

**How We Can Help Investors and Creditors:** 

# Investing in Vietnamese companies with Confidence

**Introduction to Investor Service | June 2024** 

A Technical Collboration Partner of:

**S&P Global**Ratings

A member company of:







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# About FiinRatings

- FiinRatings Joint Stock Company ("FiinRatings") is a domestic credit rating agency in Vietnam, operating under the license No. 02/GCN-DVXHTN granted by the Ministry of Finance on 20 March 2020. We provide credit rating services and related activities for investors and creditors in the Vietnam capital market.
- We are a member of FiinGroup, a market leader in providing financial data, business information, industry research, credit rating, and other data-driven analytics services in Vietnam
- FiinRatings is also approved verifier of green bonds in accordance with international standards of Climate Bonds Initiative in Vietnam.

### **Our vision:**

"To be the Most Impactful Credit Rating Agency in Vietnam"

### **Our Mission:**

"Enlighten the Market"

We strive to empower issuers through credit rating services, promote transparency, and drive sustainable growth in Vietnam's capital market.



#### **Date of establishment**

March 11<sup>th</sup> 2008



#### **Charter Capital**

VND 35 billion



#### **Legal Representative**

Nguyen Quang Thuan



#### **Auditor**

pwc



#### **Shareholders**

FiinGroup JSC: 99.9% Management: 0.1%



#### **Rating Action**

40+ Issuers



#### **Partners**

**S&P Global** Ratings





#### **Publications**

**150+** reports

### Our Key Development Milestone

2008

FiinGroup (previously known as StoxPlus) was founded as a stock market information provider.

2020

Expanded and operating as a local licensed Credit Rating Agency

2021

Established a partnership with S&P Global Ratings, the world's largest credit rating agency.

2022

Authorized by CBI to a An Verifier for Green Bonds/ Green Loans.

Corporate reorganisation and renamed as FiinRatings Jsc

## Our partners

# **S&P Global** Ratings

Technical Partner providing technical training in analytical capacity building, operations and compliance toward the international practice since May 2020.



#### **ASIAN DEVELOPMENT BANK**

Collaborate in various activities in developing rating culture in Vietnam via a technical assistance program and rating subsidy scheme for first-time issuer ratings



FiinRatings is an Approved Verifier for green bonds under the standards by Climate Bonds Initiative (CBI). We are only agency in Vietnam to assist Vietnam ese enterprises participating in Green Bonds under CBI's taxonomy for better access to finance.



Entered into a Partnership Agreement to promote green bonds and the sustainable finance market in Vietnam since February 2023.

# **Our Services**

### **Issuer Services**

We work with Vietnamese companies for enhancing their access to funding, widening range of funding alternatives, and optimizing cost of funds



### Credit Rating Services

We work with Vietnamese companies in providing issuer credit ratings for the companies as well as issue credit ratings for their debt instrument



### **Green Finance Service**

We provide green bond verifications and Second Party Opinions under the green bond taxonomy of Climate Bonds Initiative or ICMA.

### **Investor Services**

We help investors do business in Vietnam with confidence by supplementing their internal evaluation process and benchmark credit quality across investment options. Our ratings serve as a reliable reference for pricing and trading of debt instruments for markets



### Company Credit Assessment

Insightful credit assessment about a specific company in a point-in-time or on-going basis with indicative ratings:

- Company profiling
- Management quality
- Business risk analysis
- Financial risk analysis
- Indicative ratings



#### Sector Credit Research

Leveraging on our credit models and industry benchmark, our sector reports in periodical basis keep you ahead of market movements:

- Market sizing and forecast
- Segmentation analysis
- Sector credit outlook
- Sector trends
- Regulatory and policies
- Key players profile



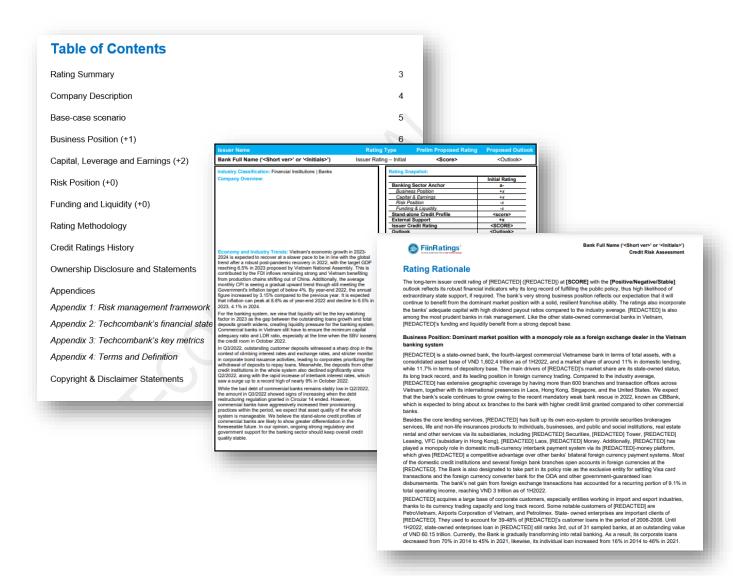
### Portfolio Credit Monitoring

Report on credit risks of entities or debt instruments in an investment portfolio.

- Credit assessment for each entity
- Business risk analysis
- Financial risk analysis
- Indicative ratings

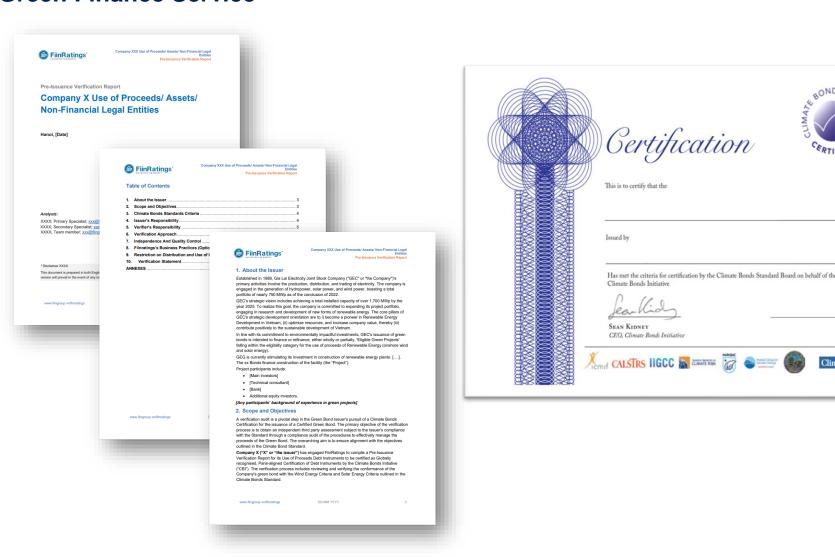
### Sample Reports: Issuers Services

#### **Solicited Credit Ratings**



Source: FiinRatings' Credit Ratings Report Sample Please download our sample <u>here</u>

#### **Green Finance Service**



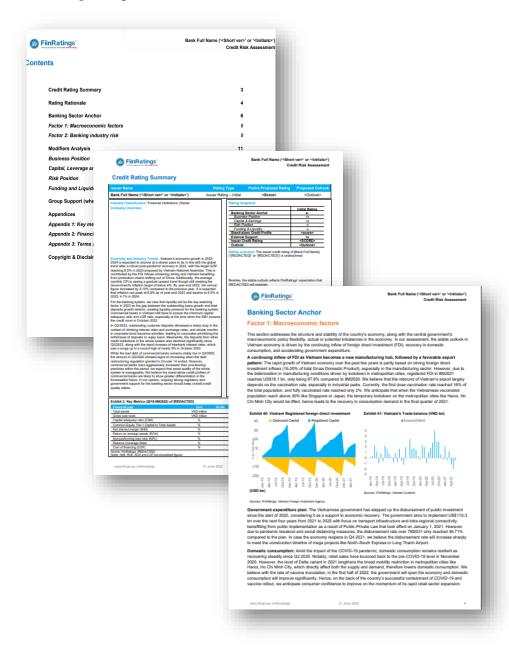
Source: FiinRatings's Pre – Issuance Verification sample report and Certification from CBI

For reference, please download our sample here:

- Pre Issuance verification report
- Post Issuance verification report
- Second Party Opinion report

### Sample Reports: Investor Services

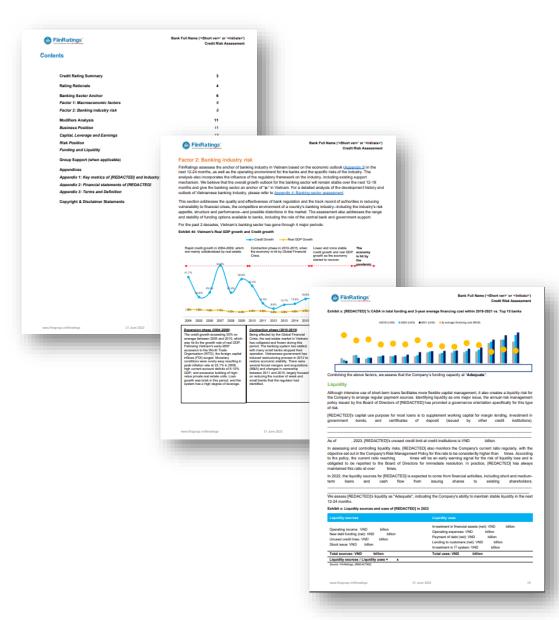
### **Company Credit Assessment**



#### **Sector Credit Research**



### **Portfolio Credit Monitoring**



### **Services for Issuers**

We have conducted credit rating of 40 enterprises in Vietnam and become the credit rating agency with the largest customer base in the market, assist them in improving creditworthiness & optimizing capital costs:



Note: FiinRatings' domestic rating scale has 20 notches, from C to AAA (AAA for Vietnamese government bonds).





### **Services for Investors**

We help investors do business in Vietnam with confidence supplementing their internal evaluation process and benchmark credit quality across investment options. Our ratings serve as a reliable reference for pricing and trading of debt instruments for markets















**Investor Profile** 

**Project** 

Investor's Needs

Solutions



An insurance fund management with AUM of US\$650m actively in debt markets

- Adoption of Domestic Rating Scales in Risk Management
- Quarterly Credit Assessment in Vietnamese Banks
- **Bond Credit Assessment**

- International ratings do not have significant credit differentiations among Vietnamese banks
- Lack of information for debt issuers who are non-public companies
- Credit assessment report in semi-annual basis providing a forward-looking view about Vietnamese banking sector and credit estimates for all banks
- Integrating the domestic rating scale by FiinRatings for risk exposure in Vietnamese banks
- Credit assessment for corporate bond issuers

"The uniqueness from FiinRatings is that they have a full table of credit estimates including interactive ratings for all Vietnamese banks under the domestic rating scale. It helps us a lot in asset allocation among Vietnamese banks as the local rating scale offers a wider credit differentiation as compared to the international rating scale. We appreciate the local and practical insights from the team of local analysts and international experts from FiinRatings. They are also doing good to contribute a well-functioning capital market in Vietnam"

#### **Trinh Quynh Giao**

CEO, Petrol Vietnam Insurance Asset Management (PVIAM)



**Investor Profile** 

**Project** 

Investor's Needs

Solutions



A multi-national institution based in UK providing infrastructure financing and credit guarantees for emerging markets Feasibility Study and Business Plan for Credit Enhancement Facility in Vietnam

- Assess viability for a credit guarantee business in Vietnam.
- Lack of information on debt deal flows in sustainable infrastructure
- Market research for financing demand and supply in sustainable infrastructure
- Sectorial credit assessment and identification of deal flows for sustainable infrastructure financing
- Developing financial model and business plan for a local credit enhancement facility in Vietnam

"We are delighted to have support from FiinRatings in the market study assessment for infrastructure in Vietnam. They have a talented team of researchers, credit analysts and consultants delivering high quality local insights. They have a practical approach in helping assess the market opportunity and navigating challenges. The work undertaken by FiinRatings is also helpful for us in screening debt deal flows in various segments of infrastructure in Vietnam, complimenting our orgination efforts in a cost-efficient manner."

#### **Denesh Srishanker**

Group Head, Credit Enhancement Facility Private Infrastructure Investment Group



**Investor Profile** 

**Project** 

Investor's Needs

**Solutions** 



- Risk Assessment on Vietnam Corporate Bond Market
- Vietnam Credit Mapping of Provincial Subnational Entities
- Corporate bond turmoil posted an increased degree of risks but there are a lack of in-depth views
- Lack of credit information for SOEs and Provincial Governments
- In-depth assessment on Vietnam Corporate Bonds providing key credit risks and spillovers to Banking Sector
- Credit analysis for selected provinces and shadow ratings for SOEs in waste treatment, sanitation, tourism and social housing



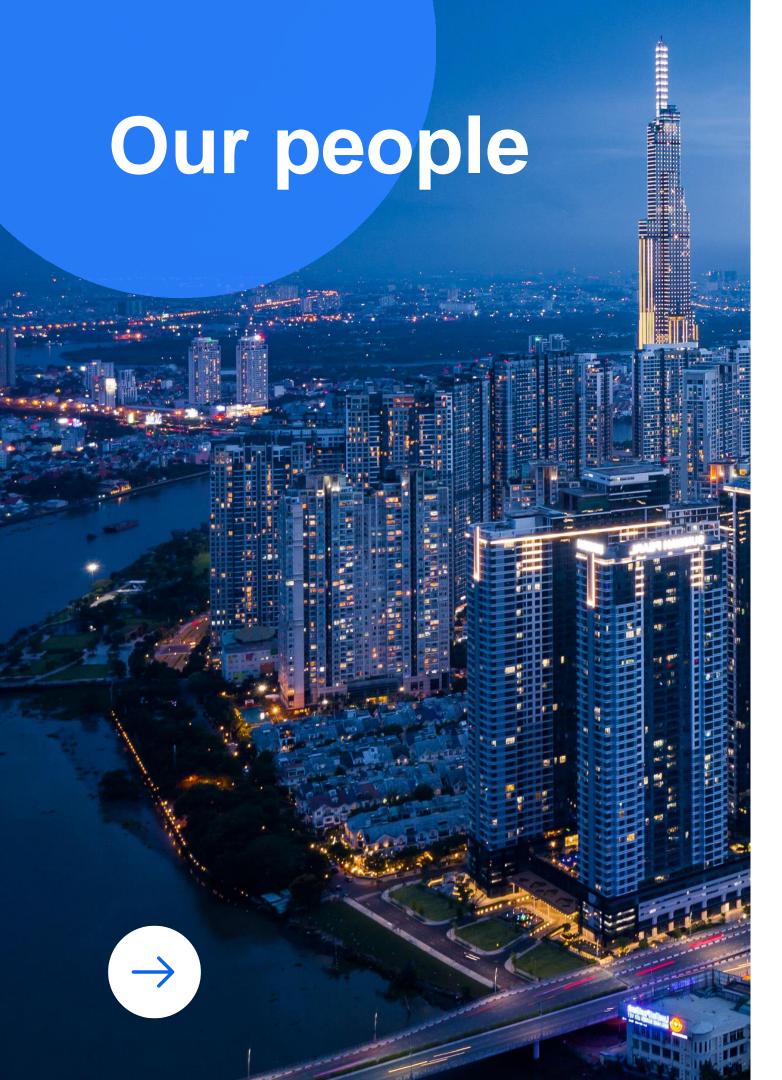
**Credit Assessment for Potential Debt Issuers** 

- Lack of information for debt issuers who are non-public companies and need for independent credit assessment opinions
- Credit assessment reports have been delivered for various debt issuers in real estates, food manufacturing, logistics and banking.

"As an insurance fund management activity involving in investment in corporate bonds in Vietnam, we appreciate the support from FiinRatings in helping us with credit assessments for potential corporate bond investments. Since there are limited disclosure and financial transparency in Vietnamese corporate bond market especially with private placemment bonds, the credit assessment service by FiinRatings helps us save time and resources in investment originations and preliminary due diligence in corporate bond transactions. We also valued a lot from publications and commentaries by FiinRatings on the market issues and credit outlook which are relatively overlooked by other local research houses"

### Nguyen Thi Ngoc Lan

Director, Head of Investment at Generali Vietnam Life Insurance



### The Board of Directors and Senior Management



### Nguyen Quang Thuan, FCCA Chairman and CEO

- The Founder and Chairman of FiinGroup and FiinRatings.
- 24 years of experience in auditing, investment management, consulting and data analytics. Former Investment Analyst at Vietnam Holding Asset Management Ltd and former Manager at Deals Service of PwC in Vietnam and Sydney, Australia



#### Nguyen Huu Hieu, MBA Board Member

- Currently the co-founder and CEO of FiinGroup, the parent company
- Former Specialist at Department for International Development of UK (DFID) in Vietnam and Former Consulting Manager at PwC Vietnam



### Nguyen Minh Tu, MBA Chief Operating Officer

- Current Managing Director of Business Information Service at FiinGroup
- Former Head of Analyst at TPBank's Investment Banking Division and former Audit Senior at KPMG Vietnam



Vu Thi Hoan Chief Financial Officer and Head of Compliance

- 16 years of experience in Financial Management and Accounting
- Chief Financial Officer and Compliance at FiinGroup

### Research and Analytical: Key Personnel

### **Rating Committee**



**Paul Coughlin** 

**Credit Rating Committee Member** 

Previously Senior Executive Director and Global Head of Analytics and Operations at S&P Global Ratings



Nguyen Viet Thinh, FCCA, VACPA

Credit Rating Committee Member.
Currently Co-founder of CGS Vietnam and previously VIOD CEO and Audit Manager and Advisory Director at PwC Vietnam.



**Khong Van Minh** 

Credit Rating Committee Member.
Previously Investment Director at
Jaccar Fund Management and Head
of Supervisory Board at Hiep Phuc
Industrial Park JSC.



Nguyen Thi Lan, CFA

Credit Rating Committee Member. Currently Head of Portfolio Management at PVI AM

### **Corporate Sectors**



Le Hong Khang Analytical Director

Managing analytical and rating methodology at FiinRatings. Previously manager at Investment Banking of TPBank, Financial Controller at The Open House Company and Senior Auditor at KPMG.



**Nguyen Nhat Hoang, CFA Manager, Corporate Ratings** 

Specialist in research and ratings for corporate sectors. Previously Analyst at FPT Securities and Audit Senior at KPMG Vietnam.



Nguyen Tung Anh, MSc Director, Credit Research Head of Sustainable Finance

Previously senior economic analyst at Australian Embassy Hanoi and Deputy manager at Market Analysis of State Securities Commission of Vietnam.



#### Nguyen Vu Cuong, MSc Senior Analyst, Corporate Ratings

Specialist in research and ratings for corporate sectors. Previously Analyst at FPT Securities and Global Trade Specialist at Fulton Bank, U.S.

#### **Financial Sectors**



Nguyen Anh Quan, MSc Manager, Financial Institution Ratings

Specialist in banking and NBFIs at FiinRatings.
Previously worked as a consultant at Ernst & Young
New York and Vietnam; and head of planning at One
Mount Distribution.



Tran Thi Bang Tam, MSc Assistant Manager, Financial Institution Ratings

Previously Business Credit Analyst in the Business Information Department at FiinGroup Former Credit Appraisal Officer at Vietnam Maritime Commercial Joint Stock Bank (MSB).



Tran Thi Anh Linh, CFA
Senior Credit Analyst, Financial
Institution Ratings

Previously Senior Credit Policy & Portfolio Analyst for Retail Banking Techcombank Vietnam and Credit Risk Model Validation Officer at Groupe BPCE, the second largest financial institution in France.

### **Our Value Propositions**



# **Experienced credit decisioning practitioners and professionals**

- Our team comprised of seasoned professionals at both rating committee level and rating analyst level.
- They are all practitioners and experienced in credit decisioning and scoring at the local business context and credit ratings from developed market via technical support from international technical advisors.



### Built up from outstanding research capabilities

- Our rating methodologies have been developed and improved from our 10-year expertise in industry research and data analytics;
- We are a pioneer in paid service for market research and industry studies for key sectors and sub-sectors of Vietnam;



### **Industry Analytics** and Benchmarks

- Analytics models and data benchmarks are at the heart of any rating models.
   We are very proud of being the first in Vietnam occupying such models and benchmarks which is built up from our datamining works over the last 12 years;
- We are continuously developing such models and rating benchmarks



### Track records in Credit Scoring

- Before expanding to CRA, we have a long track record in corporate credit evaluation and scoring under our Business Information Service with data analytics platform and on-call request for both credit and trade credits
- We produced around 10+ thousand credit reports on Vietnamese companies per year for our international clients



### **Strong Investor Base**

- We have a great network of local and foreign financial investors including asset managers, insurance firms, banks, and corporate investors;
- This is our special advantages for corporate issuers in diversifying the funding source.



#### **HEAD OFFICE:**

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