

**Dear Value Clients and partners,**

Every year, **Asiamoney's Brokers Poll** awards the best brokers and research analysts in each leading regional country.

BIDV Securities (BSC) aims to provide clients with high-value, quality, unbiased and actionable ideas based on our strategic thinking and deep market knowledge. Our research is available on Bloomberg (BSCV <GO>) and on our website <https://www.bsc.com.vn/CompanyAnalysis.aspx>

*"The strength of the team is each individual member. The strength of each member is the team."* We suffer a huge turnaround lately but the rest of us has been working really hard to serve you. All colleagues analysts from other securities companies are great but we are surely the most passionate team about stocks and about you.

- We did 4 of the biggest SOEs in Vietnam to IPO
- We publish close to 500 reports (in Vietnamese, English and Japanese) last year.
- We increase cover number of sectors from 12 to 22 sectors in the last 3 year.

It mean so much to us if you could take the time to vote for us at your convenience:

<https://surveys.euromoney.com/s3/Asiamoney-Brokers-Poll-2018> (it should only take about 5 minutes).

If you not sure about the voting process please take a look at the attached file. Upon submitting the poll, **Asiamoney will send respondents a validation email within two working days, please click on the validation link** in this email to verify your poll submission.

Please note that we exclusively cover Vietnam and that the names of our nominees are shown in the Country Research Section – **VIETNAM**.

Please do not hesitate to contact me if you have any questions filling out the survey or investing in Vietnam (of cause).

Our team are very grateful for your time and participation.

**Thanks and Regards,**

BIDV Securities JSC.

## Asiamoney Brokers Poll 2018

### Welcome

Please complete this confidential questionnaire to help make Asiamoney's annual brokers poll the most authoritative and comprehensive ranking possible.

Please leave blank any questions which do not apply to your company.

**Submit answers as soon as possible and no later than end of day local time, 10th August 2018.**

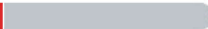
Queries on survey policy should be addressed to Harris Fan - [harris.fan@asiamoney.com](mailto:harris.fan@asiamoney.com)

For technical questions please contact [data@euromoney.com](mailto:data@euromoney.com)

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## Asiamoney Brokers Poll 2018

### GDPR

#### Protecting your data

This survey is conducted by Euromoney Data. Your participation is voluntary, and refusal to participate will involve no penalty or loss of benefits to which you are otherwise entitled, and you may discontinue participation at any time.

Your personal data and the information you provide will be confidential, and collected, transferred and/or stored in compliance with Euromoney Data's survey privacy statement and survey disclaimer.

Respondents who participate in the survey may be contacted by Euromoney Data: for validation purposes, with survey results and reports, with invitations to participate in the next edition of the survey or related surveys.

To agree to the above terms and conditions and proceed with the survey tick below: \* \*

\*(throughout the entire survey, the \* indicates that this question is required)

☒ I agree



#### Choose to share your details

Our surveys are always anonymous. We never publish or share individual responses to questions and only produce aggregated results. However we understand that some respondents may wish to share their completed survey (including contact details) with their named counterparties to help improve the service they receive.

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☒ Free access to the Asiamoney survey results on asiamoney.com

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## Asiamoney Brokers Poll 2018

### Contact Details & Company Details

The following information is required to validate your vote only. A validation email will be sent to you 1-2 business days after submission.

First name: \*

John

Last name: \*

Smith

Job title:

CIO

Job title/ professional area: \*

Other

Professional email address: \*

johnsmith@abcam.com

Please re-enter Professional email address: \*

johnsmith@abcam.com

Company/Fund: \*

ABC Asset Management

Your office location: \*

Vietnam

Which of the following best describes your firm's/ division's activities? \*

- |                                                               |                                                       |                                                   |
|---------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------|
| <input checked="" type="radio"/> Asset/Mutual fund management | <input type="radio"/> Private equity                  | <input type="radio"/> Pension fund                |
| <input type="radio"/> Hedge fund                              | <input type="radio"/> Proprietary trading             | <input type="radio"/> Sovereign wealth            |
| <input type="radio"/> Insurance company                       | <input type="radio"/> Wealth management/ Private bank | <input type="radio"/> Other - Write In (Required) |

Your firm's focus: (please select one) \*

- ☐ Regional ☒ Local/Domestic

Your firm's total unleveraged Asian equity funds under management - this should be Asian dedicated funds NOT your firm's global asset size (please select approximate asset size): \*

US\$2.1bn-5bn

Your firm's total annual equity trading volume in Asia Pacific: This should be Asian-dedicated trading volume NOT your firm's global trading volume (please select region/ country and approximate asset size):

US\$2.1bn-5bn

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## Asiamoney Brokers Poll 2018

Please select which of the following geographies you wish to complete the survey for:

- |                                                                  |                                          |                                             |
|------------------------------------------------------------------|------------------------------------------|---------------------------------------------|
| <input type="checkbox"/> Pan-Asia (regional, ex Australia/Japan) | <input type="checkbox"/> Indonesia       | <input type="checkbox"/> Singapore          |
| <input type="checkbox"/> Australia                               | <input type="checkbox"/> Japan           | <input type="checkbox"/> Taiwan             |
| <input type="checkbox"/> China (A & B shares)                    | <input type="checkbox"/> Korea           | <input type="checkbox"/> Thailand           |
| <input type="checkbox"/> China (H-shares, Red chips, P-shares)   | <input type="checkbox"/> Malaysia        | <input checked="" type="checkbox"/> Vietnam |
| <input type="checkbox"/> Hong Kong (Local, non China)            | <input type="checkbox"/> Pakistan        |                                             |
| <input type="checkbox"/> India                                   | <input type="checkbox"/> The Philippines |                                             |

Please select which of the following sectors you wish to nominate the best analyst for:

- |                                                   |                                                                   |                                                          |
|---------------------------------------------------|-------------------------------------------------------------------|----------------------------------------------------------|
| <input checked="" type="checkbox"/> All           | <input type="checkbox"/> Energy                                   | <input type="checkbox"/> Small Caps                      |
| <input type="checkbox"/> Automobiles & Components | <input type="checkbox"/> Health Care                              | <input type="checkbox"/> Software, Internet & Services   |
| <input type="checkbox"/> Banks                    | <input type="checkbox"/> Industrials                              | <input type="checkbox"/> Technology Hardware & Equipment |
| <input type="checkbox"/> Casinos & Gaming         | <input type="checkbox"/> Insurance                                | <input type="checkbox"/> Telecommunications              |
| <input type="checkbox"/> Consumer Discretionary   | <input type="checkbox"/> Materials                                | <input type="checkbox"/> Transportation                  |
| <input type="checkbox"/> Consumer Staples         | <input type="checkbox"/> Real Estate                              | <input type="checkbox"/> Utilities                       |
| <input type="checkbox"/> Diversified Financials   | <input type="checkbox"/> Semiconductors & Semiconductor Equipment |                                                          |

Asiamoney is conducting the [Asia Outstanding Companies Poll](#) and your opinion is very important.

Would you like to nominate the most outstanding firm for each of the sectors you selected above? (a nomination box comes after each research sector)

☒ Yes



In casting your vote, please consider the company's overall performance including its financials, management team, IR activities and CSR initiatives.

Does your firm use **HEDGE FUND** services in any Asian markets?

☐ Yes

☒ No



Does your firm use **PRIME BROKING** services in any Asian markets?

☐ Yes

☒ No



Does your firm also trade **EQUITY DERIVATIVES** in any Asian markets?

☐ Yes

☒ No

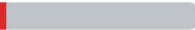


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## Asiamoney Brokers Poll 2018

### Vietnam

Which are the best LOCAL brokerages?

|     |                             |
|-----|-----------------------------|
| 1st | BIDV Securities JSC (BSC) ▼ |
| 2nd | -- Please Select -- ▼       |
| 3rd | -- Please Select -- ▼       |



Across both research & sales, which brokerage has improved the most over the last 12 months?

|     |                       |
|-----|-----------------------|
| 1st | BIDV Securities JSC ▼ |
| 2nd | -- Please Select -- ▼ |
| 3rd | -- Please Select -- ▼ |



### VIETNAM - EQUITY SALES

Which brokerages provide the best overall sales service? (i.e. good communication & trust worthy)

|     |                       |
|-----|-----------------------|
| 1st | BIDV Securities JSC ▼ |
| 2nd | -- Please Select -- ▼ |
| 3rd | -- Please Select -- ▼ |



Who are the best SALES PEOPLE? (i.e. most knowledgeable in market mechanics & resourceful)

|     |                                           |
|-----|-------------------------------------------|
| 1st | BIDV Securities JSC (BSC) - NGUYEN, Quy ▼ |
| 2nd | -- Please Select -- ▼                     |
| 3rd | -- Please Select -- ▼                     |



**Who are the best country SALES TRADERS?**

1st

2nd

3rd

**Which brokerages provide the best execution? (i.e. timeliness with good understanding of market movement)**

1st

2nd

3rd

**VIETNAM - CORPORATE ACCESS**

**Which brokerages are the best for conferences?**

1st

2nd

3rd

**Which brokerages are the best for roadshows and company visits?**

1st

2nd

3rd

**VIETNAM - EQUITY RESEARCH**

**Which brokerages offer the best overall country research?**

1st

2nd

3rd

**Which is the most independent research brokerage?**

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## Asiamoney Brokers Poll 2018

### Country Research Section - VIETNAM

Who are the best STRATEGISTS?

|     |                                        |   |
|-----|----------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - TRAN, Long | ▼ |
| 2nd | -- Please Select --                    | ▼ |
| 3rd | -- Please Select --                    | ▼ |



Who are the best ECONOMISTS?

|     |                                       |   |
|-----|---------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - BUI, Khoa | ▼ |
| 2nd | -- Please Select --                   | ▼ |
| 3rd | -- Please Select --                   | ▼ |



Who are the best analysts for AUTOMOBILES & COMPONENTS?

|     |                                        |   |
|-----|----------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - VUONG, Tam | ▼ |
| 2nd | -- Please Select --                    | ▼ |
| 3rd | -- Please Select --                    | ▼ |



Please nominate the most outstanding company in Automobiles & Components:

Who are the best analysts for BANKS? (commercial bank, thrifts & mortgage finance)

|     |                                        |   |
|-----|----------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - TRAN, Tuoi | ▼ |
| 2nd | -- Please Select --                    | ▼ |
| 3rd | -- Please Select --                    | ▼ |



Please nominate the most outstanding company in Financials:

Who are the best analysts for CONSUMER DISCRETIONARY? (automobiles & components; consumer durables & apparel; consumer services; media; retailing)

|     |                                          |   |
|-----|------------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - NGUYEN, Hanh | ▼ |
| 2nd | -- Please Select --                      | ▼ |
| 3rd | -- Please Select --                      | ▼ |



Please nominate the most outstanding company in Consumer Discretionary:

**Who are the best analysts for CONSUMER STAPLES? (food & staples retailing, food, beverage & tobacco; household & personal products)**

|     |                                          |   |
|-----|------------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - NGUYEN, Hanh | ▼ |
| 2nd | -- Please Select --                      | ▼ |
| 3rd | -- Please Select --                      | ▼ |



**Please nominate the most outstanding company in Consumer Staples:**

**Who are the best analysts for DIVERSIFIED FINANCIALS?**

|     |                                        |   |
|-----|----------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - TRAN, Tuoi | ▼ |
| 2nd | -- Please Select --                    | ▼ |
| 3rd | -- Please Select --                    | ▼ |



**Who are the best analysts for ENERGY? (energy equipment & services; oil, gas & consumable fuels)**

|     |                                          |   |
|-----|------------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - LUONG, Huong | ▼ |
| 2nd | -- Please Select --                      | ▼ |
| 3rd | -- Please Select --                      | ▼ |



**Please nominate the most outstanding company in Energy:**

**Who are the best analysts for HEALTHCARE?**

|     |                                       |   |
|-----|---------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - PHAN, Buu | ▼ |
| 2nd | -- Please Select --                   | ▼ |
| 3rd | -- Please Select --                   | ▼ |



**Please nominate the most outstanding company in Healthcare:**

**Who are the best analysts for INDUSTRIALS? (capital goods, conglomerates)**

|     |                                       |   |
|-----|---------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - PHAN, Buu | ▼ |
| 2nd | -- Please Select --                   | ▼ |
| 3rd | -- Please Select --                   | ▼ |



**Please nominate the most outstanding company in Industrials:**

**Who are the best analysts for INSURANCE?**

|     |                                      |   |
|-----|--------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - DO, Hung | ▼ |
| 2nd | -- Please Select --                  | ▼ |
| 3rd | -- Please Select --                  | ▼ |



**Please nominate the most outstanding company in Insurance:**

**Who are the best analysts for MATERIALS? (chemicals; construction materials; containers & packaging; metals & mining; paper & forest products)**

1st  ▼

2nd  ▼

3rd  ▼



**Please nominate the most outstanding company in Materials:**

**Who are the best analysts for REAL ESTATE? (real estate investment trusts (REITs); real estate management & development)**

1st  ▼

2nd  ▼

3rd  ▼



**Please nominate the most outstanding company in Real Estate:**

**Who are the best analysts for SOFTWARE & INTERNET SERVICES?**

1st  ▼

2nd  ▼

3rd  ▼



**Please nominate the most outstanding company in Software & Internet Services:**

Who are the best analysts for TECHNOLOGY HARDWARE & EQUIPMENT? (communications equipment; computers & peripherals; electronic equipment & instruments; office electronics)

|     |                                          |   |
|-----|------------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - LUONG, Huong | ▼ |
| 2nd | -- Please Select --                      | ▼ |
| 3rd | -- Please Select --                      | ▼ |



Please nominate the most outstanding company in Technology Hardware & Equipment:

|  |
|--|
|  |
|--|

Who are the best analysts for TELECOMMUNICATION SERVICES? (diversified telecommunication services; wireless telecommunication services)

|     |                                          |   |
|-----|------------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - LUONG, Huong | ▼ |
| 2nd | -- Please Select --                      | ▼ |
| 3rd | -- Please Select --                      | ▼ |



Please nominate the most outstanding company in Telecommunication Services:

Who are the best analysts for TRANSPORTATION?

|     |                                        |   |
|-----|----------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - CHU, Phong | ▼ |
| 2nd | -- Please Select --                    | ▼ |
| 3rd | -- Please Select --                    | ▼ |



Please nominate the most outstanding company in Transportation:

Who are the best analysts for UTILITIES? (electric utilities; gas utilities; multi-utilities; water utilities; independent power producers & energy traders)

|     |                                        |   |
|-----|----------------------------------------|---|
| 1st | BIDV Securities JSC (BSC) - CHU, Phong | ← |
| 2nd | -- Please Select --                    |   |
| 3rd | -- Please Select --                    |   |

Please nominate the most outstanding company in Utilities:

Who is the most outstanding CEO in Vietnam?

| Name (First name, Last name) | Firm |
|------------------------------|------|
|                              |      |

Who is the most outstanding CFO in Vietnam?

| Name (First name, Last name) | Firm |
|------------------------------|------|
|                              |      |

|      |      |   |
|------|------|---|
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|------|------|---|

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## Asiamoney Brokers Poll 2018

To submit your responses, please click "submit" below. To review your responses before submitting, please click the "back" button.

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Submit



98%

## Asiamoney Brokers Poll 2018

Thank you for completing this survey. Results will be published in **December**.

You will receive a validation email from us in 1-2 business days.

You are invited to participate in Asiamoney's new survey - [Asia Outstanding Companies Poll 2018](#)

If you did not nominate any companies in this survey, please take 5 minutes to vote for the companies you think were the most outstanding in the past 12 months.

**VOTE NOW**

For any further questions about the survey please contact: [polls@asiamoney.com](mailto:polls@asiamoney.com)

100%

Please check your Inbox in the next business day. Please follow the instruction in the email to finish the polling process.

Thank you!