**46,653,480**	**1,405,887,447,424**
Listed shares (i)	40,874,236	1,105,147,594,845
Unlisted shares (ii)	3,361,343	85,167,499,174
Bonds (iii)	2,417,901	215,572,353,405
Other long-term investments	**1,499,999**	**65,000,000,000**
Shares of Sunway Investment J,S Company (iv)	1,499,999	15,000,000,000
Term deposits with the maturity over 1 year	-	50,000,000,000
	48,153,479	**1,470,887,447,424**
As at 31 December 2014		
Available-for-sales securities	**18,422,764**	**819,968,163,892**
Listed shares	11,424,556	493,872,588,058
Unlisted shares (ii)	4,747,557	108,968,507,171
Bonds	2,250,651	217,127,068,663
Other long-term investments	**11,766,999**	**538,617,000,000**
Sunway Joint stock Company (iv)	1,499,999	15,000,000,000
Hoang Anh Gia Lai Rubber Joint Stock Company	10,267,000	523,617,000,000
	30,189,763	**1,358,585,163,892**

In comparison with market value		
Increase (VND)	Decrease (VND)	Market value (VND)
579,073,683,639	**(146,859,977,453)**	**1,838,101,153,610**
551,773,779,128	(114,307,512,973)	1,542,613,861,000
1,082,157,916	(32,552,464,480)	53,697,192,610
26,217,746,595	-	241,790,100,000
19,761,408,826	**-**	**84,761,408,826**
19,761,408,826	-	34,761,408,826
-	-	50,000,000,000
598,835,092,465	**(146,859,977,453)**	**1,922,862,562,436**
50,820,165,641	**(110,169,462,838)**	**760,618,866,696**
42,882,134,304	(68,077,726,036)	468,676,996,327
-	(42,091,736,802)	66,876,770,369
7,938,031,337	-	225,065,100,000
9,846,668,411	**(297,743,000,000)**	**250,720,668,411**
9,846,668,411	-	24,846,668,411
-	(297,743,000,000)	225,874,000,000
60,666,834,053	**(407,912,462,838)**	**1,011,339,535,107**

(i) Among the listed securities available for sale as at 31 December 2015, there were 1,020,000 shares with the par value of VND10,200,000,000 which were used as collaterals for straight bonds issued in phase 2 (Note 24 – Long-term loans and borrowings).

(ii) Market value of these securities is determined at net asset value/book value of issuers, or determined based on the Company's own assessment of potential recoverability of the investment.

(iii) As at 31 December 2015, the Company held 2,200,000 bonds issued by other credit institutions with carrying amount of VND193,782,253,404. These bonds were sold at VND176,000,000,000 and committed to be repurchased at VND180,500,400,000. Refer to Note 20 and Note 37.5 for more information.

(iv) Long-term investments represent the Company's contributed capital in entities with the purpose of holding in long-term. As at 31 December 2015, the Company has contributed capital in Sunway Investment Joint Stock Company as a founding shareholder. Main activities of Sunway Investment Joint Stock Company are housing business; industrial parks, residential quarters, office buildings investment and trading; managing services, lands and offices leasing, real estate bidding advisory, financial operations support and commercial brokers.

6,3 Provision for investment diminution

Provision for short-term investments

Items	Quantity	Cost (VND)	Decrease in comparison with market value (VND)	Market value (VND)
Listed shares				
KDC	29,481	768,078,392	(51,690,095)	716,388,297
GAS	5,000	320,000,000	(139,000,000)	181,000,000
VAF	2,751,782	67,766,743,877	(18,234,667,877)	49,532,076,000
DBC	6,989,858	184,957,167,636	(2,064,724,243)	182,892,443,393
	9,776,121	**253,811,989,905**	**(20,490,082,215)**	**233,321,907,690**
Unlisted shares				
Ba Hien Viglacera JSC	6,054	253,765,058	(253,765,058)	-
Sam Phu Plastic JSC	418,273	4,182,730,000	(2,760,601,800)	1,422,128,200
Pythis JSC	260,118	4,284,711,000	(3,504,357,000)	780,354,000
Eden JSC	199,650	4,650,000,000	(3,452,100,000)	1,197,900,000
Dai Nam Real Estates JSC	70,500	7,050,000,000	(7,050,000,000)	-
AGF Delta Investment and Construction JSC	200,000	2,000,000,000	(2,000,000,000)	-
Descon Industrial Construction JSC	226,120	6,131,898,718	(2,884,409,496)	3,247,489,222
Vien Dong Pharmaceutical JSC	2,874	117,732,575	(117,732,575)	-
	1,383,589	**28,670,837,351**	**(22,022,965,929)**	**6,647,871,422**
	11,159,710	**282,482,827,256**	**(42,513,048,144)**	**239,969,779,112**

Provision for long-term investments

Listed shares				
HPG	8,000,055	274,834,808,580	(41,233,202,580)	233,601,606,000
GIL	2,707,226	81,968,204,098	(24,532,598)	81,943,671,500
ELC	4,089,025	101,933,671,837	(12,599,747,700)	89,333,924,137
PET	3,039,000	45,055,590,741	(4,636,890,741)	40,418,700,000
PVS	2,413,700	91,890,222,350	(51,581,432,350)	40,308,790,000
HTI	512,550	8,359,437,060	(1,132,482,060)	7,226,955,000
DPR	529,980	22,125,506,944	(3,099,224,944)	19,026,282,000
	21,291,536	**626,167,441,610**	**(114,307,512,973)**	**511,859,928,637**
Unlisted shares				
Viglacera Dap Cau Glass JSC	800,000	15,200,000,000	(14,575,200,000)	624,800,000
VMG Media JSC	1,414,000	44,488,000,000	(8,240,110,000)	36,247,890,000
Viet Tin JSC	6,299	6,654,826,400	(4,135,226,400)	2,519,600,000
Descon Industrial Construction JSC	398,470	11,324,672,774	(5,601,928,080)	5,722,744,694
	2,618,769	**77,667,499,174**	**(32,552,464,480)**	**45,115,034,694**
	23,910,305	**703,834,940,784**	**(146,859,977,453)**	**556,974,963,331**

Changes in provision for investment diminution during the year

Items	Opening balance (VND)	Increase in provision (VND)	Reversal of provision (VND)	Reclassification of provision (VND)	Closing balance (VND)
Provision for short-term investments					
Listed shares	(1,314,628,366)	(2,255,414,338)	35,218,328,367	(52,138,367,878)	(20,490,082,215)
Unlisted shares	(72,339,157,699)	(1,822,176,108)		52,138,367,878	(22,022,965,929)
	(73,653,786,065)	**(4,077,590,446)**	**35,218,328,367**	**-**	**(42,513,048,144)**
Provision for short-term investments	(68,077,726,036)	(69,771,654,297)	23,541,867,360	-	(114,307,512,973)
Listed shares	(42,091,736,802)	(1,929,297,008)	11,468,569,330	-	(32,552,464,480)
Unlisted shares	(297,743,000,000)	-	247,748,510,284	49,994,489,716	-
	(407,912,462,838)	**(71,700,951,305)**	**282,758,946,974**	**49,994,489,716**	**(146,859,977,453)**
	(481,566,248,903)	**(75,778,541,751)**	**317,977,275,341**	**49,994,489,716**	**(189,373,025,597)**

7. SHORT-TERM RECEIVABLES

Chứng khoán	Closing balance (VND)	Opening balance (VND)
Receivables from investors	3,646,040,547,557	2,107,978,862,280
- Advances to investors	93,457,735,870	97,679,567,228
- Advances under securities brokerage contracts (i)	284,251,211,500	-
- Receivables from margin contracts (ii)	3,256,363,621,210	2,003,553,536,747
- Receivables from advisory services	5,491,684,179	2,904,869,361
- Receivables from portfolio and fund management services	1,917,721,021	805,269,952
- Other receivables	4,558,573,777	3,035,618,992
Advances to suppliers	11,301,258,947	3,644,740,653
Receivables from securities activities	226,779,001	2,284,928,503
Other receivables	39,359,691,208	140,272,267,822
- Deposit interest receivables	17,092,784,423	6,829,185,739
- Receivables from securities issuers (bond coupons, dividends)	17,753,194,839	21,148,672,807
- Purchase of auction securities in waiting for share certificate	-	109,073,594,000
- Other receivables	4,513,711,946	3,220,815,276
	3,696,928,276,713	**2,254,180,799,258**

(i) These relate to brokerage contracts for selling bonds held by customers. Accordingly, the Company made advances to customers for the period that bonds are awaiting to be sold.

(ii) During the year, interest rate for margin contracts within the maturity period is 0.0389% per day, and is amended from time to time. Please refer to Note 37.5 for more information on assets used as collaterals for margin contracts.

8. PROVISION FOR DOUBTFUL RECEIVABLES

	Closing balance (VND)	Opening balance (VND)
Provisions for doubtful receivables	(3,431,111,960)	(2,965,778,081)

9. OTHER CURRENT ASSETS

	Closing balance (VND)	Opening balance (VND)
Short-term prepaid expenses	8,548,603,317	5,404,456,902
Value Added Tax deductible	-	44,439,578
Other current assets	233,098,670,066	13,282,287,092
- Advance to employees	3,278,848,232	1,735,380,092
- Short-term pledges and deposits	851,648,005	11,546,907,000
- Other short-term assets	228,968,173,829	-
	241,647,273,383	**18,731,183,572**

Other short-term assets represent short-term cost of investment relating to the contract between SSI and its customers for selling the shares of Hoang Anh Gia Lai International Agriculture JSC's shares, previously known as Hoang Anh Gia Lai Rubber JSC. Accordingly, the customer will make payments to the Company in accordance with the payment schedule specified in the contract. The control of shares will be transferred to the buyer in line with the payment schedule. The underlying shares after transfer will be blocked and used as collateral assets for the contract.

10. TANGIBLE FIXED ASSETS

	Buildings and architectures (VND)	Office machineries (VND)	Means of transportation (VND)	Office equipment (VND)	Total (VND)
Cost					
Opening balance	2,609,391,520	68,196,998,519	14,504,261,403	1,156,743,642	86,467,395,084
Increase	-	2,609,954,494	-	37,840,000	2,647,794,494
- Purchases	-	*2,609,954,494*	-	*37,840,000*	*2,647,794,494*
Decrease	-	(1,865,105,500)	-	-	(1,865,105,500)
- Disposals	-	*(1,865,105,500)*	-	-	*(1,865,105,500)*
Closing balance	2,609,391,520	68,941,847,513	14,504,261,403	1,194,583,642	87,250,084,078
Accumulated depreciation					
Opening balance	2,609,391,520	55,157,869,212	8,263,775,521	1,056,240,308	67,087,276,561
Increase	-	5,799,632,635	1,379,431,955	51,030,666	7,230,095,256
- Depreciation	-	*5,799,632,635*	*1,379,431,955*	*51,030,666*	*7,230,095,256*
Decrease	-	(1,865,105,500)	-	-	(1,865,105,500)
- Disposals	-	*(1,865,105,500)*	-	-	*(1,865,105,500)*
Closing balance	2,609,391,520	59,092,396,347	9,643,207,476	1,107,270,974	72,452,266,317
Net book value					
Opening balance	-	13,039,129,307	6,240,485,882	100,503,334	19,380,118,523
Closing balance	-	9,849,451,166	4,861,053,927	87,312,668	14,797,817,761

11. INTANGIBLE FIXED ASSETS

	Software	Land use right with indefinite life (VND)	Other tangible fixed assets (VND)	Total (VND)
Cost				
Opening balance	49,872,228,399	109,671,558,000	6,307,933,437	165,851,719,836
Increase	1,328,243,320	-	341,282,405	1,669,525,725
- Purchases	1,328,243,320	-	341,282,405	1,669,525,725
Decrease	-	-	-	-
Closing balance	51,200,471,719	109,671,558,000	6,649,215,842	167,521,245,561
Accumulated amortisation				
Opening balance	43,695,216,214	-	2,069,717,859	45,764,934,073
Increase	3,828,854,677	-	1,043,211,488	4,872,066,165
- Amortisation	3,828,854,677	-	1,043,211,488	4,872,066,165
Decrease	-	-	-	-
Closing balance	47,524,070,891	-	3,112,929,347	50,637,000,238
Net book value				
Opening balance	6,177,012,185	109,671,558,000	4,238,215,578	120,086,785,763
Closing balance	3,676,400,828	109,671,558,000	3,536,286,495	116,884,245,323

As at 31 December 2015, land use right with indefinite life and carrying amount of VND109,671,558,000 was used as collaterals for straight bonds issuance in phase 2 (refer to Note 24 and Note 37.5).

12. INVESTMENT PROPERTIES

	Buildings and lands (VND)
Cost	
Opening balance	283,612,736,520
Increase	28,034,878,581
- Value of assets improvements	169,292,800
-Revaluation of exchange rate in financial statements conversion	27,865,585,781
Closing balance	311,647,615,101
Accumulated depreciation	
Opening balance	31,352,705,335
Increase (depreciation)	9,027,215,379
Other increase	61,104,039
Increase due to exchange rate changes	2,796,669,316
Closing balance	43,237,694,069
Net book value	
Opening balance	252,260,031,185
Closing balance	268,409,921,032

Investment properties are six (06) buildings in the United States of America which were bought by SSI International Company for leasing purpose. As at 31 December 2015, the cost of those assets was recorded in USD and converted into VND in SSIIC financial statements using transfer exchange rate of commercial bank where the Fund maintains bank account. Difference arising from the conversion is to be presented as a reconciling item (named “difference due to accounting currency conversion”) in the movement of retained earnings. Rental revenue for the fiscal year ended at 31 December 2015 amounted to VND6,513,247,965.

13. INVESTMENTS IN ASSOCIATES AND JOINT-VENTURES

Investments in associates of the Company as at 31 Decmber 2015 and 31 December 2014 are as follows:

	Voting right of the Company (%)	Ownership of the Company (%)	Closing balance (VND)	Opening balance (VND)
The PAN Group JSC	20,01%	19,93%	428,152,498,940	238,871,479,158
Dong Nai Port JSC	20,01%	20,00%	67,007,510,494	62,606,030,071
Vietnam Fumigation JSC	20,06%	20,04%	142,257,104,957	122,964,194,036
Binh Thanh Import-Export Production and Trade JSC	-	-	-	96,960,394,866
Southern Seed JSC	-	-	-	78,668,460,888
Long An Food Processing Export JSC	-	-	-	29,141,573,807
Electronic Communications Technology Investment Development JSC	-	-	-	158,366,014,557
Transimex-Saigon Corporation	-	-	-	150,240,358,241
Bibica Joint Stock Company	-	-	-	106,154,392,527
			637,417,114,391	**1,043,972,898,151**

The movement of investments in associates of the Company for the year ended 31 December 2015 and 31 December 2014 is as follows:

	Current year (VND)	Previous year (VND)
Opening balance	1,043,972,898,151	1,349,760,867,243
Acquisition	203,940,333,949	185,903,651,338
Disposal	(569,522,184,768)	(467,638,148,672)
Adjustments for changes in associate's ownership portion in its subsidiaries	(27,099,286,669)	-
Profit from associates recognized in the consolidated income statement	54,964,787,658	14,267,004,783
- Negative goodwill incurring during the year	-	8,854,427,311
- Goodwill amortized during the year	(24,362,534,318)	(47,623,499,717)
- Shares of profit in associates	93,789,245,209	111,776,824,382
- Loss from disposal of investments in associates	(14,461,923,233)	(58,740,747,193)
Dividend received	(65,100,941,300)	(38,161,429,400)
Other capital	(3,738,492,630)	(159,047,141)
Closing balance	**637,417,114,391**	**1,043,972,898,151**

In 2015, the Company sold its investment in Southern Seed Joint Stock Company; Bibica Joint Stock Company; Binh Thanh Import-Export Production and Trade Joint Stock Company; Long An Food Processing Export Joint Stock Company; Electronics Communications Technology Investment Development Joint Stock Company and Transimex-Saigon Corporation, thus these companies are no longer associates of the Company at the reporting date,

As at 31 December 2015, the Company had 15,914,666 shares of associates with the total par value of VND159,146,660,000 which were used as collateral for straight bonds issued in phase 2 (refer to Note 24 and Note 37.5).

14. PAYMENT FOR SETTLEMENT ASSISTANCE FUND

	Closing balance (VND)	Opening balance (VND)
Initial payment and annual supplements	13,960,535,062	13,960,535,062
Annual allocated interest	6,039,464,938	6,022,376,734
	20,000,000,000	**19,982,911,796**

15. OTHER LONG-TERM ASSETS

	Closing balance (VND)	Opening balance (VND)
Long-term deposits	17,287,240,210	6,489,763,210

16. SHORT-TERM BORROWINGS

	Closing balance (VND)	Opening balance (VND)
Short-term borrowings	2,207,500,000,000	230,000,000,000
- Joint Stock Commercial Bank for Foreign Trade of Vietnam	2,007,500,000,000	-
- Vietnam International Commercial Joint Stock Bank	200,000,000,000	-
- Petrolimex Group Commercial Joint Stock Bank	-	230,000,000,000
Bank overdrafts	1,706,347,967,537	1,276,127,466,877
- Joint Stock Commercial Bank for Investment and Development of Vietnam	635,073,055,621	387,823,413,353
- Bao Viet Joint Stock Commercial Bank	-	161,837,457,364
- Vietnam Prosperity Joint Stock Commercial Bank	-	154,033,358
- Joint Stock Commercial Bank for Foreign Trade of Vietnam	400,276,995,705	526,357,360,661
- Vietnam International Commercial Joint Stock Bank	-	199,955,202,141
- Vietnam Joint Stock Commercial Bank for Industry and Trade	670,997,916,211	-
	3,913,847,967,537	**1,506,127,466,877**

As at 31 December 2015, the Company has short-term borrowings with maturity ranging from 1 to 12 months and interest rate ranging from 4.9% to 6.1% p.a. and bank overdrafts with interest rate ranging from 1.3% to 6.5% p.a. The Company used its term deposits as collaterals for short-term borrowings and bank overdrafts. Refer to Note 37.5 for details.

17. ADVANCES FROM CUSTOMERS

	Closing balance (VND)	Opening balance (VND)
Advances for advisory services	4,893,483,331	6,957,820,419
Advances for securities purchases	-	65,009,400,000
	4,893,483,331	**71,967,220,419**

18. STATUTORY OBLIGATIONS

Summary of the Company's and its subsidiaries' statutory obligations for the year ended 31 December 2015 is presented as follows:

No.	Items	Opening balance (VND)	Payable in the year (VND)	Paid in the year (VND)	Closing balance (VND)
I	**Tax**	**48,730,855,015**	**311,966,382,598**	**(268,849,077,503)**	**91,848,160,110**
1	Value added tax on domestic goods and services	766,442,891	6,932,194,844	(6,795,115,329)	903,522,406
2	Corporate income tax (Note 31)	23,038,276,709	202,183,085,122	(150,005,958,158)	75,215,403,673
3	Other taxes	24,926,135,415	102,851,102,632	(112,048,004,016)	15,729,234,031
	- Personal income tax	4,801,761,908	24,609,478,695	(25,223,074,420)	4,188,166,183
	- Personal income tax of investors	15,215,147,616	53,663,746,688	(59,746,704,142)	9,132,190,162
	- Business registration tax	-	14,000,000	(14,000,000)	-
	- Others	*4,909,225,891*	*24,563,877,249*	*(27,064,225,454)*	*2,408,877,686*
II	**Other payables**	-	161,923,192	(161,923,192)	-
		48,730,855,015	**312,128,305,790**	**(269,011,000,695)**	**91,848,160,110**

19. ACCRUED EXPENSES

	Closing balance (VND)	Opening balance(VND)
Accrued payables to Stock Exchanges and Vietnam Securities Depository	5,779,486,553	5,198,754,935
Payable to Custodian Bank	22,750,000	22,950,000
Bond interest payable	45,617,847,224	
Loan interest payable	3,265,485,311	658,386,632
Accrued interest under repurchase contracts and bonds brokerage contracts	3,068,427,838	1,890,738,020
Accrued service fee	690,000,000	674,000,000
Commission payable to partners	4,619,539,121	1,656,492,169
Others	343,035,039	627,992,956
	63,406,571,086	**10,729,314,712**

20. OTHER SHORT-TERM PAYABLES

	Closing balance (VND)	Opening balance (VND)
Payables under repurchase contracts (i)	176,000,000,000	164,000,000,000
Payables to foreign customers	24,943,229	24,943,229
Short-term deposits of investors (ii)	8,750,000,000	85,126,479,812
Other payables	1,844,276,841	4,428,794,163
- Insurance payables	*6,742,952*	*42,840,840*
- Payables to others	*1,837,533,889*	*4,385,953,323*
	186,619,220,070	**253,580,217,204**

(i) Payables under repurchase contracts represent cash receipts from sale of securities with commitment to repurchase these securities at future dates (Note 37.5).

(ii) Short-term deposits of investors represent cash deposits of customers related to securities brokerage and securities purchasing contracts. These deposits will be used to purchase securities as requested by customers.

21. PAYABLES FOR SECURITIES TRADING ACTIVITIES

	Closing balance (VND)	Opening balance (VND)
Payable for securities transaction clearing and settlement	204,729,206,000	152,264,610,800
Payable to Stock Exchange	104,212,959,127	1,442,394,883
Securities trading payables to investors	1,241,656,219,531	944,143,998,877
- Deposits for securities trading of investors at Head Office	238,875,678,168	870,207,692,263
- Deposits for securities trading of investors at Hanoi Branch	345,672,842,867	13,557,540,867
- Deposits for securities trading of investors at other branches and offices	657,107,698,496	60,378,765,747
	1,550,598,384,658	**1,097,851,004,560**

22. DIVIDEND AND INTEREST PAYABLES

	Closing balance (VND)	Opening balance (VND)
Dividend, bond principal and coupon payables to other shareholders	4,698,571,460	4,163,856,969
Dividend, bond principal and coupon payables to SSI shareholders	5,304,235,574	5,445,350,911
	10,002,807,034	**9,609,207,880**

23. BONUS AND WELFARE FUND

	Closing balance (VND)	Opening balance (VND)
Opening balance	104,908,953,518	89,950,440,876
Increase of bonus and welfare, charity fund (Note 26.1)	52,096,910,169	29,748,614,943
Use of bonus and welfare fund	(41,072,457,124)	(14,790,102,301)
Closing balance	**115,933,406,563**	**104,908,953,518**

Bonus and welfare fund are mainly used for rewarding and paying bonus to the Company's management and employees, as well as other welfare purposes.

24. LONG-TERM LOANS AND BORROWINGS

	Closing balance (VND)	Opening balance (VND)
Bonds	687,500,000,000	-

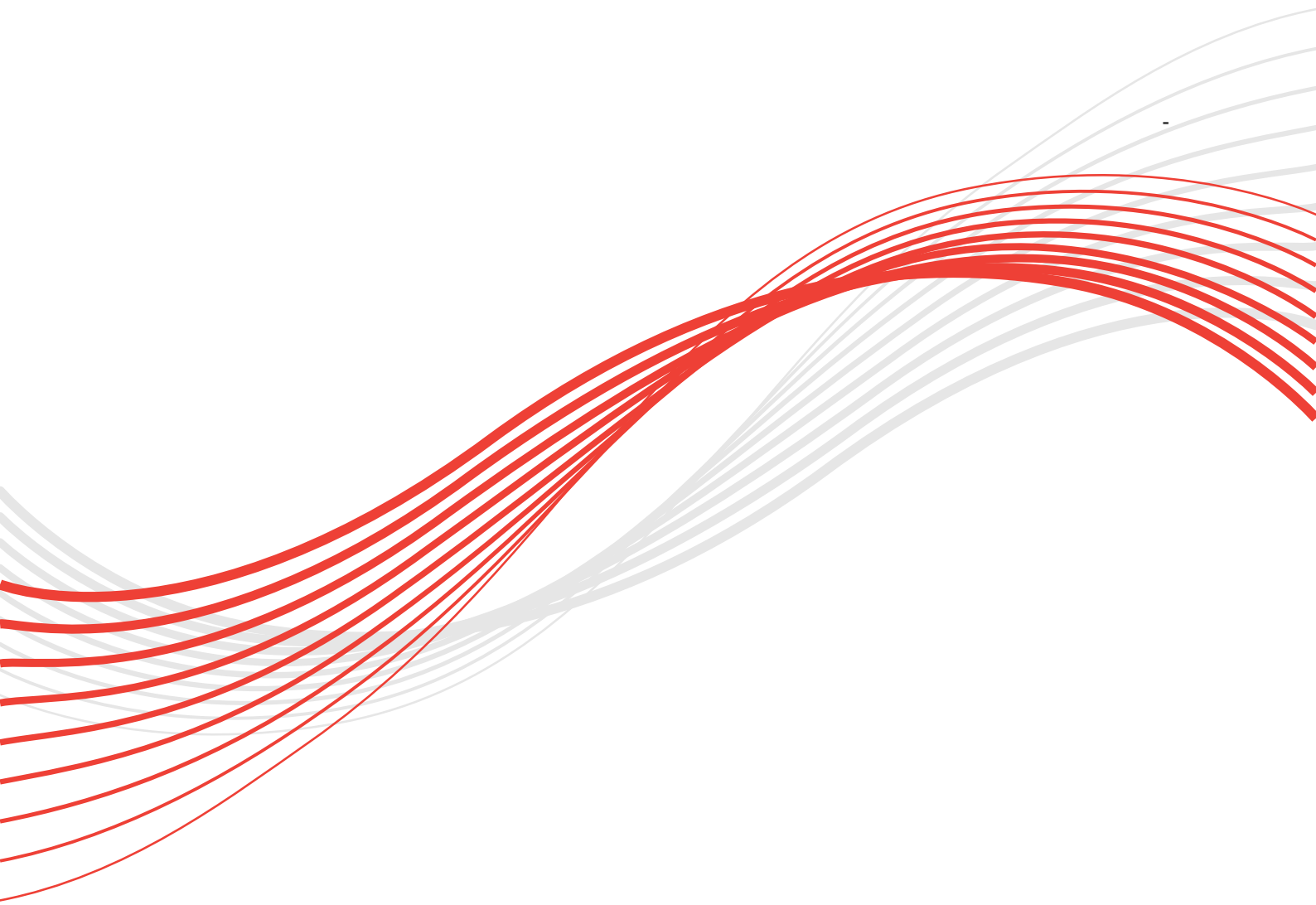
SSIBOND012015 are straight bonds, issued in phase 1 in January 2015 under Resolution No. 02/2014/NQ/DHDCD dated 22 December 2014 with quantity of 1,000 bonds and par value of VND 500 million per bond. These are unsecured bonds, with a 2 year-term and a commitment to repurchase on 6 months basis. Its interest rate, which was 8.2% per annum in the first year, will be adjusted in subsequent year. In July 2015, the Company repurchased 225 bonds with total par value of VND112,500,000,000.

SSIBOND022015 are the straight bonds, which were issued in phase 2 in April 2015 under Resolution No. 02/2014/NQ/DHDCD dated 22 December 2014 with quantity of 600 bonds and par value of VND 500 million per bond. These bonds are collateralized using the Company's listed shares and other real estate properties in accordance with the bond contracts. These bonds are secured in 2 years which bear interest at rate which is the maximum of 1.5% per annum and the average interest rate of 12 months savings deposit denominated in VND, published by JSC Bank for Foreign Trade of Vietnam (operation center), JSC Bank for Investment and Development of Vietnam (operation center branch No. 1), JSC Bank for Industry and Trade of Vietnam (Hanoi branch) and Vietnam International Commercial Joint Stock Bank (Ly Thuong Kiet branch, Hanoi). Refer to Note 37.5 for details.

25. UNEARNED REVENUE

	Closing balance (VND)	Opening balance (VND)
Unearned revenue from disposals of associated company's shares (BBC)	8,144,100,724	-
Unearned revenue from disposals of associated company's shares (SSC)	19,186,831,881	-
Unearned revenue from disposals of associated company's shares (LAF)	1,688,248,597	-
Unearned revenue from selling other shares to associated company	4,491,927,766	-
	33,511,108,968	-

These represent unearned revenue incurred from sale of the Company's shares to its associates. The above figures are equivalent to the ownership portion of SSI in the associates which purchased the shares.



26. OWNERS' EQUITY

26.1 Changes in owners' equity

Movement of the Company's equity for the year ended 31 December 2015 was as follows:

	Charter capital (VND)	Share premium (VND)
Opening balance	3,537,949,420,000	342,196,810,218
Shares issuance during the year (i)	1,262,687,420,000	(312,910,950,218)
Statutory and financial reserves	-	-
Fund reserves of SSIAM	-	-
Bonus, charity and welfare fund	-	-
Purchases of treasury shares	-	-
Adjustment of current corporate income tax	-	-
Adjustment of deferred corporate income tax	-	-
Adjustment of subsidiaries' profits	-	-
Exchange rate difference arising from translation of SSIIC's financial statements	-	-
Differences arising from additional capital contribution of associates in subsidiaries	-	-
Differences arising from changes in outstanding shares of associates	-	-
Disposal of associates	-	-
Changes in non-controlling interest (Note 32)		
Profit after tax for the year	-	-
Ending balance	**4,800,636,840,000**	**29,285,860,000**

(i) During the year, the Company has the following shares issuances

- On 28 January 2015, the Company issued new shares to its key personnel to increase its charter capital to VND3,561,117,420,000, The Company received the amended Securities Trading License No,13/GPDC-UBCK dated 13 February 2015 by the State Securities Commission. Hochiminh Stock Exchanges accepted the listing of the Company's additional newly issued shares from 4 March 2015 under Decision No. 49/QD-SGDHCM dated 27 February 2015.

- On 20 March 2015, the Company issued new shares to increase its charter capital to VND4,273,327,990,000 from outstanding share premium and undistributed earnings. The Company received the amended Securities Trading License No.24/ GPDC-UBCK dated 18 May 2015 by the State Securities Commission. Hochiminh Stock Exchange accepted the listing of the Company's additional newly issued shares from 27 May 2015 under Decision No. 185/QD-SGDHCM dated 22 May 2015.

Other capital (VND)	Treasury shares (VND)	Exchange rate difference (VND)	Financial and statutory reserves (VND)	Undistributed earnings (VND)	Non-controlling interest (VND)	Total (VND)
(4,185,339,535)	(54,900)	-	372,998,887,930	1,441,990,375,228	82,855,645,584	5,773,805,744,525
-	-	-	-	(797,322,609,782)	-	152,453,860,000
-	-	-	74,424,157,384	(74,424,157,384)	-	-
-	-	-	4,223,264,436	(4,223,264,436)	-	-
-	-	-	-	(52,096,910,169)	-	(52,096,910,169)
-	(170,427,500)	-	-	-	-	(170,427,500)
-	-	-	-	(379,510,893)	-	(379,510,893)
-	-	-	-	207,915,770	-	207,915,770
-	-	-	-	108,188,744	-	108,188,744
-	-	31,013,180,718	-	-	-	31,013,180,718
-	-	-	-	(27,099,286,669)	-	(27,099,286,669)
(3,738,492,630)	-	-	-	-	-	(3,738,492,630)
3,314,317,726	-	-	-	-	-	3,314,317,726
					(1,715,283,219)	(1,715,283,219)
-	-	-	-	851,905,717,887	-	851,905,717,887
(4,609,514,439)	**(170,482,400)**	**31,013,180,718**	**451,646,309,750**	**1,338,666,458,296**	**81,140,362,365**	**6,727,609,014,290**

- On 28 August 2015, the Company issued new shares for dividend payments with the rate of 10% to current shareholders to increase charter capital to VND4,700,636,840,000. The Company received the amended Securities Trading License No.41/ GPDC-UBCK dated 24 September 2015 by the State Securities Commission. Hochiminh Stock Exchange accepted the listing of the Company's additional newly issued shares from 5 October 2015 under Decision No. 436/QD-SGDHCM dated 30 September 2015.

- On 23 October 2015, the Company issued new shares to its key personnel to increase its charter capital to VND4,800,636,840,000. The Company received the amended Securities Trading License No.55/GPDC-UBCK dated 26 November 2015 by the State Securities Commission. Hochiminh Stock Exchanges accepted the listing of the Company's additional newly issued shares from 15 December 2015 under Decision No. 558/QD-SGDHCM dated 11 December 2015.

26.2. Shares

	Closing balance	Opening balance
Number of shares authorized for issue	**480,063,684**	**353,794,942**
Number of shares issued	**480,063,684**	**353,794,942**
Issued shares of which capital was fully contributed	480,063,684	353,794,942
- Ordinary shares	*480,063,684*	*353,794,942*
- Preference shares	-	-
Issued shares of which capital was not fully contributed	-	-
- Ordinary shares	-	-
- Preference shares		-
Number of treasury shares	**(6,319)**	**(2)**
Treasury shares held by the Company	(6,319)	*(2)*
- Ordinary shares	*(6,319)*	*(2)*
- Preference shares	-	-
Treasury shares held by subsidiaries of	-	-
the Company	-	-
- Ordinary shares	-	-
- Preference shares	480,057,365	353,794,940
Number of shares under circulation	**480,057,365**	**353,794,940**
- Ordinary shares	-	-
- Preference shares		

27. REVENUE

	Current year (VND)	Previous year (VND)
Revenue from business operations	**1,333,902,038,510**	**1,564,610,137,885**
Revenue from brokerage services	287,613,812,686	328,600,376,565
Revenue from securities investments and capital contribution	389,744,410,192	721,120,170,953
- Dividends	*59,952,438,250*	*85,488,446,025*
- Bond coupons	*20,091,271,124*	*38,468,835,998*
- Gains from sales of shares and bonds	*168,398,685,948*	*198,519,167,395*
- Gains from securities portfolio trusted to SSIAM	*141,302,014, 870*	*393,818,321,535*
- Gains from other investment activities	-	*4,825,400,000*
Revenue from securities underwriting	-	2,844,259,220
Revenue from securities issuance agency services	12,390,049,452	543,481,183
Revenue from investment portfolio management services for trust investors	13,730,952,472	5,009,586,050
Revenue from advisory services	44,704,036,602	20,966,718,460
Revenue from securities custody services	7,363,774,946	5,623,352,899
Revenue from property lease	7,234,566,832	7,771,606,391
Others	571,120,435,328	472,130,586,164
- Deposit interest	*231,655,342,226*	248,540,289,480
- Revenue from advances to investors	*9,334,924,031*	-
- Revenue from margin services	*289,056,470,123*	207,182,947,809
- Revenue from management of investors' accounts	*30,782,851,130*	9,010,595,953
- Others	*10,290,847,818*	7,396,752,922
Deductions	**1,023,661,971**	**100,000,000**
Net revenue	**1,332,878,376,539**	**1,564,510,137,885**

28. OPERATING EXPENSES

	Current year (VND)	Previous year(VND)
Brokerage and custody expenses	80,673,175,282	76,627,792,335
Securities investment expenses, capital contribution	43,756,618,332	44,284,244,204
Expenses from securities underwriting, and securities issuance agency services	85,000,000	-
Expenses/(reversal) of provision	(297,197,971,743)	181,113,078,169
Capital costs	160,529,751,135	111,166,294,271
- Interest expense on loans and borrowings	*74,924,088,177*	*16,538,262,700*
- Interest expense on bonds	*50,282,023,335*	-
- Interest expense on securities transactions	*5,436,526,398*	*12,518,373,349*
- Other expenses	*29,887,113,225*	*82,109,658,222*
Investment advisory, financial advisory and other advisory expenses	1,561,257,766	816,046,765
Other direct expenses for operating activities	326,266,045,178	275,820,085,036
- Staff costs	*197,875,150,936*	*164,675,293,383*
- Salary expenses	*170,892,634,699*	*143,765,157,079*
- Statutory insurance expenses	*11,483,934,600*	*8,838,074,305*
- Training costs	*15,498,581,637*	*12,072,061,999*
- Office supplies	*7,354,940,354*	*5,135,035,699*
- Depreciation and amortization	*20,417,366,510*	*20,169,292,254*
- Outsourced services	*57,986,503,497*	*54,683,108,391*
- Office rental	*32,243,029,111*	*28,131,289,149*
- Other expenses	*10,389,054,770*	*3,026,066,160*
	315,673,875,950	**689,827,540,779**

29, GENERAL AND ADMINISTRATIVE EXPENSES

	Current year (VND)	Previous year(VND)
Staff costs	11,139,086,142	11,407,010,693
Depreciation and amortization	712,010,290	823,485,290
Provision expense	604,468,725	1,925,143,235
Outsourced services	615,000,000	604,075,909
	13,070,565,157	**14,759,715,127**

30. OTHER INCOMES AND EXPENSES

	Current year (VND)	Previous year(VND)
Other incomes		
Gain from asset disposals	48,818,188	1,000,000
Gain from contract performance penalties	2,008,086,000	50,766,027,779
Others	3,150,554,248	2,888,853,298
	5,207,458,436	**53,655,881,077**
Other expenses		
Others	(169,378,964)	(5,367,783)
	5,038,079,472	**53,650,513,294**

31. CORPORATE INCOME TAX

Current corporate income tax

Current Corporate Income Tax applicable for the Company in 2015 is 22% of taxable profit in accordance with Circular No. 78/2014/TT-BTC dated 18 June 2014 issued by the Ministry of Finance (tax rate in 2014 was 22%).

The Company and its subsidiaries tax reports are subject to examination by the tax authorities which are filed and finalized separately. As the application of tax laws and regulations to various types of transactions is susceptible to various interpretations, the amounts reported in the consolidated financial statements are subject to later change according to final determination of the tax authorities.

The current tax liability is based on taxable profit for current period. Taxable profit differs from profit as reported in the consolidated income statement because it excludes items of income or expenses that are taxable or deductible in other periods as well as items which are not taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted by the balance sheet date.

31.1 Current corporate income tax

The estimated current corporate income tax for the year ended 31 December 2015 and 31 December 2014 is calculated as follows:

	Current year (VND)	Previous year(VND)
Profit before tax	**1,064,136,802,562**	927,840,400,057
Adjustments to accounting profit	**(202,579,458,459)**	11,507,663,276
- Provision for unlisted securities in the year	40,956,993,400	402,058,826,278
- Provision for investments of which pay-back receipt is in progress	49,994,489,716	-
- Non-deductible expenses	442,378,600	888,017,917
- Tax-deductible expenses from previous year	(945,071,681)	-
- Unrealized profits under consolidation	28,291,257,836	-
- Disposal of investments in associates	51,403,634,635	(49,626,798)
- (Reversal)/expenses of provision for investments in associates for consolidation purpose	54,760,416,789	(9,568,081,282)
- Profit before tax from subsidiaries	(47,233,988,765)	(54,047,547,505)
- Profit from associates (*)	(54,964,787,658)	(14,267,004,784)
- Income from CIT exempted activities – Dividends	(58,882,634,250)	(83,115,566,025)
- Reversal of provision for unlisted shares in the previous year	(402,058,826,278)	(230,391,354,525)
- Temporary taxable difference in 2015	135,656,679,197	-
Estimated current taxable income	**861,557,344,103**	**939,348,063,334**
Corporation income tax rate	22%	22%
Estimated CIT expenses of the parent company	189,542,615,702	206,656,573,933
Estimated CIT expenses of the subsidiaries	12,260,958,527	11,931,354,581
Current CIT payable	**201,803,574,229**	**218,587,928,515**
Opening CIT payable	**23,038,276,709**	**26,987,387,074**
CIT adjustment arising from CIT finalization	379,510,893	421,985,460
CIT paid in the year	(150,005,958,158)	(222,959,024,340)
	75,215,403,673	**23,038,276,709**

(*): Accounted using the equity method (excluding dividends received).

31.2 Deferred corporate income tax

Movement of deferred tax asset for the year ended 31 December 2015 and 31 December 2014 was presented below:

Deferred income tax asset	Current year (VND)	Previous year(VND)
Beginning balance	88,452,941,782	50,719,770,447
Deferred tax arising from increase/ (decrease) of non-deductible provision for unlisted shares	(80,261,543,101)	37,766,843,785
Deferred tax on provision for investments of which pay-back receipt is in progress	9,998,897,944	-
Deferred tax relating to unrealized revenue under consolidation		
Deferred tax arising from temporary taxable difference in the year	5,658,251,567	-
Deferred tax relating to deductible expenses in the following year	27,131,335,839	-
Ending balance	-	(33,672,450)
	50,979,884,031	**88,452,941,782**

Movement of deferred tax liability for the year ended 31 December 2015 and 31 December 2014 is presented below:

Deferred income tax liability	Current year (VND)	Previous year(VND)
Beginning balance	27,359,739,675	25,301,456,910
Tax on profit of subsidiaries	(1,404,966,074)	(20,495,526)
Tax on (expense)/ reversal of provision for associates	(24,142,021,743)	2,078,778,291
Ending balance	**1,812,751,858**	**27,359,739,675**

Impact of deferred corporate income tax on the consolidated income statement during the year is as below:

	Consolidated balance sheet		Impact on the consolidated income statement Current year (VND)
	Closing balance (VND)	Opening balance (VND)	
Deferred tax assets	50,979,884,031	88,452,941,782	37,473,057,751
Deferred tax liability	(1,812,751,858)	(27,359,739,675)	(25,546,987,817)
Deferred tax adjustment arising from CIT finalization	-	-	207,915,769
Net deferred tax asset	**49,167,132,173**	**61,093,202,107**	
Net deferred tax expense			**12,133,985,703**

Deferred income tax assets incurred relating to provision for unlisted securities in 2015 will be deductible in the following years using the applied tax rate of 20%.

32. NON-CONTROLLING INTERESTS

	Current year (VND)	Previous year(VND)
Opening balance	82,855,645,584	82,990,304,915
Net loss for the year	(1,706,475,257)	(134,659,331)
Other decreases	(8,807,962)	-
Ending balance	**81,140,362,365**	**82,855,645,584**

33. TRANSACTIONS WITH RELATED PARTIES

List of related parties and their relationship with Saigon Securities Incorporation is presented below:

Related parties	Relationship
NDH invest Company Ltd.	SSI's Chairman is one of the owners of this company
Sunway Investment Joint Stock Company	SSI invested in this company and Chairman of the Company is the younger brother of SSI's chairman
Daiwa Securities Group Inc.	Strategic shareholder
The PAN Group Jsc. and its subsidiaries	Associate. SSI's Chairman is also the Chairman of this company, Acting General Director of this company is Chief Supervisory Board of SSI
Vietnam Fumigation Joint Stock Company	Associate
Dong Nai Port Joint Stock Company	Associate
Saigon Dan Linh Real Estate Co., Ltd.	Deputy CEO of SSI is also Chairman of this company
Nguyen Saigon Co., Ltd.	Chairman of this company is the younger brother of SSI's Chairman

Balances and significant transactions with related parties as at 31 December 2015 and during the year then ended were as follows:

Related parties	Transaction
Sunway Investment Joint Stock Company	Capital contribution
	Advances for securities selling, custody fees, securities transaction fee
	Rental expenses
	Deposit for office rental
	Interest on deposit for office rental
	Receivable from margin trading
	Advance for bond brokerage contracts
	Advisory fee
	Dividend
	Purchase of bonds
	Securities trading
	Bonds interest
	Margin services fees
NDH invest Company Ltd.	Securities transaction fee and advance for selling securities
	Service fee
Saigon Dan Linh Real Estate Co., Ltd	Advances for securities selling, custody fees, securities transaction fee
	Receivable from margin transaction
	Margin fee
	Service fee
Nguyen Saigon Co., Ltd.	Receivable from margin transaction
	Margin fee
	Advances for securities selling, custody fees, securities transaction fee
	Service fee

Opening balance (VND)	Receivable/(Payable) Increase (VND)	Decrease (VND)	Ending balance VND	Revenue/ (Expense) VND
15,000,000,000	-	-	15,000,000,000	-
-	2,226,378,492	(2,226,378,492)	-	2,226,378,492
-	(16,049,663,850)	16,049,663,850	-	(11,286,934,195)
10,800,702,000	-	-	10,800,702,000	-
-	1,095,071,178	(1,095,071,178)	-	1,095,071,178
275,064,403	731,791,647,648	(628,361,643,209)	103,705,068,842	-
-	885,877,932,143	(743,431,720,643)	142,446,211,500	-
-	2,000,000,000	(2,000,000,000)	-	2,000,000,000
-	5,999,996,000	(5,999,996,000)	-	5,999,996,000
-	(150,000,000,000)	-	(150,000,000,000)	-
-	530,636,615,125	(530,636,615,125)	-	-
-	(11,821,666,667)	-	(11,821,666,667)	(11,821,666,667)
-	5,428,852,635	(5,428,852,635)	-	5,428,852,635
-	1,372,198,713	(1,372,198,713)	-	1,372,198,713
-	3,154,079,753	(3,154,079,753)	-	2,867,345,230
-	351,895,008	(351,895,008)	-	351,895,008
-	49,662,603,382	(49,662,603,382)	-	-
-	638,852,601	(638,852,601)	-	638,852,601
-	6,590,101,388	(6,590,101,388)	-	5,991,001,262
818,336,672	12,786,466,668	(13,604,803,340)	-	-
-	15,823,205	(15,823,205)	-	15,823,205
-	574,842,703	(574,842,703)	-	574,842,703
-	2,190,894,444	(2,190,894,444)	-	1,991,722,221

Related parties	Transaction
The PAN Group Jsc. and its subsidiaries	Advances for securities selling, custody fees, securities transaction fee Receivable from margin trading Margin services fees Advisory fee Advance revenue on advisory service Advance for purchasing securities Storage rental Deposit for brokerage Interest on deposit for brokerage Sell securities Deposit for storage rental Capital contribution
Dong Nai Port Joint Stock Company	Capital contribution
Vietnam Fumigation Joint Stock Company	Capital contribution
Others	Bond purchase Bond interest Services fee

Total remuneration of members of the Board of Directors and the Board of Management for the year ended 31 December 2015 amounted to VND12,805,380,000 (including personal income tax and compulsory insurance).

Opening balance (VND)	Receivable/(Payable) Increase (VND)	Decrease (VND)	Ending balance VND	Revenue/ (Expense) VND
-	2,765,698,040	(2,765,698,040)	-	2,765,698,040
-	164,993,424,297	(120,369,726,771)	44,623,697,526	-
-	283,288,396	(283,288,396)	-	283,288,396
227,900,000	2,741,000,000	(2,888,900,000)	80,000,000	2,690,000,000
-	(100,000,000)	-	(100,000,000)	-
(50,100,000,000)	(35,589,210,483)	85,688,513,158	(697,325)	-
-	(1,425,396,856)	1,379,001,486	(46,395,370)	(1,425,396,856)
(85,126,479,812)	(4,124,112,760,216)	4,209,239,240,028	-	-
(191,591,866)	(21,099,879,520)	21,291,471,386	-	(21,099,879,520)
-	538,715,272,000	(538,715,272,000)	-	-
78,262,800	-	-	78,262,800	-
238,871,479,159	227,673,264,927	(43,812,636,669)	422,732,107,417	-
62,606,030,071	8,600,907,123	(4,199,426,700)	67,007,510,494	-
122,964,194,036	26,798,675,922	(7,505,765,000)	142,257,104,958	-
-	(50,000,000,000)	50,000,000,000	-	
	(2,072,800,000)	2,072,800,000		(2,072,800,000)
	15,663,898,889	(15,663,898,889)		14,239,908,081

34. BASIC EARNINGS PER SHARE

Basic earnings per share are calculated by dividing the net profit or loss after tax attributable to the ordinary equity holders of the Company by the weighted average number of ordinary shares outstanding during the year. Profit after tax distributed to ordinary shareholders for the year ended 31 December 2015 is based on profits after tax, taking into account provision for funds which do not belong to the shareholders under the actual provision rate of the year 2014.

	Current year (VND)	Prior year (VND)
Profit after tax attributable to ordinary shareholders of the Company – VND	792,272,317,635	692,692,080,271
Weighted average number of ordinary share to calculate basic earnings per share	471,713,404	464,358,318
Basic earnings per share – VND	1,680	1,492

Weighted average number of ordinary shares to calculate basic earnings per share has been adjusted for the effects of the issuance of shares to increase its charter capital from equity share capital at the rate of 20% under General Meeting Resolution No, 02/2014/NQ-DHDCD and to pay stock dividends for the year 2014 at the rate of 10% under General Meeting Resolution No. 01/2015/NQ-DHDCD implemented in 2015.

Basic earnings per share in previous year are restated due to the impact of bonus shares and stock dividends made during the year, and creation of provision for funds which do not belong to shareholders.

35. SEGMENT INFORMATION

Business segment

	Brokerage and customer services (VND)	Trading (VND)
For the year ended 31 December 2015		
1. Net income from securities trading	601,180,239,076	444,709,197,857
2. Direct expenses	211,768,315,459	(253,441,353,351)
3. Depreciation and allocated expenses	123,694,458,749	11,320,370,441
Profit before tax	**265,717,464,868**	**686,830,180,767**
As at 31 December 2015		
1. Direct segment assets	4,614,097,942,972	3,058,820,362,769
2. Allocated segment assets	127,543,868,241	7,275,992,484
3. Unallocated assets	-	-
Total Assets	**4,741,641,811,213**	**3,066,096,355,252**
1. Direct segment liabilities	1,462,823,255,388	146,846,979,931
2. Allocated segment liabilities	93,007,788,850	5,305,813,458
3. Unallocated liabilities	-	-
Total liabilities	**1,555,831,044,238**	**152,152,793,389**

Treasury activities (VND)	Portfolio Management (VND)	Investment banking and others(VND)	Total (VND)
268,790,852,389	13,730,952,469	59,431,922,409	1,387,843,164,199
162,530,375,446	18,530,165,811	11,932,518,803	151,320,022,168
6,383,295,908	16,168,372,147	14,819,842,354	172,386,339,599
99,877,181,035	**(20,967,585,489)**	**32,679,561,382**	**1,064,136,802,562**
4,977,465,570,610	2,381,721,022	6,971,262,528	12,659,736,859,901
2,567,997,347	14,979,984,525	11,983,987,620	164,351,830,216
-	-	-	573,392,713,803
4,980,033,567,957	**17,361,705,547**	**18,955,250,148**	**13,397,481,403,920**
4,830,015,033,733	-	7,186,688,770	6,446,871,957,822
1,872,640,044	10,923,733,590	8,738,986,872	119,848,962,814
-	-	-	103,151,468,994
4,831,887,673,777	**10,923,733,590**	**15,925,675,642**	**6,669,872,389,630**

Geographical segment

Most of the Company's operations are taken place within Vietnam territory.

The Company has a subsidiary incorporated in the United States of America named SSI International Company ("SSI IC") which operates in real estates and offices investment business. However, revenue and expense from business operation as well as total assets of SSI IC account for an insignificant portion of total revenue, expense and total assets of the Company (about 2% to 4%). Therefore, the Company does not present segment report by geographic area.

36. COMMITMENTS AND CONTINGENCIES

36.1 Operating lease commitment

The Company leases office under operating lease arrangements. Rentals are determined on basis of contracted price effective on 31 December 2015. As at 31 December 2015, the future rental payable under the operating lease agreements is as follows:

	Closing balance (VND)	Opening balance (VND)
Less than 1 year	31,297,190,825	25,309,731,406
From 1 - 5 years	54,035,694,786	21,646,648,140
More than 5 years	988,202,160	-
	86,321,087,771	**46,956,379,546**

36.2 Margin service

The Company's commitment to provide funds under outstanding margin contracts as at 31 December 2015 and 31 December 2014 are as follows:

Branch	Closing balance (VND)	Opening balance (VND)
Head Office (Ho Chi Minh City)	113,910,667,241	112.823,010,354
Hanoi	69,731,029,762	103,588,349,799
Hai Phong	5,431,335,427	4,190,775,415
Nguyen Cong Tru (Ho Chi Minh City)	38,607,675,482	42,596,092,225
Nha Trang	4,012,330,310	670,350,558
Vung Tau	3,027,785,117	3,524,991,793
My Dinh	8,915,555,451	10,308,833,458
	243,636,378,790	**277,702,403,602**

37. FINANCIAL RISK MANAGEMENT POLICIES

The Company's principal financial liabilities comprise loans and borrowings, payables to suppliers and other payables. The main purpose of these financial liabilities is to finance the Company's operations. The Company has cooperation contracts, trade and other receivables, and cash and short-term deposits that arise directly from its operations. The Company also holds short-term and available-for-sale investments. The Company does not hold or issue derivative financial instruments.

The Company is exposed to market risk, credit risk and liquidity risk.

Risk management is integral to the whole business of the Company. The Company has a system of controls in place to maintain an acceptable balance between the cost of risks occurring and the cost of managing the risks. Management continually monitors the Company's risk management process to ensure that an appropriate balance between risk and control is achieved.

Management reviews and agrees policies for monitoring each of the risks associated with business activities which are summarized below.

37.1 Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises four types of risk: interest rate risk, currency risk, stock price risk and other price risk, such as equity price risk. Financial instruments affected by market risk include loans and borrowings, deposits, short-term and available-for-sale investments.

The sensitivity analyses in the following sections relate to the position as at 31 December 2015 and 31 December 2014.

The sensitivity analyses have been prepared on the assumption that the amount of net debt, the ratio of fixed to floating interest rates of the debt and the proportion of financial instruments in foreign currencies are all constant.

In calculating the sensitivity analyses, Management assumed that the sensitivity of the balance sheet relating to available-for-sale debt instruments and the sensitivity of the relevant income statement item are the effect of the assumed changes in respective market risks based on the financial assets and financial liabilities held by the Company and its subsidiaries at 31 December 2015 and 31 December 2014.

Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's exposure to market risk for changes in interest rate relates primarily to the Company's cooperation contracts, trade and other receivables, cash and short-term deposits and financial loans and borrowings. These investments are mainly short term in nature and they are not held for speculative purposes. Financial liabilities have fixed interest rates.

The Company manages interest rate risk by looking at the competitive structure of the market to identify a proper interest rate policy which is favorable for its purposes within its risk management limits.

Interest rate sensitivity

No analysis on interest sensitivity was performed at 31 December 2015 since interest rate risk was low and a significant portion of borrowings had fixed interest rate.

Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company's exposure to the risk of changes in foreign exchange rates relates primarily to the Company's operating activities in which revenue or expense is denominated in currencies other than the Company's functional currency.

Foreign currency sensitivity

At the reporting date, SSI International Corporation held USD5,050,868.79, equivalent to VND157,678,951,675. The 10% increase (or decrease) of the interbank exchange rate would possibly result in an increase (or decrease) of VND15,767,895,168 in the Company's profit.

As at 31 December 2015, the Company held a cash position of USD1,174, equivalent to VND24,943,229 of some foreign investors. This amount is classified in "Other short-term payables" on the consolidated balance sheet. Interest rate risk is not significant to net profit of the Company

Equity price risk

The Company's listed and unlisted equity securities are susceptible to market price risk arising from uncertainty about future values of the investment securities,

At the reporting date, the fair value of listed shares was VND2,251,029,705,702 (31 December 2014: VND662,558,175,449). The 10% increase (or decrease) of market index would possibly result in a respective increase (or decrease) of the Company's investment income, depending on its magnitude and length as well as the Company's ownership position of securities which have significant influence on market index.

37.2 Commodity price risk

The Company is not exposed to commodity price risk

37.3 Credit risk

Credit risk is the risk that counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Company is exposed to credit risk from its operating activities (primarily for trade receivables) and from its financing activities, including deposits with banks and other financial instruments.

Investment in debt securities

Credit risk associated with investment in debt securities is managed by the Company based on its policy, procedure and control steps over securities investments. At each of reporting date, the Company assesses its exposure to credit risk related to investments in debt securities based on market information and recoverability of the investments.

Trade receivables

Customer credit risk is managed by the Company based on its established policy, procedures and control relating to customer credit risk management.

Outstanding customer receivables are regularly monitored. The requirement for impairment is analyzed at each reporting date on an individual basis for major clients. Due to the Company's receivables relate to a large number of diversified customers and corresponding collateral assets, there is no significant concentration of credit risk.

Bank deposits

The Company's bank balances are mainly maintained with well-known banks in Vietnam. Credit risk from balances with banks is managed by the Company's accounting and treasury department in accordance with the Company's policy. The Company's maximum exposure to credit risk for the components of the balance sheet at each reporting date is the book value. The Company evaluates the concentration of credit risk in respect to bank deposit as low.

37.4 Liquidity risk

The liquidity risk is the risk that the Company will encounter difficulty in meeting its financial obligations due to shortage of funds. The Company's exposure to liquidity risk arises primarily from mismatches of maturities of financial assets and liabilities.

The Company monitors its liquidity risk by maintain a level of cash and cash equivalents deemed adequate by the management to finance the Company's operations and mitigate the effects of fluctuations in cash flows.

The below table summarizes the maturity profile of the Company's financial liabilities based on contractual undiscounted payments:

	On demand (VND)	Less than 3 months (VND)	3 – 12 months (VND)	1 - 5 years (VND)	Total (VND)
As at 31 December 2015					
Loans and borrowings	1,706,347,967,537	2,207,500,000,000	-	687,500,000,000	4,601,347,967,537
Payables relating to securities trading activities	1,241,656,219,531	308,942,165,127	-	-	1,550,598,384,658
Payable to securities underwriting agency	606,457,160	82,981,800	-	-	689,438,960
Accrued expenses	-	50,005,043,307	13,401,527,779	-	63,406,571,086
Other payables	6,763,209,628	189,858,817,475	-	453,246,600	197,075,273,703
	2,955,373,853,856	**2,756,389,007,709**	**13,401,527,779**	**687,953,246,600**	**6,413,117,635,944**
As at 31 December 2014					
Loans and borrowing	1,276,127,466,877	230,000,000,000	-	-	1,506,127,466,877
Payables relating to securities trading activities	944,143,998,877	153,707,005,683	-	-	1,097,851,004,560
Payable to securities underwriting agency	606,457,160	1,277,582,000	-	-	1,884,039,160
Accrued expenses	7,755,626	10,721,559,086	-	-	10,729,314,712
Other payables	6,714,546,616	256,474,878,469	-	559,315,985	263,748,741,070
	2,227,600,225,154	**652,181,025,239**	**-**	**559,315,985**	**2,880,340,566,378**

The Company assessed the concentration of risk with respect to refinancing its debt. Payables on securities trading activities relating to investors' deposits which are monitored separately from the Company's deposits and for which the Company always maintains an available cash balance at banks.

37.5 Collaterals

At the reporting date, the Company entered into selling and repurchases commitment agreements with term of 6 months. The contractual underlying assets were bonds issued by credit institutions with total carrying value of VND193,782,253,404, total selling price of VND176,000,000,000 and total repurchase price of VND180,500,400,000.

The Company uses term deposits as collaterals for the bank overdrafts and short-term bank loans at commercial banks. As at 31 December 2015, total outstanding deposit balances used for security of bank overdrafts and bank short term loans amounted to VND2,041,100,000,000 and VND2,450,000,000,000, respectively.

As at 31 December 2015, there were 20,590,666 listed securities available for sales with the par value of VND 205,906,660,000 which were used as collaterals for straight bonds issued in the phase 2.

As at 31 December 2015, indefinite land use right at carrying amount of VND109,671,558,000, which included in intangible fixed assets, used as collaterals for straight bond issued in phase 2.

The Company also held shares as collaterals for customer receivables as at 31 December 2015.

38. ADDITIONAL INFORMATION ON FINANCIAL ASSETS AND FINANCIAL LIABILITIES

On 6 November 2009, the Ministry of Finance issued Circular No. 210/2009/TT-BTC providing guidance for the adoption in Vietnam of the International Financial Reporting Standards on presentation and disclosures of financial instruments ("Circular 210") with effectiveness from financial years beginning on or after 1 January 2011. Circular 210 provides definitions of financial instruments, including financial assets and financial liabilities; derivative financial instruments and equity instruments as well as the classification, presentation and disclosures of these instruments.

The Circular 210 only requires the presentation of financial statements and disclosures of financial instruments; therefore, the following definitions of financial assets, financial liabilities and other relating definitions are applied solely for the preparation of this Note. The Company's assets and liabilities are still recognised and recorded in accordance with Vietnamese Accounting Standards and System applicable to securities companies, the accounting policies applicable to the securities companies as prescribed in Circular No. 95/2008/TT-BTC dated October 24, 2008 and Circular No. 162/2010/TT-BTC dated 20 October 2010 issued by the Ministry of Finance and comply with relevant statutory requirements.

Financial assets

In accordance with the Circular 210/2009/TT-BTC, financial assets of the Company and its subsidiaries include cash, deposits at credit institutions, trading securities, investment securities, receivables and underlying assets under monetary derivative contracts.

Financial assets within the scope of Circular 210/2009/TT-BTC are classified, for disclosures in the notes to the consolidated financial statements, are classified into either of the followings:

- *Financial asset at fair value through profit or loss:*

  Financial asset at fair value through profit and loss is a financial asset that meets either of the following conditions:

- It is classified as held for trading. A financial asset is classified as held for trading if:
  - it is acquired or incurred principally for the purpose of selling or repurchasing it in the near term;
  - there is evidence of a recent actual pattern of short-term profit-taking; or
  - it is a derivative (except derivative that is a financial guarantee contract or an effective hedging instrument).
- Upon initial recognition, it is designated by the Company as at fair value through profit or loss.
- Held-to-maturity investments:
- Held to maturity investments are non-derivative financial assets with determinable payments and fixed maturity that an entity has the positive intention and ability to hold to maturity other than:
  - those that the entity upon initial recognition designates as at fair value through profit or loss;
  - those that the entity designates as available for sale; and
  - those meet the definition of loans and receivables.
- Receivables:
  - Receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market other than:
  - those that the entity intends to sell immediately or in the near term, which shall be classified as held for trading, and those that the entity upon initial recognition designates as at fair value through profit or loss;
  - those that the entity upon initial recognition designates as available for sale; or
  - those for which the holder may not recover substantially all of its initial investment, other than because of credit deterioration, which shall be classified as available for sale.

Available-for-sale financial assets:

- Available for sale financial assets are those non-derivative financial assets that are designated as available for sale or are not classified as:
  - loans and receivables;
  - held-to-maturity investments; and
  - financial assets at fair value through profit or loss.

Financial liabilities

According to the Circular No 210/2009/TT-BTC, financial liabilities of the Company include borrowings, payables and payables under monetary derivative contracts,

Financial liabilities within the scope of Circular 210/2009/TT-BTC are classified, for disclosures in the notes to the consolidated financial statements, are classified into either of the followings:

- *Financial liability at fair value through profit or loss*

- Financial liability at fair value through profit and loss is a financial liability that meets either of the following conditions:

  - it is acquired or incurred principally for the purpose of selling or repurchasing it in the near term;
  - there is evidence of a recent actual pattern of short-term profit-taking; or
  - it is a derivative (except derivative that is a financial guarantee contract or effective hedging instrument),

- Upon initial recognition, it is designated by the Company as at fair value through profit or loss,

- *Financial liabilities at amortized cost*

Các khoản nợ phải trả tài chính không được phân loại vào nhóm được ghi nhận thông qua báo cáo kết quả hoạt động kinh doanh sẽ được phân loại vào nhóm các khoản nợ phải trả tài chính được xác định theo giá trị phân bổ,

Financial liabilities at amortized cost

Financial liabilities that are not classified as at fair value through profit or loss are classified as at amortized cost,

Offsetting of financial assets and financial liabilities

Financial assets and financial liabilities are offset and the net amount reported in the consolidated balance sheet if, and only if, there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liabilities simultaneously,

Fair value of financial instruments

The Company uses the followings assumptions to determine the fair value:

- Fair value of cash and short-term deposits, customer receivables, payables to suppliers and other short-term debts will be approximate to the book value of those items due to their short-term nature.
- Fair value of receivables is valuated on basis of market situation and customers' possibility to fulfill their obligation. Basing on the valuation, the Company estimates provision for the part of receivable which is subject to default risk. As at 31 December 2015, book value of receivables less provision is not materially different from fair value.
- Fair value of listed securities is determined based on quoted prices, if available, on active trading market.
- Value of unlisted securities is determined based on price quotations or net asset value/book value of issuers, quotations on investment journals. In case, price quotations from reliable and prestigious sources are not available, fair value will be stated at book value.

Set out below is a comparison of the carrying value and fair value of the Company's financial instruments as presented in the consolidated financial statements:

	Carrying value	
	Closing balance	
	Cost	Provision
Financial assets		
Financial assets at fair value through profit and loss	5,061,932,791,680	(42,513,048,144)
- Trading securities	670,832,791,680	(42,513,048,144)
Listed shares	642,120,682,743	(20,490,082,215)
Unlisted shares	28,712,008,937	(22,022,965,929)
Bonds	100,000	-
- Held-to-maturity investments	4,391,100,000,000	-
Short-term deposits	4,391,100,000,000	-
Customer receivables and other receivables	3,685,627,017,766	(3,431,111,960)
Available-for-sale financial assets	1,405,887,447,424	(146,859,977,453)
- Available-for-sale investments	1,405,887,447,424	(146,859,977,453)
Listed shares	1,105,147,594,845	(114,307,512,972)
Unlisted shares	85,167,499,174	(32,552,464,481)
Bonds (*)	215,572,353,405	-
Other long-term investments	65,000,000,000	-
- Other long-term securities investments	15,000,000,000	-
- Term deposits with maturity of more than 1 year	50,000,000,000	-
Cash and cash equivalents	1,990,410,102,161	-
Total	**12,208,857,359,031**	**(192,804,137,557)**
Financial liabilities (*)		
Loans and borrowings	4,601,347,967,537	-
Payables to securities trading activities	1,550,598,384,658	-
Payable to securities issuers	689,438,960	-
Accrued expense	63,406,571,086	-
Other payables	197,075,273,703	-
Total	**6,413,117,635,944**	**-**

(*) Fair value of these items is stated at carrying value since available information is insufficient to determine the fair value.

Currency: VND

Opening balance		Closing balance	Fair value
Cost	Provision		Opening balance
2,263,108,546,961	(73,653,786,065)	5,106,222,665,827	2,216,691,211,795
339,108,546,961	(73,653,786,065)	715,122,665,827	292,691,211,795
167,966,593,028	(1,314,628,366)	708,415,844,701	193,881,179,122
171,141,853,932	(72,339,157,699)	6,706,721,126	98,809,932,673
100,000	-	100,000	100,000
1,924,000,000,000	-	4,391,100,000,000	1,924,000,000,000
1,924,000,000,000	-	4,391,100,000,000	1,924,000,000,000
2,250,536,058,605	(2,965,778,081)	3,682,195,905,806	2,247,570,280,524
819,968,163,892	(110,169,462,838)	1,838,101,153,610	760,618,866,696
819,968,163,892	(110,169,462,838)	1,838,101,153,610	760,618,866,696
493,872,588,058	(68,077,726,036)	1,542,613,861,001	468,676,996,327
108,968,507,171	(42,091,736,802)	53,697,192,609	66,876,770,369
217,127,068,663	-	241,790,100,000	225,065,100,000
538,617,000,000	(297,743,000,000)	84,761,408,826	250,720,668,411
538,617,000,000	(297,743,000,000)	34,761,408,826	250,720,668,411
-	-	50,000,000,000	-
1,952,651,885,005	-	1,990,410,102,161	1,952,651,885,005
7,824,881,654,463	**(484,532,026,984)**	**12,701,691,236,230**	**7,428,252,912,431**
1,506,127,466,877	-	4,601,347,967,537	1,506,127,466,877
1,097,851,004,560	-	1,550,598,384,658	1,097,851,004,560
1,884,039,160	-	689,438,960	1,884,039,160
10,729,314,712	-	63,406,571,086	10,729,314,712
263,748,741,069	-	197,075,273,703	263,748,741,069
2,880,340,566,378	**-**	**6,413,117,635,944**	**2,880,340,566,378**

39. OTHER DISCLOSURE

SSIAM, a subsidiary of the Company, performs portfolio management activities. As at 31 December 2015 and 31 December 2014, SSIAM's off-balance sheet items related to portfolio management including: deposits, investment portfolios, receivables and payables were as follows:

	Closing balance(VND)	Opening balance (VND)
Investor's deposits	35,284,770,097	68,984,837,986
Portfolio of trust investments	46,383,293,717	54,503,327,173
Receivables from investors	236,360,869	5,024,356,566
Payables to investors	3,537,758,416	563,096,396

In which, list of securities under portfolio of trust investment has the decreased value as follows:

	Closing balance			Opening balance		
	Quantity	Purchase cost	Decreased value	Quantity	Purchase cost	Decreased value
REE	-	-	-	438,000	12,562,346,984	(210,746,984)
VNM	-	-	-	30,175	3,211,057,723	(329,345,223)
ACB	265,900	4,404,706,988	(161,566,988)	-	-	-
PLC	239,000	8,627,900,000	(258,071,811)	-	-	-
CAV	164,270	8,295,635,000	(144,114,842)	-	-	-
MBB	152,261	2,226,280,275	(3,269,675)	275,157	4,143,874,946	(539,318,246)
Other	104,523	3,225,686,331	(84,625,030)	35,589	990,624,016	(30,687,016)
	925,954	**26,780,208,594**	**(651,648,346)**	**778,921**	**20,907,903,669**	**(1,110,097,469)**

40. EVENT AFTER THE BALANCE SHEET DATE

There has been no matter or circumstance that has arisen since the balance date that has affected or may significantly affect the operations of the Company, the results of its operations or the state of affairs of the Company which is required to be disclosed in the consolidated financial statements.

Prepared by:	Approved by:	Approved by:
Ms. Hoang Thi Minh Thuy Chief Accountant	Ms. Nguyen Thi Thanh Ha Chief Financial Officer	Mr. Nguyen Duy Hung Chief Executive Officer

Ho Chi Minh City, Vietnam
28 March 2016



OTHER INFORMATION

SHAREHOLDER AND MANAGEMENT INFORMATIO

BOARD OF DIRECTORS/ BOARD OF SUPERVISORS

Details of members and structures of the Board of Directors and Board of Supervisors are presented in section "SSI in 2015"
Members of BOD, BOS, Board of Management and employees had a corporate governance certificate:

No.	Name	Position	Certificate No.	Date of Issuance
1	Nguyen Duy Hung	Chairman cum CEO	36 QTCT 21/QĐ-TTNC	12/11/2009
2	Nguyen Hong Nam	Member of BOD/Deputy CEO	22 QTCT 122/QĐ-TTNC	29/01/2010
3	Ngo Van Diem	Member of BOD	10 QTCT 53/QĐ-TTNC	07/05/2009
4	Bui Quang Nghiem	Member of BOD	29 QTCT 158/QĐ-TTNC	08/09/2009
5	Nguyen Van Khai	Head of BOS	22 QTCT 123/QĐ-TTNC	29/01/2010
6	Dang Phong Luu	Member of BOS	50 QTCT 248/QĐ-TTNC	19/09/2013
7	Ho Thi Huong Tra	Member of BOS	18 QTCT 17/QĐ-TTNC	20/01/2010
8	Nguyen Thi Thanh Ha	Chief Finance Officer	38 QTCT 21/QĐ-TTNC	12/11/2009
9	Nguyen Kim Long	Head of Legal and Internal Control	31 QTCT 96/QĐ-TTNC	30/06/2009
10	Hoang Thi Minh Thuy	Chief Account	61 QTCT 96/QĐ-TTNC	30/06/2009
11	Tran Thi Thuy	Assistant to CEO	37 QTCT 21/QĐ-TTNC	12/11/2009

Two members of the BOD who haven't got corporate governance certificate are Mr Nguyen Duy Khanh and Mr Hironori Oka since they was newly elected in 2015. In addition, there is still no training course for corporate governance organized in English for foreigners in Vietnam

REMUNERATION AND BENEFITS FOR BOARD OF DIRECTORS AND BOARD OF SUPERVISORS

2015 operation fund for BOD and BOS was VND 3 billion, which was approved by the GSM and in accordance with Resolution 01/2015/NQ-ĐHĐCĐ of the GSM.

At 31/12/2015, the BOD comprises of 06 members, of which 02 are independent members. The BOS comprises 3 members, all of them are independent.

No.	Name	Position	Non-executive member	Executive Member	Salary	Remune-ration	Perfor-mance bonus	Welfare
			Board of Directors					
1	Mr. Nguyen Duy Hung	Chairman		√	√		√	√
2	Mr. Nguyen Hong Nam	Member of BOD		√	√		√	√
3	Mr. Ngo Van Diem	Member of BOD	√		√		√	√
4	Mr. Bui Quang Nghiem	Member of BOD	√			√		
5	Mr. Nguyen Duy Khanh	Member of BOD	√			√		
6	Mr. Hironori Oka	Member of BOD	√			√		
7	Mr. Tetsuo Akuzawa	Member of BOD (Resigned on April 23rd 2015)	√			√		
			Board of Superviors					
1	Mr. Nguyen Van Khai	Head of BOS	√					√
2	Mr. Dang Phong Luu	Member of BOS	√					√
3	Ms. Ho Thi Huong Tra	Member of BOS	√					√

Periodic bonus and welfare of members of the Board of Directors and Board of Supervisors

The BOD executive members, BOD members who participated in Company's operation, and BOS members received periodic bonus and welfare from the Company welfare fund, which was created from retained earnings and based on business performance approved by the GSM.

Other benefits for members of the Board of Directors and Board of Supervisors

Currently, the Company' business expenses benefits (including those relating to the use of company cars, telephones, social, medical and other insurance, the annual health check) and other benefits in internal policies are only applicable to the executive member of BOD or the member who participated in Company's operation activities. The Company only pays expense related to business trip (if any) to other members of BOD and member of BOS.

ESOP for Member of Board of Directors and Board of Supervisors

During the year, SSI has successfully issued 10 million shares under the Employee Stock Ownership Plan (ESOP), which aims to align the interests of employees and the Company; attract, maintain and motivate qualified staff to dedicate and make long-term commitment to the Company.

No.	Name	Position	Number of shares
1	Nguyen Duy Hung	Chairman cum CEO	1,466,000
2	Nguyen Hong Nam	Member of BOD/ Deputy CEO/ Spokesman	600,000
3	Ngo Van Điem	Member of BOD	100,000
4	Bui Quang Nghiem	Member of BOD	40,000
5	Nguyen Duy Khanh	Member of BOD	100,000
6	Nguyen Van Khai	Member of BOS	40,000
7	Đang Phong Luu	Member of BOS	30,000
8	Ho Thi Huong Tra	Member of BOS	30,000

SHAREHOLDER INFORMATION

The shares of Saigon Securities Inc. are listed on the Ho Chi Minh Stock Exchange with the ticker SSI and are centrally deposited at the Vietnam Securities Depository – Ho Chi Minh City Branch.

Stock Information

As at 31/12/2015, the charter capital of SSI stood at VND 4,800,636,840,000 and divided into 480,063,684 common shares with the par value of VND 10,000. The Company did not issue any other but common shares

Treasury share transaction in 2015

The number of treasury shares at 31/12/2015 was 6.319 shares, increasing 6.299 compared to that at 31/12/2014. The reason was the Company bought odd lot SSI shares according to investors' request and bought SSI shares to fix stock transaction error in accordance with regulation of Vietnam Securities Depository

Shareholder structure

The shareholder structure and ownership percentage of internal shareholders are presented in Appendix 2 of this Annual Report. The data was updated in accordance with the shareholder list provided by the Vietnam Securities Depository as at 25/03/2016.

APPENDIX 1: TRANSACTIONS OF INTERNAL AND MAJOR SHAREHOLDERS AND RELATED PARTIES

SSI share trading

No.	Internal/ Major Shareholder	Relationship	Number of shares owned	
			Number of	Percentage
1	Nguyen Duy Hung	Chairman cum CEO	11,300,000	3.2%
2	Nguyen Hong Nam	Member of BOD / Deputy CEO/ Spokesman	-	-
3	Ngo Van Diem	Member of BOD	50,000	0.014%
4	Bui Quang Nghiem	Member of BOD	117,920	0.033%
5	Nguyen Duy Khanh	Member of BOD	-	-
6	Nguyen Van Khai	Member of BOD	23,012	0.006%

Number of shares owned		Reason for increase or decrease (buy, sell, conversion, bonus…)
Number of	Percentage	
1,789,400	0.37%	- Decrease 11,300,000 shares after sell transaction at 06/01/2015 - Increase 245,000 shares after buy transaction at 28/01/2015 - Increase 49,000 shares after receiving bonus shares at 20/3/2015 - Increase 29,400 shares after receiving dividend payment by share at 28/8/2015 - Increase 1,466,000 shares after buying ESOP shares at 23/10/2015
726,720	0.15%	- Increasing 96,000 shares after buy transaction at 28/01/2015 - Increase 19,200 shares after receiving bonus shares at 20/3/2015 - Increase 11,520 shares after receiving dividend payment by shares at 28/8/2015 - Increase 600,000 shares after buying ESOP shares at 23/10/2015
104,000	0.02%	- Decrease 10,000 shares after sell transaction at 15/01/2015 - Increase 22,000 after buy transaction at 27/01/2015 - Decrease 22,000 shares after sell transaction at 04/3/2015 - Increase 8,000 shares after receiving bonus shares at 20/3/2015 - Decrease 8,000 shares after sell transaction at 26/6/2015 - Increase 4,000 shares after receiving dividend payment by shares at 28/8/2015 - Decrease 40,000 shares after sell transaction at 29/9/2015 - Increasing 100,000 share after buying ESOP shares at 23/10/2015
243,174	0.05%	- Increase 36,000 shares after buy transaction from 30/12/2014 to 28/01/2015 - Increase 30,784 shares after receiving bonus share at 20/3/2015 - Increase 18,470 shares after receiving dividend payment by shares at 28/8/2015 - Increase 40,000 shares after buying ESOP shares at 23/10/2015
100,000	0.02%	- Increased 100,000 shares after buying ESOP shares at 23/10/2015
95,455	0.02%	- Increase 19,000 shares after buy transaction at 28/01/2015 - Increase 8,402 shares after receiving bonus shares at 20/3/2015 - Increase 5,041 shares after receiving dividend payment by shares at 28/8/2015 - Increase 40,000 shares after buying ESOP shares at 23/10/2015

No.	Internal/ Major Shareholder	Relationship	Number of shares owned	
			Number of	Percentage
7	Dang Phong Lưu	Member of BOS	21,640	0.006%
8	Ho Thi Huong Tra	Member of BOS	14,968	0.004%
9	Nguyen Thi Thanh Ha	Chief Financial Officer	39,000	0.01%
10	Hoang Thi Minh Thuy	Chief Accountant	12,000	0.003%
11	NDH Invest Co. Ltd.	Related Party of Mr Nguyen Duy Hung (Chairman cum CEO)	28,999,036	8.19%
12	Daiwa Securities Group Inc.	Related Party of Mr Hironori Oka – member of BOD	35,471,420	9.96%

Number of shares owned		Reason for increase or decrease (buy, sell, conversion, bonus…)
Number of	Percentage	
74,668	0.015%	- Increase 12,200 shares after buy transaction at 28/01/2015 - Increase 6,768 shares after receiving bonus shares at 20/3/2015 - Increase 4,060 shares after receving dividend payment by shares at 28/8/2015 - Increase 30,000 shares after buying ESOP shares at 23/10/2015
42,661	0.01%	- Decrease 10,000 shares after sell transaction at 21/01/2015 - Increase 12,200 shares after buy transaction at 28/01/2015 - Increase 3,433 shares after receiving bonus shares at 20/3/2015 - Increase 2,060 shares after receiving dividend payment by shares at 28/8/2015 - Increase 30,000 shares after buying ESOP shares at 23/10/2015 - Decrease 10,000 shares after sell transaction at 23/11/2015
412,200	0.1%	- Increase 46,000 shares after buy transaction at 28/01/2015 - Increase 17,000 shares after receiving bonus shares at 20/3/2015 - Increase 10,200 shares after receiving dividend payment by shares at 28/8/2015 - Increase 300,000 shares after buying ESOP shares at 23/10/2015
60,000	0.01%	- Increase 33,000 shares after buy transaction at 28/01/2015 - Decrease 12,000 shares after sell transaction at 04/03/2015 - Increase 6,600 shares after receiving bonus shares at 20/3/2015 - Decrease 39,600 share after sell transaction from 10/6/2015 to 11/6/2015 - Increase 60,000 shares after buying ESOP shares at 23/10/2015
48,194,727	10.04%	- Increase 11,300,000 shares after buying transaction at 06/01/2015 - Increase 8,059,807 shares after receiving bonus shares at 20/3/2015 - Increase 4,835,584 shares after receiving dividend payment by shares at 28/8/2015 - Decrease 5,000,000 shares after sell transaction at 11/12/2015
48,106,601	10.03%	- Increase 7,094,284 shares after receiving bonus shares at 20/3/2015 - Increase 1,167,570 shares after sell transaction from 27/7/2015 to 30/7/2015 - Increase 4,373,327 shares after receiving dividend payment by shares at 28/8/2015

No.	Internal/ Major Shareholder	Relationship	Number of shares owned	
			Number of	Percentage
13	Saigon Dan Linh Real Estate Co. Ltd	Related Party of Mr Hironori Oka – member of BOD	25,247,988	7.14%
14	Ben Tre Aquaproduct import and export JSC	Related party of Mr Nguyen Van Khai – Head of BOS	1,000,000	0.28%
15	Nguyen Manh Hung	Related party of Mr Nguyen Duy Hung – Chairman cum CEO	-	-
16	Nguyen Van Hien	Related party of Mr Nguyen Van Khai – Head of BOS	-	-
17	Hoang Thi Khanh Duyen	Related party of Ms. Hoang Thi Minh Thuy – Chief Accountant	-	-

Other transactions: (from and to internal and major shareholders and relalted partities)

Related Party
SSI Member Fund
NDH Invest Co. Ltd.
SSI Asset Management Co. Ltd.
Sunway Investment Joint Stock Company
Daiwa Securities Group Inc.
The PAN Group JSC and its subsidiaries
Saigon Dan Linh Real Estate Co. Ltd.
Nguyen Saigon Single-member Co. Ltd.

Number of shares owned		Reason for increase or decrease (buy, sell, conversion, bonus…)
Number of	Percentage	
29,127,343	6.20%	- Increase 5,049,597 shares after receiving bonus shares at 20/3/2015 - Decrease 2,000,000 shares after sell transaction at 09/7/2015 - Increase 2,829,758 shares after receiving dividend payment by share at 28/8/2015 - Decrease 2,000,000 share after sell transaction at 28/8/2015
-	-	- Decrease 1,000,000 shares after sell transaction at 31/12/2014
5,000,000	1.04%	- Increase 5,000,000 shares after buy transaction at 11/12/2015
27,000	0.006%	- Increase 27,000 shares after buying ESOP shares at 23/10/2015
6,000	0.001%	- Increase 6,000 shares after buying ESOP shares at 23/10/2015

Relationship
80% subsidiary
SSI's Chairman is also the shareholder of the Company
100% subsidiary
Invested by SSI and its Chairman is the younger brother of SSI's Chairman
Strategic Shareholder
SSI's Chairman is also the chairman of the Company
Head of BOS of SSI is the acting CEO of the Company
SSI's Deputy CEO is the Chairman of the Company
Chairman of the Company is a younger brother of SSI's Chairman

Payables/ Receivables (VND)

Related Parties	Transaction	Payables/ Receivables	
		Opening balance	Increase
SSI member fund	Capital contribution	312,000,000,000	-
Sunway Investment Joint Stock Company	Capital contribution	15,000,000,000	-
	Advances for securities selling, custody fees, securities transaction fee	-	2,226,378,492
	Office rental expense	-	(14,456,399,375)
	Deposit for office rental	10,800,702,000	-
	Interest on deposit for office rental	-	1,095,071,178
	Receivables from margin trading	275,064,403	731,791,647,648
	Advance for bond brokerage contracts	-	885,877,932,143
	Advisory free	-	2,000,000,000
	Bond purchasing	-	(150,000,000,000)
	Dividend	-	5,999,996,000
	Bond interests	-	(11,821,666,667)
	Securities trading & Trust portfolio	-	530,636,615,125
	Margin service fee	-	5,428,852,635
NDH Invest Co. Ltd.	Securities transaction fee and advance for selling securities	-	1,372,198,713
	Service fee	-	3,154,079,753

Payables/ Receivables		Revenue/ (expense)
Decrease	Ending balance	
-	312,000,000,000	-
-	15,000,000,000	-
(2,226,378,492)	-	(2,226,378,492)
14,456,399,375	-	(9,096,079,155)
-	10,800,702,000	-
(1,095,071,178)	-	1,095,071,178
(628,361,643,209)	103,705,068,842	-
(743,431,720,643)	142,446,211,500	-
(2,000,000,000)	-	2,000,000,000
-	(150,000,000,000)	-
(5,999,996,000)	-	5,999,996,000
-	(11,821,666,667)	(11,821,666,667)
(530,636,615,125)	-	-
(5,428,852,635)	-	(5,428,852,635)
(1,372,198,713)	-	1,372,198,713
(3,154,079,753)	-	2,867,345,230

Related Parties	Transaction	Payables/ Receivables	
		Opening balance	Increase
Saigon Dan Linh Real Estate Co. Ltd.	Advances for securities selling, custody fee and securities transaction fee	-	351.895.008
	Receivable from margin transaction	-	49.662.603.382
	Margin fee	-	638.852.601
	Service fee	-	6.590.101.388
The PAN Group JSC, and its subsidiaries	Advances for securities selling, custody fee and securities transaction fee	-	2.765.698.040
	Receivable from margin trading	-	164,993,424,297
	Margin service fee	-	283,288,396
	Advisory fee	65,000,000	2,261,000,000
	Advance revenue on advisory service	-	(100,000,000)
	Advance for purchasing securities	(50,100,000,000)	(35,589,210,483)
	Storage rental and service expense	-	(1,425,396,856)
	Deposit for office rental	78,262,800	-
	Deposit for brokerage	(85,126,479,812)	(4,124,112,760,216)
	Interest on deposit for brokerage	(191,591,866)	(21,099,879,520)
	Purchase transaction	-	(1,228,920,000)
	Securities transaction	-	538,508,272,000

Payables/ Receivables		Revenue/ (expense)
Decrease	Ending balance	
(351,895,008)	-	351,895,008
(49,662,603,382)	-	-
(638,852,601)	-	638,852,601
(6,590,101,388)	-	5,991,001,262
(2,765,698,040)	-	2,765,698,040
(120,369,726,771)	44,623,697,526	-
(283,288,396)	-	283,288,396
(2,326,000,000)	-	2,210,000,000
-	(100,000,000)	-
85,688,513,158	(697,325)	-
1,379,001,486	(46,395,370)	(1,425,396,856)
-	78,262,800	-
4,209,239,240,028	-	-
21,291,471,386	-	(21,099,879,520)
1,228,920,000	-	(1,228,920,000)
(538,508,272,000)	-	-

Related Parties	Transaction	Payables/ Receivables	
		Opening balance	Increase
SSI Asset Management Co. Ltd.	Capital Contribution	30,000,000,000	-
	Trust portfolio	1,438,315,087,716	1,757,481,449,374
	Portfolio management fee	(10,455,347,727)	(34,791,981,952)
	Dividend	-	38,009,379,931
	Advisory fee	(1,995,157,973)	(27,557,280,906)
	Advances for securities selling & securities transaction fee	-	4,762,910,902
	Securities issuance agency fee	-	122,145,072
	Payables for welfare fund	(5,828,250,000)	-
Nguyen Saigon Single-member Co. Ltd.	Advances for securities selling, custody fees, securities transaction fee	-	574,842,703
	Service fee	-	2,190,894,444
	Margin fee	-	15,823,205
	Receivable from margin transaction	818,336,672	12,786,466,668
Other related parties	Bond purchase	-	(50,000,000,000)
	Services fee	-	15,663,898,889
	Bond interest	-	(2,072,800,000)

Payables/ Receivables		Revenue/ (expense)
Decrease	Ending balance	
-	30,000,000,000	-
(1,579,451,873,918)	1,616,344,663,172	266,365,548,823
39,819,643,664	(5,427,686,015)	(34,791,981,952)
(38,009,379,931)	-	38,009,379,931
26,855,857,004	(2,696,581,875)	(27,557,280,906)
(4,762,910,902)	-	4,762,910,902
(122,145,072)	-	111,040,975
5,828,250,000	-	-
(574,842,703)	-	574,842,703
(2,190,894,444)	-	1,991,722,221
(15,823,205)	-	15,823,205
(13,604,803,340)	-	-
-	(50,000,000,000)	-
(15,663,898,889)	-	14,239,908,081
2,072,800,000	-	(2,072,800,000)

APPENDIX 2: SHAREHOLDER STRUCTURE AS AT 25/3/2016:

No,	Items	Number of shares	Ownership percentage (%)
1	State	-	-
2	Founding shareholders/ FDI	-	-
	- Domestic	-	-
	- Foreign	-	-
3	Major shareholder (own more than 5%)	162,131,705	33.78%
	- Domestic	77,322,070	16.11%
	- Foreign	84,809,635	17.67%
4	Labour Union	-	-
	- Domestic	-	-
	- Foreign	-	-
5	Treasury share	6,339	0.00%
6	Shareholder of preferred shares (if any)	-	-
7	Other shareholders	317,925,640	66.22%
	- Domestic	155,418,455	32.37%
	- Foreign	162,507,185	33.85%
	TOTAL	**480,063,684**	**100.00%**
	In which: *- Domestic*	**232,746,864**	**48.48%**
	- Foreign	**247,316,820**	**51.52%**

Number of shareholders	Shareholder structure (*)	
	Institutions	Individuals
-	-	-
-	-	-
-	-	-
-	-	-
4	4	-
2	2	-
2	2	-
-	-	-
-	-	-
-	-	-
1	1	-
-	-	-
20,780	226	20,554
18,986	106	18,880
1,794	120	1,674
20,784	**230**	**20,554**
18,988	**108**	**18,880**
1,796	**122**	**1,674**

Ownership structure by type:

Type of shareholders	Retricted transferring shares
1	2(**)
I. Special shareholder	**2,766,000**
1. Board of Directors	2,306,000
2. Board of Management	2,066,000
3. Board of Supervisors	100,000
4. Chief Financial Offer	300,000
5. Chief accountant	60,000
6. Spokesman	600,000
II. Treasury shares	**-**
III. Labour Union	**-**
IV. Shareholders of preferred shares (if any)	**-**
V, Other shareholders	**7,234,000**
1. Domestic	**7,124,000**
1.1 Individual	7,124,000
1.2 Institutional	-
In which State own:	-
2. Foreign	**110,000**
2.1 Individual	110,000
2.2 Institutional	-
TOTAL	**10,000,000**

Non-restricted transferring shares	Total	Percentage of Ownership (%)
3	4=2+3	5
58,098,749	**60,864,749**	**12.68%**
57,928,765	60,234,765	12.55%
450,120	2,516,120	0.52%
57,784	157,784	0.03%
112,200	412,200	0.09%
-	60,000	0.01%
126,720	726,720	0.15%
6,339	**6,339**	**0.00%**
-	**-**	**-**
-	**-**	**-**
411,958,596	**419,192,596**	**87.32%**
222,023,247	**229,147,247**	**47.73%**
132,816,310	139,940,310	29.15%
89,206,937	89,206,937	18.58%
-	-	-
189,935,349	190,045,349	39.59%
12,778,715	**12,888,715**	**2.69%**
177,156,634	177,156,634	36.90%
470,063,684	480,063,684	100.00%

Lists of major shareholders (own more than 5%):

Shareholder	Ownership ref.	Date	Address
NDH Invest Co. Ltd.	0104285751	30/10/2014	16th floor, ICON4 Tower, 243A De La Thanh street, Lang Thuong ward, Dong Da district, Ha Noi
Daiwa Securities Group Inc.	CS6098	03/07/2007	9-1 Marunouchi 1-chome, Chiyoda-ku, Tokyo, Japan
Saigon Dan Linh Real Estate Co. Ltd.	0312490624	04/10/2013	236/43/2 Dien Bien Phu street, Binh Thanh district, Ho Chi Minh City
Deutsche Bank AG London	CS1028	18/05/2006	Winchester House, 1 Great Winchester Street, London EC2N 2DB

DETAILS OF INTERNAL SHAREHOLDERS AND SPOKESMAN

Type of Shareholder	No,	Name & Position
Board of Directors	1	Nguyen Duy Hung/ Chairman cum CEO
	2	Nguyen Hong Nam/ Member of BOD cum Deputy CEO/ Spokesman
	3	Ngo Van Diem – Member of BOD
	4	Bui Quang Nghiem – Member of BOD
	5	Hironori Oka – Member of BOD
		Daiwa Securities Group Inc.
	6	Nguyen Duy Khanh/ Member of BOD
Board of Management	1	Nguyen Duy Hung/ Chairman cum CEO
	2	Nguyen Hong Nam/ Member of BOD cum Deputy CEO/ Spokesman
Board of Supervisors	1	Nguyen Van Khai – Head of BOS
	2	Dang Phong Luu – Member of BOS
	3	Ho Thi Huong Tra – Member of BOS
CFO	1	Nguyen Thi Thanh Ha
Chief Accoutant	1	Hoang Thi Minh Thuy/ Chief Accountant
Spokesman	1	Nguyen Hong Nam
TOTAL		

		Restricted transferring		
Number of shares	Percentage of ownership	(1)	(2)	(3)
48,194,727	10.04%	-	-	-
57,271,471	11.93%	-	-	-
29,127,343	6.07%	-	-	-
27,538,164	5.74%			

Restricted transfering (**)	Non-restricted transferring (*)	Total (*)	Percentage of Ownership % (*)
(1)			
1,466,000	323,400	1,789,400	0.37%
600,000	126,720	726,720	0.15%
100,000	4,000	104,000	0.02%
40,000	203,174	243,174	0.01%
-	-	-	-
-	57,271,471	57,271,471	11.93%
100,000	-	100,000	0.02%
1,466,000	323,400	1,789,400	0.37%
600,000	126,720	726,720	0.15%
40,000	455	40,455	0.01%
30,000	44,668	74,668	0.02%
30,000	12,661	42,661	0.01%
300,000	112,200	412,200	0.09%
60,000	-	60,000	0.01%
600,000	126,720	726,720	0.15%
2,766,000	**58,098,749**	**60,864,749**	**12.68%**

CORPORATE INFORMATION

CORPORATE INFORMATION

Company name	Saigon Securities Inc. (SSI)
Legal representative:	Mr. Nguyen Duy Hung (Chairman cum CEO)
Date of incorporation:	30/12/1999
Charter Capital (as at 31/12/2015):	4,800,636,840,000 VND
Owner's equity (as at 31/12/2015):	6,727,609,014,290 VND
Head Office:	72 Nguyen Hue, Ben Nghe Ward, Dictrict 1, Ho Chi Minh City
Number of employees (as at 31/12/2015):	616 including 283 employees who are fully certified for securities license

SHARE INFORMATION

Number of common shares (as at 31/12/2015):	480,063,684
Number of outstanding shares (as at 31/12/2015):	480,057,365
Number of treasury shares (as at 31/12/2015):	6,319
Exchange:	Ho Chi Minh Stock Exchange (HOSE)
Ticker:	SSI
Market price (closing price as at 31/12/2015)	VND 22,200/ share
Issuing shares to increase shareholding capital from equity	Ratio 10:2 (20%)
The date for trading	03/06/2015
The ex-right date	06/03/2015
The record date for issuing shares	10/03/2015
Dividend payment by share	10:1 (10%)
The date for trading	12/10/2015
The ex-right date	14/08/2015
The record date for issuing shares	18/08/2015
Issuing ESOP shares to increase charter capital	VND 100,000,000,000
The date of issuance	23/10/2015
The number of issued shares	10,000,000 shares
Par value	VND 10,000
Type of share	Common share
2016 dividend advance payment	None

BRANCH NETWORK

THE SOUTH

Head Office: 72 Nguyen Hue, District 1, Ho Chi Minh City
Tel: (08) 38242897 - Fax: (08) 38242997

Nguyen Cong Tru Branch: 92-94-96-98 Nguyen Cong Tru street, District 1, Ho Chi Minh City
Tel: (08) 38218567 - Fax: (08) 38213867

Pham Ngoc Thach Transaction Office: Level 2, ITower building, 49 Pham Ngoc Thach street, District 3, Ho Chi Minh City
Tel: (08) 38235079 - Fax: (08) 38245077

Vung Tau Branch: 4 Le Loi, Vung Tau City
Tel: (064) 3 521 906 - Fax: (064) 3 521 907

Nha Trang Branch: Level 3, Queen Buidling, 50 Le Thanh Phuong, Nha Trang city, Khanh Hoa province
Tel: (058) 3816969 - Fax: (058) 3816968

THE NORTH

Ha Noi Branch: 1C Ngo Quyen, Hoan Kiem district, Ha Noi
Tel: (04) 39366321 - Fax: (04) 39366311

My Dinh Branch: G level, The Manor Building, My Dinh, Me Tri, Tu Liem district, Ha Noi
Tel: (04) 3794 6699 - Fax: (04) 3794 6677

Hai Phong Branch: 22 Ly Tu Trong, Hong Bang district, Hai Phong City
Tel: (031) 3569123 - Fax: (031) 3569130

Tran Binh Trong Transaction Office: 25 Tran Binh Trong, Hoan Kiem district, Ha Noi
Tel: (04) 39413383 - Fax: (04) 39413385

SSI Asset Management: 1C Ngo Quyen, Hoan Kiem district, Ha Noi
Tel: (04) 39366321 - Fax: (04) 39366337



At March 14th 2016, The Board of Director enacted Resolution No. 01/2016/NQ-HDQT regarding to operation amendment of SSI transaction office. Accordingly, Tran Binh Trong transaction office will be changed its name to Tran Hung Dao transaction office and move to the new location at Level 10, Capital Tower, 109 Tran Hung Dao, Cua Nam ward, Hoan Kiem district, Ha Noi. The Company will also establish a new one named Nguyen Chi Thanh transaction office, locating at Level 8, TNR Tower, 54A Nguyen Chi Thanh, Lang Thuong ward, Dong Da district, Hanoi. Currently, the Company is preparing documents to apply for approval from the SSC. The two transaction offices will be operated in new location within April, 2016