

2019 ANNUAL GENERAL SHAREHOLDERS' MEETING

25th April 2019



AGENDA

1. Report on the Company's performance in 2018 & 2019 business plan
2. Reports of the Board of Directors and the Supervisory Board
3. Approval on audited financial statements of 2018
4. 2018 profit distribution
5. Remuneration for the Board of Directors and the Supervisory Board for the year 2019
6. Appointing auditing company for the financial year 2019
7. Approval on Chairman cum CEO for the year 2019
8. Proposal for employee stock ownership plan
9. Election of 02 members for the Board of Directors

2018 PERFORMANCE REPORT & 2019 BUSINESS PLAN

Mr. Nguyen Hong Nam – Member of BOD/ Deputy CEO

April 2019

CONTENT

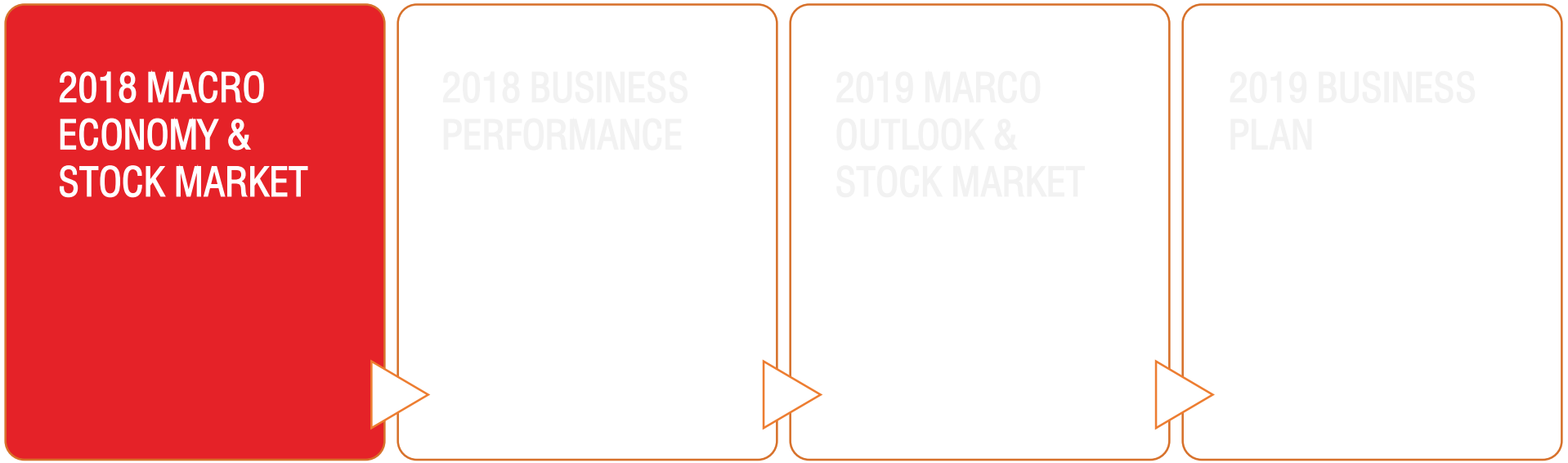
2018 MACRO ECONOMY & STOCK MARKET

2018 BUSINESS PERFORMANCE

2019 MARCO OUTLOOK & STOCK MARKET

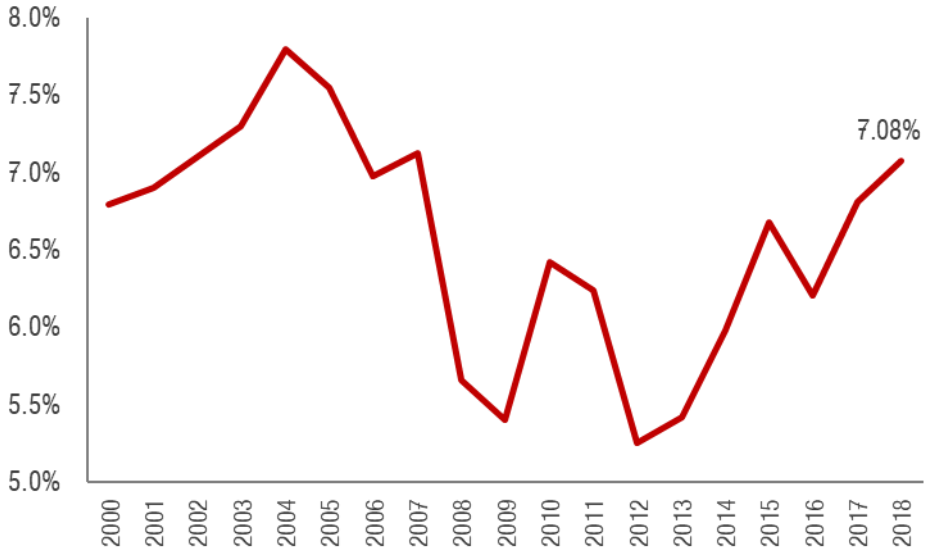
2019 BUSINESS PLAN

CONTENT

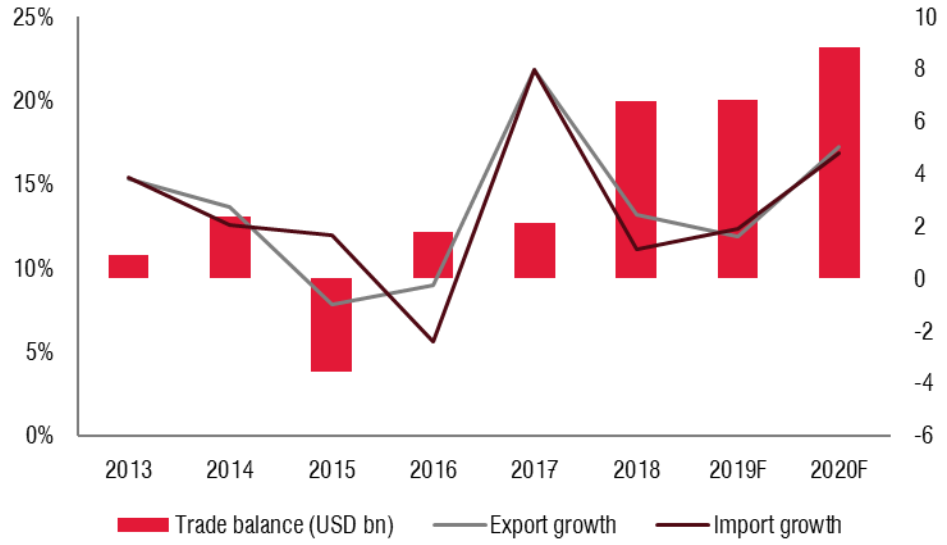

2018 MACRO ECONOMY & STOCK MARKET
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2019 BUSINESS PLAN

2018 MACRO REVIEW

Beat all estimates



Vietnam GDP Growth 2000 - 2018

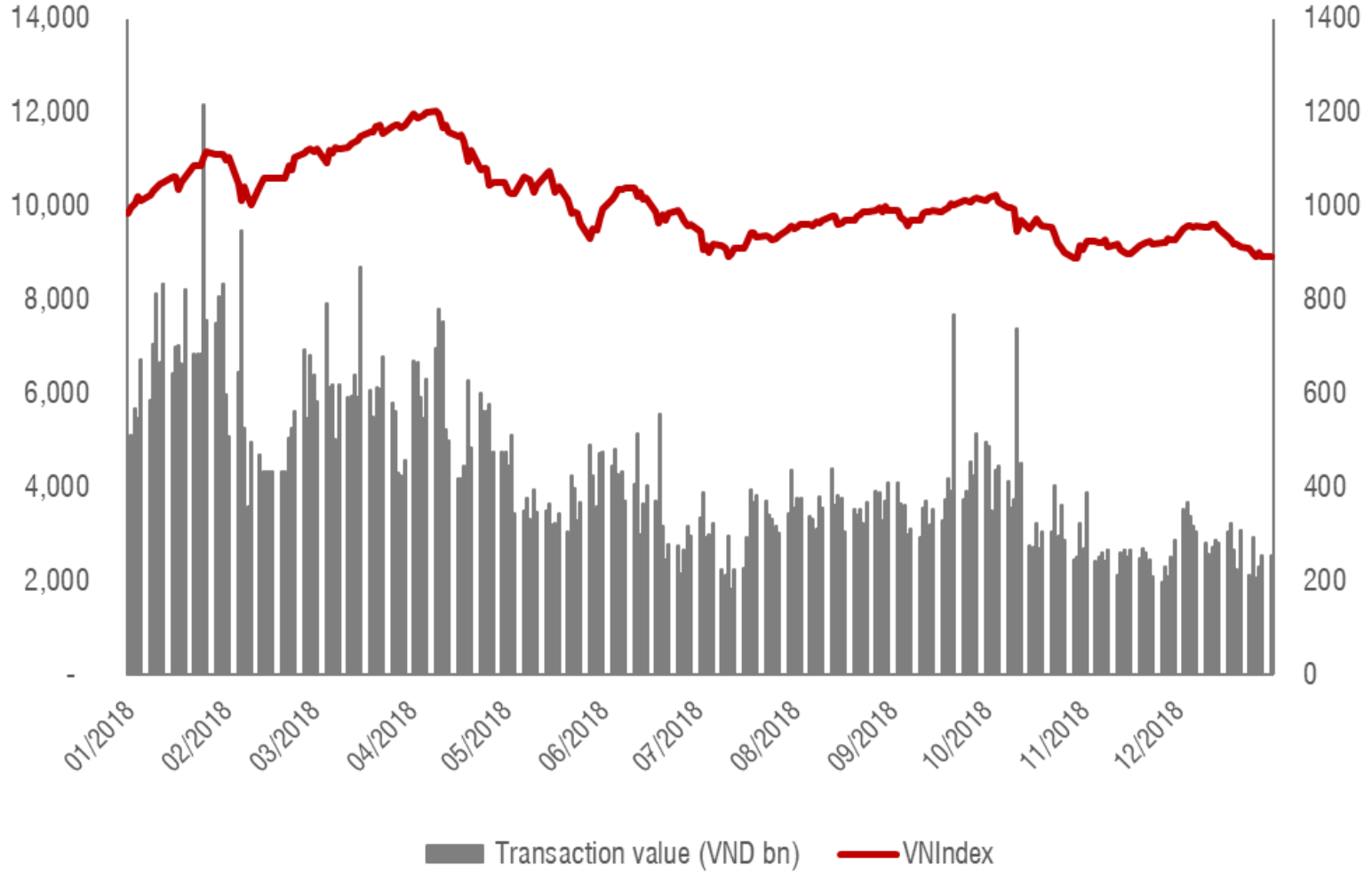


Import – Export Growth & Trade Balance

Source: Vietnam Customs, GSO, SSI Research

STOCK MARKET

VND billion



Source: Bloomberg

CONTENT

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OVERVIEW



SSI SECURITIES CORPORATION

Charter Capital
VND 5,100.64 billion

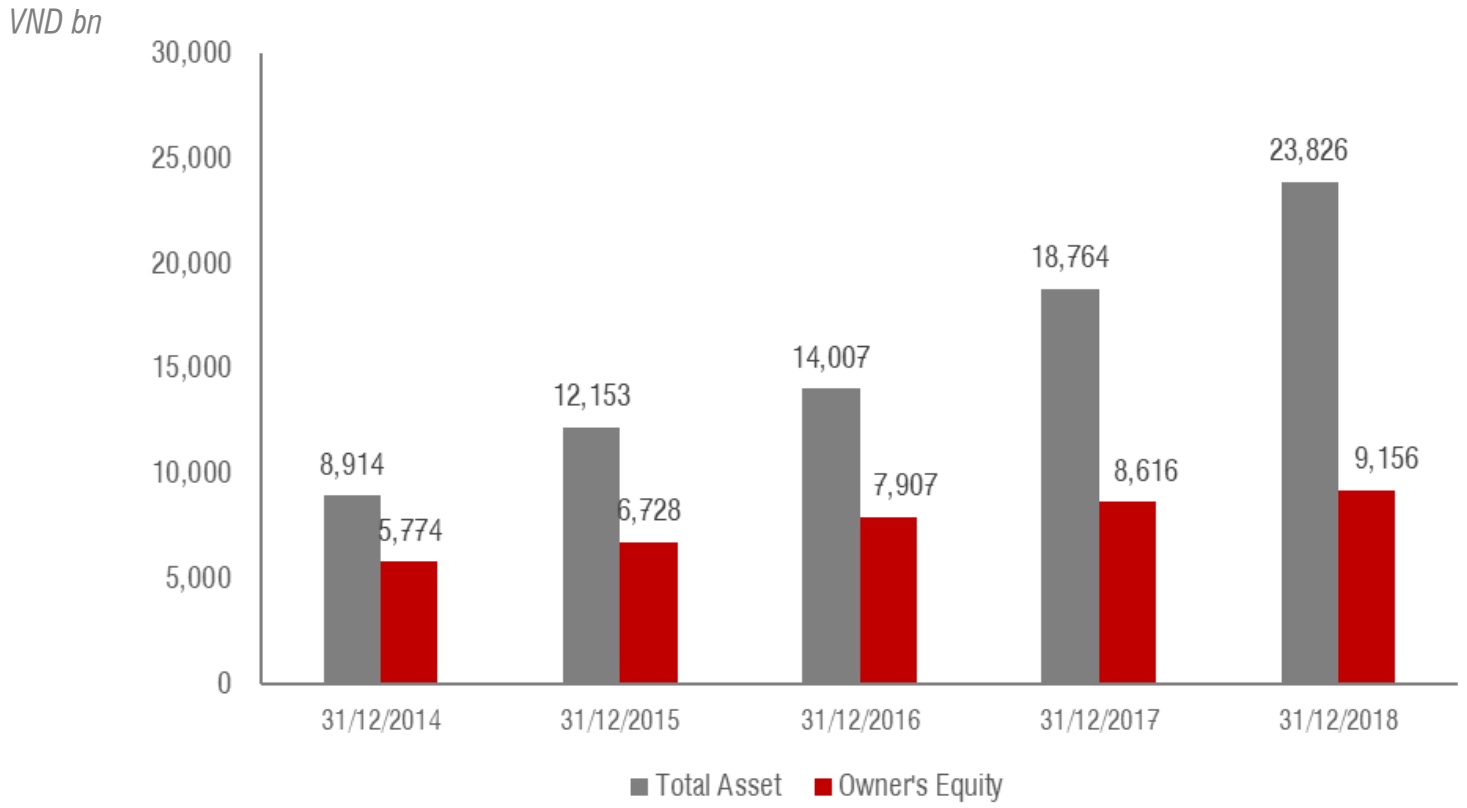
Market Cap
VND 13,300 billion (*)

1,026 employees
at **14 Branches/ Transaction Offices**

(*) as of 30/03/2019

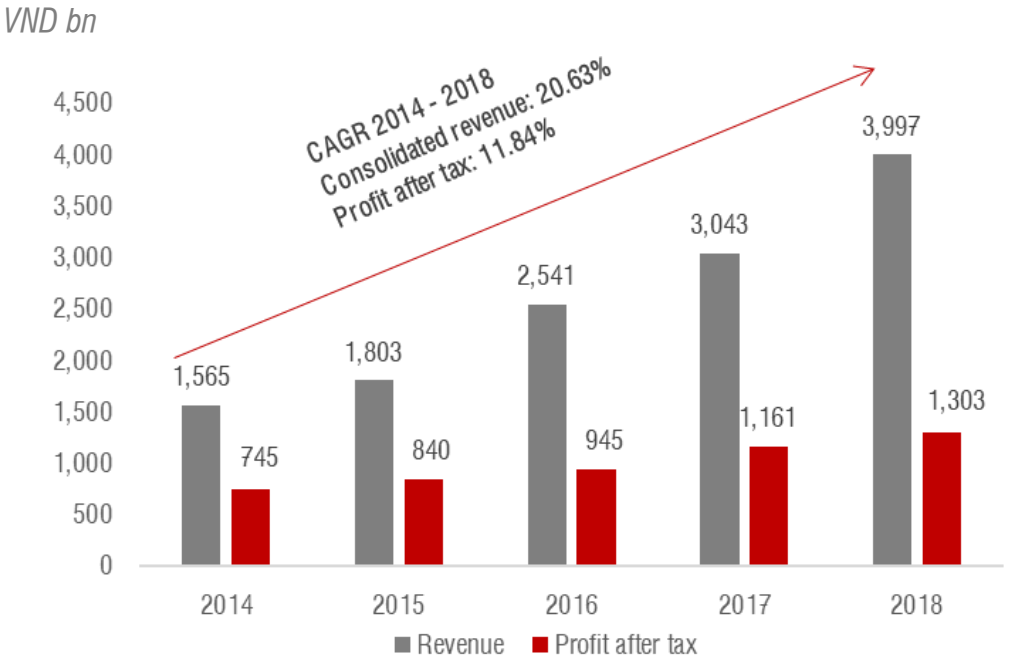
2018 BUSINESS RESULTS

Total Asset reached US $1 billion

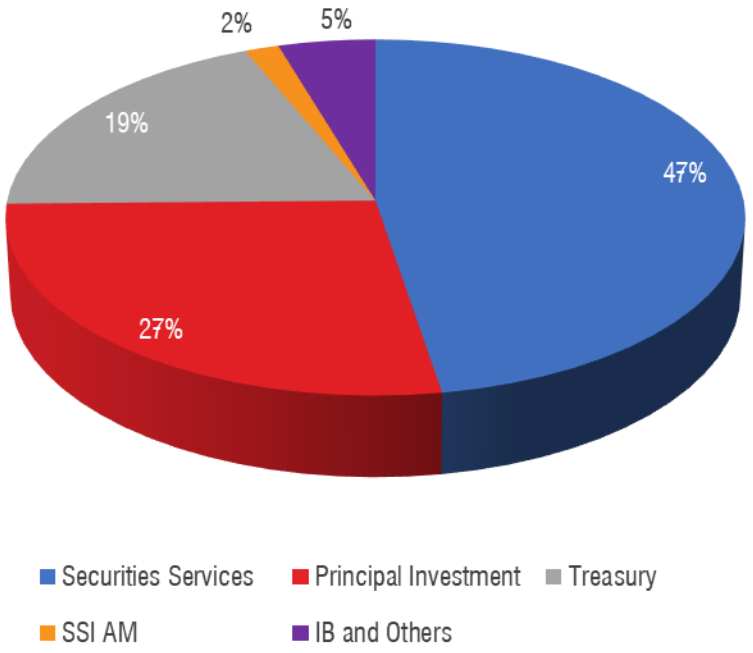


2018 BUSINESS RESULTS

Stable Revenue & Profit Growth



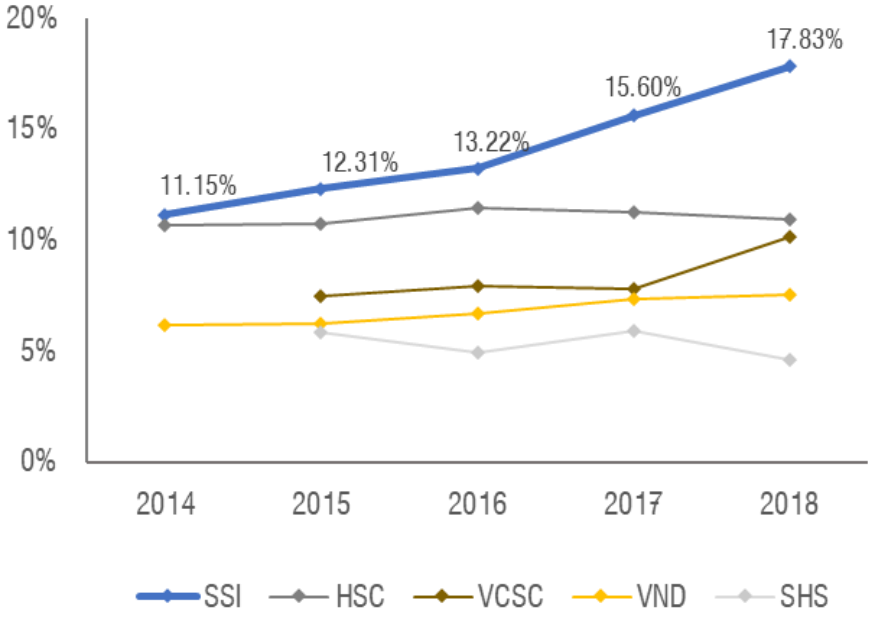
Revenue – Profit growth



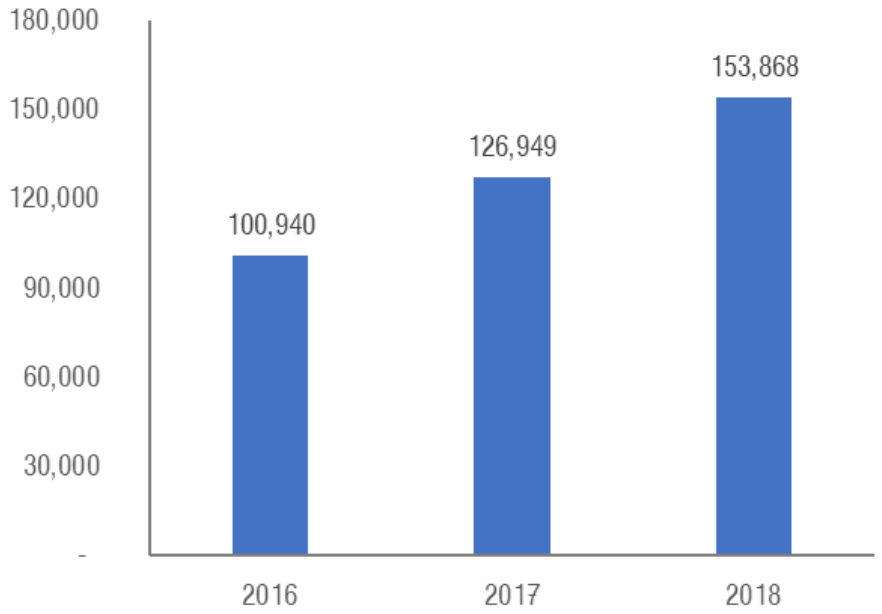
2018 Consolidated Revenue structure

SECURITIES SERVICES

Affirm No.1 position in the market



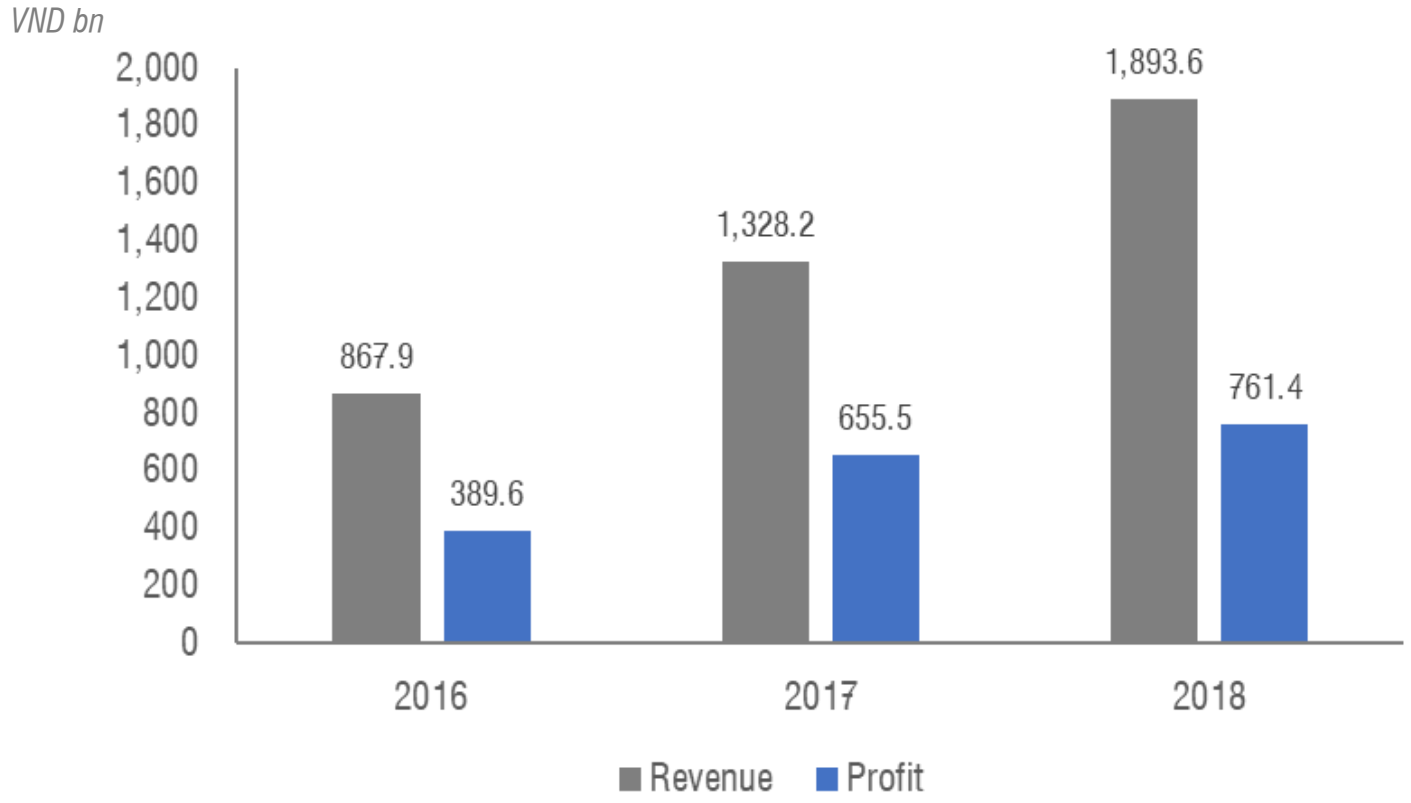
Brokerage market share (HNX & HOSE)



Total Account growth

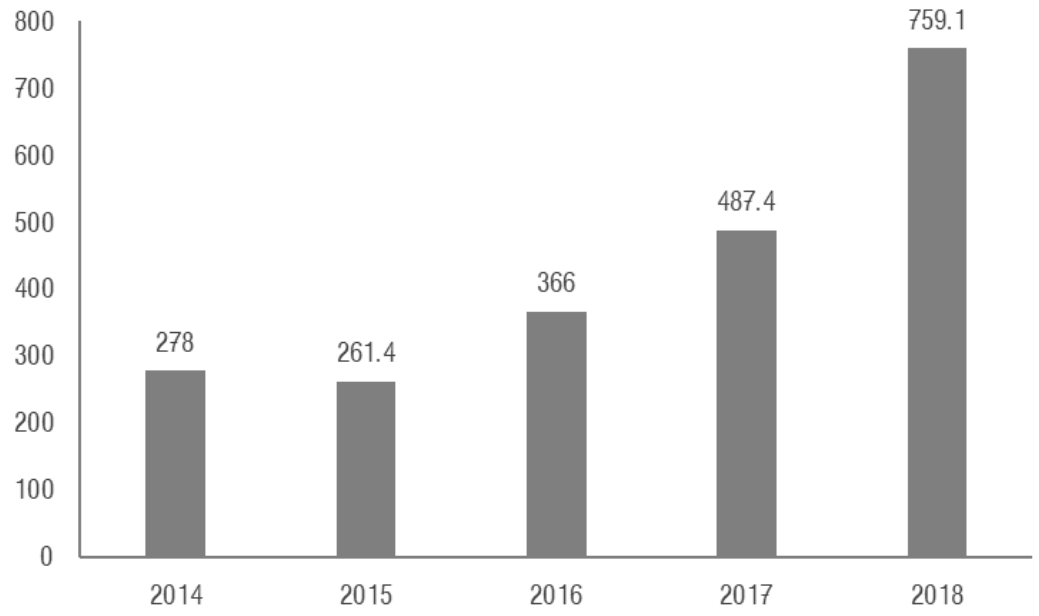
SECURITIES SERVICES

Significant Growth in Revenue & Profit



TREASURY

VND bn



Revenue from Treasury

- Treasury continued to grow stably
- Liquidity safety is always a secured top priority
- Optimize investment opportunities through derivative and structured trading products

INVESTMENT BANKING

Major Deals

VinHomes (VHM)

Deal size: USD 1.35 bil
Secondary offering & listing

Tienphong Commercial JS Bank (TPB)

Deal size: USD 94 mil
Private placement & listing

Binh Minh Plastic (BMP)

Deal size: USD 103 mil
SCIC divestment

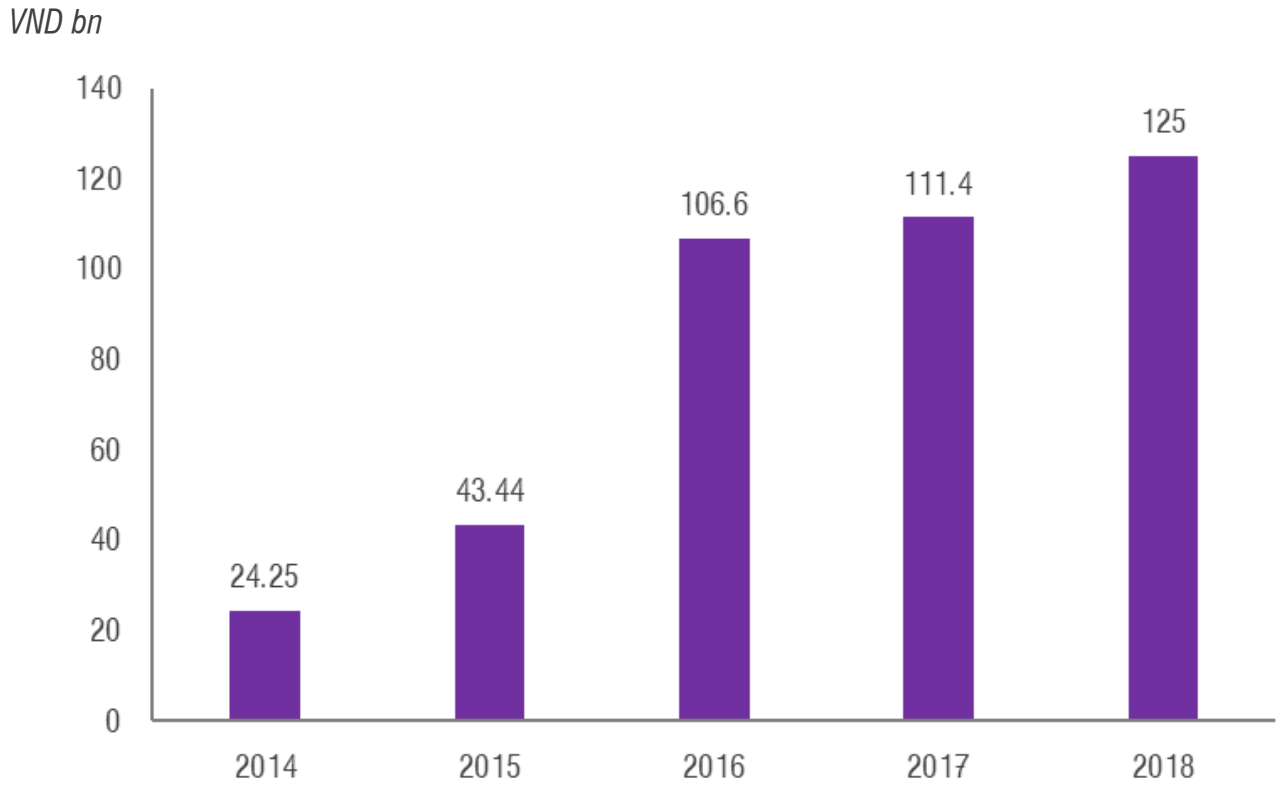
Hau Giang Pharmaceutical JSC (DHG)

Deal size: USD 48 mil
Sell-side advisor

The PAN Group (PAN)

Deal size: USD 35 mil
Private Placement

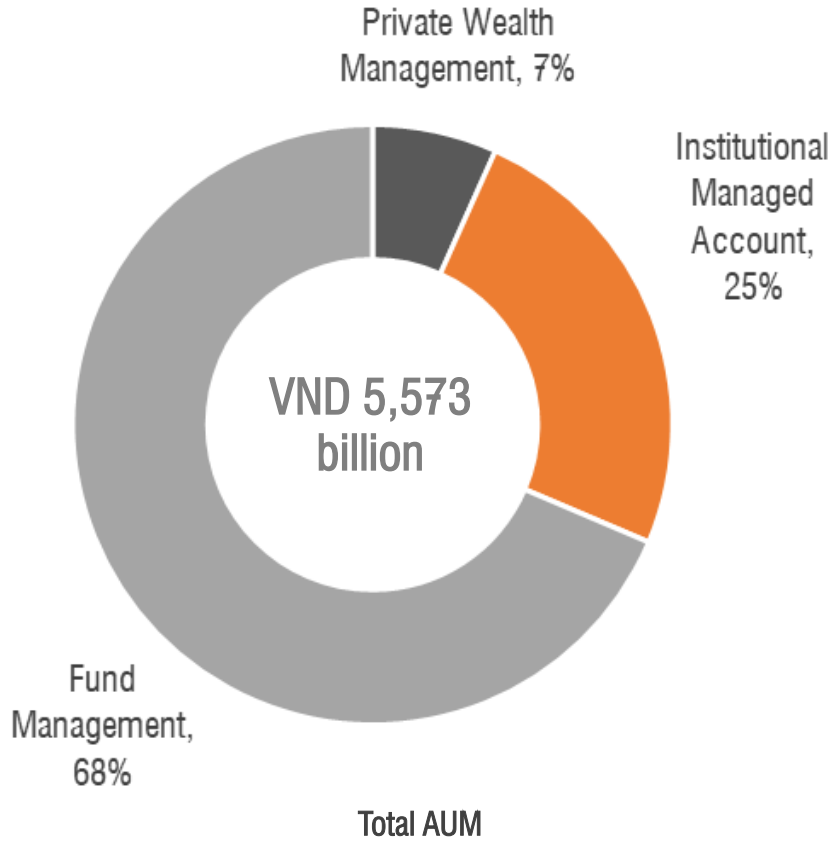
INVESTMENT BANKING



Revenue from Investment Banking

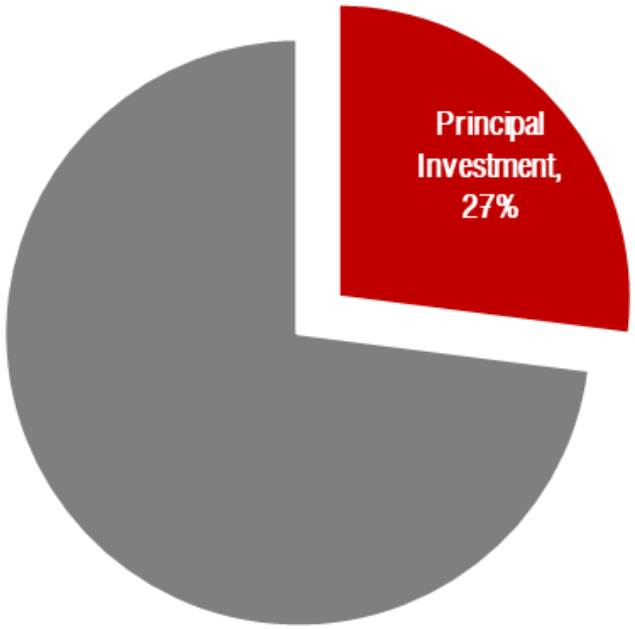
ASSET MANAGEMENT

- Further diversification of investment product distribution channels
- Successful deployment of SSIAM On The Go (SSIAM OTG) trading platform
- Frequency of trading SSIBF and SSI SCA fund certificates was increased to daily
- Total asset under management was VND 5,573 billion at the end of 2018.



As of 31/12/2018

PRINCIPAL INVESTMENT



- Total Investment: **VND3,514 billion** (market price as of 31/12/2018)
- Successful divestments from some investments resulted in expected profits
- Minimize risks of active portfolio in case of market declined

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

VNR 500 TOP 500 COMPANY

Forbes®

CONTENT

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2019 BUSINESS PLAN

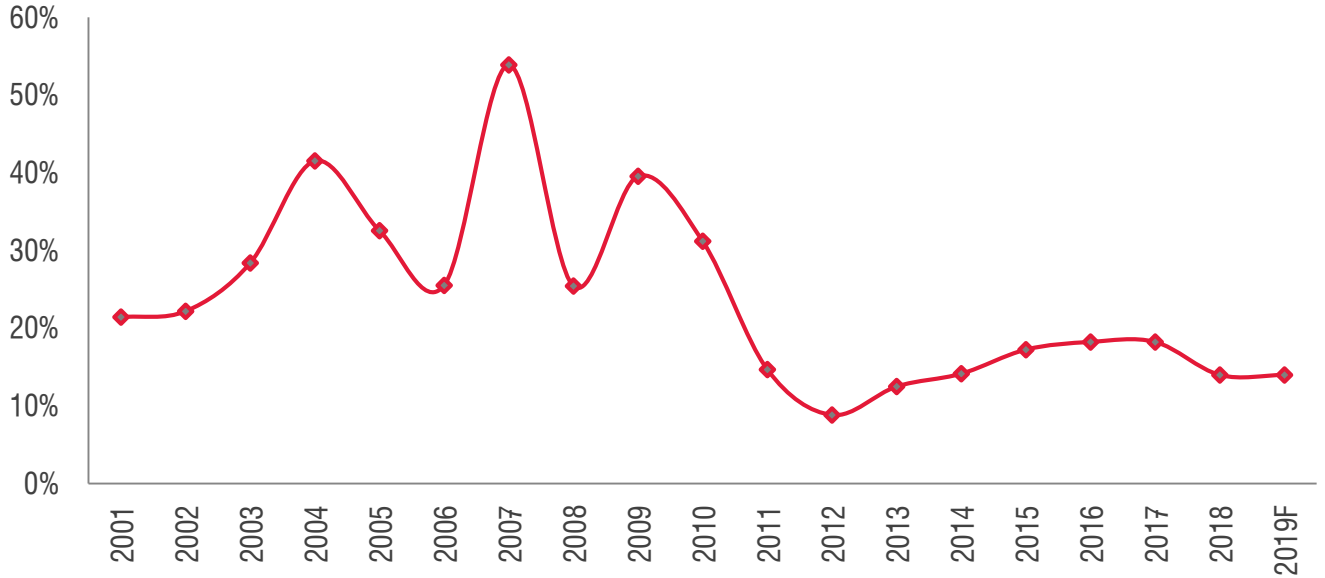
2019 OUTLOOK

	2017 Actual	2018 Actual	2019 Target
Real GDP growth	6.81%	7.08%	**6.6-6.8%**
CPI (average)	3.53%	3.54%	**<4%**
Budget deficit	3.49% GDP	3.6% GDP	**3.6% GDP**
Export growth	21.2%	13%	**7-8%**
Retail sale growth (Norminal)	11%	11.7%	**10.5%**
International tourist arrival	13 mil pax	15.5 mil pax	**17 mil pax**
FDI disbursement (USD bn)	17.5	19.1	**21.7**
Credit growth	18.13%	14%	**14%**

Source: Vietnam Government

2019 OUTLOOK

- Monetary policy could see a slight dovish-tinged tightening (2019 credit growth cap at 14%)
- Fiscal policy continues to be accommodative to allow growth
- SSI expects IPO & equitization will accelerate in 2019 – 2020



Credit Growth

Source: SBV

STOCK MARKET

- Profit of listed companies might increase by 13.3% in 2019
- Privatization remains a strong catalyst for the market as it benefits not only the macro side (capital inflow leading to strong currency) but also the stock market as well as corporate governance improvement
- Stock market reform could attract more investors' attention and improve liquidity.
- M&A activities are expected to be active in 2019

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2019 BUSINESS PLAN

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Item	VND Bn
Consolidated revenue	3,775
Profit before tax	1,700.7

2019 ACTION PLAN

Retail Brokerage

- Customer is our focus, diversify product offering to successfully tailor for all customer segments
- Product's quality and diversification are determining factors for success
- Develop retail distribution, focus on recruitment process and training activities

Institutional Brokerage

- Promote engaging new target customer in traditional markets in tandem with developing new markets
- Recruit international staff to cater European markets and derivative specialists
- Develop new order placement channels that enable faster connectivity with transaction systems of international clients

Investment Banking

- Focus on expanding large-scale client networks
- Develop cooperation with leading global financial institutions
- Offer domestic and international bond issuance and debt instruments advisory services to private companies in addition to share issuance advisory

2019 ACTION PLAN

Treasury	▪ Maintain company's capital growth, diversify capital sources at low cost ▪ Develop new products
Principal Investment	▪ Select a dynamic investment strategy with flexible portfolio adapted to market situation ▪ Divest from mature projects gaining expected profit and non-strategic investments
Asset Management	▪ Continue to develop new distribution channel of investment product through commercial bank network ▪ Promote open-ended fund certificate on bonds and bond investment portfolio, promote offering ETF certificate to international retail and institutional clients

REPORT OF THE BOARD OF DIRECTORS

Mr. Ngo Van Diem – Member of BOD

April 2019

REPORT OF THE SUPERVISORY BOARD

Mr. Nguyen Van Khai – Head of Supervisory Board

April 2019

SUBMISSION FOR APPROVAL

April 2019

SUBMISSION FOR THE APPROVAL ON AUDITED FINANCIAL STATEMENT OF 2018

The BOD hereby submits to the **General Shareholders' Meeting** for approval on the financial statements of the year of 2018:

1. Independent auditor's report
2. Statement of financial position as at 31st December 2018
3. Income statement for the year ended 31st December 2018
4. Cash flow statement for the year ended 31st December 2018
5. Statement of changes in owner's equity for the year ended 31 December 2018
6. Notes to the financial statements as at 31st December 2018 and for the year then ended.

SUBMISSION FOR THE APPROVAL ON AUDITED FINANCIAL STATEMENTS OF 2018

Key Items

No.	KEY ITEMS	UNIT	CONSOLIDATED FINANCIAL STATEMENTS	SEPARATE FINANCIAL STATEMENTS
1	Total assets	VND	23,825,626,725,361	23,467,662,012,724
2	Net revenue	VND	3,938,662,332,650	4,001,690,018,021
3	Profit before tax	VND	1,623,213,463,955	1,737,727,231,591
4	Profit after tax	VND	1,302,937,242,558	1,420,827,437,748
5	Profit after tax of the parent company's shareholders	VND	1,304,930,180,565	

SUBMISSION FOR THE APPROVAL ON PROFIT DISTRIBUTION OF 2018

The BOD hereby submits to the **General Shareholders' Meeting** for approval on 2018 profit distribution:

➢ **Total proposed distributable profit**	**731,901,814,695 VND**
In which:	
▪ Additional chartered capital reserve (5% on profit after tax)	65,246,509,028 VND
▪ Additional compulsory reserve (5% on profit after tax)	65,246,509,028 VND
▪ Charity fund (2% on profit after tax)	26,098,603,611 VND
▪ Welfare fund (2% on profit after tax)	26,098,603,611 VND
▪ Bonus fund (3% on profit after tax)	39,147,905,417 VND
▪ 2018 dividend by cash (10% par value)	510,063,684,000 VND
Actual remuneration of the Board of Directors and the Supervisory Board in 2018	450,000,000 VND

SUBMISSION FOR THE APPROVAL ON REMUNERATION FOR THE BOD AND SB 2019

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 is **not exceed VND 3 billion** for the fiscal year 2019

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

SUBMISSION FOR THE APPROVAL ON CHOOSING INDEPENDENT AUDITING COMPANY FOR 2019

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 2019

The BOD hereby submits to the **General Shareholders' Meeting** for approval for this plurality of the Chairman and CEO for the year 2019.

SUBMISSION FOR THE APPROVAL ON THE ISSUANCE OF ESOP

Name of share:	SSI Securities Corporation shares
Type of share:	Ordinary shares
Face value:	VND 10,000
Eligible buyer:	Members of the BoD, SB, key personnel of SSI and subsidiaries
Amount of shares:	Maximum 10,000,000 (ten million) shares
Price:	Par value VND 10,000/share
Timing:	In 2019
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 ELECTION MEMBERS OF THE BOD

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

- Additional election of 02 (two) members of the BOD from the enclosed candidate list
- The term of the member of the elected BOD is 05 (five) years from 25 April 2019.

CANDIDATES



Mr. NGUYEN HONG NAM

Year of birth: 1967

Qualification: Master of Science

Current Position: Member of BOD cum Deputy CEO - SSI Securities Corporation (SSI – HOSE)



Mr. PHAM VIET MUON

Year of birth: 1954

Qualification: PhD in Economics

Current Position: Member of the BOD – The PAN Group JSC. (PAN – HOSE)

DISCUSSION & VOTING ON THE PRESENTED ISSUES

April 2019

DECLARATION OF VOTING RESULTS

April 2019

APPROVAL ON THE MEETING MINUTES & RESOLUTIONS

April 2019



THANK YOU

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