

NAM A BANK – HEAD OFFICE201-203 Cach Mang Thang Tam, District 3, HCMC
[T] 028 3929 6699 - [F] 028 3929 66 88
[Hotline] 1900 6679 - [W] www.namabank.com.vn

No. : 12/2025/BC-NHNA-03

Ho Chi Minh City, March 26th, 2025**REPORT ON BUSINESS PERFORMANCE IN 2024
AND BUSINESS PLAN FOR 2025****To: THE 2025 ANNUAL GENERAL MEETING OF SHAREHOLDERS**

- Pursuant to the consolidated audited financial statements of 2024 of Nam A Commercial Joint Stock Bank (Nam A Bank);
- Pursuant to the actual situation of Nam A Bank and forecasts regarding global and Vietnamese economic fluctuations in 2025.

In 2024, the global economy was on a recovery trajectory but at a slow pace, with growth rates of only 2.7% to 3.2%. Strategic competitions among major powers and escalating geopolitical conflicts continued to affect global peace and economic stability. Despite these challenges, Vietnam's economy achieved a GDP growth rate exceeding 7%; inflation remained under 4%; total import-export turnover reached a historic milestone of approximately 800 billion USD.

The banking sector closely followed domestic and international economic developments to implement comprehensive solutions to facilitate access to credit capital for businesses and individuals. Credit growth in the industry exceeded 15.08% compared to 2023. Despite challenges from rising bad debts and economic volatility, the industry maintained a positive growth outlook, achieving record-breaking profits while ensuring system safety. The regulatory framework, mechanisms, and policies for cashless payments and digital banking continued to be enhanced, integrating new technologies while ensuring security in payment operations.

Amid the unpredictable challenges of the world economy in general and the domestic economy in specific, Nam A Bank turned challenges into opportunities, leveraged its strengths, maximize and effectively mobilize the resources of the system on the basis of thorough application of information technology and effective risk management to excellently complete the targets assigned by the 2024 Annual General Meeting of Shareholders (AGM). The Board of Management (BOM) respectfully reports the results of business performance in 2024 and the business plan for 2025, which details as follows:

PART 1: BUSINESS PERFORMANCE IN 2024**I. RESULTS OF ACHIEVING BUSINESS TARGETS ASSIGNED BY THE AGM IN 2024**

- **Total assets** reached **245,129 billion dong**, an increase of **35,233 billion dong** compared to the beginning of the year as **17%**, achieving **106%** of the plan. The profit-earning asset ratio was **98%**.

- **Mobilizing capital from customers** (included the issuance of valuable papers) reached **178,341 billion dong**, increased **14,453 billion dong** compared to the beginning of the year as **9%**, achieving **100%** of the plan.
- **Outstanding credit balance** reached **167,738 billion dong**, increased **26,300 billion dong** compared to the beginning of the year as **19%**, achieving **105%** of the plan. Credit quality was well controlled and Non-Performing Loans ratio was **2.33%**.
- **Consolidated profit before tax** reached **4,545 billion dong**, increased **38%** compared to the beginning of the year, achieving **114%** of the plan. Risk provisions were fully set aside in accordance with regulations.
- **Safety ratio limits** were strictly controlled to ensure compliance with the Law on Credit Institutions No. 32/2024/QH15 dated January 18th, 2024, Circular No. 41/2016/TT-NHNN, Circular No. 22/2019/TT-NHNN and related amending Circulars, as follows:
 - + Consolidated Minimum CAR: **12.66%** (8% higher than the minimum required level).
 - + Liquidity coverage ratio: **23.42%** (10% higher than the minimum required level).
 - + Short-term capital used for medium and long-term loans ratio: **22.33%** (ensuring it does not exceed the maximum allowable limit of 30%).
 - + Investment and capital contribution to joint-stock company ratio: **4.06%** (ensuring it does not exceed the maximum allowable limit of 40%).
 - + Loans to deposit ratio (LDR): **76.98%** (ensuring it does not exceed the maximum allowable limit of 85%).

II. IMPLEMENTATION OF KEY BUSINESS PROGRAMS

- In 2024, Nam A Bank was officially be upgraded in terms of Circular 52/2018/TT-NHNN dated December 31st, 2018 regulating the rating of credit institutions and foreign bank branches to “A”, which is the highest rating on the assessment scale, affirming that Nam A Bank had a credible risk management system, sustainable and stable financial development.
- Nam A Bank officially listed NAB shares on the HOSE (Ho Chi Minh Stock Exchange). This is a significant milestone in the development journey that strengthens market positioning, enhances transparency, increases shares’ value and sustainable development on the market.
- Moody’s upgraded Nam A Bank’s credit rating, improving asset quality from B3 to B2, profitability indicators from B2 to B1, and affirming the issuer rating at B2 with a "stable" outlook.
- Completed the transition to International Financial Reporting Standards (IFRS), marking a significant step to prepare a pioneering effort for the adoption of internationally regulated financial governance standards.

- Promoted green credit development, which is a key target, including: (i) Completion of the Environmental and Social Risk Management System (ESMS), a crucial step toward achieving "Green Bank" level 5; (ii) Publication of the Sustainability Report.
- Expanded operations by opening and operation of 05 branches and 03 transaction offices, bringing the total number of business locations to 148. Additionally, the OneBank system was expanded to 114 locations, covering almost all key economic regions nationwide.
- Strengthened workforce development, ensuring transparency in assignments, implementing HR restructuring, and fostering a skilled, tech-savvy workforce.
- Celebrated 32 years of establishment with successful promotional campaigns, reinforcing corporate culture and teamwork.
- Earned multiple prestigious awards, including: "Best Green Bank in Vietnam 2024", awarded by Global Brands Magazine; Top 10 Outstanding ASEAN Enterprises 2024; "Best Risk Management Bank in Vietnam 2024"; "Vietnam Digital Transformation Award 2024"; "Most Innovative Digital Banking Ecosystem in Vietnam 2024"; "Most Innovative Open Banking in Vietnam 2024"; "Open Banking by Nam A Bank" recognized as an Outstanding Technology and Digital Transformation Product; "Outstanding Bank for Green Credit" and "Outstanding Retail Bank", awarded by Vietnam Retail Banking Forum 2024; "Best Workplace in Asia 2024" and "Best Workplace with Employee Care Benefits 2024", awarded by HR Asia; "Vietnam Digital Transformation Award 2024", awarded by Vietnam Digital Communications Association.

In conclusion: At the end of the 2024 fiscal year, despite numerous challenges and difficulties, Nam A Bank, with its internal strengths and collective commitment across all levels, has achieved impressive business results, surpassing the targets approved by the AGM, specifically: (i) Total assets reached 106% of the target; (ii) Mobilizing capital completed 100% of the target; (iii) Loans reached 105% of the target; (iv) Profit before tax achieved 114% of the target. Additionally, credit quality remained strictly controlled, ensuring full compliance with the State Bank of Viet Nam (SBV) regulations.

PART 2: BUSINESS PLAN FOR 2025

The global economy in 2025 is forecasted to experience stable growth, but it will face numerous challenges, including weak investment, high public debt, geopolitical tensions, and persistent trade protectionism. Meanwhile, Vietnam's economy is expected to maintain its growth momentum, with a target of 8% GDP growth set by the Government, in which public investment disbursement is expected to be the main driver supporting growth alongside exports and digital technology development.

2025 is considered a "pivotal year" for the 2025-2030 period, providing an opportunity for Nam A Bank to strengthen internal capabilities, overcome limitations, enhance operations and elevate position to be fully prepared for the next challenging journey yet promising **development era**. The leadership has set a strategic direction for 2025, focusing on

restructuring the system and organization, ensuring a harmonized integration of three key elements: **Strategy - Mechanism - Human Resources**, with a strong commitment to successfully achieving the 2025 business plan. Accordingly, the key business targets for 2025 have been established and are presented as follows:

I. BUSINESS PLAN FOR 2025

- Total asset is **270,000 billion dong** increased 10% compared to 2024.
- Mobilizing capital (included issuance of valuable papers) is **209,000 billion dong**, an increase of 17% compared to 2024.
- Outstanding credit balance is **194,000 billion dong** increased 16% compared to 2024.
- The non-performing loan (NPL) ratio **does not exceed 2.5%**.
- Consolidated profit before tax is **5,000 billion dong** increased 10% compared to 2024.
- Ensuring safety ratios in accordance with the regulations.

II. IMPLEMENTATION SOLUTIONS IN 2025

To achieve the key business targets for 2025, Nam A Bank has set the following strategic initiatives:

1. Adhering to transparent **corporate governance, ensuring compliance** with legal regulations, SBV's directions, and international practices. At the same time, implementing comprehensive measures to **complete the restructuring plan in conjunction with non-performing loan resolution for the 2021-2025 period** as approved by the SBV.
2. Remaining steadfast in the pursuit of sustainable development, with a strategy centered on **"Digitization"** and **"Greenization"**, reinforcing Nam A Bank's distinct brand identity through its "digital" and "green" initiatives.
3. Developing business operations alongside upgrading core technology infrastructure, following the principles of **"modernization, centralization, and connectivity"**. Preparing for system upgrades, integrating IT solutions and applying artificial intelligence to enhance **digital transformation across "operations – business – supervision"**.
4. Affirming the **"Digital Finance"** strategy, continuing to expand the financial supermarket model on a digital platform, offering personalized products and services to increase the proportion of customers using digital banking.
5. Building strategic alliances between Nam A Bank and key partners to establish an integrated financial ecosystem, expanding the customer base and boosting operational revenue.
6. Enhancing the application of technology in risk assessment and control, ensuring effective monitoring of the Bank's and its partners' financial services. Strengthening supervision, internal control, and compliance, ensuring safe and efficient operations that provide optimal benefits for customers and shareholders.

7. Strictly managing credit quality, implementing proactive measures to reduce overdue debts and applying resolutions to solve non-performing loans to improve operational efficiency and financial stability.
8. Maximizing profitability, focusing on service sector growth, optimizing capital costs by increasing CASA deposits and expanding USD growth strategies. Enhancing funding quality, reducing input costs, and fostering sustainable growth while boosting competitiveness.
9. Continuing the organizational restructuring and workforce development, ensuring a **streamlined, professional, and high-performing structure**. Developing a young, tech-savvy, and highly skilled workforce, and establishing a leadership pipeline with both **“Integrity”** and **“Proficiency”**.
10. Strengthening corporate culture values, integrating them deeply into operational strategies, connect corporate culture with operating strategy and promote increased labor productivity.

In Conclusion: Nam A Bank successfully achieved the ambitious goals of the 2024 fiscal year. This achievement has created a strong foundation of trust and confidence for its 2025 strategic objectives. Facing the challenges of domestic and foreign economic environment, the competition in the industry is increasing, with the determination and unity of all employees, along with the support of shareholders, the Board of Directors, and regulatory authorities such as the SBV, Nam A Bank is fully confident in achieving its 2025 business targets.

We sincerely express our deep gratitude to our valued shareholders for the unceasing trust and support. To affirm the shareholders’ belief, Nam A Bank remains committed to striving for excellence, working towards its goal of becoming a leading commercial bank in Vietnam, ranking among the top financial institutions in the State.

Respectfully submitted./.

Recipients:

- Shareholders of Nam A Bank;
- Board of Directors, Board of Supervisors;
- Archived: FPD, Office of BOM, Office of BOD.

ACTING CHIEF EXECUTIVE OFFICER

(Signed)

Tran Khai Hoan