

## BALANCE SHEET (NON-CONSOLIDATED)

Quarter IV - 2023

Unit: Million VND

| No.         | Items   | As of 31/12/2023     | As of 31/12/2022<br>(restated number) |
|-------------|---|----------------------|---------------------------------------|
|             | (1)   | (2)                  | (3)                                   |
| <b>A</b>    | <b>ASSETS</b>   |                      |                                       |
| <b>I</b>    | <b>Cash, gold and gemstones</b>                               | <b>9,610,410</b>     | <b>10,940,803</b>                     |
| <b>II</b>   | <b>Balances with the State Bank of Vietnam ("SBV")</b>        | <b>40,596,555</b>    | <b>29,726,607</b>                     |
| <b>III</b>  | <b>Placements with and loans to other credit institutions</b> | <b>276,784,594</b>   | <b>241,389,033</b>                    |
| 1           | Placements with other credit institutions                     | 260,206,169          | 223,981,711                           |
| 2           | Loans to other credit institutions                            | 16,578,425           | 17,407,322                            |
| <b>IV</b>   | <b>Trading securities</b>                                     | <b>63,118</b>        | <b>-</b>                              |
| 1           | Trading securities  | 63,118               | -                                     |
| 2           | Provision for impairment of trading securities                | -                    | -                                     |
| <b>V</b>    | <b>Derivatives and other financial assets</b>                 | <b>-</b>             | <b>3,077,852</b>                      |
| <b>VI</b>   | <b>Loans to customers</b>                                     | <b>1,433,266,054</b> | <b>1,235,007,756</b>                  |
| 1           | Loans to customers  | 1,460,764,608        | 1,264,198,628                         |
| 2           | Provision for credit losses on loans to customers             | (27,498,554)         | (29,190,872)                          |
| <b>VII</b>  | <b>Investment securities</b>                                  | <b>177,769,970</b>   | <b>177,796,158</b>                    |
| 1           | Available-for-sale securities                                 | 177,090,667          | 176,271,031                           |
| 2           | Held-to-maturity securities                                   | 786,778              | 1,586,778                             |
| 3           | Provision for impairment of investment securities             | (107,475)            | (61,651)                              |
| <b>VIII</b> | <b>Long-term investments</b>                                  | <b>5,835,582</b>     | <b>5,551,782</b>                      |
| 1           | Investment in subsidiaries                                    | 4,123,832            | 3,840,032                             |
| 2           | Investment in joint ventures                                  | 1,688,788            | 1,688,788                             |
| 3           | Investment in associates                                      | -                    | -                                     |
| 4           | Other long-term investments                                   | 22,962               | 22,962                                |
| 5           | Provision for impairment of long-term investments             | -                    | -                                     |
| <b>IX</b>   | <b>Fixed assets</b>   | <b>9,895,243</b>     | <b>9,979,311</b>                      |
| 1           | Tangible fixed assets   | 5,976,638            | 5,902,288                             |
| a           | Cost  | 16,305,468           | 15,879,661                            |
| b           | Accumulated depreciation                                      | (10,328,830)         | (9,977,373)                           |
| 2           | Intangible fixed assets                                       | 3,918,605            | 4,077,023                             |
| a           | Cost  | 6,665,612            | 6,642,707                             |
| b           | Accumulated amortization                                      | (2,747,007)          | (2,565,684)                           |
| <b>X</b>    | <b>Other assets</b>   | <b>57,422,292</b>    | <b>80,152,153</b>                     |
| 1           | Receivables   | 40,302,627           | 65,208,103                            |
| 2           | Accrued interest and fee receivables                          | 14,306,157           | 12,129,744                            |
| 3           | Other assets  | 2,892,664            | 2,844,640                             |

| No.         | Items   | As of 31/12/2023     | As of 31/12/2022<br>(restated number) |
|-------------|---|----------------------|---------------------------------------|
|             | (1)   | (2)                  | (3)                                   |
| 4           | Provisions for other assets   | (79,156)             | (30,334)                              |
|             | <b>TOTAL ASSETS</b>   | <b>2,011,243,818</b> | <b>1,793,621,455</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>21,814,105</b>    | <b>104,779,302</b>                    |
| 1           | Deposits and borrowings from the Government and the State Bank of Vietnam | 21,814,105           | 104,779,302                           |
| <b>II</b>   | <b>Deposits and borrowings from other credit institutions</b>             | <b>295,337,817</b>   | <b>203,706,765</b>                    |
| 1           | Deposits from other credit institutions                                   | 258,392,237          | 138,777,306                           |
| 2           | Borrowings from other credit institutions                                 | 36,945,580           | 64,929,459                            |
| <b>III</b>  | <b>Customer deposits</b>  | <b>1,409,417,688</b> | <b>1,247,162,170</b>                  |
| <b>IV</b>   | <b>Derivatives and other financial liabilities</b>                        | <b>552,633</b>       | <b>-</b>                              |
| <b>V</b>    | <b>Financing funds, entrusted funds, and borrowings exposed to risks</b>  | <b>2,163,999</b>     | <b>2,392,201</b>                      |
| <b>VI</b>   | <b>Valuable papers issued</b>   | <b>115,375,727</b>   | <b>91,370,419</b>                     |
| <b>VII</b>  | <b>Other liabilities</b>  | <b>43,131,762</b>    | <b>39,585,335</b>                     |
| 1           | Accrued interest and fee payables   | 27,834,386           | 21,180,448                            |
| 2           | Other payables and debts  | 15,297,376           | 18,404,887                            |
|             | <b>TOTAL LIABILITIES</b>  | <b>1,887,793,731</b> | <b>1,688,996,192</b>                  |
| <b>VIII</b> | <b>OWNER'S EQUITY AND FUNDS</b>   | <b>123,450,087</b>   | <b>104,625,263</b>                    |
| 1           | Capital   | 62,669,744           | 57,027,333                            |
| <i>a</i>    | <i>Charter capital</i>  | <i>53,699,917</i>    | <i>48,057,506</i>                     |
| <i>b</i>    | <i>Capital surplus</i>  | <i>8,969,827</i>     | <i>8,969,827</i>                      |
| 2           | Reserves  | 18,631,378           | 15,690,243                            |
| 3           | Undistributed profit  | 42,148,965           | 31,907,687                            |
|             | <b>TOTAL LIABILITIES AND OWNER'S EQUITY</b>                               | <b>2,011,243,818</b> | <b>1,793,621,455</b>                  |

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# OFF-BALANCE SHEET ITEMS

| No. | Items   | As of 31/12/2023   | As of 31/12/2022<br>(restated number) |
|-----|---|--------------------|---------------------------------------|
| 1   | Credit guarantees                                   | 8,785,288          | 7,692,271                             |
| 2   | Foreign exchange commitments                        | 726,047,660        | 258,304,665                           |
|     | <i>Buying FX commitments</i>                        | <i>1,445,597</i>   | <i>1,687,501</i>                      |
|     | <i>Selling FX commitments</i>                       | <i>1,660,961</i>   | <i>1,903,759</i>                      |
|     | <i>Swap commitments</i>                             | <i>722,941,102</i> | <i>254,713,405</i>                    |
|     | <i>Futures commitments</i>                          | -                  | -                                     |
| 3   | Irrevocable loan commitments                        | -                  | -                                     |
| 4   | Letters of credit commitments                       | 55,973,190         | 73,681,669                            |
| 5   | Other guarantees                                    | 102,183,064        | 78,183,982                            |
| 6   | Other commitments                                   | 68,704,794         | 52,300,321                            |
| 7   | Loan interest and fees receivable not yet collected | 9,516,848          | 8,341,681                             |
| 8   | Written-off bad debts                               | 147,183,994        | 116,463,270                           |
| 9   | Assets and other documents                          | 84,155,460         | 97,857,680                            |

Hanoi, January 30<sup>th</sup>, 2024

**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 IV - 2023**

*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 (restated number) |
|             | (1)  | (2)               | (3)               | (4)   | (5)                             |
| 1           | Interest and similar income  | 32,163,286        | 30,031,056        | 130,642,839   | 103,386,321                     |
| 2           | Interest and similar expenses  | 17,946,825        | 17,570,609        | 78,748,955  | 56,536,426                      |
| <b>I</b>    | <b>Net interest income</b>   | <b>14,216,461</b> | <b>12,460,447</b> | <b>51,893,884</b>   | <b>46,849,895</b>               |
| 3           | Fee and commission income  | 2,419,285         | 2,592,188         | 9,546,879   | 8,381,799                       |
| 4           | Fee and commission expenses  | 1,172,567         | 1,028,801         | 3,598,992   | 3,359,322                       |
| <b>II</b>   | <b>Net fee and commission income</b>   | <b>1,246,718</b>  | <b>1,563,387</b>  | <b>5,947,887</b>  | <b>5,022,477</b>                |
| <b>III</b>  | <b>Net gain from trading foreign currencies</b>                                | <b>760,956</b>    | <b>1,134,303</b>  | <b>4,262,766</b>  | <b>3,580,681</b>                |
| <b>IV</b>   | <b>Net gain/(loss) from trading securities</b>                                 | <b>(3,919)</b>    | <b>1,876</b>      | <b>(4,460)</b>  | <b>(39,764)</b>                 |
| <b>V</b>    | <b>Net gain/(loss) from investment securities</b>                              | <b>(46,250)</b>   | <b>58,315</b>     | <b>(18,962)</b>   | <b>(38,103)</b>                 |
| 5           | Other operating income   | 1,999,617         | 1,340,408         | 6,946,777   | 7,320,838                       |
| 6           | Other operating expense  | 448,903           | 360,679           | 1,170,374   | 897,863                         |
| <b>VI</b>   | <b>Net gain from other operating activities</b>                                | <b>1,550,714</b>  | <b>979,729</b>    | <b>5,776,403</b>  | <b>6,422,975</b>                |
| <b>VII</b>  | <b>Income from capital contributions, equity investments</b>                   | <b>30,835</b>     | <b>181</b>        | <b>627,606</b>  | <b>540,491</b>                  |
| <b>VIII</b> | <b>Operating expenses</b>  | <b>5,927,405</b>  | <b>5,841,136</b>  | <b>19,188,990</b>   | <b>18,076,282</b>               |
| <b>IX</b>   | <b>Net profit from operating activities before provision for credit losses</b> | <b>11,828,110</b> | <b>10,357,102</b> | <b>49,296,134</b>   | <b>44,262,370</b>               |
| <b>X</b>    | <b>Provision expenses for</b>  | <b>4,458,897</b>  | <b>5,129,684</b>  | <b>24,991,748</b>   | <b>23,723,874</b>               |



| No.  | Items                        | Quarter IV |               | Accumulated since beginning of Year until end of this Quarter |                                 |
|------|------------------------------|------------|---------------|---|---------------------------------|
|      |                              | This year  | Previous year | This year   | Previous year (restated number) |
|      | (1)                          | (2)        | (3)           | (4)   | (5)                             |
|      | credit losses                |            |               |   |                                 |
| XI   | Profit before tax            | 7,369,213  | 5,227,418     | 24,304,386  | 20,538,496                      |
| 7    | Current corporate income tax | 1,501,243  | 1,058,236     | 4,759,324   | 4,010,837                       |
| XII  | Corporate income tax         | 1,501,243  | 1,058,236     | 4,759,324   | 4,010,837                       |
| XIII | Profit after tax             | 5,867,970  | 4,169,182     | 19,545,062  | 16,527,659                      |

Hanoi, January 30<sup>th</sup>, 2024

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 IV - 2023**

Unit: Million VND

| No.   | Items  | This period<br>(from 01/01/2023<br>to 31/12/2023) | Previous period<br>(from 01/01/2022<br>to 31/12/2022) |
|---|--|---|---|
| <b>Cash flow from operating activities</b>  |  |   |   |
| 1   | Interest and similar income received   | 128,490,279                                       | 101,180,811   |
| 2   | Interest and similar expenses paid   | (72,052,494)                                      | (51,870,231)  |
| 3   | Income received from services  | 5,802,682   | 4,804,326   |
| 4   | Net gain from trading (foreign currencies, gold, securities)   | 4,285,168   | 3,437,428   |
| 5   | Other income/(expenses)  | 350,706   | 4,427,962   |
| 6   | Receipts from bad debts written-off or compensated by provision for credit losses                    | 4,607,782   | 5,324,932   |
| 7   | Payment to employees and for operating management  | (17,108,267)                                      | (16,076,693)  |
| 8   | Corporate income tax paid during the period  | (4,623,872)                                       | (1,731,025)   |
| <b>Net cash flow from operating profit before movements in operating assets and working capital</b> |  | <b>49,751,984</b>                                 | <b>49,497,510</b>                                     |
| <b>Movements in operating assets</b>  |  | <b>(213,056,363)</b>                              | <b>(219,102,598)</b>                                  |
| 9   | (Increase)/decrease in placements with and loans to other credit institutions                        | (9,562,440)                                       | (27,552,808)  |
| 10  | (Increase)/decrease in trading securities  | (8,082,754)                                       | 7,014,008   |
| 11  | (Increase)/decrease in derivatives and other financial assets  | 3,077,852   | (1,623,062)   |
| 12  | (Increase)/decrease in loans to customers  | (196,565,980)                                     | (144,113,558)   |
| 13  | Decrease in provision for credit losses  | (26,684,066)                                      | (20,157,778)  |
| 14  | (Increase)/decrease in other operating assets  | 24,761,025  | (32,669,400)  |
| <b>Movements in operating liabilities</b>   |  | <b>191,107,275</b>                                | <b>254,025,966</b>                                    |
| 15  | Increase/(decrease) in borrowings from Government and SBV  | (82,965,197)                                      | 71,484,898  |
| 16  | Increase/(decrease) in deposits and borrowings from other credit institutions                        | 91,631,052  | 70,712,608  |
| 17  | Increase/(decrease) in customer deposits   | 162,255,518                                       | 87,400,967  |
| 18  | Increase/(decrease) in valuable papers issued (except for valuable papers from financial activities) | 24,005,308  | 26,873,634  |
| 19  | Increase/(decrease) in grants, trusted funds and borrowings that the bank bears risk                 | (228,202)   | (135,729)   |
| 20  | Increase/(decrease) in derivatives and other financial liabilities                                   | 552,633   | -   |
| 21  | Increasing/(decrease) in other operating liabilities   | (4,413,837)                                       | (2,310,412)   |
| 22  | Cash outflow from reserves of the credit institution   | -   | -   |

| No.        | Items  | This period<br>(from 01/01/2023<br>to 31/12/2023) | Previous period<br>(from 01/01/2022<br>to 31/12/2022) |
|------------|--|---|---|
| <b>I</b>   | <b>Net cash flows from operating activities</b>  | <b>27,802,896</b>                                 | <b>84,420,878</b>                                     |
|            | <b>Cash flow from investing activities</b>   |   |   |
| 1          | Acquisition of fixed assets  | (781,738)   | (538,526)   |
| 2          | Proceeds from sales, disposal of fixed assets  | 10,303  | 16,828  |
| 3          | Expenses for sales, disposal of fixed assets   | (2,591)   | (2,176)   |
| 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)                      | (283,800)   | -   |
| 8          | Proceeds from investments, capital contributions to other entities (sales, liquidations of subsidiaries, capital contributions to joint ventures, associates, other long-term investments) | -   | -   |
| 9          | Dividend and profits from long term investments  | 627,606   | 540,491   |
| <b>II</b>  | <b>Net cash flows from investing activities</b>  | <b>(430,220)</b>                                  | <b>16,617</b>   |
|            | <b>Cash flow from financial activities</b>   |   |   |
| 1          | Increase in chartered capital from contributions and/or share issuance   | -   | -   |
| 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>27,372,676</b>                                 | <b>80,592,895</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>273,371,122</b>                                | <b>245,998,446</b>                                    |

Hanoi, January 30<sup>th</sup>, 2024

Prepared by

(signed)

**Tran Thi Thu Huong**

Chief Accountant

(signed)

**Nguyen Hai Hung**

Deputy General Director

(signed and sealed)

**Nguyen Tran Manh Trung**