

**BALANCE SHEET (NON-CONSOLIDATED)**

**Quarter I - 2023**

*Unit: Million VND*

| No.         | Items  | As of 31/03/2023     | As of 31/12/2022<br>(audited figures) |
|-------------|--|----------------------|---------------------------------------|
|             | (1)  | (2)                  | (3)                                   |
| <b>A</b>    | <b>ASSETS</b>  |                      |                                       |
| <b>I</b>    | <b>Cash, gold and gemstones</b>                                    | <b>10,313,377</b>    | <b>10,940,803</b>                     |
| <b>II</b>   | <b>Balances with the State Bank of Vietnam ("SBV")</b>             | <b>22,479,226</b>    | <b>29,726,607</b>                     |
| <b>III</b>  | <b>Placements with and loans to other credit institutions</b>      | <b>204,796,344</b>   | <b>241,389,033</b>                    |
| 1           | Placements with other credit institutions                          | 190,683,113          | 223,981,711                           |
| 2           | Loans to other credit institutions                                 | 14,113,231           | 17,407,322                            |
| 3           | Provision for loans to other credit institutions                   | -                    | -                                     |
| <b>IV</b>   | <b>Derivative financial instruments and other financial assets</b> | <b>2,174,340</b>     | <b>3,077,852</b>                      |
| <b>V</b>    | <b>Loans and advances to customers</b>                             | <b>1,292,955,665</b> | <b>1,234,635,168</b>                  |
| 1           | Loans and advances to customers                                    | 1,322,190,373        | 1,264,176,643                         |
| 2           | Provision for credit losses  | (29,234,708)         | (29,541,475)                          |
| <b>VI</b>   | <b>Investment securities</b>                                       | <b>197,816,745</b>   | <b>177,796,158</b>                    |
| 1           | Securities - available-for-sale                                    | 196,284,351          | 176,271,031                           |
| 2           | Securities - held-to-maturity                                      | 1,586,778            | 1,586,778                             |
| 3           | Provision for impairment of investment securities                  | (54,384)             | (61,651)                              |
| <b>VII</b>  | <b>Long-term investments</b>                                       | <b>5,551,782</b>     | <b>5,551,782</b>                      |
| 1           | Investment in Subsidiaries   | 3,840,032            | 3,840,032                             |
| 2           | Investment in Joint ventures                                       | 1,688,788            | 1,688,788                             |
| 3           | Other long-term investments  | 22,962               | 22,962                                |
| <b>VIII</b> | <b>Fixed assets</b>  | <b>9,839,453</b>     | <b>9,978,145</b>                      |
| 1           | Tangible assets  | 5,825,190            | 5,901,915                             |
| <i>a</i>    | <i>Cost</i>  | <i>15,961,879</i>    | <i>15,879,268</i>                     |
| <i>b</i>    | <i>Accumulated depreciation</i>                                    | <i>(10,136,689)</i>  | <i>(9,977,353)</i>                    |
| 2           | Intangible assets  | 4,014,263            | 4,076,230                             |
| <i>a</i>    | <i>Cost</i>  | <i>6,643,997</i>     | <i>6,642,707</i>                      |
| <i>b</i>    | <i>Accumulated amortization</i>                                    | <i>(2,629,734)</i>   | <i>(2,566,477)</i>                    |
| <b>IX</b>   | <b>Other assets</b>  | <b>60,423,548</b>    | <b>80,144,803</b>                     |
| 1           | Receivables  | 44,540,155           | 65,208,103                            |
| 2           | Accrued interest and fee receivables                               | 13,127,767           | 12,129,744                            |
| 3           | Other assets   | 2,785,960            | 2,837,290                             |
| 4           | Provisions for other assets  | (30,334)             | (30,334)                              |
|             | <b>TOTAL ASSETS</b>  | <b>1,806,350,480</b> | <b>1,793,240,351</b>                  |
| <b>B</b>    | <b>LIABILITIES AND EQUITY</b>                                      |                      |                                       |

| No.        | Items   | As of 31/03/2023     | As of 31/12/2022<br>(audited figures) |
|------------|---|----------------------|---------------------------------------|
|            | (1)   | (2)                  | (3)                                   |
| <b>I</b>   | <b>Borrowings from the Government and the State Bank of Vietnam</b>       | <b>100,058,595</b>   | <b>104,779,302</b>                    |
| 1          | Deposits and borrowings from the Government and the State Bank of Vietnam | 100,058,595          | 104,779,302                           |
| <b>II</b>  | <b>Deposits and borrowings from other credit institutions</b>             | <b>169,487,705</b>   | <b>203,706,765</b>                    |
| 1          | Deposits from other credit institutions                                   | 120,880,344          | 138,777,306                           |
| 2          | Borrowings from other credit institutions                                 | 48,607,361           | 64,929,459                            |
| <b>III</b> | <b>Customer deposits</b>  | <b>1,270,532,395</b> | <b>1,247,162,170</b>                  |
| <b>IV</b>  | <b>Financing funds, entrusted funds, and exposed funds</b>                | <b>2,318,712</b>     | <b>2,392,201</b>                      |
| <b>V</b>   | <b>Valuable papers issued</b>   | <b>111,592,448</b>   | <b>91,370,419</b>                     |
| <b>VI</b>  | <b>Other liabilities</b>  | <b>43,375,903</b>    | <b>39,352,882</b>                     |
| 1          | Accrued interest and fee payables   | 25,570,084           | 21,180,448                            |
| 2          | Other payables and debts  | 17,805,819           | 18,172,434                            |
|            | <b>TOTAL LIABILITIES</b>  | <b>1,697,365,758</b> | <b>1,688,763,739</b>                  |
| <b>VII</b> | <b>OWNER'S EQUITY AND FUNDS</b>   | <b>108,984,722</b>   | <b>104,476,612</b>                    |
| 1          | Capital   | 57,027,333           | 57,027,333                            |
| <i>a</i>   | <i>Chartered capital</i>  | <i>48,057,506</i>    | <i>48,057,506</i>                     |
| <i>b</i>   | <i>Capital to purchase fixed assets</i>                                   | -                    | -                                     |
| <i>c</i>   | <i>Capital surplus</i>  | 8,969,827            | 8,969,827                             |
| <i>d</i>   | <i>Treasury shares</i>  | -                    | -                                     |
| <i>e</i>   | <i>Preferred shares</i>   | -                    | -                                     |
| <i>g</i>   | <i>Other capital</i>  | -                    | -                                     |
| 2          | Reserves  | 15,690,243           | 15,690,243                            |
| 3          | Foreign exchange translation reserve                                      | -                    | -                                     |
| 4          | Difference from assets revaluation  | -                    | -                                     |
| 5          | Undistributed profit  | 36,267,146           | 31,759,036                            |
|            | <b>TOTAL LIABILITIES AND OWNER'S EQUITY</b>                               | <b>1,806,350,480</b> | <b>1,793,240,351</b>                  |

**OFF-BALANCE SHEET ITEMS**

| No. | Items   | As of 31/03/2023 | As of 31/12/2022<br>(audited figures) |
|-----|---|------------------|---------------------------------------|
| 1   | Credit guarantees   | 6,393,580        | 7,692,271                             |
| 2   | Foreign exchange transactions commitments                       | 455,545,314      | 258,304,665                           |
|     | <i>Buying FX commitments</i>                                    | 6,470,810        | 1,687,501                             |
|     | <i>Selling FX commitments</i>                                   | 6,685,452        | 1,903,759                             |
|     | <i>Swap commitments</i>   | 442,389,052      | 254,713,405                           |
| 3   | Letters of credit commitments                                   | 63,555,206       | 73,681,669                            |
| 4   | Other guarantees  | 75,032,532       | 78,201,955                            |
| 5   | Other commitments   | 64,442,921       | 52,300,321                            |
| 6   | Loan interest and fees receivable which have not been collected | 8,833,645        | 8,341,331                             |
| 7   | Written-off bad debts   | 125,346,304      | 116,480,493                           |
| 8   | Assets and other documents                                      | 131,123,331      | 101,995,068                           |

*Hanoi, April 28<sup>th</sup>, 2023*

**Prepared by**

**Chief Accountant**

**Deputy General Director**

*(signed)*

*(signed)*

*(signed and sealed)*

**Tran Thi Thu Huong**

**Nguyen Hai Hung**

**Nguyen Tran Manh Trung**

**INCOME STATEMENT (NON-CONSOLIDATED)**

**Quarter I - 2023**

*Unit: Million VND*

| No.  | Items  | Quarter I         |                  | 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  | 32,377,945        | 21,833,090       | 32,377,945  | 21,833,090       |
| 2    | Interest and similar expenses  | 19,965,486        | 11,902,515       | 19,965,486  | 11,902,515       |
| I    | <b>Net interest income</b>   | <b>12,412,459</b> | <b>9,930,575</b> | <b>12,412,459</b>   | <b>9,930,575</b> |
| 3    | Income from services   | 2,520,764         | 1,575,664        | 2,520,764   | 1,575,664        |
| 4    | Expenses on services   | 807,492           | 551,854          | 807,492   | 551,854          |
| II   | <b>Net profit from services</b>  | <b>1,713,272</b>  | <b>1,023,810</b> | <b>1,713,272</b>  | <b>1,023,810</b> |
| III  | <b>Net gain from dealing in foreign currencies</b>                           | <b>1,178,965</b>  | <b>775,959</b>   | <b>1,178,965</b>  | <b>775,959</b>   |
| IV   | <b>Net gain/(loss) from trading securities</b>                               | -                 | (23,613)         | -   | (23,613)         |
| V    | <b>Net gain/(loss) from investment securities</b>                            | <b>6,437</b>      | <b>(198,343)</b> | <b>6,437</b>  | <b>(198,343)</b> |
| 5    | Other operating income   | 1,149,323         | 2,051,039        | 1,149,323   | 2,051,039        |
| 6    | Other operating expense  | 150,759           | 146,812          | 150,759   | 146,812          |
| VI   | <b>Net gain from other operating activities</b>                              | <b>998,564</b>    | <b>1,904,227</b> | <b>998,564</b>  | <b>1,904,227</b> |
| VII  | <b>Income from capital contribution, equity investments</b>                  | <b>30,141</b>     | <b>26,157</b>    | <b>30,141</b>   | <b>26,157</b>    |
| VIII | <b>Operating expenses</b>  | <b>4,015,136</b>  | <b>3,617,300</b> | <b>4,015,136</b>  | <b>3,617,300</b> |
| IX   | <b>Net profit from operating activities before credit provision expenses</b> | <b>12,324,702</b> | <b>9,821,108</b> | <b>12,324,702</b>   | <b>9,821,108</b> |
| X    | <b>Provision expenses for credit losses</b>                                  | <b>6,710,392</b>  | <b>4,419,895</b> | <b>6,710,392</b>  | <b>4,419,895</b> |
| XI   | <b>Profit before tax</b>   | <b>5,614,310</b>  | <b>5,401,213</b> | <b>5,614,310</b>  | <b>5,401,213</b> |
| 7    | Current corporate income tax   | 1,114,785         | 1,071,453        | 1,114,785   | 1,071,453        |

| No.  | Items                | Quarter I |               | 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 | 1,114,785 | 1,071,453     | 1,114,785   | 1,071,453     |
| XIII | Profit after tax     | 4,499,525 | 4,329,760     | 4,499,525   | 4,329,760     |

Hanoi, April 28<sup>th</sup>, 2023

Prepared by

Chief Accountant

Deputy General Director

(signed)

(signed)

(signed and sealed)

Tran Thi Thu Huong

Nguyen Hai Hung

Nguyen Tran Manh Trung

**CASH FLOW STATEMENT (NON-CONSOLIDATED)**  
**(Direct Method)**

**Quarter I - 2023**

*Unit: Million VND*

| No.   | Items  | This period<br>(from 01/01/2023<br>to 31/03/2023) | Previous period<br>(from 01/01/2022<br>to 31/03/2022) |
|---|--|---|---|
| <b>Cash flow from operating activities</b>  |  |   |   |
| 1   | Interest and similar income received   | 31,274,898  | 21,202,501  |
| 2   | Interest and similar expenses paid   | (15,583,202)                                      | (9,705,063)   |
| 3   | Income received from services  | 1,576,874   | (2,164,445)   |
| 4   | Net gain from trading (foreign currencies, gold, securities)   | 1,272,463   | 637,057   |
| 5   | Other income/(expenses)  | 108,269   | 912,674   |
| 6   | Receipts from bad debts written-off or compensated by provision for credit losses                    | 641,778   | 939,258   |
| 7   | Payment to employees and for operating management  | (4,758,165)                                       | (4,037,442)   |
| 8   | Corporate income tax paid  | (2,932,264)                                       | (653,856)   |
| <b>Net cash flow from operating profit before movements in operating assets and working capital</b> |  | <b>11,600,651</b>                                 | <b>7,130,684</b>                                      |
| <b>Movements in operating assets</b>  |  | <b>(31,501,840)</b>                               | <b>(122,733,124)</b>                                  |
| 9   | (Increase)/decrease in placements with and loans to other Financial Institutions                     | 29,944,766  | (10,814,836)  |
| 10  | (Increase)/decrease in trading securities  | (18,013,320)                                      | (6,537,017)   |
| 11  | (Increase)/decrease in financial instruments derivatives and other financial assets                  | 903,512   | (1,874,346)   |
| 12  | (Increase)/decrease in loans to customers  | (58,013,730)                                      | (98,740,158)  |
| 13  | Decrease in provision for compensation of credit losses  | (7,017,159)                                       | -   |
| 14  | (Increase)/decrease in other operating assets  | 20,694,091  | (4,766,767)   |
| <b>Movements in operating liabilities</b>   |  | <b>7,409,692</b>                                  | <b>130,833,777</b>                                    |
| 15  | Increase/(decrease) in borrowings from Government and SBV  | (4,720,707)                                       | 17,950,261  |
| 16  | Increase/(decrease) in deposits and loans from other credit institutions                             | (34,219,060)                                      | 55,642,895  |
| 17  | Increase/(decrease) in customer deposits   | 23,370,225  | 50,481,686  |
| 18  | Increase/(decrease) in valuable papers issued (except for valuable papers from financial activities) | 20,222,029  | 3,400,000   |
| 19  | Increase/(decrease) in grants, trusted funds and borrowing at risk of credit institution             | (73,489)  | (70,497)  |
| 20  | Increase/(decrease) in financial instruments derivatives and other financial liabilities             | -   | -   |
| 21  | Increasing/(decrease) in other operating liabilities   | 2,830,694   | 3,429,432   |
| 22  | Cash outflow from reserves of the credit institution   | -   | -   |

| No.        | Items   | This period<br>(from 01/01/2023<br>to 31/03/2023) | Previous period<br>(from 01/01/2022<br>to 31/03/2022) |
|------------|---|---|---|
| <b>I</b>   | <b>Net cash flows generated by operating activities</b>   | <b>(12,491,497)</b>                               | <b>15,231,337</b>                                     |
|            | <b>Cash flow from investing activities</b>  |   |   |
| 1          | Acquisition of fixed assets   | (62,189)  | (80,303)  |
| 2          | Proceeds from sales, disposal of fixed assets   | 936   | 1,630   |
| 3          | Expenses from sales, disposal of fixed assets   | (121)   | (252)   |
| 4          | Investment in real estates  | -   | -   |
| 5          | Proceeds from sales, disposal of real estates investment  | -   | -   |
| 6          | Expenses from sales, disposal of real estates investment  | -   | -   |
| 7          | Expenses on investments, capital contribution to other entities (buy subsidiaries, contribute capital to joint ventures, associates, and other long-term investments)                   | -   | -   |
| 8          | Proceeds from investments, capital contribution to other entities (sales, liquidation of subsidiaries, capital contribution to joint ventures, associates, other long-term investments) | -   | -   |
| 9          | Dividend and profits from long term investments   | 30,141  | 26,157  |
| <b>II</b>  | <b>Net cash flows generated by investing activities</b>   | <b>(31,233)</b>                                   | <b>(52,768)</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   | -   | (3,844,600)   |
| 5          | Payments for purchases of treasury shares   | -   | -   |
| 6          | Receipt from selling treasury shares  | -   | -   |
| <b>III</b> | <b>Net cash flows generated by financial activities</b>   | <b>-</b>  | <b>(3,844,600)</b>                                    |
| <b>IV</b>  | <b>Net cash flow of the period</b>  | <b>(12,522,730)</b>                               | <b>11,333,969</b>                                     |
| <b>V</b>   | <b>Cash and cash equivalents at the beginning of the period</b>   | <b>245,998,446</b>                                | <b>165,405,551</b>                                    |
| <b>VI</b>  | <b>Adjustment for impact of changes in foreign exchange rate</b>  | <b>-</b>  | <b>-</b>  |
| <b>VII</b> | <b>Cash and cash equivalents at the end of the period</b>   | <b>233,475,716</b>                                | <b>176,739,520</b>                                    |

Hanoi, April 28<sup>th</sup>, 2023

Prepared by

(signed)

Chief Accountant

(signed)

Deputy General Director

(signed and sealed)

Tran Thi Thu Huong

Nguyen Hai Hung

Nguyen Tran Manh Trung