



# Company presentation

March 2018

# Agenda

## **1. Business Landscape**

## **2. Company Highlights**

- i. Overview
- ii. Business Activities
- iii. Vision & Strategies

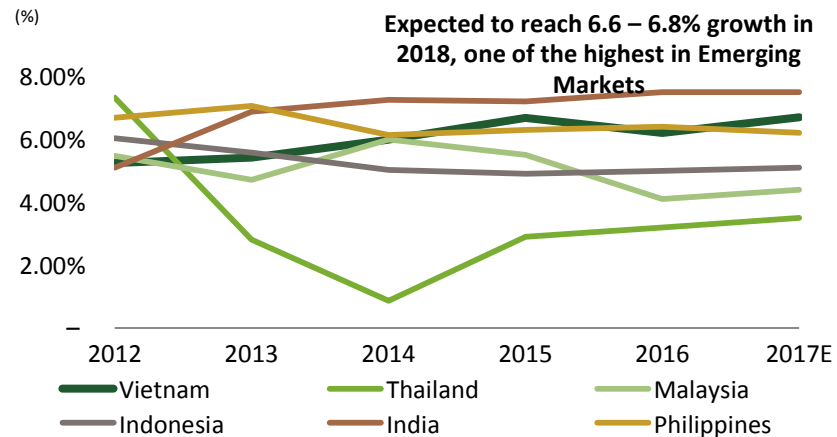
## **3. 4Q2017 Updates**

## **4. Annexes**

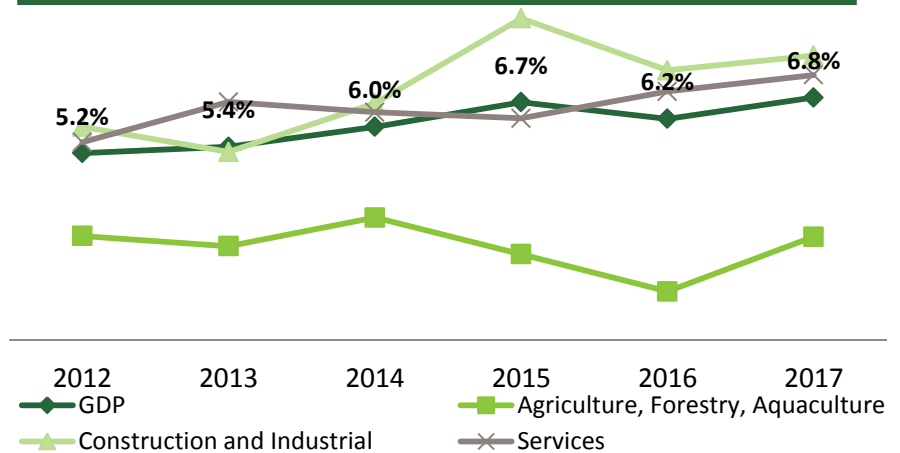
# **1. Business Landscape**

# Favorable macroeconomic environment

## Strong GDP growth

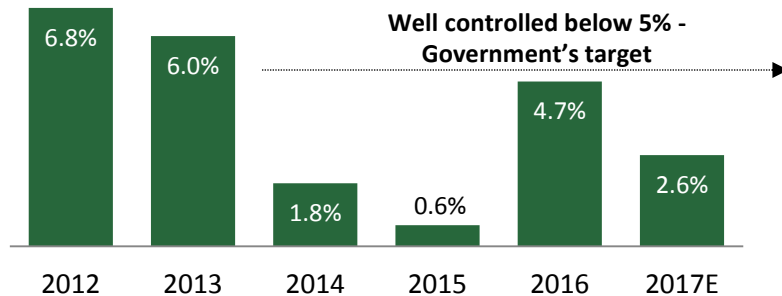


## GDP growth by sector

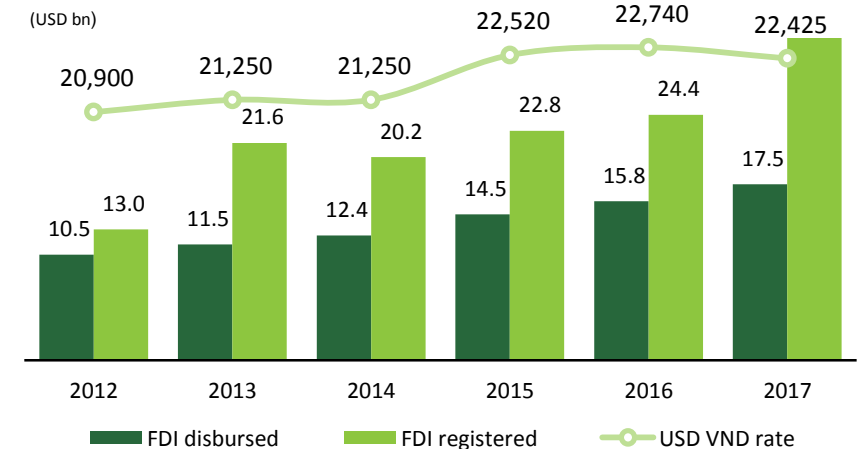


## Stabilized inflation rate

(YoY increase in consumer price)



## Steady FDI inflows supporting FX rate

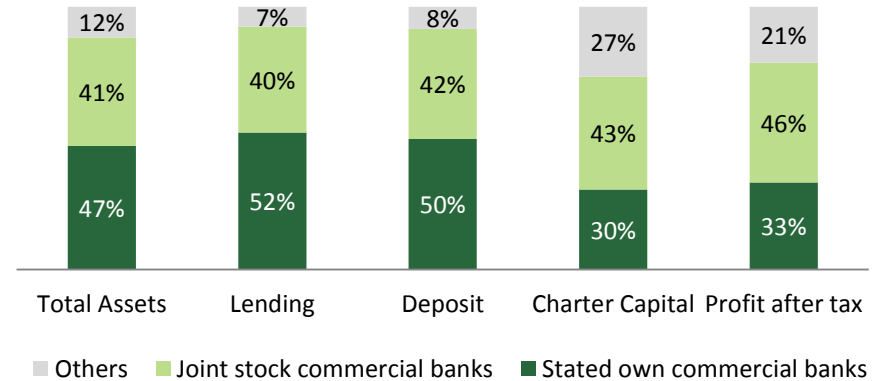


# High potentials in banking sector

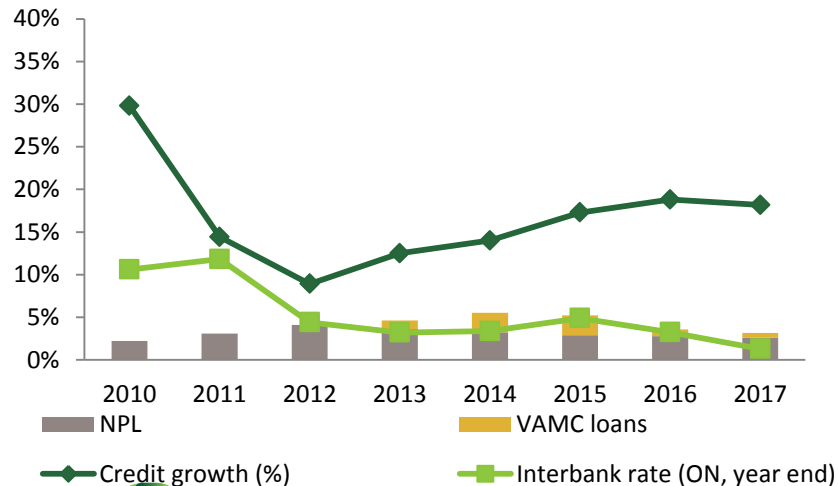
## Overview

- Large number of banks (98); market share dominated by SOCBs .
- Industry restructuring plan commenced with bank consolidation and credit control enhancement
- Strong, double digit growth in credit and deposits
- High growth potential
  - Only 35% of country's population currently has a personal bank account
  - Favorable demographics with growing levels of urbanization, young population & rising income

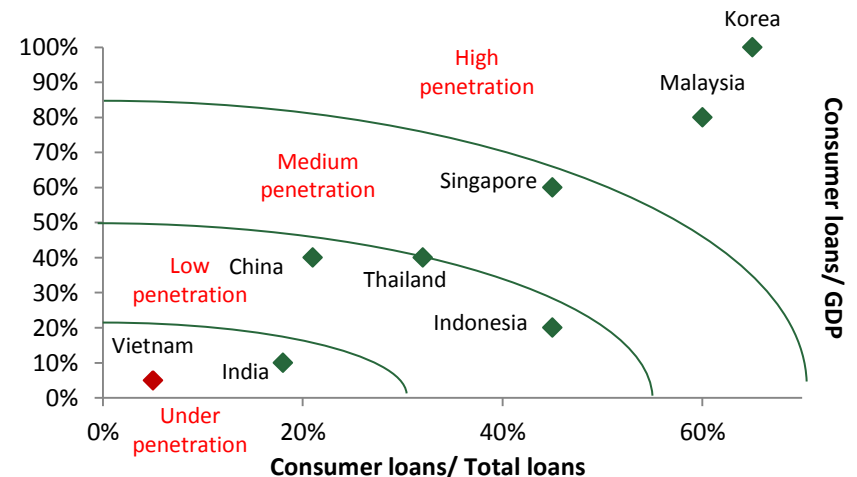
## Market share by 5 indicators (2017)



## Banking cycle – Settle into stability and recovery





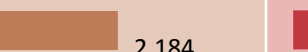








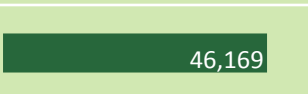
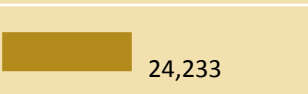
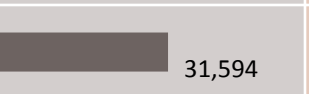
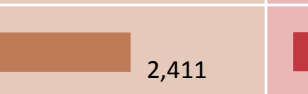
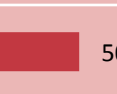

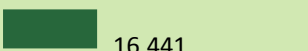
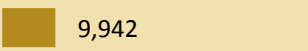
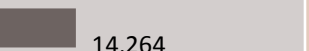



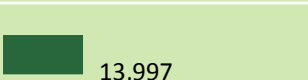

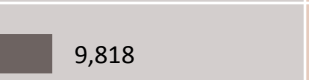
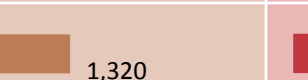


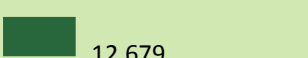
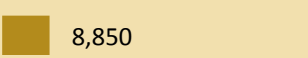
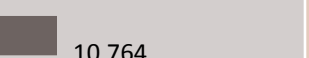

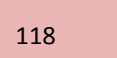







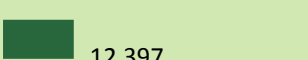
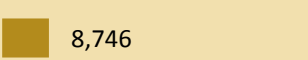
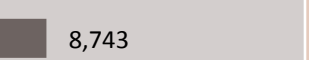

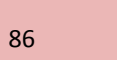

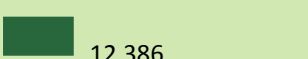
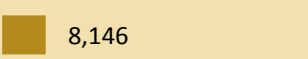

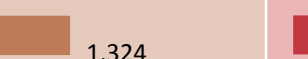









## Promising consumer finance segment



# Ranking of major players (2017)

Unit: USD mn

|       | Bank  | Assets   | Loans  | Deposits  | Total Equity  | Profit before tax   |
|-------|---|--|--|---|---|---|
| SOCBs |  <b>BIDV</b>   |  53,586   |  38,618  |  38,341  |  2,184   |  392   |
|       |  <b>VietinBank</b>   |  48,830   |  35,259  |  33,551  |  2,840   |  411   |
|       |  <b>Vietcombank</b><br><small>Together for the future</small>    |  46,169   |  24,233  |  31,594  |  2,411   |  506   |
| JSCBs |  <b>Sacombank</b><br><small>NGÂN HÀNG SÀI GÒN THƯƠNG TÍN</small> |  16,441   |  9,942   |  14,264  |  1,036   |  66    |
|       |  <b>MILITARY BANK</b>  |  13,997   |  8,214   |  9,818   |  1,320   |  206   |
|       |  <b>ACB</b>  |  12,679   |  8,850   |  10,764  |  715     |  118   |
|       |  <b>TECHCOMBANK</b>  |  12,013   |  7,173   |  7,624   |  1,201   |  358   |
|       |  <b>SHB</b>  |  12,397 |  8,746 |  8,743 |  663   |  86  |
|       |  <b>VPBank</b>   |  12,386 |  8,146 |  5,955 |  1,324 |  362 |
|       |  <b>EXIMBANK</b>   |  6,643  |  4,518 |  5,241 |  636   |  45  |

Source: 2017 FS of referred banks, exchange rate at USD 1 = VND22,425

Note: JSCB refers to Joint Stock Commercial Bank (privately-owned) and SOCB refers to State Owned Commercial Bank.

## **2. Company Highlights**

# A leading player in Vietnam's banking sector

## Market position in Vietnam by:

|    |   |   |  |
|----|---|---|--|
| #2 | Ownership Capital                         | > | US\$ 2.4 bn                                  |
| #1 | Market Capitalisation                     | > | US\$ 8.7 bn                                  |
| #3 | Total Assets, Loans and Non-bank Deposits | > | US\$ 46.2 bn<br>US\$ 24.2 bn<br>US\$ 31.6 bn |
| #1 | PBT                                       | > | US\$ 506 mn                                  |
| #1 | Card Services                             | > | 16.3 mn cards                                |
| #1 | ATM & Point-of-Sale Networks              | > | 2,487 ATMs<br>47,030 PoS                     |
| #1 | E-banking                                 | > | 13.1 mn users                                |
| #1 | FX  | > | US\$ 45.1 bn                                 |
| #1 | International Settlement                  | > | US\$ 69.4 bn                                 |

- Universal banking model across a wide range of financial services spanning retail, corporate and financial institutional clients
- 496 branches/ transaction offices and 16,227 employees
- VCB maintains highest ratings among Vietnamese banks by international credit rating firms

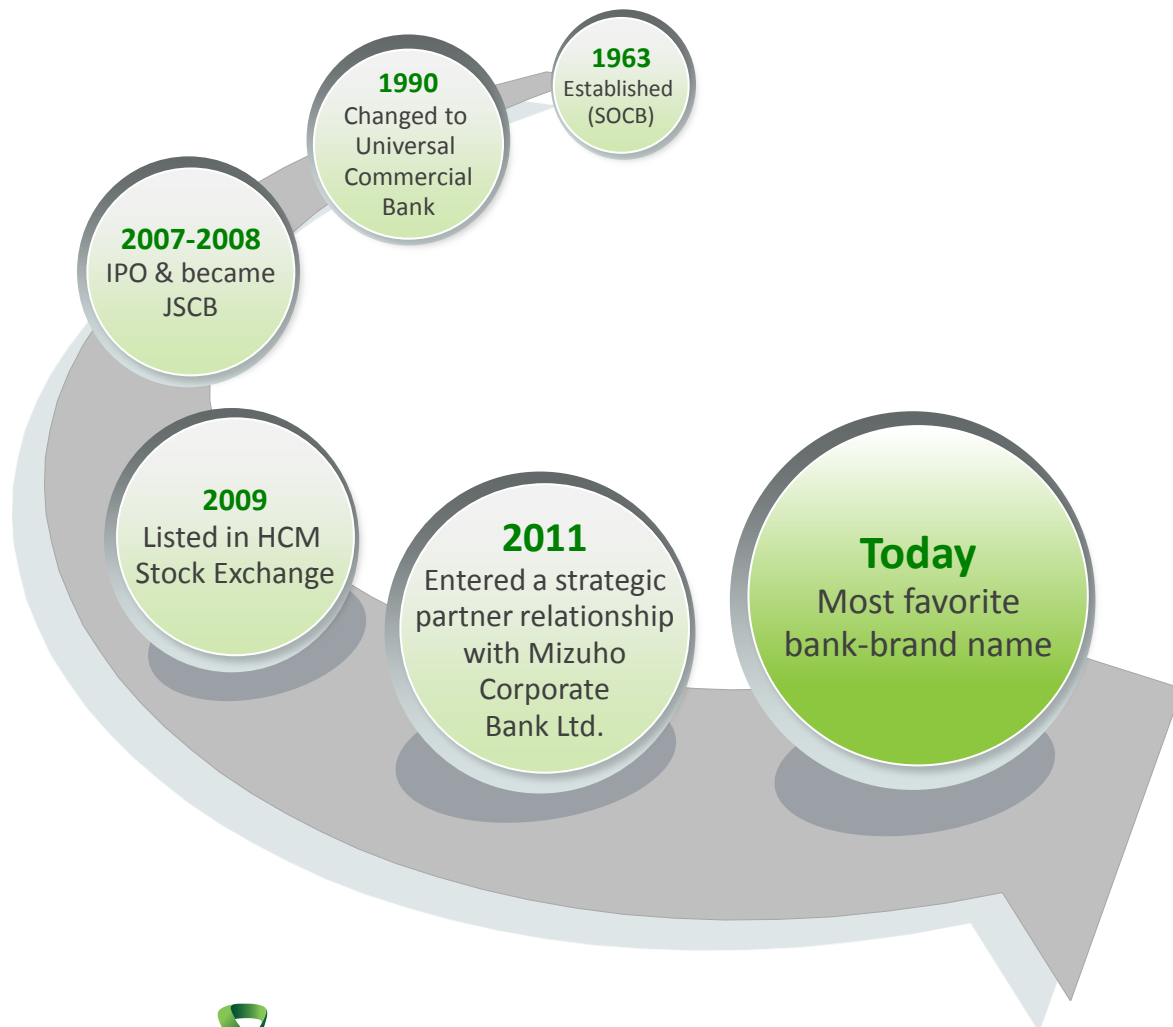
| Firm    | S&P    | Fitch    | Moody's  |
|---------|--------|----------|----------|
| Rating  | BB-/B  | B+/b-    | B1/b1    |
| Outlook | Stable | Positive | Positive |



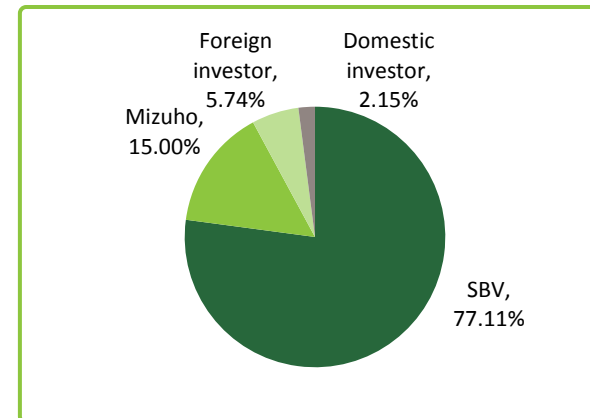


# Strong heritage and track record of achievements

## Corporate milestones



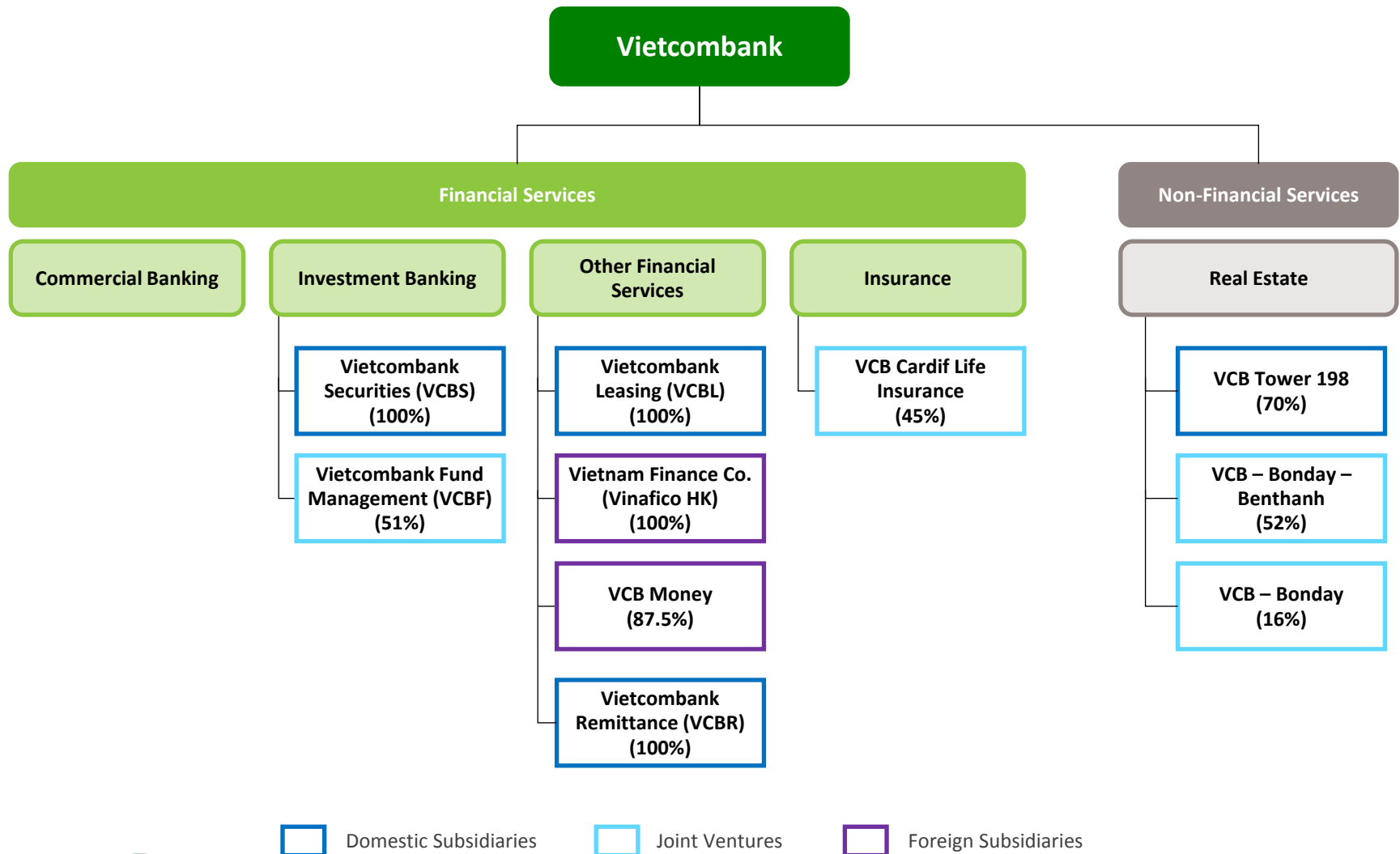
## Key shareholders



## Major awards

|                         |  |
|-------------------------|--|
| <b>Forbes</b>           | <b>Best Listed Company</b> in Vietnam 2013-2016                  |
| <b>ASIAMONEY</b>        | <b>Best Cash Management Bank</b> in Vietnam 2015                 |
| <b>THE ASIAN BANKER</b> | <b>500 Strongest Banks</b> in Asian Pacific 2016                 |
| <b>THE ASIAN BANKER</b> | <b>Best Bank</b> in Trade Finance/ Card Services in Vietnam 2016 |
| <b>THE ASIAN BANKER</b> | <b>Best Transaction Bank</b> in Vietnam 2016                     |
| <b>EUROMONEY</b>        | <b>Best Bank</b> in Vietnam 2016                                 |
| <b>Best Local Bank</b>  | <b>Best Local Bank</b> in Vietnam 2008-2013                      |
| <b>The Banker</b>       | <b>Ranked # 485</b> among the world's top 1000 banks             |

# Corporate structure



# Experienced management team and BoD with deep industry expertise

## Chairman and CEO profile

- Mr. Nghiem Xuan Thanh, Chairman of Board of Directors, has been with VCB since 2013 and has a banking career spanning over 25 years in various banks in Vietnam and in the State Bank of Vietnam. Before being appointed the Chairman, Mr. Thanh was member of the Board of Directors and concurrently the CEO of VCB.
- Mr. Pham Quang Dung, Chief Executive Officer, has been with VCB since 1994 and has over 20 years of banking and finance experience in Vietnam. Before being appointed the CEO, he held various positions in VCB, including member of the Board of Directors and the Deputy CEO

## Board of Directors



**Nghiem Xuan Thanh**  
Chairman of the BoD



**Nguyen Manh Hung**  
Member of the BoD



**Nguyen Thi Dung**  
Member of the BoD



**Eiji Sasaki\***  
Member of the BoD



**Nguyen My Hao**  
Member of the BoD



**Pham Anh Tuan**  
Member of the BoD

- Pham Quang Dung

\* Also serves as Deputy CEO

## Board of Management



**Pham Quang Dung\***  
Chief Executive Officer



**Pham Manh Thang**  
Deputy CEO



**Dao Hao**  
Deputy CEO



**Nguyen Thi Kim Oanh**  
Deputy CEO



**Dao Minh Tuan**  
Deputy CEO



**Dinh Thi Thai**  
Deputy CEO



**Truong Thi Thuy Nga**  
Deputy CEO



**Phung Nguyen Hai Yen**  
Deputy CEO



**Le Quang Vinh**  
Deputy CEO



**Le Hoang Tung**  
Chief Accountant

## Supervisory Board



**Truong Le Hien**  
Head Of Supervisory Board



**La Thi Hong Minh**  
Member of Supervisory Board



**Do Thi Mai Huong**  
Member of Supervisory Board



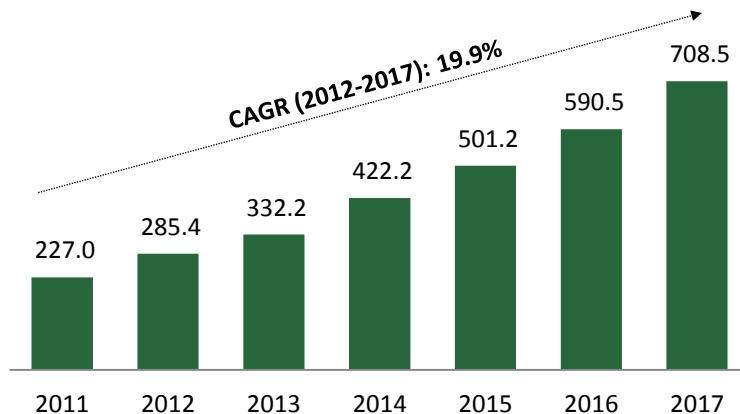
**Vu Thi Bich Van**  
Member of Supervisory Board

# Deposit - Strong brand positioning driving robust growth

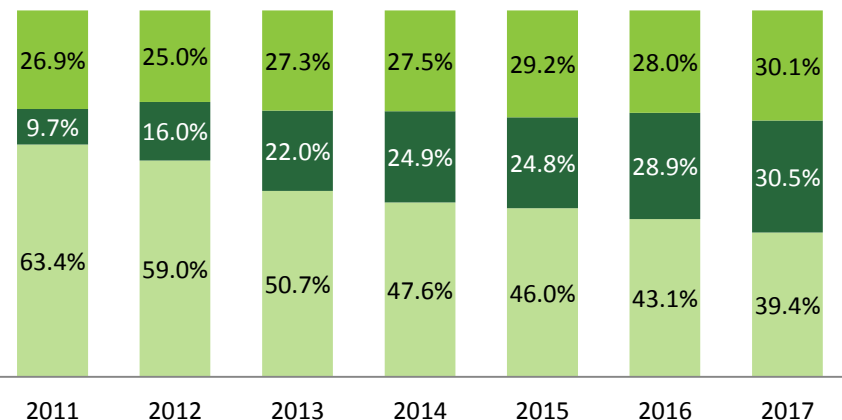
- Customer deposits are the largest source of total funding, accounting for ~72%
- Growing market share (~10%) on the back of strong nationwide brand recognition and loyalty
- 2017 deposit balance: ~VND 708.5 tn, up 20.0% compared with 2016; recorded 19.9% CAGR between 2012 – 2017
- Deposit structure:
  - Advantages of low cost funding resources: Demand deposits account for ~29.4%
  - ~45% corporates & SMEs and 55% individuals
  - VND-denominated deposits account for ~81%

## Customer deposit

(VND bn)



## Deposit breakdown by term



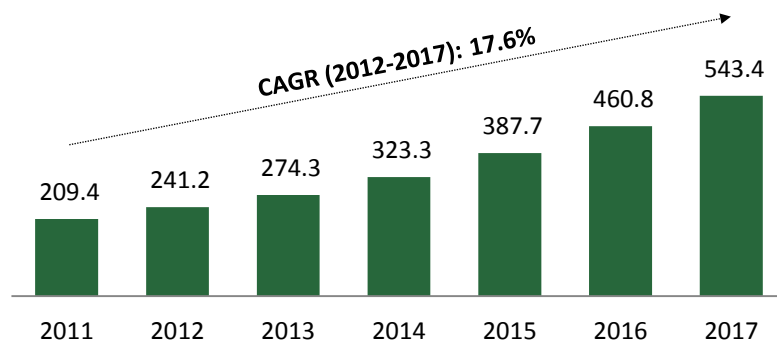
■ Term deposits (12M and below) ■ Term deposits (above 12M) ■ Current accounts

# Loan portfolio – Increasing retail component

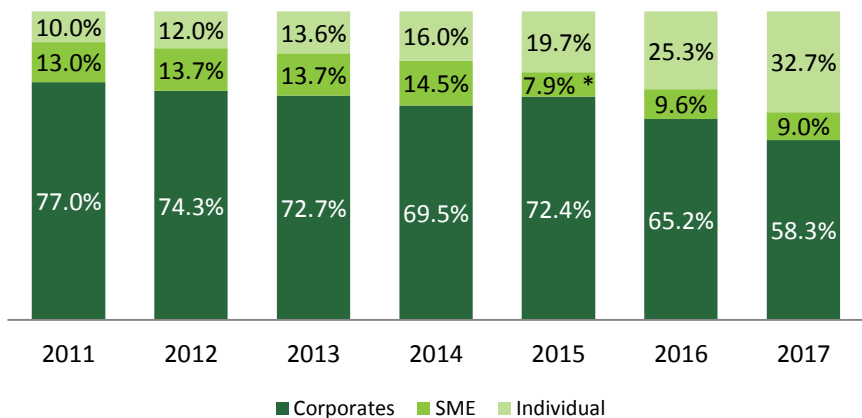
- Market share ~9%
- 2017: Total loans: ~VND 543.4 tn, increased 17.9% against 2016; recorded 17.6% CAGR between 2012 – 2017
- Loan composition
  - Growing loan portfolio with a focused approach to increase loans to retail banking
  - Long and medium term loans account for 44% of total loans
  - Domestic currency loans account for 84% of total loans
- ~79% of the total loans are collateralized
- 2017 NPL ratio: 1.14% of total loans (1.11% of total loans and corporate bonds)

## Total loans

(VND bn)



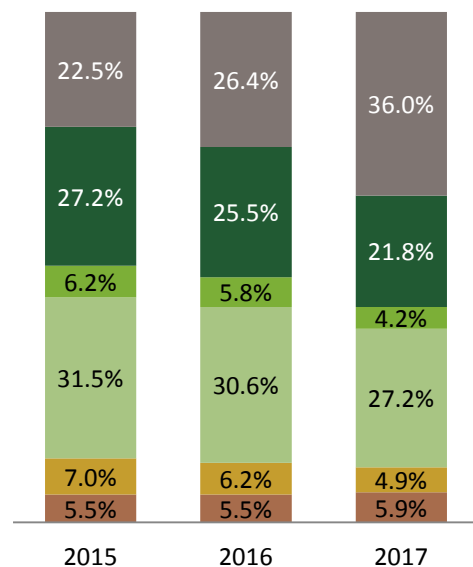
## Lending breakdown by clients



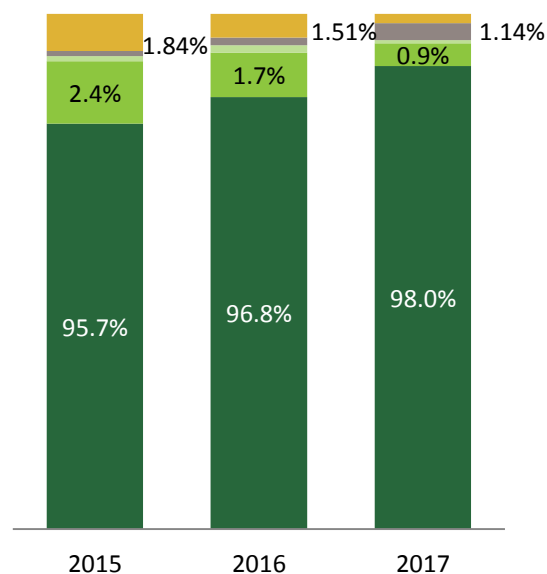
# Loan portfolio – Diversified with a focus on high-growth sectors with good credit quality

## Lending breakdown

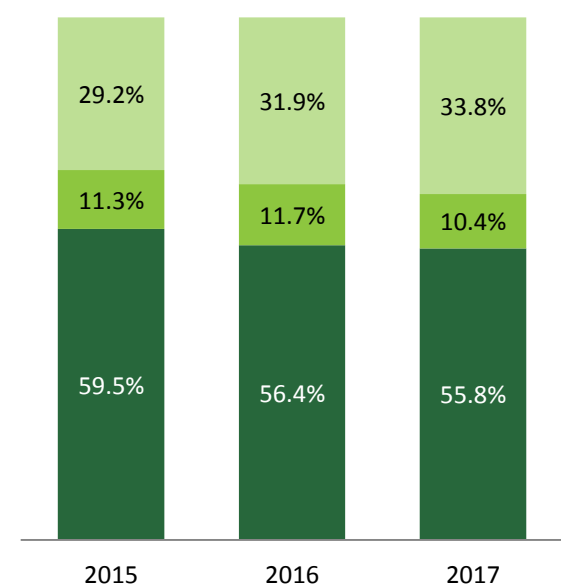
By sector



By loan group



By term



- Others
- Trading & services
- Transportation, logistics, communication
- Processing, manufacturing
- Electricity, gas, water processing & supplying
- Construction

- Current
- Sub-standard
- Loss
- Special mentioned
- Doubtful

- Short-term
- Medium-term
- Long-term

# Non credit activities – Leading platform for trade financing and cross-border business needs

## ■ Leading position in Trade Financing (TF) and International Settlement

- Market share: ~16.3% in TF
- Solid customer-base include country's top importers & exporters
- Extensive correspondent network includes ~2,000 banks all over the world

## ■ Domestic Settlement (VCB Money)

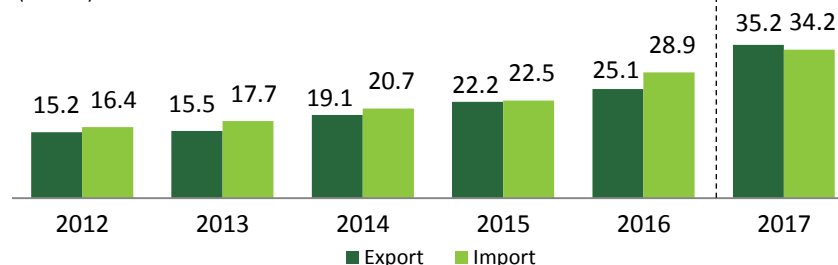
- The first and leading e-banking platform in Vietnam
- Clearing center in Vietnam for foreign currencies

## ■ FX Transactions and Derivatives

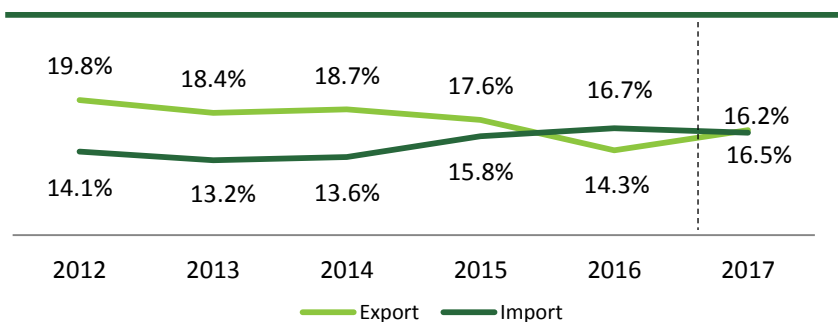
- Leader in Vietnam's foreign exchange market
- Overall profit from FX contribute to ~7 - 8% of total operating income

## Export-import settlement volume

(USD bn)

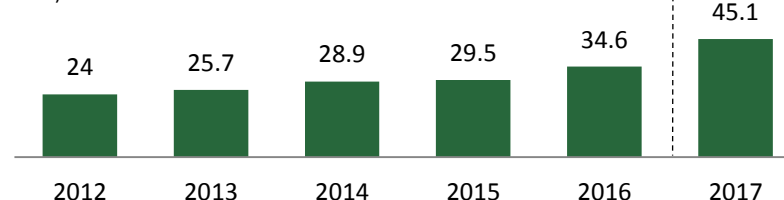


## Market share in total international settlement



## FX transaction volumes

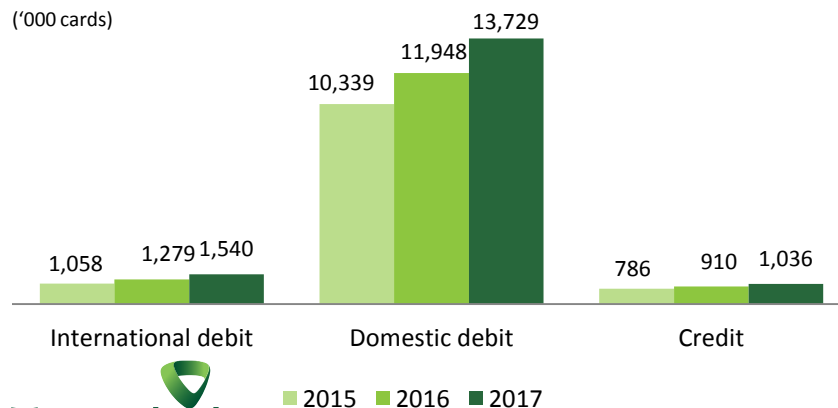
(USD bn)



# Non credit activities – Leading platform for credit card services and products

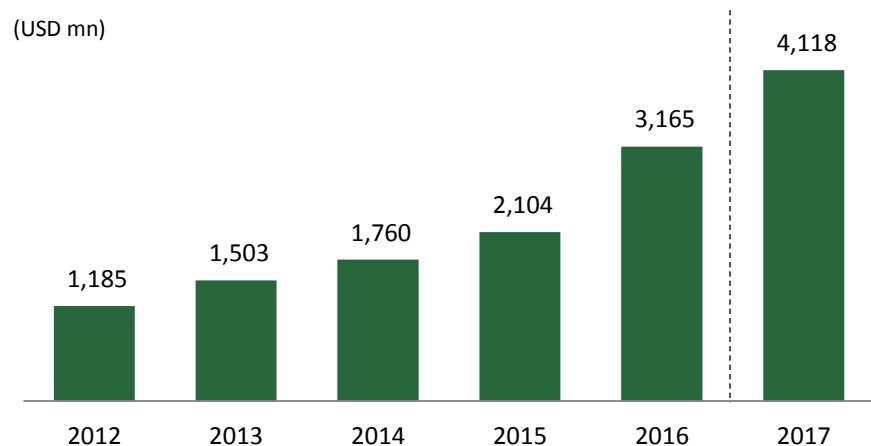
- Vietcombank is the No.1 bank in Vietnam for bank cards
  - 30% market share by number of credit cards (issuing bank)
  - 14% market share by number of debit card
  - 44% market share by credit card payments volume
- Strategic partners in Vietnam for international card organizations (Visa, Master, Amex, JCB, Diner's Club, China Union Pay)
- Largest ATM network with 2,487 ATMs and 47,030 Points of Sale nationwide

## Number of cards

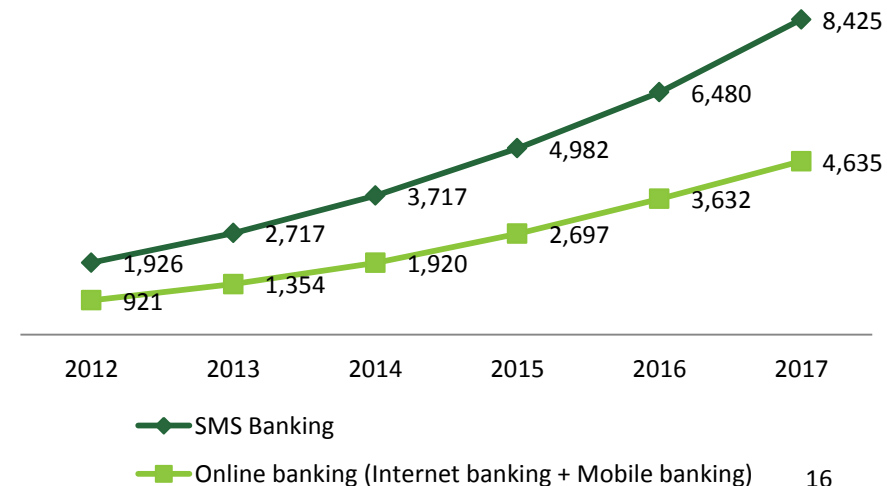


## Credit Card payment volume

(USD mn)



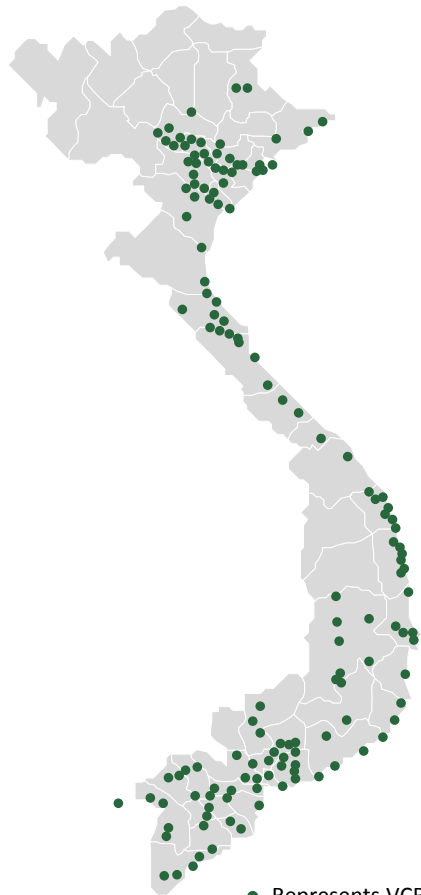
## Number of e-banking users ('000)





# Extensive network supported by strong investment in technology

## Nationwide coverage and presence...



● Represents VCB branch

- In 2017, Vietcombank is opening 5 branches and 36 transaction offices
- Vietcombank aims to open approximately 5-10 branches and 15-20 transaction offices each year

101

Branches

52

Cities covered

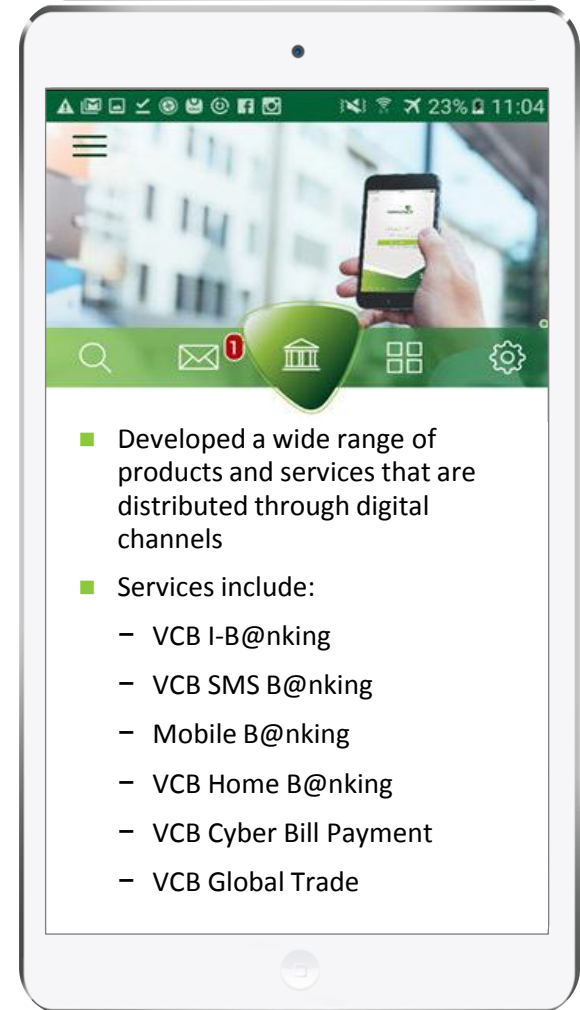
395

Transaction offices

hướng dẫn ở thành công cụ  
bên trái màn hình

HOTLINE  
1900 54 54 13

## ...supported by a digital platform



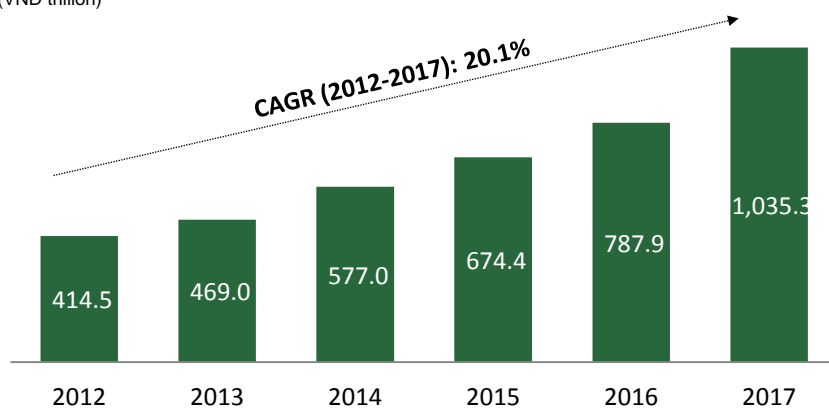
- Developed a wide range of products and services that are distributed through digital channels
- Services include:
  - VCB I-B@nking
  - VCB SMS B@nking
  - Mobile B@nking
  - VCB Home B@nking
  - VCB Cyber Bill Payment
  - VCB Global Trade

# Key ratios – High asset quality and strong capital base

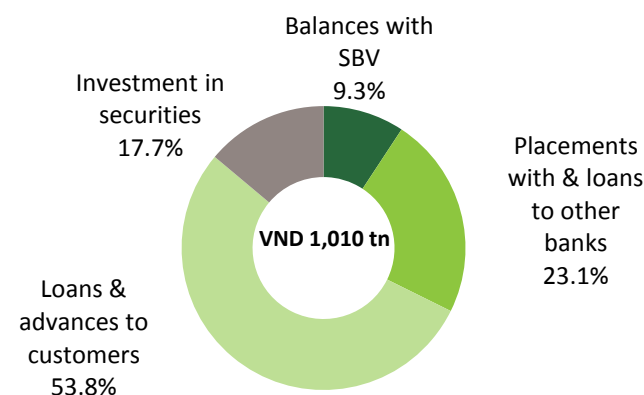
| FY ended 31 December                       | 2012A  | 2013A  | 2014A  | 2015A   | 2016A   | 2017A   |
|--|--------|--------|--------|---------|---------|---------|
| Loans to deposits                          | 84.51% | 82.56% | 76.58% | 77.36%  | 78.04%  | 76.70%  |
| Loan loss reserve coverage (Provision/NPL) | 91.07% | 86.29% | 94.43% | 120.63% | 117.12% | 131.19% |
| NPL ratio                                  | 2.40%  | 2.73%  | 2.31%  | 1.84%   | 1.51%   | 1.14%   |
| CAR  | 14.83% | 13.37% | 11.61% | 11.04%  | 11.13%  | 9.85%   |
| Credit Cost                                | 1.47%  | 1.37%  | 1.53%  | 1.71%   | 1.51%   | 1.23%   |

## Total assets

(VND trillion)



## Earning assets breakdown

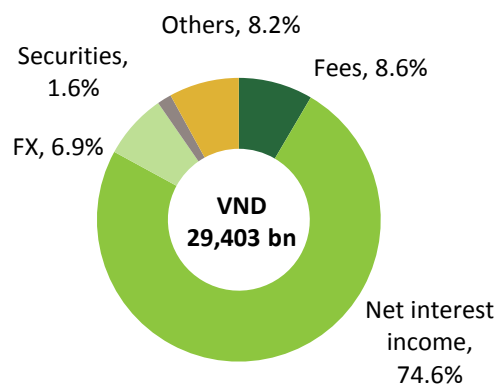


## Key ratios – Consistently strong profitability

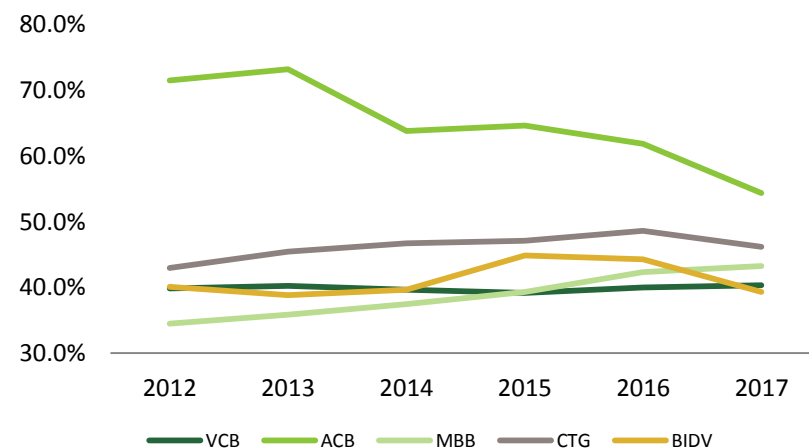
| FY ended 31 December                  | 2012A | 2013A | 2014A | 2015A | 2016A | 2017A |
|---------------------------------------|-------|-------|-------|-------|-------|-------|
| Net interest margin                   | 2.99% | 2.62% | 2.40% | 2.57% | 2.64% | 2.66% |
| Non-interest income/Operating Income  | 27.5% | 30.5% | 32.0% | 27.1% | 25.5% | 25.4% |
| Pre-Provision Operating Profit/Equity | 25.8% | 22.1% | 24.4% | 29.2% | 32.1% | 34.4% |
| ROAA                                  | 1.13% | 0.99% | 0.88% | 0.85% | 0.93% | 1.00% |
| ROAE                                  | 12.5% | 10.4% | 11.0% | 12.0% | 14.7% | 17.8% |

### Operating income structure

(%)



### Cost to income ratios



# Vision 2020 & Strategy

To become number 1 bank in Vietnam, ranked among the 100 largest banks in the region and among the 300 biggest financial groups in the world, underpinned by global best practices

**I. Top 1 Retail and Top 2 Wholesale**

**II. The local most profitable bank with ROE ~15%**

**III. Number 1 by customer satisfaction**

**IV. Best local bank in human resource quality**

**V. Best local Bank in Risk management**

- ✓ **Deposits:**  
60% retail  
40% wholesales
- ✓ **Loans:**  
50% retails (40% individual)  
50% wholesales

- ✓ **ROE ~ 15%**
- ✓ **ROA ~ 1%**

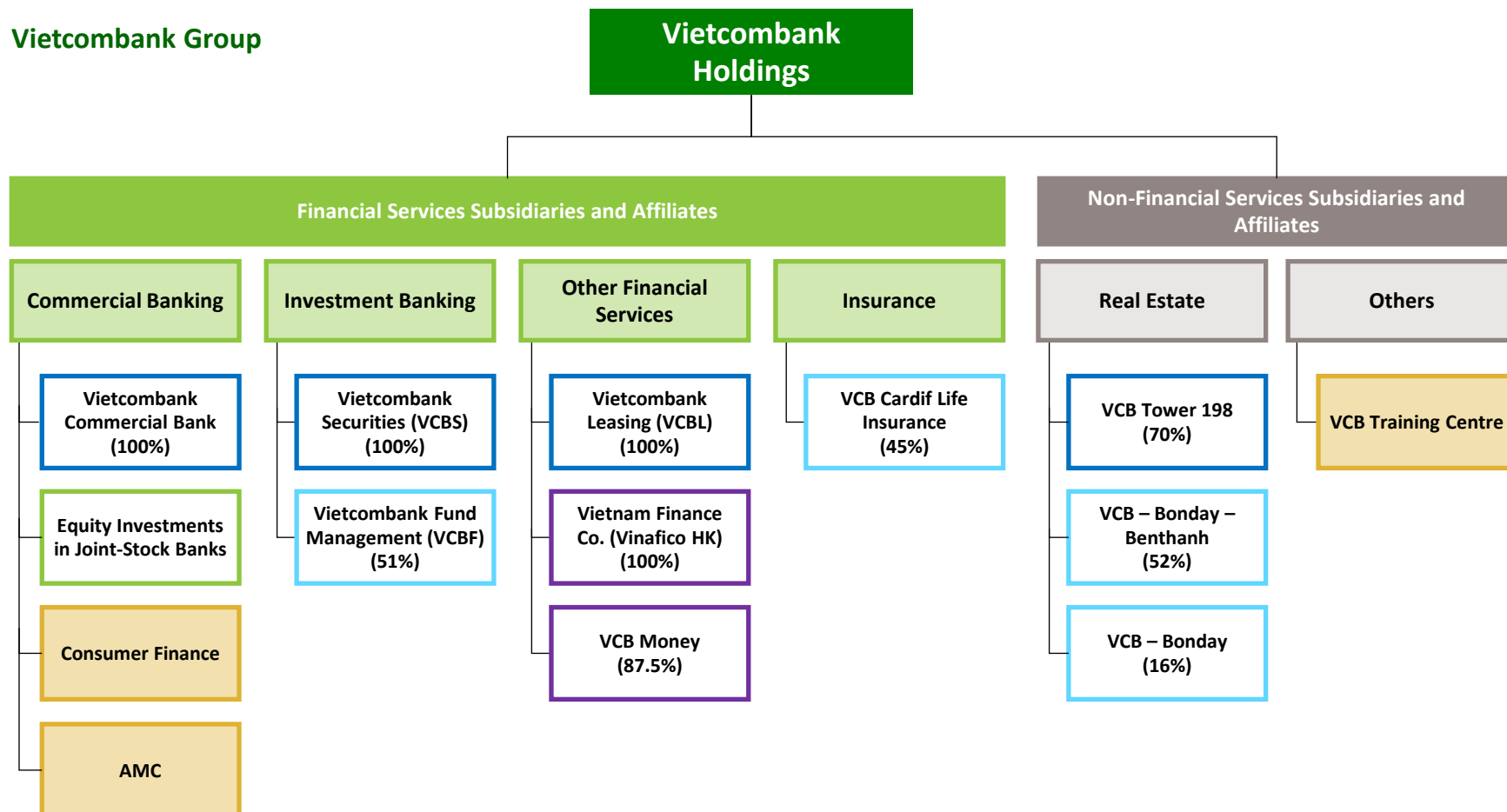
- ✓ **Most convenient products and services**
- ✓ **Best customer services**
- ✓ **Highest Return for Customers**

- ✓ **Highest labor productivity**
- ✓ **Highest EES**

- ✓ **Pioneer in applying standard Basel II by 2018 and advanced Basel II by 2020**

# Targeted corporate structure

## Vietcombank Group



Domestic Subsidiaries



Joint Ventures



Foreign Subsidiaries



Target businesses which VCB plans to invest in sometime in the near future

# Key strategic initiatives

## Business Expansion



- ✓ Develop customer base, maintain wholesale banking position and focus more on retail customers
- ✓ Diversify products and income structure, increase portion of non-interest income
- ✓ Improve operating cost management

## Enhancement of corporate governance



- ✓ Centralize organizational structure
- ✓ Standardize branch's operation model
- ✓ Accelerate transformation projects (Credit TOM, Basel II, MIS, KPIs, ALM-FTP-MPA, etc)



## Capital raising

- ✓ Increase Charter Capital

# Key financial and operating targets

## Scale

- **Total assets:** USD 60bn
- **Total ownership equity:** USD 4.5bn

## Growth

- **Loan growth:** ~ 15-16%
- **Deposit growth:** ~ 14-15%

## Quality

- **LDR:** maintain at 80-85%
- **LLRC:** above 100%
- **NPL:** below 1.5%

## Profitability

- **Interest income growth:** ~**14-15%**
- **Non-interest income growth:** ~**17-18%**
- **Cost to income ratio:** **40%**
- **ROAA :** ~**1%**
- **ROAE:** ~**15%**

# Capital raising plan

**Total ownership equity** of ~USD 4.5bn by 2020

- to meet Basel II requirements ( $CAR \geq 9\%$ ), and
- to enhance operational capacity.

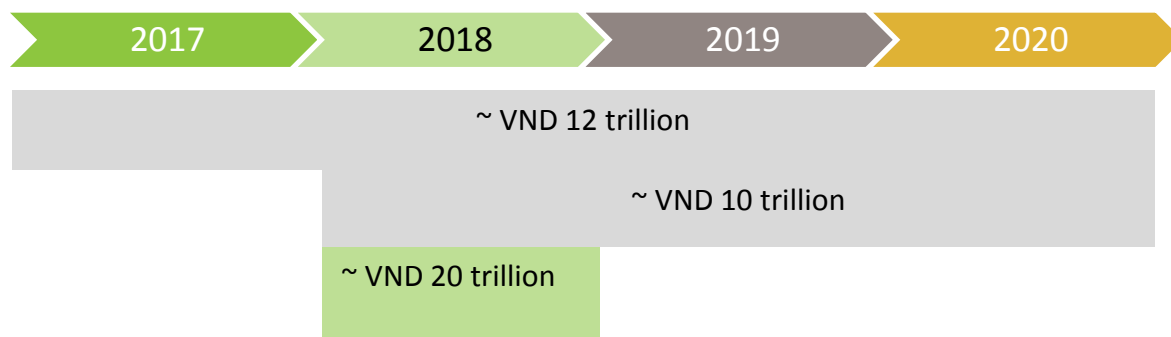
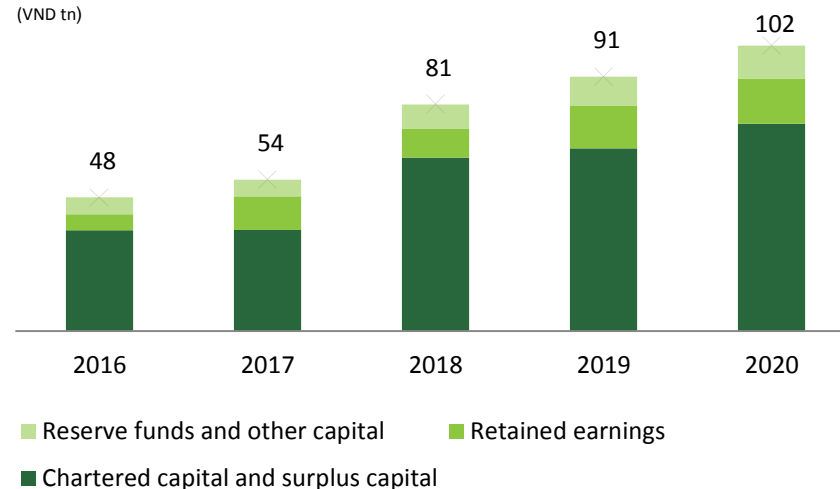
## Sources:

- Internally from retained earnings, stock dividends
- Externally from new share issuance, M&A,...

**Targeted investors** : financial investors including foreign institutional investors

## Total ownership equity (tentative)

(VND tn)



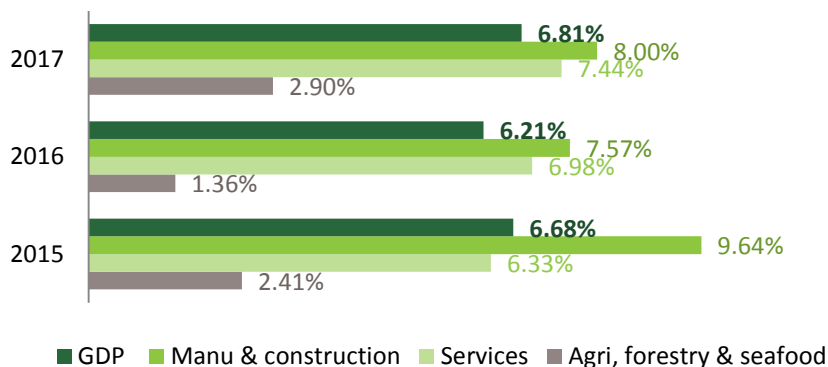


### **3. 4Q2017 Updates**

# 2017 - Recap of Macro economy and banking sector

## Key Macro indices

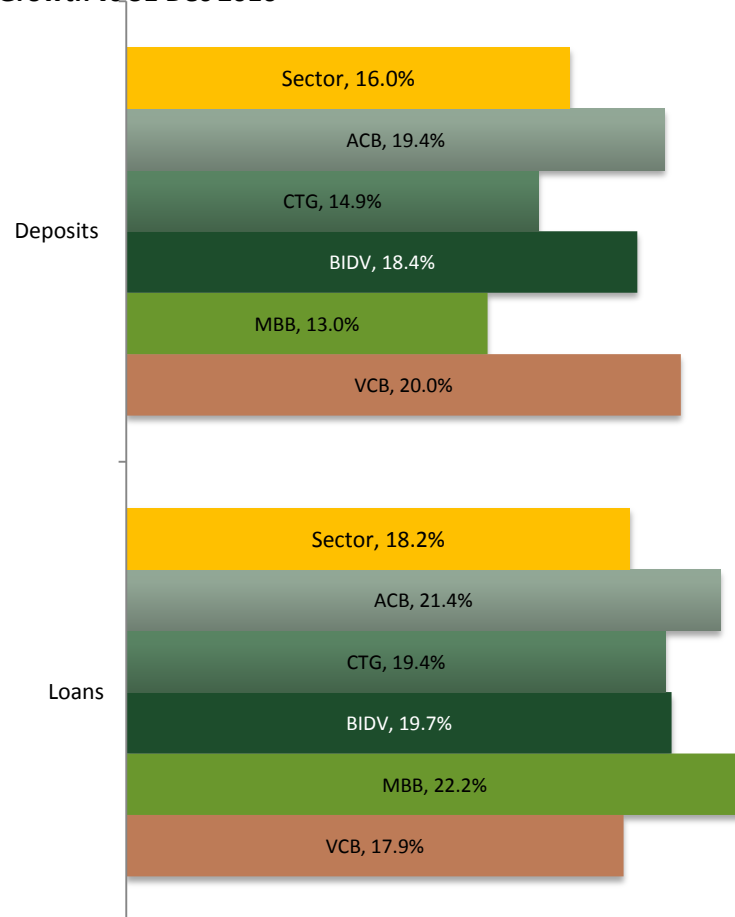
### GDP growth & key sectors' growth (%)



|                      | 2015  | 2016  | 2017  |
|----------------------|-------|-------|-------|
| CPI (yoy, %)         | 0.6   | 4.7   | 2.6   |
| FDI                  |       |       |       |
| Registered (USD, bn) | 22.8  | 24.4  | 35.9  |
| Growth (yoy, %)      | 12.9% | 7.0%  | 47.0% |
| Disbursed (USD, bn)  | 14.5  | 15.8  | 17.5  |
| Growth (yoy, %)      | 16.9% | 9.0%  | 10.8% |
| Export (USD, bn)     | 162.4 | 175.9 | 213.8 |
| Growth (yoy, %)      | 8.1%  | 8.3%  | 21.5% |
| Import (USD, bn)     | 165.6 | 173.3 | 211.1 |
| Growth (yoy, %)      | 11.9% | 4.6%  | 21.8% |

## Banking sector and Top-5 performance

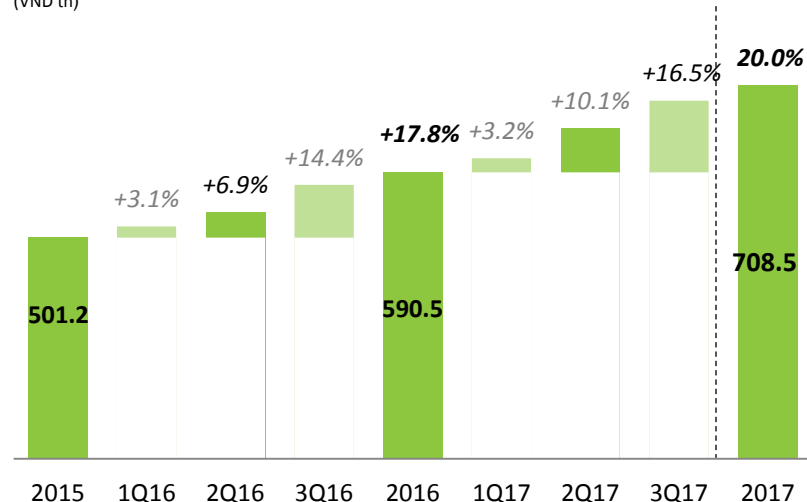
### Growth vs 31 Dec 2016



# 4Q2017 results – A Glance at Financial Statements

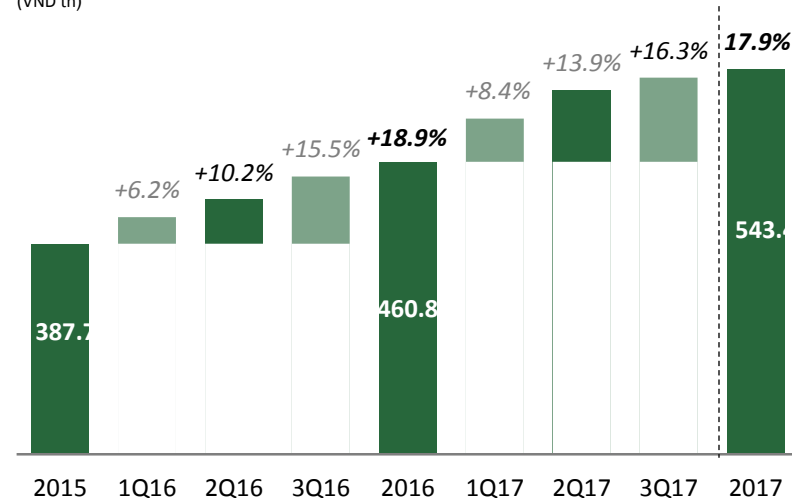
## Total deposits (year-end, growth vs last year-end)

(VND tn)



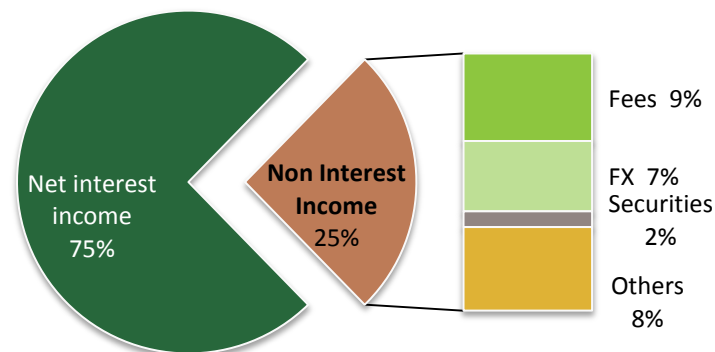
## Gross loans (year-end, growth vs last year-end)

(VND tn)



- As of 31 Dec 2017, **total deposits and total loans** increased by **20.0% and 17.9%** respectively against 31 Dec 2016
- NPL stood at 1.14%, reduced considerably compared to that of 31 Dec 2016.
- Net interest income and non-interest income achieved a 18.4% and 17.5% growth y-o-y basis.

## Income breakdown (proportion of total income, accrued)

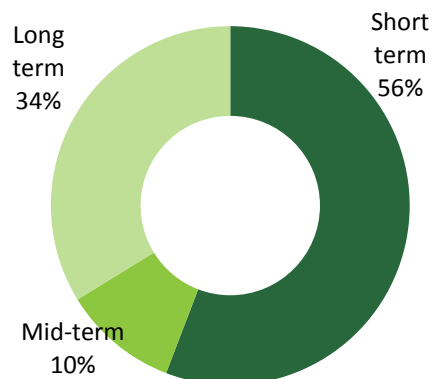


# 4Q2017 results – A Glance at Financial Statements

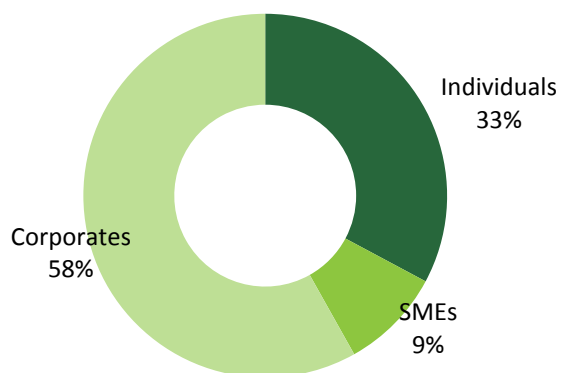
## Gross loans breakdown

(VND tn)

### By term



### By customer

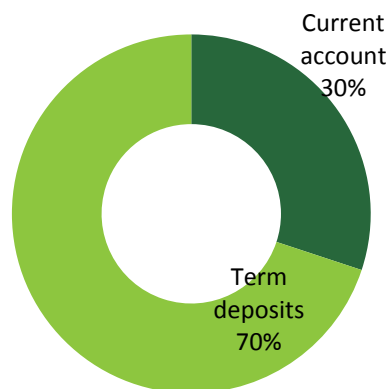


Segments with strongest growth:

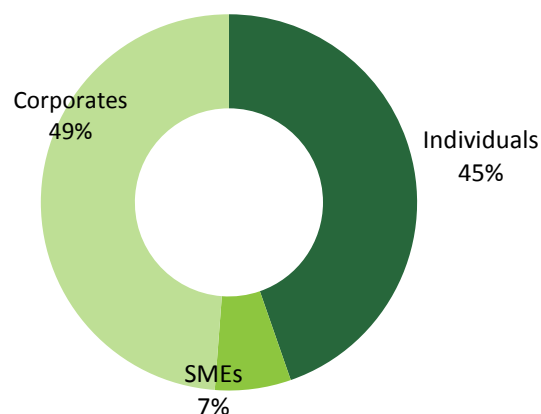
- Individual loans: +53% yoy
- Middle & long term loans: +20% yoy

## Total deposits breakdown

### By term



### By customer



Segments with strongest growth:

- Corporate deposits: +20% yoy
- Current account deposits: +27% yoy

## 4Q2017 results – Key ratios

| Quality                                       | 1Q16    | 2Q16    | 3Q16    | FY2016  | 1Q17    | 2Q17    | 3Q17    | FY2017  |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Loans to deposits                             | 79.70%  | 79.76%  | 78.14%  | 78.04%  | 81.99%  | 80.70%  | 77.92%  | 76.70%  |
| Loan loss reserve coverage<br>(Provision/NPL) | 138.61% | 113.13% | 126.87% | 117.12% | 128.93% | 140.25% | 164.78% | 131.19% |
| NPL ratio                                     | 1.73%   | 1.75%   | 1.74%   | 1.51%   | 1.48%   | 1.51%   | 1.15%   | 1.14%   |
| CAR   | 10.05%  | 9.74%   | 9.57%   | 11.13%  | 9.81%   | 9.72%   | 9.98%   | 9.85%   |
| Credit Cost                                   | 1.31%   | 1.47%   | 1.44%   | 1.51%   | 1.17%   | 1.22%   | 1.21%   | 1.23%   |

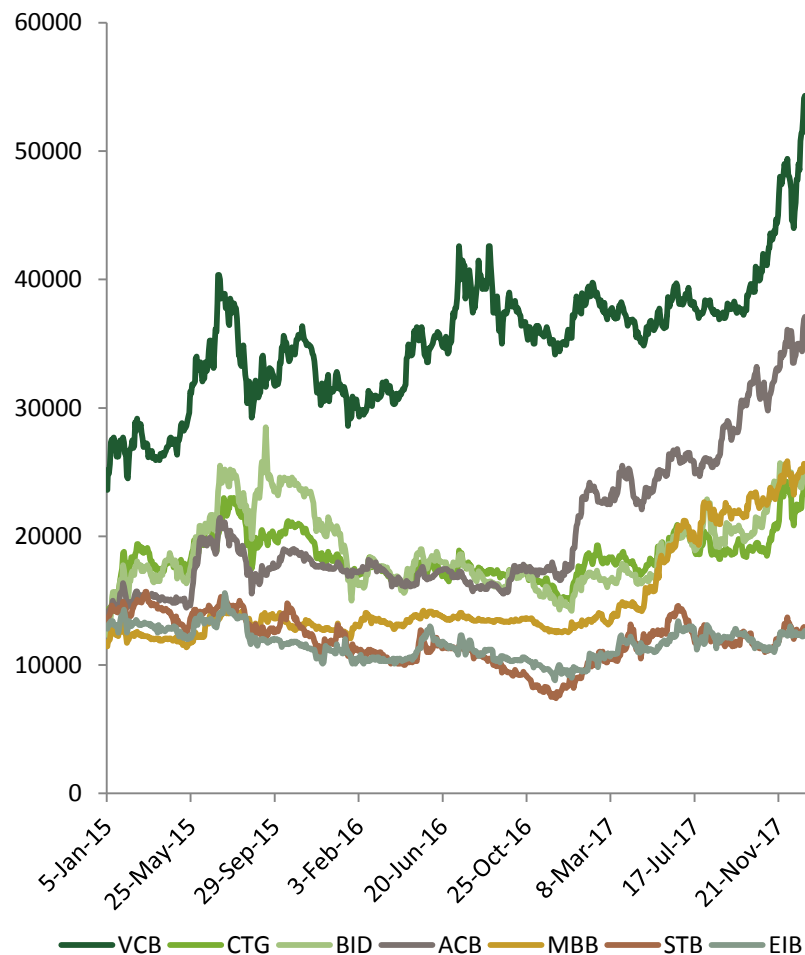
| Profitability                         | 1Q16   | 2Q16   | 3Q16   | FY2016 | 1Q17   | 2Q17   | 3Q17   | FY2017 |
|---------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|
| Net interest margin                   | 2.83%  | 2.82%  | 2.69%  | 2.64%  | 2.77%  | 2.77%  | 2.65%  | 2.66%  |
| Non-interest income/Operating Income  | 24.10% | 25.43% | 25.60% | 25.53% | 27.60% | 25.18% | 26.12% | 25.39% |
| Pre-Provision Operating Profit/Equity | 31.34% | 31.18% | 31.29% | 32.12% | 33.73% | 33.06% | 32.51% | 34.41% |
| ROAA                                  | 1.10%  | 1.01%  | 0.96%  | 0.93%  | 1.12%  | 1.03%  | 1.01%  | 1.00%  |
| ROAE                                  | 15.97% | 14.65% | 14.60% | 14.70% | 17.99% | 16.90% | 16.64% | 17.83% |

## VCB 2018 tentative targets\*

| Key targets                              | 2016    | 2017      | 2017<br>Growth | 2018<br>Tentative targets |
|--|---------|-----------|----------------|---------------------------|
| Total assets<br>(VND bn)                 | 787,907 | 1,035,335 | 31.4%          | ~ 14%                     |
| Credits<br>(VND bn)                      | 475,768 | 557,767   | 17.2%          | ~ 16%                     |
| Deposits and valuable papers<br>(VND bn) | 600,737 | 726,720   | 21.0%          | ~ 15%                     |
| PBT<br>(VND bn)                          | 8,523   | 11,337    | 33.0%          | ~ 13,000                  |
| NPL ratio<br>(NPL/Credits)               | 1.46%   | 1.11%     |                | ≤ 1%                      |

# Share price performance – sector leading share

## 2015 – 2017 YTD share price performance



## Shares information

- Number of shares: 3,597,768,575
- Last closed price (29/12/2017): 54,300 VND
- VWAP in the most recent 3 months: 44,306 VND
- 52-week high / low: 54,300 / 34,850 VND
- All shares are listed on the HOSE
- EPS (4Q 2017 LTM): 2,525 VND
- P/B (31/12/2017)= 3.62
- P/E (31/12/2017) = 21.50
- Net position of foreign investors
  - 2015: 2.8 million shares
  - 2016 : 4.4 million shares
  - 2017: -2.4 million shares

## **4. Annexes**

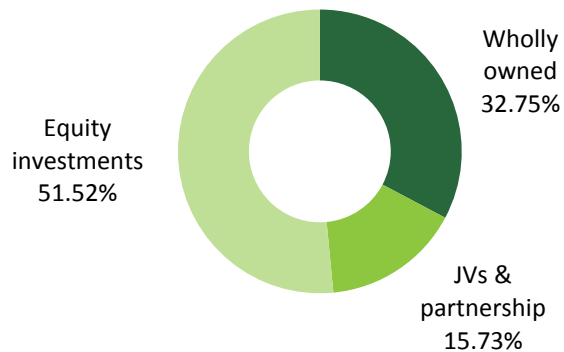


# Equity investments overview

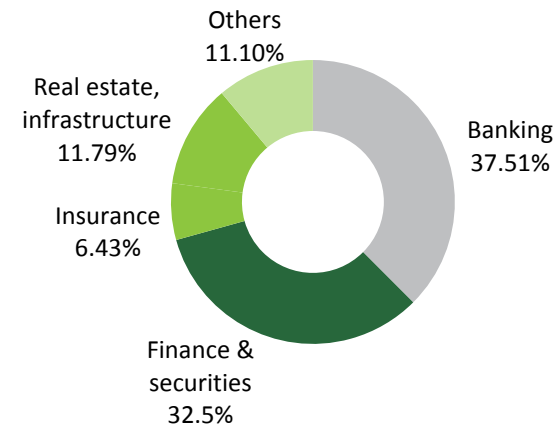
- Total investments - VND 5,252bn (USD 234m) as of 31 Dec 2017
- 3 Wholly – Owned Subsidiaries: VCBS, VCBL & VFC
- JVs and Partnerships: VCBF, Vietcombank Tower, VCB Money (TN Monex), VCB-Bonday-Ben Thanh, Vietcombank Cardif Life Insurance, etc
- Equity Investments: MB, PJICO, etc
- VCBS, VCBF & VCB Investment Management Dept. – core components to upgrade to IB

## Total investments by type (4Q2017)

(%)



## Total investments by sectors (4Q2017)



# Historical balance sheet

(Figures in VND bn)

| FY ended 31 Dec                                      | 2012A          | 2013A          | 2014A          | 2015A          | 2016A          | 2017A            |
|--|----------------|----------------|----------------|----------------|----------------|------------------|
| Cash and cash equivalents                            | 5,627          | 6,060          | 8,323          | 8,519          | 9,692          | 10,103           |
| Balances with SBV                                    | 15,732         | 24,844         | 13,267         | 19,715         | 17,382         | 93,616           |
| Current accounts, deposits and placements with banks | 65,713         | 91,737         | 146,077        | 131,527        | 151,846        | 232,922          |
| Investments in securities                            | 79,042         | 64,795         | 77,246         | 117,523        | 136,005        | 140,454          |
| Loans to customers                                   | 241,167        | 274,314        | 323,338        | 387,723        | 460,808        | 543,434          |
| Provision for credit losses                          | -5,278         | -6,451         | -7,084         | (8,610)        | (8,124)        | (8,113)          |
| Equity investment                                    | 3,021          | 3,042          | 3,546          | 3,557          | 3,628          | 3,547            |
| Net fixed assets                                     | 3,660          | 4,086          | 4,465          | 5,039          | 5,639          | 6,162            |
| Other assets   | 5,804          | 6,568          | 7,818          | 9,400          | 11,031         | 13,211           |
| <b>Total Assets</b>                                  | <b>414,488</b> | <b>468,994</b> | <b>576,996</b> | <b>674,394</b> | <b>787,907</b> | <b>1,035,335</b> |
| Current accounts of banks and payables to SBV        | 24,806         | 32,622         | 54,093         | 41,480         | 54,151         | 171,385          |
| Borrowings from SBV and term deposits from banks     | 34,066         | 44,044         | 43,238         | 72,135         | 72,238         | 66,942           |
| Customers deposits                                   | 285,382        | 332,246        | 422,204        | 501,163        | 590,451        | 708,506          |
| Valuable papers issued                               | 2,028          | 2,014          | 2,209          | 2,479          | 10,286         | 18,215           |
| Debt securities issued and other borrowed funds      | 5              | -              | 75             | -              | -              | 23               |
| Other liabilities                                    | 26,502         | 15,532         | 11,704         | 11,966         | 12,678         | 16,198           |
| <b>Total Liabilities</b>                             | <b>372,790</b> | <b>426,458</b> | <b>533,523</b> | <b>629,222</b> | <b>739,805</b> | <b>981,269</b>   |
| Minority Interest                                    | 152            | 150            | 148            | 165            | 144            | 89               |
| Chartered capital                                    | 23,174         | 23,174         | 26,650         | 26,650         | 35,978         | 35,978           |
| Other capital  | 9,247          | 9,247          | 5,921          | 5,940          | 213            | 6,138            |
| Retained earnings and reserves                       | 9,126          | 9,965          | 10,754         | 12,417         | 11,768         | 11,862           |
| <b>Total Shareholders' Equity</b>                    | <b>41,547</b>  | <b>42,386</b>  | <b>43,325</b>  | <b>45,007</b>  | <b>47,958</b>  | <b>53,977</b>    |

# Historical balance sheet (cont'd)

(Figures in USD m)

| FY ended 31 Dec                                      | 2012A         | 2013A         | 2014A         | 2015A         | 2016A         | 2017A         |
|--|---------------|---------------|---------------|---------------|---------------|---------------|
| Cash and cash equivalents                            | 270           | 288           | 392           | 389           | 437           | 451           |
| Balances with SBV                                    | 755           | 1,181         | 624           | 901           | 784           | 4,175         |
| Current accounts, deposits and placements with banks | 3,155         | 4,361         | 6,876         | 6,009         | 6,853         | 10,387        |
| Investments in securities                            | 3,795         | 3,080         | 3,636         | 5,369         | 6,138         | 6,263         |
| Loans to customers                                   | 11,579        | 13,040        | 15,220        | 17,712        | 20,796        | 24,233        |
| Provision for credit losses                          | -253          | -307          | (333)         | (393)         | (367)         | (362)         |
| Equity investment                                    | 145           | 145           | 167           | 162           | 164           | 158           |
| Net fixed assets                                     | 176           | 194           | 210           | 230           | 254           | 275           |
| Other assets   | 279           | 312           | 368           | 429           | 498           | 589           |
| <b>Total Assets</b>                                  | <b>19,901</b> | <b>22,295</b> | <b>27,159</b> | <b>30,808</b> | <b>35,557</b> | <b>46,169</b> |
| Current accounts of banks and payables to SBV        | 1,191         | 1,551         | 2,546         | 1,895         | 2,444         | 7,643         |
| Borrowings from SBV and term deposits from banks     | 1,636         | 2,094         | 2,035         | 3,295         | 3,260         | 2,985         |
| Customers deposits                                   | 13,702        | 15,794        | 19,873        | 22,895        | 26,646        | 31,594        |
| Valuable papers issued                               | 97            | 96            | 104           | 113           | 464           | 812           |
| Debt securities issued and other borrowed funds      | 0             | -             | 4             | -             | -             | 1             |
| Other liabilities                                    | 437           | 453           | 551           | 547           | 572           | 722           |
| <b>Total Liabilities</b>                             | <b>17,898</b> | <b>20,273</b> | <b>25,113</b> | <b>28,745</b> | <b>33,386</b> | <b>43,758</b> |
| Minority Interest                                    | 7             | 7             | 7             | 8             | 6             | 4             |
| Chartered capital                                    | 1,113         | 1,102         | 1,254         | 1,217         | 1,624         | 1,604         |
| Other capital  | 444           | 440           | 279           | 271           | 10            | 274           |
| Retained earnings and reserves                       | 438           | 474           | 506           | 567           | 531           | 529           |
| <b>Total Shareholders' Equity</b>                    | <b>1,995</b>  | <b>2,015</b>  | <b>2,039</b>  | <b>2,056</b>  | <b>2,164</b>  | <b>2,407</b>  |

# Historical income statement

(Figures in VND bn)

| FY ended 31 Dec                         | 2012A         | 2013A         | 2014A         | 2015A         | 2016A         | 2017A         |
|---|---------------|---------------|---------------|---------------|---------------|---------------|
| Interest income                         | 31,940        | 28,590        | 28,222        | 31,361        | 37,713        | 46,159        |
| Interest expenses                       | (20,793)      | (17,516)      | (16,214)      | (15,908)      | (19,185)      | (24,221)      |
| <b>Net interest income</b>              | <b>11,147</b> | <b>11,074</b> | <b>12,009</b> | <b>15,453</b> | <b>18,528</b> | <b>21,938</b> |
| Service fee income                      | 2,031         | 2,454         | 2,912         | 3,557         | 4,326         | 5,381         |
| Service charges                         | (862)         | (1,126)       | (1,396)       | (1,685)       | (2,220)       | (2,840)       |
| <b>Net fee income</b>                   | <b>1,169</b>  | <b>1,328</b>  | <b>1,517</b>  | <b>1,873</b>  | <b>2,107</b>  | <b>2,541</b>  |
| Foreign exchange gain, net              | 1,488         | 1,427         | 1,345         | 1,573         | 1,850         | 2,042         |
| Net gain on securities                  | 284           | 183           | 419           | 350           | 406           | 457           |
| Investment income (loss)                | 469           | 562           | 211           | 48            | 72            | 326           |
| Other non-interest income               | 525           | 934           | 1,785         | 1,905         | 1,917         | 2,100         |
| <b>Non-interest income</b>              | <b>3,935</b>  | <b>4,434</b>  | <b>5,277</b>  | <b>5,749</b>  | <b>6,352</b>  | <b>7,466</b>  |
| <b>Operating income</b>                 | <b>15,082</b> | <b>15,508</b> | <b>17,286</b> | <b>21,202</b> | <b>24,880</b> | <b>29,403</b> |
| Operating expenses                      | (6,013)       | (6,244)       | (6,850)       | (8,306)       | (9,950)       | (11,868)      |
| <b>Operating profit (pre-provision)</b> | <b>9,069</b>  | <b>9,264</b>  | <b>10,436</b> | <b>12,895</b> | <b>14,929</b> | <b>17,536</b> |
| Provisions (net of reversals)           | (3,303)       | (3,520)       | (4,591)       | (6,068)       | (6,406)       | (6,198)       |
| <b>Profit before taxes</b>              | <b>5,766</b>  | <b>5,744</b>  | <b>5,845</b>  | <b>6,827</b>  | <b>8,523</b>  | <b>11,337</b> |
| Income tax expense                      | (1,343)       | (1,365)       | (1,258)       | (1,495)       | (1,672)       | (2,230)       |
| Minority interest                       | (24)          | (20)          | (19)          | (18)          | (19)          | (20)          |
| <b>Net profit /loss</b>                 | <b>4,399</b>  | <b>4,359</b>  | <b>4,568</b>  | <b>5,314</b>  | <b>6,832</b>  | <b>9,087</b>  |

# Historical income statement (cont'd)

(Figures in USD m)

| FY ended 31 Dec                         | 2012A      | 2013A      | 2014A      | 2015A      | 2016A        | 2017A        |
|---|------------|------------|------------|------------|--------------|--------------|
| Interest income                         | 1,532      | 1,358      | 1,328      | 1,433      | 1,702        | 2,058        |
| Interest expenses                       | (997)      | (832)      | (763)      | (727)      | (866)        | (1,080)      |
| <b>Net interest income</b>              | <b>535</b> | <b>526</b> | <b>565</b> | <b>706</b> | <b>836</b>   | <b>978</b>   |
| Service fee income                      | 97         | 117        | 137        | 163        | 195          | 240          |
| Service charges                         | (41)       | (53)       | (66)       | (77)       | (100)        | (127)        |
| Net fee income                          | 56         | 63         | 71         | 86         | 95           | 113          |
| Foreign exchange gain, net              | 71         | 68         | 63         | 72         | 83           | 91           |
| Net gain on securities                  | 14         | 9          | 20         | 16         | 18           | 20           |
| Investment income (loss)                | 22         | 27         | 10         | 2          | 3            | 15           |
| Other non-interest income               | 25         | 44         | 84         | 87         | 87           | 94           |
| <b>Non-interest income</b>              | <b>189</b> | <b>211</b> | <b>248</b> | <b>263</b> | <b>287</b>   | <b>333</b>   |
| <b>Operating income</b>                 | <b>723</b> | <b>736</b> | <b>814</b> | <b>969</b> | <b>1,123</b> | <b>1,311</b> |
| Operating expenses                      | (288)      | (297)      | (322)      | (379)      | (449)        | (529)        |
| <b>Operating profit (pre-provision)</b> | <b>435</b> | <b>440</b> | <b>491</b> | <b>589</b> | <b>674</b>   | <b>782</b>   |
| Provisions (net of reversals)           | (158)      | (167)      | (216)      | (277)      | (289)        | (276)        |
| <b>Profit before taxes</b>              | <b>277</b> | <b>273</b> | <b>275</b> | <b>312</b> | <b>385</b>   | <b>506</b>   |
| Income tax expense                      | (64)       | (65)       | (59)       | (68)       | (75)         | (99)         |
| Minority interest                       | (1)        | (1)        | (1)        | (1)        | (1)          | (1)          |
| <b>Net profit /loss</b>                 | <b>211</b> | <b>207</b> | <b>215</b> | <b>243</b> | <b>308</b>   | <b>405</b>   |

## Important notice:

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