

 KB Securities

KB SECURITIES VIETNAM



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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)

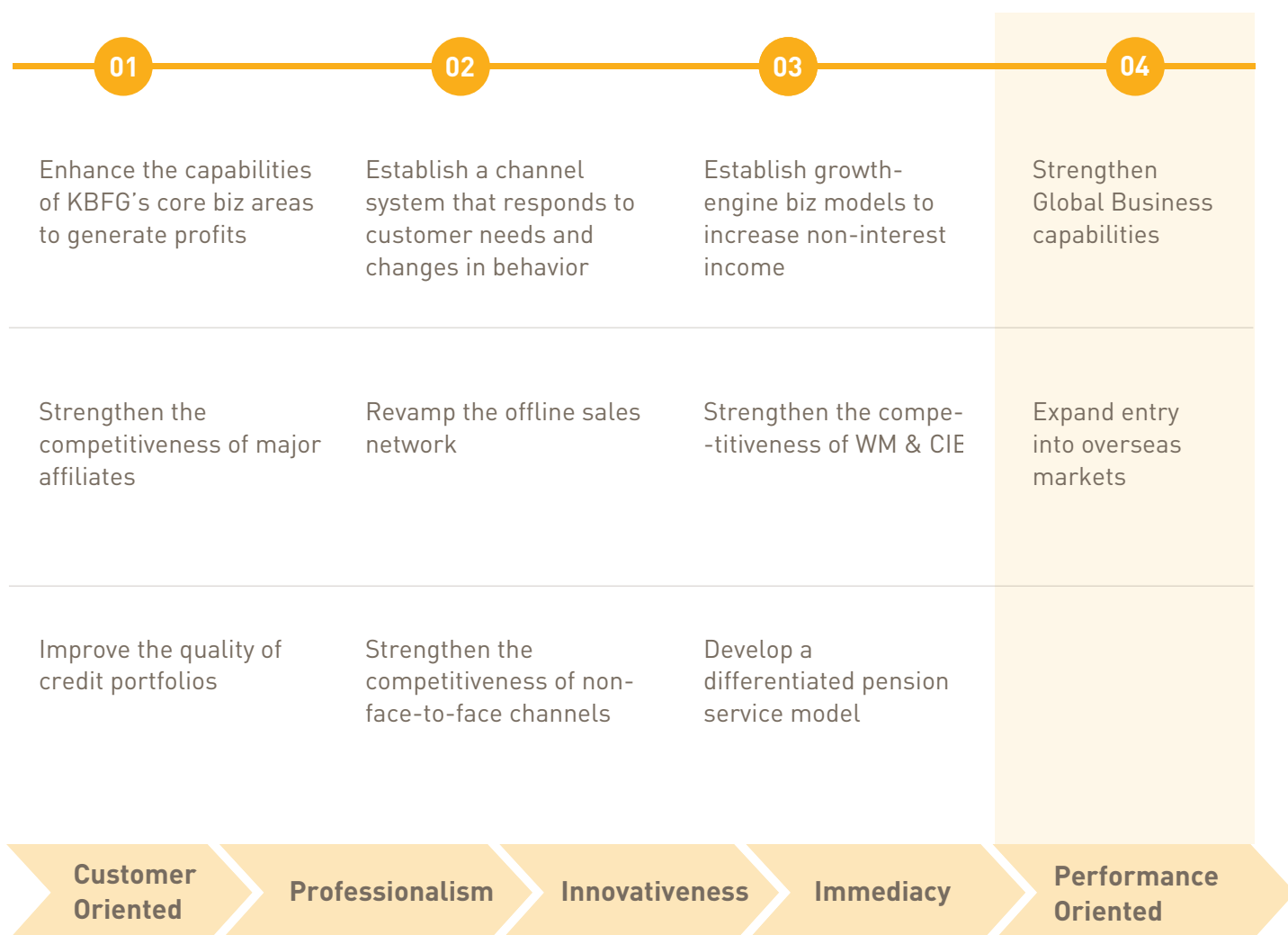
Vision

Vision & Strategy

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 Financial Group is Korea's leading financial conglomerate with 13 financial subsidiaries operating in areas including banking, securities, general insurance, credit card and life insurance.

KB Financial Group

KB Financial Group established its edge through massive capital, largest client base/branch network in Korea and brand recognition, while facilitating cooperation between its subsidiaries to provide optimal financial solutions to its customers.

- ▶ Equity capital of KRW 43,4 trillion
- ▶ Operating profit of KRW 4,61 trillion
- ▶ Net profit of KRW 3,45 trillion

[As of December 2020]



KB Financial Group Inc.



KB
Kookmin
Bank

100%



KB
Securities

100%



KB
Insurance

100%



KB
Kookmin
Card

100%



Prudential
Life
Insurance

100%



KB
Asset
Management

100%



KB
Capital

100%



KB
Life
Insurance

100%



KB
Savings
Bank

100%



KB
Real Estate
Trust

100%



KB
Investment

100%



KB
Credit
Information

100%



KB
Data
System

100%

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				
61	1	KB Financial Group	31,75	17,78	540
65	2	Shinhan Financial Group	32,30	18,47	535,8
67	3	Korea Development Bank	32,05	15,96	223
81	4	Hana Financial Group	26,44	14,73	407,7
91	5	Woori Financial Group	20,55	17,34	465,8
100	6	NongHyup	14,63	17,7	428,2

*In terms of Tier1 capital <The Banker TOP 1000 WORLD BANKS (2020)>



Global Network¹⁾

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) ³⁾	176
	Beijing, China (5) ³⁾	2,332
	Yangon, Myanmar (MFI) (7) ³⁾	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 (2)	Vietiane, Laos	80
	Jakarta, Indonesia	15

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 (5) ³⁾	121
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⁾	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 31st, 2020

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

3) Numbers of branch in the Subsidiary

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 KRW 5,05 Trillion, 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.

Wholesale

Wealth
Management

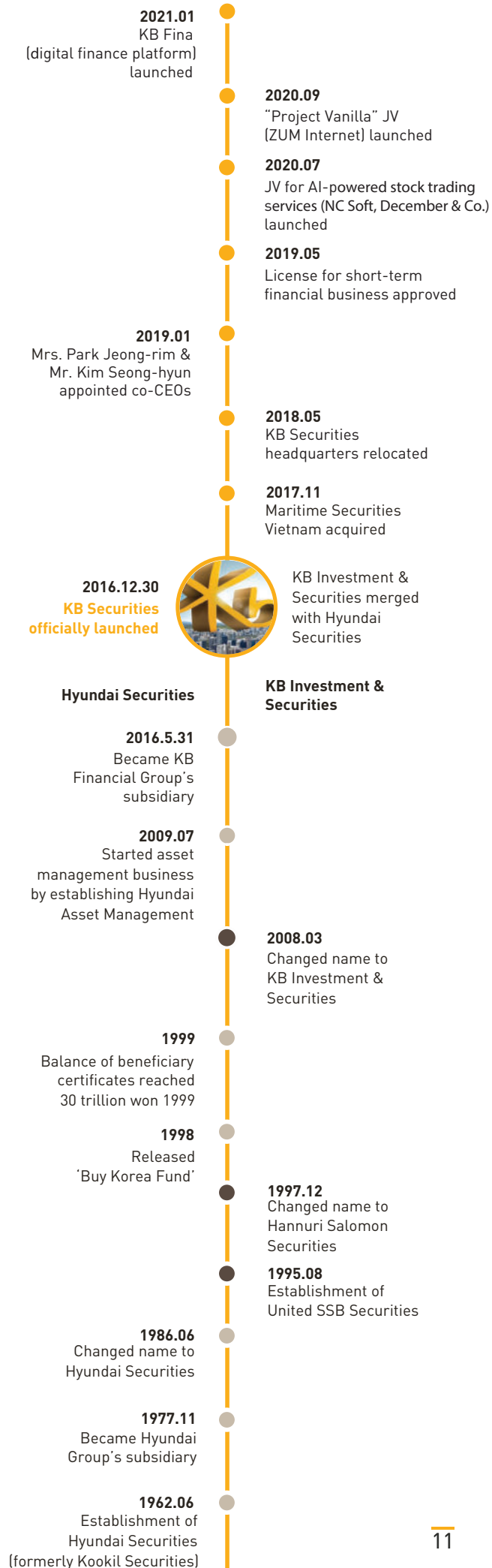
Investment
Banking

Sales &
Trading

Overview & History

CEO	Mr. Kim Seong-hyun & Mrs. Park Jeong-rim
Headquarter	50, Yeouinaru-ro, Yeongdeungpo-gu, Seoul, Korea
Ownership	KB Financial Group (KBFG)
Equity Capital	KRW 5,05 trillion
Number of clients	4,87 million
Number of branches	108 (75 branches and 33 sub-branches)
Global Network	Local branches (New York, Hong Kong, Vietnam) Offices (Shanghai)

As of Dec 2020



Business Highlights

KB Securities, a wholly-owned subsidiary of KB Financial Group, provides optimal investment solutions to individual and institutional investors around the world.

- ▶ **Competitive Business Portfolio** KB Securities is one of Korea's largest Investment Banks (IBs) with an equity capital of KRW 5,05 Trillion and has established itself as one of the most prestigious brokerage firms, possessing a competitive business portfolio centered around its services: Brokerage, Wealth Management, IB and Proprietary Trading.
- ▶ **Optimal Investment Solutions** KB Securities utilizes its competitive business portfolio and financial experts to generate synergy with other KB Financial Group affiliates in order to guarantee optimal investment solutions tailored to our clients' every needs.
- ▶ **Strong Brand Recognition & Stability** As a wholly-owned subsidiary of KB Financial Group, KB Securities boasts a high level of financial stability. The company maximizes on the strong recognition of the KB brand and collaborates with its 12 financial affiliates to enhance customer value. (The first Korean securities firm to obtain "All Stable" from three global credit rating agencies.)

Equity Capital	Credit Rating	No. of Customers
5,05 Trillion (KRW)	AA+(Local) A-(Global)	4,87 million
One of Korea's largest IBs with equity capital of KRW 5,05 Trillion	Wholly-owned subsidiary of KB Financial Group with solid corporate credit ratings	Wide customer base of 4,87 million clients

Mission, Vision & Core Value

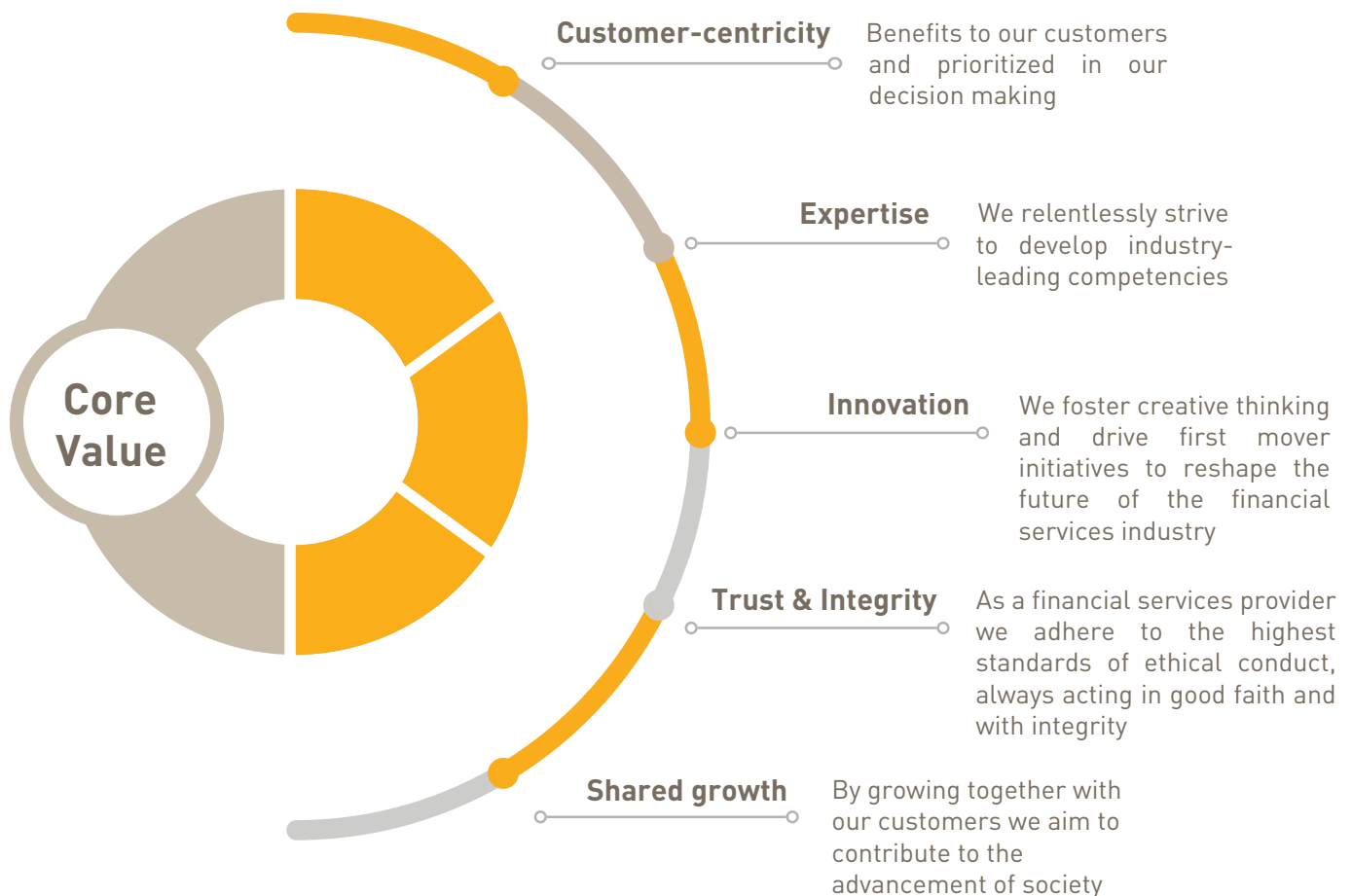
► Mission

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

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

► Vision

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



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

- 2020**
 - Feb 2020: Online trading version KB-able launched
Mobile trading application M-able launched
 - "Outstanding Member of HNX 2020" award from Hanoi Stock Exchange
 - "Outstanding Member in Payment for Underlying Securities Transaction Activities in 2020" award from Vietnam Securities Depository
- 2019**
 - Quarter IV/2019: Top 10 Brokerage market share on Ho Chi Minh Stock Exchange (HOSE)
 - Oct 2019: Deploy derivatives 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**
 - Aug 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



Total Asset: 260 \$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

Sales & Trading

- To provide interbank services: brokerage on Bank Bonds, Bank CDs with various tenor
- To provide non-bank services: Brokerage on CDs, Bonds issued by Financial companies, listed and unlisted corporate bonds issued by highly-credited rating corporations
- To implement investment book: Investing and trading Bank Bonds, Bank CDs issued by highly credited rating Banks
- To distribute offshore services: Distributing bank bonds and bank CDs to Korean market.
- FX risk management in Viet Nam financial market.



Capital Markets

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

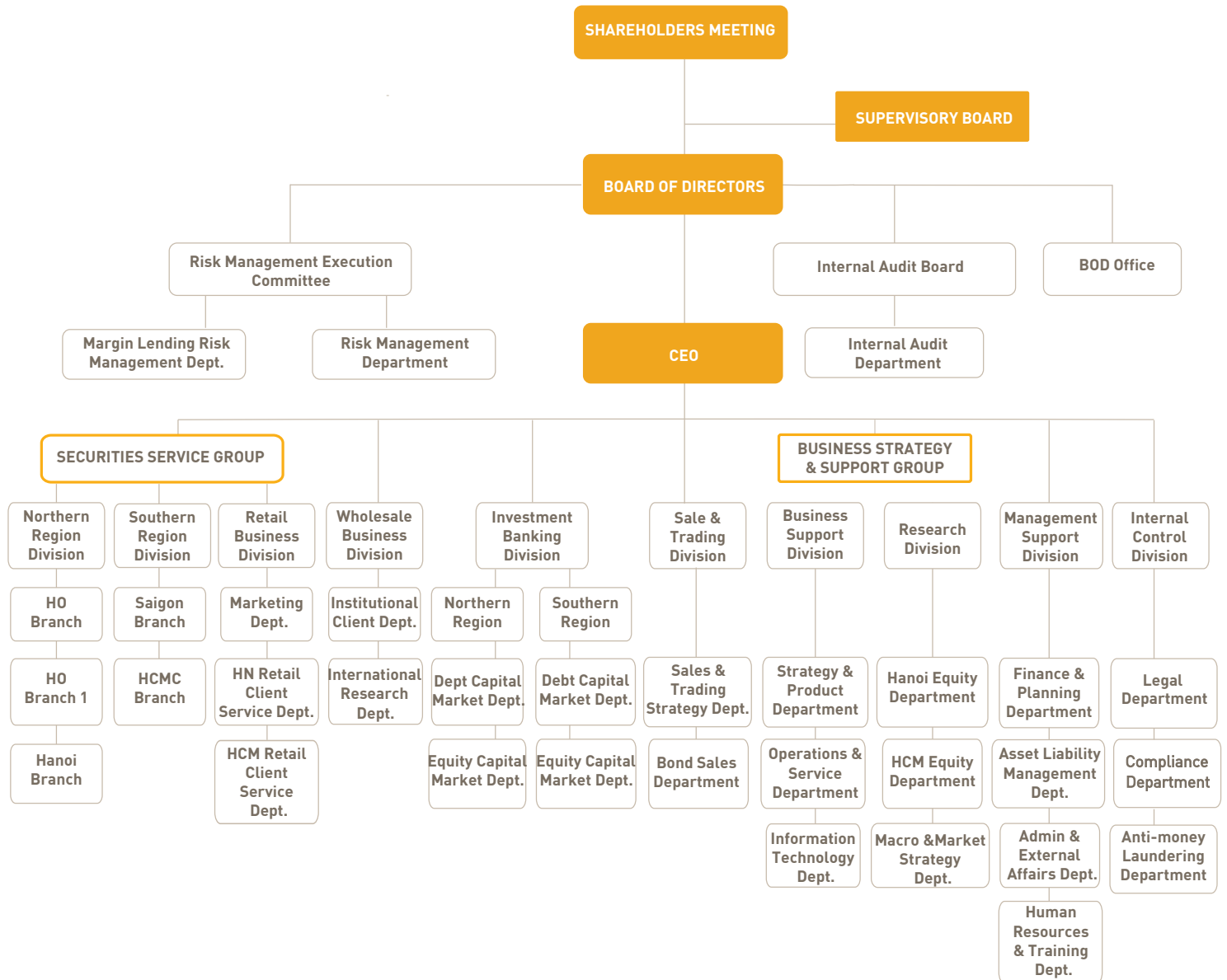
M&A services

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

Derivative

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

Organization Structure



FINANCIAL INDICATORS

Unit: million dong

	2017	2019	2020
BALANCE SHEET			
ASSETS			
Current Assets	676,740	5,410,163	5,938,650
Non - Current Assets	22,621	154,470	59,624
Total Assets	699,360	5,564,634	5,998,273
LIABILITIES AND OWNER'S EQUITY			
Liabilities	195,822	3,559,403	3,828,235
Owner's Equity	503,539	2,005,231	2,170,038
Total Resources	699,360	5,564,634	5,998,273
BUSINESS RESULTS			
Operating Revenue	133,785	475,868	640,792
Operating Expenses	77,239	148,428	193,857
Financial Income	2,266	3,904	4,201
Financial Expenses	11,138	145,015	211,589
General and administration expenses	13,133	37,029	42,290
Operating Profit	34,542	149,300	197,257
Other Profit	(1,662)	(4,073)	31
Accounting profit before tax	32,880	145,227	197,287
Accounting profit after tax	20,079	104,841	166,904

Board of Directors

Mr. Park Chun Soo - Chairman

Mr. Park Chun Soo 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 has assumed the BOD Chairman position of KB Securities Vietnam Joint Stock Company (KBSV) since March 24th, 2018

Mr. Jeon Mun Cheol - Member of BOD

Mr. Jeon Mun Cheol is Acting CEO of KBSV. He graduated in Economics from Chung Ang University in 1992. After graduating, he started working for Hyundai Securities Company in Korea. Until 2005, he held the position of Branch Manager of this company. From 2017 to March 2021, he held the position of Senior Director of Financial Products Sales Division of KB Securities Company (Korea).

Mr. Jeon officially became a member of the Board of Directors of KBSV since April 23rd, 2021.

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 officially became a member of the Board of Directors of KBSV since March 24th, 2018

Mr. Chun Byoung Jo - Member of BOD

Mr. Chun Byoung Jo is the Chairman cum CEO of KB Securities Company (Korea) 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 Investment and Securities Company (Korea). 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 KBSV

Mr. Shin Jhin Taek – Member of BOD

Mr. Shin Jhin Taek is currently CFO of KBSV. Graduating in Accounting at Kyunghee University, Mr. Shin has 16 years of experience as a senior leader at KB Financial Group.

Mr. Shin officially became a member of the Board of Directors of KBSV since April 16th, 2020




Mr. Lee Hwang Inn - Member of BOD

Mr. Lee Hwang Inn graduated in Business Administration from Hosei University in Japan. From 1999 to 2018, he held the position of Manager at Kookmin Bank and KB Financial Group. In 2018, Mr. Lee held as General Manager of KB Securities.

In April 2020, Mr. Lee became a member of the Board of Directors of KBSV.

List of typical IB deals 2017 - 2021

Client	Logo	Service provided	Deal size	Year completed
Hanoi Plastics JSC		Advisory for listing on HOSE	344 billion VND	2019
State Capital Investment Corporation		Divestment consultant at Quang Ninh Thermal Power JSC	1,200 billion VND	2019
Danh Khoi Group JSC		Advisory for stock issuance	900 billion VND	2020 – 2021
MB Securities JSC		Capital arrangement consulting	10 million USD	2021
Thanh Thanh Cong – Bien Hoa JSC		Advisory for bond issuance	500 billion VND	2019
Thanh Thanh Cong – Bien Hoa JSC		Capital arrangement consulting	500 billion VND	2020
Sai Gon Thuong Tin Real Estate JSC		Advisory for bond issuance	300 billion VND	2019
Dia Cau Real Corp		Advisory for bond issuance	530 billion VND	2020
Kita Group Investment JSC		Advisory for bond issuance	2,100 billion VND	2020

Client	Logo	Service provided	Deal size	Year completed
Vincommerce General Commercial Services JSC		Advisory for bond issuance	3,000 billion VND	2020
TNH hotels & resorts management and investment JSC		Advisory for bond issuance	3,000 billion VND	2020
Doji gold & gems Group JSC		Advisory for bond issuance	750 billion VND	2020
Viet Nam Thuong Tin Commercial JSC		Advisory for bond issuance	2,000 billion VND	2020
Green City Development JSC	Member of 	Advisory for bond issuance	2,000 billion VND	2020
Hano-vid Property JSC	Member of 	Advisory for bond issuance	9,000 billion VND	2020
TNS Holdings service trading JSC		Advisory for listing	133 billion VND	2019
Joint Stock Company for Telecoms and Informatics		Advisory for listing	321 billion VND	2019
MobiFone Telecommunication Corporation		Divestment consulting (TPBank)	153 billion VND	2019
Viet Nam Investment and Development Holdings Group Corporation		Sell-side advisor (VID - Itochu deal)	567 billion VND	2018
Viet Nam Maritime Commercial Joint Stock Bank		Sell-side advisor (Maritime Securities - KB Securities)	33 million USD	2017

Our Partners & Clients



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