Headquarter: 72 Nguyen Hue, District 1, Hochiminh City
Tel: +84 28 38242897 - Fax: +84 28 38242997
www.ssi.com.vn

SAIGONSECURITIESINC. | SUSTAINABLE DEVELOPMENT REPORT 2017

SUSTAINABLE DEVELOPMENT REPORT 2017



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MESSAGE FROM THE CHAIRMAN OF THE BOARD ON SUSTAINABLE DEVELOPMENT

GRI 102 - 14: STATEMENT FROM SENIOR DECISION MAKER

Dear Valued Shareholders,

At present, Sustainable Development has captured global attention. Economic growth has raised concerns among nations about scarcity of resources, depletion of energy, degradation of the natural environment, and breaking of ecological balance. In addition, the pace of economic development is not in tune with social progress and development, widening the wealth gap and causing many instabilities in the society. Thus, harmonious development regulating between economic growth and environmental protection as well as social justice is becoming an urgent requirement all over the world.

Following the global trend, Vietnam has also developed and issued the Strategy for Sustainable Development in the period of 2011 - 2020 with the aim for sustainable and effective growth to couple with social progress, resources protection, political and social stability, firm defense of independence, sovereignty, unity and territorial integrity of the nation. In 2017, Vietnam's economic growth rate reached an impressive 6.81% - the highest increase in recent years. Along with the growth rate, the quality of growth has also improved: Labor productivity of the whole economy in 2017 increased approximately 6%; The pattern of growth is shifted in a positive direction, gradually decreasing dependence on resource extraction and pivot towards industrial, processing, manufacturing and service as the core activities. Other achievements in poverty reduction, social security and environmental protection are also noted in 2017. However, economic experts still view Vietnam to be facing many challenges for sustainable development, such as low GDP per capita, low labor productivity, below-expectation total factor productivity (TFP), increasing income inequality among classes, environmental issues and the impact of climate changes, etc.

Growing up with the development of the financial market in general and the securities market in particular, SSI understands the important and active role of businesses in realizing national goals on sustainable development. The integration of sustainable development goals into the Company's business strategies has been paid special attention and emphasis. Over the 18 years of development, not only has SSI paid attention to revenue and profit growth, but it has also bundled such growth with environmental and social goals, ensuring a harmony of interests among stakeholders. This principle helps the Company enhance its prestige and competitiveness in the market, attract local and foreign investors' interests, bond the team and engage talents, thereby efficiently contributing to the market, community and society.

In 2017, SSI continued to proactively invest in sustainability development activities. The Company's good business performance over the past several years has contributed to the State budget by means of taxes and other payables. Apart from this, indirect contributions have been made to the overall development of the economy in general and the stock market in particular, namely: Corporate advisory services mobilizes capital, contributing to the formation of a channel for long term capital flow and distribution for the economy, stimulating and mobilizing resources to promote economic development; Actively participates in market development; enhances the transparency and efficiency of corporate governance, maximizing shareholder benefits; Creates jobs and stable income for employees.

SSI has not been able to develop sustainably without the support from the Customers, therefore, the Company always strives in every activity to bring about customer satisfaction through professional and dedicated provision of products and services; Leads the supply of new products; Applies flexible and dynamic customer care mechanism; and coordinates with the press to increase awareness of market-related issues.

The strategy of investing responsibility, accompanying and sharing development with associated companies and investee companies has also been pursued by the Company for many years.

Human resources are considered as the most valuable asset of the Company. Over the 18 years, SSI has continuously striven to build an organization where each member feels settled and satisfied at work. This has been made possible by facilitating and promoting work-life balance, continuous training and personal development, and intensification of compliance to realize sustainable goals as opposed to short-term benefits.

In addition, under the commitment “We strive to better the communities in which we work”, throughout its course of growth, SSI has proactively developed and invested in education programs for young generations, as well as helping the community in poverty alleviation activities, overcoming difficulties to build a better society.

At the start of the 19th year of its connecting journey, SSI will continue to execute its chosen mission and pledge to secure sustainable development steps for itself, Shareholders, Customers, Employees, Partners, and the Community. I’d like to extend my sincere thanks to Shareholders, Customers, Partners and Employees for your valuable support and companionship

We wish You good health and success!



Chairman cum Chief Executive Officer

Nguyen Duy Hung



GENERAL INFORMATION OF THE COMPANY

GRI 100: UNIVERSAL STANDARDS 2016



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.



CORPORATE INFORMATION



Saigon Securities Inc. (SSI – HOSE) was found in December 1999 as the first privately licensed securities firm and the smallest one in the market at that time. With more than 18 years of experience in Vietnam financial market, the Company has become a leading financial institution, which has the fastest growth rate in term of charter capital. With strong financial capability, high standard corporate governance, and professional human resource, SSI provides clients a comprehensive range of financial products and services, maximizing shareholders' value. Currently, The Company has a wide network with 12 Branches/ Transaction Offices in big cities in Vietnam, such as Hanoi, Ho Chi Minh City, Hai Phong, Nha Trang, Vung Tau.

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 31/12/2017):	VND 5,000,636,840,000
Owner's equity (as at 31/12/2017):	VND 8,616,249,695,902
Head Office:	72 Nguyen Hue, Ben Nghe Ward, Dictrict 1, Ho Chi Minh City
Website:	http://www.ssi.com.vn/
Telephone:	+84 28 38242897
Fax:	+84 28 38242997
Number of employees (as at 31/12/2018):	887 including 466 employees who are fully certified for securities license





BRANCH NETWORK

THE SOUTH

Head Office: 72 Nguyen Hue, District 1, Ho Chi Minh City
Tel: (028) 38242897 - Fax: (028) 38242997

Nguyen Cong Tru Branch: 92-94-96-98 Nguyen Cong Tru street, District 1, Ho Chi Minh City
Tel: (028) 38218567 - Fax: (028) 38213867

Vung Tau Branch: 4 Le Loi, Vung Tau City
Tel: (0254) 3 521 906 - Fax: (0254) 3 521 907

Nha Trang Branch: Level 3, Queen Building, 50 Le Thanh Phuong, Nha Trang city, Khanh Hoa province
Tel: (0258) 3816969 - Fax: (0258) 3816968

Pham Ngoc Thach Transaction Office: Level 2, ITower building, 49 Pham Ngoc Thach street, District 3, Ho Chi Minh City
Tel: (028) 38235079 - Fax: (028) 38245077

Nguyen Van Cu Transaction Office: Level 8, Royal Centre Tower, 235 Nguyen Van Cu street, District 1, Ho Chi Minh City
Tel: (028) 36220123 – Fax: (028) 36226667

Nguyen Thi Minh Khai Transaction Office: Level 1, Golden Tower, 6 Nguyen Thi Minh Khai, District 1, Ho Chi Minh City
Tel: (028) 36222666 – Fax: (028) 36222333

THE NORTH

Ha Noi Branch: 1C Ngo Quyen, Ly Thai To ward, Hoan Kiem district, Ha Noi
Tel: (024) 39366321 - Fax: (024) 39366311

My Dinh Branch: G level, The Manor Building, My Dinh, Me Tri, Tu Liem district, Ha Noi
Tel: (024) 3794 6699 - Fax: (024) 3794 6677

Hai Phong Branch: 22 Ly Tu Trong, Hong Bang district, Hai Phong City
Tel: (0225) 3569123 - Fax: (0225) 3569130

Tran Hung Dao Transaction Office: Level 10, Capital Tower, 109 Tran Hung Dao street, Cua Nam ward, Hoan Kiem district, Hanoi
Tel: (024) 39413383 - Fax: (024) 39413385

Nguyen Chi Thanh Transaction Office: Level 8, TNR Tower, 54A Nguyen Chi Thanh, Lang Thuong ward, Dong Da district, Hanoi
Tel.: (024) 37734999, Fax: (024) 37714999

SSI Asset Management: 1C Ngo Quyen, Ly Thai To ward, Hoan Kiem district, Ha Noi
Tel: (024) 39366321 - Fax: (024) 39366337





HISTORY

2018

- 01/2018: Charter capital was raised to VND 5,000.6 billion
- 02/2018: SSI successfully issued its 3-year fixed rate convertible bonds with the total value of VND 1,150 billion at a coupon rate of 4 percent annually

2017

- 01/2017: Charter capital was raised to VND 4,900.6 billion
- 04/2017: SSI carried out successfully two private placements of corporate bonds with a total of VND 300 billion for each issue, in January and April 2017
- 05/2017: SSI was granted with securities trading license by the State Securities Commission for trading derivatives and providing clearing services and settlement of derivatives trading

  Hanoi Stock Exchange issued its decision to approve SSI as a trading member of derivatives market
- 07/2017: The conference "Derivatives and overview of stock market for the second half of 2017" was held to provide investors with in-depth analyses on the market, economy prospects together with investment recommendations on some certain groups of sectors; especially stories of derivatives with detailed guides to equip investors with the best "tools" before the derivatives market to be open
- 09/2017: Continue to pursue the network expanding strategy, SSI established two more transaction offices in Ho Chi Minh city: Nguyen Van Cu Transaction Office and Nguyen Thi Minh Khai Transaction Office
- 10/2017: SSI successfully hosted the conference "Gateway to Vietnam 2017", themed "Capital market - A new driver for Vietnam's economic growth" with participation of various high-profile guest speakers from prestigious institutions such as International Finance Corporation (IFC), McKinsey & Company, MSCI, Ernst & Young…; and nearly 200 representatives from domestic and international investment funds and more than 20 potential leading companies

2016

- 04/2016: Tran Binh Trong Transaction Office was changed its name to Tran Hung Dao Transaction Office and moved to the new location at Level 10, Capital Tower, 109 Tran Hung Dao, Cua Nam ward, Hoan Kiem district, Ha Noi

  Nguyen Chi Thanh Transaction Office was also established under the strategy of expanding SSI's network
- 07/2016: SSI online trading system, including Web Trading, Mobile Trading, Pro Trading, has been upgraded to allow investors to buy and sell the same stock at continuous trading session, and updated new feature: online stock transferring

2016

- 08/2016: SSI successfully issued secured and non-transferable bonds (SSIBOND012016) via private placement with total issuance value of VND 200 billion
- 09/2016: Capital mobilizing period for Daiwa – SSIAM Vietnam Growth Fund II LP was officially ended with committed capital of approximately USD 40 million
- 11/2016: SSIAM UCITS – Vietnam Value Income and Growth Fund (VVIGF) has been launched. This is open-ended fund registered in Luxembourg with funds raised from institutional and individual investors from Europe
- 12/2016: SSI launched new feature in Web Trading - online order confirmation, which helps clients to easily confirm broker's order, actively monitor and manage their orders without the need of signing the paper order

2015

WEB TRADING - PRO TRADING - MOBILE TRADING

- 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
- 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

2014

SSI-SCA

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

  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

2013

- 03/2013: Charter capital was raised to VND 3,537.9 billion

2012

- 01/2012: Charter capital was raised to VND 3,526 billion
- 11/2012: SSI Vision Fund (SSIVF) closed after 5 year in operation

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

2010

- 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

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

2008

SSI DAIWA

- 04/2008: Charter capital was raised to VND 1,366 billion
- 06/2008: Daiwa became Strategic Shareholder of SSI

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

2006

- 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)

2005

- 06/2005: SSI raised charter capital to VND 52 billion with 6 operations including Investment Advisory, Brokerage Services, Principal Investment, Securities Depository and Investment Portfolio Management. Underwriting Service

2004

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

2002

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

2001

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

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



BUSINESS UNITS

INVESTMENT BANKING

Corporate financing advisory: business evaluation, corporate financing restructuring, listing and 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;

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.

SECURITIES SERVICES

Products and Services for enabling investing in listed stocks and mutual funds including: opening of trading accounts, brokerage, order placing, 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; Initial Public Offering (IPO) auction agent;

Products and Services for derivatives market including account opening, brokerage, advisory, order placing, cash transactions

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 Investment 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 business activities including currency transaction and investment through term-deposits contracts, loan contracts, entrustment, 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.



AWARDS

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

Certificate of Merit from The Prime Minister

Certificate of Merit from The President for contributions to social welfare programs, supports to poor, disadvantaged, or bordered people

Certificate of Merit from People's Committee of Ho Chi Minh City for contribution to the financial sector

Certificate of Merit from State Securities Commission (SSC) and Ministry of Finance for outstanding achievements and positive contributions in the process of building and developing Vietnam's securities market which contributes to the Socio-Economic Development

ASIAMONEY

A number of awards from Asiamoney Brokers Poll. In 2017, there are 29 awards including 9 awards for the company and 20 ones for 26 individuals, 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 Investment Advisory:

- "Best for Overall Country Research in Vietnam"
- "Best Independent Research Brokerage in Vietnam"
- "Best research coverage" for several SSI analysts covering different sectors (18 out of 19 categories)

Award for SSI Institutional Sales:

- "Best for roadshows and company visits"
- "Best overall sales services"
- "Best for events and/or conferences"

Award for SSI Institutional Brokerage:

- "Best Execution in Vietnam"
- "Best in Sales Trading"
- "Best Salesperson in Vietnam" in 2017: Mr. Banh Chan Oai (Deputy Manager) - 1st position, Mr. Duong Quoc Thinh (Deputy Manager) – 2nd position, Ms. Ngo Thu Nga (Senior Manager) – 3rd position

Asia Asset Management
THE JOURNAL OF INVESTMENTS & PENSIONS

Awards from Asia Asset Management

- Best Fund House" in 2016
- "CEO of the Year" to Ms. Le Thi Le Hang – CEO of SSI Asset Management in 5 consecutive years 2012 - 2013 - 2014 - 2015 - 2016

ASSET ASIA AWARDS TRIPLEA The Asset

Award from The Asset

- "Best Asset Management Company of the Year in Vietnam" in 2012 - 2014 - 2015 - 2016 - 2017
- "Best Equity Adviser" in 2017
- "Best Regional Private Equity Deal" in 2017

COUNTRY AWARDS FOR ACHIEVEMENT
FinanceAsia

Award from FinanceAsia

- "Best Broker in Vietnam" in 2008 - 2009 - 2010 - 2011 - 2014 - 2015 - 2016
- "Best Equity House in Vietnam" in 2008 - 2009 - 2010 - 2012 - 2014 - 2015 - 2016
- "Best Investment Banking in Vietnam" in 2016
- "Best Private Equity Deal in Asia Pacific" in 2017

AsianInvestor

Award from Asian Investor

- "Best local asset management company in Vietnam" in 2017

Alpha Southeast Asia

Award from Alpha Southeast Asia

- "Best institutional brokerage in Vietnam 2017"
- "Best retail brokerage in Vietnam 2017"

Forbes®

Award from Forbes:

- Top 50 Best Listed Companies in Vietnam in 2014 - 2015 - 2016 - 2017
- Top 40 Most Valuable Brands Vietnam

NHỊP CẦU ĐẦU TƯ

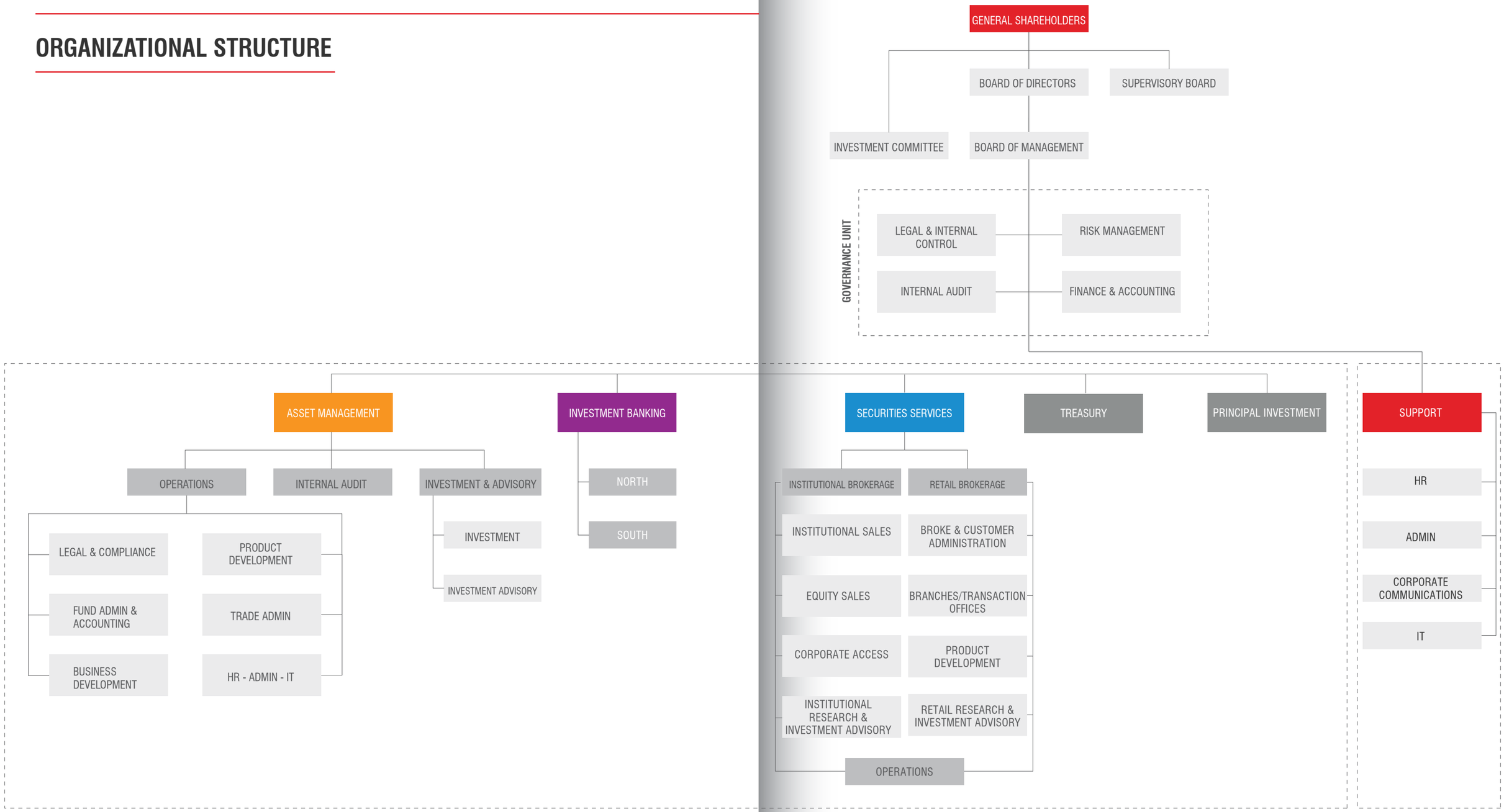
Award from Nhip Cau Dau Tu Magazine

- Top 50 Vietnamese Company in 2017

- **Award from Vietnam Report**
  - Top 10 prestigious listed companies in 2017
- **Annual Report Award from SSC and Ministry of Finance**
- **"Top 15 securities companies of HNX"**
- **Commendation cup from HNX**
  - The first member of Derivative Market
- **Awards from Vietnam Securities Depository**
  - Outstanding member in securities depository activities in 2017
  - Outstanding member in stock/ cash transaction in 2017
  - The first member doing derivative clearin
- **Award from Corporate Competence Assessment Program** (organized by Vietnam Institute for Enterprise Development and Research, Vietnam Association of Accountants and Auditors and the Vietnam Business Forum)
- **Top 500 Vietnamese Largest Private Enterprises (VNR500)** for 7 consecutive years
- **Top 500 Fastest Growing Firms in Vietnam (FAST500)** in 2015 - 2016
- **Top 1000 Enterprises with Largest Tax Contribution in Vietnam** (V1000) for 6 consecutive years

ORGANIZATIONAL STRUCTURE & KEY PERSONNEL

ORGANIZATIONAL STRUCTURE



BOARD OF DIRECTORS



Mr. Nguyen Duy Hung

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 of Director (BOD) Member

Mr. Diem has more than 35 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.

Mr. Diem graduated from Leipzig University and has a PhD in Economics from Martin Luther University from Germany. He is an independent, non-executive BOD member



Mr. Nguyen Hong Nam

BOD 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

BOD 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

BOD 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

BOD 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.

SUPERVISORY BOARD



Mr. Nguyen Van Khai

Mr Khai joined the Supervisory Board (SB) in 1999 and has been re-appointed Head of the SB throughout tenures.

He possesses rich experience in corporate management and is currently BOD Member 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 SB 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 SB 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.

Ms. Tra resigned on 13th Nov 2017.

KEY PERSONNEL

BOARD OF MANAGEMENT



Mr. Nguyen Duy Hung
Chairman cum CEO



Mr. Nguyen Hong Nam
Deputy CEO

GOVERNANCE UNIT



Mr. Nguyen Kim Long
Director - Legal & Internal Control



Ms. Le Cam Binh
Director - Internal Audit



Ms. Nguyen Thi Thanh Hà
Chief Finance Officer



Ms. Hoang Thi Minh Thuy
Chief Accountant



Mr. Dang Manh Cuong
Director - Risk Management

BUSINESS UNITS

ASSET MANAGEMENT



Ms. Le Le Hang
CEO



Ms. To Thuy Linh
Deputy CEO



Mr. Nguyen Phan Dung
Deputy CEO

INVESTMENT BANKING



Mr. Nguyen Thi Huong Giang
Director - Southern Region



Ms. Nguyen Ngoc Anh
Director - Northern Region

SECURITIES SERVICES



Mr. Bui The Tan
Managing Director



Mr. Mai Hoang Khanh Minh
Deputy Managing Director - Institutional Brokerage



Mr. Nguyen Duy Linh
Deputy Managing Director - Retail Brokerage



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



Ms. Cao Thi Ngoc Quynh
Deputy Managing Director
Directors - Institutional Sales/ Corporate Access

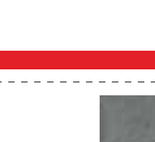


Mr. Nguyen Duc Hung Linh
Director - Retail Research & Investment Advisory



Ms. Huynh Thi Thanh Thao
Director - Operations

TREASURY



Ms. Nguyen Vu Thuy Huong
Managing Director

PRINCIPAL INVESTMENT

SUPPORT UNIT



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
Corporate Communications



MS. Vu Thi Thu Trang
Manager
Administration



2017 FINANCIAL HIGHLIGHTS

Income Statement	2013	2014	2015*	2016*	2017
Net revenue (VND)	726,943,829,636	1,564,510,137,885	1,802,941,289,604	2,540,929,472,830	3,043,190,092,436
Net profit from operating activities (VND)	328,444,936,244	859,922,881,979	1,048,759,561,596	1,141,560,999,946	1,392,314,526,118
Profit before tax (VND)	505,834,184,178	927,840,400,057	1,053,797,641,057	1,144,062,998,942	1,405,021,409,034
Profit after tax of parent company's shareholder (VND)	418,044,800,068	744,830,193,840	841,566,556,381	946,703,413,703	1,161,852,985,811

Balance Sheet	2013	2014	2015*	2016*	2017
Total asset (VND)	7,705,073,514,740	8,914,435,465,737	12,153,431,597,528	14,006,830,388,635	18,764,375,171,848
Charter capital (VND)	3,537,949,420,000	3,537,949,420,000	4,800,636,840,000	4,900,636,840,000	5,000,636,840,000
Weighted average outstanding shares	350,654,030	464,358,318	471,713,404	480,436,945	490,089,282
Owner's equity (VND)	5,325,172,426,892	5,773,805,744,525	6,727,609,014,290	7,906,811,867,993	8,616,249,695,902

Asset structure	2013	2014	2015*	2016*	2017
Current assets/ Total Assets	58.0%	71.9%	90.30%	90.41%	91.81%
Non-current assets/ Total Assets	42.0%	28.1%	9.70%	9.59%	8v19%

Capital Structure	2013	2014	2015*	2016*	2017
Total liabilities/ Total Assets	30.9%	35.2%	44.64%	43.55%	54.08%
Owner's equity/ Total Assets	69.1%	64.8%	55.36%	56.45%	45.92%

Profitability ratios	2013	2014	2015*	2016*	2017
Net profit/ total assets (ROA)	5.4%	8.4%	6.91%	6.74%	6.19%
Net profit/ owner's equity (ROE)	8.0%	13.1%	12.6%	12.1%	13.6%
Net profit/ charter capital	11.8%	21.1%	17.49%	19.28%	23.22%
Net profit/ net revenue	57.5%	47.6%	46.58%	37.18%	38.15%
Earnings per share (VND)	1,192	1,492	1,658	1,843	2,208

Solvency	2013	2014	2015*	2016*	2017
Current Ratio (Current Asset/ Current Liabilities)	1.90	2.06	2.33	2.17	1.84
Quick Ratio (Cash and short-term financial investment / Current Liabilities)	1.44	1.33	2.28	2.13	1.81

(*) Data was restated and amended in accordance with the new accounting guidance for securities companies.

For more details, please see Note in SSI 2017 Consolidated Financial Report.

SUSTAINABLE DEVELOPMENT DIRECTION



STRATEGIC DIRECTION FOR SUSTAINABLE DEVELOPMENT

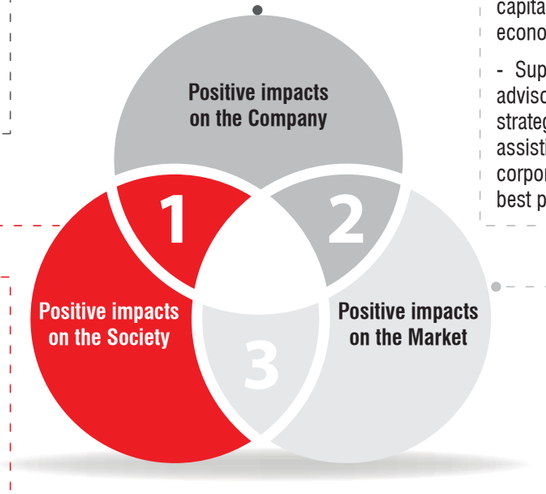
With the vision “We succeed together”, for SSI, the Company’s success means maximizing effectiveness and value for Clients, Associates, Partners, Shareholders and the Community.

We understand that a business cannot operate while focusing only on stand-alone and short-term development goals without paying attention to long-term growth in relation to the economy, environment and society.

Therefore, the Company’s long-term strategic direction is to ensure the Business’s sustainable development in line with the sustainable development of the Vietnamese Financial Market, and to contribute most effectively and practically to the Society.

- Sustainable growth
- Ensuring income and economic interest for employees
- Taking care of the employees’ life
- Developing the team; searching for & nurturing talents
- Managing risks and overseeing compliance
- Enhancing transparency in all activities

- Maintaining stable dividend ratios for Shareholders
- Providing high-quality products/-services to meet customers’ demands
- Connecting capital to investment opportunities
- Contributing to market development, servicing as an effective capital mobilization channel for the economy
- Supporting businesses through advisory services on financial strategies and solutions; directly assisting businesses in improving corporate governance based on best practices



- Fulfilling all duties and responsibilities to the State
- Adopting “Green investment” strategy
- Practicing environmental protection
- Engaging in community sharing





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 vision - “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.

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SSI commits to enhance client satisfaction with products and services meeting specific needs and offering optimal solutions to maximize performance for each client segments.

SSI preserves and develops relationships with partners and colleagues to work together in delivering optimal and sustainable efficiency to all parties.

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.

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.

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.



OVERVIEW OF SUSTAINABLE DEVELOPMENT REPORT

GRI 100: UNIVERSAL STANDARDS 2016



REPORT OVERVIEW

The Sustainable Development Report (SDR) is created in order to collect, publish, review and assess sustainable development goals and activities of Saigon Securities Inc. (SSI) with a strategic direction toward sustainable development. The report content shows the Company's approach to sustainable development.

After several years of preparing the SDRs and three consecutive years of reporting in accordance with the disclosure standards of the Sustainability Reporting Guidelines - G4 version for the Financial sector by the Global Reporting Initiative (GRI), SSI saw 2017 the first year to produce the report in reference to standards of the latest version - GRI Sustainability Reporting Standards. This version outlines the highest international standards for an SDR, which were upgraded and restructured to help the reporting more convenient and efficient. This year, the SDR was prepared independently instead of being integrated into the Annual Report as usual. The Company seeks to demonstrate its clarity and transparency in the disclosure of contents related to sustainable development, increase values to shareholders, develop the trust of stakeholders, as well as enhance its prestige and brand identity.

Report contents

The 2017 Sustainability Development Report sets forth the strategic direction for the Company's sustainable development initiatives in the coming years, at the same time reflecting the results of sustainability development activities in 2017. The report will help Shareholders, Investors have a more complete understanding of the Vision, Strategy as well as results of Sustainable development activities of the Company.

The report consists of the following main contents:

- Message from the Chairman of the Board of Directors on sustainable development
- Company Overview
- Sustainable Development Direction
- Report Overview
- Detailed report on Sustainable Development Activities for 2017

Reporting Scope & Limits

The Sustainable Development Report 2017 was prepared for the fiscal year ended on 31 December 2017. All data in the report is collected from SSI's actual activities at the Head Office and Branches/ Transaction Offices nationwide, from 1 January 2017 to 31 December 2017. Financial data in the report is referenced from the audited 2017 Consolidated Financial Report.

The report is prepared by the Sustainable Reporting Team - Saigon Securities Inc., including members from several departments responsible for data provided in the Report such as the Investor Relation, Corporate Communication, Finance - Accounting, BOD Secretary.

Report content determination method

The report was compiled in reference to the GRI Global Sustainability Reporting Standards set by the Global Reporting Initiative.

SSI's approach to sustainable development issues arises from the Company's long-term economic development goals, coupled with business environment and social development goals, thus contributing to the overall development of the community.

The Sustainable Development content is discussed by SSI with stakeholders in order to identify topics of interest. These issues will continue to be evaluated and reviewed by SSI in the overall context of sustainable development and in relation to the Company's current business operation and sustainable development strategy, from which critical matters are to be reviewed, improved as well as highlighted in the 2017 Sustainable Development Report.

The report was prepared according to the following principles:

Principles for Determining Report Contents	Principles for Determining Report Quality
Stakeholder involvement	Accurateness
Overall context of sustainable development	Parity
Significance	Clarity
	Comparableness
	Trustfulness
	Update

Contact

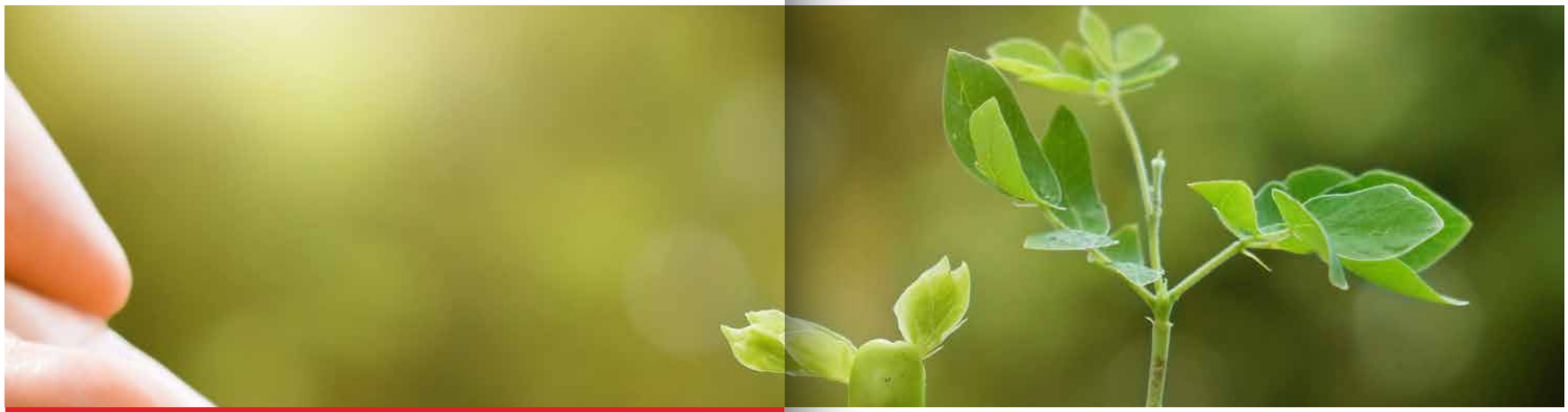
For all feedback as well as related inquiries, please kindly contact:

SSI Investor Relation

Email: investorrelation@ssi.com.vn

Telephone: (+84-24) 3936 6321

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



CONNECTING DIFFERENT STAKEHOLDERS FOR SUSTAINABLE DEVELOPMENT GOALS

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.

Parties related to SSI include: Clients, Shareholders, Regulatory Authorities, Employees, Suppliers, Media Agencies, and the Community.

Mechanism for receiving feedback from stakeholders

SSI uses different communication methods suitable to each related party, encouraging them to share fully and honestly all matters that they are concerned with and expect. Below is the Company’s methods of communication with stakeholders and overview of some issues of interest:

Stakeholders	Communication/Meeting channel	Frequency of conversation
Clients	Branch/Transaction Offices	Daily
	Hotline	Daily
	Website	Continuously
	Information on mass media	Several times/year
	Satisfaction survey	Periodic
Shareholders/ Investors	Annual general meeting of shareholders	Once/ year
	Conference/meeting with investors	Several times/ year
	Meetings at the company	Several times/ year
	Trading floors and journal publications	Continuously
	Other contact channels (website, email, telephone)	Continuously
Regulatory authorities	Meetings	Several times/ year
	Annual report/ Sustainable development report	Once/ year
	Monthly/quarter report as per regulations	Several times/ year
	Other contact channels (website, email, telephone)	Continuously

Stakeholders	Communication/Meeting channel	Frequency of conversation
Employees	Internal communication	Continuously
	Regular company events	Quarterly/annually
	Internal meetings	Continuously
	Other contact channels (website, internal forum, social networks)	Continuously
Suppliers	Regular meetings	Continuously
	Other contact channels (email, telephone)	Continuously
Media agencies	Press conference	Once/year or depending in each event
	Interview	Continuously
	Other contact channels (website, telephone, email)	Continuously
Community	Website.	Continuously
	Company publications	Continuously
	Information on the media	Continuously

Interaction with stakeholders

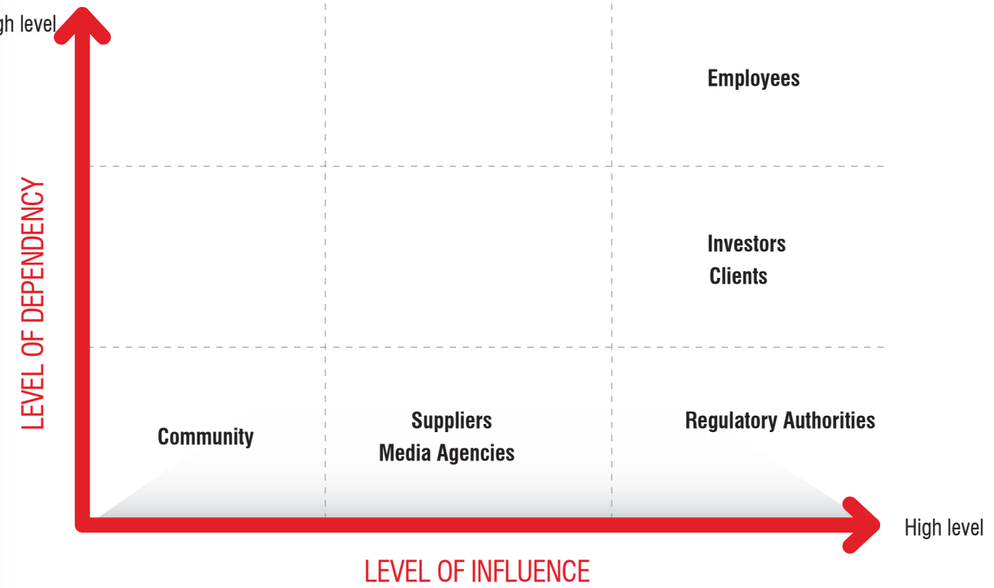
After several discussions with stakeholders, SSI has identified topics of interest as well as solutions and actions suitable with the building and developing of sustainable relationships that are based on trust and transparency in information exchange and on mutual interests.

Stakeholders	Matters of interest	SSI's actions
Clients	- Product/service quality, the capacity to meet specific demands - Application of high technology in products/ services provided - Treating clients equally - Expertise and professionalism of the client servicing team	- SSI always strives to provide products and services of highest quality, meeting specific needs of each group of clients - Always be the leader in the provision of new services and products. On August 10, 2017, the Vietnam's derivatives market officially went live. SSI was one of the first securities companies to be granted certificates by the SSC for trading derivatives and bridging derivatives transactions with the HNX, and was one of the two general clearing members of the market. - Information technological system is always up-to-date and improved in order to ensure swift and secured transactions for clients. For derivative products, SSI has invested in a modern technological infrastructure and comprehensive solution software for trading and clearing named WinVest, which has been deployed on international financial markets for over 15 years and satisfied both global financial trading standards and specific needs of the Vietnam's market. - The company also ensures regular interaction with clients in order to receive feedback via different communication channels
Shareholders	- The company's business results - Transparency, integrity and truthfulness in the company's activities, information provided to shareholders - Shareholders' rights	- Maintaining a regular dividend payment schedule - The Company's reports and announcements are presented and published transparently, publicly and honestly. The Company guarantees that shareholders can easily access to and interact with information sources on business and other activities - Ensuring equality in all activities among domestic and foreign shareholders, individual and institution shareholders
Regulatory authorities	- Strictly complying with Regulations, Rules and Guidelines issued by functional authorities - Calculating and paying taxes fully and accurately - Business management and risk control - Providing feedback to contribute to market development	- SSI strictly complies with all Rules and Regulations of the State and Line agencies in all of the Company's activities - Carrying out information publishing duty fully and in due time as per regulations - The Company actively joins Industry associations, providing feedback for market growth and new product development

Stakeholders	Matters of interest	SSI's actions
Employees	- Job stability, opportunities for growth, working environment - Compensations, benefits, employee health care policies - Training & development - Recruitment process	- SSI builds a dynamic, modern and equal working environment for all employees. The evaluation system is built effectively in details, correctly evaluating contributions of employees to the Company's growth - Beside a recruitment process which strictly complies with and ensures transparency and equality while selecting the most suitable people; SSI always encourages and supports all employees to develop fully in both technical expertise and soft skills for their jobs via training programs designed specifically for each staff level.
Suppliers	- Supplier selection process and payment process - Information transparency, guaranteed equality between suppliers	- The company has built a standardization mechanism for the selection of, working and interacting with suppliers, as well as a payment procedure - Regularly re-evaluate the their ability in supplying products and services and in meeting the Company's demands
Media agencies	- Providing information on the company's activities, business results and financial figures - Sharing information on the market, opinions of managers/experts on market situation	- SSI actively provides information on a regular basis to media agencies - Providing answers to questions from the press in a timely manner - Sending experts to participate in in-depth interviews
Community	- Investment policy in key sectors of the economy and areas of sustainable development - Charitable activities which aim to enhance the quality of life for the community	- Regularly carrying out charitable, volunteering and community programs - Investment strategy with ESG (environmental, social and governance) factors

Besides, prioritized stakeholders are identified based on the level of influence and their dependency on the Company as in the following evaluation model:

The model for identifying prioritized stakeholders





IDENTIFICATION OF KEY AREAS

The process of evaluating key areas in order to determine the report's contents includes the following steps:

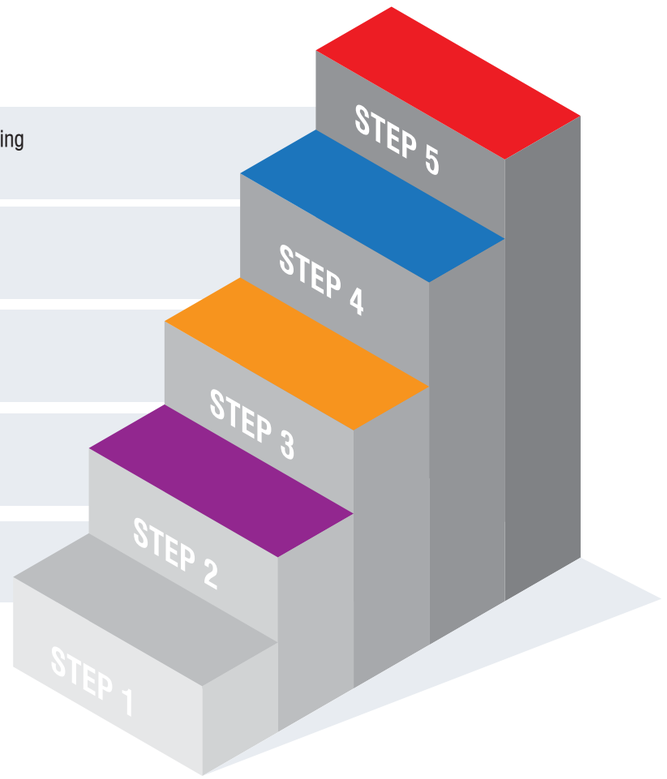
Consult the Company's Management as well as prioritized parties to ensure the integrity, accuracy and truthfulness of these areas

Identifying key areas for SSI in the relationship between importance to the Company's operation and relevance to all parties

Identifying matters of interest, analyzing the level of interest and the opinions of on these ones

Considering the economic situation in general and the financial market in particular; as well as SSI's long-term sustainable development strategy and principles. Refer to the criteria in the report guideline

Selecting areas for reporting

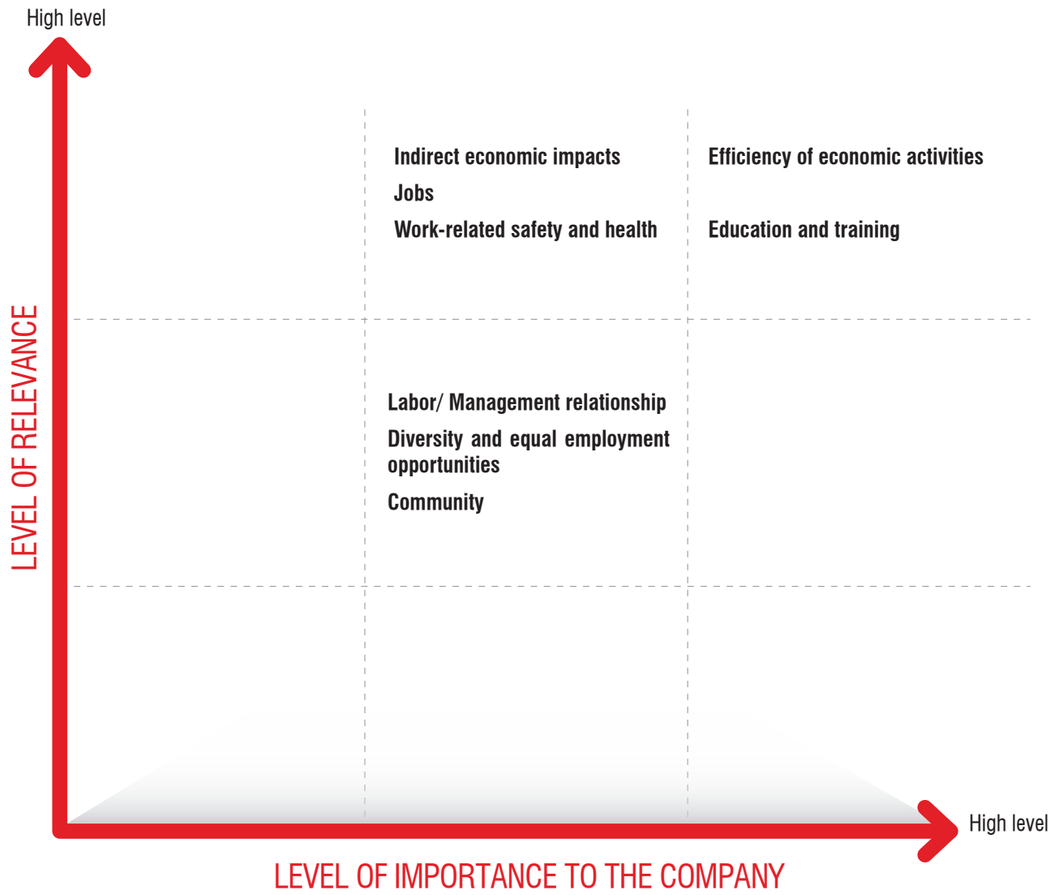


SSI has simultaneously applied several consultation methods to achieve the most completed and sufficient results. Firstly, SSI has used online surveys to ask for opinions from the majority of Employees, Clients and Investors.

Several group interviews and in-depth interview continued to be done with representatives of Investors, Clients, Employees and Managers after collecting survey results in order to gain a deeper understanding of the matters of interest to all parties.

Following the consultation process with the Company's management and other prioritized stakeholders, the key areas have been identified as follows:

The model to identify key areas



Accordingly, the key areas are organized into the report contents on SSI's sustainable development activities in 2017:



CORPORATE GOVERNANCE TOWARDS SUSTAINABLE DEVELOPMENT

GRI 100: UNIVERSAL STANDARDS 2016

SSI always upholds good corporate governance as one of the most important factors ensuring corporate sustainable development, thus winning investor confidence and maximizing investor interest. This, in its turn, contributes to the development of the entire market and the wider community. SSI's governance function is built and gradually fine-tuned based on the best practices of corporate governance in the region and the world such as the ASEAN Corporate Governance Scorecard, which is coupled with strict compliance with Vietnam's regulatory provisions on the governance of public companies. Risk management and compliance are also emphasized, creating a unified and consistent management mechanism to monitor and regulate the business operations in a professional, transparent and effective manner.



MANAGEMENT MODEL FOR SUSTAINABLE DEVELOPMENT

The BOD holds the highest responsibility regarding SSI's sustainable development strategy. The Chief Executive Officer and the Management Board are responsible for building and implementing goals and plans, as well as sharing and ensuring that all sustainable development initiatives are understood and adopted throughout the Company, from business units and departments to each and every employee.

FUNCTIONAL UNITS & DEPARTMENTS

- Implementing sustainable development plans as per directions of Chief Executive Office and Management Board

EMPLOYEES

- Carrying out specific daily activities relevant to SSI's sustainable development goals

01

BOARD OF DIRECTORS

- Providing general directions on the's sustainable development strategy
- Approving goals and plans

02

CHIEF EXECUTIVE OFFICER & MANAGEMENT BOARD

- Drafting and submitting to the BOD goals and plans for SSI's sustainable development
- Sharing sustainable development strategies, goals and plans throughout the entire company
- Ensuring that sustainable development goals are met
- Supervising the implementation of selated units/ departments

03

04

REMUNERATION AND BENEFITS FOR BOARD OF DIRECTORS AND SUPERVISORY BOARD

2017 operation fund for BOD and SB was VND 3 billion, which was approved by the GSM and in accordance with GSM Resolution 01/2017/NQ-ĐHĐCĐ dated 21 April 2017.

At 31/12/2017, the BOD comprises of 06 members, of which 02 are executive members, 04 are non-executive members. The SB comprises 2 members, all of them are independent (Ms. Ho Thi Huong Tra resigned on 13th November 2017.

NO.	Name	Position	Non-executive member	Executive Member	Salary	Remu-neration	Perfor-mance bonus	Welfare	Note
		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	√			√			
		Board of Superviors							
1	Mr. Nguyen Van Khai	Head of SB	√					√	
2	Mr. Dang Phong Luu	Member of SB	√					√	
3	Ms. Ho Thi Huong Tra	Member of SB	√					√	Resigned

Periodic bonus and welfare of members of the BOD and SB

The BOD executive members, BOD members who participated in Company's operation, and SB members received periodic bonus and welfare from the Company welfare fund, which was created from retained earnings and based on 2017 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 SB.

ESOP for Members of BOD and SB

In 2017, SSI has successfully issued 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.

The number ESOP shares bought by BOD and SB members are as follow:

NO.	Name	Position	Number of shares
1	Nguyen Duy Hung	Chairman cum CEO	1.872.000
2	Nguyen Hong Nam	Member of BOD/ Deputy CEO/ Spokesman	700.000
3	Ngo Van Diem	Member of BOD	100.000
4	Bui Quang Nghiem	Member of BOD	30.000
5	Nguyen Duy Khanh	Member of BOD	200.000
6	Nguyen Van Khai	Member of SB	30.000
7	Dang Phong Luu	Member of SB	15.000

Total income of members of BOD and SB in 2017 was VND 12,405,200,000





RISK MANAGEMENT

The Vietnam Securities Market hit an impressive growth in 2017. VnIndex closed at 984.2 points - up 48% compared to the rate at the end of 2016. The market capitalization increased by 80.5% compared to 2016, equivalent to 70% GDP. The average transaction value reached VND 5,000 billion – increase 63% YoY. By the end of 2017, the number of trading accounts also increased by 12%, reaching 1.92 million accounts, in which the number of accounts of both institutional clients and foreign clients increased by 14%. In such context, the Company's risk management policies and procedures continued to be completed and updated, in line with business practices as well as risks arising from new business operations such as derivative securities. In addition, in order to improve the effectiveness of risk management activities, training activities on risk awareness and risk prevention have been widely provided to all employees.

Risk management activities are carried out seamlessly from top to bottom, initiated by the BOD through the development of business strategy and risk tolerance limits for each type of risks and each specific Business Unit, as follows:

- To develop and align a culture of risk management to every employee whereby each individual to engage and contribute to risk management activities;

- To develop a strong and transparent corporate governance structure in order to determine accountability of each individual and department in the organizational structure;

- To develop a mechanism of control and oversight to keep risk within the limits allowed;

- To issue of documents under policy framework and methods to identify, measure, control and mitigate key risks.

The Risk Management is organized by types of risk in order to ensure a high level of specialization:



Risk management activities are conducted specifically according to the 5-step process as follows:

1. Risk identification

Risks are determined based on indicators or areas with exposure to potential risk in the Company's business operations. Input data to determine risks includes:

i. Database of risks occurred in business operations that have been identified, and have been reported and detected through Internal Control, Internal Audit, and Independent Audit activities. Based on this data, the Company can assess and predict the risks likely to occur in the future;

ii. Based on analysis of historical data on the risks occurred and the likelihood of future risks to identify areas with high risk exposure. This method contributes to improve risk management based on the inheritance of experiences and lessons from the past;

iii. Changes in business strategy, the operating procedures as well as the development of new products, new business activities or execution of business restructuring;

iv. Recommendations and feedbacks from Government Agencies, Independent Audit, Internal Audit, and Internal Control;

v. Changes in business environment, policies and laws.

2. Risk measurement and assessment

SSI uses qualitative and/or quantitative methods of assessment to appropriately measure each specific type of risk.

Quantitative models are prioritized to quantify risks. These models could calculate and estimate exposure values of market risk, settlement risk, operational risk, liquidity risk, as well as others. These risk exposure values are quantified to a specific figure or a specific percentage. A number of typical models used by SSI to measure risk include:

- Standard models, as stipulated in Circular no. 226/2010/TT-BTC dated December 31, 2010 and Circular no. 165/2012/TT-BTC dated October 9, 2012 issued by the Ministry of Finance;

- Quantitative models VaR (Value-at-Risk) used to calculate the maximum level of volatility for a stock, or index to be used in derivative transactions with a predefined confidence level and time period;

- Stress testing model used to assess the maximum loss that may occur according to a predetermined scenario for the Company to take loss limiting measures when necessary;

- Quantitative scoring model and quantitative stock model based on historical data of price and volume volatility;

- Banks' appraisal and rating models.

3. Risk limit identification

To ensure that risk is limited to the lowest level of tolerance, as well as to improve the effectiveness of risk oversight, the Company has established a set of risk indicators and limits for key risk exposure.

Risk limits are determined by both qualitative and quantitative methods. In particular, the latter has priority over the former.

Limits for each type of risk is determined based on:

- Data and historical events related to the risks being monitored;

- Risk appetite and targets of the BOD;

- Actual operating activities of trading and related business divisions based on views of the divisions' heads.The Risk Management Director proposes limits for each type of risk, with references to the characteristics of each business department for approval by the CEO.

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



4. Risk monitoring

Risk monitoring activities are carried out on a daily basis, mainly through risk indicators and limits of the indicators. A number of risk parameters are set and limited automatically on the system, and others based on daily risk management reports in accordance with predetermined forms, or both.

Risk monitoring activities are carried out firstly by the business departments where the risk incurring transactions take place, followed by supervision of independent departments including Risk Management, Internal Control and ultimately Internal Audit.

When risk positions approaching warning levels, the Risk Management will issue a warning and request specific measures from the risk-generating business departments, and at the same time, coordinate with them to develop action plan to bring the risk positions back to safety threshold.

5. Risk handling

Risk handling activities are based upon review and assessment of factors such as the severity of the risk to be handled, the frequency of risk occurrences, costs of risk mitigation, risk characteristics, etc. The company implements a number of measures of basic risk handling as follows:

i. Risk tolerance: When the cost of risk handling is a significantly higher than that of the losses incurred due to risk exposure, no handling measure is necessary;

ii. Risk avoidance: Any activity that could lead to the risk exposure that the BOD has a zero or very low risk tolerance, or that exerts potentially serious impact on the image and activities of the Company shall not be carried out;

iii. Risk mitigation: Applying measures to mitigate potential impact on the Company or to minimize the probability of risk occurrences, or both;

iv. Risk sharing: Transferring all or part of the identified risks to another party, such as purchasing insurance (if comparable services are applicable) for operating activities;

v. Developing a monitoring and risk warning system for timely detection of potential risks and marginal risks for prompt risk handling.

Different type of risks have been identified, prevented and handled as follows:



Type of Risk	Risk analysis	Solution for risk prevention & handling
Market Risk	SSI's core business activities exposed to market risks include investments in bonds, shares, deposits, margin lending, and derivative products. Revenues from these activities are affected by fluctuations in interest rates, stock prices, derivative indexes, possibly due to market conditions or changes in monetary policies or macro policies of the government of Vietnam or other countries concerned, possibly due to geopolitical turmoil, as well as other legal regulations, ect	**- Investment in deposits/ bills/ bonds/margin lending:** balanced capital and corresponding interest rates to optimize returns and realize predictions on interest rates. SSI also conducted assessment of macroeconomic conditions, changes in regulations, government policies related to specific sectors, and geopolitical issues that may impact the overall market or a specific sector either periodically or unexpectedly upon occurrences of events for appropriate adjustments in margin lending activities **- Investment in equity:** SSI managed to capture market opportunities to divest and invest in companies in the basic and staples sectors of the economy that underwent little impact from market fluctuations while possessed potential for stable development. SSI nominated representatives to take positions in the BOD and or the SB and/or the Board of Management in companies where SSI has a large ownership stake. As a result, the Company can go along with the businesses in all activities, and also to better manage its investment portfolio **- Investment in derivative securities:** prudent determination of initial margin helps the Company mitigate the risks prompted from high volatility of the derivatives index
Credit Risk	The Company's credit risk arises mainly from margin lending activities, and investments in bank deposits and bonds. The risks arise when a client fails to pay a part or all of its debt obligations to SSI when due.	**- Investment in Deposits:** SSI always reviews careful before conducting transactions with Banks based on the Banks' credit rating, followed by periodic reassessment. 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 SSI 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 **- Margin Lending** ▪ Establish a prudent collateral portfolio ▪ The portfolio of collateral assets is revalued monthly to mark to market fluctuation of the stocks. At the same time, individual cases are evaluated as soon as relevant negative news incurs ▪ Develop a cross-cut limit system to control concentration of outstanding lending balance as well as alert levels for timely recovery of debts ▪ Monitor the outstanding balance, concentration of outstanding balance by client, stock and daily risk exposure to timely risk detection ▪ Rate and appraise margin lending clients to ensure SSI's criteria and regulations. Increase Broker's client management responsibility with regards to warning communication and loan recovery, etc. ▪ Refrain from competing for market share and outstanding lending balance through over-extending margin lending services **- Investment in Bonds:** SSI assessed very carefully, and only invested in bonds issued by reputable businesses with sufficient collateral assets.
Liquidity Risk	Liquidity risk occurs when SSI loses its ability to fulfill its obligations to pay part or all of the due debts, failing to meet the demand for payment of securities purchased by investors using margin lending, or experiencing delay or failure to meet the requirements of payment activities of investors on accounts maintained at SSI	SSI applied a stringent cash flow management process, which was established based on the particular priority given to liquidity risk management and the close collaboration fostered between SSI's offices and divisions. All business units have access to a regular and detailed reporting system for timely information update.
System risk and information security	System risk occurs when Company failed to ensure the IT system stability; risks related to network attacks; as well as risks related to company/ clients' information security	- SSI has strong Policies, Process and Procedures (PPP) on governing the internal technology operations, and usage of facilities. - For public accessing control, SSI has full camera monitoring and 24x7 security guard in all areas. For the protection of the risk of intrusion and cyber-attack in public network, SSI uses anti-DDoS, antivirus, and other facilities. - For internal network, SSI has multi-zoned network, tight policies in our firewalls, proper Intrusion detector. - For servers & applications, dynamic password access control, unauthorized access detector, and penetration testing facilities have been used. - For business information, we simple don't allow any access except the corresponding application; all SSI's database are located in the core network of the entire setup.

Type of Risk	Risk analysis	Solution for risk prevention & handling
Compliance Risk	Compliance risk refers to the risk that the Company must face in the event that the Company or its employee violates or does not comply with the provisions of the law, the provisions of the Company's charter, internal and professional procedures, regulations, including professional code of ethics	- Process and operational design with cross-checking among individuals and departments - Improving employees' compliance awareness via training and advocacy. - Establish an internal inspection and supervision system; - Apply stringent discipline to violations of the Company's regulations.
Legal Risk	Legal risk exposed to the Company in the course of legal compliance due to regulatory changes, failure to comply with regulations or in the arising of disputes and litigations, etc., from stakeholders during the process of the Company's daily operation	- SSI organizes the Legal Department with licensed lawyers as well as uses external professional legal consultancy services in case of need. They are responsible for updating newly issued legal documents to the BOD, the Board of Management and relevant Departments; studying the impact of to be issued draft legal documents on the Company's activities for proper preparation. In addition, they also are in charge of providing inputs to draft legal documents that are closely related to the Company's activities - The Company's internal procedures and regulations; contracts, agreement with clients must be reviewed by the Legal Department before signing.
Reputational Risk	Reputation risk refers to the loss or damage of value those 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.	- SSI has chosen transparency to be our guiding communication principle to minimize reputation risk. When inaccurate information about SSI is published, we apply the same principle of transparency in handling: always willing to initiate direct dialogue with the public, providing factual and credible information to work towards a resolution - SSI has worked with leading consulting firms to be able to listen to the most detailed discussion of investors, clients, not only on the SSI brand, but also on the stock market. This information helps SSI both take initiative in responding to misleading information, and access a valuable source of information to observe market orientation, so that SSI can continue to pioneer on the path toward market transparency - SSI has been working to establish a systematic and professional communication process and plan. Especially, SSI has in place a clear procedure for correcting false information on public media, asking all of our staff to be responsible for alerting the company about the existence of false information. We also prepared a full guideline for crisis management, emphasizing a willingness to collaborate, share and communicate with the media and the public
Human Resource Management Risk	Human resource management risks arising from recruitment activities, work safety, personnel management, personnel shortages, and risks associated with former employees	- Strict recruitment screening, expanding of recruiting channels - Employee training is considered to be a key element in safeguarding and raising human resource quality, as well as an important source of employees' inspiration and motivation. - Benefits policy and performance measurement program always serve as a parallel duo to ensure employee satisfaction, internal fairness and market competitiveness, creating a professional work environment for staff development. - SSI gives priority to the systematic and procedural management of our organization, ensuring strict compliance, sustainable development and sufficient provisional staffing throughout, so to mitigate risks from fluctuations in our human resource. With the support of technology systems, personnel activities have also been able to mitigate risks and improve operational efficiency. - SSI also continues to maintain internal communication channels to share vision, strategy and strengthen corporate culture to foster the Company's spirit.

For details of risks and risk management activities, please find in "Corporate Governance" section in Annual Report



COMPLIANCE CONTROL ACTIVITIES

Compliance control at SSI is performed via the SB's supervision over the BOD, the Board of Management as well as the BOD's supervision over the BOM. In daily activities, the Management relies on Internal Control function to carry out compliance control within the Company.

The Company's Charter expressly separates shareholders' ownership from corporate governance jurisdiction. It delegates powers to corporate governance units while putting in place obligations and checks to effectively control these functions. Besides, business processes and operational apparatus are designed to facilitate cross-checks for the purpose of strengthened internal checking and monitoring, less abuse of power, and early detection of potential breach.The Internal Control is based at the Head Office and performs the control of the Company's units to ensure staff and their respective departments' compliance with relevant regulations of law as well as internal rules and processes. Daily control activities mainly comprise of inspection and monitoring of compliance with the law, the Company's Charter, decisions by the Shareholders' Meeting, decisions by the BOD, Internal Business Rules and Processes, and Risk Management Process by relevant units and by securities practitioners within the Company; monitoring the execution of internal regulations, activities with potential conflicts of interest within Company, especially with regards to the Company's business activities and individual transactions by the Company's staff; monitoring staff's execution of responsibilities within the Company and partner's' execution of responsibilities with regards to authorized activities. In 2017, 43 audits were conducted at all the units in the entire SSI system, increasing by 7.5% in compared to the one of 2016. Reports were sent to heads of the audited units for feedback. After that, the final reports were submitted to the Board of Management and Heads of relevant divisions as well as heads of the audited units. In addition, tight control was also in place for overseeing transactions of the Company' with related persons. When performing transactions with related persons, the Company would enter into written contracts on an equal and voluntary footing. The Company adopted necessary measures to prevent related persons from interfering in the Company's activities, harming the Company's interests, performing transactions that led to the Company incurring losses of capital, properties or other resources, controlling the Company's merchandise trading channels or manipulating prices. Data of transactions with related persons is disclosed in the Company' Financial statements.

The Legal Department performs legal advisory function, inspects and monitors the launch of products, and issuance of internal processes and rules as well as the Company's transactions with third parties in order to ensure compliance with law and mitigate legal risks for the Company. The Legal Department is also responsible for updating newly issued regulatory documents for the BOD, the Management and relevant units. It also studies the impacts of draft regulatory documents on the Company's activities for proper preparation.

IN 2017, 43 AUDITS WERE CONDUCTED AT ALL THE UNITS IN THE ENTIRE SSI SYSTEM, INCREASING BY 7.5% IN COMPARED TO THE ONE OF 2016.

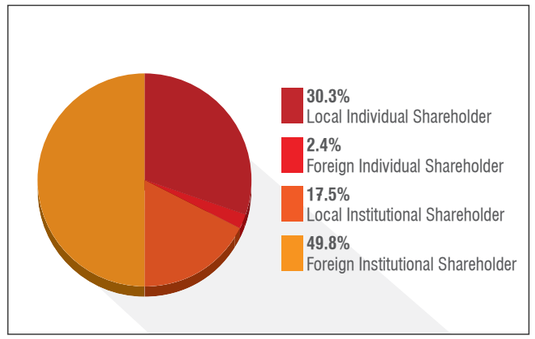


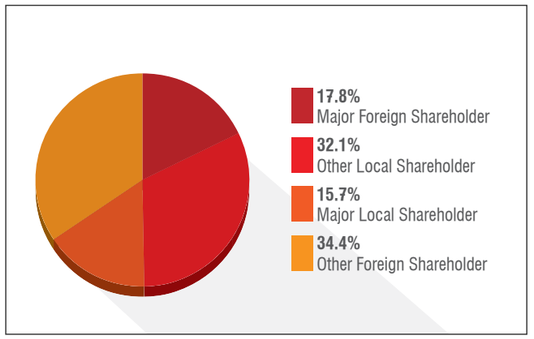


SHAREHOLDERS' INTEREST PROTECTION

At SSI, top priority has always been given to the protection of shareholders' interests and equality.

Shareholder structure (*)





(*) as of 22/03/2018

Shareholders' basic rights such as the right to receive dividends, to attend and vote at Shareholders' Meetings, to be engaged in decisions relating to the Company's fundamental changes, etc. are expressly provided for in the Company's Charter and have been properly exercised over the years. Equality is ensured for all shareholders without any preferential treatments, decisions by the Shareholders' Meeting are all based on results of voting which takes place proportionally to the number of shares owned.

SSI has over the years strived to diversify its information channels to include corporate website, email, mass media, shareholders' meetings, annual reports, etc. This serves to facilitate shareholders' complete, accurate and timely access to important information and to insulate them from adverse impacts on their investment decisions. Moreover, the disclosure of information both in English and Vietnamese was remarkably improved in 2016 and especially in 2017. This ensures equal access to corporate information between local and foreign shareholders/investors. In Sep 2015, SSI was the very first listed company that lift its foreign ownership limit up to 100%, removing the final legal barriers to equal treatment between domestic and foreign investors.

SSI maintains a policy of stable dividend payment which aims to balance Shareholders' desire to gain profit and the Company's retained earnings for long-term development. In 2017, the Company paid dividends in cash at a dividend rate of 10%.



TOP PRIORITY HAS ALWAYS BEEN GIVEN TO THE PROTECTION OF SHAREHOLDERS' INTERESTS AND EQUALITY.

SUSTAINABLE ECONOMIC GROWTH

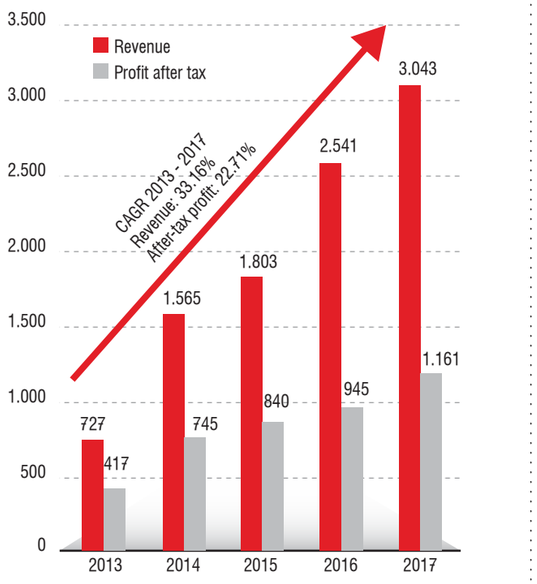
GRI 100: UNIVERSAL STANDARDS 2016
GRI 201: ECONOMIC PERFORMANCE
GRI 203: INDIRECT ECONOMIC IMPACTS

Founded in 1999, SSI was one of the first three securities companies in Vietnam, and the only private securities company at the time. After 18 years of development, SSI is now the largest securities company by market cap, with a charter capital of VND5,000.64 billion, much higher than VND6 billion at the time of its establishment. The Company understands that long-term sustainable development strategy can only be realized if it has a solid financial foundation with stable economic growth. The Company thus can increase its contribution to the community and society by adding to the state budget, channeling capital to investment opportunities, and actively participating in the development of the stock market in particular and the financial market in general.

Strong Business Performance

During over 18 years of development, SSI has always striven to achieve positive business results and exceed the plan approved by the Annual General Meeting. Specifically, the company recorded consolidated revenue of VND3,043.2 billion for 2017, up 19.8% YoY and surpassing 44.35% of the revenue target. Consolidated profit before tax reached VND1,405 billion, up 23% YoY and surpassing 32.8% of the full-year target.

Business performance from 2013 to 2017 (VND billion)



Source: SSI's Consolidated Financial Statements

Revenue from the Securities Services reached VND 1,328.2 billion, up 53% compared to 2016, accounting for 43.5% of the total revenue of the Company. SSI continued to widen the gap from the runner-ups at the number one spot on both exchanges of HOSE and HNX, with the market share of 15.26% - a significant increase compared to the share of 13.04% for 2016. Accordingly, the revenue from Brokerage Services reached VND 779.7 billion for 2017, up 105% YoY. Margin lending and advances to customers balances reached more than VND 5,700 billion at the end of 2017. Revenue from lending activities and receivables (margin lending and advances to investors) made a major contribution to the total revenue of the Securities Services, with a share of 39%, reaching VND 519.65 billion, up 21% YoY.

Principal Investment recorded a revenue of VND 1,060.8 billion, a contribution accounting for 34.7% of SSI's total revenue. With total 2017 investment value up to VND 3,829 billion (as at 31 December 2017), SSI continued its effective maintenance of value investment strategy, accompanying companies in their endeavors. At the year-end, SSI had 3 associated companies, namely The PAN Group JSC. (PAN - HOSE), Dong Nai Port JSC. (PDN - HOSE), and Vietnam Fumigation JSC. (VFG - HOSE), all of which achieved positive business performance for the year of 2017.

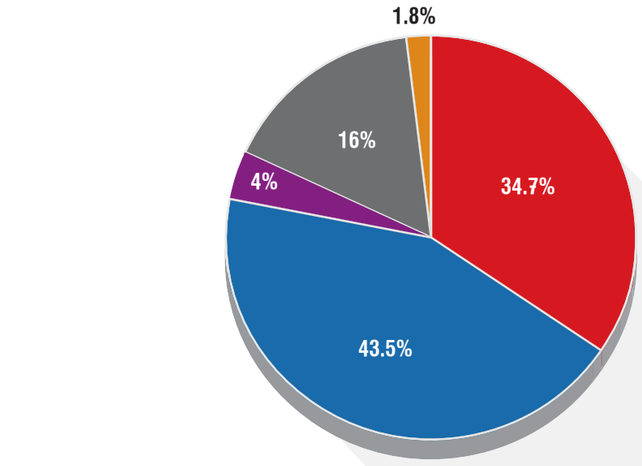
SSI Treasury successfully completed its assigned tasks, increasing the total assets to VND 18,764 billion by the end of 2017 - a record high of 34% YOY; ensuring the highest level of liquidity for the Company and Customers; effectively supporting the capital needs of other Business Units as well as achieving remarkable success in equity trading activities. Treasury recorded its revenue of VND 487.4 billion, accounting for 16% of the total revenue of SSI, up 33.2% YoY.

2017 also witnessed the success of the Investment Banking with a variety of successful advisory large-scale deals worth hundreds of millions of dollars. Revenue from the Investment Banking has been at its highest level in recent years, reaching over VND 111 billion.

SSI Asset Management (SSIAM) Company Ltd. continued to increase the total asset of external clients under SSIAM's management up to 60.3% compared to last year, reaching VND 6,112 billion. The 2017 revenue of SSIAM rose by 67.9% compared to 2016, reaching VND 54.6 billion.

In 2017, total asset of the company reached VND 18,764.4 billion – a record high of 34% YoY, and owners' equity was VND 8,616.2 billion.

Revenue Structure



Source: SSI's Consolidated Financial Statements

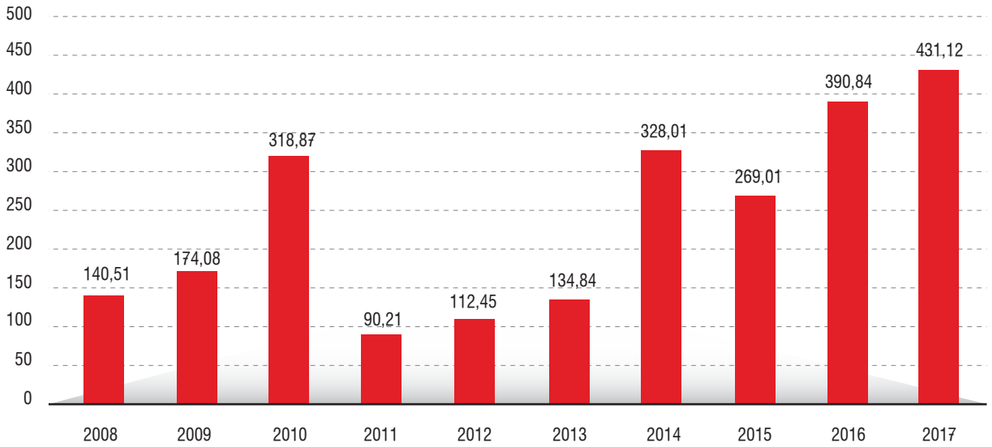
Top 500 Vietnamese Largest Private Enterprises (VNR500) for 8 consecutive years

Top 500 Fastest Growing Firms in Vietnam (FAST500) in 2015 - 2016 - 2017 - 2018

Contribution to the State Budget

Since its establishment, SSI has consistently fulfilled its tax obligations and payables to the State Budget with an increasing trend over time. In recent years, the Company has always been among top 100 Enterprises with highest corporate income tax payment in Vietnam.

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



Source: SSI's Consolidated Financial Statements

Top 1000 largest corporate taxpayers in Vietnam (V1000) for 6 consecutive years

Notable success in connecting capital into investment opportunities

SSI focused on helping enterprises raise capital in the stock market, contributing to forming a channel for directing and distributing long-term capital according to the market mechanism; stimulating and mobilizing resources, promoting economic development; making the economy more transparent, open, fair and flexible.

In 2017, SSI successfully conducted a series of large-scale advisory deals worth hundreds of millions of dollars. Successful advisory transactions included primary offerings of Vietnam Dairy Products Joint Stock Company (VNM - HOSE) worth USD396 million; secondary share offerings of Vincom Retail Joint Stock Company (VRE - HOSE) worth USD742 million; secondary share offerings of Ho Chi Minh City Development Joint Stock Commercial Bank (HDB - HOSE) worth USD300 million and capital mobilization of USD230 million for Hoa Phat Group JSC (HPG - HOSE), ect.

Active participation in market development

SSI not only complies strictly and fully with the State's regulations on securities trading and related documents but also actively makes constructive comments during the formulation of legal documents on the stock market, improving their practicality and quality; and proactively develops new products for the market.

In 2017, the Company continued to make comments to a number of draft laws, decrees, circulars and guidelines on the stock market for more effective implementation, including:

- The Law on Securities (amended);
- The Decree to replace Decree 90/2011/ND-CP on the issuance of corporate bonds;
- Regulations on the offering and hedging of covered warrants;
- Regulations for margin trading;
- Circular No. 242/2016/TT-BTC on the pricing of securities-related services offered by securities companies and commercial banks in the Vietnam's securities market;
- The Decree on electronic securities transactions;
- Circular 134/2017/TT-BTC on electronic transactions on the stock market;
- Decision No. 201/QD-UBCK dated March 3, 2014 of the Chairman of the SSC on the method of calculating illegal gains from acts of market manipulation and insider trading.

The Company was also a pioneer in making and putting forward recommendations for the development of the derivatives market; for example, its proposal to the SSC on the supplement to the Circular that allows depositors to trade on margin through general accounts at the securities company to reduce transfer fees charged by payment banks and determines tax amounts per transaction, etc. For covered warrants expected to be introduced to the market in May 2018, the Company was a member of the product development team with HOSE, actively engaging in product development, making comments on tax and accounting regulations for the product. SSI will also be one of the first securities companies to issue covered warrants.

SSI has appointed its representatives to join the Legal Club, and the Investment Advisory Club of the Vietnam Association of Securities Business, in which the Legal Club acts as the focal point and participated in the formulation of securities law. In addition, representatives of the Company are also members of the Market Development Committee & Legal Committee - Vietnam Bond Market Association.

SSI ALWAYS MAKES CONSTRUCTIVE COMMENTS DURING THE FORMULATION OF LEGAL DOCUMENTS ON THE STOCK MARKET, IMPROVING THEIR PRACTICALITY AND QUALITY; AND PROACTIVELY DEVELOPS NEW PRODUCTS FOR THE MARKET



ACTION FOR CLIENTS

GRI 203: INDIRECT ECONOMIC IMPACTS

Clients' trust is the foundation for SSI's sustainable development. Thus, SSI always focuses on exploring ways to bring customers complete satisfaction by professionally designing products/services to meet individual needs of each client; Besides, the Company constantly seeks to innovate, improve and enhance the quality of its products/services; provide flexible and dynamic customer care service; coordinate with the media to raise awareness of market-related issues, and help build up trust of customers.

Safe and transparent management of Investors' assets

Despite fierce competition from other securities companies recently, SSI has always been consistent with its principles of treasuring customers and observing the laws, not only to make profits but also to protect Investors from losses and to build a more transparent stock market. In the past few years, SSI effectively managed assets for domestic and foreign Investors, contributing to maintaining the confidence of investors in the Vietnam's stock market and building up a stable economy. By the end of 2017, SSI was managing over 127,000 accounts, accounting for 6.5% of total accounts in the market. All customer accounts were managed in a safe and secure manner.

As for asset management, SSIAM has been constantly striving to attract new clients as well as to effectively manage the assets of its current ones. By the end of 2017, total assets managed by SSIAM (for external clients) were VND6,112 billion, up 60.3% YoY. The Company always strives to improve its management on assets entrusted by customers. Procedures for investment, risk management and internal control have been well-run and professional, not only complying with legal requirements but also minimizing conflicts of interest that may have negative effects on benefits of Investors. With the motto of sustainable development, we always aim to build trust, transparency and long-term asset value growth for Investors.

Pioneer in development of new products

On August 10, 2017, the Vietnam's derivatives market officially went live after over 2 years of preparation with its first product, the VN30 Index Futures Contract. In the development strategy of Vietnam's stock market during 2011-2020, the establishment of a derivatives market was considered a principal aim and a momentum to improve the efficiency of the underlying stock market, attract more capital, as well as increase the transaction values and liquidity for the market. As the No. 1 securities company in the market, SSI boasted its pioneering position as one of the first securities companies to be granted certificates by the SSC for trading derivatives and bridging derivatives transactions with the HNX, and was one of the two general clearing members of the market.

In order to provide the best services to customers, from July 2017, SSI offers derivatives trading try-outs on its system for customers to its transaction offices or branches nationwide before they make a decision to open an account. In addition, SSI will launch an on-line trading product named Web Trading for derivatives with many advantages such as: viewing prices and placing orders on the same screen, transferring money quickly between trading accounts of underlying securities and those of derivatives, depositing to/closing margin accounts between the Vietnam Securities Depository (VSD) and derivatives trading accounts; tracking balances and checking gains/losses on derivative positions in real time.

Derivatives are financial products with significant leverage effects, great benefits and also huge hidden risks. Without a solid technical infrastructure, the use of derivatives can lead to enormous risks to investors and perhaps a breakdown of the whole system. As a result, SSI has invested in a modern technological infrastructure and comprehensive solution software for trading and clearing named WinVest or "Win in Invest" which has been deployed on international financial markets for over 15 years and satisfied both global financial trading standards and specific needs of the Vietnam's market. As compared to other derivatives trading systems in the Vietnam's market, WinVest boasts its high performance, stability and flexibility in scalability. The system supports a large number of transactions per day, a variety of trading services with stable connection and high speed; carries out a wide range of commands; supports information exchange and clearing in real time with market members (HNX, VSD and payment banks); integrates risk management to increase efficiency and utilities to customers. As a result, by the end of 2017, SSI topped the derivatives market with a market share of 28.28% and over 6,000 accounts.

In 2017, the Company also launched new advisory products for individual customers such as Stock Ratings, Stock Quick View and offered recommendations based on fundamental and technical analysis to bring about short-term and long-term investment ideas to customers. SSI is also the first company to draw up derivatives reports on the market, providing a wide range of trading information and strategies for clients.

Regarding investment fund products, in August 2017, SSIAM officially converted the reference index of the ETF SSIAM HNX30 from HNX30 to VNX50, changed the fund's name to ETF SSIAM VNX50 Fund and switched it to be listed on HOSE under the ticker of FUESSV50. Such changes brought investors a better investment opportunity as VNX50 was the first index consisting of the largest cap and most liquid stocks on both HOSE and HNX, well representing the Vietnam's stock market and accounting for 70% of total market cap. With those changes, liquidity of the secondary market as well as the publicity of the fund has increased significantly.





Flexible and dynamic customer care policy

With regards to the organization of its customer care personnel, SSI maintains a policy of constant separation of customer care teams in charge of existing customers versus prospective, institutional customers versus retail ones, local customers and foreign ones. For the purpose of optimized service quality, foreign retail customers are classified by language while foreign institutional ones are classified by location.

SSI's retail customers are whole-heartedly cared for by a team of energetic and professional brokers. The annual increase in the number of accounts is accompanied by the growth of brokers. By 2016, 353 full-time brokers were hired, up 30% against 2015. As the team grew, its quality was also strictly controlled so that information, knowledge and experience of communicating with and advising customers is properly updated and shared along with the growth and increasing maturity of the market.

With regards to SSI's institutional customers: customer service is enabled by three key factors: technology, people and responsive products and services. Intensive investments have been made in technology, especially the ordering system for institutional customers, in order to ensure stability during large-scale transactions and compliance with international standards on trading systems exclusively used for institutional customers.

For public funds (open-ended funds, ETFs) managed by SSIAM, customers are updated on NAV as well as with the relevant fund's performance report. For portfolio management services, the Company holds periodic meetings with customers to discuss investment performance and services supplied so as to make timely adjustments and better satisfy customers' demands. SSI frequently hold mini workshops to help investors better understand asset allocation and long-term investment strategies. These workshops provide customers with broader overview of the market as well as long-term orientations for enhanced investment profitability.

"Always listening" is the slogan to which each agent of SSI's Call Center, which operates the two hotline numbers 1900545471 and 1900545418, adheres. The operation of these two call centers demonstrate SSI's goodwill in offering the best of services to its customers. All transactions performed via the call centers are processed promptly, which helps save 80% of the time compared with conventionally processed ones.

Active exchange of market information and investment opportunities via media & seminars

An effective channel for sharing information and investment opportunities SSI organizes for its Customers is its non-profit seminars. In 2009, 2010 when the Vietnam's economy was heavily affected by the global economic crisis and the stock market was on the downturn, SSI saw the first signs that investment flows would return to the market. At that time, domestic and foreign investors were cautious and "hesitated" to make large investments. However, via Gateway to Vietnam Conferences organized by SSI during 2009 -2010, businesses and investors found opportunities in the crisis, with some becoming leading firms in many areas today. After three years, SSI evaluated the positive results that Gateway to Vietnam 2009 – 2010 achieved and that was when SSI saw that investors, especially foreign ones, began to pay close attention to the domestic market. Therefore, Gateway to Vietnam was back in 2014, with the theme of "Looking for new investment opportunities in Vietnam", bringing forth discussions on key investment trends, providing investors insights into a number of key investment sectors and creating opportunities to exchange information and understand potential businesses.

In 2017, reform efforts of the "enabling government" brought about positive impacts on the local economy. Instead of mobilizing and allocating resources, the Government aimed at directing resources through its policies such that economic sectors could actively mobilize resources on their own. Amid marked changes and considerable momentum in the economy, SSI decided to hold the fourth Gateway to Vietnam conference with the theme "Capital Market – A New Driver for Vietnam's Economic Growth". The conference had the participation of 19 speakers from reputable institutions, namely the IFC, McKinsey & Company, MSCI, Ernst & Young, etc.; over 200 representatives from domestic and international investment funds, and 24 high-potential firms. It initiated valuable and in-depth discussions about Vietnam's economic conditions, and simultaneously organized meetings between investors and local firms. The conference addressed crucial issues, which were of great interest in 2017, through panel discussions. Each topic of the conference was debated by policy makers, macroeconomists, investment advisers and businesses - participants that were important to the overall health of the economy. The event provided an opportunity for international investors to gain better perspectives about the local economy through a genuine, transparent and multi-dimensional lens. In addition, the conference created an opportunity for investors to meet and interact directly with representatives of high-potential businesses, as well as to take part in company visits.

The event was massively covered as it was reported by the mass media, including 11 television channels, radio stations and dozens of newspapers, magazines, and electronic newspapers. It was considered a major event in the financial market, which exerted a great influence on the public, and was a reliable channel to connect potential investors and businesses, thereby affirming SSI's mission of "channeling capital into investment opportunities".

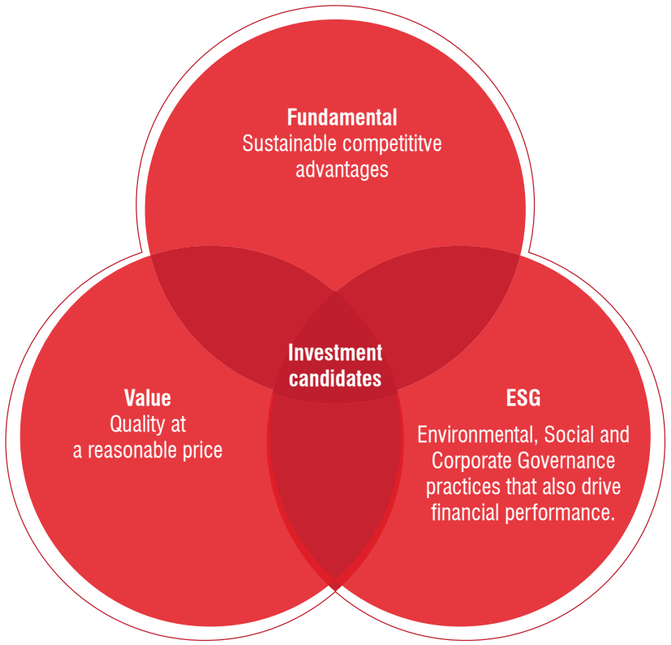
In 2017, SSI also played well its role as the market leader as it was constantly covered in the media spreading information about a new type of products - the derivatives. SSI was also the only securities company in the market that collaborated with the HNX to hold two try-out sessions of derivatives trading to be watched by reporters. Training programs for investors in both regions were also an important focus of SSI. In July 2017 only, the Company held 27 Seminars at its Branches and Transaction Offices all over the country and 2 large-scale Workshops in Ho Chi Minh City and Hanoi, which attracted thousands of investors and customers. This was an important communication channel that helped investors better communicate and seek advices from professional brokers of SSI.



RESPONSIBLE INVESTMENT ACTIVITIES

GRI 203: INDIRECT ECONOMIC IMPACTS

SSI believes that Environmental, Social and Corporate governance (ESG) factors, in addition to fundamental analysis and stock valuation, constitute one of the principles of investment choice. We notice a business's growth in the long run and stock value are closely linked to its environmental and social impacts as well as corporate governance quality.



SSI applies the ESG standards of the International Finance Corporation (IFC) for its investments, aiming ultimately at sustainable development. Specifically, during our investment process, we spend a lot of time trying to understand a company's top management and their vision, transparency and corporate governance aspects. Together with the assessment of environmental and social impacts of the company's business activities, we also take into account other factors like working environment and determine whether it is one that works in the best interests of employees. ESG assessment represents a key factor in SSI's decision-making process. There were cases where we had to reconsider investment decisions as it was impossible to work with the target company's management on the ESG criteria.

After an investment decision has been made, SSI continues to work closely with the recipient company to pursue its responsibility of encouraging and advising on the improvement of the ESG factors. Members of SSI's investment team serve in the BOD and the SB of the investee company to assist them with corporate governance and to promote transparency in decision-making. SSI, in addition, also refers independent BOD members to the recipient company with a view to nurture transparency and reduce conflicts of interest therein.

Specifically, as an investor in agriculture, SSI plays an active role in creating a value chain where the origin of marketed products can be traced. By delivering products to the end-users, SSI minimizes farmers' concern about market and pricing, thus creating a more sustainable product lifecycle. When working with a company that invested in crop species, by encouraging that company to work more closely with farmers in technology transfer and guaranteed purchase of products, SSI contributed to helping the farmers double their income.

In another case, SSI encouraged the investee company's management to act with more transparency during its decision-making process. SSI advised the recipient company on the amendment of its charter in order to ward off the risk of a hostile takeover. Assistance was also provided to help the recipient company review its operating expenses and recruit senior executive personnel to run underperforming units, and so on.

Over the years, SSI's investment strategy of companionship has helped recipient companies improve ESG factors to head for sustainable development. Besides, it has also enabled the Company to realize its goal of sustainable development in investment activities, which are responsible for major contributions to the total income. Revenues from principal investment made up 34.7% of the consolidated earnings in 2017. At the end of this year, SSI had 3 associated companies, all of which are leaders in their respective industries and have high revenues, stable profitability, high dividend rate and competitive products. SSI continued to work with associated companies to restructure their production expenses and improve their efficiency. They also focused more on seeking partners to build value chain and enhance company's value. Specifically, two of three associated companies achieved double-digit profit growth rate: The PAN Group (PAN – HOSE) – 44%, and Dong Nai Port JSC. (PDN – HOSE) – 23%. Especially, Pan was voted as the 6th position in the list of enterprises with strong growth in 2017. Vietnam Fumigation JSC. (VFG – HOSE) has a slight reduction in profit (5%), but continued to maintain its 2nd position in market share of plant protection drugs.

Brief profile of SSI's Associated Companies:

Company name	Actually paid-in charter capital (VND)	% stake held by SSI	2017 business performance	Members in Board of Directors/ Supervisory Board
The PAN Group JSC. (PAN – HOSE) Lot A1-9, VL3 road, Vinh Loc 2 Industrial Park, Long Hiep Commune, Ben Luc District, Long An Province	1,176,936,300,000	20.02%	Revenue reached VND 4,074 billion, representing 132% of the target or 48% higher than 2016. Profit after tax was VND 371 billion, increasing by 44% compared with 2016. The achievements can be attributed to: (i) contributions of Vietnam National Seed JSC. (NSC - HOSE); (ii) good business results from other subsidiaries such as PAN Food JSC., Long An Food Processing Export JSC. (LAF - HOSE), Bibica Corporation (BBC - HOSE).	3 members in Board of Directors 1 member in Supervisory Board
Dong Nai Port JSC. (PDN - HOSE) Long Binh Tan Ward, Bien Hoa City, Dong Nai Province	123,479,870,000	20.00%	Revenue reached VND 517 billion, representing 118% of the target or 23% higher than 2016. Profit after tax was VND 78 billion, representing 108% of the target or 18% higher than 2016. The company has been maintaining the dividend payout ratio of 20-25% annually.	1 member in Board of Directors 1 member in Supervisory Board
Vietnam Fumigation JSC. (VFG - HOSE) 29 Ton Duc Thang Street, Ben Nghe Ward, District 1, Ho Chi Minh City	237,681,890,000	20.00%	Revenue was VND 2,178 billion, representing 87% of the target or 5% lower than 2016. Profit after tax was VND 139 billion, representing 93% of the target or 5% lower than 2016.	1 member in Board of Directors 1 member in Supervisory Board

TEAM COHESION FOR SUSTAINABILITY

GRI 100: UNIVERSAL STANDARDS 2016
GRI 201: ECONOMIC PERFORMANCE
GRI 203: INDIRECT ECONOMIC IMPACTS
GRI 401: EMPLOYMENT
GRI 404: TRAINING AND EDUCATION
GRI 405: DIVERSITY AND EQUAL OPPORTUNITY

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 proudly become a part of SSI. This has improved connection between each staff and the team, creating a strong bond for SSI's sustainable development.

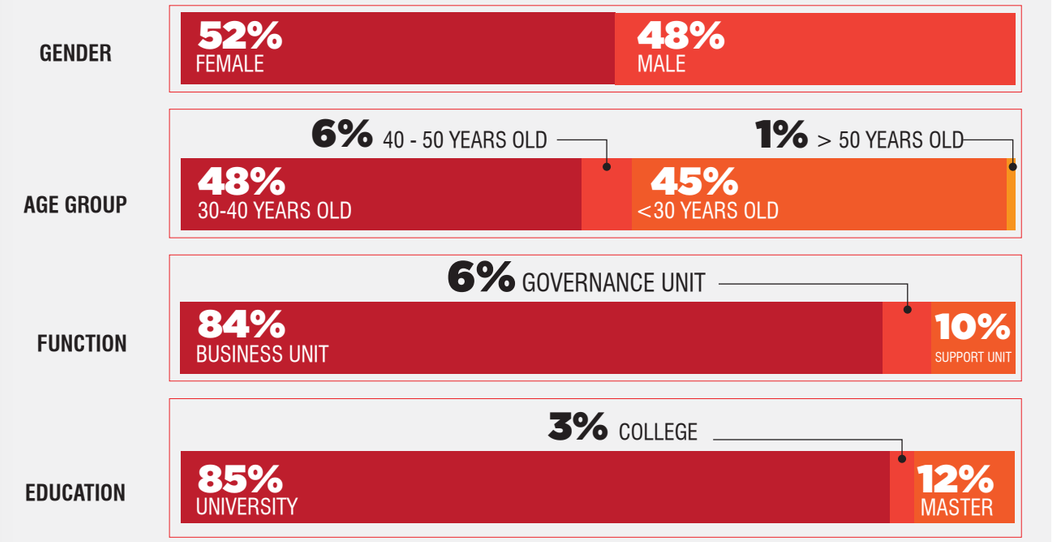
Corporate culture is especially highlighted by SSI in our development on the basis of established core values. Such culture is indicative of SSI's features, philosophies and also incorporated in the company's strategies to date. It has shaped the spirit of SSI and each employee, which has continuously been nurtured, engaging all staff in the common development. With the SSI spirit being constantly nurtured, each member will increasingly strengthen their bond with the Company for the sake of a common development.

Personnel structure

As at 31/12/2017, the total number of SSI staffs is 887, of whom those holding undergraduate and postgraduate degrees account for a dominant majority (97%). SSI possesses a young and well-trained labor force 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





Recruitment approach

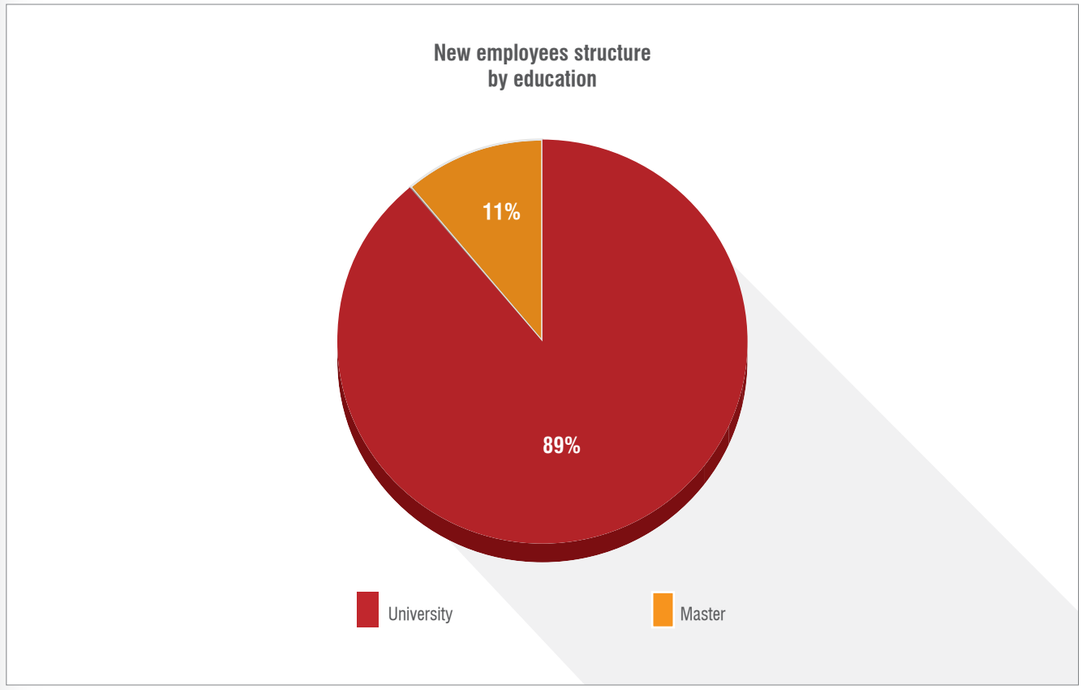
In SSI, we aim to become a “cradle for talent development.” SSI offers equal opportunities to all applicants, from new graduates to experienced professionals in the financial market. SSI is willing to provide training and opportunities to encourage employees to take up challenge and fulfill their potentials. In 2016, SSI recruited 294 new members to strengthen human resource and replace retiring and resigning staff with a reasonable diversity of age and gender, representing an 23% increase compared to the one of 2016. In which, the majority is under 30 years old, well-educated with 89% holding bachelor degree and 11% holding master degree, enthusiastic and creative.

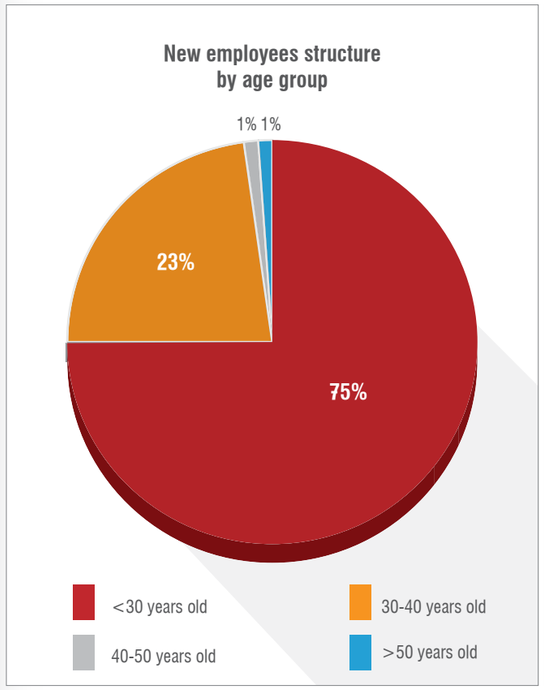
Our approach is simply to offer a working environment where every individual can fulfill their potential. To maintain our status as Vietnam’s leading financial institution with enormous potential to expand regionally in Asia, SSI focuses on attracting outstanding individuals with international qualifications and skills to develop with.

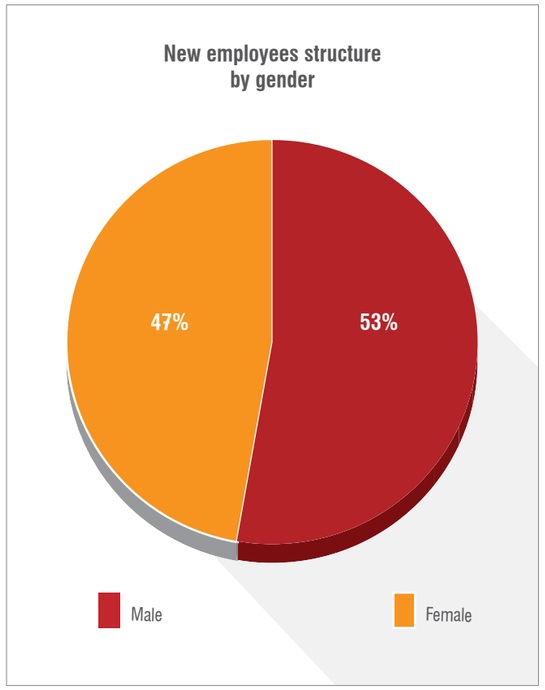
SSI HAS ALSO DEVELOPED RECRUITMENT CRITERIA TO ENSURE TRANSPARENCY, FAIRNESS AND EQUAL OPPORTUNITY FOR ALL APPLICANTS AND FORTIFY CONFIDENCE AND PRIDE OF BECOMING A PART OF SSI. AT SSI, WE:

- FULLY RESPECT RIGHTS OF APPLICANTS (IN TERMS OF ACCESS TO INFORMATION, JOB DESCRIPTION, COMMUNICATION AND NEGOTIATION)
- SELECT APPLICANTS WHO FULLY MEET RECRUITMENT CRITERIA
- ALL RECRUITMENT DECISIONS ARE BASED ON THOROUGH, UNBIASED AND TRANSPARENT ASSESSMENT OF THE APPLICANTS’ COMPETENCE, ATTITUDE AND MOTIVATION.









Develope human resources' professional competence and skills

Human resources are the competitive advantage of SSI. To retain the status as Vietnam's leading financial institution and to grow internationally, SSI focuses on developing high quality human resources to satisfy increasingly demanding markets.

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 through Company Training Program.





SSI has developed a series of position-specific training and development programs for employees at all levels to ensure that they have the skills and knowledge needed to perform their duties, as well as encourage them to continue to develop and embark on their career at SSI. SSI aims to foster a learning culture in which continuous learning is both a right and responsibility of all individuals within the company. In 2017, the Company developed a detailed plan and allocated VND6 billion for training provided through physical classes, distance learning, and on-the-job trainings. Its training programs were continuously updated to meet market requirements; training for international certification was urged to raise employees' competence to international standards, not only for those in its Business Units but also for those in Accounting, Internal Audit, Risk Management and Information Technology.

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, FRM, etc.

In 2017, the Company organized and co-organized many professional training courses and sent employees to compulsory training programs for a total of over 33,000 training hours (versus 18,000 training hours in 2016). In order to meet the pressing needs of the derivatives market, SSI swiftly organized professional training courses on Derivatives and related programs and seminars to prepare its staffs professionally as well as to impart information to customers.

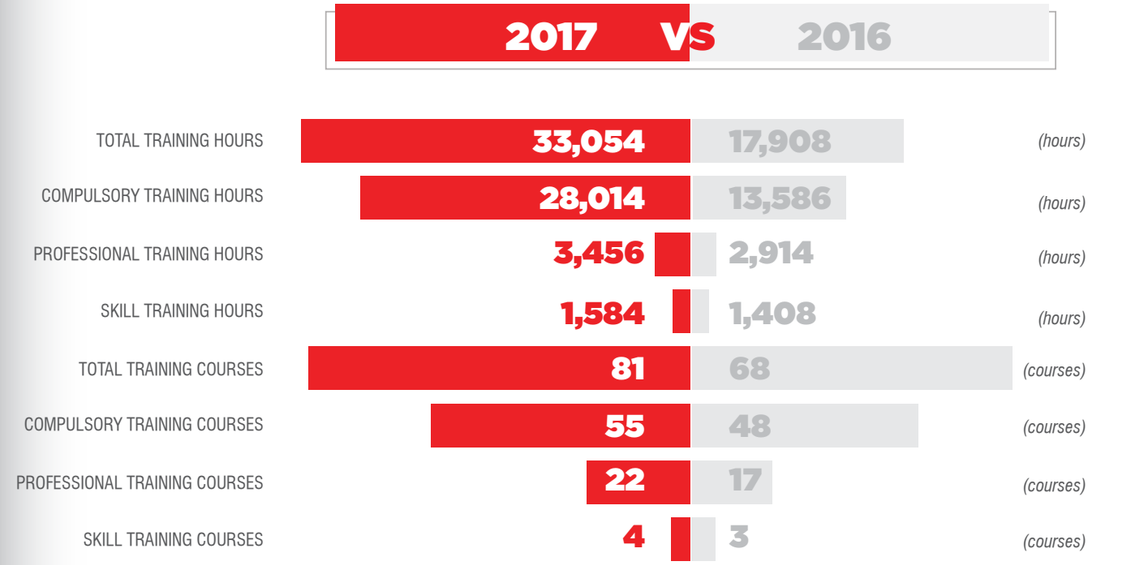
Internal training courses for Professional Competence division throughout the system via in-house training sessions, seminars, and consultations, etc. receive positive feedback. Internal trainers were well trained through "Train the Trainer" courses and various experience sharing activities to stay updated professionally. Besides, distinctive policies for internal trainers have really worked its magic.

Internal trainers gradually improved their training capability and successfully organized useful and practical courses. In-house training programs held continually over weekends were highly appreciated and achieved substantial impact.

Based on the Company's Training program by position, or Training Map, we continued to offer skills training to specific groups of employees. In more details, a series of training sessions on Inspirational Leadership, Presentation, Sales Skills, and the latest one on Professional Style in Business helped to inspire, motivate and equip employees with tools to improve their efficiency. These training courses provide fundamental knowledge and skills to provide employees with a positive and scientific perspective of their work in particular and life in general, and help them develop their communication and problem-solving skills. In addition, these training programs are great team building opportunities where employees can share their working experience and understand their colleagues better.

Professional training courses receive much interest not only from Treasury Department, but also from Administration and Support Department. Training courses on Corporate Governance, Project Management (PMP), Advanced Accounting; Corporate Finance Analysis, Advanced Marketing, Human Resource Management, and update courses for IT organized by professional and reputable training partners contributed to improving overall performance of the Company.

We believe 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.







For many years, commitment to training can be observed throughout all activities of SSI. Besides conventional training methods, SSI also employed innovative internal training models such as Year-end Wrap-up (Gala), year-end parties of departments, and some other internal activities to facilitate information updates, promote 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 elements, from professional competence, soft skills, codes of conduct to corporate culture, shall be incorporated in staff's ways of thinking and behaviors. This also constitutes SSI's brand of human resources, 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 to 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:

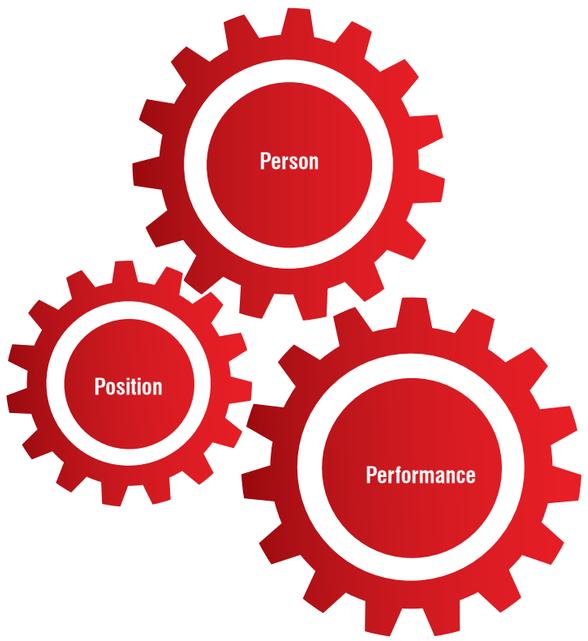
- Align financial rewards with employees' contribution and remain competitive in the market.

- Attract and retain talents with fair remuneration policies

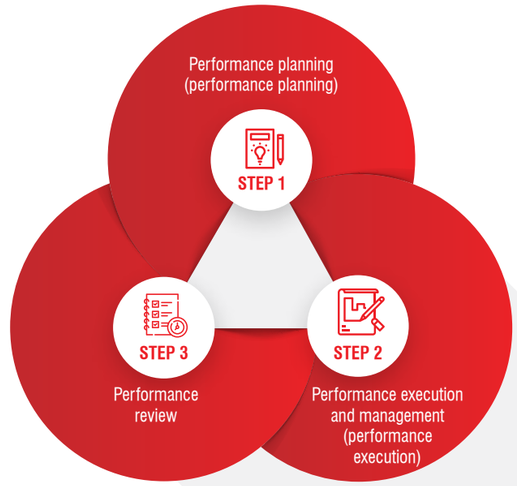
- Encourage staff to perform more effectively by acknowledging their contribution properly and fairly

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.

3P REMUNERATION MODEL



PERFORMANCE REVIEW INCLUDES 3 CONSECUTIVE PHASES



OBJECTIVES OF PERFORMANCE REVIEW

Remuneration policies

- Identify positions for promotion
- Identify benefit packages
- Motivate individuals with outstanding performance

Organizational development

- Provide guidance to individuals with under-performance
- Identify objectives and implementation results
- Assess training needs of employees
- Improve employees' work performance
- Improve the Company's overall efficiency

In 2017, SSI has spent over VND375 billion on 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 human resources in 2017 (VND)	375,003,139,961
Salaries	144,939,759,555
Social insurance - Health insurance - Unemployment insurance	16,710,937,840
Other benefits	41,035,742,224
Performance bonuses - Sales commission	172,316,700,342

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 especially important for high-level executives. SSI employees are encouraged to work efficiently, relax reasonably and participate in sports and social activities. These activities are intended to help employees obtain work-life balance and foster bond among the team. SSI has common interest clubs such as photography, yoga, football and performance which are eagerly joined by employees. In this 4th run, SSI's Family Day has truly become an event for all families of our staffs to come together and network. This is an annual occurrence appreciated and looked forward to by SSI employees as well as their families. Such events have helped to enhance family bonds as well as to foster 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 development of society. Social responsibility of each individual and of the entire organization is always upheld and encouraged by the Management.

In addition, SSI applies a humanitarian policy of flexible working time to support female employees with small children so that they can devote entirely to the company.

The Company also tries to create working environments and fair development opportunities between male and female staffs. SSI still maintains a gender balance between male and female employees. 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 can the desirable performance be achieved. Job sharing and backup personnel in cases of employees on sick leave, maternity, caring for sick family members are positively engaged by both leaders and employees.







Health care and safety for staffs

Besides its full compliance with the health insurance policy specified in the Labor Code, the Company continued to provide additional health and accident insurance so that its staffs can be completely devoted to the company. This also helps to lighten their financial burden in case of health problems, etc. SSI always selects and partners with prestigious and professional insurance agents to arrange additional insurance for its employees and their relatives.

Regular medical checkups are conducted by reliable and renowned health-care facilities to monitor employees' health and detect any problems for early intervention. Health-related information is tracked over years and used as input to design relevant additional health insurance schemes for employees.

The Company continued to pay keen attention to the staff's health. 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. On a quarterly basis, the Company held counseling programs with the participation of experts and doctors to enhance health care knowledge for employees. Health care newsletters are also prepared by experts and circulated in a timely manner to give alerts on seasonal disease outbreak and precautions while taking medicine to help employees maintain good health of themselves and their family.

Sports and physical fitness activities are encouraged and facilitated by the Board of Management via financing and organization of clubs like yoga, zumba, soccer and table tennis tournaments among the company and with other companies, etc. The activities are well organized and help employees stay well, refresh and feel a stronger sense of bonding the the team.

SSI regularly practices scheduled fire drills at its branches/ transaction offices to heighten awareness of safety in case of fire. While improving and upgrading its facilities, SSI devoted much attention to installing, testing and carrying out routine maintenance of the fire protection and control system to ensure the safety of its employees. For workspace inside office buildings, the Company strictly conforms to general regulations on fire prevention and control established by the properties' management.

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 BOD and the CEO to help employees understand and act towards such common goals. Individual or organizational achievements are honored internally to spread the pride among all SSI members, thereby encouraging further efforts.

In 2017, 5-year development strategy meeting was held in the form of presentation and reviewing the plan, helping each department improve their proactiveness and also understand other departments and company's development path. It is followed by the internal meeting of each Unit/ Department in order to share information seamlessly, inspire and motivate all employees.

With regards to achievements made by departments as well as individuals, internal greeting message is given out to contribute to increase employees' pride, encouraging further efforts from the whole company to achieve even higher results.

SSI also attaches importance to regular communication between the Management and Staffs so that the whole company is heading together toward the same direction. Performance assessment results are also discussed openly between employees and their line managers in order to reach mutual understanding and a better picture objectives and level of achievement.





HR INFOMATION FOLLOWING GRI STANDARDS

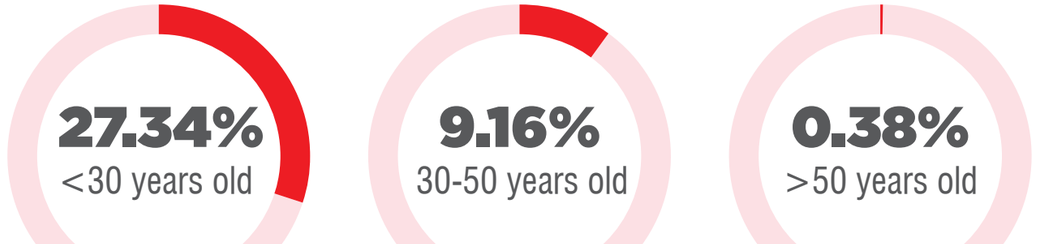
Average employee in 2017 **797.25**

GRI 401: EMPLOYMENT

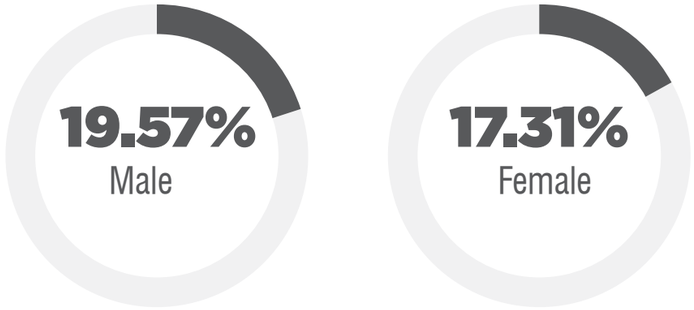
GRI 401-1: New Employees hires and employee turnover

Number of New Employee **294** ratio: **33.68%**

By age group

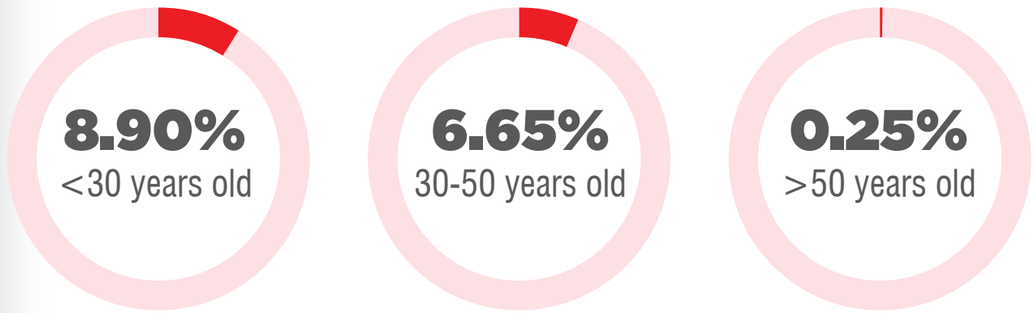


By Gender

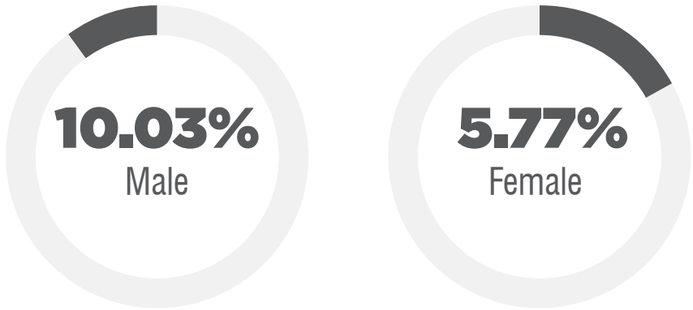


Number of Employee turnover **126** ratio: **15.8%**

By age group



By Gender



GRI 401-2: Benefits provided to full-time empoyees

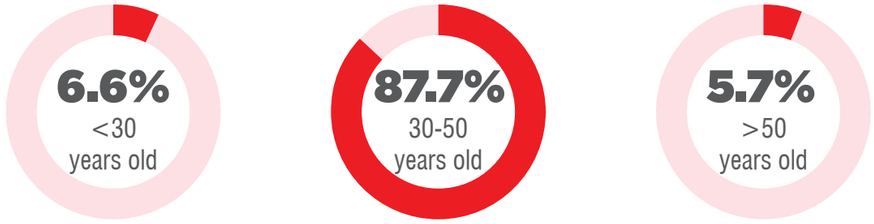
THE SOUTH	CASH **28,414,083,540** VND	
	ESOP **3,516,000** SHARE	
THE NORTH	CASH **29,332,596,524** VND	
	ESOP **6,484,000** SHARE	

GRI 405: DIVERSITY AND EQUAL OPPORTUNITY

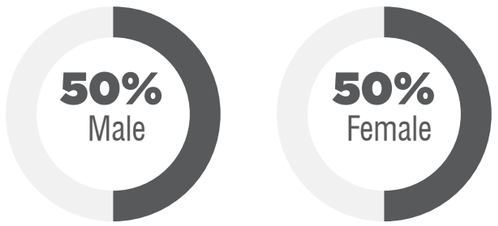
GRI 405-1: Deversity of governance boodies and employees

PC from 51 and above **122**

By Age Group

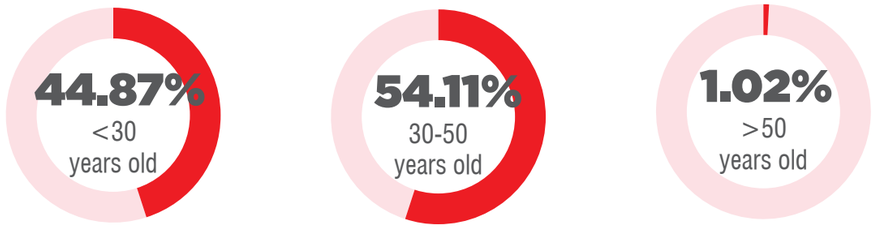


By Gender

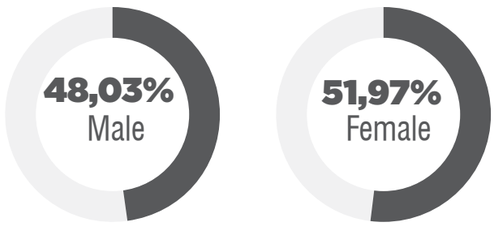


Total Employee **887**

By Age Group



By Gender



GRI 405-2: Ratio of basic salary and remuneration of woman to men

Total basic salary **144,939,759,555** VND



Total remuneration **375,003,139,961** VND





CONTRIBUTION TO THE COMMUNITY

GRI 203: INDIRECT ECONOMIC IMPACTS

GRI 413: LOCAL COMMUNITIES

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

School building projects

Since 2007, SSI has built 10 schools in the Northern region to assist with the development education therein. The school are all located in key areas to which students have better access.

On a yearly basis, SSI visits the schools and provides timely funds for expansion so that continued schooling can be provided for the country's future generations.

In the case of Bac Ha Lower and Upper Secondary High Boarding School for Ethnic Minorities alone, after launching in 2010, the number of students at the school has increased and stabilized, thus making continued contributions to education development.

School year	Number of students	% change in the number of students	Rate of success in exam for entrance into vocational training schools	Note
	Students	%	%	
2009-2010	422		82%	36 students of 12th grade
2010-2011	455	107.82%	91%	35 students of 12th grade
2011-2012	490	107.69%	100%	70 students of 12th grade
2012-2013	489	99.80%	100%	69 students of 12th grade
2013-2014	489	100.00%	100%	69 students of 12th grade
2014-2015	491	100.41%	100%	70 students of 12th grade
2015-2016	487	99.18%	100%	70 students of 12th grade
2016-2017	487	100.00%	100%	70 students of 12th grade

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 the financial market.

SSI defines a developed society as a society based on knowledge and kindness. The company and the NDH Scholarship Foundation continued to award scholarships to needy students with excellent academic performance. 30 selected students from Foreign Trade University, Banking Academy, University of Science, Hanoi Medical University, Hanoi Law University and Academy of Finance continued to be granted scholarships to pursue their career orientations. They will contribute to the development of society with their knowledge and will, in their turn, support other needy people like themselves, thanks to which kindness will be spread to later generations.

Talent development and engagement

In 2017, SSI supported many programs hosted by students studying in the US to help them develop into outstanding human resources for Vietnam in the future. In addition to the funding of community engagement exchanges and activities held by Vietnamese students in the US, SSI also provided funds and sent its senior managers to panel discussions on career orientation in order to equip the youngsters with the right perception of career choices.

Keeping up with the trendy start-up movement, SSI undertook a role of judge at business ideas contest where it can contribute certain business experiences.

Education support for disadvantaged areas

SSI paid special attention to fostering education in difficult areas in its wish to contribute to nurturing future generations for the country. In 2017, the Company collaborated with medical practitioners at Cardiovascular Department - Bach Mai Hospital and Cardiovascular Center - Hanoi Medical University Hospital to give gifts and school supplies as well as perform medical examination and deliver free medicine to 1,195 pupils at nursery, primary and secondary schools in Hong An and Xuan Truong villages, Bao Lac rural district, Cao Bang province. SSI also donated 3.3 tons of rice and 336 liters of fish sauce to boarding and day-boarding schools of these two communes to ease difficulties of teachers and students there.

Additionally, the company coordinated with the People's Public Security Newspaper to present 100 bicycles to disadvantaged children in Thai Binh province, which helped to keep them motivated in their study.

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.

In 2017, SSI helped the village of My Hanh Nam, Duc Hoa Rural District, Long An Province achieve one of the key objectives put forward in the National Target Program on New Rural Development by funding VND1 billion to concrete all pathways and roads within the area.

By the end of the year, 2,519 meters out of 4,567 meters of planned pathways were concreted, fulfilling 55.2%. The completion rates were 54.9% for Ap Moi 1, 54% for Ap Moi 2 and 60% for Ap Giong Lon. The newly concreted roads are expected to bring about the convenience of inter-communal transportation as well as easy access from/to the surrounding areas, thereby promoting economic and cultural development of the village.

In the past year, SSI also supported activities of the Fund for Children with Disabilities of Vietnam with an aim to improving the lives of disadvantaged children. It can be said that support to the development of younger generation is always a top priority in SSI's community activities, and special attention has been paid to create better living and study conditions for disadvantaged children to keep them motivated.

SSI also continued to follow up its sponsorship projects from the previous years.

SSI started a project to donate livestock and poultry to 50 poor and near poor households in Vinh Thach village, Vinh Linh rural district, Quang Tri province in 2013. After 4 years, the original quantity of 100 cows, 40 pigs, and 3,000 chickens, being reared with good care, saw a multifold increase and generated considerable income therefrom, contributing to the economic development of the village.

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.



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