

Investors Presentation 3Q2022 Financial Results

November 2022



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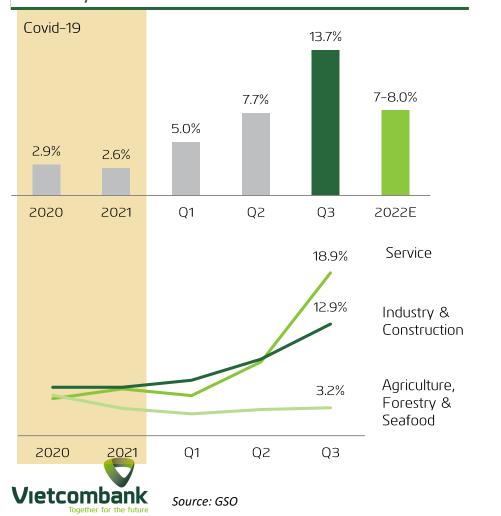
Market Position in Vietnam⁽¹⁾

Unit: USD bn	Vietcombank	BIDV	VietinBank	TECHCOMBANK	X;►MB	₩ VPBank
Total Assets Loans Deposits	69.6 46.2 50.5	86.5 61.3 59.7	73.9 50.9 50.2	28.3 17.1 13.5	27.7 17.6 15.9	25.2 16.5 11.7
Ownership Capital	5.4	4.3	4.5	4.6	3.2	4.3
Market Capitalization	14.6 PB: 2.9x PE: 12.7x	7.2	4.7	4.8	3.8	3.4
Profit before Taxes	1.05	0.75	0.67	0.88	0.77	0.84
	Leading position in other business segments	Card Settlement volume: +50% yoy	# E-banking Use 8.7 mn		ogiez:	Trade Finance – Int'l Settlement: 8% market share

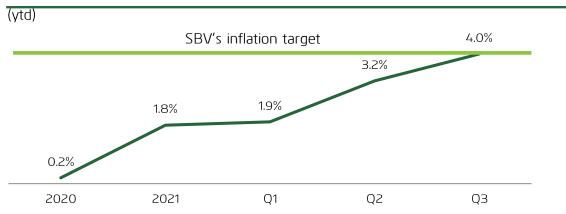


GDP on track to reach 7–8%, supported by controllable Inflation and reasonable VND depreciation

GDP Q3 recorded fastest pace in decades, driven by Service and I&C

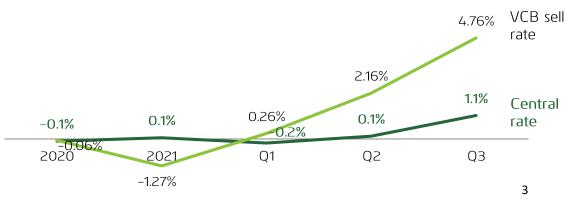


Inflation was well–controlled around 4% level



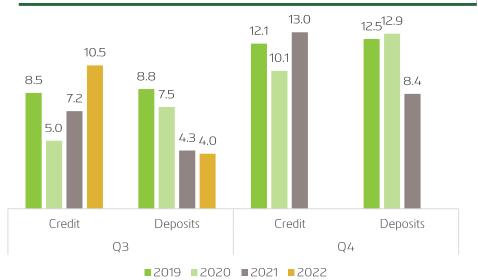
VND depreciated at reasonable pace

(ytd)
SBV has sold \$21bn ~19% FX reserve in 2022



Banking sector recorded strong credit growth, pressure towards year end given tight system liquidity and rising interest rate risks

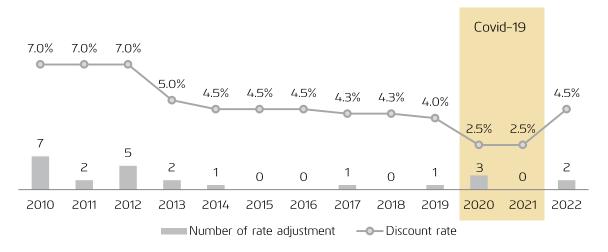
Robust credit growth vs stagnant deposits



- SBV's efforts in pursuing dual goals resulted in strong credit growth, fostering economic recoveries
- ▼ However, system funding was modest, widening gap with credit raising concern over liquidity
- A decade of downtrend interest rate ended with SBV's rate hike in late September, rates come back to Pre-covid level

Vietcombank Together for the future

First rate hikes in 10 years to catch up with global yield trend



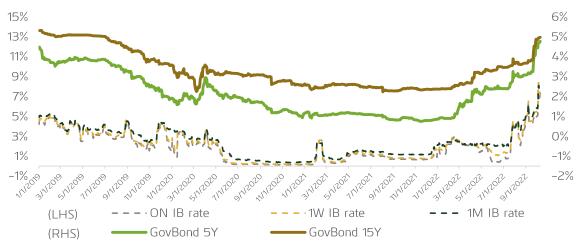


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Key highlights

Resilient performance amidst market uncertainties

Size

Credit growth higher than sector average

Deposits trended up, favorable funding structure

Total Assets

1,650
tn VND
416.6%
ytd



Profit

Profit continued to lead the market, fulfilling 81% year target



PBT 9M

24,940 bn VND

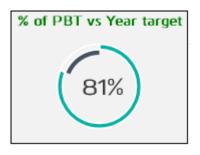
▲ 29%
yoy

Credit

17.3%

1,141

tn VND



Key Ratios CAR remained well above regulatory requirement

Asset quality – Best of breed, with well controlled NPL level

Vietcombank
Together for the future

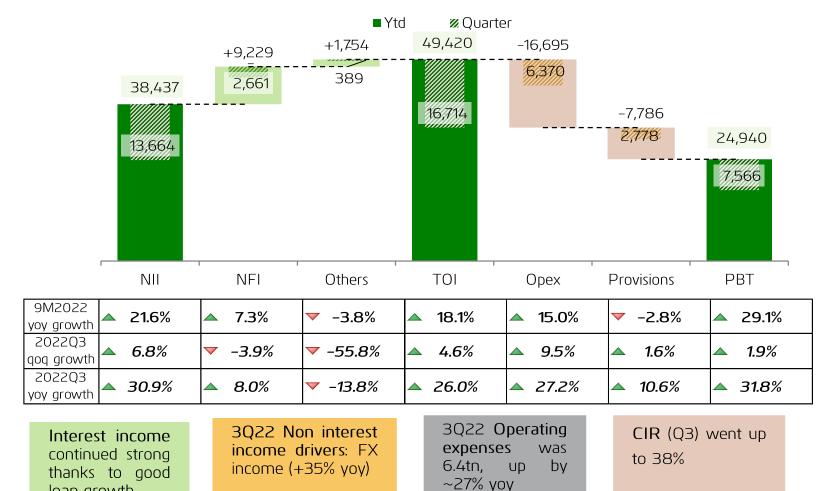




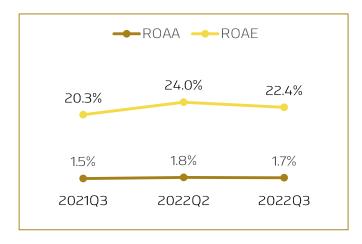
LLCR
402%
vs. 421%
(31/12/2021)

Profitability continued to lead the market, with solid interest income and better-than-

expected non-interest-income





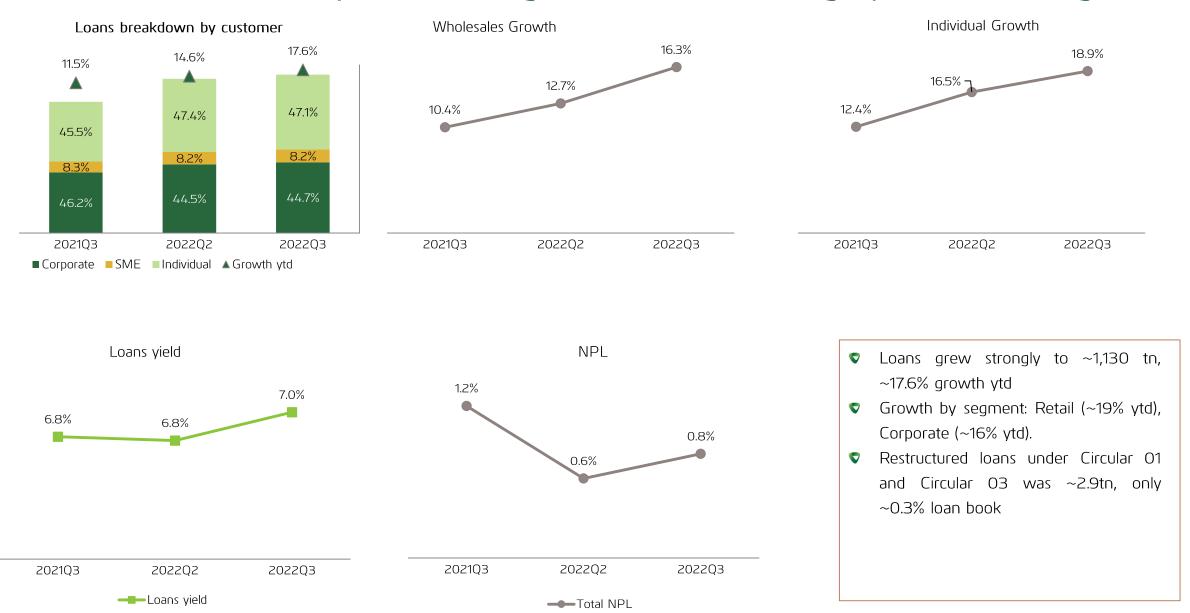


- 3Q22 PBT was solid at 7.5 tn (32% yoy)
- 9M22 PBT remained highest in the market at \sim 25 tn (29% yoy).

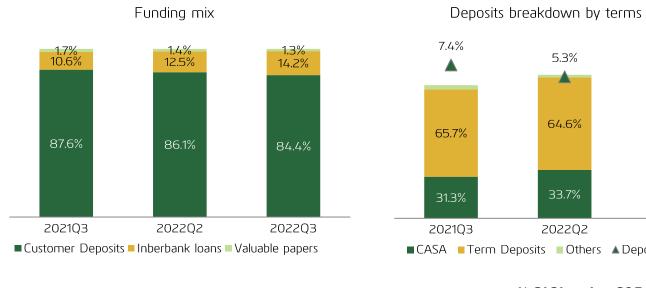


loan growth

Interest income driven by robust credit growth with focus on high-yield and safe segment



... backed by favorable deposit structure



94.4%

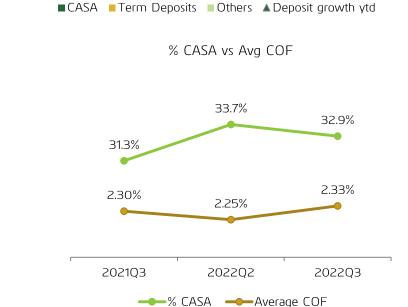
2022Q3

Pure LDR

2021Q3

92.1%

2022Q2



Term	Indiv.	Vs.2021	Corporate	Vs.2021
1M	4,1%	1 .1	3,5%	▲ 0.6
ЗМ	4,4%	1 .1	3,8%	▲ 0.60
6M	4,7%	▲ 0.7	4,1%	▲ 0.4
12M	6,4%	▲ 0.9	5,2%	▲ 0.6

End of 3Q2022

5.4%

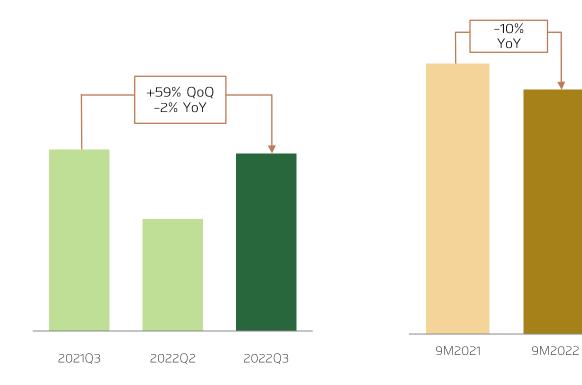
65.1%

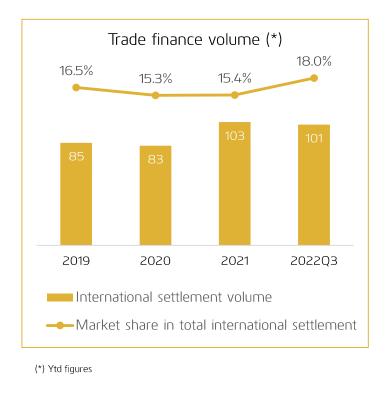
32.9%

2022Q3

- ▼ Deposit ticked up to ~1,200 tn or by ~5.4% ytd.
- ▼ Pure LDR increased to 94% (LDR under Cir 22 well under 85% threshold).
- CASA slighted down mostly under individual book due to effect of deposit rate increase, in line with market movement; VCB continued to possess largest CASA volume in the market

Diversified Fee income with shifting business focus

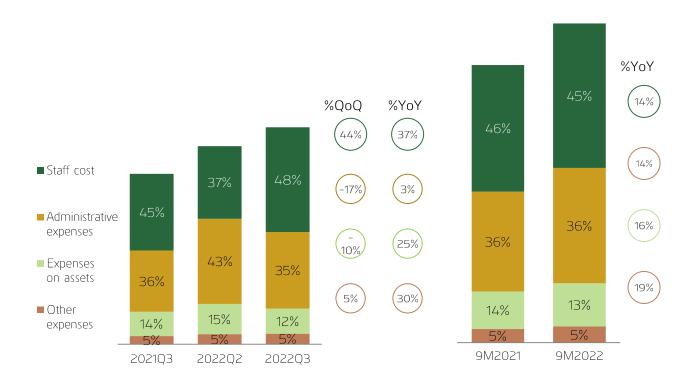


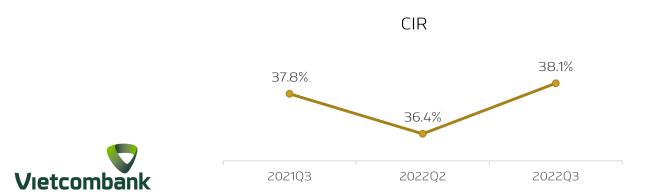


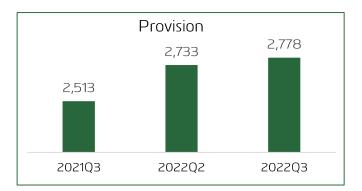
- ▼ Trade Finance volume reached USD 101 bn, TF income contributed to 31% of fee income. Trade Finance market share increased to 18% (+2.6% ytd)
- ▼ 9M Bancasurance FYP reached VND over 1 tn (+40% ytd)
- ▼ Income from e-banking continued to decline due to "zero fee campaign"



... while costs are effectively controlled











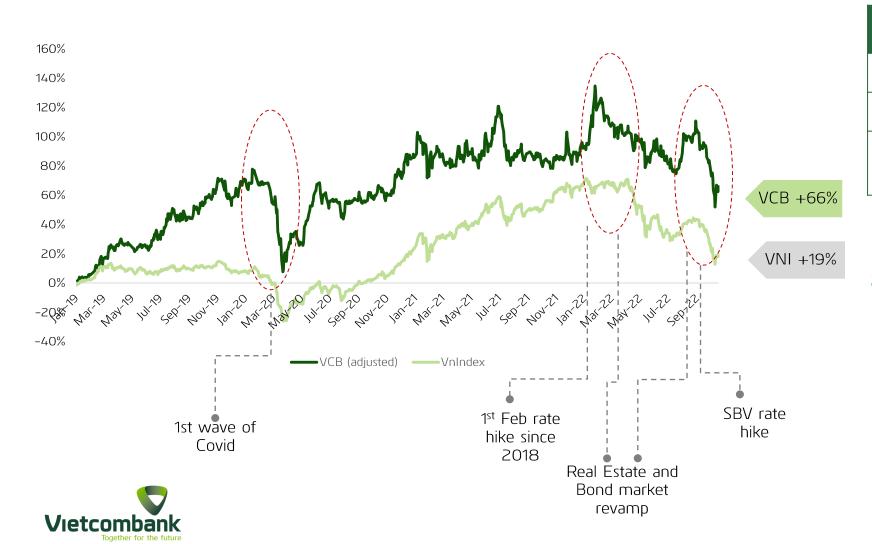
Key ratios

Quality	Q321	Q421	Q122	Q222	Q322
Loans to deposits	84.5%	84.6%	87.2%	92.1%	94.4%
Loan loss reserve coverage (Provision/NPL)	242.9%	420.5%	372.6%	505.9%	401.8%
NPL ratio	1.16%	0.63%	0.81%	0.61%	0.80%
CAR ⁽¹⁾	10.1%	9.3%	9.65%	9.53%	9.35%
Credit Cost	1.20%	1.31%	0.91%	0.97%	0.99%
Profitability					
Net interest margin	3.16%	3.14%	3.40%	3.39%	3.41%
Non-interest income / Operating Income	21.3%	27.5%	28.4%	19.9%	18.2%
ROAA	1.4%	1.9%	2.2%	1.6%	1.6%
ROAE	18.1%	25.5%	28.2%	20.5%	20.4%
Cost to income ratio	37.8%	20.6%	26.9%	36.4%	38.1%



Stock performance (2019 – 3Q2022) and shareholder benefits

Resilient stock price, outperformed market



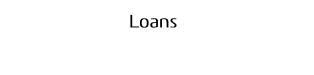
Favorable dividend policy

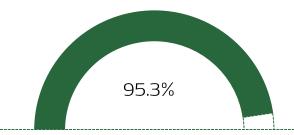
Date	Dividend policy	Payout Ratio
2019	8% in Cash	~16%
2020	8% in Cash	~16%
2021	27.6% in Stock 12% in Cash (Tentative)	~73% (including 12% in cash)

Attractive valuation

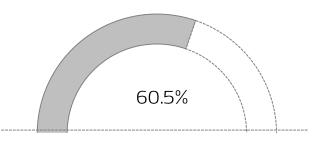
Date	VCB PB	VCB PE
2019	3.2x	13.9x
2020	3.0x	15.2x
2021	2.7x	13.3x
2022Q3	2.9x	12.7x

Recap & What's next

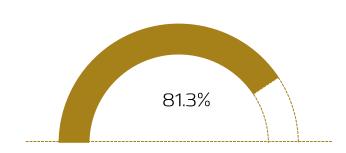




Deposits



PBT



Q4 Plan

- Restructure loan portfolio towards higher yield and asset quality
- Asset quality remained our focus
- Maximize credit growth limit granted by SBV

Q4 plan

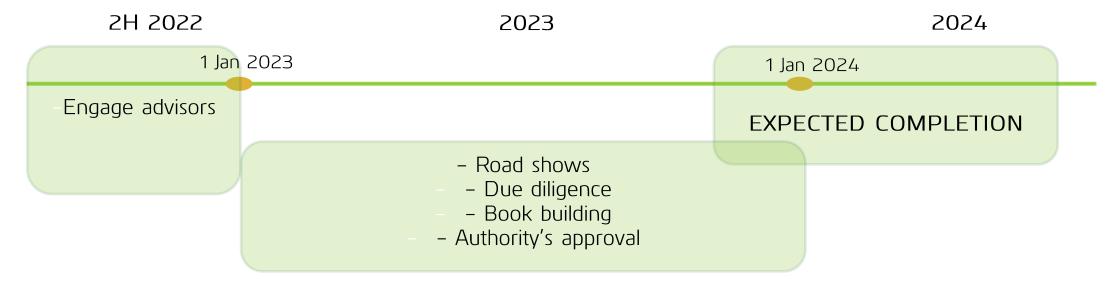
- Increase Deposit to support liquidity ratios
- Increase CASA portion to balance COF due to higher term deposit rate

Q4 plan

- Expect to complete and exceed year target
- Maintain number 1 positionin term of PBT



Private placement



PLAN DETAILS

- ▼ Deal size: 6.5% Chartered Capital, ~307.6 million shares, ~USD1 Bn
- Subscription Price: NOT lower than {valuation price; and, average of the closing price of 10 trading sessions}
- ▼ Target investor: institutional financial investors
- ▼ Post-issuance expected CAR improvement: 200 250bps



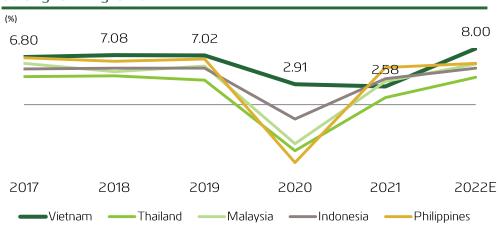
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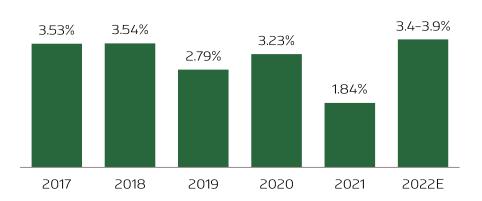
Favorable macroeconomic environment

Strong GDP growth

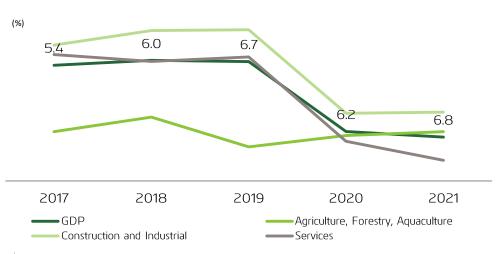


Inflation below government's target of 4%

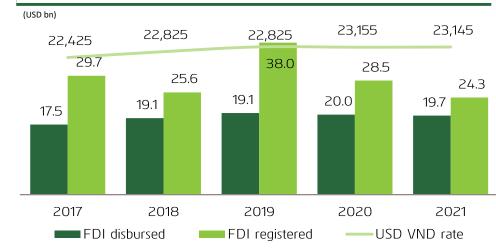
(YoY increase in consumer price)



GDP growth by sector



Steady FDI inflows supporting FX rate



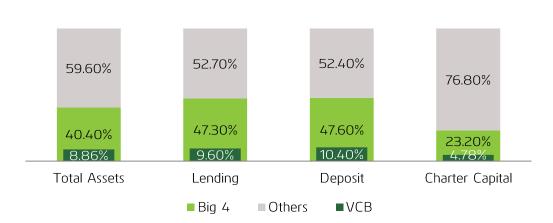


Banking sector overview

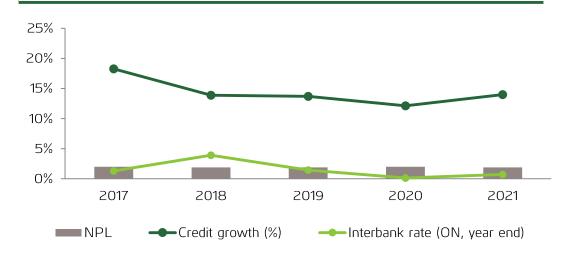
Overview

- Large number of banks (~90); of which the 4 biggest banks(*) occupy 45%–50% of deposit, lending and total assets.
- Banking sector has been recovering since 2012 with stable interest rate environment, supporting healthy, double digit growth in credit and deposits.
- High growth potential: Favorable demographics with growing levels of urbanization, young population, rising income and a large number of internet and smart phone users:
 - Higher proportion of retail lending
 - Room for improvement in Fee income thanks to Bancassurance business opportunity and capital market potentials
 - Accelerated digitalization to transform banking products and operation
 - High ROE thanks to strong ROA improvement and deleveraged Balance sheets

Market share as of 2021



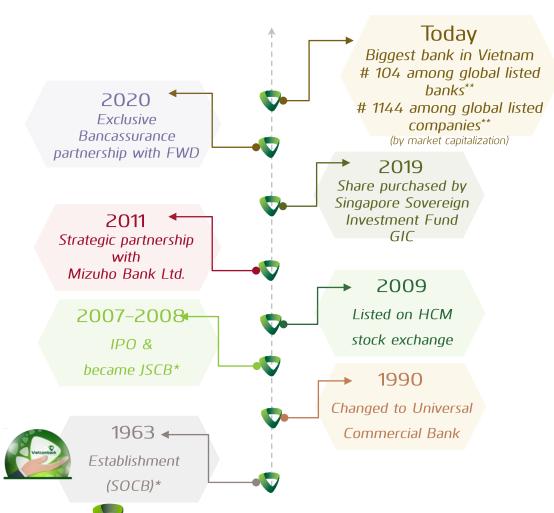
Stable interest rate environment with healthy growth



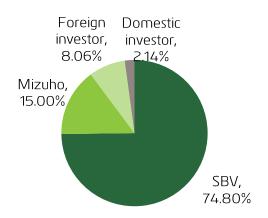


Strong heritage and track record of achievements

Corporate milestones



Key shareholders



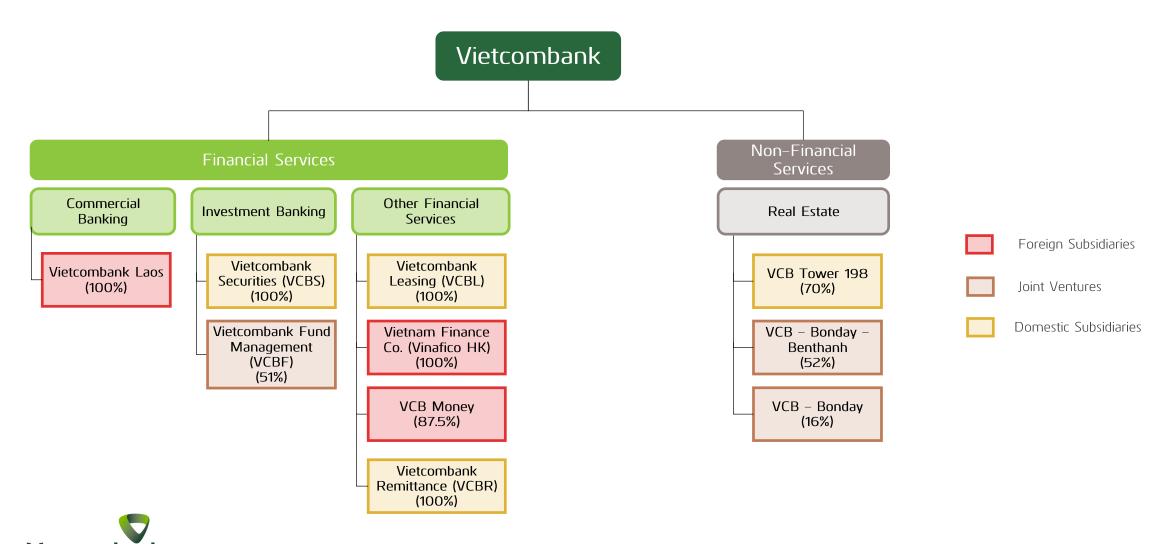
Ranked #1 in Vietnam by international rating firms

	Fitch	Moody's	S&P
Rating	BB-	Ba2	ВВ
Outlook	Positive	Stable	Stable



Corporate structure

Total > 600 branches/ transaction offices and ~22,000 employees.



Experienced management team and BoD with deep industry expertise

Chairman & Management team profiles

- Mr. Pham Quang Dzung, Chairman, has been with VCB since 1994 and has a banking career spanning over 30 years. Before being appointed the Chairman, he held various positions in VCB, including member of the Board of Directors and CEO. He held the Master Degree of Banking and Finance, Birmingham University (UK).
- Mr. Nguyen Thanh Tung, Deputy Chief Executive Officer in charge of BOM, has over 20 years of banking and finance experience in Vietnam. He held the Master Degree of Economics, Paris Dauphine University (France).
- Recently we welcomed Mr. Colin Richard Dinn and Mr. Tran Thanh Nam joining VCB as CIO and COO respectively. Their expertise in IT industry in general and financial services technology in particular will contribute to the bank's digital transformation journey.

Board of Directors



Pham Quang Dzung Chairman of the BoD



Do Viet Hung Member of the BoD



Nguyen Manh Hung Member of the BoD



Nguyen My Hao Member of the BoD



Hong Quang **Member of the BoD



Pham Anh Tuan Member of the BoD





Shojiro Mizoguchi*
Member of the
BoD cum Deputy
CEO

- * Also serves as member of the Board of Management.
- ** Also serves as Head of Governance and Human Resource Development Group

Board of Management



Nguyen Thanh Tung Deputy CEO in charge of BOM



Pham Manh Thang Deputy CEO



Phung Nguyen Hai Yen Deputy CEO



Nguyen Thi Kim OanhDeputy CEO



Le Quang Vinh Deputy CEO



Dinh Thi Thai Deputy CEO



Dang Hoai Duc Deputy CEO



Nguyen Viet Cuong Deputy CEO



Colin Richard Dinn

Le Hoang TungChief Accountant



Tran Thanh Nam

Supervisory Board



Lai Huu Phuoc Head of Supervisory Board



La Thi Hong Minh Member of Supervisory Board



Do Thi Mai HuongMember of
Supervisory Board



Tran My HanhMember of
Supervisory Board



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Key company highlights

1. Superior asset quality together with growing loan portfolio

3. System lead profit with diversified income sources and growing focus on fee income



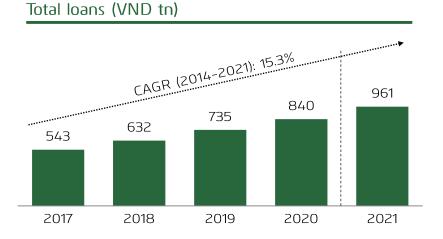
2. Leading CASA deposit backed by strong brand positioning

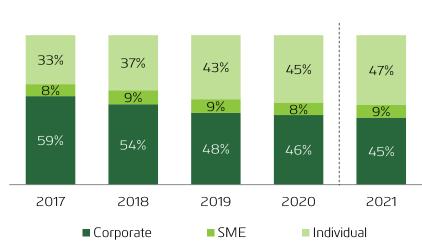
4. Heading to the future with digitalization and committed ESG efforts



1. Growing LOAN portfolio with increasing retail component ...

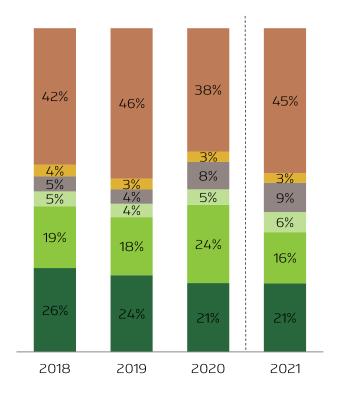
- Market share ~9.6%
- 2021: Total loans: ~VND 961 tn, increased 14% against 2020; recorded 15.3% CAGR between 2017 – 2021
- Loan composition
 - Growing loan portfolio with a focused approach to increase loans to retail banking
 - Long and medium term loans account for 47% of total loans
 - Domestic currency loans account for 88% of total loans
- Loan portfolio focuses on high-growth sectors with good credit quality, NPL of only ~0.6%





Lending breakdown by clients

Lending breakdown by sector



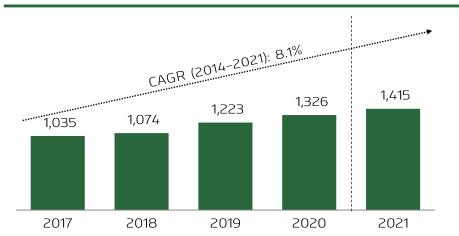
- Others
- Transportation, logistics, communication
- Construction
- Electricity, gas, water processing & supplying
- ■Trading & services
- Processing, manufacturing



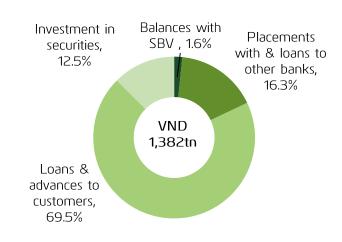
... while maintaining superior ASSET QUALITY

FY ended 31 December	2017A	2018A	2019A	2020 A	2021 A
Loans to deposits	76.70%	78.79%	79.14%	81.37%	84.62%
Loan loss reserve coverage (Provision/NPL)	130.67%	165.41%	179.5%	368.0%	420.5%
NPL ratio	1.14%	0.98%	0.79%	0.62%	0.64%
CAR (*)	11.63%	12.14%	9.60%	9.56%	9.31%
Credit Cost	1.23%	1.26%	0.99%	1.27%	1.31%

Total assets (VND tn)



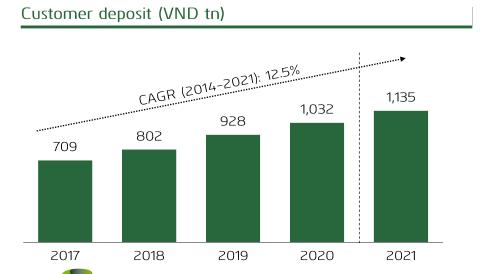
Earning assets breakdown (2021)



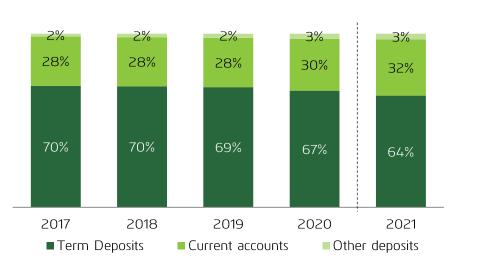


2. Leading CASA deposit backed by strong brand positioning

- Customer deposits are the largest source of total funding, accounting for ~80%
- Maintaining stable market share (~10%) on the back of strong nationwide brand recognition and loyalty
- 2021 deposit balance: Over VND 1,135 tn, up 10% compared with 2020; recorded 15.2% CAGR between 2014 2021
- Deposit structure:
 - CASA account for 32%, providing low cost funding to the bank. Largest CASA volume in the market (402 tn)
 - ~50% corporates & SME and 50% individual
 - VND-denominated deposits account for ~84%



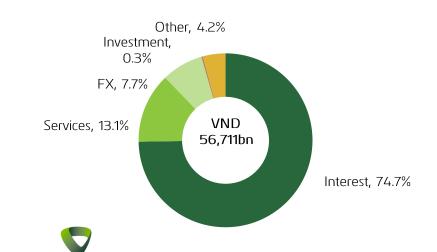
Deposit breakdown by term



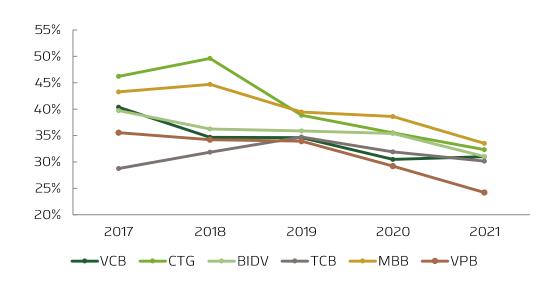
3. System lead PROFIT ...

FY ended 31 December	2017A	2018A	2019A	2020A	2021A
Profit before taxes	11,341	18,269	23,122	23,050	27,389
Net interest margin	2.66%	2.95%	3.13%	2.92%	3.16%
Non-interest income/Operating Income	25.4%	27.67%	24.39%	26.04%	25.26%
Pre-Provision Operating Profit/Equity	34.9%	44.74%	41.82%	36.68%	35.20%
ROAA	1.00%	1.38%	1.61%	1.45%	1.60%
ROAE	18.1%	25.46%	25.88%	21.11%	21.58%

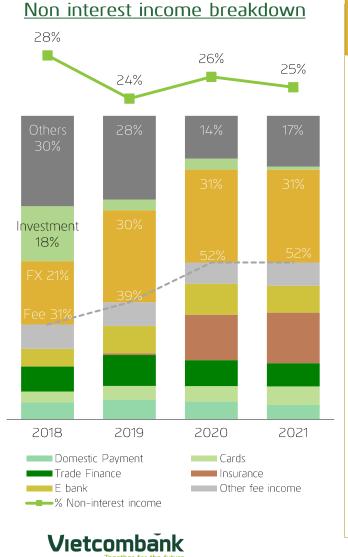
Operating income structure (2021)



Cost to income ratios

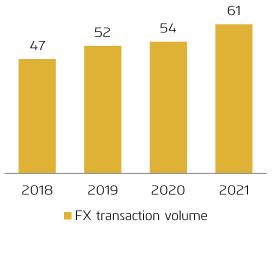


... with diversified income sources and growing focus on FEE income



FX transactions and Derivatives

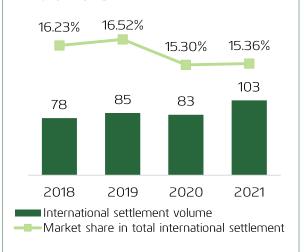
- Leader in Vietnam's foreign exchange market
- FX profit grows consistently ~10% yoy, contributing ~5-8% of total operating income



Trade Finance

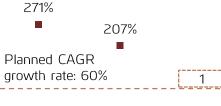
Leading position in Trade Financing (TF) and International Settlement

- Market share: ~15.36% in TF
- Solid customer-base include country's top importers exporters
- Extensive correspondent network includes ~2,000 banks all over the world



Bancassurance

- Exclusive Bancassurance with FWD signed in 2019 and started distribution since April 2020
- Strong digital products and sales
- Commission fee has been growing fast, in line with management's expectation.





8

■ Commission growth yoy (excl. Upfront fee)



4. Heading to the future with DIGITALIZATION ...

IT Development Plan 2016–2020

Totally transform VCB's IT architecture structure, creating Infrastructure and Security platform to facilitate new business requirements

- New Core system
- VCB Digibank Omni Channel
- Standardized Branch Teller
- Customer Relations: CRM 360 Portfolio
- Operations
- Data Warehouse

Digital Banking Development Plan 2020-2025

To become the leading bank in digitalization with comprehensive digital transformation, No. 1 in Vietnam and comparable to regional peers.

- Modernize technology platform and data infrastructure.
- Enhance customer experience
- Optimize internal processes, automate operations (zero-ops)
- Transform the operating model and develop Human resources to adapt to digitalization.
- New business model, develop digital ecosystem in cooperation with Fintech.
- Completing procedures and policies for digital transformation.

Sep, 23rd 2022: Kick off of Transformation Action Plan (TAP)



53 Initiatives

78

Deliverables

300+

100+

Actions Personnel





... and committed ESG efforts



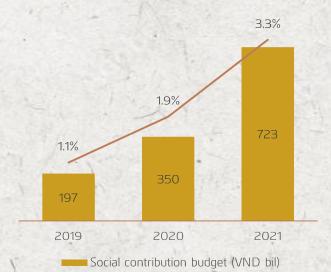
Environment:

- Exposure to green industry and sustainability transition increasing rapidly with >90% to renewable energy and no NPL.
- Accelerating the digitalization of product, service and internal processes (paperless campaign, non-physical card...)





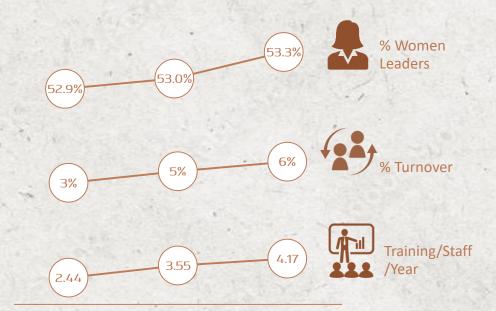




——% net profit

----- Social -----

- Committing an increasing budget for social welfare activities with focus on underprivileged people, education and health care.
- Enhancing staff's satisfaction through improving work-life balance and personal development opportunities... to gather the best talents in the market.



2020

2019

Governance

2021

- Getting ready for Basel II advanced approach.
- Having diversified BOD structure with a seat for Mizuho Bank Senior and another independent seat for Chairman of FPT – a leading IT firm in the market.







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Strategic plan to 2025, vision to 2030

No. 1 bank in Vietnam, one of the 100 largest banks in Asia, one of the 300 largest banking and financial groups in the world, one of the 1000 largest listed companies in the world and make great contributions to the development of Vietnam





Key financial and operating targets for 2025









Thank you & QA



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ı	3Q2022 Business Performance



Historical Balance sheet (VND)

FY ended 31 Dec (Figures in VND bn)	2018	2019	2020	2021	2022Q1	2022Q2	2022Q3
Cash and cash equivalents	12,792	13,778	15,095	18,012	14,868	15,098	16,293
Balances with SBV	10,846	34,684	33,139	22,507	38,888	28,814	11,379
Current accounts, deposits and placements with banks	250,228	249,470	267,970	225,765	194,999	255,548	302,927
Investments in securities	152,227	169,429	158,885	173,674	175,251	194,558	178,567
Loans to customers	631,867	734,707	839,788	960,750	1,028,900	1,100,852	1,130,144
Provision for credit losses	(10,294)	(10,417)	(19,243)	(25,976)	(31,192)	(33,862)	(36,173)
Equity investment	2,476	2,464	2,239	2,346	2,366	2,381	2,217
Net fixed assets	6,527	6,710	8,539	8,626	8,345	8,104	7,821
Other assets	17,357	21,892	19,817	28,969	30,323	30,899	36,489
Total Assets	1,074,027	1,222,719	1,326,230	1,414,673	1,462,748	1,602,392	1,649,664
Current accounts of banks and payables to SBV	90,685	92,366	41,177	9,468	36,310	61,021	93,953
Borrowings from SBV and term deposits from banks	76,524	73,617	103,584	109,758	81,278	171,677	179,759
Customers deposits	801,929	928,451	1,032,114	1,135,324	1,179,669	1,195,392	1,197,151
Derivatives and other financial liabilities			52	_	5	19	120
Valuable papers issued	21,461	21,384	21,240	17,388	17,380	14,367	14,699
Debt securities issued and other borrowed funds	26	20	15	8	7	5	4
Other liabilities	21,222	25,998	33,954	33,610	31,021	36,921	35,589
Total Liabilities	1,011,847	1,141,836	1,232,135	1,305,555	1,345,671	1,479,402	1,521,274
Chartered capital	35,978	37,089	37,089	37,089	47,325	47,325	47,325
Surplus + Other capital	344	5,340	5,340	5,340	5,340	5,340	5,805
Reserve funds	9,446	12,186	14,926	18,173	18,173	18,172	18,123
Differences in FX and Asset revaluation	204	129	5	(5)	(10)	(2)	(741)
Retained earnings	16,139	26,055	36,650	48,434	46,157	52,057	57,775
Total Shareholders' Equity	62,110	80,800	94,010	109,030	116,985	122,892	128,287
Minority Interest Vietcombank Source: VCB Consolidated Financial Statement.	69	83	85	87	92	97	102

Historical Balance sheet (USD)

FY ended 31 Dec (Figures in USD m)	2018	2019	2020	2021	2022Q1	2022Q2	2022Q3
Cash and cash equivalents	551	595	657	791	643	651	688
Balances with SBV	467	1,497	1,442	988	1,681	1,242	480
Current accounts, deposits and placements with banks	10,786	10,767	11,658	9,911	8,427	11,012	12,786
Investments in securities	6,562	7,312	6,913	7,624	7,573	8,384	7,537
Loans to customers	27,236	31,709	36,536	42,175	44,464	47,436	47,699
Provision for credit losses	(444)	(450)	(837)	(1,140)	(1,348)	(1,459)	(1,527)
Equity investment	107	106	97	103	102	103	94
Net fixed assets	281	290	372	379	361	349	330
Other assets	748	945	862	1,272	1,310	1,331	1,540
Total Assets	46,294	52,772	57,700	62,102	63,213	69,048	69,627
Current accounts of banks and payables to SBV	3,909	3,986	1,791	416	1,569	2,629	3,965
Borrowings from SBV and term deposits from banks	3,298	3,177	4,507	4,818	3,512	7,398	7,587
Customers deposits	34,566	40,071	44,904	49,839	50,980	51,510	50,528
Derivatives and other financial liabilities		_	2	_	_	-	5
Valuable papers issued	925	923	924	763	751	619	620
Debt securities issued and other borrowed funds	1	1	1	0	0	О	O
Other liabilities	915	1,122	1,477	1,475	1,341	1,591	1,502
Total Liabilities	43,614	49,281	53,606	57,311	58,153	63,748	64,208
Chartered capital	1,551	1,601	1,614	1,628	2,045	2,039	1,997
Surplus + Other capital	15	230	232	234	231	230	245
Reserve funds	407	526	649	798	785	783	765
Differences in FX and Asset revaluation	9	6	0	(O)	(O)	(O)	(31)
Retained earnings	696	1,125	1,595	2,126	1,995	2,243	2,438
Total Shareholders' Equity	2,677	3,487	4,090	4,786	5,056	5,295	5,415
Minority Interest Source: VCB Consolidated Fin.	ancial Statement 3	4	4	4	4	4	4
Together for the future Note: Exchange rate (USD/ VND) was taken from the State Bank of Vietnam at the end of period/year 37						37	

Historical Income statement (VND)

(Figures in VND bn)

FY ended 31 Dec	2018	2019	2020	2021	3M2022	6M2022	9M2022
Interest income	55,864	67,724	69,205	70,749	19,338	40,009	62,579
Interest expenses	(27,455)	(33,147)	(32,920)	(28,362)	(7,362)	(15,236)	(24,142)
Net interest income	28,409	34,577	36,285	42,387	11,976	24,773	38,437
Service fee income	7,022	9,003	10,588	11,287	3,713	5,703	8,301
Service charges	(3,620)	(4,696)	(3,981)	(3,879)	(1,003)	(2,297)	(3,793)
Net fee income	3,402	4,307	6,607	7,407	2,711	3,405	4,508
Foreign exchange gain, net	2,266	3,378	3,906	4,375	1,522	2,994	4,581
Net gain on securities	250	153	2	19	16	120	(36)
Investment income (loss)	1,716	245	461	130	24	49	176
Other non-interest income	3,234	3,070	1,800	2,393	484	1,365	1,754
Non-interest income	10,870	11,153	12,777	14,324	4,758	7,933	10,983
Operating income	39,278	45,730	49,063	56,711	16,733	32,706	49,420
Operating expenses	(13,611)	(15,818)	(16,038)	(17,575)	(4,509)	(10,325)	(16,695)
Operating profit (pre-provision)	25,667	29,913	33,204	39,136	12,224	22,381	32,725
Provisions (net of reversals)	(7,398)	(6,790)	(9,975)	(11,761)	(2,274)	(5,007)	(7,786)
Profit before taxes	18,269	23,122	23,050	27,376	9,950	17,373	24,940
Income tax expense	(3,647)	(4,596)	(4,577)	(5,447)	(1,983)	(3,465)	(4,961)
Minority interest	(16)	(15)	(21)	(20)	(5)	(10)	(15)
Net profit /loss	14,606	18,511	18,452	21,908	7,962	13,899	19,964



Historical Income statement (USD)

(Figures in USD m)

FY ended 31 Dec	2018	2019	2020	2021	3M2022	6M2022	9M2022
Interest income	2,408	2,915	3,011	3,106	836	1,724	2,641
Interest expenses	(1,183)	(1,427)	(1,432)	(1,245)	(318)	(657)	(1,019)
Net interest income	1,225	1,488	1,579	1,861	518	1,067	1,622
Service fee income	303	388	461	495	160	246	350
Service charges	(156)	(202)	(173)	(170)	(43)	(99)	(160)
Net fee income	147	185	287	325	117	147	190
Foreign exchange gain, net	98	145	170	192	66	129	193
Net gain on securities	11	7	0	1	1	5	(2)
Investment income (loss)	74	11	20	6	1	2	7
Other non-interest income	139	132	78	105	21	59	74
Non-interest income	469	480	556	629	206	342	464
Operating income	1,693	1,969	2,135	2,490	723	1,409	2,086
Operating expenses	(587)	(681)	(698)	(771)	(195)	(445)	(705)
Operating profit (pre-provision)	1,106	1,288	1,437	1,718	528	964	1,381
Provisions (net of reversals)	(319)	(292)	(434)	(516)	(98)	(216)	(329)
Profit before taxes	787	995	1,003	1,202	430	749	1,053
Income tax expense	(157)	(198)	(199)	(239)	(86)	(149)	(209)
Minority interest	(1)	(1)	(1)	(1)	(O)	(O)	(1)
Net profit /loss	630	797	803	962	344	599	843



Source: VCB Consolidated Financial Statement.

Note: Exchange rate (USD/ VND) was taken from the State Bank of Vietnam at the end of period/year

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IR Team

Mr. Nguyen Viet Anh	- Tel: +84-24-3 9343137 Ext 1509, Email: anhnv.ho@vietcombank.com.vn
Mr. Duong Duc Hieu (Charlie)	- Tel: +84-24-3 9343137 Ext 1841, Email: hieudd.ho@vietcombank.com.vn
Ms. Nguyen Mai Huong (Jane)	- Tel: +84-24-3 9343137 Ext 1517, Email: huongnm.ho@vietcombank.com.vn
Ms. Le Thanh Hang (Lana)	- Tel: +84-24-3 9343137 Ext 1508, Email: lthang.ho@vietcombank.com.vn
Mr. Le Viet Dzung (James)	- Tel: +84-24-3 9343137 Ext 1993, Email: dunglv2.ho@vietcombank.com.vn

