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INVESTOR NEWSLETTER

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VIETINBANK GOT STARTED WITH 2021 BUSINESS TASKS

The year 2021 is the first year that VietinBank implemented its Mid-term Business Plan 2021 – 2023 in 10-year development strategy for the period of 2021 – 2030 and Vision to 2045; also the first year that VietinBank comprehensively applied Basel II standards; thereby posing very new and very high requirements on standards and results in VietinBank’s operations. Given difficulties and challenges in both international and national economy, together with on-going complicated and unpredictable COVID-19 pandemic; VietinBank will continue to focus highly, take advantage of opportunities, overcome difficulties and challenges, and make efforts to effectively implement 9 key contents as follows:



Mr. Le Duc Tho – Party Central Committee member, VietinBank’s Party Committee Secretary, Chairman of VietinBank addressed at Lunar New Year online videoconference 2021

1. To actively and urgently deploy action programs and action plans to closely follow the goals of VietinBank development strategy for the period of 2021 – 2030, Vision to 2045 and mid-term business plan for 2021 – 2023.
2. To fully and promptly satisfy capital demands as well as financial and banking services of the economy.
3. To closely accompany businesses and people to share difficulties and support the economy.
4. To improve risk management quality, effectiveness and efficiency of internal control inspection, and to promote culture of compliance.
5. To strongly implement Corporate Culture with 5 core values including: "Customer-centric"; "Innovation", "Integrity", "Respect" and "Responsibility".
6. To continue reinforcing organizational model in accordance with VietinBank’s development strategy, good international practices and Vietnam’s practice.

7. To continue developing a strong banking technology system, promoting strong digitalization and digital transformation in the entire VietinBank system, contributing to creating a foundation for VietinBank to develop rapidly and sustainably.

8. To proactively implement measures to curb COVID-19 pandemic in line with direction of the National Steering Committee for COVID-19 pandemic control, at all levels, sectors and localities, ensuring continuous operation and well serve the needs of the economy and society.

9. To enhance solutions to improve working environment, improve labour productivity and employee engagement in the whole system.

In 2021, VietinBank endeavours to successfully and fruitfully implement the set targets; continue to promote and affirm its role as a key state-owned commercial bank, one main pillar of the economy; making contribution to the socio-economic development of the country. ■

VIETINBANK TO ORGANIZE 2021 ANNUAL GENERAL MEETING OF SHAREHOLDERS (AGM) ON APRIL 16, 2021

The 2021 AGM agenda is expected to include report on 2020 business performance and orientation for 2021, profit distribution plan for 2020, amendment and supplement of VietinBank’s Charter...



Transaction at VietinBank.

The Board of Directors (BoD) of Vietnam Joint Stock Commercial Bank for Industry and Trade (VietinBank) issued a Resolution regarding organization of 2021 Annual General Meeting of Shareholders (AGM).

Accordingly, VietinBank’s 2021 AGM is expected to be held in Hanoi on 16th April, 2021. The last registration date for shareholders to be eligible for participation at 2021 AGM is 18th March, 2021.

The agenda of VietinBank’s 2021 AGM is as follow:

- ★ Report of the Board of Directors on task performance in 2020 and development orientation in 2021;
- ★ Report of the Board of Management on

business performance in 2020, orientation and plan in 2021;

- ★ Report of the Supervisory Board on 2020’s activities and orientation in 2021;
- ★ Proposal for approval of 2020 audited financial statements; for approval to authorize the BoD to select an independent auditor to audit VietinBank’s financial statements in 2022;
- ★ Proposal on 2020 profit distribution plan;
- ★ Proposal for approval of the remuneration for the Board of Directors and the Supervisory Board in 2021;
- ★ Proposal for approval of the amendment and supplement to VietinBank’s Charter and internal regulations (if any) ■

JAPANESE AMBASSADOR EXTRAORDINARY AND PLENIPOTENTIARY PAID A WORKING VISIT TO VIETINBANK

In the morning of February 5, 2021, at VietinBank Head Office, Mr. Le Duc Tho - Member of the Executive Committee of the Party Central Committee, Secretary of the Party Committee of VietinBank, Chairman of the Board of Directors of VietinBank welcomed Mr. Takio Yamada - Ambassador Extraordinary and Plenipotentiary of Japan to Vietnam and the delegation in a working visit to VietinBank.



VietinBank Chairman Le Duc Tho and His Excellency Ambassador Takio Yamada at the meeting

Representing VietinBank, Chairman Le Duc Tho believed that this meeting would be a good opportunity to further expand the good relationship between Japanese and Vietnamese businesses in the fields of finance and banking with typical example being the strategic cooperation between VietinBank and MUFG Bank.

With MUFG Bank's support and advice, VietinBank has been building its Development Strategy for the period 2021 - 2030 with a vision to 2045, embedding VietinBank's development strategy with the National Development Strategy.

Vietnam - Japan relationship is enjoying extremely favourable conditions for development when the two countries both have interactive and complementary economies as well as cultural similarity. These are important factors that create a close and trustworthy attachment between the two countries, creating a basis for comprehensive and substantive development in all fields. In which, the strategic cooperation relationship between VietinBank and MUFG Bank plays a bridging role for business, investment and trade activities between the two countries.

At the meeting, representatives of the two parties exchanged more information about the results of the cooperation between VietinBank and MUFG Bank. At the same time, more support and encouragement from the Government of Japan and from ministries and agencies of Vietnam are expected to foster the cooperation relationship between VietinBank and MUFG Bank becoming a model in the cooperation between the two countries, practically towards the 50th Anniversary of the establishment of diplomatic relations between Japan and Vietnam in 2023 ■

VIETINBANK ENLISTED IN THE WORLD'S TOP 300 MOST VALUABLE BANKING BRANDS FOR THE 3RD CONSECUTIVE TIME

According to the latest publication of consulting firm Brand Finance about the Report on ranking the Top 500 most valuable banking brands in the world in 2021 (Banking 500 - 2021), VietinBank continued to be enlisted in the Top 300 of the most valuable banking brands in the world, establishing the most spectacular promotion among 9 Vietnamese banks on the list at ranking 216, an increase of 61 places compared to 2020.

In 2021, VietinBank's Brand Rank and Brand Value both increased sharply. Specifically, the ranking of VietinBank increased 61 places, ranking 216 - continuing to maintain the position of the only Vietnamese bank in the Top 300 for 3 consecutive years.

In terms of Brand Value, VietinBank also ranked 8th in Top 20 Banks in the world with the highest growth in Brand Value and the strongest growth in Brand Value in Vietnam (56% growth).

Up to now, VietinBank has participated in Brand Finance's prestigious rating report for 9 times with its brand value continuously growing and

Brand Finance is the world's leading brand valuation agency headquartered in the UK. Brand Finance's brand valuation results are used and officially announced on leading media channels such as The Banker, BBC, CNN, CNBC, Bloomberg, The Economist, The Wall Street Journal ... Brand Finance is also one of the few businesses in the world being recognized with ISO 10668 - the global standard for brand valuation.

ranking constantly improving, thereby proving its brand position and ability to develop stably, effectively and sustainably.

To create momentum for upcoming development steps in the future, VietinBank built a Development Strategy for the period 2021 - 2030 with a vision to 2045, synchronizing VietinBank's development strategy with the national

development strategy as well as banking industry's strategy. Accordingly, the strategy will energize brand activities, especially efforts to build brand image, foster brand strength and resilience, promote brand creativity and ensure brand consistency, thereby affirming its position in the international arena and joining strong regional brands ■

ENJOYING FREE OF CHARGE eFAST – VIETINBANK CORPORATE E-BANKING SOLUTION

Completely waiving transaction fees on VietinBank eFAST

The promotion was launched from February 17, 2021 and effective until December 31, 2021, and applied to customers who newly registered for eFAST financial packages (including new customers or existing customers of VietinBank who have never incurred financial services on eFAST) with 100% exemption for: VND transfer fee inside and outside the system; Salary payment fee; charges paid to the State Budget; Fee for 2 devices for authentication of VietinBank OTP; registration and maintenance fee of VietinBank eFAST.

Those active customers on VietinBank eFAST when introducing new customers to register for financial eFAST will get free VND transfer within and outside VietinBank system

for up to 24 months.

eFAST – No.1 E-banking service in Vietnam

2020 is considered a strong transformation year of business digitalization in general and financial transactions digitalization in particular. The COVID - 19 pandemic severely impacted business operations but also served as a catalyst to accelerate digital transformation of businesses.

The number of new customers using VietinBank digital banking services eFAST has tripled compared to 2019. With outstanding advantages and utilities, VietinBank eFAST has become a great companion as well as an excellent and indispensable assistant in business activities and digital transformation of enterprises. Enterprises can perform all banking transactions from

simple to complex right on the interface of VietinBank eFAST app. In addition, VietinBank eFAST also brings a perfect experience for customers with online financial solutions tailored to specific needs of each business on the basis of the most secure and modern security technology in the world today.

Noticeably, at the beginning of January 2021, VietinBank successfully upgraded and implemented 2 automatic batch transfer and salary payment features with an upgraded processing speed of 10 times compared to previous performance, making VietinBank eFAST a leading "super app" in the market in terms of transaction processing speed and loading capacity ■

**The promotion is applied in accordance with regulations and policies of VietinBank from time to time.*



LIFETIME INTEREST FREE WITH VIETINBANK i-ZERO CARD

From February 2021, VietinBank officially launched i-Zero domestic credit card with outstanding features: Lifetime interest free (0% interest rate) for all transactions spent via card. This new card brand is expected to satisfy all shopping and spending needs of customers.

VietinBank i-Zero card is a domestic credit card with full features: flexible credit limit, suitable for all types of customers; payment for goods and services, cash withdrawal throughout the territory of Vietnam; payment term up to 45 days...

In addition to general features of a credit card, with the message "Freely spending - interest waiving", i-Zero card also offers lifetime interest free for transactions spent via card. Customers are allowed to use the card with the limit granted by the bank to purchase goods

and services without paying interest to the bank during the effectiveness of credit limit.

After a payment term of up to 45 days, if customers do not pay off to the bank, they will not have to pay interest but to pay the bank transaction management fee of 1.99%, applicable to outstanding balance per statement cycle unpaid at the due date instead of interest payable from the transaction date like the regular international credit card.

In addition to advantages of

interest rates, cardholders also enjoy preferential instalment payments at hundreds of major partners nationwide, participating in the card ecosystem and promotions of VietinBank. In addition, customers will have chance to experience outstanding card security features through the provision and control of OTP for each payment transaction; Integrated feature allows cardholders to easily manage their cards anywhere, anytime via e-banking or mobile banking app - VietinBank iPay Mobile ■

HEADLINES ON DEPOSIT AND LENDING INTEREST RATES

Deposit rates of commercial banks

In February 2021, listed deposit rates of VietinBank, BIDV and Agribank continued to maintain the ground from December 2020, the highest listing rate at 5.6% p.a. Meanwhile, Vietcombank reduced interest rates and listed at a lower rate than the other three state-owned banks by 0.1-0.2% p.a.

For non-state joint stock commercial banks, the level of interest rate band differentiation among commercial banks has remained quite large for the past 2 months. Particularly for 6M tenor, in order for interest rates gap compared with 12M tenor is not too large, non-state joint stock commercial banks set interest rate for this tenor 0.5-2.0% p.a higher than that of the state-owned commercial banks.

In March 2021, 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.



VietinBank's credit programs with preferential lending rates

FOR CORPORATE CUSTOMERS

Short term lending

- Accompanying with Corporate Customers Program: VND lending rate from 5.9% p.a; USD lending rate from 2.7% p.a (varies from customers and loan terms).
- Credit package to promote outstanding loans and support branches to compete in 1Q2021 with total size of VND 60,000 billion and USD 600 million: preferential lending rate from 4.0% p.a in VND and from 2.0% p.a in USD;
- Preferential package for SMEs in commercial distribution sector with total size of VND 10,000 billion and lending rate from 4.0% p.a.

Supporting policy for corporate customers affected by COVID-19 (effective until 31/03/2021)

- Supporting policy for short term and medium, long term lending rates.
- Preferential policy for fees applied in international payment & trade finance and VietinBank eFAST service fee - financial package.

Medium and long term lending

- Preferential package for commercially performing renewable energy project refinancing loans: lending rate for the 1st year applies VietinBank's preferential program for qualified customers, preferential margin for the following years starting from 2.8% p.a;
- Preferential package for medium and long term loans in VND in 2021 with preferential fixed lending rate from 7.8% p.a.
- Preferential program for medium and long term loans for SMEs in 2020 with lending rate from 7.5% 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 8.1% 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 8.5% p.a and preferential margin for the following years starting from 3.5% p.a.

FOR RETAIL CUSTOMERS

- Preferential lending program with gratitude interest rates starting from only 5.5% p.a for short term loans and 7.0% p.a for medium and long term loans (varies from preferential period and loan term).
- Supporting policy to cut lending rates applied to customers affected by Covid-19 (effective until 31/03/2021)
 - + Supporting policy for medium and long term lending rates;
 - + 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 ■

MACRO-ECONOMIC UPDATES FOR THE FIRST 02 MONTHS OF 2021

Trading activities have been growing positively since the beginning of the year, as of February 15, the accumulated value of exports reached US\$ 38.46 billion, up 38.0% yoy, and imports reached US\$ 35.70 billion, up 26.3%. Cumulative trade surplus reached US\$ 2.76 billion, the highest in many years. Trade activities grew well in the context of a continued recovery of the global economy, and foreign direct investment inflows into Vietnam remained stable.

Recently, Vietnam Institute for Economic and Policy Research (VEPR) under the University of Economics – Vietnam National University forecasted Vietnam's GDP growth at 5.6 – 5.8% under the base scenario. Factors that can support growth include: experience and determination to well control the pandemic, expectations from the EU trade and investment agreements (EVFTA and IPA); promotion of public investment; the wave of investment and trade shifts in order to disperse risks from the US-China trade conflict; stable macro environment and inflation being controlled at an acceptable level.

Regarding financial market, seasonal factor of the Lunar New Year in February caused demand for domestic payments to increase sharply, pushing short-term interest rates for interbank loans to skyrocket: tenors from 1M and shorter sometimes increased 180 – 230 bps compared to the end of 2020, then gradually cooling down at the end of February. For the first time within nearly a year, the State Bank offered to buy valuable papers for a term. At peak time, about 35,000 billion dong was net pumped to the market. High demand for VND also pulled interbank USD/VND exchange rate down by about 70 points, sometimes falling below 23,000 ■

HIGHLIGHTS OF SEVERAL KEY ECONOMIC SECTORS



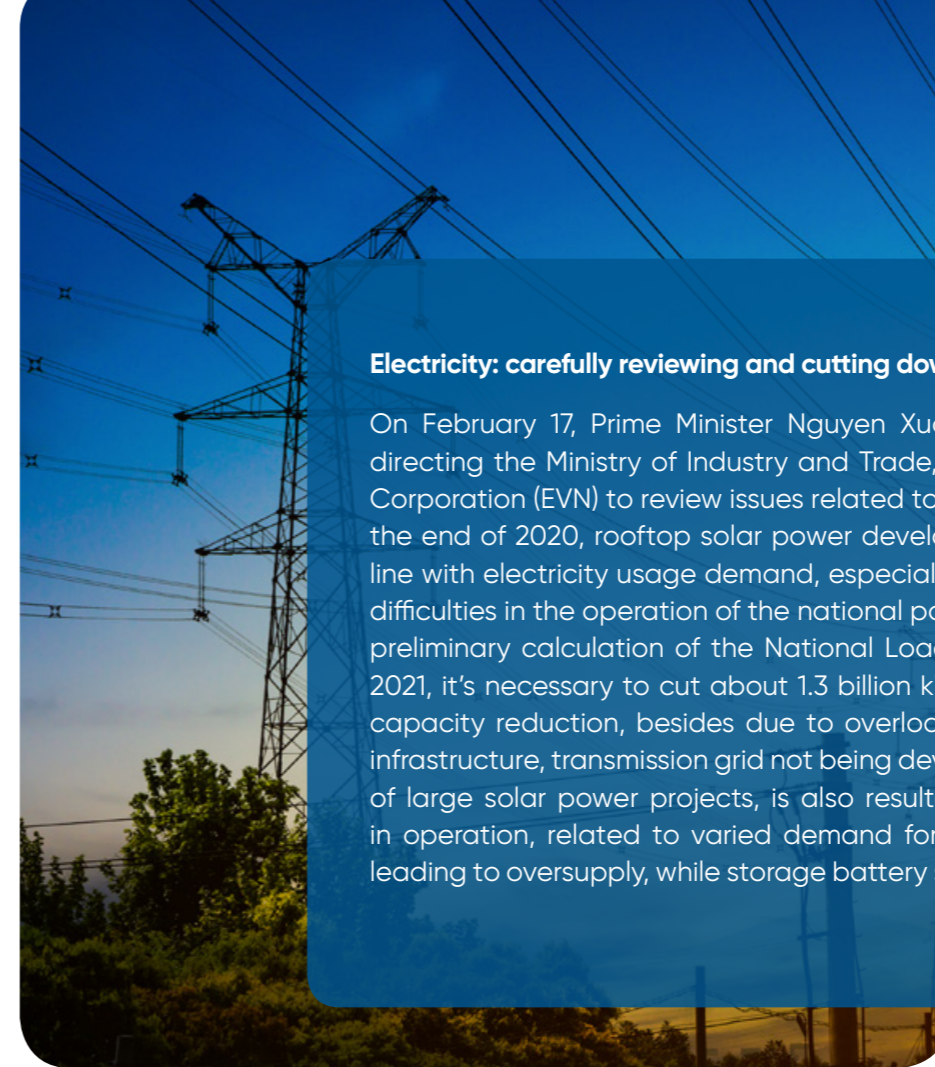
Iron and Steel: Indonesia, the US, Canada imposed anti-dumping tax

In early 2021, Vietnam's iron and steel industry consecutively received tax imposition by international markets. Indonesia imposed anti-dumping tax on Vietnamese cold iron and decided to apply anti-dumping tax from 3.01 to 49.2%. On February 4, 2021, Canada Border Services Agency (CBSA) announced preliminary conclusion of the anti-dumping investigation on concrete-reinforced steel products, preliminary concluding dumping margins ranging from 3.7% to 15.4%. The final conclusion on dumping and damage of the case was expected to be issued on 05/05/2021 and 04/06/2021 respectively. Besides, on February 1, 2021, the US Department of Commerce (DOC) also concluded that copper pipes imported from Vietnam were dumped in the United States with an amplitude of 8.05%. The imposition of anti-dumping tax is expected to affect businesses with major export market shares to Indonesia, the US, and Canada.



Oil and gas: World oil prices nearly topped within in a year

World oil prices have increased continuously recently thanks to the efforts to cut production by OPEC +, the alliance between the Organization of Petroleum Exporting Countries (OPEC) and a number of partners outside the bloc including Russia. Two more important factors driving up oil price are Saudi Arabia's willingness to further reduce production, and hope for a surge in world oil demand based on the COVID-19 vaccine deployment. In February, oil prices rose to near a 13-month high when cold weather caused oil wells and refineries in Texas (USA) to close, causing US oil production to drop about 1 million barrels a day. With the price of oil tending to increase faster than expected, commercial enterprises and petroleum exporters will have advantage. In contrast, sectors that depend a lot on input materials such as transportation and fertilizers will face the problem of cost.



Electricity: carefully reviewing and cutting down renewable energy capacity

On February 17, Prime Minister Nguyen Xuan Phuc issued a document directing the Ministry of Industry and Trade, localities, Vietnam Electricity Corporation (EVN) to review issues related to solar power development. At the end of 2020, rooftop solar power development was not controlled in line with electricity usage demand, especially in December 2020, causing difficulties in the operation of the national power system. According to the preliminary calculation of the National Load Dispatch Center (NLDC), in 2021, it's necessary to cut about 1.3 billion kWh of renewable energy. The capacity reduction, besides due to overload of the transmission system infrastructure, transmission grid not being developed in time with the boom of large solar power projects, is also resulted from a technical problem in operation, related to varied demand for electricity at different times leading to oversupply, while storage battery system has not been invested.



Aquaculture: Exports started to recover from the beginning of 2021

According to Agro-Product Processing and Market Development Department under the Ministry of Agriculture and Rural Development, seafood export value in January 2021 was estimated at US\$ 600 million, up 19.6% over the same period in 2020. As such, seafood exports rebounded again after exports in December 2020 in particular and the year 2020 in general witnessed decline. Among seafood products, Vietnam's shrimp export continues to be favourable as world demand is still increasing while many producing countries are still facing difficulties because of COVID-19. Japan ranked first in seafood consumption of Vietnam, accounting for 18.4% of the total export turnover of this commodity group of the country, reaching US\$ 112.25 million, down 13.5% compared to December 2020 but up 26.5% compared to January 2020. The US market followed with US\$ 109.83 million, accounting for 18%, down 13.5% compared to December 2020 but up 26.5% compared to January 2020. With positive factors from the market and advantages that Vietnam will enjoy through free trade agreements (FTAs), Vietnam Association of Seafood Exporters and Producers (VASEP) forecasts that seafood exports in 2021 will reach over 9.4 billion USD, a 10% increase compared to 2020 ■



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