

## Vietinbank (HSX: CTG)

### Raise target valuation

- Net profit after tax in 2025 is forecast to grow 20.5% YoY, mainly driven by a 23.3% YoY decline in provisioning expenses.
- Asset quality has improved and remains favorable compared to the sector average.
- We maintain our **ADD** recommendation as we raise the target P/B multiple to 1.9x, reflecting a premium valuation versus the sector supported by positive profit growth prospects in 2025/2026.

### 3Q25 profit continues the positive momentum of 6M25 business results

We estimate 3Q25 PBT to reach around VND 9,489 bn, up 44.6% YoY, mainly driven by a 29.8% YoY decline in provisioning expenses. NIM in 3Q25 is expected to remain flat compared to 6M25, with credit growth projected at 5% versus 2Q25. Credit expansion will be driven by retail mortgage lending and production loans to FDI clients following the tariff landscape. Non-interest income will continue to be supported primarily by higher recoveries from bad debt resolution and fee income in line with credit growth.

We forecast full-year 2025 credit growth to reach approximately 18%, with NIM maintained around 2.5%, keeping net interest income flat YoY. Non-interest income is expected to rise 2.6% YoY, assuming recoveries from bad debt resolution reach about VND 9,000 bn. A 23.3% decline in provisioning expenses will be the key driver for PAT growth of 20.5% YoY, fulfilling 100% of the full-year plan. For 2026, we forecast credit growth to ease to 15% while NIM will edge up slightly to 2.7%.

### Asset quality remains superior to the sector

The NPL and Group 2 loan ratios stood at 1.31% and 0.96% at end-2Q25, up 6 bps and down 36 bps YTD, respectively. Thanks to strengthened provisioning and bad debt resolution, CTG's LLR remains the second highest in the sector, after VCB. Asset quality at end-3Q25 is expected to show little change versus end-2Q25, with the bank likely to maintain moderate provisioning to ensure NPL and LLR levels remain in line with business plans. NPL is projected to stay around 1.2–1.3% at end-2025/2026, with LLR at around 150%.

### Maintain recommendation ADD with new target price of VND 65,400/share

We revise up the target P/B multiple to 1.9x, reflecting CTG's position deserving a premium valuation versus the sector. This target P/B is 15% higher than the sector average and large JSCBs. Downside risks include (i) lending rates lower than expected due to macroprudential regulations and (ii) higher capital requirements under Circular 14/2025, which may slow CTG's credit growth in the short term.

Figure 1: Summary of financial indicators (VND bn, %)

| Financial indicators    | 31/12/23 | 31/12/24 | 31/12/25 | 31/12/26 |
|-------------------------|----------|----------|----------|----------|
| Total operating income  | 70,548   | 81,909   | 82,001   | 99,368   |
| Net interest income     | 52,957   | 62,403   | 61,986   | 76,770   |
| NIM                     | 2.9%     | 2.9%     | 2.5%     | 2.7%     |
| Provisioning expenses   | 25,115   | 27,599   | 21,180   | 24,105   |
| Profit after tax        | 20,045   | 25,483   | 30,629   | 38,833   |
| Profit after tax growth | 18.0%    | 27.1%    | 20.2%    | 26.8%    |
| Credit growth           | 15.6%    | 16.9%    | 17.8%    | 14.9%    |
| Deposit growth          | 85.7%    | -2.5%    | 12.4%    | 9.1%     |
| Book value              | 23,596   | 27,474   | 32,304   | 38,450   |
| P/B                     | 2.1x     | 1.8x     | 1.6x     | 1.3x     |

Source: CTG, MBS Research

**ADD**

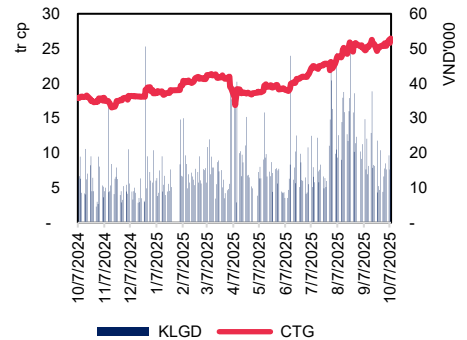
**Target price** VND 65,400/share

*Upside potential* +18.9%

### Material changes in the report

Raise target P/B multiple to 1.9x

### Stock information



Source: FiinPro, MBS Research

|                       |         |
|-----------------------|---------|
| Market price (VND)    | 51,600  |
| 52-week high (VND)    | 52,500  |
| 52-week low (VND)     | 33,100  |
| Market cap (VND bn)   | 205,602 |
| P/E (TTM)             | 9.0x    |
| P/B (TTM)             | 1.7x    |
| Dividend yield (%)    | 0.00%   |
| Foreign ownership (%) | 26.17%  |

Source: FiinPro, MBS Research

### Ownership structure (30/06/2025)

|                             |        |
|-----------------------------|--------|
| State Bank of Vietnam       | 64.49% |
| Tokyo Mitsubishi UFJ (MUFG) | 19.73% |
| VietinBank Trade Union      | 1.15%  |
| Prudential Vietnam          | 1.07%  |
| ETF SSIAM VNFIN LEAD        | 0.11%  |

Source: FiinPro, MBS Research

### Analyst



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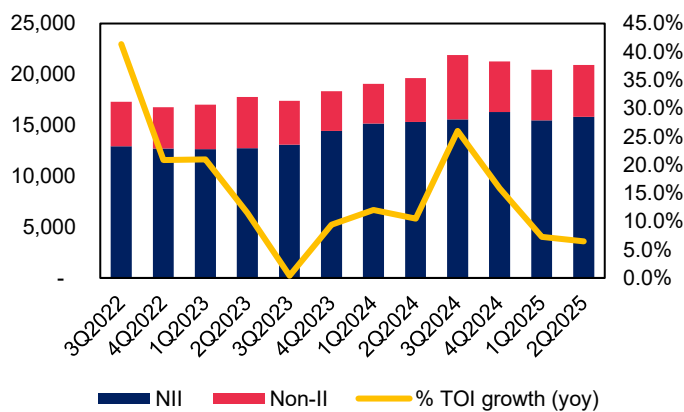
## Provisioning expenses in 6M25 fell 30.1% YoY, driving a 46.5% YoY increase in net profit after tax

Figure 2: Update on 6M25 business results and 3Q25 forecast (Unit: VND bn)

| Business results indicators | 6M2025 | % YoY   | % MBS forecast | 3Q2025 | % YoY     | Assessment  |
|-----------------------------|--------|---------|----------------|--------|-----------|---|
| Total operating income      | 41,370 | 6.9%    | 47.1%          | 21,888 | -0.1%     |   |
| Net interest income         | 31,318 | 2.6%    | 47.9%          | 16,630 | 6.8%      |   |
| Net non-interest income     | 10,053 | 22.7%   | 44.7%          | 5,258  | -17.1%    |   |
| Provisioning expenses       | 11,084 | -30.1%  | 40.5%          | 6,510  | -29.8%    | Provisioning expenses in 3Q25 declined YoY mainly due to the high base in the previous year.  |
| Profit before tax           | 18,920 | 46.0%   | 52.7%          | 9,489  | 44.8%     | Profit before tax in 9M25 is expected to complete 75% of the full-year plan.  |
| Credit growth (YTD)         | 10.3%  |         |                | 15.8%  | 682 bps   | Credit growth in 3Q25 is expected to continue the momentum of 2Q25, supported by public investment acceleration as it remains far from the assigned plan. Mortgage lending to retail customers will continue to be promoted alongside lending to corporate FDI clients. |
| Deposit growth (YTD)        | 7.1%   |         |                | 11.4%  | 386 bps   |   |
| NIM                         | 2.5%   | -44 bps |                | 2.5%   | -35 bps   | NIM is forecast to remain around 2.5% in the second half of 2025.   |
| CIR                         | 27.5%  | 195 bps |                | 26.9%  | -91 bps   |   |
| CASA                        | 24.3%  |         |                | 23.3%  | 91 bps    |   |
| NPL                         | 1.3%   |         |                | 1.3%   | -20 bps   | Non-performing loans at end-3Q25 are expected to remain flat, assuming the bank maintains moderate provisioning after strengthening it in 2Q25 to keep a high loan loss reserve ratio.  |
| LLR                         | 134.8% |         |                | 126.3% | -2668 bps |   |
| ROE                         | 20.1%  |         |                | 21.3%  | 498 bps   | ROE in 3Q is expected to stay above 20% thanks to favorable business results.   |
| ROA                         | 1.3%   |         |                | 1.3%   | 27 bps    |   |

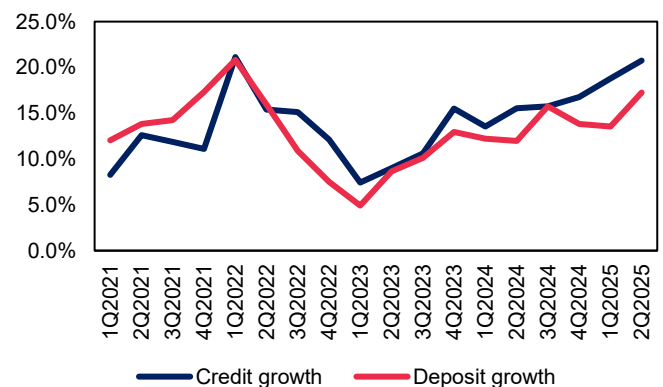
Source: CTG, MBS Research

Figure 3: Quarterly business results of CTG (VND bn)



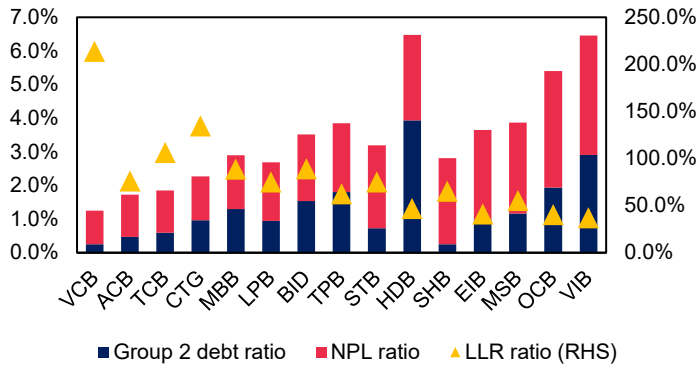
Source: CTG, MBS Research

Figure 4: Quarterly credit growth, deposit growth of CTG (% YoY)



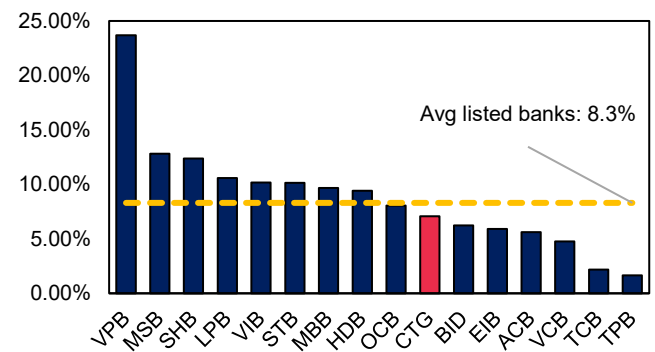
Source: CTG, MBS Research

Figure 5: Asset quality of listed banks at end-2Q25 (%)



Source: Financial statements of banks, MBS Research

Figure 6: Deposit growth of listed banks by end-2Q25 (%)



Source: Financial statements of banks, MBS Research

## Strong credit growth together with lower provisioning will be the key drivers of profit growth in the second half of 2025 and in 2026

**Credit growth is forecast to reach around 18% in 2025 and hover at about 15% in 2026**

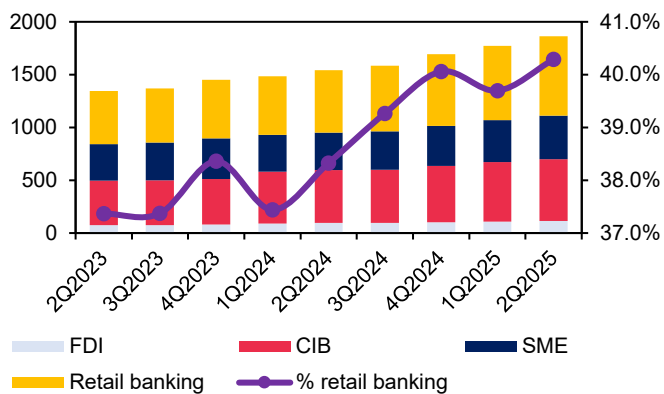
By end-2Q25, CTG's credit growth reached 10.3% YTD, in line with the system average and listed banks (around 10%). Given their massive size, SOCBs find it difficult to significantly outpace private commercial banks. However, this growth level is much more favorable compared to the group of listed state-owned commercial banks, which recorded only 7.6% YTD.

Retail loan balance at end-2Q25 rose 27.1% YoY and 10.6% YTD, remaining the key driver of credit growth in 1H25. Mortgage demand was stimulated by the low interest rate environment and the recovery of real estate supply, supporting strong retail credit expansion across the banking sector. Corporate lending also recorded growth comparable to retail, with the FDI segment continuing to outperform (+13.7% YTD) versus large corporates (CIB) and SMEs, which posted growth of 9.4% and 8.7% YoY, respectively.

The credit scale of SOCBs accounts for 43% of the total outstanding loans of listed banks. Therefore, we believe credit growth for this group will need to reach 17–18% to achieve the sector's overall credit growth target of 18–20% in 2025. This implies that in the second half of 2025, SOCBs' credit will need to expand by around 10% compared to end-2Q25.

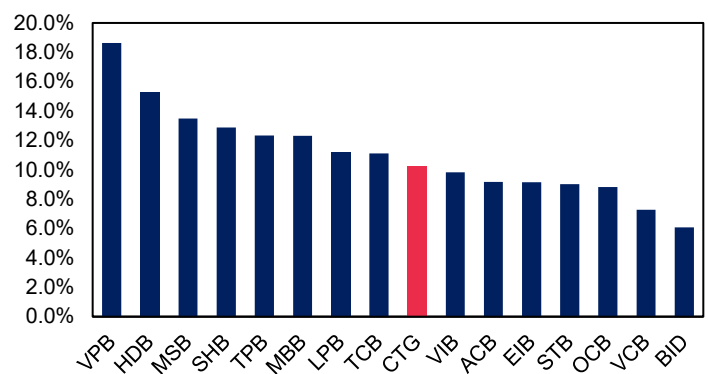
CTG's credit is expected to remain focused on retail banking, supported by a stronger recovery in system-wide retail lending. With its large market share and low funding cost advantage, CTG's retail loans are projected to continue growing 20% YoY in 2025 and 2026, mainly driven by commerce, agricultural production, and mortgage lending. For corporate credit, we believe CIB and FDI clients will remain the key drivers of CTG's credit growth in 2025 and 2026. By sector, CTG's corporate lending tends to concentrate on industrial real estate, energy, logistics, and textiles, which are the main engines of economic recovery. Meanwhile, SMEs are not expected to deliver strong growth in 2025 as heightened macro volatility makes them cautious about expanding business scale.

Figure 7: CTG's credit growth by customer segment (%)



Source: CTG, MBS Research

Figure 8: Credit growth of listed banks by end-2Q25 (%)



Source: Listed banks, MBS Research

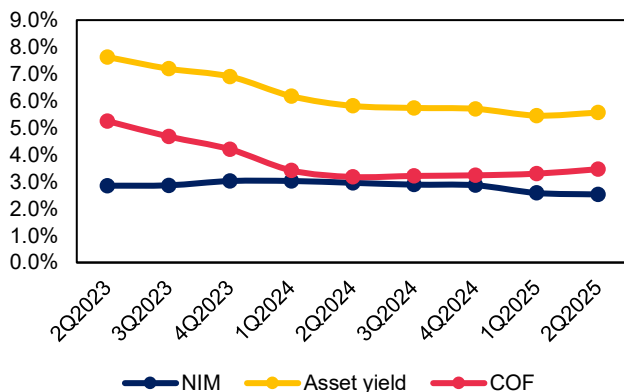
### NIM is expected to remain around 2.5% in 2025/2026

NIM in 6M25 stood at 2.5%, down 44 bps YoY due to COF. The NIM contraction of SOCBs was much smaller than the sector average and that of other large joint-stock commercial banks, supported by their low funding cost advantage.

We forecast lending rates will likely remain low to stimulate credit demand, while deposit rates will be kept unchanged or edge up slightly to ensure NIM does not decline further as credit demand starts to recover. Therefore, we believe NIM at most banks in 2H25 will not fall compared to 1H25. For 1H26, we expect lending rates may edge up from 2025 levels as credit demand recovers, while deposit rates could increase to accelerate deposit growth. We estimate CTG's NIM will reach 2.5% in 2025 and inch up to 2.7% in 2026.

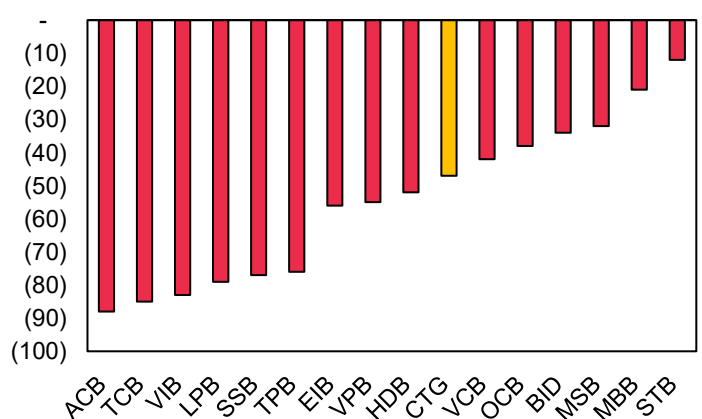
CASA made a significant contribution to CTG's effective control of COF. By end-2Q25, CASA balance rose 7.3% YoY, bringing the CASA ratio to 24.3% (+40 bps YoY), ranking top 4 among large listed banks. The corporate client share in CASA structure reached 31.3% at end-2024. With a large corporate client base, particularly FDI enterprises with high cash management needs, CTG's CASA is secured in the long term, thereby continuing to support stable COF.

Figure 9: CTG's NIM, COF and asset yield by quarter (%)



Source: CTG, MBS Research

Figure 10: NIM changes of listed banks in 6M25 (bps)



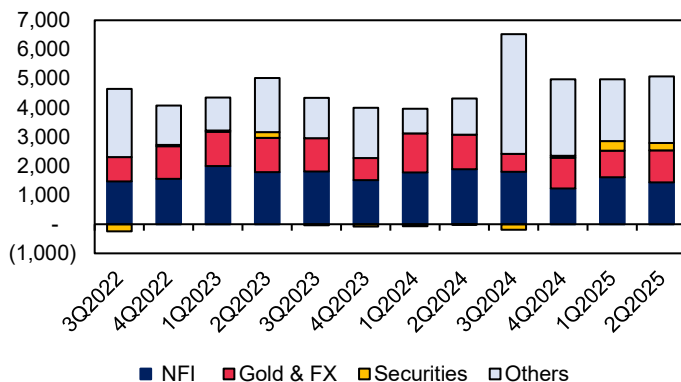
Source: Listed banks, MBS Research

## Non-interest income was driven by fee income and bad debt resolution

Net non-interest income in 6M25 reached VND 10,052 bn, up 22.7% YoY, mainly supported by more than 90% YoY growth in recoveries from bad debt resolution, while net fee income (NFI) fell 12.6% YoY. Other non-interest business segments also recorded sharp YoY declines. Within the fee income structure in 6M25, income from guarantee activities and payment activities rose 24% and 17% YoY, respectively, while insurance business activities continued to decline.

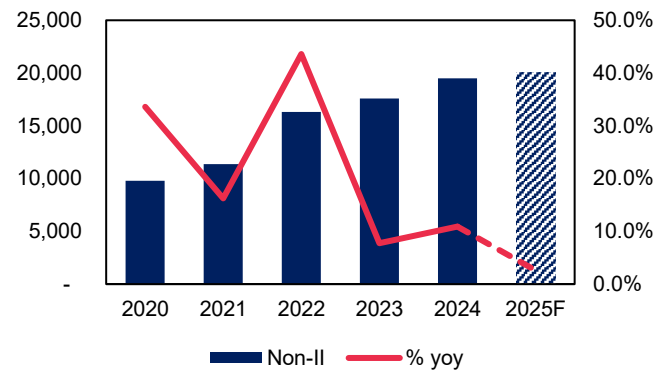
We expect the main drivers of non-interest income for the banking sector over the next two years will continue to be fee income and accelerated bad debt recoveries, given obstacles in bancassurance activities and volatility in the foreign exchange and securities markets under an uncertain global macro environment. Bad debt recoveries in 2025 are estimated at around VND 9,000 bn.

Figure 11: Quarterly net non-interest income structure (VND bn)



Source: CTG. MBS Research

Figure 12: Forecast growth of Non-II (VND bn, %)



Source: CTG. MBS Research

## Improved asset quality is expected to support lower provisioning in 2025 and 2026

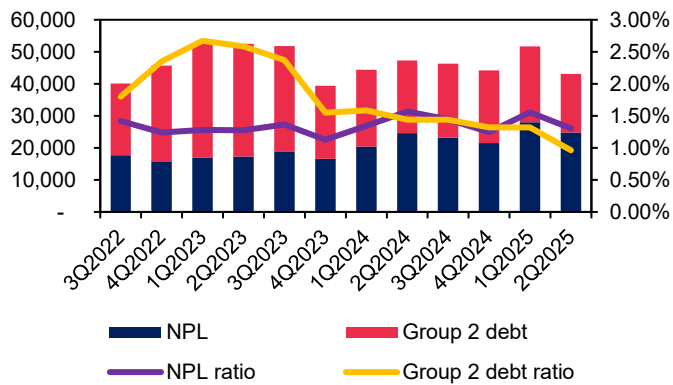
The NPL ratio and special mention loans stood at 1.13% and 0.96% at end-2Q25, up 6 bps and down 36 bps YTD, respectively. Overall, the substandard loan ratio (groups 2–5) decreased slightly by 30 bps compared to end-2024. By customer segment, corporate and retail NPLs reached 1.5% and 0.9% at end-2Q25, versus 1.4% and 1.0% at end-2024. Group 5 loans surged 93.7% YoY at end-2Q25 due to debt restructuring for certain clients beginning in 4Q24, which led to their reclassification into higher-risk categories during the probation period. NPLs were mainly concentrated in real estate business, construction, and power sectors. Group 2 loans for corporates and retail customers stood at 1.2% and 0.6% at end-2Q25, also concentrated in consumer-related sectors such as textiles, F&B services, hospitality, and construction.

Provisioning expenses in 6M25 reached VND 11,084 bn, down 30.1% YoY, bringing the credit cost ratio during the period to 0.9%, a sharp decline from 1.55% in the same period last year. Provision utilization in 6M25 surged to 3.5 times provisioning expenses, compared to 143.1% in 6M24. As a result, LLR at end-2Q25 remained at 134.8%, flat QoQ and significantly improved from 113.8% at end-2Q24. The decline in provisioning expenses coupled with higher provision utilization was mainly driven by debt resolution efforts since 2H24, which not only

provided additional non-interest income but also significantly improved asset quality compared to both the same period last year and the beginning of this year.

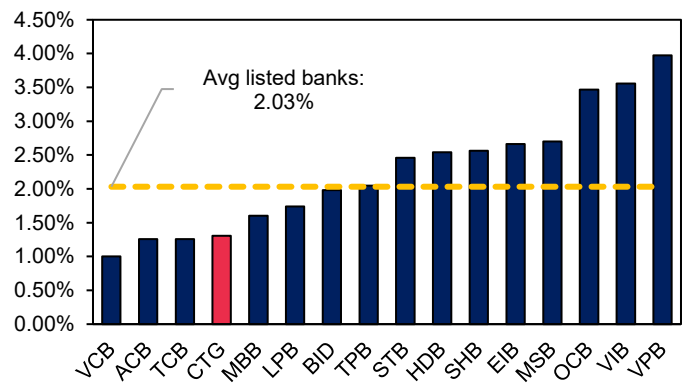
With expectations that retail banking will contribute more to credit growth in 2025 and 2026, we believe banks will face greater pressure from rising NPLs. Thanks to strengthened provisioning in recent years, CTG's asset quality is superior to the sector average and above plan. Although the banking sector is expected to face challenges from global macro uncertainty and strong FX pressures, which could drive higher NPLs, we expect CTG to keep its NPL ratio below 1.5% while reducing credit costs. We estimate credit provisioning expenses will decline 23.3% in 2025 and increase 13.8% in 2026 YoY, assuming credit cost remains at 0.84% per year. LLR is projected to stay around 140% at end-2025 and end-2026.

Figure 13: CTG's asset quality by quarter (VND tn, %)



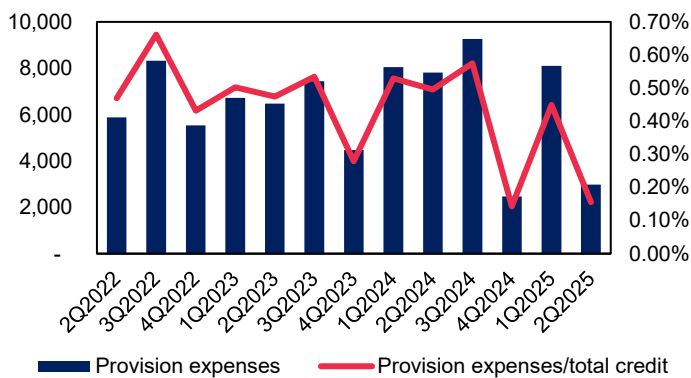
Source: CTG, MBS Research

Figure 14: NPLs of listed banks at end-2Q25 (%)



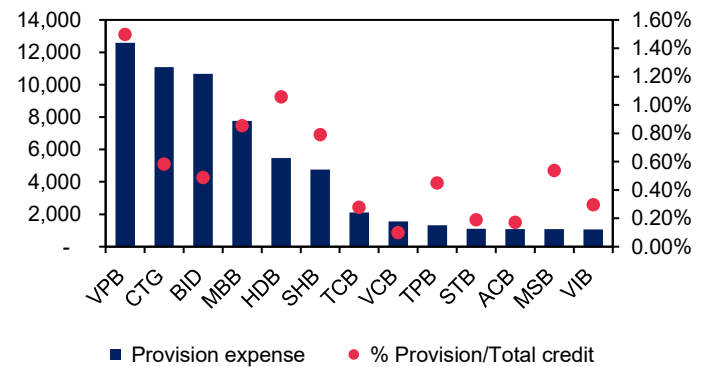
Source: CTG, MBS Research

Figure 15: CTG's provisioning by quarter (%)



Source: CTG, MBS Research

Figure 16: Provisioning of listed banks in 6M25 (%)



Source: CTG, MBS Research

## Business results forecast: Lower credit cost to drive profit growth in 2025

Figure 17: Business results forecast 2025–2026

| Business results indicators       | 2024F  | 2025F  | % YoY     | 2026F  | % YoY    | Commentary   |
|-----------------------------------|--------|--------|-----------|--------|----------|--|
| Total operating income            | 81,909 | 82,001 | 0.1%      | 99,368 | 21.2%    |  |
| Net interest income               | 62,403 | 61,986 | -0.7%     | 76,770 | 23.9%    |  |
| Net non-interest income           | 19,506 | 20,014 | 2.6%      | 22,598 | 12.9%    |  |
| Credit risk provisioning expenses | 27,599 | 21,180 | -23.3%    | 24,105 | 13.8%    | Provisioning expenses in 2H25 are expected to reach around VND 10,000 bn, down 10% YoY.  |
| Profit before tax                 | 31,764 | 38,271 | 20.5%     | 48,434 | 26.6%    | Fulfill 100% of the plan   |
| Credit growth                     | 16.9%  | 17.8%  | 89 bps    | 14.9%  | -288 bps | Lending is expected to focus on the construction sector supported by public investment acceleration and on mortgage lending within the retail segment. |
| Deposit growth                    | -2.5%  | 12.4%  | 1485 bps  | 9.1%   | -326 bps | Deposit rates of SOCBs are expected to remain low over the next 6–9 months, likely causing deposit growth to lag behind credit growth.                 |
| NIM                               | 2.9%   | 2.5%   | -44 bps   | 2.7%   | 20 bps   |  |
| CIR                               | 27.5%  | 27.5%  | -3 bps    | 27.0%  | -50 bps  | Maintain stable at around 27%.   |
| CASA                              | 24.8%  | 24.7%  | -18 bps   | 24.5%  | -13 bps  |  |
| NPL                               | 1.2%   | 1.2%   | -4 bps    | 1.3%   | 4 bps    |  |
| LLR                               | 170.7% | 148.2% | -2250 bps | 140.8% | -741 bps | Still ranks second in the sector, after VCB.   |
| ROE                               | 18.5%  | 20.5%  | 202 bps   | 23.2%  | 276 bps  | ROE is expected to maintain above 20% in 2025/2026.  |
| ROA                               | 1.2%   | 1.2%   | 5 bps     | 1.3%   | 13 bps   |  |

Source: CTG, MBS Research



## Investment thesis

We raise our 12-month target price for CTG to **VND 65,400/share**, mainly driven by an upward adjustment of the target P/B multiple to 1.9x, reflecting a premium valuation versus the sector average (1.5x) and significant profit growth potential supported by lower provisioning expenses in line with improving asset quality. We also maintain our **ADD** recommendation on CTG in the long term based on:

- The compound annual growth rate (CAGR) of net profit over the next five years is 15.6%, well above the 13.1% achieved in the previous five years.
- Stronger asset quality despite a much larger scale compared to private banks.

## Summary of assumptions in the valuation methodology

We value CTG shares using a combination of two valuation methods: Residual Income (RI) and P/B.

- P/B: We apply a target P/B multiple of 1.9x to the average book value per share (BVPS) at end-2025/2026. This P/B level is 15% higher than the current sector average and also above the P/B of major commercial banks including TCB, VPB, MBB, and ACB.
- Under the residual income discount model, the proportion of book value in the valuation component is 43.2%, indicating strong long-term earnings growth potential.

## Investment risks

- Lending rates may be lower than expected due to macroprudential requirements, leading to income growth below forecasts.
- CTG's CAR is not significantly higher than the regulatory requirement nor compared to the average of large joint-stock commercial banks. With Circular 14/2025/NHNN-TT taking effect from September 15, 2025, capital buffer pressure on CTG will increase in the coming years.



## Valuation

Figure 18: Valuation summary under the Residual Income method

|  | 2025    | 2026   | 2027   | 2028   | 2029   |
|--|---------|--------|--------|--------|--------|
| Risk-free rate                           | 3.0%    | 3.0%   | 3.0%   | 3.0%   | 3.0%   |
| Risk premium                             | 9.0%    | 9.0%   | 9.0%   | 9.0%   | 9.0%   |
| Beta                                     | 1.05    | 1.05   | 1.05   | 1.05   | 1.05   |
| Cost of equity                           | 12.7%   | 12.7%  | 12.7%  | 12.7%  | 12.7%  |
| Long-term growth rate                    |         |        |        |        |        |
| (Unit: VND bn)                           |         |        |        |        |        |
| Residual Income (RI)                     | 10,101  | 14,660 | 12,245 | 16,670 | 23,039 |
| Present value (PV) of RI                 | 8,960   | 13,005 | 10,862 | 14,788 | 20,437 |
| Beginning equity                         | 147,534 |        |        |        |        |
| Total present value (PV) of RI (5 years) | 68,052  |        |        |        |        |
| Present value (PV) of terminal value     | 133,963 |        |        |        |        |
| Ending equity value                      | 349,550 |        |        |        |        |
| Outstanding shares (mn shares)           | 5,370   |        |        |        |        |
| Share value (VND/share)                  | 65,100  |        |        |        |        |

Source: MBS Research

Figure 19: Comparison table of Vietnamese commercial banks (closing price as of October 08, 2025)

| Bank                      | Recommendation | P/B multiple | P/E   |       | P/B   |       | PAT growth |       | ROE   |       | ROA   |       |
|---------------------------|----------------|--------------|-------|-------|-------|-------|------------|-------|-------|-------|-------|-------|
|                           |                |              | 2025F | 2026F | 2025F | 2026F | 2025F      | 2026F | 2025F | 2026F | 2025F | 2026F |
| ACB                       | POSITIVE       | 1.6x         | 8.1x  | 6.6x  | 1.4x  | 1.2x  | 1.5%       | 22.0% | 19.0% | 19.6% | 1.8%  | 1.9%  |
| BID                       | POSITIVE       | 1.8x         | 10.1x | 8.6x  | 1.6x  | 1.4x  | 9.5%       | 18.4% | 17.6% | 17.7% | 1.0%  | 1.0%  |
| CTG                       | POSITIVE       | 1.9x         | 9.3x  | 7.3x  | 1.6x  | 1.4x  | 20.2%      | 26.8% | 19.0% | 20.3% | 1.2%  | 1.3%  |
| EIB                       | NEUTRAL        | 1.5x         | 13.9x | 12.2x | 1.7x  | 1.5x  | 5.1%       | 13.7% | 13.0% | 12.7% | 1.4%  | 1.4%  |
| HDB                       | POSITIVE       | 1.7x         | 6.5x  | 4.8x  | 1.5x  | 1.2x  | 31.5%      | 34.3% | 27.7% | 28.2% | 2.2%  | 2.3%  |
| OCB                       | NEUTRAL        | N/A          | 9.2x  | 7.4x  | 0.9x  | 0.8x  | 9.4%       | 24.7% | 10.4% | 11.6% | 1.2%  | 1.3%  |
| STB                       | NEUTRAL        | 1.5x         | 10.5x | 9.4x  | 1.7x  | 1.5x  | 12.7%      | 5.1%  | 18.8% | 16.7% | 1.5%  | 1.4%  |
| TCB                       | POSITIVE       | 1.7x         | 11.1x | 9.2x  | 1.5x  | 1.3x  | 15.3%      | 18.4% | 15.8% | 15.9% | 2.3%  | 2.3%  |
| TPB                       | POSITIVE       | 1.3x         | 7.2x  | 6.3x  | 1.2x  | 1.0x  | 18.3%      | 14.1% | 18.0% | 17.7% | 1.7%  | 1.7%  |
| VCB                       | POSITIVE       | 2.8x         | 15.1x | 13.6x | 2.4x  | 2.0x  | 5.7%       | 10.8% | 16.8% | 16.0% | 1.6%  | 1.6%  |
| VIB                       | POSITIVE       | 1.5x         | 8.3x  | 7.1x  | 1.4x  | 1.2x  | 14.2%      | 17.4% | 18.4% | 18.5% | 1.5%  | 1.5%  |
| VPB                       | POSITIVE       | 1.7x         | 13.0x | 9.6x  | 1.5x  | 1.3x  | 25.1%      | 34.6% | 13.3% | 15.5% | 1.9%  | 2.1%  |
| Average (excluding SOCBs) |                |              | 9.8x  | 8.1x  | 1.6x  | 1.3x  | 16.0%      | 23.8% | 18.0% | 18.2% | 1.8%  | 1.8%  |
| Average                   |                |              | 10.1x | 8.4x  | 1.6x  | 1.4x  | 14.1%      | 21.6% | 18.0% | 18.2% | 1.7%  | 1.7%  |

Source: Fiinpro, MBS Research

Figure 20: Valuation summary

| Valuation methodology              | Target price | Weight | Contribution |
|------------------------------------|--------------|--------|--------------|
| Residual income                    | 65,100       | 50%    | 32,550       |
| P/B comparison (target P/B = 1.9x) | 65,800       | 50%    | 32,900       |
| Target price                       |              |        | 65,400       |

Source: MBS Research

## FINANCIAL STATEMENTS

| Income Statement (VND bn)                              | 31/12/23         | 31/12/24         | 31/12/25         | 31/12/26         | Financial ratios                    | 31/12/23 | 31/12/24 | 31/12/25 | 31/12/26 |
|--|------------------|------------------|------------------|------------------|-------------------------------------|----------|----------|----------|----------|
| Net interest income                                    | 52,957           | 62,403           | 61,986           | 76,770           | <b>Growth</b>                       |          |          |          |          |
| Net fee and commission income                          | 7,114            | 6,696            | 6,542            | 7,745            | Total assets                        | 12.4%    | 17.4%    | 14.5%    | 15.2%    |
| Net gain from gold and foreign exchange                | 4,248            | 4,197            | 4,081            | 4,527            | Loans and securities                | 13.8%    | 17.0%    | 16.7%    | 15.4%    |
| Net gain from trading securities                       | 293              | 92               | 328              | 452              | Customer deposits & debt securities | 13.9%    | 15.2%    | 17.0%    | 16.2%    |
| Net gain from investment securities                    | (154)            | (288)            | (49)             | (20)             | Profit after tax                    | 18.0%    | 27.1%    | 20.2%    | 26.8%    |
| Net gain from other activities                         | 6,090            | 8,809            | 9,112            | 9,894            |                                     |          |          |          |          |
| <b>Total operating income</b>                          | <b>70,548</b>    | <b>81,909</b>    | <b>82,001</b>    | <b>99,368</b>    | <b>Capital adequacy</b>             |          |          |          |          |
| Operating expenses                                     | 20,443           | 22,546           | 22,550           | 26,829           | CAR                                 | 9.3%     | 9.6%     | N/A      | N/A      |
| Profit before provisioning                             | 50,105           | 59,363           | 59,450           | 72,539           | Equity/Total assets                 | 6.3%     | 6.2%     | 6.3%     | 6.5%     |
| Credit risk provisioning expenses                      | 25,115           | 27,599           | 21,180           | 24,105           | Financial leverage                  | 106.7%   | 106.6%   | 106.7%   | 107.0%   |
| <b>Profit before tax</b>                               | <b>24,990</b>    | <b>31,764</b>    | <b>38,271</b>    | <b>48,434</b>    |                                     |          |          |          |          |
| Corporate income tax expenses                          | 4,945            | 6,281            | 7,642            | 9,600            | <b>Asset quality</b>                |          |          |          |          |
| <b>Profit after tax</b>                                | <b>20,045</b>    | <b>25,483</b>    | <b>30,629</b>    | <b>38,833</b>    | Group 3–5 loan ratio                | 1.1%     | 1.2%     | 1.2%     | 1.3%     |
| Minority interest profit                               | 141              | 134              | 122              | 160              | Group 2 loan ratio                  | 1.5%     | 1.3%     | 1.0%     | 0.8%     |
| Profit after tax for the bank                          | 19,904           | 25,348           | 30,506           | 38,673           | LLR                                 | 167.2%   | 170.7%   | 148.2%   | 140.8%   |
|  |                  |                  |                  |                  |                                     |          |          |          |          |
| Balance sheet (VND bn)                                 | 31/12/23         | 31/12/24         | 31/12/25         | 31/12/26         | Liquidity                           |          |          |          |          |
| Cash and cash equivalents                              | 9,760            | 11,148           | 10,271           | 10,765           | LDR                                 | 80.6%    | 84.7%    | 85.5%    | 85.2%    |
| Deposits at the State Bank of Vietnam                  | 40,597           | 34,432           | 52,427           | 60,381           | Liquid assets/Total assets          | 97.8%    | 99.1%    | 99.2%    | 99.1%    |
| Deposits and loans to credit institutions              | 279,842          | 378,483          | 382,657          | 433,815          | Liquid assets/Customer deposits     | 140.9%   | 147.1%   | 142.1%   | 141.2%   |
| Trading securities                                     | 2,488            | 2,799            | 5,876            | 8,014            |                                     |          |          |          |          |
| Derivatives and other financial instruments            | -                | -                | -                | -                | <b>Profitability</b>                |          |          |          |          |
| Loans to customers                                     | 1,473,345        | 1,721,955        | 2,027,848        | 2,329,651        | ROA                                 | 1.0%     | 1.2%     | 1.2%     | 1.3%     |
| Loan loss provisions                                   | (27,773)         | (36,664)         | (36,283)         | (41,024)         | ROE                                 | 17.0%    | 18.5%    | 19.1%    | 20.6%    |
| Investment securities                                  | 181,311          | 214,607          | 230,830          | 276,516          | NIM                                 | 2.9%     | 2.9%     | 2.5%     | 2.7%     |
| Other long-term investments                            | 3,427            | 3,934            | 4,017            | 4,121            | NII/TOI                             | 75.1%    | 76.2%    | 75.6%    | 77.3%    |
| Fixed assets   | 10,126           | 10,002           | 9,726            | 9,466            | CIR                                 | 29.0%    | 27.5%    | 27.5%    | 27.0%    |
| Investment properties                                  | -                | -                | -                | -                |                                     |          |          |          |          |
| Other assets   | 59,570           | 44,693           | 44,235           | 54,647           | <b>Valuation</b>                    |          |          |          |          |
| <b>TOTAL ASSETS</b>                                    | <b>2,032,690</b> | <b>2,385,388</b> | <b>2,731,604</b> | <b>3,146,352</b> | Basic EPS (VND)                     | 3,912    | 4,720    | 5,681    | 7,202    |
|  |                  |                  |                  |                  | Book value per share (VND)          | 23,596   | 27,474   | 31,854   | 38,000   |
| Borrowings from SBV & Government                       | 21,814           | 154,284          | 128,231          | 135,627          | P/E                                 | 12.9x    | 10.7x    | 8.9x     | 7.0x     |
| Deposits and borrowings from other credit institutions | 304,424          | 276,141          | 319,430          | 350,612          | P/B                                 | 2.1x     | 1.8x     | 1.6x     | 1.3x     |
| Customer deposits                                      | 1,410,899        | 1,606,317        | 1,906,965        | 2,208,281        |                                     |          |          |          |          |
| Derivatives and other financial instruments            | 556              | 391              | 391              | 391              |                                     |          |          |          |          |
| Funds for investment entrusted and sponsored capital   | 2,238            | 2,180            | 4,056            | 4,659            |                                     |          |          |          |          |
| Issuance of debt securities                            | 115,376          | 151,678          | 149,609          | 181,622          |                                     |          |          |          |          |
| Other liabilities                                      | 49,813           | 45,892           | 50,834           | 59,987           |                                     |          |          |          |          |
| <b>TOTAL LIABILITIES</b>                               | <b>1,905,119</b> | <b>2,236,883</b> | <b>2,559,516</b> | <b>2,941,180</b> |                                     |          |          |          |          |
|  |                  |                  |                  |                  |                                     |          |          |          |          |
| <b>EQUITY</b>  | <b>127,571</b>   | <b>148,505</b>   | <b>172,088</b>   | <b>205,173</b>   |                                     |          |          |          |          |
| Charter capital  | 53,700           | 53,700           | 53,700           | 53,700           |                                     |          |          |          |          |
| Share premium  | 8,975            | 8,975            | 8,975            | 8,975            |                                     |          |          |          |          |
| Treasury shares  | -                | -                | -                | -                |                                     |          |          |          |          |
| Other capital  | 836              | 909              | 909              | 909              |                                     |          |          |          |          |
| Credit institution's funds                             | 19,057           | 25,317           | 29,893           | 35,694           |                                     |          |          |          |          |
| Foreign exchange differences                           | 87               | 243              | 305              | 365              |                                     |          |          |          |          |
| Retained earnings                                      | 44,055           | 58,390           | 77,275           | 104,418          |                                     |          |          |          |          |
| Non-controlling interests                              | 861              | 971              | 1,032            | 1,112            |                                     |          |          |          |          |
| <b>TOTAL LIABILITIES AND EQUITY</b>                    | <b>2,032,690</b> | <b>2,385,388</b> | <b>2,731,604</b> | <b>3,146,352</b> |                                     |          |          |          |          |

Source: CTG Financial Statements, MBS Research

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|          |  |
|----------|--|
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| NEUTRAL  | The profitability of the stock ranges from -15% to 15% |
| NEGATIVE | The profitability of the stock is lower than 15%       |

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|          |  |
|----------|--|
| POSITIVE | Stocks in the industry have a Buy recommendation on the basis of weighted market capitalization  |
| NEUTRAL  | Stocks in the industry with a Hold recommendation on the basis of weighted market capitalization |
| NEGATIVE | Stocks in the industry with a Sell recommendation on the basis of weighted market capitalization |

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