



— Our KBSV

— Our IBD

— Our Credentials

— Our Team

— Our Contacts

INVESTMENT BANKING DIVISION

2017

 KB Securities



More than **1 Bil \$**

We have assisted more than 30 corporates to arrange of debt capital and equity capital in 2011

OUR VISION AND MISSION

We aspire to be one of the top-tier investment banking and securities firms in Vietnam, driven by commitment to our core philosophies and values

We aim to create an excellent trading platform for individual/institutional investors and to bring sensible financial solutions to corporate client

OUR CORE VALUES

- **Client first**

Listening to our clients and putting their needs first.

- **Creativity**

Encourage creativity and always pay attention.

- **Diligence**

Pursue to complete the assigned work, cautions attention to the smallest details.

- **Professionalism**

Set the professional standards following the industry best practices and compliance with standards in all actions.

- **Integrity**

Honest and sincere in what we do.

- **Teamwork**

Respects for the individuals and their contribution to the overall team success.

ABOUT US

KB Securities Vietnam ("KBSV"), a member of KB Securities and KB Financial Group (Korea), is a professional investment banking securities services firm in Vietnam, which provides a wide range of financial services to a substantial and diversified client base, including corporations, institutional and individual investors. Established in 2008 and became an official member of Maritime Bank - one of the best joint stock bank in Vietnam - since 2011, KBSV has head quarter located in Hanoi and two branches located in Hanoi and Ho Chi Minh City. KBSV's brand has grown stronger with a team of more than 160 people, including more than 100 professional brokers and 12 experts in the Investment Banking team. In 2017, our firm has officially joined the global financial group - KBFG - through the acquisition between KB Securities and Maritime Bank

KBSV is honored with two consecutive awards of "The securities services company with the strongest growth rate in client trading accounts in 2014 and in 2015" by Ho Chi Minh Stock Exchange ("HSX") and other two consecutive awards of "Best M&A house in 2014 - 2015 and 2015-2016" by the Vietnam M&A Forum. KBSV is proudly ranked in the top 10 broker having the largest brokerage market shares in (i) Hanoi Stock Exchange ("HNX"); (ii) Unlisted Public Company Market ("UPCoM") and in the Top 10 broker in listed bonds at HSX.

INVESTMENT BANKING DIVISION



Mergers & Acquisitions

Our team will assist and enable you to make investments with confidence by supporting and advising throughout the transaction, including:

- Strategy formulation
- Target screening
- Target evaluation
- Fairness opinion
- Deal negotiation
- Regulatory approval
- Deal execution

Our relationship with key partners, who are buyers and buy-side advisors; and our access to corporate banking clients of Maritime Bank help us connect sell-side and buy-side effectively.

Capital Raising

If you are seeking to raise capital in debt, equity and credit markets to finance for on-going operations; or strategic acquisitions; or expansions or other projects, we provide you with a variety of products and services to raise capital, including:

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

The practice is built on the principle of attaining overall business improvement through strategic financing initiatives. As such, our approach to raising finance involves a deep understanding of your strategic goals to determine the right financing mix required.

Other Services

We offer a broad range of capital market services, besides raising capital services:

- Listing
- Auction
- Investor relations

We use our relationship with and deep understanding of the requirements by State agencies including State Securities Commission of Vietnam, Hanoi Stock Exchange, Ho Chi Minh City Stock Exchange, Vietnam Securities Depository to expedite the process and put your dossier on a fast-track.

Our Credentials in

DEBT CAPITAL MARKET

VIET HAN GROUP
Year: 2015
Bond Underwriting
Deal size: VND 500 Bil



**BINH DUONG TRADE AND
DEVELOPMENT JSC**
Year: 2014 - 2015
Bond Underwriting & Offering
Deal size: VND 900 Bil



PPF FINANCE CO LTD
Year: 2014 - 2016
Certificate of Deposit
Underwriting & Offering
Deal size: VND 1.300 Bil



INTRESCO
INVESTMENT AND TRADING OF REAL
ESTATE JSC
Year: 2015
Bond Underwriting & Offering
Deal size: VND 560 Bil



DIC
CORP
DEVELOPMENT INVESTMENT
CONSTRUCTION CORPORATION (DIG)
Year: 2014
Bond Underwriting & Offering
Deal size: VND 1.000 Bil



BECAMEX IJC
Kiến tạo không ngừng
BECAMEX INFRASTRUCTURE
DEVELOPMENT JSC
Year: 2014
Bond Underwriting & Offering
Deal size: VND 1.000 Bil



HFIC
HOCHIMINH CITY FINANCE &
INVESTMENT STATE-OWNED COMPANY
Year: 2012
Bond Underwriting
Deal size: VND 150 Bil



**VIETNAM INVESTMENT &
DEVELOPMENT GROUP**
Year: 2011
Bond Offering
Deal size: VND 1.950 Bil

VID HUNG YEN JSC
Year: 2011
Bond Offering
Deal size: VND 3.250 Bil



MARITIME BANK
Year: 2013 - 2014
Bond Underwriting & Offering
Deal size: VND 3.000 Bil



**INVESTMENT & INDUSTRIAL
DEVELOPMENT CORPORATION**
Year: 2013-2014
Bond Underwriting & Offering
Deal size: VND 3.700 Bil



TUẤN LỘC
TUAN LOC CONSTRUCTION
INVESTMENT CORPORATION
Year: 2014
Bond Underwriting & Offering
Deal size: VND 145 Bil



VIETNAM EXPRESSWAY CORPORATION
Year: 2011
Bond Underwriting
Deal size: VND 750 Bil



HD SAISON FINANCE LTD
Year: 2016
Certificate of Deposit
Underwriting & Offering
Deal size: VND 2.000 Bil

MAY DIEM SAI GON JSC
Year: 2011
Bond Offering
Deal size: VND 2.000 Bil

Our Credentials in EQUITY CAPITAL MARKET



SOUTHERN HYDROPOWER JSC

Year: 2014
Share Listing
Deal size: VND 937,1 Bil



HANOI KINH BAC AGRICULTURE AND FOOD JSC

Year: 2015
Share Listing
Deal size: VND 200 Bil

TCORPOATE INFO
CONFIDENTIAL

Year: 2014
Finance & Tax Due Diligence
Value: USD 15 mil



BAMBOO CAPITAL JSC

Year: 2016
Share Issuance
Deal size: VND 670 Bil



CAM RANH PORT JSC

Year: 2015
Equitization
Value: VND 245 bil



DEVELOPMENT INVESTMENT CONSTRUCTION CORPORATION (DIG)

Year: 2015
Share Issuance
Deal size: VND 200 Bil



STATE CAPITAL INVESTMENT CORPORATION

Year: 2011 - 2015
Divestment
Deal size: ~VND 200 Bi



DEBT & ASSET TRADING CORPORATION

Year: 2011 - 2015
Divestment
Deal size: VND 150 Bil



MARITIME BANK
Year: 2011
Share Issuance
Deal size: VND 3.000 Bil



SAI GON PORT JSC

Year: 2015
Equitization
Value: VND 2.163 bil



DEVELOPMET INVESTMENT CONSTRUCTION CORPORATION (DIG)

Year: 2009
Share Listing
Deal size: VND 600 Bi

THANG LONG CORPORATION

Year: 2011-2013
Equitization Subsidiaries
Deal size: VND 100 Bil

CIVIL ENGINEERING CONSTRUCTION CORPORATION NO.4 LTD

Year: 2014
Equitization
Deal size: VND 600 Bil



MEKONG DEVELOPMENT BANK

Year: 2011
Share Issuance
Deal size: VND 750 Bil

CORPOATE INFO
CONFIDENTIAL
Year: 2014
Finance & Tax Due Diligence
Value: VND 700 bil

Our Credentials in

MERGERS & ACQUISITIONS



**DEVELOPMENT INVESTMENT
CONSTRUCTION CORPORATION (DIG)**

Year: 2015
Sell - side Advisor
Deal size: VND 159 Bil



**DUCLONG GROUP
DUC LONG GIA LAI GROUP JSC**

Year: 2014 - 2015

Acquisition of Mass Noble Investments Limited

Deal size: VND 250 Bil

*Awarded "The best
M&A House 2015"*



KB 증권

Year: 2017

Sell - side Advisor

Deal size: Confidential



**DUCLONG GROUP
DUC LONG GIA LAI INVESTMENT AND
DEVELOPMENT OF PUBLIC PROJECT
SERVICE JSC**

Year: 2015
Merger of 02 other Firms



FANNY ICE - CREAM

Year: 2013 - 2014
Buy-Side Advisor
Deal size: Confidential



HARD ROCK CAFE

Year: 2013 - 2014
Buy-Side Advisor
Deal size: Confidential



TRACOTOUR

Year: 2017
Acquisition of TTR (95%)
Deal size VND 100 Bil
Trading value VND 200 Bil

HOLLYS COFFEE

Year: 2013 - 2014
Buy-Side Advisor
Deal size: Confidential

**CORPORATE INFO
CONFIDENTIAL**

Year: 2011
Buy-Side Advisor
Deal size: Confidential

**MARITIME
BANK**



YEAR: 2015

Merger of Mekong Development Bank

Deal size: VND 3.750 Bil

**THANH BINH DEVELOPMENT
INVESTMENT CONSTRUCTION JSC**

Year: 2011
Merger Khai Hoan Investments JSC
Deal size: Confidential

Our Expert TEAM

BOARD OF DIRECTORS



Mr. CHO Nam Hoon - Chairman

Email: namhoon.cho@kbfg.com

Mr. Cho Nam Hoon is currently Managing Director and Head of Global Business Department of KB Securities, Korea. Mr. Cho graduated in Economics from Sungkyunkwan University, Korea in 1994. Prior to joining KB Financial Group, Mr. Cho had worked and held the leadership position at Deawoo Securities Korea for 20 year. Mr. Cho officially became the Chairman of the Board of Directors (BOD) of KBSV since 17 November 2017.



Mr RHO Seung Joon - Board member

Email: sj.rho@kbfg.com

Mr. Rho Seung Joon is currently a Vice President of KB Securities Korea. Mr. Rho held a Master degree of Law, Seoul National University, Korea in 2007. Mr. Rho 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 and KB Securities Company from 2008. Mr. Rho officially became a member of Board of Directors (BOD) of KBSV since 09 October 2017



Mr JUN Sang Hoon - Board member

Email: hoonjs@kbsec.com.vn

Mr. Jun Sang Hoon is General Manager of KB Securities Korea. Mr. Jun held a Bachelor of French language, Sungkyunkwan University, Korea in 1998. Mr. Jun has joined KB Financial Group for many years with extensive experience in various position in its subsidiaries such as: Kook Min Creadit Card, KB Bank and KB Securities. Mr. Jun officially became a member of the Board of Directors (BOD) of KBSV since 09 October 2017.



Mr. LE Dinh Ngoc - Board member

Email: ngocld@kbsec.com.vn

Mr. Ngoc has over 17 years in securities and banking business including 11 years experience building and operating Thang Long Securities (TLS), one of the first five securities companies firms licensed to operate in Vietnam. Mr. Ngoc officially became a member of the BOD of KBSV since May 2012 and has played an important role to set the strategic direction for the Company so that it can grow its business scale while improving the service quality.

Our Expert TEAM

BOARD OF MANAGEMENT



Mr. MAC Quang Huy, MBA, ACCA - CEO

Email: huymq@kbsec.com.vn

Mr. MAC Quang Huy is the Chief Executive Officer (CEO) of MSI. Mr. MAC Quang Huy is a well respected finance practitioner with over 20 years of extensive experiences in financial advisory, investment banking, audit and accounting. He had over five years assuming senior positions with Wall Street's top-notch investment banks including Lehman Brothers and Nomura in Japan and Australia (2005 - 2010). Prior to that, Mr. MAC Quang Huy had nine years with a Big 4 advisory firm (KPMG Vietnam and the UK), where he led the Financial Advisory Practice of KPMG Vietnam (1996 - 2005). During 2010 - 2012, he was a deputy CEO of Thang Long Securities (now MB Securities), one of the largest brokerage firms in Vietnam, leading initially, investment banking and then, securities services business. Mr. MAC Quang Huy is a MBA holder from the UK based Herriot Watt University (2006). He is a member of UK Chartered Institute of Securities & Investment (MCSI) and the leader of members committee of the UK based Association of Chartered Certified Accountants (ACCA) in Vietnam. Mr. MAC Quang Huy is the author of the financial best-seller "Cẩm nang Ngân hàng Đầu tư" (Investment Bank Handbook) as well as a number of industry journal articles/interviews in Vietnam.



Mr. NGUYEN Duc Hoan - Member - Deputy CEO

Email: hoannd@kbsec.com.vn

Mr. Nguyen Duc Hoan is an experienced financial professional with more than 20 years in the financial market. He had 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 currently CEO of Trust Principle Fund Management Company (TPF), managing accounts for a number of institutional clients including Maritime Bank and other financial institutions. TPF is a major shareholder and has been working with MSI in a number of landmark investment banking.

Our Expert TEAM

INVESTMENTS BANKING TEAM

INVESTMENT BANKING DIVISION - HANOI COVERAGE

Mr PHAM Tuan Son - Vice President (VP)

Email: sonpt@kbsec.com.vn

Mr. PHAM is an experienced finance professional with approximately 10 years in securities services. Prior to joining KBSV, he had two years' experience as Head of Fixed Income Investment, Southeast Asia Commercial Joint Stock Bank and six years of working experience in the investment banking division of Maritime Securities Incorporation.

Mr. PHAM graduated with a Bachelor Degree in Banking and Finance degree from the National Economics University in 2011 and has a Certificate of Appraisal issued by Vietnam Appraisal Association.

Mr VU Dinh Tu - Vice President (VP)

Email: TuVD@kbsec.com.vn

Mr. Vu Dinh Tu is an experienced finance professional in M&A and investment banking. Prior to joining KBSV, he had two years as an Investment Banking Specialist at Thien Viet Securities Company and one year as Investment Supervisor at Novaland Group. He also had two years as an Internal Auditor at the World Vision Organization. Mr. Tu graduated with a degree in Business Administration, Hanoi Trade Union University in 2013. He's an outstanding student of ACCA (UK) training programme, and became an ACCA member since 2014.

Ms TANG Minh Thanh - Senior Analyst

Email: thanhtm5@kbsec.com.vn

Before participating in IB Division of KBSV, Ms. Thanh had 2 years of working experience in the field of financial investments, together with the role of Sales Senior Associate at several securities companies, such as Ho Chi Minh City Securities Corporation (HSC), or Maritime Securities Incorporation (MSI). Earlier, she had graduated in Financial Investment and Risk Management, and achieved the MSc. Business with Financial Management at Northumbria University, UK.

Mr. DUONG Van Nhat - Senior Analyst

Email: nhatdv@kbsec.com.vn

Mr DUONG Van Nhat graduated with a degree of Auditing in the National Economics University in 2014. Mr DUONG was also awarded ACCA (UK) in 2016 and has been studying CFA level 1. Prior to joining KBSV as a senior analyst, Mr DUONG had three years of audit experiences at Nexia STT, AASC and VPBS Securities.

Ms PHUNG Thi Thu Hien - Senior Analyst

Email: hienptt@kbsec.com.vn

Prior to joining IBD of KBSV, Ms PHUNG Thi Thu Hien had finished Undergraduate course among best students at Nation Economic University. Ms PHUNG Thi Thu Hien has wide and accumulated experience on Vietnam Financial Market through a number of large financial institutions such as Bao Viet Insurance, Tien Phong Bank.

Mr. NGUYEN Thai Hoan - Analyst

Email: hoannt@kbsec.com.vn

Mr NGUYEN has completed the Bachelor of Accounting and Finance in Oxford Brookes University since 2016. Before joining KBSV Investment Banking Division, he has worked in the financial advisory department in Smart Invest Securities Company as an analyst for a year.

INVESTMENT BANKING DIVISION - HCMC COVERAGE

Ms. NGUYEN Thi Thu Tra - Vice President (VP)

Email: trantht@kbsec.com.vn

Ms Nguyen Thi Thu Tra is an experienced finance professional with over 10 years in securities services. Prior to joining KBSV, she was a Deputy Head of Investment Banking of Vietcombank Securities (VCBS) in 2 years and Senior Associate of investment banking, research and investment at MB Securities in 8 years.

Ms Tra gained a honoured degree from University of Ho Chi Minh Banking, majoring in Banking and Finance 2006 and completed her Master of Business Administration under the cooperation program between Ho Chi Minh Banking University and University of Applied Sciences and Arts Northwestern Switzerland in 2014. She also holds an analysis practicing certificate of Vietnam SSC.

Ms. NGUYEN Thi Hong Ha - Senior Associate

Email: hanth@kbsec.com.vn

Ms Nguyen Thi Hong Ha is an 10-year —finance expert in securities services and life insurance. Prior to joining KBSV in 2017, she had more than 5 years experience as a Research, Investment Banking Team leader and Head of Institutional Client Services (MBS). Ms Nguyen Thi Hong Ha successfully completed her Master of Business Administration under the French-Vietnamese cooperation project in management education (CFVG). She also holds an analysis practicing certificate of Vietnam SSC.

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