

**VIETNAM JOINT STOCK COMMERCIAL
BANK FOR INDUSTRY AND TRADE**
**THE SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom – Happiness**

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Hanoi, 20th April 2018

Business Registration Certificate No. 0100111948 as
amended the 10th time on April 29, 2014

PROPOSAL

REQUEST FOR APPROVAL OF THE 2017 AUDITED FINANCIAL REPORTS AND AUTHORIZING THE BOARD OF DIRECTORS TO SELECT AN INDEPENDENT AUDITING FIRM TO AUDIT VIETINBANK'S FINANCIAL REPORTS IN 2018

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;

Pursuant to the Resolution No. 17/NQ-DHDCD of the General Meeting of Shareholders dated 17 April 2017;

Pursuant to the Financial Statement for the fiscal year ended in 31st December 2017 of Vietnam Joint Stock Commercial Bank for Industry and Trade audited by Erns & Young Vietnam;

Pursuant to the report of the Supervisory Board of VietinBank on the results of evaluation of VietinBank's financial statements prepared in accordance with Vietnamese Accounting Standards and Accounting Regime applicable to Vietnamese credit institutions (VAS) as at 31st December 2017 and for the period from 1st January 2017 to 31st December 2017 of Vietnam Joint Stock Commercial Bank for Industry and Trade;

The Board of Directors of VietinBank respectfully submits to the Annual General Meeting of Shareholders as followed:

Together with the joint effort of the banking sector, VietinBank has managed to overcome difficulties, strictly followed the guidelines and policies of the Government and the State Bank of Vietnam, proactively supported the economy while running its business in a sustainable manner to meet, and even achieve better results against the targets set for 2017. Some of the financial indicators of the Bank in 2017 are as below:

In VND billion and %

No.	Indicator	Actual results in 2017	Actual results in 2016	% increase against 2016	2017 GMS targets	Actual results against 2017 GSM targets
1	Total assets	1,095,061	948,568	15.4%	1,081,634	101.2%
2	Credit exposure ¹	840,156	712,642	18%	826,865	101.6%
3	NPL/credit exposure	1.13%	0.93%		<3%	Achieved

¹ Credit exposure is calculated based on regulation at Official dispatch No. 812/NHNN-CSTT dated 15/2/2017 and guideline at Official dispatch No. 100149/NHNN-CSTT dated 30/12/2016

No.	Indicator	Actual results in 2017	Actual results in 2016	% increase against 2016	2017 GMS targets	Actual results against 2017 GSM targets
4	Mobilized funds	1,011,314	870,163	16.2%	996,482	101.5%
5	Profit before tax ²	9,206	8,454	8.9%	8,800	104.6%

(Source: Audited consolidated financial statements of 2017)

The Board of Directors would like to seek for the Annual General Meeting of Shareholders of:

- 1. Approval of the audited financial reports** prepared in accordance with Vietnamese Accounting Standards and Accounting Regime applicable to Vietnamese credit institutions as at 31st December 2017 and for the period from 1st January 2017 to 31st December 2017 of VietinBank. Authorization of the Board of Directors of VietinBank to adjust the figures of the audited Financial statements of 2017 at the request of the State management agencies (if any).
- 2. Selection of an independent auditor to audit the Bank's financial reports for the year of 2019**

On 15th December 2011, the SBV issued Circular No. 39/2011/TT-NHNN taking effect from 1st January 2012. The article 6 in Chapter 2 thereof defines the time for selection of independent auditor which is: *prior to the end of each fiscal year, a credit institution or foreign bank's branch shall select an independent auditor in compliance with this circular to audit its financial statements and activities of its internal audit function for the next fiscal year.*

Accordingly, by the end of 2018, VietinBank will have to select an independent auditing firm to audit its financial statements and the activities of the internal control system for the year of 2019. The Board of Directors, therefore, respectfully submit to the Annual General Meeting of Shareholders for consideration and approval of authorizing the Board of Directors to select an independent auditing firm to audit the financial statements of VietinBank and the activities of internal control system for the year of 2019 to ensure the Bank's compliance with provisions of Circular 39/2011/TT-NHNN and current laws.

Respectfully submit to the General Meeting of Shareholders for approval!

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

(Signed and sealed)

Nguyen Van Thang

² The change in 2016 actual result compared with the previous reports is attributed to the adjustment based on report of the State Audit