



**Ho Chi Minh City Securities Corporation (HSC)**

**HEAD OFFICE**

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TP.Hồ Chí Minh, ngày 15 tháng 12 năm 2017  
Ho Chi Minh City, 15 December 2017

## **CÔNG BỐ THÔNG TIN** **DISCLOSURE OF INFORMATION**

**Kính gửi / To :**

- Ủy ban Chứng khoán Nhà nước  
*The State Securities Commission*
- Sở Giao dịch Chứng khoán TP.Hồ Chí Minh  
*Ho Chi Minh Stock Exchange*
- Sở Giao dịch Chứng khoán Hà Nội  
*Ha Noi Stock Exchange*

Công ty: **Công ty Cổ phần Chứng khoán TP.Hồ Chí Minh**

Name of Company: *Ho Chi Minh City Securities Corporation*

Mã chứng khoán: **HCM**

Securities symbol: *HCM*

Địa chỉ trụ sở chính: Tầng 5&6, Tòa nhà AB, 76 Lê Lai, P. Bến Thành, Quận 1, TP.Hồ Chí Minh

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Người thực hiện công bố thông tin: Ông Johan Nyvene

Submitted by: *Mr. Johan Nyvene*

Chức vụ: Tổng Giám đốc

Position: *CEO*

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Loại công bố thông tin:  24 giờ  định kỳ  bất thường  theo yêu cầu

Information disclosure type:  24 hours  Periodic  Irregular  On demand

Nội dung thông tin công bố:

The content of information disclosure:

Phương án phát hành trái phiếu riêng lẻ

Issuance Plan of Private Placement Bonds

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 15/12/2017 tại đường

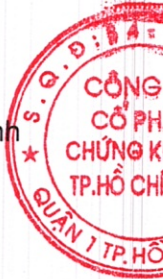
dẫn <http://www.hsc.com.vn/vn/investor/information-disclosure>

This information was disclosed on HSC webpage on 15 December 2017 and available at

<https://www.hsc.com.vn/en/investor/information-disclosure>

Chúng tôi xin cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu trách nhiệm trước pháp luật về nội dung các thông tin đã công bố.

We declare that all information provided in this paper is true and accurate; we shall be legally responsible for any misrepresentation.



Đại diện tổ chức *NLS*  
Organization Representative

Johan Nyvene  
Tổng Giám đốc  
CEO



*Johan Nyvene*





Ho Chi Minh city, 11 December 2017


**ISSUANCE PLAN  
OF PRIVATE PLACEMENT BONDS  
HO CHI MINH SECURITIES CORPORATION**

**A. Legal basis for the issuance:**

- *Enterprise Law No. 60/2005/QH11 and the legal instruments guiding the implementation of the Enterprise Law;*
- *Law on Securities No. 70/2006/QH11, Law amending and supplementing Law on Securities No. 62/2010/QH 12 the legal instruments guiding the implementation of the Law on Securities;*
- *Decree No. 90/2011/ND-CP dated 14 October 2011 of the Government on the issuance of corporate bonds;*
- *Circular No. 211/2012/TT-BTC dated 05 December 2012 issued by the Ministry of Finance guiding the implementation a number of articles of the Government's Decree No. 90/2011/ND-CP dated 14 October 2011 on the issuance of corporate bonds;*
- *Decision No. 58/2012/ND-CP dated 20 July 2012 issued by the Government regulating in details and guiding the implementation of a number of articles of the Law on Securities and the law amending and supplementing a number of articles of Law on Securities;*
- *Organization and operation Charter of the Ho Chi Minh City Securities Charter Joint stock company ("the Company" or "the Issuer");*

**B. Issuance Plan:**

**I. The Issuer (the Company)'s Information**

- **Company Name:** HO CHI MINH CITY SECURITES CORPORATION
- **Logo:** 
- **Headquarter address:** Level 5&6, AB Tower, 76 Le Lai str., Ben Thanh Ward, Dist. 1, Ho Chi Minh City
- **Telephone:** 08. 3823 3299      Fax: 08. 3823 3301
- **Business registration:** No. 11/GPHDKD issued by State Securities Commission of Vietnam on 29<sup>th</sup> April 2003
- **Website:** www.hsc.com.vn



- Register charter cap.: VND 1,297,567,580,000
- Paid-in capital: VND 1,625,121,491
- Treasury stock: VND 2,512,257,008
- Authorized representative: Mr. Johan Nyvene - CEO
- Primary business activities:

<b>Business activities</b>	<b>Services</b>
<b>Securities services</b>	Opening transaction accounts Custody and transferring securities Securities brokerage Securities investment advisory Blocking / releasing securities as requirement Securities withdrawal Receiving and executing buy/sell order of securities Distribution of fund certificates Portfolio management OTC stocks quoting services and shareholders management
<b>Financial services</b>	Margin trading Securities advance payment Government bond auctioning Short-term funding for government bond auctions Government bond repo
<b>Trading support services</b>	IPO auction agent Organizing auction at the company Authorizing auction of initial released securities Placing buy/sell order via telephone, email, fax, Bloomberg Online trading services OCT online cash transfer Registering rights to buy securities via telephone
<b>Research</b>	Macroeconomic and strategic reports Daily market updates Industry and corporate analyses Stock valuation reports Technical analyses Corporate approaching and reviewing Organizing company visits, listed and going-to-be-listed, for clients Organizing seminars to introduce investment opportunities



Business activities	Services
	to clients from Vietnam and overseas
<b>Corporate Finance</b>	<p>Corporate Finance services:</p> <p>Company equitization advisory</p> <p>Equity divestment advisory for SOEs</p> <p>Corporate valuation</p> <p>Equity advisory</p> <p>Corporate financial restructuring advisory</p> <p>Registration to become public company</p> <p>Registration of shares on UpCom</p> <p>Registration of securities at Vietnam Securities Depository (VSD)</p> <p>Advisory for listing on Hanoi Stock Exchange (HNX) and Ho Chi Minh Stock Exchange (HOSE)</p> <p>Investment banking services</p> <p>Mergers &amp; Acquisition (M&amp;A) advisory</p> <p>Equity divestment advisory</p> <p>Capital raising from domestic and foreign capital markets</p> <p>Stock and bond issue advisory</p> <p>Private placement advisory</p> <p>IPO advisory</p> <p>Underwriting</p>





## II. Financial position and business performance from 2015 – Q3/2017

### - Key financial metrics of the Company

Unit: VND million

No.	Item	31.12.2015	31.12.2016	30.09.2017
1	Owners' equity	2,279,549	2,391,917	2,612,738
	Of which:			
	- Owner's capital	1,582,140	1,581,839	1,625,399
	- Supplementary capital reserve	101,786	117,013	117,013
	- Financial and operational risk reserve	101,786	117,013	117,013
	- Other equity fund	3,961	3,961	3,961
	- Undistributed earnings	489,875	572,091	749,351
2	Total assets	3,103,574	3,616,842	4,792,880
3	Net profit after tax	213,310	304,531	367,868
4	Debt/equity ratio	0.36	0.51	0.83

Source: Audited financial statements 2015, 2016, Q3/2017

## III. Issuance plan of Private Placement Bonds

1. **The Issuer:** Ho Chi Minh City Securities Corporation (HSC)
2. **Name of the Bonds:** Ho Chi Minh City Securities Corporation Bond
3. **Type of the Bonds:** Corporate bond, non-convertible, non-guaranteed
4. **Form of the Bonds:** The Bonds will be issued in the form of book entries
5. **Offering Structure:** Private placement via bond placement agents
6. **Issue Currency:** Vietnamese Dong
7. **Par value:** VND 1,000,000,000 per Bond (One billion Vietnamese Dong per Bond)
8. **Tenor of the Bonds:** 01 (one) year
9. **Total Volume:** 800 bonds (Eight hundred bonds)
10. **Total Par Value:** VND 800,000,000,000 (Eight hundred billion Vietnamese Dong)
11. **Issue Price:** Equal to 100% of par value
12. **Rate of Interest in VND:** 9% per annum
13. **Working Day:** any day except for Saturdays, Sundays, public holidays in Vietnam and any



date on which banks in Vietnam are permitted or required to be closed in accordance with the regulations of the competent state authorities.

14. **Interest Period, Interest Rate Adjustment Period:** Interest Period shall commence on and include the Issue Date, and end on the Maturity Date, and the the fixed rate of Interest is applicable inclusively on the Issue Date or the other Maturity Date to repurchase.
15. **Interest Commencing Date [Dated Date]:** Dated Date is the Issue Date
16. **Interest Payment Period, Interest Payment Deadline:** Interest shall be due, commencing on, and include, the Issue Date and paid in lump sum on the Maturity Date, if such date is not a **Working Day** then the payment date will be the next working day following such date.
17. **Final Redemption Date:** The Bonds will mature and be paid at the Par Value on the Maturity Date.
18. **Guaranteeing method:** The Bonds are unsecured
19. **Priority right of payment claim:** the Bonds constitute direct debt repayment obligations, the Bonds issued in the same tranche will be ranked equally in right of payment
20. **Bond Issuing Agent:** Vietcombank Securities Joint Stock Company
21. **Depository Agent:** Ho Chi Minh City Securities Corporation.
22. **Account Management Agent:** Ho Chi Minh City Securities Corporation
23. **Bond Buyers:** Vietnamese and foreign organizations and individuals
24. **Taxation:** All payments related to the Bond will be subject to tax retention or tax deduction where Vietnamese law applicable
25. **Governing Law:** Vietnamese Law
26. **Purpose of bond issuance:**
  - Increase and expand the margin lending business of the Issuer
  - Increase the scale of the Issuer's operating capital
27. **Plan of using the proceeds from the issuance:**

The Board of Directors authorizes the Board of Management to decide on the use of the proceeds from the Bond Issuance in accordance with the Bondholders and in accordance with



the law to ensure the interests of the Company.

**28. Funding sources for principal and interest payments:**

Legitimate operating revenues from the Issuer's business activities

**29. Place of issue and payment:** Ho Chi Minh Securities Corporation's headquarter

**ON BEHALF OF THE BOD  
CHAIRMAN**



**DO HUNG VIET**