



VIETINBANK INVESTORS UPDATE

4Q2021 AND FY2021



CONTENTS

1

BUSINESS PERFORMANCE IN 4Q2021 & FY2021

2

OUTLOOK FOR 2022

3

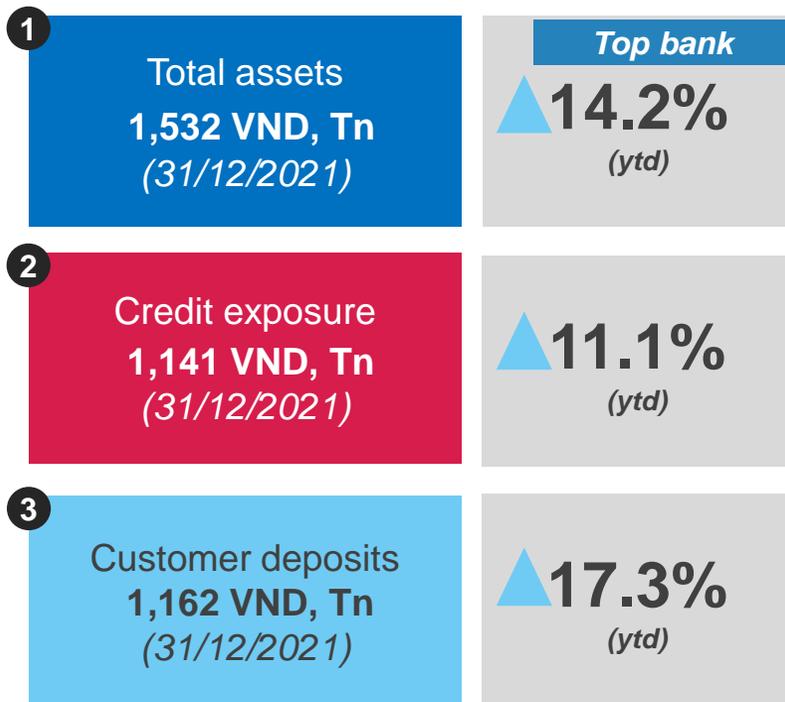
APPENDIX



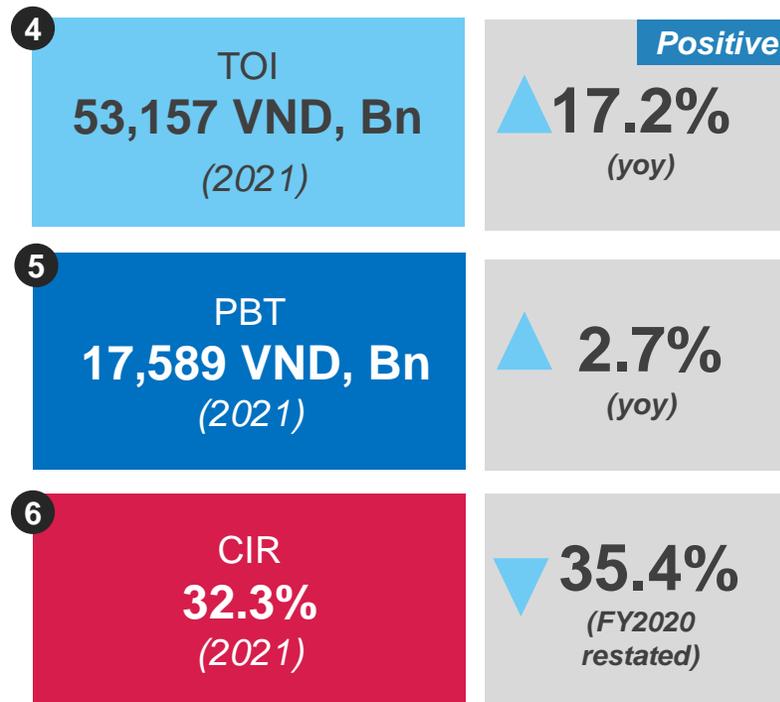
Business results were **positive and exceeded** the plan assigned by the General Meeting of Shareholders in the context of business operations in 2021 facing many difficulties

VIETINBANK'S BUSINESS PERFORMANCE IN 2021 ACHIEVED POSITIVE RESULTS

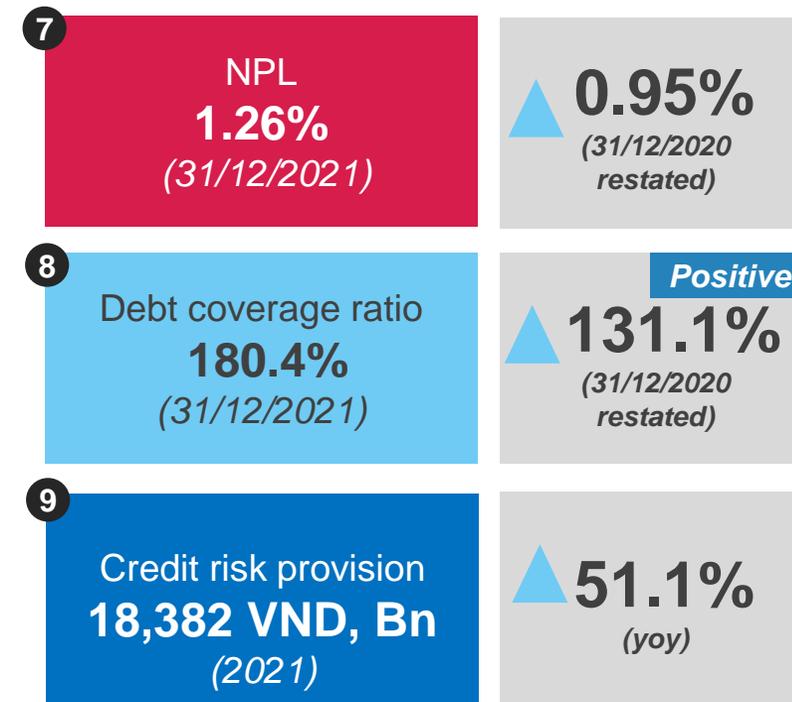
GROUP OF SCALE INDICATORS



GROUP OF EFFICIENCY INDICATORS



GROUP OF DEBT AND ASSET QUALITY INDICATORS



Highlights of business results in 4Q2021:

VietinBank **has grown steadily**, ensuring profitability, liquidity and asset quality

SCALE	4Q20	4Q21
Total asset growth (yoy)	8.1%	14.2% ¹
Total liabilities growth (yoy)	8.0%	14.5%
CASA proportion	19.6%	20.1%
Credit growth (ytd)	7.8%	11.1%

QUARTERLY BUSINESS RESULTS (P&L)	4Q20	4Q21
TOI growth (yoy)	24.0%	5.3% ²
NII growth (yoy)	18.3%	1.1%
Non-NII growth (yoy)	50.0%	20.3%
Credit cost	1.2%	1.6%
CIR	43.4%	42.0%
Growth of net profit before provision to credit losses (yoy)	35.9%	7.9%
Growth of PBT (yoy)	101.8%	-45.6%

DEBTS & ASSETS QUALITY	4Q20	4Q21
NPL ratio	0.95%	1.26% ³
Debt coverage ratio	131.1%	180.4%

PROFITABILITY	4Q20	4Q21
NIM	2.8%	3.0% ⁴
ROA	1.3%	1.2%
ROE	16.9%	15.9%

EQUITY AND LIQUIDITY	4Q20	4Q21
LDR ratio	86.1%	81.9%
Ratio of short term funding used by medium & long term loans	29.3%	24.3% ⁵

HIGHLIGHTS OF BUSINESS RESULTS IN 4Q2021

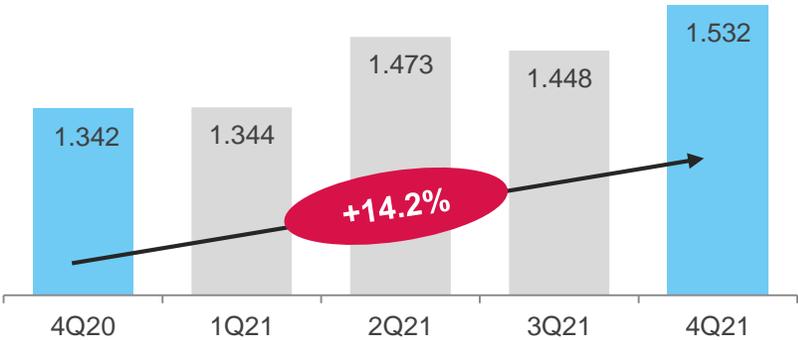
- Total assets as at 31/12/2021 reached 1,532 VND, Tn, up 14.2% ytd; mainly from loans to customers (up 11.4%)**
- TOI in 4Q2021 increased 5.3% (yoy) thanks to increased net revenue from payment, money transfer, card, digital banking services; and other operating income. NII in 4Q2021 was up by 1.1% (yoy) thanks to continued good control of capital costs through promoting payment banking services as well as shift in domestic and foreign capital mobilization channels at reasonable costs.**
- NPL in 4Q2021 was kept at 1.26%. Debt coverage ratio in 2021 reached 180.4% (up 49.3% yoy).**
- NIM ratio improved yoy, reaching 3.0% thanks to good control of cost of funds through improvement of CASA ratio and strong shift of retail and SME loans.**
- LDR and ratio of short term funding used by medium & long term loans complied with SBV regulations.**

Scale indicators enjoyed double-digit growth yoy

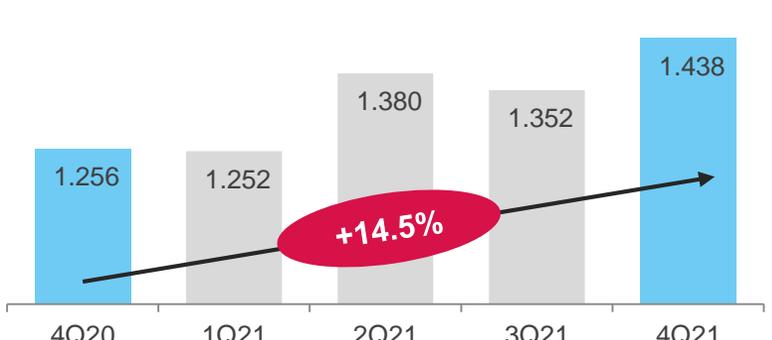


- 1 *The resurgence of the COVID-19 pandemic continued to negatively affect the lives and business activities of people and enterprises in the country.*
- 2 *VietinBank continued to accompany customers, promptly taking practical support measures, removing difficulties for customers.*

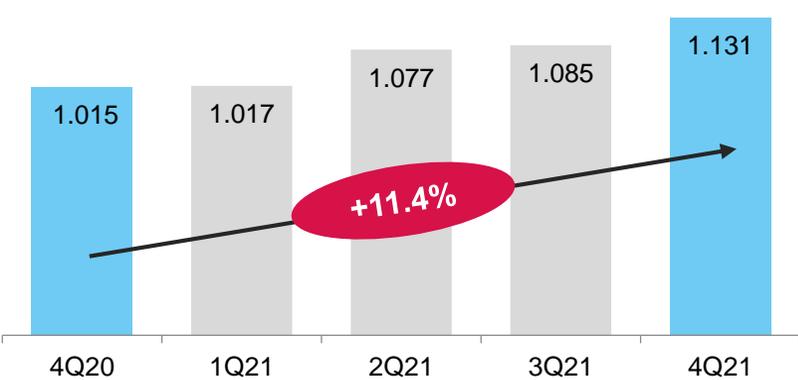
TOTAL ASSETS (VND, Tn)



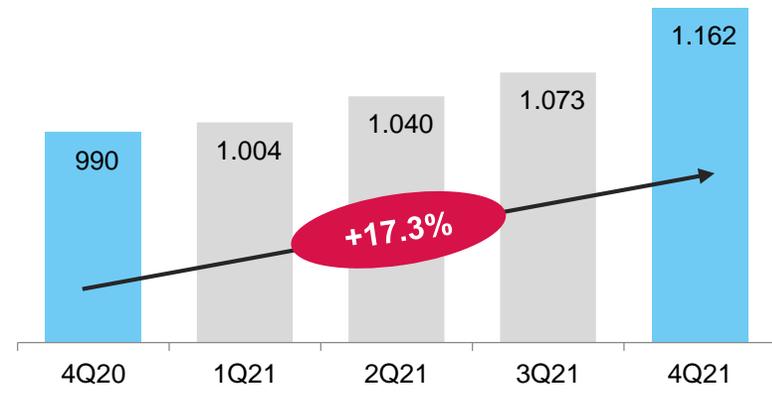
TOTAL LIABILITIES (VND, Tn)



LOANS TO CUSTOMERS (VND, Tn)



CUSTOMER DEPOSITS (VND, Tn)



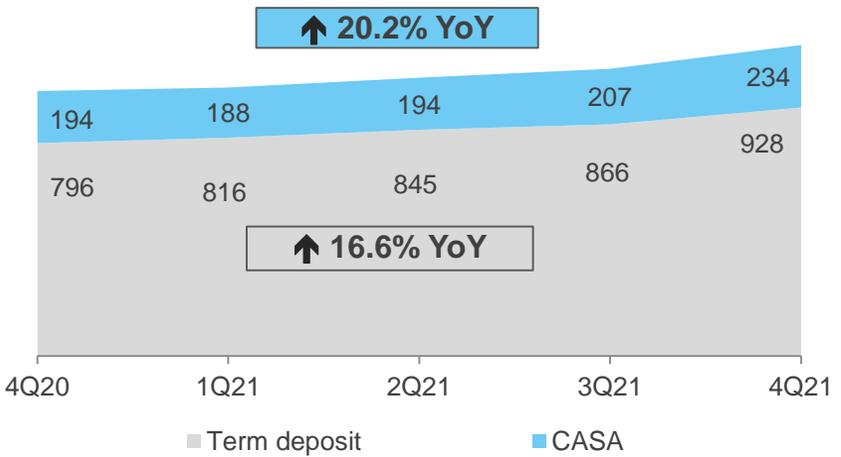
- 3 *VietinBank's scale indicators in 4Q2021 enjoyed double-digit growth yoy.*

Market share: (Source: CIC)
 ■ Loans to customer (as at 31/12/2021): 10.9%

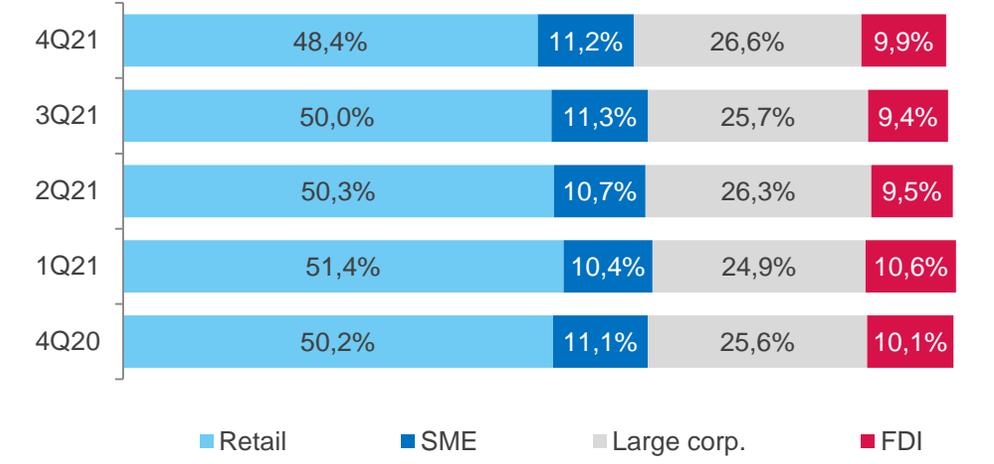
Market share: (Source: SBV)
 ■ Customer deposits (as at 31/12/2021): 10.61%

Capital structure shifted **positively**; CASA increased mainly from retail segment, helping to increase cost of capital advantage and optimal utilization of business opportunities

CUSTOMER DEPOSITS BREAKDOWN BY TENOR (VND, Tn)



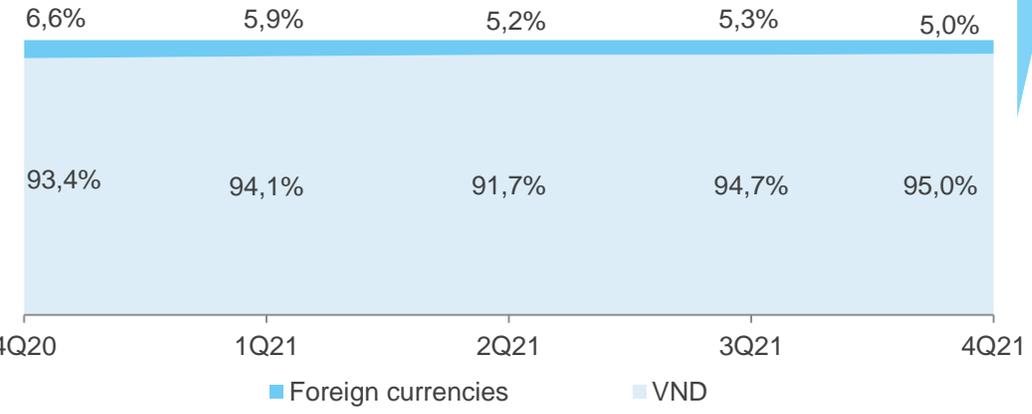
CUSTOMER DEPOSITS BREAKDOWN BY TYPE OF BUSINESS (%)



CASA FUNDING BREAKDOWN BY CUSTOMER SEGMENT (%)



CUSTOMER DEPOSITS BREAKDOWN BY CURRENCY (%)

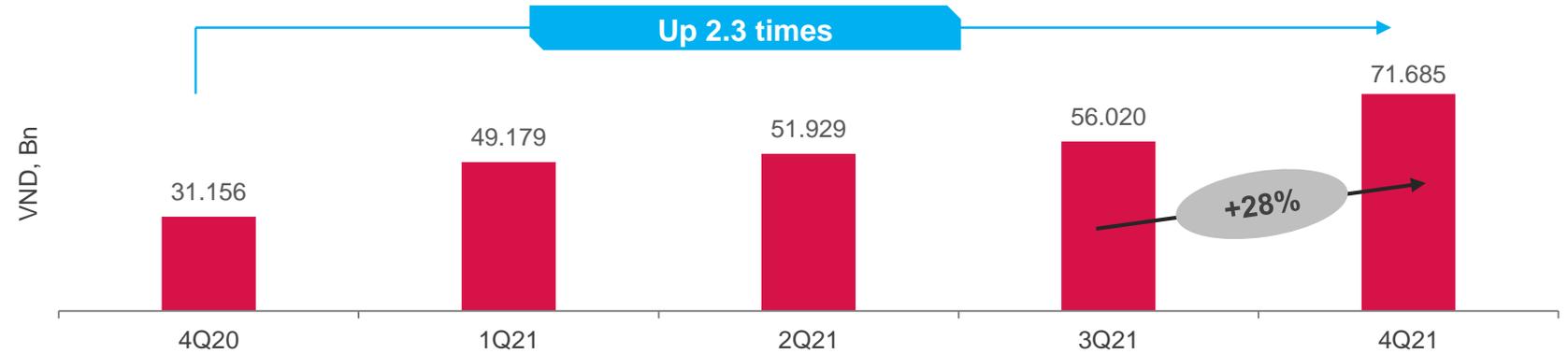


Capital enjoyed positive ytd growth (+17,3%). Continue to maintain high CASA funding by promoting retail CASA, developing payment banking services, strongly deploying online platforms such as eFAST, iPay, eKYC... to optimize capital expenditure.

CASA from retail segment grew well thanks to promoting digitization of personal financial services (iPay, eKYC...), **CASA on digitalized channel was up 28%** in 4Q2021

Transaction structure changed strongly from traditional channel to E-banking; CASA funding on digitalized channel was **up 28% (qoq)** in 4Q2021.

CASA ON DIGITALIZED CHANNEL



1 The number of retail customers, transaction value through E-banking has grown strongly in the past year

iPay



NO. OF INDIVIDUAL CUSTOMERS USING E-BANKING

2 The trend of non-cash transactions was prioritized during the Covid-19 pandemic, so the proportion of transactions via E-banking channel in 2021 increased sharply compared to 2020 (from 45.5% up to 72.6%).

E-BANKING TRANSACTION VALUE OF INDIVIDUAL CUSTOMERS



3 E-banking channel for retail customers still has a lot of room for development when VietinBank is planning to increase the digital ecosystem and promote digital transformation in the near future.

Solution to develop new customers opening accounts via eKYC

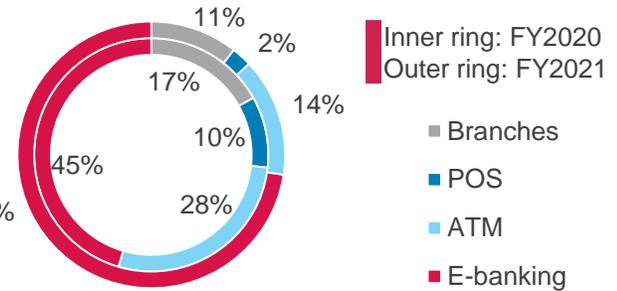
Pioneer

Zero fee account solution

New

TÀI KHOẢN 0 PHÍ
ĐĂNG KÝ TỨC THÌ
VietinBank iPay Mobile

BREAKDOWN OF TRANSACTION BY CHANNEL



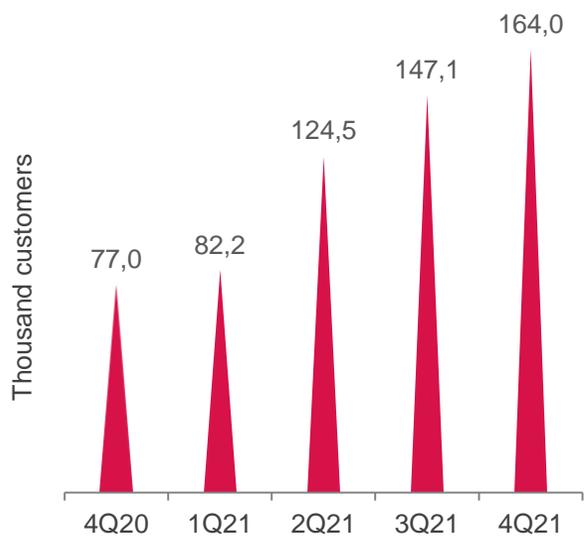
CASA from corporate customer segment **improved** by promoting the digitization of financial services for business customers (eFAST)

1

Due to the COVID-19 impact, the trend of non-cash payment increased strongly, resulting in sharp increase in the number of customers, number of transactions and transaction value of VietinBank via eFAST in 2021.

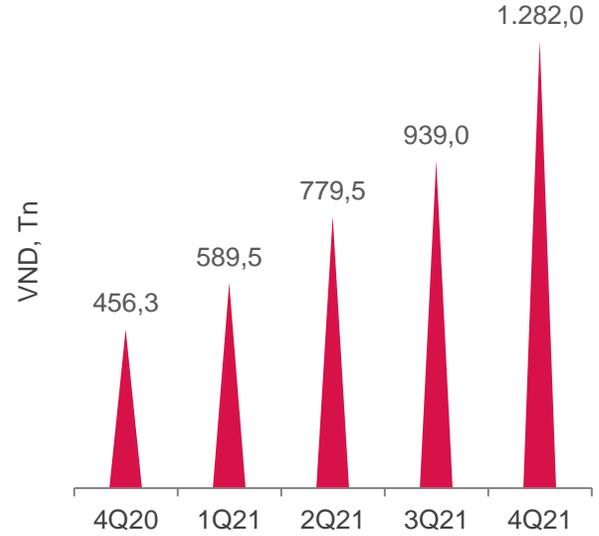


THE NUMBER OF CORPORATE CUSTOMERS USING ELECTRONIC CHANNELS



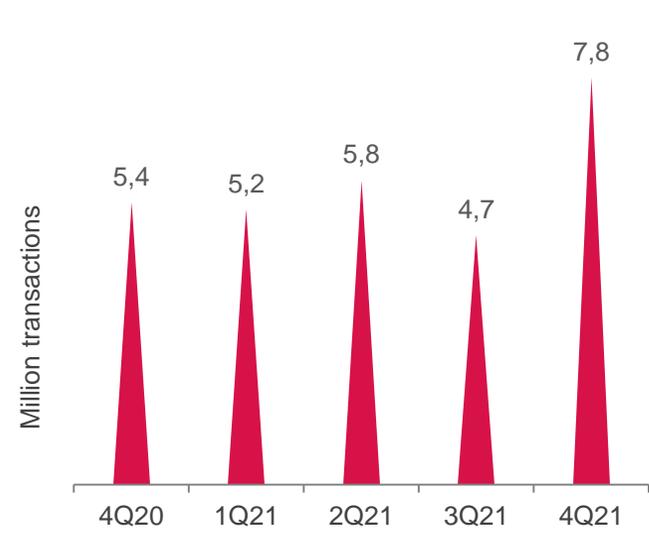
▲ Sharply increased **113%** in number of customers (yoy)

TRANSACTION VALUE VIA CHANNELS OF CORPORATE CUSTOMERS



▲ Sharply increased **181%** In transaction value (yoy)

THE NUMBER OF TRANSACTIONS VIA ELECTRONIC CHANNELS OF CORPORATE CUSTOMERS



▲ Increased **44,4%** In transaction number (yoy)

2

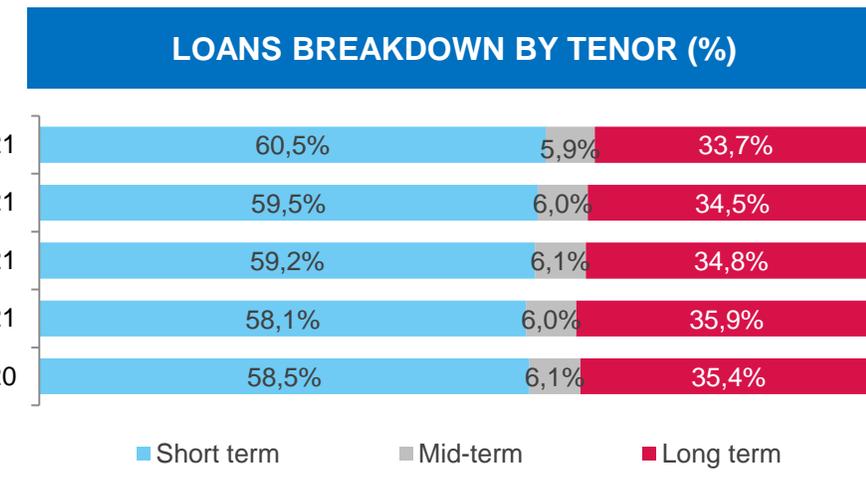
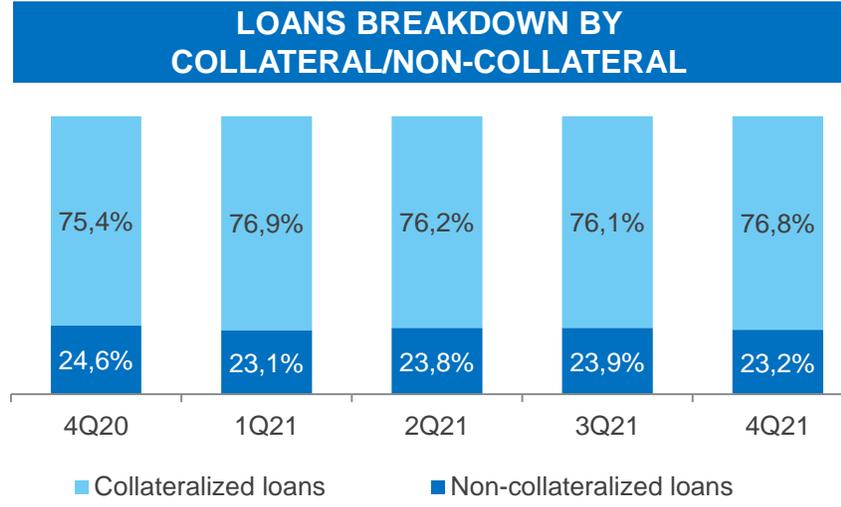
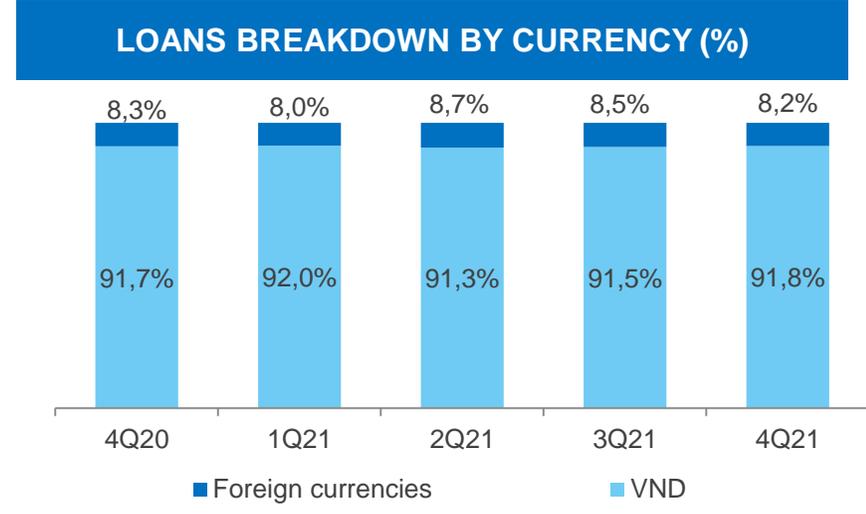
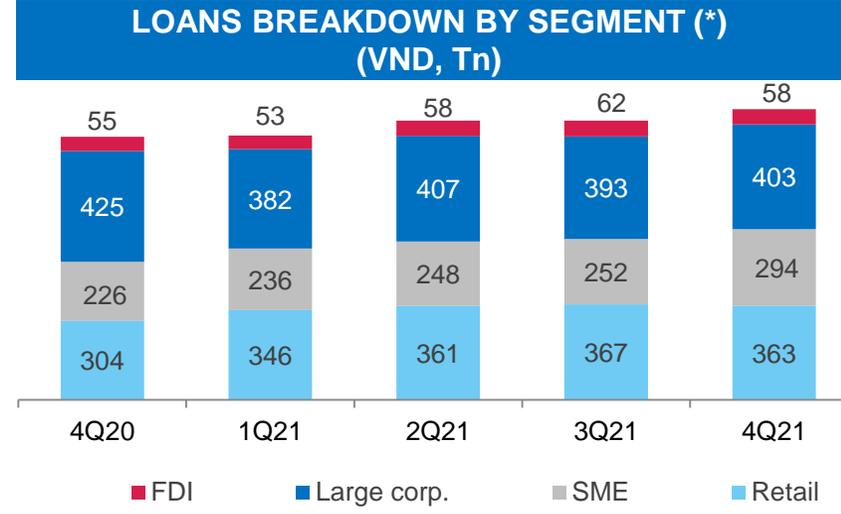
VietinBank actively invests in developing digital banking, expanding the ecosystem, moving towards open banking, providing VietinBank products and services on partner applications such as ERP connection service, account opening, open VietinBank's cards on online shopping and payment applications and platforms.

Credit continued its growth trend and portfolio structure shifted in the right direction



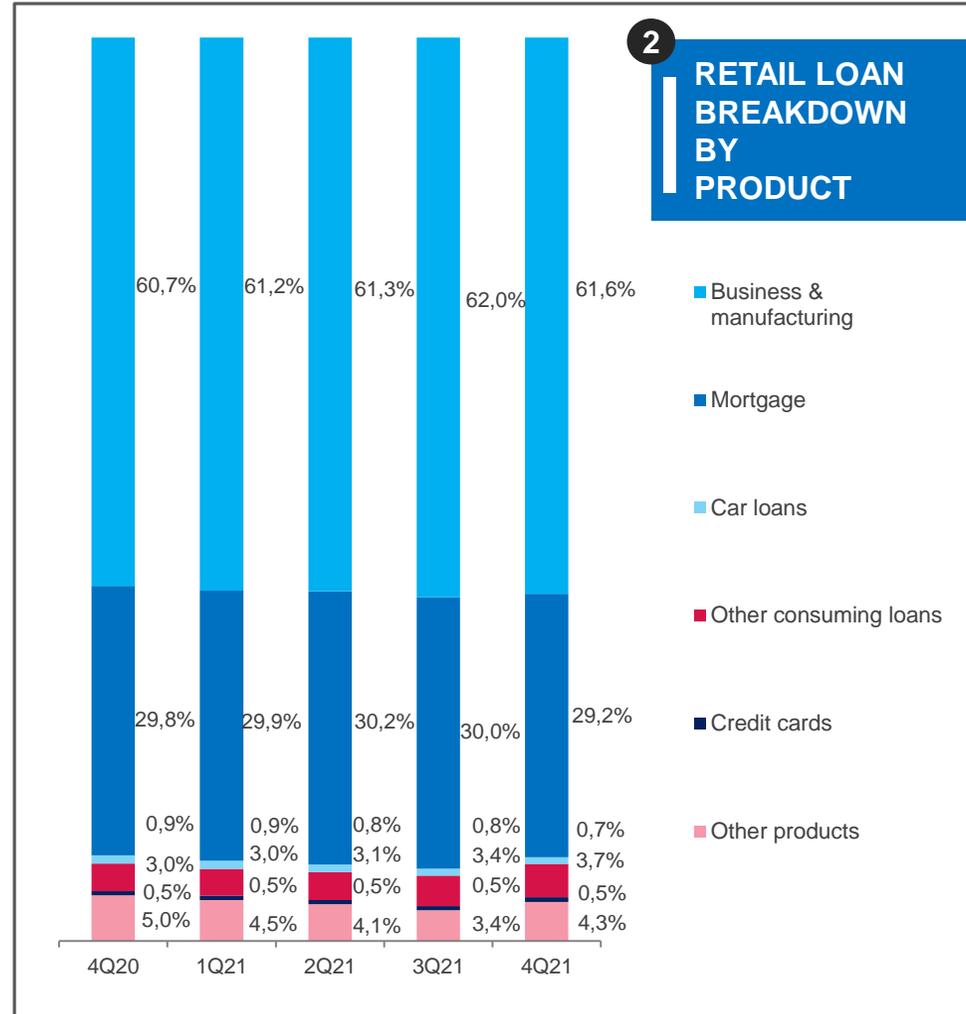
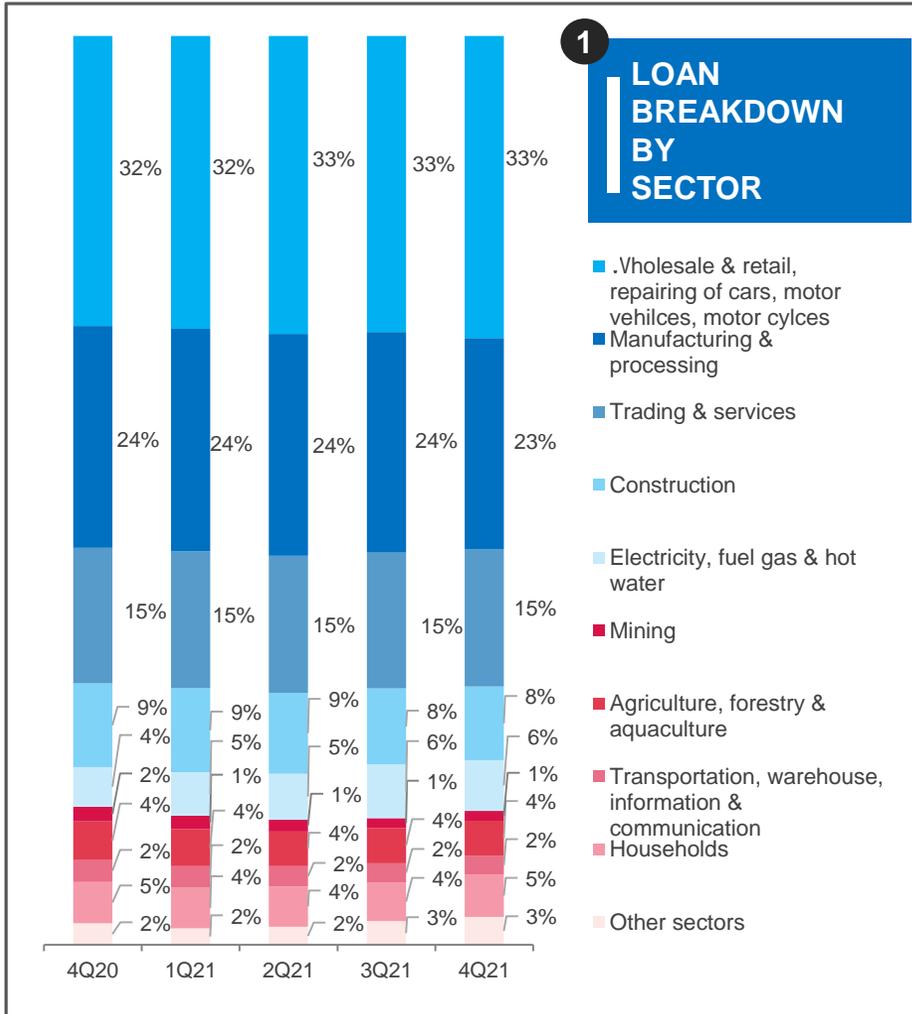
1 In 2021, credit growth continued to be kept at reasonable level (+11.1% ytd) amid difficulties facing the economy due to negative impact of COVID-19 pandemic; VietinBank continued to persist with its sustainable growth policy, not loosening credit criteria to strictly control risks in parallel with effective growth.

2 Credit structure shifted in the right direction, increasing the proportion in high profit and potential segments such as SME and Retail (both segments achieved higher growth rates than the general growth rates); diversify the portfolio and prioritize credit for production and business. Improve the proportion of outstanding loans in VND.



(*): In 4Q2021, VietinBank moved customers in micro-sized segment from Retail Banking to Corporate Banking.

Credit growth was concentrated in potential industries/fields for growth; retail lending was promoted by production, business and mortgage loans



1 LOAN BREAKDOWN BY SECTOR

The Covid-19 pandemic posed a negative impact on the construction and transportation sectors, leading to a decrease in the proportion of loans to these fields at VietinBank, however, the outstanding balance still increased slightly ytd. The loan structure shifted to priority sectors and fields for development such as electricity production and distribution (from 4.4% in 2020 up to 5.6% in 2021), consuming real estates (from 9.4% in 2020 up to 10% in 2021).

2 RETAIL LOAN BREAKDOWN BY PRODUCT

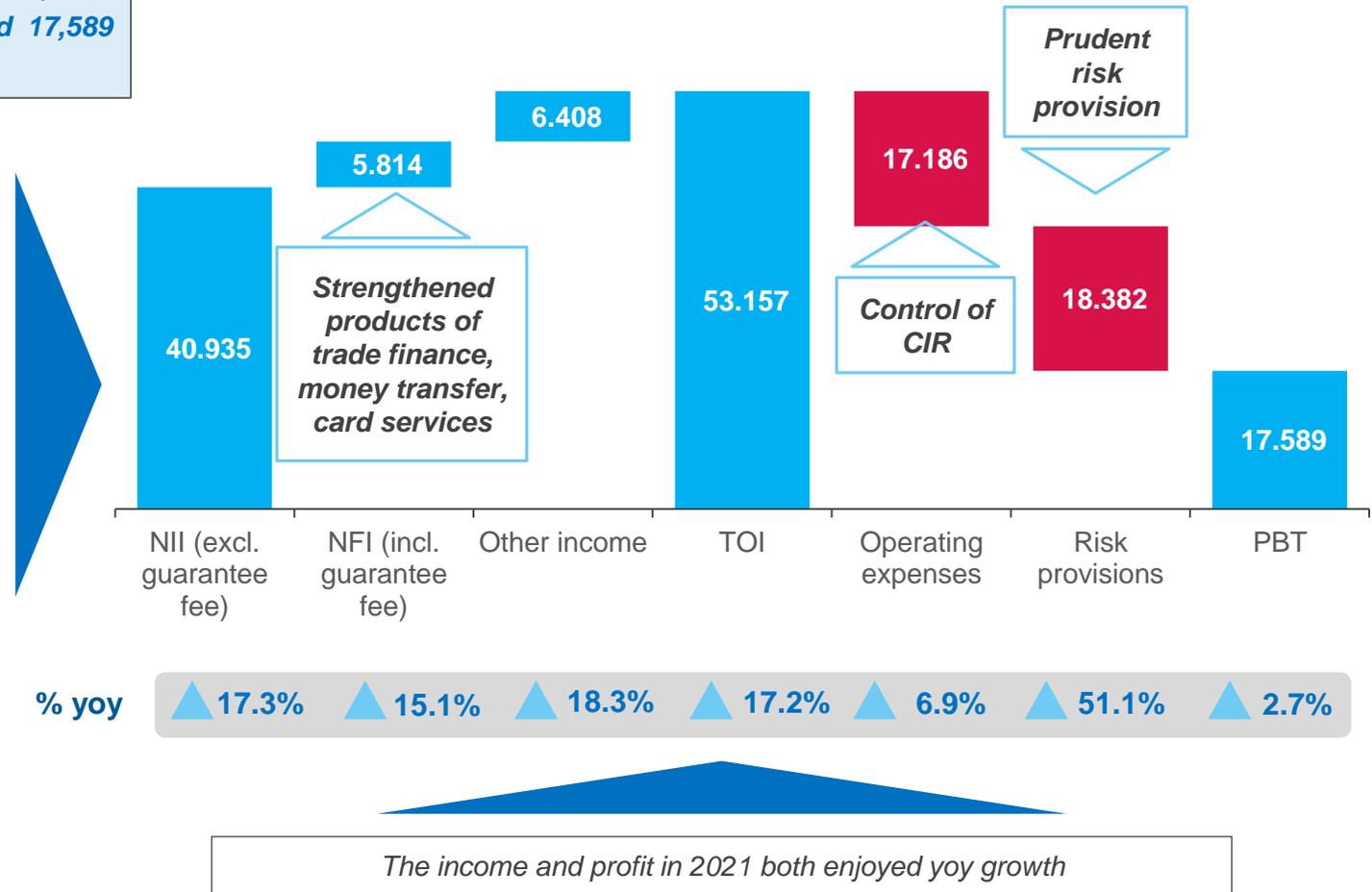
Retail loans focused on production, business and mortgage. Consumer loans recovered to growth from 2Q2020 to the end of 2021. In the coming time, VietinBank will continue to focus on boosting the growth of consumer loans and the growth of outstanding loans for real estate (single family homes, apartments...).

Profit for 2021 continued to grow well

In addition to actively implementing interest and fee exemption and reduction policies to support customers affected by the Covid-19 pandemic to overcome difficulties, VietinBank actively controlled capital costs, management costs, and increased NFI, therefore, consolidated profit before tax in 2021 reached 17,589 VND, Bn, up 2.7% yoy.

- 1 NII (excluding guarantee fee) grew steadily (+17.3% yoy) thanks to good control of capital costs through promotion of payment banking services, campaigns on capital mobilization channels at home and abroad at reasonable costs.
- 2 NFI (including guarantee fee) grew well (15.1% yoy) thanks to synchronously deploying tech-savvy products & services and improving service quality; promoting sales of advantageous products such as trade finance, money transfer, card services... and controlling service expenses to optimize cost management efficiency.
- 3 Optimizing cost allocation to directly support business activities, control costs reasonably; CIR in 2021 was 32.3%.
- 4 Recovery from written-off bad debts continued to increase strongly (+85.2% yoy).
- 5 Risk provision was made at more than 90% of regulated provisions set forth in Circular 03 of the SBV to maintain a solid reserve buffer against adverse fluctuations of the economy.

PROFIT STRUCTURE IN 2021 (VND, Bn)



TOTAL OPERATING INCOME STRUCTURE



■ NII (excl. guarantee fee) ■ NFI (incl. guarantee fee) ■ Other op. income

MARKET SHARE:

11.76% Trade finance in 2021 **11-13%** FX trading on Market 2 in 2021
12.4% FX trading on Market 1 in 2021 **18.7%** Turnover of payment of VietinBank's card in 6T2021

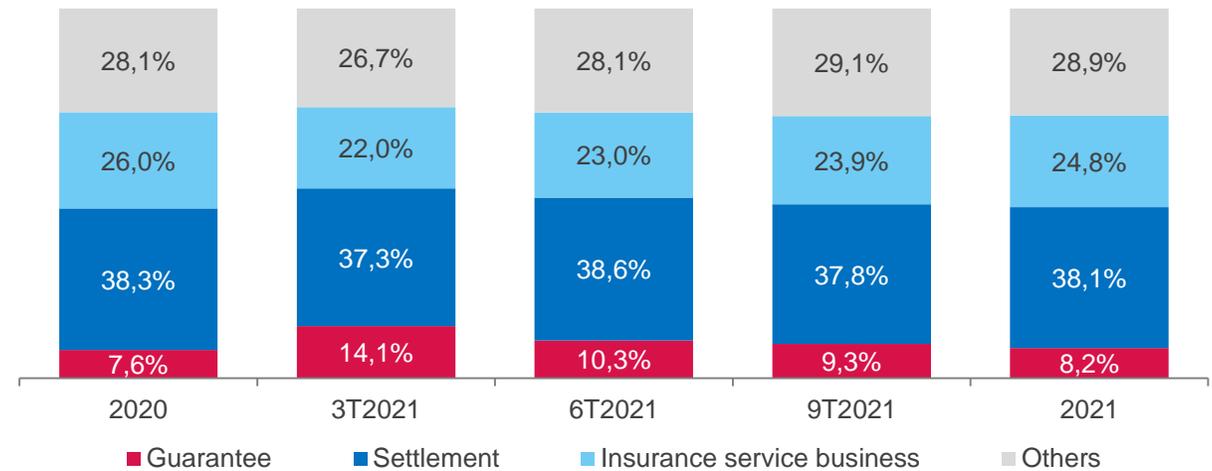
1 TOI in 2021 reached **VND 53,157 billion (+17.2% yoy)**, of which the proportion of contribution from service activities was **10.9%**.

2 NFI (including guarantee) reached **VND 5,814 billion**, continued to grow well **(+15.1% yoy)** thanks to synchronously deploying tech-savvy products and services and improving service quality, promoting sales of advantageous and profitable product such as trade finance, money transfer, cards and e-banking.

Guarantee fee rose by **24% (yoy)**

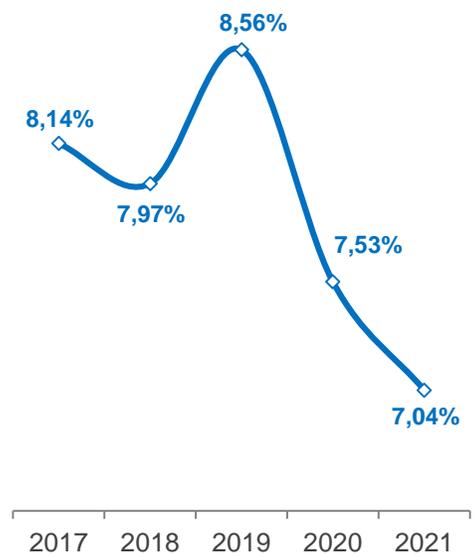
Payment fee rose by **14.8% (yoy)**

NFI STRUCTURE

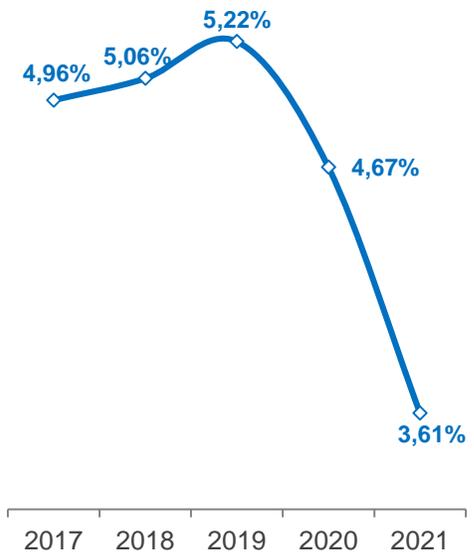


Continue to promote measures to improve the structure of profitable assets while making efforts to promote CASA growth, low-cost deposits and optimize capital balance to reduce the cost of fund (COF) amid negative impacts of the COVID-19 pandemic.

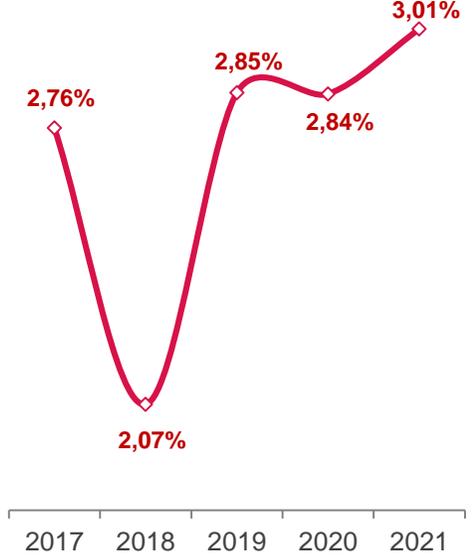
LENDING INTEREST RATE



DEPOSIT INTEREST RATE



NIM



ROA, ROE

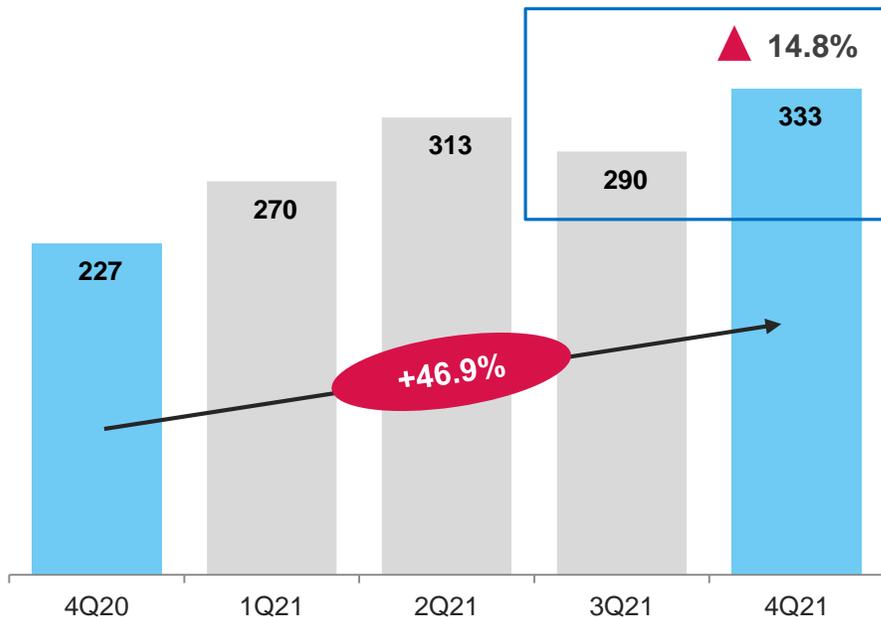




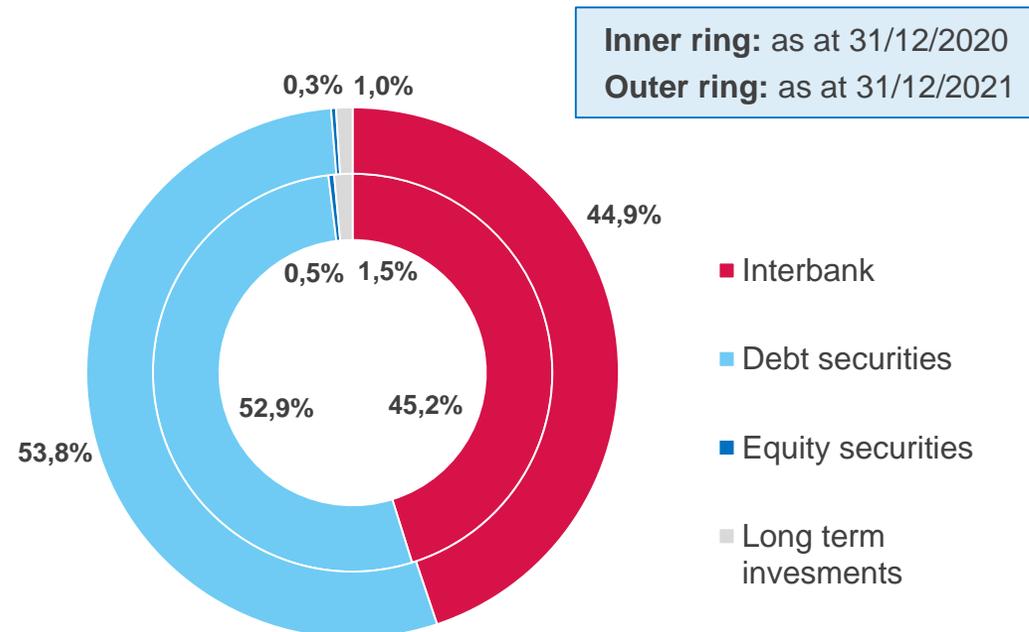
1 Investment securities portfolio in 2021 reached **VND 178 trillion, up 54.5% ytd**, mainly due to increased investment in debt securities issued by credit institutions (+42 VND, Tn) and Govt. bonds (+19 VND, Tn) to ensure secondary liquidity for VietinBank.

2 Trading securities portfolio **decreased sharply by 55.8% ytd** due to the fact that the interest rate level tended to increase, so VietinBank proactively maintained the securities portfolio at a reasonable level to ensure business effectiveness and efficiency.

INVESTMENT PORTFOLIO (VND, Tn)



INVESTMENT PORTFOLIO STRUCTURE

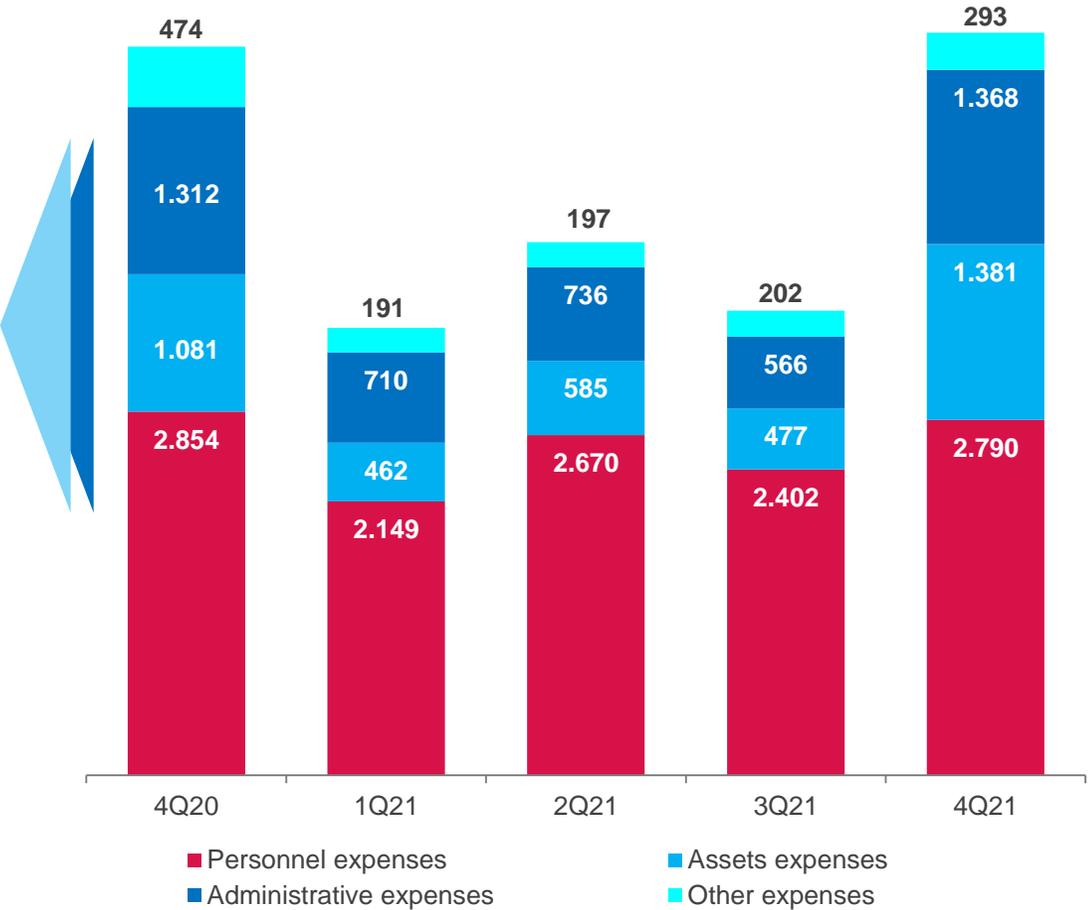




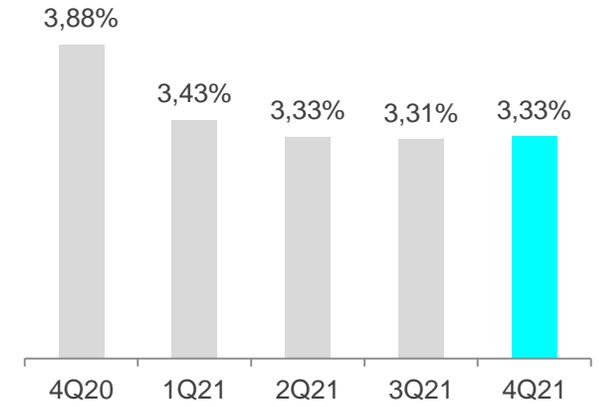
1 CIR was reasonably controlled at 32.3% (35.4% in 2020). VietinBank will continue to increase investment in technology and banking digital transformation.

2 COF in 4Q2021 was 3.33%, down 0.55 point % yoy.

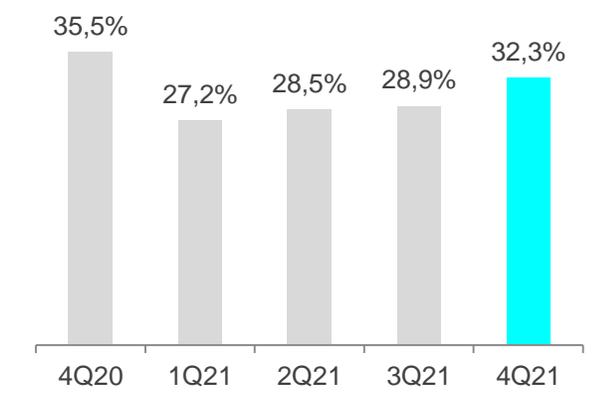
BREAKDOWN OF OPERATING EXPENSES (VND, Bn)



COST OF FUND



ACCUMULATED CIR



Debt quality continues to be strictly controlled, increasing provision for credit risks to proactively respond to the impact of the Covid-19 pandemic

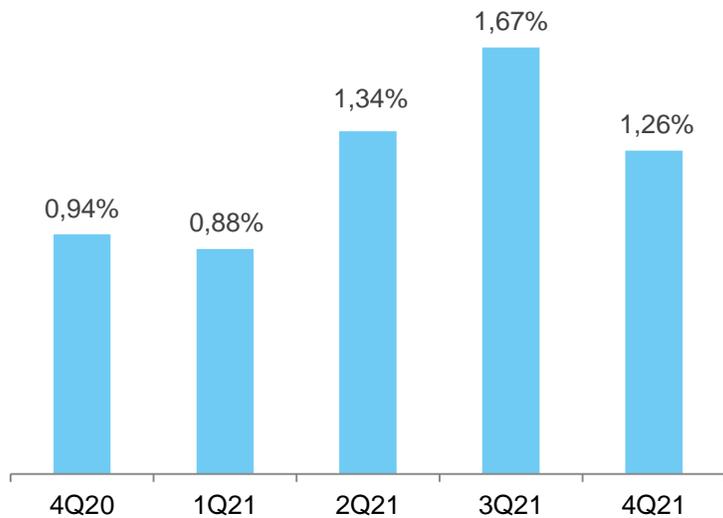


VietinBank continues to strictly control debt quality, early identify potentially risky industries/sectors/customers in order to promptly implement appropriate behavioral measures.

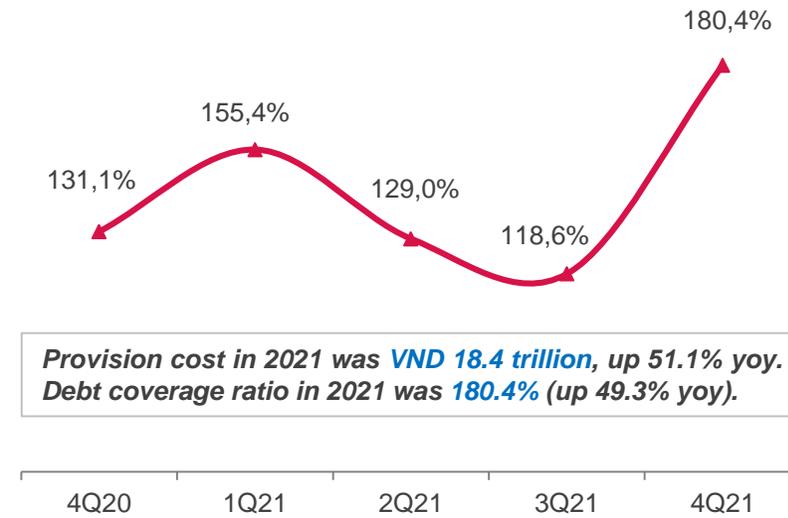
VietinBank proactively made risk provisions of more than 90% of the level set forth in Circular 03 of the SBV in order to improve risk management capacity and increase resilience to adverse economic fluctuations.

Recovery from written-off bad debts continued to increase sharply (+85.2% yoy).

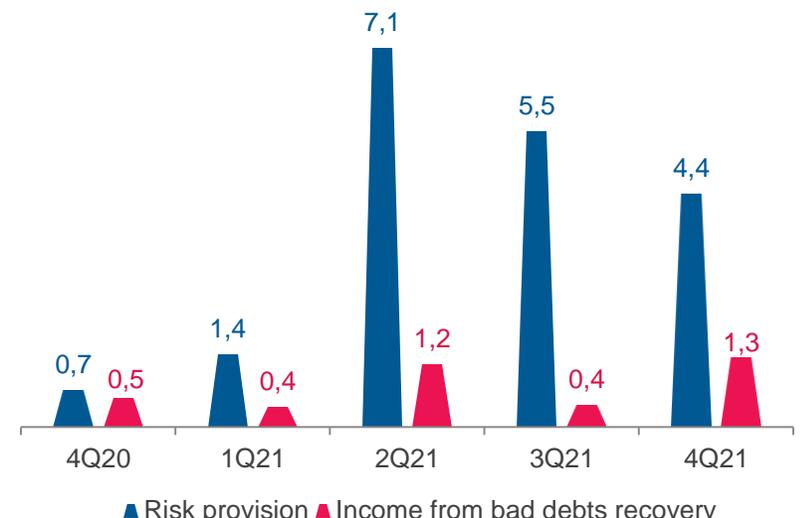
NPL/OUTSTANDING LOANS



DEBT COVERAGE RATIO



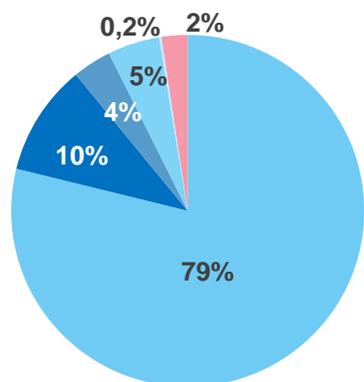
RISK PROVISION & BAD DEBT RECOVERY (VND, Tn)



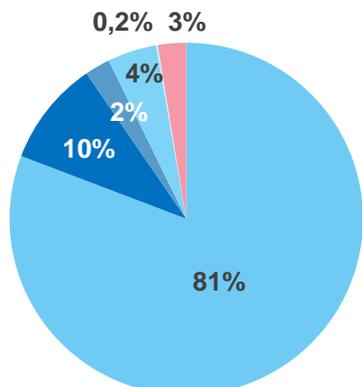


MOBILIZED FUND STRUCTURE

FY2020:
1,256 VND, Tn



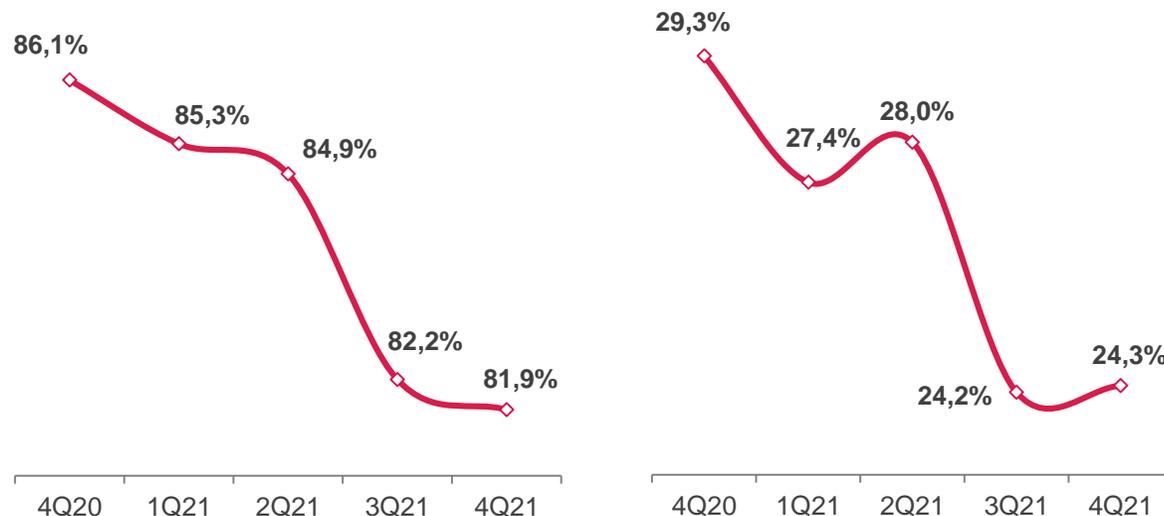
FY2021:
1,438 VND, Tn



- Customer deposits
- Borrowing from Govt. & SBV
- Sponsored cap., entrusted investment
- Deposits & borrowings from other credit institutions
- Valuable papers issued
- Other mobilized funds

LDR

RATIO OF SHORT-TERM CAPITAL USED FOR MEDIUM AND LONG TERM LOANS



LDR ratio complied with SBV's regulations thanks to: (i) balanced growth rates of customer deposits vs. loans to customers, and (ii) utilizing offshore loans in foreign currency (through bilateral loans and trade finance loans) in the context of low USD interest rates.

Ratio of short term capital used for medium and long term loans complied with SBV's regulations.

Note: Liquidity indicators are calculated according to the provisions of Circular 22 of the SBV



1 EFFECTIVE DURATION

According to the effectiveness of the current support policy and the actual development of the COVID-19 pandemic.

2 APPLICABLE CUSTOMERS

Customers who are negatively affected by the COVID-19 pandemic.

3 TOP SUPPORTED RETAIL CUSTOMER GROUPS

- ❖ *Accommodation and F&B*
- ❖ *Other service activities*
- ❖ *Consumer loans*

4 TOP SUPPORTED CORP. CUSTOMER GROUP

- ❖ *Accommodation and F&B*
- ❖ *Capital construction*
- ❖ *Transportation*
- ❖ *Agriculture, forestry*
- ❖ *Garment & Textile*
- ❖ *Warehousing and support services for transportation*

CURRENT SUPPORT POLICIES

1 CORPORATE CUSTOMERS *(effective until 30/06/2022)*

INTEREST RATE CUT

Support for short-term and medium-term loan interest rates up to 0.5%/year.

OTHER POLICIES

- Preferential fees for International Payment & Trade Finance, VietinBank eFAST service fee - financial package, VND money transfer fee within the system.
- Instructions for transactions via e-banking channels eFAST/Fax/Email during the complicated development of the pandemic.

2 RETAIL CUSTOMERS

INTEREST RATE CUT

Support on short-term and medium-term loan interest rates with a maximum interest rate reduction of 0.5%/year.

OTHER POLICIES

Support the withdrawn amount of preferential interest rate and/or prepayment fee in case customers attempt to arrange cash flow for debt repayment before the due date for VietinBank..

CONTENTS

1

BUSINESS PERFORMANCE IN 4Q2021 & FY2021

2

OUTLOOK FOR 2022

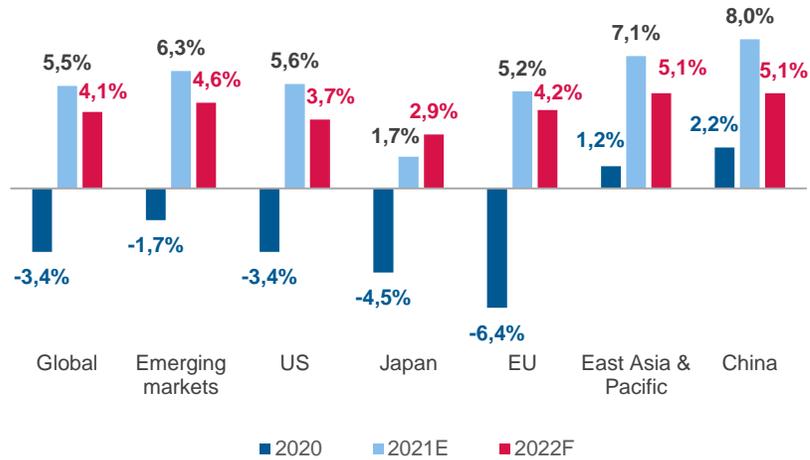
3

APPENDIX



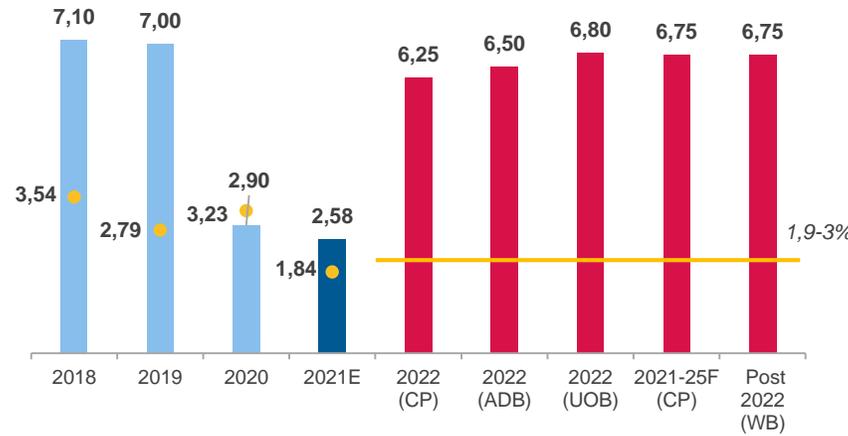
GDP growth in 2021 reached 2.58%, exceeding forecast of many experts. Economic outlook for 2022 is expected to be **positive** thanks to 4 pillars: Public investment, Export, Consuming and FDI

GLOBAL GDP GROWTH (%)



Source: WB Jan 2022

VIETNAM'S CPI & GDP GROWTH (%)



Source: ADB, UOB, WB, EIU

GDP growth in 2021 of East Asia/Pacific was lower than the June estimate of the World Bank due to the slowdown of the Chinese economy, the new Omicron variant and high commodity prices.

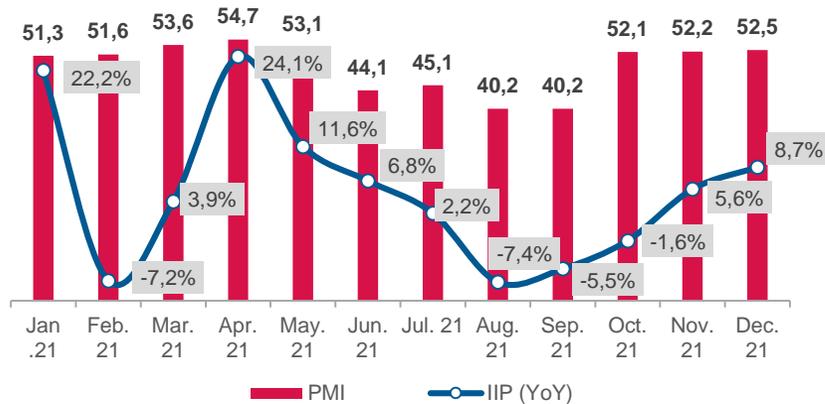
Vietnam's economy reversed to increase by 5.22% in 4Q2021. CPI was up 1.84% the lowest level since 2016.

The Govt.'s policy changed from "Zero Covid" to "Living with Covid". Vaccine coverage was accelerated in the last 6 months of 2021 and the Govt. has completed the goal of providing 2 doses of COVID vaccine for 70% of the population.

Registered FDI capital increased in order to expand production and meet the increasing demand for goods.

Import and export turnover achieved a new record and reached 668.5 billion USD (up 22.6% yoy). Industrial production prospered in 4Q2021.

PMI & IIP OF VIET NAM (%)



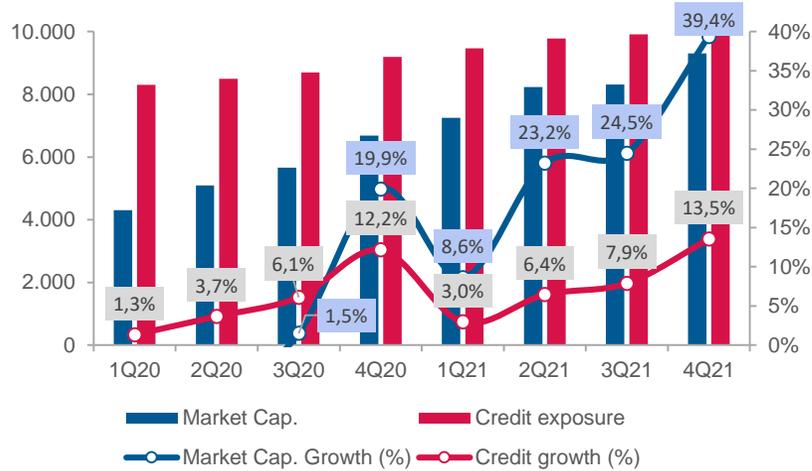
TRADE BALANCE AND FDI (USD, Bn)



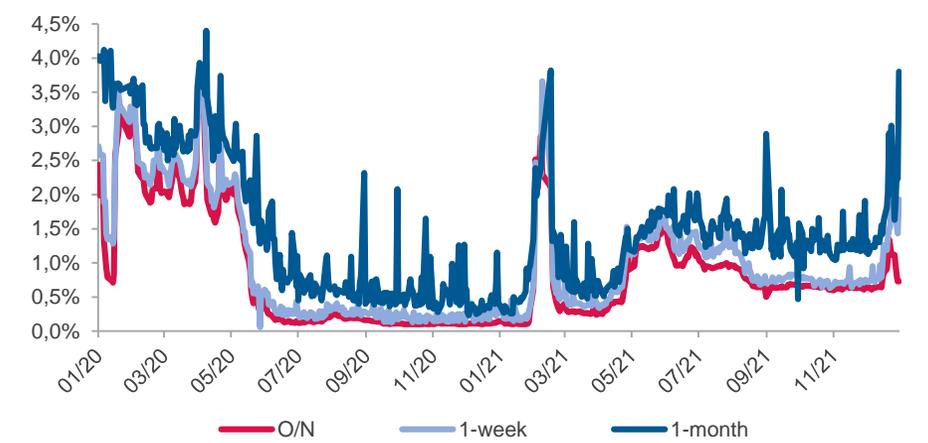
Source: GSO, IHS Markit

Operating interest rates were **maintained at a low level**, enabling credit institutions to reduce lending interest rates, supporting businesses and people to overcome difficulties, recover and develop production and business

STOCK MARKET CAPITALIZATION AND CREDIT GROWTH



INTERBANK INTEREST RATES DURING THE YEAR (%)



Source: SBV, SSC

1 The interest rate level in 2022 may increase slightly, especially in 2H2022 due to inflationary pressure and the gradual tightening of monetary policy by the Fed through interest rate hikes and asset purchase cuts.

2 Credit growth in 2022 can be up to 14% and can be flexible according to the operating direction of the SBV.

3 Digital transformation of the banking industry will continue to be promoted with the gradually forming ecosystem, 4.0 technology financial products, helping to create surplus value.

Credit growth in 2021 reached 13.53%. In which, VietinBank's credit growth was extended to 12.5% (compared to 7.5% at the beginning of the year).

16 commercial banks reduce credit interest rates and support customers with difficulty at the request of the SBV

The SBV will continue to direct capital flows into the production and business sectors and control risky areas in 2022

Credit growth in 2021 was higher than that of 2020. However, NPL ratio (including debt restructured according to Circular 01) increased sharply to approx. 8.2% (2020: 5.08%)

System liquidity continued to be stable, deposit interest rates remained low. The interbank interest rate remained low and created room for the SBV to operate flexible monetary policy

The Government oriented system safety, strengthened control of corporate bond transactions, management of operations and general credit granting activities through Circular 16 (effective from January 2022), Draft amendments to Decree 153 and other directions of the Government/Ministry of Finance



BUSINESS PLAN OF 2022

Total assets	Up 5%-10%
Credit exposure	According to the approval of the SBV
Funding	Up 8%-10%
PBT	Up 10%-15%
NPL	< 1.8%
Dividend	According to the approval of the State Authority



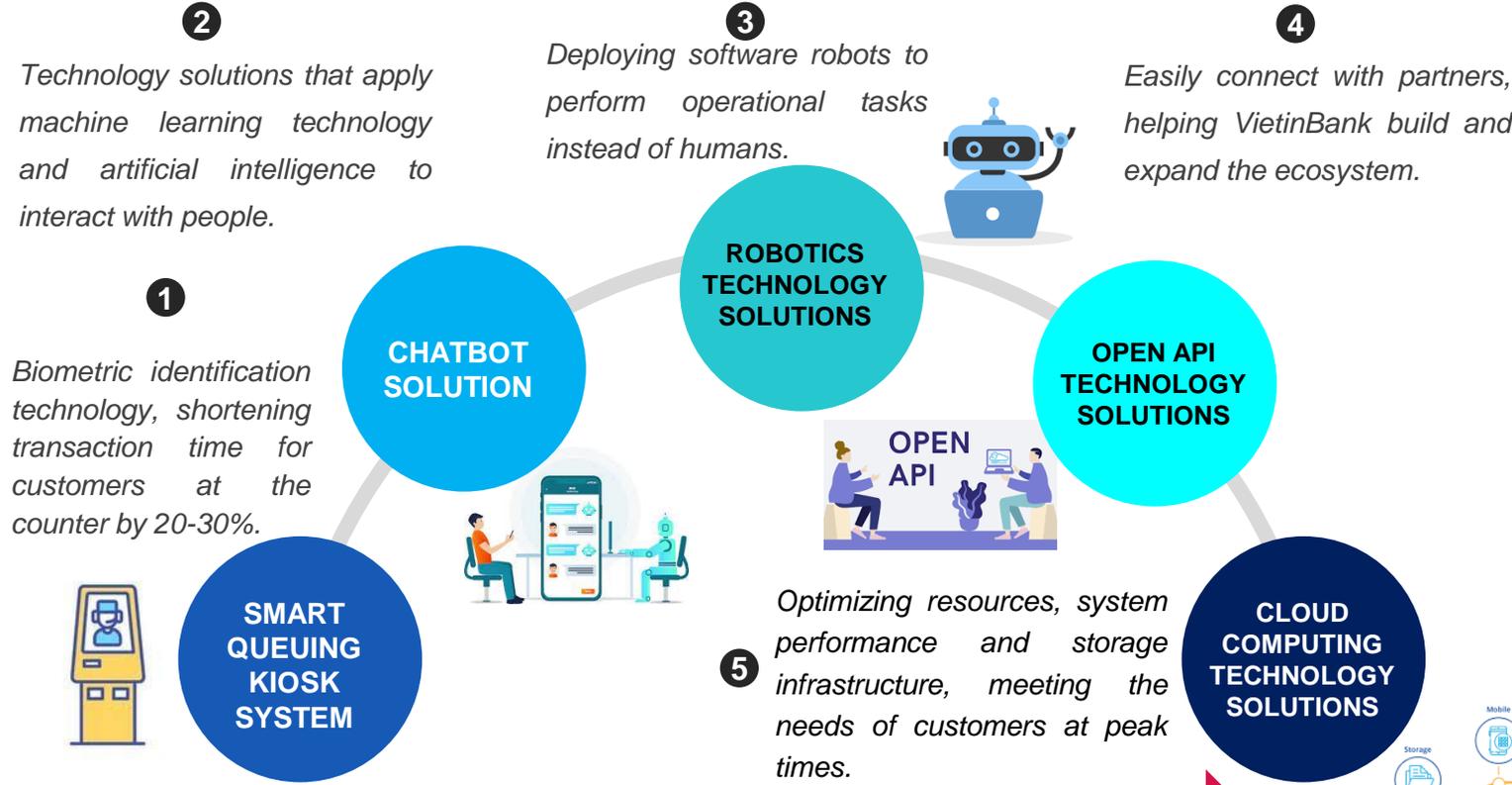
- 1 Sustainable and selective credit growth scale, shifting customer structure towards focusing on highly profitable segments such as SMEs and retail customers, prioritizing credit growth resources for key/priorities industries and fields and potential industries that have a quick recovery after the Covid-19 pandemic.
- 2 Increase the proportion of non-interest income (with focus on fee income, FX trading income). Strongly and comprehensively improve product and service quality, strongly develop payment banking, investment banking, trade finance, guarantee and bancassurance.
- 3 Funding growth is in line with demand for capital, balancing with credit growth, focus on growing CASA.
- 4 Effective cost management, prioritizing investment resources in digital transformation, promoting the application of technology and digitalization in all aspects of business.
- 5 Promote bad debt settlement, improve risk management efficiency, ensure compliance and security in operations, and develop business associated with strict control of asset quality.
- 6 Implement synchronously solutions to increase capital to improve and enhance financial capacity.

Continue to vigorously implement digital transformation to provide new and outstanding products, services, and experiences for customers

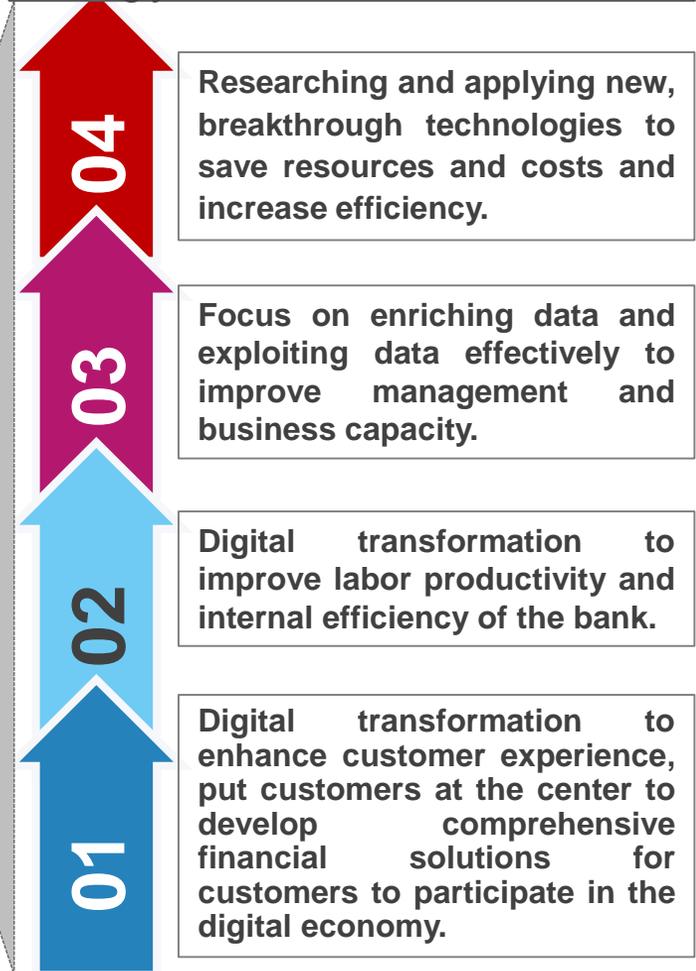


In 2022, VietinBank will have a consultancy firm develop strategies and plans for digital transformation for the coming years.

TYPICAL DIGITAL TECHNOLOGY SOLUTIONS



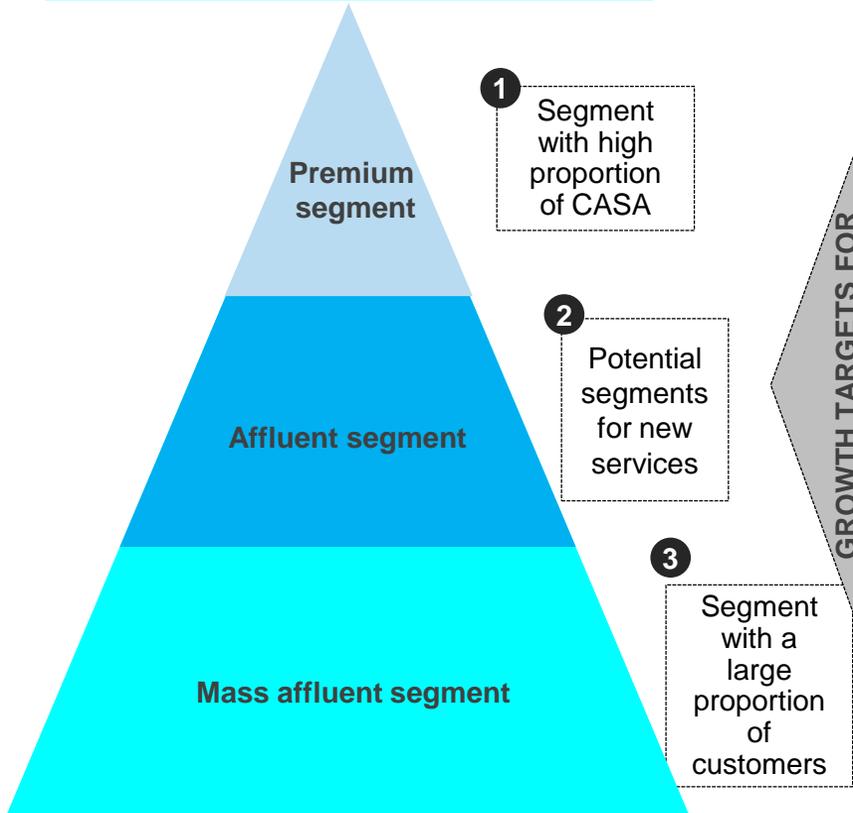
4 STRATEGIC DIRECTIONS



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



COMPREHENSIVELY IMPLEMENTATION ON RETAIL CUSTOMERS SEGMENTS ACCORDING TO KEY THEMES



GROWTH TARGETS FOR RETAIL CUSTOMERS SEGMENT

1 CASA GROWTH

Focus on developing payroll customers

Develop priority customers with many special programs

Target
+41%
Number of customers



Target
+43%
Number of customers



Reality: Priority customers and payroll customers account for a high proportion of CASA in retail customer segment

2 DEVELOP NEW CUSTOMERS AND DIVERSE SERVICES

Develop new customers through eKYC solutions

Develop investment products and insurance services to increase fee income



3 DIGITAL BANKING PROMOTION

Enrich the ecosystem on Ipay channel and upgrade many new features for Ipay



4 PROMOTE MEDIUM & LONG-TERM LOANS, REAL ESTATES LOANS

Digitalization of the process of approaching and lending retail customers to buy real estate in projects



CONTENTS

1

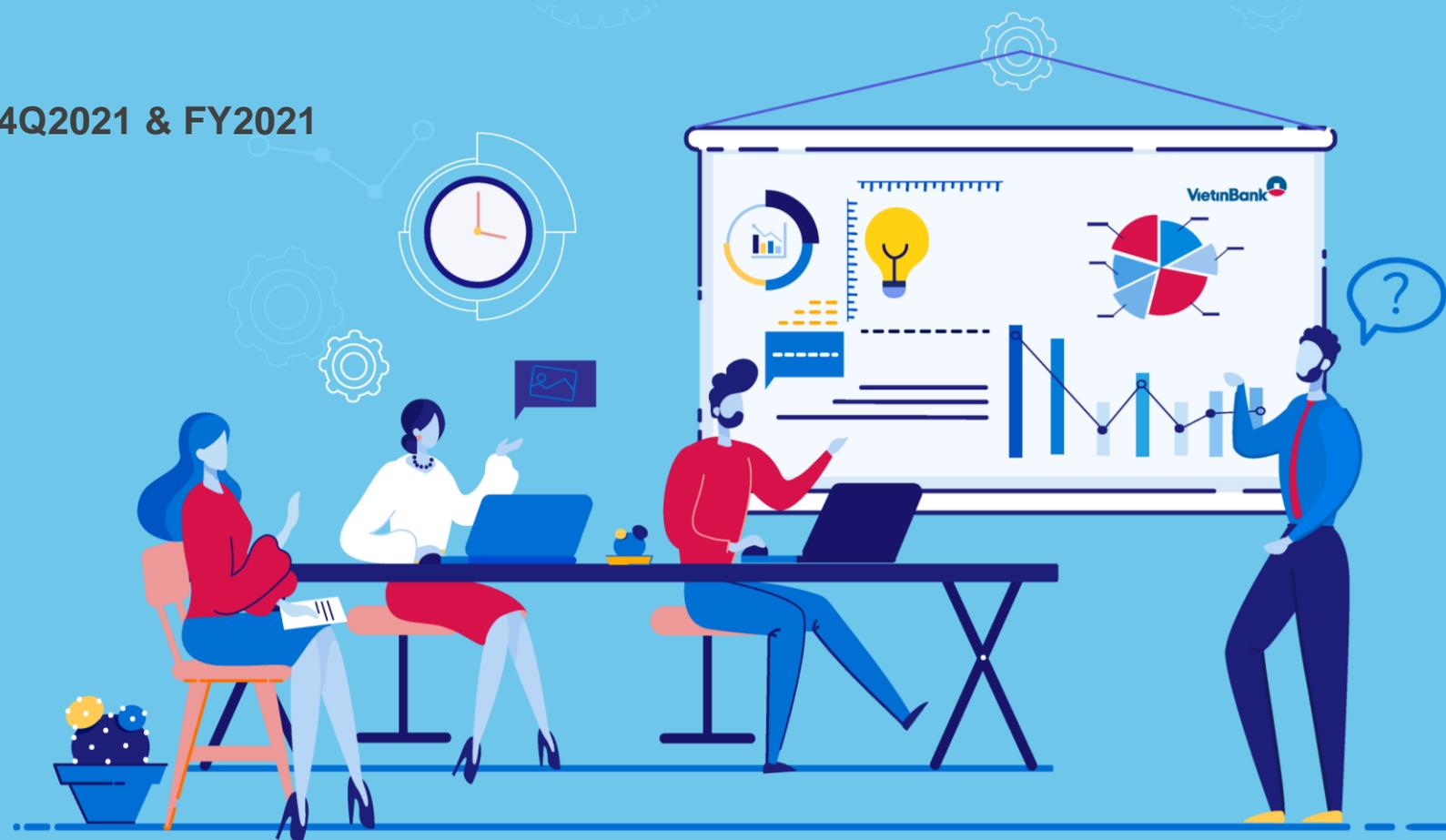
BUSINESS PERFORMANCE IN 4Q2021 & FY2021

2

OUTLOOK FOR 2022

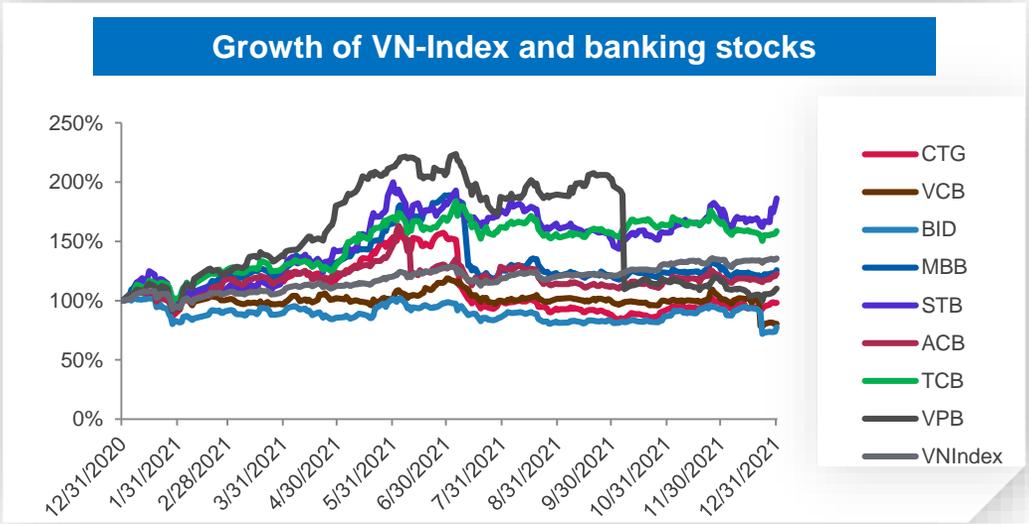
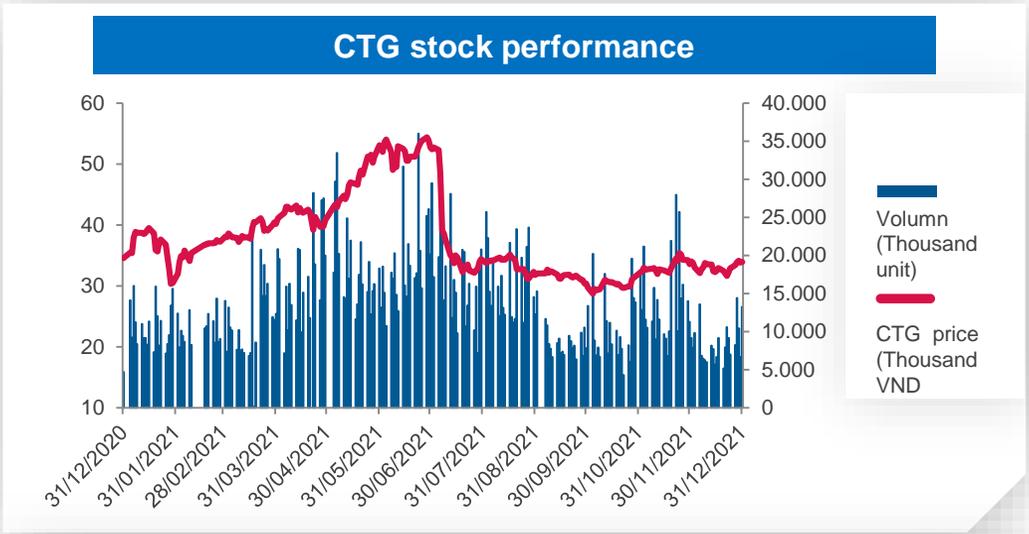
3

APPENDIX





INDICATORS	VALUE
Closing price of the 1 st trading session of 2021 (04/01/2021)	35.550 VND/share
Closing price of the last trading session of 2021 (31/12/2021)	33.900 VND/share
Price fluctuations in 2021	28.700 - 54.400 VND/share
Trading volume	3.430.530.514 shares
Trading value	132.517 VND, Bn
Trading volume of foreign investors	Net selling 58.425.103 shares
Foreign ownership (31/12/2021)	25,62%
EPS (31/12/2021)	608 VND/share
P/E (31/12/2021)	55,78x
BVPS (31/12/2021)	19.488 VND/share
P/B (31/12/2021)	1,74x



Balance sheet

Unit: VND, Bn	2017 (audited)	2018 (audited)	2019 (audited)	2020 (restated after State Audit)	3Q2021	2021 (audited)
Cash, gold and gemstones	5,980	7,028	8,283	9,930	9,844	11,331
Balances with the State Bank of Vietnam ("SBV")	20,756	23,182	24,874	57,617	27,799	23,383
Placements with and loans to other credit institutions	107,510	130,512	129,389	102,533	112,616	149,317
Trading securities	3,529	3,132	3,825	5,602	3,932	2,475
Derivative financial instruments & other financial assets	529	281	470	137	1,312	1,455
Loans to customers	790,688	864,926	935,271	1,015,333	1,063,142	1,130,668
Provision for credit losses of loans to customers	(8,303)	(13,060)	(12,946)	(12,582)	(24,464)	(25,795)
Investment securities	128,393	102,100	104,615	114,942	169,797	177,545
Long-term investments	3,114	3,317	3,283	3,336	3,221	3,290
Fixed assets	11,437	11,140	10,997	10,825	10,251	10,496
Other assets	31,427	31,731	32,651	33,838	45,894	47,423
Total assets	1,095,061	1,164,290	1,240,711	1,341,510	1,447,809	1,531,587
Borrowings from the Government and the SBV	15,207	62,600	70,603	44,597	17,291	33,294
Deposits and borrowings from other credit institutions	115,159	111,400	109,483	128,519	160,353	138,834
Deposits from customers	752,935	825,816	892,785	990,331	1,072,893	1,161,848
Derivative financial instruments and other financial liabilities	0	0	0	0	0	0
Financing funds, entrusted funds, and exposed funds	6,364	5,934	5,776	2,733	2,554	2,528
Valuable papers issued	22,502	46,216	57,066	59,876	70,194	64,497
Other liabilities	119,129	45,007	27,643	30,014	28,923	36,937
Total liabilities	1,031,296	1,096,973	1,163,357	1,256,071	1,352,208	1,437,938
Capital	46,209	46,416	46,725	46,725	57,548	57,548
<i>In which: Chartered capital</i>	37,234	37,234	37,234	37,234	48,058	48,058
Reserves	7,476	8,168	9,610	11,606	11,613	13,673
Foreign exchange differences	551	600	626	482	423	245
Undistributed profit	9,234	11,837	19,833	26,001	25,387	21,488
Total owners' equity	63,765	67,316	77,355	85,439	95,601	93,650
Non-controlling Interests	295	296	561	600	630	695
Total liabilities and owners' equity	1,095,061	1,164,290	1,240,711	1,341,510	1,447,809	1,531,587

Income statement

Unit: VND, Bn	2017 (audited)	2018 (audited)	2019 (audited)	2020 (restated after State Audit)	2021 (audited)
Interest and similar income	65,277	73,870	82,743	83,677	84,628
Interest and similar expenses	(38,204)	(51,658)	(49,544)	(48,097)	(42,840)
Net interest and similar income	27,073	22,212	33,199	35,580	41,788
Fees and commission income	4,302	5,964	7,888	8,359	9,573
Fees and commission expenses	(2,447)	(3,193)	(3,833)	(3,996)	(4,612)
Net gain/(loss) from fees & commission income	1,855	2,771	4,055	4,362	4,961
Net gain/(loss) from trading of foreign currencies	710	710	1,564	2,000	1,812
Net gain/(loss) from securities held for trading	325	271	366	601	496
Net gain from investment securities	(81)	218	(791)	361	224
Net gain from investment securities	1,995	1,889	1,497	1,929	3,398
Income from investments in other entities	743	374	628	524	477
Non interest income	5,547	6,234	7,320	9,778	11,368
Total operating income	32,620	28,446	40,519	45,357	53,157
Operating expenses	(15,070)	(14,084)	(15,735)	(16,069)	(17,186)
Net profit before provision for credit losses	17,550	14,361	24,785	29,288	35,971
Provision expense for credit losses	(8,344)	(7,803)	(13,004)	(12,168)	(18,382)
Profit before tax	9,206	6,559	11,781	17,120	17,589
Corporate income tax expense	(1,747)	(1,281)	(2,304)	(3,335)	(3,374)
Profit after tax	7,459	5,277	9,477	13,785	14,215
Non-controlling Interests	(27)	(2)	(16)	(65)	(127)
Owners's net profit after tax	7,432	5,275	9,461	13,720	14,089

MORE INFORMATION ABOUT VIETINBANK IN OTHER PUBLICATIONS

(Click on below titles/images to access link ▼)



INVESTOR NEWSLETTER

Monthly issue



INVESTOR BUSINESS UPDATE

Quarterly issue



INFORMATION UPDATED ON WEBSITE www.investor.vietinbank.vn



Investor Relations – Secretariat to the BoD & Investor Relations
Office of the Board of Directors

Vietnam Joint Stock Commercial Bank for Industry and Trade

108 Tran Hung Dao, Hoan Kiem District, Hanoi

E investor@vietinbank.vn | **T** + 84 24 3941 3622 | **W** www.investor.vietinbank.vn

Disclaimer:

This material was prepared using financial statements and other reliable sources with the aims to provide information only. It is recommended to use this material as a source of reference only. The information might be updated from time to time and it is not our responsibility to notify about those changes (if any).

THANK YOU!

