

Tinhvân

TOGETHER WE SHINE

TINHVAN GROUP PROFILE

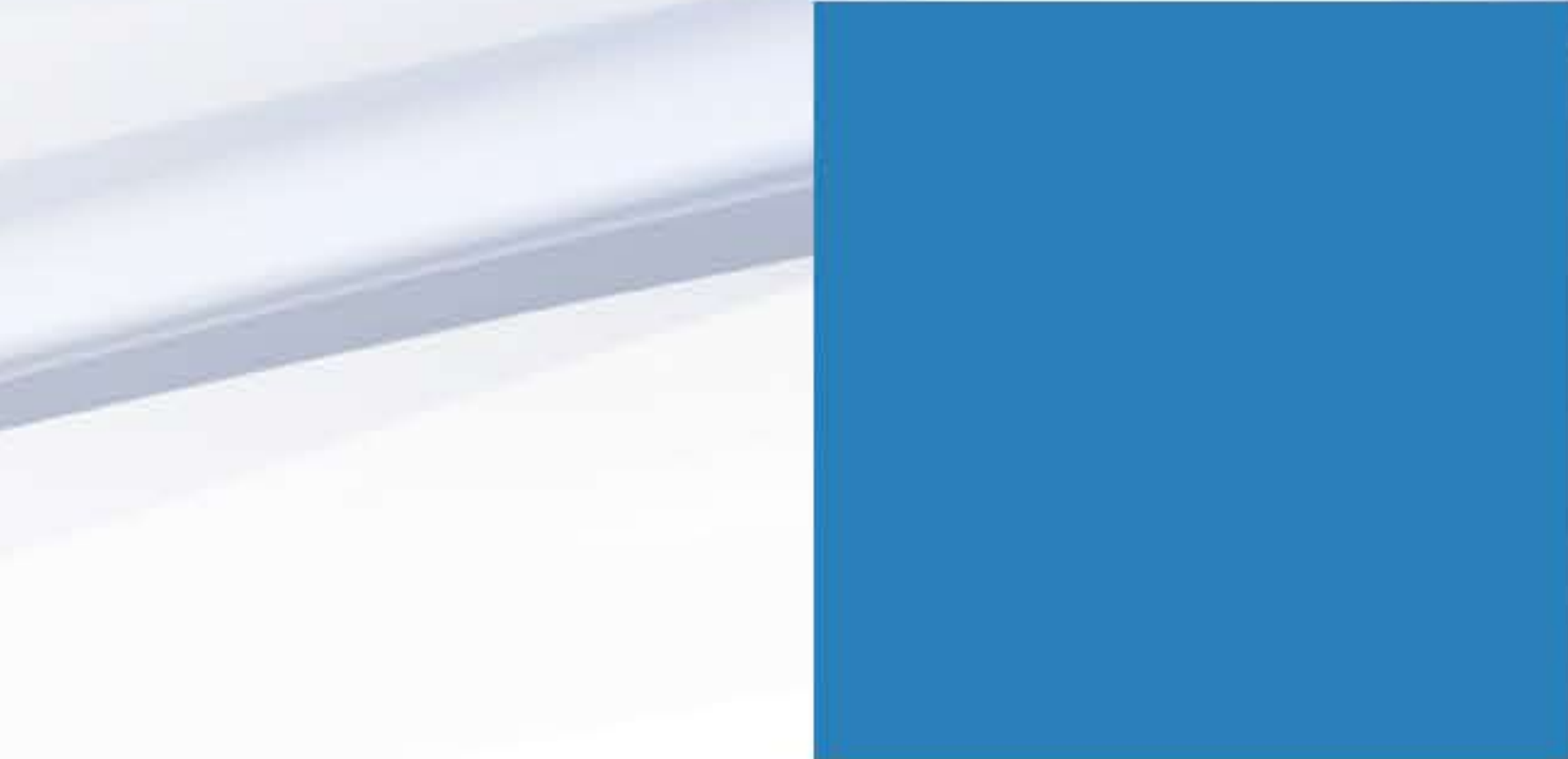


1. General Information
2. Key Executives
3. Member Companies
4. Technologies and Patents



**GENERAL
INFORMATION**



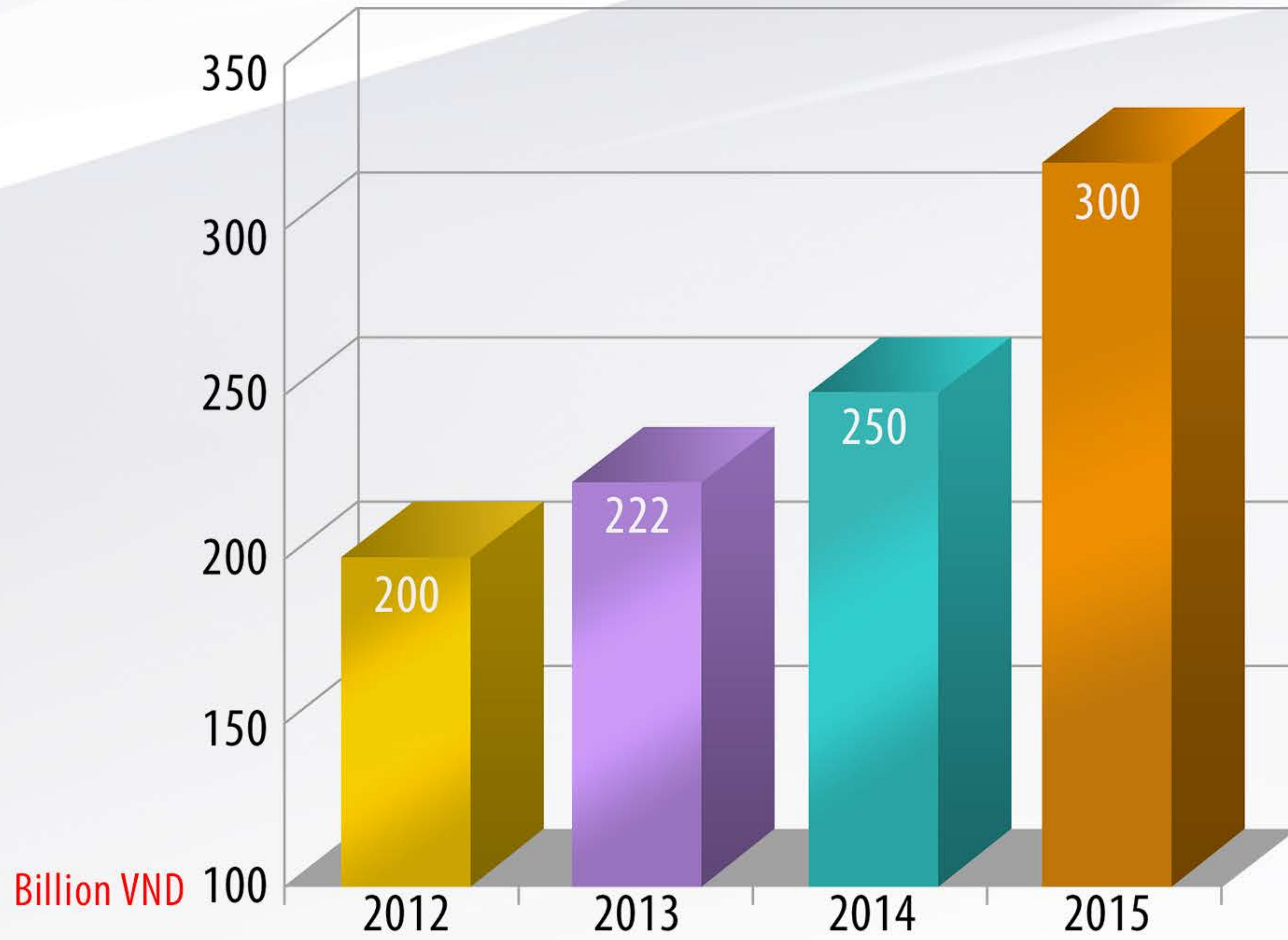


- Established on July 20th, 1997
- Tinhvan Holdings and 5 Member Companies, 6 Branches and Representative Offices in HCMC, Da Nang and Japan
- Fields of Operation: Software Development, Outsourcing, IT and Consulting Services, Digital Media and Mobile Marketing
- Number of Staff: 500+
- Head Office: 8th Floor, Sport Hotel, Hacinco Student Village, Thanh Xuan District, Hanoi, Vietnam

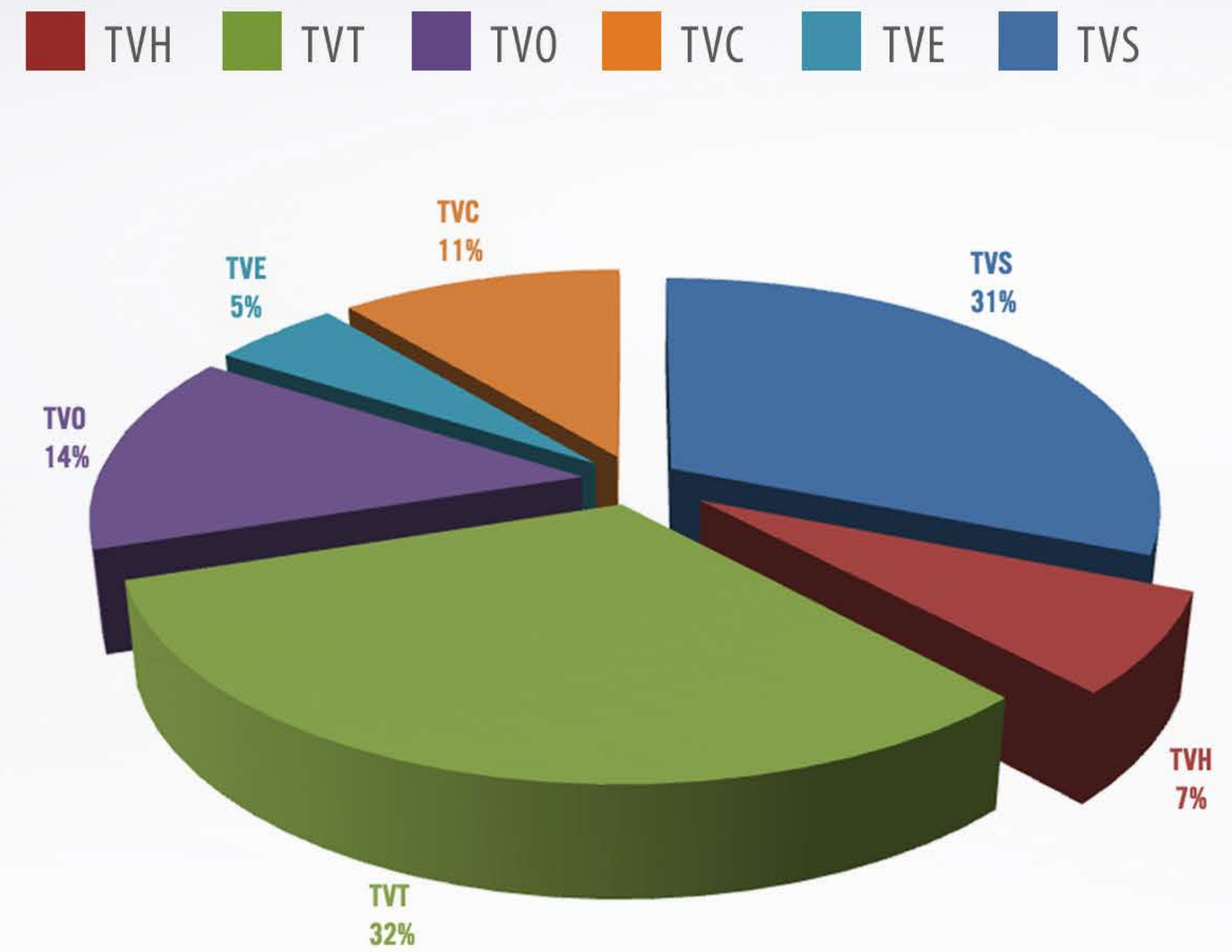
“Tinhvan aims to become a Technology Group which develops sustainably on the basis of knowledge power and humanity, reaches global market, enriches shareholders, contributes to communities as well as enhancing competency and creativeness of each Tinhvan’s member”

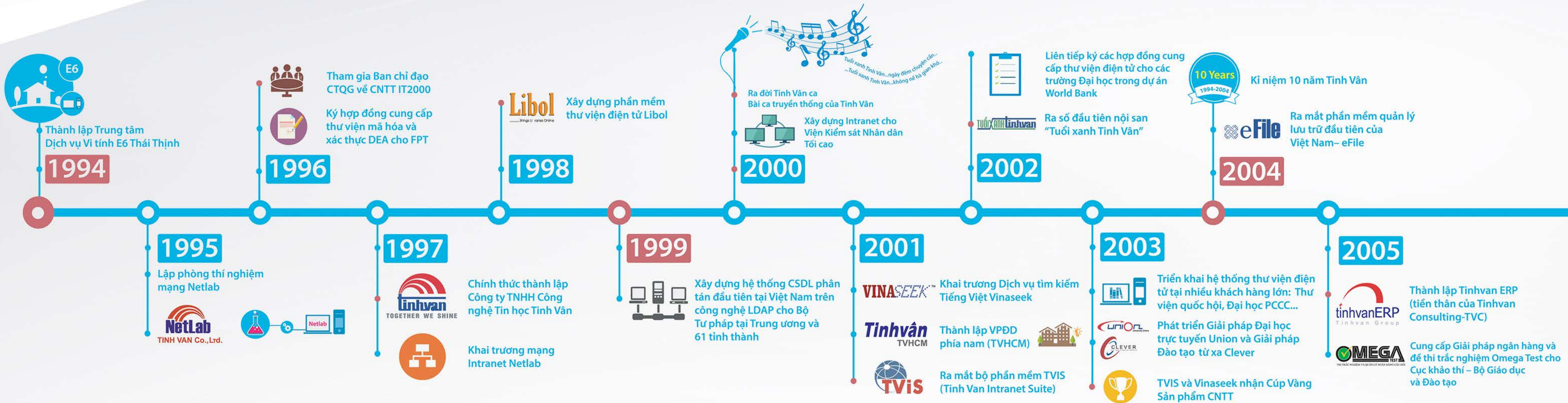


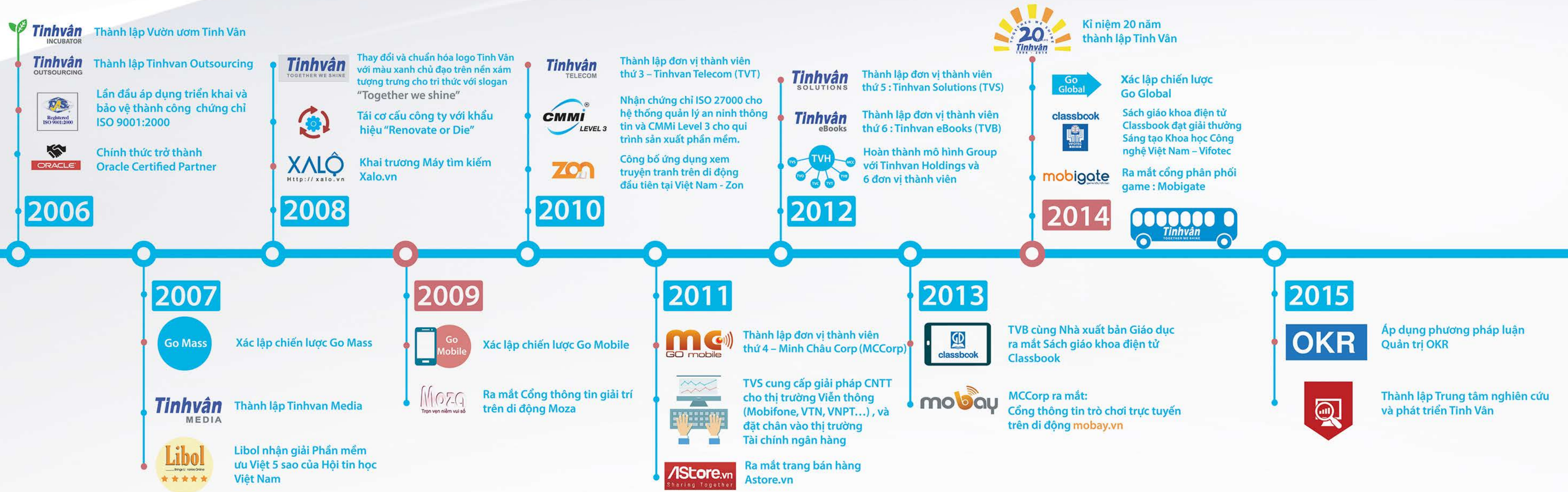
Revenue Chart



Revenue Structure (2015)







1. Go Service

- Business Model: Focus on B2B2C with “Service Mindset”
- Technology: Cloud, Big Data and SaaS

2. Go Global

- Expand from Domestic to Global Businesses
- Explore All Global Business Chances

3. Go South

- Increase Business Volume from Domestic South Market





TINHVAN TECHNOLOGIES JSC. (TVH – TINHVAN HOLDINGS)

FINANCE

ADMIN & HUMAN RESOURCE

PUBLIC RELATION

INFORMATION TECHNOLOGY

QUALITY ASSURANCE

TINHVAN SOLUTIONS

Government/ Financial/
Banking Market

TINHVAN CONSULTING

Enterprise Market

TINHVAN OUTSOURCING

Global Outsourcing Market

TINHVAN TELECOM

Digital Content
& Mobile Marketing

TINHVAN EDUCATION

Education Market

Tinhvan
Consulting
Rep. Office
in HCMC

Tinhvan
Outsourcing
Branch
in HCMC

Tinhvan
Outsourcing
Rep. Office
in Da Nang

Tinhvan
Outsourcing
Branch Company
in Japan

Tinhvan
Education
Branch
in HCMC

Tinhvan
Holdings
Branch
in HCMC

Key Partners	Key Activities	Value Propositions	Relationships	Customer Segments
<ul style="list-style-type: none"> - IT Corp. (IBM, Cisco, HP, Oracle, Microsoft..) - Telcos - Content Providers - Investment Banks 	<ul style="list-style-type: none"> - Software Development - Managing Tech. Platform - Relation Network Development - Business Development - Innovation Promotion 	<ul style="list-style-type: none"> - Software Solutions Packages - Software Outsourcing and Software Services - Consulting Services - Digital Content and Mobile Marketing - eTextbook Publishing 	<ul style="list-style-type: none"> - Relation Network - PR Events - Corporate's Magazine "My Tinhvan" - Social and Community 	<ul style="list-style-type: none"> - Government - Enterprises - Finance and Bankings - Japanese and US Corporations - Universities and High Schools - Mobile/Internet Users
	Key Resources		Channels	
	<ul style="list-style-type: none"> - Human Resources - Brands and IPs - Corporate Culture - Technology Infrastructure 		<ul style="list-style-type: none"> - Sales Force - Distribution Agencies - Telco VAS Services 	
Cost Structure		Revenue Streams		
<ul style="list-style-type: none"> - Tech. and Expert Team (mainly personel) - R&D Costs - S&M and G&A Costs - Traffics and Data Center Costs 		<ul style="list-style-type: none"> - Software Development and Outsourcing - Software Product Sales - Consulting and Software Services - Mobile VAS Revenue and Mobile Marketing 		



ISO 9001:2015 - Quality Management System (QMS) since 2006



ISO/IEC 27001:2013 - Information Security Management System (ISMS) since 2010



CMMi - Dev - Level 3 - Capability Maturity Model Integration for Development (CMMi – Dev) by Software Engineering Institute (SEI) since 2010



FEATURED RECOGNITIONS:

21 Sao Khue Prizes (2004 – 2015)

14 IT Golden Cups (2002 - 2014)

Top 5 ICT Vietnam and ICT Golden Cup (2008 - 2015)

Certificate of MIC of Excellent Achievement in contributing to the Development of Vietnam Software Industry

ICT Awards awarded by People's Committee of HCMC (2009 – 2014)



- After more than 20 years of development, Tinhvan is proud to have a unique culture characterized by kindness, humanism, creativity, humor, intellectual and spiritual wealth.
- Towards business, our culture is built based on “Customer-centric” behaviors and manners
- Towards people, our culture is built based on the “Bus” philosophy in which we features “right people”, “things we love to do”, and “do together”
- Tinhvan Culture is introduced and promoted through the intramural magazine named Mytinhvan; the chronicles “20 years of creativeness and sharing”, as well as many cultural activities held quarterly and annually.



**KEY
EXECUTIVES**





HOANG TO
CHAIRMAN

- January 2008 - Present: Chairman & CEO of Tinhvan Group.
- March 2000 – January 2008: Chairman of Tinhvan Technologies JSC.
- 1997: Director of Tinhvan Information Technology Co., Ltd.
- June 1995: Joined Tinhvan which was then a Computer Service Center.
- 1994: Graduated with a Master Degree in Theoretic Physics, from Faculty of Physics, Moscow State University named after M. V. Lomonosov, Russia.



NGUYEN QUAN SON
VICE CHAIRMAN
CEO - TINHVAN HOLDINGS

- 2015 - Present: CEO of Tinhvan Holdings.
- 2012 - 2015: CFO of Tinhvan Holdings.
- 2010 - 2012: CEO of Tinhvan Telecom.
- 1994: Founder of Tinhvan. One of the first contributors to build up Tinhvan Group today.
- 1989: Graduated with a Master Degree in Physics, from Faculty of Physics, Moscow State University named after M. V. Lomonosov, Russia.



BUI VAN KIEN

MEMBER OF BOD
CLO - TINHVAN HOLDINGS
CEO - TINHVAN TELECOM

- 2012 – Present: CEO of Tinhvan Telecom.
- 2010 – Present: CLO of Tinhvan Holdings.
- 2008 – 2010: Director of Administration and Human Resources of Tinhvan Group.
- 2007: Joined Tinhvan, taking on the role of the Corporate Legal Office.
- 2000: Graduated from the Faculty of Law, Hanoi National University.



PHAM THI THU HANG

CFO - TINHVAN HOLDINGS

- 2015 - Present: CFO of Tinhvan Holdings.
- 2008 - Present: Chief Accountant of Tinhvan Group.
- 2000- 2008: Chief Accountant of Tinhvan Informatics Technology Ltd., Co.
- 1997: Graduated from the faculty of Financial Engineering, National Economics University. Joined Tinhvan, taking on the role of accountant.



NGUYEN TUAN LUONG

MEMBER OF BOD
CEO - TINHVAN SOLUTIONS

- 2015 - Present: CEO of Tinhvan Solutions.
- 2010 - 2014: CBO of Tinhvan Group, Director of Tinhvan Solutions.
- 2008: Director of the Government Solutions Center (Tinhvan Solutions at present).
- 2001: Joined Tinhvan.
- 1997: Graduated from the faculty of Econometrics, Hanoi National Economy University.



NGUYEN ICH VINH

CEO - TINHVAN OUTSOURCING

- 2010 - Present: CEO of Tinhvan Outsourcing.
- 2009 - 2010: Sales Manager, Tinhvan Media.
- 2007: Graduated from a joint MSC program between Tokyo Institute of Technology, Japan and Chulalongkorn Royal University, Thailand.
- 2000: Bachelor of Engineering, Hanoi University of Technology.



CHU GIANG NAM
CEO – TINHVAN EDUCATION

- 2016: CEO of Tinhvan Education.
- 2012: Joined Tinhvan, taking on the role of Sales Director of Tinhvan Education.
- 1994: Graduated from the faculty of Industrial Economics, National Economics University.



NGUYEN HUY CUONG
CHAIRMAN & CEO - TINHVAN CONSULTING

- 2010 – 2014: Member of BOD of Tinhvan Group.
- 2005 - Present: Founder, chairman & CEO of Tinhvan Consulting.
- 1994: Graduated with a Master Degree in IT Management, from Wroclaw University of Technology, Republic of Poland.



PHAM THUC TRUONG LUONG

MEMBER OF BOD
CTO - TINHVAN EDUCATION



NGUYEN SON TUNG

MEMBER OF BOD
COO - TINHVAN SOLUTIONS

- 2016: CTO of Tinhvan Education.
- 2012 - 2015: CEO of Tinhvan Education.
- 2007 - 2010: CEO of Tinhvan Media.
- 2006: CEO of Tinhvan Technologies JSC.
- April 1998: Joined Tinhvan, author and product manager of various software solutions of Tinhvan such as: Libol, Union, Xalo...
- 1994: Graduated from the Faculty of Physics, University of Science, Vietnam National University.
- 2012 - Present: COO of Tinhvan Solutions.
- September 2001 - August 2006: Director of Tinhvan Information Technology Ltd, Co.
- 1994: Founder of Tinhvan. One of the first contributors to build up Tinhvan Group today.
- 1994: Graduated from the Faculty of Math & Computer Science, University of Science, Vietnam National University.
- September 1988 to September 1991: Student at Faculty of Physics, Moscow State University named after M. V. Lomonosov, Russia.



NGUYEN KHANH HOAN
MEMBER OF BOD

- 2011 – Present: Member of BOD of Tinhvan Group
- 2010: Vice Chairman of Tinhvan Group.
- 2008: Deputy Director of the Education Solution Center.
- 2001: Deputy HR Director.
- 1997: Graduated from the faculty of Construction, National University of Civil Engineering.
- 1994: Founder of Tinhvan. One of the first contributors to build up Tinhvan Group today.



PHAN QUANG MINH
CCO – TINHVAN HOLDINGS
DIRECTOR – TINHVAN HOLDINGS
BRANCH IN HCMC

- 2012 – Present: Director of Tinhvan Holdings Branch in HCMC.
- 2009 - Present: CCO of Tinhvan Holdings.
- 2008 - 2009: Business Development Director of Tinhvan Technologies JSC.
- 2005 - 2006: Business Director of Tinhvan Information Technology Co.,Ltd.
- 1997: Joined Tinhvan.
- 1994: Graduated with a Master Degree in Software Development , Moscow State Technical University, Russia.

**MEMBER
COMPANIES**



Tinhvan Solutions aims to become a leading IT Solutions and Service Provider in the fields of Finance and Banking.

Key Services:

- **SI and IT Consulting**
- **eGovernment Solution Providers**
- **Core Banking**
- **Software Products, Software Development and SaaS**

Key Products:

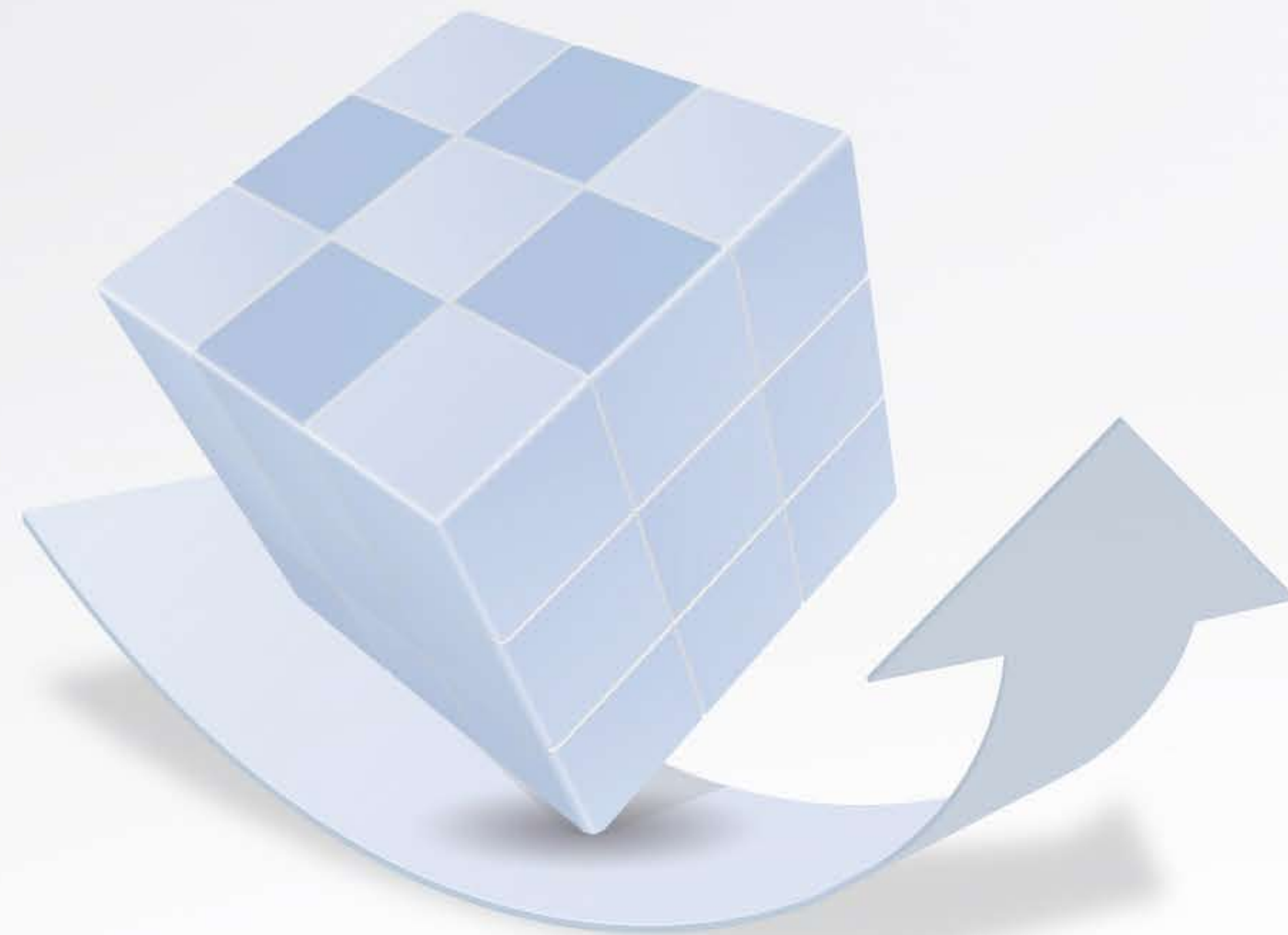


PARTNERS



Software for Finance – Banking

- Information System for Managing Credit Fund System
- Internal Statistics Management Software
- Database System for Managing Stock Traders
- Information Management System for Public Company and Stock Company
- Public Services for invoice declaration of online payment transaction and one-door transaction in treasury field
- Public Services for registration and use of Account in State Treasury



CUSTOMERS

 QUỐC HỘI National Assembly	 Bộ Tài chính Việt Nam Ministry of Finance	 VĂN PHÒNG CHÍNH PHỦ Office of the Government
 BỘ GIÁO DỤC VÀ ĐÀO TẠO Ministry of Education and Training	 Bộ Ngoại Giao Ministry of Foreign Affairs	 Ministry of Public Security
 Ministry of Planning and Investment	 State Treasury	 State Bank
 People's Court	 THỦẾ NHÀ NƯỚC General Department Of Taxation	 State Security Commission
 VietinBank	 Vietcombank Together for the future	 TECHCOMBANK

No.1 in Human Capital Management Solutions

Tinhvan Consulting focuses to become the leading consulting company at Vietnam in IT and Enterprise administration with the strong combination of experiences and skills in business administration and technology capacities, to enable of professionals and locals to deploy enterprise application solutions:

- Human Capital Management (HRM)
- Enterprise Resource Planning (ERP)
- Consulting Service of IT Strategy



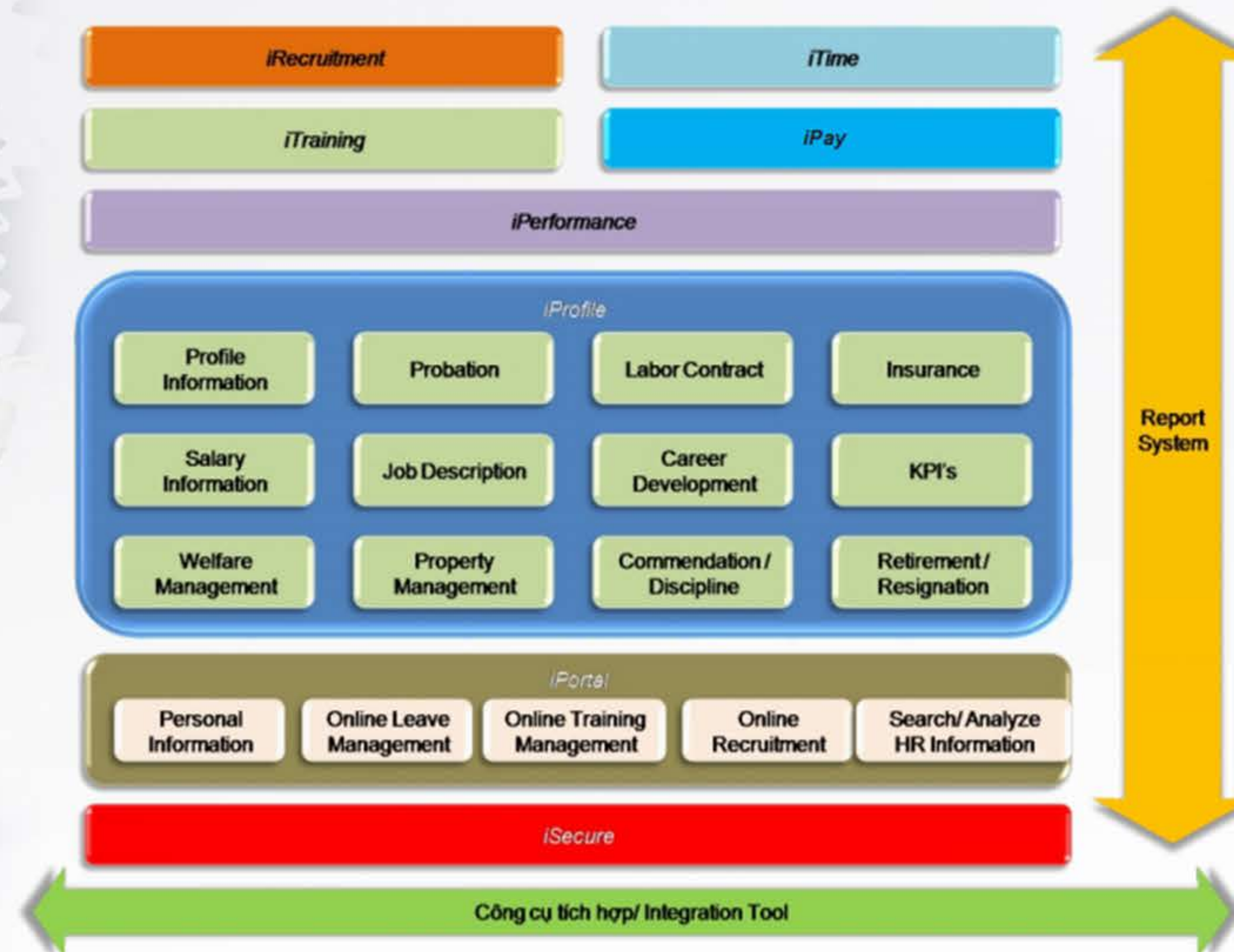
CUSTOMERS



HiStaff ✓
PROFESSIONAL HRM SOLUTION

HiStaff is indigenously professional solution for general management of human resources for medium and large enterprises. Accumulated experience in deploying for the leading enterprises in Vietnam, HiStaff has been continuously being developed and compled to provide customers with the most effective and practical tools in human resource and the ability to comprehensively intergrate with advanced ERP systems.

HiStaff - Function Modules Map



HiStaff - Awards



Markets



Locations



Vertical Domains



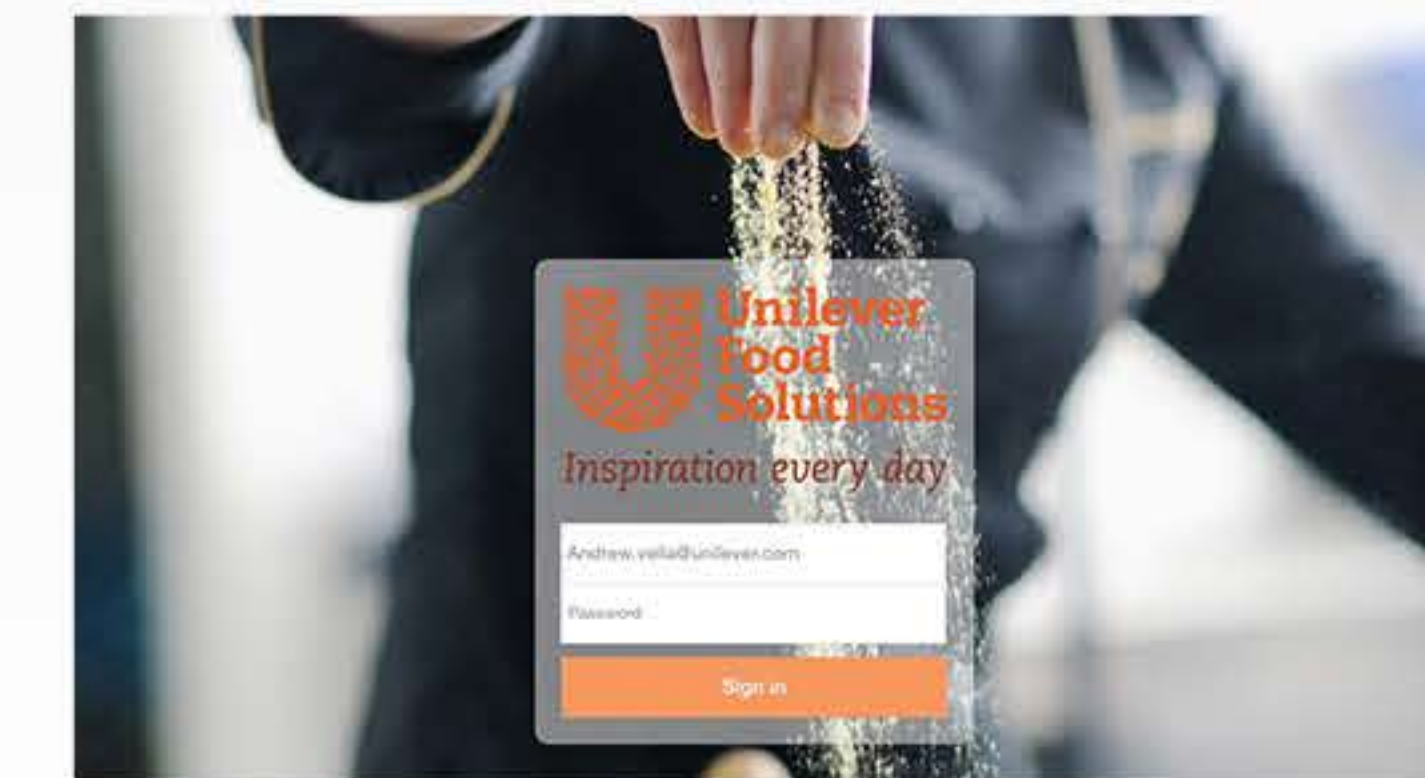
Automotive



Finance and Banking



Logistics



Consumer Goods

PEOPLE ENABLEMENT & RETAINING



Tinhvan Outsourcing
as long-term strategic partner

CUSTOMERS

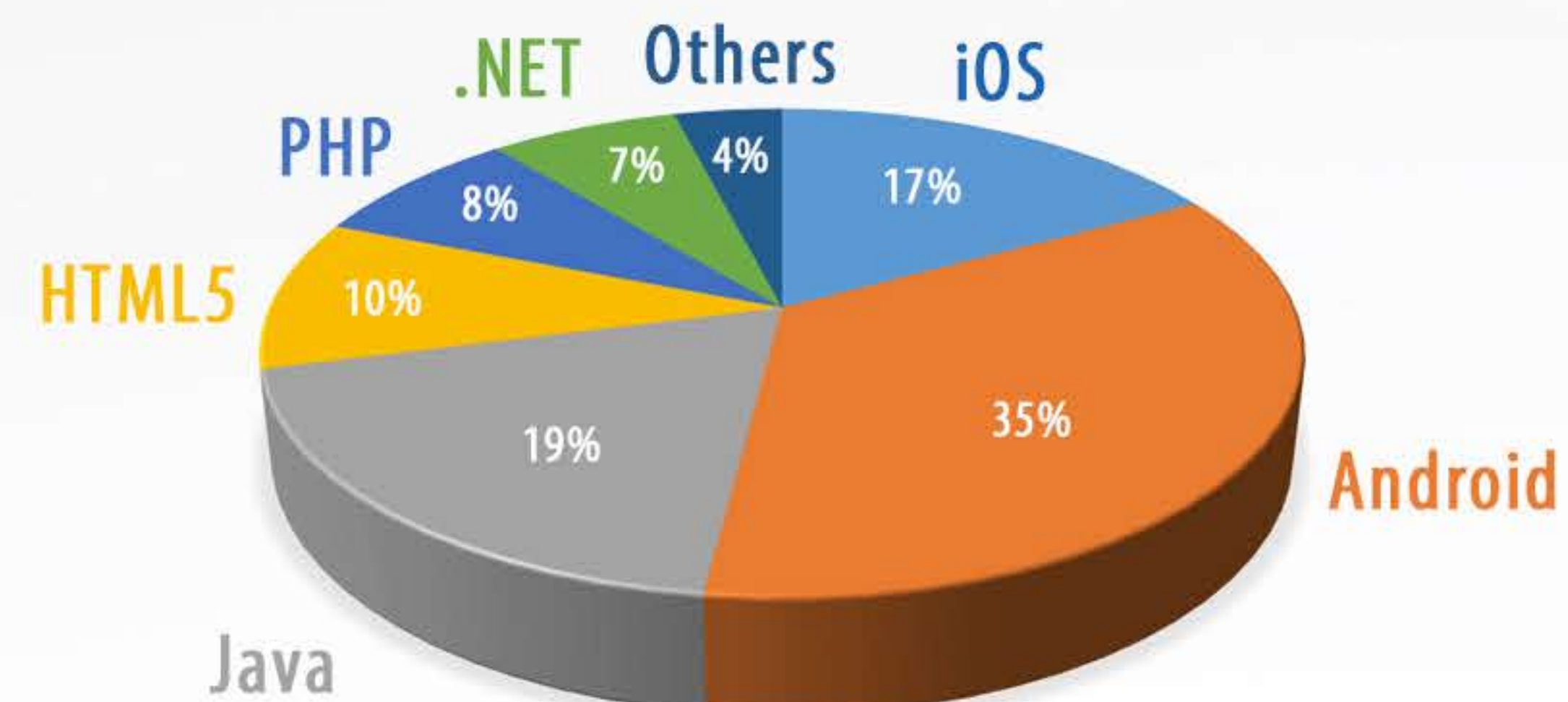
NEC

Panasonic

NTT DATA

NE | NISSHO
VIETNAM

SKILLS



LEADING DELIVERY CAPACITY



Vision

To be the leader of mobile-based eco-system of mobile content distribution in Vietnam, based on technology competencies and the diversity of digital content and services.

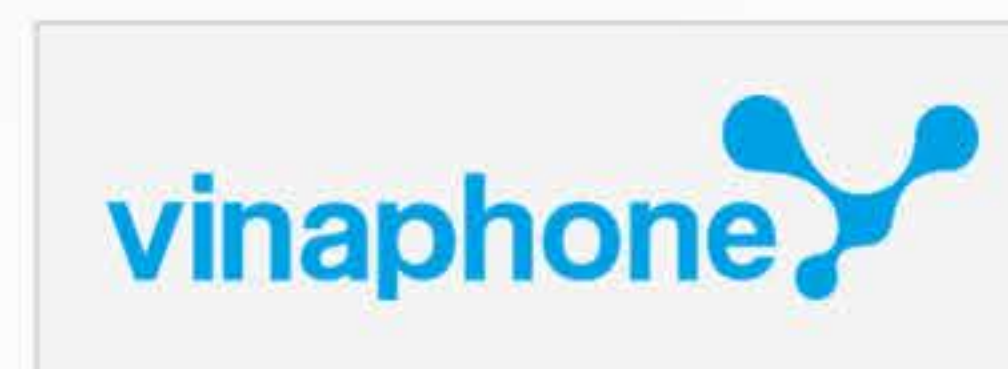
Mission

- * To foster and nurture strong relationships with our partners and customers in order to optimize the ability to facilitate the mobile content
- * To adopt cost effective and leading technology systems, generate high quality products and services and push to deliver savings to clientele and profitability to partners within the targeted businesses
- * To lead by examples in the mobile industry with pioneering concepts and products whilst instilling integrity and creativity in our corporate culture

Key Business Strategy



PARTNERS



BUSINESS LINE-UP



MOBILE CONTENTS

Pioneer in connecting a variety of international and local content providers and publishers in the digital / mobile content market

The first to launch mobile entertainment portal since 2012

The first to launch a streaming gaming proposition based on HTML5 games for smartphone, tablet and desktop users, offering a universal gaming experience.

The key provider for Telcos CP Platform, Mobile VAS Pioneer Content and Technology



MOBILE MARKETING

The first Mobile Affiliate Network in Vietnam since 2012, focusing on app/game revenue-share model

The first Mobile Incentivized Lockscreen Platform in Vietnam

Flexible in type of Advertising: CPM/CPC/CPA/CPI/CPS

Increase APP Ranking and Brand awareness
Working closely with Vietnam's Major Game Publishers as well as Brand Agencies

Mission

Developing educational digital materials and technology solutions which facilitate teaching and learning processes both in and beyond traditional classrooms

Products and services



CLASSBOOK TABLET

A specialized tablet for education



CLASSBOOK APP

App for reading and purchasing digital textbooks, available on Android, iOS and Windows



DIGITAL TEXTBOOKS

Full set of interactive and multimedia-enhanced textbooks on a proprietary digital publishing platform.



CLASSBOOK STORE

The online store of learning and teaching materials including e-books, e-lectures, apps, tests and multimedia contents



EDUCATION SOLUTIONS

- Digital textbooks publishing platform
- Elearning and online testing platform
- Tablet-based interactive class management solution

Classbook Store Ecosystem

100.000 users including teachers, students and parents

Thousands of contents including books, apps, E-lectures, tests, etc. from various publishers and CPs

100.000 monthly downloads

Awards

Vifotec Award of 2014

Sao Khue Award of 2013 and 2015

Nhan Tat Dat Viet Award of 2012



Classbook Interactive Activities



PARTNERS



SAMSUNG

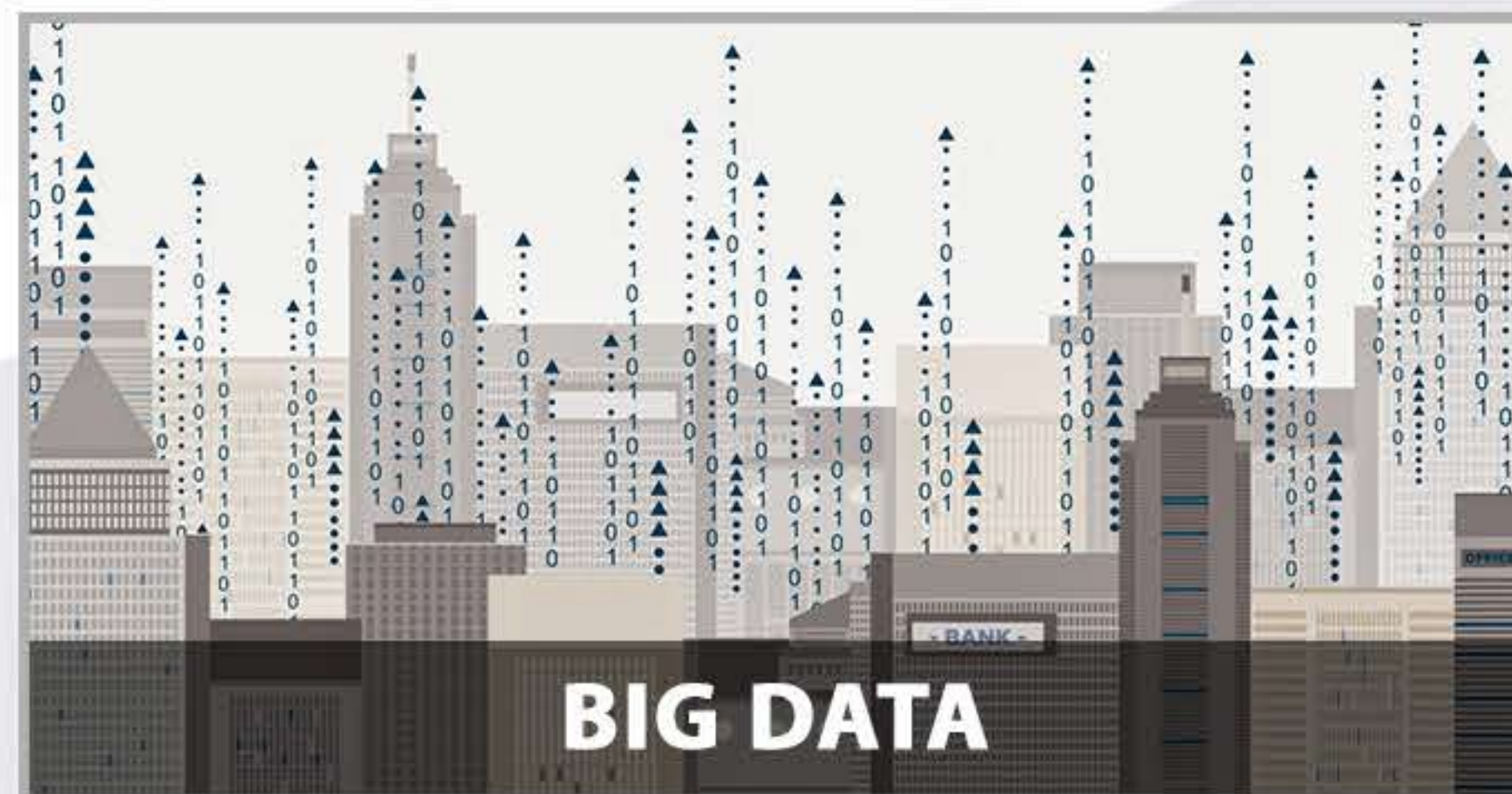




Tinhvan Ecosystem Tree

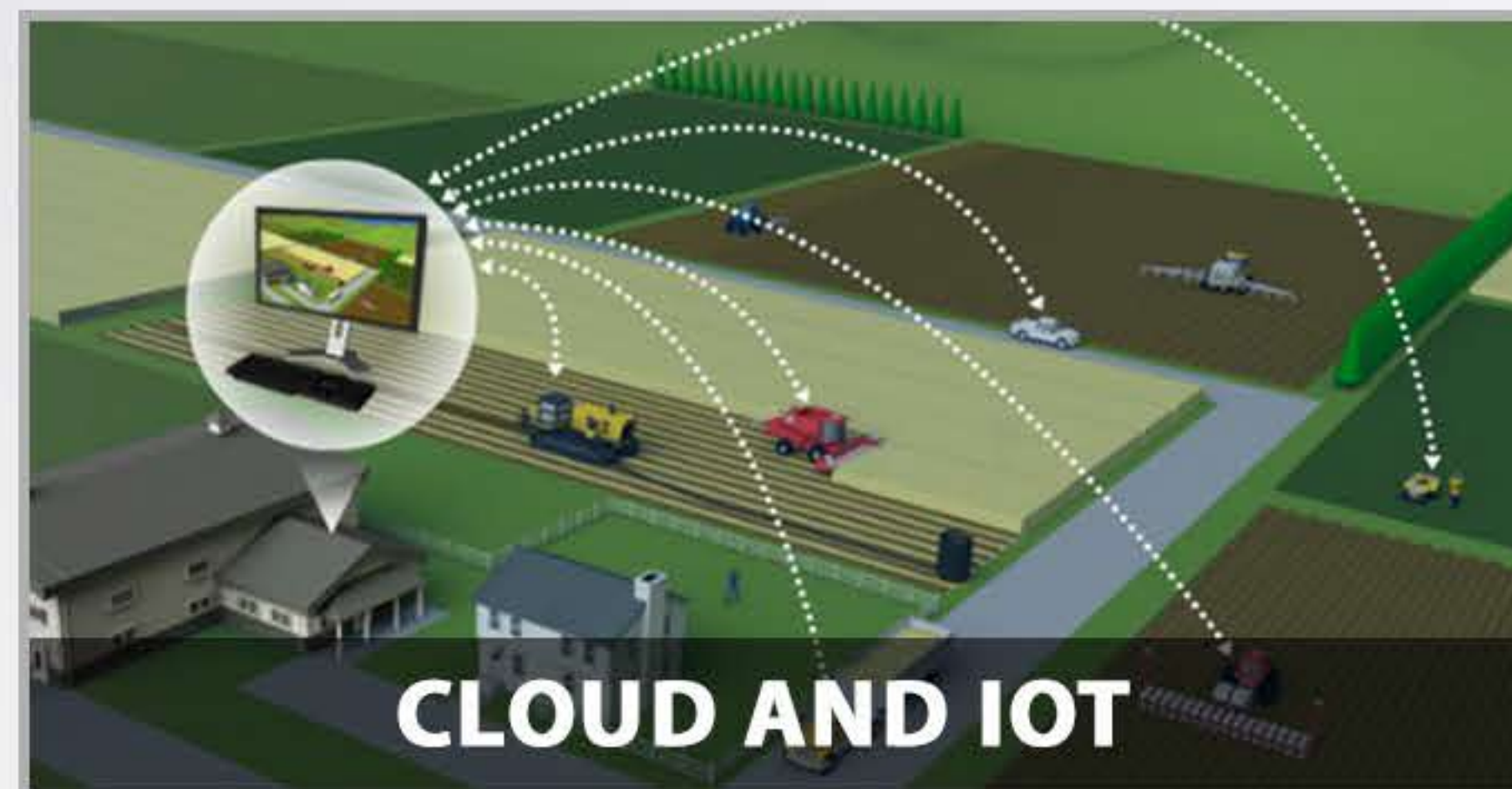
Tinhvan ecosystem is formed by its member companies, each has been growing steadily and together offering more than 30 products and services which build their own brand recognition, market share and customer base of corporations, organizations and millions of individual users and generate significant revenue streams.

Tinhvan Group focuses on researching technology and has pioneered in many fields in Vietnam. Especially, we own numerous patents in the field of information security, searching, natural language processing, artificial intelligence ...

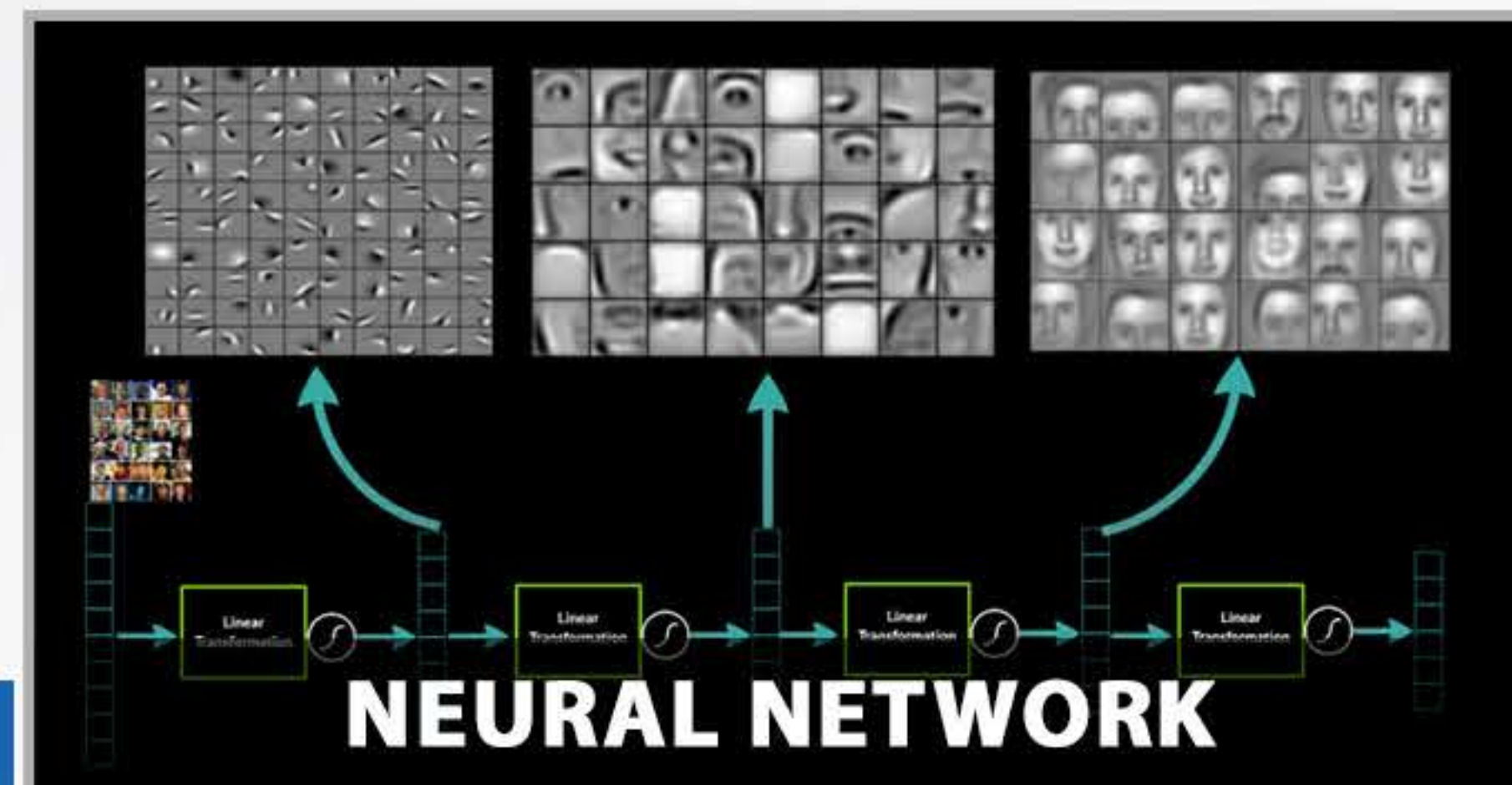


- Real-Time Analytics and Tax Anti-Fraud Solutions (for GD of Taxation)

- Vietnamese Search **VINASEEK™** (1997) and **XALO** (2007)
Http://xalo.vn

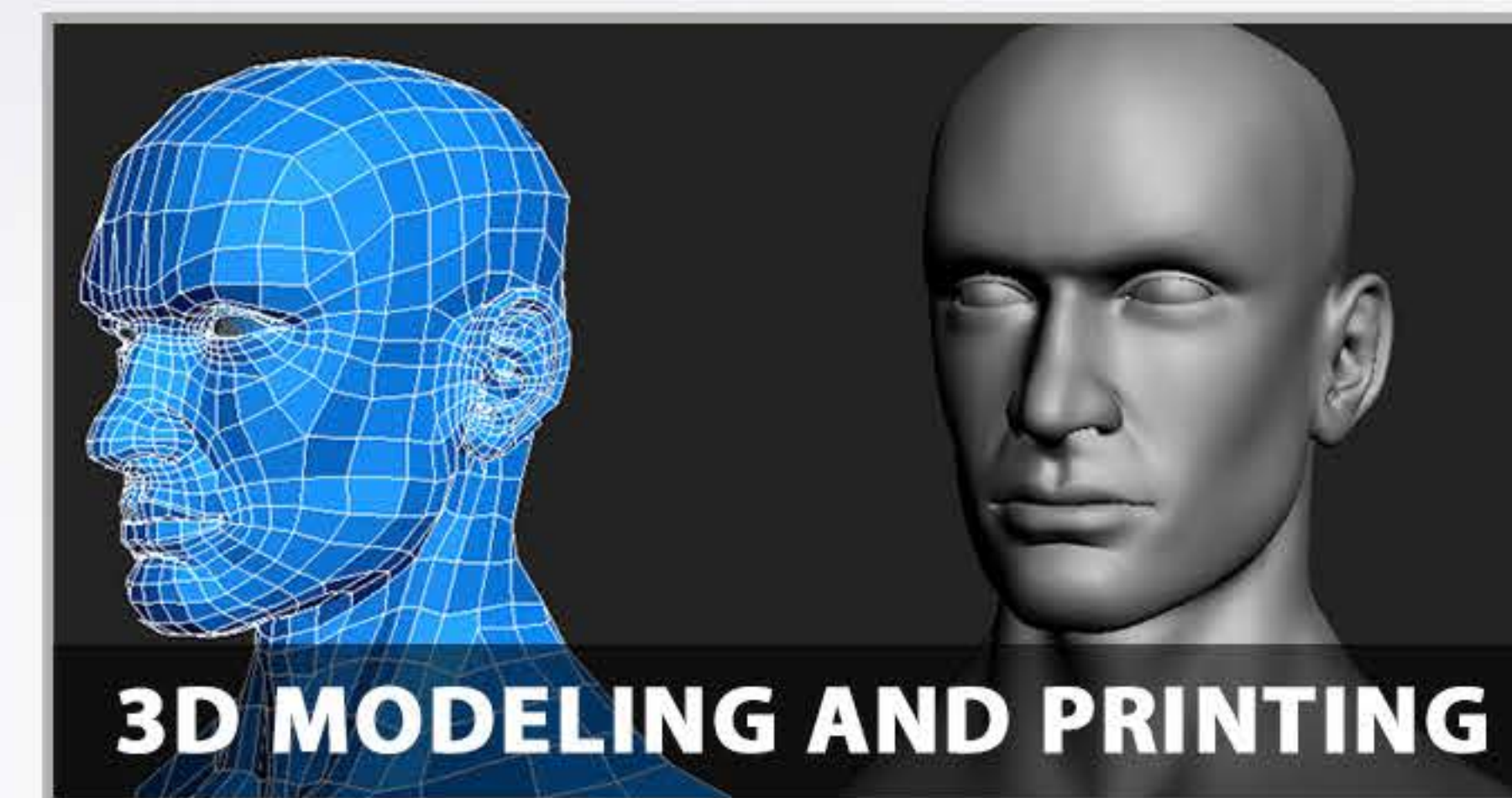


- Wearable Device and Sensor Platform



- Hand-written Signature Recognition

- Face Recognition



- Bone 3D Printing (for Medicine)

- 3D Medical Diagnosis



- VR Game Development Platform

- VR Film (for Tourism)



- English-Vietnamese Automation Translation **DAUIT** (2005)
E-V Translate Machine

- Poem Composer Machine **THƠ MÁY** (2010)
nhấn nút phut thơ

