

JSC BANK FOR FOREIGN TRADE OF VIET NAM

Address: 198 Tran Quang Khai St., Ha Noi
Business Registration No. 0100112437
(7th revision dated 10th January, 2012)

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

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Hanoi, 10th April 2013

PROPOSAL TO THE GENERAL SHAREHOLDERS' MEETING
(Re: Remuneration for the Board of Directors and the Supervisory Board in 2013)

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 General Shareholders Meeting to approve the remuneration to the Board of Directors and the Supervisory Board for the year 2013 as follows:

1. Implementation in 2012:

As stipulated in the resolution of the fifth Annual General Shareholders Meeting of the Bank dated 2 April 2012, the General Shareholders Meeting approved the remuneration of the Board of Directors and the Supervisory Board in 2012 as 0.28% of profit after tax. Pursuant to the Decision No. 1440/QD-NHNN dated 24 July 2012 on unit salary for salary, 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 12,330 million (equivalent to profit after tax x 0.28%) for the Board of Directors and the Supervisory Board in 2012 according to the resolution of the 5th annual General Shareholders Meeting, up to now, total remuneration given to the Board of Directors and the Supervisory Board has been VND 8,289 million

2. Basis for the remuneration package for 2013:

- The negative outlook for the world and domestic economy have posed the Board of Directors the demand for appropriate strategy and timely decisions, and the Supervisory Board for enhanced the control to ensure the targets of "Innovation – Standard – Safety - Efficiency".
- The 2013's key business targets are presented at the General Shareholders Meeting;
- The Board of Directors and the Supervisory Board of the Bank in 2013 comprise of 15 members, increased 03 members compared to 2012;
- With reference to the remuneration of the Board of Directors and the Supervisory Board of other joint stock commercial banks ;
- The 2012's remuneration approved by the General Shareholders' Meeting.

3. Proposal by the Board of Directors:

The Board of Directors would like to propose the General Shareholders Meeting to approve the remuneration to the Board of Directors and the Supervisory Board in 2013 as at 0.35% of profit after tax.

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

Nguyen Hoa Binh