

**VIETNAM JOINT STOCK COMMERCIAL  
BANK FOR INDUSTRY AND TRADE**

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 Business License no. 0100111948  
 as its 11<sup>th</sup> amendment dated 01/11/2018

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

Hanoi, 07th December 2018

## **PROPOSAL ON 2018 BUSINESS TARGETS AND 2017 PROFIT DISTRIBUTION PLAN**

*Pursuant to the current regulations of the State and guiding documents of the ministries and agencies in the sector of finance and accounting;*

*Pursuant to the Charter on organization and operation of Vietnam Joint Stock Commercial Bank for Industry and Trade;*

*Pursuant to Resolution No.18/NQ -DHĐCD dated 21/04/2018 of the 2018 Annual General Meeting of Shareholders of Vietnam Joint Stock Commercial Bank for Industry and Trade;*

*Based on the audited financial statements of 2017 and the results of the evaluation of the financial statements of the Supervisory Board of Vietnam Joint Stock Commercial Bank for Industry and Trade;*

Given the fact that VietinBank's major measures to raise capital in 2018 have not been approved by the state authorities yet, VietinBank needs to control its credit growth rate and other scale indicators to ensure the compliance of capital adequacy ratios with regulations of the State Bank of Vietnam. Therefore, the Board of Directors would like to seek for the General Meeting of Shareholders' approval of the 2018 business targets and the 2017 profit distribution plan to fit the capital raising progress and to ensure business efficiency.

### **1. 2018 business targets:**

<b>Indicators</b>	<b>Business plan</b>
Total Assets	Growth rate of 6%-8% as compared to end of 2017
Credit exposure	Growth rate of 8%-9% as compared to end of 2017
Funds mobilized from economic entities and residents	Growth rate of 9%-10% as compared to end of 2017

Indicators	Business plan
NPL ratio (on balance sheet)	<3%
Separated profit before tax (VND billion) *	6,200
Prudent ratios	Comply with SBV's regulations

\* Consolidated profit before tax planned at 6,700 billion VND

## 2. 2017 profit distribution

No.	Item	Amount (VND million)
1	2017 profit after tax (separated)	6,717,522
2	Appropriation to Capital supplementary reserve (5%) [(1) x 5%]	335,876
3	Appropriation to Financial reserve (10%) [(1) x 10%]	671,752
4	Appropriation to Bonus and Welfare fund	1,674,873
5	Retained earnings after reserves appropriation = (1) – (2) – (3) –(4) **	4,035,021

\*\* Distribution of VietinBank's retained earnings after 2017 reserves appropriation will be implemented in accordance with approval of SBV in written documents.

We hereby seek for the General Meeting of Shareholders' approval./.

**PP. BOARD OF DIRECTORS  
CHAIRMAN**

**Le Duc Tho**