

KB SECURITIES VIETNAM



Key contents

01

Overview on KB Financial Group
(KBFG)

02

Overview on KB Securities
(KBS)

03

About KB Securities Vietnam
(KBSV)

Overview on KB Financial Group



At a Glance

KB Financial Group (“KBFG”) is the leading financial institution with the largest customer base and the most extensive branch network in Korea. The Group has solid and strong financial capacity and retains a strong brand loyalty of clients.



History

KBFG began as a bank and has established various business lines through M&A. It's expanding business with the global presence

2016

- Merged between KB Investment & Securities and Hyundai Securities
→ KB Securities (Dec, 2016)
- Acquired Hyundai Securities (May, 2016)

2011-2016

- Acquired LIG Non-life Insurance
→ KB Insurance (2015)
- Acquired Woori Financial
→ KB Capital (2014)
- Established KB Savings Bank (2012)
- Spin off KB Kookmin Card (2011)
- KB Futures merged into KB Investment & Securities (2011)

2008-2011

- **Established KB Financial Group (2008)**
- Acquired Hanuri Investment & Securities
→ KB Investment & Securities (2008)

2001-2008

- Established KB Life (2004)
- Established KB Asset Management (2004)
- Listed on NYSE (2001)
- KB and HCB merged into KB Kookmin Bank (2001)

1998-2001

- Merged Korea Long Term Credit Bank (1998)
- Acquired Dongnam Bank (1998)
- Acquired Daedong Bank (1998)

1963-1998

- Established Housing & Commercial Bank (HCB) (1967)
- Established Kookmin Bank (KB) (1963)

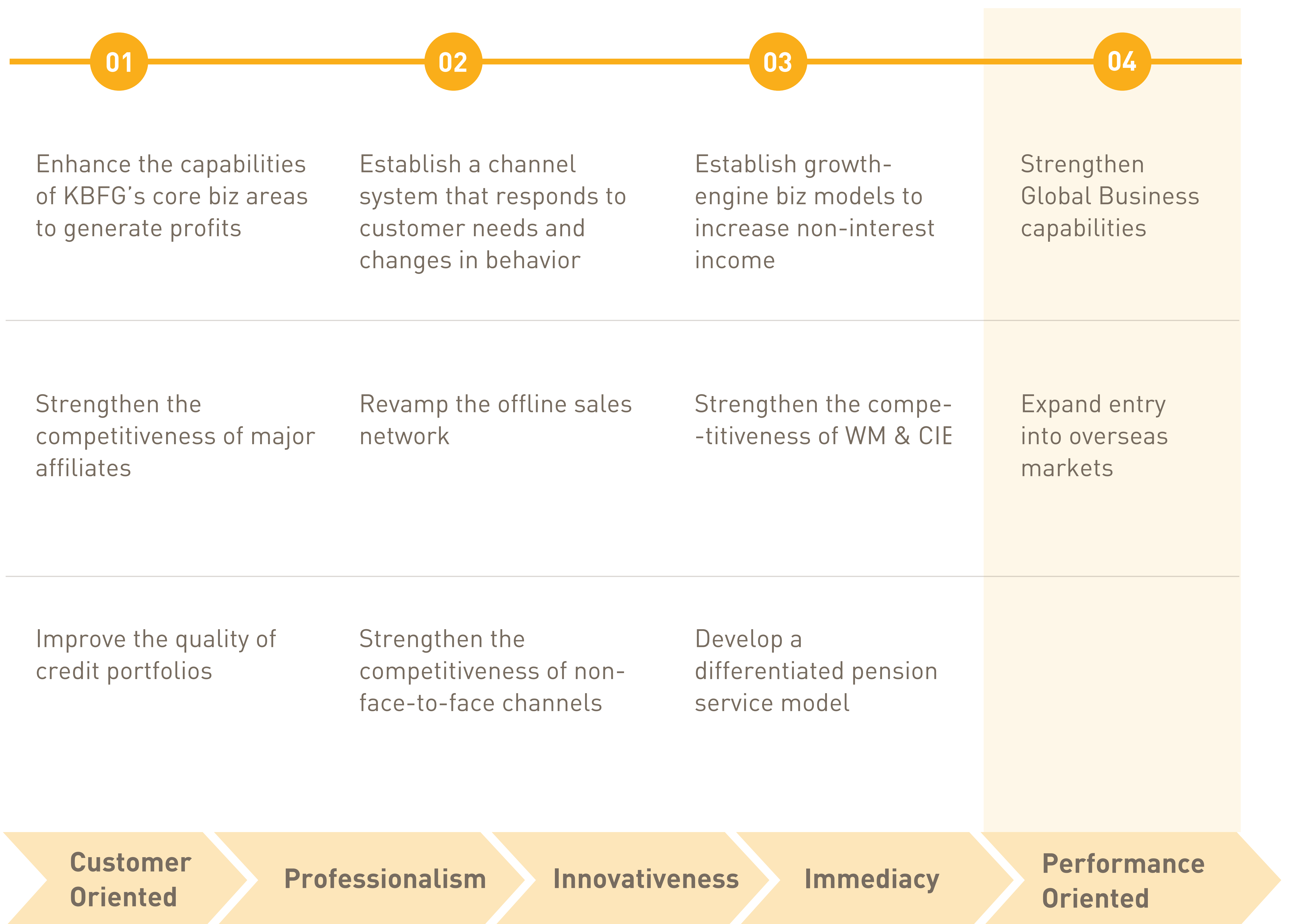
Vision & Strategy

Vision

Aspiring toward becoming “Asia Top 10, Global Top 50” under the vision of “Global financial group leading the Asia financial industry”, KBFG has launched phase-by-phase strategy goals and strategic directions.

Global Financial Group Leading Asia Financial Industry

Lay the foundation to become a leading financial group by securing differentiated competitive advantages.



Group's Affiliates



Subsidiaries	Total Assets (\$bn)		Total Equity (\$bn)		Profit (\$mn)	
		Proportion (%)		Proportion (%)		Proportion (%)
KB Kookmin Bank	319.85	74.51%	23.89	65.17%	2,024.37	69.97%
KB Securities	40.39	9.41%	4.01	10.93%	160.26	5.54%
KB Insurance	31.17	7.26%	3.13	8.54%	235.01	8.12%
KB Kookmin Card	18.39	4.28%	3.55	9.67%	256.81	8.88%
KB Life Insurance	8.67	2.02%	0.49	1.35%	13.28	0.46%
KB Asset Management	0.22	0.05%	0.13	0.36%	35.47	1.23%
KB Capital	8.53	1.99%	0.89	2.44%	100.30	3.47%
KB Savings Bank	1.24	0.29%	0.18	0.49%	9.87	0.34%
KB Real Estate Trust	0.26	0.06%	0.21	0.58%	42.12	1.46%
KB Investment	0.47	0.11%	0.13	0.38%	13.02	0.45%
KB Credit Information	0.02	0.01%	0.01	0.04%	0.17	0.01%
KB Data System	0.03	0.01%	0.01	0.04%	2.64	0.09%

As of December 31st, 2018

World Ranking & Capital Ratio

KBFG maintains the strongest capital base among Korean financial groups, which could contribute to step forward securing competitive advantages in future growth industries.

Rank*		Institution	Tier1 Capital (\$bn)	BIS Capital Ratio (%)	Total Assets (\$bn)
World	Domestic				
59	1	KB Financial Group	29.01	15.23	408.01
66	2	Shinhan Financial Group	25.85	16.31	398.23
79	3	Hana Financial Group	21.15	14.97	336.37
89	4	Woori Financial Group	17.86	15.40	295.46

*In terms of Tier1 capital <The Banker TOP 1000 WORLD BANKS (2018)>



Global Network¹⁾

KB Kookmin Bank, KB Securities, KB Insurance, KB Card and KB Capital reach 34 overseas networks in 13 countries across Asia, Europe, Oceania, and North America.



KB Kookmin Bank

Type	Location	Total Assets (\$mn)
Subsidiaries (4)	London, England	472
	Phnom Penh, Cambodia (3) ³⁾	124
	Beijing, China (5) ³⁾	1,877
	Yangon, Myanmar (MFI) (1) ³⁾	10
Branches (5)	Tokyo, Japan	307
	Hong Kong, China	1,229
	Auckland, New Zealand	302
	New York, USA	1,060
	Hochiminh, Vietnam	473
Rep. offices (3)	Hanoi, Vietnam	-
	Gurgaon, India	-
	Yangon, Myanmar	-

KB Capital/KB Card

Type	Location	Total Assets (\$mn)
Subsidiaries (1)	Vientiane, Laos ²⁾	10

- 1) As of December 31st, 2017
 2) KB Capital owns 59%, KB Card owns 21%
 3) Numbers of branch in the Subsidiary

KB Securities

Type	Location	Total Assets (\$mn)
Subsidiaries (3)	New York, USA	15
	Hong Kong, China	98
	KB Securities Vietnam (4) ³⁾	99
Rep. offices (1)	Shanghai, China	-

KB Insurance

Type	Location	Total Assets (\$mn)
Subsidiaries (3)	Jakarta, Indonesia (2) ³⁾	26
	New Jersey, USA	4
	Nanjing, China (1) ³⁾	104
Branches (1)	New Jersey, USA	274
Rep. offices (3)	LA, USA	-
	Hanoi, Vietnam	-
	Hochiminh, Vietnam	-

KB Asset Management

Type	Location	Total Assets (\$mn)
Subsidiaries (1)	Singapore	61

Overview on KB Securities



“KB Securities begins the journey as a leading investment bank”

A core member of KB Financial Group, the leading financial group in Korea

KB Securities, established by the merger of KB Investment & Securities and Hyundai Securities, started in 2011 as a core affiliate of KB Financial Group.

The newly established KB Securities is secured with a higher credit rating and financial stability and is equipped with stronger growth engine by creating synergy with KB Financial Group.

A leading securities company in Korea with the best expertise

KB Securities has maintained a balanced business portfolio in all business lines by combining the competency of Wealth Management, Sales Trading, Investment Banking and the Institutional Clients.

As the 3rd largest securities company with equity capital of approximately USD 4 billion, KB Securities will become a leading brokerage firm in Korea providing more specialized investment solutions.

Providing best investment solutions for customers

As a ‘lifelong investment partner’, KB Securities provides the best service and investment solutions for customers through its large branch networks and online service in Korea.

Brokerage

Wealth
Management

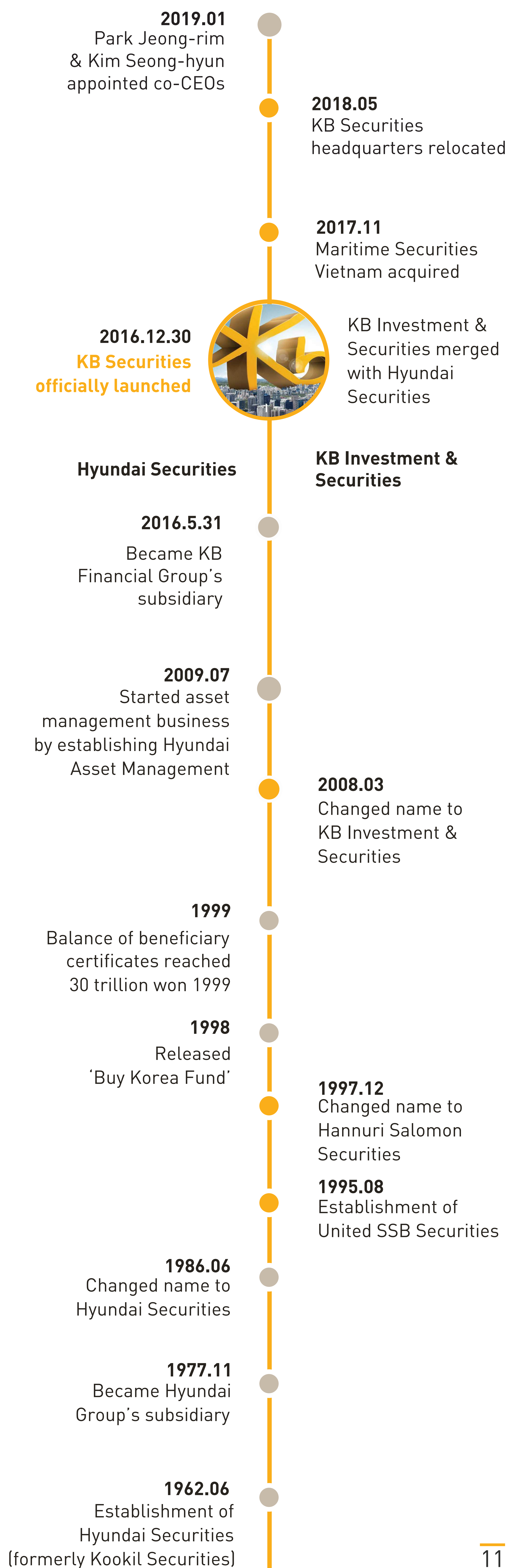
Investment
Banking

Sales &
Trading

Overview & History

CEO	Mr. Kim Seong-huyn & Mrs. Park Jeong-rim
Headquarter	50, Yeouinaru-ro, Yeongdeungpo-gu, Seoul, Korea
Networks	118 branches & sub-branches
Number of employees	2,832
Number of clients	3.95 million
Total client assets	120.77 billion USD
Stock issued	298,620,424 (100% owned by KB Financial Group)

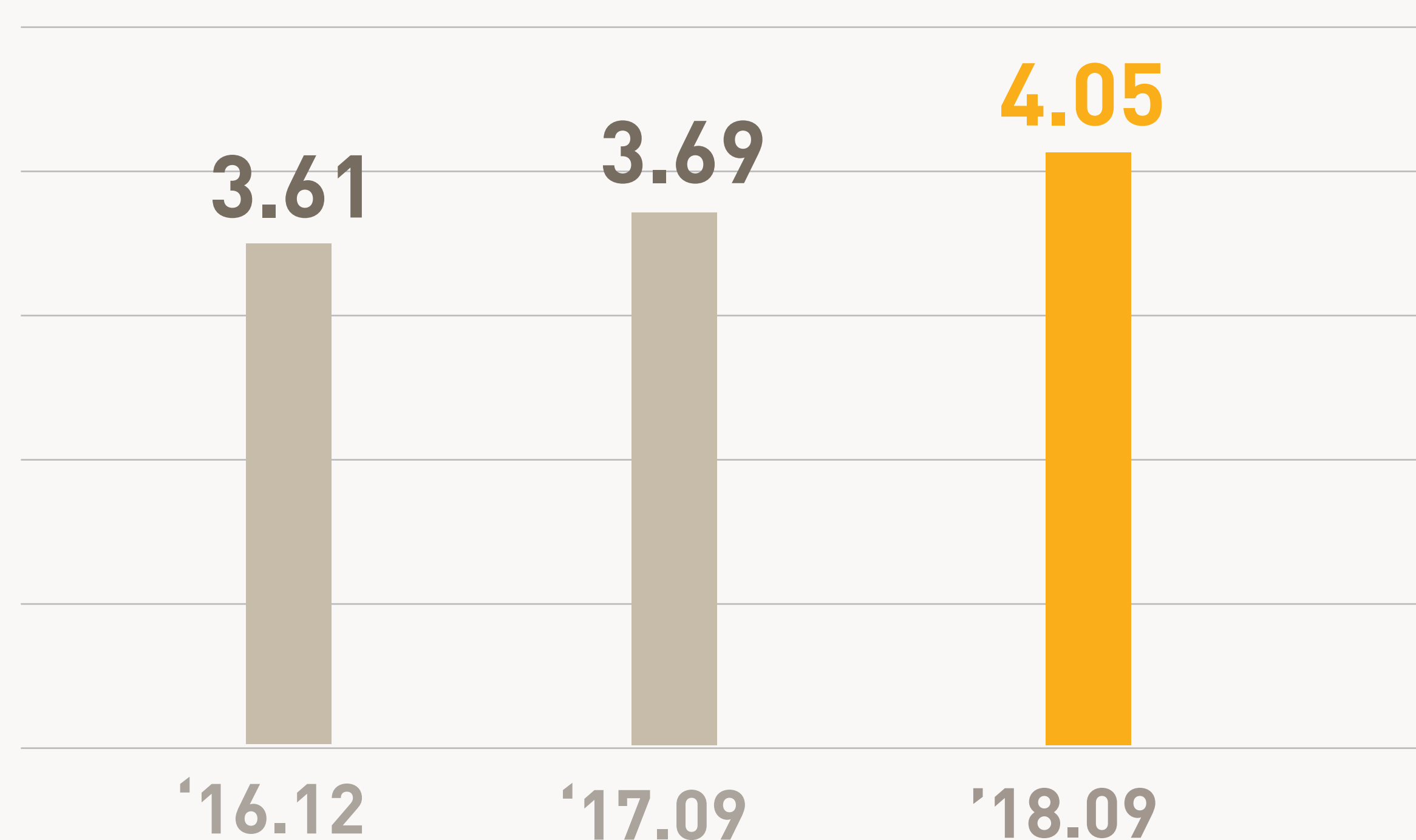
As of January 2019



Business Highlights

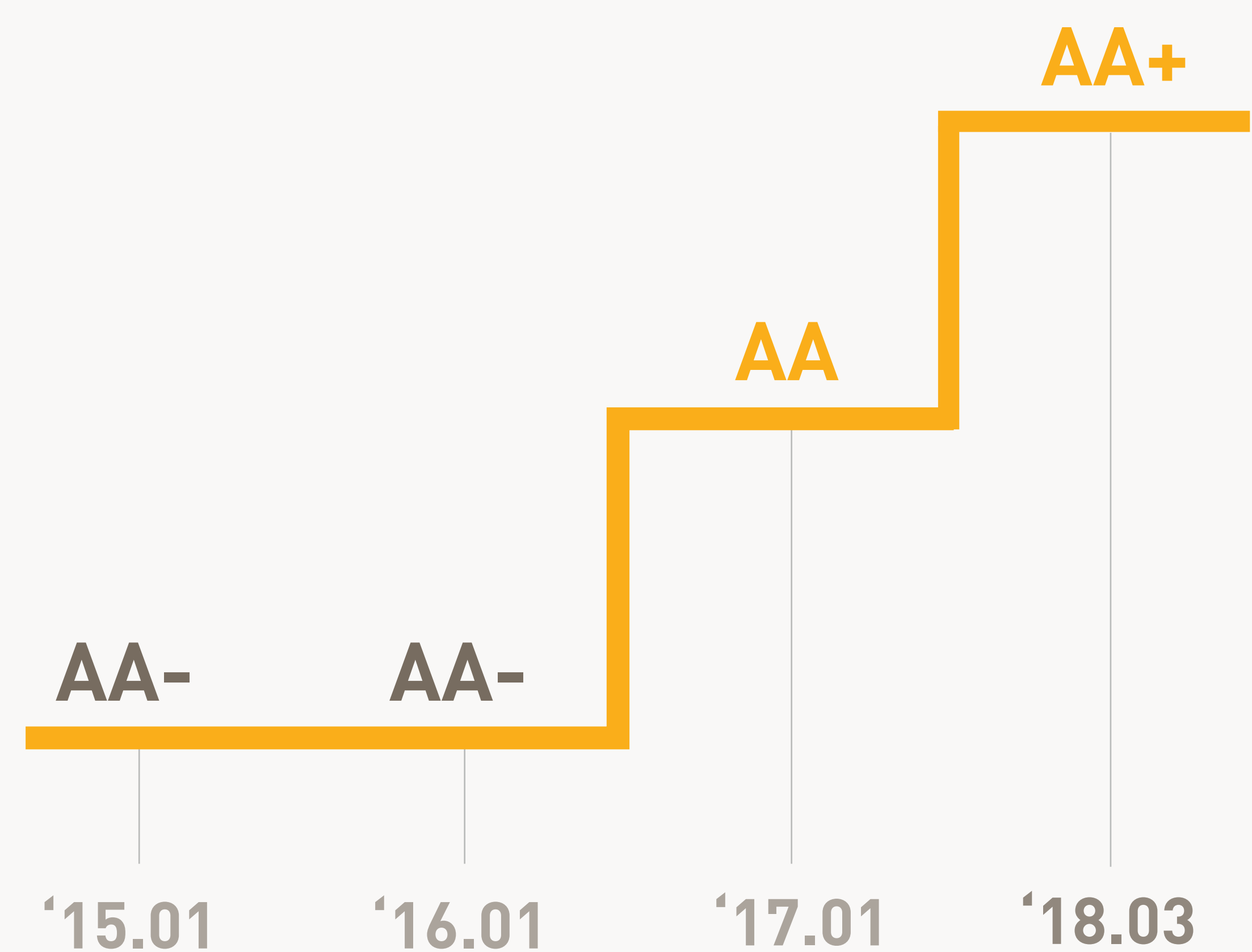
KB Securities strengthens its business with equity capital of approximately USD 4 billion by creating synergy with KB Financial Group.

Equity Capital of 4 billion USD



Top 3 investment bank in Korea

Credit Rating of AA (stable)



Credit Rating revised up after becoming KB Financial Group's subsidiary

Client Satisfaction Management

Awarded Client Satisfaction Management Grand Prize for **13 consecutive years** - The Korea Economic Daily (2007 -2019)

Client focused company

Overwhelming Competitiveness in Investment Banking

Ranked 1st by Bloomberg in underwriting and arranging corporate bonds and ABS for **6 consecutive years**

Ranked 1st in 2017 DCM League Table released by The Bell

No.1 IB house, KB Securities

Mission, Vision & Core Value

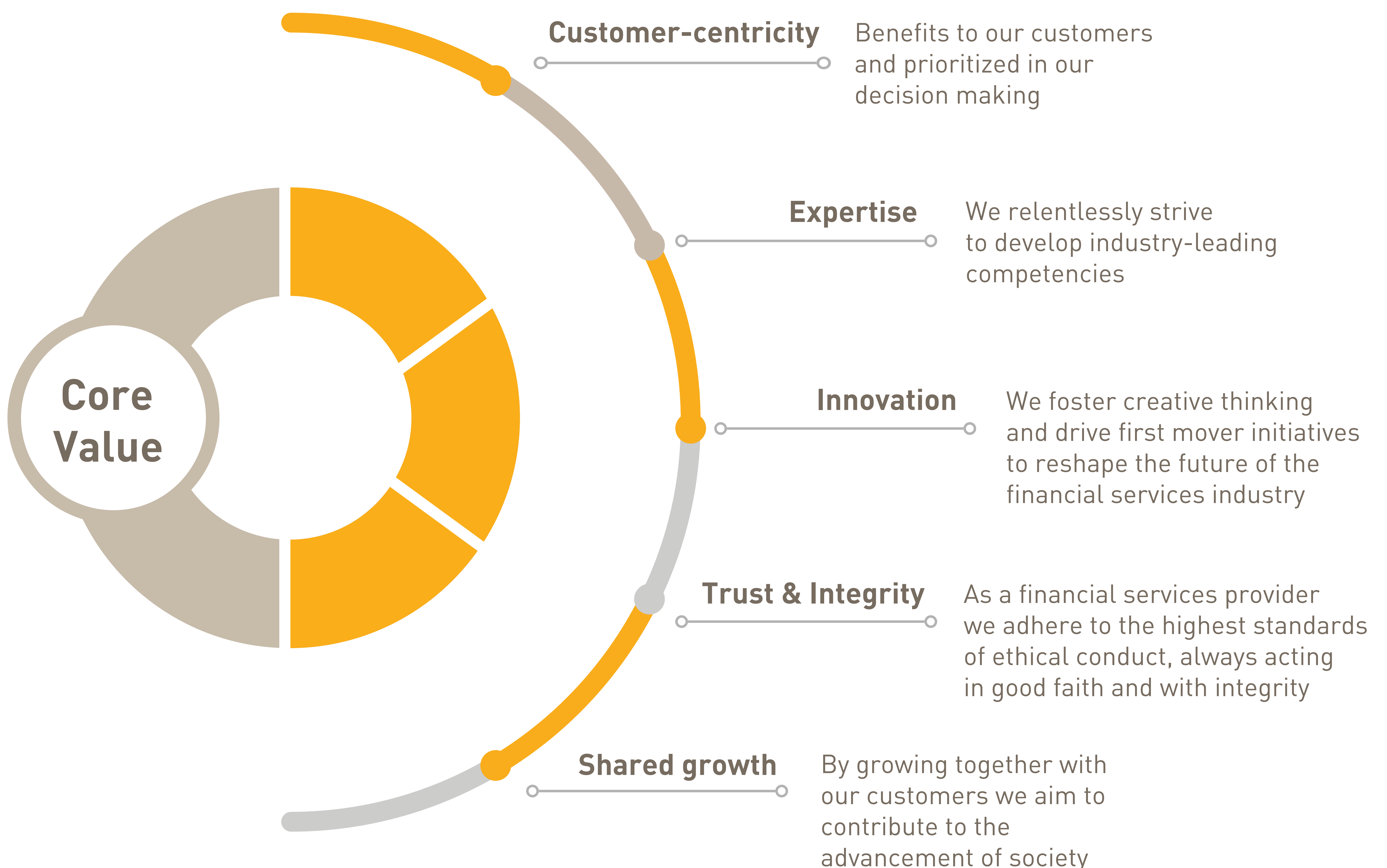
► Mission

KB Securities aims to deliver financial services that bring happiness and well-being to our customers and society.

► Vision

Our goal is to become a lifelong financial group by leading innovation that shift the financial paradigm with our best professionals

“KB Securities aims to grow into a life-long investment partner for customers while achieving major innovations based on industry-leading expertise”



About KB Securities Vietnam (KBSV)



Overview

AT A GLANCE

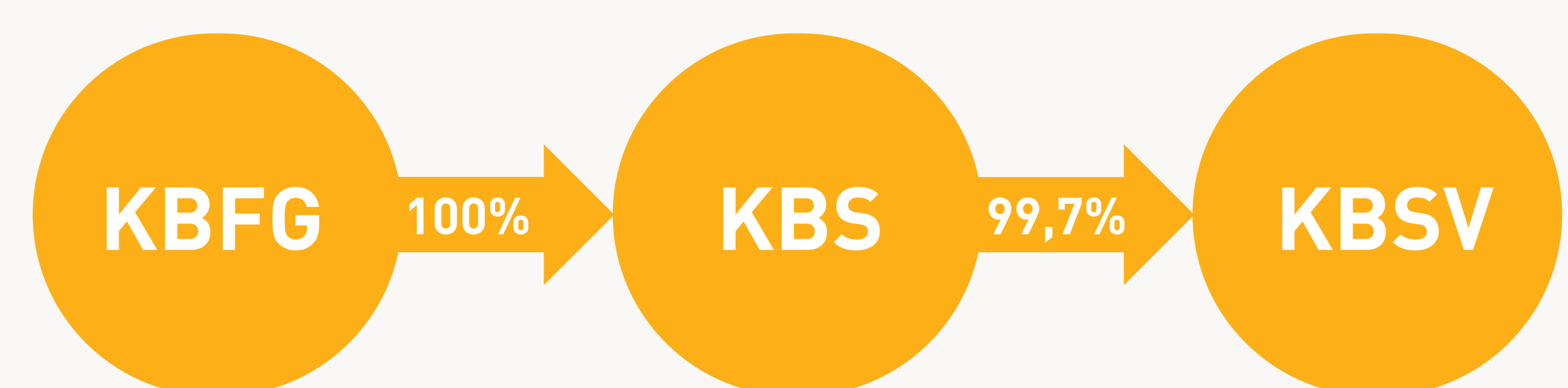
KB Securities Vietnam Joint Stock Company (KBSV) is a member of KB Securities Co.,Ltd and KB Financial Group (Korea). Aspiring to be one of the Top tier Securities companies in Vietnam, KBSV is constantly innovating to create an excellent trading platform for individual/institutional investors and to bring the best business solutions for corporate clients.

HISTORY

- 2019**
 - May 2019: Deploy derivative securities
 - Feb 2019: KBSV officially completed raising chartered capital for the second phase to VND 1,675 billion and become 1 of 10 securities companies with largest chartered capital
 - Jan 2019: Opened Sai Gon Branch
- 2018**
 - Dec 2018: KB Securities increased its chartered capital to VND 1,107 billion
 - Jan 2018: Renamed to KB Securities Vietnam (KBSV)
- 2017**
 - Oct 2017: MSI became a member of KB Securities and KB Financial Group (Korea)
- 2015**
 - August 2015: Renamed the company as Maritime Securities Incorporation (“MSI”)
 - Became a Top 10 broker in listed stock at HNX and UPCOM and Top 10 broker in listed bond at HSX.
 - Awarded a winner by Vietnam M&A Forum for Outstanding M&A advisor.
- 2008**
 - Officially started operations in June 2008 under the old name of Standard Securities Joint Stock Corporation (“SSJ”)

FINANCIAL POINTS

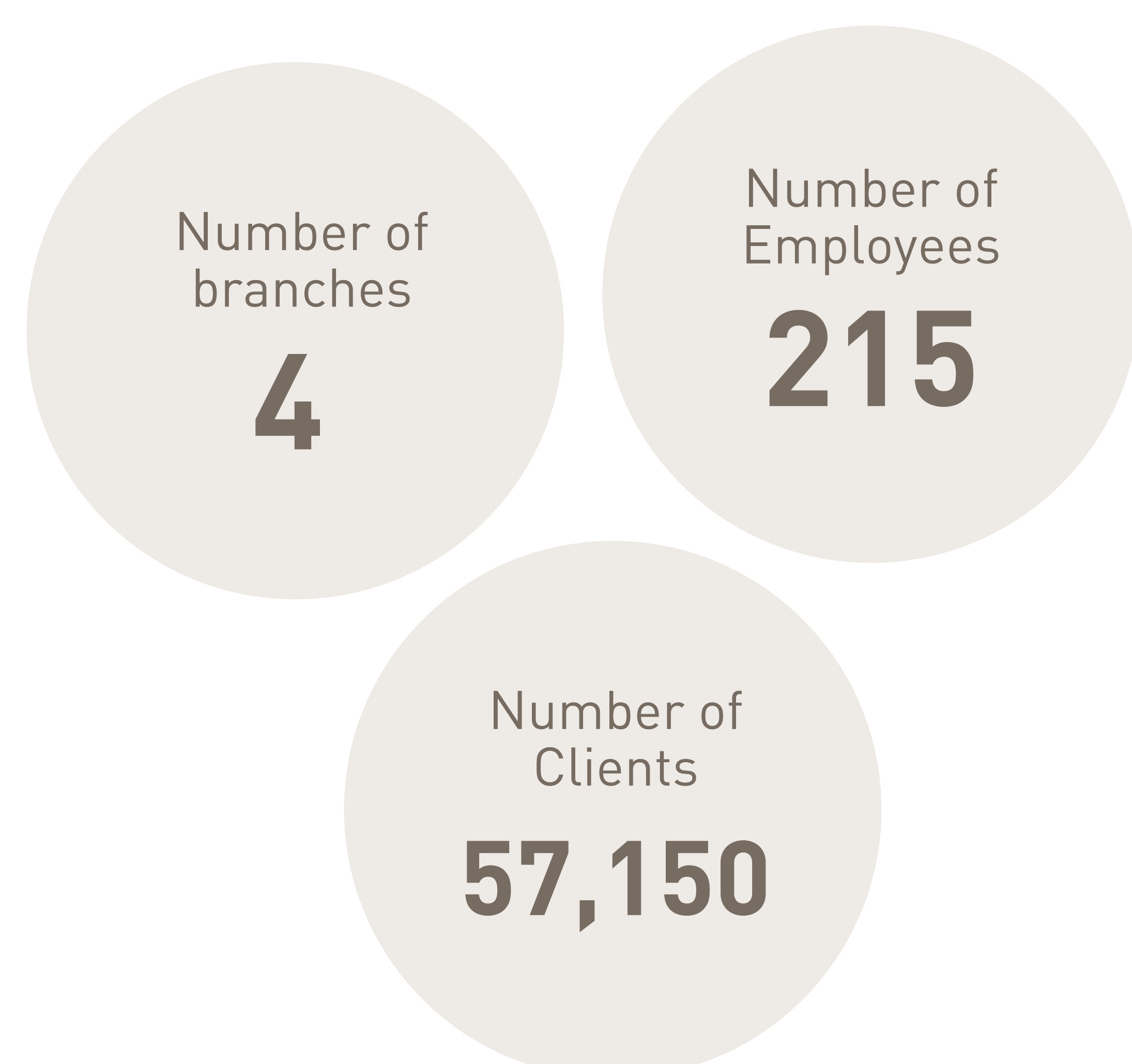
Shareholder



Owner's Equity: 83.8 \$mn

Total Asset: 121 \$mn

NETWORK & CLIENTS



Products & Services

Brokerage services

(Individual & Institutional Clients)

- Equity, derivative trading platform
- Advisory service
- Block trade, OTC quotation service
- Margin lending for trader
- Securities depository service

Wealth management

- Stock saving plan
- Financial planning
- Fixed income
- Mutual funds

Derivative

- Derivative trading platform
- Trading advisory
- Market's information



Capital Markets

- Public offering (Initial and follow-on)
- Private placements
- Loan arrangements
- Underwriting

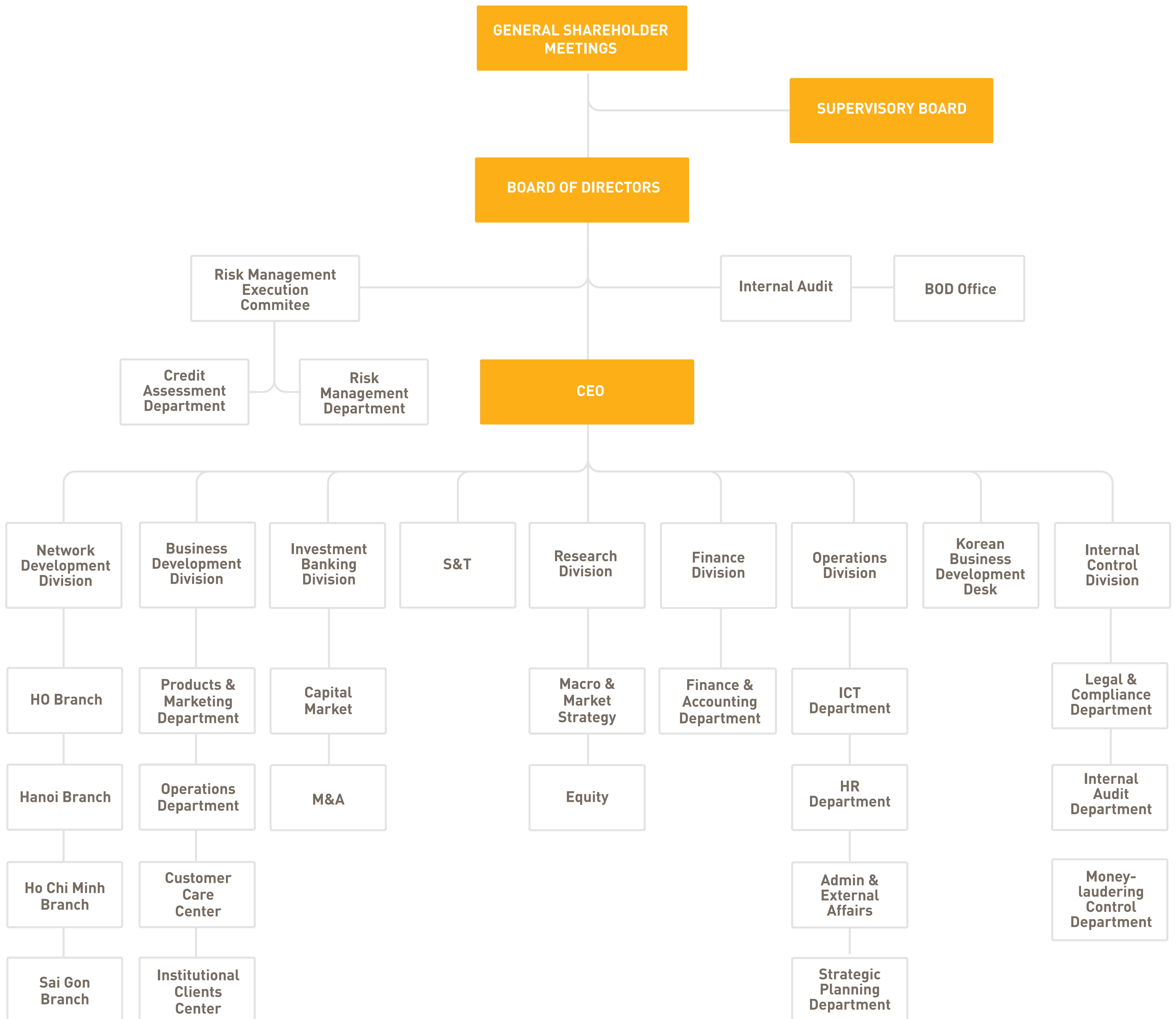
M&A services

- Strategy formulation
- Target screening & evaluation
- Fairness opinion & deal negotiation
- Deal execution

Sales & Trading

- Asset and Liability management for whole company
- Develop and sale treasury products to individuals, corporates, banks, and off-shore investors
- Trade commercial papers for ALM and Profit centre
- Corporate bond issuance

Organization chart



Key financials

Unit: USD

ASSETS	31-Dec-17	31-Mar-19
CURRENT ASSETS	29,621,532	115,532,809
Cash & Cash equivalents	5,426,745	5,497,648
Short-term financial investments	547,056	24,338,128
Customer loans	23,282,302	81,757,493
Current receivables	373,727	3,574,036
Other current assets	183,727	364,504
NON – CURRENT ASSETS	995,839	2,027,546
Fixed assets	995,839	895,290
Other non – current assets	-	1,132,256
TOTAL ASSETS	30,808,820	117,560,355

LIABILITIES AND OWNERS' EQUITY

LIABILITIES	8,634,538	33,525,512
Current liabilities	8,634,538	26,119,994
Bank loans	5,969,163	23,752,150
Other current liabilities	2,665,375	2,367,844
Non - Current liabilities	-	7,405,518
OWNER'S EQUITY	22,174,282	84,034,843
Owner's Equity	22,174,282	84,034,84
Chartered capital	13,215,859	72,826,996
Financial reserves	825,402	902,036
Retained earnings	8,133,021	10,305,811
TOTAL LIABILITIES AND OWNERS' EQUITY	30,808,820	117,560,355

Board of Directors

Mr. Park Chun Soo - Chairman

Mr. Park Chunsoo is currently Managing Director of KB Securities, Korea. Mr. Park graduated in International Economics from Seoul National University, Korea in 1995. Mr. Park has joined KB Financial Group for many years and has extensive experience in various positions in the Group as well as its subsidiaries such as KB Bank, KB Investment & Securities.

Mr. Park Chun Soo has assumed the BOD Chairman position of KB Securities Vietnam Joint Stock Company since 24/03/2018

Mr. Yoon Bob Nyol – Member of BOD

Mr. Yoon Bob Nyol is currently a Director of KB Securities Korea. Mr. Yoon held a PhD candidate of Law, Seoul National University, Korea in 2007. Mr. Yoon also held a MBA of Business Administration of Yonsei University, Korea in 2012. Mr. Yoon has joined KB Securities from 2008.

Mr. Yoon Bob Nyol officially became a member of Board of Directors (BOD) of KB Securities Vietnam Joint Stock Company since 24/03/2018.

Mr. Oh Cheolwu – Member of BOD

Mr. Oh Cheolwu is currently Director of KB Securities Korea. Mr Oh graduated in Economics from Seoul National University, Korea in 1999. Prior to joining KB Financial Group, Mr Oh held the leadership position at Daewoo Securities Korea for 16 years.

Mr. Oh Cheolwu officially became a member of the BOD of KBSV since 24/03/2018.

Mr. Chun Byoung Jo - Member of BOD

Mr. Chun Byoung Jo is the Chairman cum CEO of KB Korea Securities Company from 2017 to the end of 2018. Before that, from 1986 to 2008, Mr. Chun held high-level positions in the Ministry of Finance & Economy and key Korean government offices with the highest position of the General Director. Mr. Chun was the Executive Director in charge of Investment Banking at NH Investment and Securities Company, Daewoo Securities. In 2013, Mr. Chun held as Vice President and CEO of KB Korea Investment and Securities Company. Mr. Chun is a PhD in Business Administration at the University of Iowa.

In January 2019, Mr. Chun became a member of the Board of Directors of KB Vietnam Securities Joint Stock Company.

Mr. Nguyen Duc Hoan - Member of BOD

Mr. Nguyen Duc Hoan is an experienced financial professional with 20 years in the financial market. He has eight years working with Barclays Bank in London (UK) and four years as the head of fixed income trading at Maritime Bank, one of the Top 5 private commercial banks in Vietnam.

He is CEO of Trust Principle Fund Management Company (TPF), managing accounts for number of institutional clients including Maritime Bank and other financial institutions. TPF is a major shareholder and has been working with KBSV in a number of landmark investment banking deals.

Since 24th March 2018, he has taken a new role as a member of BOD of KBSV.

Our Partners & Clients



Contact us



Headquarter in Hanoi

A Level G, 2 & 7, Sky City Tower, 88 Lang Ha,
Dong Da District, Hanoi
T (+84) 24 7303 5333
F (+84) 24 3776 5928
W www.kbsec.com.vn
F www.facebook.com/kbsec.com.vn

Ho Chi Minh City Branch

A Level 2, TNR Tower Nguyen Cong Tru,
180-192 Nguyen Cong Tru, District 1, Ho Chi
Minh City
T (+84) 28 7303 5333
F (+84) 28 3914 1969

Hanoi Branch

A Level 1, Office Building, 5 Dien Bien Phu, Ba
Dinh District, Hanoi
T (+84) 24 7305 3335
F (+84) 24 3822 3131

Sai Gon Branch

A Level 1, Saigon Trade Center, 37 Ton Duc
Thang, Ben Nghe Ward, District 1, Ho Chi
Minh City
T (+84) 28 7306 3338
F (+84) 28 3910 1611

