



2015 BUSINESS PERFORMANCE REPORT

AGENDA

2015 MACRO ECONOMY & STOCK MARKET

2015 BUSINESS PERFORMANCE

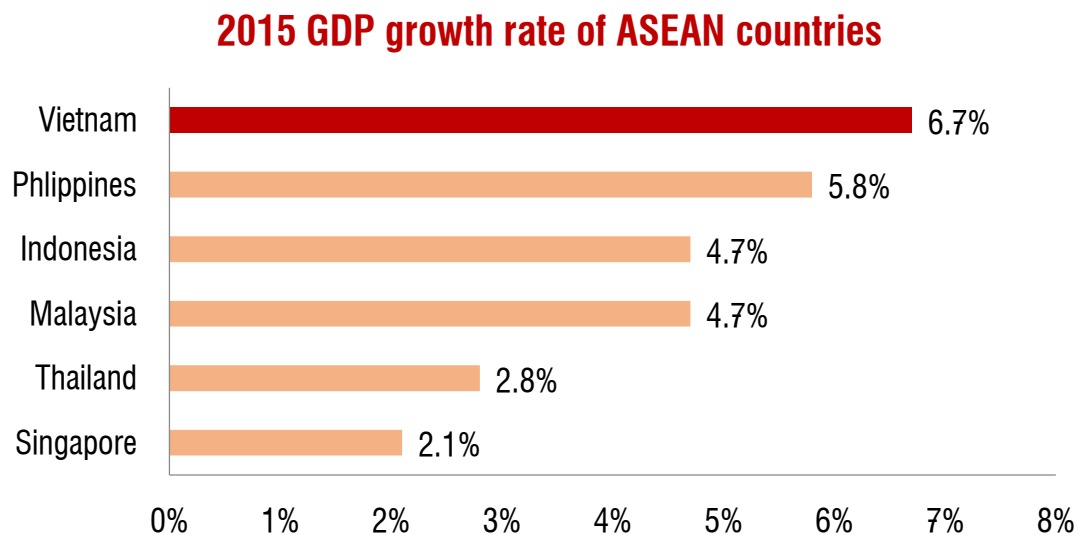
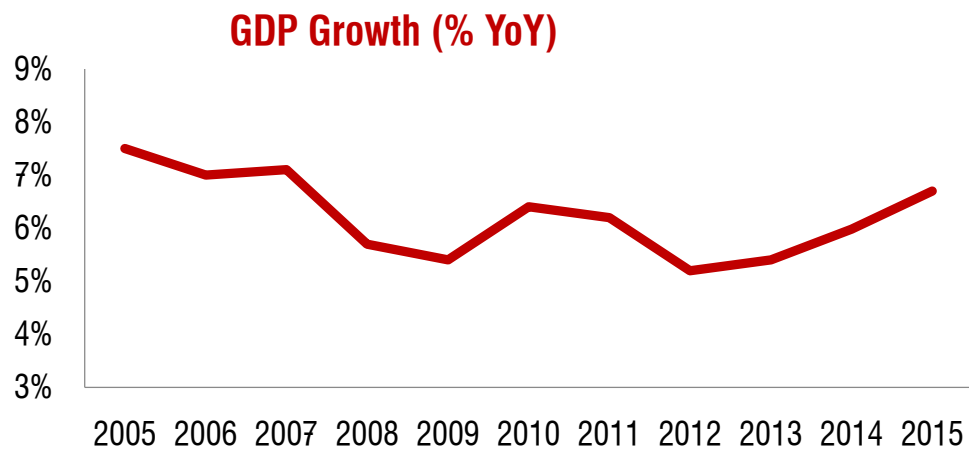
2016 MACRO ECONOMY & MARKET OUTLOOK

2016 BUSINESS PLAN

AGENDA

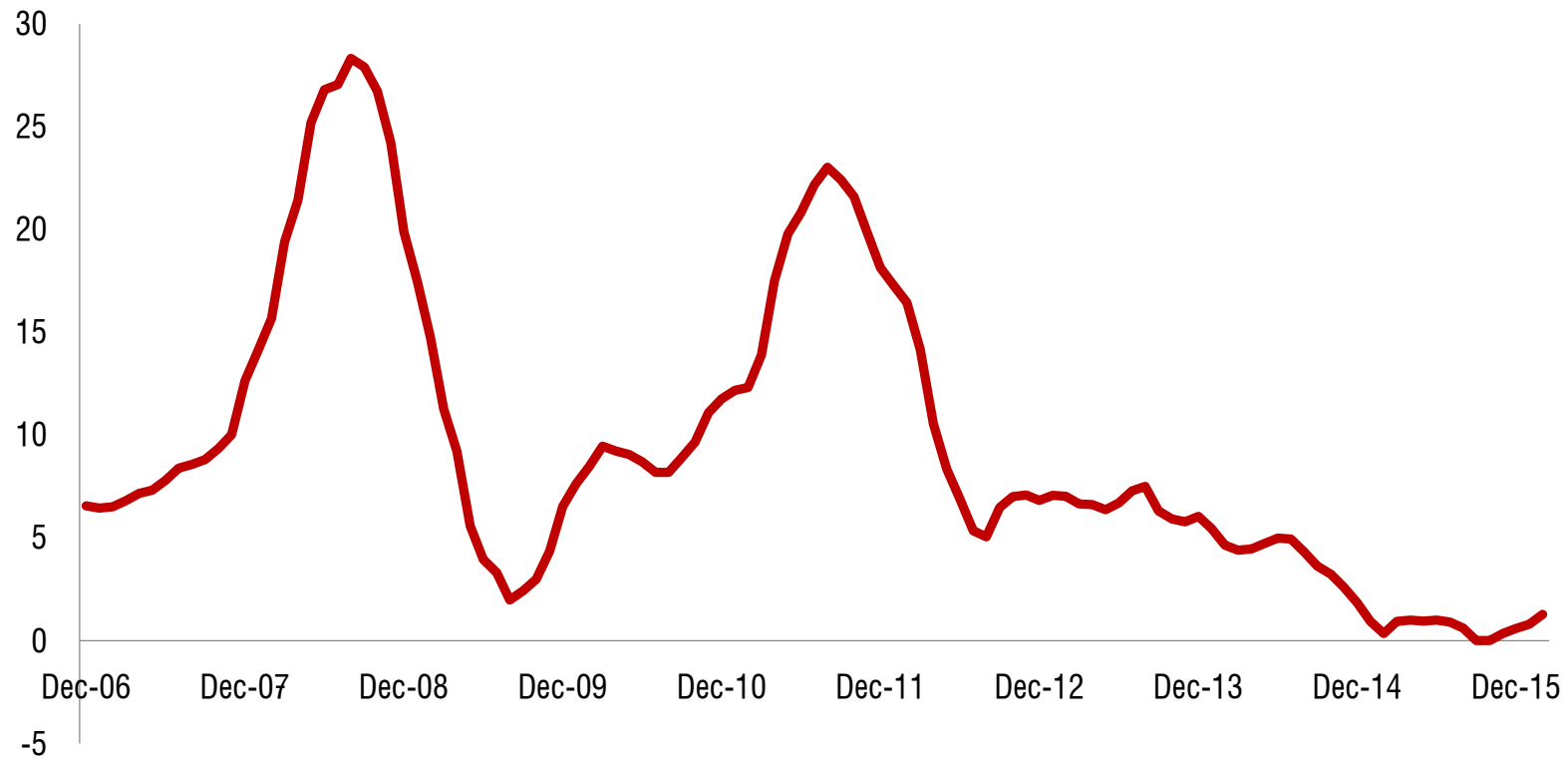
2015 MACRO ECONOMY & STOCK MARKET

IMPRESSIVE GROWTH



LOW INFLATION

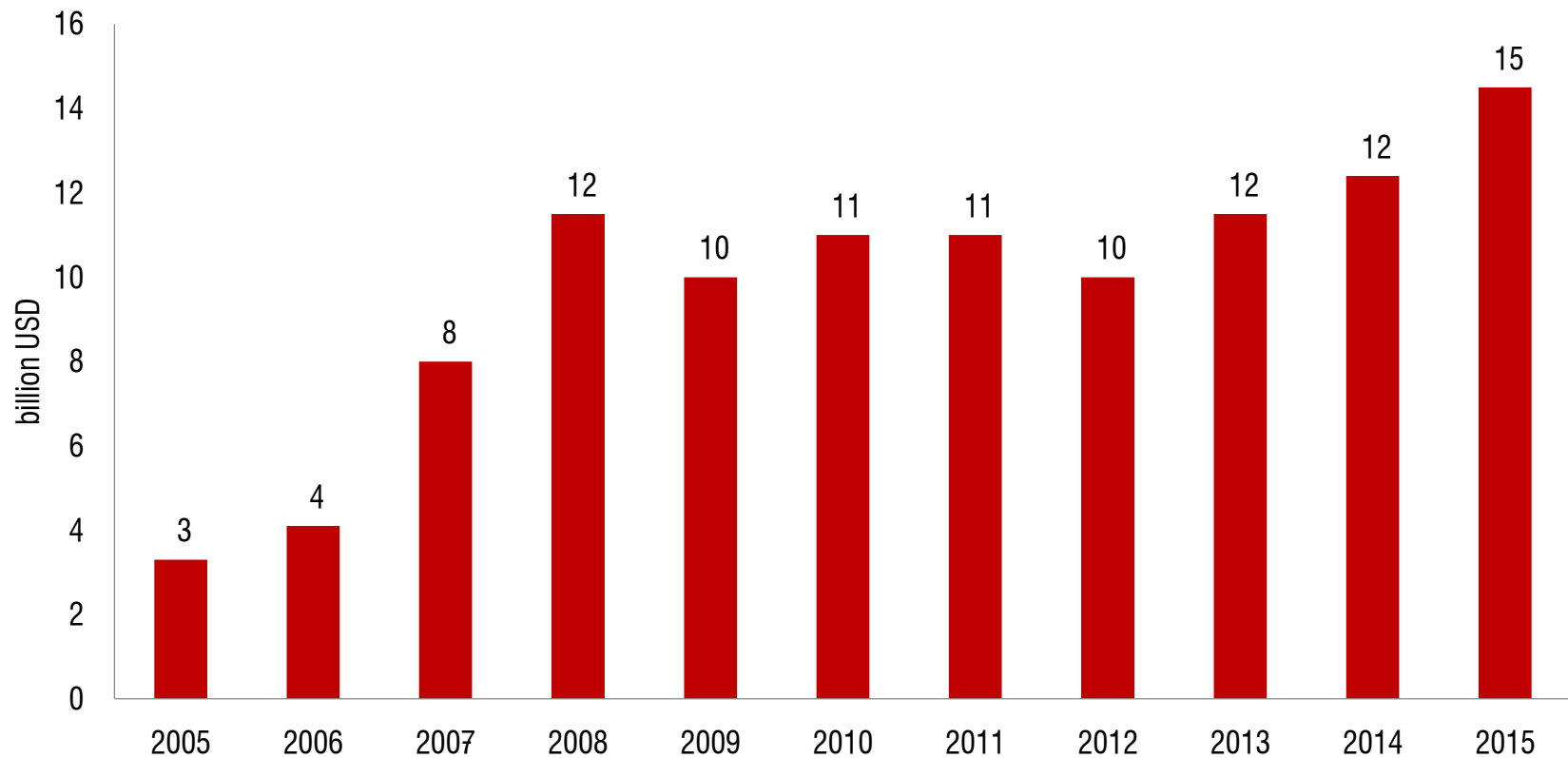
Consumer Price Index (CPI)



Source: GSO, SBV

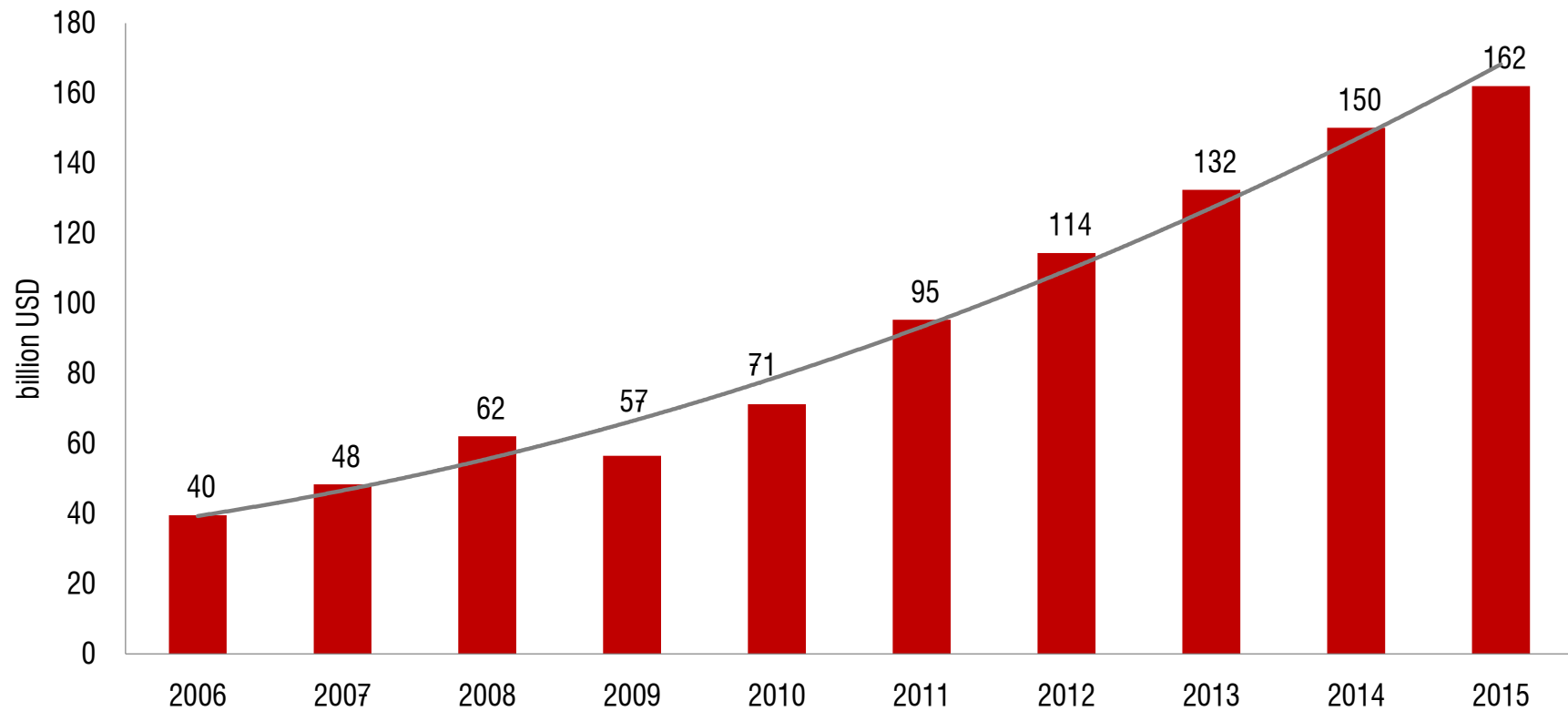
FOREIGN DIRECT INVESTMENT

FDI Disbursement



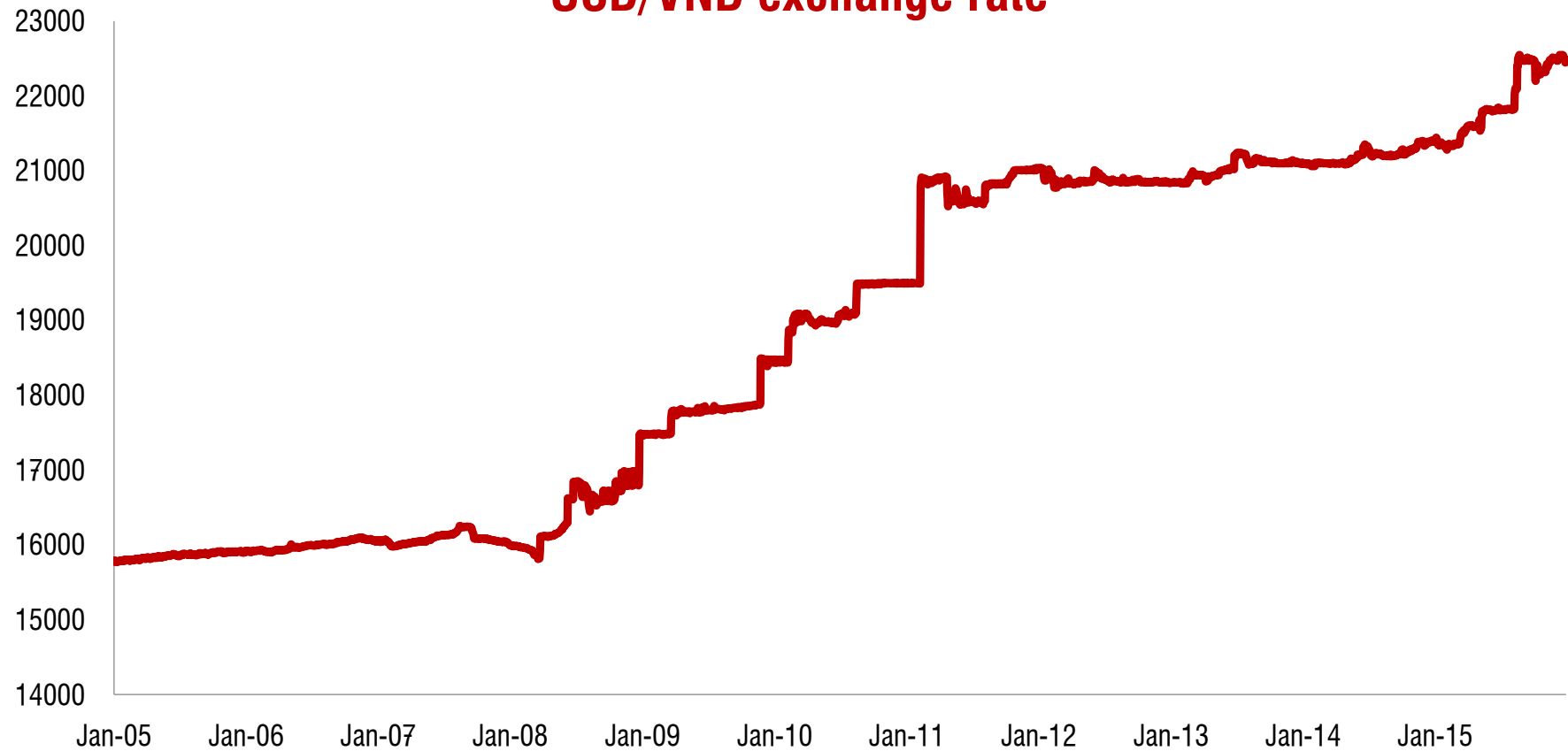
Source: GSO, MOIT

Export Turnover

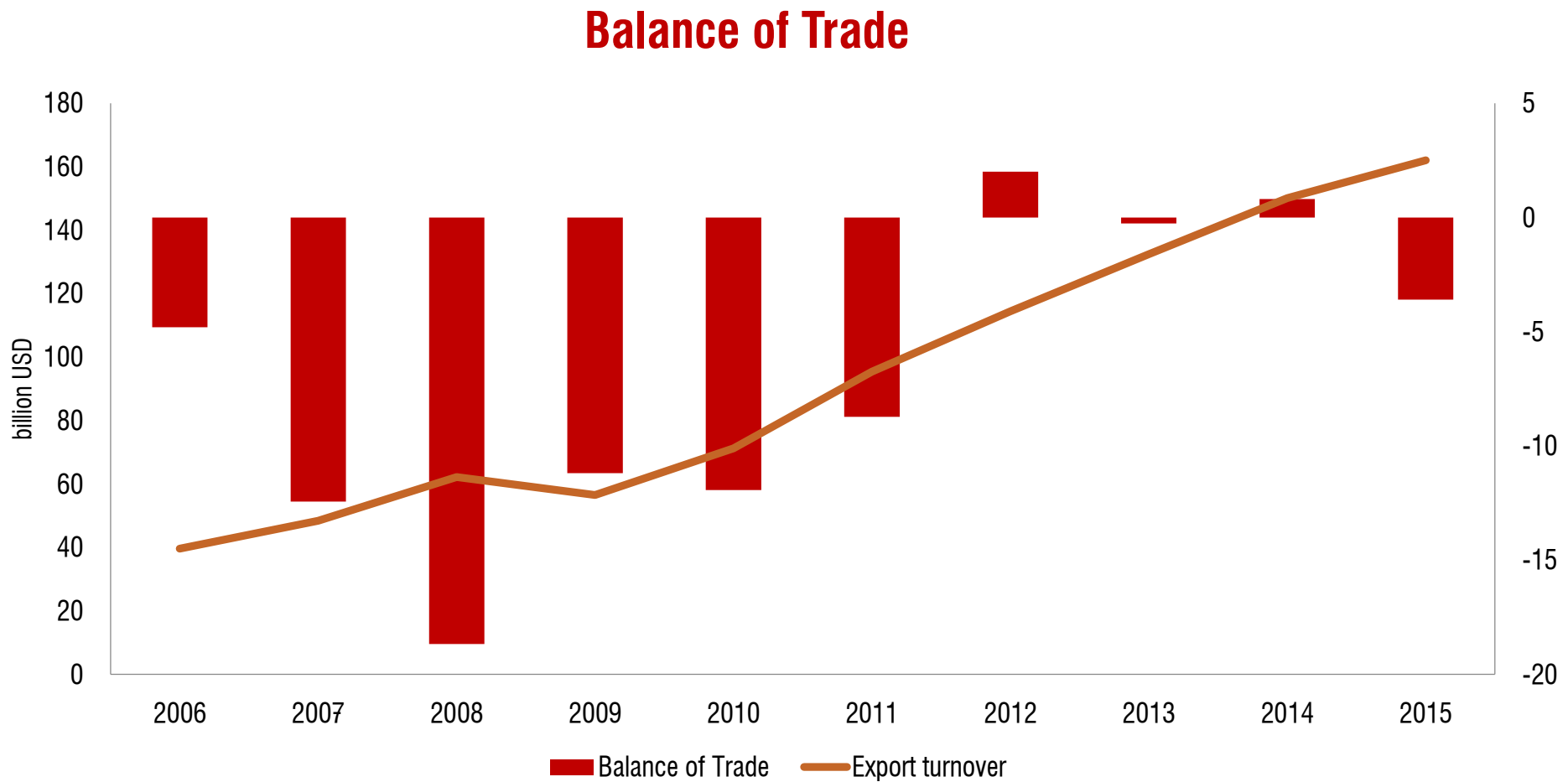


EXCHANGE RATE

USD/VND exchange rate



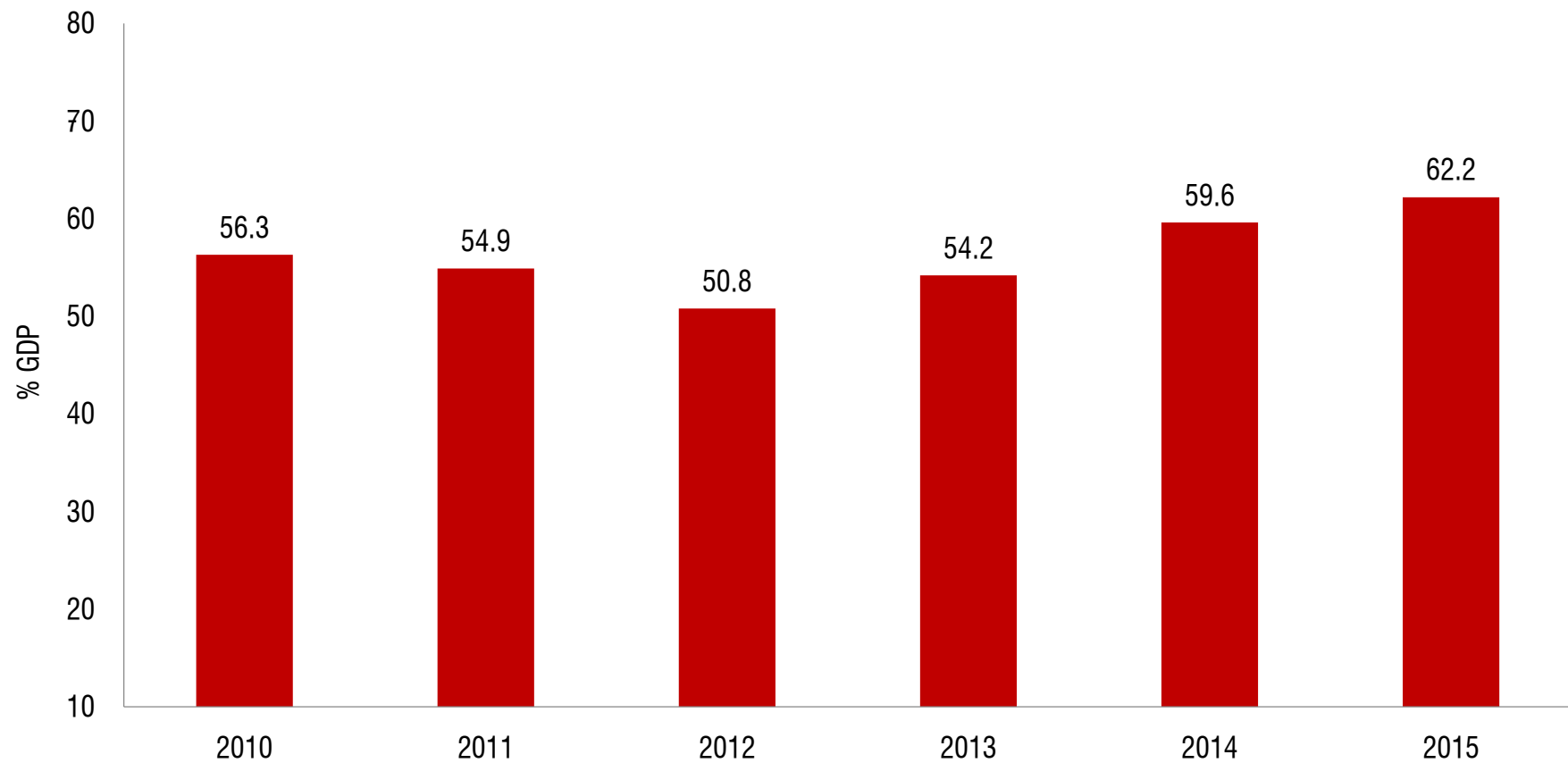
BALANCE OF TRADE



Source: GSO, Vietnam Customs

PUBLIC DEBT

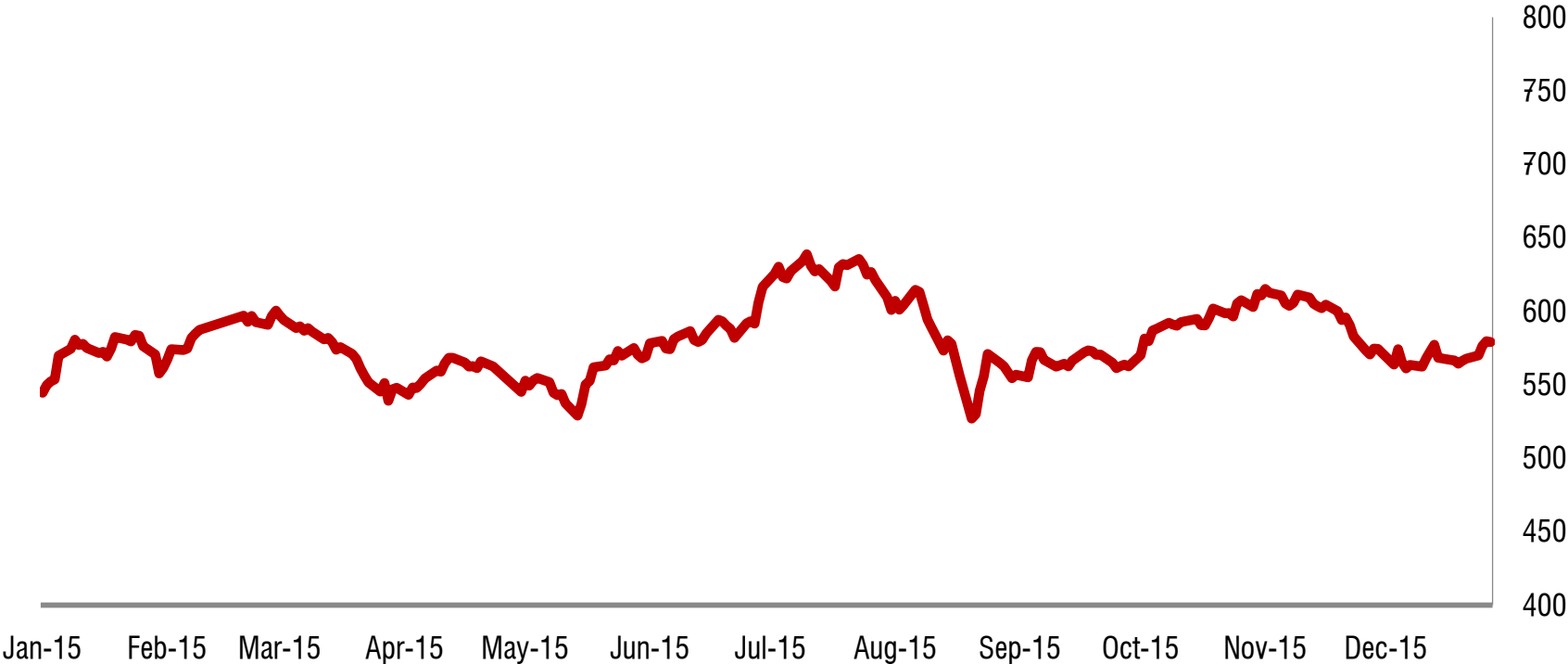
Public Debt vs. GDP



Source: SSI Research

STOCK MARKET

VNindex 2015



Source: SSI Research

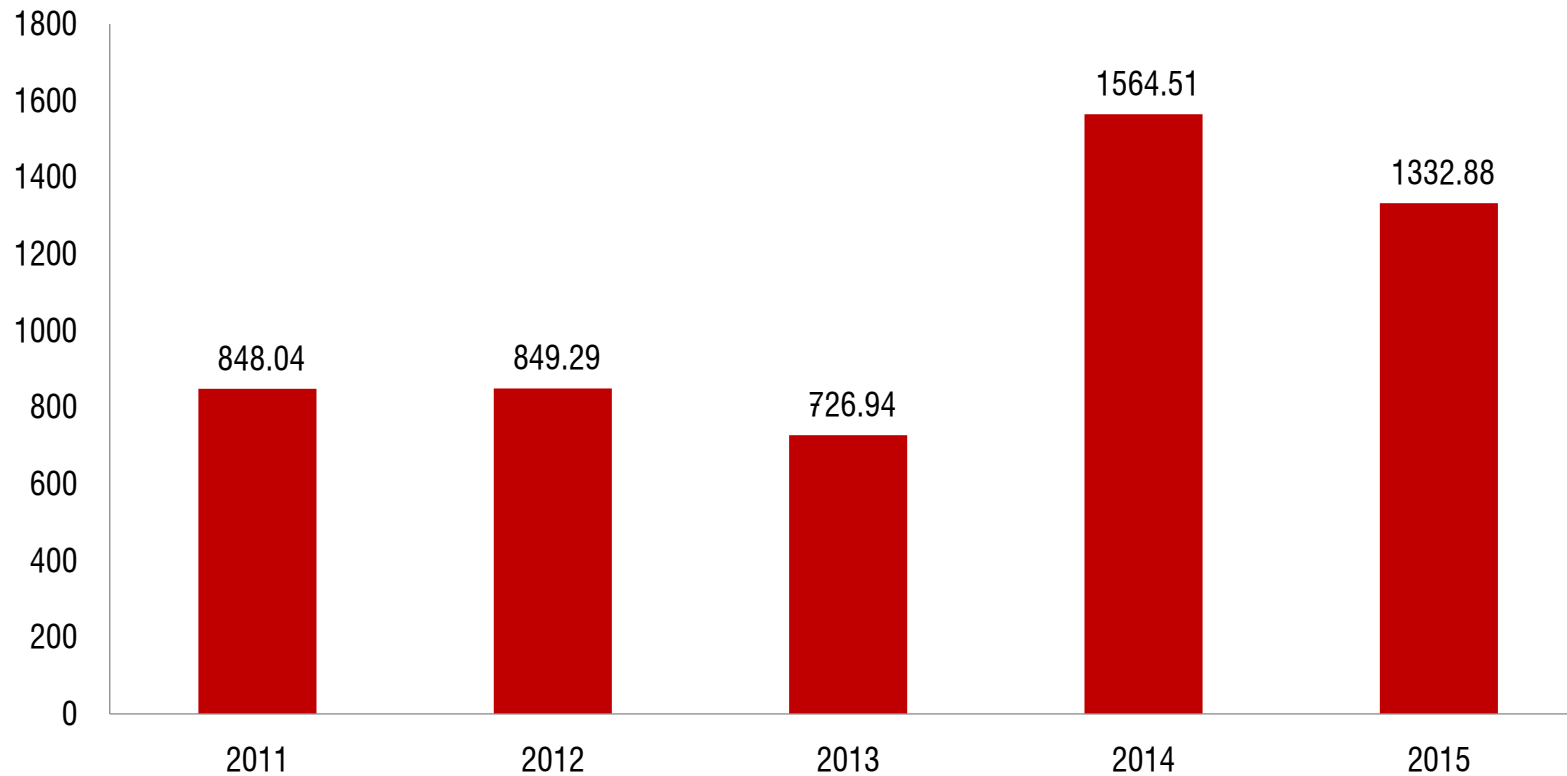
NỘI DUNG BÁO CÁO

2015 BUSINESS PERFORMANCE

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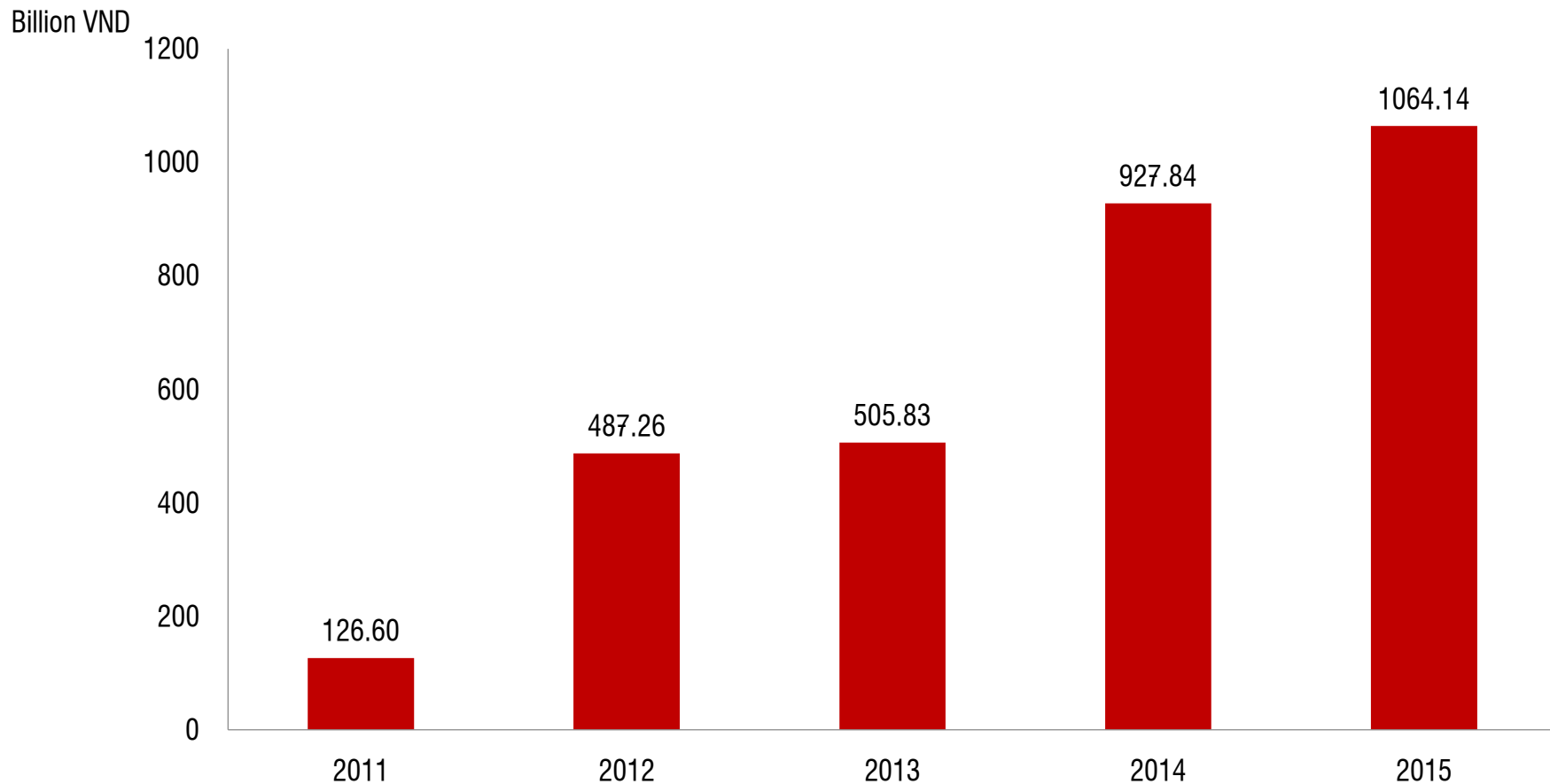
Consolidated Revenue

Billion VND



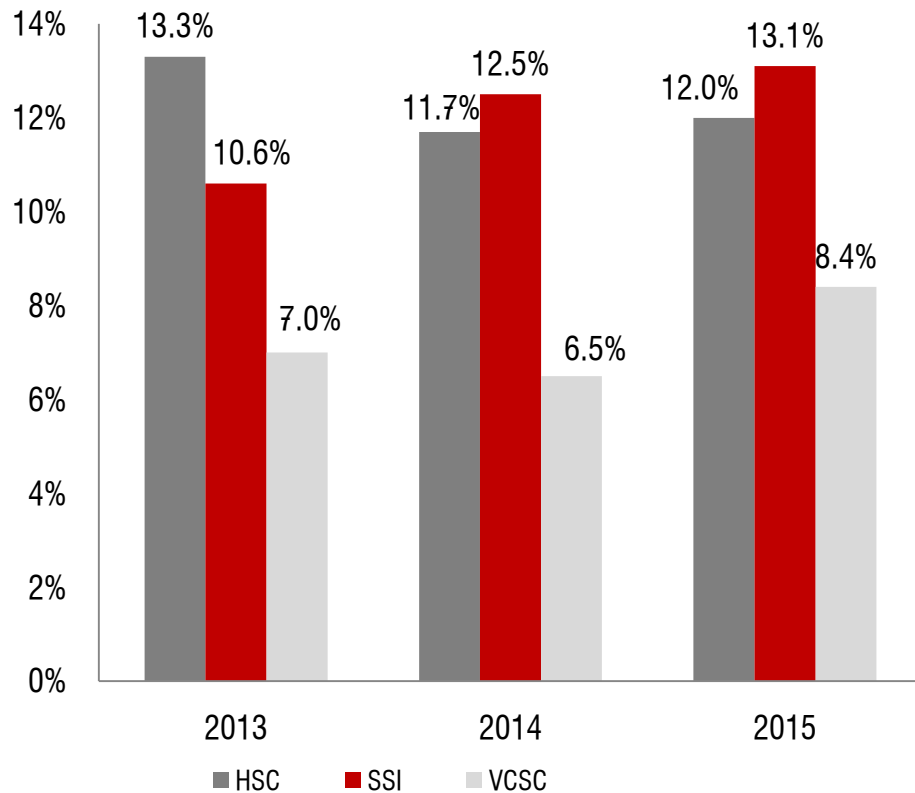
2015 BUSINESS PERFORMANCE

Profit before Tax

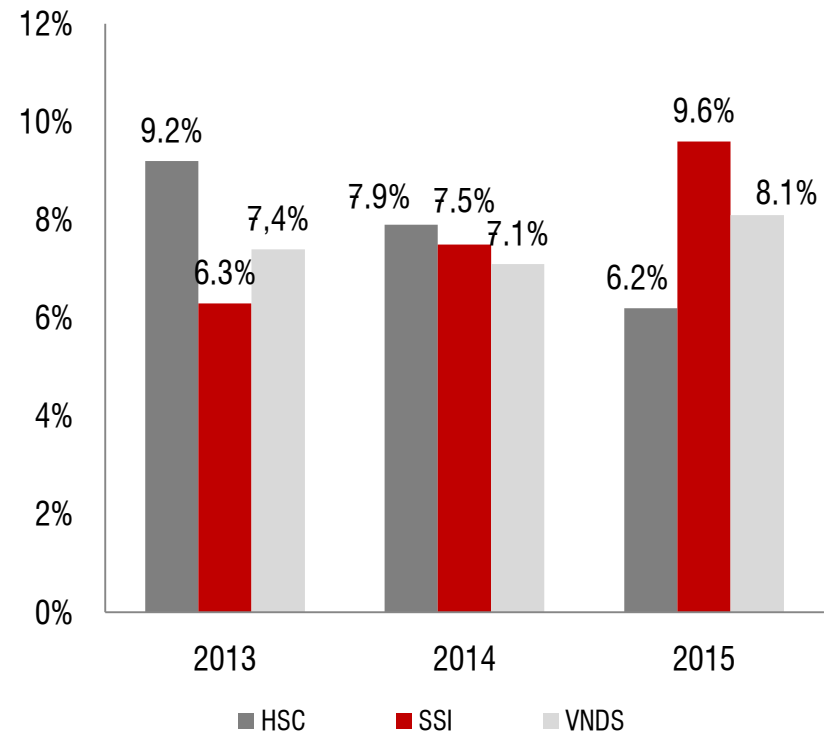


SECURITIES SERVICES

Maintain No.1 position



Top 3 brokerage market share on HOSE

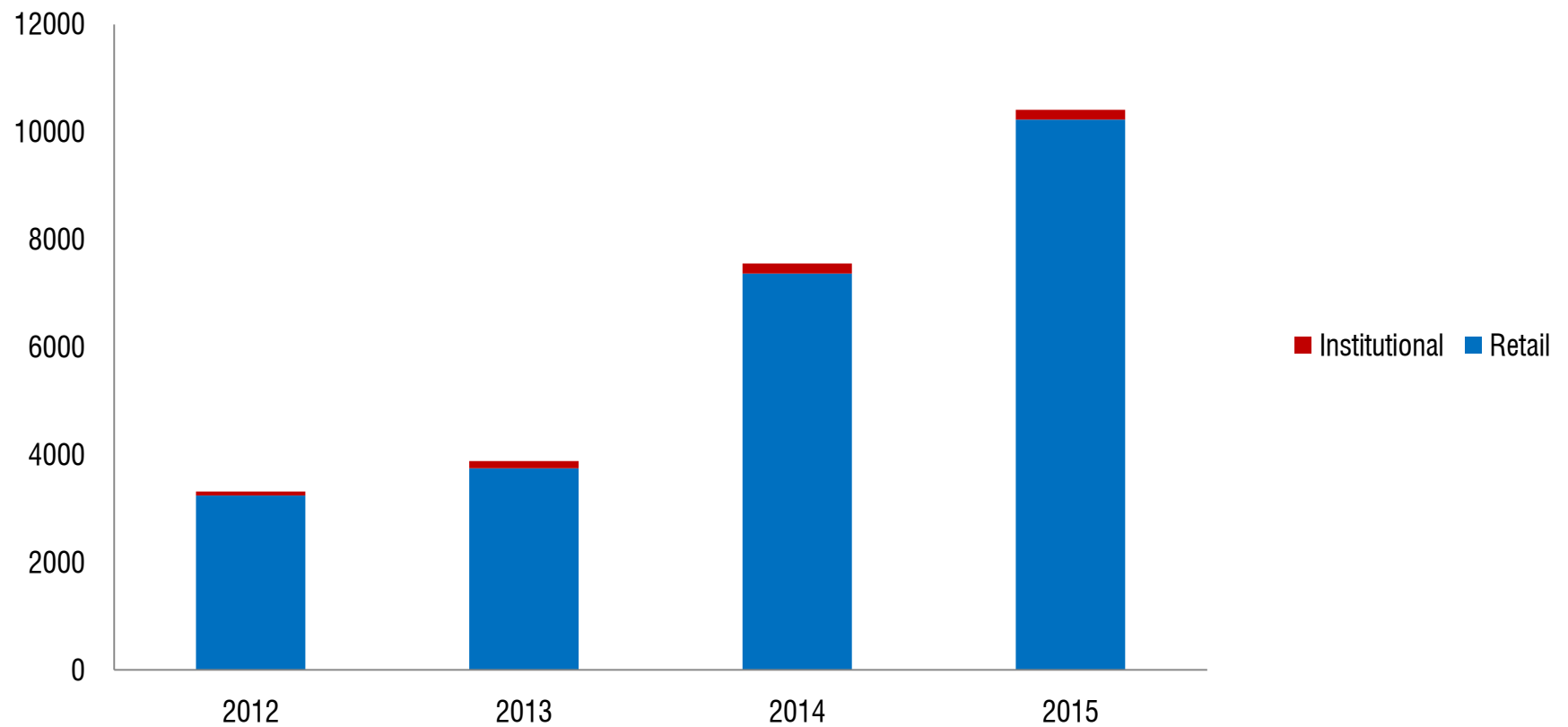


Top 3 brokerage market share on HNX

(Source: SSI)

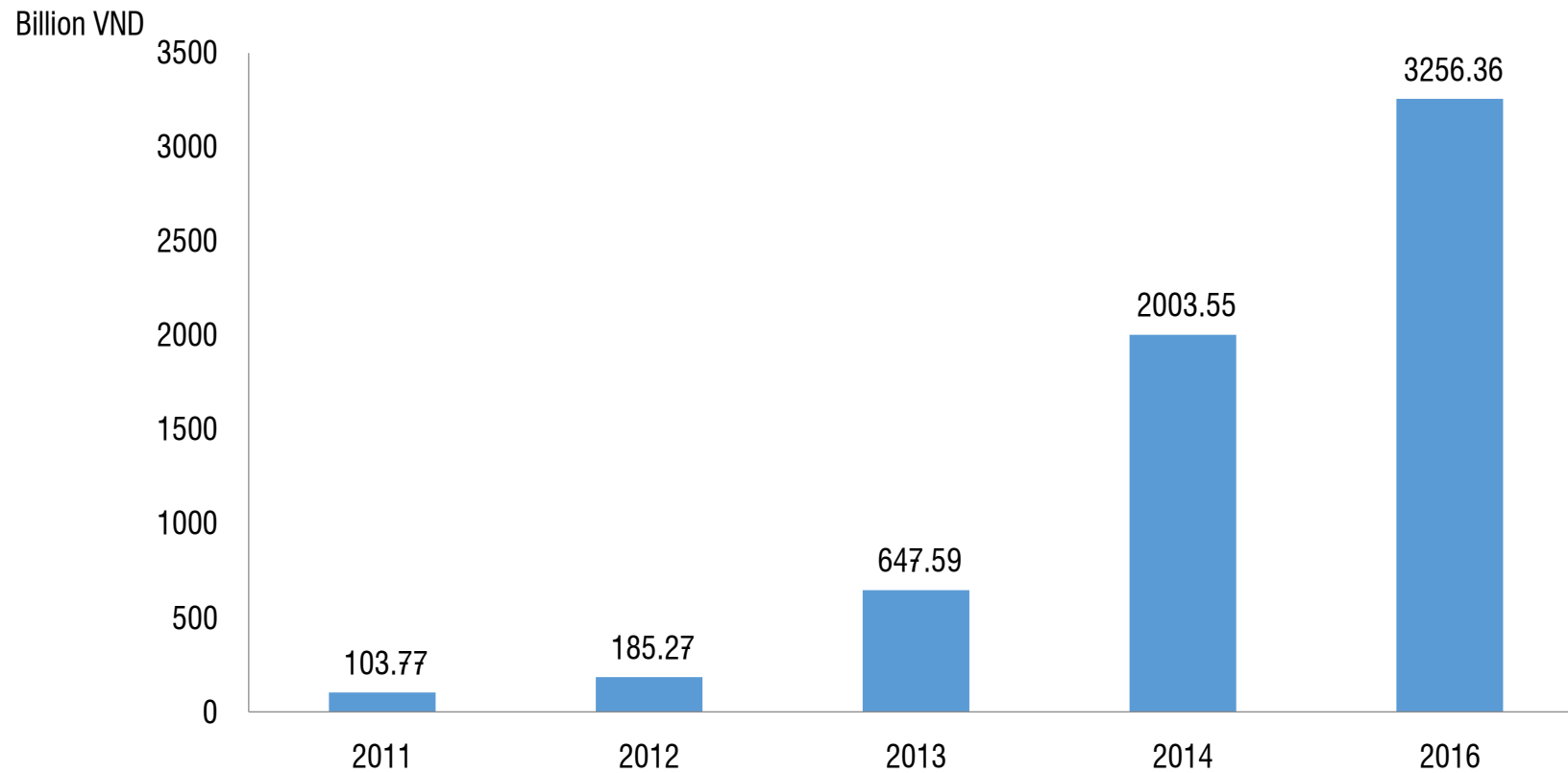
SECURITIES SERVICES

Customers Growth



SECURITIES SERVICES

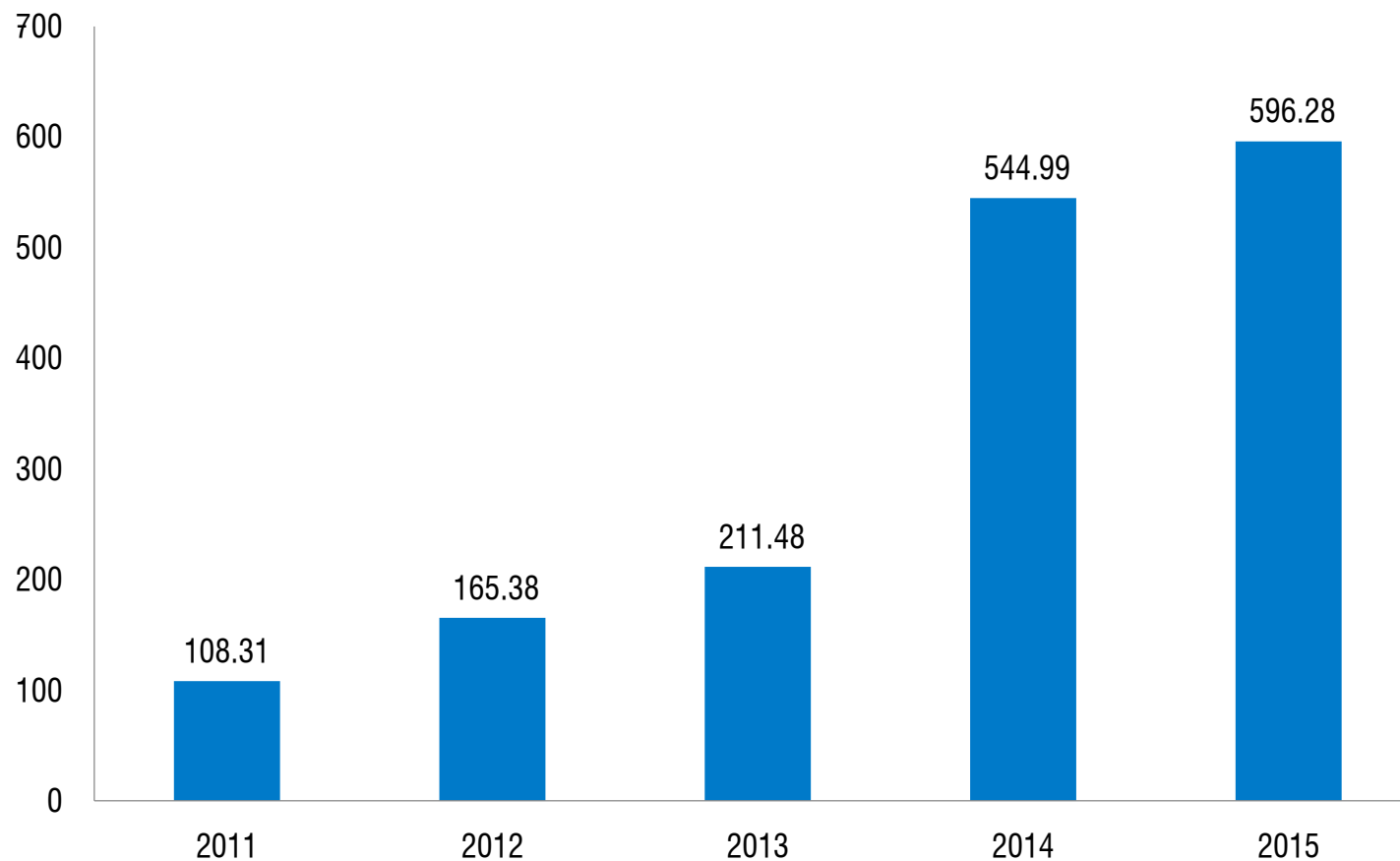
Margin lending exposure



SECURITIES SERVICES

Billion VND

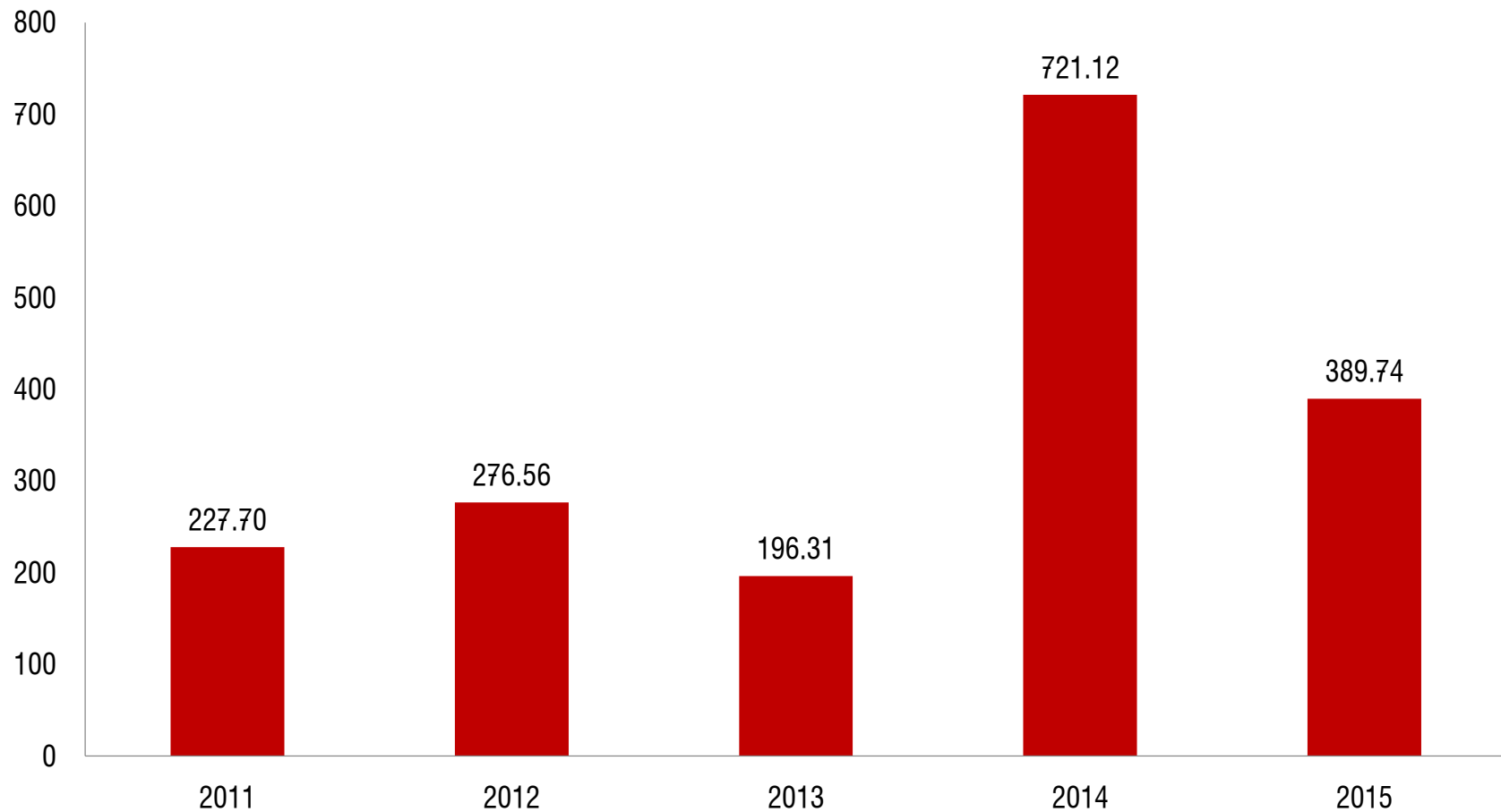
Revenue from Securities Services



PRINCIPAL INVESTMENT

Revenue from Principal Investment

Billion VND



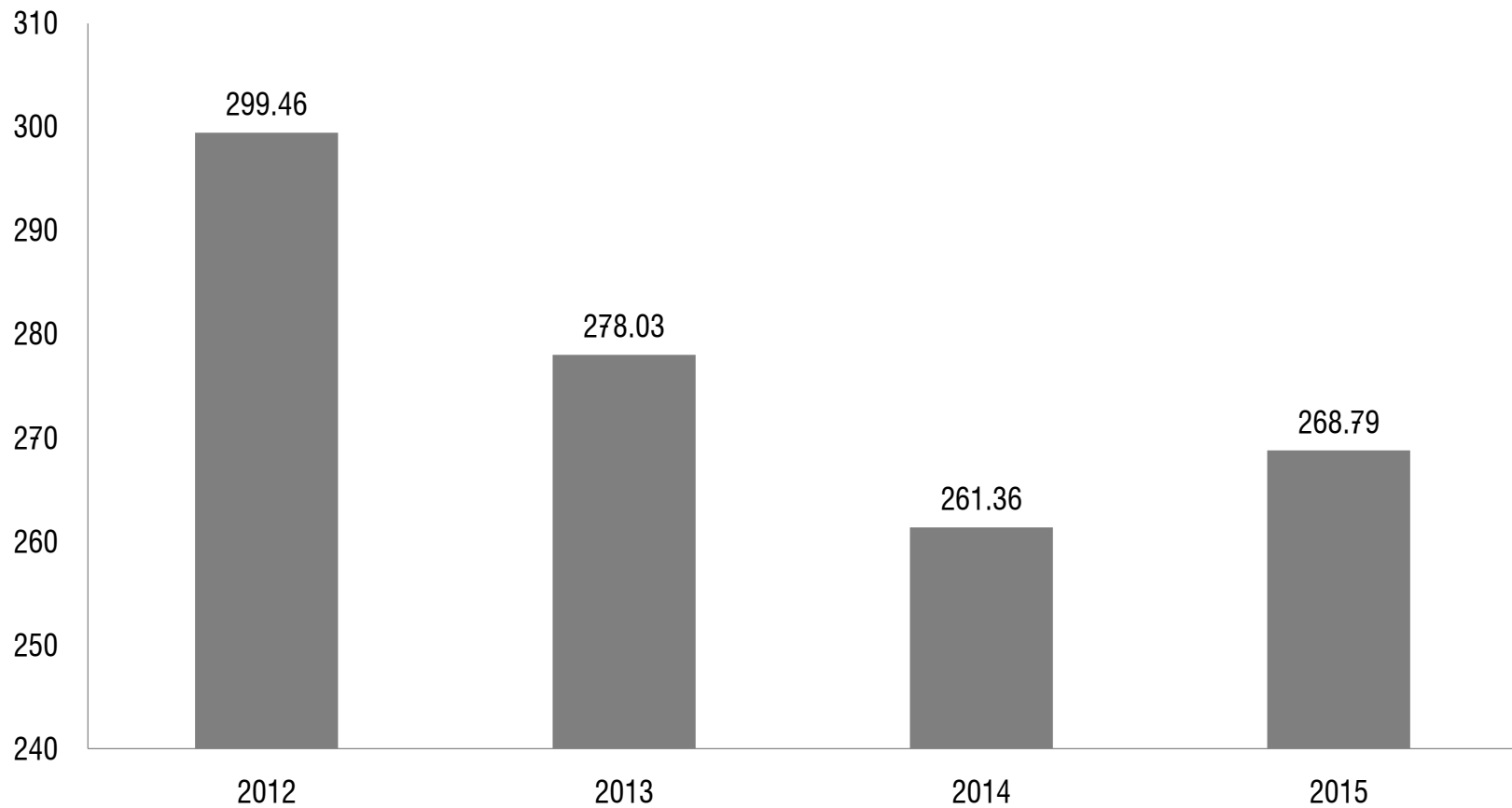
TREASURY

- ❖ Develop new financial products
- ❖ Maintain existing partners' relationship, as well as expand new network.



Revenue from Treasury

Billion VND

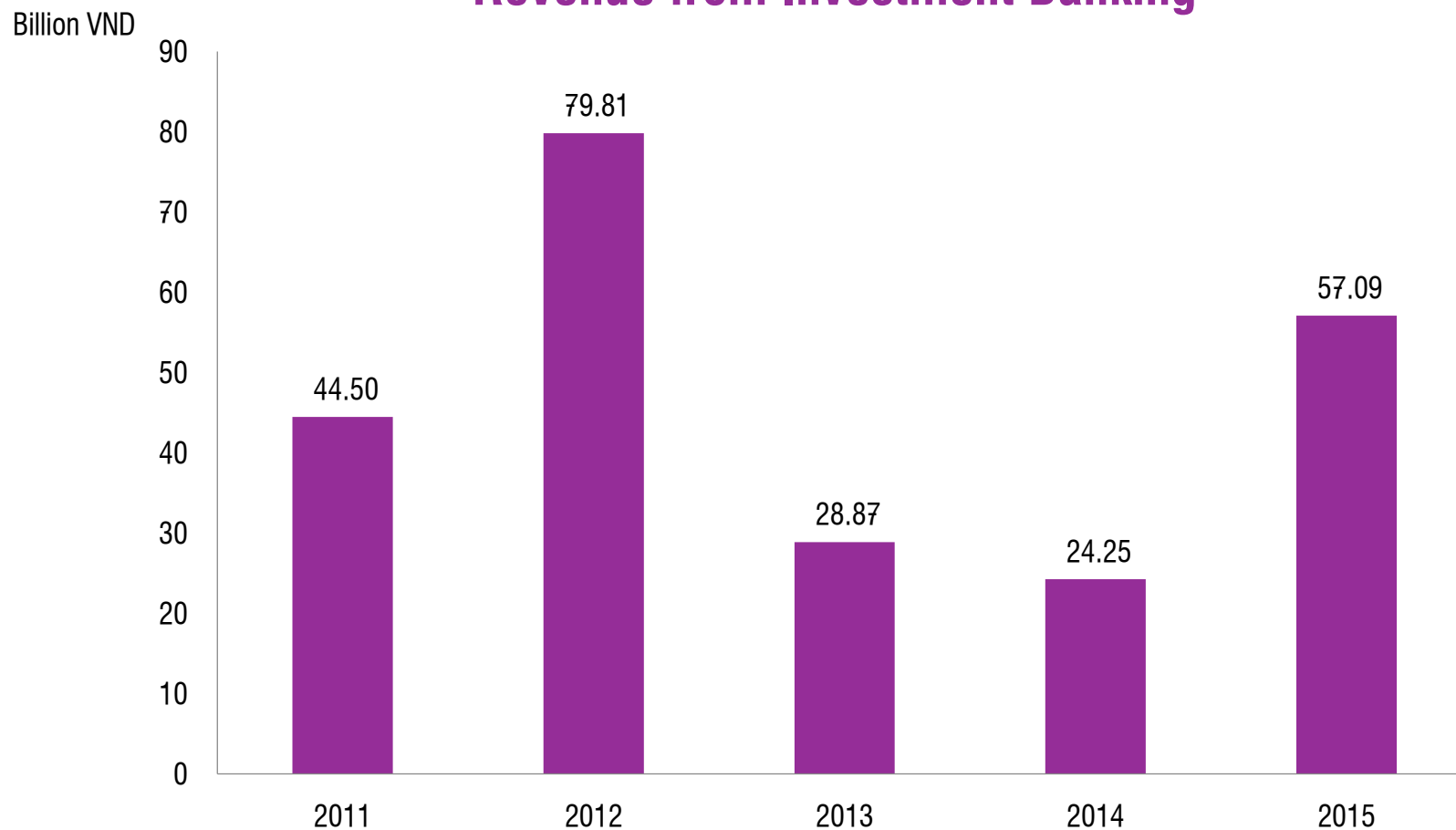


INVESTMENT BANKING



INVESTMENT BANKING

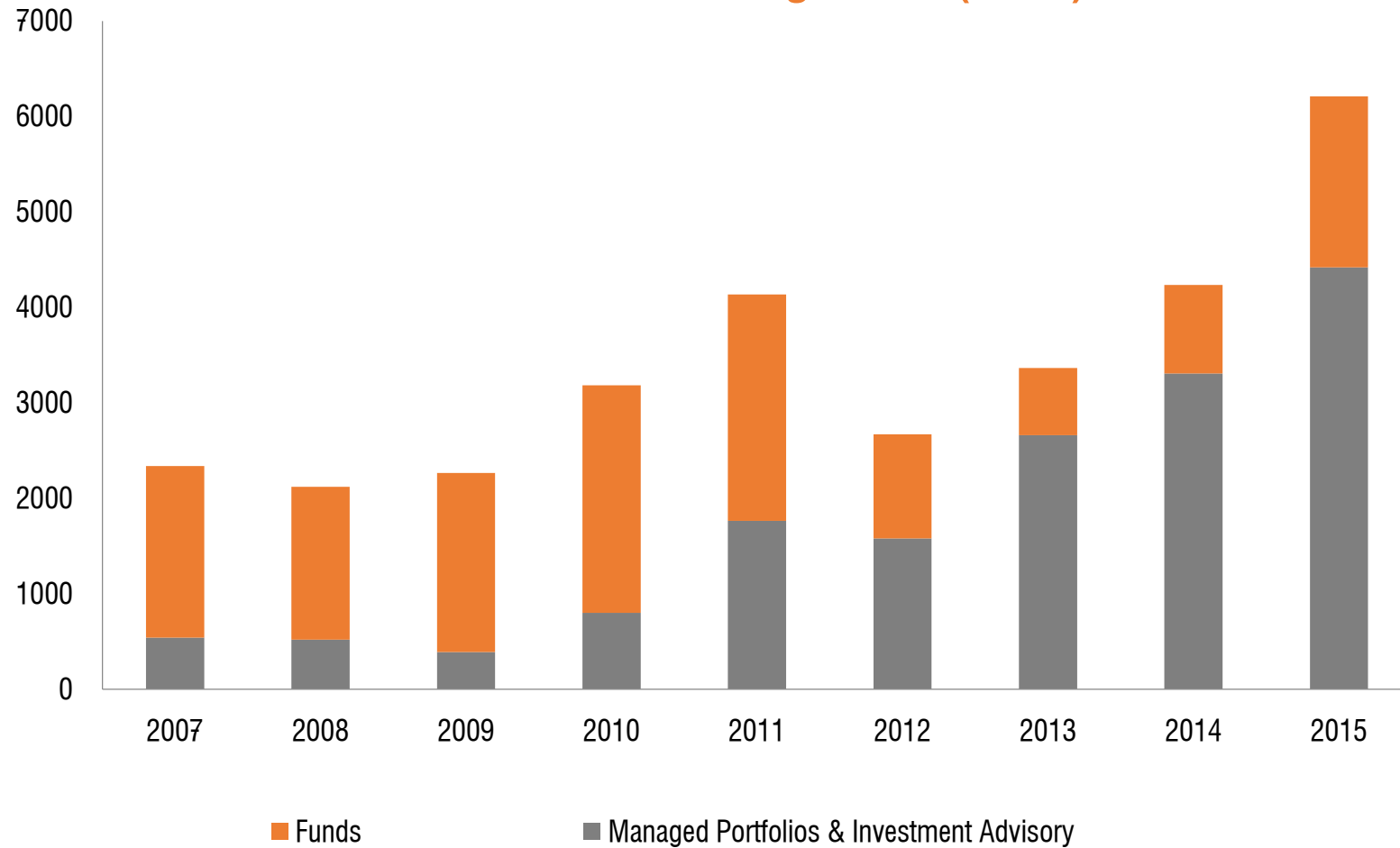
Revenue from Investment Banking



ASSET MANAGEMENT

Billion VND

Total Asset under Management (AUM)



AWARDS

Asia Asset Management
THE JOURNAL OF INVESTMENTS & PENSIONS

AsianInvestor



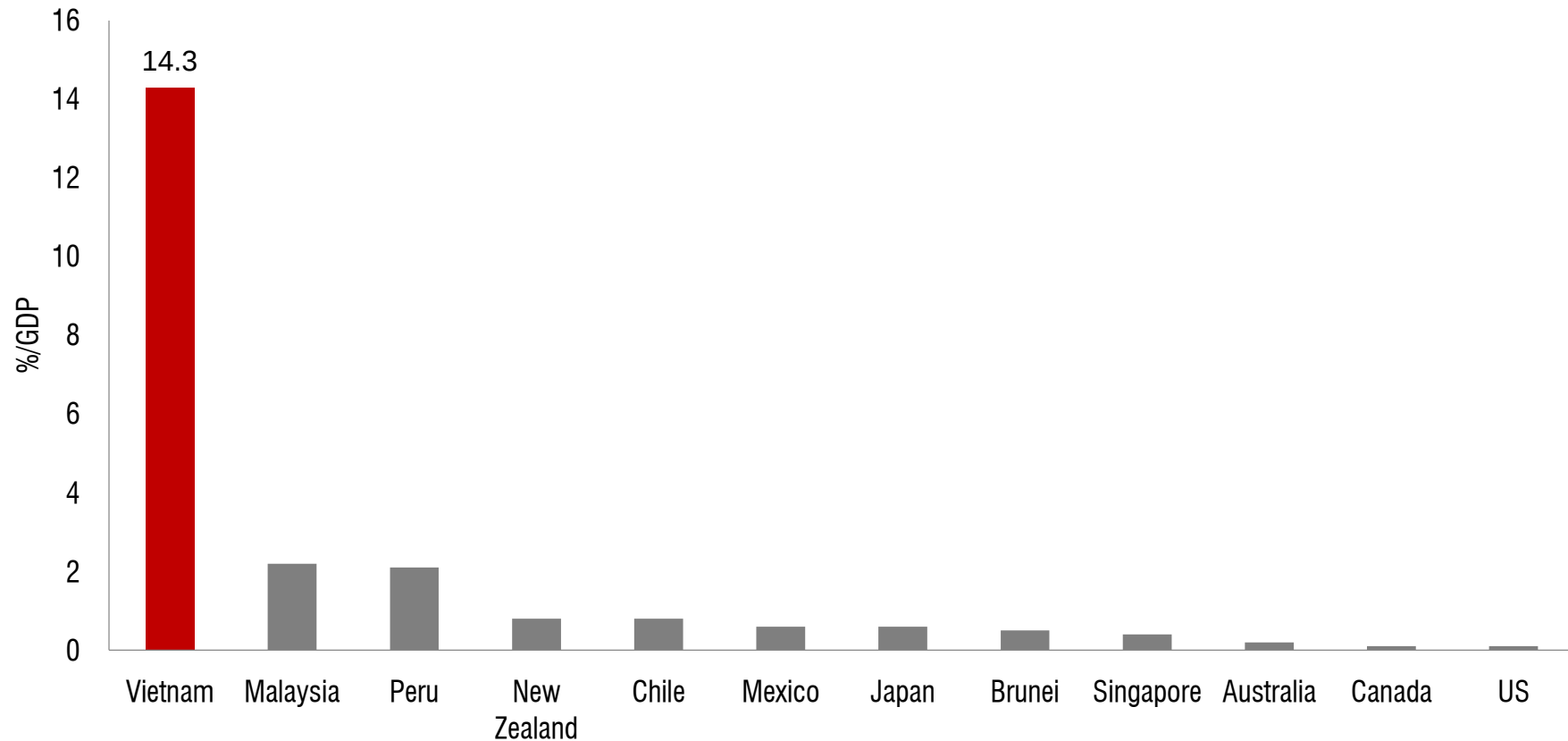
Forbes[®]

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2016 MACRO ECONOMY & MARKET OUTLOOK

MACRO ECONOMY

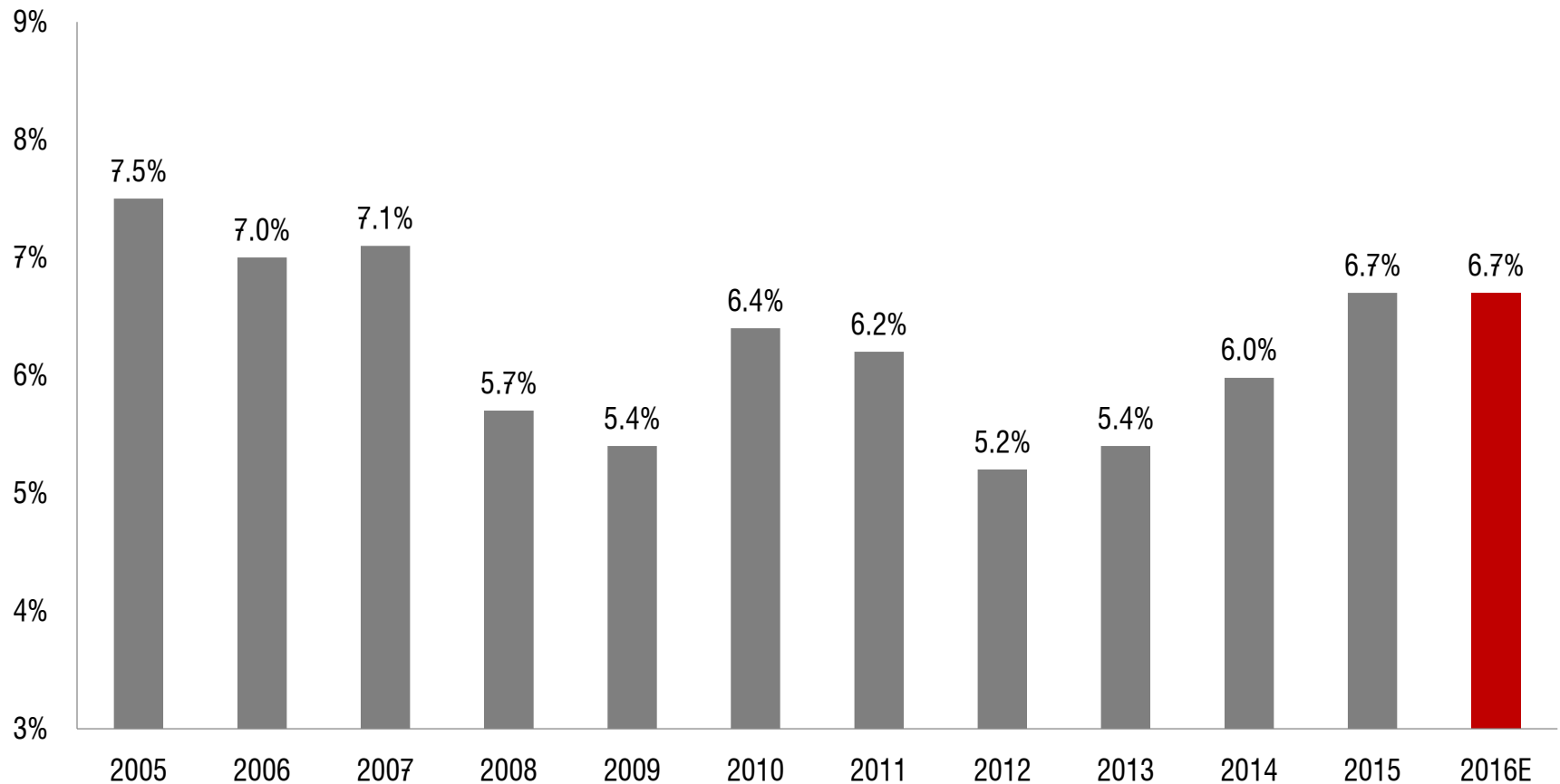
Estimated boost to GDP from the Trans-Pacific Partnership



Source: UBS Report

MACRO ECONOMY

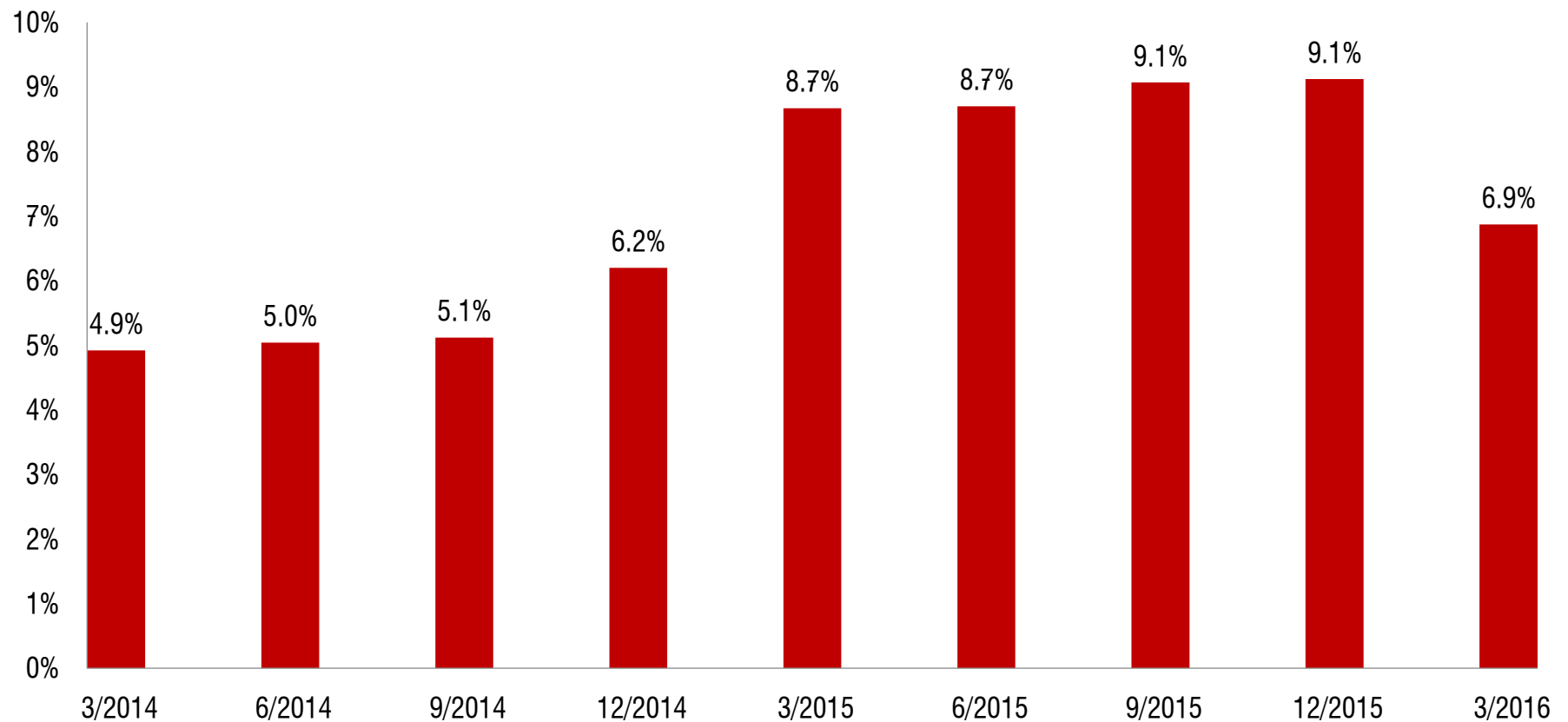
GDP Growth (YoY%)



Source: GSO

CONSUMPTION

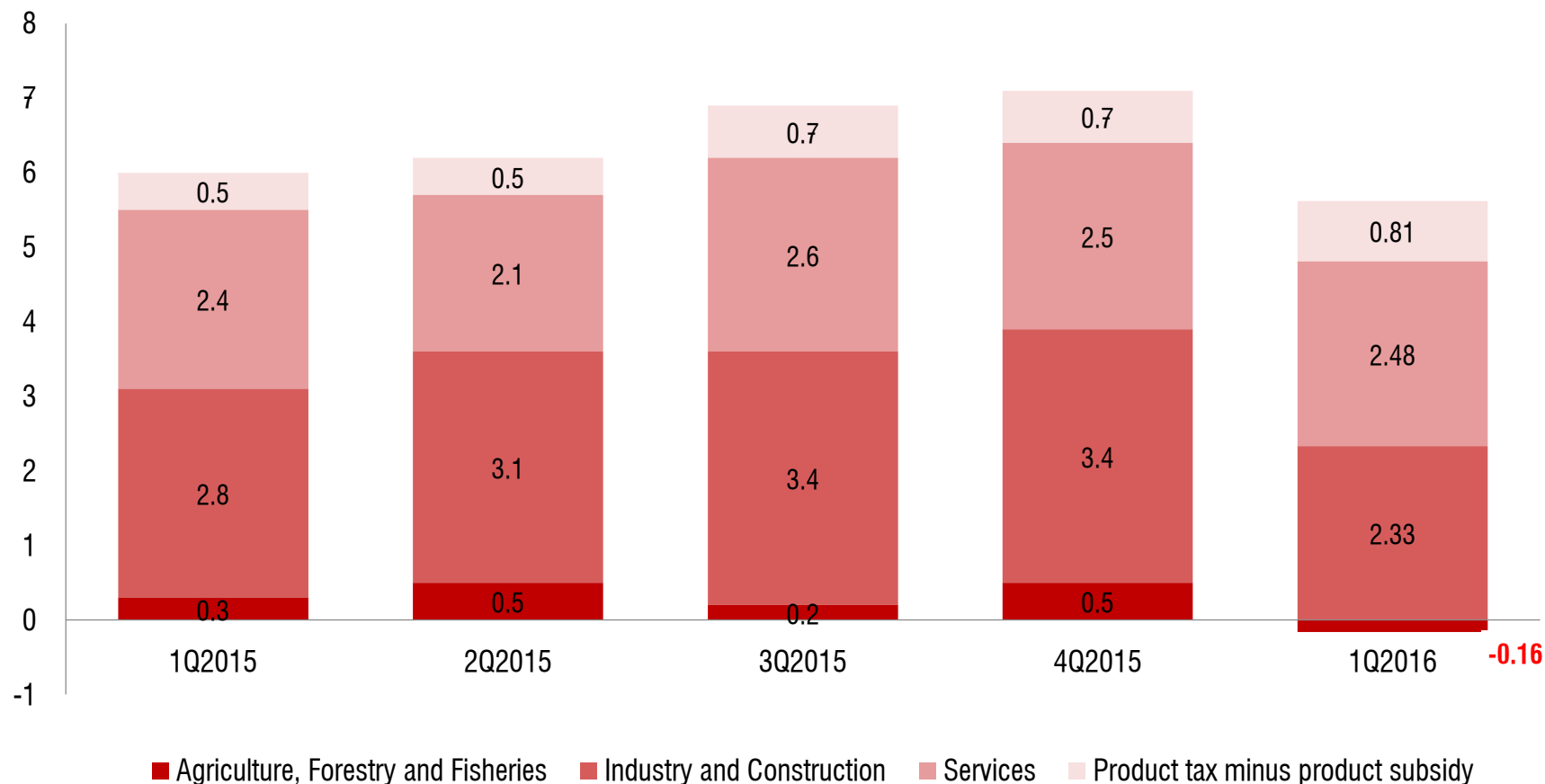
Final consumption (YoY%)



Source: GSO

MACRO ECONOMY

Contribution of economic sectors to GDP



MACRO ECONOMY

Growth (YoY%)	1Q2014	1Q2015	1Q2016	Contribution to GDP Growth
GDP	5.06	6.12	5.46	5.46
Agriculture, Forestry and Fisheries	2.68	2.25	-1.23	-0.16
Industry and Construction	4.42	8.74	6.72	2.33
Service	5.9	5.68	6.13	2.48
Product tax minus Product Subsidy	6.69	4.51	6.5	0.81

Source: GSO



STOCK MARKET

	P/E	P/B	Dividend
Indonesia	27.0	2.4	2.0
Philippines	21.3	2.6	1.8
Thailand	19.3	1.8	3.3
Malaysia	18.7	1.8	3.1
Vietnam - Ho Chi Minh	12.0	1.7	4.1
Vietnam - Hanoi	10.2	1.0	3.8

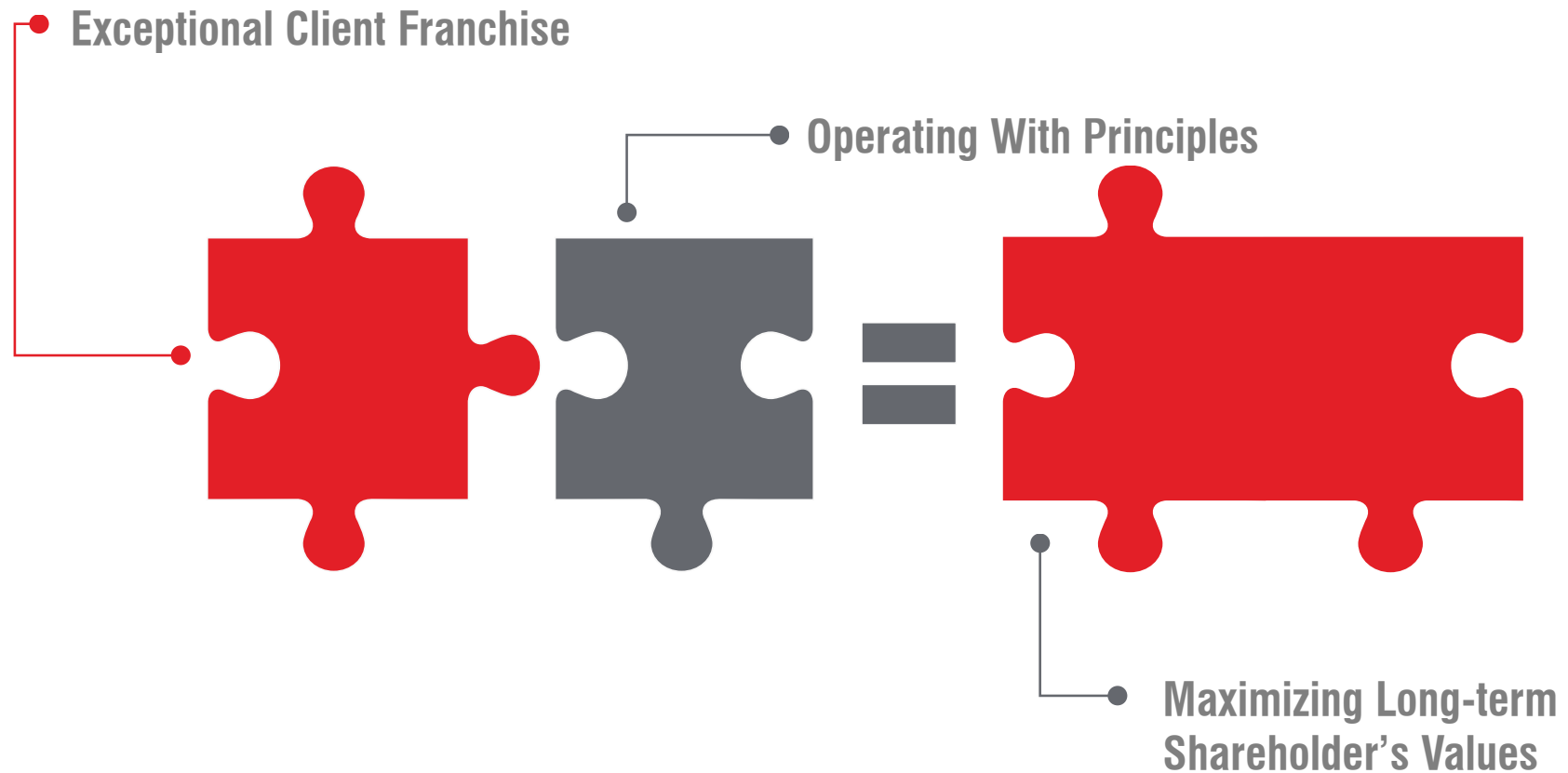
AGENDA

2016 BUSINESS PLAN

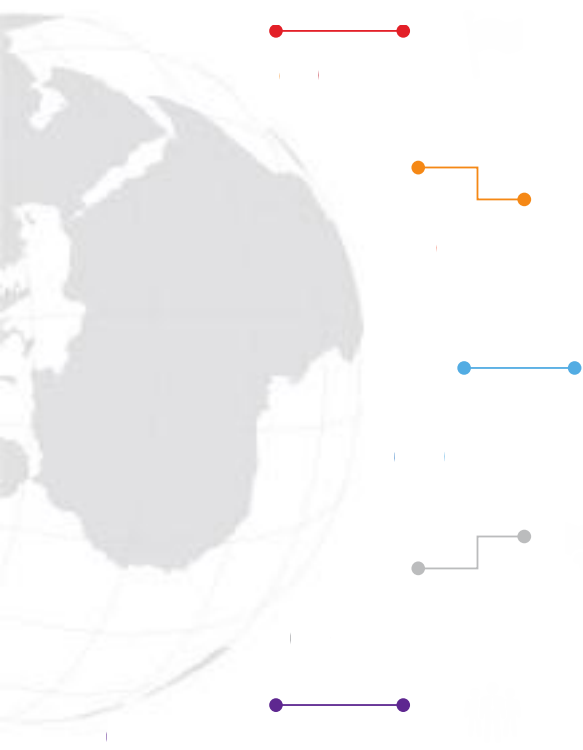
2016 BUSINESS PLAN

	<i>Billions VND</i>
Revenues	1430
Profit from associated companies	222
Provision/ (Reversal of provision for securities)	(24)
Operating & Administrative expenses	727
Profit before tax	950

OUR FOCUS



EXCEPTIONAL CLIENT FRANCHISE



Leader in our own right

Consistently innovating

Focus on client experiences & Lifetime relationship

Drive client engagement, synergies & stable return

Experienced management team, in-depth local market knowledge

OPERATING WITH PRINCIPLES



Strong Capital & Liquidity



Risk Control & Management



Commitment to expense control

**Significantly Improved
Financial Profile**

	2012		2015
Total Asset	7,981 billion VND	+68% ▶	13,397.5 billion VND
Equity	5,192 billion VND	+29% ▶	6,727.6 billion VND
Financial safety ratio	300%	▶	686%
ROA	5.8%	▶	6.4%
ROE	8.9%	▶	12.8%

SECURITIES SERVICES

- ❖ Improve brokerage market share
- ❖ Enhance the quality of products & services
- ❖ Expand the retail distribution
- ❖ Work closely with Asset Management to provide clients with customized financial solutions

PRINCIPAL INVESTMENT

- ❖ Focus more in value creation
- ❖ Strong performance across investment strategies

TREASURY

- ❖ Enhance the quality of capital management
- ❖ Diversify and increase company's asset.
- ❖ Improve transactions in the bond market
- ❖ Develop derivatives products

INVESTMENT BANKING

- ❖ Provide full solution services to clients
- ❖ Focus on expanding the network of large-scale clients domestically and internationally.
- ❖ Further cooperation with leading international financial institutions, such as JP Morgan, Daiwa Securities, Nomura, Credit Suisse v.v...

ASSET MANAGEMENT

- ❖ Continue to increase AUM
- ❖ Diversify investment products to serve a broader client base.
- ❖ Provide customized financial investment solution to meet clients' demand and improve investment performance

SUSTAINABILITY & RESPONSIBILITY

To achieve our financial targets and create value for Our Clients, Investors, Partners, and Society we focus on :

Clients, Culture, Employees, Partners, Capital & Risk Management & Corporate Responsibility



1Q2016 P&L (SSI SEPARATE)

	Billion VND
Revenue	373.24
<i>In which:</i>	
Revenue from Brokerage Service & Customer Service	187.88
Revenue from Principal Investment	88.82
Revenue from Treasury	71.99
Revenue from IB and others	24.55
Expensses	239.42
<i>In which:</i>	
Operating expense	157.3
Financial expense	57.1
Management expense	25
Other profit	0.52
Profit before tax	134.35



TRÂN TRỌNG CẢM ƠN

website: www.ssi.com.vn