SECURITIES SERVICES | ASSET MANAGEMENT | INVESTMENT BANKING | TREASURY | PRINCIPAL INVESTMENT



2018 ANNUAL GENERAL SHAREHOLDERS' MEETING

20th April 2018



AGENDA

1. Report on the Company's performance in 2017 & 2018 business plan
2. Reports of the Board of Directors and the Supervisory Board
3. Approval on audited financial statement of 2017
4. Profit distribution for the year 2017
5. Remuneration for the Board of Directors and the Supervisory Board for the year 2018
6. Appointing auditing company for the financial year 2018
7. Approval on Chairman cum CEO for the year 2017
8. Approval on changing the Company's name
9. Approval on The Internal Corporate Governance Regulations
10. Proposal for amendment to the Company Charter
11. Proposal for employee stock ownership plan
12. Removing & Election of 01 member for the Supervisory Board

BUSINESS PERFORMANCE REPORT

April 2018

CONTENT

2017 MACRO ECONOMY & STOCK MARKET

2017 BUSINESS PERFORMANCE

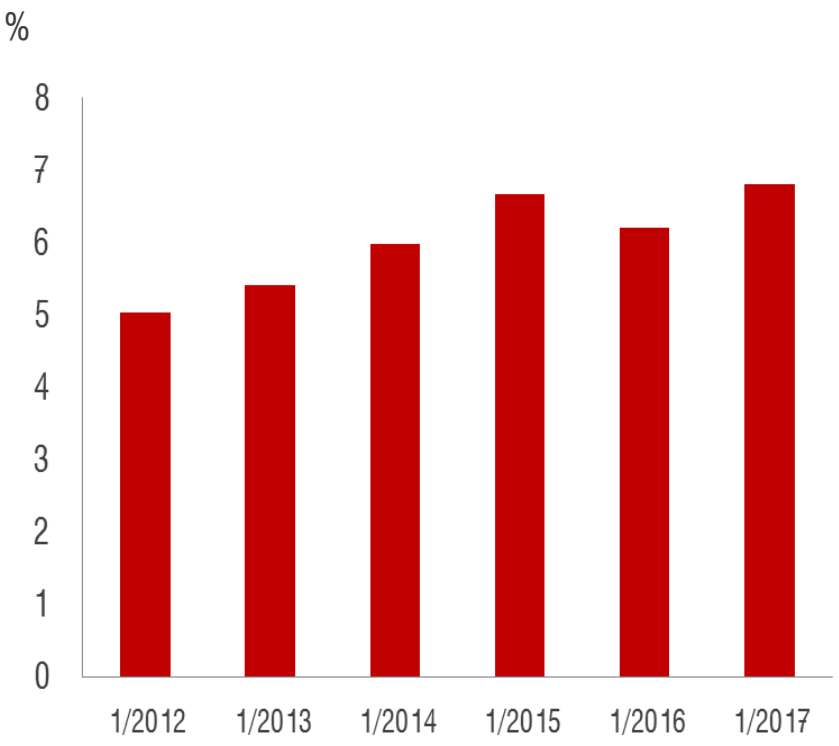
2018 OUTLOOK & STOCK MARKET

2018 BUSINESS PLAN

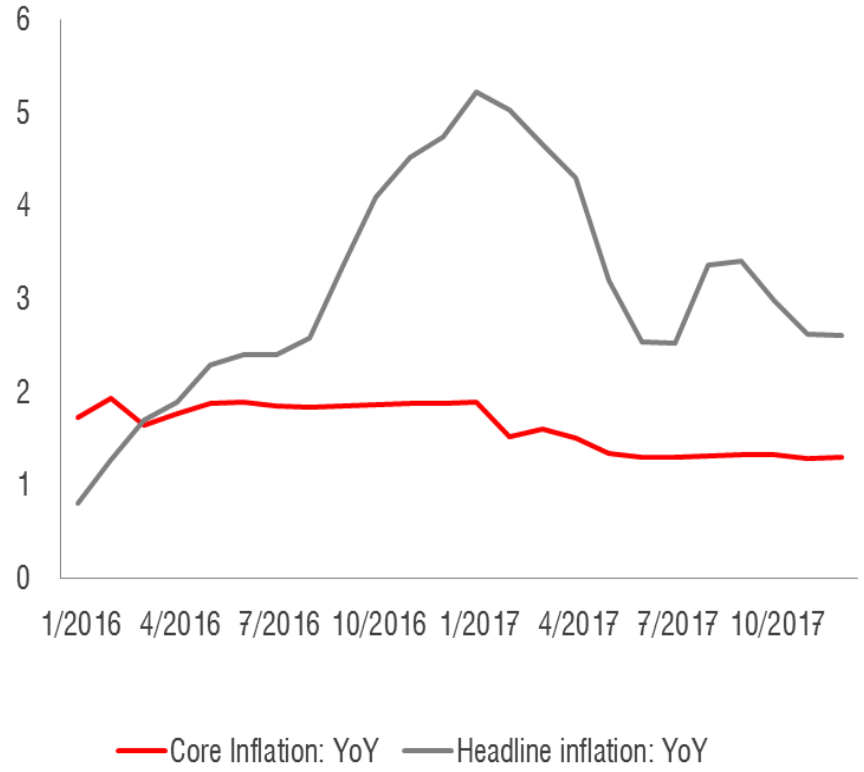
CONTENT

2017 MACRO ECONOMY & STOCK MARKET

GDP GROWTH
MACROECONOMIC STABILITY



Vietnam GDP Growth 2012 - 2017

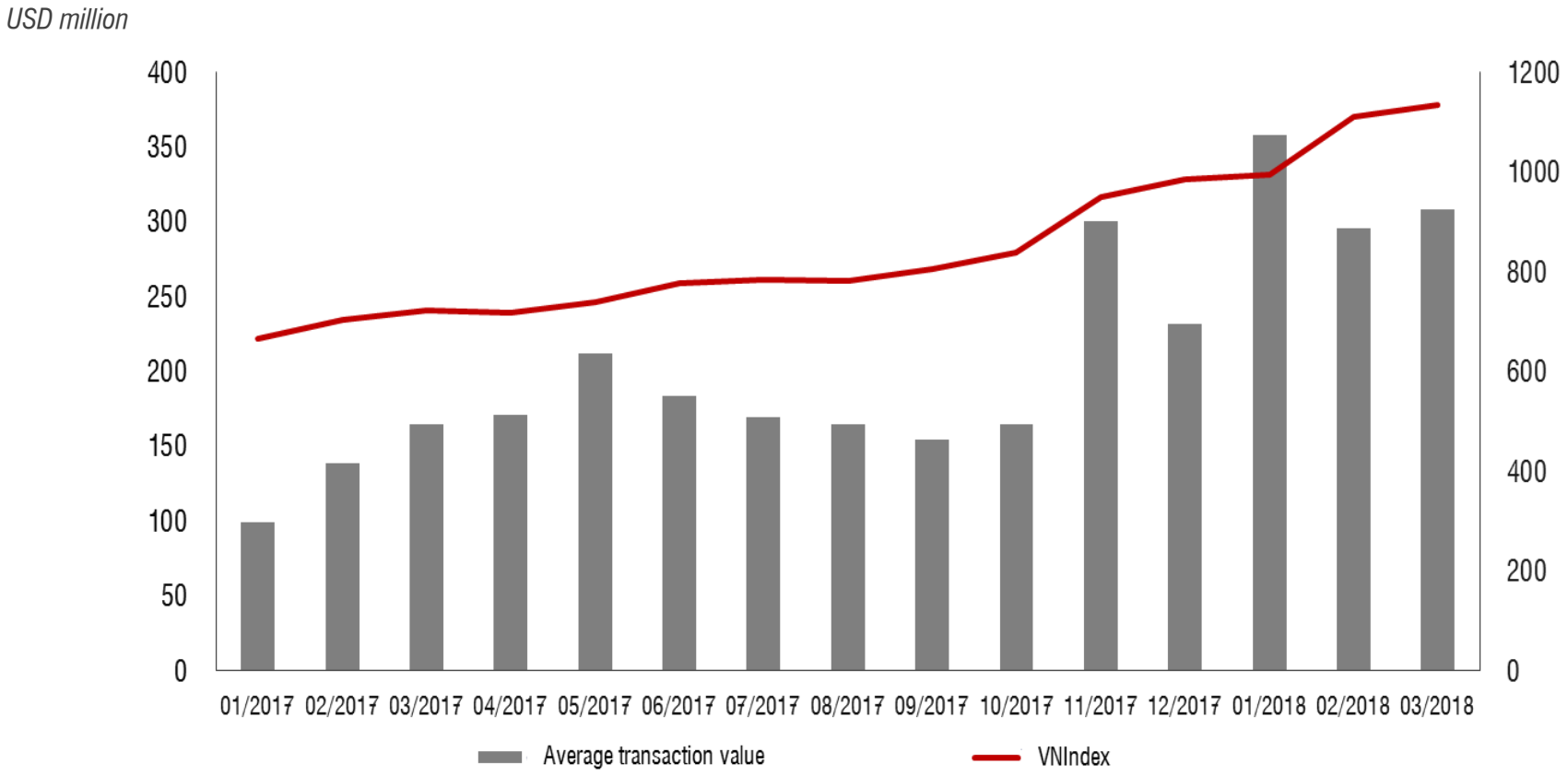


CPI 2016 - 2017

Source: GSO

2017 STOCK MARKET

VN-Index



Source: Bloomberg

CONTENT

2017 BUSINESS PERFORMANCE

OVERVIEW



Charter Capital: VND 5,000.6 billion

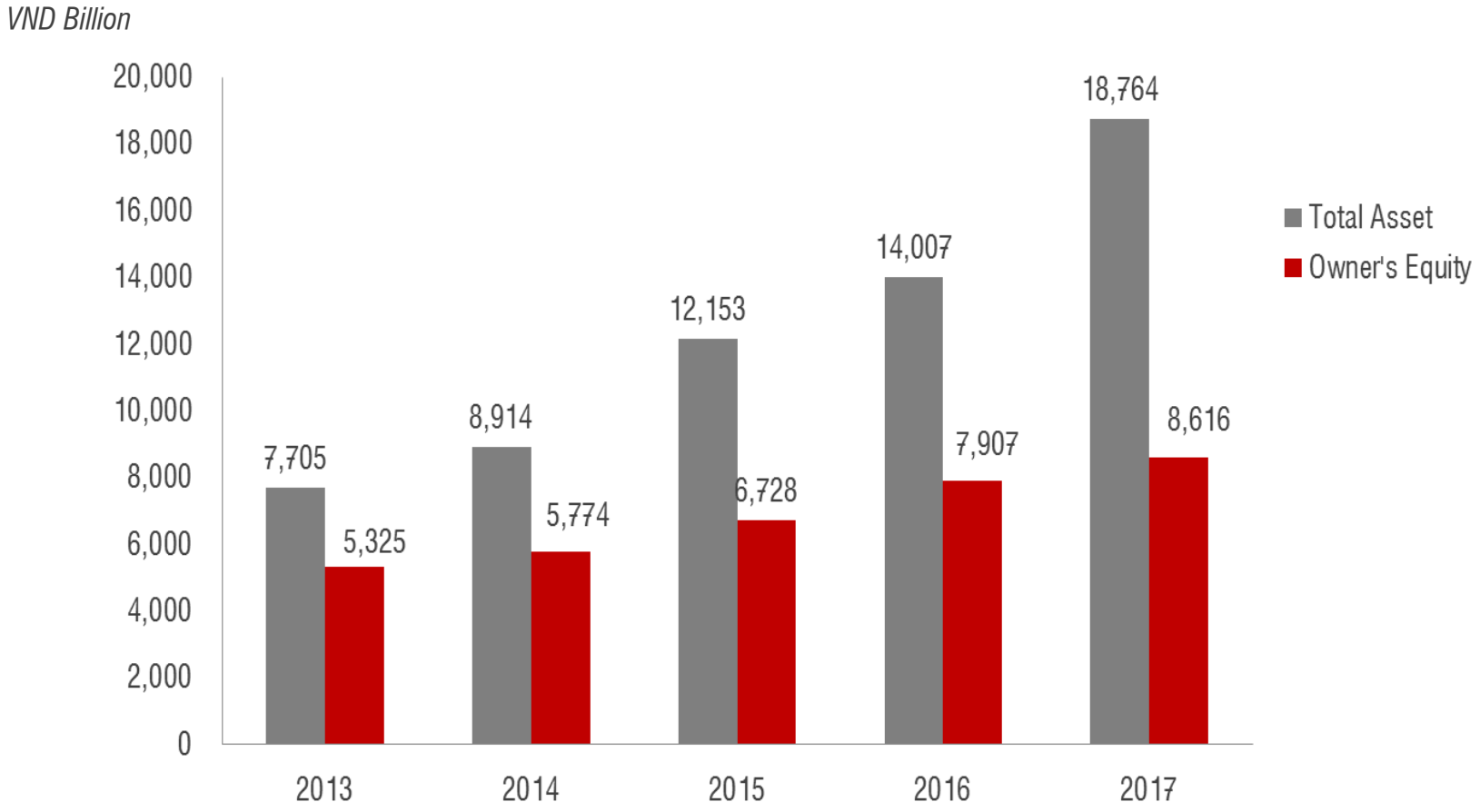
Market Cap: VND 19,494 billion (*)

887 employees working at **12 Branches/ Transaction Offices**

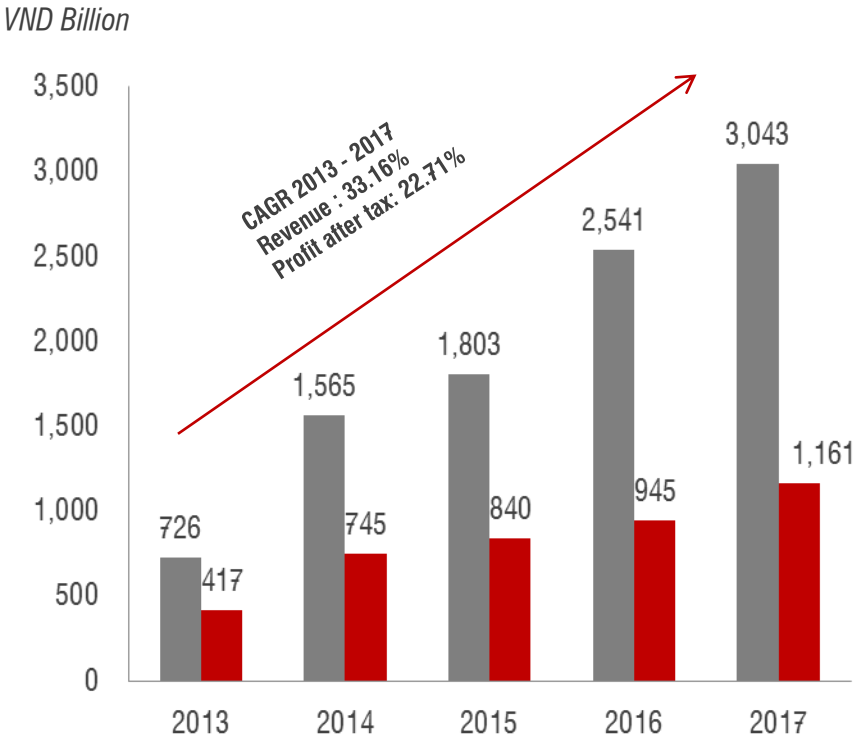
(*) as of 30/03/2018

2017 BUSINESS PERFORMANCE

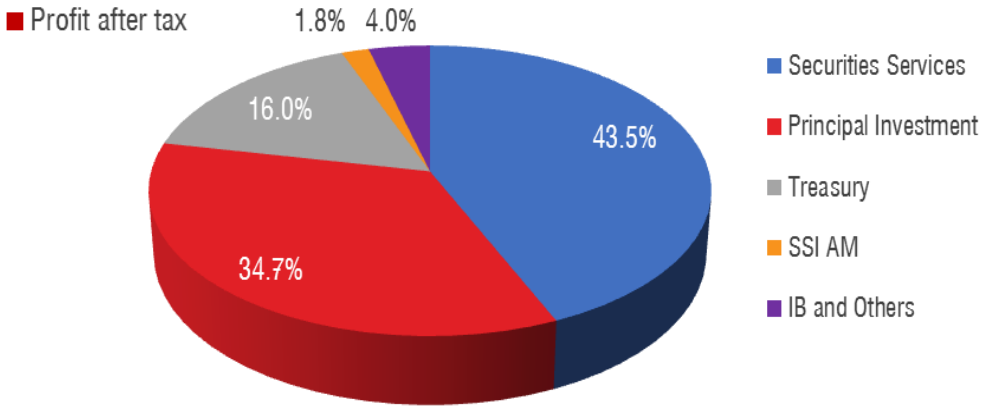
Total Asset & Owner's Equity Growth



2017 BUSINESS PERFORMANCE



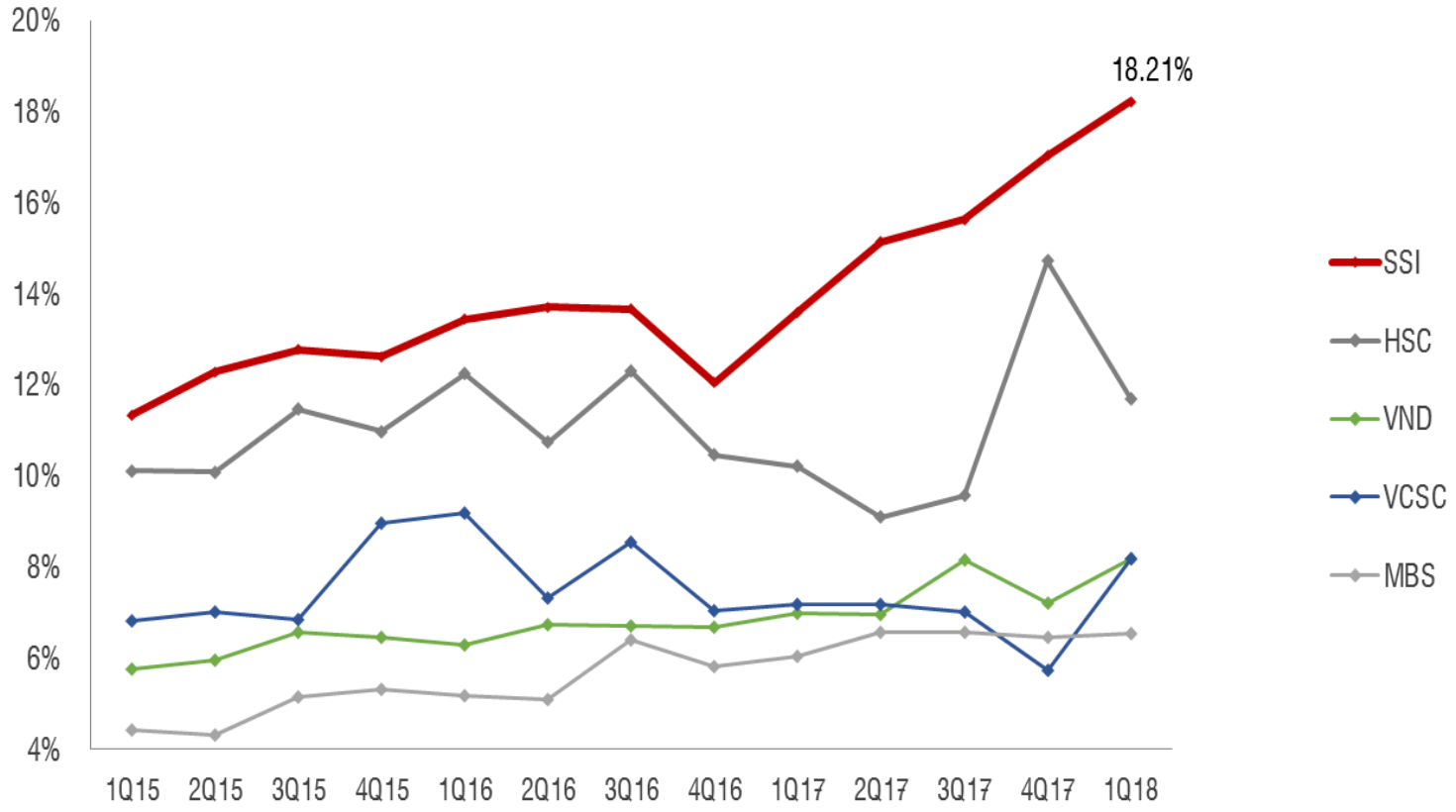
Revenue & Profit Growth



Consolidated Revenue Breakdown

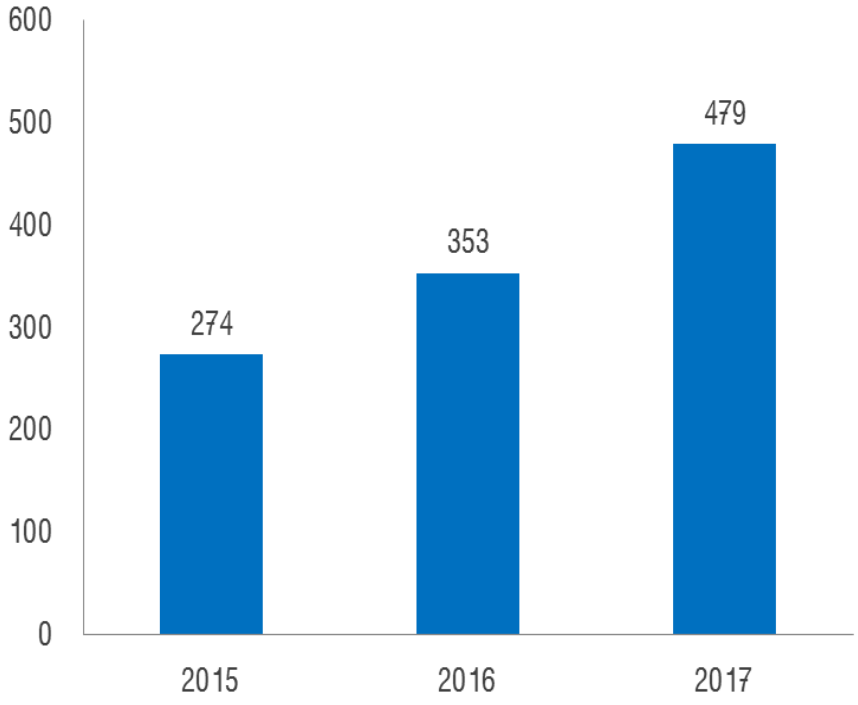
SECURITIES SERVICES

Maintain No.1 position on HOSE & HNX

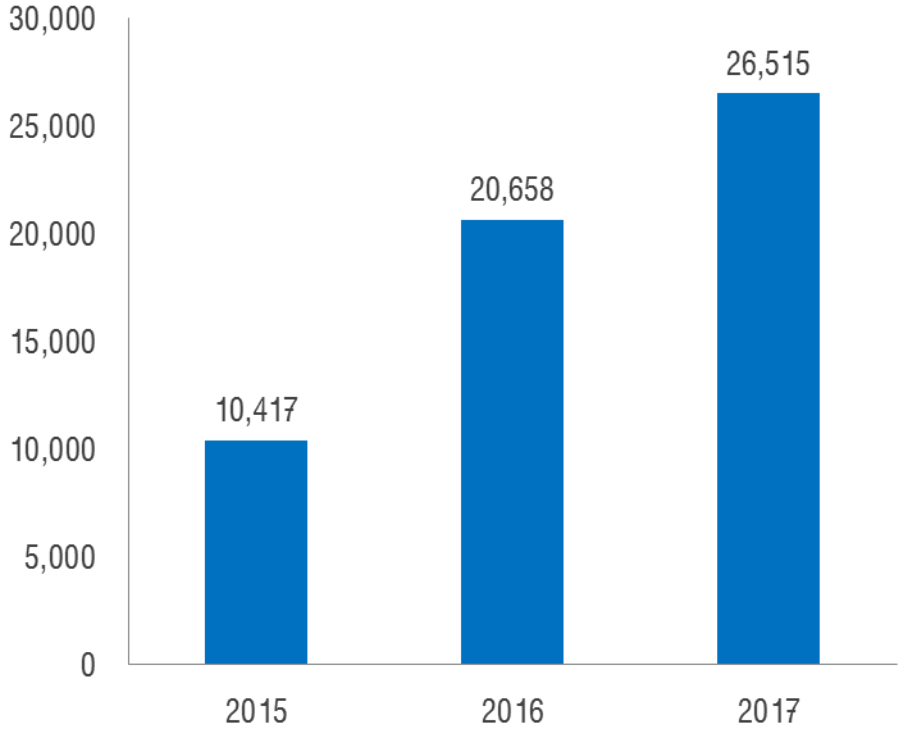


SECURITIES SERVICES

Strong growth in Customers & Brokers



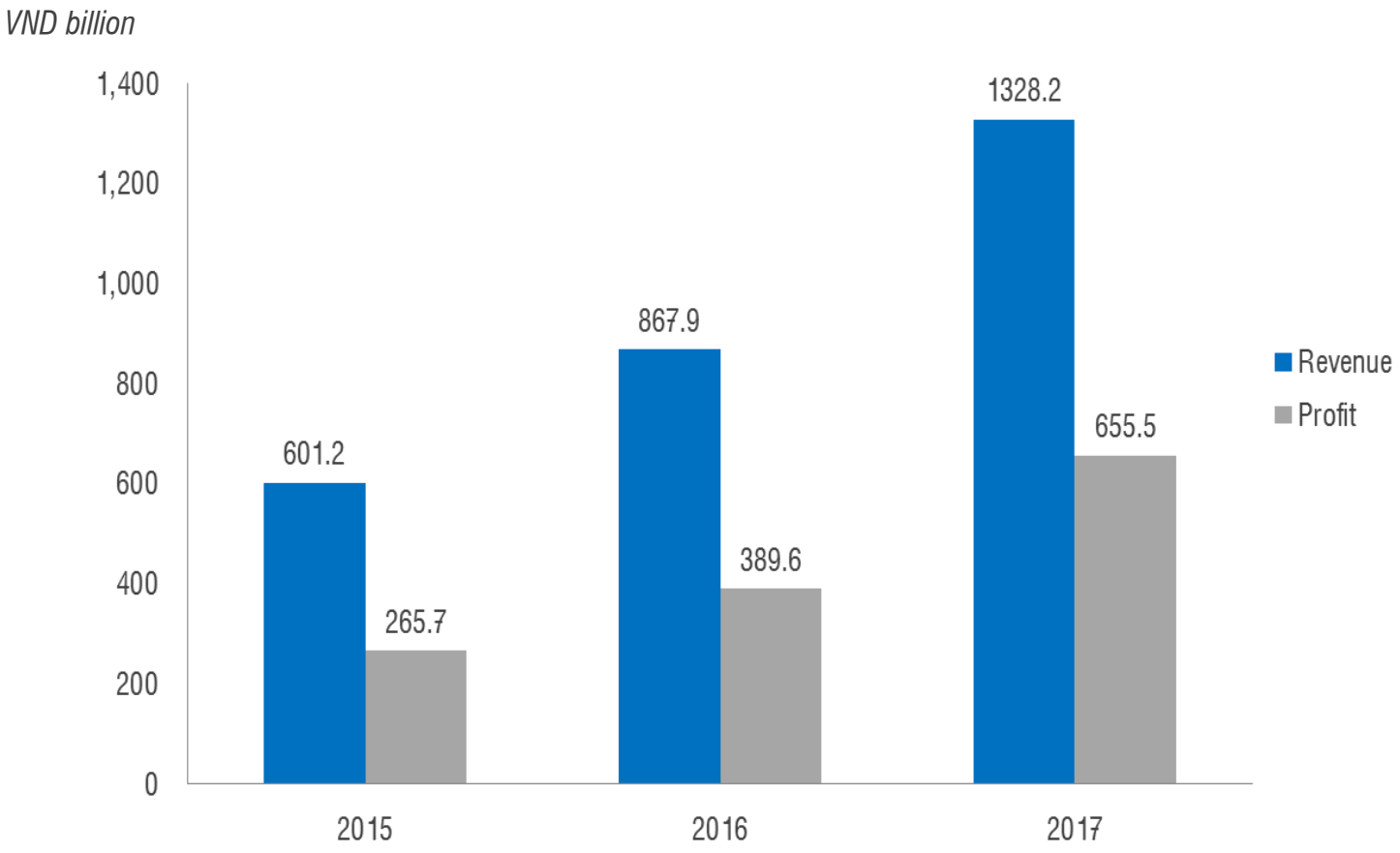
Number of Brokers



Number of new Customers

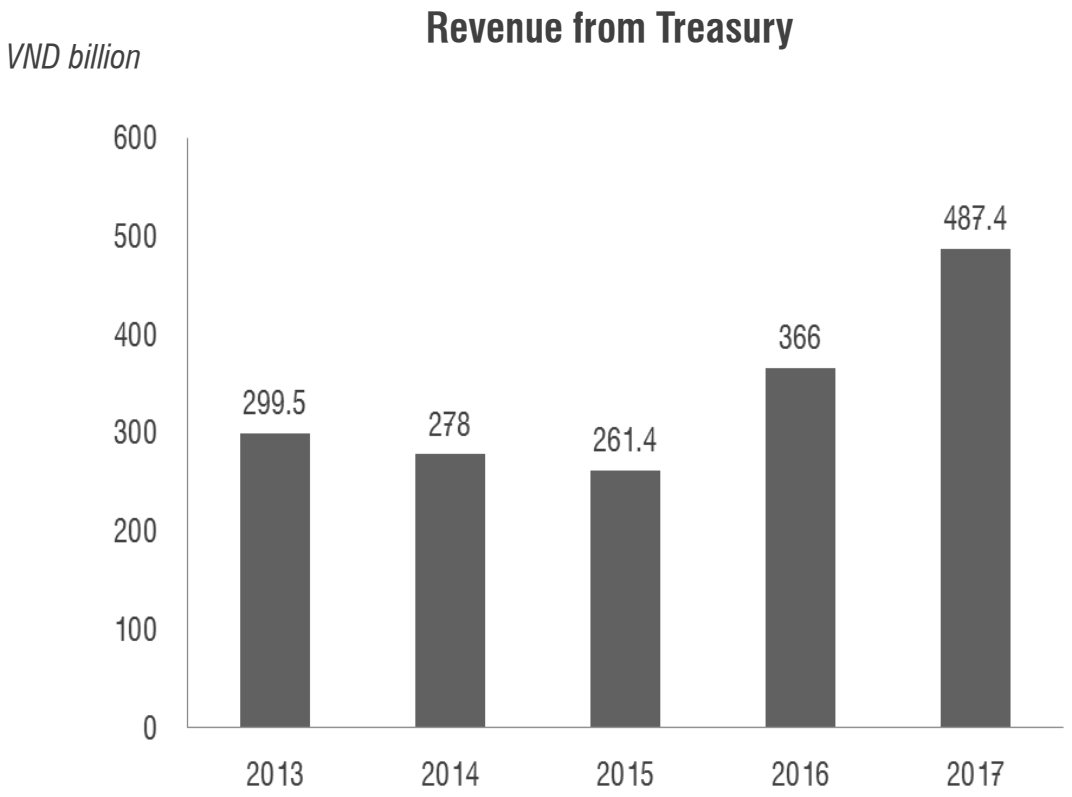
SECURITIES SERVICES

Strong growth in Revenue & Profit



TREASURY

- **Treasury continued to achieve outstanding success**
- **Ensure the highest level of liquidity of the Company and Investors**



TREASURY

- Maintain and expand relations with other domestic and international financial institutions











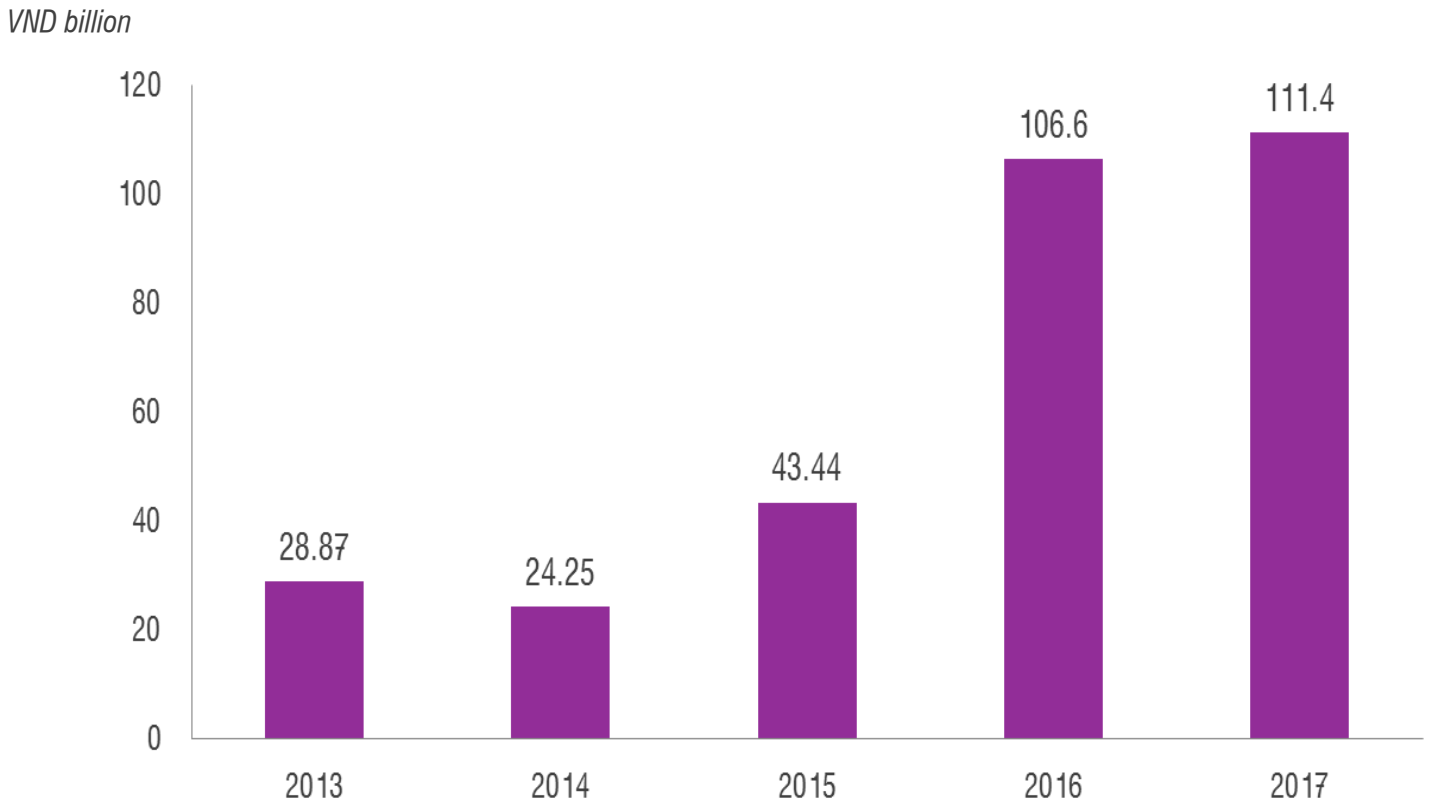






INVESTMENT BANKING

Revenue from Investment Banking



INVESTMENT BANKING

Major deals

Vietnam Dairy Products JSC. (VNM)
Deal size: USD 396 mil

Divestment Advisory

Vincom Retail (VRE)

Deal size: USD 742 mil

Share offering

HDBank (HDB)

Deal size: USD 300 mil

Share offering

Vietnam National Petroleum Group (PLX)
Deal size: USD 50 mil

Treasury share offering

The PAN Group (PAN)

Deal size: USD 17.6 mil

Capital raising

Hoa Phat Group (HPG)

Deal size: USD 230 mil

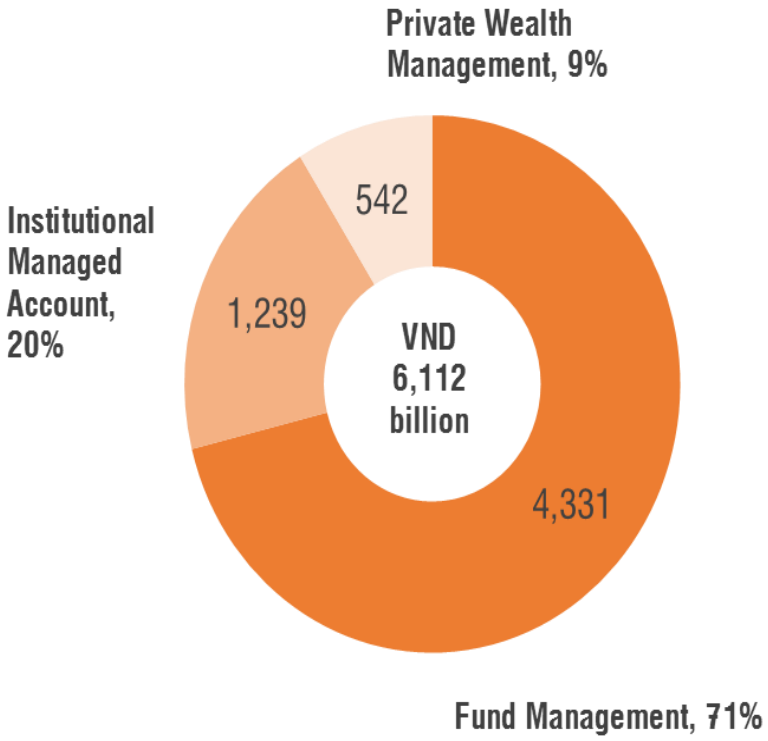
Public Offering

ASSET MANAGEMENT

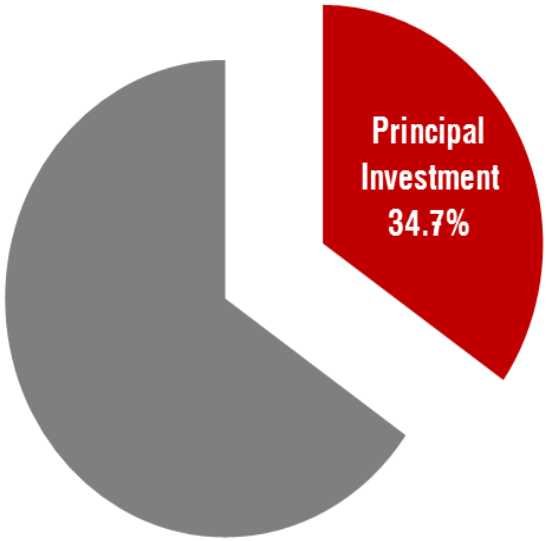
- **Continue to diversify SSIAM's products for investors:**
  - ✓ Successfully raised SSI Bond Fund (SSIBF) in August 2017
  - ✓ Maintain high investment performance

- Completely converted the reference index of the ETF SSIAM HNX30 to VNX50, changed the fund's name to ETF SSIAM VNX50 Fund and switched it to be listed on HOSE since October 2017;

- AUM from external clients increased to VND6,112 billion – up 60.3% compared to last year



PRINCIPAL INVESTMENT



- Total Investment Value: **VND3,829 billion***
- Revenue **VND1,060.8 billion**, accounting for **34.7%**
- Associated companies achieved good business results

(*) as of 29/12/2017

AWARDS

ASIAMONEY AWARDS

AsianInvestor

ASSET ASIA AWARDS
THE Asset
TRIPLEA

COUNTRY AWARDS FOR ACHIEVEMENT
FinanceAsia

Alpha Southeast Asia

Asia Asset Management
THE JOURNAL OF INVESTMENTS & PENSIONS

VWR 500 TOP 500 COMPANY

Forbes®

CONTENT

2018 OUTLOOK & STOCK MARKET

2018 OUTLOOK

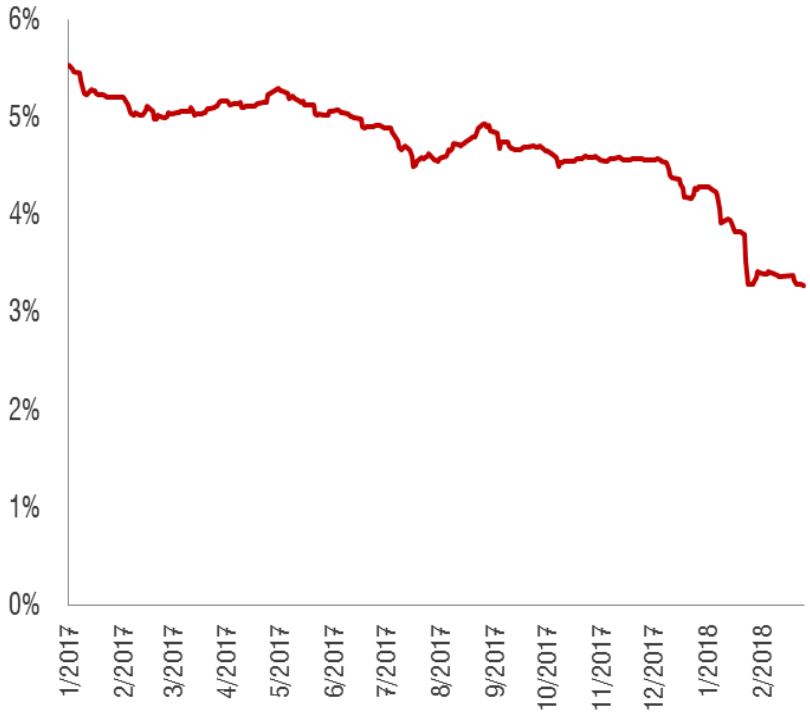
GROWTH IS EXPECTED IN ALL AREAS

	2017	Government target 2018	National Assembly plan 2018
Real GDP Growth	6.81%	6.7%	6.5-6.7%
CPI (average)	3.53%	4%	4%
Budget deficit	3.49% GDP	3.7% GDP	3.7% GDP
Export growth	21.2%	8-10%	7-8%
Retail sale growth	10.9%	10%	

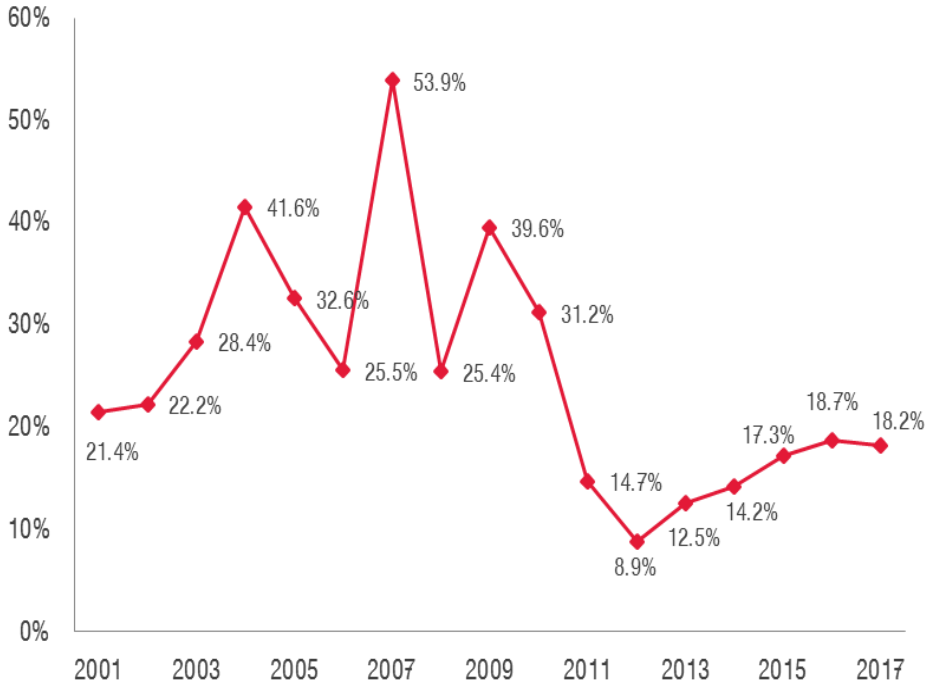
Source: Vietnam Government

2018 OUTLOOK

CREDIT GROWTH



Vietnam 5 – Year Government Bond Yield



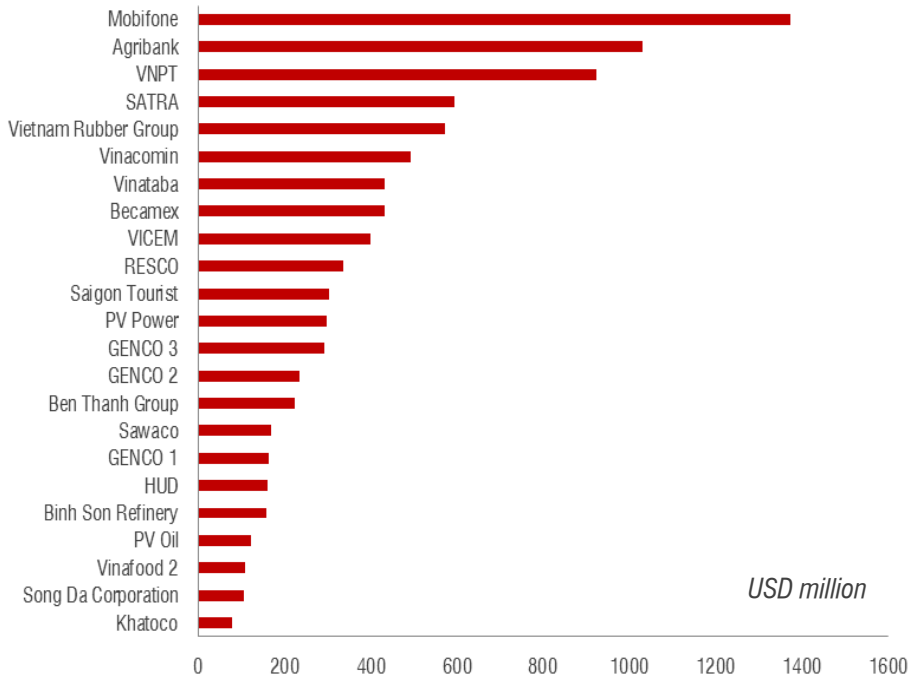
Vietnam Credit Growth

Source: SSI Research

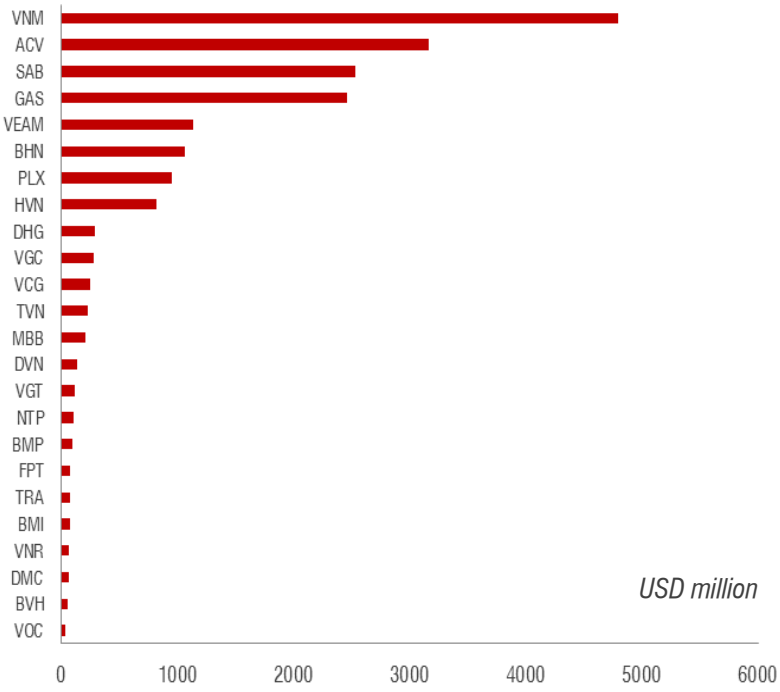
2018 OUTLOOK

SOE IPO & DIVESTMENT AT ITS PEAK

- **Total IPO** value during 2018-2020 could reach **USD9 billion**, total value of **divestment** during 2018-2020 could reach **USD19 billion**
- Capital raise estimate compiled from 14 banks in 2018 comes to **USD3.07 billion**
- The total amount of capital raised via the Stock Market in the next 3 years might add up to roughly **USD30 billion**



SOE IPO



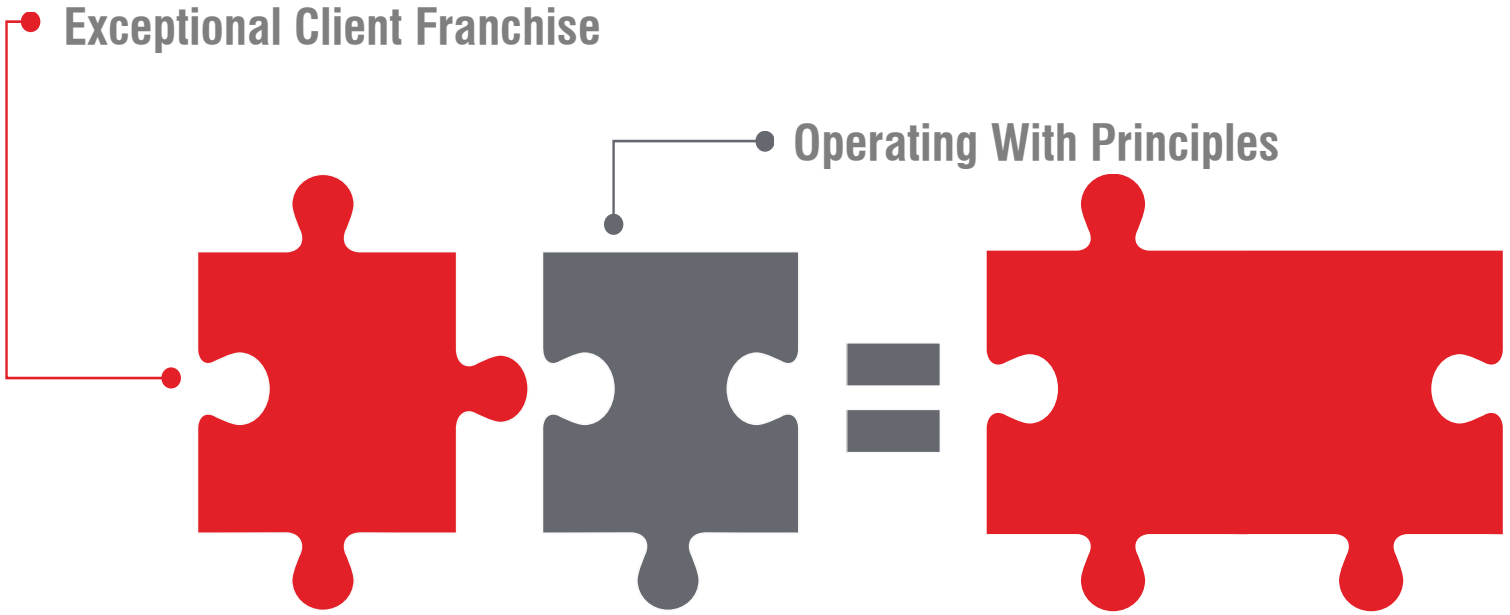
SOE Divestment

Source: SSI Research

CONTENT

2018 BUSINESS PLAN

OUR FOCUS



Maximizing Long-term Shareholder's Values

EXCEPTIONAL CLIENT FRANCHISE



- Leader in our own right
- Consistently innovating
- Focus on client experiences & Lifetime relationship
- Drive client engagement, synergies & stable return
- Experienced management team, in-depth local market knowledge

OPERATING WITH PRINCIPLES

- Strong Capital & Liquidity
- Risk Control & Management
- Commitment to expense control

Significantly Improved Financial Profile

	2012		2017
Total Asset	VND7,981 billion	+135% ▶	VND18,764 billion
Equity	VND5,192 billion	+63% ▶	VND8,616 billion
Financial safety ratio	300%	▶	686%
ROA	5.8%	▶	6.2%
ROE	8.9%	▶	13.6%

2018 BUSINESS PLAN

Item	VND Bn	2018 plan compared to 2017 actual (%)
Consolidated revenue	3,410	112%
Profit before tax	1,615	115%

2018 ACTION PLAN

Securities Services

- Maintain No. 1 position
- Customer is our focus and foundation to success
- Be a pioneer in providing new products/ services

Treasury

- Maintain company's capital growth, diversify capital sources at low cost
- Continue to be the leader in treausy business

Investment Banking

- Be the leading IB in the market
- Focus on expanding large-scale client networks
- Develop cooperation with leading global financial institutions

Asset Management

- Maintain outstanding investment performance
- Develop distribution channels and partners network
- Diversify products

Principal Investment

- Pursue value investment strategy, but being flexible & close to the market, as well as considering macro factors and enterprise's business foundation
- Focus on risk control to avoid fluctuation domestically and internationally
- Balance between long-term and passive investment

1Q2018 P&L

1Q2018 P&L (SSI Separate)

Items	VND Billion
Revenue & other income	1,072
Total expense	592.85
Profit before tax (SSI Separate)	479.16
Estimated consolidated profit before tax	500



THANK YOU

Please visit us at website: www.ssi.com.vn

REPORT OF THE BOARD OF DIRECTORS

April 2018

REPORT OF THE SUPERVISORY BOARD

April 2018

SUBMISSION FOR THE APPROVAL ON AUDITED FINANCIAL STATEMENT OF 2017

The BOD hereby submits to the General Shareholders' Meeting for approval on the financial statements of the year of 2017:

1. Independent auditor's report
2. Statement of financial position as at 31st December 2017
3. Income statement for the year ended 31st December 2017
4. Cash flow statement for the year ended 31st December 2017
5. Statement of changes in owner's equity for the year ended 31 December 2017
6. Notes to the financial statements as at 31st December 2017 and for the year then ended.

SUBMISSION FOR THE APPROVAL ON AUDITED FINANCIAL STATEMENT OF 2017

No.	ITEMS	UNIT	CONSOLIDATED FINANCIAL STATEMENTS	SEPARATE FINANCIAL STATEMENTS
1	Total Assets	VND	18,764,375,171,848	18,245,398,322,864
2	Net Revenue	VND	3,043,190,092,433	2,956,760,188,868
3	Profit before tax	VND	1,405,021,409,033	1,278,243,262,618
4	Profit after tax	VND	1,161,104,595,823	1,054,010,104,757
5	Profit after tax of the parent company's shareholders	VND	1,161,852,985,813	

SUBMISSION FOR THE APPROVAL ON PROFIT DISTRIBUTION OF 2017

The BOD hereby submits to the General Shareholders' Meeting for approval on profit distribution of 2017:

➢ **Total proposed distributable profit**	**VND 692,655,890,137**
In which:	
▪ Additional chartered capital reserve (5% on profit after tax)	VND 56,644,766,511
▪ Additional compulsory reserve (5% on profit after tax)	VND 56,644,766,511
▪ Charity fund (2% on profit after tax)	VND 22,657,906,604
▪ Welfare fund (2% on profit after tax)	VND 22,657,906,604
▪ Bonus fund (3% on profit after tax)	VND 33,986,859,907
▪ 2017 dividend by cash (10% par value)	VND 500,063,684,000
Actual remuneration of the Board of Directors and the Supervisory Board in 2017	VND 500,000,000

SUBMISSION FOR THE APPROVAL ON REMUNERATION FOR THE BOD AND SB

The BOD hereby submits to the General Shareholders' Meeting for approval:

- The remuneration for 06 members of the BOD and 3 members of the SB **not exceeding VND 3 billion** for the fiscal year 2018

- This remuneration shall be allocated upon the BOD's discretion

SUBMISSION FOR THE APPROVAL ON CHOOSING INDEPENDENT AUDITING COMPANY FOR 2018

The BOD hereby submits to the General Shareholders' Meeting for approval:

- List of auditing companies consist of:
  - Ernst & Young Vietnam Co., Ltd (E&Y)
  - KPMG Vietnam Co., Ltd.
  - PricewaterhouseCoopers Việt Nam (PwC)

- Authorizes the Board of Directors to appoint one of such companies.

SUBMISSION FOR THE APPROVAL ON PLURALITY OF CHAIRMAN AND CEO FOR THE YEAR 2018

The BOD hereby submits to the General Shareholders' Meeting for approval for the plurality of the Chairman and CEO for the year 2018.

SUBMISSION FOR THE APPROVAL ON CHANGING THE NAME OF THE COMPANY

The BOD hereby submits to the General Shareholders' Meeting for approval on changing the Company's name:

- **Current name**
  - Name in Vietnamese: CÔNG TY CỔ PHẦN CHỨNG KHOÁN SÀI GÒN
  - Name in English: SAIGON SECURITIES INCORPORATION
  - Abbreviated name: SSI

- **New name**
  - Name in Vietnamese: CÔNG TY CỔ PHẦN CHỨNG KHOÁN SSI
  - Name in English: SSI SECURITIES CORPORATION
  - Abbreviated name: SSI

  The execution time shall be upon the BOD's discretion

SUBMISSION FOR THE APPROVAL ON INTERNAL REGULATIONS ON CORPORATE GOVERNANCE

The BOD hereby submits to the General Shareholders' Meeting for approval:

The Internal Regulations on Corporate Governance of Saigon Securities Inc.

(which is attached in meeting documents).

SUBMISSION FOR THE APPROVAL ON AMENDMENT TO THE CHARTER OF THE COMPANY

The BOD hereby submits to the General Shareholders' Meeting for approval on amending the Company's Charter as follows:

Article	Current content	Revised content	Reason
2.1	1. Name of the Company: a. Name in Vietnamese: CÔNG TY CỔ PHẦN CHỨNG KHOÁN SÀI GÒN b. Name in English: SAIGON SECURITIES INCORPORATION. c. Abbreviated name: SSI	1. Name of the Company: a. Name in Vietnamese: CÔNG TY CỔ PHẦN CHỨNG KHOÁN SSI b. Name in English: SSI SECURITIES CORPORATION. c. Abbreviated name: SSI	To chage the name of the company as submited
2.3.b	Telephone: (84-8) 3824 2897 Facsimile: (84-8) 3824 2997 Email: ssi@ssi.com.vn	Telephone: (84-28) 3824 2897 Facsimile: (84-28) 3824 2997 Email: ssi@ssi.com.vn	Telephone local code was changed

SUBMISSION FOR THE APPROVAL ON AMENDMENT TO THE CHARTER OF THE COMPANY

Article	Current content	Revised content	Reason
4.1	1. The Company's scope of business includes: a. Securities brokerage; b. Securities self-trading; c. Underwriting; d. Securities investment advisory;	1. The Company's scope of business includes: a. Securities brokerage; b. Securities self-trading; c. Underwriting; d. Securities investment advisory; e. Trading of derivative securities; f. Providing the clearing and settlement service for derivative securities transactions.	To update as mentioned in the amended licenses
10.1	1. The charter capital of the Company is VND4,900,636,840,000 (four thousand nine hundred billion, six hundred and thirty six million, eight hundred and forty thousand Dong).	1. The charter capital of the Company is VND5,000,636,840,000 (five thousand billion, six hundred and thirty six million, eight hundred and forty thousand Dong).	To update as mentioned in the amended licenses

SUBMISSION FOR THE APPROVAL ON AMENDMENT TO THE CHARTER OF THE COMPANY

Article	Current content	Revised content	Reason
11.1 and 11.2.a	1. The Company's charter capital is divided into 490,063,684 shares. Each share shall have a par value of VND10,000. 2. Classes of shares: a. Ordinary shares: 490,063,684 shares;	1. The Company's charter capital is divided into 500,063,684 shares. Each share shall have a par value of VND10,000. 2. Classes of shares: a. Ordinary shares: 500,063,684 shares;	To update new chartered capital as at Article 10.1

In addition, "Saigon Securities Incorporation" is changed to "SSI Securities Corporation" in the subject and corresponding articles in the Charter.

SUBMISSION FOR THE APPROVAL ON THE ISSUANCE OF ESOP

Name of share:	Saigon Securities Inc. shares
Type of share:	Ordinary shares
Face value:	VND 10,000
Eligible buyer:	Members of the BoD, SB, key personnel of SSI and subsidiaries, associate companies
Amount of shares:	Maximum 10,000,000 (ten million) shares
Price:	Par value VND 10,000/share
Timing:	In 2018
Purpose:	To mobilize employee's benefit To get more capital for the Company
Blocked period:	Only 50% are freely transferrable after 02 years and the remaining 50% are freely transferrable after 03 years from the date of issuance. The Company buy back shares from employee who violates this rule according to the decision of the BoD.
Other terms:	Shares are registered at VSD and listed on HOSE

SUBMISSION FOR REMOVING AND ELECTION MEMBERS OF THE SB

The BOD hereby submits to the General Shareholders' Meeting for approval:

- Removing of Ms. Hồ Thị Hương Trà as a member of the SB at 13 November 2017;
- Additional election of one member of the SB from the enclosed candidate list. The term of the member of the SB elected is five years as of 20 April 2018.

CANDIDATES



Ms. LE CAM BINH

Year of birth: 1979

Qualification: BA in Accounting/ Auditor Certificate

Current Position: Director of Internal Audit of SSI

VOTING & RESULTS

April 2018



THANK YOU

Please visit us at website: www.ssi.com.vn