



October 2023

# SSI INVESTOR PRESENTATION



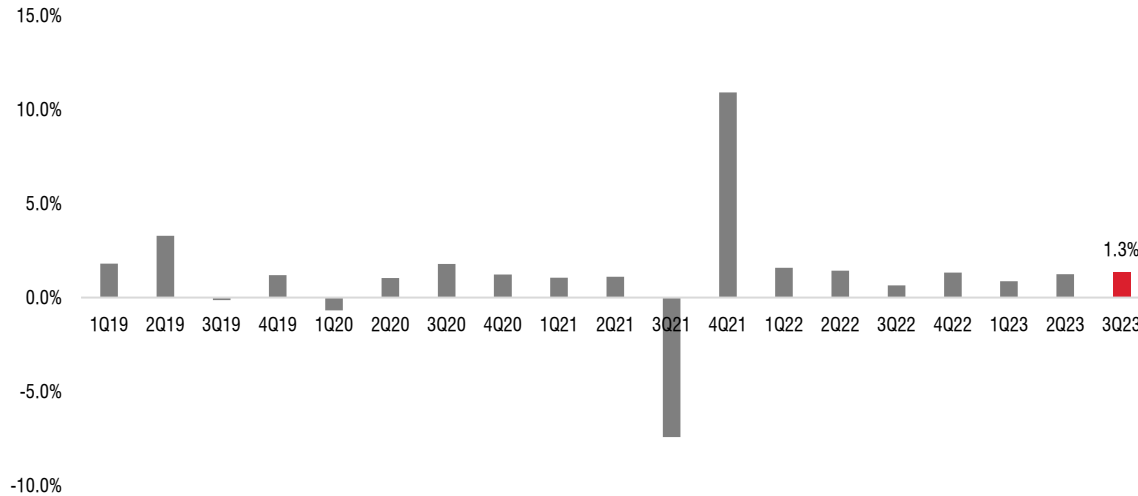




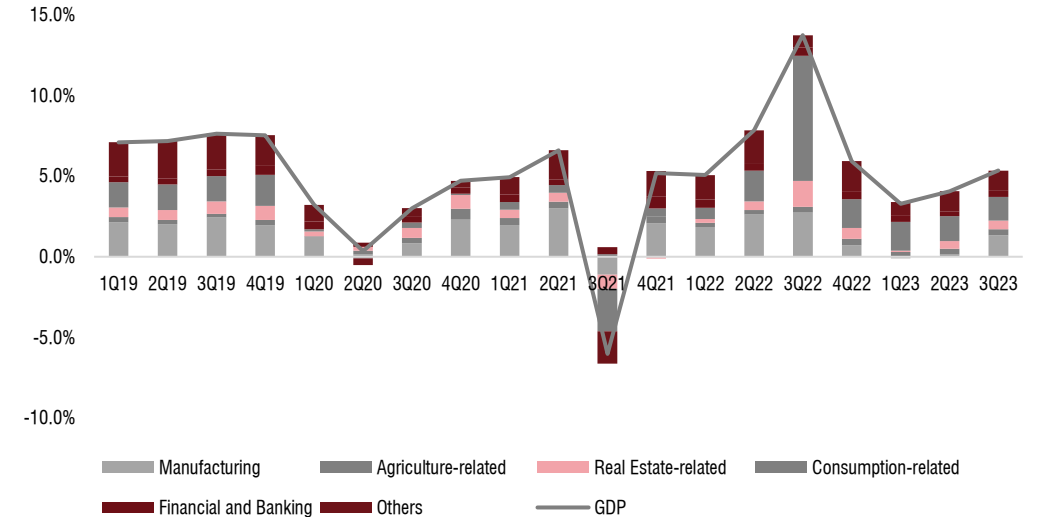
# MARKET OUTLOOK



## REAL GDP GROWTH RATE BY QUARTER (% QoQ)



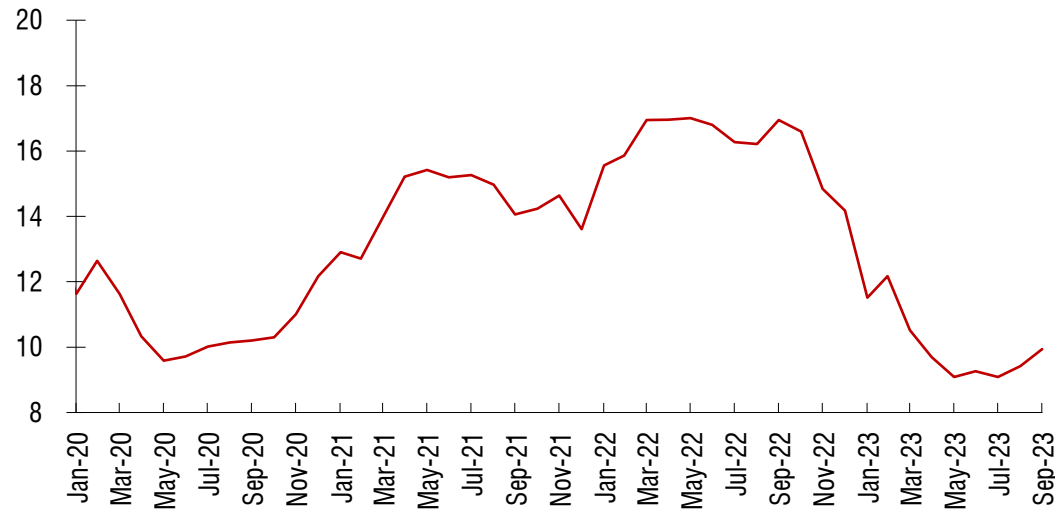
## GDP CONTRIBUTION BY SECTOR (%)



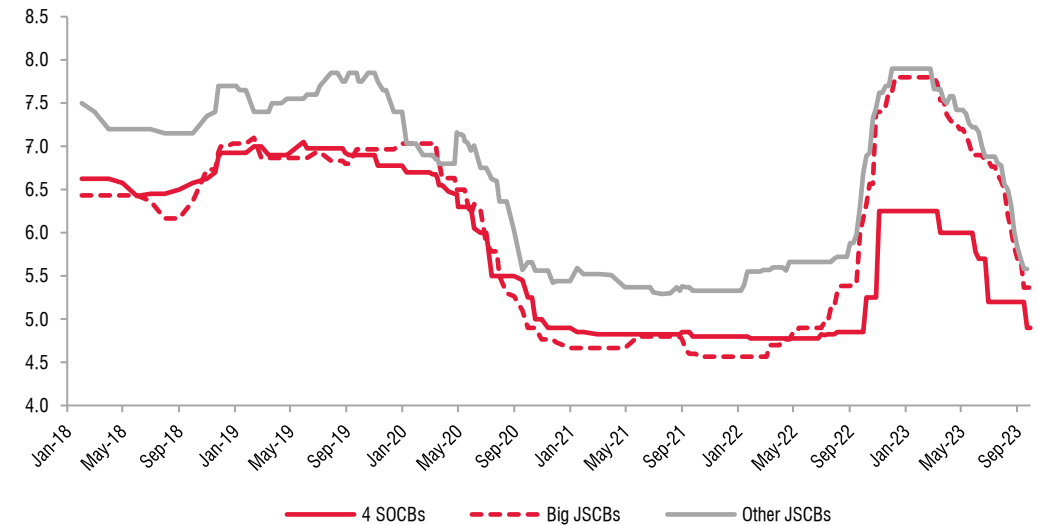
Sources: General Statistic Officer, SSI Research

- The 3Q23 GDP growth rate was estimated at 5.3% YoY. It showed another quarter of stabilization, encouraging us in our view that the economy likely hit a trough point.
- Recovery has been more likely L-shaped without any clear improvement in the two key growth drivers (manufacturing and consumption), while we are closely monitoring for green shoots.
- As inflation and exchange rate under control, the government provides several fiscal supporting measures to support growth.

## CREDIT GROWTH (% YOY)



## 12M DEPOSIT QUOTATION FOR CORPORATIONS



Sources: Bloomberg, SSI Research

- Abundant liquidity due to weak credit demand (Credit growth: 6.9% YTD or 9.9% YoY as of Sept)
- The 12 mo. rate quotations at the big 4 state-owned and large private banks for corporations quoted at 4.9% and 5.4% p.a respectively, all back to a lower range not seen since 2021.
- The SBV has taken proactive steps to find an optimal formula towards macroeconomic stability and improved growth.



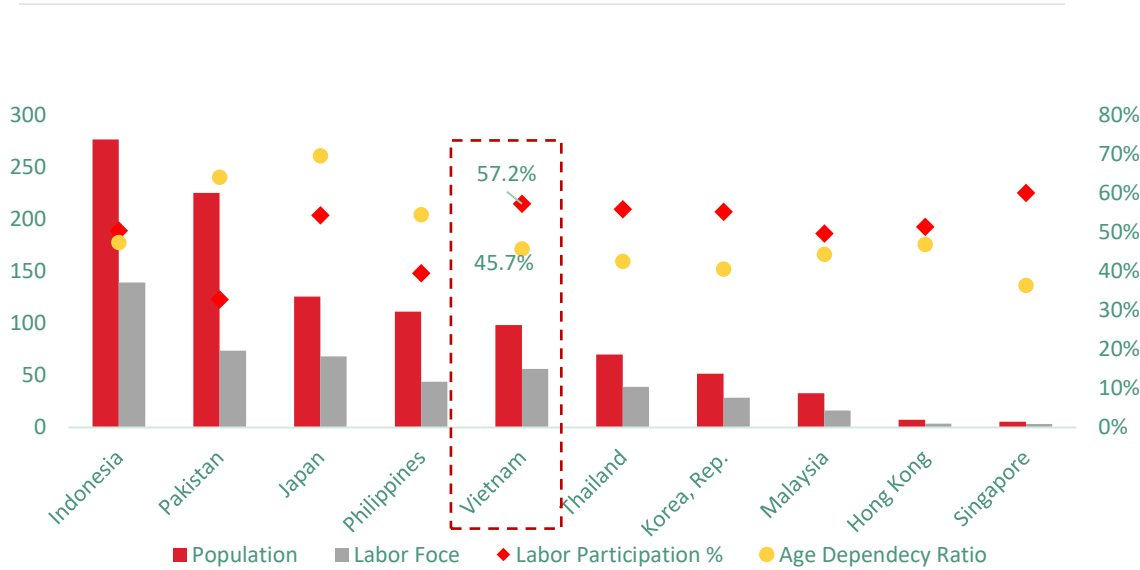
## KEY FDI PROJECTS

Company	Nationality	Industry	Total investment value (mn USD)	Location	IP developer	Size (ha)	Start time
Polytex Far Eastern*	Taiwan	Fibers, Polyester	1,250	Binh Duong	Becamex	160	2024
Hosung	Korea	Carbon fiber and chemicals	1,000	Phu My II	IDICO	25	2025
Fulian Precision Technology	Singapore	Computers, Electronics & Optical Products	621	Bac Giang	Kinh Bac	50	2025
Amkor Technology, Inc	US	Semiconductor	520	Bac Ninh	Viglacera	23	Production test in Oct23
HaoHua	China	Tire	500	Binh Phuoc	Minh Hung Sikico	42	3Q2025
Trina Solar 3	China	Solar	400	Bac Giang	FuGiang	25	2025
Goertek (HongKong) Co. Ltd.	HongKong	Computers, Electronics & Optical Products	280	Bac Ninh	Kinh Bac	52	2025
Singapore Biel Crystal	Singapore	Glass products	260	Hai Duong	An Phat	20	2Q2025
Suntory Pepsico Viet Nam	Netherlands	Beverages	185	Long An	IDICO	20	1Q2026
Boltun Corp. & QST International Corp.	Taiwan	Machinery & Equipment	165	Quang Ninh	DEEP C	35	2Q2025
Pandora Production Holdings A/S	Denmark	Jewellery Products	163	Binh Duong	VSIP	8	2026
Autoliv Vietnam	Sweden	Automotive Equipment	154	Quang Ninh	Amata	9	Oct2025
LONGi Green Energy Technology Co.,Ltd.	China	Solar Panels & Batteries	140	Bac Giang	FuGiang	N/A	2Q2025
JiaWei	Taiwan	Houseware manufacturer	100	Nam Dinh	Dai Phong	15	2024

Sources: SSI Research

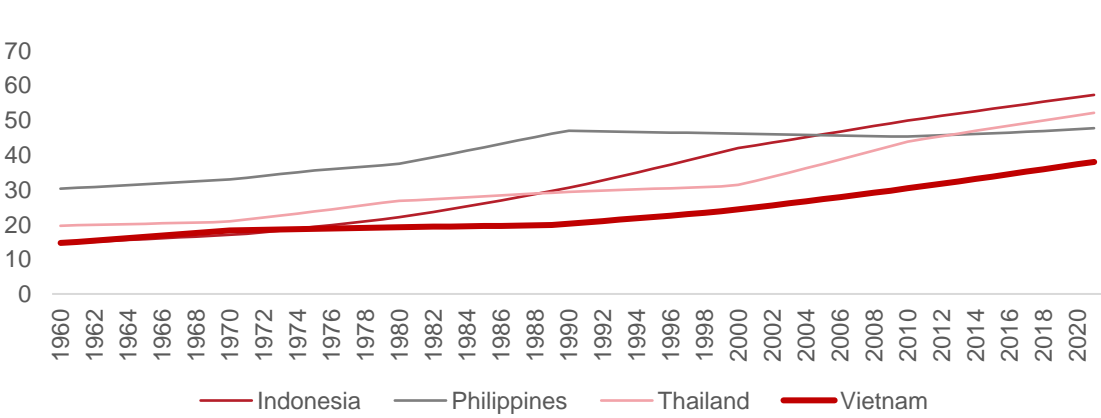
- FDI registered recorded \$20.2 bn in 9M2023 (+7.7% YoY) - largely poured into manufacturing
- For FDI, Q1-Q3 disbursed FDI recorded \$15.9 bn (+3.1% YoY) – on track to achieve the government's annual target of around \$22 bn for 2023
- Long-term priority: Moving from Wage/Tax incentives to longer-term advantages like numerous FTAs, improved infrastructure, manufacturing ecosystem (electronics) or even golden population.

2021 POPULATION (Mn)



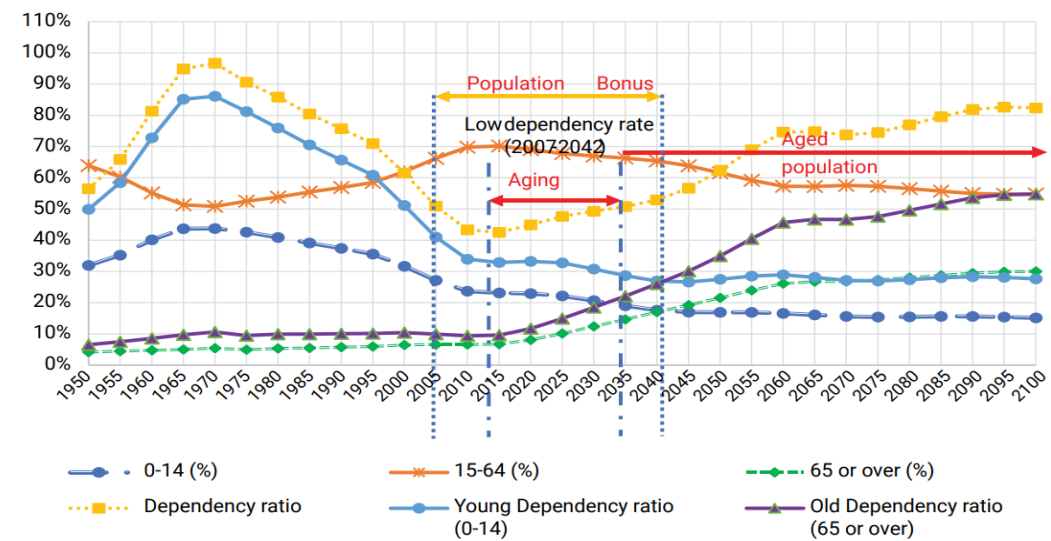
Sources: World Bank

REGIONAL URBANIZATION RATE (%)



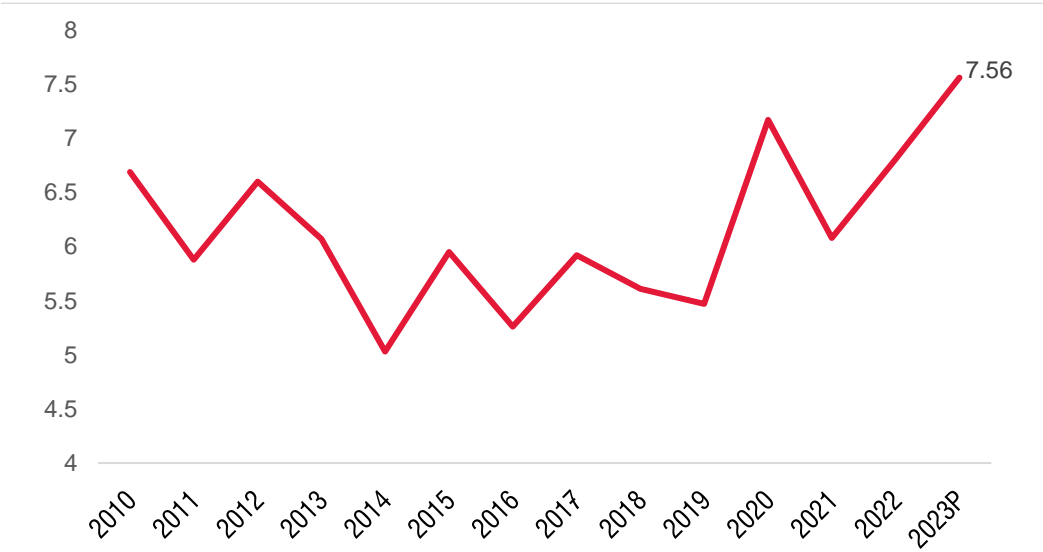
Sources: World Bank

THE GOLDEN POPULATION PERIOD CONTINUES FOR THE NEXT 10-15 YEARS



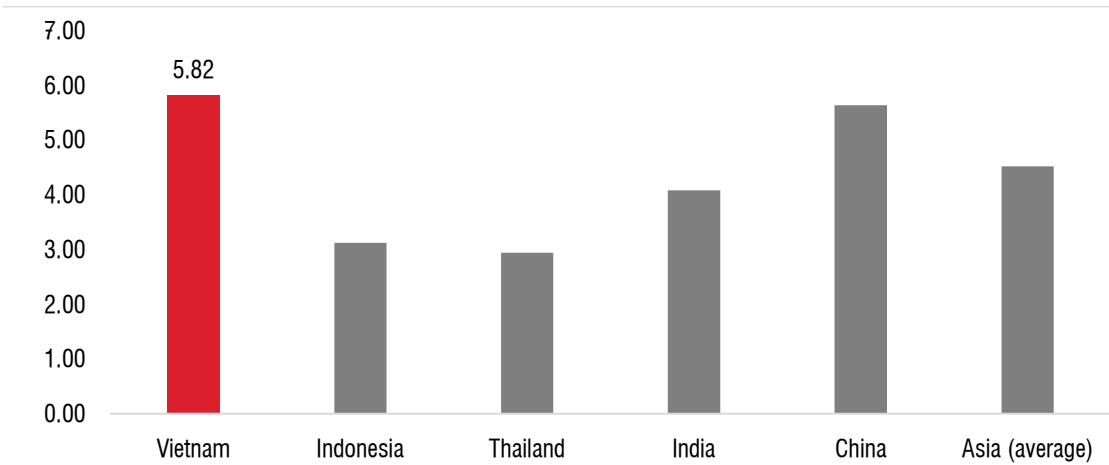
- With 23.2 million people joining the demographic by 2030, Vietnam is ranked seventh among nine nations with fastest growing middle-class populations in the coming decade.
- **The number of middle-class people will reach 56 million in 2030.**

VIETNAM PUBLIC INVESTMENT (% GDP)



Sources: MoF, SSI Research. 2022-2023 figure include stimulus package

INFRASTRUCTURE SPENDINGS IN REGIONAL (% GDP) IN 2022



Source: Global Infrastructure Hub, SSI Research

KEY INFRASTRUCTURE PROJECTS FOR 2023-2025

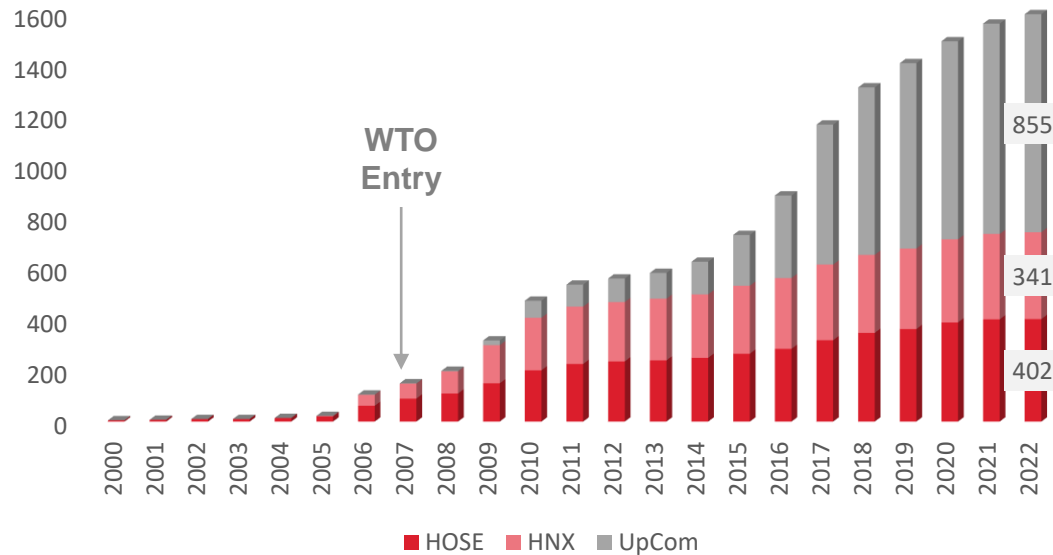
Project	Total capital (VND tn)	Expected completion time
Long Thanh Airport (Phase 1)	109.9	2025
12 North-South expressway sub-projects	147.0	
Bai Vot - Ham Nghi	7.4	
Ham Nghi - Vung Ang	10.2	
Vung Ang - Bung	11.8	
Bung - Van Ninh	10.5	
Van Ninh - Cam Lo	10.6	
Quang Ngai - Hoai Nhon	20.9	2025
Hoai Nhon - Quy Nhon	12.5	
Quy Nhon - Chi Thanh	12.3	
Chi Thanh - Van Phong	10.6	
Van Phong - Nha Trang	12.9	
Can Tho - Hau Giang	9.8	
Hau Giang - Ca Mau	17.5	
Ring Road 4 (HN)	85.8	2027
Ring Road 3 (HCMC)	75.4	2027
Chau Doc – Can Tho – Soc Trang	45.1	2025-2026
Khanh Hoa – Buon Ma Thuat	21.9	2025-2026
Bien Hoa – Vung Tau	17.8	2025

- Average annual infrastructure spendings in Vietnam reach around 6% GDP – among the top spending in ASEAN, compared to Indonesia (3%), India (4%) or China (5%).
- The country’s 2021-2030 Socio Economic Development Plan highlights comprehensive infrastructure development as one of three strategic interventions.

Source: Government websites, SSI Research

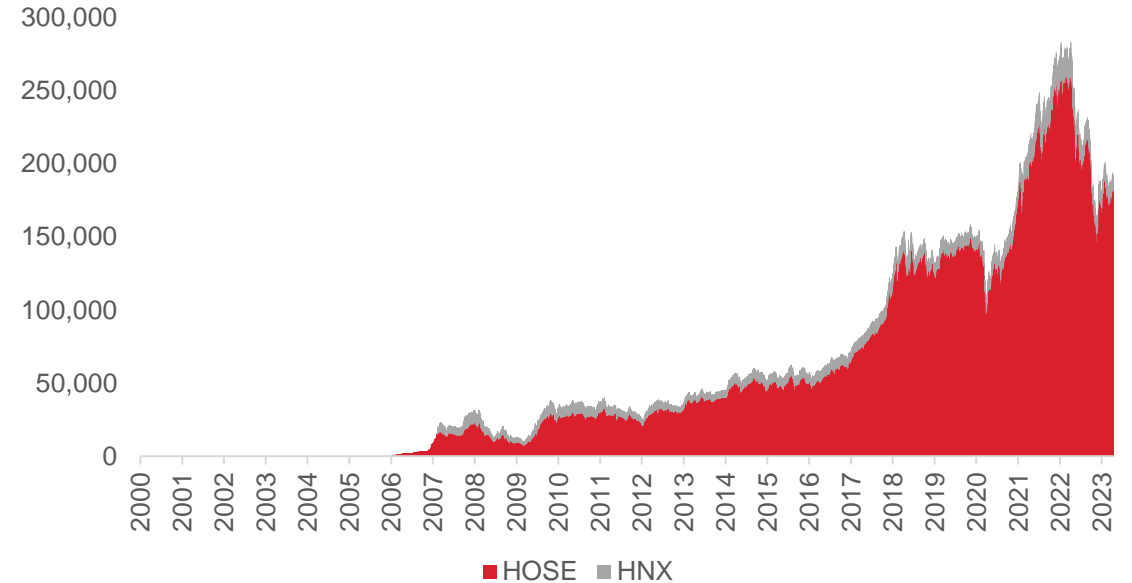
# VIETNAM'S STOCK MARKET HAS GROWN DRAMATICALLY OVER ITS HISTORY

## NUMBER OF LISTED COMPANIES



Sources: Fiinpro

## MARKET CAP (USD MN)



Sources: HSX, HNX

- Vietnam's stock markets started to grow rapidly right about the same time Vietnam was admitted into the WTO.
- After 23 years, there are now more than 700 companies on Vietnam's two stock markets and another 855 unlisted public companies.
- HOSE companies make up 90% of the ~USD200bn market capitalization.



## VN-INDEX PERFORMANCE

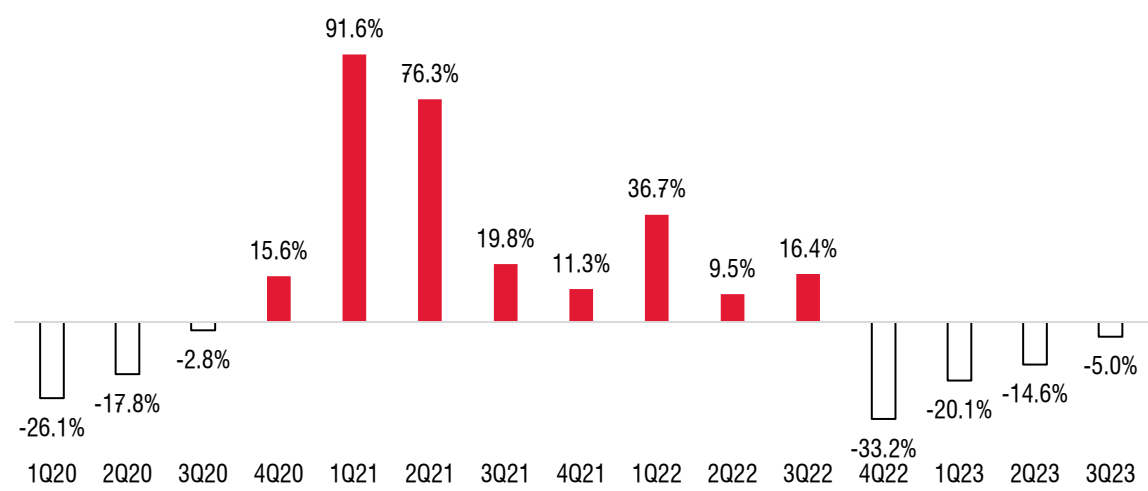
(As End of Sep 2023)	1M Δ	3M Δ	1YR Δ	VNI End Weight	TTM P/E	Current P/B	ROE	Beta
Communication Services	-8.3%	-3.6%	0.0%	0.1%	22.3	0.9	1.1	1.2
Consumer Discretionary	-1.5%	12.1%	-0.5%	3.5%	24.1	2.4	8.9	1.1
Consumer Staples	-5.1%	1.8%	-1.1%	9.2%	23.3	2.9	10.4	0.8
Energy	1.0%	3.6%	0.4%	1.7%	16.1	1.5	9.7	1.1
Financials	-4.0%	4.5%	9.1%	42.2%	9.8	1.6	17.8	1.1
Health Care	-1.0%	-3.8%	0.1%	0.8%	13.9	2.2	17.4	0.6
Industrials	-4.9%	3.5%	0.0%	8.4%	15.0	1.8	4.6	1.1
Information Technology	-3.9%	24.4%	0.7%	3.0%	20.3	4.4	23.8	1.0
Materials	-4.2%	5.1%	0.7%	8.4%	13.0	1.5	3.2	1.4
Real Estate	-16.1%	-6.8%	-5.8%	15.8%	10.1	1.4	13.1	1.0
Utilities	3.4%	8.4%	0.2%	6.6%	13.4	2.0	15.7	0.8
Not Classified	-7.4%	-3.9%	0.0%	0.2%	11.7	1.8	1.8	1.0
<b>VN-Index</b>	<b>-5.7%</b>	<b>3.1%</b>	<b>2.0%</b>	<b>100.0%</b>	<b>15.9</b>	<b>1.8</b>	<b>12.3</b>	<b>1.0</b>
<b>VN30</b>	<b>-5.5%</b>	<b>3.9%</b>	<b>1.3%</b>		<b>12.9</b>	<b>1.7</b>	<b>14.2</b>	<b>1.0</b>

As End of September 2023	Vietnam VN-Index	Thailand SET Index	Philippines PCOMP Index	Indonesia JCI Index
YTD % Increase / (Decrease)	14.4%	-11.4%	-3.7%	1.3%
TTM P/E	15.9	22.5	13.8	14.6
P/B	1.8	1.5	1.6	1.9
ROE	12.3	7.4	10.9	11.8
Market Cap (USDbn)	189	521	167	666
3-Month Avg Daily Traded Value USDm	824	1,340	68	574
2022 Net Foreign Inflow (USDmn)	1,072.6	5,844.1	(1,245.3)	4,316.7
YTD 2023 Net Foreign Inflow (USDmn)	3.2	(137.8)	(22.6)	31.1
5YR Gov Bond Yield	1.78%	2.89%	6.23%	6.53%

Sources: Bloomberg. SSI Research

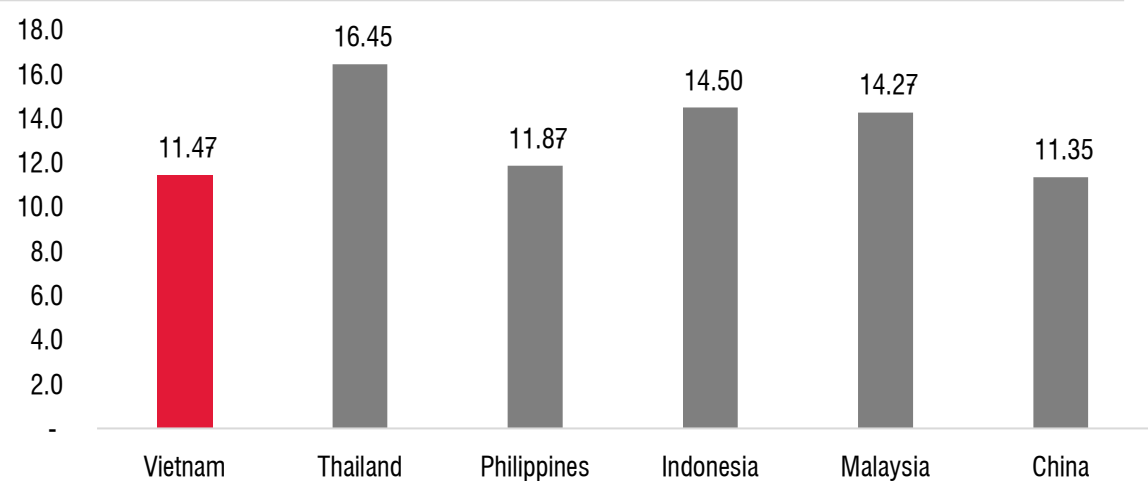
- Consumer discretionary stocks had solid gains over the past 3 months as investors expect the manufacturing downturn to reverse and recover before the end of the year.
- Financials have outperformed over the past 12 months and are still reasonably prices. Banks and Brokerage firms should benefit from acceleration of credit growth in the last quarter and increased trading liquidity.
- The VN-Index has been following an upward trend but has been very volatile. The VNIndex achieved 14.7% YTD as of Sept 2023.
- The current P/E ratio is still in-line with or below neighboring markets even though the VNI has a higher ROE and a low risk-free rate.

MARKET EARNINGS SAW SIGNS OF IMPROVEMENT

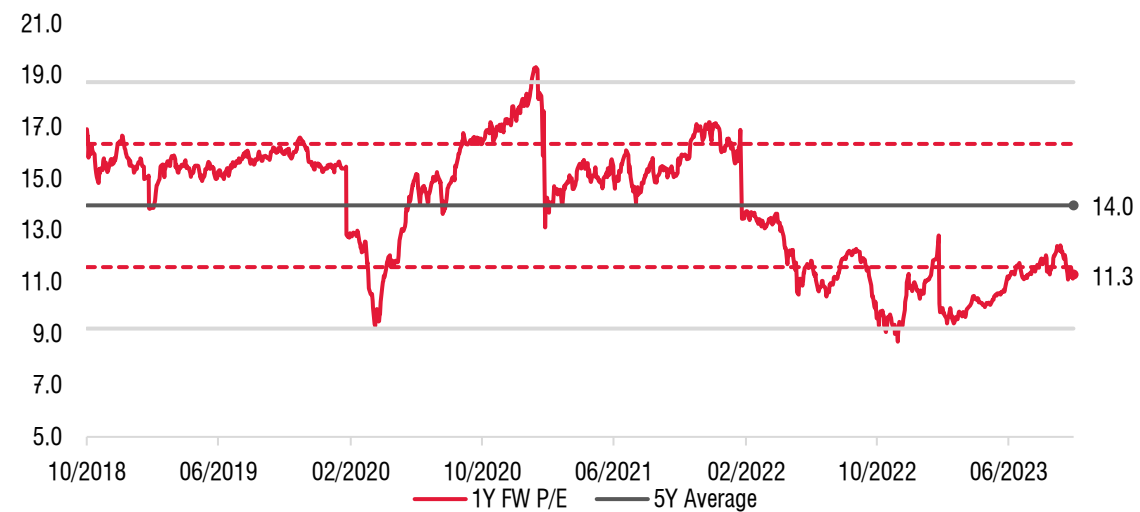


Sources: Bloomberg. SSI Research

MARKET STILL AT RELATIVELY ATTRACTIVE VALUATION



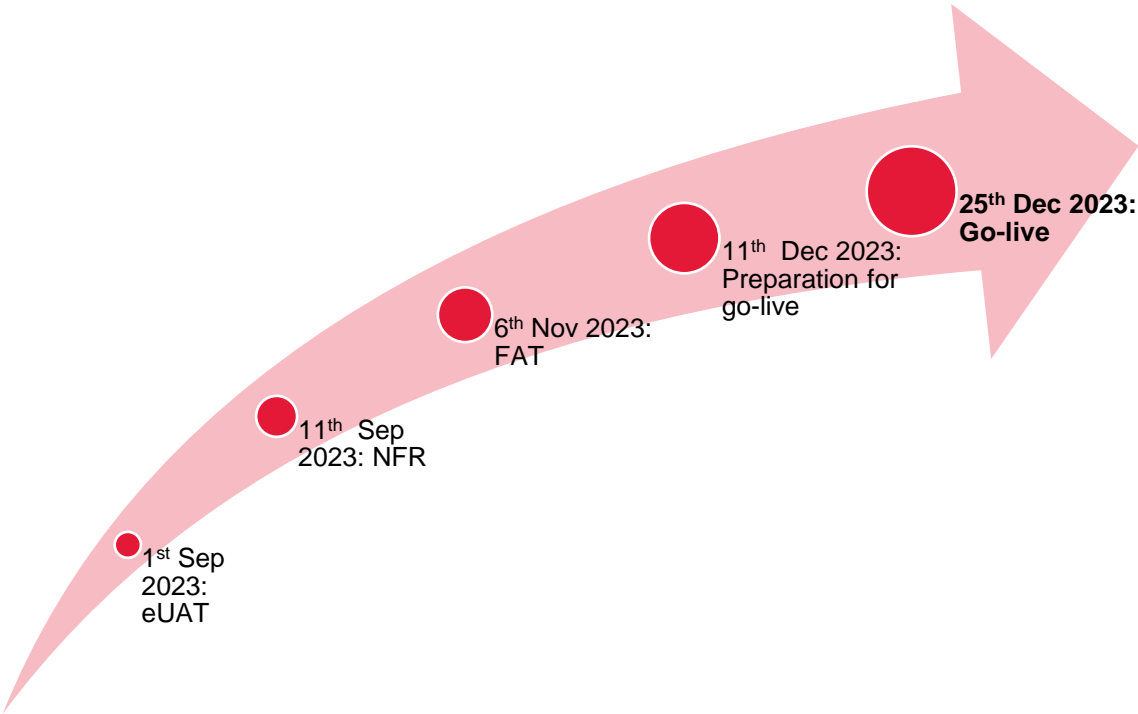
MARKET FORWARD P/E



Sources: Bloomberg

- By 3Q23, many sectors could already pass its earnings trough, partly thanks to the very low base in 4Q22. Earnings growth estimate of 2024 is 17.2% vs. -3% in 2023.
- We still keep conservative on Banks until its actual bad debt could be revealed and recognized, possibly from late 2024. Non-Banks should be in focus in 2024 with highest growth belong to Materials and Retail sectors.

KRX LAUNCHING EXPECTED TIMELINE



Source: SSI Estimation

KRX VS CURRENT PLATFORM

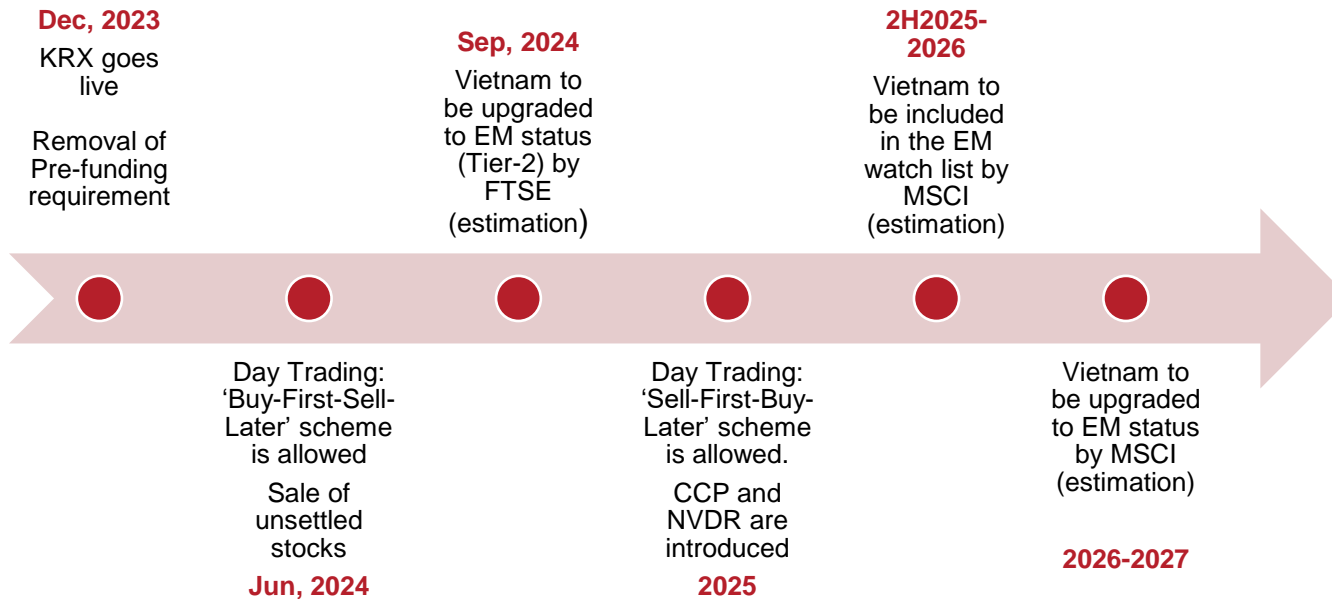
	Current (FPT)	KRX
Maximum matching orders (per session)	3mn - 5mn	5 mn
Maximum trading value (per session)	Up to USD 1.5 bn	Up to USD 4 bn
Trade date	T+2	T+0
New products	No short sell	Day-trading, short sell, options

Source: SSC

- Besides capacity upgrade, benefits from KRX trading system and the introduction of central clearing party (CCP) are to facilitate the full operation of pre-funding or to make day trading and short sell possible.
- Brokerage companies need to prepare carefully for the upgrade..



## KRX WILL ALLOW TO CCP, BRINGING VIETNAM CLOSER TO EMERGING MARKET



Source: SSI Estimation

**Prefunding:** An alternative solution for prefunding requirement is being discussed in the way that it is not required:

- Both foreign and domestic investors are not required to fully prefund when placing buy orders.
- Brokerage companies will be the one responsible for the margin rate they provide to each investor based on the investor's collaterals at the brokerage companies or custodian banks.
- **CCP** (the Central Counterparty Clearing house) will be a long-term target. It might require Laws of Credit Institution revision.

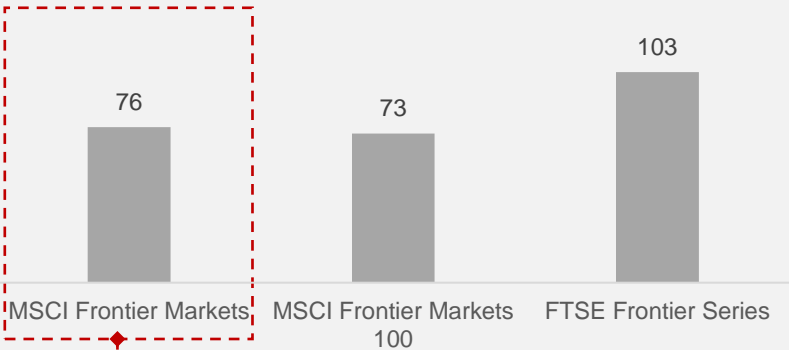
### (\*) Disclaimer

- The timeline above is purely estimation that base on SSI's own assessment of the current KRX and CCP situation as well as best practices from foreign markets
- Actual timeline may change

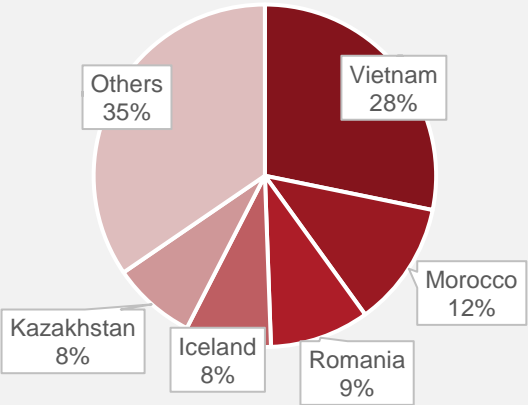
### (\*\*) Dependency

- KRX system is successfully deployed in VSD, HNX and HoSE
- VSD to issue official guidelines to settle day trade orders
- Readiness of clearing members (i.e. brokers and custodian banks) in adopting VSD's guidelines

Frontier Markets Indexes - Market Cap (Bn USD)



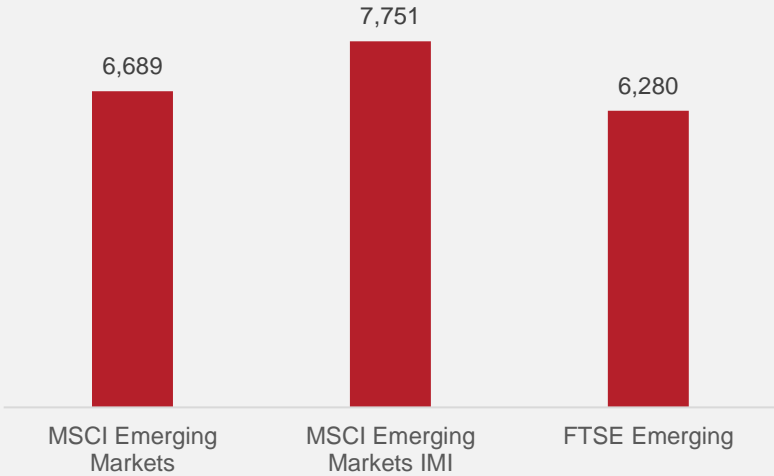
Country Weights



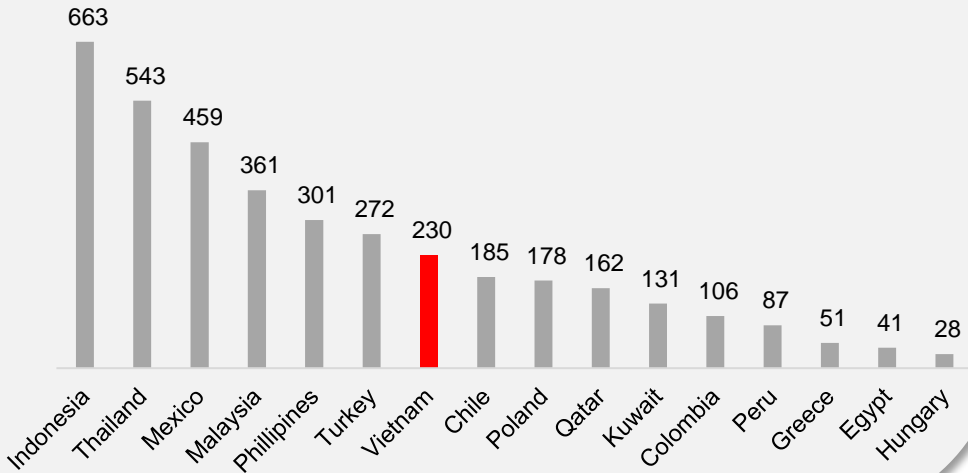
REQUIREMENTS

- 1. Liquidity
- 2. Transparency
- 3. Accounting Standards – IFRS
- 4. No trade fail – Prefunded Market
- 5. Foreign Ownership Limit

Emerging Markets Indexes - Market Cap (Bn USD)



E.M Countries vs. Vietnam Market Cap (Bn USD)



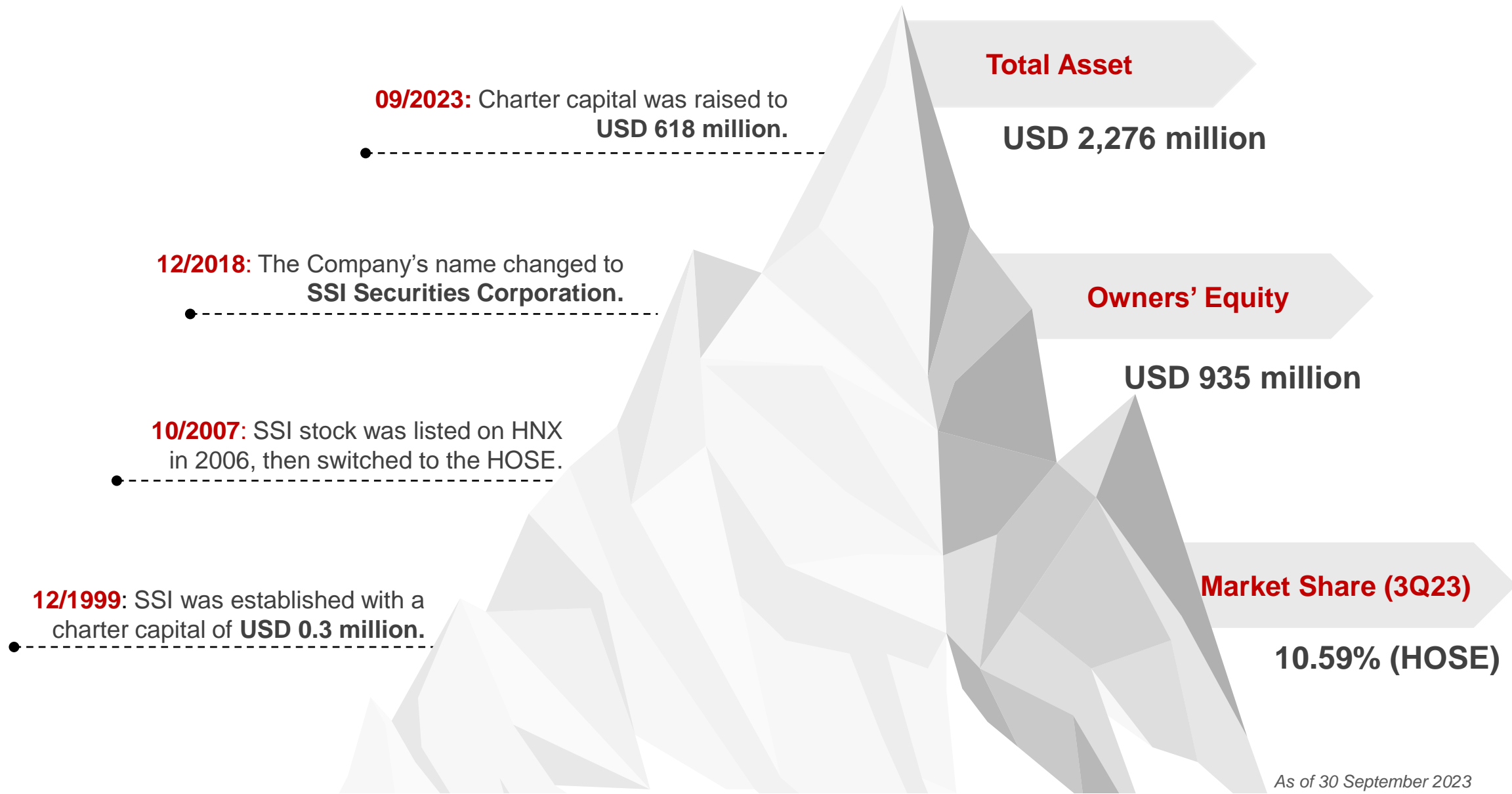
Source: MSCI, FTSE (As of July 2023)



# A PREMIER CLIENT FRANCHISE







HIGH LIQUIDITY & DIVERSIFIED SHAREHOLDER BASE

- 1

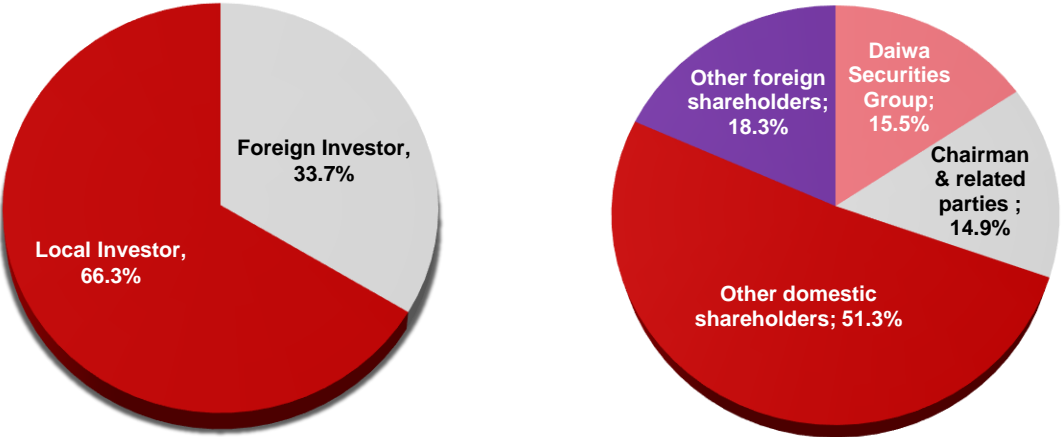
99.4% of free-float percentage
- 2

No Foreign Ownership Limit
- 3

20M of daily trading volume
- 4

Diversified Shareholder Base

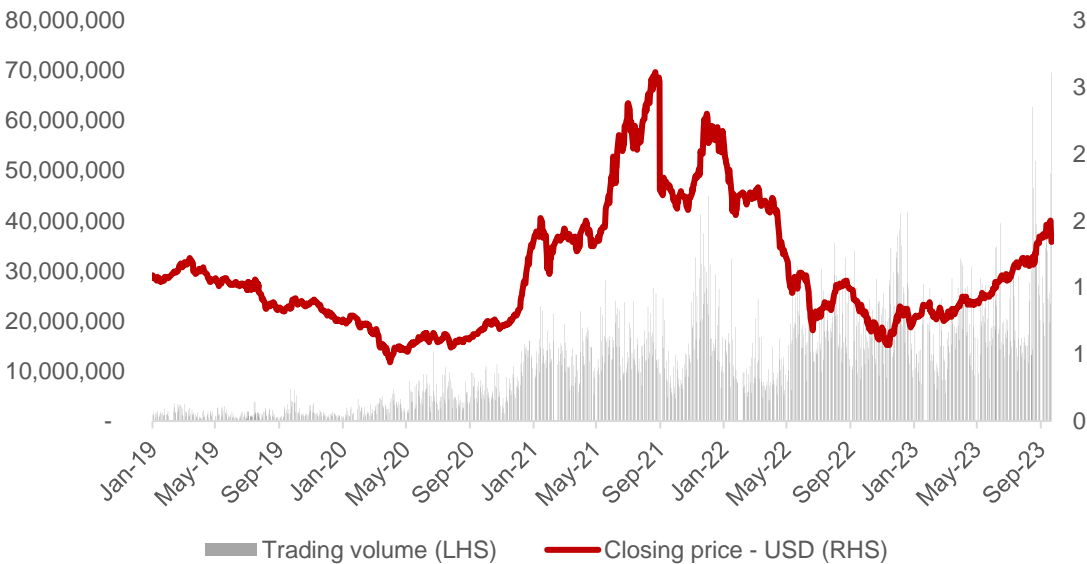
OWNERSHIP BY TYPE OF INVESTORS



STOCK OVERVIEW

Ticker	SSI	52-week high	USD 1.48
Exchange	HOSE	52-week low	USD 0.54
Market Cap	USD 1.96 Bn	EPS	USD 0.05
Outstanding Shares	1,499,138,669	F P/E	10.43x
Average daily trading volume	20,150,745 (shares)	P/B	2.07x

STOCK INFORMATION





VISION

*The Business of Success*

Maximize value and benefits to clients, shareholders, employees, and society



MISSION

*Connect Capital to Opportunities*

A trusted life-time partner with our retail and institutional clients - helping them identify investment opportunities that will deliver superior returns



CORE VALUES

**Solutions-Led:** We are focused on the outcome of making our customers successful, and we prioritize their individual needs over existing products or processes.

**Skilled:** We are experts in our industry and our markets and will continually enhance our professional skills to provide the highest standards of service to our customers.

**Inventive:** We empower and encourage our people to find creative new ways to bring success to SSI and its customers.

WHAT DIFFERENTIATES US

The excellent services delivered by the best-in-class team in the industry

Diversified products that are tailored-made to meet client's demand

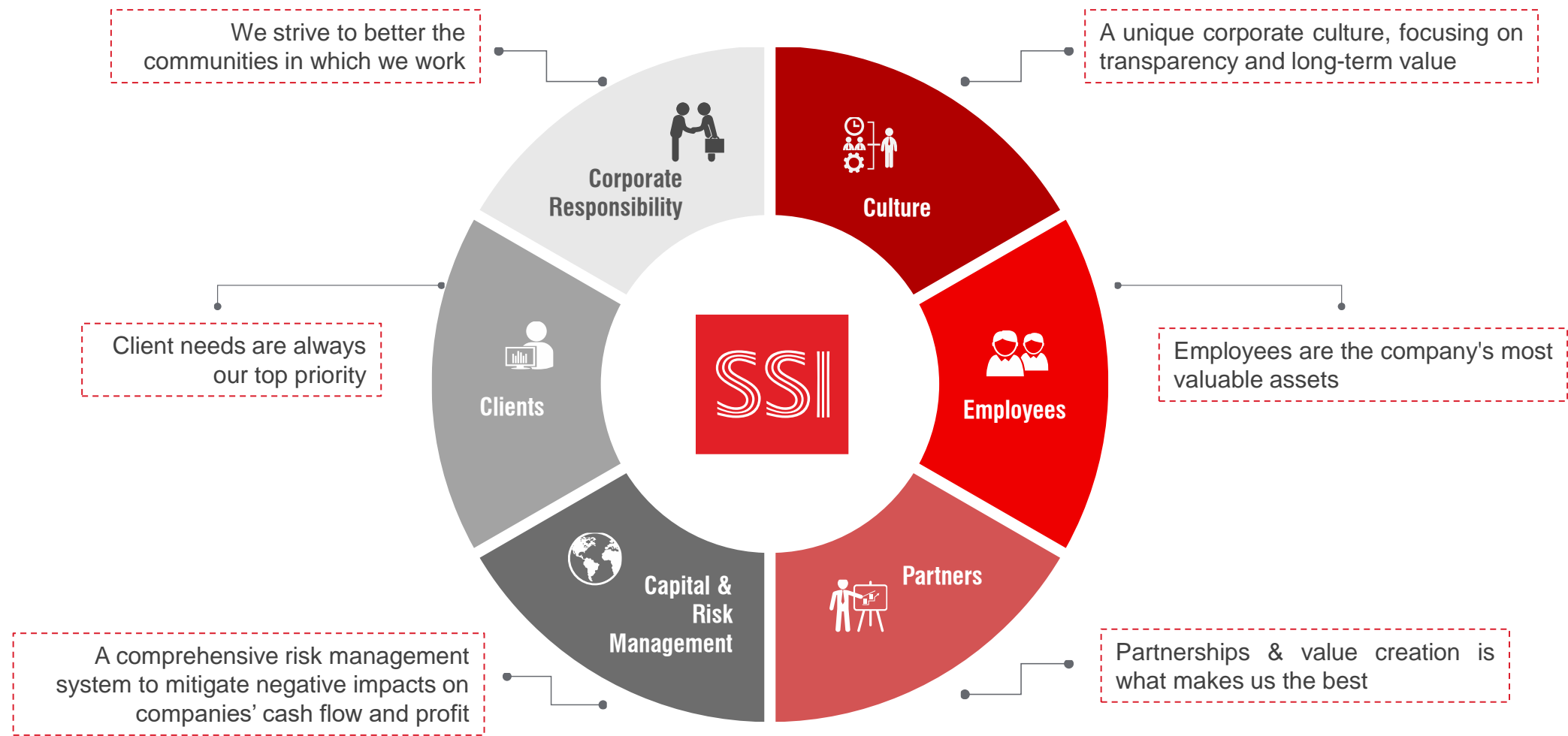
Possessing the most expansive coverage network to connect capital to opportunities



Strong asset base enables SSI to execute long-term strategy of become a comprehensive financial solution house

Visionary and experienced management team with in-depth local market knowledge





## Retail & Wealth Management

**#2** 11% Market share

- Brokerage & Custody Service
- Structured financial products
- Wealth Management
- Investment Research

## Institutions Securities

**#2** 18% Market share

- Brokerage
- Investment research
- Corporate Access

## Investment Banking

- #2**
- Debt and Equity Capital raising
  - Equitization
  - Mergers and Acquisitions
  - Listing and local regulatory advisory
  - Financial restructuring

## Asset Management

- #1** + \$650M
- Open-ended Funds
  - Exchange Traded Funds
  - Member Funds
  - Private Managed Portfolio for Investors
  - Pension Funds
  - Advisory Services

## Principal Investment & Treasury

- #1**
- Balance Sheet
  - Liquidity provider
  - Cover Warrant issuer

Product	Standalone Securities Firms			Securities Firms back by Commercial Banks		Fund Management Companies	
Depository Products	✓	✓	✓	✓	✓	✓	✗
Bond Products	✓	✓	✓	✓	✓	✓	✓
Structured Products	✓	✗	✗	✓	✓	✗	✗
Exchange Traded Products	✓	✓	✗	✓	✓	✓	✓
Investment Trust Products	✓	✓	✗	✓	✗	✗	✓
Membership Management Model	✗	✗	✗	✓	✓	✓	✗

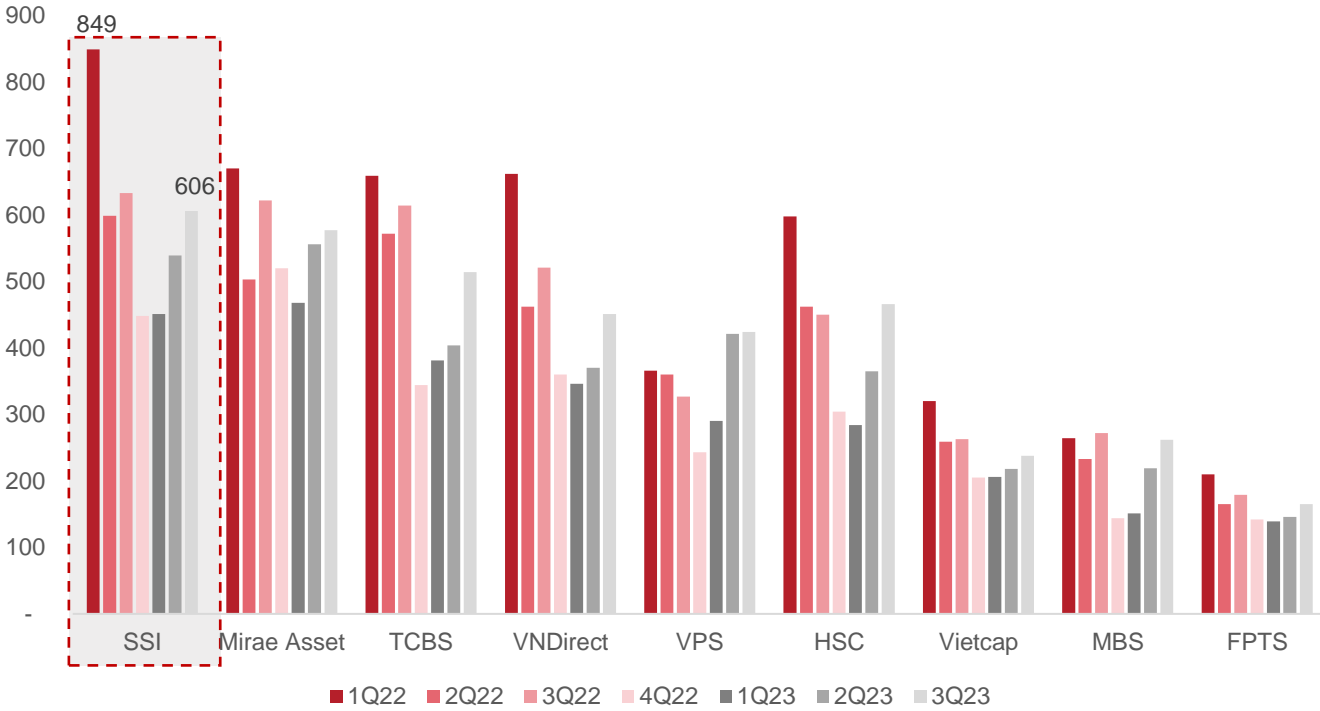


RETAIL & WEALTH MANAGEMENT:  
A LEADER IN THE INDUSTRY WITH THE MOST EXPANSIVE COVERAGE NETWORK



- **#1 individual broker team:** Over 700 full-time staff
- **#1 coverage network** across the country
- **#2 brokerage market share**

TOP BROKERAGE HOUSES MARGIN LENDING BOOK (MN USD)



Source: Companies' financial reports

## Best in-class Institutional Brokerage Team

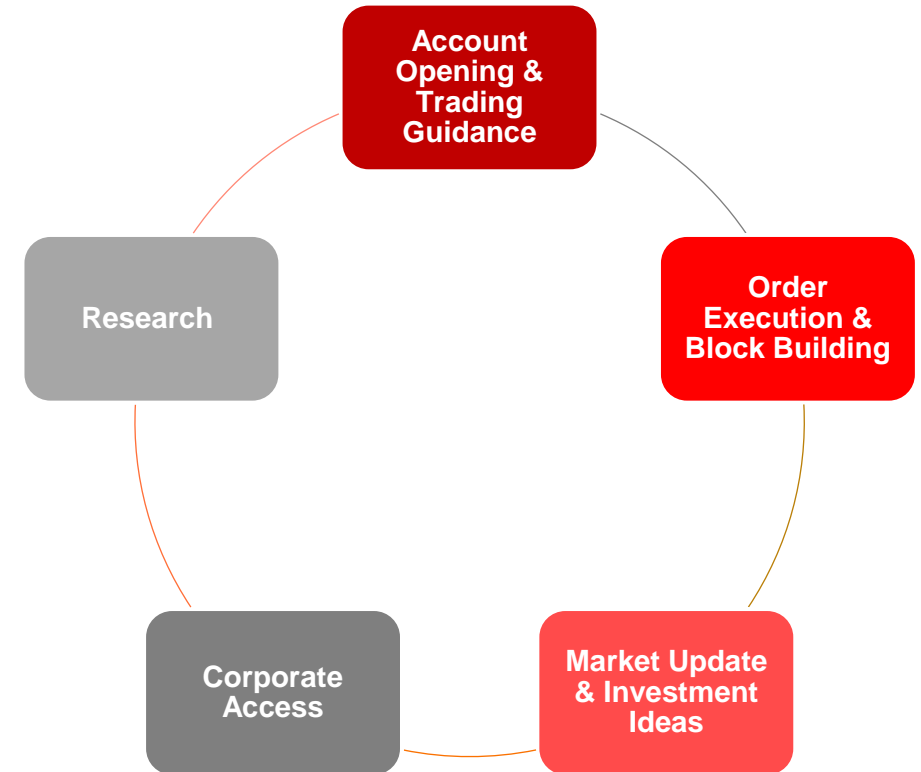
- **Top 3 Best Traders & Top 3 Best Sales** in Vietnam - voted by international investors for 7 years in a row
- **Diversified execution channels:** BBG, iFix, DMA, etc.
- **In charge of landmark historic IPO and M&A deals** in Vietnam: HDB (\$280 mn), VRE (\$700 mn), VHM (\$1.6 bn)

**Best-in-class Corporate Access** team, hosting more than 500 corporate meetings per year and maintaining the **largest network** amongst local corporations (~90% of total market cap)

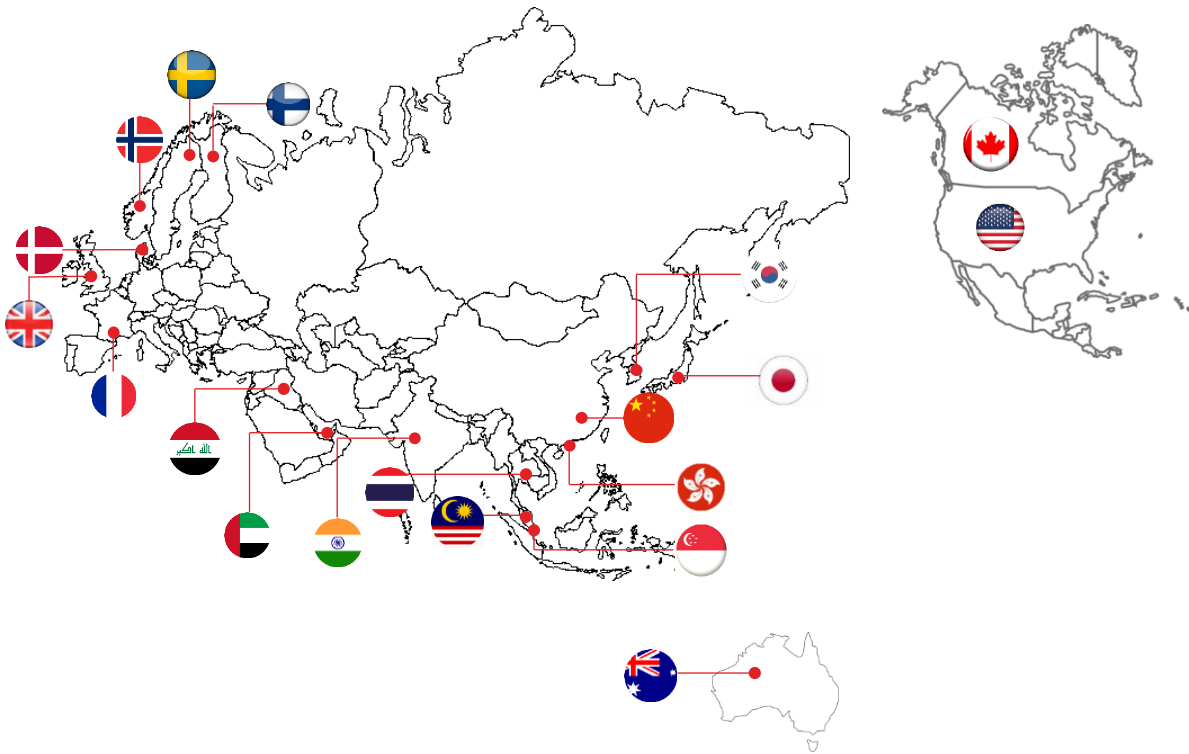
- **Over 2,000 institutional clients worldwide**
- **Partnership with most reputable international brokers:** HSBC, Credit Suisse, CitiGroup, CLSA, Auerbach Grayson...

## Top Research Team in Town

- **Full coverage across major economic sectors:** All big IPOs, 115+ companies (equal to over 85% total market cap); closely monitoring over 100 listed & OTC companies
- **Close ties with local firms,** local experts, and government offices.
- **Strict compliance, adopting the CFA code of ethics**



GLOBAL INVESTOR NETWORK



2015, 2018, 2019, 2022 “Best ECM House in Vietnam”  
2010, 2011, 2014, 2016, 2018, 2019 “Best Investment Bank”



2022 “Best Equity House in Vietnam”

ACCESS TO MOST PRESTIGIOUS INVESTORS

INTERNATIONAL PARTNERSHIPS

LANDMARK  
INVESTMENT  
BANKING  
DEALS


  
Dat Xanh Services  
IPO  
US\$100 mn  
Advisor  
(2021)

  
Vincom Retail  
IPO & Listing  
US\$742 mn  
Joint Bookrunner  
& Listing Advisor  
(2017)

  
Novaland Group  
IPO  
US\$120 mn  
Sole Bookrunner  
(2017)

  
Vietnam National Petroleum  
Group (PLX)  
Sales of treasury share  
US\$56.1 mn  
Sole Advisor  
(2020)

  
MB Bank  
Private placement and  
sales of treasury shares  
US\$100 mn  
Sole Bookrunner  
(2019)

  
Petrolimex & PGBank  
Divestiture through  
Public Auction  
US\$109 mn  
Advisor  
(2023)

  
Pharmacity  
M&A  
US\$100 mn  
Sole Advisor  
(2021)

  
Imexpharm  
M&A  
US\$67 mn  
Sole Advisor  
(2021)

  
Vingroup JSC  
Public bond offering  
US\$60 mn  
Advisor, Placing Agent  
(2023)

  
BIDV  
Straight Bonds  
US\$122 mn  
Placing Agent  
(2021)

  
TNG Holdings Vietnam  
Straight Bond  
US\$480 mn  
Placing Agent  
(2020)

  
Union Bank of Taiwan  
Unsecured Syndication Loan  
US\$100 mn  
Advisor  
(2021)

## Active Treasury team

- Maintain the company's capital intact & diversify its structure
- Prudently and accurately manage cash flow for investors

Leading Securities Company in issuance & market making for **Covered Warrant products** in Vietnam:

- #1 in liquidity
- Top 3 in issuance value

## PARTNERSHIP WITH WELL-KNOWN FINANCIAL INSTITUTIONS





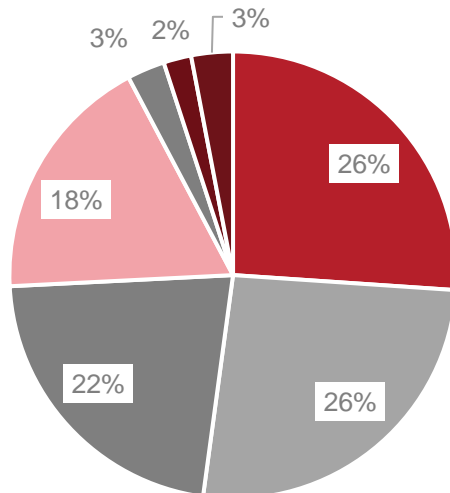
USD 652  
Million AUM  
(30 Sept 2023)

15-Year  
Operating  
History

42  
Employees

13 Funds  
in  
Operation

## AUM BY PRODUCT TYPE



- ETFs
- Private Equity
- Listed Equity
- Institutional managed accounts
- Fixed Income
- Private Wealth Management and Investment Advisory
- Pension Fund

### Long-term partners



Development Bank of Japan

As of 30 September 2023

## COMPREHENSIVE PRODUCT OFFERINGS THAT BEST FIT DEMAND

MUTUAL FUNDS	MEMBER FUNDS	EXCHANGE TRADED FUNDS	ILPs
<b>EQUITY</b> SSI Sustainable Competitive Advantage Fund (SSI-SCA)	<b>PRIVATE EQUITY</b> Daiwa-SSIAM Vietnam Growth Fund II L.P	<b>ETF</b> <b>SSIAM VNX50 ETF</b>	Leading international insurance companies in Vietnam
<b>EQUITY</b> Vietnam Long-term Growth Fund (VLGF)	<b>PRIVATE EQUITY</b> Daiwa – SSIAM Vietnam Growth Fund III L.P.	<b>ETF</b> <b>SSIAM VNFIN LEAD ETF</b>	
<b>FIXED - INCOME</b> SSI Bond Fund (SSIBF)	<b>REAL ESTATE TRUST</b> SSI Investment Member Fund (SSIIMF)	<b>ETF</b> <b>SSIAM VN30 ETF</b>	
<b>PENSION FUND</b>	<b>PRIVATE EQUITY</b> Vietnam growth investment fund (VGIF)		
	<b>PRIVATE EQUITY</b> Vietnam Digital Transformation Fund		



# SSI STRATEGY





**Grow  
& Strengthen  
Existing Businesses**



**Diversify  
Products & Services**



**Improve Efficiency**

## CORPORATIONS



- Financial advisory and business restructuring
- Diversify capital raising channels
- Expand cooperation locally and globally

## INVESTORS

- Needs of early investment and savings
- Diversify investment portfolio
- Preserve and grow assets

**CONNECTING CAPITAL TO OPPORTUNITIES**

Provide financial solutions to increase total assets of Corporation and Investors

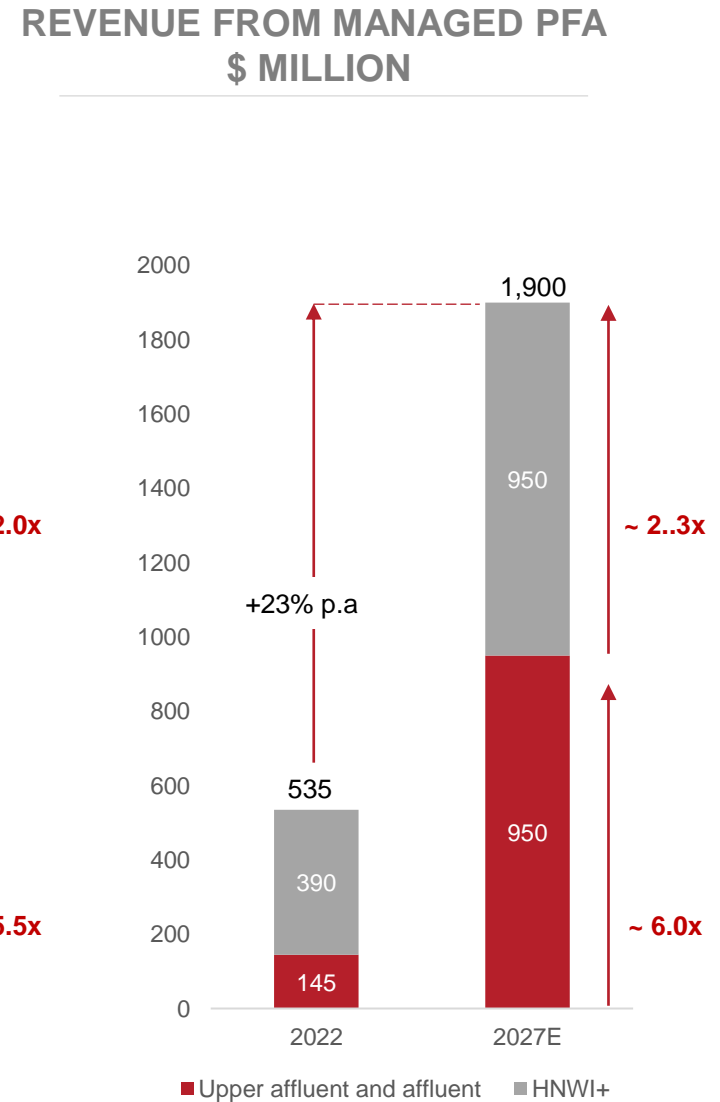
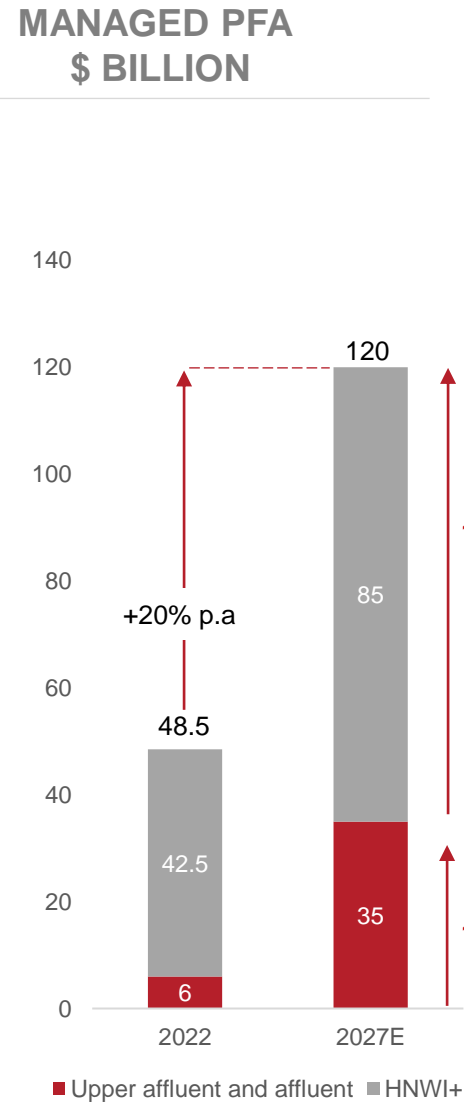
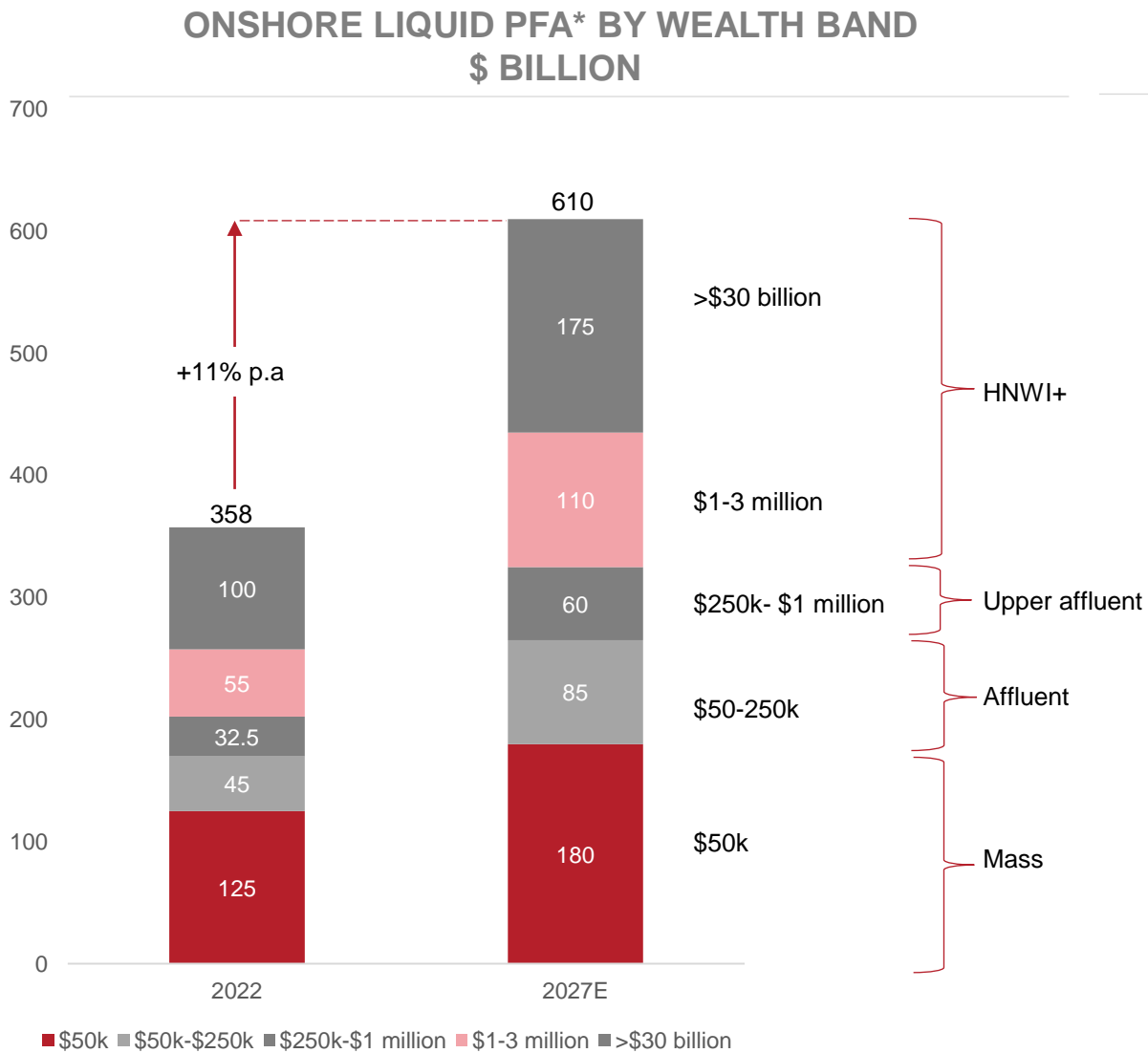


Establish close cooperation relationships with major international financial institutions and investment funds

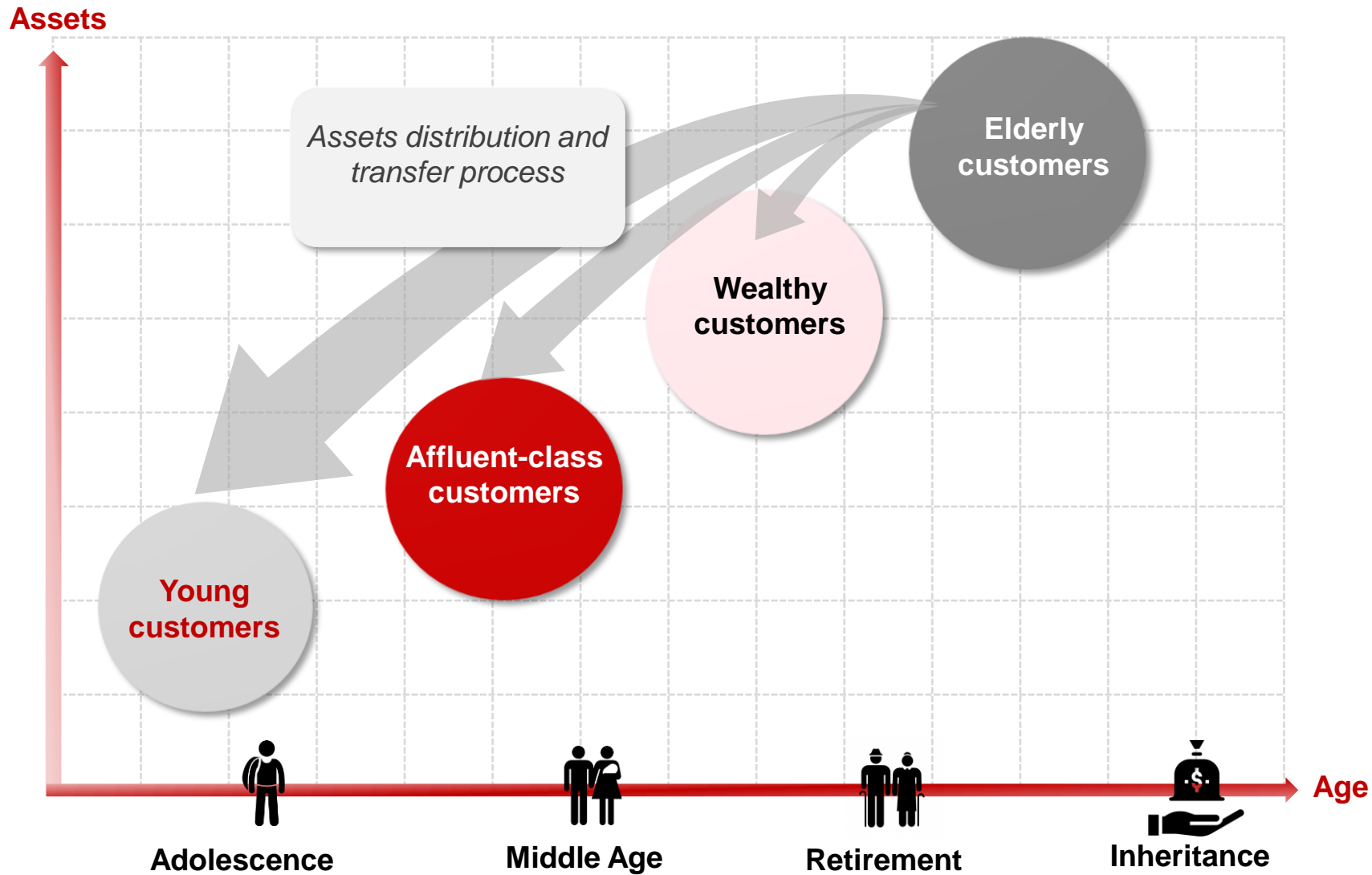


Support the direction of capital flows for the entire economy





\*PFA: personal financial assets

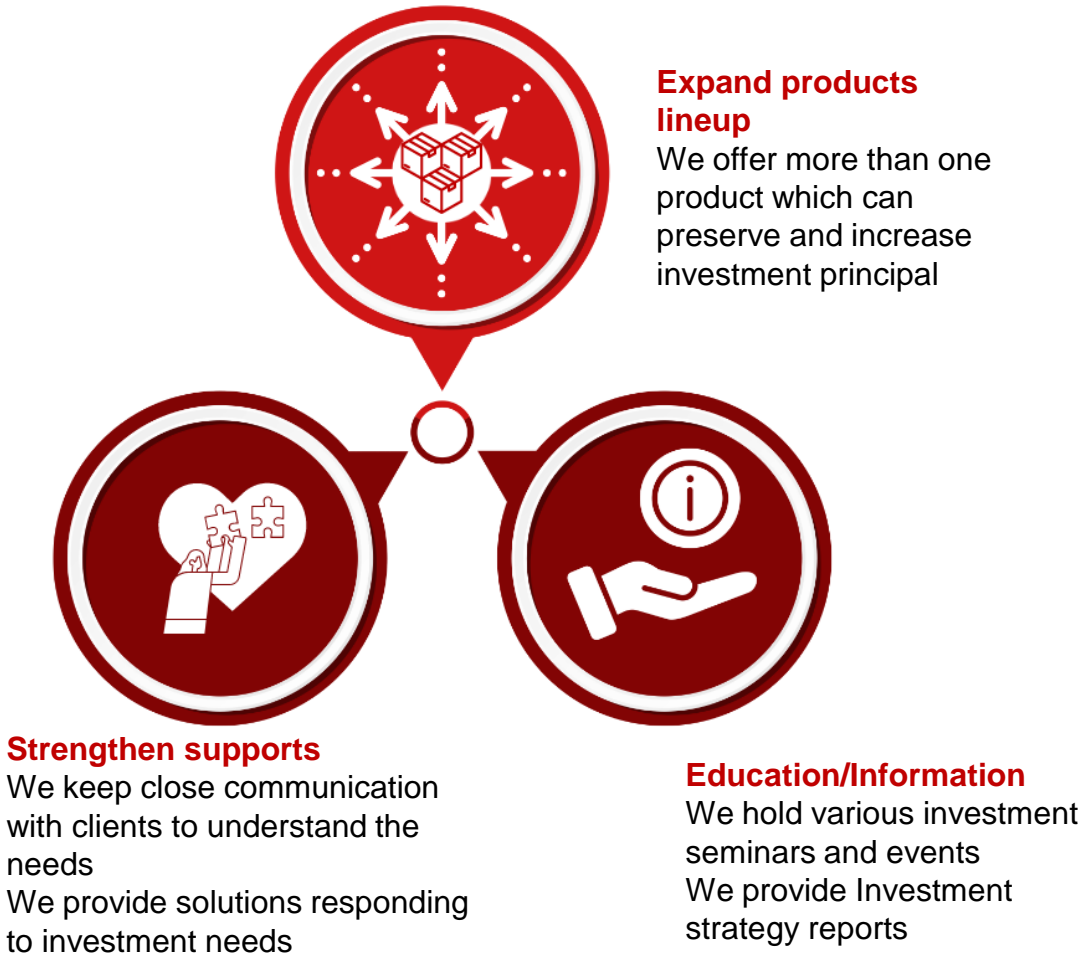


## FINANCIAL SOLUTIONS

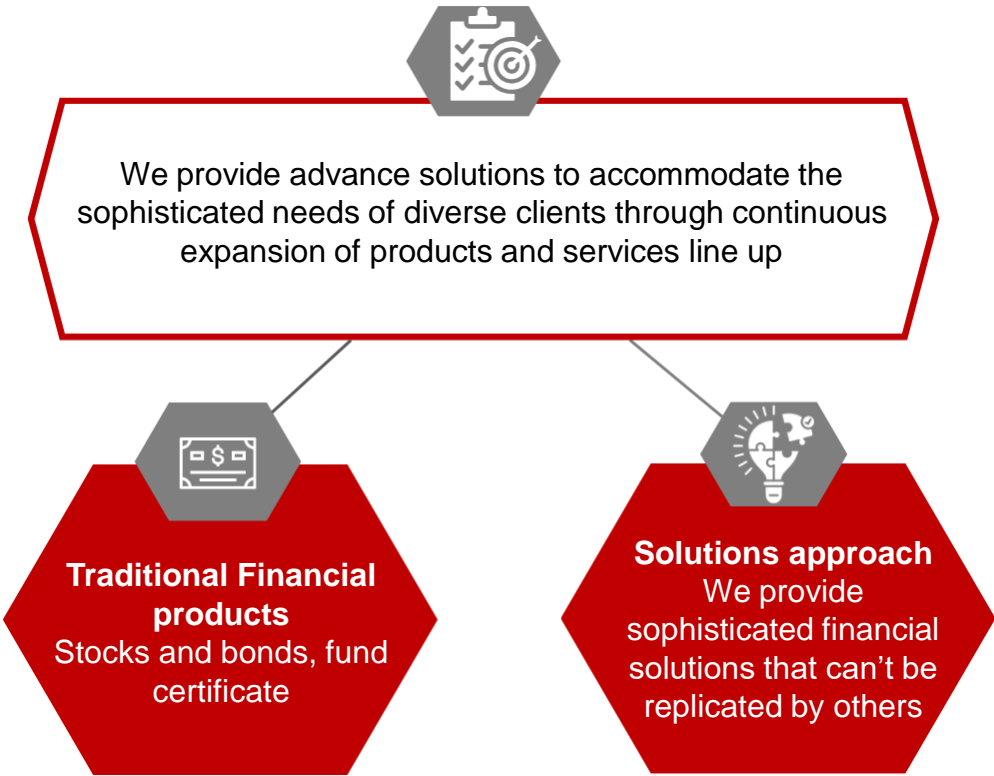
*Diversified and suitable for all customer segments*

- Stocks
- Bonds
- Derivatives
- Investment trusts
- Fund certificates
- Structural products
- Other products

ENHANCE PRODUCTS & SERVICES



EXPAND CLIENT’S ASSETS  
*through a financial solution approach*



LEVERAGE POWER OF DISTRIBUTION CHANNEL



SSI PLATFORM

Online

Offline



PARTNER CHANNELS

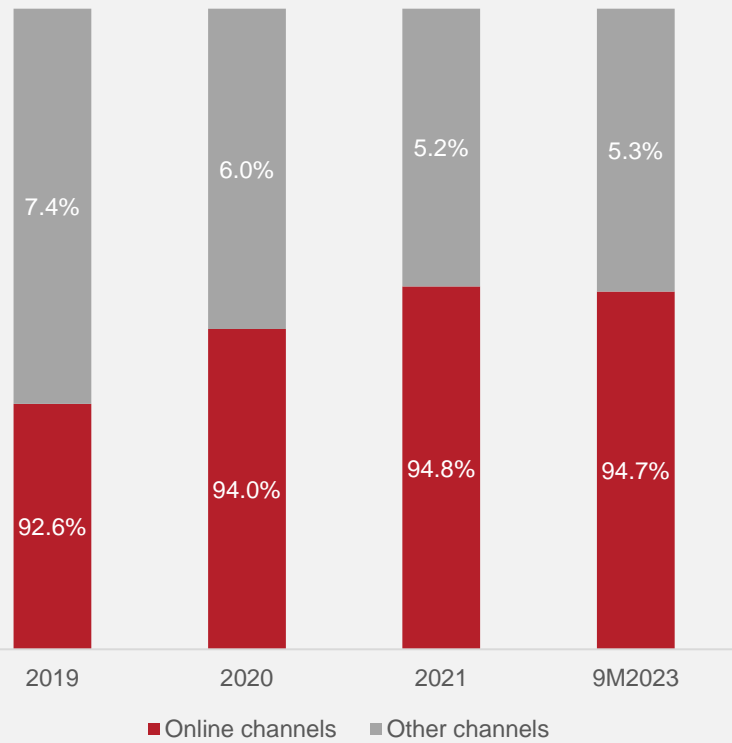
*Leverage the strong customer base of SSI's partners*



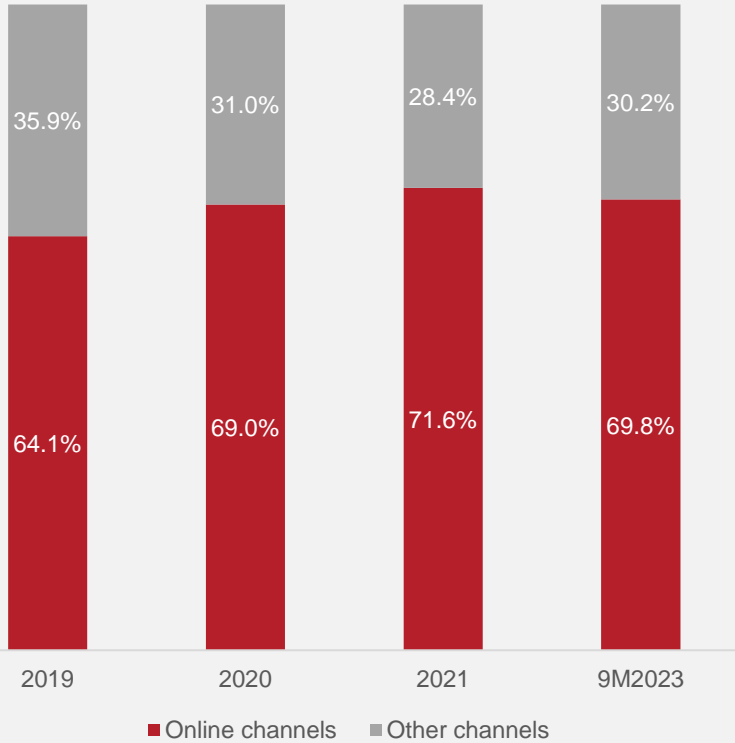
EXPAND CUSTOMER BASE

*Improve customer base vertically and horizontally*

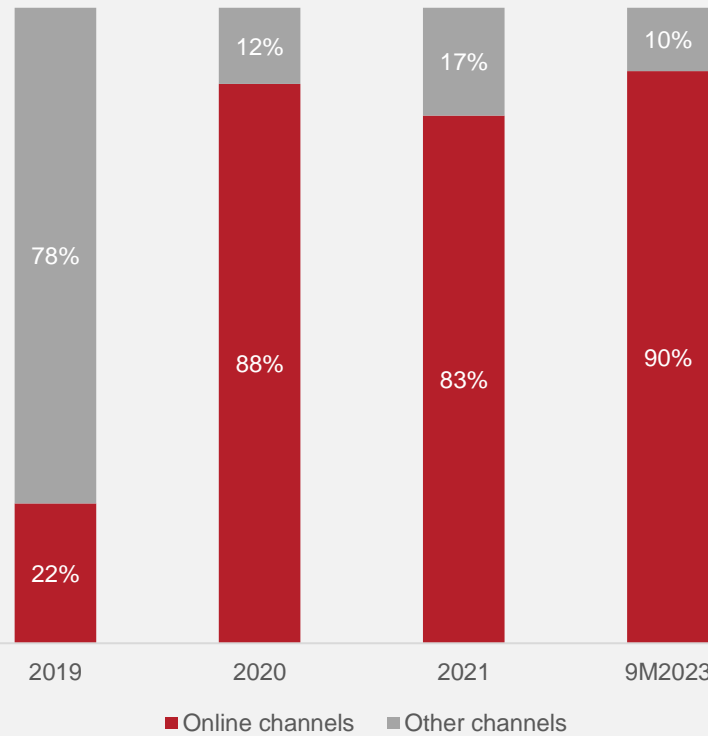
Number of Orders Breakdown (%)



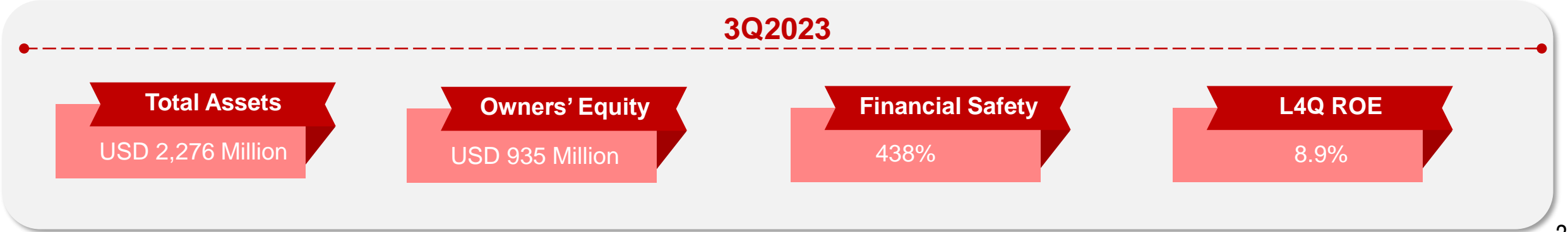
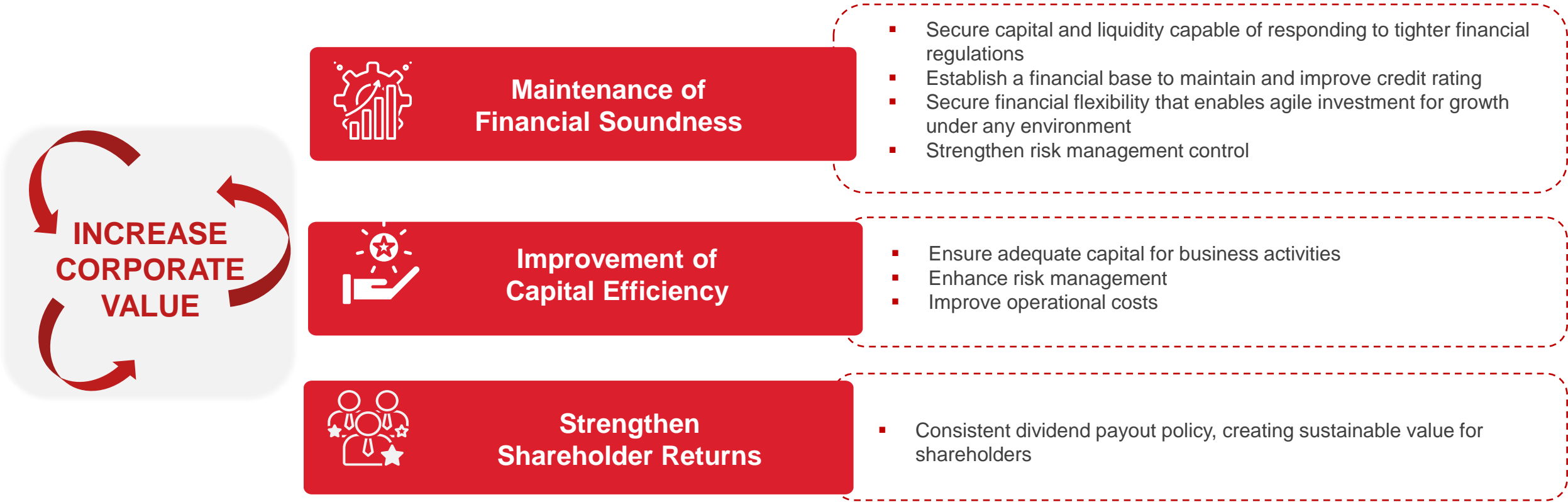
Transaction Values Breakdown (%)



Number of New Brokerage Accounts Breakdown (%)









# **STRONG FINANCIAL CAPABILITIES**



#1

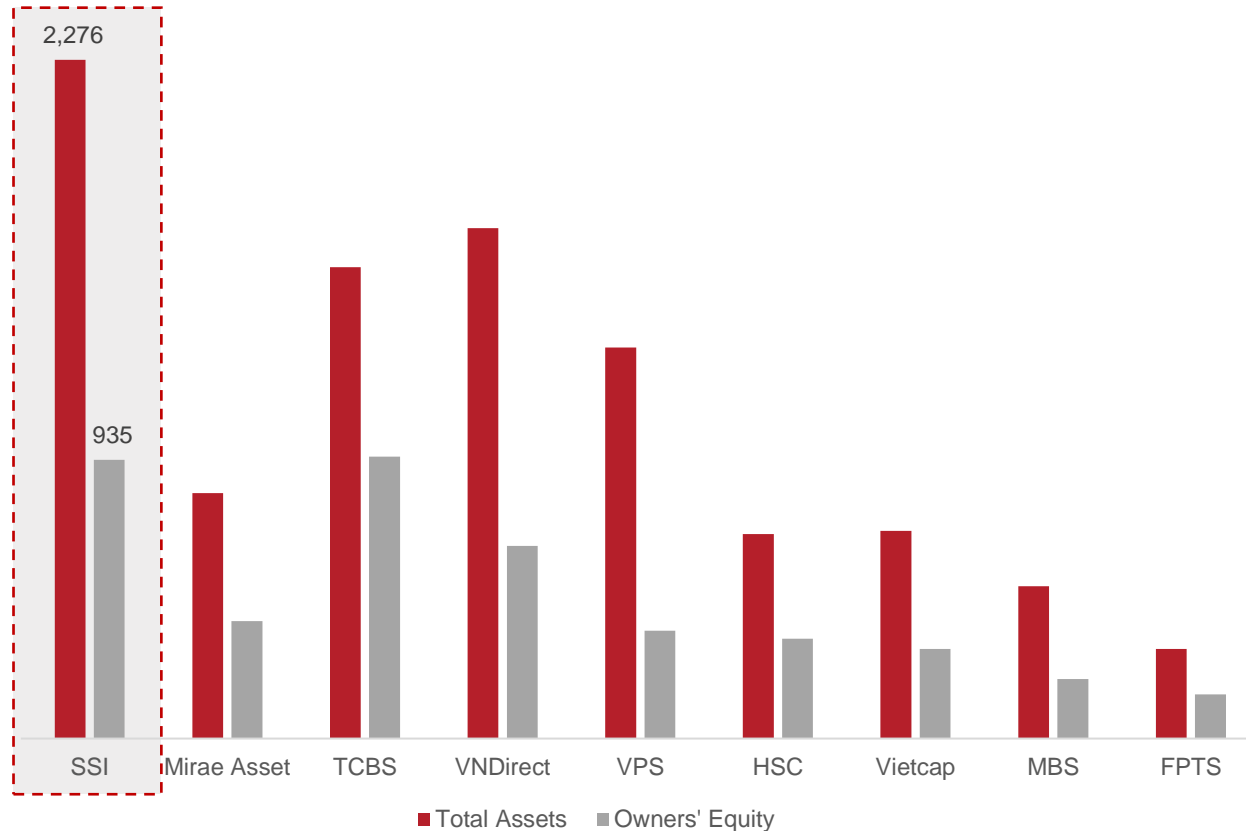
Total Assets

USD 2,276 Million

#1

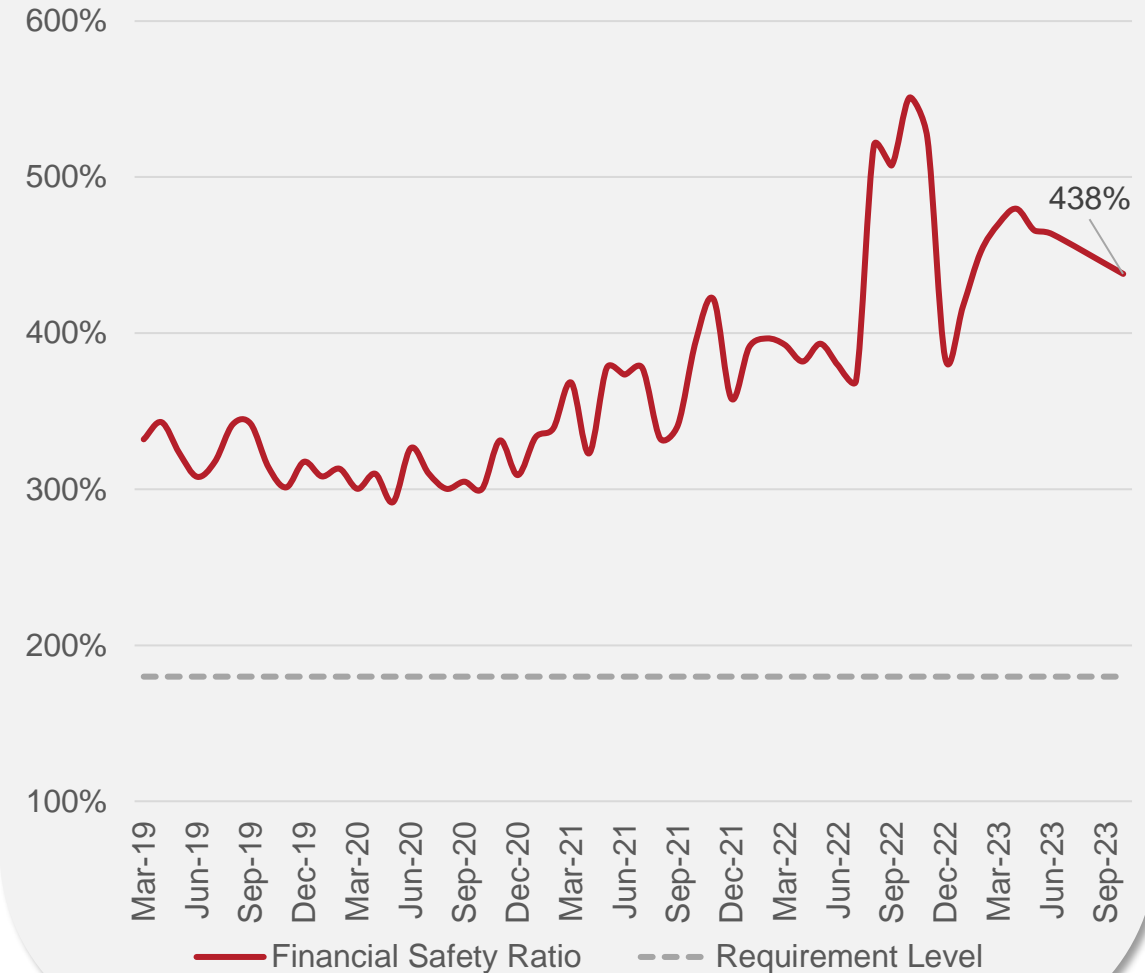
Owners' Equity

USD 935 Million

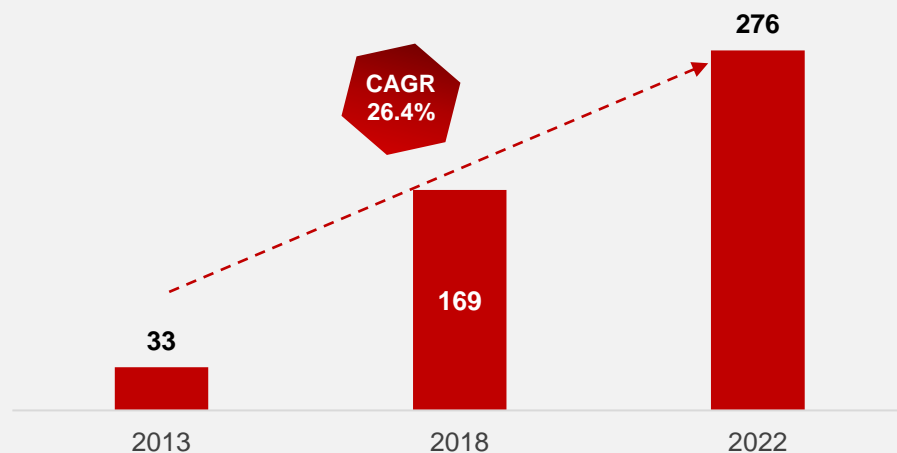


Unit: Mn USD  
As of 30 September 2023

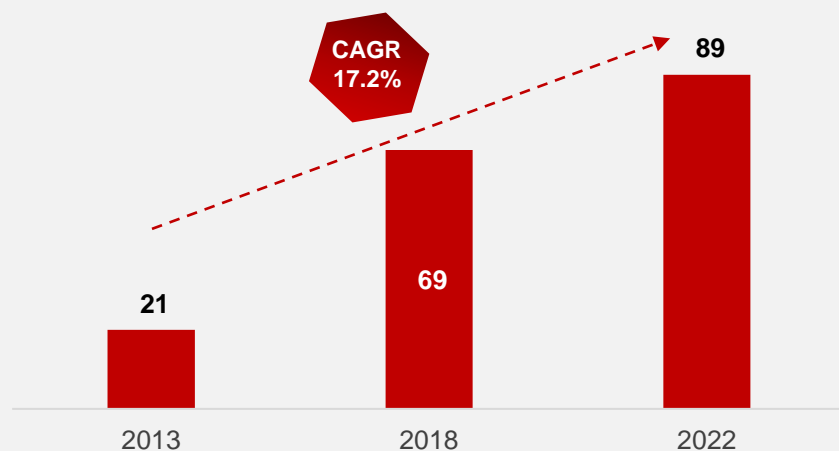
Risk Management is SSI's top priority



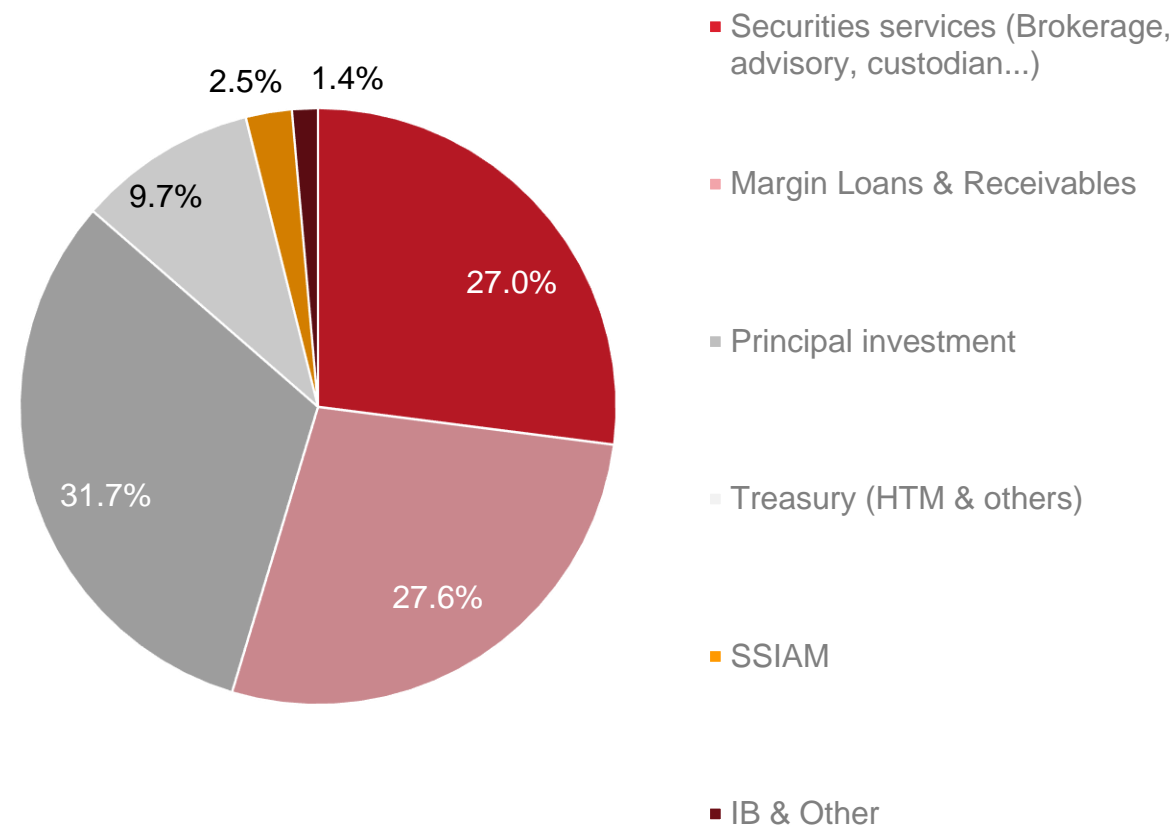
Revenue shows stable growth rates over years



Profit before tax ranks on top of the market



Core activities are the main components of total revenue



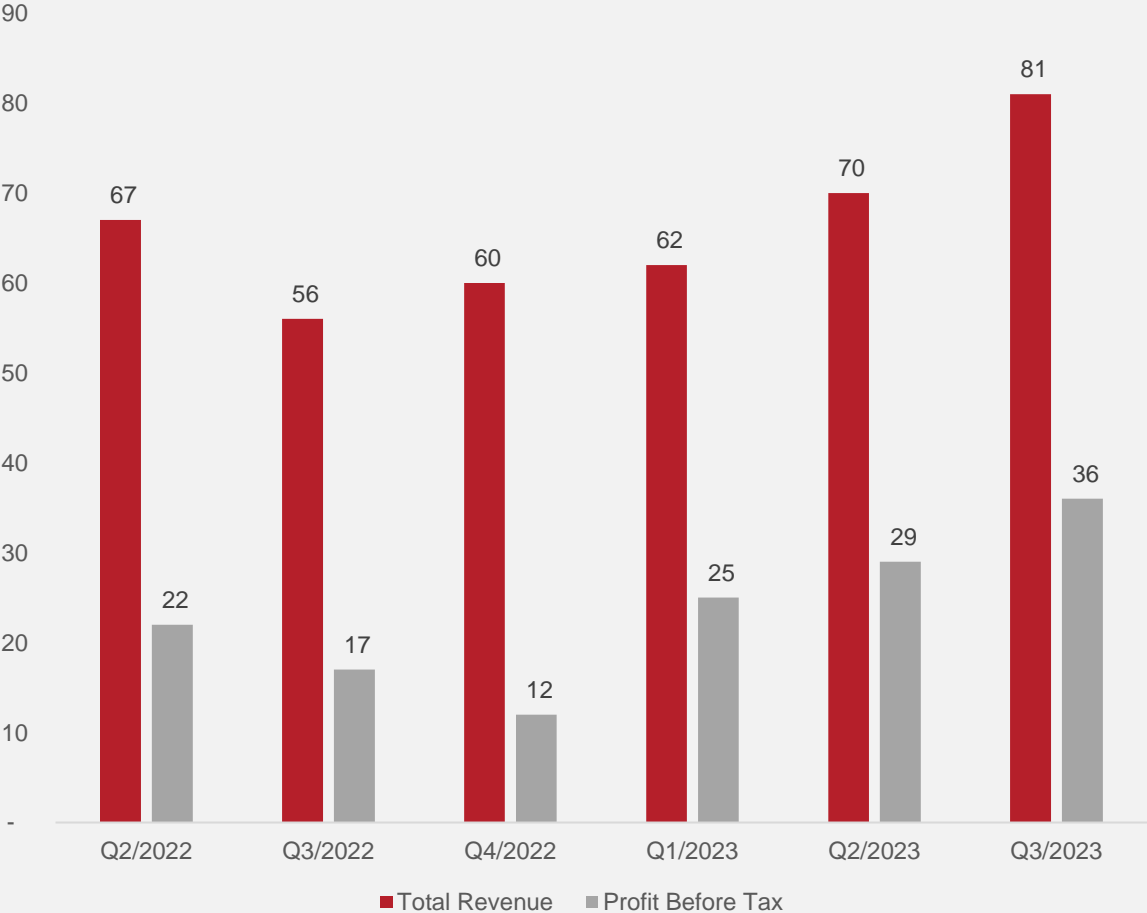
Unit: Mn USD  
As of 31 December 2022

	2023 Plan	2022	Change (%)
Consolidated Revenue (Mn USD)	291	276	6%
Consolidated Profit before tax (Mn USD)	107	89	20.3%

Approved by the AGM 2023

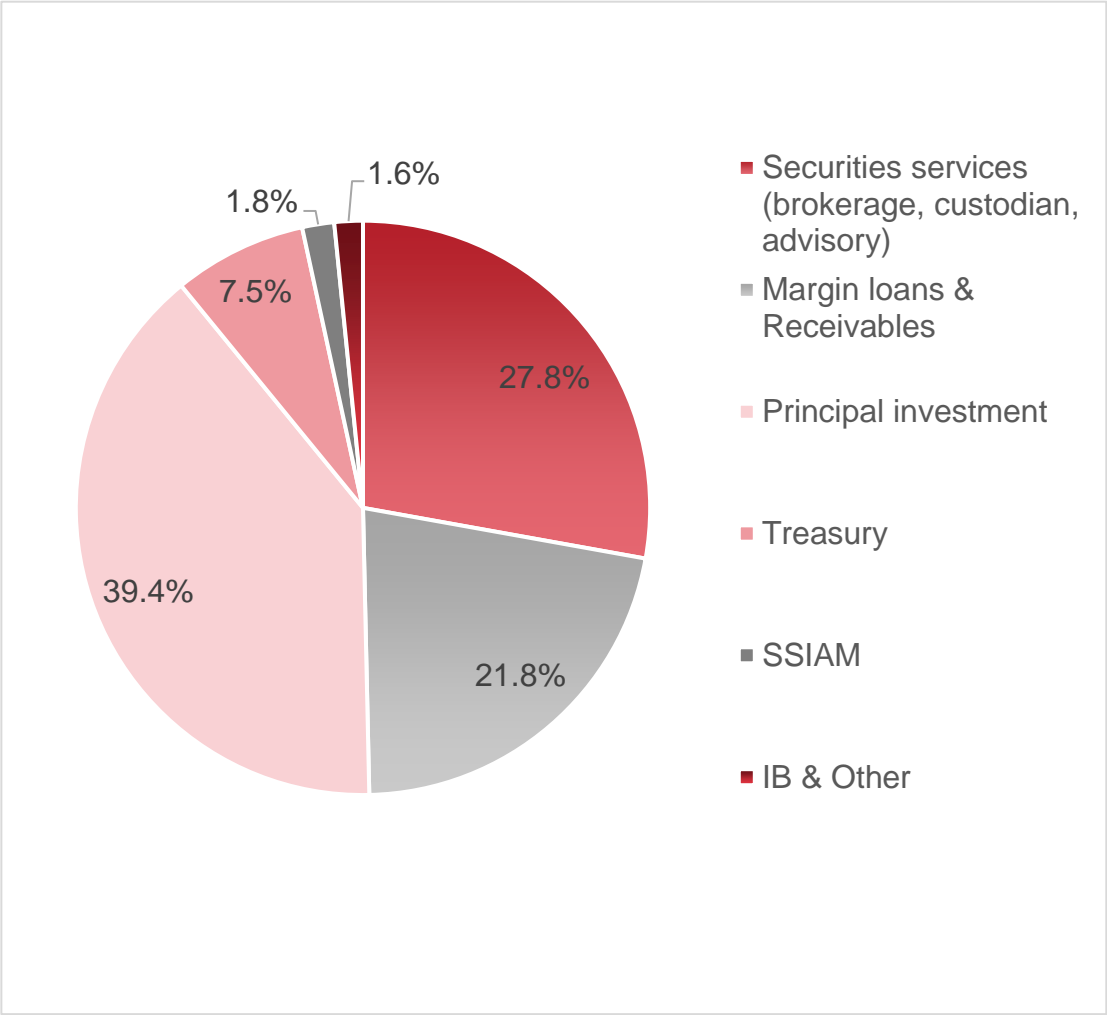


Quarterly Revenue and Profit before tax

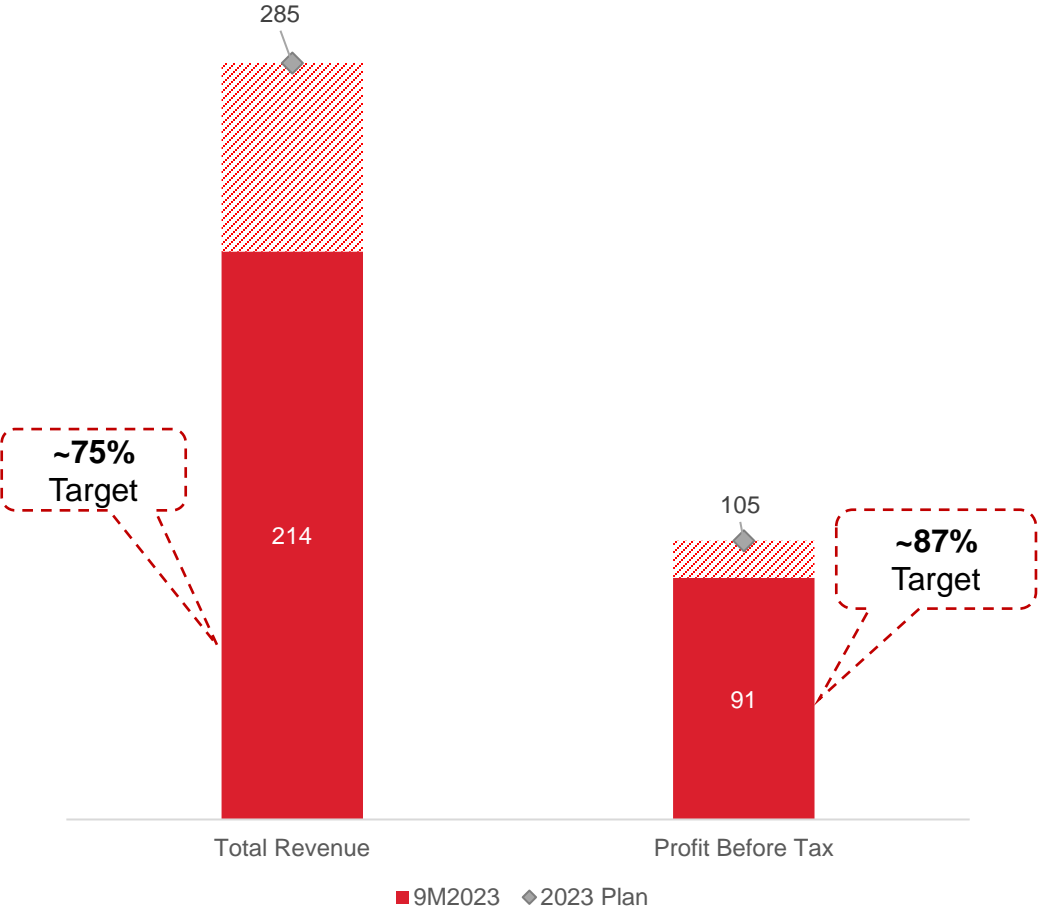


Unit: Mn USD  
As of 30 Sep 2023

3Q23 Revenue Breakdown

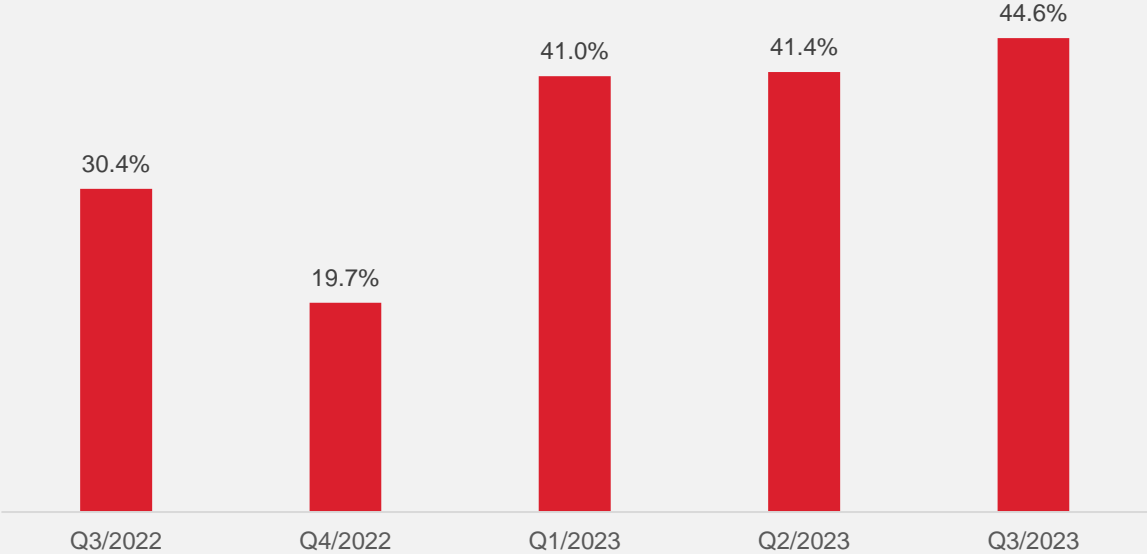


Actual vs Plan (USD Mn)

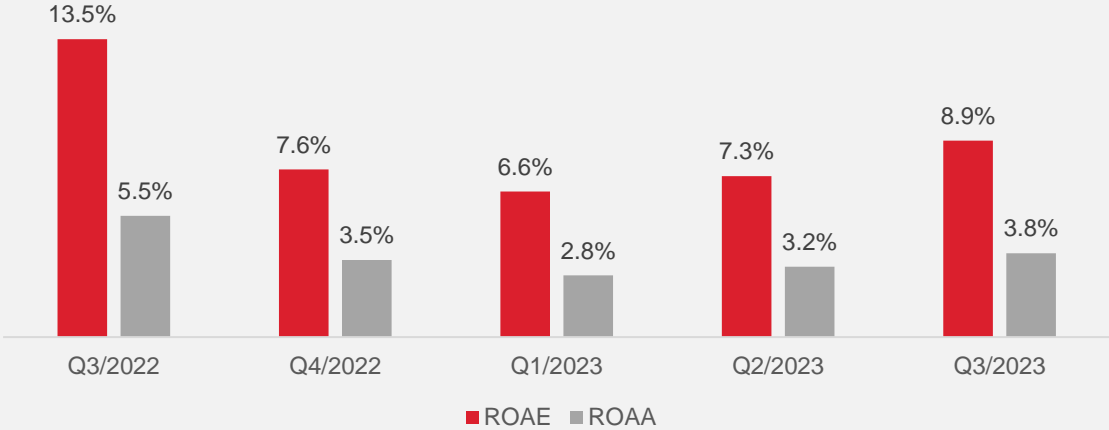


Source: SSI's 3Q22 Consolidate FS

PBT Margin recovered in 2023



L4Q ROAE & ROAA





## VISIONARY & SOLID LEADERSHIP



### NGUYEN DUY HUNG

#### Founder, Chairman

With decades of experience in the securities and investment industry, Mr. Hung is a nationally recognized business leader and pioneer in Vietnam

He holds a Bachelor's degree from Hanoi Law University, and a Bachelor's in Economics from the University of Ho Chi Minh



### NGUYEN HONG NAM

#### BOD Member cum CEO

Mr. Nam is the co-founder of SSI, with +20 years of management experience and in-depth knowledge of the securities market. He has also been a successful leader in many other business areas

Mr. Nam holds a Master of Science from Lugansk University, Ukraine



**Ms. NGUYEN THI THANH HA**  
**Chief Financial Officer**

- +15 years' experience in treasury and credit areas for international organizations in Vietnam
- MSc in Banking and Finance from Vietnam National Economics University



**Ms. LE THI LE HANG**  
**Chief Strategy Officer**

- 7 times honored as "CEO of the Year" in Vietnam by Asia Asset Management
- MSc in Finance and BA in Accounting from American University, USA



**Ms. NGUYEN VU THUY HUONG**  
**Senior MD, Treasury & Principal Investment**

- 20+ years' experience at SSI
- MSc in Applied Finance from Macquarie University, Australia



**Ms. VU NGOC ANH**  
**Chief Retail Officer**

- +15 years' experience in the banking industry
- BA, Foreign Trade University in Vietnam



**Ms. DOAN NGOC LY LY**  
**Chief Operating Officer**

- +15 years' experience in Operations & Human Resources management
- MSc in Human Resources Management from Benedictine University



**Ms. HOANG HAI YEN**  
**MD, Investment Banking**

- +15 years' experience in the Vietnam financial market
- MBA, University of Economics HCMC



**Mr. NGUYEN ANH DUC**

**Co-MD, Institutional Brokerage**

- 15+ years' experience
- MBA, Liverpool John Moores University, UK



**Mr. MAI HOANG KHANH MINH**

**Co-MD, Institutional Brokerage**

- 15+ years' intensive experience
- MSc in Applicable Finance from Monash University, Australia



**Ms. HOANG VIET PHUONG**

**Head of Research**

- Best Country Analyst and Best Strategist – Vietnam (2013-2017)
- MSc at University of Westminster, UK

## SSI ASSET MANAGEMENT



**Mr. NGUYEN MANH HUNG**

**Chairman**

- One of the founders of SSI with +20 years of intensive experience
- BA, Economic Law from the Ho Chi Minh City University of Law



**Ms. NGUYEN NGOC ANH**

**CEO**

- Project leader for many important ECM/ DCM deals of SSI with 20+ years of experience
- MSc in Finance at the University of Wollongong in 2004 & MBA, University of North Alabama in 2012





## SSI

- **2017, 2020 – 2022** “Best equity adviser 2022”
  - **2018 – 2022** “Best corporate and institutional adviser, domestic”
- 
- **2019 – 2020 – 2022** “Best Retail Broker in Vietnam”
  - **2015 – 2018 – 2021** “Best Institutional Broker in Vietnam”
  - **2022, 2023** “Best Equity House in Vietnam”
  - **2023** “Best Bond House in Vietnam”
- 
- **2008 – 2011, 2014 – 2016, 2019 – 2021, 2023** “Best Broker in Vietnam”
  - **2015, 2018, 2019, 2022, 2023** “Best ECM House in Vietnam”
  - **2010, 2011, 2014, 2016, 2018, 2019** “Best Investment Bank”
  - **2013 – 2018 – 2021** “Best Execution in Vietnam”
  - “Best Local Brokerage in Vietnam”
- 
- **2013 – 2020** “Top 3 best traders” & “Top 3 best sales”
  - “Best for Overall Country Research in Vietnam”
  - “Best for Roadshows & Company Visits”
  - “Best for Events and/or Conferences”
  - **2023** “Best Securities House in Vietnam”
- 
- **2023** “Local Broker Ranking #2 Overall Broker - Frontier Markets”

## SSIAM



- **2012, 2013, 2016** “Best Fund House in Vietnam”
  - **2012, 2013, 2014, 2015, 2016, 2020, 2022** “CEO of the Year”
  - **2013, 2014, 2015** “CIO of the Year”
  - **2020** “Fund Launch of the Year”
- 
- **2010** “Best Vietnam onshore Fund House”
  - **2015, 2016, 2017, 2018** “Best Asset Management Company in Vietnam”
  - **2022** “Best Business Development”
- 
- 
- 
- **2012, 2014, 2021, 2022** “Asset Management Company of the Year – Vietnam”
  - **2015, 2016, 2017, 2018** “Fund Management Company of the Year (Onshore)”
  - **2021** “ETF Provider of the Year”
- 
- **2020, 2021, 2022** “Best Overall Asset & Fund Manager”
  - **2020 2021** “Best Fund Manager for Insurance, ILP Mandates & Private Retirement Schemes”
  - **2021** “Best Asset Manager (Balanced Funds)”



# Thank You!

For all related inquiries, kindly contact:

## SSI Investor Relations

- **Website:** <https://www.ssi.com.vn/en/investor-relation>
- **Email:** [investorrelation@ssi.com.vn](mailto:investorrelation@ssi.com.vn)
- **Telephone:** (+84-24) 3936 6321
- **Address:** 1C Ngo Quyen Street, Ly Thai To Ward, Hoan Kiem District, Hanoi, Vietnam

*Scan the QR code  
for more information*

