



# KB SECURITIES VIETNAM



# Key contents

01

Overview on KB Financial Group  
(KBFG)

02

Overview on KB Securities  
(KBS)

03

About KB Securities Vietnam  
(KBSV)

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# Overview on KB Financial Group



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# 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)

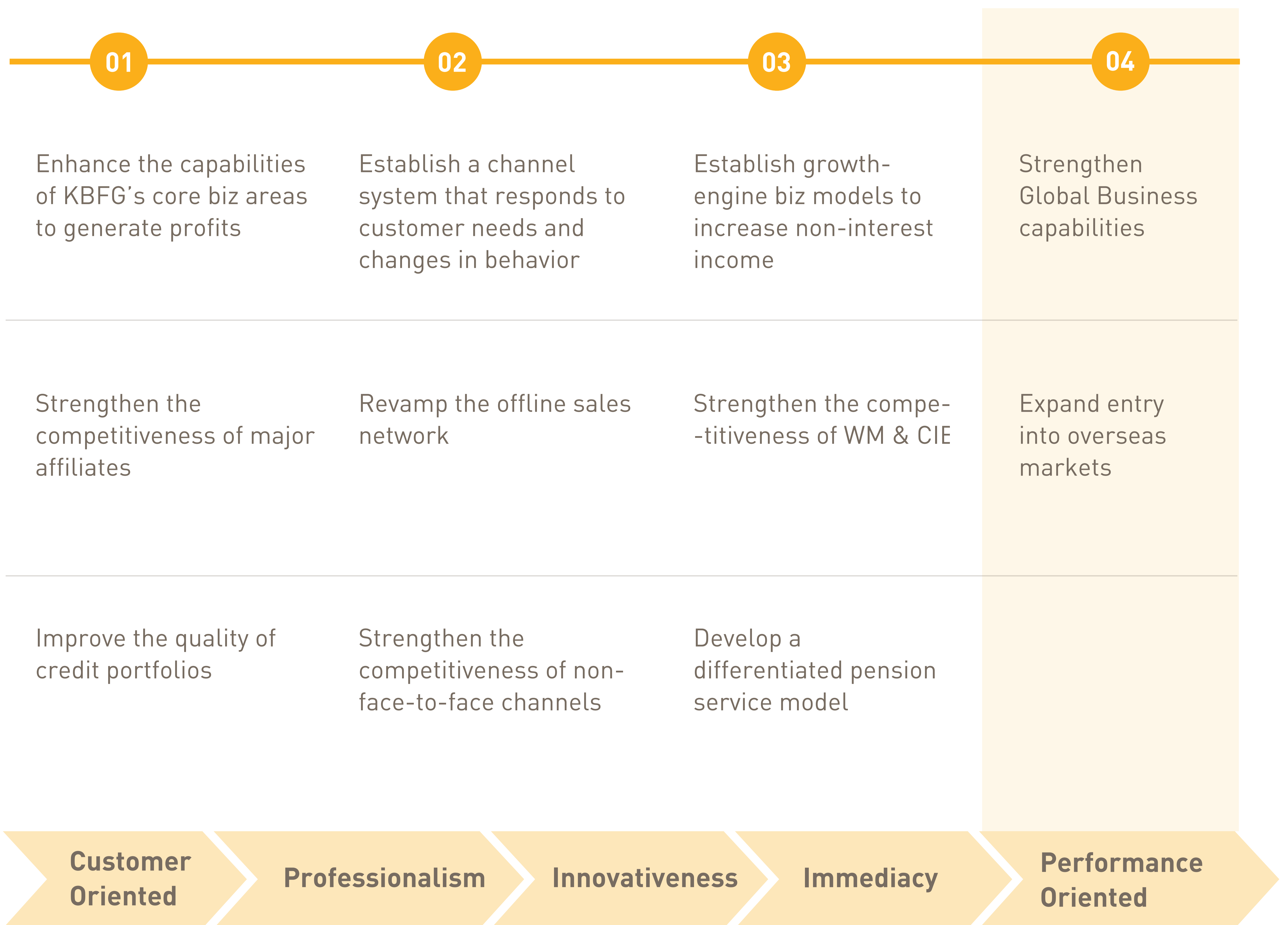
# Vision & Strategy

# 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.

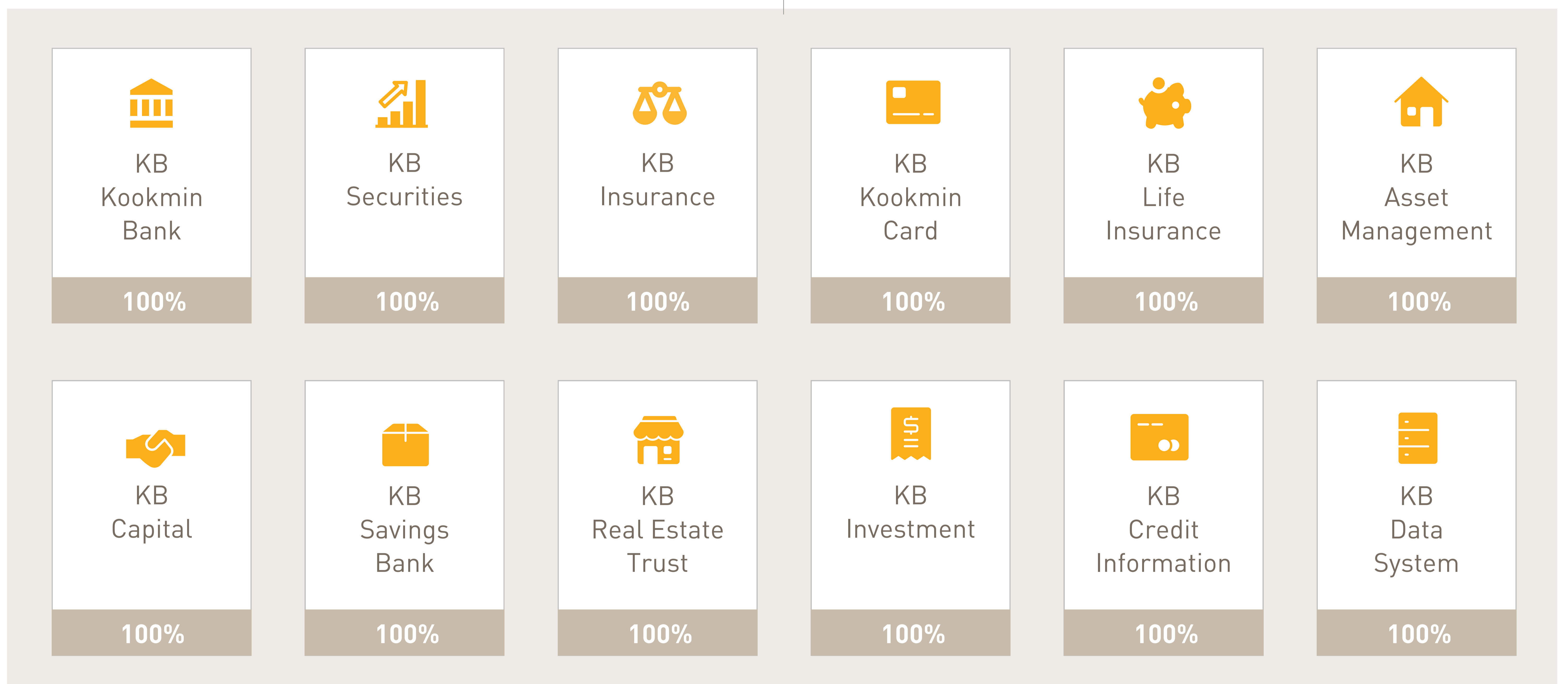
## Global Financial Group Leading Asia Financial Industry

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



# Group's Affiliates

 **KB**  
KB Financial Group Inc.



Subsidiaries	Total Assets (\$bn)		Total Equity (\$bn)		Profit (\$mn)	
		Proportion (%)		Proportion (%)		Proportion (%)
KB Kookmin Bank	319.3	74.51%	23.8	65.08%	1,989.4	68.73%
KB Securities	40.3	9.41%	4.0	10.93%	159.9	5.52%
KB Insurance	31.1	7.26%	3.1	8.54%	234.6	8.10%
KB Kookmin Card	18.4	4.28%	3.6	9.78%	294.4	10.17%
KB Life Insurance	8.7	2.02%	0.5	1.35%	13.2	0.46%
KB Asset Management	0.2	0.05%	0.1	0.36%	35.4	1.22%
KB Capital	8.5	1.99%	0.9	2.44%	100.1	3.46%
KB Savings Bank	1.2	0.29%	0.2	0.49%	9.8	0.34%
KB Real Estate Trust	0.3	0.06%	0.2	0.58%	42.0	1.45%
KB Investment	0.5	0.11%	0.1	0.38%	13.0	0.45%
KB Credit Information	0.02	0.01%	0.01	0.04%	0.2	0.01%
KB Data System	0.04	0.01%	0.01	0.04%	2.6	0.09%

As of December 31<sup>st</sup>, 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	408.02
66	2	Shinhan Financial Group	25.86	14.78	398.23
79	3	Hana Financial Group	21.15	14.97	336.38
89	4	Woori Financial Group	17.86	15.40	295.47

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





# Global Network<sup>1)</sup>

KB Kookmin Bank, KB Securities, KB Insurance, KB Card and KB Capital reach 51 overseas networks in 13 countries across Asia, Europe, Oceania, and North America.



## KB Kookmin Bank

Type	Location	Total Assets (\$mn)
Subsidiaries (3)	Phnom Penh, Cambodia (5) <sup>3)</sup>	176
	Beijing, China (5) <sup>3)</sup>	2,332
	Yangon, Myanmar (MFI) (7) <sup>3)</sup>	19
Branches (8)	London, England	692
	Tokyo, Japan	469
	Hong Kong, China	1,595
	Auckland, New Zealand	301
	New York, USA	993
	Hochiminh, Vietnam	349
	Hanoi, Vietnam	35
	Gurgaon, India	50
Rep. offices (1)	Yangon, Myanmar	-

## KB Capital

Type	Location	Total Assets (\$mn)
Subsidiaries (1)	Vietiane, Laos	66

## KB Kookmin Card

Type	Location	Total Assets (\$mn)
Subsidiaries (1)	Phnom Penh, Cambodia	38
Rep. offices (1)	Yangon, Myanmar	-

## KB Securities

Type	Location	Total Assets (\$mn)
Subsidiaries (3)	New York, USA	15
	Hong Kong, China	102
	KB Securities Vietnam (4) <sup>3)</sup>	99
Rep. offices (1)	Shanghai, China	-

## KB Insurance

Type	Location	Total Assets (\$mn)
Subsidiaries (3)	Jakarta, Indonesia (2) <sup>3)</sup>	26
	New Jersey, USA	4
	Nanjing, China (1) <sup>3)</sup>	98
Branches (1)	New Jersey, USA	251
Rep. offices (3)	LA, USA	-
	Hanoi, Vietnam	-
	Hochiminh, Vietnam	-

## KB Asset Management

Type	Location	Total Assets (\$mn)
Subsidiaries (2)	Singapore	2
	China	-

1) As of December 31<sup>st</sup>, 2018

2) KB Capital owns 59%, KB Card owns 21%

3) Numbers of branch in the Subsidiary

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# Overview on KB Securities



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# “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 3<sup>rd</sup> 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

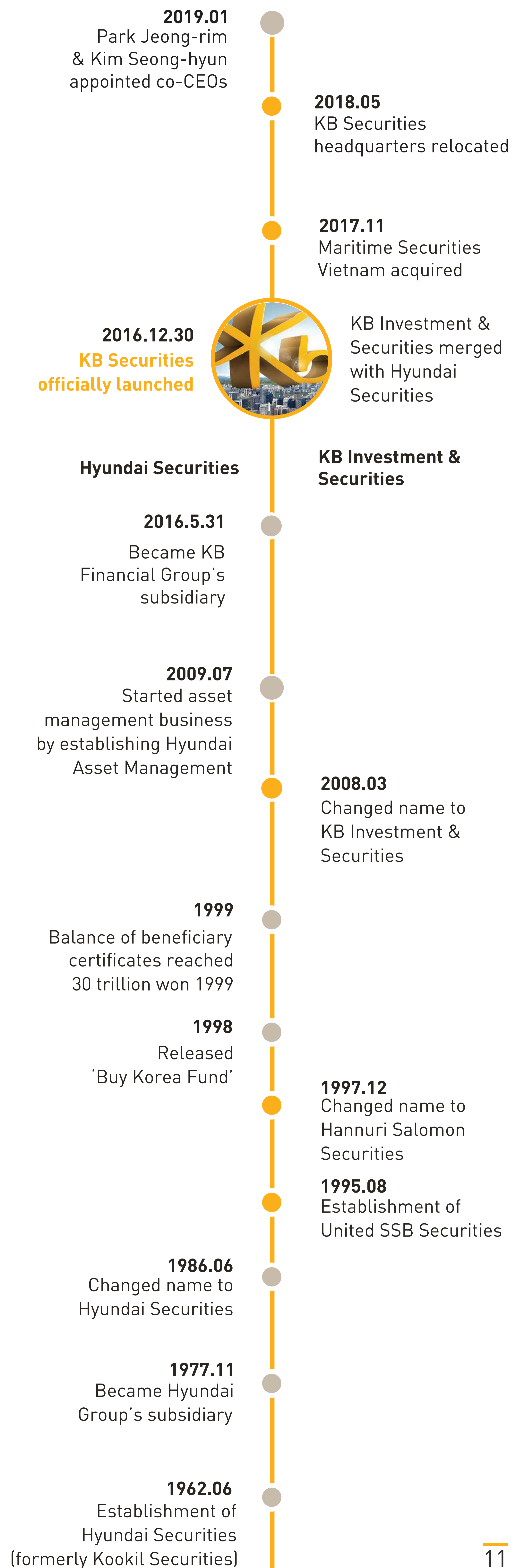
Investment  
Banking

Sales &  
Trading

# Overview & History

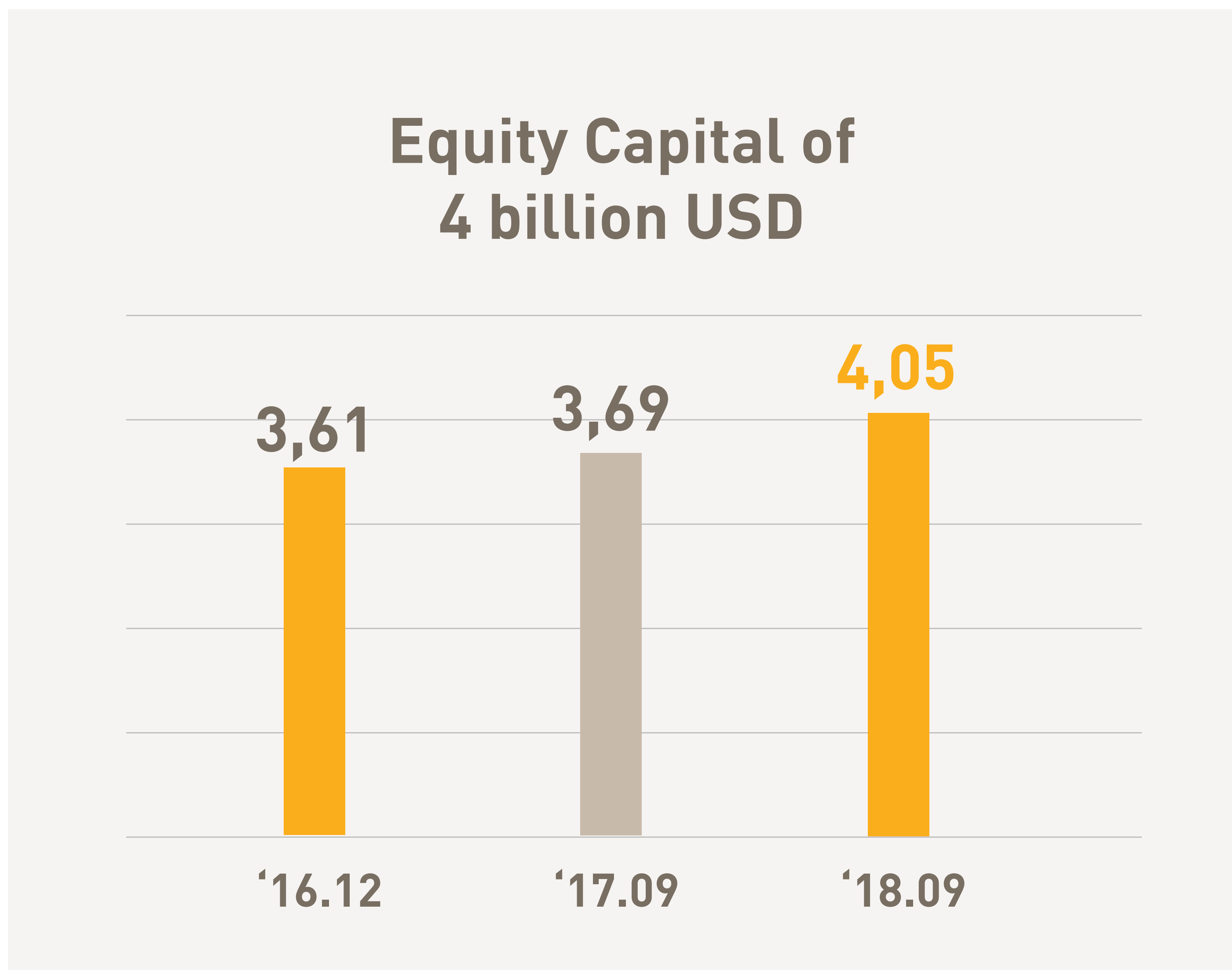
<b>CEO</b>	Mr. Kim Seong-huyn & Mrs. Park Jeong-rim
<b>Headquarter</b>	50, Yeouinaru-ro, Yeongdeungpo-gu, Seoul, Korea
<b>Networks</b>	118 branches & sub-branches
<b>Number of employees</b>	2,832
<b>Number of clients</b>	3.95 million
<b>Total client assets</b>	120.77 billion USD
<b>Stock issued</b>	298,620,424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

As of January 2019

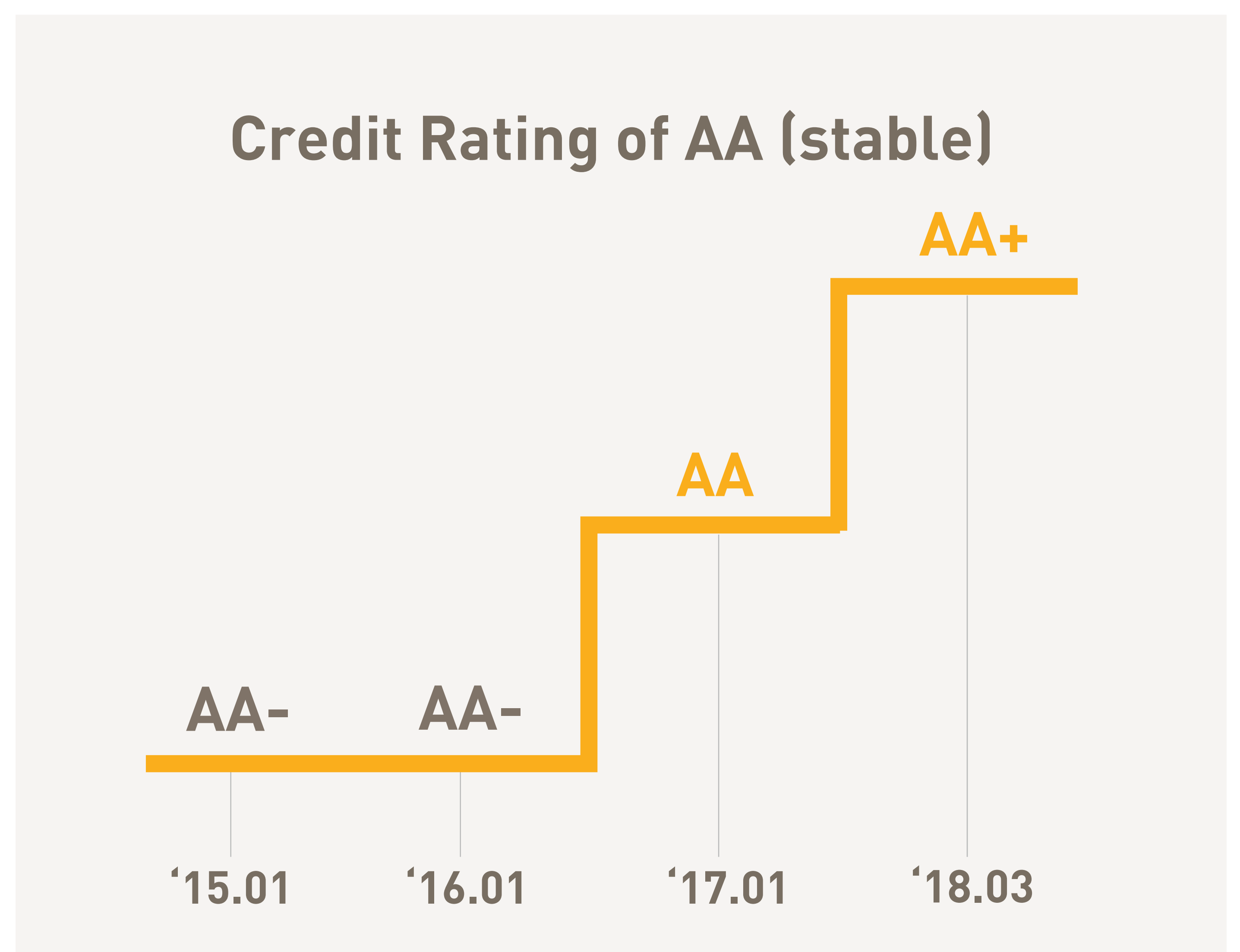


# Business Highlights

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



Top 3 investment bank in Korea



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 1<sup>st</sup>** by Bloomberg in underwriting and arranging corporate bonds and ABS for **6 consecutive years**

**Ranked 1<sup>st</sup>** in 2017 DCM League Table released by The Bell

No.1 IB house, KB Securities

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# Mission, Vision & Core Value

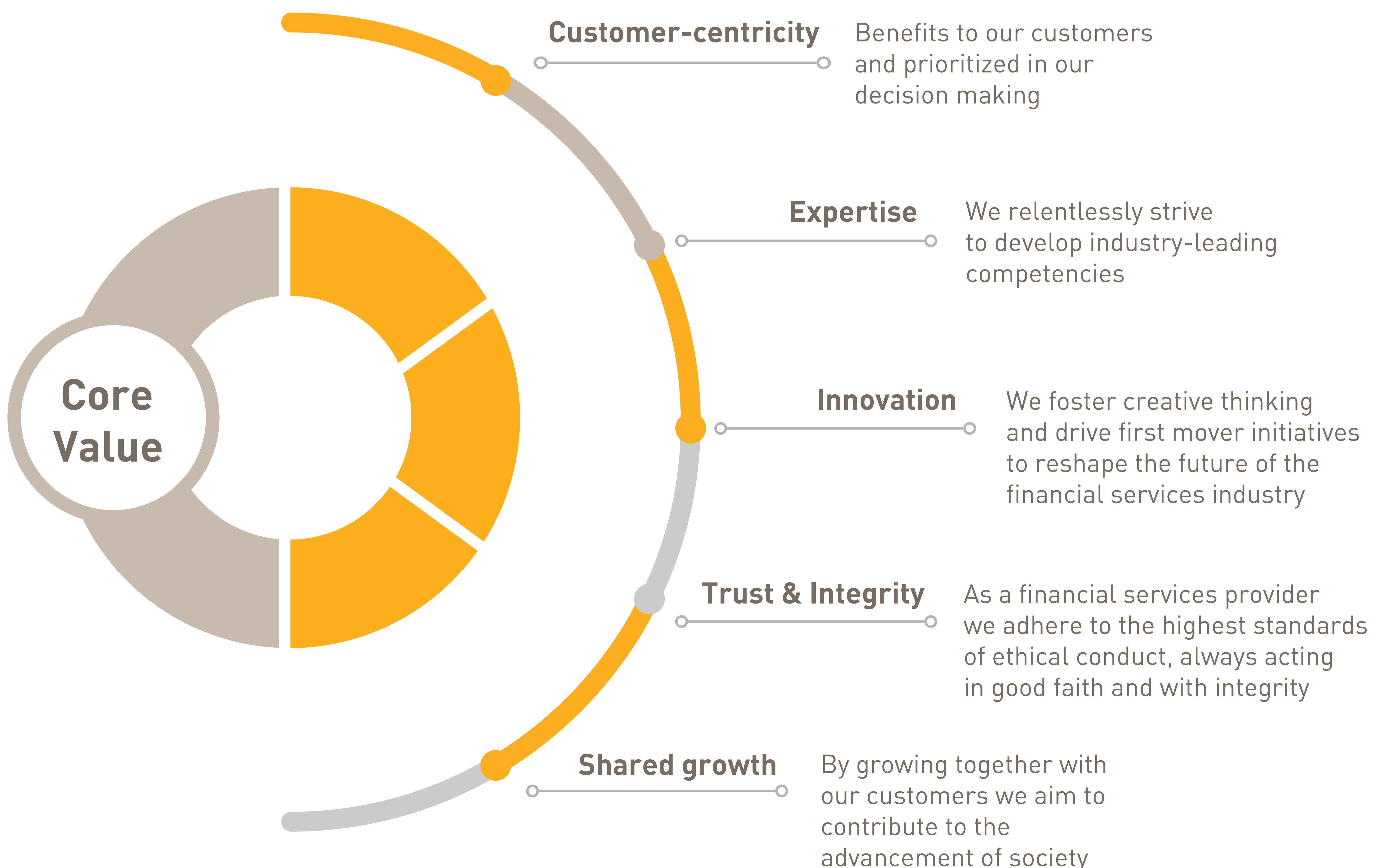
## ► Mission

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”



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# About KB Securities Vietnam (KBSV)



# Overview

## AT A GLANCE

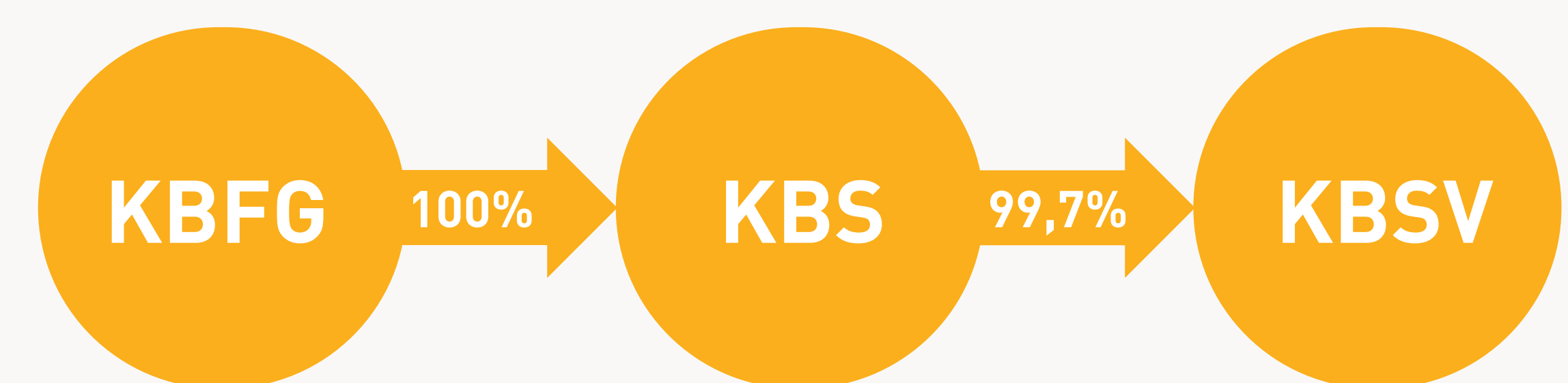
KB Securities Vietnam Joint Stock Company (KBSV) is a member of KB Securities Co.,Ltd and KB Financial Group (Korea). Aspiring to be one of the Top tier Securities companies in Vietnam, KBSV is constantly innovating to create an excellent trading platform for individual/institutional investors and to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

## HISTORY

- 2019**
  - Quarter 3, 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

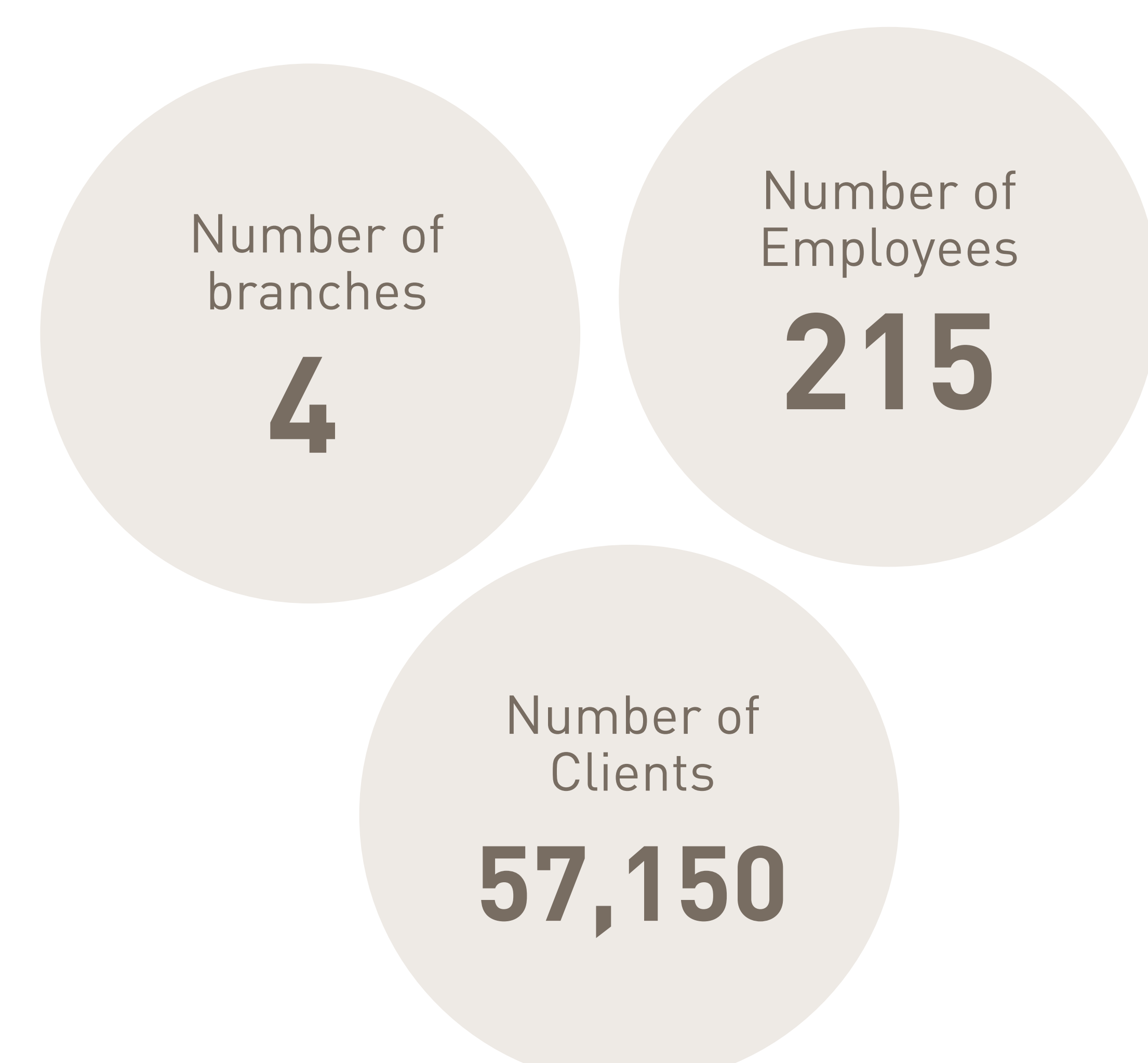
### Shareholder



**Owner's Equity:** 83,8\$mn

**Total Asset:** 121 \$mn

## NETWORK & CLIENTS





# Products & Services

## Brokerage services

(Individual & Institutional Clients)

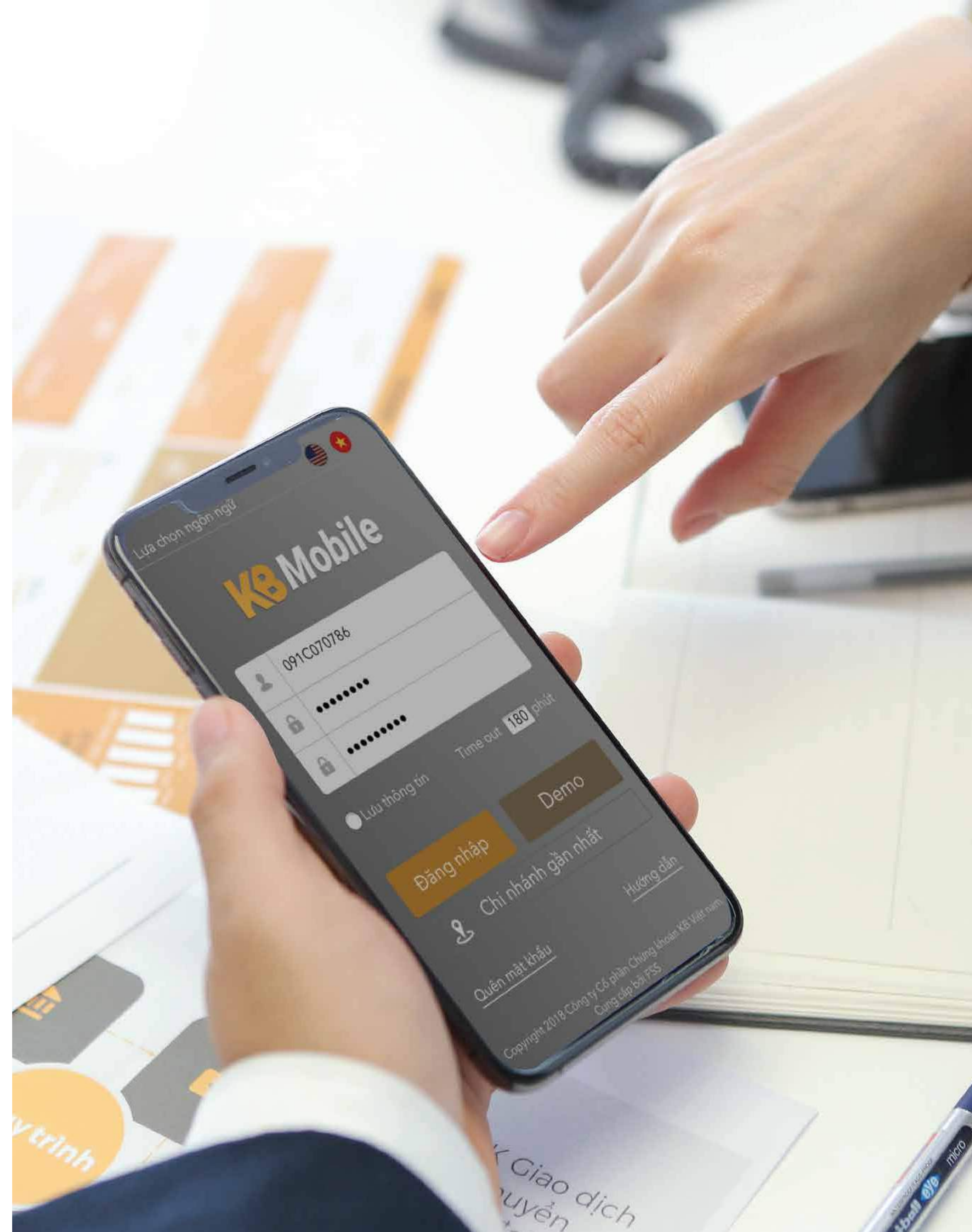
- Equity, derivative trading platform
- Advisory service
- Block trade, OTC quotation service
- Margin lending for trader
- Securities depository service

## 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

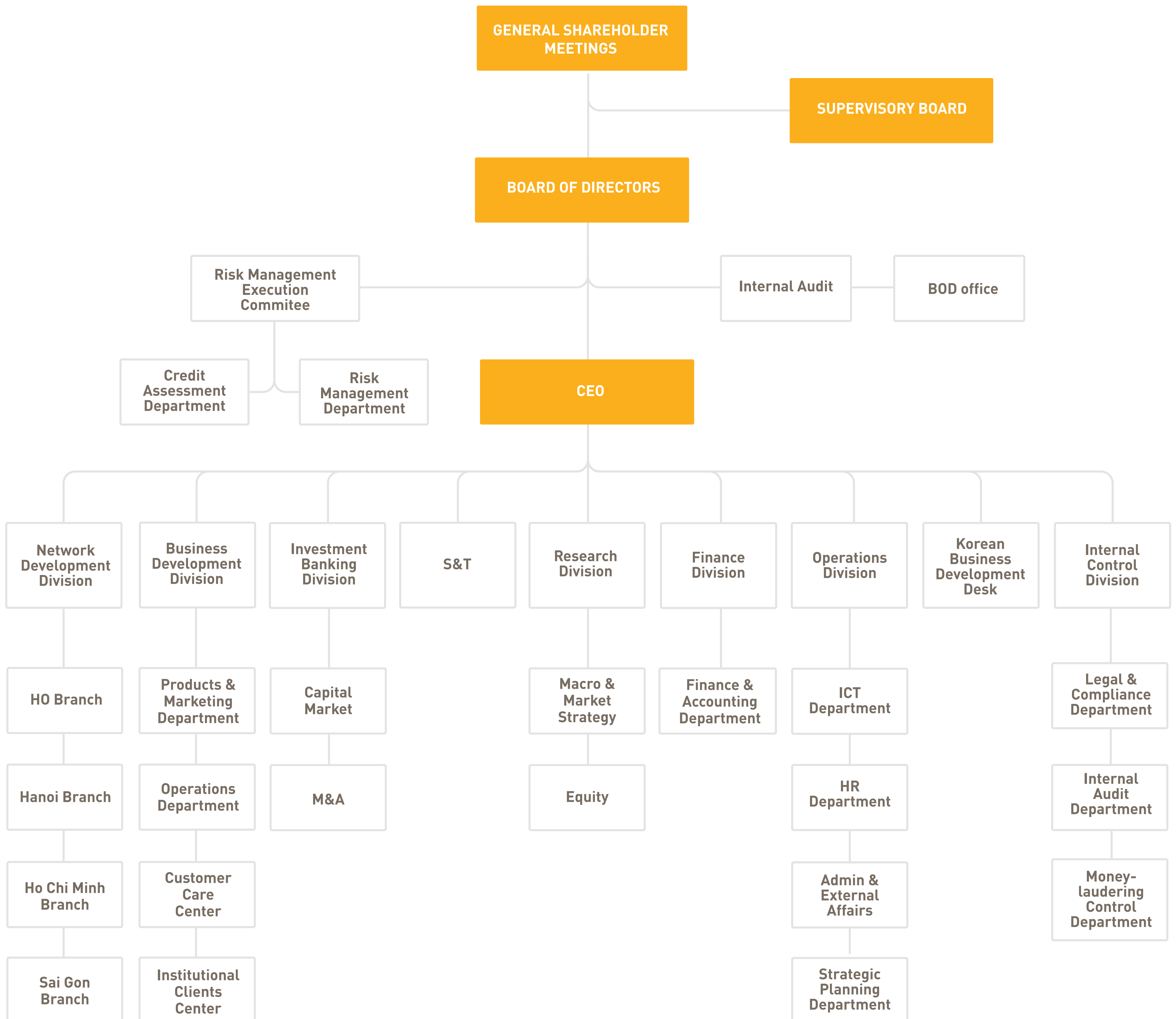
## M&A services

- 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

<b>ASSETS</b>	<b>31-Dec-17</b>	<b>31-Mar-19</b>
<b>CURRENT ASSETS</b>	<b>29,621,532</b>	<b>115,532,809</b>
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
<b>NON – CURRENT ASSETS</b>	<b>995,839</b>	<b>2,027,546</b>
Fixed assets	995,839	895,290
Other non – current assets		1,132,256
<b>TOTAL ASSETS</b>	<b>30,808,820</b>	<b>117,560,355</b>

## LIABILITIES AND OWNERS' EQUITY

<b>LIABILITIES</b>	<b>8,634,538</b>	<b>33,525,512</b>
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
<b>OWNER'S EQUITY</b>	<b>22,174,282</b>	<b>84,034,843</b>
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
<b>TOTAL LIABILITIES AND OWNERS' EQUITY</b>	<b>30,808,820</b>	<b>117,560,355</b>

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# 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 BOD 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.

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# Our Partners & Clients



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# Contact us



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