

CAPABILITY STATEMENT

MB SECURITIES JSC



NATIONAL
FINANCE
ASSOCIATION

INTRODUCTION TO MBS

1.1

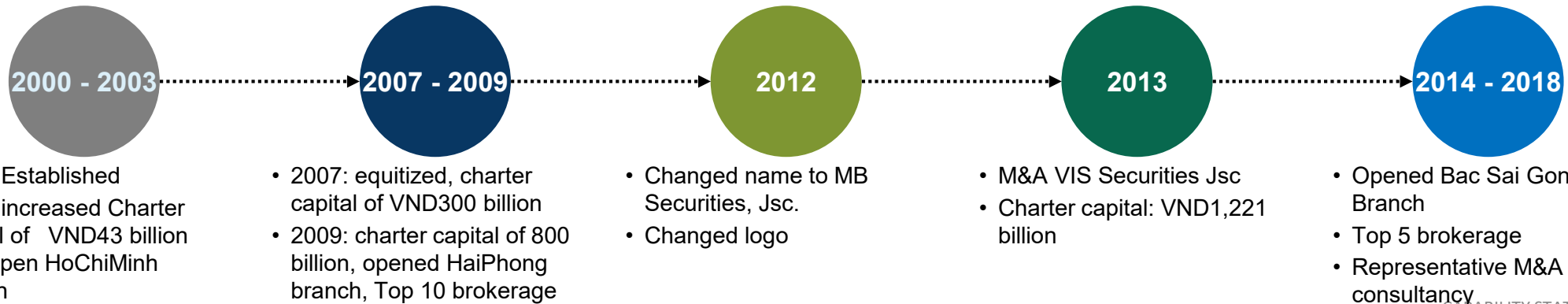
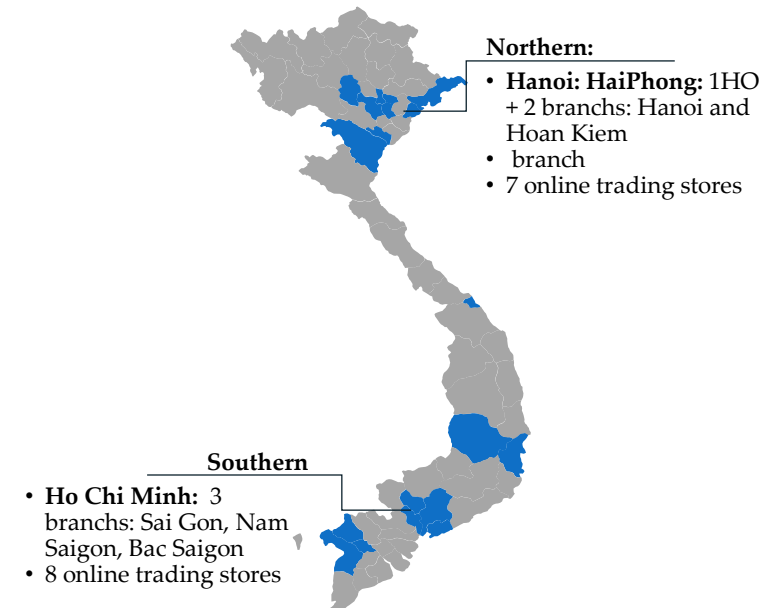
Our outstanding capabilities to serve as prestigious financial advisory firm in the market

1.1.1 Our capabilities has been enriched and accumulated from our long-established history and developments in local market

Our development story

MB Securities Joint Stock Company – a member of MB group

- Founded in 2000, one of the 5 pioneers in Vietnam stock market and a subsidiary of Military Commercial Joint Stock Bank (MB)
- Charter capital: VND1,221 billion
- Staff: 560 members
- MBS aims to be one of the leading investment banking providers in Vietnam with the highest level of professionalism.
- MBS is one of the leading brokerages firms in Vietnam with top 5 market shares in both Ho Chi Minh stock exchange (HSX) and Hanoi Stock Exchange (HNX), being as the precious investment banking supplier, providing the best financial solutions to corporates across sectors/businesses in Vietnam.



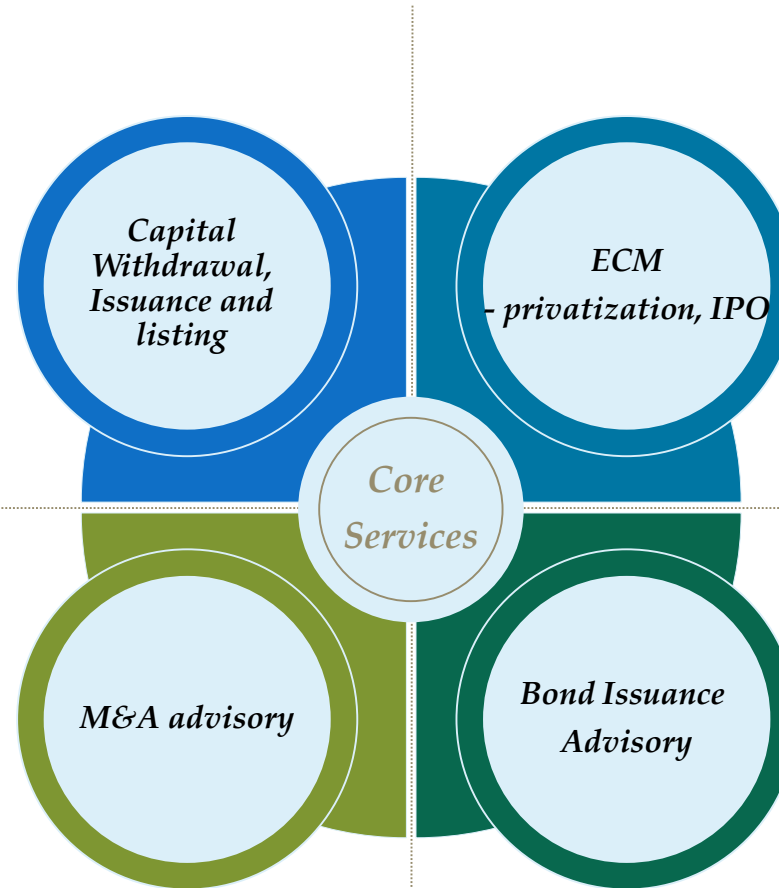
1.1.2 Our capabilities have been recognized through high-value financial products we bring to our clients

We commit to providing the best solution and integrated investment banking services to clients.

MBS offers integrated advisory services for clients who have an attempt to raise capital through issuing equity capital instruments or equity-linked capital instruments on ECM:

- Advise, review and finalize regulation requirements for the issuance
- Advise and make a plan and an issuance dossier
- Support in stocks offering
- Underwriting

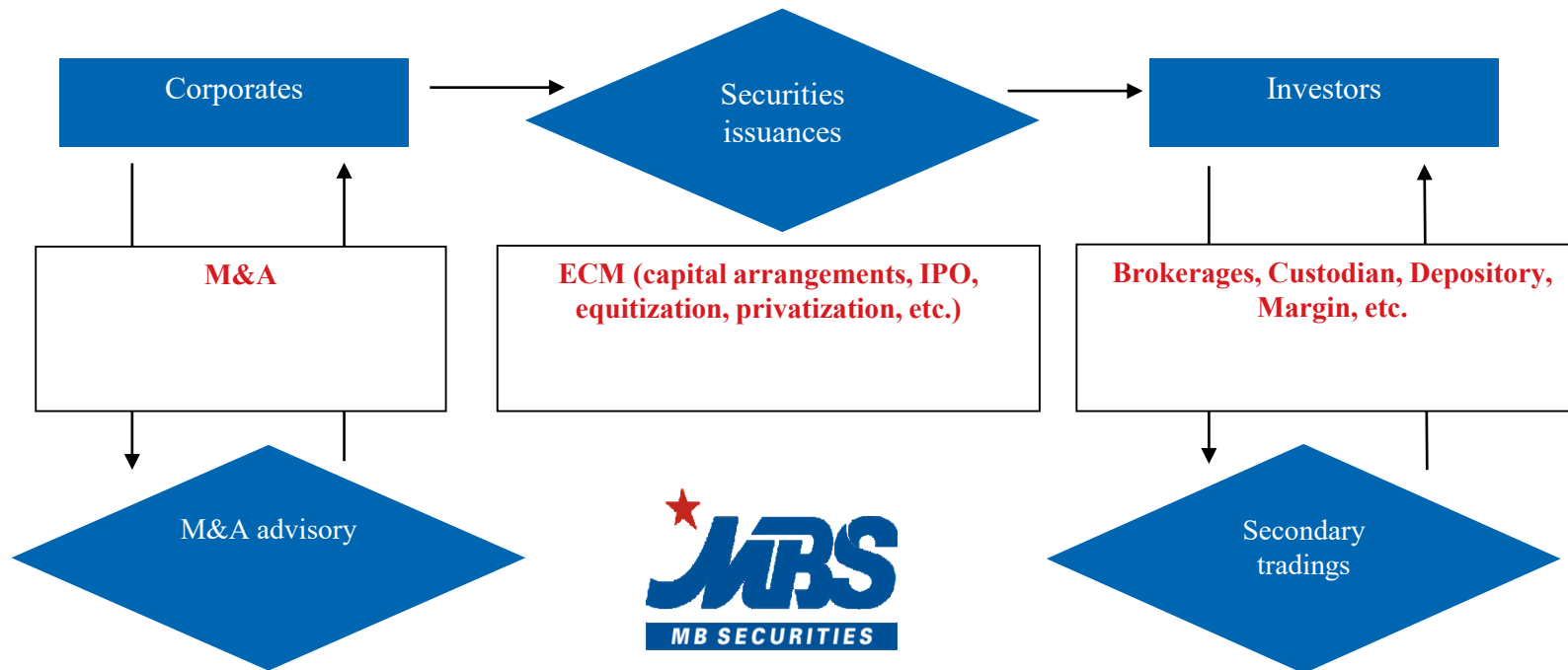
- Providing advisory services to both buy-side or sell-side on seeking potential partners.
- We accompany enterprises from planning of structured transactions, determination of target partners, due diligence, evaluation to negotiation and legal supports to guarantee the success.



- MBS advises state-owned enterprises, foreign-invested and private enterprises on privatization process and the best fitting strategy for client's goals.
- Our experts advised many state-owned enterprises and joint-stock company not only on handle complicated procedures and IPO-required documents but also on the secondary issuance to mobilize capital.
- Advise on key regulation requirements for the issuance
- Support in book-building process for bond issuances
- Bond issuance agent
- Deposit and paying agent
- Underwriting

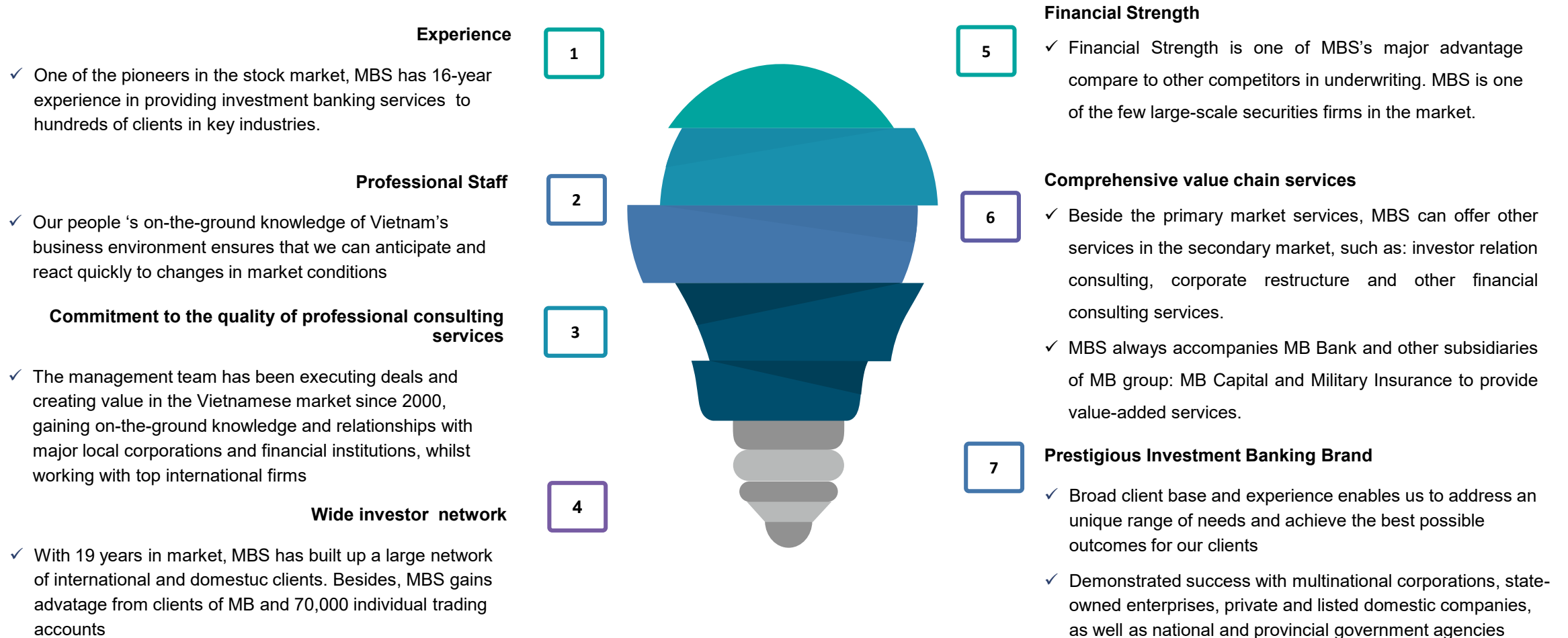
1.1.3 Our strengths and capabilities have been multiplied given the value chains that we bring to our clients

Our strengths have been multiplied by the support from Brokerage, Trading, Stock Research and Analyst departments given the value chains that we bring to our clients.



1.1.4 Our capabilities are a perfect blend of people, business cultures and partnerships

Our strengths are a perfect blend of staff, experiences, market knowledge and partnerships.



1.1.5 Our capabilities are demonstrated through our depth understandings across sectors/industries in the economy

We develop an intimate understanding our client's business in all market sectors that enables us to be true advisors and make trusted judgment calls.



Financial Service



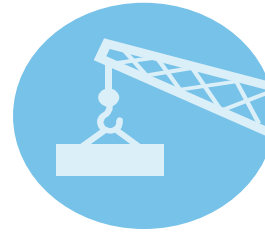
FMCG



Healthcare



Retail &
Distribution



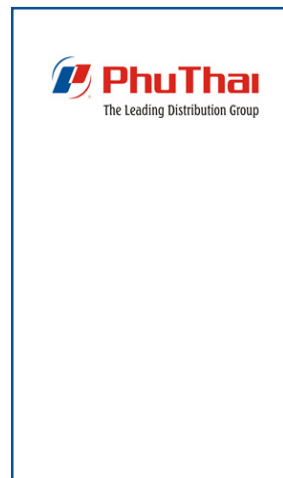
Construction and
Real Estates



Mineral
and Energy



Transportation,
logistics



1.1.6 Our capabilities are indicated through various transactions that we completed with leading corporates and businesses (1/4)

Listing and Issuance Transactions

						
Thibidi co., Jsc Equity Issuance Advisory Value: VND274 billion 2015, 2016	MB securities co.,jsc Listing advisory Value: VND1,221 billion 2016	Gelex co.,jsc Privatization and equity issuance advisory 2015, 2016	C.E.O Group Co.,Jsc Equity Issuance and listing advisory Value: VND343 billion 2014, 2015	Dong A group co.,jsc Equity Issuance advisory Value: VND52.5 billion 2015	LDG group co.,jsc Equity Issuance Advisory Value: VND750 billion 2015	VNT mineral co., jsc Listing advisory
						
FIT co.,jsc Equity Issuance advisory and underwriting Value: VND342.5 billion 2013-2014	Military Bank Equity Issuance and Listing Value: VND11,256 billion 2011-2013	HUDland estate investment and development co.,jsc Equity Issuance Advisory Value: VND100 billion 2013	Military Insurance co.,jsc Equity Issuance Advisory	FLC Group co.,jsc Underwriting	An Phu Irradiation co.,jsc IPO , equity issuance advisory and underwriting, listing advisory	International Development & Investment IPO and listing advisory
						
Tấn Phát co.,jsc Equity Issuance Advisory	Sacomreal co.,jsc Equity Issuance Advisory	Tan Mai paper group co.,jsc IPO and listing advisory	Thuan An Wood Processing co.,jsc IPO and listing advisory	Garco 10 co.,jsc Convertible bond issuance advisory Value: VND20 billion 2012		

1.1.6 Our capabilities are indicated through various transactions that we completed with leading corporates and businesses (2/4)

Equitization and Privatization Transactions



Viettel telecom
Capital Withdrawal from subsidiaries
2014, 2015, 2016



State Capital Investment Corporation
Capital withdrawal from GMD
2016



State Capital Investment Corporation
Capital withdrawal from VSH
2016



State Capital Investment Corporation
Capital withdrawal from Vietracimex
2016-2017



Vinamotor co.,jsc
Capital Withdrawal from subsidiaries
2015, 2016



Bac Giang Railway signal co.,ltd
Privatization & IPO Advisory
2015



Fico corporation co., jsc
Privatization advisory
2015-2016



Nicotex co.,jsc
Capital withdrawal and IPO advisory



Lung Lo Construction corporation co., j
Privatization, IPO and capital withdrawal advisory



Vietfracht co.,jsc
Privatization, auction, issuance and listing advisory

1.1.6 Our capabilities are indicated through various transactions that we completed with leading corporates and businesses (3/4)

Bond Issuance Transactions



REE corporation
Bond Issuance Advisory
Scale: VND 1,000 billion
2017



Green Feed Vietnam co.,jsc
Bond Issuance Advisory
Scale: VND500 billion
2017



Sacomreal co.,jsc
Bond Issuance Advisory
Scale: VND300 billion
2017



Mavin Austfeed co.,jsc
Bond Issuance Advisory
Scale: VND300 billion
2017



Kien Giang construction & Investment consuling co.,jsc
Bond Issuance Advisory
Scale: VND300 billion
2017



Societe de bourbon Tay Ninh
Bond Issuance Advisory
Scale: VND1,000 billion
Investors: VIB,TPB
2016



Sacomreal co.,jsc
Bond Issuance Advisory
Scale: VND400 billion
2016



Investment consultant mining port co.,jsc
Scale: VND400 billion
Investor: LienVietPost bank
2016



Novaland
Bond Issuance Advisory
Scale: VND6,000 billion
Investor: MB
2016



T&T Group co.,jsc
Scale: VND2,000 billion
Investor: MBB
2016



Austfeed Vietnam co.,jsc
Bond Issuance Advisory
Scale: 1,500 billion
2015

1.1.6 Our capabilities are indicated through various transactions that we completed with leading corporates and businesses (4/4)

M&A transactions



Mai Linh Group
Merger advisory
2017



Vinaseed co.,jsc
Auction Advisory
2015



CHOLIMEX FOODS JSC
Acquisition Arrangement of 19%
stake for Nichirei group (Japan)



F.I.T group
Acquires stake in Can Tho
Techno-Agriculture Supplying
co.,jsc
2014



Merger between MBS and VIS
Securities co.,js
Merger advisory
2012



Diageo Plc acquires 11% stake in
Halico co.,jsc
2011

**Vietnam
FixedIncome**

VBAS
VIETNAM BANKING ASSOCIATION

Nguồn: NBS/DF

TỶ GIÁ VND/USD

Tỷ giá trung tâm VND/USD giảm 23 đồng xuống trung bình 23,082 trong khi tỷ giá bán giao dịch tại ngân hàng lại tăng 23 đồng lên khoảng 23,099

Từ ngày 1/4/17, tỷ giá trung tâm VND/USD giảm 23 đồng xuống còn 23,082 trong khi tỷ giá bán giao dịch tại ngân hàng thường mọt tăng 23 đồng lên 23,099. Tỷ giá tiếp tục ổn định trong ngắn hạn nhờ các yếu tố tích cực của kinh tế và sự trở ngại khi đạt mức 51,5 tỷ đô la Mỹ, các nhà đầu tư máy ném tiền tại đây và tạm phần năm 2017 giữ ở mức 3,52% - là điều kiện tốt để ổn định tỷ giá. Chỉ số ICE có giảm nhẹ từ 91,8 xuống còn 90,7 trong hai tuần vừa rồi.

Hình 2: Tỷ giá VND/USD

Nguồn: NBS, NBS

HOẠT ĐỘNG THƯƠNG HIỆU

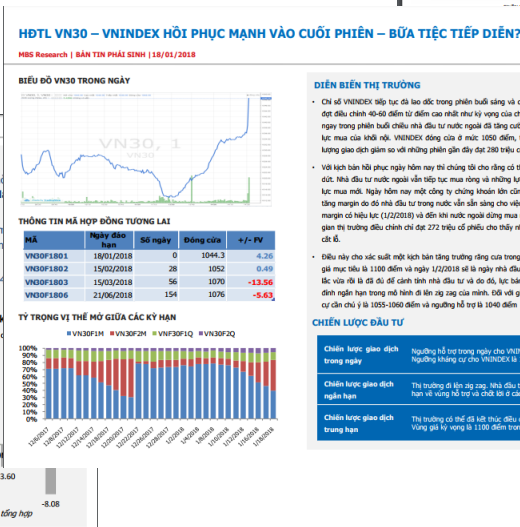
Hoạt động trong năm 22300 từ đầu qua 2 tháng QN và tín phiếu

Từ ngày 1-12/2016, trên kênh tín phiếu, hình thức mua ròng năm 22300 từ (phát hành tín phiếu 47000 tỷ đồng trong khi tín phiếu năm 34700 tỷ đồng) trong tín phiếu VND, trước đó nhà đầu tư mua ròng năm Thanh khoản thì thông lệ tích cực. Chính là tiếp tục cho rằng nhận sẽ tiếp tục mua ròng trong năm do thanh khoản thì thông lệ tích cực và những ngày cuối năm do yếu tố mùa vụ.



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- NBS Research | BÁO CÁO CHIẾN LƯỢC 2018
- ## TĂNG TRƯỞNG GDP
- Tăng trưởng GDP 2017 ước tăng 6.81% so với cùng kỳ năm trước. Mức tăng năm nay vượt mục tiêu đề ra 6.7% tính đến hết của các khu vực nông, lâm nghiệp và thủy sản. Tuy nhiên, động lực tăng trưởng kinh tế của Việt Nam vẫn phụ thuộc vào nông sản xuất khẩu biến đổi tạo định hướng cho xuất khẩu.
 - Lĩnh vực biến đổi tạo tăng trưởng 14.4% cao hơn so với cùng kỳ 2016. Trong đó, sản xuất sản phẩm điện tử, sản phẩm quang học tăng 25.1%(tập trung ở điện thoại di động thông minh giá trị cao), đặc biệt tăng mạnh trong mức tăng 45.5% (cao hơn mức tăng 5,9% trong Q1 và 23.5% trong Q2)
 - Nghành dịch vụ chiếm 42,67% GDP cũng có mức tăng trưởng nhanh nhất trong 5 năm trở lại đây với mức tăng 7.4%. 2.87 điểm phần trăm vào tăng trưởng GDP.
- Tăng trưởng GDP Việt Nam (QoQ)
- | Quarter | Nông nghiệp (%) | Công nghiệp và xây dựng (%) | Dịch vụ (%) |
|---------|-----------------|-----------------------------|-------------|
| 9M2002 | 4.0 | 4.0 | 4.0 |
| 6M2003 | 4.0 | 4.0 | 4.0 |
| 3M2004 | 4.0 | 4.0 | 4.0 |
| 12M2004 | 4.0 | 4.0 | 4.0 |
| 9M2005 | 4.0 | 4.0 | 4.0 |
| 6M2006 | 4.0 | 4.0 | 4.0 |
| 3M2007 | 4.0 | 4.0 | 4.0 |
| 12M2007 | 4.0 | 4.0 | 4.0 |
| 9M2008 | 4.0 | 4.0 | 4.0 |
| 6M2009 | 4.0 | 4.0 | 4.0 |
| 3M2010 | 4.0 | 4.0 | 4.0 |
| 12M2010 | 4.0 | 4.0 | 4.0 |
| 9M2011 | 4.0 | 4.0 | 4.0 |
| 6M2012 | 4.0 | 4.0 | 4.0 |
| 3M2013 | 4.0 | 4.0 | 4.0 |
| 12M2013 | 4.0 | 4.0 | 4.0 |
| 9M2014 | 4.0 | 4.0 | 4.0 |
| 6M2015 | 4.0 | 4.0 | 4.0 |
| 3M2016 | 4.0 | 4.0 | 4.0 |
| 12M2016 | 4.0 | 4.0 | 4.0 |
| 9M2017 | 4.0 | 4.0 | 4.0 |
| 6M2017 | 4.0 | 4.0 | 4.0 |
| 3M2017 | 4.0 | 4.0 | 4.0 |
| 12M2017 | 4.0 | 4.0 | 4.0 |
| 9M2018 | 4.0 | 4.0 | 4.0 |
| 6M2019 | 4.0 | 4.0 | 4.0 |
| 3M2020 | 4.0 | 4.0 | 4.0 |
| 12M2020 | 4.0 | 4.0 | 4.0 |
| 9M2021 | 4.0 | 4.0 | 4.0 |
| 6M2022 | 4.0 | 4.0 | 4.0 |
| 3M2023 | 4.0 | 4.0 | 4.0 |
| 12M2023 | 4.0 | 4.0 | 4.0 |
| 9M2024 | 4.0 | 4.0 | 4.0 |
| 6M2025 | 4.0 | 4.0 | 4.0 |
| 3M2026 | 4.0 | 4.0 | 4.0 |
| 12M2026 | 4.0 | 4.0 | 4.0 |
| 9M2027 | 4.0 | 4.0 | 4.0 |
| 6M2028 | 4.0 | 4.0 | 4.0 |
| 3M2029 | 4.0 | 4.0 | 4.0 |
| 12M2029 | 4.0 | 4.0 | 4.0 |
| 9M2030 | 4.0 | 4.0 | 4.0 |
| 6M2031 | 4.0 | 4.0 | 4.0 |
| 3M2032 | 4.0 | 4.0 | 4.0 |
| 12M2032 | 4.0 | 4.0 | 4.0 |
| 9M2033 | 4.0 | 4.0 | 4.0 |
| 6M2034 | 4.0 | 4.0 | 4.0 |
| 3M2035 | 4.0 | 4.0 | 4.0 |
| 12M2035 | 4.0 | 4.0 | 4.0 |
| 9M2036 | 4.0 | 4.0 | 4.0 |
| 6M2037 | 4.0 | 4.0 | 4.0 |
| 3M2038 | 4.0 | 4.0 | 4.0 |
| 12M2038 | 4.0 | 4.0 | 4.0 |
| 9M2039 | 4.0 | 4.0 | 4.0 |
| 6M2040 | 4.0 | 4.0 | 4.0 |
| 3M2041 | 4.0 | 4.0 | 4.0 |
| 12M2041 | 4.0 | 4.0 | 4.0 |
| 9M2042 | 4.0 | 4.0 | 4.0 |
| 6M2043 | 4.0 | 4.0 | 4.0 |
| 3M2044 | 4.0 | 4.0 | 4.0 |
| 12M2044 | 4.0 | 4.0 | 4.0 |
| 9M2045 | 4.0 | 4.0 | 4.0 |
| 6M2046 | 4.0 | 4.0 | 4.0 |
| 3M2047 | 4.0 | 4.0 | 4.0 |
| 12M2047 | 4.0 | 4.0 | 4.0 |
| 9M2048 | 4.0 | 4.0 | 4.0 |
| 6M2049 | 4.0 | 4.0 | 4.0 |
| 3M2050 | 4.0 | 4.0 | 4.0 |
| 12M2050 | 4.0 | 4.0 | 4.0 |
| 9M2051 | 4.0 | 4.0 | 4.0 |
| 6M2052 | 4.0 | 4.0 | 4.0 |
| 3M2053 | 4.0 | 4.0 | 4.0 |
| 12M2053 | 4.0 | 4.0 | 4.0 |
| 9M2054 | 4.0 | 4.0 | 4.0 |
| 6M2055 | 4.0 | 4.0 | 4.0 |
| 3M2056 | 4.0 | 4.0 | 4.0 |
| 12M2056 | 4.0 | 4.0 | 4.0 |
| 9M2057 | 4.0 | 4.0 | 4.0 |
| 6M2058 | 4.0 | 4.0 | 4.0 |
| 3M2059 | 4.0 | 4.0 | 4.0 |
| 12M2059 | 4.0 | 4.0 | 4.0 |
| 9M2060 | 4.0 | 4.0 | 4.0 |
| 6M2061 | 4.0 | 4.0 | 4.0 |
| 3M2062 | 4.0 | 4.0 | 4.0 |
| 12M2062 | 4.0 | 4.0 | 4.0 |
| 9M2063 | 4.0 | 4.0 | 4.0 |
| 6M2064 | 4.0 | 4.0 | 4.0 |
| | | | |



DIỄN BIẾN THI TRƯỜNG

[illegible]**CHIẾN LƯỢC ĐẦU TƯ**

Chiến lược giao dịch trong ngày	Người hỗ trợ trong ngày cho VNINDEX là 1030 và 1040 điểm. Người kháng cự cho VNINDEX là 1055-1060 điểm.
Chiến lược giao dịch ngắn hạn	Thị trường đi lên yếu tạm. Nhà đầu tư có thể mua ở các đợt điều chỉnh ngắn hạn và vùng hỗ trợ và chờ kết ở các ngưỡng kháng cự.
Chiến lược giao dịch trung hạn	Thị trường có thể đi hỗ trợ điều chỉnh ngắn hạn từ 1020 điểm. Vùng giá kỳ vọng là 1100 điểm trong khi đó ngưỡng hỗ trợ là 1020 điểm.

INTRODUCTION TO MBS

1.2

Experienced and professional team with the utmost commitments in delivering financial products to customers

A dedicated and experienced to serve you...(1/5)

MBS is well versed in managing complex projects on a international basis and standards



A dedicated and experienced to serve you...(2/5)

Name/Position	Experiences
Tran Hai Ha CEO Strategic Lead	<ul style="list-style-type: none">Mr. Ha graduated from National Economics University in Finance and Banking and gained a Master Degree of Business Finance and Administrative Control in University of Toulon, France. With over 16 years of experience in banking and financial sector, currently, Mr. Ha is a member of BOD and General Director of MBS, and directly in charge of investment banking services of MBS.
Le Thanh Nam Deputy CEO Brokerages Lead	<ul style="list-style-type: none">Mr. Nam holds a Bachelor Degree of Business Management from Bach Khoa University Hanoi. Before assuming the Deputy CEO position at MBS, Mr. Nam was in charge of key positions at different companies, such as Deputy General Director, CEO of Giay Viet Paper and Trading Consulting Joint Stock Company; Member of the Board of Directors of DIC 4 Joint Stock Company; Chairman of Phu Tin Investment Company; Member of the Board of Directors of Hoang Quan Real Estate Company and Cai Lay Veterinary Drug JSC.
Nguyen T.Viet Oanh Deputy CEO Investments and Finances	<ul style="list-style-type: none">Ms. Oanh holds a BA in Economics from the Banking Academy and currently attends a Master program in Business Administration at Benidictine University in Chicago, USA. Ms. Oanh has held management positions such as Deputy Head of Research and Investment Advisory, Head of Financial Investment, Head of Strategic Investment MB Bank, Head of Supervisory Board of Song Da Financial Joint Stock Company, Head of the Board of Supervisors, Member of the Board of Directors of MBCapital and participating in the establishment of MB Ageas Life, MCredit.
Phùng Thị Thanh Hà Deputy CEO Back Office and Risk Management	<ul style="list-style-type: none">Ms. Ha graduated in Master of Economics in the University of Méditerranée - Aix Marseille II (France), Strategy Management and Organizational Logistics major. Before joining MBS, Ms. Ha spent many years working at Military Bank and held such management positions as: Head of SME Reevaluation Department, Head of Personal Customer Reevaluation Department, Deputy Head of Head Office Reevaluation Department and Head of Risk Management Department. Currently, Ms. Ha serves as the Deputy General Director in charge of Risk Management and Operations of MBS

A dedicated and experienced to serve you...(3/6)

Phung Thi Thanh Ha
Deputy CEO
Back Office and Risk
Management

- Ms. Ha graduated in Master of Economics in the University of Méditerranée - Aix Marseille II (France), Strategy Management and Organizational Logistics major. Before joining MBS, Ms. Ha spent many years working at Military Bank and held such management positions as: Head of SME Reevaluation Department, Head of Personal Customer Reevaluation Department, Deputy Head of Head Office Reevaluation Department and Head of Risk Management Department. Currently, Ms. Ha serves as the Deputy General Director in charge of Risk Management and Operations of MBS

Le Van Tuan
Deputy CEO
Back Office and Risk
Management

- Mr. Tuan holds a Master in IT from Technology School - National University. Mr. Tuan has over 13 years of experiences in Fintech area. He was in important position at IT Department of Military Bank: Deputy Head of IT Department, Head of R&D – IT Department.

A dedicated and experienced to serve you...(4/6)

Name/Position	Experiences
Pham Xuan Anh Head Investment Banking	<ul style="list-style-type: none">• Mr. Xuan Anh has 18 years of experience in the securities and investment industry, including 10 years of experience assuming different positions at BIDV Securities Company (BSC): Head of Investment Banking, Head of Analysis, Head of Financial Investment; 2 years working at the International Financial Investment Department, Nomura Group - Japan and 6 years working at the Ministry of Industry and Trade - a task force of Vietnam negotiating team to join the WTO.• Mr. Xuan Anh directly involved in advising clients including SOEs in many industries such as Phong Phu, Geleximco, Eurowindow Holdings, Tuan Chau - Quang Ninh Group, BIDV, Tu Liem Housing JSC., Vinatex, Song Da Cao Cuong JSC, Song Da Thang Long JSC, Thai Nguyen Iron and Steel Joint Stock Company, Long Giang Urban Development JSC, Vang Danh Coal JSC, Thuan Thao Corporation, HUD, Vietnam Textile and Garment Corporation, Vietnam Airlines, Vietnam Airlines Corporation (ACV), Binh Son Oil Refinery (BSR).• Mr. Xuan Anh holds a Master degree in Financial Economics from RITSUMEIKAN University in Japan under a scholarship program of the government of Japan.
Doan Linh Huong Head of M&A	<ul style="list-style-type: none">• Huong has over 9 years' experience in financial market, focusing on corporate finance advisory, organizational restructuring and M&A advisory. She has extensive knowledge in food & beverages, distribution, pharmaceutical, real estates, transport and logistics industries.• Ms. Huong has offered advisory services for major customers including Vinachem, VNPT, Viettel Global, Mobifone, Vinacomin Power, Petrosetco, Vina Steel, Vinh Son Song Hinh, BIC, Kinh Do, Hoan My hospital, Phu Thai, Handico Finance, IDG, Maruiben, Komatsu, Maruichi Steel, Samiguel Pure Foods, Energy Corp, Binh Son Oil Refinery, Airport Cooperations of Vietnam, etc.• Ms. Huong graduated with a Distinction from Banking University and a Master degree in Professional Accounting and Finance from University of New South Wales, Australia.

A dedicated and experienced to serve you...(5/6)

Name/Position	Experiences
Le Huy Deputy Head, Head of IB HN2	<ul style="list-style-type: none">• Mr. Huy has over 13 years of experience in auditing, financial investment and securities industries. Mr. Huy has held the position of Deputy Head of Investment Banking at BIDV Securities Company (BSC), Head of Real Estate and Other Assets Investment at Bao Viet Fund, Chief Accountant at KPMG Vietnam, Deputy Managing Director of Nam Viet Investment Construction JSC, Vice Chairman of Vietnam Golf Tourism JSC.• Mr. Huy has been directly involved in capital raising consultancy projects for Vietnam Coal and Mineral Industries Group, Song Da Corporation, Vietnam Machinery Installation Corporation, Phong Phu Coporation; restructuring and mobilized capital for Housing and Urban Development Group - HUD, Cuu Long Pharmaceutical Joint Stock Company, Tan Son Nhat Cargo Services Co.; Privatization consultancy for Vietnam Textile and Garment Group, Vietnam Airlines, Airport Corporation of Vietnam; performing investment valuation for the Joint Stock Commercial Bank for Foreign Trade of Vietnam, Tan Tao Investment and Industry Corporation, Tien Phong Plastic JSC.• Mr. Huy is an MBA from the University of Northumbria, UK and has taken an advanced M&A course at IMAA Swiss Institute; earned Certificate in analytical and valuation modeling at the Terrapin Financial Institute, Singapore.
Nguyen Thi Thanh Van Head of IB HN1	<ul style="list-style-type: none">• Ms. Van has 14 years' experience in banking and finance. Ms. Van was a manager of Corporate Finance Advisory, Vietcombank securities , Jsc for 8 years.• She offers advisory services on listing, issuance advisory, underwriting of stocks, bonds, etc for banks and large corporations.• Huong graduated with the best performance from the University of Adelaide (Australia) and is a member of CFA Singapore Association.

A dedicated and experienced to serve you...(6/6)

Name/Position	Experiences
Tran Nhat Huy Head of IB HCMC 2	<ul style="list-style-type: none">• Mr. Tran Nhat Huy has over 13 years' experience in financial market. He graduated with the best performance from Kookmin University, Seoul, Korea. Mr. Huy was a Senior, Investment Banking Department in Golden Bridge Securities Investment Company, Korea; Deputy Director - Advisory Board and Underwriting in Petrovietnam Securities JSC; and Vice president in charge of Investment Banking services, Woori CBV Securities Joint Stock Company.• He has offered advisory services for corporations in Korea, Japan and other countries on M&A projects to acquire and invest in Vietnam.
Le Thi Thu Hien Head of IB HCMC 1	<ul style="list-style-type: none">• Ms. Hien graduated with a Bachelor degree in Credit from the Banking Academy and a Master degree in Public Finance from the Fullbright Economics Program.• Ms. Hien has over 19 years' experience, including 15 years in the banking and finance.• Ms. Hien has offer advisory services on listing, bond issuance, stock valuation, corporate valuation projects for many major corporations.

INTRODUCTION TO MBS

1.3

Enduring relationships with strong clients-data-bases

1.3 We are chosen given our qualities of services and commitments, consequently our clients data-base has been multiplied over times

- As one of the leading securities brands in Vietnam, MBS is striving to execute its strategy of developing wholesale banking, especially Investment Banking. We understand the importance of building professionalism and adherence to operational standards to gain credibility and trust from our customers.
- At MBS, we have successfully built soft walls (Chiness Wall) between the Research, Investment and Investment Banking divisions through strict adherence policies and training. These soft walls are designed to limit the internal sharing of non-public information of customers as well as the influence of business decisions between departments with the aim of minimizing internal conflicts which affect the interests of customers. Every year, all MBS employees must sign the Code of Business Ethics set by MBS.
- We have NDA contracts with all clients signing up for Investment Banking Services.
- In order to ensure the quality of services, the Investment Banking Division is organized into specialized service divisions with a high degree of specialization such as the Securities Advisory Department (ECM), the Issuance Advisory Department of Debt Securities (DCM), M&A Advisory and Financial Advisory Services. All professional work performed by our specialists will be reviewed by different managerial levels from Associate to Assistant Manager or Manager and finally Director or Deputy General Director. This quality control demonstrates our commitment to providing our clients with high-quality advice in a professional manner.



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MB SECURITIES JOINT STOCK COMPANY (MBS)

MB Building
No 3 Lieu Giai, Ba Dinh, Hanoi
Tel: + 84 24 3726 2600
Fax: + 84 24 3726 2601
Hotline: +84 24 3755 6688

Ho Chi Minh Office
Sunny Tower, 5th Floor
259 Tran Hung Dao, District 1, HCMC
Tel: +84 28 3920 3388
Fax: +84 28 3838 5181

PHAM XUAN ANH
Head of Investment Banking
Tel: 84 91 244 8688
Email: anh.phamxuan@mbs.com.vn

DOAN LINH HUONG
Head of M&A & International Relation
Tel: 84 91 590 1069
Email: huong.doanlinh@mbs.com.vn