

**BALANCE SHEET (CONSOLIDATED)**

**Quarter I - 2020**

Unit: Million VND

No.	Items	As of end of the period	As of beginning of the year (audited figures)
	(1)	(2)	(3)
<b>A</b>	<b>ASSETS</b>		
<b>I</b>	<b>Cash, gold and gemstones</b>	<b>7,357,800</b>	<b>8,282,726</b>
<b>II</b>	<b>Balances with the State Bank of Vietnam ("SBV")</b>	<b>25,157,456</b>	<b>24,873,714</b>
<b>III</b>	<b>Placements with and loans to other credit institutions</b>	<b>126,351,102</b>	<b>129,388,518</b>
1	Placements with other credit institutions	121,607,273	123,084,758
2	Loans to other credit institutions	4,743,829	6,303,760
3	Provision for loans to other credit institutions	-	-
<b>IV</b>	<b>Trading securities</b>	<b>1,062,874</b>	<b>3,825,374</b>
1	Trading securities	1,402,836	4,051,245
2	Provision for impairment of trading securities	(339,962)	(225,871)
<b>V</b>	<b>Derivative financial instruments and other financial assets</b>	<b>-</b>	<b>469,712</b>
<b>VI</b>	<b>Loans and advances to customers</b>	<b>910,544,322</b>	<b>922,325,251</b>
1	Loans and advances to customers	923,623,069	935,270,945
2	Provision for credit losses	(13,078,747)	(12,945,694)
<b>VII</b>	<b>Investment securities</b>	<b>104,957,339</b>	<b>104,615,279</b>
1	Securities - available - for - sale	98,083,693	97,131,629
2	Securities - held - to - maturity	12,244,371	15,367,993
3	Provision for impairment of investment securities	(5,370,725)	(7,884,343)
<b>VIII</b>	<b>Long-term investments</b>	<b>3,444,235</b>	<b>3,282,709</b>
1	Investment in Subsidiaries	-	-
2	Investment in Joint ventures	3,203,573	3,018,057
3	Investment in associates	-	-
4	Other long-term investments	240,662	264,652
5	Provision for impairment of long-term investments	-	-
<b>IX</b>	<b>Fixed assets</b>	<b>11,009,239</b>	<b>10,996,975</b>
1	Tangible assets (a+b)	6,492,772	6,422,382
a	Cost	15,068,718	14,817,602
b	Accumulated depreciation	(8,575,946)	(8,395,220)
2	Intangible assets	4,516,467	4,574,593
a	Cost	6,301,949	6,302,326
b	Accumulated amortization	(1,785,482)	(1,727,733)

No.	Items	As of end of the period	As of beginning of the year (audited figures)
	(1)	(2)	(3)
<b>X</b>	<b>Other assets</b>	<b>32,767,176</b>	<b>32,651,217</b>
1	Receivables	22,185,142	22,349,498
2	Accrued interest and fee receivables	7,068,925	6,675,886
3	Other assets	3,524,186	3,636,910
	<i>In which: Goodwill</i>	-	-
4	Provisions for other assets	(11,077)	(11,077)
	<b>TOTAL ASSETS</b>	<b>1,222,651,543</b>	<b>1,240,711,475</b>
<b>B</b>	<b>LIABILITIES AND EQUITY</b>		
<b>I</b>	<b>Borrowings from the Government and the State Bank of Vietnam</b>	<b>64,983,557</b>	<b>70,602,893</b>
<b>II</b>	<b>Deposits and borrowings from other credit institutions</b>	<b>91,560,433</b>	<b>109,483,059</b>
1	Deposits from other credit institutions	72,272,867	82,538,040
2	Borrowings from other credit institutions	19,287,566	26,945,019
<b>III</b>	<b>Customer deposits</b>	<b>895,750,503</b>	<b>892,785,228</b>
<b>IV</b>	<b>Derivative financial instruments and other financial liabilities</b>	<b>150,870</b>	<b>-</b>
<b>V</b>	<b>Financing funds, entrusted funds, and exposed funds</b>	<b>5,812,081</b>	<b>5,775,899</b>
<b>VI</b>	<b>Valuable papers issued</b>	<b>57,066,368</b>	<b>57,066,353</b>
<b>VII</b>	<b>Other liabilities</b>	<b>28,516,497</b>	<b>27,643,225</b>
1	Accrued interest and fee payables	18,700,585	17,835,374
2	Deferred Tax Payables	-	-
3	Other payables and debts	9,337,604	9,322,163
4	Provision for contingent liabilities and off-balance sheet commitments	478,308	485,688
	<b>TOTAL LIABILITIES</b>	<b>1,143,840,309</b>	<b>1,163,356,657</b>
<b>VIII</b>	<b>OWNER'S EQUITY AND FUNDS</b>	<b>78,811,234</b>	<b>77,354,818</b>
1	Capital	46,724,637	46,724,637
<i>a</i>	<i>Chartered capital</i>	<i>37,234,046</i>	<i>37,234,046</i>
<i>b</i>	<i>Capital to purchase fixed assets</i>	-	-
<i>c</i>	<i>Capital surplus</i>	<i>8,974,683</i>	<i>8,974,683</i>
<i>d</i>	<i>Registered shares</i>	-	-
<i>e</i>	<i>Preferred shares</i>	-	-
<i>g</i>	<i>Other capital</i>	<i>515,908</i>	<i>515,908</i>
2	Reserves	9,605,683	9,610,061
3	Foreign exchange translation reserve	641,684	626,014
4	Difference from assets revaluation	-	-
5	Undistributed profit	21,287,557	19,832,683
<b>IX</b>	<b>Minority Interest</b>	<b>551,673</b>	<b>561,423</b>
	<b>TOTAL LIABILITIES AND OWNER'S EQUITY</b>	<b>1,222,651,543</b>	<b>1,240,711,475</b>

**OFF-BALANCE SHEET ITEMS**

No.	Items	As of end of the period	As of beginning of the year (audited figures)
1	Credit guarantees	540,683	526,118
2	Foreign exchange transactions commitments	325,979,426	190,185,460
	<i>Buying FX commitments</i>	<i>11,507,839</i>	<i>4,525,641</i>
	<i>Selling FX commitments</i>	<i>11,730,313</i>	<i>4,741,892</i>
	<i>Swap commitments</i>	<i>302,741,274</i>	<i>180,917,927</i>
	<i>Future commitments</i>	-	-
3	Irrevocable loan commitments	-	-
4	Letters of credit	37,056,793	34,487,895
5	Other guarantees	48,198,096	51,550,780
6	Other commitments	25,475,425	20,798,816

*Hanoi, April 24<sup>th</sup>, 2020*

**Prepared by**

**Chief Accountant**

**On behalf of the General Director  
Deputy General Director**

(signed)

(signed)

*(signed and sealed)*

Ngo Xuan Hai

Nguyen Hai Hung

Nguyen Hong Van

**INCOME STATEMENT (CONSOLIDATED)**

**Quarter I - 2020**

Unit: Million VND

No.	Items	Quarter IV		Accumulated since beginning of Year until end of this Quarter	
		THIS YEAR	PREVIOUS YEAR	THIS YEAR	PREVIOUS YEAR
	(1)	(2)	(3)	(4)	(5)
1	Interest and similar income	21,511,509	19,658,596	21,511,509	19,658,596
2	Interest and similar expenses	(13,093,071)	(11,708,960)	(13,093,071)	(11,708,960)
<b>I</b>	<b>Net interest and similar income</b>	<b>8,418,438</b>	<b>7,949,636</b>	<b>8,418,438</b>	<b>7,949,636</b>
3	Fees and commission income	1,924,473	1,705,592	1,924,473	1,705,592
4	Fees and commission expenses	(865,447)	(736,267)	(865,447)	(736,267)
<b>II</b>	<b>Net gain from fees and commission income</b>	<b>1,059,026</b>	<b>969,325</b>	<b>1,059,026</b>	<b>969,325</b>
<b>III</b>	<b>Net gain from dealing in foreign currencies</b>	<b>393,086</b>	<b>414,492</b>	<b>393,086</b>	<b>414,492</b>
<b>IV</b>	<b>Net gain from trading securities</b>	<b>263,099</b>	<b>131,167</b>	<b>263,099</b>	<b>131,167</b>
<b>V</b>	<b>Net gain/(loss) from investment securities</b>	<b>164,620</b>	<b>(82,928)</b>	<b>164,620</b>	<b>(82,928)</b>
5	Other operating income	428,781	406,494	428,781	406,494
6	Other operating expense	(153,401)	(257,074)	(153,401)	(257,074)
<b>VI</b>	<b>Net gain from other operating activities</b>	<b>275,380</b>	<b>149,420</b>	<b>275,380</b>	<b>149,420</b>
<b>VII</b>	<b>Net share of profit in associates and joint ventures and dividend income</b>	<b>111,118</b>	<b>101,155</b>	<b>111,118</b>	<b>101,155</b>
<b>VIII</b>	<b>Operating expenses</b>	<b>(3,317,572)</b>	<b>(3,237,794)</b>	<b>(3,317,572)</b>	<b>(3,237,794)</b>
<b>IX</b>	<b>Net profit before provision for credit losses</b>	<b>7,367,195</b>	<b>6,394,473</b>	<b>7,367,195</b>	<b>6,394,473</b>
<b>X</b>	<b>Provision of credit losses</b>	<b>(4,392,768)</b>	<b>(3,241,532)</b>	<b>(4,392,768)</b>	<b>(3,241,532)</b>
<b>XI</b>	<b>Profit before tax</b>	<b>2,974,427</b>	<b>3,152,941</b>	<b>2,974,427</b>	<b>3,152,941</b>
7	Current enterprise income tax	(595,321)	(602,724)	(595,321)	(602,724)
8	Deferred enterprise income tax	25,611	(11,133)	25,611	(11,133)

No.	Items	Quarter IV		Accumulated since beginning of Year until end of this Quarter	
		THIS YEAR	PREVIOUS YEAR	THIS YEAR	PREVIOUS YEAR
	(1)	(2)	(3)	(4)	(5)
XII	Corporate income tax	(569,710)	(613,857)	(569,710)	(613,857)
XIII	Profit after tax	2,404,717	2,539,084	2,404,717	2,539,084
XIV	Minority Interest	9,749	(10,883)	9,749	(10,883)
XV	Shareholders' Earnings	2,414,466	2,528,201	2,414,466	2,528,201

Hanoi, April 24<sup>th</sup>, 2020

Prepared by

Chief Accountant

On behalf of the General Director  
Deputy General Director

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Ngo Xuan Hai

Nguyen Hai Hung

Nguyen Hong Van

**CASH FLOW STATEMENT (CONSOLIDATED)**  
**(Direct Method)**  
**Quarter I - 2020**

*Unit: Million VND*

No	Items	This period (from 01/01/2020 to 31/03/2020)	Previous period (from 01/01/2019 to 31/03/2019)
<b>Cash flow from operating activities</b>			
1	Interest and similar income	20,932,962	19,658,178
2	Interest and similar expenses	(12,231,214)	(11,360,357)
3	Income from services	1,090,700	1,041,412
4	Net gain from trading (foreign currencies, gold, securities)	1,314,413	1,213,870
5	Other income (expenses)	110,748	(123,988)
6	Receipts from debts written-off or paid off by risk fund	296,389	221,463
7	Payment to employees and for operating management	(4,032,175)	(3,019,964)
8	Corporate income tax paid	(630,432)	(43,747)
<b>Net cash flow from operating profit before movements in operating assets and working capital</b>		<b>6,851,391</b>	<b>7,586,867</b>
<b>Movements in operating assets</b>		<b>12,416,414</b>	<b>5,303,528</b>
9	(Increase)/decrease in placements with and loans to other Financial Institutions	1,679,841	1,360,441
10	(Increase)/decrease in trading securities	5,719,509	3,358,281
11	(Increase)/decrease in derivatives financial instruments and other financial assets	469,712	(36,779)
12	(Increase)/decrease in loans and advances to customers	14,532,140	3,335,657
13	Decrease in provision to write off bad debts	(6,018,467)	-
14	(Increase)/decrease in other operating assets	(3,966,321)	(2,714,072)
<b>Movements in operating liabilities</b>		<b>(21,033,688)</b>	<b>(22,030,358)</b>
15	Increase/(decrease) in borrowings from Government and SBV	(5,619,336)	(4,551,939)
16	Increase/(decrease) in deposits and loans from other credit institutions	(17,922,626)	(15,617,195)
17	Increase/(decrease) in customer deposits	2,965,275	(1,203,569)
18	Increase/(decrease) in valuable papers issued (except for valuable papers from financial activities)	15	-
19	Increase/(decrease) in grants, trusted funds and borrowing at risk of credit institution	36,182	(27,383)
20	Increase/(decrease) in derivatives and other financial liabilities	150,870	-
21	Increasing/(decrease) in other liabilities	(644,068)	(630,272)
22	Cash outflow from reserves of the credit institution	-	-
<b>I</b>	<b>Net cash flows (used in)/from operating activities</b>	<b>(1,765,883)</b>	<b>(9,139,963)</b>
<b>Cash flow from investing activities</b>			
1	Acquisition of fixed assets	(276,246)	(187,876)

No	Items	This period (from 01/01/2020 to 31/03/2020)	Previous period (from 01/01/2019 to 31/03/2019)
2	Proceeds from disposal of fixed assets	354	967
3	Expenses from disposal of fixed assets	(44)	(495)
4	Investment in real estates	-	-
5	Proceeds from disposal of investment real estates	-	-
6	Expenses from disposal of investment real estates	-	-
7	Additional equity investments in associates and joint ventures	-	-
8	Receipts from equity investment in associates and joint ventures	23,990	-
9	Dividend and profits from long term investments	2,385	3,200
<b>II</b>	<b>Net cash flows (used)/from investing activities</b>	<b>(249,561)</b>	<b>(184,204)</b>
<b>Cash flow from financial activities</b>			
1	Increase in chartered capital from contribution and/or issuing stocks	-	-
2	Receipt from issuing long term valuable papers qualified as owners' capital and other long term borrowings	-	-
3	Payments for issued long term valuable papers qualified as owners' capital and other long term borrowings	-	-
4	Dividend paid	-	-
5	Payments for purchases of treasury shares	-	-
6	Receipt from selling treasury shares	-	-
<b>III</b>	<b>Net cash flows (used)/from financial activities</b>	<b>-</b>	<b>-</b>
<b>IV</b>	<b>Net cash flow of the period</b>	<b>(2,015,444)</b>	<b>(9,324,167)</b>
<b>V</b>	<b>Cash and cash equivalents at the beginning of the period</b>	<b>155,046,744</b>	<b>155,544,719</b>
<b>VI</b>	<b>Adjustment for impact of changes in foreign exchange rate</b>	<b>16,685</b>	<b>117,133</b>
<b>VII</b>	<b>Cash and cash equivalents at the end of the period</b>	<b>153,047,985</b>	<b>146,337,685</b>

Hanoi, April 24<sup>th</sup>, 2020

Prepared by

Chief Accountant

On behalf of the General Director  
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