

## **LIST OF VIETNAM CORPORATIONS**

### **1. State Capital Investment Corporation (SCIC)**

The State Capital Investment Corporation (SCIC) was incorporated under Decisions No.151/2005/QD-TTg of the Prime Minister dated 20 June 2005.

With its broad mandate, SCIC's creation is seen as a bold measure of the Government during the height of the economic and SOE reforms that are aimed at enhancing the efficiency of state capital utilisation. SCIC's primary objectives are to represent the state capital interests in enterprises and invest in key sectors and essential industries with a view to strengthening the dominant role of the state sector while respecting market rules.

Commenced operations since August 2006, SCIC is currently managing a large portfolio of over 500 enterprises that are operating in various sectors, such as financial service, energy, manufacturing, telecommunications, transportation, consumer products, health care, and information technology.

Website: <http://www.scic.vn/english/>

### **2. Vietnam Debt and Asset Trading Corporation (DATC)**

Website: <http://datc.vn/portal/Home/default.aspx>

### **3. Baoviet Group**

Baoviet was established on 15 January 1965, and is the leading financial-insurance group in Vietnam. It has been accredited as one of the top 25 enterprises in the country by the State Government.

The Group is headquartered in Hanoi with a widespread network of more than 188 branches across 63 provinces nationwide. Baoviet was the first insurance company incorporated in Vietnam.

Baoviet was granted the First-Class Labour Medal by the Party and the State on the eve of its 50 years' establishment, in January 2015. BVQI (UK) accredited Baoviet with the quality management ISO 9001:2000 certification in August 2001, and ISO 9001:2008 certification in 2009.

The company was listed on the Ho Chi Minh City Stock Exchange in June 2009. Today, the group provides a comprehensive range of financial services, including insurance, banking, fund management, securities and investments. As at 31 December 2016, the group has total assets of nearly VND72,996bn. As the first State-owned enterprise to successfully seek attract a foreign strategic partner, HSBC was Baoviet's first sole foreign strategic partner from 2007 to 2012, but has since officially ceded ownership of its 18% stake in the group to Japanese' Sumitomo Life Insurance Group (Sumitomo Life) from 20th December 2012.

In 2016, Baoviet has mapped out the key priorities, which include unleashing potentials for consolidated strength thanks to the unleashing of all resources, enhancing cross-subsidiary cooperation across the group. These focuses aim to successfully deliver the five-year business strategy for the period of 2011 – 2015, and drive the accelerated sustainable development of the group in the next five-year period from 2016 to 2020.

BVH stock remains attractive to investors: Baoviet is the public listed company with large market capitalization. BVH stock, with high liquidity, is the most influential among other stocks of financial and insurance companies, and is always included in the investment portfolio of international exchange traded funds (ETFs) in Vietnam.

Website: <http://www.baoviet.com.vn/Trang-chu>

#### **4. Vietinbank**

Registration name in English: Vietnam Joint Stock Commercial Bank for Industry and Trade

Transaction name: VietinBank

Establishment License: No. 142/GP-NHNN issued by the State Bank of Vietnam on 03rd July 2009.

Vision: To become the largest bank in terms of total assets and the most effective bank in terms of performance in the banking industry of Vietnam. To aim at becoming a modern and universal financial and banking group that conforms to international standards.

Mission: To be the No. 1 bank in the banking system of Vietnam, providing modern, utility finance and banking products and services that conform to international standards.

Core values:

Customer-oriented: "Customer is put at the heart of all VietinBank's activities. VietinBank is committed to providing products and services with a consistent service style; a unique VietinBank that best meets all adequate needs of customers."

Perfection-oriented: "VietinBank utilizes internal and external resources to innovate continuously towards perfection."

Dynamism, innovation, professionalism, modernity: "Leaders, officers and employees of VietinBank always show dynamism, innovation, professionalism, devotion, transparency and modernity in all transactions and relationships with customers, partners and colleagues".

Honesty, integrity, transparency, occupational ethics: "Leaders, officers and employees of VietinBank always think and act on the basis of ensuring fairness, integrity, transparency and responsibility."

Respect: "Respect, share and care for customers, partners, leaders and colleagues".

Protection and development of the brand: "Leaders, officers and employees protect the prestige and brand of VietinBank as protecting their own honor and dignity."

Sustainable development and social responsibility: "Innovation and creativity are the driving force; Growth, development as well as secure, efficient and sustainable business are the goal. Performing good corporate social responsibility is the honor and pride of VietinBank".

Website: <http://www.vietinbank.vn/web/home/en/index.html>

## **5. Vietcombank**

JSC Bank for Foreign Trade of Vietnam, formerly known as Bank for Foreign trade of Vietnam, was established on 01/04/1963 from the Foreign Exchange Bureau (of the State Bank of Vietnam). Being the first state commercial bank chosen for pilot privatization by the Government, Joint Stock Commercial Bank for Foreign Trade of Vietnam officially came in to operation on 02/06/2008, after successfully implementing the equitization plan through IPO. Vietcombank (stock code: VCB) officially listed on the Ho Chi Minh Stock Exchange (HOSE) on 30/06/2009.

During more than 50 years of growth and development, Vietcombank has contributed significantly to the stability and growth of national economy, upholding the role of a major foreign trade bank in facilitating efficient domestic economic growth as well as influencing considerably on regional and global financial community.

Originated as a specialized bank for foreign trade, Vietcombank nowadays has become a, providing customers with a wide range of leading financial services in international trade; traditional services such as capital trading, capital mobilization, credit, project financing...etc., and modern banking segment such as forex trading and derivatives, card services, e-banking and so on.

Vietcombank has many advantages of applying advanced technology into the automatic banking system, products development, e-banking services, based on its high technology foundation. Products such as Digital Lab, Internet Banking, VCB Money, SMS Banking, Phone Banking have always attracted a great deal of customers by its convenience, promptness, safety, efficiency, creating the habit of non-cash payments amongst the mass.

After more than a half-century operating in the market, Vietcombank, one of the biggest commercial banks in Vietnam, currently has more than 15,000 employees, more than 500 branches/ transaction offices/ representative office/ affiliates both in Vietnam and abroad, including Head Office in Hanoi, 101 branches, over 395 transaction offices all over the country, 3 subsidiaries in Vietnam, 1 representative office in Singapore, 01 representation office in Ho Chi Minh City, 2 subsidiaries in other countries and 4 joint ventures. In addition, Vietcombank has also developed an Autobank system with over 2.300 ATMs and more than 43,000 merchants nationwide. Bank's operations are supported by a network of more than 1,726 correspondent banks in 158 countries and territories around the world.

Vietcombank's team of professional employees with excellent ability in banking and finance have a good sense for modern and integrated business environment... Thanks to their contribution, Vietcombank remains the primary choice for large corporations, domestic and foreign enterprises as well as millions individual customers.

Heading towards international standards, Vietcombank has been continuously rated as "Best Bank in Vietnam" by global prestigious organisations. Vietcombank is also the first and only bank in Vietnam voted among Top 500 world leading banks by The Banker.

With great wisdom and high dedication, Vietcombank staff has been making efforts striving for a more and more sustainable Vietcombank. Vietcombank's goal is to become Number 1 bank in Vietnam in 2020 and among 300 largest banking financial groups managed by best international practices.

Website: <http://www.vietcombank.com.vn/default.aspx?&lang=en>

## **6. BIDV**

As the longest-established bank in Vietnam, as of 31 December 2015, BIDV had total assets of more than VND850 trillion (~USD38.6 billion), making it the country's largest commercial bank.

Full name: Joint Stock Commercial Bank for Investment and Development of Vietnam

Abbreviated name: BIDV

Establishment: 26 April 1957

### Scope of business

Banking: BIDV has a wealth of experience in Vietnam, providing a full range of modern and convenient banking products and services including deposits, loans, trade finance, payment and account services, and card services and among others.

**Insurance:** BIDV provides life and non-life insurance product bundles, tailored to the needs of individual customers.

**Securities:** BIDV provides a wide range of brokerage services, investment consultancy with the ability of quickly developing a system of order receiving agents nationwide.

**Financial investment:** BIDV contributes capital to establish companies for investment in key national projects and takes the lead in a number of significant projects such as Vietnam Aircraft Leasing Company.

**Position:** BIDV is always at the forefront of implementing major economic and monetary policies of the Government and the State Bank of Vietnam. BIDV's total assets, outstanding loans and deposits in 2015 were higher than those of key competitors, making it the leading bank among commercial banks.

**Human resources:** With 24,000 officers, employees and financial consultants who are well-qualified and well-trained with full experience and have been accumulated and transferred for over half of a century, BIDV always brings its customers the benefits and reliability.

#### Customers base

**Corporates:** BIDV has established relations with nearly 200,000 corporate customers including groups, corporations, and small and medium-sized enterprises from all economic sectors.

**Financial institutions:** BIDV has established correspondent relationships with nearly 1,700 financial institutions both local and international. The bank is the trusted choice of major international organisations including the World Bank, ADB, JBIC and NIB.

**Individuals:** 7.7 million individual customers currently use products and services of BIDV.

**Technology:** BIDV is leading the way in the Vietnamese banking system in the application of modern technology. Since 2007, the bank has ranked first in terms of readiness for IT implementation among Vietnamese commercial banks.

**Information transparency:** BIDV was the first bank in Vietnam to be audited in accordance with international standards - IFRS in 1996. BIDV was the first bank in Vietnam to be assigned credit ratings - by Moody's (since 2006), and Standard and Poor's (since 2010). The results showed that BIDV's operations adhere to international standards of practice in transparency and safety, with the rating indicators being preserved.

#### Network

Commercial banking: As of 30 June 2016, BIDV's network included 190 branches, 815 transaction offices, and nearly 32,000 ATM/POS covering 63 cities and provinces in Vietnam, and one branch in Yangon, Myanmar.

Subsidiaries: BIDV Securities Joint Stock Company (BSC), BIDV Insurance Corporation (BIC), BIDV Financial Leasing Liability Limited Company (BLC), BIDV Asset Management Company (BAMC), and companies of which BIDV is the founder such as Vietnam Aircraft Leasing Company (VALC).

Joint venture banks: Lao-Viet Bank (with Lao partner), Vietnam-Russia Bank (with Russian partner), BIDV Tower Joint Venture Company (with Singaporean partner), BIDV- Vietnam Partner Investment Management Joint Venture Company - BVIM (with US partner), BIDV MetLife Life Insurance Limited Liability Company (with US partner), etc.

Overseas representative offices: in Cambodia, Laos, Myanmar, the Czech Republic, Russia and Taiwan (China).

Website: <http://bidv.com.vn/default.aspx>

## **7. Sacombank**

21 December 1991: Sacombank was one of the first commercial joint stock banks to be incorporated in Ho Chi Minh City through the merger of Go Vap Bank for Economic Development and three credit cooperatives: Tan Binh, Thanh Cong and Lu Gia Cooperatives.

28 September 2017: Sacombank and Vietnam Asset Management Co., Ltd. (VAMC) signed a cooperation agreement on handling bad debt on the basis of Resolution 42 of the National Assembly

06 September 2017: Sacombank in exclusive cooperation with Dai-ichi Life Vietnam Insurance Company (Dai-ichi Life Vietnam) for 20 years.

In 2017: Sacombank launched a series of new services, applications with high technology and safety in line with the growing trend of electronic payment (Sacombank contactless payment, NFC POS machine, Samsung Pay application, mCard application for quick payment method by QR...)

### International honors:

- Leading licensee in spending volume per card by JCB
- Leading licensee in total spending volume by JCB
- The bank has the most effective card-accepting unit in 2017 (in Vietnam's typical retail banking chain 2017) by the International Data Group (IDG) and Banking Associations.
- Leading bank in implementing QR code payment technology by the International Visa card Organization

- Top 3 bank has the highest card transactions by the International Visa card Organization
- Leading bank in implementing contact less technology by the International Visa card Organization
- Top 3 Visa card Issuers with top sales by the International Visa card Organization
- Typical bank 2017 by Napas
- The bank has effective ATM system by Napas

Domestic honors:

- Vietnam Strong Brand Name 2017 by Vietnam Trade Promotion Agency (Ministry of Industry and Trade) & Vietnam Economy Times
- Top 50 best effectiveness companies of Vietnam by VNR500

Website: <https://www.sacombank.com.vn/en/Pages/default.aspx>

## **8. Vietnam National Coal - Mineral Industries Holding Corporation Limited (TKV)**

The Vietnam National Coal - Mineral Industries Group (formerly Vietnam National Coal Corporation) was established on October 10th, 1994, under Decision No.563/0DD- TTg of the Prime Minister of Vietnam. Implementing an important task assigned by the State, right from the time of coming into being, the Group set up a plan for "innovation of structure and management in order to improve operational efficiency", choosing the strategy of "developing diversified businesses based on coal operation" and the policy of "growing with customers and partners".

With the set strategic goal, the Vietnam National Coal -Mineral Industries Group (Vinacomin) made substantial changes in management mechanism, in product sales and operation organization model, in financial and economic measures, actively investing in innovation of coal mining technology, in refurbishment of technological line for coal extraction, preparation, and loading terminals.

Based on coal business, Vinacomin Group employs available human resources from coal operation for developing other businesses such as mining machinery with modernization of repairing shops, stimulation of manufacturing, assembling and producing dum-trucks, building ships; construction of power plants; investing in improvement of mineral output; production of industrial explosive materials, cement, building materials, attention is paid to scientific research work, application of new technologies, protection of environment; trading and services are also developed.

During the last 12 years of development, the staff and workers of Vinacomin Group have made unceasing efforts, shown initiative and creative

spirit, reconfirmed their strength with solidarity, determination to overcome difficulties, striving forward, accomplishing the planned targets with ever better achievements.

In 2003, with 18 million tons of coal produced and sold, the company was the first in the country to reach and surpass the 5-year (2001- 2005) planned targets two years in advance.

In 2006, celebrating the 70th anniversary of the Miners' Day and the Coal Industry Tradition, Vinacomin Group once again changed its management mechanism, with strategic objective of "moving forward to prosperity from mineral and human resources" and the policy of "developing in harmony and friendliness with environment, with local community, with partners and customers, and among the Group", the Group and its affiliates concentrated their resources, produced and sold 37 million tons of coal, exceeding the planned target for the year 2010 approved by the Prime Minister.

The coal industry does not only satisfy the demand of the national economy but also spare an important part for export, off-setting the loss in domestic market and performing accumulation. It has conserved and increased the business capital, gradually stabilized then improved the miners' working and living conditions.

The dignity and vitality of the miners during the historical course of formulation and development are the spirit of "Discipline and Unanimity", the tradition being preserved and promoted by generation after generation of miners, making glorious achievements, building the Group a strong, fast-growing and effective one with ever rising position.

The staff and workers of Vinacomin Group always deserve its heroic history evidenced by the noble award of "Golden Star" medal and the holy title of "Hero of Labour" in the innovation era.

Website: <http://www.vinacomin.vn/>

## **9. Vietnam Posts and Telecommunications Group (VNPT)**

Born in the Revolution, growing up with the country and maturing over a half century in the telecommunications market, Vietnam Posts and Telecommunications Group (VNPT) is the service provider that laid the first stone for the development of the Posts - Telecommunications sector in Vietnam. The group has also played an important role in bringing Vietnam into the top 10 nations with highest posts - telecommunications growth rate.

With more than 90,000 employees, advanced telecommunications infrastructure, a service network that covers all 63 provinces and cities, as well as the strong 67-year experience, VNPT has always been offering the market many modern posts, telecommunications and information technology products and services. These high quality products and services are based on the most

advanced technologies and modern telecommunication network, meeting the increasingly diversified demands of customers.

In the areas of Telecommunications and Information Technology, VNPT provides a wide and comprehensive range of products and services, including voice, data, internet, other value-added services deploying on an advanced network infrastructure and many IT solutions. By the end of 2012, VNPT is proud for providing services to nearly 10 million landline subscribers, accounting for over 80% of Vietnam's landline market; more than 80 million mobile subscribers (accounting for over 61% of the mobile market); and nearly 3 million subscribers of the road band Internet service - MegaVNN and FiberVNN, equivalent to 64% of the total subscribers in this field. Customer trust will be the driving force that fuels VNPT to continue to offer new value-added products and services with the quality at international standards, maintaining VNPT's position as a leading telecommunication – IT service provider in Vietnam market.

VNPT is prestigious not only in domestic market, but also in foreign ones as the group receives high appraisals from foreign customers and partners for various famous and professional brands, such as: mobile services from VinaPhone and MobiFone, Internet ADSL MegaVNN service, landline phone service, International Direct Dial (IDD) service, 171 and 1718 Voice over Internet Protocol (VoIP) phone services, data transmission services basing on Vinasat-1 and Vinasat-2 satellites, private channel leasing services,...

In the field of Posts, VNPT is proud to be a key service provider with a nationwide network. The group has gained the trust of consumers in postal services like: mail, parcel, consignment, domestic and international Express Mail Service (EMS), newspaper and magazine distribution, etc. VNPT will continue to modernize the postal industry of Vietnam in order to bring it to the regional and global levels and provide diversified services to Vietnamese people following international standards.

In January 2006, VNPT officially became Vietnam Posts and Telecommunications Group. The model of the group has changed from that of an old Corporation to that of a state-owned key economic group. In the last 6 years, VNPT has fulfilled the role of the Group, focusing on developing the telecommunications - IT network infrastructure, mobile - broadband products and other utility ones to contribute to the economic development of the nation. The group works with many Ministries and organizations, such as the Ministry of Finance, the Ministry of Health, Bao Viet Finance – Insurance Group, Bank for Investment and Development of Vietnam (BIDV), Vietnam National Coal – Mineral Industries Group, Intel Group, etc. to apply telecommunications – information technology in many different fields.

Not limiting there, in 2007, VNPT officially announced the presence in the global market by opening the group's branch office in the United States and since

then, the group has expanded its market to many other regions like: Asia (Laos, Cambodia, Singapore, Hong Kong, etc.), Europe (Czech Republic, etc.) and other potential markets. In 67 years of operating and protecting the leading position in Vietnam's posts, telecommunications and information technology market, VNPT is well aware that human is the decisive factor for all success.

Therefore, VNPT is the only posts, telecommunications and information technology business that owns a national-level university – the Posts and Telecommunications Institute of Technology (PTIT). The Institute trains and educates human resources in the fields of posts, telecommunications and information technology. VNPT is also the only enterprise that deploys a health care system made of 3 prestigious hospitals nationwide, protecting the health of the industry labor force in particular and of Vietnamese people in general.

Achieving set business goals is not VNPT's sole destination. The history of the group is closely related to the history of the nation and the group itself has gone through many vicissitudes together with the people of Vietnam. Because of that, VNPT is always aware of its supreme mission: developing for the common advancement of the community. The slogan "Real Life" is VNPT's declaration of commitment to bring best values to the life of Vietnamese consumers and people.

Website: <http://www.vnpt.com.vn/Default.aspx?tabid=188>

## **10. Vietnam Rubber Group (EVN)**

The Vietnam Rubber Group was established according to Decision No. 248/2006/QĐ-TTg on 30/10/2006 by the Prime Minister on the approval of the Pivotal Project with reference to the formation of the Vietnam Rubber Group and Decision No. 249/2006/QĐ-TTg on 30/10/2006 by the Prime Minister on the establishment of the parent company - Vietnam Rubber Group.

The Prime Minister signed Decision 469/QĐ-TTg on 30/3/2011 with reference to the promulgation of Charter on organization and activities of the Vietnam Rubber Group.

The Vietnam Rubber Group established on re-structuring the Vietnam General Rubber Corporation is a multi-ownership Group, in which dominant capital ownership belongs to the State.

The Business Activities of the Vietnam Rubber Group includes:

- Planting, maintaining, exploiting and processing rubber latex;
- Rearing livestock, planting industrial trees, processing agro-products;
- Rubber industry: manufacturing, purchasing and selling industrial products, natural rubber, materials for the rubber industry;
- Planting forests and producing, buying and selling raw materials (natural rubber), processed wood products;

- Electric industry: investing in construction, exploitation and operation of hydro-electric, thermo-electric plants; selling electricity to business and consuming households as stipulated by the law;
- Engineering: casting, laminating, repairing, installing, producing mechanical products and other industrial equipment;
- Managing and exploiting sea ports: Business in land transportation, domestic waterways. Services of cargo's loading and discharging; cargo's handling and delivery; trade inspection;
- Producing, purchasing and selling construction materials;
- Business in real-estate (only for the projects approved by the authority excluding brokerage service, price rating and real-estate exchange);
- Exploiting, supplying clean water. Treatment of waste water;
- Mapping, Investment consultation (excluding legal, financial and accounting consultation);
- Science and informatics consultation;
- General education: high school level;
- Business in hotels, restaurants. Service of domestic and international tourism;
- Other activities as regulated by the law.

The subsidiary companies of the Vietnam Rubber Group include: General companies, and companies with 100% initial capital owned by the Vietnam Rubber Group (VRG); stock companies with more 50% initial capital owned by VRG; joint-venture companies with less than 50% initial capital owned by VRG; and other service companies.

Website: <https://www.vnrubbergroup.com/>

## **11. Vietnam Electricity Corporation**

Vietnam Electricity Corporation was established by decision No. 562/QD-TTg dated October 10, 1994 by the Prime Minister on the basis of the reorganization of the units of the Ministry of Energy; being organized and operated under the Charter attached to Decree No. 14/CP dated Jan 27, 1995 of the Government. On June 22, 2006, the Prime Minister of the Government issued the decision No. 147/QD-TTg approving the pilot scheme to establish the Vietnam Electricity Group and the decision No 2006/148/QD-TTg on the establishment of the parent company-Vietnam Electricity Group.

On June 25, 2010, the Prime Minister issued the decision No. 975/QD-TTg regarding the change of the mother company-Vietnam Electricity Group into the one member limited liability company owned by the State.

On December 06, 2013, the Prime Minister issued the Decree No. 205/2013/ND-CP regarding the Charter of organization and operation of the

Vietnam Electricity (Decree was effective from Feb 3, 2014) with some main contents as follows:

Name:

- Full name: Vietnam Power Group
- Business name: Vietnam Electricity
- Business English name: VIETNAM ELECTRICITY.
- Abbreviated name: EVN.

Business type: One member Limited liability company

Core business: Production, transmission, distribution and trading of electricity; directing and operating the system of production, transmission, distribution and allocation of power in the national power system; import and export of electric power; investment and capital management in the power projects; management, operation, repair, maintenance, overhaul, rehabilitation and upgrading of the electrical, mechanical equipment, control and automation system of the line of production, transmission and distribution of electricity, power works and electrical testing.

Main subsidiaries:

Power production: 3 Power Generation Corporations (GENCO 1, 2, 3);

Power Business: 5 Power Corporations, namely, Northern Power Corporation (EVNNPC), Central Power Corporation (EVNCPC), Southern Power Corporation (EVNSPC), Hanoi Power Corporation (EVNHANOI), the Ho Chi Minh City Power Corporation (EVNHCMC).

Power transmission: National Power Transmission Corporation (EVNNPT).

Website: <http://en.evn.com.vn/>

**12. Power Generation Corporation 1 (GENCO 1)**

Subsidiary of EVN

**13. Power Generation Corporation 2 (GENCO 2)**

Subsidiary of EVN

**14. Power Generation Corporation 3 (GENCO 3)**

Subsidiary of EVN

## **15. Vietnam National Shipping Lines (Vinalines)**

### The milestones of development:

– Vietnam National Shipping Lines (Vinalines) is established under Decision No. 250/TTg dated 29/4/1995 of the Prime Minister on the basis of reorganization of shipping, ports, ship repair, marine services, logistics companies which are under control of the Vietnam Maritime Administration and the Ministry of Transport. The Charter of organization and operation of Vietnam National Shipping Lines (Vinalines) is approved by Government Decree No.79/CP 11/22/1995.

– On 29/9/2006, the Prime Minister issued Decision No. 216/2006/QD-TTg approving the plan of the transfer scheme Vietnam National Shipping Lines (Vinalines) to organize and operate following the parent – subsidiaries company Model and Decision No. 217/2006/QD-TTg about the establishment of parent company – Vietnam National Shipping Lines (Vinalines).

– On 25/6/2010, the Prime Minister issued Decision No. 985/QD-TTg to convert the parent company – Vietnam National Shipping Lines (Vinalines) becoming a holding limited liability member company and be owned by the State.

– Up to now, Vietnam National Shipping Lines (Vinalines) have been running following the Charter of organization and operation of Vietnam National Shipping Lines (Vinalines), which is approved by Decision No. 476/QD-TTg dated 31/3/2011 of the Prime Minister.

### The history of development:

#### *Period of 1995 – 2000: Overcome the Asian financial crisis*

Upon the time of establishment, Vinalines has faced difficulties due to the impacts from the financial crisis in 1997. By developing fleet, seaports and ICD system, improving competitiveness, increasing volumes of cargoes throughput the port, Vinalines had overcome challenges and achieved impressive results encouraging.

At the end of 2000:

1. The transported cargoes rose 23%, reached 11.4 million tons, increasing 3 times in compared with 1995's. The total volume of cargo throughput rose 11%, reached 20.6 million tons, increasing two times in compared with 1995's.

2. The Fleet capacity reached 13.4T/DWT, compared with 10.2 T/DWT in 1995. Handling capacity reached 2.800T/m wharf/year in compared with 1.700T/m wharf/ in 1995.

3. The revenue reached 4.400 billion (about USD 367 million), at an average growth rate of 17% per year and increased 2.5 times in compared with 1995's. The average profit increased 9%.

4. The Total State Capital is 2,225 billion dong, increased 50 % in compared with 1995's.

Fleet investment: Since establishment, Vinalines fleet has only 49 ships with a total tonnage of 397,000 DWT in 1995. At the end of 2000, the fleet have 79 vessels with a total tonnage of 844 000 DWT.

Along with the innovation of management and operation, Vinalines has achieved critical success in the five-year period 1996-2000, and build brand name and reputation in the international market.

*Period of 2000 – 2005: Restructuring and Innovation*

In this period, Vinalines and affiliates have maintained growth momentum and step by step restructuring organizations and activities:

1. Fleet investment:

Total investment for Vinalines fleet reached 7,200 billion VND, including of 2,500 billion VND for new building. The others are for purchasing secondhand ship.

With receiving of 7 newbuilding vessels, 71 secondhand vessels, at the end of 2005, Vinalines fleet had total 104 vessels with a total tonnage of 1.2 million DWWT with the average age of 17.4-year-old.

2. Port development:

Total capital investment for infrastructure and equipment, including of 2000m length of berth receiving ships of 10,000 – 40,000 DWT, is 3,000 billion VND.

At the end of 2005, total length of berth was 9.000 m.

3. Building Oceanpark Building was accomplished and put into operation as head office of Vinalines.

4. Restructuring and business innovation:

In this phase, Vinalines focused on rearrange member companies, including of IPO 12 companies.

At the end of 2005, Vinalines has 46 member companies, including of 16 state-owned, 22 joint-stock and 8 joint venture companies.

*Period of 2005 – 2010: Growth and expansion*

In this stage, Vinalines have been running following the Model of the Parent – subsidiaries company

1. Investment fleet: Vinalines fleet has been developed with the goal of rapid modernization and rejuvenation. By the end of 2010, the total tonnage of the fleet reached 3.4 million tones DWT, including of container ships, bulk carriers and oil tankers.

2. The port investment: To develop a comprehensive system of seaports, especially the deep-water port, meet growing demand and export goods, Vinalines has focused on investment seaport at key economy areas across the country.

3. Logistics: Vinalines has also researched and invested by joint ventures with local and foreign partners to develop logistics activities to meet demand for imports and exports cargoes by sea.

*Period of 2010 – 2015: Restructuring, focuses on shipping, port and logistics activities*

During this development phase, the Vietnam National Shipping Lines (Vinalines) focuses on three main sectors: shipping, port operation and maritime logistics.

To implement Restructuring Plan period 2012 – 2015 was approved by the Prime Minister in Decision No. 276/QĐ-TTg, Vinalines will restructure as follows:

Shipping sector:

Restructuring fleet in accordance with the needs of the market, selling not effective operation ships to reduce losses; keen on the domestic market. Reviewing the ship building program in accordance with the financial ability of Vinalines, including of eliminating of building 7 vessels contract, rescheduling other 11 vessels building contract with Vinashin.

Port Sector:

Focus on exploiting existing ports, make priorities to efficiently exploit the northern port system in Haiphong, Quang Ninh and the southern port system in Cai Mep – Thi Vai and Ho Chi Minh City area.

Maritime services:

Synchronous development services support shipping, especially logistics services, full service package, distribution centers, ICDs and the other types of advanced services.

With nearly 20 years of development, Vinalines has built a reputation with domestic and foreign partners, creating a solid foundation for the next step forward way. Vietnam National Shipping Lines (Vinalines), with efforts and strive of collective leadership and staff officers, continues growth and development.

Website: <http://vinalines.com.vn/en/home/>

## **16. Vietnam Steel Corporation**

Vietnam Steel Corporation is founded based on the combination of 2 Corporations namely Steel Corporation and Metal Corporation.

- Steel Corporation specialises in producing iron and steel products, with major companies namely Thai Nguyen Iron and Steel Company, Southern Steel Company and Da Nang Steel Company

- Metal Corporation specialises in trading metal through a broad distribution network at industrial zones, cities, provinces and major economic zones.

Period 1996-2006, Viet Nam Steel Corporation was organised and operated in the model of a 91 Corporation. On July 1 2007, Viet Nam Steel Corporation completed legal procedures and internal operational regulations for its transformation to a Parent-Subsidiary Company in accordance with the Prime Minister's Decision.

Network of dependent units, subsidiaries, cooperatives of VNSteel

- Dependant units: 10 (3 companies, 3 branches, 1 center, 1 hotel, and 2 non-productive units)

- Subsidiaries: 10 (4 steel producing companies, 1 refractory and building materials producing company, and 4 trading companies)

- Affiliated companies: 24 (9 joint stock companies and 15 liability-limited companies and joint-ventures which will be transformed in line with the 2005 Enterprise Law).

Newly-born companies with shares of Viet Nam Steel Corporation

- Thong Nhat Flat Steel Joint Stock Company

- Container Port Investment Joint Stock Company

- Cement Financing Joint Stock Company

Cooperatives

VNSteel has perfected the principles and regulations to attract those who would like to join into its network in order to take full advantage of these enterprises and the network as a whole.

Current operational mechanism:

Parent Company – VNSteel is a state owned enterprise directly engaging in production, business, investment and financial activities. It is organised and operated in accordance with the VNSteel Charter approved by the Prime Minister in Decision 91/2007/QĐ-TTg dated on June 21 2007 and other related legal documents of the Ministry of Industry and Trade and other Ministries, VNSteel

has issued regulations on management and operation in each and every aspect of its competence.

Only Thai Nguyen Iron & Steel Company remains a wholly state owned enterprise operating in accordance with the State owned Enterprise Law and the Charter approved by VNSteel, and has been equitized during 2008–2009. Other subsidiaries and affiliates are organised and operated according to the Enterprise Law and their Charter. VNSteel’s representatives at these companies take their responsibilities and competence on the basis of the “Statute on implementation of obligations and rights of Parent Company – Viet Nam Steel Corporation at its subsidiaries and affiliates.”

Scope of operations:

- Producing steels and other metals, refractory materials, metallurgical equipment and downstream products
- Exploiting iron ore, fat coal and auxiliary materials to serve steel production
- Exporting, importing and trading steel products, fuels, steelmaking materials; scraps; rubber, petroleum, grease, gas and other materials, spare parts and equipment for steel production, construction, transport, engineering and other industries
- Designing, design consulting, installing and building steelworks, industrial and civil works; producing and trading building materials
- Training, scientific research, technology transfer, vocational training for production of steel and metal materials
- Trading, port exploiting, logistics services, warehouse, offices, housing; investing in industrial zone and urban infrastructure and real estate
- Trading oxygen, nitrogen, argon (including liquidized); supplying and installing gas piping system
- Financial activities
- Hotel service, restaurant, tourism, travel
- Labour export
- Others as stipulated in Law.

Actual capabilities of VNSteel

Total owner’s equity managed and utilized by the Parent Company is over VND 2,700 bil, total assets value of the Parents Company is VND 10,660 bil.

In which:

- Total owner’s equity invested by the Parent Company in subsidiaries is over VND 988 bil., total assets value estimated at VND 4,500 bil.

- Total owner's equity invested by the Parent Company in affiliates (JVs, Joint Stock Companies) is nearly VND 1,000 bil., estimated total assets value nearly VND 20,000 bil.

- Annual billet making capacity: 1.5 mil. tons, including 300,000 tons/year from iron ore

- Rolled steel making capacity: over 2.5 mil. tons/year

- Consumption: around 3 mil. tons/year

- Total workforce: over 17,000 persons, in which tertiary-level: over 3,100 (2,300 males, 800 females), accounting for over 18% of the total; skilled workers: over 3,300, accounting for nearly 20% of the total.

Development tendency:

Viet Nam Steel Corporation has been drafting the Project "Establishing Viet Nam Steel Group" and mapping out its long-term development strategy.

Website: <http://www.vnsteel.vn/home/default.aspx>

## **17. Hanoi Beer Alcohol and Beverage Joint Stock Corp. (Habeco)**

Hanoi Beer Alcohol and Beverage Joint Stock Corp. (Habeco) is a beverage company headquartered in Hanoi, Vietnam. The predecessor of Habeco is the Hommel Brewery, built by the French in 1890, is the beginning of a small flow along with the ups and downs of Thang Long - Hanoi.

Over nearly 130 years of history with more than half a century of recovery and development, Habeco has become one of the leading companies in the beverage industry in Vietnam. It is the third largest beer company in Vietnam and owner of the brands Hanoi Beer and Truc Bach Beer. It is under the ownership and authority of the Ministry of Industry and Trade, Vietnam and has a strategic partnership with Carlsberg Group, which owns more than 10% of the company's shares as of November 2012.

Habeco is established under Decision No. 75/2003/QĐ-BCN dated 06 May 2003 of the Minister of Industry and Trade. From 16 June 2008, the corporation officially changed the organizational model from a state owned enterprise to a joint stock company. This is an important turning point for Hanoi Beer to affirm its position in the integration period.

Website: <http://www.habeco.com.vn/?page=home>

## **18. Vietnam Airlines**

### From The Old Days

The history of Vietnam Airlines dates back to January 1956, when the Vietnam Civil Aviation Department was established by the Government, marking the birth of the civil aviation industry in Vietnam. At that time, the fleet was small with only five aircraft of IL-14, AN-2, Aero-45... which started to serve domestic flights in September 1956.

April 1993, Vietnam Airlines was officially established as the country's national flag carrier. On the 27th May 1995, Vietnam Airlines Corporation was born with the gathering of 20 aviation enterprises and the airline itself as the core business.

On 20th October 2002, Vietnam Airlines introduced the new logo of the Golden Lotus and corporate identity that symbolized its dramatic progress towards becoming a world-class airline. The launch represented a complete repositioning and brand strategy of Vietnam Airlines, coupled with significant improvements in its infrastructure, operations and fleet.

The delivery of its first own "state-of-the-art" B777 in 2003 also marked a true revolution in the airline's fleet modernization. Nowadays, Vietnam Airlines operates one of the most modern fleets in the region with the average age of the fleet is 5.4 years.

### World-class Airline

For 20 years of development at an average annual growth rate consistently in double-digit number, the national flag carrier has marked an obvious advance to become a major competitor in the Asian aviation market, owning a modern fleet of Airbus and Boeing planes flown by well trained professionals.

Beginning with non-regular domestic services, today Vietnam Airlines operates to 21 cities throughout the country and 28 international destinations in Asia, Europe, and Australia. Its network extends to 26 countries and territories.

In 2006, after being awarded the IATA Operational Safety Audit (IOSA) certificate, a strict safety standard set by Aviation Quality Services (AQS), Vietnam Airlines joined the International Air Transport Association (IATA) as an official member, affirming its international standard.

In June 2010, Vietnam Airlines joined SkyTeam, the world's second largest global airline alliance, affirming the carrier's new position on the global aviation map as the strategic partner of the alliance in Southeast Asia region as well as its international standard services.

In 2015, Vietnam Airlines became the second airline in the world to operate both next-generation aircraft Boeing 787-9 & Airbus A350 at the same time.

In July 2016, Vietnam Airlines received a 4-Star Airline Certificate from Skytrax, the world's leading airline and airport rating organization.

### Moving Forward

Positioning itself as a young, modern carrier whose brand is characterized by Vietnamese traditional culture and internationally recognized, Vietnam Airlines is purchasing world's most modern, environment-friendly aircraft, such as Boeing 787 and Airbus A350-900 and making constant efforts to improve its service quality. The airline is striving to become one of the most favourable carriers in the Asia-Pacific region.

Website: <https://www.vietnamairlines.com/en>