

20th May, 2014

Press Release

Johan Nyvene and HSC wins Best Managed Brokerage House of the Year 2014

Maybank Kim Eng Securities (Thailand) and DBS Vickers Singapore were among 10 key brokerages selected for a once-in-three year assessment of the leadership and management capabilities of brokerage houses in the Asia Pacific region

- HSC has consistently generated superior financial and operational performance and has the largest financial base and investment capacity in Vietnam.
- It has ranked number one among domestic brokerage houses with a total market share of 12.2% in Vietnam.
- HSC continues to leverage on its core competencies in research and technology to provide value added products through its Private-Client Centers that are unique to Vietnam.
- It has received certification for providing online trading and brokerage services that conform to international standards as assessed by TUV Rheinland.
- Award presented by Paul Chow, former CEO of HKEx

Kuala Lumpur, Malaysia, May 20th 2014 – HSC under the leadership of Johan Nyvene was named the winner of the Best Managed Brokerage House of the Year at the prestigious Asian Banker Leadership Achievement Awards held at the Grand Hyatt in Kuala Lumpur on May 20th 2014.

The award was presented to Johan Nyvene by Paul Chow, former CEO of the HKEx. Also present were Mahatir Mohamad, the former Prime Minister of Malaysia, and Jan Peter Balkenende, former Prime Minister of the Netherlands.

HSC achieved market leadership by serving both retail and institutional customer segments in Vietnam. Since 2011, HSC strategy has been to expand internationally and it successfully concluded three landmark cross border deals in 2013. In 2013, it had realised foreign institutional trading flows of USD 4.3billion. Under Johan Nyvene's leadership, HSC has introduced software solutions to manage personal deposit accounts of HSC customers in conjunction with leading Vietnamese banks. It has consistently generated healthy earnings simultaneously achieving one of the lowest cost-income ratios and the highest financial safety ratio in Vietnam.

HSC's sustained market leadership position can be credited to its superior customer service as well as a long term strategy of investing in information technology, research and operations from previous years guided under the able leadership of the senior management team assembled by Johan.

Johan's decades of cumulated experience in banking and financial markets has had a beneficial influence on HSC's performance since he assumed the role of CEO in 2007.

The Financial Markets Leadership Awards 2014 Programme
Winner's List

CEO Leadership and Best Managed Financial Derivative Exchange in the Asia Pacific
Bombay Stock Exchange Limited

CEO Leadership and Best Managed Brokerage House in the Asia Pacific
Ho Chi Minh City Securities Corp.

Best Managed Stock Exchange in the Asia Pacific
Australian Securities Exchange (ASX)

Best Managed Clearing House in the Asia Pacific
ASX Clearing Corporation

(End of List)

The press releases for each leadership award winners are being issued separately.

Photographs of the awards presentation are attached with this press release.

About The Asian Banker

The Asian Banker is the foremost provider of strategic intelligence and data to the financial services community. The company collects and publishes data on the performance of banks in the Asia Pacific region. The Singapore-based company has offices in Malaysia, China and the Philippines as well as representatives in London and New York. The company's website is www.theasianbanker.com

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The Asian Banker Financial Market Leadership Achievement Awards Programme Background

About the awards

The Asian Banker Financial Market Leadership Achievement Awards has been recently inaugurated to recognize individual excellence in the management of financial market institutions. Until these awards, most award recognitions were for institutions and the role of leadership in an increasingly complex industry was not sufficiently understood. We know today that the shape and direction of the largest institutions and the smallest processes are dependent on the calibre of the individuals entrusted to them and we recognize them through this award programme.

The programme is anchored by a panel of industry leaders as advisors. The selection process is a rigorous one, completed over several months and involving feedback and interviews with all constituents who are in a position to comment on the candidates. The learnings from the programme are published in an annual report. All of these make this a world-class evaluation programme.

The award ceremony will be held in conjunction with The Asian Banker Summit, undisputedly the largest annual gathering of professionals in the financial services industry in the Asia Pacific region. The Summit is held in different Asian cities, and this year it will be held in Kuala Lumpur, Malaysia.

The Board of Advisors and Selection Committee

The following distinguished personalities served as members of the advisory council for the selection of this year's winners. They bring to bear tremendous expertise and global perspectives to the conduct of the annual meeting.

Advisory Board

Mr Cesar Virata, Vice Chairman, RCBC and former prime minister, Philippines

Mr Paul Chow, former Chief Executive, Hong Kong Exchange

Professor Emeritus Alain Chevalier, Professor of Finance, ESCP, Europe

The Selection Criteria

The assessment for the awards is made on four inter-related criteria:

- i. **Execution of a defined strategy.** Financial market institutions are shaped by well-developed strategic business plans, spearheaded by senior management. We assess strategic undertakings of top management and its subsequent implementation.
- ii. **Making a difference to the institution.** We look for the most compelling achievements in the years under consideration that impact the organisation. The size and complexity of the achievements, as well as capacity to overcome challenges are qualities that constitute leadership.
- iii. **Demonstrated superior 3-year financial performance.** Here we evaluate the annual results of the institution under review. Strong bottom line profitability is the first determinant of a leader's suitability for consideration of this award. We also determine the sustainability of the business and commitment to shareholders

through enhanced operational efficiency and ability to respond to competition over time.

- iv. **Setting an industry benchmark.** The institution must be recognized as having introduced products, processes or systems that have changed industry standards. This has been accomplished under the visionary stewardship of its leader.

The Selection Process

The selection process, which involves a team of researchers, begins in December and ends in April of the following year. Candidates do not apply for the award, although they can be nominated. The initial selection is conducted through a survey and complemented with desk research done by the research team at The Asian Banker. The identified candidates are then subject to further scrutiny through interviews with third parties, including local financial markets journalists and analysts. The shortlisted candidates are then submitted for a review by the board of advisors, based on a comparative evaluation done by the research team.

For all information regarding the event, including tables for dinner, please contact Janice Chua at jchua@theasianbanker.com or telephone her in Singapore at +65-6236 6532.