INVESTORS PRESENTATION 2Q2023 Financial Results





Table of contents

| | 2Q2023 Business Performance |
|-----|-----------------------------|
| | 1. Market Position |
| | 2. Economic Updates |
| | 3. Financial Results |
| II | Company Profile |
| 111 | Growth strategy and targets |
| IV | Financial Statements |



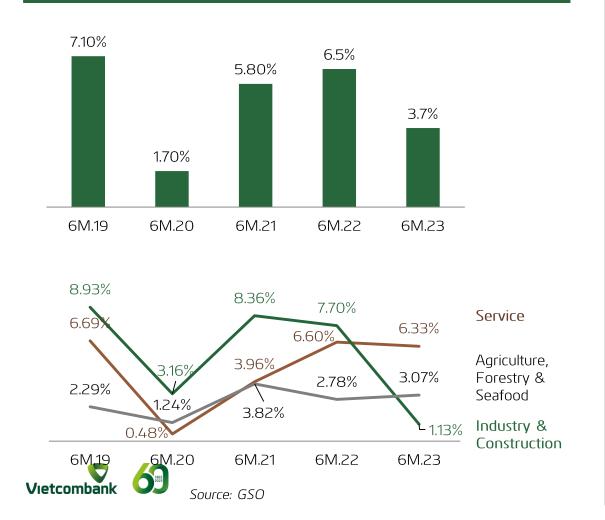


Market Position in Vietnam⁽¹⁾

| Unit: USD bn | Vietcom | nbank | BIDV | VietinBank | X; MB | TECHCOMBANK | ₩ VPBank |
|--|--------------------------------------|--------------|---|--|--------------|--------------|--|
| Total Assets | 3 | 72.2 | 90.0 | 78.8 | 34.1 | 31.0 | 31.3 |
| Loans Deposits | (3) | 48.3 56.2 | 67.3 65.5 | 56.3 55.5 | 21.4 20.1 | 19.5 16.2 | 20.1 16.4 |
| Ownership Capital | | 6.4 | 4.8 | 5.0 | 3.6 | 5.2 | 4.6 |
| Market Cap. | 1 | 20.0 | 9.3 | 6.0 | 3.9 | 4.8 | 5.6 |
| Profit before Taxes | | 0.87 | 0.59 | 0.53 | 0.54 | 0.48 | 0.22 |
| Ratings by: S&P | (1) | ВВ | N/a | N/a | BB- | N/a | N/a |
| Fitch Moody's (2) | | BB Ba2 | N/a Ba2 | BB- Ba2 | N/a Ba3 | B+ Ba3 | N/a Ba3 |
| nong listed banks, end of 2Q2023 otherwise stated T Bank Deposits (Foreign) rating y volume of processed transactions CB network Vietcombank | Leading posi other busi segmen | ness its | #1 in Trade Finance & Int'l Settlement (by sales & market share) 2Q2023: 20% market share | #1 FX business (by FX income) 2Q2023: 3.2 tn FX income, ~9% TOI | , # E-ban | LIDA HEACC | #1 Card Settlement Volume (3) 2Q2023: growth ~25% yoy |

Economic Updates (1/2): Low GDP growth while inflation and exchange rate pressure eased

6M GDP continued to be weak, Domestic demand supported growth while IC challenged by weak demand and rising cost

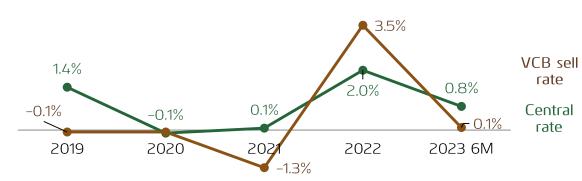






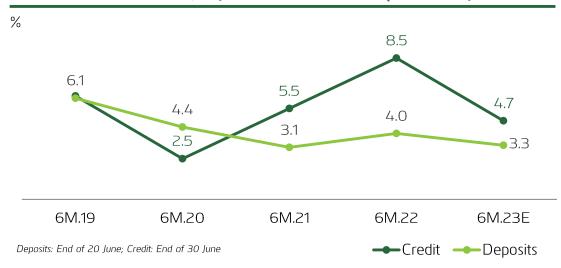
... while VND rate stabilized

(ytd)



Economic Updates (2/2): SBV cut rate further to support growth, surplus liquidity in the market yet credit not catching up

Credit advanced vs Q1, yet still lower than previous years

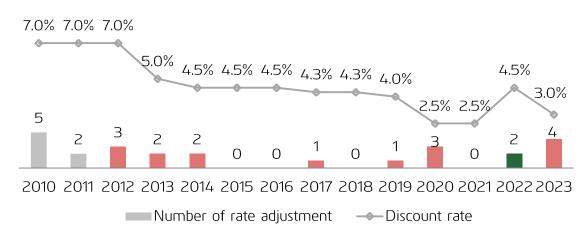


- In order to support growth amidst concerning macro data, SBV has further cut rates and showing signs of a continued loosening monetary policy;
- Deposit rates lowered accordingly, lending rates expected to be driven down further in coming time, bolstering credit growth together with public disbursement efforts from Government:
- Local bond market issues lingered, a dedicated corp bond trading platform launched in July expected to enhance market transparency and liquidity.





Further rate cuts amidst stagnant growth...



... bringing rates to pre Covid level

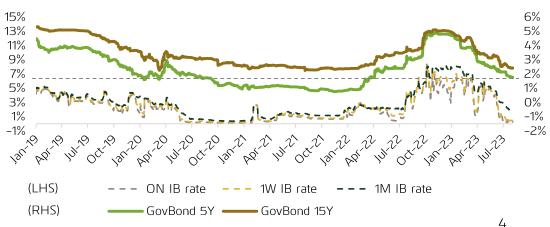


Table of contents

| ı | 2Q2023 Business Performance |
|-----|-----------------------------|
| | 1. Market Position |
| | 2. Economic Updates |
| | 3. Financial Results |
| | Company Profile |
| III | Growth strategy and targets |
| IV | Financial Statements |





Key highlights: Consistently strong performance despite challenging business landscape, resilient asset quality

Profit

#1 position by Profit affirmed. 6M PBT completed 48% of year target

Key safety Ratios Setting the theme to focus on rísk management, all safety ratios maintained market lead.

Higher LLCR and CAR buffer well positioned for any future headwind, while NPL a bit lower compared to previous quarter.

Size

Prudent Credit growth against robust Deposits growth further improved the bank's strong liquidity position

Achievements VCB named among Top 20 listed companies with highest sustainability scores (VNSI) by Ho Chi Minh Stock Exchange for evaluation period in July 2023





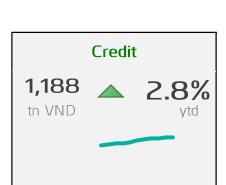


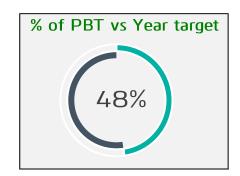




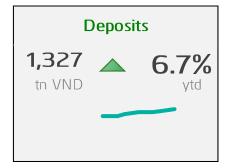




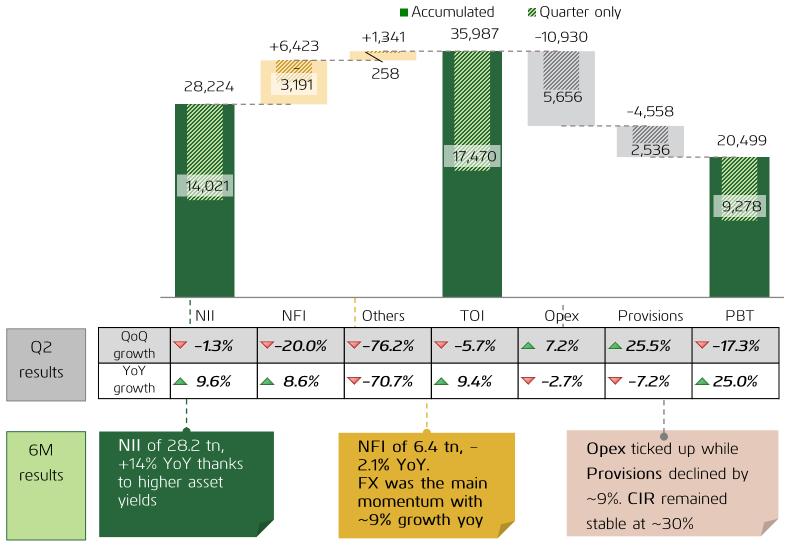


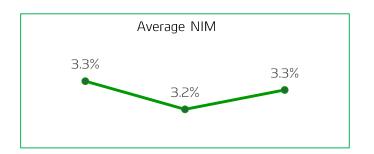


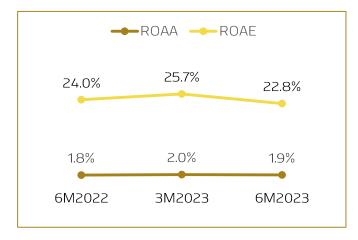


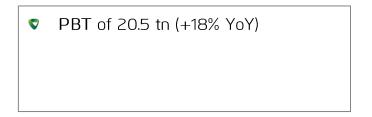


#1 Profit position affirmed thanks to solid interest & FX income and lower provisions



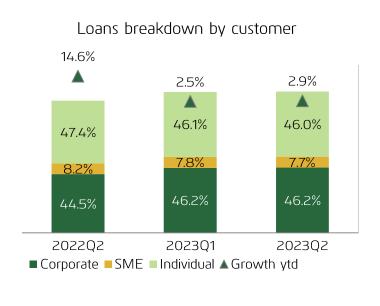


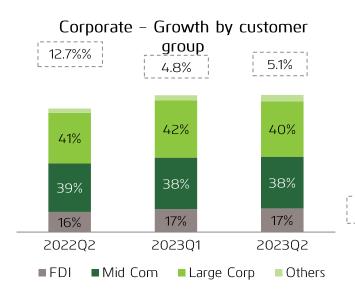


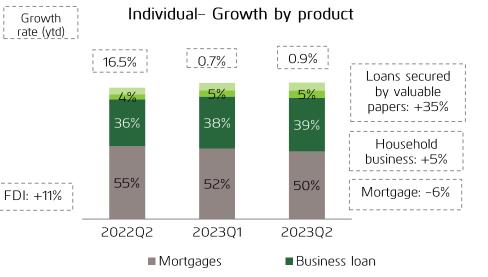


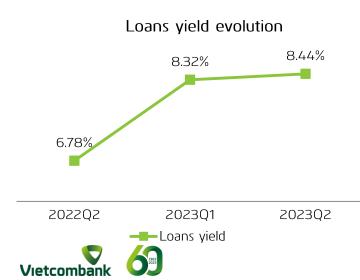


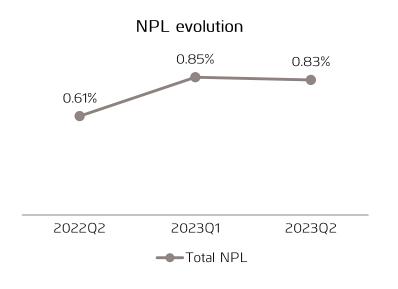
Difficult economic conditions entail modest credit growth, asset quality strictly controlled





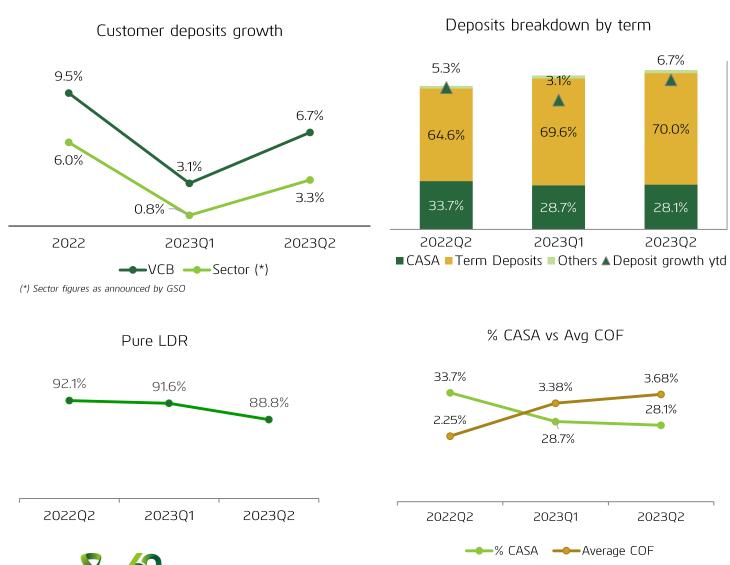






- ▼ By segment: With prudent risk appetite, credit only ticked up by ~3%, mostly from Corporate side (up 5.1% ytd) driven by robust growth from FDI. Individual book standed still with a shift from Mortgages to other products;
- Loan yield inched up thanks to better assets mix;
- ▼ NPL strictly controlled at ~0.83%, slightly down from 0.85% of previous quarter

Strong liquidity position backed by resilient CASA; deposit rates decreased further



| Term | Indiv. | Vs. 2022 | Corporate | Vs. 2022 |
|------|--------|-------------|-----------|-------------|
| 1M | 3.4% | 1.5 | 3.1% | 1.5 |
| 3M | 4.1% | 1.3 | 3.8% | 1.3 |
| 6M | 5.0% | ▼ 1.0 | 4.7% | ▼ 1.0 |
| 12M | 6.3% | ▼ 1.1 | 5.2% | 1.0 |

End of June 2023

- VCB's deposits continued to be higher than sector average, the bank maintained resilient CASA level of ~28%;
- ▼ Deposit rates dropped further in 2Q, in line with SBV's directions and market movement. COF is expected to go down in following quarters as lower rates level start to impact PL.
- ▼ Pure LDR down to ~89% (stipulated LDR well under 85% threshold).
- VCB maintained comfortable liquidity and net lender position in the interbank market.

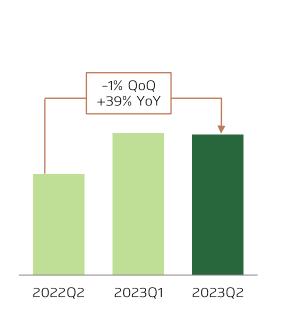


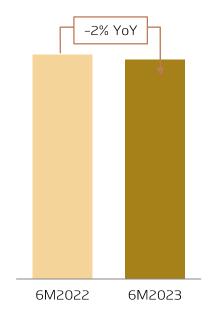
NFI softened as TF and FX income impacted by unfavourable trade situations

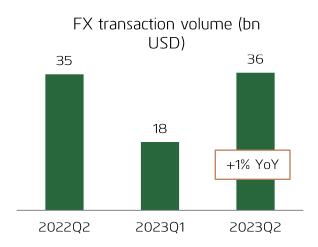
- ▼ 6M2023 NFI of ~6.4 tn, flat yoy as main fee momentums (FX, TF income) impacted by weak external demand and lower trade volumes.
- ▼ FX income of 3.2 tn, ~6.4% yoy, ~8.6% TOI;
- ▼ Fee income driven down by ~8.5% decrease in TF, 16% decrease in Domestic transfer while Bancassurance income stayed almost flat yoy. Positive signs from Card business: Income from Cards +5% yoy; Payments Volume +24%; Settlement Volume +25%

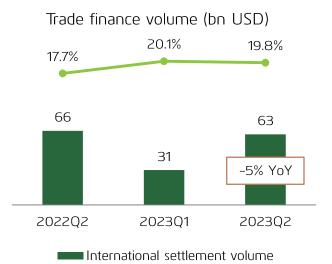
Although NFI slowed down due to unfavourable macro and trade conditions, VCB maintained leading positions:

- ▼ ~20% market share in International trade & Trade finance;
- #1 by FX income;
- ♥ #5 by Bancas FYP ranking (end of May 2023).
- ▼ VCB chosen as the sole settlement bank for privately issued corp bonds trading platform in July 2023.







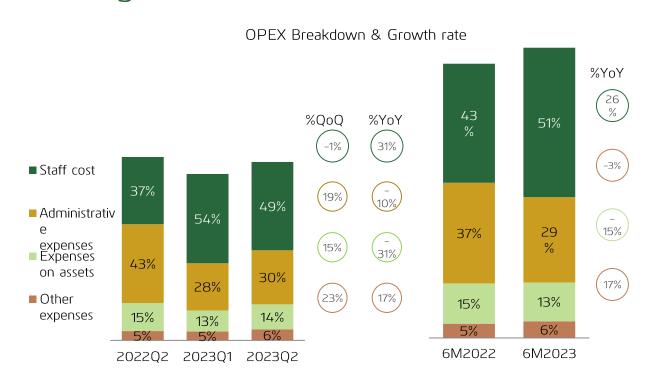


Note: NFI = FX income + Fee income + Investment income

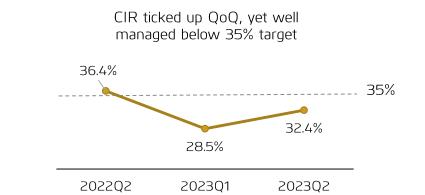


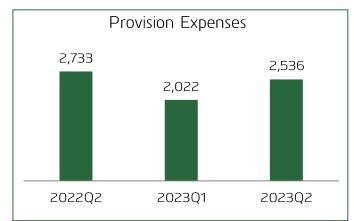


Costs well managed, Provisions eased yet maintaining market highest coverage level



Vietcombank









11

Key ratios

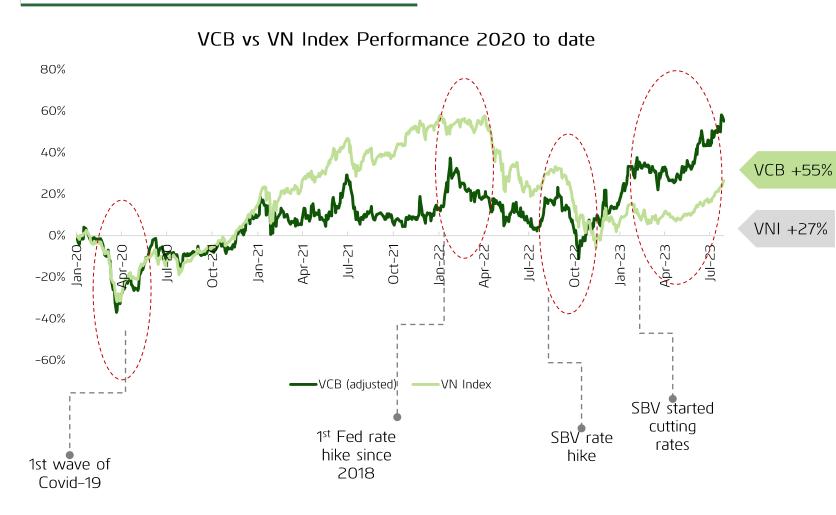
| Quality | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 |
|--|--------|--------|--------|--------|--------|--------|
| Loans to deposits | 87.2% | 92.1% | 94.4% | 92.1% | 91.6% | 88.8% |
| Loan loss reserve coverage (Provision/NPL) | 372.6% | 505.9% | 401.8% | 317.4% | 320.8% | 385.8% |
| NPL ratio | 0.8% | 0.6% | 0.8% | 0.7% | 0.9% | 0.8% |
| CAR | 9.7% | 9.5% | 9.4% | 10.0% | 10.7% | 11.2% |
| Credit Cost | 0.9% | 1.0% | 1.0% | 0.9% | 0.7% | 0.8% |
| Profitability | | | | | | |
| Profit before taxes (bil VND) | 9,950 | 7,423 | 7,566 | 12,428 | 11,221 | 9,278 |
| Net interest margin | 3.4% | 3.4% | 3.4% | 3.5% | 3.2% | 3.2% |
| Non-interest income / Operating Income | 28.4% | 19.9% | 18.2% | 20.6% | 23.3% | 19.7% |
| ROAA | 2.2% | 1.6% | 1.6% | 2.5% | 2.0% | 1.7% |
| ROAE | 28.2% | 20.5% | 20.4% | 32.5% | 25.7% | 20.6% |
| Cost to income ratio | 26.9% | 36.4% | 38.1% | 24.4% | 28.5% | 32.4% |





Stock performance (since Covid outbreak – now) and shareholder benefits

Outperformed VN Index



Maintain favorable dividend policy

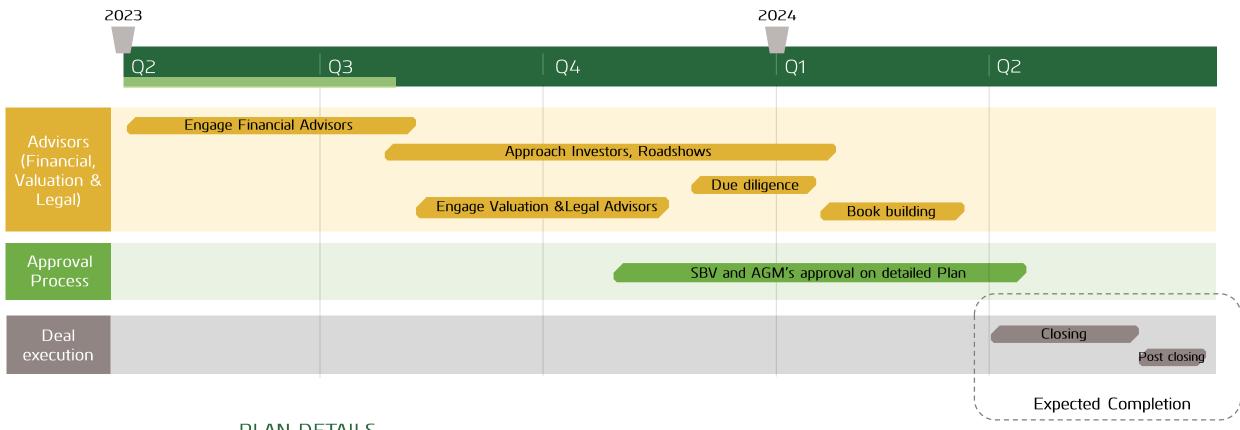
| Date | Dividend policy | Payout Ratio |
|------|-------------------------------|-----------------|
| 2019 | 8% in Cash | ~16% |
| 2020 | 8% in Cash | ~16% |
| 2021 | 12% in Cash 27.6% in Stock | ~73% |
| 2022 | 18.1% in Stock (*) | ~29% |

(*) In progress, expected payment in Q3.2023

Valuation

| Date | VCB PB | VCB PE |
|----------------|--------|--------|
| 2019 | 4.1x | 17.8x |
| 2020 | 3.9x | 19.7x |
| 2021 | 3.4x | 15.1x |
| 2022 | 2.7x | 12.7x |
| August 2023 | 2.8x | 15.6x |

Private placement



- PLAN DETAILS
- ▼ Deal size: 6.5% Charter Capital*, ~363 million shares , ~USD1.2 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: 150–200 bps





^(*) Estimated at VND 55.9 trillion after issuing stock dividend of 18.1%

2023 targets

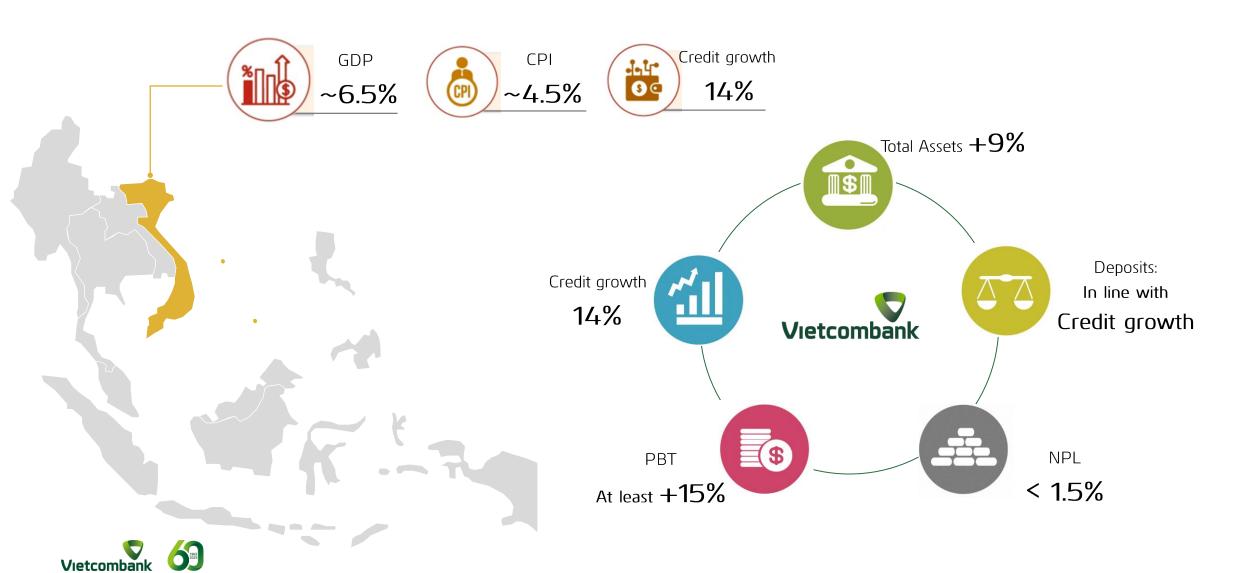


Table of contents

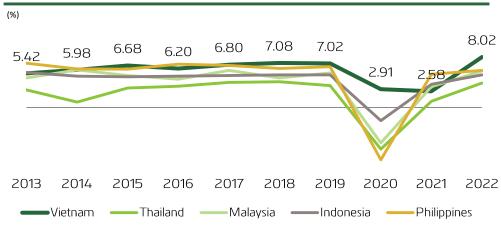
| I | 2Q2023 Business Performance |
|------|---|
| T II | Company Profile |
| | 1. Business Landscape |
| | 2. History, Corporate Structure and Management Team |
| | 3. Company Highlights |
| 111 | Growth strategy and targets |
| IV | Financial Statements |





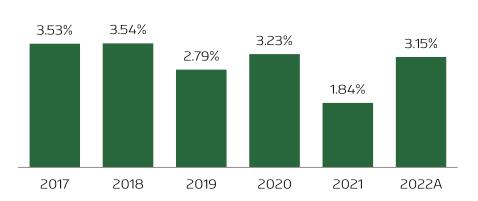
Favorable macroeconomic environment

Strong GDP growth

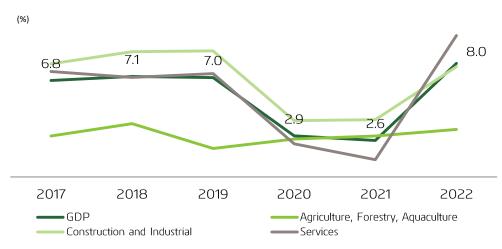


Inflation below government's target of 4%

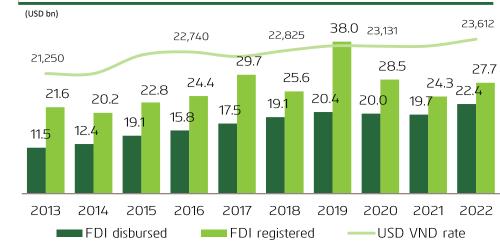
(YoY increase in consumer price)



GDP growth by sector



Steady FDI inflows supporting FX rate





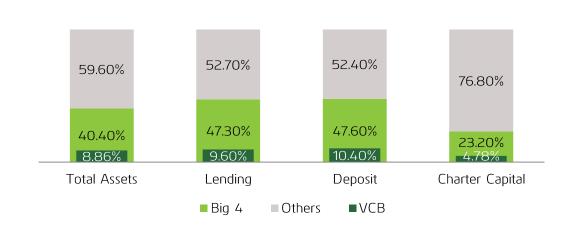


Banking sector overview

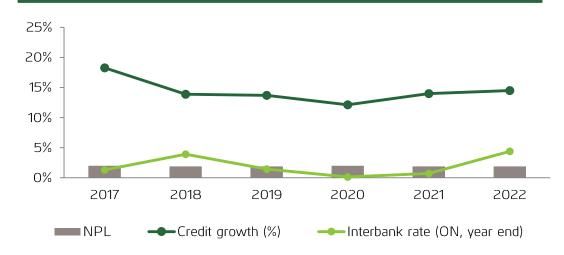
Overview

- 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 10/2022



Stable interest rate environment with healthy growth

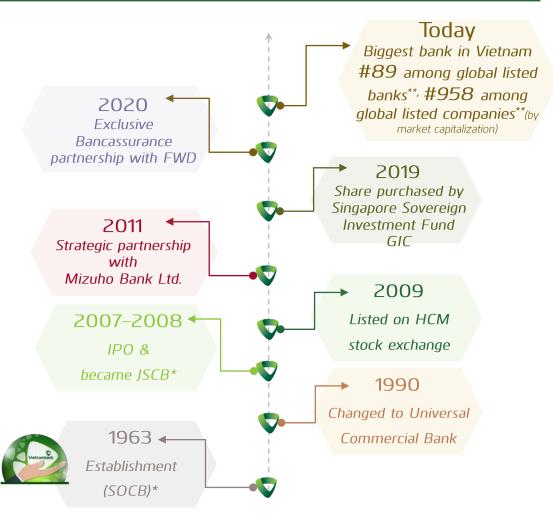




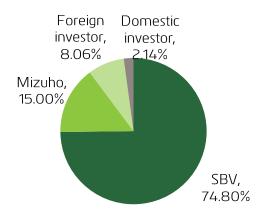


Strong heritage and track record of achievements

Corporate milestones



Key shareholders



Ranked #1 in Vietnam by international rating firms

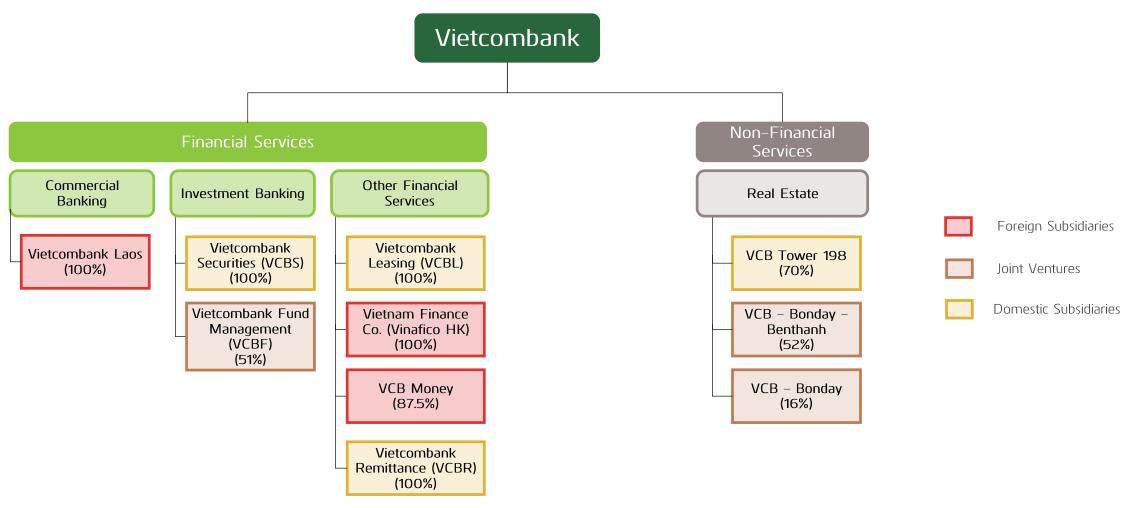
| | Fitch | Moody's | S&P |
|---------|----------|---------|--------|
| Rating | ВВ | Ba2 | ВВ |
| Outlook | Positive | Stable | Stable |





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 in Banking and Finance, Birmingham University (UK).
- Mr. Nguyen Thanh Tung, Member of the BOD cum Chief Executive Officer, has over 25 years of banking and finance experience with VCB. He held the Master Degree in Economics, Paris Dauphine University (France).
- In 2022 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 Dzuna Chairman of the

Nguyen Manh

Hung





Nauven Thanh Tung Member of the BOD - CFO



Do Viet Huna Member of the BoD



Hong Ouang ** Member of the BoD

Member of the BoD



Nguyen My Hao Member of the BoD





Shoiiro Mizoauchi* Member of the BoD cum Deputy

- * 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 Member of the BOD - CEO



Nguyen Thi Kim Oanh Deputy CEO



Phung Nguyen Hai Yen Deputy CEO



Dinh Thi Thai Deputy CEO





Nguyen Viet Cuong Deputy CEO



Colin Richard Dinn

CIO



Le Hoang Tung Chief Accountant



Supervisory Board



Lai Huu Phuoc Head of Supervisory Board



La Thi Hong Minh Member of Supervisory Board



Do Thi Mai Huona Member of Supervisory Board



Tran My Hanh Member of upervisory Board





Table of contents

| I | 2Q2023 Business Performance |
|----|---|
| П | Company Profile |
| | 1. Business Landscape |
| | 2. History, Structure and Management Team |
| | 3. Company Highlights |
| | Growth strategy and targets |
| IV | Financial Statements |





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

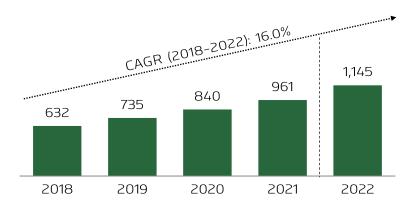




1. Growing LOAN portfolio with increasing retail component ...

- Market share ~9.6%
- 2022: Total loans: ~VND 1,145 tn, increased 19.2% against 2021; recorded 16.0% CAGR between 2018 2022
- Loan composition
 - Growing loan portfolio with a focused approach to increase loans to retail banking
 - Long and medium term loans account for 43% of total loans
 - Domestic currency loans account for 90% of total loans
- Loan portfolio focuses on high-growth sectors with good credit quality, NPL of only ~0.7%

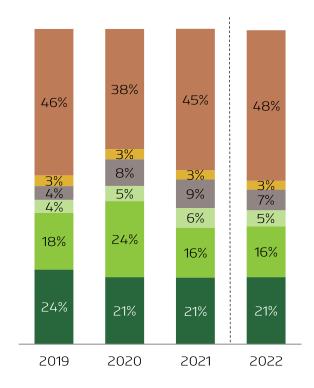
Total loans (VND tn)



Lending breakdown by clients



Lending breakdown by sector



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

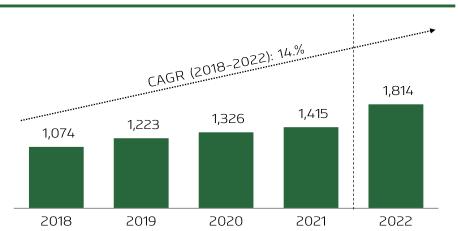




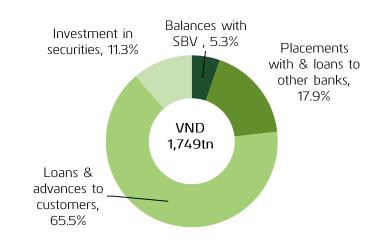
... while maintaining superior ASSET QUALITY

| FY ended 31 December | 2018A | 2019A | 2020A | 2021A | 2022 A |
|--|---------|--------|--------|--------|---------------|
| Loans to deposits | 78.8% | 79.1% | 81.4% | 84.6% | 92.1% |
| Loan loss reserve coverage (Provision/NPL) | 165.41% | 179.5% | 368.0% | 420.5% | 317.4% |
| NPL ratio | 0.98% | 0.79% | 0.62% | 0.64% | 0.68% |
| CAR (*) | 12.14% | 9.60% | 9.56% | 9.31% | 9.95% |
| Credit Cost | 1.26% | 0.99% | 1.27% | 1.27% | 0.90% |

Total assets (VND tn)



Earning assets breakdown (2022)

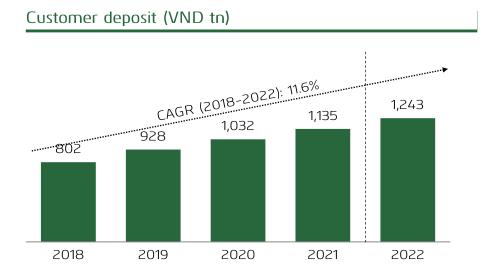


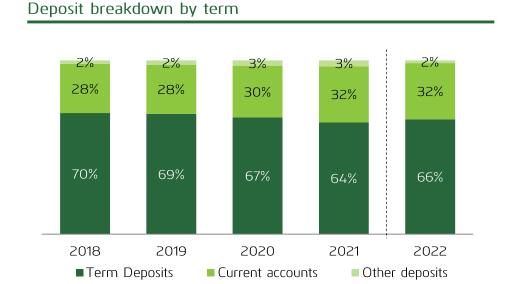




2. Leading CASA deposit backed by strong brand positioning

- 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
- 2022 deposit balance: Over VND 1,243 tn, up 9.5% compared with 2021; recorded 11.6% CAGR between 2018 2022
- Deposit structure:
 - CASA account for 32%, providing low cost funding to the bank. Largest CASA volume in the market (414 tn)
 - ~52% corporates & SME and 48% individual
 - VND-denominated deposits account for ~86%



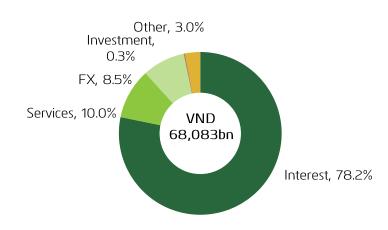




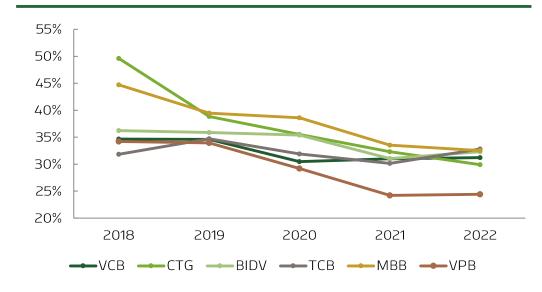
3. System lead PROFIT ...

| FY ended 31 December | 2018A | 2019A | 2020A | 2021 A | 2022 A |
|--------------------------------------|--------|--------|--------|---------------|---------------|
| Profit before taxes | 18,269 | 23,122 | 23,050 | 27,486 | 37,359 |
| Net interest margin | 2.95% | 3.13% | 2.92% | 3.16% | 3.40% |
| Non-interest income/Operating Income | 27.67% | 24.39% | 26.04% | 25.35% | 21.80% |
| ROAA | 1.38% | 1.61% | 1.45% | 1.60% | 1.90% |
| ROAE | 25.46% | 25.88% | 21.11% | 21.66% | 24.20% |
| CIR | 34.65% | 34.59% | 32.69% | 31.20% | 31.23% |

Operating income structure (2022)



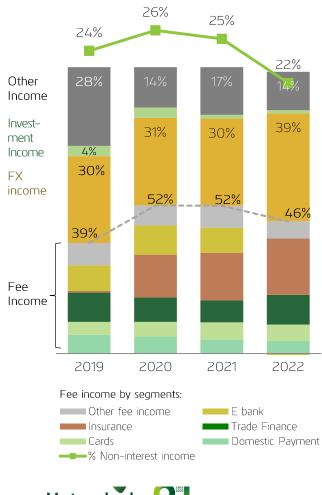
Cost to income ratios





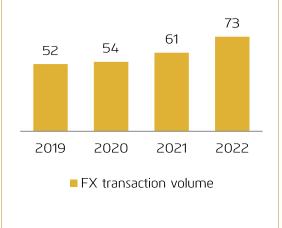
... with diversified income sources and growing focus on FEE income

Non interest income breakdown

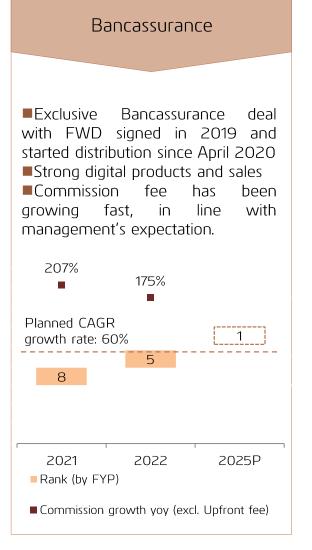


FX transactions and Derivatives

- 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: ~18.5% in TE Solid customer-base include country's top importers & exporters Extensive correspondent network includes ~2,000 banks all over the world 18.5% 16.5% 15.4% 15.3% 135 103 85 83 2019 2020 2021 2022 International settlement volume Market share in total international settlement





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 Deliverables

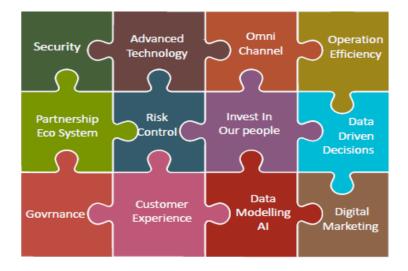
300+

Actions

100 +

78

Personnel

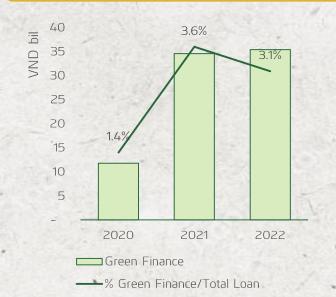






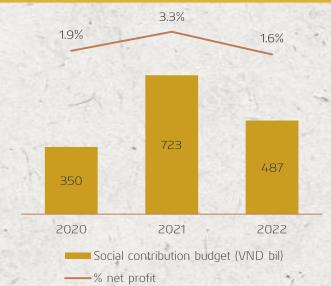
... and committed ESG efforts

VCB named among Top 20 listed companies with highest sustainability scores (VNSI) by Ho Chi Minh Stock Exchange for evaluation period in July 2023



Environment

- Exposure to green industry and sustainability transition maintained ~3% total book.
- Accelerating the digitalization of product, service and internal processes (paperless campaign, non-physical card...).
- VCBS acted as lead arranger on the transaction to issue c. USD 50mil Vietnam's first time internationally verified green bond.



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.







Governance

- Getting ready for Basel II advanced approach.
- Having diversified BOD structure with a seat for Mizuho Bank Senior and another independent seat.



















Table of contents

| I | 2Q2023 Business Performance |
|-------|---|
| II | Company Profile |
| | 1. Business Landscape |
| | 2. History, Structure and Management Team |
| | 3. Company Highlights |
| V III | Growth strategy and targets |
| IV | Financial Statements |





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



- Total assets growth: ~ 10–12%
- Total shareholders equity growth: ~ 20%



- Loan growth: ~ 13–15%
- Deposit growth: ~ 10–12%



- LDR*: < 85%
- NPL: < 1.5%
- CAR: 10%-12%
- (*) LDR stipulated by prevailing regulations



Profitability

- Cost to income ratio: <35%</p>
- ROAA: ~ 1.6%
- ROAE: ~ 20%





Table of contents

| V IV | Financial Statements |
|------|---|
| 111 | Growth strategy and targets |
| | 3. Company Highlights |
| | 2. History, Structure and Management Team |
| | 1. Business Landscape |
| П | Company Profile |
| ı | 2Q2023 Business Performance |



Historical Balance sheet (VND)

| FY ended 31 Dec (Figures in VND bn) | 2020 | 2021 | 2022Q1 | 2022Q2 | 2022Q3 | 2022Q4 | 2023Q1 | 2023Q2 |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Cash and cash equivalents | 15,095 | 18,012 | 14,868 | 15,098 | 16,293 | 18,349 | 15,538 | 16,134 |
| Balances with SBV | 33,139 | 22,507 | 38,888 | 28,814 | 11,379 | 92,558 | 139,257 | 56,431 |
| Current accounts, deposits and placements with banks | 267,970 | 225,765 | 194,999 | 255,548 | 302,927 | 313,592 | 334,748 | 286,407 |
| Investments in securities | 158,885 | 173,674 | 175,251 | 194,558 | 178,567 | 197,827 | 176,346 | 158,465 |
| Loans to customers | 839,788 | 960,750 | 1,028,900 | 1,100,852 | 1,130,144 | 1,145,066 | 1,174,081 | 1,177,728 |
| Provision for credit losses | (19,243) | (25,976) | (31,192) | (33,862) | (36,173) | (24,779) | (31,894) | (37,747) |
| Equity investment | 2,239 | 2,346 | 2,366 | 2,381 | 2,217 | 2,194 | 2,221 | 2,248 |
| Net fixed assets | 8,539 | 8,626 | 8,345 | 8,104 | 7,821 | 7,985 | 7,732 | 7,598 |
| Other assets | 19,817 | 28,969 | 30,323 | 30,899 | 36,489 | 61,397 | 28,402 | 37,009 |
| Total Assets | 1,326,230 | 1,414,673 | 1,462,748 | 1,602,392 | 1,649,664 | 1,814,188 | 1,846,431 | 1,704,273 |
| Current accounts of banks and payables to SBV | 41,177 | 9,468 | 36,310 | 61,021 | 93,953 | 67,315 | 62,168 | 2,270 |
| Borrowings from SBV and term deposits from banks | 103,584 | 109,758 | 81,278 | 171,677 | 179,759 | 232,511 | 255,334 | 160,661 |
| Customers deposits | 1,032,114 | 1,135,324 | 1,179,669 | 1,195,392 | 1,197,151 | 1,243,468 | 1,281,488 | 1,326,854 |
| Derivatives and other financial liabilities | 52 | _ | 5 | 19 | 120 | | | |
| Valuable papers issued | 21,240 | 17,388 | 17,380 | 14,367 | 14,699 | 25,338 | 27,338 | 16,324 |
| Debt securities issued and other borrowed funds | 15 | 8 | 7 | 5 | 4 | 3 | 2 | 1 |
| Other liabilities | 33,954 | 33,610 | 31,021 | 36,921 | 35,589 | 107,564 | 75,443 | 46,161 |
| Total Liabilities | 1,232,135 | 1,305,555 | 1,345,671 | 1,479,402 | 1,521,274 | 1,676,200 | 1,701,773 | 1,552,272 |
| Chartered capital | 37,089 | 37,089 | 47,325 | 47,325 | 47,325 | 47,325 | 47,325 | 47,325 |
| Surplus + Other capital | 5,340 | 5,340 | 5,340 | 5,340 | 5,805 | 5,805 | 5,805 | 5,805 |
| Reserve funds | 14,926 | 18,173 | 18,173 | 18,172 | 18,123 | 18,133 | 22,557 | 22,564 |
| Differences in FX and Asset revaluation | 5 | (5) | (10) | (2) | (741) | (863) | (843) | (886) |
| Retained earnings | 36,650 | 48,434 | 46,157 | 52,057 | 57,775 | 67,500 | 69,720 | 77,095 |
| Total Shareholders' Equity | 94,010 | 109,030 | 116,985 | 122,892 | 128,287 | 137,900 | 144,565 | 151,903 |
| Minority Interest | 85 | 87 | 92 | 97 | 102 | 88 | 94 | 98 |





Historical Balance sheet (USD)

| FY ended 31 Dec (Figures in USD m) | 2020 | 2021 | 2022Q1 | 2022Q2 | 2022Q3 | 2022Q4 | 2023Q1 | 2023Q2 |
|--|--------|---------|---------|---------|---------|---------|---------|---------|
| Cash and cash equivalents | 657 | 791 | 643 | 651 | 688 | 777 | 657 | 680 |
| Balances with SBV | 1,442 | 988 | 1,681 | 1,242 | 480 | 3,920 | 5,891 | 2,377 |
| Current accounts, deposits and placements with banks | 11,658 | 9,911 | 8,427 | 11,012 | 12,786 | 13,282 | 14,161 | 12,062 |
| Investments in securities | 6,913 | 7,624 | 7,573 | 8,384 | 7,537 | 8,379 | 7,460 | 6,674 |
| Loans to customers | 36,536 | 42,175 | 44,464 | 47,436 | 47,699 | 48,497 | 49,667 | 49,601 |
| Provision for credit losses | (837) | (1,140) | (1,348) | (1,459) | (1,527) | (1,049) | (1,349) | (1,590) |
| Equity investment | 97 | 103 | 102 | 103 | 94 | 93 | 94 | 95 |
| Net fixed assets | 372 | 379 | 361 | 349 | 330 | 338 | 327 | 320 |
| Other assets | 862 | 1,272 | 1,310 | 1,331 | 1,540 | 2,600 | 1,202 | 1,559 |
| Total Assets | 57,700 | 62,102 | 63,213 | 69,048 | 69,627 | 76,837 | 78,110 | 71,777 |
| Current accounts of banks and payables to SBV | 1,791 | 416 | 1,569 | 2,629 | 3,965 | 2,851 | 2,630 | 96 |
| Borrowings from SBV and term deposits from banks | 4,507 | 4,818 | 3,512 | 7,398 | 7,587 | 9,848 | 10,801 | 6,766 |
| Customers deposits | 44,904 | 49,839 | 50,980 | 51,510 | 50,528 | 52,665 | 54,211 | 55,882 |
| Derivatives and other financial liabilities | 2 | _ | _ | _ | 5 | _ | - | 1 |
| Valuable papers issued | 924 | 763 | 751 | 619 | 620 | 1,073 | 1,156 | 687 |
| Debt securities issued and other borrowed funds | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other liabilities | 1,477 | 1,475 | 1,341 | 1,591 | 1,502 | 4,556 | 3,191 | 1,944 |
| Total Liabilities | 53,606 | 57,311 | 58,153 | 63,748 | 64,208 | 70,992 | 71,990 | 65,375 |
| Chartered capital | 1,614 | 1,628 | 2,045 | 2,039 | 1,997 | 2,004 | 2,002 | 1,993 |
| Surplus + Other capital | 232 | 234 | 231 | 230 | 245 | 246 | 246 | 244 |
| Reserve funds | 649 | 798 | 785 | 783 | 765 | 768 | 954 | 950 |
| Differences in FX and Asset revaluation | 0 | (O) | (O) | (O) | (31) | (37) | (36) | (37) |
| Retained earnings | 1,595 | 2,126 | 1,995 | 2,243 | 2,438 | 2,859 | 2,949 | 3,247 |
| Total Shareholders' Equity | 4,090 | 4,786 | 5,056 | 5,295 | 5,415 | 5,840 | 6,116 | 6,398 |
| Minority Interest | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |





Historical Income statement (VND)

(Figures in VND bn)

| FY ended 31 Dec | 2020 | 2021 | 2022 Q 1 | 2022Q2 | 2022Q3 | 2022Q4 | 2023Q1 | 2023Q2 |
|----------------------------------|----------|----------|-----------------|----------|----------|----------|----------|----------|
| Interest income | 69,205 | 70,749 | 19,338 | 40,009 | 62,579 | 88,113 | 27,690 | 56,512 |
| Interest expenses | (32,920) | (28,362) | (7,362) | (15,236) | (24,142) | (34,866) | (13,487) | (28,289) |
| Net interest income | 36,285 | 42,387 | 11,976 | 24,773 | 38,437 | 53,246 | 14,203 | 28,224 |
| Service fee income | 10,588 | 11,287 | 3,713 | 5,703 | 8,301 | 12,425 | 2,884 | 6,120 |
| Service charges | (3,981) | (3,879) | (1,003) | (2,297) | (3,793) | (5,586) | (1,427) | (3,042) |
| Net fee income | 6,607 | 7,407 | 2,711 | 3,405 | 4,508 | 6,839 | 1,456 | 3,078 |
| Foreign exchange gain, net | 3,906 | 4,375 | 1,522 | 2,994 | 4,581 | 5,768 | 1,706 | 3,186 |
| Net gain on securities | 2 | 19 | 16 | 120 | (36) | (34) | 30 | 89 |
| Investment income (loss) | 461 | 130 | 24 | 49 | 176 | 208 | 40 | 69 |
| Other non-interest income | 1,800 | 2,393 | 484 | 1,365 | 1,754 | 2,054 | 1,083 | 1,341 |
| Non-interest income | 12,777 | 14,324 | 4,758 | 7,933 | 10,983 | 14,836 | 4,314 | 7,764 |
| Operating income | 49,063 | 56,711 | 16,733 | 32,706 | 49,420 | 68,083 | 18,517 | 35,987 |
| Operating expenses | (16,038) | (17,575) | (4,509) | (10,325) | (16,695) | (21,260) | (5,274) | (10,930) |
| Operating profit (pre-provision) | 33,204 | 39,136 | 12,224 | 22,381 | 32,725 | 46,823 | 13,243 | 25,057 |
| Provisions (net of reversals) | (9,975) | (11,761) | (2,274) | (5,007) | (7,786) | (9,464) | (2,022) | (4,558) |
| Profit before taxes | 23,050 | 27,376 | 9,950 | 17,373 | 24,940 | 37,359 | 11,221 | 20,499 |
| Income tax expense | (4,577) | (5,447) | (1,983) | (3,465) | (4,961) | (7,446) | (2,225) | (4,079) |
| Minority interest | (21) | (20) | (5) | (10) | (15) | (20) | (5) | (10) |
| Net profit /loss | 18,452 | 21,908 | 7,962 | 13,899 | 19,964 | 29,892 | 8,991 | 16,410 |





Historical Income statement (USD)

(Figures in USD m)

| FY ended 31 Dec | 2020 | 2021 | 2022Q1 | 2022Q2 | 2022Q3 | 2022Q4 | 2023Q1 | 2023Q2 |
|----------------------------------|---------|---------|--------|--------|---------|---------|--------|---------|
| Interest income | 3,011 | 3,106 | 836 | 1,724 | 2,641 | 3,732 | 1,171 | 2,380 |
| Interest expenses | (1,432) | (1,245) | (318) | (657) | (1,019) | (1,477) | (571) | (1,191) |
| Net interest income | 1,579 | 1,861 | 518 | 1,067 | 1,622 | 2,255 | 601 | 1,189 |
| Service fee income | 461 | 495 | 160 | 246 | 350 | 526 | 122 | 258 |
| Service charges | (173) | (170) | (43) | (99) | (160) | (237) | (60) | (128) |
| Net fee income | 287 | 325 | 117 | 147 | 190 | 290 | 62 | 130 |
| Foreign exchange gain, net | 170 | 192 | 66 | 129 | 193 | 244 | 72 | 134 |
| Net gain on securities | 0 | 1 | 1 | 5 | (2) | (1) | 1 | 4 |
| Investment income (loss) | 20 | 6 | 1 | 2 | 7 | 9 | 2 | 3 |
| Other non-interest income | 78 | 105 | 21 | 59 | 74 | 87 | 46 | 56 |
| Non-interest income | 556 | 629 | 206 | 342 | 464 | 628 | 183 | 327 |
| Operating income | 2,135 | 2,490 | 723 | 1,409 | 2,086 | 2,884 | 783 | 1,516 |
| Operating expenses | (698) | (771) | (195) | (445) | (705) | (900) | (223) | (460) |
| Operating profit (pre-provision) | 1,437 | 1,718 | 528 | 964 | 1,381 | 1,983 | 560 | 1,055 |
| Provisions (net of reversals) | (434) | (516) | (98) | (216) | (329) | (401) | (86) | (192) |
| Profit before taxes | 1,003 | 1,202 | 430 | 749 | 1,053 | 1,582 | 475 | 863 |
| Income tax expense | (199) | (239) | (86) | (149) | (209) | (315) | (94) | (172) |
| Minority interest | (1) | (1) | (O) | (O) | (1) | (1) | (O) | (O) |
| Net profit /loss | 803 | 962 | 344 | 599 | 843 | 1,266 | 380 | 691 |





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