

TECHCOM SECURITIES JOINT STOCK COMPANY



## COMPANY PROFILE

*BeSpoke*

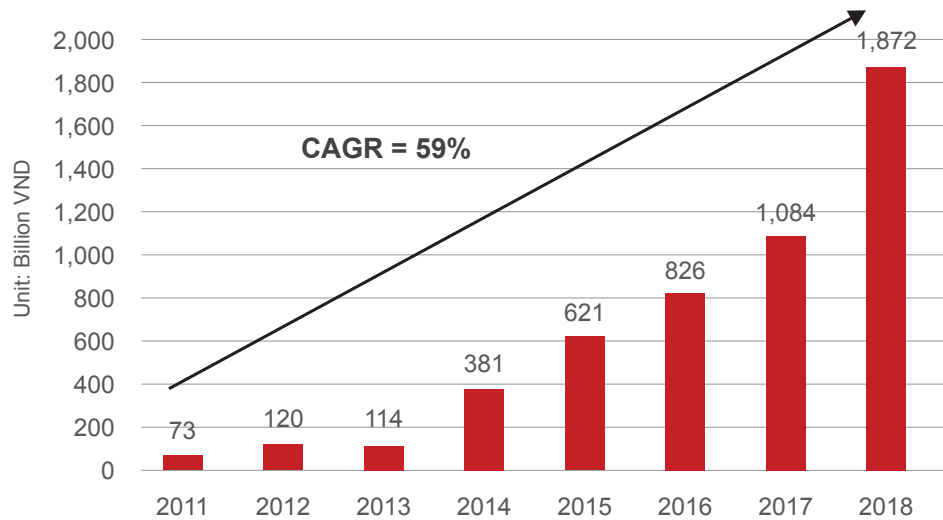




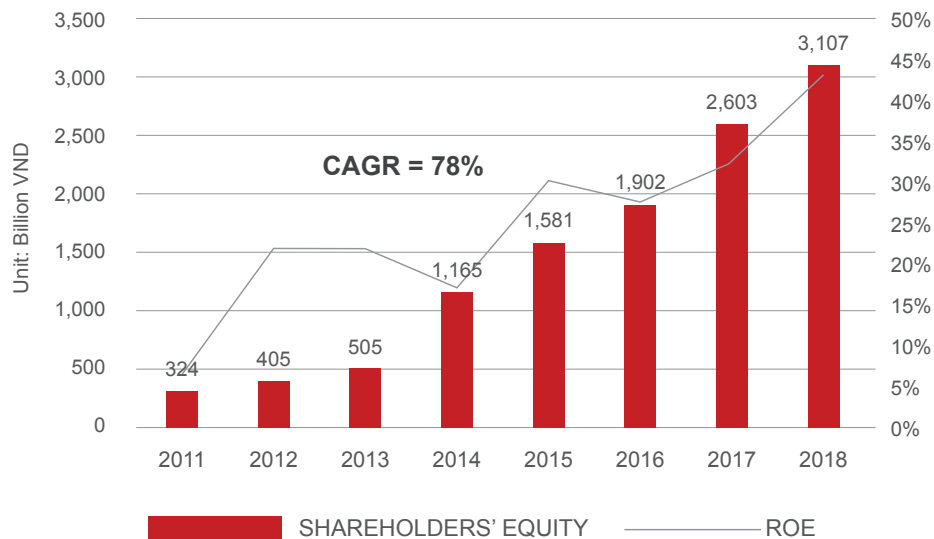
“We create bespoke investment and  
saving experiences for all families  
in Vietnam”



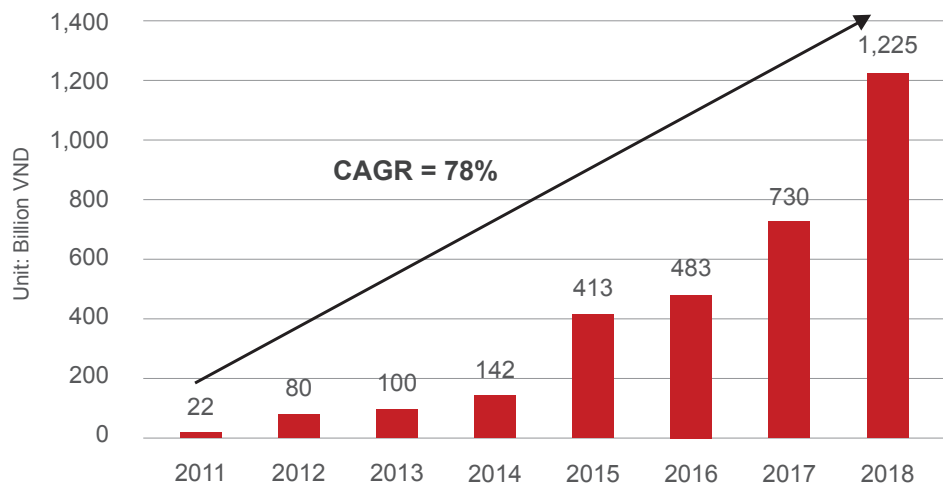
## REVENUE



## SHAREHOLDERS' EQUITY & ROE



## PROFIT AFTER TAX





## ABOUT TECHCOM SECURITIES

Established in 2008, Techcom Securities is a 99% subsidiary of Techcombank, one of the leading commercial banks in Vietnam.

From 2011 to 2018, TCBS was the fastest growing securities company in the market with an average annual growth rate of 57% and 79% for revenue and profit, respectively. In 2018, TCBS was one of the two leading securities companies in Vietnam in terms of profit. The company is the market leader in corporate bond with approximately 40% market share of advisory and continues to dominate the HOSE bond trading with 81.7% market share.

TCBS was awarded “Best DCM House in Vietnam” in 2016 & 2018 by Finance Asia magazine, “Best Bond House in Vietnam (2007-2016)” by Alpha Southeast Asia magazine and “Best Domestic Bond House in Vietnam 2018” by The Asset.



Best Bond House  
in Vietnam  
(2007-2016)



Best DCM House in  
Vietnam 2016



Best DCM House in  
Vietnam 2018



Best Domestic Bond  
House in Vietnam 2018

### Our mission

- To be the strategic financial advisor for corporate clients
- To create a new saving experience for our customers in Vietnam

### Targets in 2020

1 @ 1 @ 1 @ 1 = 2020

No.1 in Vietnam @ 100,000 affluent customers  
@ USD 100 million revenue @ USD 1 billion market capitalization

### Two Strategic core businesses



CORPORATE  
ADVISORY



WEALTH  
MANAGEMENT

# CORPORATE ADVISORY

## Connecting Vietnamese corporations and investors to debt capital markets

TCBS is the pioneer in developing the corporate bond market in Vietnam. From 2014 to 2018, our issuance volume was VND 162,000 billion, accounting for 40% market share of advisory and dominating the HOSE bond trading with 81.7% market share (2018).

We provide advisory services on financial strategies and offer customized solutions for corporations:

- Corporate bond issuance
- Corporate equity IPO and listing
- M&A
- Structured finance

162,000 billion  
VND

**volume of corporate bond issuance  
advised by TCBS from 2014 to 2018**

No 1

**Market share in corporate bond  
issuance advisory**

Our customers are corporates operating in major economic sectors, including real estate, consumer goods, natural resources, agriculture, power and most recently, cuisine and entertainment industries.

TCBS also owns a wide network of partners and investors including commercial banks, insurance companies, investment funds, and securities firms, both locally and internationally.

## OUR PARTNERS





## OUR BENCHMARK TRANSACTIONS

- Advised Vingroup (HOSE: VIC) on the issuance of unsecured bonds with total value of VND 11,600 billion from 2016 to 2018, marking the first listing of non-bank corporate bonds with VND 6,600 billion in total volume. This transaction provides opportunities for individual investors to invest in corporate bonds and helps to effectively mobilize capital for corporates' manufacturing and business expansion.
- Advised Vingroup (HOSE: VIC) on the public offering of unsecured bonds with total value of VND 2,000 billion on December 2018 and March 2019, marking the first public offering of a non-FI corporate bond in HOSE.
- Advised Vingroup (VIC) on the VND 3,000 billion bond issuance guaranteed by Credit Guarantee and Investment Facility, a trust fund of Asian Development Bank (AA global rating by Standard & Poor's) on February 2016.
- Advised Ho Chi Minh City Infrastructure Investment Joint Stock Company (HOSE: CII) – one of the largest private infrastructure development companies in Vietnam – on the VND 1,150 billion bond issuance guaranteed by GuarantCo (A1 rating by Moody's) on March 2019.
- Advised companies in Masan Resources Group - subsidiaries of Masan Group (HOSE: MSN) non-convertible, secured bonds with total value of VND 4,000 billion in 2018. These transactions aided companies in optimizing their capital structure, financial expenses and provide investment opportunities for non-banking investors.
- Advised Thanh Thanh Cong Education JSC ("TTC Education") on the first issuance of secured and listed bonds with total value of VND 150 billion on December, 2017.
- Advised Vinhomes JSC (HOSE: VHM) – a subsidiary of Vingroup – on the issuance of secured bonds with total value of VND 12,500 billion on October 2017, August 2018 and September 2018.
- Advised Vinpearl JSC on the issuance of secured bonds with total value of VND 4,500 billion on June 2018 and the issuance of unsecured bonds valued at VND 3,000 billion on July 2018. Vinpearl manages and operates Vingroup's hospitality, leisure and amusement services business across Vietnam.
- Advised Ba Na Service Cable Car JSC (BANACAB) – a subsidiary of SUN GROUP- on the issuance of secured bonds with total value of VND 4,460 billion. BANACAB business includes entertainment, hospitality, and restaurant services under the brand name of Sun World BaNa Hills.
- Advised Red Sun ITI Corporation - the leading chain-restaurant company in Vietnam - on the issuance of secured bonds with total value of VND 200 billion on December 2018. This transaction is the very first corporate bond issuance of the company.

- Advised Masan Consumer Corporation on public listing with market capitalization of VND ~ 45 trillion.
- Conducted the share buyback program on behalf of Masan Holding Corporation (9.5% of the outstanding shares with the estimated value of VND 5.9 trillion). The transaction resulted in ownership consolidation and profit realization for selling shareholders.
- Conducted the public offering of Masan Resource's shares with a transaction valuing VND 2.8 trillion. The transaction helped increase the ownership of Masan Holding Corporation at Masan Resources, owner of the largest multi-metal deposits, in particularly tungsten deposit outside of China.
- Advised Techcombank on the acquisition and sale of shares of Vietnam Airlines (1.82% of the outstanding shares). The transactions helped strengthen the strategic relationship between Techcombank and Vietnam Airlines.











## WEALTH MANAGEMENT

From leading corporates bonds to professionally managed mutual real estate and investment funds, we offer a diversified range of investment products for different risk appetites and expected return of our customers.



### iBond – Corporate bonds for retail customers

iBond is corporate bond restructured exclusively for retail customers with an initial investment from VND 50 million. The rate of return is amended every 6 months or once a year to protect investors from the interest rate change risk. Issued by leading companies and advised by TCBS, iBond is a low-risk investment product that offers flexible liquidity and attractive return.

Since its inception in 2014, iBond has made an excellent growth as highlighted below:

**Total Sales:**

**59,707** billion

**Number of customer:**

**17,805**

**HOSE bond  
brokerage share  
market:**

**81.7%**

**Distributed at:**

**288** TCB  
branches in

**45** provinces  
nationwide





### **iFund: Open-ended funds**

iFund includes Techcom Bond Fund (TCBF), Techcom Equity Fund (TCEF) and Techcom Flexi Bond Fund (TCFF – or FlexiCASH) which are managed by Techcom Capital (TCC). Customers can invest initially from as little as VND 1 million. Investing in iFund is low-risk and has flexible liquidity through SIP (Systematic Investment Plan).



### **Techcom Bond Fund (TCBF)**

TCBF achieved impressive NAV growth in 2018 when growing continuously throughout the year and came out as the largest domestic bond fund with 37% market share. The total net asset value (NAV) has increased from VND 6,622 billion, equivalent to 239% growth. The fund still maintains a stable yield of 8% -8.5% / year compared to the same period last year, despite market turbulences.



### **Techcom Equity Fund (TCEF)**

The Techcom Equity Fund (TCEF) is distributed by Techcom Securities in order to help optimize capital for maximum profitability. Our funds undergo a strict evaluation process by our professionals who have in-depth stock investment knowledge and are licensed by the State Securities Commission and overseen by Standard Chartered Bank.



### **Techcom Flexi Bond Fund TCFF (FlexiCASH)**

Techcom Flexi Bond Fund (TCFF or FlexiCASH) is the first Money Market Fund (MMF) in Vietnam.

Operated as an open-ended fund and licensed by State Securities Commission and supervisory bank BIDV, FlexiCASH is an optimized solution for short-term cash flow with return rate up to 6% per year and flexible daily liquidity.



### **TCREIT - Real Estate Investment Trust**

TCBS distributes the first and only real estate investment trust in Vietnam managed by Techcom Capital (TCC). TCREIT listed on HOSE is expected to generate good real estate investment opportunities for a majority of individuals and families in Vietnam, who otherwise have to spend billions buying a property.

According to legal regulations, TCREIT is largely invested in rental residential and commercial properties with stable cash flows. The trust must also distribute 90% of its annual profit to investors.





### **TCInvest: online wealth advisory system**

TCInvest is the first of its kind online trading and wealth management platform (<https://tcinvest.tcbs.com.vn>) providing a comprehensive systems and professional tools for investors in Vietnam. One iWealth account – a full suite of banking, finance and investment services - can meet all financial demands of customers with high level of security, safety and convenience.

As a user-centric system, TCInvest system also integrated advanced features and tools allowing investors to manage their investment portfolio including stocks, bond, fund certificates and other structured investment products. The system provides helpful tools such as:

- **1Click-** analysis report system on 1,000++ listed companies
- **MarketWatch** - a cloud-based market tracking tool
- **TCAnalysis** - analytic portal of more than 1,350 listed companies
- **Priceboard** – for real-time updates on stock exchange market
- Portfolio optimizing and risk management tools



### **iWealth Pro Package:**

iWealth Pro is a cost-effective solution that applies technology for customers who regularly trade securities online. With a fee equal to only 50% of the normal rate and a margin interest rate of only 9.9% per year, customers will earn bonus points on each transaction that contribute to cost savings in order to increase profit margin.

### **iShare:**

Per customer policy, TCBS will introduce customers to professional brokers, investors who have an effective influence





### TCWealth

**TCWealth** (<https://wealth.tcbs.com.vn>) is the online financial and wealth advisory system, also known as the first Robo-Advisor in Vietnam, which is a worldwide advanced financial advisory system.

In order to help our individual customers to preserve their wealth and seek sustainable asset growth, TCWealth offers an advisory system to professionally plan and manage their long-term investments:

- Define long-term financial goals for individuals and families
- Identify optimal investment portfolio to reach their goals
- Provide a wide range of investment products such as iBond (corporate bonds for retail customers), iFund (open-ended funds), TCREIT (real estate investment trust) to ensure a diversified and risk-mitigating asset allocation.

TCBS also provides exciting features and tools for a whole new customer experiences:



**iConnect:** a P2P corporate bond trading platform with attractive return, high level of liquidity and effectiveness.



**iAdvisor:** a multi-device responsive advisory tool for structured products allowing customers to check latest products, coupon rates and yields for timely decision making.



## OUR PEOPLE



**NGUYEN XUAN MINH, CFA**

### **Chairman**

Master of Applied Finance & Investment in Australia.  
Master of Science, Oil & Gas – Mechanical Engineering, USSR.

Mr. Nguyen Xuan Minh has over 26 years of investment and fund management experience. He was CEO of Vietnam Asset Management Ltd. (VAM) and Senior Vice President of Franklin Templeton Investments Singapore. He is a member of the Board of Directors for several corporations in Vietnam.



**NGUYEN THI THU HIEN**

### **CEO**

Master of Banking and Finance - Monash University, Australia.

Ms Nguyen Thi Thu Hien has more than 21 years of banking and finance experience. She held many key positions, including Director of Capital Market – Treasury and Financial Market, Techcombank, assistant to Vice – President, senior analyst in Debt Market and Capital Products at Citibank Vietnam, member of the Global Asia Tiger program at Citibank Singapore.



**DANG LUU DUNG**

### **Head of Equity Capital Markets**

LL.M - International Business Law, Kyushu University, Japan

Mr. Dang Luu Dung has 19 years' experience in state management, legal advices, banking and finance and fund management. He was the vice-director of Techcombank AMC, co-founder and CEO of FPT Capital and Vietnam Japan Fund (VJF). He was also a lawyer at Freshfield Bruckhaus Deringer International.



**DO TU ANH**

### **HCMC Branch Manager**

BSc Physics, Vietnam National University, Hanoi.

BSc Business Management, USA.

Ms Do Tu Anh has 21 years' experience in trading and investment advisory, foreign investment, project development, fundraising, and M&A deals. She was the trade representative of Dresser Industries, co-founder of AIPF, General Director of Nettra Ltd., General Director of INB Ltd., and Vice-director of Techcombank AMC.





**NHAM HA HAI**

**Deputy CEO cum Head of Investment**

Master's degree, Finance, CFVG, Paris Dauphine – ESCP;

A degree holder of Advanced Macroeconomics, Germany.

Mr. Nham Ha Hai has hands-on experience in the debt and equity finance as well as structured financial tools. He has more than 18 years' experience at the State Bank of Vietnam, FPT Capital, Techcombank, and Techcom Capital.



**PHAM DIEU LINH**

**Deputy CEO**

MSc Finance, France.

Ms Pham Dieu Linh has a solid knowledge of issuance advisory and capital raising. She has over 11 years of experience in capital market and debt instruments along with hands-on experience in client management as well as investment portfolio management at Techcombank.



**TRAN HA THANH**

**Head of Technology**

Master of Applied Finance, Macquarie University, Australia.

Mr. Tran Ha Thanh has more than 20 years of international experiences in Information Technology including 10 years specializing on finance and stock investment. He was Deputy CEO of VietWealth Capital; CTO of LR Global Partner. He has also worked many years in Singapore for several financial institutions such as Barclays Capital.



**TRAN THI THU TRANG**

**Head of Debt Capital Markets**

Bachelor's degree from Academy of Finance, Hanoi.

Ms. Tran Thi Thu Trang has more than 14 years of debt capital markets for Techcombank's medium and large corporate clients. With her profound knowledge in corporate finance advisory, Trang has managed a diverse client portfolio in different industries.



**HOANG PHUONG**

**Head of Tresuary**

Master of Business Administration

Mr. Hoang Phuong has 19 years of experience in corporate finance management, financial project management, capital structure and arrangement, especially in energy fields. He has been an Auditor at Deloitte Vietnam and an International Capital Arrangement Specialist at Electricity of Vietnam (EVN).



**NGUYEN TUAN CUONG**

**Head of Financial Institutions**

Master in Banking and Finance at Paris I Pantheon Sorbonne and Paris II Patheon Assas, France

Mr. Cuong has over 16 years of experience in the field of Bank and Securities. Before working at Techcom Securities, he used to be the Director of Investment and Business debt at Techcombank, Product Manager of Vndirect's Structure and many years working at Societe Generale Bank Corporate Investment Banking (SGCIB) in France



**NGUYEN THI HOAT**

**Head of Financial Solutions**

BSc Accounting – Audit, National Economics University, ACCA.

Ms. Nguyen Thi Hoat has over 14 years of experience in banking, finance and audit. She was the Director of Hue Real Estate Ltd. and held many senior positions at Vietbridge Capital, International Royal Securities Corp., KPMG, Treasure and Financial Market, Techcombank before joining Techcom Securities.



**NGUYEN HA QUYNH, CFA**

**Head of Research & Development**

BSc Economics and Econometrics, University of Nottingham, UK.

Mr. Nguyen Ha Quynh has over 14 years of investment, capital market and M&A experience. Prior to joining TCBS, he was Deputy Head of Investment Banking Division at Phoenix Securities Corporation and worked for several years at Cattles Plc, UK.



**BUI THI THU HA**

**Head of Retail Sales & Distribution**

MSc Finance and Investment, University of London. A degree holder of Financial and Banking Risk Management

Ms. Bui Thi Thu Ha has over 14 years' experience in banking and finance. She went through different positions at Vinacomin, as well as Treasury and Financial Market at Techcombank. In addition, she was the executive assistant to the CEO of Techcombank.



**BUI THI THU HANG**

**Head of Operations**

BSc International Trade, National Economics University

Ms. Bui Thi Thu Hang has over 18 years of experience in securities and investment. She held different positions, including Transaction and Payment management team leader, Risk Management executive, and Stock Exchange manager at MB Securities Corp.



**NGUYEN DANG MINH**

**Head of IT Development**

Master of Computer Science, National Chiao Tung University, Taiwan

AWS Certified Solutions Architect - Professional

Mr. Nguyen Dang Minh has over 10 years of experience in Information Technology field. He was the Technical Manager of FPT.AI project at FPT Technology Innovation Department - FPT Group in the field of artificial intelligence and cloud computing.









TECHCOM SECURITIES JOINT STOCK COMPANY







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