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VIETINBANK ANNUAL GENERAL MEETING OF SHAREHOLDERS 2022: EXCEEDING PLANNED TARGETS

In the morning of April 29, 2022 at the Head Office, Vietnam Joint Stock Commercial Bank for Industry and Trade (VietinBank) held the Annual General Meeting of Shareholders (the AGM) 2022. The AGM approved important targets; thereby creating motivation for VietinBank to develop strongly, safely, effectively and sustainably in 2022 and the following years.



Mr. Tran Minh Binh – Member of the Party Executive Committee of State Enterprises, VietinBank’s Party Committee Secretary, Chairman of VietinBank delivered the opening remarks at the AGM 2022

In 2021, with the innovation from thought to action, drastically implementing key business topics, clearing bottlenecks in mechanisms and policies; prioritizing resources on key tasks, VietinBank’s business activities achieved positive results in terms of both scale and efficiency, completing and exceeding planned targets thanks to the drastic transformation of growth model, rapid transformation of income structure, structure of outstanding loans and capital structure, implementation of customer-centric strategy, development of modern financial banking solutions, improvement of capacity consulting force, service quality, meeting the financial needs of customers to the maximum; thereby, creating a solid premise for the Bank’s business activities in the next period.

In 2022, VietinBank’s business activities are expected to be brighter than in 2020 and 2021 as the COVID-19 epidemic situation has been controlled and the domestic economy has begun a "new normal". In that context, 2022 is identified as a pivotal year for VietinBank to promote fast, effective, safe and sustainable growth; maximizing resources to deploy and effectively implement the midterm strategy and the 2022 plan.

Within the framework of the AGM, the shareholders agreed to approve important contents such as: Report of the Board of Directors/Board of Management/Board of Supervisors on operation results in 2021 and orientation and development plan in 2022; audited financial statements for 2021; the

selection of an independent audit unit; profit distribution plan in 2021; remuneration for the Board of Directors and Board of Supervisors in 2022; the plan to increase charter capital through issuing shares to pay dividends from profit after tax, funds appropriation and cash dividends payout in 2020; the listing of public offering bonds of VietinBank issued in 2022 after the end of the offering... The AGM also approved the election of 1 additional Board member for the term 2019 - 2024, Mr. Nguyen Duc Thanh - Deputy General Director of VietinBank.

Some of the main contents of VietinBank’s 2022 business plan are being submitted to competent State agencies for consideration and approved by the General Meeting as follows:

- Total assets: Growth rate of 5% – 10% as compared to end of 2021;
- Credit exposure: As approved by the SBV (the specific growth rate is in line with the monetary policy, the target set forth by the SBV and demand of the economy, current SBV-approved limit is 10%);
- Deposits from economic entities and

residents: Growth rate of 8%-10%, adjustable to the credit growth rate, compliant with the SBV’s prudent ratios;

- NPL ratio: <1.8%;
- Separate Profit before tax: Growth rate of 15% with adjustment according to approval of the competent State authorities (VietinBank continues to aggressively improve business performance, promote the role as the key commercial bank and the driving force of the economy).
- Dividend payout ratio and structure (cash and stock dividends) are in line with approval of the competent State authority and applicable laws.
- Prudent ratios: in compliance with the SBV’s regulations.

After a period of expeditious, democratic and transparent work, with high consensus and unanimity, VietinBank’s AGM 2022 took place successfully ■



Overview of VietinBank’s AGM 2022 at the Head Office



For more details, please visit:

<https://www.vietinbank.vn/vn/tin-tuc/dai-hoi-dong-co-dong-thuong-nien-VietinBank-nam-2022-Hoan-thanh-vuot-muc-cac-muc-tieu-ke-hoach-de-ra-20220429185656.html>

VIETINBANK INCREASED CAPITAL SUPPLY AND PAID ATTENTION TO RISK MANAGEMENT IN 1Q2022

In 1Q2022, VietinBank's financial indicators achieved positive results, capital scale and outstanding loans grew well. At the same time, VietinBank actively spared resources to make risk provisions to improve financial capacity.



VietinBank focused resources, effectively implemented business topics

Total consolidated assets as of March 31, 2022 was VND 1,664 trillion, up 8.6% ytd. Loans to customers reached VND 1,230 trillion, a positive growth, focusing on customer segments with high profitability, the proportion of retail and SME loans continued to improve. Capital funding was balanced in line with the growth of credit balance, focusing on increasing payment deposits and short-term deposits. CASA deposit volume and proportion continued to grow...

Besides, VietinBank always accompanied, advised and supported customers; contributing to macroeconomic stability. The Bank focused

on implementing measures to improve the structure of profitable assets; increasing payment deposits and short-term deposits in order to save capital costs; drastically improve products and services with high technology content and improve customer service quality, effectively deploying campaigns to attract and expand customer database, manage risk and optimize cost efficiency.

Operating income grew by 8.9% yoy. In which, it was worth noting that revenue from risk settlement and FX trading grew 163% and 130% respectively yoy. Net profit from other activities reached VND 1,877 billion, up 328% yoy.

Operating costs continued to be under control and efficiently improved, prioritizing costs for activities directly serving business activities, digital transformation activities, improving service quality and human resources quality to create a premise for the Bank's sustainable development.

Net profit from business activities before provision expenses for credit losses was estimated at more than VND 10,000 billion, up 9.5% yoy. Credit risk provision expenses in 1Q2022 were about VND 4.4. trillion, a yoy increase of more than VND 3 trillion (equivalent to an increase of 228%) because VietinBank proactively identified risks and moved debt groups in line with customers' risk levels; at the same time, made full provision in accordance with regulations of the State

Bank. NPL ratio was controlled at 1.25%, NPL coverage ratio increased from 180.4% in 2021 to 197.3%.

On the basis of these encouraging results achieved in 1Q2022, VietinBank will continue to focus its resources to vigorously implement the business topics: Safe and effective credit growth; boosting capital and CASA growth; promoting solutions to increase non-interest income... at the same time focusing on financial management; executive administration; risk management, inspection and control and debt collection and settlement... in order to accelerate and make a strong breakthrough in business activities in the remaining months of 2022 ■





VIETINBANK DIGITAL BANKING FOR ENTERPRISES – THE ONLY BANKING SERVICE IN TOP 10 SAO KHUE 2022

Two applications for corporate customers of VietinBank namely digital banking service (VietinBank eFAST) and ERP connection service (VietinBank ERP-Connect) continued to win Sao Khue Award in 2022. Especially, VietinBank eFAST was honorably placed in Top 10 Sao Khue Award 2022.



Representative of VietinBank received the award

VietinBank eFAST - 4 consecutive years winning Sao Khue Award

Launched in 2008, VietinBank eFAST is the first digital banking application for businesses in the market to provide financial transaction features. Not stopping there, in 2022 VietinBank will launch the new VietinBank eFAST Banking Platform – the superior financial assistant for businesses. This is the biggest change in the past 10 years of VietinBank eFAST, including the following components: Changing the interface to a new, modern and professional design according to brand identity standards; upgrading 81 existing features, adding 55 new features to fully meet the needs of institutional customer segments, bringing VietinBank eFAST from a digital bank to becoming a digital assistant of enterprises; converting "static" VietinBank eFAST – providing services on demand by users to "dynamic" VietinBank eFAST – allowing interaction, understanding, eliciting needs, and providing a perfect experience for customers.

VietinBank is always a pioneer in research and application of advanced technology to bring

market leading products and services, best satisfy and bring the highest added value to customers such as: SCF (supply chain financing) Services, online foreign currency trading 24/7, chain financing, foreign currency transfers without additional original documents, payment to the State budget in batches, digitally signed auxiliary book statements, electronic invoices...

By "understanding customers", VietinBank eFAST provides a system of reporting/warning on the financial health of enterprises on: Trend and forecast of cash flow, cash inflow, cash outflow, relationship status with suppliers, distributors; structure and fluctuations of capital sources, credits, trade finance... so that enterprises can "improvise" faster, more flexibly, more accurately in the context of current market fluctuations.

With superior processing speed and leading performance, VietinBank eFAST has been the first choice of partners with big trading needs such as e-commerce platforms, Fintech companies, securities companies, large-scale manufacturing and trading enterprises...

ERP Connection Service – Pioneering step

Launched in 2019, the new version of ERP connection deployed in 2022 is the next breakthrough. The ERP connection brings about strong and comprehensive changes in the application to accompany businesses in the process of adapting and promoting the application of digital technologies, forming an important driving force to help businesses develop sustainably.

As an important component of Host to Host connection, ERP connection helps strengthening the link between banks and businesses by focusing on distributing products and services directly to customers such as: Real-time status updates on the situation revenue and expenditure, budget, revenue, profit, debt; close financial statements and cash flow monitoring... From there, businesses proactively make accurate and effective business decisions.

With the goal of providing customers with a synchronous transaction method on digital banking distribution channels, the ERP connection has added more than 27 features and utilities to bring better experiences to customers as

well as a higher level of customer satisfaction and high reliability in service quality through ensuring optimal operation. In addition to basic banking services, important banking operations for corporate customers such as: Trade finance, investment deposits, loan management have been expanded to meet the service channel to help simplify the daily work of the business, reduce transaction costs and improve its ability to control cash flow. This is also the pioneering step of VietinBank compared to other banks in the market which currently offer only the list of limited products and services on the same channel.

Always pioneering the application of digital banking, VietinBank is constantly researching and improving with the purpose of helping customers feel the utilities when using financial and banking products and services as an element in the whole ecosystem. Being honored in Sao Khue in 2022 was a great motivation for VietinBank eFAST and ERP connection service to continue upgrading and improving to meet all the needs of customers. At the same time, VietinBank is committed to being ready to accompany businesses on the path of conquering success ■

VIETINBANK PIONEERED THE IMPLEMENTATION OF CHARGING SEAPORT INFRASTRUCTURE FEE IN HO CHI MINH CITY

From April 2022, VietinBank cooperated with the Inland Waterway Authority of Ho Chi Minh City to be the first entity to collect fees for the use of infrastructure works, public utility services in the seaport border gate area (seaport infrastructure fee) in the area of Ho Chi Minh City.

Multi-channel - Anytime, anywhere - On all devices

In April 2020, VietinBank deployed and provided the service of paying seaport infrastructure fees in Hai Phong. The service was highly appreciated by customers for the quality and convenience brought by VietinBank. Following that success, in April 2022, VietinBank continued to collect fees for seaport infrastructure in Ho Chi Minh City.

The service of collecting port infrastructure fees in Ho Chi Minh City was implemented by VietinBank simultaneously on a convenient multi-channel; helping all individuals and organizations easily pay the fees via VietinBank:

- At more than 1,100 transaction points of VietinBank nationwide.
- Digital banking channels of VietinBank: VietinBank eFAST for corporate customers and VietinBank iPay for individual customers.

- Transfer money from VietinBank or other banks to the account number of the City Inland Waterway Authority Ho Chi Minh City opened at VietinBank according to the Notice of Fee Payment.

(Transaction guide was provided by VietinBank on the gateway to collect seaport infrastructure fees in HCM City at the address: <https://thuphihatang.tphcm.gov.vn/> and on transaction channels of VietinBank).

With the connection between VietinBank and the system of declaring fees for using infrastructure, service works, public utilities in the port border gate area in Ho Chi Minh City, successful paid transactions will be instantaneous bricks. Besides, transactions are processed quickly, minimizing errors as well as saving time, effort and costs for customers.

100% exemption from port infrastructure fee

With the goal of accompanying and sharing with customers in Ho Chi Minh City in developing business activities, helping to reduce costs in the context of the COVID-19 epidemic still having a significant impact on the operations of businesses, VietinBank applied the policy of completely free of charge for seaport infrastructure fee payment transactions for customers when transacting through the VietinBank system from now until the end of December 31, 2022 ■



HEADLINES ON DEPOSIT AND LENDING INTEREST RATES

Deposit rates of commercial banks

For short terms under 12 months, VietinBank is listing 0.1% p.a higher than or equivalent to other state-owned commercial banks. With tenors of 12M or longer, VietinBank is listing at 5.6% p.a applied to retail customers, 0.1% p.a higher than the other three banks in the group.

In April 2022, the level of the interest rate of joint stock commercial banks adjusted slightly. Particularly, for 6M tenor, in order for interest rates gap compared with 12M tenor was not too large, non-State joint stock commercial banks set interest rate for this tenor 0.5-1.0% p.a higher than that of the State-owned commercial banks.

In May 2022, VietinBank expects to maintain this current deposit rates level and will make appropriate adjustment if necessary to ensure mark-to-market situation and VietinBank's capital balance.

Preferential deposit rates for individual customers

Preferential policy of additional interest rate 0.3%-0.4%/year for customers to save online on ipay/ATM VietinBank channel.



VietinBank's credit programs with preferential lending rates

For corporate customers

Short-term lending

Accompanying with Corporate Customers Program: VND lending rate from 5.5% p.a; USD lending rate from 2.7% p.a (varies from customers and loan terms);

Medium and long - term lending

- Preferential package for medium and long-term loans in VND with preferential fixed lending rate from 6.8% p.a;
- Preferential program for medium and long-term loans for SMEs with lending rate from 6.8% p.a;
- Preferential package for SMEs who invested in ready-built factories for rent in industrial parks with a scale of VND 3,000 billion: preferential lending rate for the 1st year starting from 8.0% p.a and preferential margin for the following years starting from 3.2% p.a;
- Preferential package for corporate customers investing in real estates in industrial zones with total size of VND 5,000 billion: preferential lending rate for the 1st year starting from 7.8% p.a and preferential margin for the following years starting from 3.2% p.a;
- Preferential package for investment loans to build farms/livestock farms under the 3F model (Feed - Farm - Food) with total size of VND 5,000 billion, preferential lending rate for the 1st year starting from 8.0% p.a and preferential margin for the following years starting from 3.2% p.a;

Supporting policy for corporate customers affected by COVID-19 (effective until 30/06/2022)

- Supporting policy for short term and medium, long term lending rates up to 0.5% p.a.
- Preferential policy for fees applied in international payment & trade finance and VietinBank eFAST service fee - financial package, VND domestic transfer fee outside VietinBank system.
- Instructions for transactions via e-banking channels eFAST/Fax/Email during the complicated development of the pandemic.

For retail customers

Preferential lending program with gratitude interest rates: customers choose one of the following two policies:

- Package 1: For customers participating in VBI or Manulife insurance contract: lending interest rate starting from only 5.3% p.a for short term loans and 7.2% p.a for medium and long-term loans (varies from preferential period and loan term)
- Package 2: For customers not participating in insurance contract: lending interest rate starting from only 5.8% p.a for short term loans and 7.7% p.a for medium and long-term loans (varies from preferential period and loan term)
- Validation until 31/01/2023.

Supporting policy to cut lending rates applied to customers affected by COVID-19:

- Short-term as well as medium and long-term interest rate support policy with a maximum interest rate reduction of 0.5% p.a.
- Policy to 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 ■

ECONOMIC SITUATION IN APRIL 2022 CONTINUED A SIGNIFICANT RECOVERY

After the COVID-19 epidemic was under control, businesses were more proactive in terms of labor and production and business plans, overcoming difficulties to recover and expand production. Regarding business activities, the whole country's index of industrial production (IIP) in April 2022 increased 2% compared to March and increased 9.4% yoy. In the first 4 months of the year, this index increased 7.5% yoy. In addition, the number of newly established businesses reached 15,000 companies, an increase of 5% compared to March.

Regarding commercial activities, in the first 4 months of the year, the total import and export turnover reached US \$ 242.19 billion, up 16.1% yoy, of which exports increased by 16.4% ; import increased by 15.7%. Trade balance of goods in the first 4 months of the year was estimated at US \$ 2.53 billion.

Regarding investment, in the first 4 months of 2022, investment capital realized from the State budget was estimated at VND 109.6 trillion, equaling 20.6% of the year plan and up 9.1% yoy, showing that the disbursement of investment capital from the State budget had been accelerated, contributing to creating an important driving force for economic growth in 2022. Meanwhile, foreign direct investment capital was realized in Vietnam reached over US 5.9 billion and increased by 7.6% yoy.

Regarding the consumer price index, CPI in April 2022 increased slightly by 0.18% compared to the previous month; increased by 2.09% ytd and 2.64% yoy, the main reason came from the price of housing maintenance materials increasing according to the price of input materials for production; educational services increased again in some localities after the period of tuition fee exemption and reduction; prices of eatout meals and travel services increased according to consumer demand.

In the financial market, exchange rate movements at commercial banks recorded a sharp increase which mainly resulted from the strong movement of USD since the beginning of 2022. The supply of foreign currency was forecasted to be equivalent to the achieved level in 2021, thanks to the recovery of export activities and the expectation that foreign direct investment (FDI) and remittances would still flow evenly to Vietnam. Interbank interest rates in April, especially ON term, tended to decrease in April, showing that system liquidity improved. As of April 27, the interest rate for ON-1M term was at 1.43-2.15%, ON term decreased by about 60 points compared to the end of last month ■

UPDATES ON SEVERAL ECONOMIC SECTORS



COFFEE

World coffee consumption increased amid declining supply

According to the International Coffee Organization (ICO) forecast, world coffee production in manufacturing year (MY) 2021/22 was at 167.2 million bags, down 2.1% from 170.8 million bags in MY 2020/ 21. However, world coffee consumption was projected by the IOC to increase by 3.3% to 170.3 million bags in MY 2021/22 from 164.9 million bags in MY 2020/21. This shortfall was due to low output in Brazil, the world's largest exporter. These conditions were all catalysts for Vietnam's coffee export potential in 2022.

Vietnam's coffee export turnover increased sharply in 1Q2022, reaching an all-time high with an increase of 60.2% in export value yoy.

In 1Q2022, Vietnam's coffee exports reached 58,700 tons, with a turnover of 1.3 billion USD, up 28.3% in volume and 60.2% in value yoy, the highest quarterly value of coffee export turnover ever.

Vietnam is currently the world's second largest coffee exporter, with exports reaching 11.6 million bags from the beginning of the MY 2021-2022 to date, a sharp increase of 19.1% over the previous MY. However, with the potentials of the industry in 2022, coffee businesses should note a number of industry challenges in the near future such as: (i) Robusta coffee prices may decrease in 2Q2022, (ii) Brazil & Indonesia enter new harvest season; (iii) consumption trends change, spending cuts due to inflation.



RICE

Vietnam's rice exports in 1Q2022 increased in both volume and value

For the whole 1Q2022, the country's rice export volume reached over 1.5 million tons, equivalent to over 730.76 million USD, up 26% in volume, up 12.7% in turnover yoy. Vietnam's rice was exported a lot to Asian markets such as the Philippines, China or Ivory Coast regions.

Rice prices increased but exporters did not benefit much

According to Vietnamese rice exporters, Vietnamese rice did not benefit much from the increase in prices, stemming from a number of reasons:

- (i) Input costs increased, output rice prices did not increase accordingly;
- (ii) Rice exporters faced a shortage of empty containers for packing and international shipping charges increased very high;
- (iii) Besides, despite the increase in prices, the overall price of the middle-class rice that businesses focused on exporting to the Philippines market was still the lowest in the past 4 years.

Steel industry enjoyed positive growth in 1Q2022.

Finished steel production and consumption grew by 3.2% and 7.7% respectively yoy. In March 2022, finished steel production reached 3,338 million tons, an increase of 29.16% compared to February 2022 and a yoy increase of 6.8%. Steel consumption of all kinds reached 3,123 million tons, an increase 21.3% over the previous month and up 2.4% yoy.

Regarding export, Vietnam exported about 2,275 million tons of steel, down 22.15% yoy. Exports decreased in volume but increased sharply in export value thanks to sharp increase in steel prices recently. Export value reached 2.3 billion USD, up 12.53% yoy.

Steel industry keeps positive outlook in 2022

According to some experts' forecasts, in 2022, domestic steel consumption will grow well based on increased disbursement of public investment, focusing on infrastructure, and recovery of civil construction activities when the epidemic is under control.

As for exports, experts believe that the export market will continue to expand in 2022 under the impact of the war between Russia and Ukraine. Export volume is forecasted to increase by 15% in 2022 to reach 8.7 million tons. In which, the companies that benefit the most are the galvanized steel sheet business units.

World oil price cooled down after a series of high anchor days above the level of 120 USD/barrel

Right in March 2022, the fluctuation range of oil prices in the first two weeks of the month was very wide, the price increased from \$90 to \$130/barrel within a month, then it dropped again from \$125 to \$95 within just one week. Oil price in April fluctuated and moved sideways around the 100 USD/barrel level.

However, world economic experts still maintain their view on the rise of crude oil prices, thereby raising their forecast for Brent oil price in 3Q2022 by 10 USD/barrel to 130 USD/barrel in the context of supply showing low prospects for improvement.

For Vietnam's oil and gas industry: Businesses can benefit from an increase in crude oil prices, but on the contrary, geopolitical tensions affect the development and exploitation of oil and gas fields of Vietnam, specifically:

- Vietnam's energy industry relies heavily on Russian equipment, so it will face difficulties and barriers in the future if it cannot find an alternative source in time. Field development and exploratory drilling in some oil fields are at risk of being affected.
- Impacts from the conflict situation between Russia and Ukraine, strategic competition between countries increase inflationary pressure, pushing up the risk of global supply chain disruption ■



STEEL



OIL & GAS



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**Investor Relations - Secretariat to the BoD and Investor Relations
Office of the Board of Directors
Vietnam Joint Stock Commercial Bank for Industry and Trade**

108 Tran Hung Dao, Hoan Kiem, Hanoi, Vietnam

E investor@vietinbank.vn | **T** 024 3941 3622 | **W** <https://investor.vietinbank.vn>