





UPDATES

VIETINBANK BUSINESS PERFORMANCE

1Q2026

Secretariat to the BoD and IR Department

May 2026



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02 DETAILED BUSINESS RESULTS IN 1Q2026

03 MACRO-ECONOMIC AND BANKING INDUSTRY UPDATE

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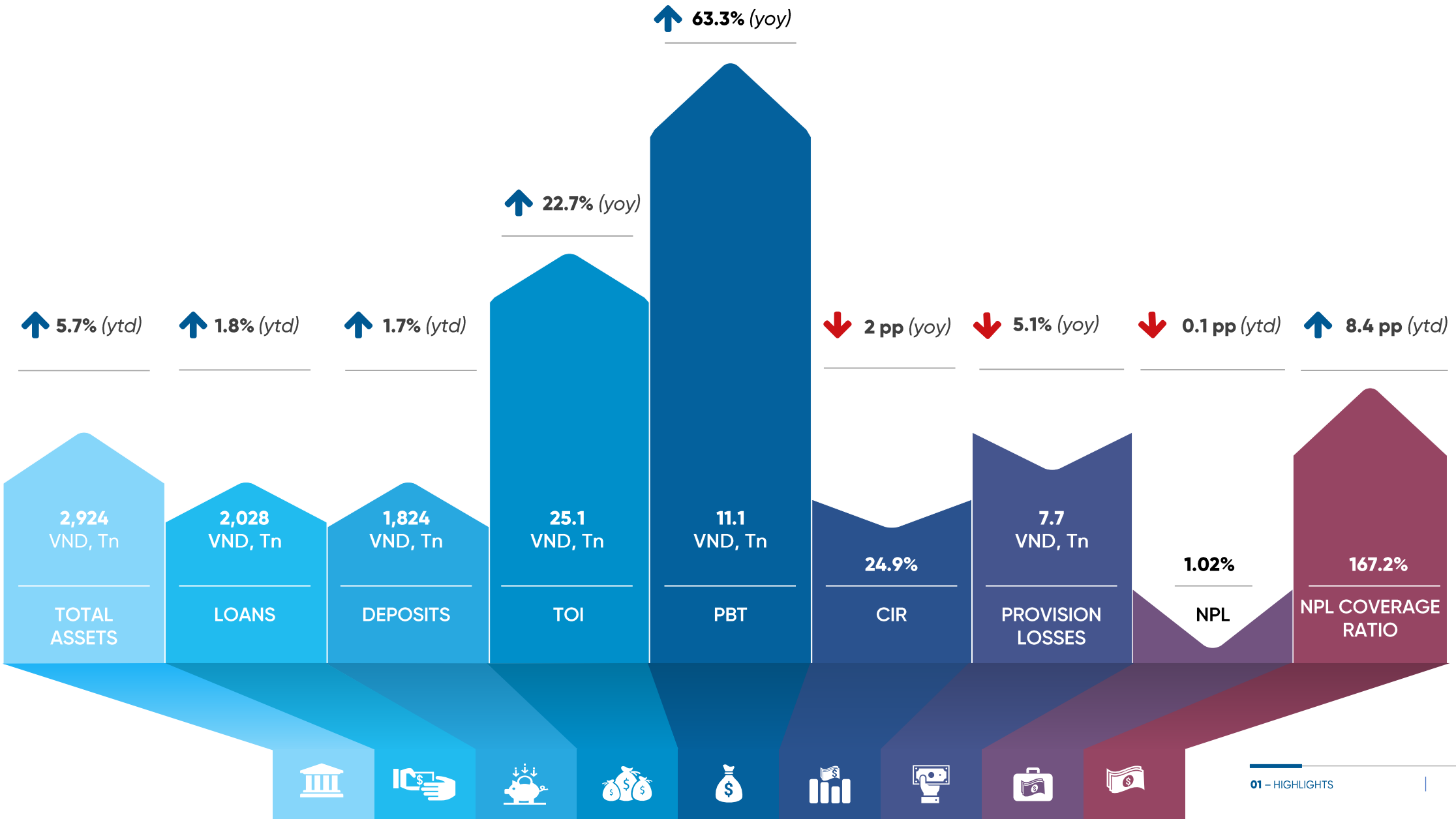
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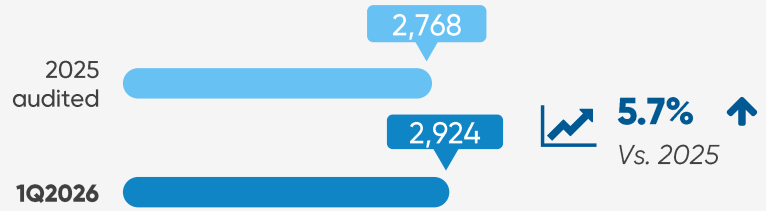
Business performance in 1Q2026 delivered positive results





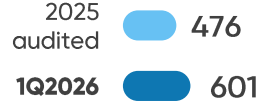
Safe and efficient scale growth

TOTAL ASSETS *(VND, Tn)*



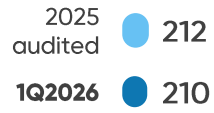
5.7% ↑ *Vs. 2025*

PLACEMENT WITH & LOANS TO OTHER C.Is * *(VND, Tn)*



26.1% ↑ *Vs. 2025*

INVESTMENT SECURITIES * *(VND, Tn)*



-1.4% ↓ *Vs. 2025*

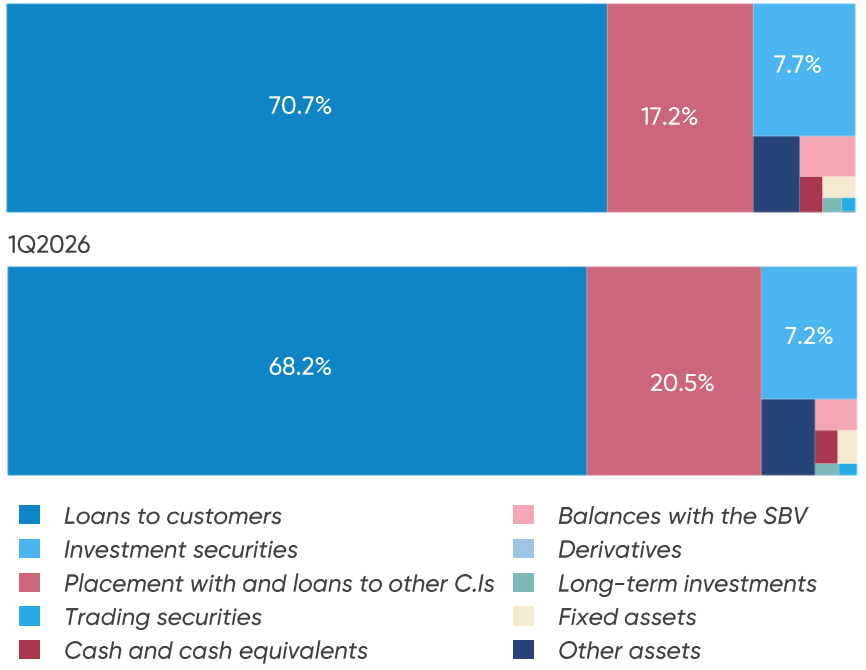
LOANS TO CUSTOMERS * *(VND, Tn)*



1.8% ↑ *Vs. 2025*

Note: Pre-provision data*

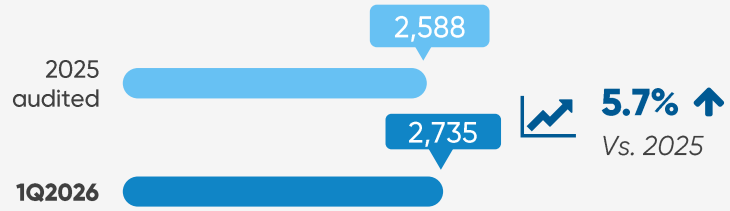
STRUCTURE OF TOTAL ASSETS *(%)*



As of 31/3/2026, total assets of VietinBank reached nearly **2,924 VND, Tn (+5.7% ytd).** In which, Placement with and loans to other C.Is **grew by 26.1% ytd**; Loans to customers **rose by 1.8% ytd**; Trading securities **increased by 21.7% ytd**; Balances with the SBV **decreased by 39.4% ytd.**

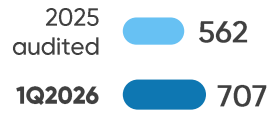
Safe and efficient scale growth

TOTAL LIABILITIES *(VND, Tn)*



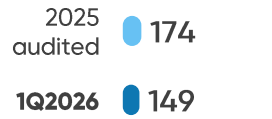
5.7% ↑
Vs. 2025

BALANCES WITH THE GOVERNMENT AND THE SBV; DEPOSITS AND BORROWINGS FROM OTHER C.Is *(VND, Tn)*



25.8% ↑
Vs. 2025

VALUABLE PAPERS ISSUED *(VND, Tn)*



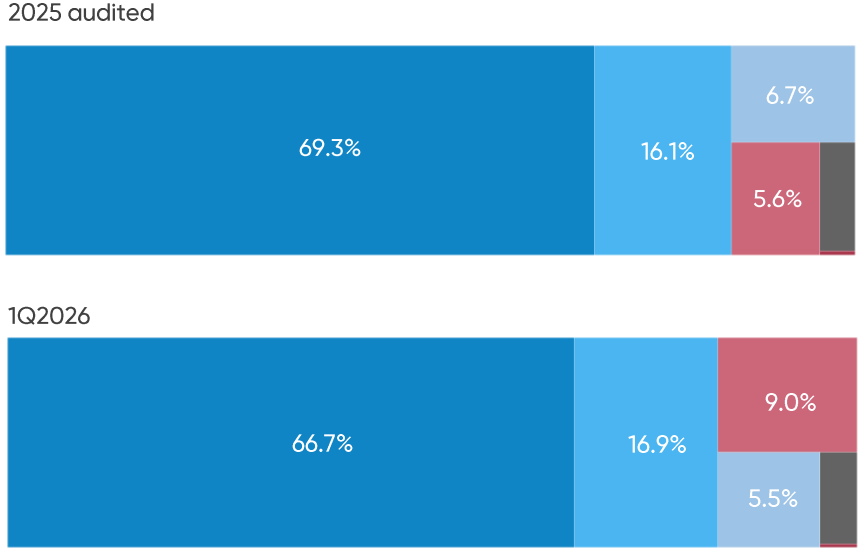
14.2% ↓
Vs. 2025

CUSTOMER DEPOSITS *(VND, Tn)*



1.7% ↑
Vs. 2025

STRUCTURE OF TOTAL LIABILITIES *(%)*

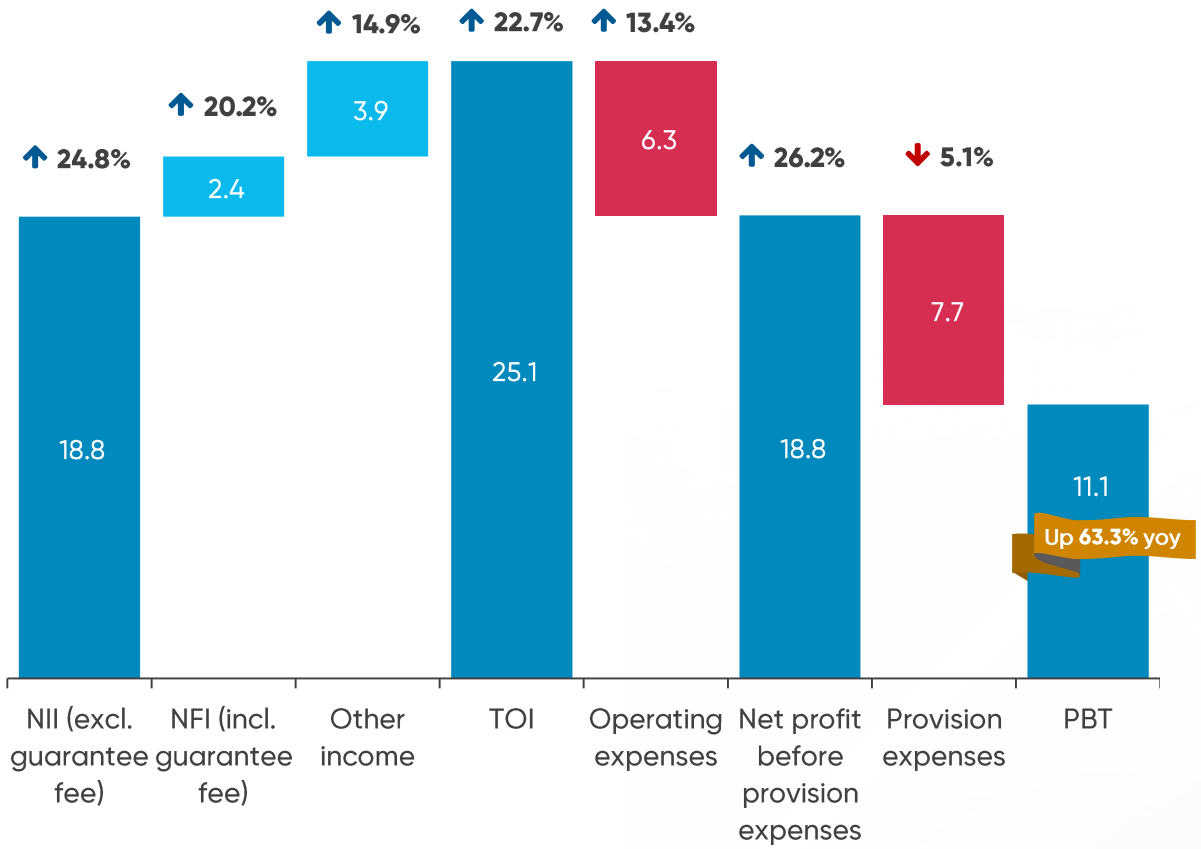


As of 31/3/2026, total liabilities of VietinBank touched **2,735 VND, Tn (+5.7% ytd).** In which, customer deposits amounted to **1,824 VND, Tn** , up by **1.7% ytd**; Deposits & borrowings from other C.Is **grew by 10.7% ytd**; Balances with the Government & SBV **increased by 69.4% ytd**; valuable papers issued **decreased by 14.2% ytd.**



Profit experienced good growth thanks to good core revenues

PROFIT STRUCTURE IN 1Q2026



↑↓ *Up/down level of each cumulative item in 1Q2026 compared to the same period in 2025 (yoy)*

TOI in 1Q2026 reached **25.1 VND, Tn (+22.7% yoy)**. In which:

- NII (excl. guarantee fee) in 1Q2026 reached **18.8 VND, Tn (+24.8% yoy)** thanks to VietinBank's proactive optimization of its credit portfolio structure coupled with risk control, and its priority given to growth in key manufacturing sectors/fields in line with the Government and the SBV orientation.
- NFI (incl. guarantee fee) in 1Q2026 was **2.4 VND, Tn (+20.2% yoy)**, in which guarantee fees and income from payment activities saw strong growth of 41.1% and 38.2%, respectively.
- Income from recovery of written-off debts in 1Q2026 reached about **2.2 VND, Tn (+14.8% yoy).**

Net income before provision expenses in 1Q2026 reached **18.8 VND, Tn (+26.2% yoy), Top in the banking industry.**

Provision expenses in 1Q2026 reached **7.7 VND, Tn (-5.1% yoy)** driven by effective credit quality management and NPL control measures of VietinBank.

PBT in 1Q2026 touched **11.1 VND, Tn (+63.3% yoy)**, ranking **Top 2 of the banking industry.**



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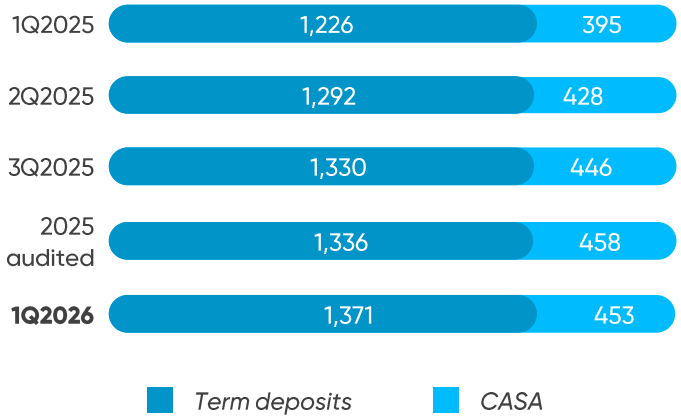
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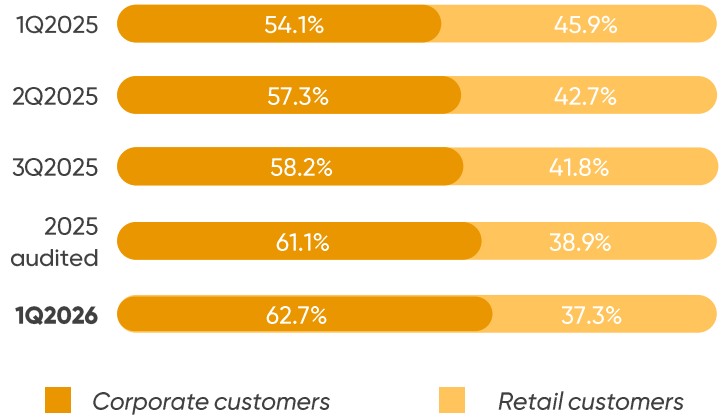
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Funding growth in line with ALM balance orientation

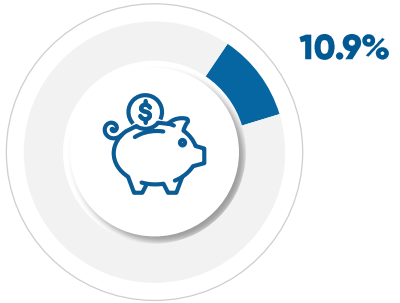
CONSUMER DEPOSITS BREAKDOWN BY MATURITY
(VND, Tn)



CASA FUNDING BREAKDOWN BY CUSTOMER SEGMENTATION

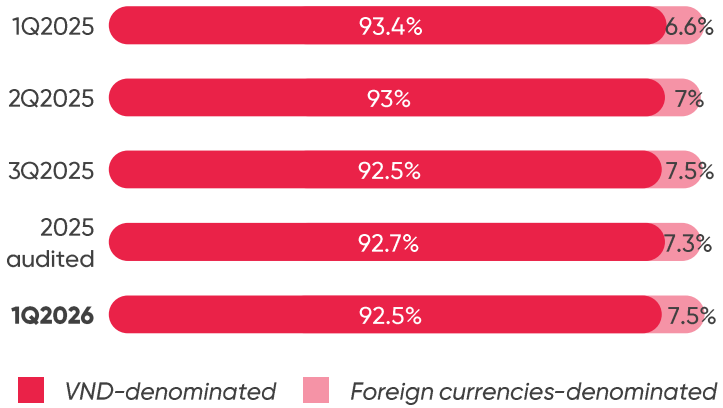


DEPOSIT MARKET SHARE

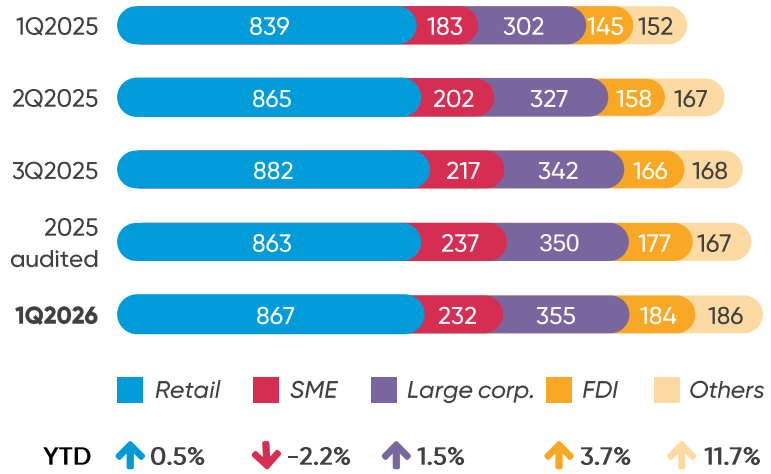


(As of 30/09/2025, Source: SBV)

CUSTOMER DEPOSITS BREAKDOWN BY CURRENCY



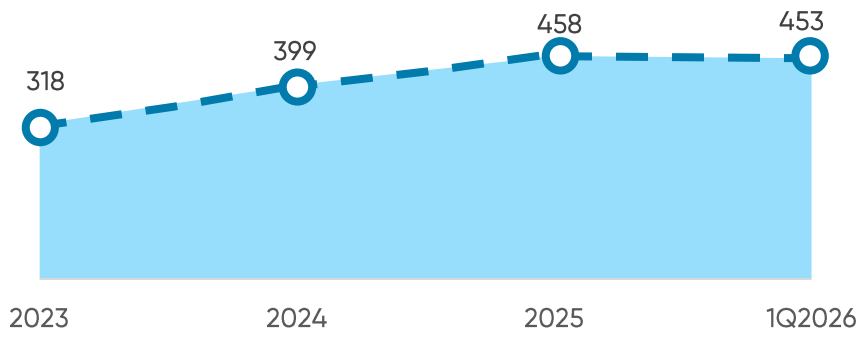
CUSTOMER DEPOSITS BREAKDOWN BY BUSINESS TYPE
(VND, Tn)



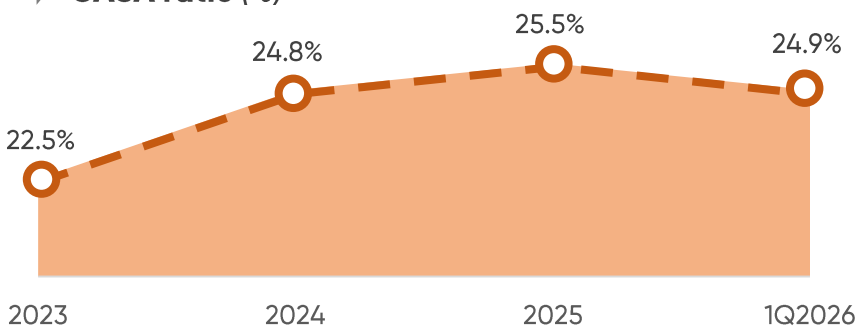
- Customer deposits at the end of 31/3/2026 **grew by 1.7% ytd**, recording growth in FDI, Large corp. segments and a decrease in SME segment
- FDI deposits have the best growth in 1Q2026 **(up 3.7% ytd)**.

CASA funding structure

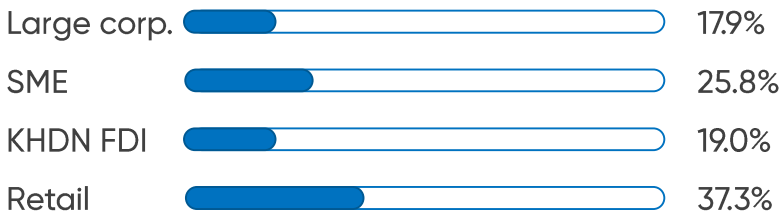
CASA balance *(VND, Tn)*



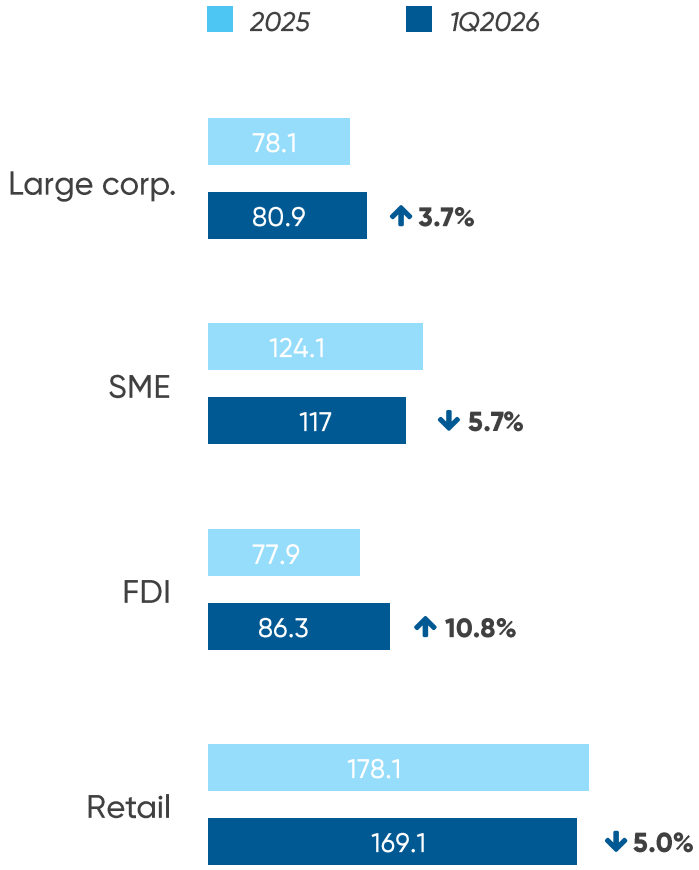
CASA ratio *(%)*



CASA structure by segment in 1Q2026



CASA by segment *(VND, Tn)*



CASA Growth Solutions

Prioritize the development of high-tech products and services and continuously improve customer service quality.

Effectively implement campaigns to attract new customers to use eFAST and IPAY, and open accounts through eKYC.

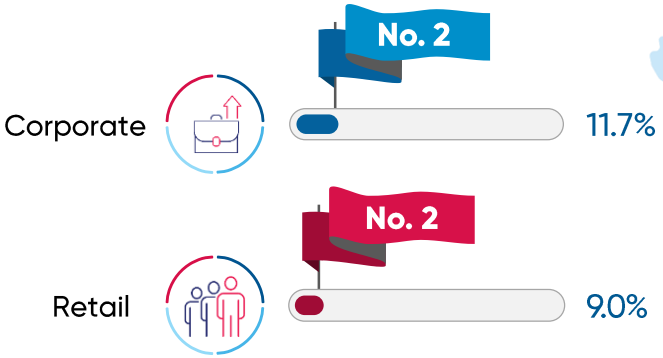
Promote customer expansion, strengthen the development of business household customers and increase payment volume through the VietinBank system, while strengthening relationships with priority customer segments.

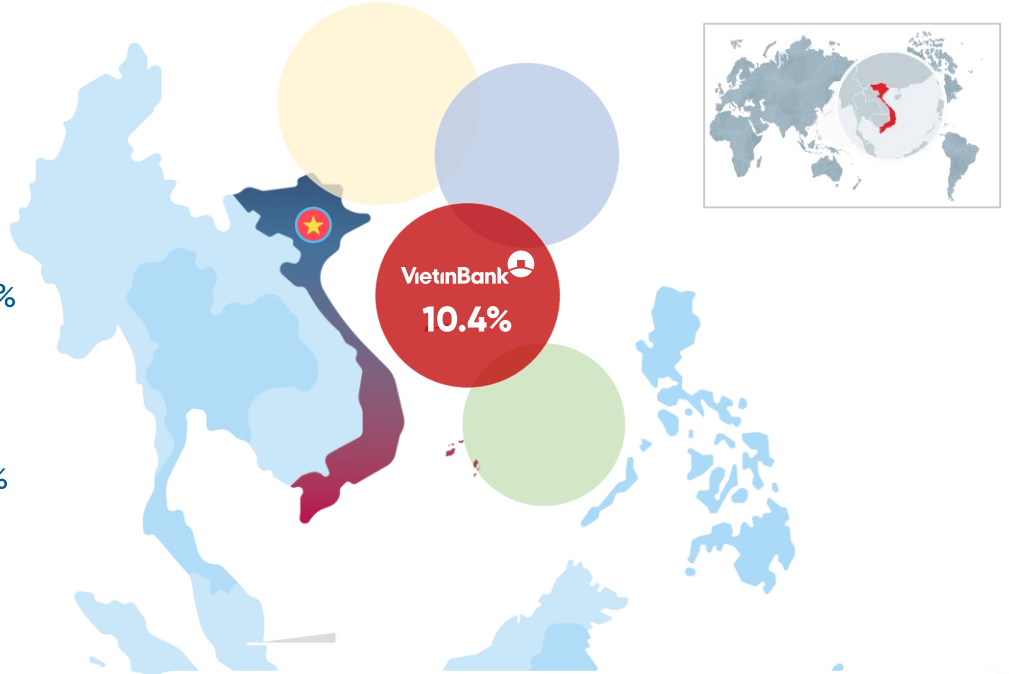
VietinBank's overall loan portfolio structure

LOAN STRUCTURE BY SEGMENT



MARKET SHARE BY SEGMENT





LOAN STRUCTURE BY PURPOSE

84.3%

Business activities: construction, trade and services, components, energy, real estate...

15.7%

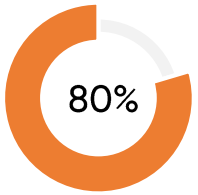
Consumer needs: Mortgages, car, and other items.

LOAN STRUCTURE BY INDUSTRY

Real estate (corporate, retail)



Production and business activities, construction, electricity, energy, food, processing, consumption...



The credit portfolio is **less dependent on real estate, focusing on production and business activities**, and linked to GDP growth.

Structured early on, aligned with sectors that will benefit from the new growth cycle.

Credit balance kept going up accompanied with a proactive shift in structure

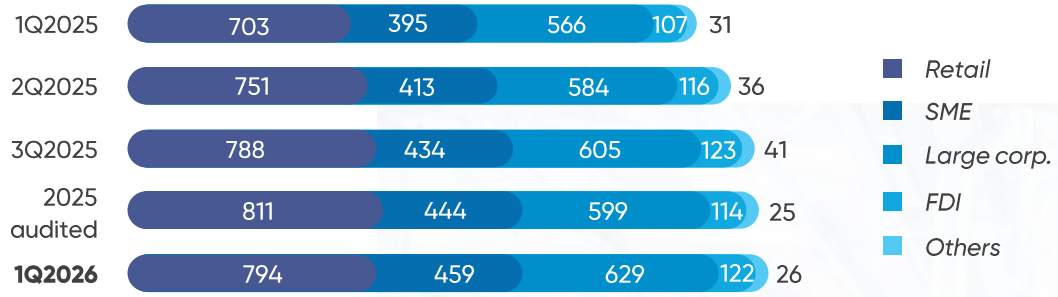
RETAIL
794
VND, Tn
2.1%
Vs. 2025

SME
459
VND, Tn
3.4%
Vs. 2025

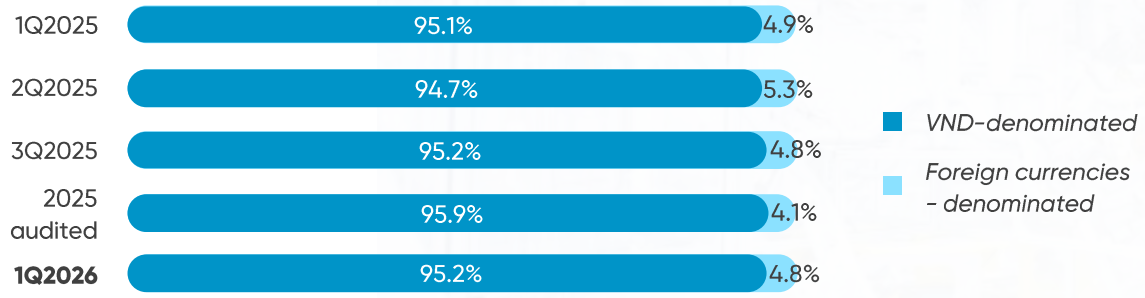
LARGE CORP.
629
VND, Tn
5.1%
Vs. 2025

FDI
122
VND, Tn
6.3%
Vs. 2025

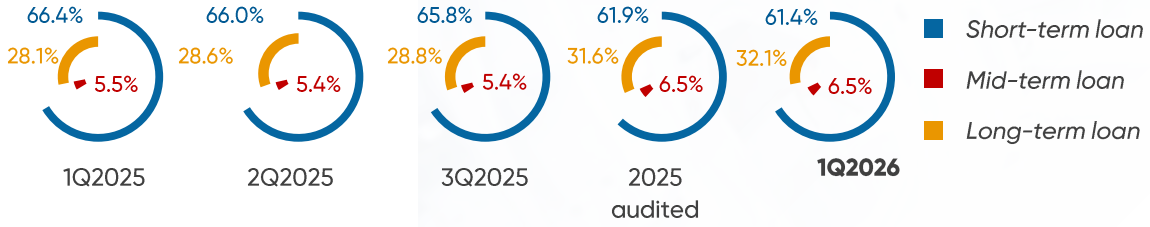
LOANS BREAKDOWN BY CUSTOMER SEGMENTS *(VND, Tn)*



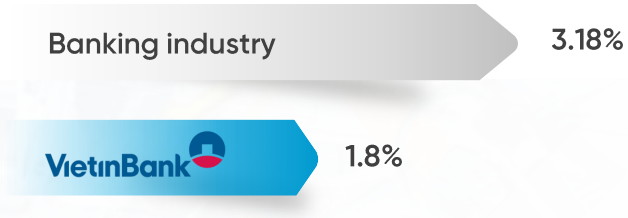
LOANS BREAKDOWN BY CURRENCY



LOANS BREAKDOWN BY MATURITY



CREDIT GROWTH IN 1Q2026

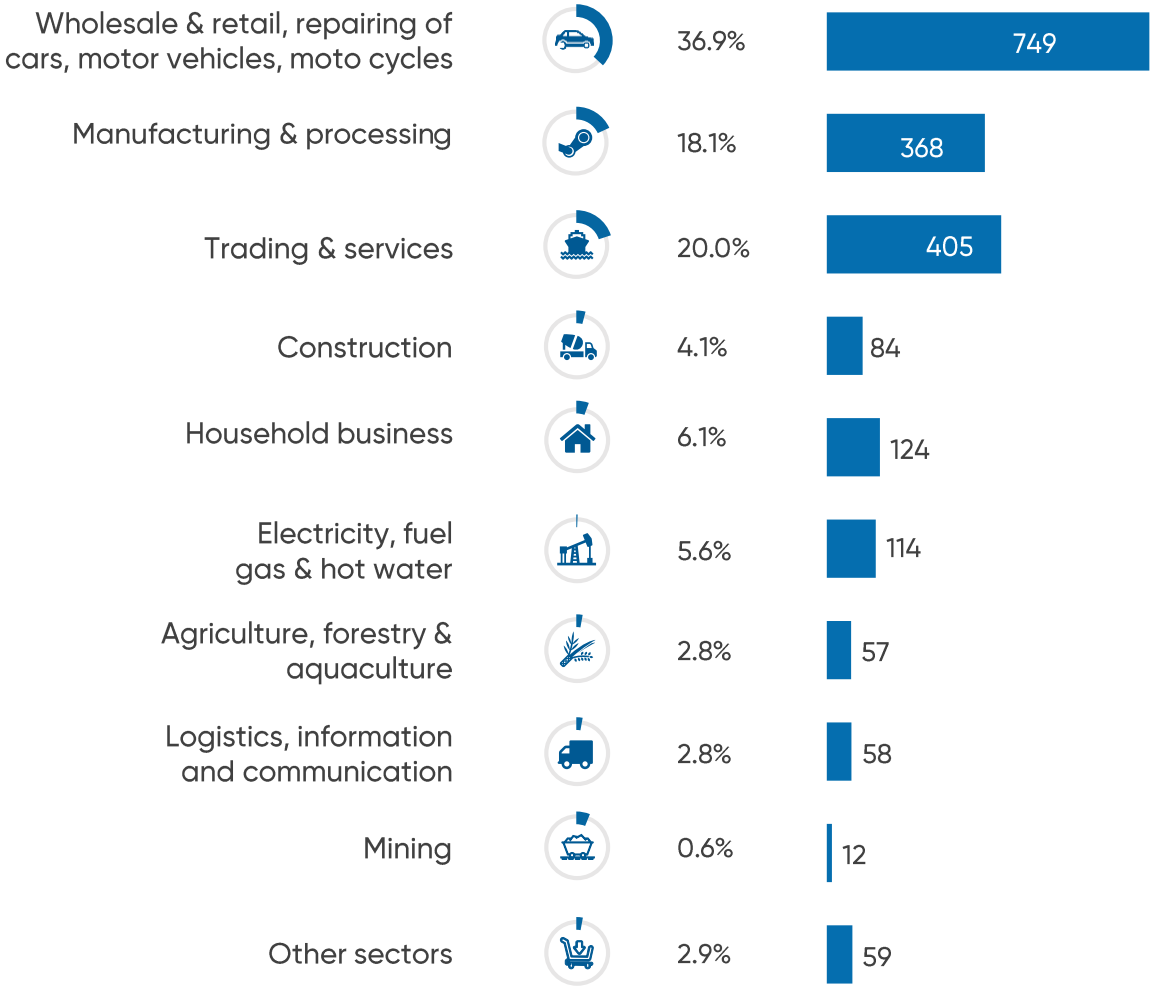


Credit balance as of 31/3/2026 **increased by 1.8% yoy,** recording an increase in corporate customers segments and a slight decrease in retail segment. Sectors and industries attracting significant capital flows include: animal feed, electricity, oil and gas, textiles, footwear, telecommunications, transportation, food and beverages, coffee, plastics, and paper.

Increase outstanding loans to targeted industries and sectors

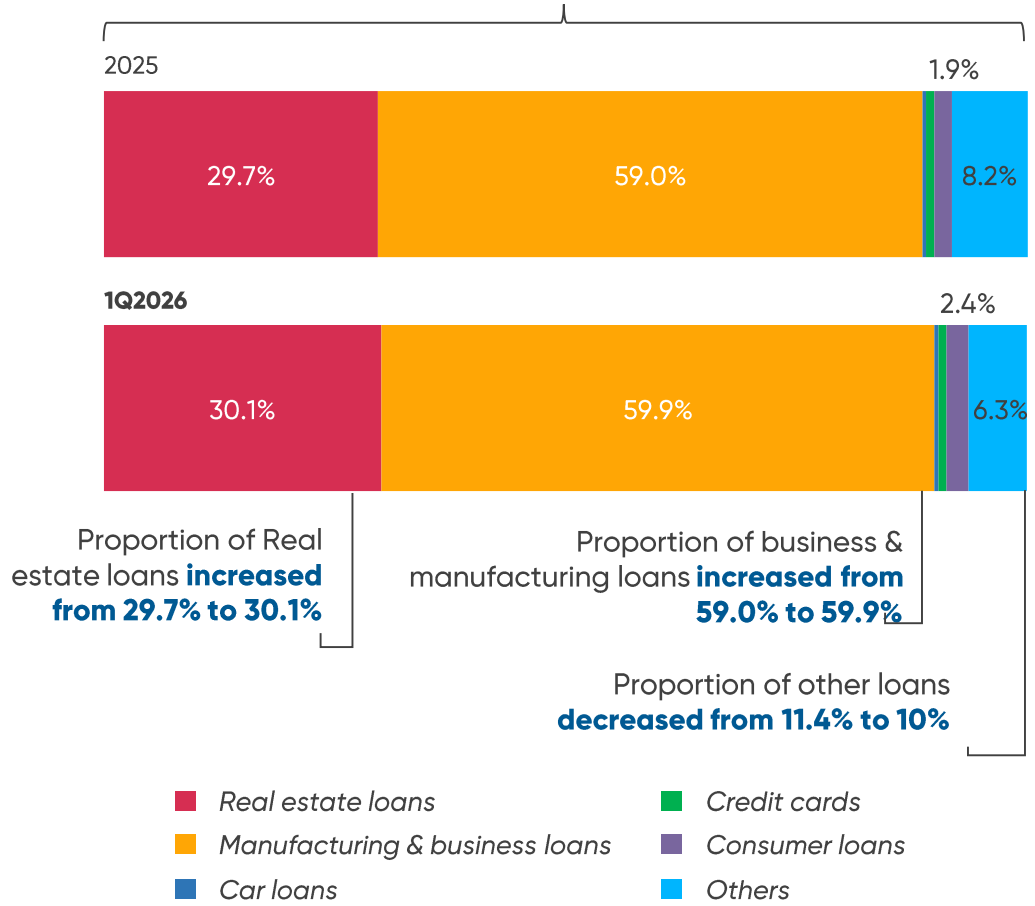
LOAN BREAKDOWN BY SECTORS (31/03/2026)

Unit: VND, Tn



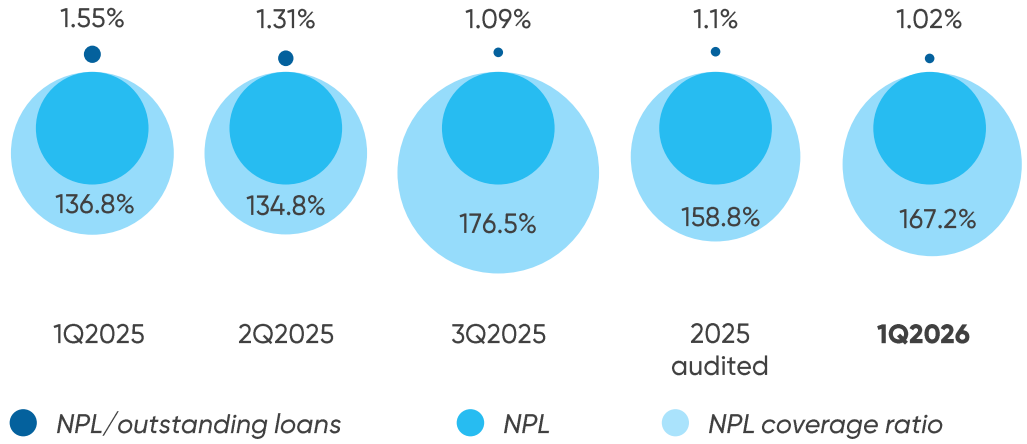
RETAIL LENDING BREAKDOWN BY PRODUCTS

Manufacturing & business loans and real estate loans continued to take up the majority in retail lending (about **90%**).

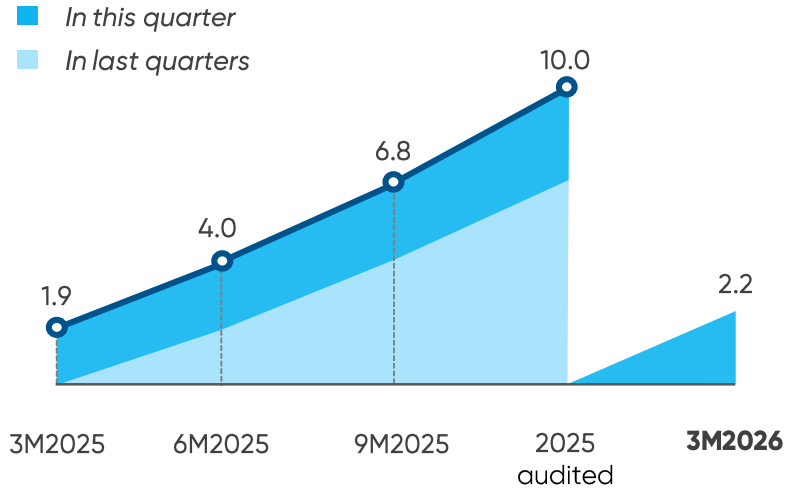


Credit quality was strictly controlled

NPL RATIO AND NPL COVERAGE RATIO



INCOME FROM WRITTEN-OFF BAD DEBT RECOVERY *(VND, Tn)*





- NPL out of outstanding loans as of 31/3/2026 stood at **1.02%**, lower than 2025 year end. NPLs concentrated in several sectors negatively impacted by the difficulties of the global and domestic economies, such as consumer goods, agriculture, and infrastructure construction... The NPL coverage ratio in 1Q2026 touched **167.2%**.
- Income from written-off debt recovery in 1Q2026 amounted to **2.2 VND, Tn, up 14.8% yoy.**
- In 2026, VietinBank will continue to synchronously deploy solutions to identify risks, control arising bad debts, enhance debt collection and settlement, and **control the NPL ratio ≤ 1.8%.**

Flexibility and safety in investment portfolio



Investment portfolio as of 31/03/2026 reached **818.4 VND, Tn (+17.5% yoy)**.

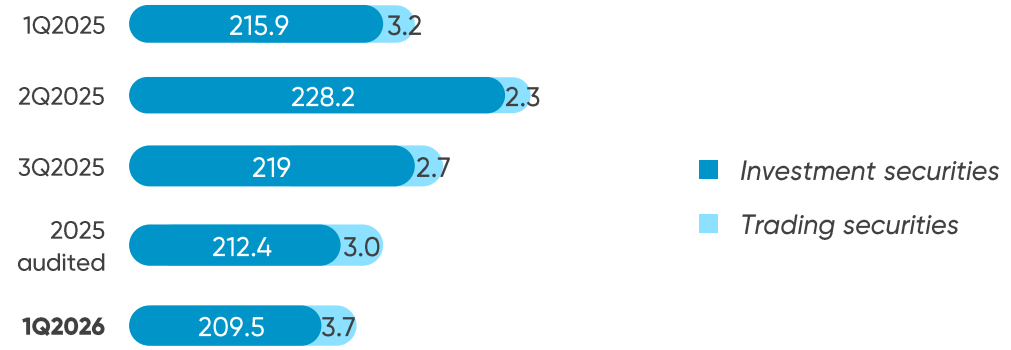
In which:

- Investment securities portfolio attained **209.5 VND, Tn, down 1.4% yoy**.
- Trading securities portfolio stood at **3.7 VND, Tn, up 20.7% yoy.**

INVESTMENT PORTFOLIO AS OF 31/03/2026

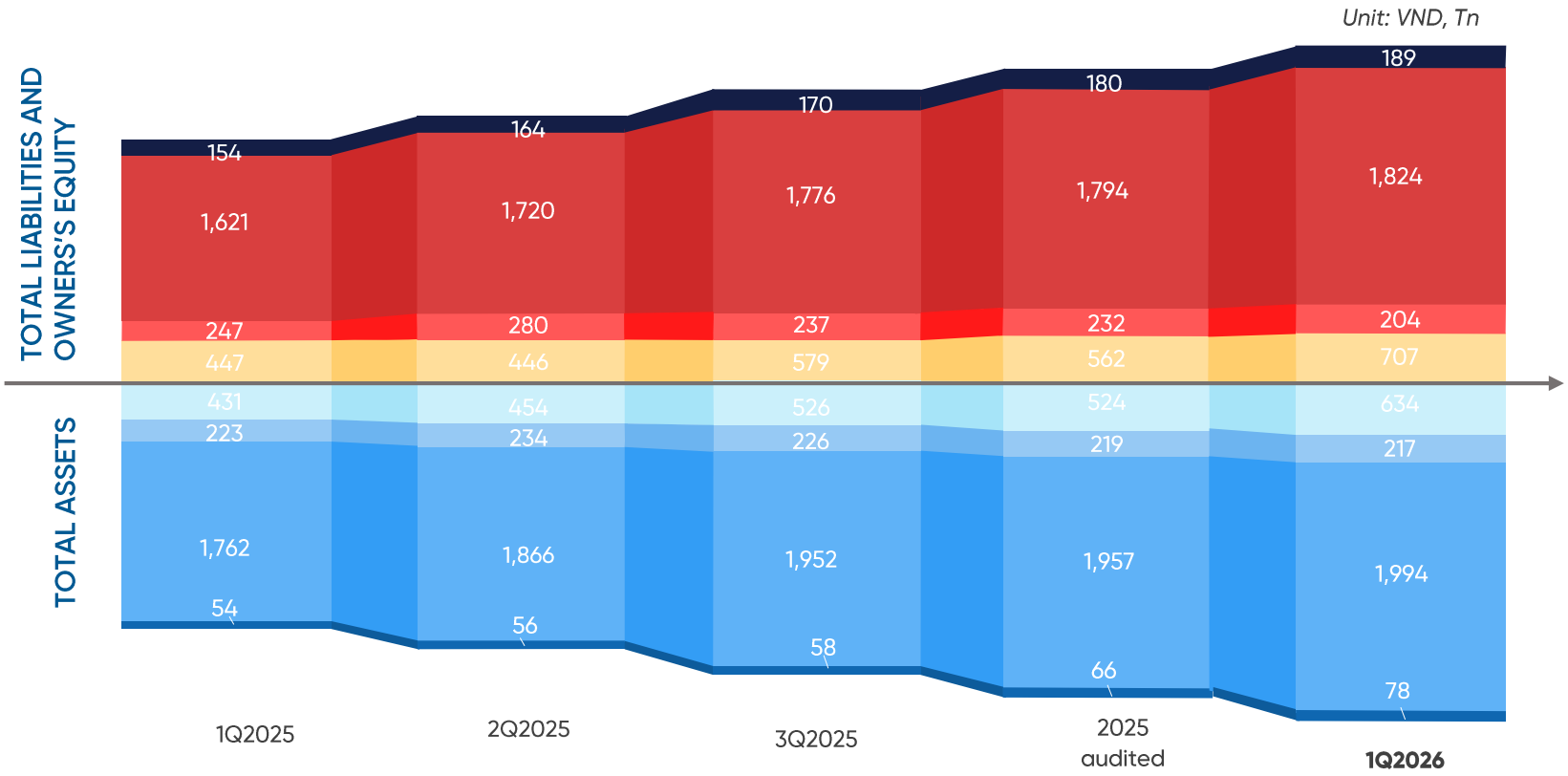


SECURITIES INVESTMENT PORTFOLIO *(VND, Tn)*



Note: Provision expenses are not included in the investment portfolio.

Liquidity remained well-controlled



- *Capital & reserves*
- *Customers deposit*
- *Derivatives, financing funds, entrusted funds; valuable papers issued; others*
- *Borrowings from the Government and the SBV; deposits and borrowings from other CIs*
- *Cash, valuable papers, gold...*
- *Trading securities, investment securities, derivatives, investments...*
- *Loans to customers*
- *Fixed assets and other assets*

LDR RATIO

2025 audited	82.9%
1Q2026	83.5%

RATIO OF SHORT TERM FUNDS FOR MEDIUM AND LONG TERM LOANS

2025 audited	25.9%
1Q2026	25.7%

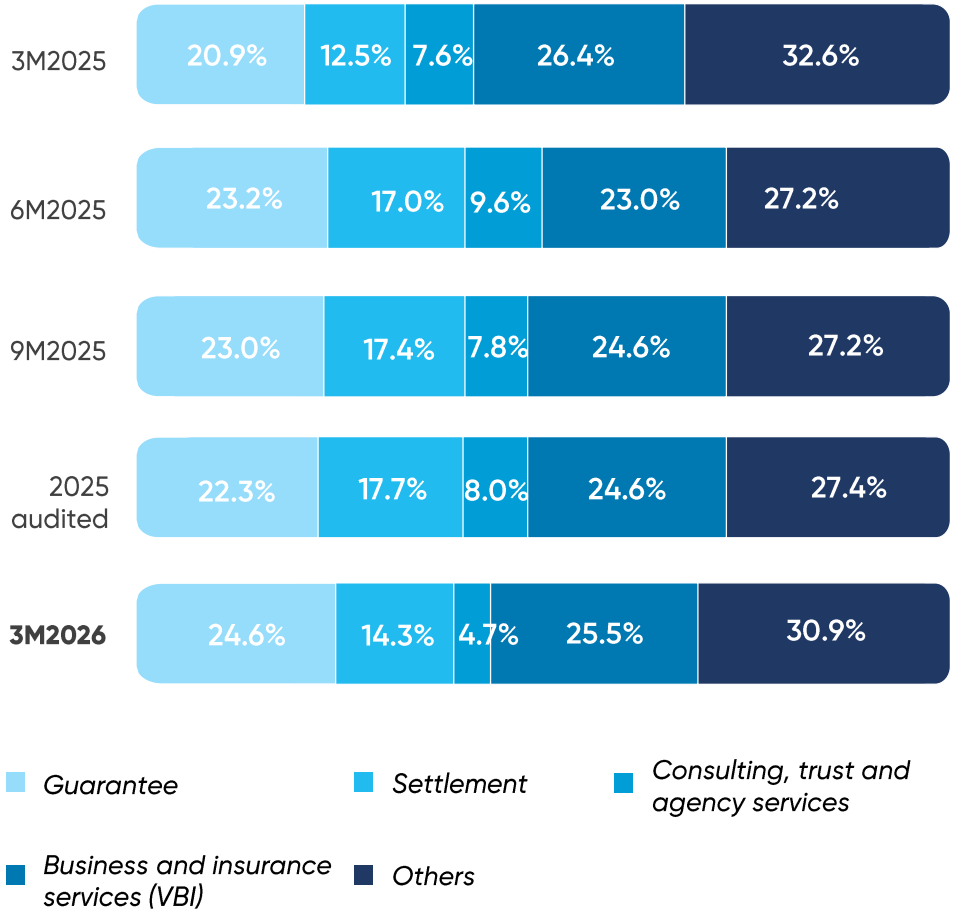
LIQUIDITY RESERVE RATIO

2025 audited	17.6%
1Q2026	15.9%

VietinBank have still well-controlled **liquidity ratios at safe levels in compliance with regulatory limits of the SBV.**

Positive shift in fee structure

STRUCTURE OF NET SERVICE FEE REVENUE



VIETINBANK MARKET SHARES IN SOME BUSINESS SEGMENTS (1Q2026)



15.3%	10 – 12%	13 – 14.5%	14.9%
Trade finance	FX trading on interbank market	FX trading on the client market	Card payment turnover

VietinBank 1Q2026 NFI (incl. guarantee fee) reached **2.4 VND, Tn (+20.2% yoy)**.

In which:

- Guarantee fee in 1Q2026 reached **601 VND, Bn (+41.1% yoy).**
- Net revenue from payment activities reached **350 VND, Bn (+38.2% yoy).**

Operating expenses should prioritize direct support for business operations

OPERATING EXPENSES



Staff cost
16.5% *(yoy)*

3.9
VND, Tn

83%
Salaries and allowances

17%
Others

Expenses for fixed assets
4.0% *(yoy)*

0.7
VND, Tn

46.3%
Depreciation & amortization expenses

53.7%
Others

Expenses for operating management
14.9% *(yoy)*

1.3
VND, Tn

2.9%
Per diems

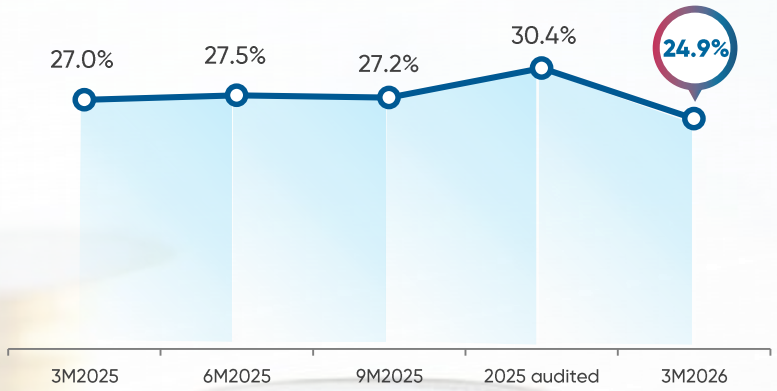
97.1%
Others

Other expenses
3.2% *(yoy)*

0.3
VND, Tn

96.5%
Insurance premium for customer's deposits

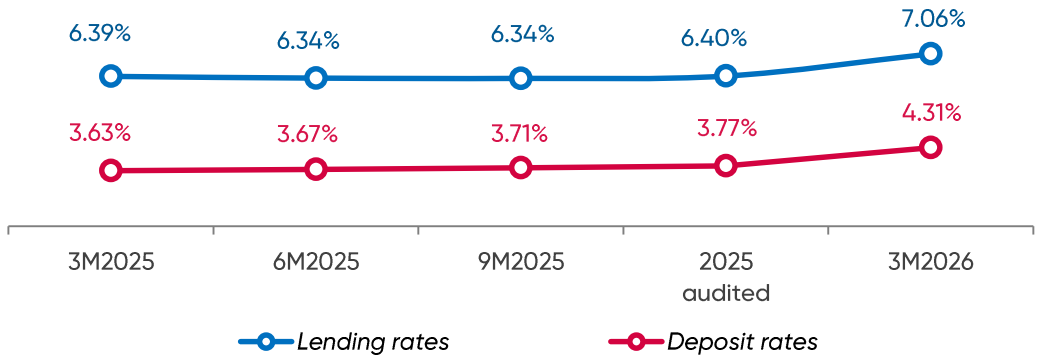
CUMULATIVE CIR



The efficiency of operating costs continues to improve, prioritizing spending on business operations, digital transformation, and key projects such as improving service quality and human resources to create a foundation for the bank's sustainable development. **VietinBank's cumulative CIR ratio in 1Q2026 reached 24.9%**, lower than the same period in 2025.

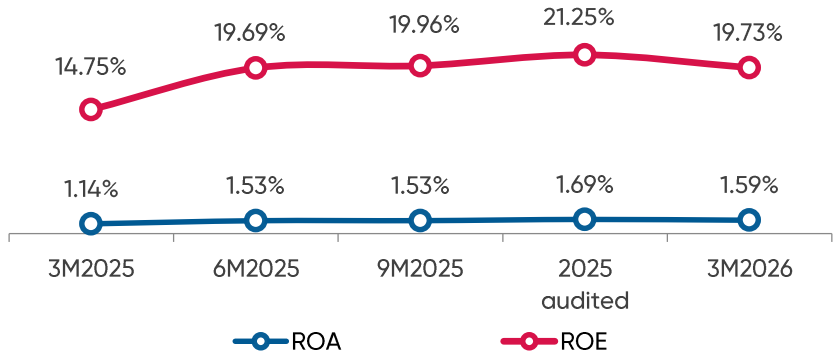
Sustainable growth in business efficiency

LENDING AND DEPOSIT INTEREST RATES



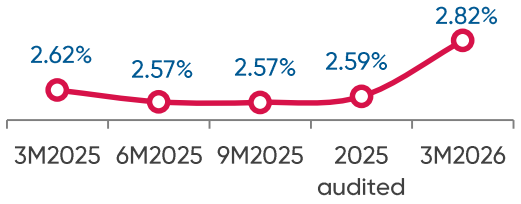
Amidst banking liquidity difficulties, interest rates have continued to rise recently, putting pressure on banks' funding costs.

ROA, ROE

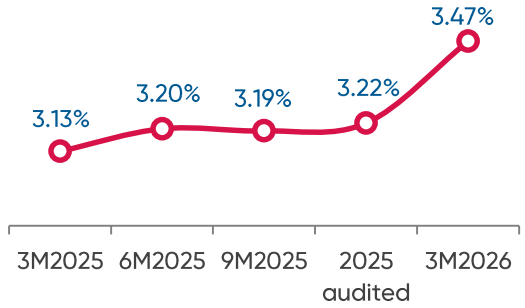


VietinBank's ROA and ROE in 1Q2026 increased than the same period in 2025, reaching **1.59% và 19.73%** respectively.

NIM



COF



- NIM of VietinBank in 1Q2026 reached **2.82%,** increase compared to the same period in 2025.
- COF in 1Q2026 reached **3.47%,** increase compared to the same period in 2025.

MEASURES TO IMPROVE NIM

- **Increase the profitability of assets**: prioritize the resources to focus on lending to highly effective customer sets such as SME and Retail, promoting growth in consumer loans and manufacturing and business loans.
- **Control cost of funding** through attracting and increasing the proportion of payment deposits and short-term deposits and foreign currencies deposits.

Key milestones in IT

2017 – Corebanking, EDW

with advanced technology systems such as SOA, LOS... to help the Bank take pioneering role in technology infrastructure

2018 – Open API

The number of API-via transactions **~25%** of total channels

2019 – Chatbot

There are **20** internal bots, **01** chatbot with customers and upcoming voice bot

2020 – Biometric kiosk

There are **53** branches using, collecting data of over **4** million customers account numbers

2021 – eKYC, FacePAY, Robotics Process Automation

The process of pledging savings books reduced **65%** of working time

2024 – Digital transformation journey

Integrated with the 2024 – 2026 MTBP. Deploying 45 digital transformation initiatives, investing in DataLake, GenAI technology...

2025 – Accelerating Digital Transformation

Over 90 initiatives implemented, directly contributing to business results, enhancing customer experience, increasing labor productivity, and driving channel shift.

2026 - Mastering Digital Transformation Capabilities

It is planned that **108** initiatives will be basically completed and new initiatives will be added.

Promote solutions to develop retail segment toward an improvement in competitive edge and market share



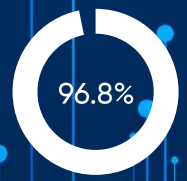
Over **200** features & utilities integrated in VietinBank iPay to help users enjoy the fullest and most optimal life according to the *"All in one"* criterion.

Over **6,000** suppliers connected to fully meet the needs of customers with the motto *"Thousands of features, hundreds of utilities"*.

Proportion of transactions via iPay channel to the total transactions of retail customers



2025



1Q2026

NUMBER OF CUSTOMERS USING iPAY

Unit: Million customers



↑ 4.0%
ytd

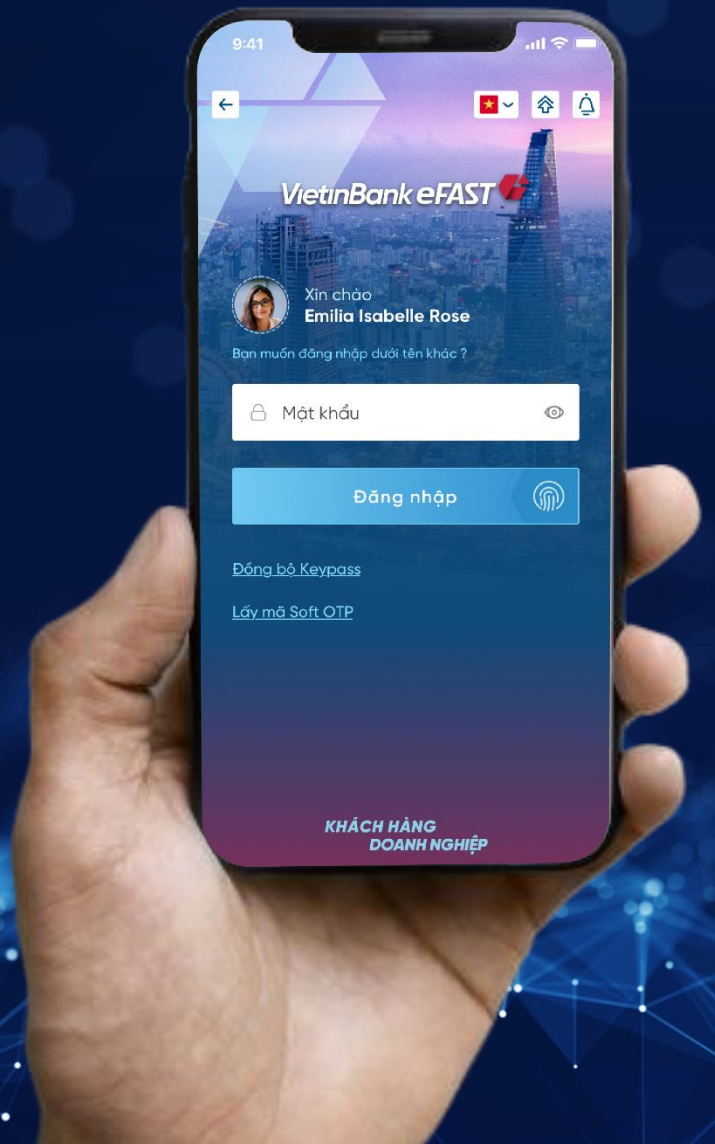
NUMBER OF TRANSACTION VIA iPAY CHANNEL

Unit: Million transactions



↑ 99.1%
yoy

Promote solutions to develop corporate segment toward an improvement in competitive edge and market share



NO. OF CORPORATES USING eFAST

Unit: Thousand customers

2025	312
1Q2026	357

↑ **12.6%** *ytd*

VALUE OF TRANSACTION VIA eFAST CHANNEL

Unit: VND, quadrillion

1Q2025	2.1
1Q2026	3.8

↑ **86%** *yoy*

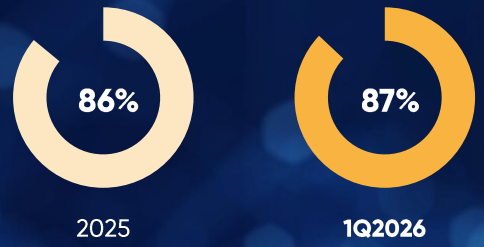
NO. OF TRANSACTION VIA eFAST CHANNEL

Unit: Thousand customers

1Q2025	17.3
1Q2026	24.9

↑ **44.3%** *yoy*

PROPORTION OF TRANSACTIONS VIA DIGITAL CHANNEL OF INSTITUTIONAL CUSTOMERS



Sustainability activities in VietinBank

IMPLEMENTATION ACTIVITIES

- Issued a financing product for self-producing, self-consuming rooftop solar power projects.
- Completed the signing of MOUs with 6 partners participating in the pilot implementation of a sustainable linked loan product.
- Discussed with MUFG on the financing structure for green projects using JICA funding.



STANDING SIDE-BY-SIDE WITH CORPORATES

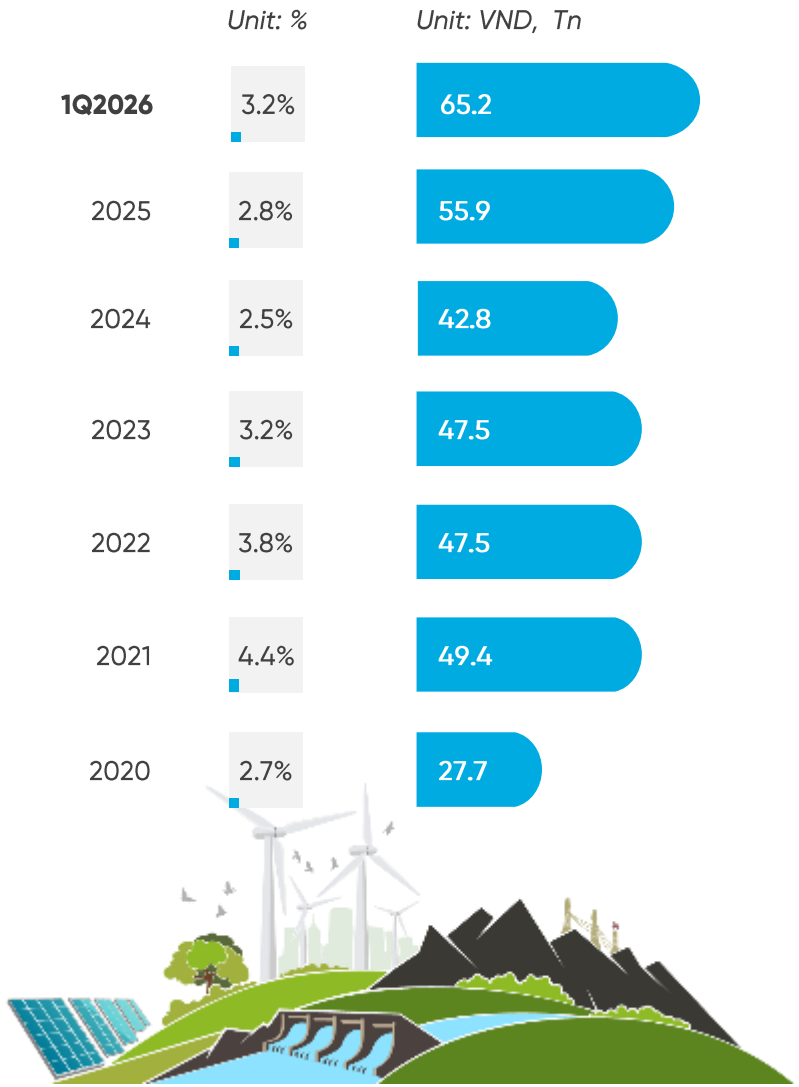
- VietinBank continued to launch **the GREEN UP Package worth VND 5,000 billion with preferential interest rates and fees.**
- **Pioneer in developing a comprehensive suite of sustainability products** , from capital mobilization, green credit ... to ESG advisory.

ESG PRACTICES

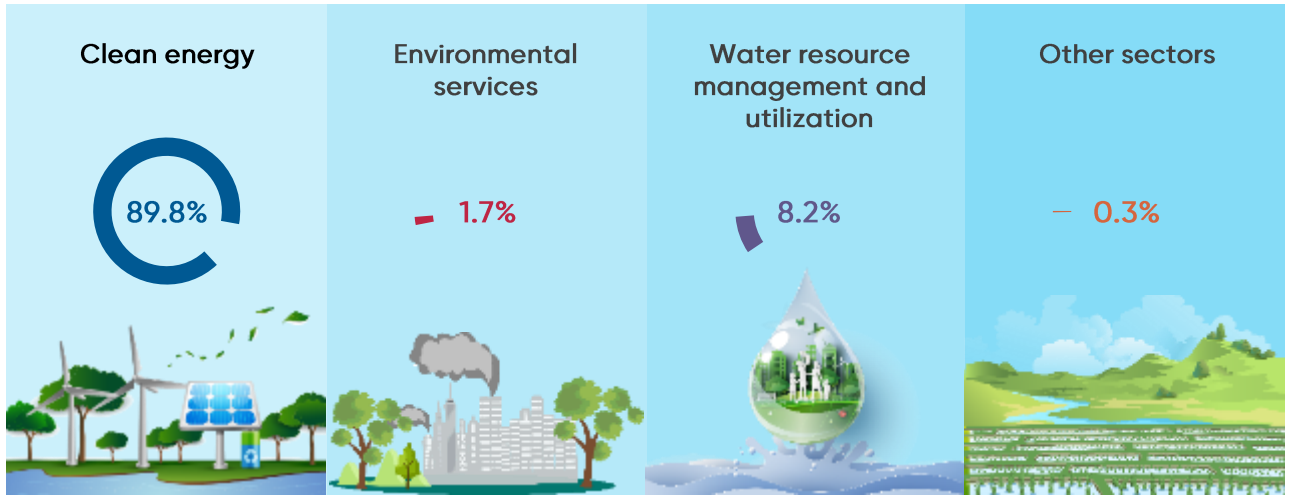
Take savings, anti-waste practices, enforce compliance with laws on environmental protection, pioneer in social welfare work; fulfill responsibilities to customers, shareholders, investors and employees...

Promote green, environmentally friendly projects towards sustainability

CREDIT FOR GREEN FINANCING OVER THE YEARS



CREDIT STRUCTURE FOR GREEN FINANCING IN 1Q2026 (*)



- The proportion of projects for green financing in VietinBank at the end of 1Q2026 reached **65.2 VND, Tn, up 16.7% yoy, contributing 3.2% of outstanding loans of VietinBank.**
- **Nearly 600 customers** have outstanding credit in sustainable development sectors.
- VietinBank has been listed in the VNSI index for **5 consecutive years** and in the Top 10 Sustainable Enterprises (CSI) for **3 times,** accomplished the Sustainable Finance Framework according to international practices.

*Note *: Data is based on the guidelines in Official Letter No. 2358/NHNN-TD dated March 30, 2026, from the SBV.*

Key highlights

SCALE METRICS

Total assets reached **2,924** VND, Tn, **up 5.7% ytd**.

Loan balance reached **2,028** VND, Tn, **up 1.8% ytd**, recording an increase in the corporate customers segments with a decrease in retail segment.

Customer deposits stood at **1,824** VND, Tn, **up 1.7% ytd**; in which CASA deposit reached **453** VND, Tn, CASA ratio was **24.9%**.

EFFICIENCY METRICS

TOI in 1Q2026 reached **25.1** VND, Tn, **up 22.7% yoy, Top in the banking industry.**

PBT in 1Q2026 touched **11.1** VND, Tn, **up 63.3% yoy, ranking Top 2 of the banking industry.**

ROE 1Q2026 improved than the same period in 2025, **reached 19.73%.**

QUALITY METRICS

NPL out of outstanding loans at the end of 1Q2026 stood at **1.02%**, lower than 2025 year-end due to tightly controlled credit quality.

The NPL coverage ratio was **167.2%**, continuing to strengthen the financial buffer for future banking operations.

Recovery from the recovery of written-off debts in 1Q2026 reached about **2.2** VND, Tn, **up 14.8% yoy**.



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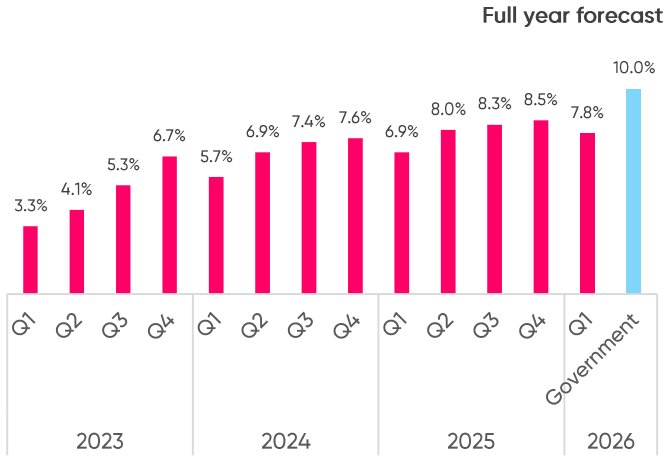
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Vietnam economy maintains growth momentum, among the group of high-growth economies

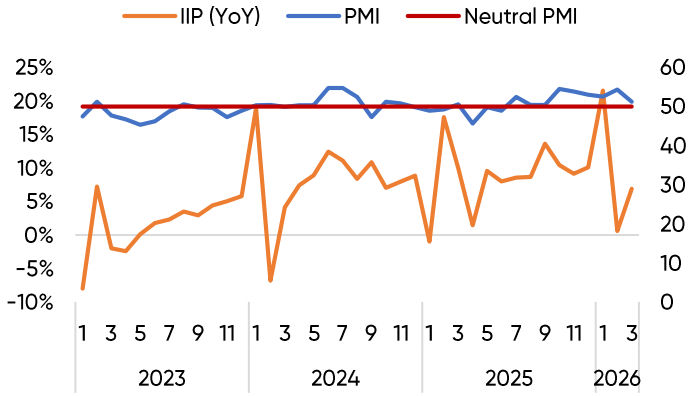
GDP GROWTH



GDP 1Q2026 **grew by 7.83% yoy** (1Q2025 gew 7.07%). The largest contributions to GDP growth in 1Q2026 came from the **service sector with 3.94 pp** (+8.18% yoy), **industry and construction with 3.45 pp** (+8.92% yoy), and **agriculture and forestry with 0.44 pp** (+3.58% yoy).

In the final months of 2026, the driving forces contributing to growth are expected to come from the processing and manufacturing industry; exports; electronics, textiles, metal production, etc. Alongside these positive aspects, some growth drivers are forecasted to be uneven and affected by external factors such as construction, transportation, accommodation & food services...

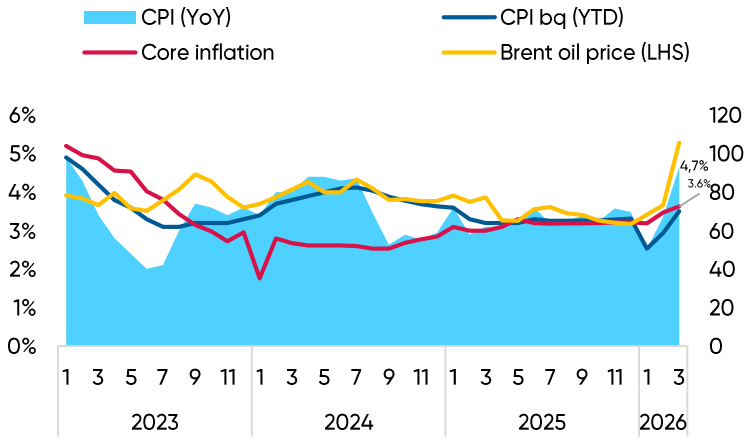
PMI & IIP INDEX



The manufacturing PMI for 1Q2026 remained **above 50 points**. The IIP for 1Q2026 **increased by 9% yoy** (1Q2025 rose 8.30%). The main driver was the **manufacturing sector (+9.7%).**

To achieve double-digit growth for the entire year of 2026, **the IIP needs to strive for even higher growth rates in the remaining quarters.** Growth drivers will come from public investment (railways, highways, airports, etc.), energy, and digital economic services.

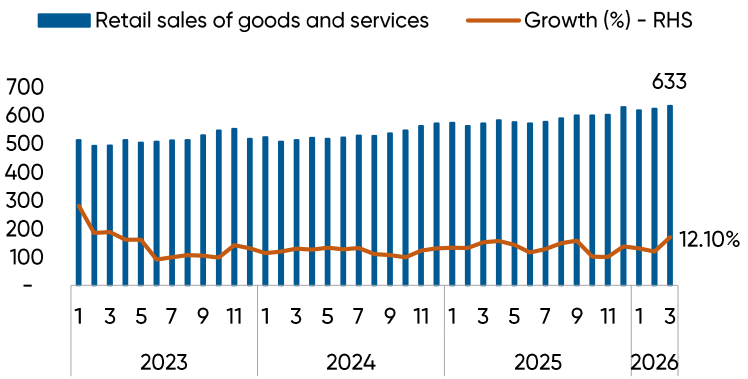
VIETNAM CPI AND WORLD OIL PRICE



CPI in March 2026 **increased by 4.65% yoy** (Nearly 100% of the CPI increase in March 2026 is due to the increase in gasoline prices). Overall for 1Q2026, CPI **increased by 3.51% yoy**; core inflation **increased by 3.63%.** Experts predict that **a 10% increase/decrease** in domestic gasoline prices will cause **the CPI to increase/decrease by 0.4-0.6 pp.** To keep inflation under control, the Government can support the economy and control inflation through solutions such as: ***(i)*** continuing to reduce import taxes on gasoline (already reduced to 0%), ***(ii)*** reducing environmental taxes (already reduced to 0%), and ***(iii)*** increasing subsidies even when the price stabilization fund is depleted (provisional advance from the state budget of 8,000 VND, Bn)

Vietnam economy maintains growth momentum, among the group of high-growth economies

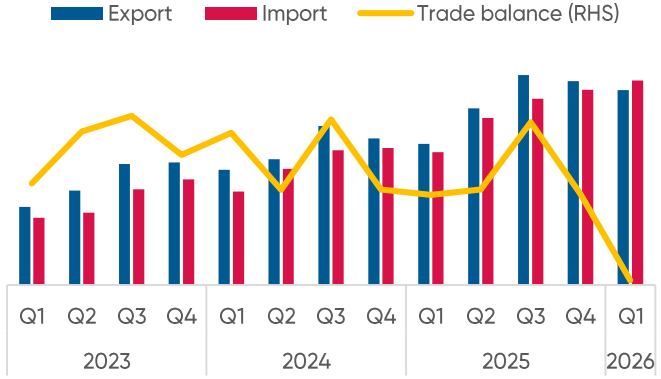
SALES OF RETAIL GOODS & SERVICES



Retail sales of goods and services in 1Q2026 **increased by 10.9% yoy,** only in March 2026 **increased by 12.1%, while the first two months of the Lunar New Year saw only a 7.9% increase.** Retail sales of goods and services (excluding inflation) in March 2026 increased by 7%, showing signs of recovery but remaining uncertain due to people's continued cautious spending habits, with low and middle-income groups focusing on increasing savings in the face of economic uncertainties, and a trend towards consuming more services rather than goods.

International visitors to Vietnam in 1Q2026 maintained a good growth rate, reaching **6.76 million people (+12.4% yoy).**

IMPORT – EXPORT AND TRADE BALANCE

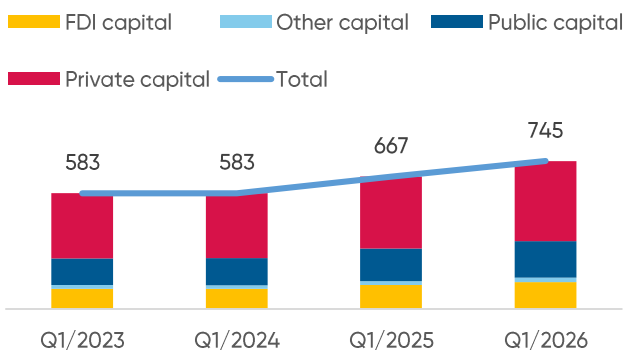


The trade balance for 1Q2026 recorded a **trade deficit of 3.64 USD, Bn** (mainly due to rising fuel costs and increased import demand from domestic businesses).

Exports reached **122.93 VND, Bn (+19.1% yoy),** while imports reached **126.57 VND, Bn (+27% yoy),** mainly consisting of computers, electronic components, and garments ... from FDI enterprises.

Export performance in the remaining quarters of 2026 is projected to be less pessimistic than previous assessments (US exports to the US are expected to grow by 24.3% yoy in 1Q2026, with more lenient tariff policies), but many challenges remain (weak exports to the EU due to increased costs, ASEAN facing competition from cheap goods from China, etc.).

REALIZED INVESTMENT CAPITAL



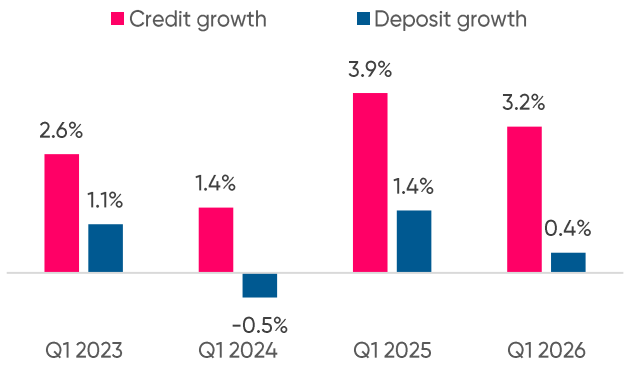
Registered FDI for 1Q2026 reached **15.2 USD, Bn** (+42.9% yoy). Realized FDI reached **5.41 USD, Bn** (+9.1% yoy) with the majority disbursed into manufacturing, energy, and real estate.

According to a report by the Ministry of Finance, by 31/03/2026, the disbursement of public investment capital for 2026 nationwide reached **11% of the plan** assigned by the Prime Minister, which is 1.2% higher than the same period in 2025 and approximately 30 VND, Tn higher in absolute terms.

Source: GSO, Ministry of Finance, World Bank, Fulbright, EIU, Ministry of Industry & Trade

Some assessments of monetary policy, interest rate developments, and exchange rates.

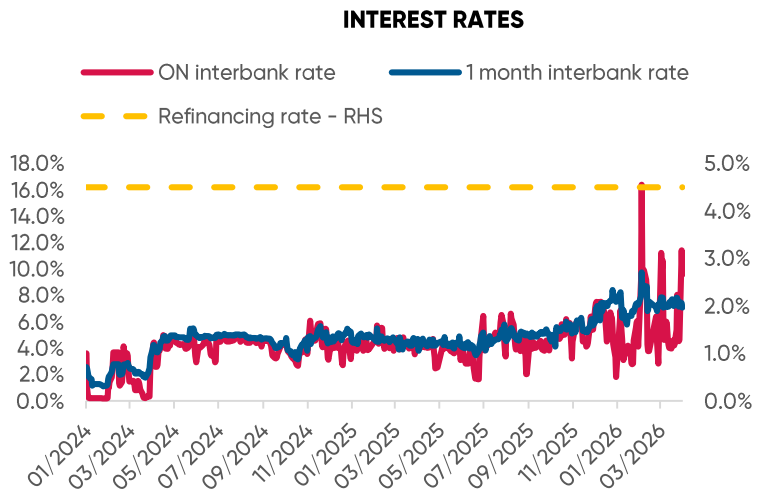
CREDIT AND FUNDING

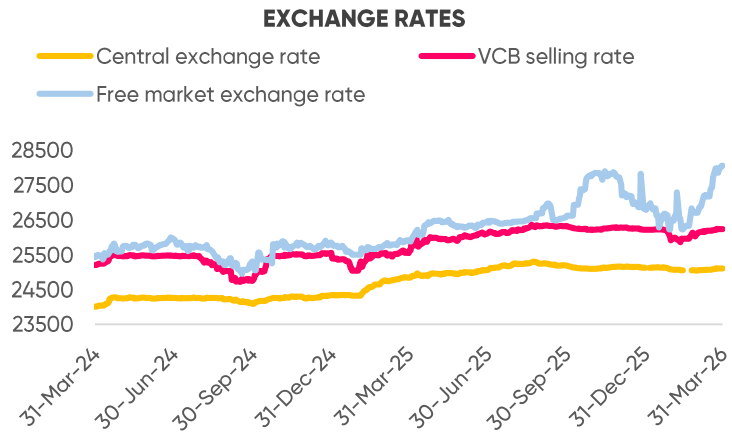


Source: SBV, GSO
Data on deposit growth in 1Q2026 as of 24/03/2026

- Credit growth in 1Q2026 remained strong (**+3.18% ytd)** compared to the average of recent years. The proactive disbursement from the beginning of the year significantly supported economic growth as directed by the Government.
- Market deposits increased by **0.4% ytd**, mainly due to deposits from economic organizations. **The gap between credit and deposits** continued to remain high, putting continued pressure on system liquidity.

MOVEMENT OF INTEREST RATES & EXCHANGE RATES





- The global economy continues to grow, but the recovery is uneven. The OECD's March 2026 report forecasts global GDP growth at 2.9%, the US at 2.0%, China at 4.4%, and the Eurozone at 0.8%; it also highlights the energy shock from the Middle East, which is driving inflation and dragging down growth. At its meeting on 18/3/2026, the Fed will maintain its target interest rate at 3.50–3.75% and may consider one rate cut in 2026.
- Interbank market liquidity showed signs of localized strain at certain times. Overnight interest rates fluctuated sharply in 1Q2026: a low of 2.78% (21/1/2026), a high of 16.39% (3/2/2026), and a closing rate of 9.57% (31/3/2026). Monthly averages were: January: 4.35%, February: 7.05%, March: 6.32%.
- Market 1 deposit rates increased relatively sharply, and the growth rate of funding sources was lower than that of credit across the entire industry.
- The increase in market 1 deposit rates has helped stabilize the VND/USD exchange rate. However, the impact of oil prices and the Middle East conflict, which strengthened the USD, exerted reverse pressure, causing the central exchange rate to increase by 2.16% compared to the beginning of the year. For the remaining months of 2026, the exchange rate will continue to face pressure due to the demand for imported petroleum products and the activities of domestic businesses (the trade deficit in 1Q2026 was 10.7 USD, Bn).

Monetary policy in 2026 is projected to be flexible, prioritizing macroeconomic stability and inflation control

System-wide credit growth is projected at **15% and may be adjusted based on the economy's funding needs.**

46 commercial banks are committed to controlling interest rates at reasonable levels to support production, business, and public investment. Lending interest rates for priority sectors are managed to maintain appropriate levels to support the economy.

Exchange rates in 2Q2026 are likely to remain as volatile as in 2025, before potentially cooling down towards the end of the year, primarily depending on the Middle East conflict situation; demand for foreign currency will remain under significant pressure.

Exports are expected to be more favorable than previously forecast, but challenges remain: demand from major economies (such as the US) is recovering, tariff developments are favorable to exporting countries, however, pessimistic consumer sentiment (especially in the Eurozone) and cheap Chinese goods will impact export activity in the remaining months.





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VietinBank continues to promote 05 strategic focuses in 2026



1 **DIVERSIFYING REVENUE AND ACHIEVING SUSTAINABLE GROWTH**
Sustainable growth, diversification of income sources, and boosting capital growth.

2 **BECOME THE MAIN BANK SERVING OUR KEY CUSTOMERS**
Focus on deeply engaging with customers, aiming to increase CASA and boost core service fee revenue.

3 **ENHANCE DIGITAL TRANSFORMATION AND SALES CHANNEL EFFICIENCY**
Identifying "digital channels as the primary channels," restructuring physical channels towards productivity.

4 **IMPROVING THE EFFICIENCY OF RISK MANAGEMENT AND DEBT RECOVERY**
Control credit quality and strengthen debt recovery in a proactive, disciplined, and digitalized manner.

5 **PROMOTING NEW BUSINESS INITIATIVES AND IMPROVING OPERATIONAL EFFICIENCY AT HEADQUARTERS**
Promoting innovation to generate new revenue streams, strengthening partnerships, and enhancing execution capabilities.

Business plan in 2026

INDICATORS (separate)	BUSINESS PLAN
Revenue	**179,673 VND, Bn**
PAT	**34,080 VND, Bn**
Return on equity	**17.95%**
NPL	**≤ 1.8%**
Group 5 loan ratio	**≤ 1.6%**





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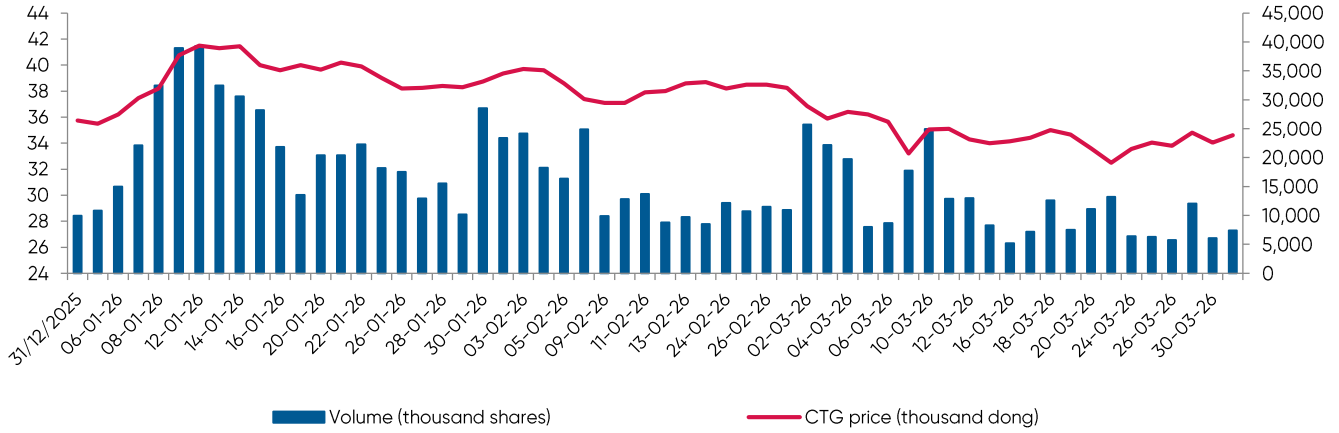
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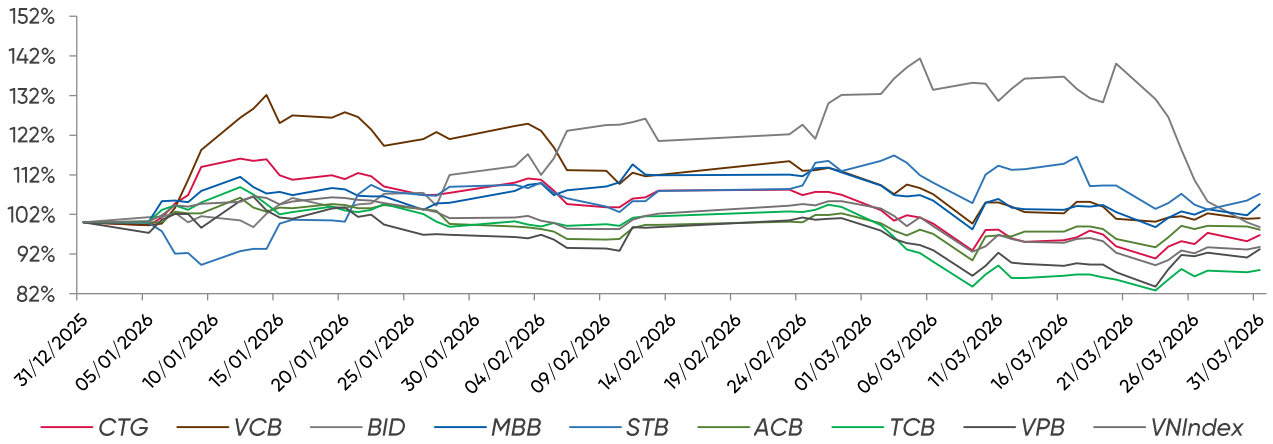
CTG stock performance

INDICATORS	VALUE
Adjusted closing price of the 1st trading session of 2026 (05/01/2026)	35,500 VND/share
Closing price of the last trading session of 1Q2026 (31/03/2026)	34,600 VND/share
Price fluctuations in 1Q2026	-900 VND (-2.54%)
Trading volume in 1Q2026	929,648,245 shares
Trading volume of foreign investors in 1Q2026	Net selling 15,528,200 shares
Foreign ownership (31/03/2026)	25.33%
Cumulative EPS	1,1148 VND/share
P/E	30.14x
BVPS (31/03/2026)	24,294 VND/share
P/B (31/03/2026)	1.42x

CTG STOCK PERFORMANCE



GROWTH OF VN-INDEX AND BANKING STOCKS



Balance sheet

Unit: VND, Bn

INDICATORS	2023 audited	2024 audited	2025 audited	1Q2025	1Q2026	1Q2026 vs. 2025	1Q2026 vs. 1Q2025
ASSETS							
Cash, gold and gemstones	9,760	11,148	12,583	11,518	12,296	-2.3%	6.8%
Balances with the State Bank of Vietnam ("SBV")	40,597	34,432	35,226	13,043	21,355	-39.4%	63.7%
Placements with and loans to other C.Is	279,842	378,483	476,488	406,579	600,736	26.1%	47.8%
Trading securities	2,488	2,799	2,942	3,067	3,580	21.7%	16.7%
Derivatives & other financial assets	0	0	228	0	0	-100.0%	0%
Loans to customers	1,473,345	1,721,955	1,992,273	1,800,459	2,028,495	1.8%	12.7%
Provision for credit losses of loans to customers	(27,773)	(36,664)	(34,810)	(38,269)	(34,436)	-1.1%	-10.0%
Investment securities	181,211	214,607	211,880	215,370	209,371	-1.2%	-2.8%
Long-term investments	3,426	3,934	4,428	4,071	4,515	2.0%	10.9%
Fixed assets	10,126	10,002	10,827	9,801	10,766	-0.6%	9.9%
Other assets	59,593	44,693	55,634	44,224	67,500	21.3%	52.6%
Total assets	**2,032,614**	**2,385,388**	**2,767,699**	**2,469,863**	**2,924,177**	5.7%	18.4%
LIABILITIES AND OWNERS' EQUITY							
Borrowings from the Government and the SBV	21,814	154,284	144,592	138,575	244,904	69.4%	76.7%
Deposits & borrowings from other credit institutions	304,322	276,141	417,724	309,039	462,376	10.7%	49.6%
Deposits from customers	1,410,899	1,606,317	1,793,732	1,621,227	1,824,177	1.7%	12.5%
Derivatives & other financial liabilities	556	391	0	0	0	0%	0%
Financing funds, entrusted funds & exposed funds	2,238	2,180	2,114	2,115	2,062	-2.4%	-2.5%
Valuable papers issued	115,376	151,678	174,030	203,356	149,265	-14.2%	-26.6%
Other liabilities	51,537	45,892	55,852	41,036	52,351	-6.3%	27.6%
Total liabilities	**1,906,742**	**2,236,883**	**2,588,044**	**2,315,881**	**2,735,485**	5.7%	18.1%
Capital	63,511	63,584	88,219	63,584	88,219	0.0%	38.7%
In which: Chartered capital	53,700	53,700	77,669	53,700	77,669	0.0%	44.6%
Reserves	19,044	25,317	31,654	25,314	31,661	0.0%	25.1%
Foreign exchange differences	87	243	363	230	431	18.8%	87.7%
Undistributed profit	42,369	58.390	58,213	63,803	67,132	15.3%	5.2%
Total owners' equity	**125,872**	**148,505**	**179,655**	**153,982**	**188,692**	5.0%	22.5%
Non-controlling interests	861	971	1.206	1,051	1,249	3.6%	18.9%
Total liabilities and owners' equity	**2,032,614**	**2,385,388**	**2.767.699**	**2,469,863**	**2,924,177**	5.7%	18.4%

Income statement

Unit: VND, Bn

Indicators	2023 audited	2024 audited	2025 audited	1Q2025	1Q2026	1Q2026 vs. 1Q2025
Interest and similar income	132,672	124,461	143,142	32,684	41.673	27.5%
Interest and similar expenses	(79,714)	(62,058)	(76,689)	(17,209)	(22,287)	29.5%
Net interest and similar income	**52,957**	**62,403**	**66,453**	**15,475**	**19,385**	25.3%
Fees and commission income	12,385	12,233	12,351	2,875	3,462	20.4%
Fees and commission expenses	(5,271)	(5,537)	(6,022)	(1,264)	(1,615)	27.8%
Net gain/(loss) from fees & commission income	7,114	6,696	6,329	1.611	1,847	14.7%
Net gain/(loss) from trading of foreign currencies	4,248	4,197	3,121	913	1,085	18.8%
Net gain/(loss) from securities held for trading	293	92	704	238	23	-90.3%
Net gain from investment securities	(154)	(288)	153	91	392	331.4%
Net gain from other activities	5,803	8,419	10,095	2,002	2,265	13.1%
Income from investments in other entities	287	391	440	123	105	-15.2%
Non-interest income	17,591	19,506	20,842	4,978	5,716	14.8%
Total operating income	**70,548**	**81,909**	**87,295**	**20,453**	**25,102**	22.7%
Operating expenses	(20,443)	(22,546)	(26,553)	(5,519)	(6,261)	13.4%
Net profit before provision for credit losses	**50,105**	**59,363**	**60,742**	**14,934**	**18,840**	26.2%
Provision expense for credit losses	(25,115)	(27,599)	(17,298)	(8,111)	(7,701)	-5.1%
Profit before tax	**24,990**	**31,764**	**43,444**	**6,823**	**11,139**	63.3%
Corporate income tax expense	(4,945)	(6,281)	(8,573)	(1,324)	(2,179)	64.6%
Profit after tax	**20,045**	**25,483**	**34,871**	**5,499**	**8,960**	62.9%
Non-controlling Interests	(141)	(134)	(267)	(81)	(43)	-46.5%
Owners' net profit after tax	**19,904**	**25,348**	**34,604**	**5,419**	**8,917**	64.6%

Calculations of financial indicators

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

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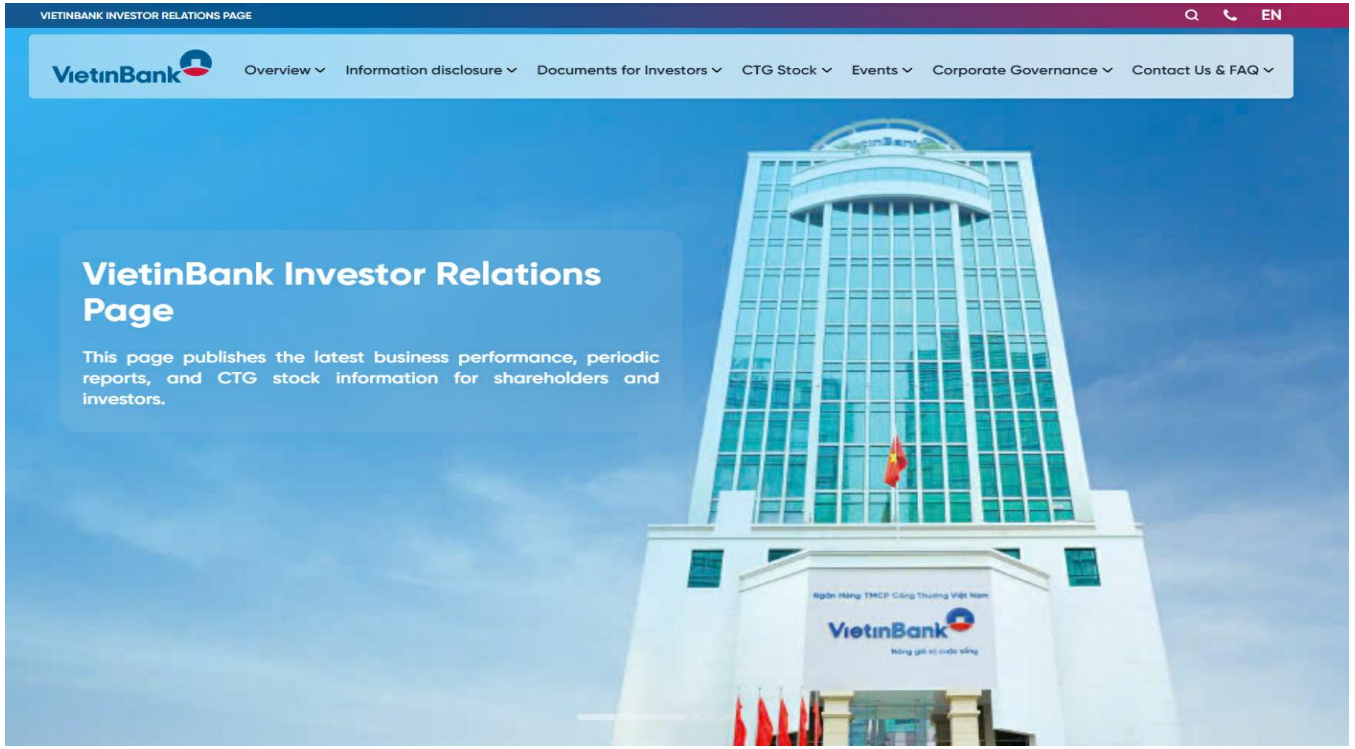
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Thank you!

