



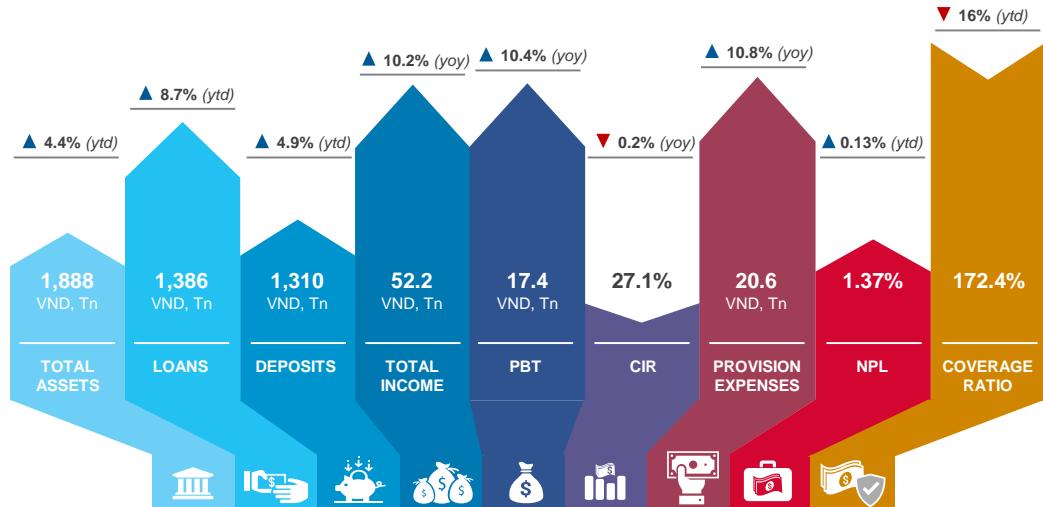
# NEWS UPDATE

## FINANCIAL REPORTS

3Q2023 & 9M 2023



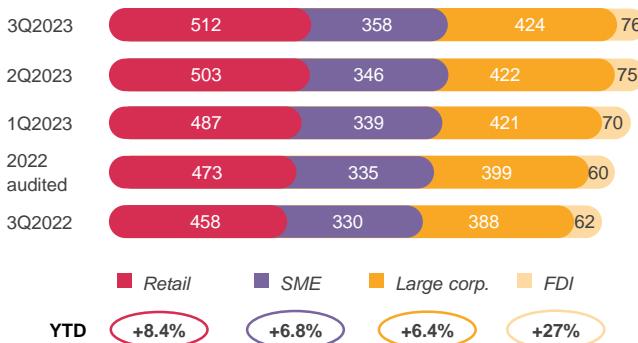
## Business performance in 3Q2023 posted positive results



## VietinBank's major scale indicators in 3Q2023 continued to grow positively vs 2022



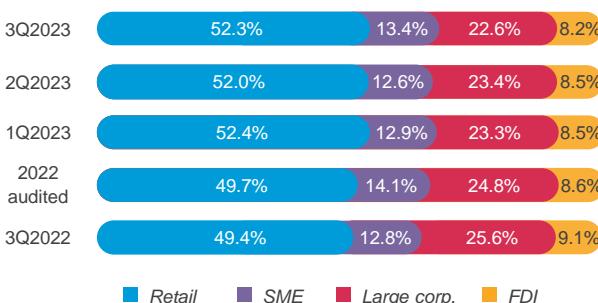
### LOANS TO CUSTOMERS BY CUSTOMER SEGMENT (VND, Tn)



Outstanding loan balance in 3Q2023 **recorded a ytd 8.7% uplift**. All segments experienced growth, in which FDI and Retail segment witnessing the highest rate (**up 27% ytd** and **up 8.4% ytd** respectively).

In the coming time, VietinBank still prioritizes credit sources for manufacturing & business, "green" credit, priority and key sectors in alignment with the Government's orientation; fields of essential needs in the economy: electricity, water, food, supplies, medical equipment, medicine, hospital,....

### CUSTOMER DEPOSIT BY BUSINESS TYPE



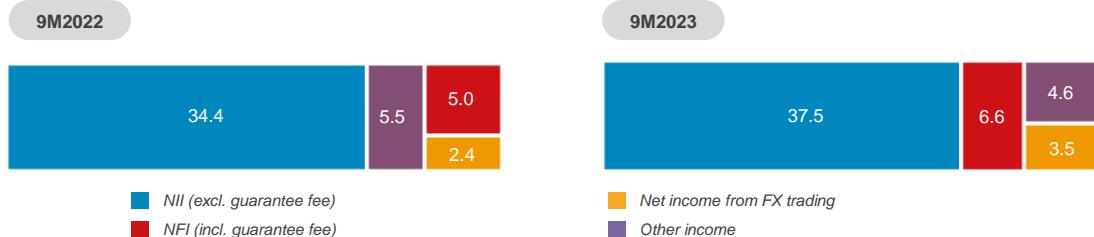
Customer deposits in 3Q2023 **grew by 4.9% ytd**, in which **CASA lifted by 4.7% ytd**; CASA ratio reached **20%**, showing an improvement compared to the start of the year (2Q2023: **18.7%**).

The proportion of deposit for Retail and SME segment in 3Q2023 showed a positive growth compared to 2Q2022. (Retail increased **from 52% to 52.3%** and SME increased **from 12.6% to 13.4%**).

## ➤ Operating income continued to grow well

### TOTAL OPERATING INCOME STRUCTURE

Unit: VND, Tn



- TOI in 9M2023 scaled up to **52.2 VND, Tn (+10.2% yoy)**, of which non-interest income continued to grow well, reaching 28.1% (the same period in 2022, reaching 27.3%).
- NII (excl. guarantee fee) experienced a **9% yoy ascent** as VietinBank promoted sustainable scale growth, optimized the structure of credit portfolio along with risk control.
- NFI (incl. guarantee fee) in 9M2023 touched **6.6 VND, Tn (+32.6% yoy)** driven by the implementation of sales promotion, coupled with the improvement of service quality, to meet the diverse and comprehensive needs of financial services of customers; develop payment connection platforms, diversify payment channels and apply digitalization in the fields of payment and trade finance.
- Net income from FX trading **continued to grow robustly (+42.8% yoy)** thanks to ongoing recovery in import & export activities. Simultaneously, VietinBank strongly transformed over-the-counter transactions into online FX transactions on eFAST and iPAY platforms, bringing profits and high efficiency to the Bank.

## ➤ Reasonable cost control



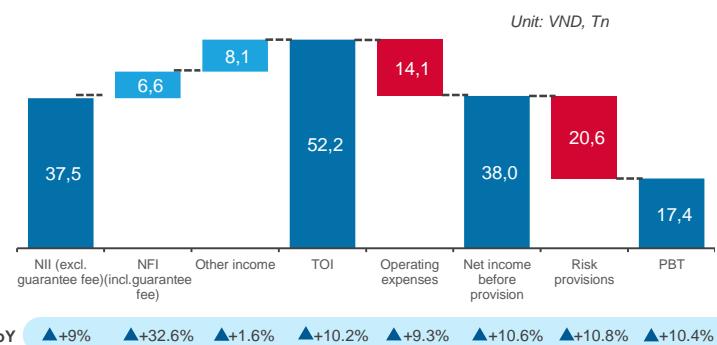
VietinBank's CIR in 9M2023 reached **27.1%**, lower than **27.3% in 9M2022** thanks to the Bank's optimization of cost management and use, incorporating with prioritizing cost allocation for direct business units, business promotion activities as well as key projects of the Bank.

In addition, in 9M2023, VietinBank's TOI maintained an upward trend, with a growth rate higher than that of operating expenses.

## ➤ Profits grow well thanks to good core revenue sources

Net income before provision expenses in 9M2023 reached **38 VND, Tn (+10.6% yoy)**. VietinBank actively spent resources on risk provisions in line with regulations to strengthen its financial buffer for operation given that the economy is still facing to many difficulties. Credit risk provision cost in 9M2023 attained **20.6 VND, Tn (+10.8% yoy)**. Accordingly, PBT in 9M2023 reached **17.4 VND, Tn (+10.4% yoy)**.

### PROFIT STRUCTURE IN 9M2023



➤ **Debt quality was strictly controlled**

**NPL RATIO AND NPL COVERAGE RATIO**



- ⌚ In the context of the global economy still facing many risks while the domestic economy is affected by negative volatility from foreign situations (inflation pressure, sluggish real estate market, bond maturity pressure, decelerating exports...), it had a significant influence on production and business activities as well as customers' ability to repay debt, therefore, VietinBank's NPL was also impacted. **NPL out of outstanding loans in 3Q2023 stood at 1.37%. NPL coverage ratio 3Q2023 was 172.4%.**
- ⌚ In the remaining months of 2023, **VietinBank will continue to strengthen risk management and control bad debt below 1.8%** and maintain the bad debt coverage ratio at a reasonable level.



## 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!*



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