

SUMMARY OF DISCUSSION AT THE 2026 ANNUAL GENERAL MEETING OF SHAREHOLDERS

Question 1: How does the Middle East conflict impact Vietnam's macroeconomy (GDP growth, inflation, exchange rate, interest rates) and BIDV's business operations? Which sectors are directly affected (e.g., logistics, aviation), and what are BIDV's 2026 business targets under base and downside scenarios?

Response:

Chairman Phan Duc Tu:

As a systemically important financial institution, BIDV has conducted a comprehensive assessment of how oil price volatility affects the Vietnamese economy and the Bank's operations, with detailed analytical reports prepared on this basis.

First, on energy supply:

Vietnam's two domestic refineries meet approximately 70% of national fuel demand. The remaining shortfall is covered by imports of crude oil and liquefied gas, a significant portion of which is sourced from the Middle East. Geopolitical developments in the region therefore feed directly into both energy supply and pricing. Despite the Government's stabilization measures, fuel prices continue to exhibit meaningful volatility.

Second, on input costs across industries:

Energy-intensive sectors — transportation, logistics, tourism, and manufacturing (particularly chemicals) — face material pressure from rising input costs, with corresponding implications for cost management and pricing discipline.

Third, on trade and supply chains:

Episodic disruptions to goods flows have occurred, and a number of enterprises have encountered difficulty accessing or sustaining trade with conflict-affected regions, even where they are prepared to absorb higher costs.

Fourth, on macroeconomic transmission:

As a strategic input across multiple industries, fuel price increases generate cost-push inflationary pressure, with flow-through effects on inflation, the exchange rate, and broader macroeconomic balances.

For the banking sector, the impact is indirect but tangible. BIDV's customer portfolio includes transportation, logistics, and industrial manufacturing — segments directly exposed to energy cost fluctuations. When these customers face headwinds, the Bank's performance is affected in turn.

In response, BIDV has deployed a range of support measures, including assistance with market diversification, cash flow restructuring, and debt rescheduling to alleviate financial pressure on customers. In parallel, the banking sector would itself benefit from policy mechanisms comparable to those extended by the Government, to address genuine force majeure exposures.

At present, the macroeconomic impact remains manageable. BIDV has built out multiple operating scenarios — base, adverse, and favorable — to inform management decisions and preserve operational stability, particularly in core lending and funding activities.

Question 2: What is BIDV's forward strategy? Will upcoming senior management changes affect the Bank's overall strategic direction? How does the Bank assess its current leverage (19x) and capital adequacy risk in light of the relatively slow pace of capital increases?

Response:

Chairman of the Board Phan Duc Tu:

In 2024, BIDV completed a comprehensive analysis of the prevailing economic, political, and social environment, which forms the foundation of the Bank's five-year strategic plan. The strategic direction is being submitted to this General Meeting for shareholder approval, establishing the basis for faster and more sustainable growth toward becoming a **“Large – Strong – Green” Financial Group**.

The overarching ambition is to rank among the leading **Large – Strong – Green financial institutions in Southeast Asia**.

- **Large:** Top 100 banks in Asia by 2030 and Top 50 by 2045, supporting Vietnam’s national objective of placing at least three banks in the regional Top 100. BIDV will continue to fulfill its role as a leading bank, sustaining scale and growth in line with targets approved by the State Bank of Vietnam.
- **Strong:** Strengthening internal capabilities — particularly **governance, corporate culture, risk management, and technology** — to build a durable platform for sustainable development and long-term competitiveness.
- **Green:** Positioning BIDV as Vietnam’s leading institution in **green finance**, spearheading large-scale green credit programs in support of sustainable economic development.

These strategic directions will be implemented consistently and without interruption. Successor management teams will inherit the strategy and advance its execution. The strategy itself is not static; it will be reviewed and recalibrated in response to evolving conditions. The overarching commitment to Large – Strong – Green remains firm.

CEO Le Ngoc Lam:

BIDV operates in full compliance with prudential requirements set by the State Bank of Vietnam, including the 8% minimum Capital Adequacy Ratio (CAR). In recent years, CAR has consistently been maintained above 9%, providing a prudent safety buffer.

As total assets continue to expand, capital augmentation is increasingly required to preserve these safety ratios. Certain capital-raising tranches are expected to be executed within the current year, while others may extend into early next year, subject to regulatory approval timelines and market conditions.

All capital increase plans are subject to approval from the competent authorities, which carries inherent procedural lead times. Technical requirements — such as the minimum six-month interval between private placements — further extend the implementation timeline.

For 2026, BIDV plans to raise charter capital by approximately **VND 26 trillion** through several components: (i) **VND 4,985 billion from reserve funds**; (ii) **VND 13,972 billion from the 2023 stock dividend**; and (iii) approximately **VND 7,800 billion from additional issuance (private placement and/or public**

offering). Upon successful execution, charter capital is expected to reach approximately **VND 99 trillion**.

CAR is projected to reach at least **9.5%**, with a target of approximately **10%**. While the total asset base is large, risk-weighted assets are contained at around **VND 2.3 quadrillion**, supporting a reasonable leverage profile.

On the market environment, the State Bank of Vietnam has oriented its policy stance toward interest rate stability in support of economic growth. Liquidity pressures have at times pushed rates higher, but the regulator has been actively managing the market to contain excessive increases that could weigh on businesses and the broader economy.

Further supportive measures are anticipated, including regulatory adjustments that provide commercial banks with room to stabilize and gradually reduce lending rates.

Question 3: Please provide preliminary 1Q2026 results for BIDV: pre-tax profit, credit growth, and NPL ratio.

Response:

CEO Le Ngoc Lam:

As of 1Q2026, outstanding credit stood at approximately VND 2.38 quadrillion, up 2.6% year-to-date and over 15% year-on-year.

This is fully aligned with the 2.6% quota allocated by the regulator.

Total mobilized funds reached approximately **VND 2.43 quadrillion**. While funding activities were subject to system-wide pressure, balances were broadly stable versus year-start and grew **11.7%** year-on-year.

Pre-tax profit (standalone) reached **VND 8,254 billion**, up **17.6%** year-on-year. The NPL ratio remains well controlled at **below 1.5%**, in full compliance with regulatory requirements.

Question 4: How will higher lending rates affect retail and wholesale credit? What measures is the Bank taking to manage funding costs in light of higher deposit rates versus last year, and will the SBV allow State Treasury deposits to be included in LDR calculations?

Response:

Chairman Phan Duc Tu:

Credit growth remains positive. Under the prevailing policy direction, however, 2026 growth is expected to moderate from 2025 levels. Rather than the 19–20% range seen previously, the State Bank of Vietnam is guiding toward a more prudent target of around 15%.

On the Loan-to-Deposit Ratio (LDR), our understanding is that the SBV is reviewing market conditions and may adopt a more flexible stance in its policy decisions, calibrated to developments in each period.