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# 01

## COMPANY INTRODUCTION

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# GENERAL INFORMATION

## RONGVIETSECURITIESSECURITIESCORPORATION

Abbreviations: "VDSC" or RongViet Securities Corporation

Established: 21<sup>st</sup> December 2006

Charter Capital: VND 2,100 billion

Head quarter: Viet Dragon Tower, 141 Nguyen Du, Ben Thanh Ward, District 1, Ho Chi Minh City

Charter Capital VND

2,100 billion

RongViet Securities is among the leading securities companies in Vietnam's financial market, operating in all securities segments including:



Securities  
brokerage



Securities  
depository



Financial advisory and  
securities investment  
advisory



Investment



Issuance  
underwriting



Asset  
management



Derivatives and clearing  
and payment of derivatives  
transactions



# VISION - MISSIONS

## CORE VALUES

### — VISION

To become one of the leading, most modern and effective financial institutions in Vietnam.

### — MISSIONS

- » **For customers:** Successfully creates an ecosystem of finance and investment for the Vietnamese business community and investors by creating and providing leading solutions, financial instruments and suitable investment products, which brings the best efficiency to customers with excellent operating system and customer service quality;
- » **For employees:** RongViet Securities wishes to build a humane and dynamic working environment and corporate culture, attracting capable and enthusiastic personnel to cooperate and work, to grow, to develop careers and create a prosperous future;
- » **For shareholders/ investors:** Successfully builds an effective system/business model, which greatly increases the value of the investment of RongViet Securities shareholders/ investors;
- » **For the financial market and Vietnam economy:** RongViet Securities wishes to make a positive, proactive and effective contribution to the development of the financial market and the economy of Vietnam.
- » **For the community:** RongViet Securities is always a responsible member and wishes to share its development achievements to the community and society.

### — CORE VALUES

- » All members of RongViet Securities engage in maintaining the core values of the company and take them as the compass for all activities:
- » **Aspiration and ambition**
- » **Credibility and customer-centric**
- » **Diligent and consideration**
- » **Discipline and professionalism**
- » **Innovation and creativity**
- » **Acceleration and power**



# DEVELOPMENT PROGRESS

## 2008 - 2011

- Opened branches in Hanoi, Can Tho, Nha Trang
- Raised charter capital to VND 349 billion
- Officially listed on HNX under the ticker "VDS"



## 2006 - 2007

- Founded with initial charter capital of VND 100 billion
- Raised charter capital to VND 300 billion.



## 2012 - 2015

- Top 6 securities firms with the largest brokerage market shares on HSX
- Raised charter capital to VND 700 billion



## 2016 - 2017

- Top 3 securities firms with significant improvements at AsiaMoney Brokers Poll 2016 and won 13 awards at AsiaMoney Brokers Poll 2017
- Officially listed on HSX under the ticker "VDS"



## 2018 - 2020

- Increased charter capital to VND 1,001 billion
- Became the 10th member of the derivatives market
- Top 10 market share of stocks/ bonds/ derivatives on HNX, HSX, and UPCoM for many quarters
- Awarded the Outstanding M&A Advisor 2019-2020 - Securities Firms category by Vietnam M&A Forum

## 2021

- Raised charter capital to VND 1,051 billion
- Fast Enterprise – Asia Pacific Enterprise Awards (APEA)
- Top 5 Best Corporate Governance (small-cap category) at Vietnam Listed Company Awards (VLCA)
- Top 500 most profitable companies in Vietnam and Top 500 most profitable private companies in Vietnam (PROFIT 500)



## 2022

- Best Trading Platform Vietnam 2022 - Global Banking & Finance Awards
- Raised charter capital to VND 2,100 billion
- Best Companies to Work for in Asia 2022 - HR Asia Awards
- Opened 3 new branches at: Vung Tau, Binh Duong and Dong Nai, widened the network with 1 Head Office and 6 branches across the country.

# PRESTIGE AND POSITION IN THE STOCK MARKET

By grasping the favorable macro factors and anticipating the future trend of investment in securities when there is a rapid growth in client accounts, liquidity and market capitalization, RongViet Securities has established a strong foundation, effective business, affirming its reputation and standing in the Vietnam's financial market.



## ROBUST GROWTH WITH IMPRESSIVE RESULTS

- » For the period 2018 -2022, the CAGR of revenue was 18%.
- » During the same period, Total Asset increased 2.3 times from USD 78.7 million to USD 181.1 million.

## SUSTAINABLE AND STRONG FINANCIAL FOUNDATION

- » RongViet Securities has a healthy financial structure, commits to keeping a good record of financial safety ratios and a strong risk management system

## PRESTIGIOUS BRAND WITH TRANSPARENT GOVERNANCE

- » RongViet Securities has 16 years of building prestige brand in Vietnam's market, with a team of enthusiastic and experienced personnel
- » A listed company with high transparency in corporate management

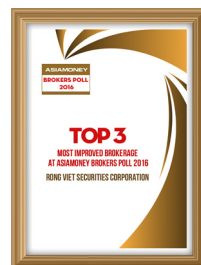
## WELL-ESTABLISHED DEVELOPMENT STRATEGY

- » Actively implements digital transformation strategy for the period 2021 – 2025 and the vision towards 2030
- » Strives towards optimizing operations, increasing customer experience and developing new business platforms



# ACHIEVEMENTS AND AWARDS

## IN BUSINESS



Top 3 Most Improved Brokerage at Poll Asiamoney 2016



13 awards at Asiamoney Brokers Poll 2017



"Best Trading Platform Vietnam 2022" by Global Banking & Finance Review



Top 10 market share of stocks/ bonds/ derivatives on HNX, HSX, and UPCoM for many quarters/ years



Prestige Securities Brand for many consecutive years



Typical Securities Company in IPO, Auction and M&A Advisory for 4 consecutive years (2017-2020)



Top Best Annual Reports for many consecutive years



• Top 500 most profitable companies in Vietnam and Top 500 most profitable private companies in Vietnam (PROFIT 500) for many years



Top 5 Best Corporate Governance (small-cap category) at Vietnam Listed Company Awards (VLCA)



Fast Enterprise 2021 – Asia Pacific Enterprise Awards (APEA)



Best Companies to Work for in Asia 2022 - HR Asia Awards

## IN GOVERNANCE

# ACHIEVEMENTS AND AWARDS

## IN CONTRIBUTIONS TO THE FINANCIAL MARKET AND COMMUNITY



Outstanding member of  
HSX and HNX



Commendation from the Ministry  
of Finance for the achievement  
and contribution in developing the  
Vietnam's stock market 2016-2019



Certificate of Merit from the Chairman of  
the People's Committee of HCMC for the  
outstanding contribution in COVID-19  
prevention supporting activities.

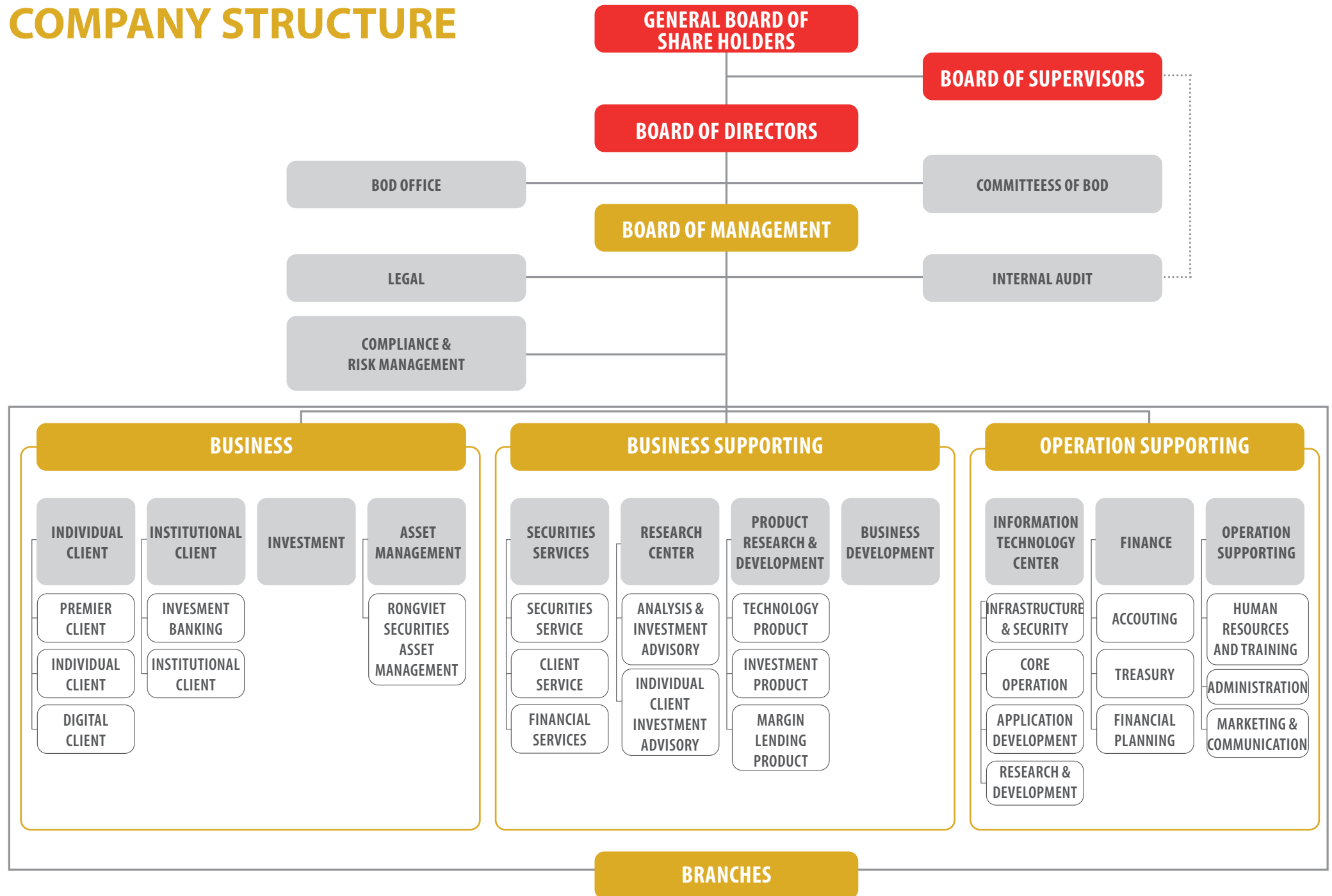


# 02

## **HUMAN RESOURCES**

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# COMPANY STRUCTURE





# BOARD OF DIRECTORS

## GENERAL BOARD OF SHARE HOLDERS



**Mr. NGUYEN MIEN TUAN**  
Chairman



**Mr. NGUYEN THUC VINH**  
Member



**Mr. NGUYEN HIEU**  
Member



**Mr. NGUYEN CHI TRUNG**  
Member



**Mrs. NGUYEN THI THU HUYEN**  
Member cum General Director



**Mrs. HOANG HAI ANH**  
Independent Member



**Mr. TRAN NAM TRUNG**  
Independent Member



**Mr. PHAM HUU LUAN**  
Member

# BOARD OF DIRECTORS

## BOARD OF SUPERVISORS



Mr. **HO TAN DAT**  
Chief Supervisor



Mrs. **NGUYEN BICH DIEP**  
Member



Mr. **NGUYEN TRUNG QUAN**  
Member

# BOARD OF DIRECTORS

## BOARD OF MANAGEMENT



Mrs. **NGUYEN THI THU HUYEN**  
Member of BoD cum General Director



Mr. **LE MINH HIEN**  
Deputy General Director  
cum Chief Financial Officer



Mr. **TRAN THANG LONG**  
Managing Director cum  
Director of Hanoi Branch



Mr. **NGUYEN HAC HAI**  
Managing Director of Investment  
Division



Mr. **PHAM TAN TIEN**  
Managing Director of Investment  
Banking Division



Mr. **LAM HOAI AN**  
Managing Director of Investment  
Banking Division





Mrs. **NGUYEN NGOC VAN PHUONG**  
Managing Director of Operation  
Supporting Division cum Chief  
Personnel Officer



Mr. **LE VUONG HUNG**  
Managing Director of Individual Client  
Division



Mr. **PHAM PHONG THANH**  
Director - Individual Client Division



Ms. **TRAN THI QUY**  
Director - Individual Client Division



Mr. **NGUYEN ANH VU**  
Director – Institutional Client  
Division



Mr. **LAM TRUONG PHONG**  
Chief Information Officer (CIO)



Ms. **TRUONG THI THU HANG**  
Director of Securities Services Division



Mrs. **DUONG KIM CHI**  
Chief Accountant

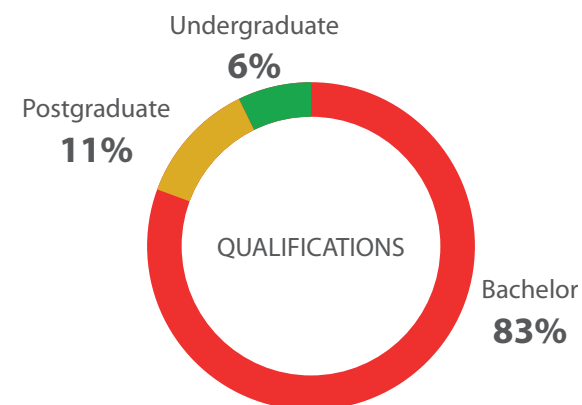
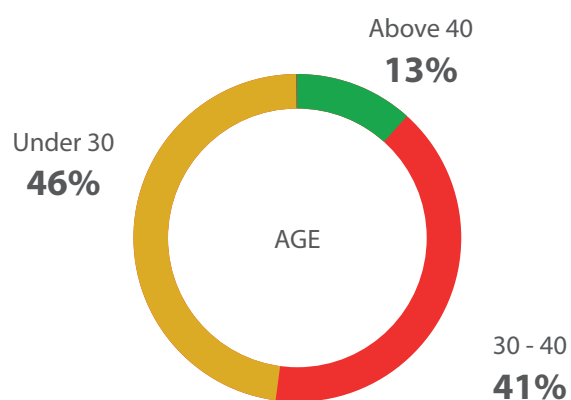
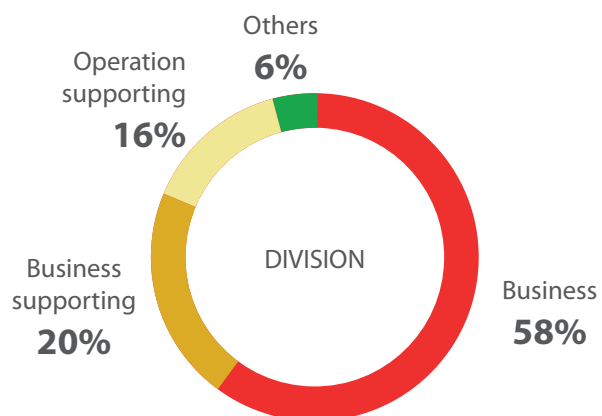
# HUMAN RESOURCE

MORE THAN

447

PERSONNEL

December 31th, 2022





# 03

## FINANCIAL INFORMATION

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- 20 Stock Information (Ticker: VDS)



# FINANCIAL INFORMATION

## CHARTER CAPITAL

From the initial level of VND 100 billion, RongViet Securities's charter capital has now increased over 20 times, reaching VND 2,100 billion.

## REVENUE AND PROFIT

For the 2018 – 2022 period, RongViet Securities has grown rapidly in terms of revenue with a CAGR of 18%. Especially for 2021 and 2022, the revenue achieved the highest levels since Company's establishment.

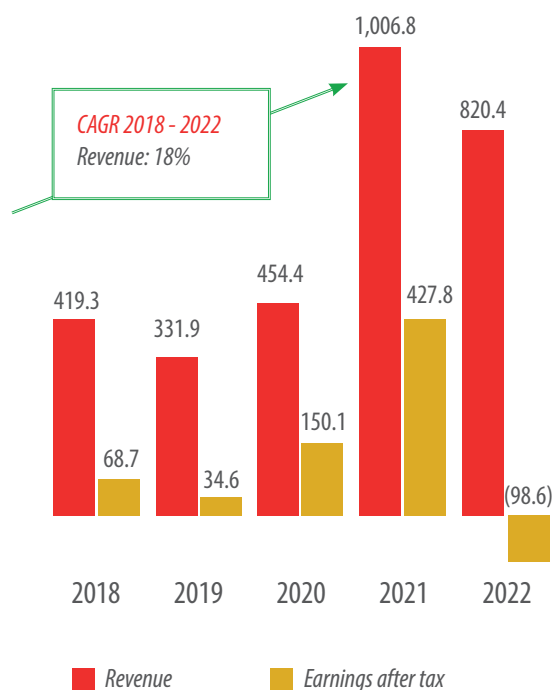
RongViet Securities's revenue is currently contributed from 04 main activities including brokerage, margin lending, investment banking and investment, with an increasingly balanced structure towards comprehensive and sustainable development.

## ASSETS AND OWNER'S EQUITY

The equity and total assets of RongViet Securities are also constantly increasing according to the development momentum. By the end of 2022, the equity reached VND 2,071 billion and the total assets reached more than VND 4,241 billion.

### REVENUE AND PROFIT

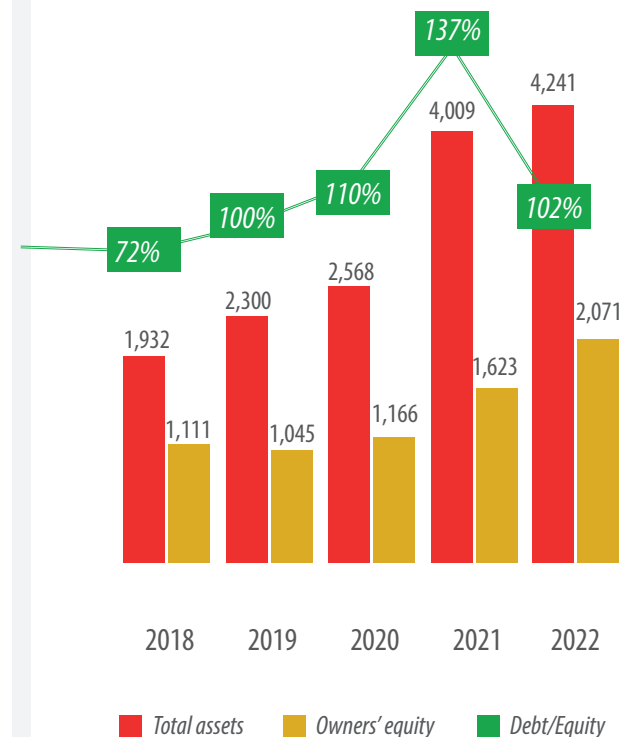
Unit: Thousand



Note: CAGR (Compound Annual Growth Rate)

### ASSETS AND OWNER'S EQUITY

Unit: Thousand



# STOCK INFORMATION (TICKER: VDS)

## STOCK INFORMATION

(Data of Audited Consolidated Financial Statements of FY2022)

Items	Value	Items	Value
Outstanding Shares	210,000,000	P/E (Time)	-
Market Capitalization (Billion)	1,539	BVPS (VND)	9,804
52-week highest/ lowest	28,200/6,610	P/B (Time)	0.75
52-week average volume	942,161	Dividend Ratio (%)	35%
Beta	1.53	EV/EBIT (Time)	41.74
EPS (VND)	(422)	EV/EBITDA (Time)	35.75

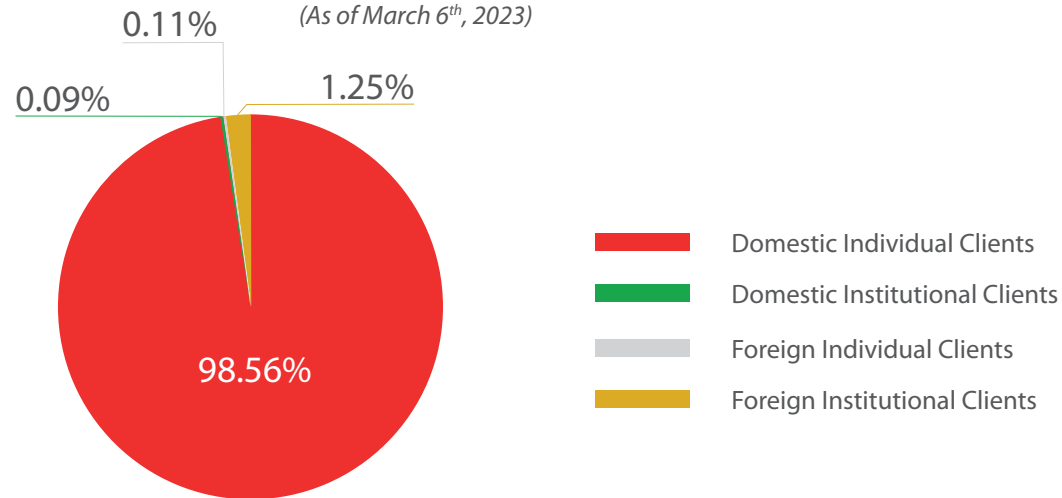
**VDS STOCK PRICE**  
**ON DECEMBER 31, 2022**  
**7,330 VND**

# STOCK INFORMATION (TICKER: VDS)

## OWNERSHIPS

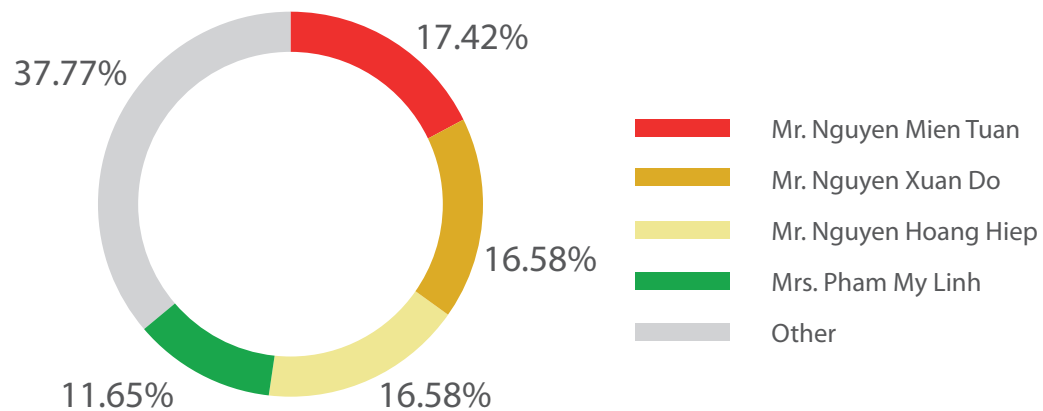
### Shareholders structure

(As of March 6<sup>th</sup>, 2023)



### Major shareholders

(As of March 6<sup>th</sup>, 2023)





# 04

## **BUSINESS ACTIVITIES**

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# OVERVIEW

## RONGVIET SECURITIES HAS 5 BUSINESS SEGMENTS FOCUSING ON SERVING 5 MAIN GROUPS OF CLIENTS



# BROKERAGE ACTIVITIES



RongViet Securities provides comprehensive securities brokerage services to customers with the support of the modern trading system, professional consulting team, and variety of securities products and services.

## MODERN AND SECURE TECHNOLOGY SYSTEM

Providing a secure, comprehensive and efficient trading platform:

- » Online account registration by eKYC technology
- » Smart price board liveDragon
- » Online order via iDragon (web/app)
- » Convenient features such as nDragon, SmartOTP on iDragon app
- » Comprehensive investment advisory system platform SmartDragon
- » Securities investment training system platform eduDragon

## PROFESSIONAL CONSULTING SERVICE

- » A team of enthusiastic investment consultants, professional competence and experience with deep understanding of the market
- » In-depth analysis reports with daily, monthly and quarterly updates

## COMPREHENSIVE SECURITIES SERVICES

- » Providing a full range of securities services including cash advance, margin lending, and depository.
- » Wide range of margin lending products with competitive interest rates and high level of safety.

## DIVERSIFIED INVESTMENT PRODUCTS

- » Listed stocks
- » Bonds
- » Derivatives, covered warrants (CW)
- » Open-end fund certificates

## CONSULTING SERVICE FOR FOREIGN INVESTORS

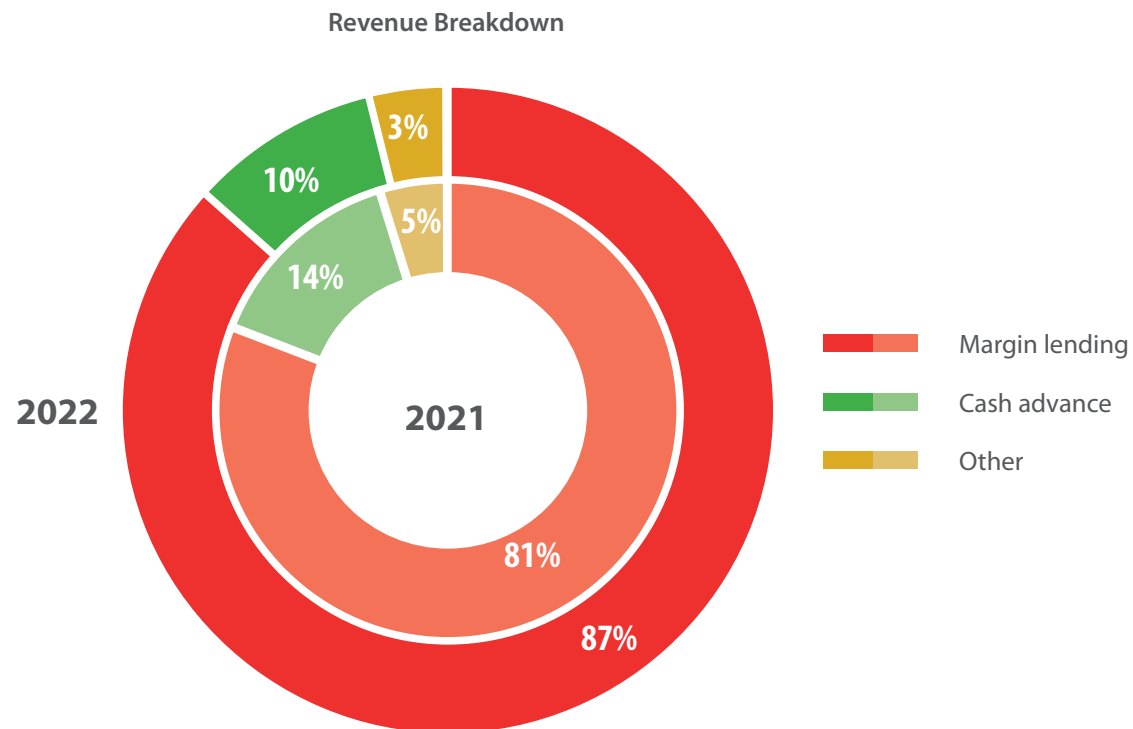
- » Connecting enterprises
- » Analysis and evaluation of enterprises on demand
- » Valuation of unlisted securities



# MARGIN LENDING

With the standpoint to essentially ensure the capital safety and balance the interests of clients, RongViet Securities always has a prudent and flexible lending policy that ensures both timely response to customers' needs and good risk management.

The ratio of margin lending balance/ owners' equity of RongViet Securities always ensures compliance with the legal regulations (maximum 2.0x).



# INVESTMENT BANKING (IB)

With an extensive network of clients and partners both locally and regionally, a team of experienced advisors with a deep understanding and experience in the market and businesses, RongViet Securities provides a full range of investment banking services and ensures to bring clients the best financial and capital mobilization solutions.



## MAIN BUSINESS AREAS

- » Corporate financial advisory: IPO consulting, listing, bond issuance, stock issuance and other value-added services for businesses
- » Mergers and acquisitions (M&A): consulting, searching and connecting potential buyers - sellers
- » Underwriting and capital arrangement to issue stocks and corporate bonds



















## COMPETENCE

- » Diversified clients and partners network, locally and regionally
- » Professional and dedicated consulting team
- » Experience and understanding of diverse industries and markets

# INVESTMENT BANKING (IB)

## FEATURED DEALS

FINANCIAL CONSULTING				M&A		CAPITAL ARRANGEMENT	
Client	Deal value (million USD)	Client	Deal value (million USD)	Client	Deal value (million USD)	Client	Deal value (million USD)
 Kien Long Bank (listing)	130	 Eximbank (listing)	1,100	 Merger of Southern Bank into Sacombank	279	 Orient Commercial Joint Stock Bank (OCB) (Capital raising)	591
 <b>PYMEPHARCO</b> Pymepharco JSC (listing)	193	 Phuoc An Port (listing)	65	 STADA Service Holding B.V and Pymepharco (PME)	70	 Novaland Group	96
 <b>EVNPECC2</b> Power Engineering Consulting JSC 2 (PECC2) (listing)	81	 The Southern Rubber Industry JSC (listing)	46	 Merger of Kido Foods into KIDO Group	25	 <b>HUNG THINH CORPORATION</b> Hung Thinh Corporation (Capital raising)	100
 577 Investment Corporation (listing)	30	 <b>CC1</b> Construction Corporation No. 1- JSC (IPO)	89	 M&A advisory for NUTIFOOD (Quang Ngai Sugar, Sam Ngoc Linh,...)	270	 <b>KIDO GROUP</b> KIDO Group (Capital raising)	43.5



# INVESTMENT

Following the philosophy of value investment and targeting on the efficiency, RongViet Securities investment activities focus on listed shares and fixed-interest product investments that not only bring in stable revenue, but also create more new investment products for clients.

INVESTMENT METHOD	INVESTMENT PRODUCTS	INVESTMENT PHILOSOPHY	CORE COMPETENCE
<b>PROPRIETARY TRADING</b>	<ul style="list-style-type: none"> <li>» Listed stocks</li> <li>» Non IPO stocks (private equity)</li> </ul>	Aiming to maximize profitability while ensuring safety and stability of capital	<ul style="list-style-type: none"> <li>» In-depth understanding of macro factors, economy and Vietnam's stocks market</li> <li>» Using in-depth analysis method, combining with fundamental analysis and technical analysis to select investment opportunities with good growth potential and suitable trading time in line with the market movements</li> <li>» Effective portfolio allocation method and strict in compliance with the risk management principles</li> </ul>
<b>FIXED-INTEREST INVESTMENT PRODUCTS</b>	Corporate bonds and structured products	Aiming at safety, stability based on strict risk management and flexibility based on liquidity, cash flow management	<ul style="list-style-type: none"> <li>» Deep understanding of macro, economy and capital market</li> <li>» Understanding the needs and tastes of client for fixed interest products</li> <li>» Working closely with the IB Division to form a closed process from bonds issuance to distribution, helping to reduce risks for investors</li> </ul>

**In the coming time, RongViet Securities continues to research and develop new investment methods such as:** capital business; derivatives – investment in the derivatives market – issuance of warrants; investment trust/ HNW management.

# ASSET MANAGEMENT



Kiến tạo tương lai thịnh vượng

From early 2021, RongViet Securities Asset Management Corporation (VDAM) has become the subsidiary of RongViet Securities with the ownership ratio of 51%.

In 2022, VDAM increased the charter capital to USD 2.6 million and completed the establishment of Rong Viet Investment Fund (RVIF).

VDAM operates in the area of asset management and is a piece to complete RongViet Securities's financial and investment ecosystem in the journey to become a leading financial institution in Vietnam.

VDAM is currently focusing on completing its operation mechanism through applying technology on corporate management, along with concentrating on completing wealth management service packages.



# 05

## **DEVELOPMENT STRATEGY**

- 31 Comprehensive Digital Transformation With 3 Targets
- 32 Sustainable Development Plan For 2021 – 2025



# COMPREHENSIVE DIGITAL TRANSFORMATION WITH 3 TARGETS

## OPTIMIZING OPERATION PROCESSES



Restructuring operations towards reforming management methods; automating Company's core processes. Targeting towards building a comprehensive, professional and modern management system

## INCREASING CUSTOMER EXPERIENCE



Promoting activities that increase face-to-face and online interaction with clients. Helping to increase clients' experience of products and services, and at the same time meeting financial investment needs of clients

## DEVELOPING NEW BUSINESS MODELS



Researching and developing new financial and investment products on digital platforms to diversify products and approaching methods, thereby creating sustainable and stable economic efficiency for the company.

# SUSTAINABLE DEVELOPMENT PLAN FOR 2021 – 2025



## RONGVIET SECURITIES TARGET

Become one of the leading, modern and efficient financial institutions in Vietnam with a diversified, flexible product range that meets the needs of different customer segments

Be compliant with laws in business and operating activities

Improve the quality of human resources, increase internal training and extracurricular activities

Increase charitable activities

Aim towards a “Green office” (electricity saving, paper savings, ...)



## IMPACT/ CONTRIBUTION TO THE COMMUNITY

Provide a quality and reliable financial and investment ecosystem for Vietnamese on the stock market, help to increase investment value for shareholders; create jobs for local communities

Contribute to ensuring the sustainability and security of the stock market in particular and the economy in general

Create a safe, civilized and encouraging working environment for employees

Contribute to and support difficult circumstances; contribute to building a green – clean – beautiful living environment

Minimize negative impacts on the environment; build sustainable and environment-friendly consumption habits





“

With the ambition to successfully build up a financial and investment ecosystem for the business community and Vietnamese people, RongViet Securities believes that its role does not solely rest with providing financial solutions and top investing products for businesses and individuals, or creating jobs and income for employees, but further, to initiate a positive and effective contribution to the financial market, the economy of Vietnam, and the society.

”

Message from the Chairman - Mr. Nguyen Mien Tuan  
regarding sustainable development of RongViet Securities



# OPERATING NETWORK

## HEADQUARTER IN HO CHI MINH CITY

Floors 1-8, Viet Dragon Tower, 141 Nguyen Du, Ben Thanh Ward, District 1, Ho Chi Minh City

**T** (+84) 28 6299 2006 **E** [info@vdsc.com.vn](mailto:info@vdsc.com.vn)  
**F** (+84) 28 6291 7986 **W** [www.vdsc.com.vn](http://www.vdsc.com.vn)

**Tax code** 0304734965

## HANOI BRANCH

10<sup>th</sup> floor, Eurowindow Tower, 2 Ton That Tung, Trung Tu Ward, Dong Da District, Hanoi

**T** (+84) 24 6288 2006  
**F** (+84) 24 6288 2008

## NHA TRANG BRANCH

7<sup>th</sup> floor, 76 Quang Trung, Loc Tho Ward, Nha Trang City, Khanh Hoa

**T** (+84) 25 8382 0006  
**F** (+84) 25 8382 0008

## CAN THO BRANCH

8<sup>th</sup> floor, Sacombank Tower, 95-97-99, Vo Van Tan, Tan An Ward, Ninh Kieu District, Can Tho City

**T** (+84) 29 2381 7578  
**F** (+84) 29 2381 8387

## VUNG TAU BRANCH

2<sup>nd</sup> floor, VCCI Building, 155 Nguyen Thai Hoc, Ward 7, Vung Tau City, Ba Ria – Vung Tau Province

**T** (+84) 25 4777 2006

## BINH DUONG BRANCH

3<sup>rd</sup> floor, Becamex Tower, 230 Binh Duong Avenue, Phu Hoa Ward, Thu Dau Mot City, Binh Duong Province

**T** (+84) 27 4777 2006

## DONG NAI BRANCH

8<sup>th</sup> floor, TTC Plaza, 53-55 Vo Thi Sau, Quyet Thang Ward, Bien Hoa City, Dong Nai Province

**T** (+84) 25 1777 2006

