

**VIETNAM JOINT STOCK COMMERCIAL  
BANK FOR INDUSTRY AND TRADE**
**THE SOCIALIST REPUBLIC OF VIETNAM  
Independence - Freedom – Happiness**

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Business Registration Certificate No. 0100111948 as  
amended the 11<sup>th</sup> time on Nov 1, 2018

Hanoi, 22<sup>nd</sup> May 2020

## PROPOSAL

### REQUEST FOR APPROVAL OF THE 2019 AUDITED FINANCIAL REPORTS AND AUTHORIZING THE BOARD OF DIRECTORS TO SELECT AN INDEPENDENT AUDITING FIRM TO AUDIT VIETINBANK'S FINANCIAL REPORTS IN 2021

*Pursuant to the current regulations of the State and guidance documents of the relevant Ministries and Agencies in finance and accounting sector;*

*Pursuant to the Charter on Organization and Operation of Vietnam Joint Stock Commercial Bank for Industry and Trade (VietinBank);*

*Pursuant to the Resolution No. 20/NQ-DHDCD of the General Meeting of Shareholders dated 23 April 2019;*

*Pursuant to VietinBank's Financial Statements for the year ended 31 December 2019 audited by Ernst & Young Vietnam Ltd.;*

*Pursuant to the report of the Supervisory Board of VietinBank on the results of evaluation of VietinBank's consolidated financial statements for the fiscal year ended 31<sup>st</sup> December 2019;*

The Board of Directors of VietinBank hereby respectfully submit to the Annual General Meeting of Shareholders as follows:

Following closely the directions of the Government and the State Bank of Vietnam (SBV), VietinBank has been drastically implemented the Plan for restructuring in association with bad debts disposal for the period of 2016-2020 as approved by the SBV and delivered positive results. The Bank has been vigorously renovating growth models and digitalizing; strengthening the organizational structure and personnel. Along with the common efforts of the banking sector, VietinBank has spared no effort in supporting the economy, ensuring its stable business to achieve and fulfill the targets in 2019. The Bank's financial highlights in 2019 are as follows

*In VND billion and %*

No.	Indicator	Actual results in 2019	Actual results in 2018 (*)	+/- against 2018	+/- % against 2018	Target
1	Total assets	1,240,711	1,164,290	76,421	6.6%	Growth of 2%-5%
2	Credit exposure**	953,178	888,216	64,962	7.3%	Growth of 6%-7%
3	Funds mobilized from economic entities and residents	892,785	825,816	66,969	8.1%	Growth of 10%-12%
4	NPLs (on balance sheet)	1.20%	1.60%	-0.4%		< 2%
5	Separate profit before tax	11,461	6,194	5,267	85.0%	9,000
6	Consolidated profit before tax	11,781	6,559	5,222	79.6%	9,500

(\*): Figures on actual results in 2018 were adjusted according to the conclusion of the State Audit

*Proposal seeking for approval of the 2019 Financial Statements and authorization to the BoD to select an independent auditor to audit 2021 Financial Statements*

(\*\*): Credit exposure is calculated in accordance with guidance in Official Dispatch No. 1077/NHNN-CSTT dated 13/02/2018

*(Source: Audited 2019 consolidated financial statements)*

**The Board of Directors would like to seek the approval by the Annual General Meeting of Shareholders of:**

**1. Approval of the audited Financial reports** prepared in accordance with Vietnamese Accounting Standards and Accounting Regime applicable to Vietnamese credit institutions for the year 2019; Authorizing the Board of Directors of VietinBank to adjust the figures of such audited 2019 Financial reports at the request of the State regulators (if any).

**2. Selection of an independent auditor to audit the Bank's financial reports for the year of 2021**

On 15<sup>th</sup> December 2011, the SBV issued Circular No. 39/2011/TT-NHNN taking effect from 1<sup>st</sup> January 2012. Article 6 in Chapter 2 thereof defines the time for selection of independent auditor, specifically: *prior to the end of each fiscal year, a credit institution or foreign bank's branch shall select an independent auditor in compliance with this circular to audit its financial statements and operation of its internal audit function for the next fiscal year.*

Accordingly, by the end of 2020, VietinBank will have to select an independent auditing firm to audit its financial statements and the operation of the internal control system for the year of 2021. The Board of Directors, therefore, respectfully seek the Annual General Meeting of Shareholders' consideration and approval of authorizing the Board of Directors to select an independent auditing firm to audit the financial statements and the operation of internal control system of VietinBank for the year of 2021 to ensure the Bank's compliance with provisions of Circular 39/2011/TT-NHNN and current laws.

**With respect./.**

**PP. THE BOARD OF DIRECTORS  
CHAIRMAN**

*(signed and sealed)*

**Le Duc Tho**