

**JSC BANK FOR FOREIGN TRADE
OF VIET NAM**

Address: 198 Tran Quang Khai St, Ha Noi
Business Registration No. 0100112437
(8th revision dated 1st August, 2013)

**SOCIALIST REPUBLIC OF VIETNAM
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*Hanoi, April 8, 2014***PROPOSAL TO THE GENERAL SHAREHOLDERS' MEETING***(Re: Remuneration for the Board of Directors and the Supervisory Board in 2014)*

Pursuant to the Charter on Organization and Operation of the Joint Stock Commercial Bank for Foreign Trade of Vietnam (the Bank), the Board of Directors would like to propose the remuneration for the Board of Directors and the Supervisory Board for the year 2014 to the General Shareholders Meeting for approval as follows:

1. Implementation in 2013:

As stipulated in the resolution of the sixth Annual General Shareholders Meeting of the Bank dated 25 April 2013, the General Shareholders Meeting approved the remuneration for the Board of Directors and the Supervisory Board in 2013 as 0.35% of profit after tax. Pursuant to the Decision No. 1245/QD-NHNN dated 7 June 2013 on unit salary for salary in 2013, the remuneration for the Board of Directors and the Supervisory Board was included in the Bank's salary budget as per approved unit salary. Within the remuneration budget of VND 15,322 million (equivalent to profit after tax x 0.35%) for the Board of Directors and the Supervisory Board in 2013 according to the resolution of the 6th annual General Shareholders Meeting, up to now, total remuneration given to the Board of Directors and the Supervisory Board has been VND 8,627 million.

2. The basis for the remuneration package for 2014:

- The world economy 2014 is forecasted to continue recovering but with low growth, the domestic economy is showing positive signs but remaining intrinsic difficulties which require the Board of Directors to apply the appropriate strategy and timely decisions, and require the Supervisory Board to enhance the control to ensure the targets of Innovation, Standard;
- The 2014's key business targets are presented at the General Shareholders Meeting;
- The number of members of Board of Directors and the Supervisory Board in 2014;
- With reference to the remuneration for the Board of Directors and the Supervisory Board of other joint stock commercial banks;

- The 2013's remuneration approved by the General Shareholders' Meeting.

3. Proposal of the Board of Directors:

The Board of Directors would like to propose the remuneration for the Board of Directors and the Supervisory Board in 2014 as at 0.35% of profit after tax to the General Shareholder Meeting for approval.

**ON BEHALF OF THE BOARD OF DIRECTORS
CHAIRMAN**

Nguyen Hoa Binh