

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

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Business Registration Certificate No. 0100111948 issued  
for the 11<sup>th</sup> revision on November 1, 2018

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

Hanoi, 15<sup>th</sup> April 2021

## PROPOSAL

*Request for approval of the 2020 audited financial statements*

**Respectfully to: the General Meeting of Shareholders of Vietnam Joint Stock  
Commercial Bank for Industry and Trade**

*Pursuant to the current regulations of the State and guidance documents of the relevant Ministries and Agencies in finance and accounting sector;*

*Pursuant to the Charter on Organization and Operation of Vietnam Joint Stock Commercial Bank for Industry and Trade (VietinBank);*

*Pursuant to the Resolution No. 21/NQ-DHDCD by the General Meeting of Shareholders dated May 23<sup>rd</sup>, 2020;*

*Pursuant to Official Letter no. 9012/NHNN-TCKT dated December 11, 2020 regarding the financial plan and assignment of indicators for evaluation of state capital investment efficiency of 2020 at VietinBank;*

*Pursuant to the Resolution no. 475/NQ-HDQT-NHCT2.1 dated December 29, 2020 by VietinBank Board of Directors approving officially the financial targets of 2020;*

*Pursuant to VietinBank's Financial Statements for the year ended 31 December 2020 audited by Ernst & Young Vietnam Ltd.;*

*Pursuant to the report by the Supervisory Board of VietinBank on the results of review of VietinBank's consolidated financial statements for the fiscal year ended 31<sup>st</sup> December 2020;*

The Board of Directors of VietinBank hereby respectfully submit to the Annual General Meeting of Shareholders as follows:

Following closely the directions given by the Government and the State Bank of Vietnam (SBV), VietinBank has affirmed and well played the role of a major bank of the economy by making positive contributions to the socio-economic development of the country. VietinBank has also achieved the Restructuring Plan in association with NPL treatment for 2016 – 2020 period and the medium-term business plan of 2018 – 2020 period. The Bank's financial highlights in 2020 are as follows:

Unit: VND billion/%

| # | Item   | Actual results 2020 | Actual results 2019 | +/- vs. 2019 | +/- % vs. 2019 | Target            |
|---|--|---------------------|---------------------|--------------|----------------|-------------------|
| 1 | Total assets   | 1,341,436           | 1,240,711           | 100,725      | 8.1%           |                   |
| 2 | Credit exposure                                      | 1,027,542           | 953,178             | 74,364       | 7.8%           | Growth of 4%-8.5% |
| 3 | Funds mobilized from economic entities and residents | 990,331             | 892,785             | 97,546       | 10.9%          | Growth of 5%-10%  |
| 4 | NPL ratio (on balance sheet)                         | 0.9%                | 1.2%                | -0.3%        |                | <1.5%             |
| 5 | Separate profit before tax                           | 16,449              | 11,461              | 4,988        | 43.5%          | 10,080            |
| 6 | Consolidated profit before tax                       | 17,085              | 11,781              | 5,304        | 45.0%          | 10,400            |

*(Source: 2020 audited consolidated financial statements)*

**The Board of Directors would like to seek the approval by the Annual General Meeting of Shareholders of the following:**

**Approval of VietinBank’s audited financial statements** prepared in accordance with Vietnamese Accounting Standards and Accounting Regime applicable to Vietnamese credit institutions for the year 2020; Authorizing the Board of Directors of VietinBank to adjust the figures of such audited 2020 financial statements at the request by the state regulators (if any).

We hereby seek the approval of the General Meeting of Shareholders.

**PP. THE BOARD OF DIRECTORS  
CHAIRMAN**

**Lê Đức Thọ**