



# UPDATES BUSINESS PERFORMANCE

1Q2023

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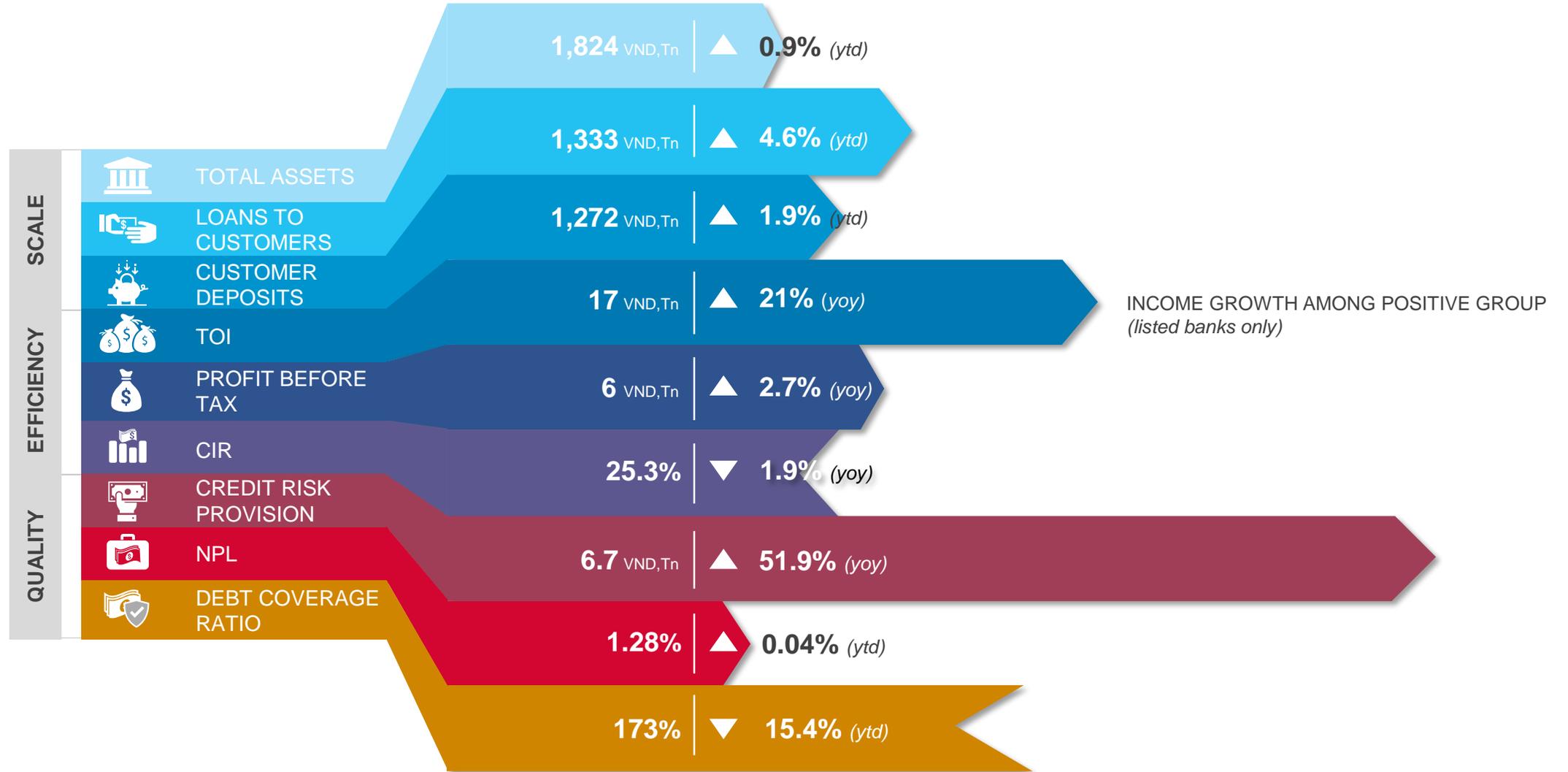
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# Business performance in 1Q2023 achieved positive results



# Major scale indicators continued to enjoy ytd

## TOTAL ASSETS (VND, Tn)



## PLACEMENT WITH & LOANS TO OTHER C.I (VND, Tn)



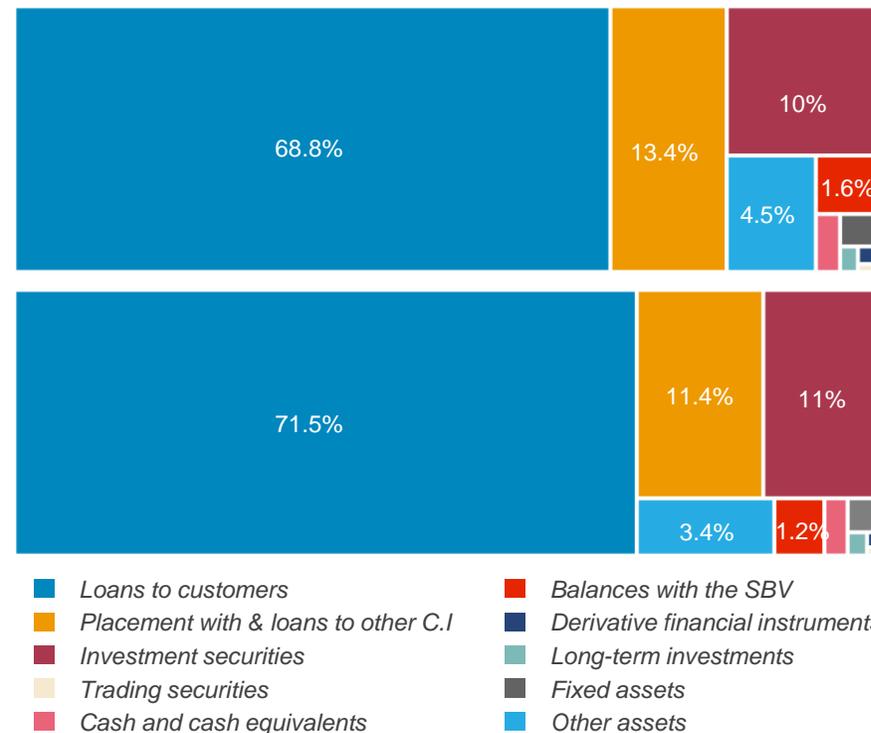
## INVESTMENT SECURITIES (VND, Tn)



## LOANS TO CUSTOMERS (VND, Tn)



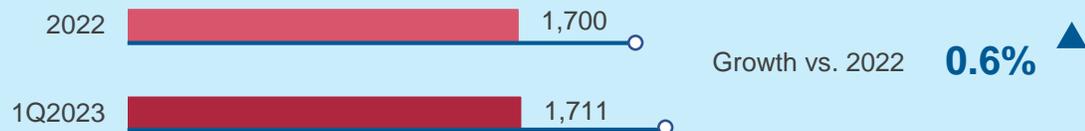
## TOTAL ASSETS STRUCTURE (%)



Total assets as at 31/03/2023 reached 1,824 VND, Tn (+0.9% ytd). In which, Loans to customers was up 4.6% ytd; Investment securities was up 11.2% ytd owing to increase in Debt securities issued by credit institutions. Placement with & loans to other credit institutions went down 14% ytd due to VietinBank's flexible conversion of capital channels to optimize business efficiency.

## Major scale indicators continued to enjoy ytd

### TOTAL LIABILITIES (VND, Tn)



### BALANCES WITH THE GOVT. AND THE SBV (VND, Tn)



### DEPOSITS & BORROWINGS FROM OTHER C.I (VND, Tn)



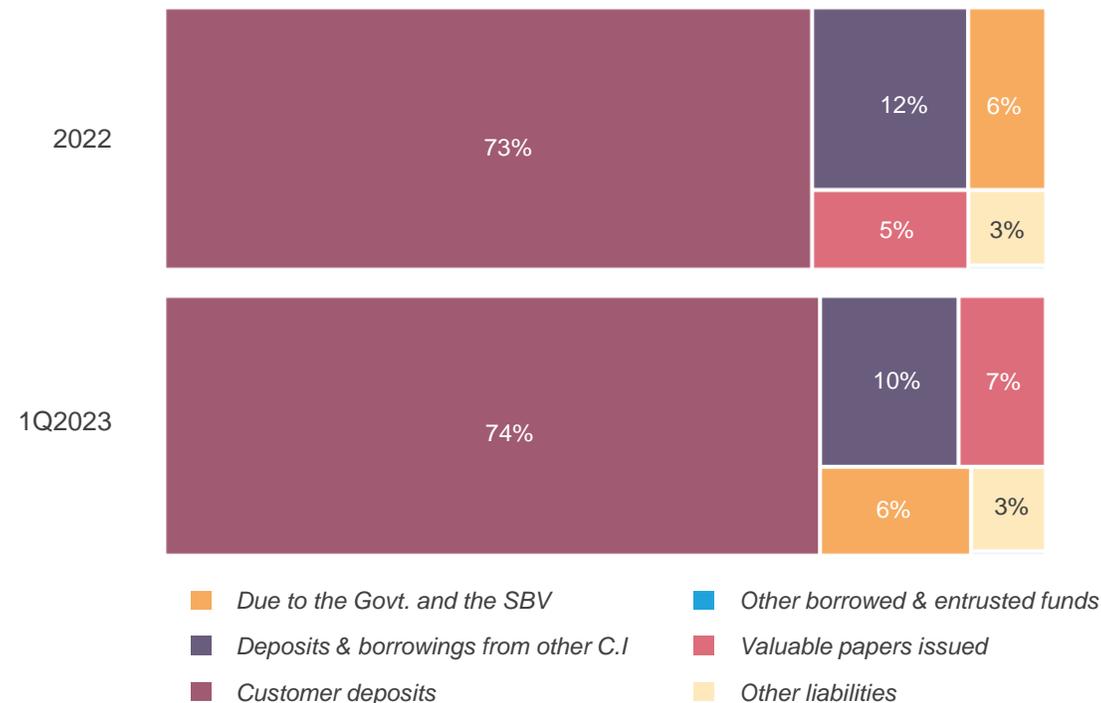
### VALUABLE PAPERS ISSUED (VND, Tn)



### CUSTOMER DEPOSITS (VND, Tn)



### TOTAL LIABILITIES STRUCTURE (%)



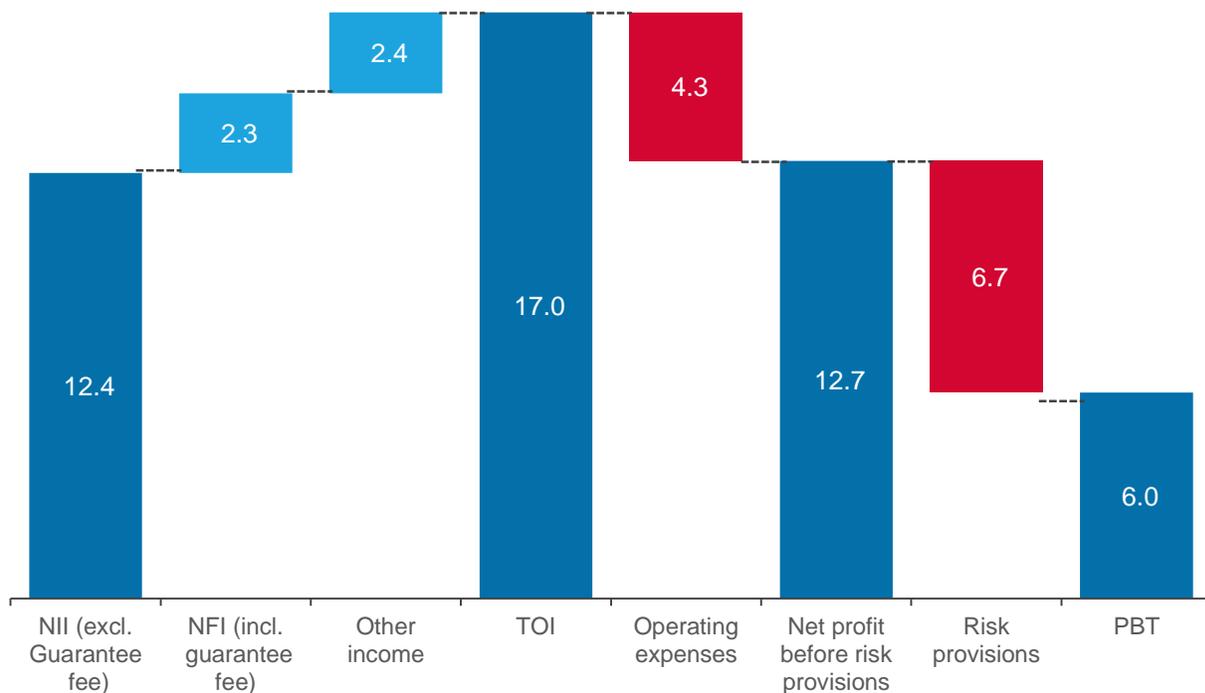
Funding structure as at 31/03/2023 reached 1,711 VND, Tn (+0.6% ytd). In which: Balances with the Govt. and the SBV as well as Deposits & Borrowings from other and capital balance needs of VietinBank; Valuable paper issue credit institutions decreased 4.5% and 15.4% ytd respectively in line with the liquidity was up 22.1% ytd to diversify mobilization channels and optimize the term structure of capital.



# Profit grew well thanks to good core revenue sources

## PROFITS STRUCTURE IN 1Q2023

Unit: VND, Tn



YoY ▲ +24.8% ▲ +52% ▼ -11.1% ▲ +21% ▲ +12.9% ▲ +24% ▲ +51.9% ▲ +2.7%

**TOI 1Q2023** reached 17 VND, Tn (+21% yoy). Notably: **(i)** NII was up 24.8% yoy thanks to scale improvement coupled with improving profitability from credit portfolio restructuring and risk control; **(ii)** Net income from FX trading continued to grow strongly +49.6% yoy as VietinBank continued to diversify the structure of FX products and promoted the development of new customers in the market, especially FDI, SME and Retail sectors.

**Net profit from other activities in 1Q2023** reached more than 1,000 VND billion (-45.7% yoy) mainly due to the impact of VietinBank's progress in handling and recovery of bad debts in the context of the economy and real estate market facing many difficulties (recovery from written-off bad debts reached 642 VND billion, -33.6% yoy).

**Net profit before provision expenses for credit losses in 1Q2023** reached 12.7 VND, Tn (+24% yoy). VietinBank actively spent resources to set up risk provisions in accordance with regulations in order to increase the financial reserve buffer for the bank's operations in the coming time, credit risk provision cost in 1Q2023 was 6.7 VND, Tn (+51.9% yoy). Accordingly, PBT in 1Q2023 reached 6,000 VND billion, (+2.7% yoy).

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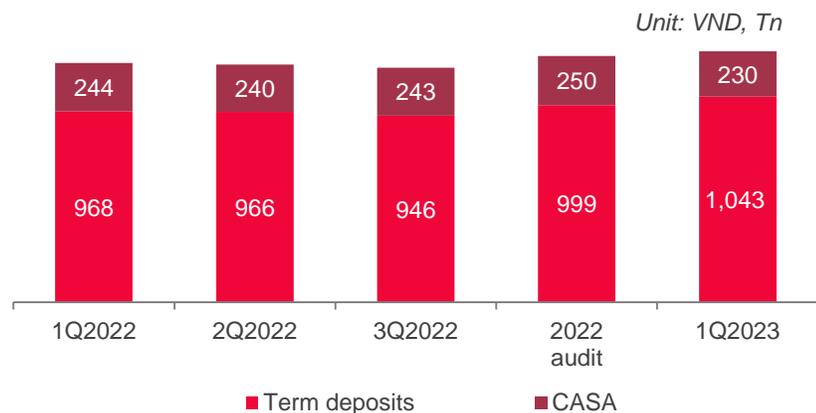
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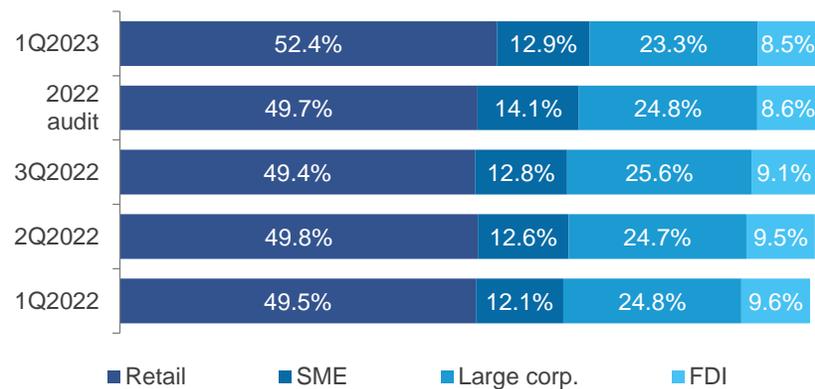


# Capital continued to grow, structure shifted towards increased proportion of retail segment

## CUSTOMER DEPOSITS BREAKDOWN BY TENOR



## CUSTOMER DEPOSITS BREAKDOWN BY TYPE OF BUSINESS



Customer deposits in 1Q2023 was up 1.9% ytd. Funding growth was lower than credit growth because the macro market did not show favorable signals, leading customers to prioritize using their own capital for production and business activities.

## CUSTOMER DEPOSITS

CASA (\*)

**230** VND, Tn

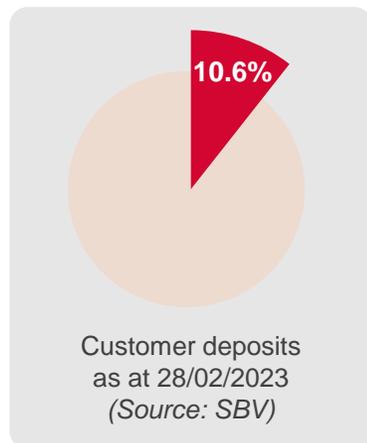
▼ 8.1% ytd

Term deposits

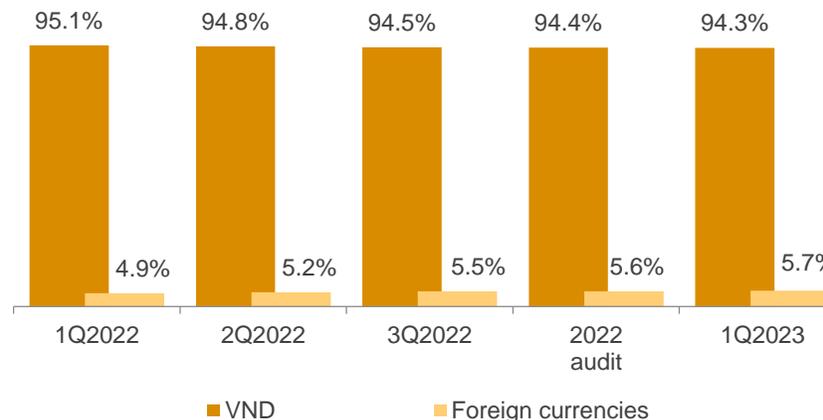
**1,043** VND, Tn

▲ 4.4% ytd

## MARKET SHARE



## CUSTOMER DEPOSITS BREAKDOWN BY CURRENCY



The proportion of Retail deposits grew strongly from 49.7% in 2022 to 52.4% in 1Q2023.

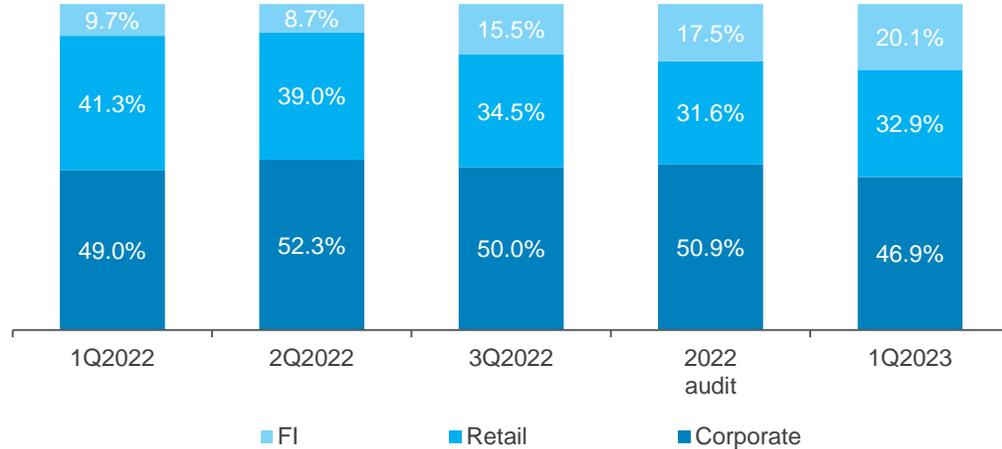


(\*): Figures according to FS excluding FI segment.



# CASA funding from retail and FI segments increased

## CASA FUNDING BREAKDOWN BY CUSTOMER SEGMENTS (\*)



(\*): Since 1Q2022, VietinBank moved super micro segment from Retail to Corporate segment; and monitored FI segment separately.

In comparison to 31/12/2022, the proportion of CASA funding from corporate customers decreased, while CASA funding from retail and FI increased in total CASA funding.

## SOLUTIONS FOR CASA GROWTH IN 2023



Strongly improve tech-savvy products and services and improve customer service quality.



Effectively deploy campaigns to attract new customers using eFAST and iPay, opening accounts through eKYC.



Deploy free account packages to promote customer expansion and increase payment sales through VietinBank system.



# Loan balance continued its growth trend and portfolio structure shifted positively



## LOANS BREAKDOWN BY CUSTOMER SEGMENTS (\*)



## LOAN BALANCE 1Q2023

FDI  
**70** VND, Tn  
▲ 16.7% ytd

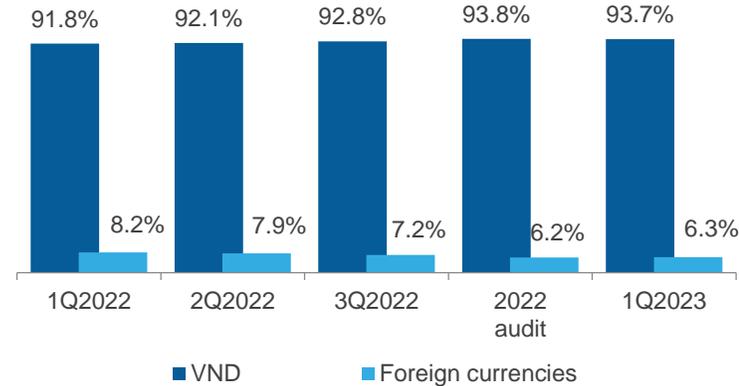
Large corp.  
**421** VND, Tn  
▲ 5.7% ytd

SME  
**339** VND, Tn  
▲ 1.3% ytd

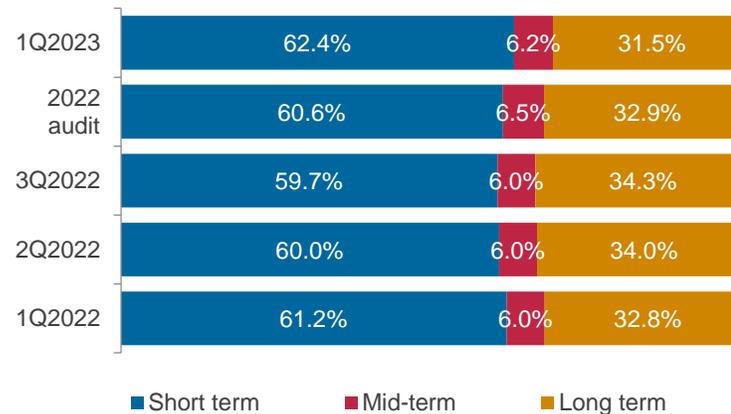
Retail  
**487** VND, Tn  
▲ 3.1% ytd

(\*): Since 1Q2022, VietinBank moved customers in micro-sized segment from Retail Banking to Corporate Banking.

## LOANS BREAKDOWN BY CURRENCY



## LOANS BREAKDOWN BY TENOR



Loan balance in 1Q2023 grew 4.6% ytd, mainly in the segment of large corporate customers (up 16.7% ytd) and FDI (up 5.7% ytd).



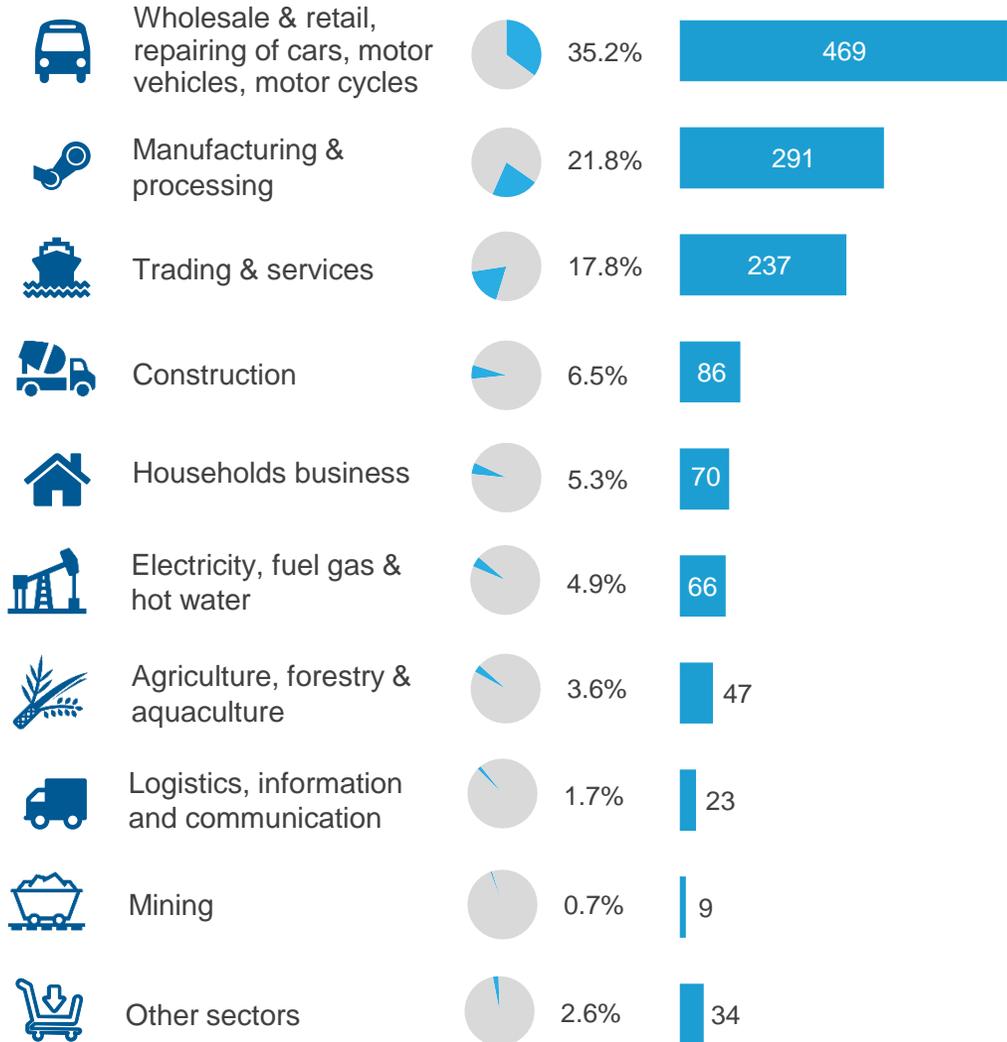
The proportion of retail loans in 1Q2023 slightly decreased (from 37.1% in 2022 down to 36.6% in 1Q2023) mainly because in 1Q2023 the government did not implement the stimulus policies like in 2022 and real estate loans could not be disbursed. However, in 2023, VietinBank still focuses on retail and SME growth, prioritizing growth resources for individual and SME customers, industries with good growth potential such as electricity, telecommunications, electrical equipment...



# Loan growth was concentrated in highly potential industries/fields for growth

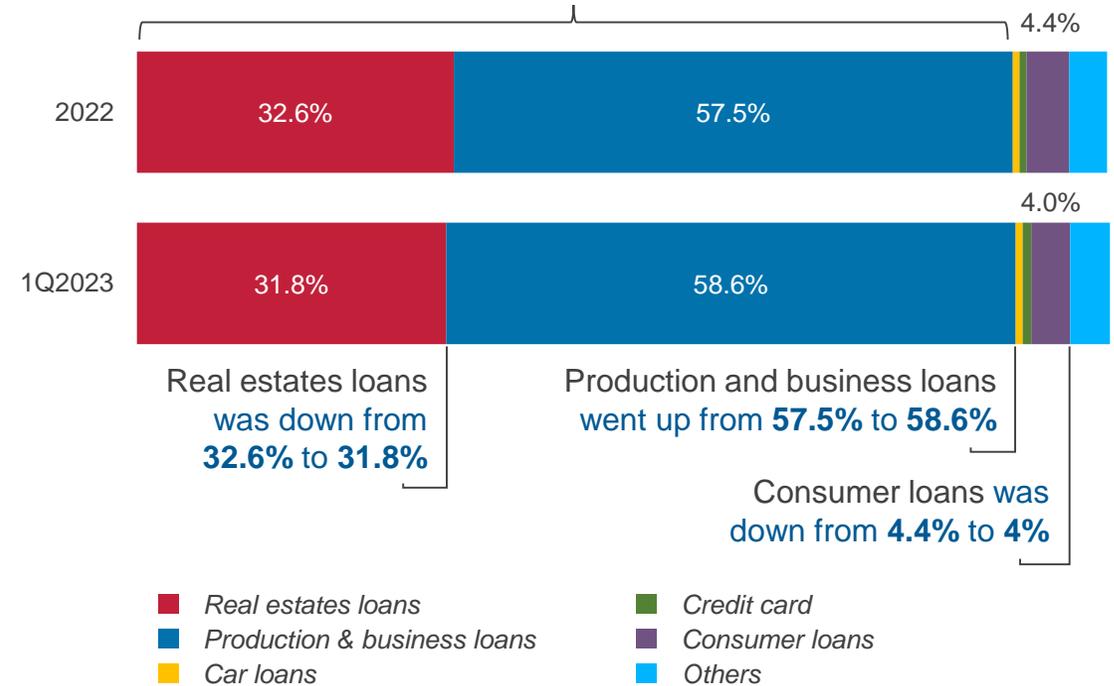
## LOANS BREAKDOWN BY SECTOR (31/03/2023)

Unit: VND, Tn



## RETAIL LENDING BREAKDOWN BY PRODUCT

Retail loans mainly focused on production, business and real estate, accounting for **90.4%** of total retail loans.

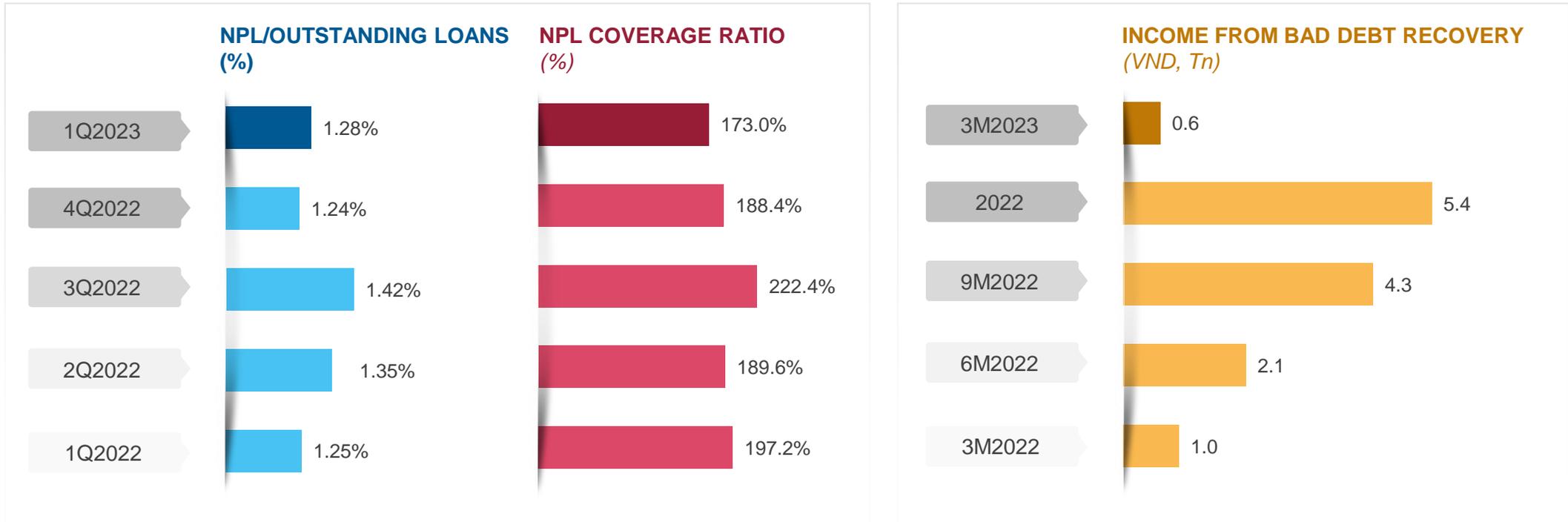


## LENDING MARKET SHARE AS AT 31/03/2023 (source: CIC)





# Debt quality was under control in accordance with approved plan

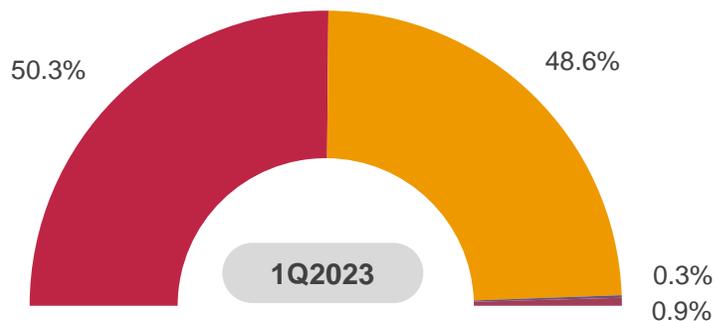
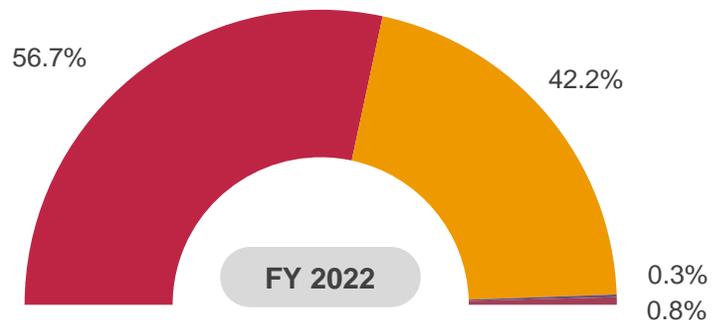


- In 1Q2023, Vietnam's economy faced with many difficulties from the general developments of the world economy (inflationary pressure, quiet real estate market, debt pressure due to bond payment, decelerating exports...). This had a significant impact on the production and business and the debt repayment ability of customers, thereby affecting the debt quality at VietinBank. NPL out of outstanding loans in 1Q2023 stood at 1.28%, a both yoy and ytd increase. Credit risk provision cost in 1Q2023 was 6.7 VND, Tn (+51.9% yoy). NPL coverage ratio in 1Q2023 was 173%.
- Recovery from written-off bad debts in 1Q2023 reached 642 VND billion (-33.6% yoy) due to the impact of VietinBank's progress in handling and recovering bad debts in the context of the economy and real estate market facing many difficulties..
- In the remaining months of 2023, VietinBank will focus on improving risk management capacity and controlling bad debt below 1.8%. At the same time, VietinBank aims to increase NPL coverage ratio, improves financial capacity, and ability to withstand possible risks from the economy.



# Flexible and safe investment portfolio

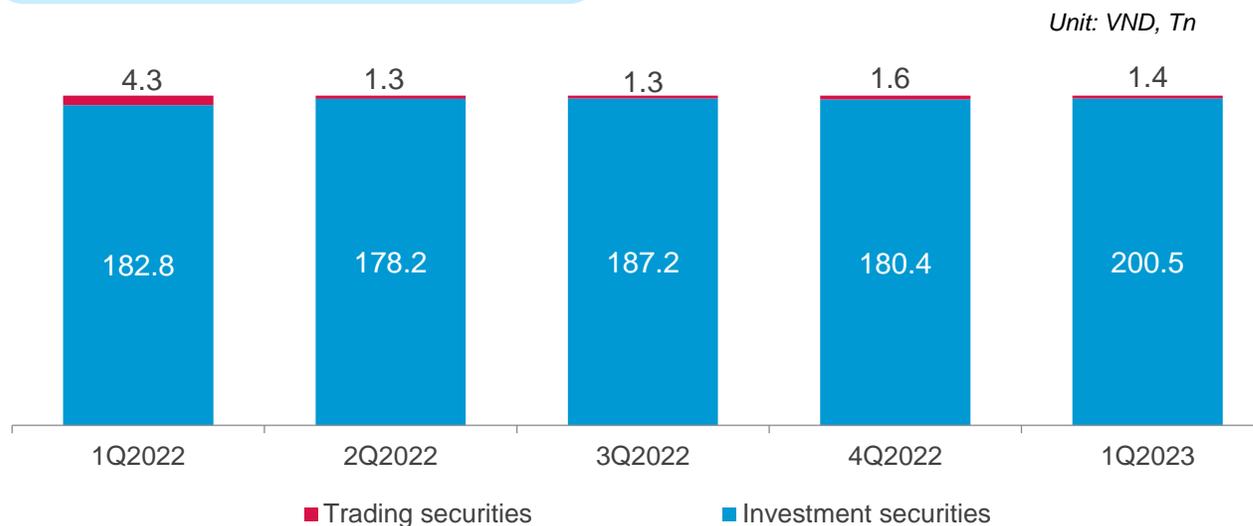
## INVESTMENT PORTFOLIO



■ Interbank                      ■ Debt securities  
 ■ Equity securities            ■ Long term investment

Note: Investment portfolio does not include risk provision.

## INVESTMENT PORTFOLIO STRUCTURE

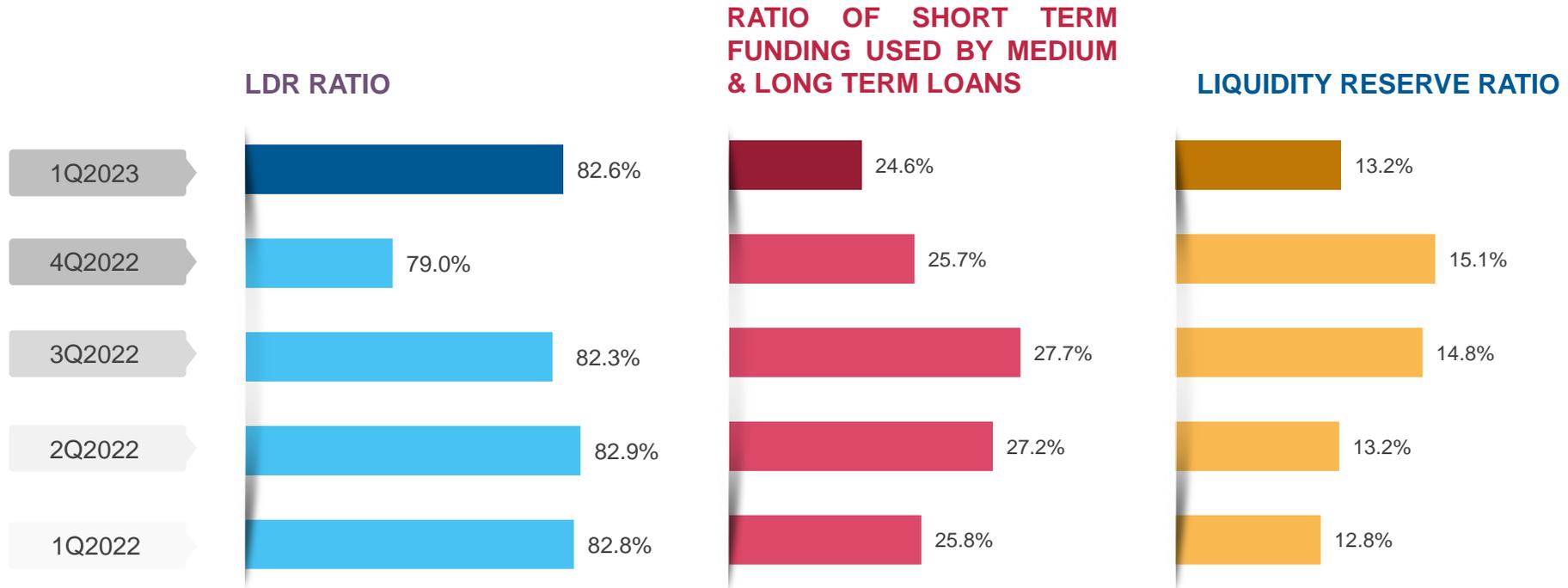


Investment portfolio as at 31/03/2023 reached 413 VND, Tn (-3.6% ytd). In which:

- Investment securities portfolio as at 31/03/2023 reached over 200 VND, Tn, up 11.2% ytd mainly due to increase in debt securities issued by credit institutions.
- Trading securities portfolio as at 31/03/2023 reached 1.4 VND, Tn, down 15.7% ytd due to the fact that VietinBank actively maintained a prudent business status to ensure safety from business activities in the context of a sharp increase in interest rates from the US Govt. bond market.



## Liquidity continued to be maintained stably

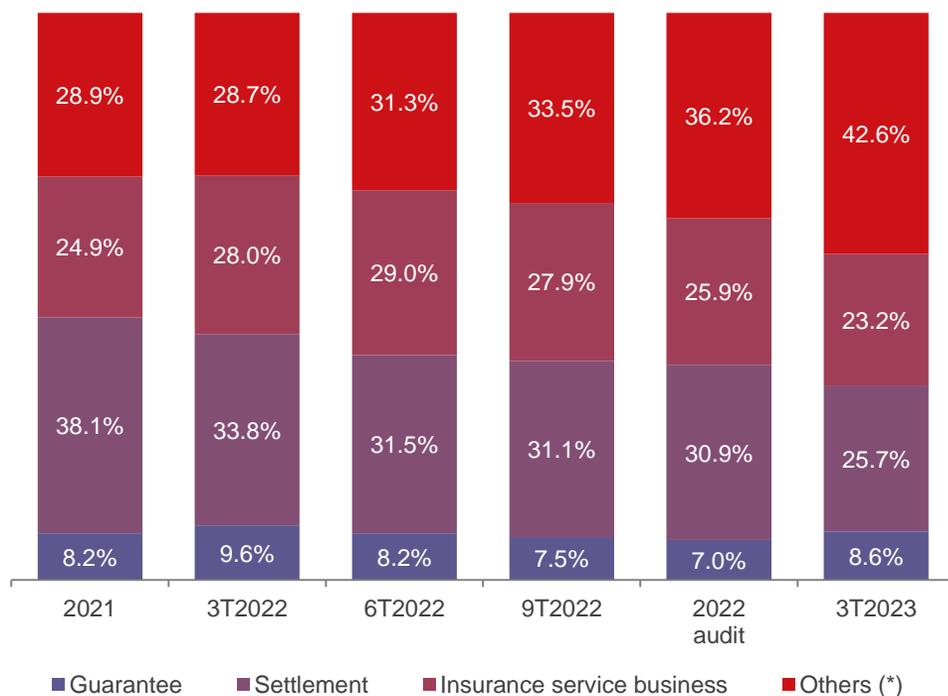


- VietinBank continued to well control the LDR ratio at a safe, effective level and ensure compliance with SBV's regulations. Compared to FY2022, VietinBank's LDR ratio increased by 3.6 percentage points because customer deposits grew slower than customer loans.
- The ratio of short-term capital for medium and long-term loans of VietinBank was much slower than minimum requirement of the SBV showing that VietinBank still had abundant room to promote medium and long-term loan growth and improving capital efficiency.
- VietinBank's liquidity reserve ratio is always maintained at a safe level and ensures compliance with SBV's regulations.

**Note:** since 4Q2022, liquidity ratios are calculated according to the provisions of Circular 22 of the SBV.

## Service fee structure changed positively

### STRUCTURE OF FEE INCOMES



(\*): Other income in service fee income include: Commission fee collected from cooperation in selling life insurance with Manulife, fee collection from entrustment and agency operations, fee collection from import - export LC....

NFI (including guarantee fee) in 1Q2023 reached nearly 2.3 VND, Tn (+52% yoy) thanks to the implementation of sales promotion, expanding customer base along with improving service quality, meeting diversified and comprehensive financial service needs of customers. In which, fee from guarantee increased by 55.7% yoy; fee from other activities increased by 30.9% yoy.

### MARKET SHARE



Trade finance in 1Q2023



FX trading on Market 2 in 1Q2023



FX trading on Market 1 in 1Q2023



Turnover of payment of VietinBank's card in 2022



# Reasonable cost control

## Breakdowns of operating cost

1Q2023

VND, Tn

Vs.1Q2022

Personnel expenses

2.8

▲ 11.8%

Assets expenses

0.5

▲ 10.1%

Administrative expenses

0.9

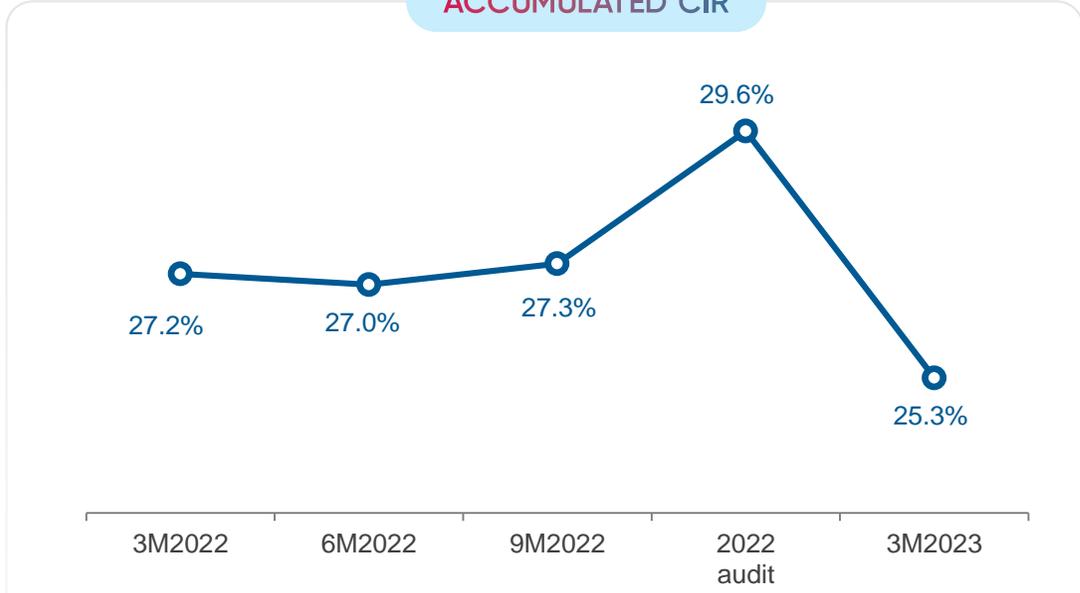
▲ 18.9%

Other expenses

0.2

▲ 11.0%

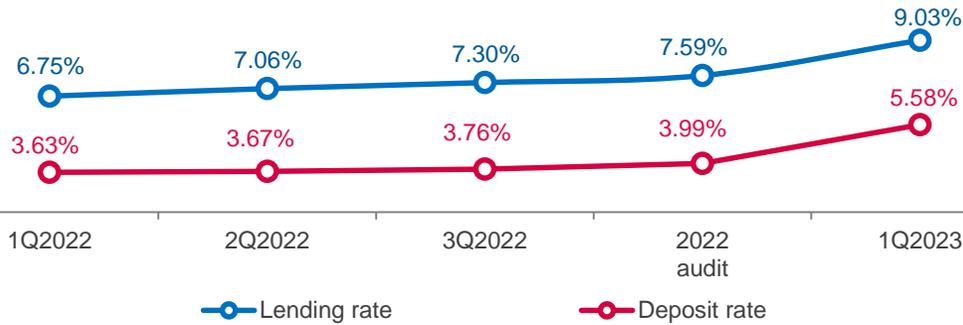
## ACCUMULATED CIR



In the current period of economic fluctuations and difficulties, VietinBank practiced thrift, prioritized resources to digital transformation activities, and directly supported business operations. Besides, in 1Q2023, VietinBank's TOI continued to improve, reaching a growth rate higher than the growth rate of operating expenses. Accordingly, VietinBank's CIR in 1Q2023 reached 25.3%, lower than CIR of 27.2% in 1Q2022.

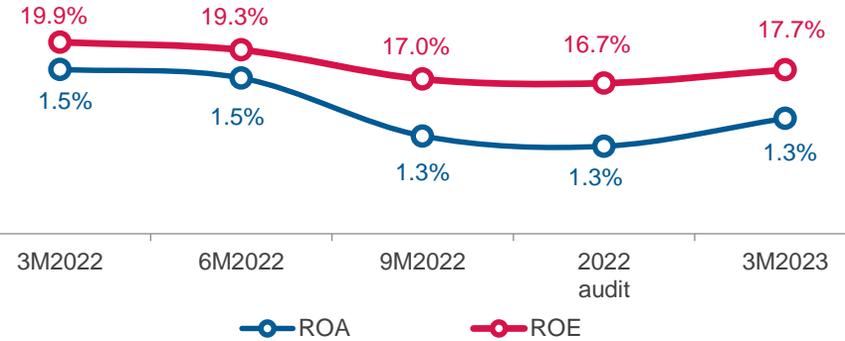
## Efficiency indicators continued to improve

### LENDING AND DEPOSIT INTEREST RATES



Liquidity of the banking system was stable in 1Q2023.

### ROA, ROE

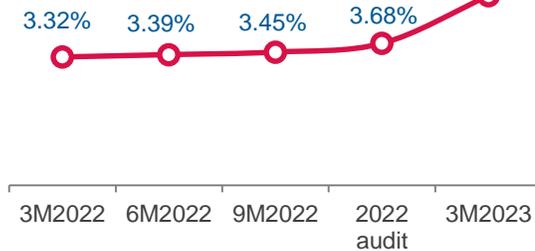


VietinBank's ROA and ROE in 1Q2023 continued to improve yoy, reaching 1.3% and 17.7% respectively.

### NIM



### COF



- VietinBank's NIM in 3M2023 reached 2.94%, continuing to improve both yoy and ytd.
- COF in 3M2023 was 4.92%, up 1.24 percentage point ytd, following the strong increasing trend of deposit interest rates.

### MEASURES TO IMPROVE NIM

- Increase the profitability of assets through increasing the proportion of loans to customers with high efficiency in credit balance structure such as SME, Retail.
- Promoting the advantages of the financial ecosystem among branches and subsidiaries of VietinBank.
- Control cost of capital through attracting and increasing the proportion of payment deposits and short-term deposits; implementing international loan contracts to support the balance with reasonable costs.
- Control of asset quality well, identify risks early, strengthen control of NPLs and problem debts as well as recover NPLs and written-off debts.



# Promote solutions to develop retail segment, improve competition and market share



Over **150** features and utilities are integrated in VietinBank iPay, helping users to enjoy the fullest and most optimal life according to the "All in one" criterion.



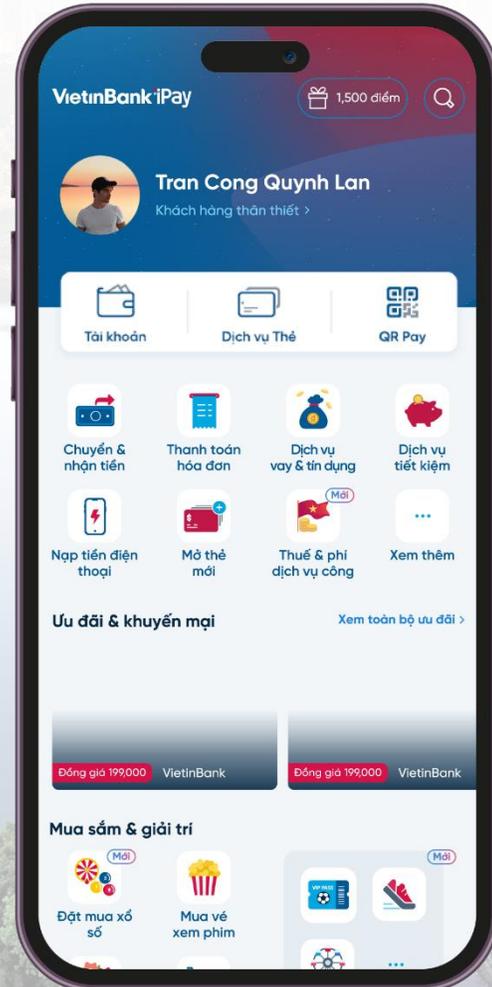
Over **2.000** connected suppliers, fully meeting the needs of customers with the motto "thousands of features, hundreds of utilities".



## PROPORTION OF TRANSACTIONS VIA iPAY CHANNEL OUT OF TOTAL TRANSACTIONS OF INDIVIDUAL CUSTOMERS



By 1Q2023, **nearly 90%** of individual customer transactions are made via iPay, up 14.4% compared to that of 2021.



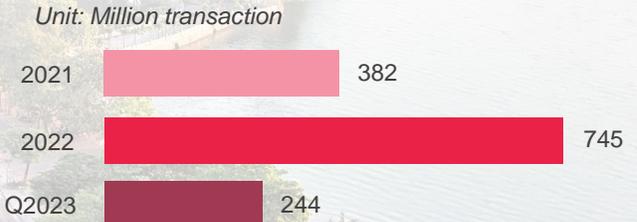
## NO. OF CUSTOMERS USING iPAY



**33.6%**  
yoy



## NO. OF TRANSACTION VIA iPAY CHANNEL



**76.6%**  
yoy

As of 31/03/2023, VietinBank has got approximately **6.7 million** individual customers using iPay, up **33.6%** yoy; reaching **244 million** transactions, up **76.6%** yoy.

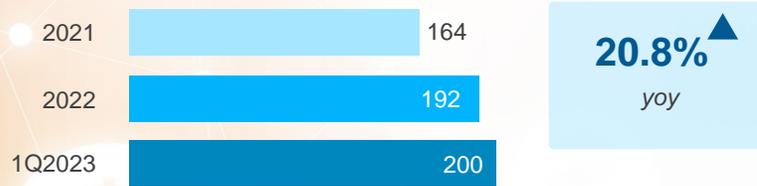


# VietinBank takes the lead in digital banking application for institutional customers



## NO. OF INSTITUTIONAL CUSTOMER USING eFAST

Unit: VND, thousand



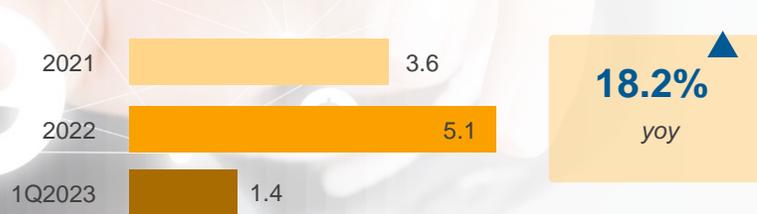
## NO. OF TRANSACTION VIA eFAST CHANNEL

Unit: Million transaction



## TRANSACTION VALUE VIA eFAST CHANNEL

Unit: VND, quadrillion



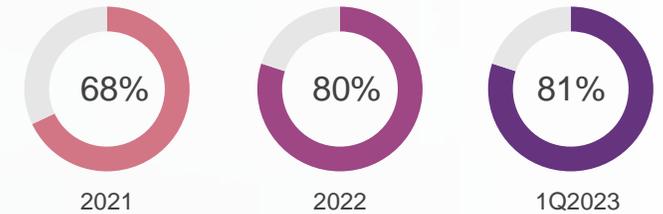
In 2022, VietinBank officially launched the VietinBank eFAST digital banking platform, upgrading **81** existing features and developing **55** new utility features.

eFAST is a professional, understanding, dedicated, user-friendly and completely free application for enterprises.

VietinBank eFAST is the only representative of Vietnam to win the award **“Asia Pacific’s Most Innovative Digital Bank”** presented by Asian Banker.



## PROPORTION OF TRANSACTIONS VIA DIGITAL CHANNEL OF INSTITUTIONAL CUSTOMERS



The digital channel conversion rate of institutional customers reached **81%** of total transactions, an increase of 13% compared to 2021.



SCALE  
INDICATORS

In 1Q2023, VietinBank enjoyed **credit growth rate of 4.6%**, higher than industry average of 2.06%, with focus on oriented and selective growth in production and business activities. **Deposits of customers grew by 1.9% ytd**, in which, retail customer segment contributed the most to deposit growth. In the context of common decline in CASA capital in the whole market in 1Q2023, VietinBank was among the banks with the lowest CASA decrease.



QUALITY  
INDICATORS

VietinBank's NPL ratio was still maintained and well controlled at **1.28%**. VietinBank continued to actively allocate financial resources for risk provisions in accordance with regulations in order to increase the reserve buffer for the bank's operations in the coming time. Provision cost in 1Q2023 **went up 51.9% yoy**; NPL coverage ratio was **173%**.



EFFICIENCY  
INDICATORS

**VietinBank's TOI increased by 21% yoy, at a positive level** (among listed banks), with main drivers being increase in NII (up 24.8% yoy) and NFI.

NFI (including guarantee fee) amounted to nearly 2.3 VND trillion, **a hike of 52% yoy, being the bank with the highest NFI in the banking industry in 1Q2023.**

NIM remained at the same level of 2022 in the context of many banks' decline as capital costs increased faster than return on assets. **The CIR rate was well controlled and among the lowest in the industry.**

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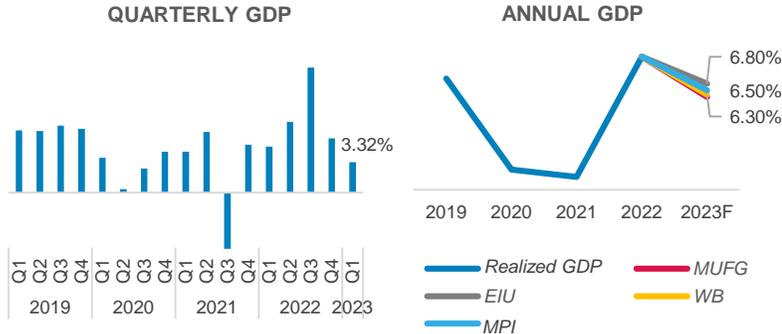
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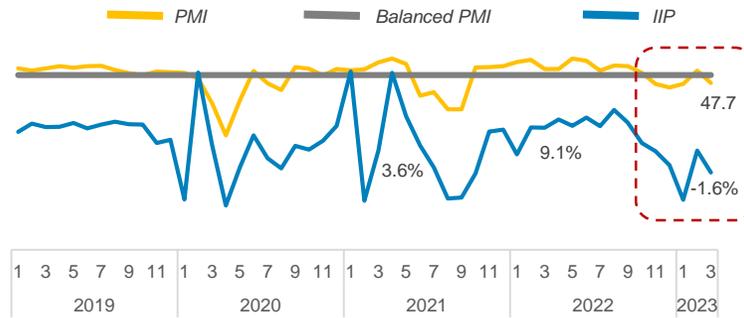
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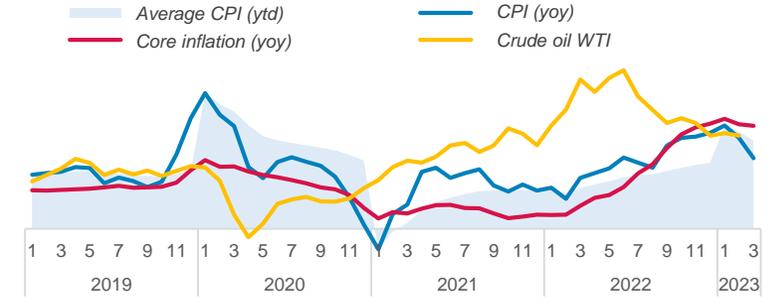
## GDP GROWTH



## PMI AND IIP



## CPI AND BRENT OIL PRICE



The growth driver in 1Q2023 mainly came from domestic consumption. The Govt. chose the GDP growth scenario of 6.5% in 2023.

Retail sales of goods and services grew slowly (+13.44% yoy, up 10.3% excluding price factor) and are expected to increase in 2Q2023 with China recovery.

IIP and PMI have been still in downtrend since August 2022 until now amid many enterprises received less export orders.

Trade balance in 1Q2023 enjoyed a surplus of 10.49 USD billion. Import and export growth slowed down (-11.8% yoy), mainly due to seafood (-27%), mobile phone components (-12.2%). Imports also fell sharply (-15.36% yoy) in raw materials for export.

The overall 12-month price index dropped sharply from 4.8% in January 2023 to 3.35% in March 2023, helping the average CPI drop to 4.18%. However, core inflation remains at a higher level than overall inflation, putting pressure on the target of monetary stability and inflation control in 2023..

Registered FDI amounted to 5.45 USD billion (-38.8% yoy), due to declines in manufacturing and real estate sectors. Disbursed FDI only reached USD 4.3 billion (-2.2%). Public investment capital reached 10.35% of the plan assigned by the Government, lower than the same period in 2022 (11.88% of the plan).

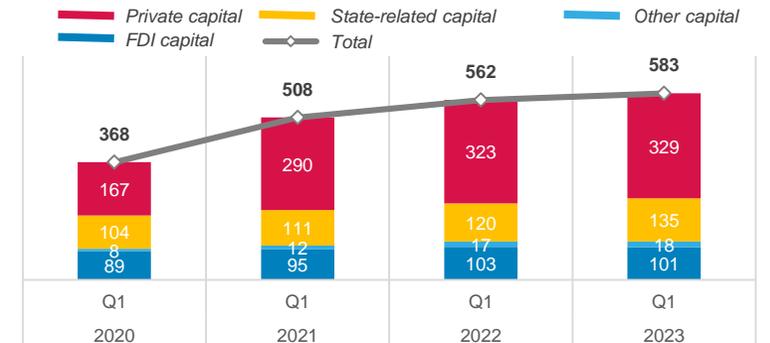
## SALES OF RETAIL GOODS & SERVICES



## IMPORT - EXPORT & TRADE BALANCE



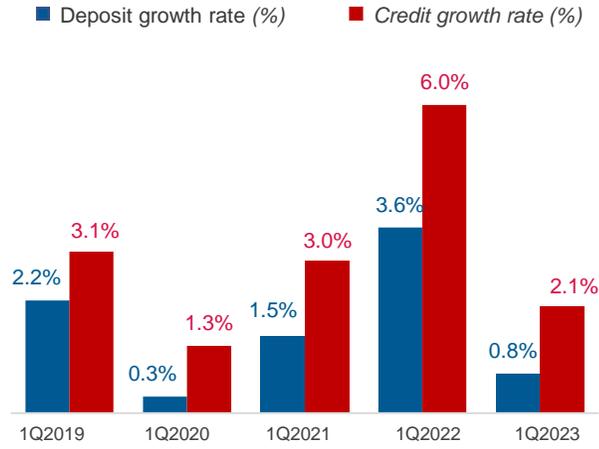
## REALIZED INVESTMENT CAPITAL



Source: GSO, EIU (Dec22), IMF (Oct22), WB (Jan23), IHS Markit



## CREDIT AND DEPOSIT

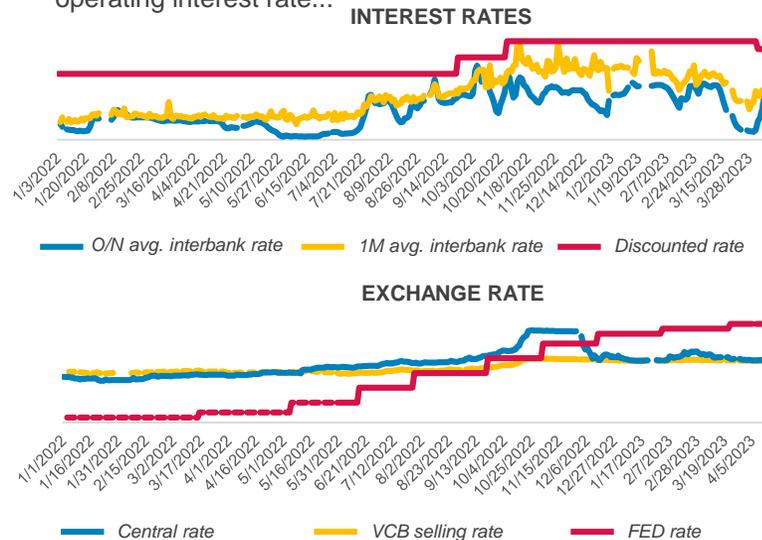


Source: SBV

- Credit growth in 1Q2023 was low (2.06% ytd and 9.96% yoy) focusing on manufacturing and business sectors as well as prioritized fields. Credit fueled to potential risk areas was controlled.
- Deposit growth was also low (0.77% ytd). Liquidity of money market was abundant.
- On-balance sheet NPL ratio was controlled at 1.92% at the end of 2022 (in 2021: 1.49%). However, there was still the risk of bad debt increasing in 2023 locally at some banks with low asset quality.

## DEVELOPMENT OF INTERBANK INTEREST RATES

- The US monetary policy reduced the intensity of tightening when it increased by only 0.25% on March 23, 2023 to 5%. The total rate increase of the FED during the tightening cycle was 4.75% - the highest in history.
- EU inflation reached a record high in February 2023. ECB raised interest rates to 3% on 16/3/2023 and was expected to continue the upward cycle.
- The SBV cut down 1% on discounted rate and overnight lending rate, cut down 0.5% on refinancing rate, maximum short-term loan interest rate...
- Vietnam trade balance enjoyed a surplus of approx. 4 USD billion, along with a decrease in DXY index, supporting USD/VND exchange rate to be stable at 23,464. From December 2022 to now, the Fed's interest rate hike has no longer had a great impact on the USD/VND exchange rate.
- Money market liquidity was abundant after the SBV cut the operating interest rate...



## TRENDS AND COMMENTS

- Fed slowed down rate hikes, possibly to increase by only 0.25% at its May meeting. The maximum interest rate of the tightening cycle is forecasted in the range of 5 - 5.25%, and the interest rate increase cycle is expected to end in July 2023.
- The SBV oriented credit growth in 2023 at about 14-15%, in line with actual developments and situations, both stabilizing the currency and supporting economic growth.
- External challenges: (i) The impact of tight monetary policies in the US and EU caused a crisis to the banking and financial system, negatively affecting the global economy in general and Vietnam's economy in particular; (ii) China forecasts full recovery in 2Q2023, upward pressure on oil and other commodity prices;
- Internal challenges: (i) Liquidity of the economy face local difficulties in the real estate sector; (ii) The corporate bond market partially removed its blockages, however the issue volume still declined greatly, and businesses faced difficulties in raising capital.

### REGULATIONS EFFECTIVE FROM 2023 THAT IMPACT BANKING SYSTEM :

- Circular No. 02/2023/TT-NHNN dated April 23, 2023 regarding regulations on credit institutions, foreign bank branches to restructure debt repayment terms and maintain debt groups to support customers.
- Circular No. 03/2023/TT-NHNN dated April 23, 2023 regarding provisions on suspension of the implementation of Clause 11, Article 4 of Circular No. 16/2021/TT-NHNN dated November 10, 2021 on the purchase and sale of corporate bonds by credit institutions and foreign bank branches.

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5 BANK-WIDE FUNDAMENTAL TOPICS

-  DEBT QUALITY CONTROL AND CREDIT RISK MANAGEMENT
-  IMPROVEMENT OF SERVICE QUALITY
-  INCREASE IN LABOR PRODUCTIVITY
-  EFFICIENT MANAGEMENT OF CAPITAL BALANCE
-  DEVELOPMENT AND IMPLEMENTATION OF DIGITAL TRANSFORMATION STRATEGY

4 KEY TOPICS IN 2023

-  **CASA growth:** with the goal of improving cost of fund, reducing pressure on NIM.
-  **Non-interest income growth:** with focus on promoting trade finance and international payment, guarantee, insurance and cards.
-  **Exploitation of ecosystem and cross-selling:** through promoting the exploitation of payroll customers and serving ecosystems of customers and chains.
-  On-going **written-off debts collection** and strengthening debt settlement model.





**TOTAL ASSETS**

Up 5 – 10%

01



**CREDIT EXPOSURE**

*(in accordance with SBV's approval)*

02



**FUNDING**

*(Growth in line with credit growth)*

03



**PROFIT BEFORE TAX**

*(According to the State Authority's approval)*

04



**NPL**  
< 1.8%

05



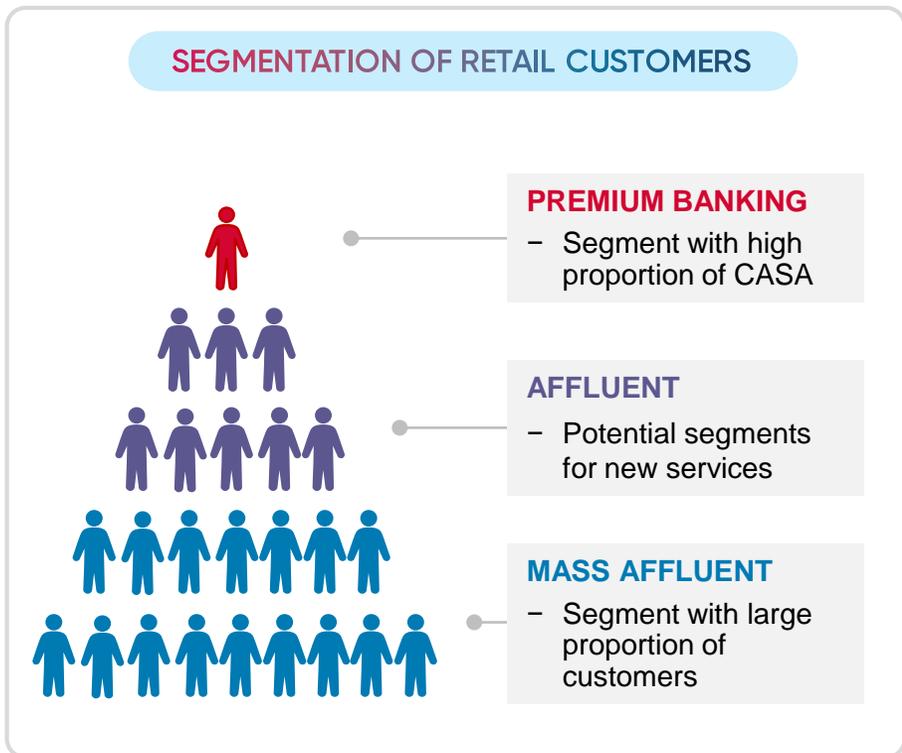
**DIVIDEND**

*(According to the State Authority's approval)*

06



GROWTH TARGETS FOR RETAIL CUSTOMERS SEGMENT



IMPROVING THE EFFICIENCY OF RETAIL LOANS PORTFOLIO

Focusing resources on growth of retail loans to increase the proportion of retail to total outstanding loans (to 40% on average); Restructuring portfolio into high NIM efficient products; Improving the structure of retail loans, approaching the balance structure of competitive banks...



GROWING CASA AND FUND MOBILIZATION

Accelerating CASA growth; promoting advantages of transaction network, improving measures to retain and attract new priority customers, strengthening communication of VietinBank's brand identity in the area to exploit and develop the source of term deposits...



IMPROVING NON-INTEREST INCOME AND OPTIMIZING COST

Promoting card and insurance activities to bring in important fee revenue in 2023 and the following years; Actively promoting and implementing new fees; increasing exploitation of new products and services for retail customers...



DEVELOPING NEW CUSTOMERS THROUGH ECOSYSTEM OF CORPORATE CUSTOMER AND DIGITAL ECOSYSTEM

Promoting activities from Fintech ecosystem; speeding up cross-selling activities; packaging products and services to the final distribution chains; developing partner network through eKYC, ecosystem on iPay, eFAST...

#### 4 STRATEGIC DIRECTIONS



Digital transformation to enhance customer experience, put customers at the center to develop comprehensive financial solutions for customers.



Digital transformation to improve internal efficiency of the bank.



Treat data as the bank's assets, exploit and enrich to improve management and business capacity.



Researching and applying new technologies to operations, experimenting with breakthrough technologies, helping to save resources, costs and increase efficiency.



## Continue to vigorously implement digital transformation to provide convenient and outstanding products and services to customers

#### 5 PILLARS

- 01 **Building a modern**, convenient, streamlined, customer-oriented distribution channel.
- 02 Connecting partners, building a **customer-centric ecosystem**.
- 03 **Streamline business processes, increase labor productivity**.
- 04 **Applying Big data, AI, Machine Learning to data analysis**.
- 05 **Researching and deploying new technologies such as cloud technology, enhancing information security and safety**.

#### TYPICAL DIGITAL TECHNOLOGY SOLUTIONS

##### CHATBOT SOLUTION

Technology solutions that apply machine learning technology and artificial intelligence to interact with people.

##### SMART QUEUING SYSTEM

Biometric identification technology, shortening transaction time for customers at the counter by 30-40%.

##### ROBOTICS TECHNOLOGY SOLUTION

Deploying software robots to perform operational tasks instead of humans.

##### OPEN API TECHNOLOGY SOLUTION

Easily connect with partners, helping VietinBank build and expand the ecosystem.

##### CLOUDS COMPUTING TECHNOLOGY SOLUTION

Optimizing resources infrastructure, flexible in using and operating the system.



***VietinBank continues expanding the scope of new technology application, creating breakthrough in digital transformation journey***

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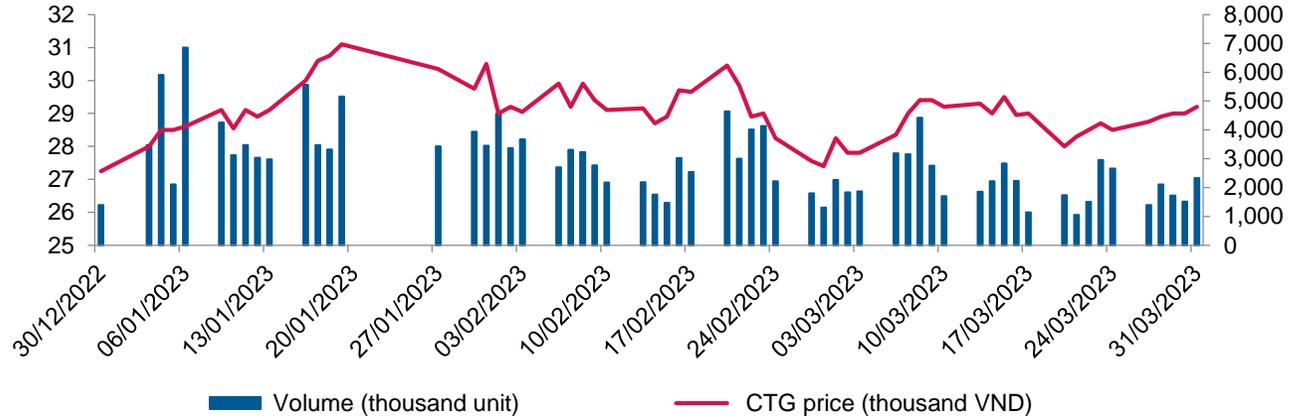
INDICATORS	VALUE
Closing price of the 1 <sup>st</sup> trading session of 2023 (03/01/2023)	28,000 VND/share
Closing price of the last trading session of 1Q2023 (31/03/2023)	29,200 VND/share
Price fluctuations in 1Q2023	27,400 – 31,100 VND/share
Trading volume in 1Q2023	171,860,591 shares
Trading value in 1Q2023	4,789 VND, Bn
Trading volume of foreign investors in 1Q2023	Net buying 6,248,103 shares
Foreign ownership (31/03/2023)	28.08%
EPS (31/03/2023)	1,000 VND/share
P/E (31/03/2023)	29.2x
BVPS (31/03/2023)	23,344 VND/share
P/B (31/03/2023)	1.25x



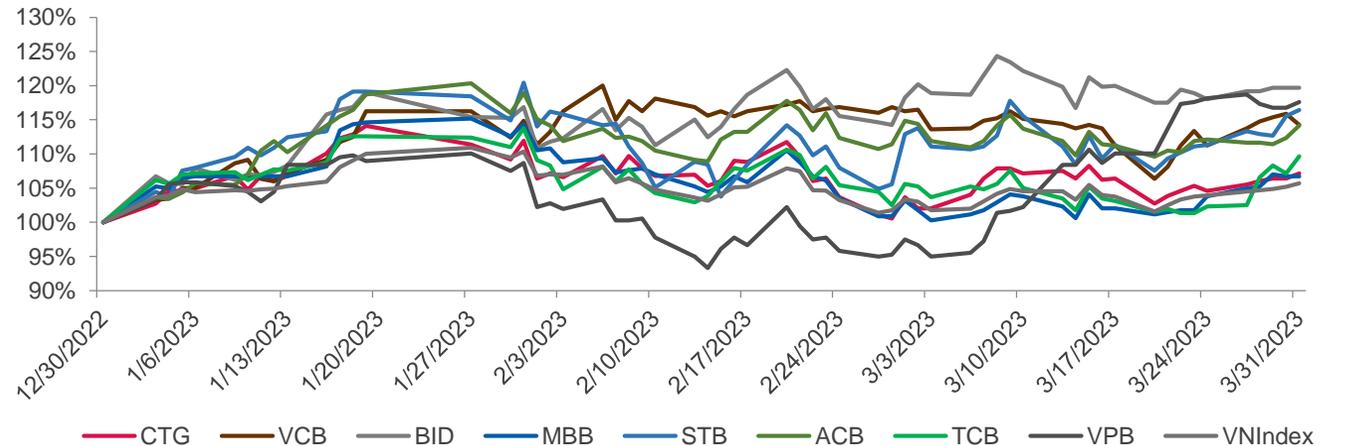
## CTG stock performance



### CTG STOCK PERFORMANCE



### GROWTH OF VN-INDEX AND BANKING STOCKS



# Balance sheet

Unit: VND, Bn

Indicators	2020	2021	2022	1Q2022	1Q2023	1Q2023 vs. 2022	1Q2023 vs. 1Q2022
<b>ASSETS</b>							
Cash, gold and gemstones	9,930	11,331	11,067	9,732	10,510	-5.0%	8.0%
Balances with the State Bank of Vietnam ("SBV")	57,617	23,383	29,727	19,946	22,480	-24.4%	12.7%
Placements with and loans to other credit institutions	102,533	149,317	242,432	177,089	207,791	-14.3%	17.3%
Trading securities	5,602	2,475	1,406	4,169	1,146	-18.5%	-72.5%
Derivative financial instruments & other financial assets	137	1,455	3,059	3,329	2,157	-29.5%	-35.2%
Loans to customers	1,015,333	1,130,668	1,274,822	1,229,579	1,333,109	4.6%	8.4%
Provision for credit losses of loans to customers	(12,582)	(25,795)	(29,764)	(30,222)	(29,470)	-1.0%	-2.5%
Investment securities	114,942	177,545	180,313	182,530	200,465	11.2%	9.8%
Long-term investments	3,336	3,290	3,519	3,410	3,547	0.8%	4.0%
Fixed assets	10,825	10,496	10,202	10,274	10,057	-1.4%	-2.1%
Other assets	33,838	47,423	81,646	53,893	62,170	-23.9%	15.4%
<b>Total assets</b>	<b>1,341,510</b>	<b>1,531,587</b>	<b>1,808,430</b>	<b>1,663,730</b>	<b>1,823,962</b>	<b>0.9%</b>	<b>9.6%</b>
<b>LIABILITIES AND OWNERS' EQUITY</b>							
Borrowings from the Government and the SBV	44,597	33,294	104,779	51,245	100,059	-4.5%	95.3%
Deposits & borrowings from other credit institutions	128,519	138,834	209,430	194,898	177,279	-15.4%	-9.0%
Deposits from customers	990,331	1,161,848	1,249,176	1,212,678	1,272,350	1.9%	4.9%
Financing funds, entrusted funds & exposed funds	2,733	2,528	2,392	2,457	2,319	-3.1%	-5.6%
Valuable papers issued	59,876	64,497	91,370	67,897	111,592	22.1%	64.4%
Other liabilities	30,014	36,937	43,114	36,259	47,418	10.0%	30.8%
<b>Total liabilities</b>	<b>1,256,071</b>	<b>1,437,938</b>	<b>1,700,262</b>	<b>1,565,434</b>	<b>1,711,017</b>	<b>0.6%</b>	<b>9.3%</b>
Capital	46,725	57,548	57,868	57,548	57,868	0.0%	0.6%
<i>In which: Chartered capital</i>	37,234	48,058	48,058	48,058	48,058	0.0%	0.0%
Reserves	11,606	13,673	16,075	13,672	16,075	0.0%	17.6%
Foreign exchange differences	482	245	121	226	75	-37.7%	-66.7%
Undistributed profit	26,001	21,488	33,364	26,125	38,167	14.4%	46.1%
<b>Total owners' equity</b>	<b>85,439</b>	<b>93,650</b>	<b>108,168</b>	<b>98,296</b>	<b>112,945</b>	<b>4.4%</b>	<b>14.9%</b>
Non-controlling Interests	600	695	739	725	759	2.6%	4.7%
<b>Total liabilities and owners' equity</b>	<b>1,341,510</b>	<b>1,531,587</b>	<b>1,808,430</b>	<b>1,663,730</b>	<b>1,823,962</b>	<b>0.9%</b>	<b>9.6%</b>

## Income statement

Unit: VND, Bn

Indicators	2020	2021	2022	1Q2022	1Q2023	1Q2023 vs. 1Q2022
Interest and similar income	83,677	84,628	104,651	22,132	32,760	48.0%
Interest and similar expenses	(48,097)	(42,840)	(56,721)	(11,986)	(20,094)	67.6%
Net interest and similar income	35,580	41,788	47,930	10,146	12,666	24.8%
Fees and commission income	8,359	9,573	11,774	2,299	3,341	45.4%
Fees and commission expenses	(3,996)	(4,612)	(5,685)	(1,021)	(1,341)	31.4%
Net gain/(loss) from fees & commission income	4,362	4,961	6,089	1,278	2,001	56.5%
Net gain/(loss) from trading of foreign currencies	2,000	1,812	3,570	784	1,173	49.6%
Net gain/(loss) from securities held for trading	601	496	(90)	56	28	-50.4%
Net gain from investment securities	361	224	(36)	(233)	15	-106.4%
Net gain from other activities	1,929	3,398	6,605	1,878	1,020	-45.7%
Income from investments in other entities	524	477	512	161	116	-28.3%
Non-interest income	9,778	11,368	16,691	3,924	4,352	10.9%
<b>Total operating income</b>	<b>45,357</b>	<b>53,157</b>	<b>64,580</b>	<b>14,070</b>	<b>17,018</b>	<b>21.0%</b>
Operating expenses	(16,069)	(17,186)	(19,304)	(3,821)	(4,314)	12.9%
<b>Net profit before provision for credit losses</b>	<b>29,288</b>	<b>35,971</b>	<b>45,277</b>	<b>10,249</b>	<b>12,704</b>	<b>24.0%</b>
Provision expense for credit losses	(12,168)	(18,382)	(24,163)	(4,427)	(6,724)	51.9%
<b>Profit before tax</b>	<b>17,120</b>	<b>17,589</b>	<b>21,113</b>	<b>5,822</b>	<b>5,980</b>	<b>2.7%</b>
Corporate income tax expense	(3,335)	(3,374)	(4,141)	(1,125)	(1,149)	2.2%
<b>Profit after tax</b>	<b>13,785</b>	<b>14,215</b>	<b>16,972</b>	<b>4,698</b>	<b>4,831</b>	<b>2.8%</b>
Non-controlling Interests	(65)	(127)	(64)	(34)	(25)	-27.0%
<b>Owners' net profit after tax</b>	<b>13,720</b>	<b>14,089</b>	<b>16,908</b>	<b>4,664</b>	<b>4,806</b>	<b>3.1%</b>



Financial ratios	Formula
NPL	Bad debts / Total loans to customers
Debt coverage ratio	Provision for credit losses on loans to customers / Bad debts
Highly liquid assets	Cash, gold and gemstones + Balance with the SBV + Placement with & loans to other C.I + Govt. bond
Liquidity reserve ratio	Highly liquid assets / Total liabilities
ROA	Profit before tax / Average total assets
ROE	Profit after tax / Average total equity
NIM	Net interest income / Average profitable assets
COF	Net interest expense / Average interest payable debt
CIR	Operating cost / Total operating income

## More information about VietinBank in other publications

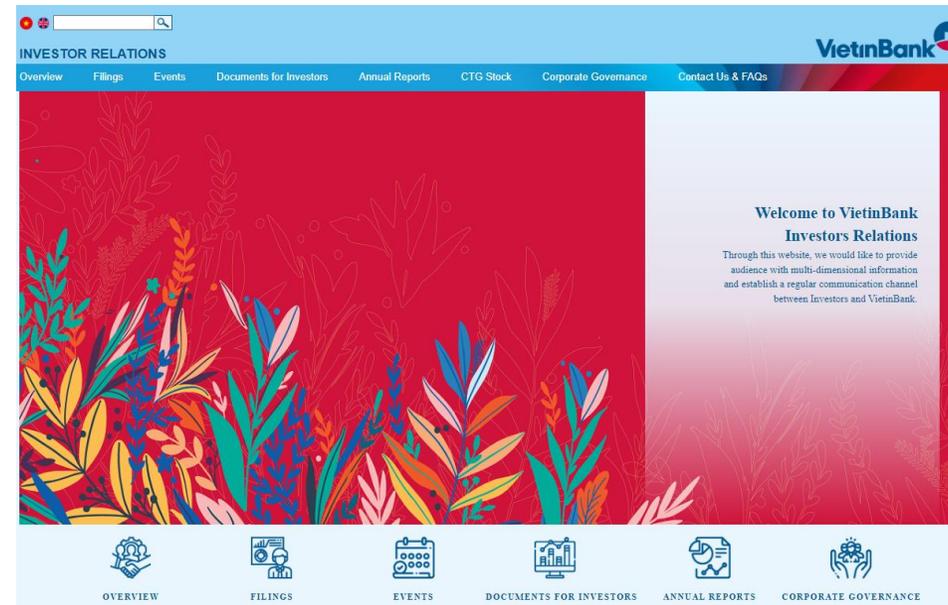
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### INVESTOR BUSINESS UPDATE

Quarterly issue



### INFORMATION UPDATED ON WEBSITE [www.investor.vietinbank.vn](http://www.investor.vietinbank.vn)



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*Thank you!*