

JSC BANK FOR FOREIGN TRADE OF VIET NAM

Address: 198 Tran Quang Khai St, Ha Noi Business Registration No. 0100112437 (12th revision dated 16th December, 2016)

SOCIALIST REPUBLIC OF VIETNAM Independence - Freedom – Happiness ------000------

Hanoi, April 27^h, 2017

AGM PROPOSAL ON THE CAPITAL INCREASE PLAN IN 2017

To realize the strategic vision of building Vietcombank to be the No. 1 bank in Vietnam and one of the top 300 largest financial institutions in the world, governed by the best international practices in 2020; to improve the financial capability to meet the business development requirement and risk management, the BOD would like to present the capital increase plan in 2017 as follows:

- 1. Share issuance via public offering or private placement for foreign institutional investors totaling 10% charter capital as at the date of issue
 - 1.1. Expected capital increase amount
 - Current capital: 35,977,685,750,000 VND;
 - Amount to be increased: 3,597,768,570,000 VND (corresponding to 10% of current charter capital, the specific increased amount will be based on charter capital as at the date of issuance and offering results);
 - Expected capital amount after issuing shares: 39,575,454,320,000 VND.
 - 1.2. Type of shares: common shares.
 - 1.3. Par value: 10,000 VND.
 - 1.4. Number of outstanding shares: 3,597,768,575 shares.
 - 1.5. Expected maximum number of shares to be issued: 359,776,857 shares.
 - 1.6. Issuance subjects:
 - *Public offering*: Vietnamese institutions and individuals; foreign institutions and individuals;



- *Private placement*: institutional investors with strong financial capacity, possibly including one or several existing shareholders of VCBs (specific requirements as stated in capital increase plan for 2016 approved by AGM), maximum 10 investors.
- 1.7. Expected offering price: not lower than (i) the price determined by an organization providing corporate valuation services and (ii) the closing price of VCB stock on Hochiminh Stock Exchange on trading day right before the issuance date.
- 1.8. Lock-up period for shares issued via private placement: 1 year since the completion date of the offering in accordance with the relevant securities laws and regulations, except for the cases of selling the offered shares of individuals to professional securities investors, selling shares among professional securities investors or other exceptional cases regulated by the relevant laws and regulations.
- 1.9. Implementation time: tentatively in 2017 2018. Details will be decided by the BOD upon obtaining approval of relevant authorities.

2. Usage plan for the increased capital

The increased capital will be used for Vietcombank's business operation appropriately based on the principle of safety, efficiency and optimization of benefit to all shareholders. Details are as follows:

- 2.1 To make investment in facilities, information technology: to build Vietcombank offices, to widen branch network, to invest in technology and fixed assets (~ VND 500 bil);
- 2.2 To increase capital contribution to some existing affiliated companies and to seek for opportunities to contribution capital in potential projects (~VND 100 bil);
- 2.3 To develop credit operation, treasury operation as well as other business operations (~VND 3,000 bil);
- 2.4 To prepare for the possibility of M&A when necessary.

3. Some ratios after the capital increase (estimated)

- Total assets in 2017 are expected to grow by 11%; fund mobilization is expected to grow by 14% and credit balance is expected to grow by 15%: Pre-tax & pre-provision profit is expected to grow by ~8%.
- CAR: ~9% (under Basel II standards).



• ROAE: ~14.5%

(Please refer to the "Capital Increase Plan" attached herewith for further details)

4. Rights and obligations of investor(s) receiving/purchasing Vietcombank's additionally issued shares

- Organizations/individuals receiving/purchasing Vietcombank's additionally issued shares have the obligations to comply with the laws, regulations set by the State Bank of Vietnam, Vietcombank's Charter as well as all the regulations mentioned in the "Capital Increase Plan" attached herewith.
- Organizations/individuals receiving/purchasing Vietcombank's additionally issued shares are treated equally and are entitled to all the benefits of Vietcombank's shareholders once the new Business Certificate is issued by the Hanoi Department of Planning and Investment (with new contents relating to the amended charter capital).

BOD would like to propose the AGM to:

- 1. Approve the capital increase plan in 2017 with main contents as mentioned in this Proposal and the detailed Plan attached herewith.
- 2. Approve the amendment of Vietcombank's Charter relating to the new charter capital after share issuances in accordance with the approved issuance plan and actual issuance results.
- 3. Approve that the bank's existing shareholders refuse their pre-emptive rights (if any) to the additional shares issued by Vietcombank under public offering and private placement plan, except for existing shareholders who are foreign institutions with the intention to participate in the private placement (the process will then comply with laws).
- 4. Authorize the BOD to:
 - Decide on the selection criteria; the number of the investors to be offered as well as a list of investors to be offered; the number of shares to be issued to each investor; timing of the issuance; share price (upon receiving approvals from relevant authorities); negotiate and decide the terms and conditions of relating contracts;
 - Supplement and revise the issuance plans as per requests of relevant authorities (if any) in accordance with prevailing regulations;
 - Decide the detailed plan for capital increase based on the approval of the relevant authorities in accordance with the relevant laws and regulations;



- Proceed with all the necessary procedures to successfully issue Vietcombank shares, register Vietcombank's new charter capital (to reflect the actual successfully increased amount), amend Vietcombank's Charter (relating to the new charter capital), complete all the procedures after the capital increase, to list the additionally issued shares on the Hochiminh Stock Exchange after the issuance is completed; and
- Decide all the other issues relating or incurring from the capital increase.

Respectfully to the AGM's perusal and approval.

ON BEHALF OF THE BOARD OF DIRECTORS CHAIRMAN

Nghiem Xuan Thanh



THE CHARTER CAPITAL INCREASE PLAN IN 2017

TO PROPOSE TO THE 10^{TH} AGM OF VCB (28/04/2017)

A. THE PURPOSE OF INCREASING CHARTER CAPITAL

Implementing the policy of the Government and the State Bank of Vietnam ("SBV") on the restructuring of banking sector, Vietcombank has established its strategic vision until 2020: Striving to become the No.1 bank in Vietnam and one of the top 300 largest financial institutions in the world, governed by the best international practices. Vietcombank has also set its strategic goals including: Top 1 in retail, Top 2 in wholesale; the most profitable local bank; number 1 by customer satisfaction; best local bank in human resources quality and best local bank in risk management.

In terms of risk management, VCB aims to comply with Basel II standardized approach by 2018 and Basel II advanced approach by 2020. Accordingly, an important pillar of Basel II is capital adequacy. Vietcombank's current CAR is above 10%, meeting the current requirement of the SBV. However, if calculated by using international standards (particularly using Basel II), Vietcombank's CAR is currently at a low level (around 6% - 7%, below the minimum requirement of 8%). That's the reason why Vietcombank's current credit rating is still at a low level compared with other banks in the world and within the region.

For the 2016 rating (based on 2015 business results), S&P estimated the RAC (risk-adjusted capital) of VCB is 3.5%. Meanwhile, according to the report of Fitch Ratings, the Tangible Common Equity/ Tangible Assets ratio of VCB is 7.7%; according to the report of Moody's, the shareholders'equity/risk weighted assets ratio of VCB is ~8.5%. All above-mentioned ratios are much lower than those of banks in South East Asia.

Although VCB has always been highly praised by international rating agencies for its risk management and asset quality compared with other local banks, the capital adequacy of VCB is concerning given the bank's growth in recent years and its vision until 2020. With the growth of the risk-weighted assets of the bank, CAR will reduce by 1% per year. Therefore, the need to raise capital has become increasingly urgent. According to assessments by Moody's, Fitch Ratings and S&P in their 2016 rating, the increase of VCB's capital will be the basis to improve the bank's ratings. In the event that the growth of capital is not in line with the growth of asset and lending, the rating agencies may consider the possibility of downgrading the ratings of VCB. This will



have tremendous impacts on the reputation of VCB in terms of its foreign affair as well as the assessment of international investors for VCB's stocks.

Charter capital is the basis for determining the investment limit for fixed assets, investments, and credit limits, etc. Therefore, the increase of capital will satisfy the need of widening the scale of business activities through increasing the credit limits to be provided to the customers, investment limit, etc., which in turn increases the capital flow into corporations, and contribute to economic growth. The increase of charter capital is a crucial requirement for VCB to strengthen its financial capability, making good foundation for strengthening facilities and modernizing the bank.

Thus, the increase of charter capital is an urgent need of VCB to: (i) meet the capital requirements regulated by Basel II and by the State Bank of Vietnam (at least 8% in accordance with Circular 41/2016/TT-NHNN dated 30/12/2016); and (ii) satisfy the need of expanding business activities in consistency with Vietcombank's position, potential and tasks given from SBV.

VCB has determined that the increase of capital needs to be done right from 2017 in order to preserve Vietcombank's shareholders' equity and to maintain CAR as regulated by the State Bank of Vietnam and Basel II, to strengthen VCB's financial capacity in accordance with VCB's strategic direction.

B. LEGAL BASIS

- The Law on Credit Institutions No. 47/2010/QH12 promulgated by the National Assembly of the Socialist Republic of Vietnam on June 16th, 2010;
- The Law on Enterprise No. 68/2014/QH13 promulgated by the National Assembly of the Socialist Republic of Vietnam on November 26th, 2014 and implementation guidelines;
- The Law on Securities No. 70/2006/QH11 promulgated by the National Assembly of the Socialist Republic of Vietnam on June 29th, 2006; The amended Law on Securities No. 62/2010/QH12 promulgated by the National Assembly of the Socialist Republic of Vietnam on November 24th, 2010 and other implementation guidelines;
- Decree No. 58/2012/ND-CP giving guidelines on the Securities Law and the amended Securities Law and Decree No. 60/2015/ND-CP amending Decree No. 58/2012/ND-CP giving guidelines on the Securities Laws and the amended Securities Law;



- Decree No. 01/2014/ND-CP dated January 3rd, 2014 regarding the foreign investors buying shares of Vietnamese financial institutions;
- Circular No. 36/2014/TT-NHNN dated November 11th, 2014 of the State Bank of Vietnam stipulating safety limits and ratios of financial institutions, branches of foreign banks and Circular 06/2016/TT-NHNN dated May 27, 2016 amending several articles of Circular 36/2014/TT-NHNN;
- Circular No. 38/2014/TT-NHNN dated December 08th, 2014 of the Governor of the State Bank of Vietnam regarding documents, process and approval procedures for foreign investors buying shares of Vietnamese financial institutions:
- Circular No. 123/2015/TT-BTC dated August 19th, 2015 of the Ministry of Finance giving guidance on overseas investments on Vietnam's securities market;
- Decree No. 162/2015/TT-BTC dated October 26th, 2015 of the Ministry of Finance giving guidance on share public offering, shares issue for swap, new shares issue, share repurchase, selling treasury stock and share public bid;
- Circular No. 41/2016/TT-NHNN dated December 30th, 2016 of the State Bank of Vietnam stipulating safety ratios for banks and branches of foreign bank;
- Charter on the organization and operation of Joint Stock Commercial Bank for Foreign Trade of Vietnam approved in accordance with Resolution No. 09/TN2016/NQ-DHDCD dated April 15th, 2016 and registered at the State Bank of Vietnam by the registration confirmation No. 880/NHNN-TTGSNH dated February 17th, 2017.

C. CAPITAL INCREASE PLAN

- **1. Issue method:** The issue shall be carried out using the following methods:
 - Public Offering: Vietnamese institutions, individuals; foreign institutions, individuals;
 - Private placement to investors with strong financial capacity, possibly including one or several existing shareholders of VCB (as stated in capital increase plan for 2016 approved by the AGM), maximum 10 investors.
- **2. Type of shares:** common shares;
- **3. Volume:** maximum 359,776,857 shares (corresponding to 10% of the current number of shares, the specific volume will be based on charter capital as at the date of issue);



- **4. Par value:** 10,000 VND per share (ten thousand VND per share);
- **5. Principle to determine offering price:** not lower than (i) the price determined by an organization providing corporate valuation services and (ii) the closing price of VCB stock on Hochiminh Stock Exchange on trading day right before issuance date.
- **6. Amount of charter capital to be increased:** 3,597,768,570,000 VND (corresponding to 10% of current charter capital, the specific increased amount will be based on charter capital as at the date of issue and offering results)
- **7. Implementation time**: tentatively in 2017 2018. Details will be decided by the BOD upon obtaining approval of local authorities.
- **8. Depository and additional listing:** The additional shares will be registered at Vietnam Securities Depository (VSD) and listed on Hochiminh Stock Exchange (HOSE) in accordance with the law.
- D. IMPLEMENTATION TIMELINE, USAGE PLAN FOR THE INCREASED CAPITAL, MANAGEMENT, ASSESSMENT OF EFFECTIVENESS OF CAPITAL USAGE

1. Capital increase procedures/method

- To obtain shareholders' opinions on the capital increase plan;
- The BOD to conduct necessary procedures to obtain approval from the relevant authorities;
- To implement the capital increase plan upon obtaining approval with steps in accordance with the law;
- To register new shares and register for additional listing;
- To register the new charter capital with Hanoi Department of Planning and Investment and to amend Vietcombank's Charter (provisions of charter capital), to conduct information disclosure and additional listing.

2. Usage plan for the increased capital

The increased capital will be used for Vietcombank's business operation in an appropriate way based on the principle of "Safe, efficient, and optimize the benefit to all the shareholders". Details are as follows:

• To invest in facilities, information technology: to build Vietcombank offices, to widen branch network, to invest in technology and fixed assets (~VND 500 bil).



- To increase investment in some existing units and seek for opportunities to contribute capital to efficient investment projects (~VND 100 bil);
- To expand lending, treasury operation as well as other business operations (~VND 3,000 bil).
- To prepare for the possibility of M&A when necessary

3. Capital management after the capital increase

- The increase of charter capital requires the bank to strengthen its management and supervisory capacity.
- Currently, Vietcombank's BOD consists of 7 members who are experienced professionals in government governance, corporate governance, banking & finance and have strategic vision. Each issue is discussed carefully before decisions are made upon majority's agreement. This is one of the decisive factors for the stability and sustainability of the bank's activities. Each of the Board members is assigned with specific duty by operations of VCB by the Chairman. Some of the members are full-time; hence tasks are cleared in a timely and efficient manner. The BOD plays the role as a conductor who decides the overall strategy and Vietcombank's long term operation direction as well as instructs the establishment of business targets to submit to the AGM.
- Vietcombank's Executive Board consists of individuals who are experienced banking professionals, have strong capability in corporate governance and execute exactly the BOD and AGM's directions. The Executive Board consists of the Chief Executive Officer (CEO) who is in charge of the overall management and 9 Deputy CEOs who assist the CEO. The Executive Board has the duty to specify the bank's overall strategy and targets by setting out business plans and to advise the BOD on strategic issues, policies and directly runs all the bank's activities.
- Vietcombank has established a management scheme in accordance with international standards for banking operation.
- Vietcombank's Supervisory Board currently consists of 4 members. The supervisory of compliance is conducted by supervisory team at Vietcombank's each operation, compliance, operational supervisory, and internal audit.
- Modern technology system is applied in Vietcombank, in which management process is computerized and the system is interconnected to meet the high



management requirements. This is an important factor that helps Vietcombank to provide customers with hi-tech banking products and services.

4. Assessment of effectiveness of capital usage

- Capital increase is an important step for Vietcombank to develop and strengthen its competitiveness, balancing the growth and operation scale of the bank.
- Capital increase is the foundation for Vietcombank to improve its financial capacity in line with its business scale, ensuring a sustainable development. In addition, this capital increase is suitable with the current development trend of Vietnam's banking sector, enabling Vietcombank to achieve all the strategic business targets in the following years and to become the No. 1 commercial bank in Vietnam with the ultimate goal of maximizing the benefit to the shareholders.
- Based on the capital increase plan and business plan for 2017, main business targets for 2017 are expected as follows:

Table 1. 2016 business results and 2017 business targets

Item	Unit	Result of 2016	Plan of 2017 (growth)	
Total assets	Billion VND	787,907	~11%	
Credit balance	Billion VND	475,768	~15%	
Deposit	Billion VND	590,451	~14%	
Pre-tax profit	Billion VND	8,523	~ 8%	
Expected dividend (% face value)	%	8.00%	8.00%	
ROAA	%	0.9	1.0	
ROAE	%	14.7	14.5	
CAR (consolidated)	%	11.13	9%1	

The capital increase by above-mentioned methods is an important step for the bank to enhance its financial capability, supporting the bank to meet the capital adequacy requirement of Basel II, improving the operation efficiency and competitiveness. Through practical experiences, the positive business results achieved in recent years and a clear defined strategy, Vietcombank's BOD as well as all Vietcombank leaders believe that the capital increase plan mentioned above will be implemented successfully, ensuring maximum benefits for shareholders and improving the bank's reputation, position, competitiveness and business performance.

_

¹ According to Basel II



Vietcombank's BOD would like to propose the AGM the followings:

- (i) Approve the capital increase plan in 2017.
- (ii) Approve the amendment of Vietcombank's Charter relating to the charter capital after share issuances in accordance with the approved issuance plan and actual issuance results.
- (iii) Approve that the bank's existing shareholders refuse their pre-emptive rights (if any) to the additional shares issued by Vietcombank under public offering and private placement plan, except for existing shareholders who are foreign institutions with the intention to participate in the private placement (the process will then comply with laws).

(iv) Authorize the BOD to:

- Decide on the selection criteria; the number of the investors to be offered as
 well as a list of investors to be offered; the number of shares to be issued to
 each investor; timing of the issuance; share price (upon receiving approvals
 from relevant authorities); negotiate and decide the terms and conditions of
 relating contracts;
- Supplement and revise the issuance plans as per requests of relevant authorities (if any) in accordance with prevailing regulations;
- Decide the detailed plan for capital increase based on the approval of the relevant local authorities in accordance with prevailing regulations;
- Proceed with all the necessary procedures to successfully issue shares, register Vietcombank's new charter capital (to reflect the actual successfully increased amount), amend Vietcombank's Charter (relating to the new charter capital), complete all the procedures after the capital increase, to list the additionally issued shares on Hochiminh Stock Exchange after the issuance is completed; and
- Decide all the other issues relating to or incurring from the capital increase.



APPENDIX 1

Expected safety ratios of Vietcombank as of December 31st 2017

No.	Criteria	Requirement of SBV	December 31, 2016	2017 Plan	
1	Capital adequacy ratio (CAR)				
1.1	CAR (bank only)	At least 9%	10.57%	Complied with the	
1.2	CAR (consolidated)	At least 9%	11.13%	SBV regulations	
2	Lending limit				
2.1	Proportion of total outstanding credit amount for a single customer/ total equity capital of the bank	Max 15%	Complied with the SBV regulations. Cases that have outstanding credit amount exceeding the limit were approved by the SBV	Complied with the SBV regulations	
2.2	Proportion of total outstanding credit amount to a single customer and its related parties / total equity capital of the bank	Max 25%	Complied with the SBV regulations.	Complied with the SBV regulations	
2.3	Proportion of total outstanding credit amount to a single customer – Vietcombank's subsidiaries, affiliates or companies in which Vietcombank holds ownership right / total equity capital of the bank	Max 10%	Complied with the SBV regulations.	Complied with the SBV regulations	
2.4	Proportion of total outstanding credit amount to all the customers – Vietcombank's subsidiaries, affiliates or companies in which Vietcombank holds ownership right /	Max 20%	regulations.		



No.	Criteria	Requirement of SBV	December 31, 2016	2017 Plan	
	total equity capital of the bank				
2.5	Proportion of credit for equity investment/ total charter capital of the bank	Max 5%	2.84%		
2.6	Proportion of credit granted to customers who are restricted in providing credit (excluding Vietcombank's subsidiaries, affiliates or companies where Vietcombank holds ownership rights)	Max 5%	0.20%	Complied with the SBV regulations.	
2.7	Total credit granted to customers exceeding the regulated ratio approved by the Prime Minister	Not exceeding four times of the total equity capital of the bank	Complied with the SBV regulations.	Complied with the SBV regulations.	
3	Solvency ratios				
3.1	Liquidity reserve ratio (VND)	At least 10%	30.5%	Complied with the SBV regulations.	
3.2	Solvency ratios within 30 days by types of currencies				
3.2.1	VND	At least 50%	299.4%	Complied with the	
3.2.2	Foreign currency (converted to USD)	At least 10%	79.1%	SBV regulations.	
4	Maximum proportion of short term capital used for mid- and long-term lending				
4.1	Maximum proportion of short term capital used for mid- and long-term lending (converted to VND)	Max 50%	30.4%	Complied with the SBV regulations.	
4.2	Maximum proportion of invested amount in Government bond/ short term capital (converted to VND)	Max 35%	22.7%	Complied with the SBV regulations.	
5	Ratio of total lending to total deposits				



No.	Criteria	Requirement of SBV	December 31, 2016	2017 Plan	
	Ratio of total lending to total deposits (converted to VND)	Max 90%	67.9%	Complied with the SBV regulations.	
6	Limits on capital contribution and share purchase				
6.1	The amount of capital contribution and stock purchase of Vietcombank, its subsidiaries and affiliates (except for cases in which these subsidiaries and affiliates are in charge of managing contributed capital funds and using capital sources derived from such funds to purchase stocks) into an enterprise working in sectors regulated under Point 4 Article 103 of the Law on Credit Institutions	Not exceeding 11% of charter capital of the enterprise that receives contributed capital	Complied with the SBV regulations.	Complied with the SBV regulations.	
6.2	Total amount of capital contribution and stock purchase of Vietcombank into enterprises, inclusive of allocated and contributed capital amounts granted to subsidiaries and affiliates of Vietcombank	Not exceeding 40% of the charter capital and reserve funds of Vietcombank.	14.31%	Complied with the SBV regulations.	
6.3	Vietcombank can only purchase and hold shares of maximum 2 other financial institutions (except for the financial institutions which are Vietcombank's subsidiaries)	Maxi 2 financial institutions	Vietcombank contributes capital in 5 financial institutions	Implementing	
6.4	Vietcombank can only purchase and hold shares of other financial institutions below 5% of shares with voting rights of that financial institution	Below 5% of shares with voting rights of that financial institution	Vietcombank's proportion of contributing capital / charter capital exceeded 5% in 03 financial institutions	divestment plan follows the roadmap approved by the SBV	
6.5	Vietcombank cannot contribute capital and purchase		Complied with the SBV	Complied with the	



No.	Criteria	Requirement of SBV	December 31, 2016	2017 Plan
	shares of companies and financial institutions which are		regulations.	SBV regulations.
	major shareholders of Vietcombank itself; cannot			
	contribute capital and purchase shares of companies and			
	other financial institutions which are related to the major			
	shareholders or Vietcombank's management			
	Vietcombank cannot nominate people to the Board of			
	Directors of the financial institutions which Vietcombank			
6.6	already purchased and held the shares, except for financial	Complied with the SBV	Complied with the	
0.0	institutions which are Vietcombank's subsidiaries or		regulations.	SBV regulations.
	which are so weak that Vietcombank has to participates in			
	its restructuring process as stipulated by the SBV.			
	Chairman and other members of the BOD, CEO,			
	Supervisory Board, major shareholders, subsidiaries of			
	Vietcombank and people who are related to the above-		Complied with the SBV	Complied with the SBV regulations.
6.7	mentioned persons cannot purchase or authorize other		regulations.	
	organizations to purchase and hold shares with voting		regulations.	
	rights of that financial institution which Vietcombank			
	purchases, holds shares;			
	Vietcombank's subsidiaries and affiliates cannot			
	contribute capital and purchase shares of one another.		Complied with the SBV regulations.	Complied with the
6.8	Vietcombank cannot contribute capital and purchase			SBV regulations.
	shares of subsidiaries and affiliates of companies which			SD v Tegulations.
	control Vietcombank.			
6.9	Vietcombank's subsidiaries and affiliates cannot		Complied with the SBV	Complied with the
0.9	contribute capital and purchase shares of Vietcombank		regulations.	SBV regulations.

2017 ANNUAL GENERAL SHAREHOLDERS MEETING



No.	Criteria	Requirement of SBV	December 31, 2016	2017 Plan
	itself			
6.10	Vietcombank cannot contribute capital and purchase		Complied with the SBV	Complied with the
0.10	shares of companies which control Vietcombank		regulations.	SBV regulations.
7	Cases not allowed to be granted credit			
7.1	Companies operating in securities trading sector which are		Complied with the SBV	Complied with the
7.1	controlled by VCB		regulations.	SBV regulations.
7.2	Grant credit to customers to invest in and trade unlisted		Complied with the SBV	Complied with the
1.2	corporate bonds		regulations.	SBV regulations.
8	Count and it for stock trading		Complied with the SBV	Complied with the
8	Grant credit for stock trading		regulations.	SBV regulations.
8.1	Grant credit for subsidiaries, affiliates of VCB to trade stocks		Complied with the SBV	Complied with the
8.1	or to grant credit to trade stocks		regulations.	SBV regulations.



APPENDIX 2

OWNERSHIP STRUCTURE AFTER COMPLETING THE CAPITAL INCREASE PLAN FOR 2017

No	Share- holders	Before issue		New share issue (10%)		After issue			
		# of shares	Value (VND bil.)	Proportion	# of shares	Value (VND bil.)	# of shares	Value (VND bil.)	Proportion
I. E	xisting shareholders								
1	The State	2,774,353,387	27,743	77.113%			2,774,353,387	27,743	70.103%
2	Mizuho Bank, Ltd.	539,668,502	5,397	15.000%			539,668,502	5,397	13.636%
3	BOD members (exl. CEO)	72,325	0.7	0.002%			72,325	0.7	0.002%
4	SB members	13,636	0.1	0.000%			13,636	0.1	0.000%
5	CEO	3,281	0.0	0.000%			3,281	0.0	0.000%
6	Other shareholders	283,657,444	2,837	7.884%			283,657,444	2,837	7.168%
II. S	II. Shareholders participating in a component		359,776,857	3,598	359,776,857	3,598	9,09%		
TO	ΓAL	3,597,768,575	35,978	100%	359,776,857	3,598	3,957,545,432	39,576	100%