BIDV INSURANCE CORPORATION

ANNUAL REPORT 2020

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MESSAGE FROM CHAIRMAN



Dear valued shareholders, partners and customers,

2020 is a difficult and challenging year for the world economy in general and for the Vietnam economy in particular. The Covid-19 pandemic with complicated context has disrupted socio-economic activities of countries worldwide. In Vietnam, natural disasters and epidemics have significant impacts on the activities of the economy in general and businesses in particular. Slowing economic growth also has a great impact on the non-life insurance market. According to data from the Ministry of Finance, the growth rate of the market is only about 8%, significantly lower than the rate 11.6% in 2019.

However, overcoming the challenges from the pandemic, with efforts of the whole system and effective business solutions, BIC has had the most successful business year in 15 years of operation.

Achievement in tough situation

Total consolidated assets of BIC reached VND **5,811** billion at December 31, 2020, grew by **5.7%**. Owner's equity reached VND **2,418** billion, grew by **7.9%** compared to 2019. Total consolidated GWP of BIC in 2020 reached VND **2,752** billion, grew by **12.9%** compared to last year. In which, the direct premium reached VND **2,659** billion, grew by **38.9%** compared to 2019, completed **155.6%** plan assigned by the AGM. In particular, 2020 continues to be the year when BIC has high profits from insurance business.

In 2020, BIC continues to be ranked at B ++ (Good) by the world's leading credit rating organization - A.M Best, the highest ranking for non-life insurance companies in Vietnam. This rating result is announced by A.M. Best on the basis of a comprehensive evaluation of BIC's operations over the years, including: financial capacity, business results, operational efficiency and risk management system. In particular, financial capacity has been shown by capitalization capacity based on risk of BIC that continues to be maintained at the highest level. The underwriting activity result has been continuously showing good performance with the average combined cost ratio in the last 5 years at 99%. BIC's risk management framework was built in accordance with the scale and actual operation, continuously strengthened with the support of parent bank BIDV and strategic partner Fairfax.

BIC business activities also recognized positive result in oversea market. The profit before tax in 2020 of Lao Viet Insurance Joint Venture Company (LVI) grew by **578%** compared to 2019, which helped maintain its leading position in terms of profitability. Cambodia - Vietnam Insurance Company (CVI) ranked 5th out of 17 leading non-life insurance companies in terms of market share and continued to maintain the leading position in the field of aviation insurance in Cambodia.

Acceleration and breakout

In 2021, Vietnam and the world are still facing the impact of the Covid-19 epidemic, BIC will continue to persevere with the growth orientation associated with operational efficiency. With the determination to "speed up and break out", the whole BIC system will strive to archive more success in 2021.

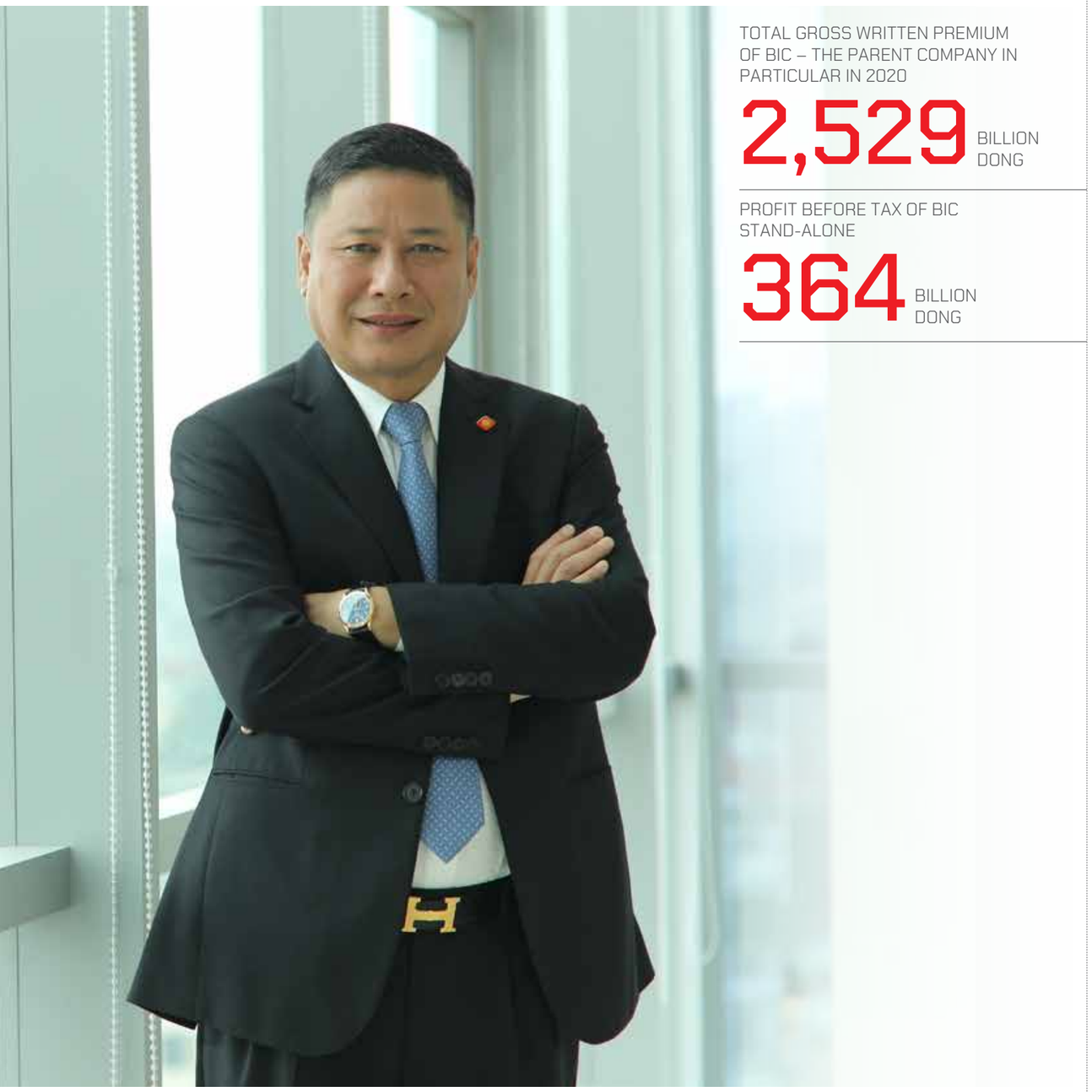
The year 2021 is also a pivotal year for BIC in the development and implementation of the 5-year business strategy 2021 - 2025 and vision to 2030. BIC will drastically with the goal of **"Innovation, creativity and sustainable development"** to successfully archive major goals including early joining top 5 non-life insurance companies in term of direct premium market share, maintaining its position in the top 3 non-life insurance companies in term of profitability as well as become the leading non-life insurance in term of Bancassurance premium.

I hope that shareholders, partners and customers will accompany and support BIC in 2021 in concreting the challenging goals. I, myself and the Board of Directors will do our best to work side by side to build a strong BIC team, worthy of the position as one of the leading insurance companies in Vietnam.

Wishing all of you health, happiness and success.

Sincerely.
Tran Xuan Hoang
Chairman of the Board

MESSAGE FROM CEO



TOTAL GROSS WRITTEN PREMIUM OF BIC – THE PARENT COMPANY IN PARTICULAR IN 2020

2,529 BILLION DONG

PROFIT BEFORE TAX OF BIC STAND-ALONE

364 BILLION DONG

Dear valued shareholders, partners and customers,

In 2020, the Vietnam's non-life insurance market faced many challenges due to the Covid-19 pandemic. Social isolation and lockdown made it difficult to reach customers while limited domestic and oversea flights, tightened spending by businesses and people, etc had a strong influence on the business activities of insurance companies. According to data from the MOF, the growth rate of the market is only about 8% which is 3.6% lower than the growth rate of 2019.

In 2020, business operations of BIC as well as other insurance companies faced many difficulties, requiring changes in business strategies, overcoming challenges to develop operations. With persistent growth orientation associated with operational efficiency, BIC has achieved very comprehensive and sustainable results in its 15th year of operation.

Turning difficulties into motivation

Not faltering with the difficulties caused by the Covid-19 pandemic, BIC has gradually changed, improved its operations, renovated its technology, business strategies, and improved the quality of sales services, etc. In 2020, BIC has launched BIC Online mobile application to support customers to buy insurance, report loss, receive claim payments, look up for car garages, hospitals associated with BIC and many great other features. The application helps customers to interact with BIC online, saving time and expense, and is very suitable in the context of the complicated Covid-19 pandemic.

In addition to technological innovations, BIC also deployed other effective solutions such as restructuring operation, improving the quality of governance, risk management, and focusing on developing retail distribution channels, especially Bancassurance, and strictly control claim operation.

BIC's business results in the Vietnam's non-life insurance market in 2020 recorded many positive marks. Total gross written premium of BIC – the parent company in particular in 2020 achieved VND **2,529** billion, increased **13.7%** compared to 2019, completed **104.3%** assigned plan by the Annual General Meeting. The direct premium of BIC stand-alone reached VND **2,363** billion, grew **17.4%** compared to last year, double the general growth rate of non-life insurance market, helping BIC rise to the 7th position in term of direct premium market share. With the orientation of sustainable development, the efficiency indicators of BIC in 2020 achieved good results. With the combined ratio less than 100%, BIC made profits from underwriting activities. Profit before tax of BIC stand-alone reached VND **364** billion, **38.9%** higher than 2019.

2020 is also a successful year of BIC in developing retail distribution channels such as Bancassurance and online insurance. In particular, the Bancassurance channel grew impressively by nearly 70% compared to 2019, the highest growth rate ever.

Aside from good business results, in 2020, BIC also made its mark in other activities with many prestigious titles and awards such as Top 10 most prestigious non-life insurance companies in Vietnam, Top 500 most profitable enterprises in Vietnam and etc.

Innovation, creativity and sustainable development

BIC continues to focus on effective goals in 2021. BIC aims to grow revenue and continue to make profits from insurance business.

In addition to successful solutions in 2020, BIC will continue to improve efficiency in developing the network of branches as well as divisions at the Head Office in 2021; to review the management institutions, quick services handle but still ensure operational safety; to accelerate the digital transformation and develop information technology systems; to improve cost management efficiency associated with the 2021 - 2025 strategy and vision to 2030. In which, **"innovation, creativity and sustainable development"** is a guideline and a motto throughout the development process of BIC in the coming time.

With the achievements in 2020, I am confident that BIC team will continue to strive to complete challenging business goals in 2021. I also hope that you will always support and stand by BIC in 2021 and the years to come.

Yours faithfully!
Tran Hoai An
General Director



01 GENERAL INFORMATION

- **Official name:** Bank for Investment and Development of Vietnam Insurance Joint Stock Corporation.
- **Transaction name in English:** BIDV Insurance Corporation
- **Stock symbol (HOSE):** BIC
- **Head office:** 11/F, 263 Cau Giay street, Dich Vong Ward, Cau Giay District, Hanoi, Vietnam
- **Tel:** (84-24) 22200282
- **Fax:** (84-24) 22200281
- **Hotline:** 1900 9456
- **Website:** www.bic.vn | **Email:** bic@bidv.com.vn
- **Charter capital:** VND 1,172,768,950,000
- **A.M Best Rating:**
  + Financial strength rating: B++ (Good)
  + Issuer credit rating: bbb
  + Prospect: Stable

CHARTER CAPITAL:
1,172,768,950,000
VND

MILESTONES

1999

• 1999 - Bank for Investment and Development of Vietnam (BIDV) and QBE International Insurance Company cooperated to establish the BIDV – QBE Insurance Joint Venture.

2006

• 2006 – BIDV bought the shares of QBE in the joint venture and changed its name to the Bank for Investment and Development of Vietnam Insurance Company (BIC).

2017

• 2007 - BIC increased its chartered capital to VND 500 billion with the expansion of 11 branches and 30 regional sales offices.

2008

• 2008 - BIC cooperated with Lao Viet Joint Stock Commercial Bank (LVB) and Lao Commercial Bank (BCEL) to establish Lao Viet Insurance Joint Venture Company (LVI).

2009

• 2009 - BIC became the first insurance company in Vietnam with a full network of operations in all three countries of Indochina (Vietnam – Laos – Cambodia).

2010

• 2010 - BIC officially changed its form from 100% state owned to Joint Stock Company with the new name of Bank for Investment and Development of Vietnam Insurance Corporation.

2016

• 2016 - A.M Best raised BIC's outlook to Positive and continued to affirm the financial strength rating of B+ (Good), and issuer credit rating of bbb-

2015

• 2015 - BIC completed a strategic equity acquisition agreement with Fairfax, a leading global insurer and reinsurer from Canada.

2014

• 2014 - For the first time in BIC's history A.M. Best, a leading financial credit rating agency rated BIC a B+ for good financial strength and bbb- for issuer capacity.

2013

• 2013 - BIC purchased back shares of LVB in Lao Viet Insurance Joint Venture Company to increase its shareholding in LVI to 65% and officially released consolidated financial statements from Quarter III/2013.

2012

• 2012 - BIC fulfilled its business plan in 2012 and was one of the most profitable insurance companies in the market despite the difficult business environment due to the impact of the recession.

2011

• 2011 - BIC officially provided insurance products through online channel via www.baohiemtruc-tuyen.com.vn, which contributed to promote retail insurance. In September 2011, BIC also officially listed 66 million shares on the Ho Chi Minh Stock Exchange (HOSE).

2017

• 2017 - BIC provided satisfactory and sustainable business results and maintained its position as a top 5 non-life insurance company with the highest income in the market.

2018

• 2018 - BIC's credit rating was upgraded by A.M. Best from B+ to B++. Business results were also impressive.

2019

• 2019 – BIC together with 7 leading insurance companies in Korea, China, Indonesia, Philippines, and Vietnam found Asian Guarantee and Credit Insurance Association (AGCIA). The role of the organization is representative for enterprises providing guarantee and credit insurance businesses in Asia.

2020

• 2020 - BIC has launched BIC Online mobile application with many modern utilities for customers. In the 15th year of operation, BIC has achieved many impressive business results. The direct premium of BIC stand-alone reached VND 2,363 billion, grew 17.4% compared to last year. It doubled the general growth rate of non-life insurance market that helped BIC rise to the 7th position in term of direct premium market share.

TITLES AND AWARDS



TOP 10 MOST PRESTIGIOUS NON-LIFE INSURANCE COMPANY IN VIETNAM
awarded by Vietnam Report Joint Stock Company (Vietnam Report) in collaboration with VietnamNet Newspaper (2016-2020)

TOP 50 MOST EFFICIENT LISTED COMPANY IN VIETNAM
for 5 consecutive years from 2014 to 2018 (according to Investment Bridge Magazine and Thien Viet Securities Company)

TOP 500 FASTEST GROWING BUSINESS IN VIETNAM
from 2010 to 2015, and 2019 (according to the Independent report of Vietnam Report)

TOP 1000 ENTERPRISES WITH HIGHEST CORPORATE INCOME TAX CONTRIBUTION IN VIETNAM
for 7 consecutive years from 2010 to 2016 (according to the Independent report of Vietnam Report)

TOP 50 FASTEST GROWING COMPANY OF VIETNAM
for the period of 2009 - 2014 (according to the Independent report of Vietnam Report)

TOP 500 LARGEST ENTERPRISE IN VIETNAM
announced by Vietnam Report in 2018, 2019

TOP 500 MOST PROFITABLE ENTERPRISES IN VIETNAM
announced by Vietnam Report in 2020







Labor Order, third class awarded by the President of Vietnam.

Central Enterprise Party Award 2008, 2013.

Ministry of Finance Award in 2009, 2010, 2013, 2019 recognizing the active contribution of BIC to the sustainable development of the financial market of Vietnam.

Prime Minister's Award in 2010 recognizing BIC's contribution to national construction.

"Best non-life insurer in 2010" Certificate by the Vietnam Economic Forum.

Emulation Flag, Award Certificate of the Governor of the State Bank of Vietnam in 2008, 2010.

Top Trade Service Award in 2008 and 2013 of Ministry of Industry and Trade.
Golden FDI Award in 2008.

Vietnam Golden Star Award 2010.

Excellent Brand Award in Vietnam for consecutive years 2007 to 2009 and from 2013 to 2019.

Best leverage index in the insurance sector in 2014 under the "Vietnam Best Company" (according to the assessment of Vietnam Chamber of Commerce and Industry- VCCI).

BUSINESS SERVICE AND BUSINESS NETWORK



BUSINESS SERVICES

- BIDV Insurance Corporation operates under Business License No. 11/GP/KDBH issued by the Ministry of Finance dated 10th April 2006 and Adjusted License No. 11/GPDC16/KDBH dated 06th January 2016.
- BIC's services cover non-life insurance, reinsurance, and financial investment services.

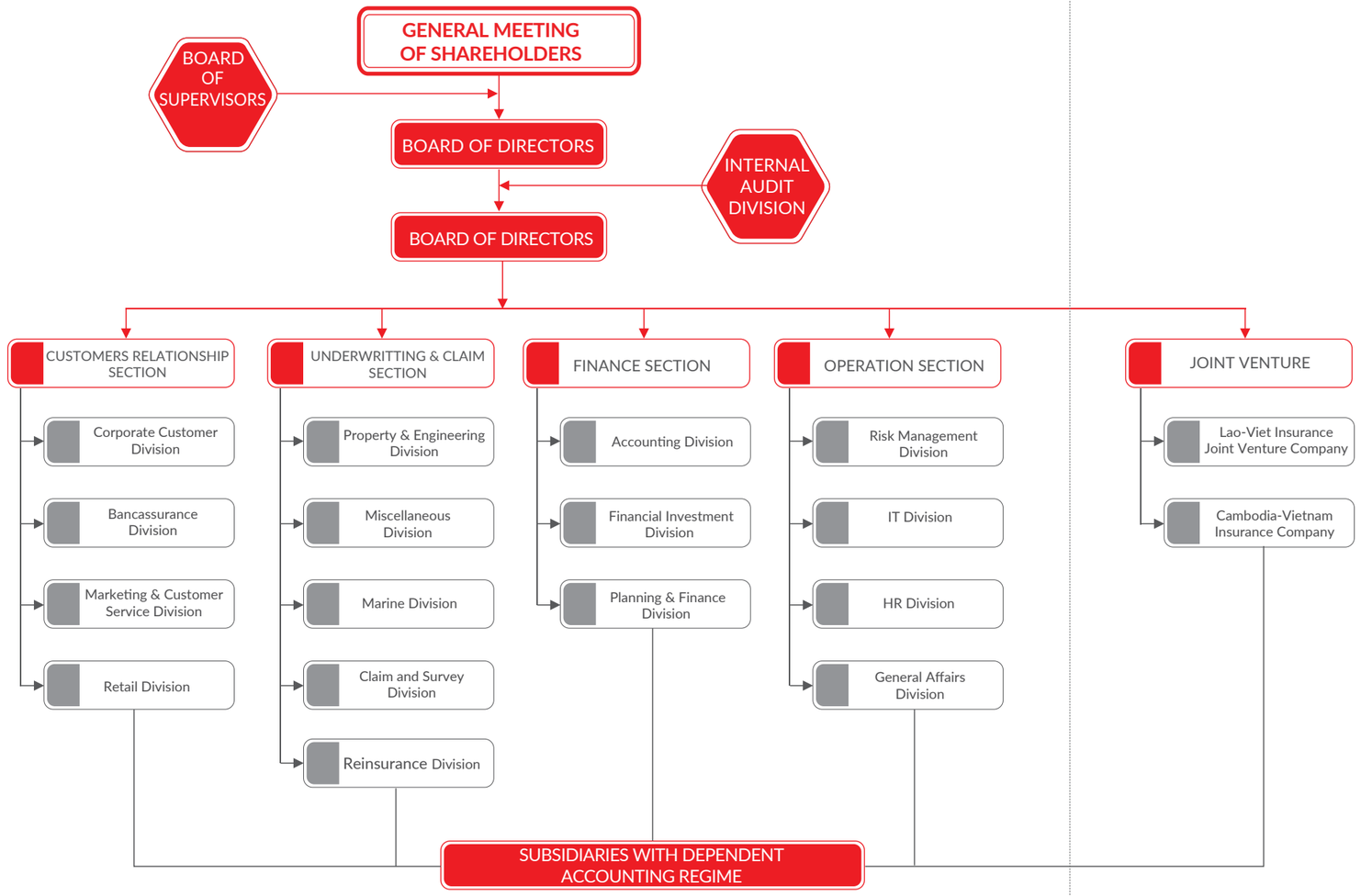
BUSINESS NETWORK

- BIC has 26 branches, over 160 sales offices, and over 1,500 insurance agents nationwide, 2 Joint-Ventures in Lao and Cambodia;
- BIC provides more than 100 non-life insurance products that meet the needs of most customers.

HEAD OFFICE:

11/F, 263 Cau Giay street, Dich Vong Ward, Cau Giay District, Hanoi, Vietnam

GOVERNANCE STRUCTURE, MANAGEMENT SYSTEM, BRANCHES AND JOINT-VENTURES



OVERSEAS JOINT-VENTURES

Lao-Viet Insurance Company (LVI)

Address: LVB Building, No. 44, Lanxane, Vientianes, Laos

Business services: non-life insurance, reinsurance, and financial investment services

Chartered capital: 3 million USD

The ownership rate of BIC: 65%

Cambodia-Vietnam Insurance Company (CVI)

Address: No.398, Monivong Boulevard, Phnom Penh, Cambodia

Business services: non-life insurance, reinsurance, and financial investment services

Chartered capital: 7 million USD

BRANCHES:

1. Ha Noi BIDV Insurance Company
Address: No. 46-48 Ba Trieu, Hang Bai Ward, Hoan Kiem District, Ha Noi City.
2. Thang Long BIDV Insurance Company
Address: 3th floor, Golden Palace office building, Me Tri street, Nam Tu Liem, Hanoi.
3. Dong Bac BIDV Insurance Company
Address: No.1, Nguyen Dang Dao, Bac Ninh City.
4. Vinh Phuc BIDV Insurance Company
Address: Dao Duy Anh Street, Dong Da Ward , Vinh Yen City, Vinh Phuc.
5. Thai Nguyen BIDV Insurance Company
Address: 7th floor, No. 653 Luong Ngoc Quyen, Thai Nguyen City.
6. Hai Phong BIDV Insurance Company
Address: Thanh Dat 1 Tower, No. 3 Le Thanh Tong, May To Ward, Ngo Quyen District, Hai Phong City.
7. Bac Bo BIDV Insurance Company
Address: 5th floor BIDV Tower, No. 92C Hung Vuong, Vi Xuyen Ward, Nam Dinh City.
8. Hai Duong BIDV Insurance Company
Address: No.115 Tran Hung Dao Street, Tran Hung Dao Ward, Hai Duong City, Hai Duong.
9. Quang Ninh BIDV Insurance Company
Address: No. 88 Le Thanh Tong, Hong Gai Ward, Ha Long City, Quang Ninh.
10. Bac Trung Bo BIDV Insurance Company
Address: 8th floor BIDV Tower, No. 08 Le Nin Boulevard, Hung Dung Ward, Vinh City, Nghe An.
11. Da Nang BIDV Insurance Company
Address: No. 40-42 Hung Vuong, Hai Chau District, Da Nang City.
12. Binh Dinh BIDV Insurance Company
Address: No.72 Le Duan, Quy Nhon City, Binh Dinh.
13. Nam Trung Bo BIDV Insurance Company
Address: 6th floor, No. 35 2/4 Street, Nha Trang City, Khanh Hoa.
14. Bac Tay Nguyen BIDV Insurance Company
Address: 6th floor Duc Long Gia Lai Tower, No. 117 Tran Phu, Dien Hong Ward, Pleiku City.
15. Tay Nguyen BIDV Insurance Company
Address: No. 389 Phan Chu Trinh Street, Tan Loi Ward, Buon Ma Thuoc City, Daklak.
16. Mien Dong BIDV Insurance Company
Address: No. 4-5, Unit 23, Street 3, Tam Hoa Ward, Bien Hoa City, Dong Nai.
17. Binh Duong BIDV Insurance Company
Address: 12A floor, Becamex Tower, No. 230 Binh Duong Boulevard, Phu Hoa Ward, Thu Dau Mot City, Binh Duong.
18. Ho Chi Minh BIDV Insurance Company
Address: 5th floor, C Section, Waseco Building, no. 10, Pho Quang Street, Tan Binh District, Ho Chi Minh City.
19. Sai Gon BIDV Insurance Company
Address: 08th floor, No. 472 Nguyen Thi Minh Khai, District 3, Ho Chi Minh City.
20. Vung Tau BIDV Insurance Company
Address: No. 72A Tran Hung Dao, Ward 1, Vung Tau City, Ba Ria – Vung Tau.
21. Mien Tay BIDV Insurance Company
Address: No. 53 - 53A Vo Van Tan, Tan An Ward, Ninh Kieu District, Can Tho City.
22. Dong Do BIDV Insurance Company
Address: No. 263 Cau Giay, Dich Vong Ward, Cau Giay District, Hanoi City
23. Cuu Long BIDV Insurance Company
Address: 08th floor Post-Office Tower, No. 71A Nam Ky Khoi Nghia, Ward 4, My Tho City, Tien Giang.
24. Lao Cai BIDV Insurance Company
Address: 2th and 3rd floor BIDV Tower, No. 002 Hoang Lien, Duyen Hai Ward, Lao Cai City, Lao Cai.
25. Tay Bac BIDV Insurance Company
Address: 4th floor Viettel Son La Tower, No.1 Chu Van Thinh, Son La City.
26. Ben Thanh BIDV Insurance Company
Address: 9th floor, B&L Tower, no 119 – 121 Ung Van Khiem, Ward 25, Binh Thanh District, Ho Chi Minh City.



DEVELOPMENT ORIENTATION

STRATEGIC TARGETS TO 2025:

- To expand operation scale along with sustainable development, claims quality control, ensuring efficiency and safety in operation;
- To grow to become among the Top 3 largest non-life insurance companies in terms of profitability in Vietnam and Top 3 largest non-life insurance companies in terms of Bancassurance.
- To maintain the leading positions in terms of international rating among Vietnam insurance companies
- To apply modern management skills to optimize the operation of the company and to build corporate culture with high efficiency.
- To strongly apply information technology, diversify insurance-banking products and services, improve skills and professionalism in line with best practices, and further develop Bancassurance to gain competitive advantages.

SUSTAINABLE DEVELOPMENT OBJECTIVE

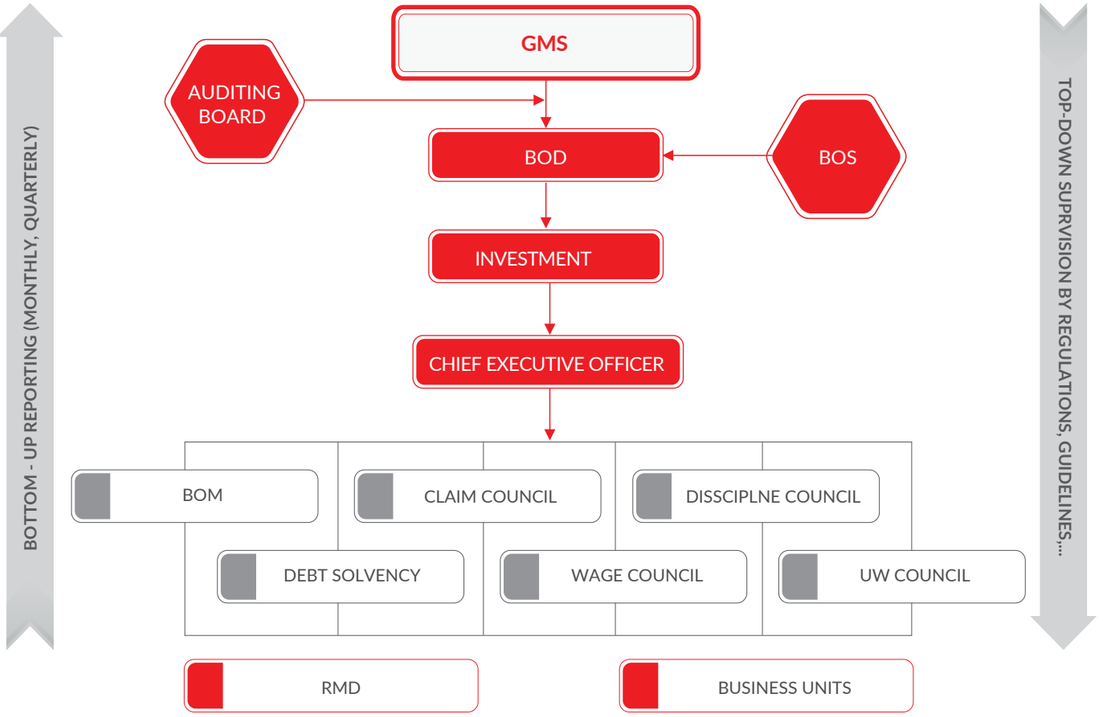
BIC understands that sustainable development is a long-term and important target for all enterprises including BIC. Beside business growth, BIC is keenly aware of our need to care for the environment and our social responsibility. BIC commits to connect its business development objectives with environmental and social responsibility, which will be the necessary foundation to ensure the sustainable development of BIC in long term.

BIC has selected and integrated its development goals with some of the 17 Sustainable Development Goals of the United Nations as part of BIC's business growth objectives, as follows:

- Eradication of hunger and alleviation of poverty
- Ensuring education quality
- Ensuring a healthy lifestyle and improving social welfare
- Promoting sustainable economic growth, creating job opportunities in a responsible and sound manner

RISK MANAGEMENT

The primary objective of risk management framework is to protect shareholders from risk and help BIC consistently achieve its objectives. The Board of Directors and Board of Management recognize the importance of an effective risk management system. BIC has established risk management mechanisms, models, processes and regulations with terms agreed upon by the Board of Directors and the Board of Managements. At the same time, a Risk Management Framework and related regulations set out the main risk profile, risk management standards and responsibility of units as well as personnel in business operations.



GMS: General meeting of Shareholders
BOS: Board of Supervisors
BOD: Board of Directors
BOM: Board of Management
RMD: Bisk Management Division

Business Units:

- Underwriting Divisions
- Claims DIvision
- Reinsurance Division
- Financial DIvislon
- Investment DIVIsion
- Subsidiaries

THE FOLLOWING ARE SOME OF THE MAJOR RISKS THAT MAY AFFECT BIC'S BUSINESS OR THE PERFORMANCE OF BIC'S GOALS:

Insurance risk: The primary insurance activity carried out by BIC is the assumption of risk of loss from persons or organizations that are directly subject to the risk. Such risks may relate to property, liability, accident, health care, financial or other perils that may arise from an insurable event. As such BIC is exposed to uncertainty surrounding the timing and severity of claims under the contract. Underwriting and reinsurance divisions are responsible for reviewing differences in terms and conditions between BIC's branches and the Insured and for ensuring that all accepted risks are safe. BIC also has exposure to market risk through its insurance and investment activities. BIC manages its insurance risk through underwriting limits, approval procedures for transactions that involve new products or those that exceed set limits, risk diversification, pricing guidelines, reinsurance and monitoring of emerging issues.

Reinsurance risk: BIC reinsures a portion of the insurance risks it underwrites in order to control its exposures to losses and protect its capital, through treaty and facultative reinsurance arrangements. These reinsurance agreements transfer part of the risk and limit the exposure from each insured. The amount of each risk retained depends on BIC's evaluation of the specific risk, subject in certain circumstances, to maximum limits based on characteristics of coverage. Under the terms of the reinsurance agreements, the reinsurer agrees to reimburse the ceded amount in the event the claim is paid. However, BIC remains liable to its policyholders with respect to ceded insurance if any reinsurer fails to meet the obligations it assumes. Ceded reinsurance contains credit risk, and to minimize such risk, only those reinsurers whose credit rating are either assessed by credit rating agencies or internally assessed by BIC and satisfy BIC criteria are selected for business with the Corporation. BIC strictly follows conditions of overseas reinsurers as detailed in Decree No. 73/2016/NĐ-CP dated July 1, 2016 issued by the Government of Vietnam in order to engage with reputable reinsurers. BIC requires a minimum A- as rated by A.M. Best as part of its reinsurer criteria.

Capital risk: The primary capital management objective of BIC is to maintain a strong capital base to support the development of its business and to comply with regulatory capital requirements at all times. BIC recognizes the impact on shareholders returns from the level of equity capital employed and seeks to maintain a prudent balance. Regulatory capital requirements arising from the operations of the Corporation require BIC to hold sufficient assets to cover liabilities and satisfy solvency margin requirements in Vietnam.

Market risk: Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market prices comprise four types of risk: interest rate risk, currency risk, commodity price risk and other price risks, such as share price risk.

Credit risk: Credit risk is the risk that counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Corporation is exposed to credit risk from its operating activities (primarily for trade receivables from original insurance and reinsurance activities) and from its financing activities, including deposits at banks and other financial instruments. Another risk is rating downgrade due to bad performance however BIC tries to maintain or improve its A.M. Best rating.

Liquidity risk: BIC has to meet daily calls on its cash resources, notably from claims arising on its insurance contracts. There is therefore a risk that cash will not be available to settle liabilities when due at a reasonable cost. BIC manages this risk by monitoring and setting an appropriate level of operating funds to pay these liabilities. The solvency requirements of BIC now are higher than those set out in Circular No. 50/2017/TT-BTC dated May 15, 2017 issued by the Ministry of Finance and Decree No. 73/2016/NĐ-CP dated July 1, 2016 issued by the Government of Vietnam.

Legal risk: Risk on violating law provisions such as violating the regulations on compulsory insurance, premiums, insurance payment periods. Non-compliance or failure to promptly update processes under the current law provisions may lead to legal risks for BIC. BIC controls these risks by updating and revising regulations, policies, and procedures in accordance with legal regulations and constantly improving legal training for all staff, participate in the settlement of disputes on the basis of mediation, harmonization of interests, strictly compliance with the decisions of competent law agencies and etc.

Operating risk: are risks arising during the operation of BIC. BIC regularly conducts internal inspection to check, detect and correct operational mistakes to minimize these risks.



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NON-LIFE INSURANCE MARKET IN 2020

Vietnam's economic situation in 2020

Vietnam socio-economy in 2020 took place in the context of an epidemic of acute respiratory infections due to a strong outbreak of Corona virus (Covid-19) and unpredictable changes on a global scale, which has seriously affected. Major economies face the deepest recession as the worst in decades. However, in the last months of the year, when most economies restart after a lockdown due to the Covid-19 epidemic, it is forecasted that the world economic growth would show more signs that are positive. Global trade, commodity prices are slowly recovering, global stock markets surged in November and December thanks to positive signals from the production and effectiveness of Covid-19 vaccine. Although major economies such as the US, China, Japan, and the European Union still face many difficulties, they tend to recover in the last months of 2020 and forecast better growth in the year 2021. Domestically, besides the advantages from positive growth results in 2019, the macro economy is stable but faces many difficulties and challenges. Covid-19 pandemic is complicated and unpredictable, causing growth in almost all sectors and fields to slow down. The disruption situation of international trade caused consequences to the production, export and import activities of Vietnam.

GDP in 2020 increased by 2.91% (3.68% in the first quarter; 0.39% in the second quarter; 2.69% in the third quarter; 4.48% in the fourth quarter), although it is the lowest rate in the period 2011-2020 but in the complicated situation of Covid-19 which negatively affected all socio-economic fields, this is a great success for Vietnam with the highest growth rate in the world in 2020. In the general growth of the whole economy, the agriculture, forestry and fishery sector increased by 2.68%, contributing 13.5% to the growth rate of the total added value of the whole economy; industry and construction increased 3.98%, contributed 53%; the service sector increased by 2.34%, contributing 33.5%.

Non-life insurance market of Vietnam for 2020

Insurance market in 2020 continues to achieve high growth rates in the context of the Covid-19 epidemic. According to updated data from the Ministry of Finance, total estimated gross written premium of the market in 2020 reached VND 184,662 billion, increased 15% compared to 2019. In which, the gross written premium of non-life insurance reached VND 57,102 billion, increased by 8% compared to 2019; the gross written premium of life insurance reached VND 127,560 billion, increased by 19,6%.

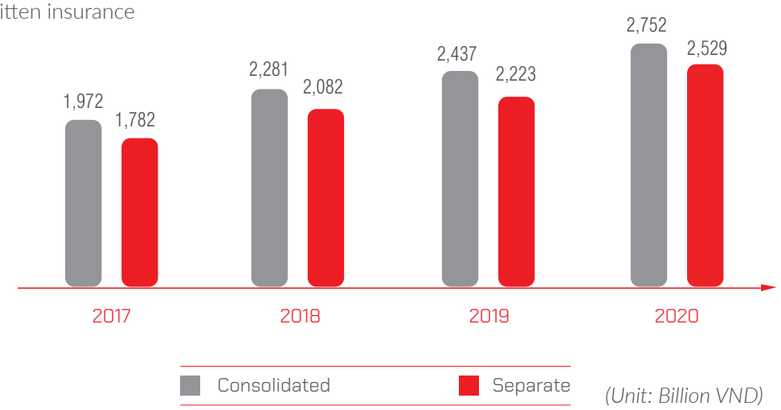


BUSINESS PERFORMANCE

Gross written premium

Consolidated gross written premium (BIC and LVI) reached VND 2,752 billion, an increase of 12.9% compared to 2019, of which, direct written premium increased by 14%, inward premium decreased by 12% due to BIC actively restructured reinsurance porfolio.

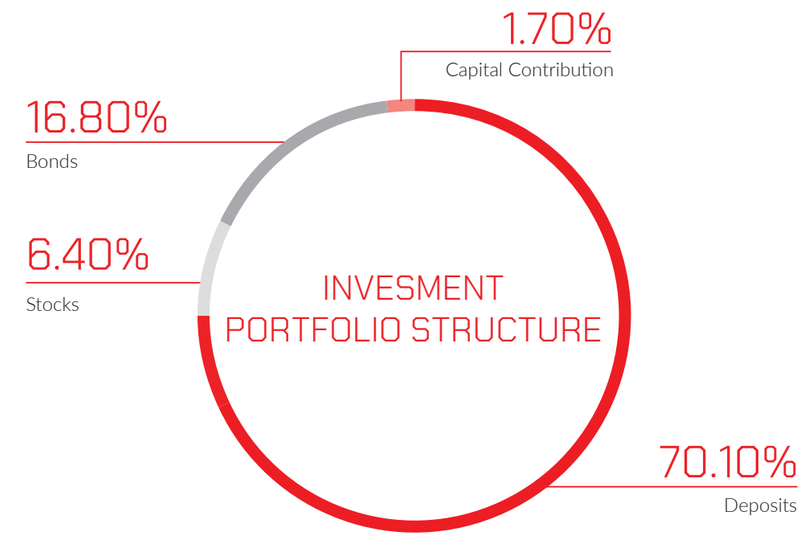
Gross written insurance



(Unit: Billion VND)

Gross written premium of BIC stand-alone in 2020 reached VND 2,529 billion, an increase of 13.7% compared to that of 2019, of which, the direct written premium grew by 17.4% and inward premium decreased by 20.8% due to restructuring of reinsurance operations.

Finance and Investment



SEPERATE PRE-TAX PROFIT OF BIC IN 2020

364 BILLION

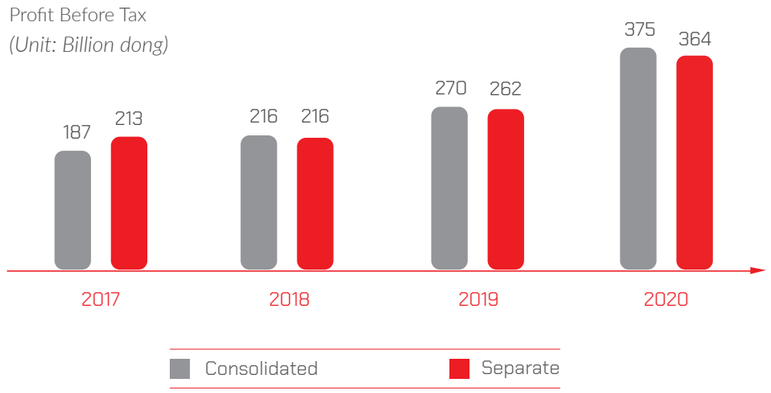
INCREASE 13.8 % compared to 2019

Total consolidated profit from investment (BIC and LVI) in 2020 reached VND 278,1 billion, an increase of 5.3% compared to 2019.

BIC's separate profit from investments reached VND 268.6 billion, an increase of 5.7% compared to 2019.

Profit Before Tax

Total consolidated profit before tax (BIC and LVI) in 2020 reached VND 375 billion outperforming PBT plan of VND 241 billion.



Seperate pre-tax profit of BIC in 2020 reached VND 364 billion , an increase of 38.9% compared to that of 2019.



ORGANIZATION STRUCTURE

Board of Management:



Mr. **TRAN HOAI AN**

Chief Executive Officer

Prior to joining BIC in 2009 Mr. Tran Hoai An was a leading official in the Customs sector. With BIC Mr. An has successfully led and managed both the BIC Binh Dinh and BIC Ho Chi Minh branches before becoming Deputy General Director of BIC on April 1st, 2013 overseeing customer development in the Southern region cum Director of the BIDV Ho Chi Minh Branch. On October 31st, 2014, BIC's Board of Directors issued Decision No. 189/QD-HDQT appointing Mr. Tran Hoai An, CEO of BIC from November 1st, 2014.

Ownership rate: 0,0003%



Ms. **DOAN THI THU HUYEN**

Deputy General Manager

Ms. Doan Thi Thu Huyen has many years of experience at BIDV with many important positions in Human Resources. Formerly Ms. Huyen was the Deputy Director of Human Resources for BIDV before being appointed as Deputy General Director of BIC.

Ms. Huyen has been a Deputy General Director of BIC since May 1st, 2012.



Mr. **TRAN TRUNG TINH**

Deputy General Manager

Mr. Tran Trung Tinh is a well-regarded professional in the Vietnamese insurance market. Prior to joining BIC, Mr. Tinh held many significant positions in large insurance companies such as Deputy Head of the Non-Marine Department, Deputy Head of Property and Engineering Insurance Department of Ho Chi Minh Insurance Company - Hanoi Branch, Head of Property and Engineering Insurance Department of Bao Minh Insurance Corporation - Hanoi Branch, Deputy Director of Bao Minh - Hanoi Branch, Head of Business Development Department of BIC.

Mr. Tinh was first appointed Deputy Director of BIC on October 1st, 2008 and Chief Underwriting Officer of BIC on October 1st, 2010.

ORGANIZATION STRUCTURE



Mr. **VU MINH HAI**

Deputy General Manager

Mr. Vu Minh Hai has been with BIC since 2007 and has held important positions such as Deputy Head of Claims and Survey Department at Head Office and, Deputy Director in charge of BIC - West Ha Noi Branch (now BIC Thang Long). Mr. Hai formerly served as CEO of Lao-Viet Insurance Joint Venture Company (LVI) from March 2009 until April 2012.

Mr. Vu Minh Hai was first appointed Deputy General Director of BIC on April 16th, 2012.



Mr. **HUYNH QUOC VIET**

Deputy General Manager

Mr. Huynh Quoc Viet has been with BIC since its establishment and throughout his time at BIC has held many important positions such as Head of Sales Department, Ho Chi Minh City Branch, Viet Uc JV Insurance Company; Deputy Director and Acting Director of BIC's Ho Chi Minh City Branch; Director of BIC Ho Chi Minh Branch and Director of BIC Saigon Branch.

Mr. Viet was officially appointed as Deputy General Manager of BIC on November 1st, 2015.



Ms. **NGUYEN THANH MAI**

Chief Accountant

Ms. Nguyen Thanh Mai joined BIC in 2007 and has held many significant positions such as: Deputy Head of the Finance and Accounting Department; Head of the Accounting Department, Deputy Director, Acting Director of Finance and Accounting Division.

On April 10, 2018, Ms. Nguyen Thanh Mai was assigned duties of the Chief Accountant and currently holds the position of Acting Director of the Accounting Division.

STAFF AND EMPLOYEE POLICY

Number of staff:

NUMBER OF STAFF 2006

118 EMPLOYEES

NUMBER OF STAFF 2020

1,025 EMPLOYEES

Year	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Employees	118	265	390	493	515	550	589	628	693	755

2016	2017	2018	2019	2020
889	898	960	1.014	1,025



EMPLOYEE POLICY:

Defining labor as a core factor for sustainable development, BIC focuses to develop human resources in three aspects: benefits policy, training and improvement of living standards for employees.

Attractive policy for employees:

Over the past 15 years BIC has developed an employee policy that is meaningful, unique, competitive, and balances between income and other benefits with the desire to become an ideal environment for employees to work and develop themselves:

- Salary & bonuses: BIC always ensures the appropriate salary, bonus and material incentives for employees. The income fund is divided transparently, fairly, in accordance with the expertise, capacity and contribution of each person in the Corporation's operations.
- Health care for employees: BIC provides special health care and treatment programs for its employees which include: free annual health checkup once a year, healthcare treatment for employees and their dependents (BIC Care) to help reduce economic burden for access to high quality medical services when the employee is at risk due to accident or illness.
- Social insurance: BIC adheres to all Social insurance, Health insurance and unemployment insurance practices required under Vietnamese regulations and ensure that all officers and employees are fully entitled to the insurance regime.
- Other welfare: In addition to salary, bonus, social insurance and health care policies, BIC maintains a yearly welfare regime providing uniforms and bonuses distributed on New Year's Day, Lunar New Year, Liberation Day, International Labor Day, Independence Day, BIC anniversary, Annual holiday, etc.

Training

BIC recognizes the need for continuous, effective employee training to help staff improve their professional skills and meet their job requirements. In 2020, the total number of training member was 8,659, including training programs organized by Head Office according to the overall plan of the Corporation, internal training programs of branches and training courses / surveys in coordination with BIDV Bank.

In addition to supporting staff to improve their skills, BIC also placed great importance on assessment of staff throughout the company through online examination software, so BIC could evaluate the effectiveness of training programs and set up a better plan for further training in the future.



Quality of Life Improvement

In order to improve the spirit of solidarity throughout the company and achieve corporate objectives, BIC seeks to enhance the quality of life of all employees through sport, culture and social activities, such as:

- Sports competitions and music festivals organized annually;
- Providing presents and organizing contests (flower arrangement, birthday cake, cooking) on International Women's Day and Vietnamese Women's Day;
- Awarding prizes to children with good academic results and providing gifts on International Children's Day;
- Visiting, distributing gifts, supporting families of staff with challenging circumstances.



OVERSEAS JOINT-VENTURES



LAO-VIET INSURANCE COMPANY

- **Overall Information**

  Company's name: Lao Viet Insurance Company
  Chartered capital: USD 3 million
  Registration no.: 009 - 08/KHDT
  Head office: No.44, Lanxane, Vientianes, Laos
  Tel: (+856) 21264975
  Fax: (+856) 21264971
  Website: lvi@laovietinsurance.com

- **Shareholders:** BIDV Insurance Corporation (65%)
  Banque pour le Commerce Exterieur Lao (BCEL) (35%)

- **Board of Directors:**
  Mr. Tran Hoai An – Chairman
  Mr. Viengsouk Chounthavong – Vice Chairman
  Mr. Bounxort Fongsanith (anh khác rồi) – Member
  Mr. Pham Bach – Member
  Mr. Nguyen Viet Hai – Member/Chief Executive Officer

- **Board of Management:**
  Mr. Nguyen Viet Hai – Chief Executive Officer
  Mr. Vu Phuong Tuan – Deputy General Director
  Mr. Pham Ba Luyen - Deputy General Director
  Mr. Soukkaserm SAVANNACHAK - Deputy General Director

- **Scope of operation:**
  Non-life insurance, Reinsurance, Investment.

2020 BUSINESS PERFORMANCE

Currency: million LAK

No.	ITEMS	2019	2020	INCREASE/DECREASE
1	Total assets	195,143	170,027	-12.87%
2	Equity	30,962	34,727	12.16%
3	Gross written premium	121,717	122,890	0.96%
3.1	*Direct written premium*	122,134	122,768	0.52%
3.2	*Reinsurance*	-417	122	-129.26%
4	Investment income	5,446	4,020	-26.18%
5	Net claim ratio	59.92%	35.48%	-40.79%
6	Combined ratio	133.28%	95.43%	-28.40%
7	Profit before tax	736	4,990	577.99%

(*) According to the regulations of Laos Ministry of Finance, LVI will make an IBNR reserve of 15% / retained premium from 2020.

IMPROVEMENTS IN 2020

Profit before tax 2020 grew by 578% as compared to 2019. The combined ratio plummeted to 95.43% from 133.28% in 2019.

2021 BUSINESS PLAN

DIRECT WRITTEN PREMIUM
135,000,000,000 LAK

PROFIT BEFORE TAX
5,500,000,000 LAK

COMBINED RATIO
94.50 %

HOẠT ĐỘNG ĐẦU TƯ TẠI HẢI NGOẠI



CAMBODIA-VIETNAM INSURANCE PLC.

- **Overall Information**

Company Name: Cambodia-Vietnam Insurance Plc.

Equity: USD 7,000,000

Registration No.: Co. 6037/09E

Head Office: No. 398, Monivong Boulevard, Phnom Penh, Kingdom of Cambodia

Tel: (+855) 23 212 000

Fax: (+855) 23 215 505

Website: www.cvi.com.kh

- **Shareholders:**

I.D.C.C. Cambodian Investment and Development Co., Ltd. (51%)
Diamond Island Development Co., Ltd. (29%) (Canadia Bank Group)
Kasimex Co., Ltd. (10%)
Ms. Brich Bophang (10%)

- **Board of Directors:**

Mr. Tran Trung Tinh – Chairman
Mr. Vann Charles Chuon – Vice Chairman
Mr. Chea Chan Pov - member
Ms. Hang Chanthou - member
Mr. Nguyen Huy Trung - member
Mr. Nguyen Duc Nghia - independent member
Mr. Dang The Vinh - independent member

- **Management Team:**

Mr. Nguyen Huy Trung – Chief Executive Officer
Mr. Vo Huy Toan – Deputy General Director
Ms. Taing Sok Kieng – Deputy General Director

- **Principal Activity:**

General non-life insurance business.

2020 BUSINESS PERFORMANCE

(Currency: USD)

No	ITEMS	2019	2020	% GROWTH
1	Gross written premium	6,475,191	5,861,684	-9.47%
2	Net revenue from insurance business	2,504,908	2,242,402	-10.48%
3	Investment income	616,951	580,199	-5.96%
4	Profit before tax	930,645	775,765	-16.64%
5	Profit after tax	652,705	483,258	-25.96%
6	Total assets	20,233,068	16,504,398	-18.42%
7	Owner's Equity	9,172,792	8,456,050	-7.81%
8	Loss ratio	37.8%	20.5%	-

IMPROVEMENTS IN 2020

» CVI maintained its position in the top 5 out of 17 non-life insurance companies in the Cambodian market in terms of premium market share in 2020. CVI has the strength to exploit key groups of operations such as property, construction and health insurance, personal accident, maintaining its position as the leading insurance company in the market. aviation insurance sector

» Although the Cambodian insurance market continues to compete fiercely with the number of insurance companies while the market size is still small. However, CVI is promoting the exploitation of non-aviation services such as accident, property, and liability to ensure a more stable customer portfolio. Especially for property insurance in the past year, CVI has focused on developing and promoting exploitation through other channels, looking for new customers, especially promoting the implementation of property insurance to reach the level of 25% growth compared to 2019. In 2020, CVI paid dividends to shareholders with the total dividend amount of USD 1,200,000.

TARGETS 2021

» To continue to focus and maintain leading positions for main lines of business such as aviation, property, construction, personal insurance and etc; to actively develop the non-aviation, retail business such as Motor-vehicle, Health Care, personal accident to increase proportion of non-aviation in order to in order to avoid dependence on aviation insurance when the aviation market continues to face many difficulties; ensuring more stable growth in revenue.

» Increasing business efficiency of businesses, focusing on the efficiency of business profits instead of revenue. Maintaining CVI's position in the top 5 insurance companies in terms of revenue and service quality.

2020 FINANCIAL INDICATORS

TOTAL ASSETS **5,811,113**
BILLION DONG

CONSOLIDATED INDICATORS

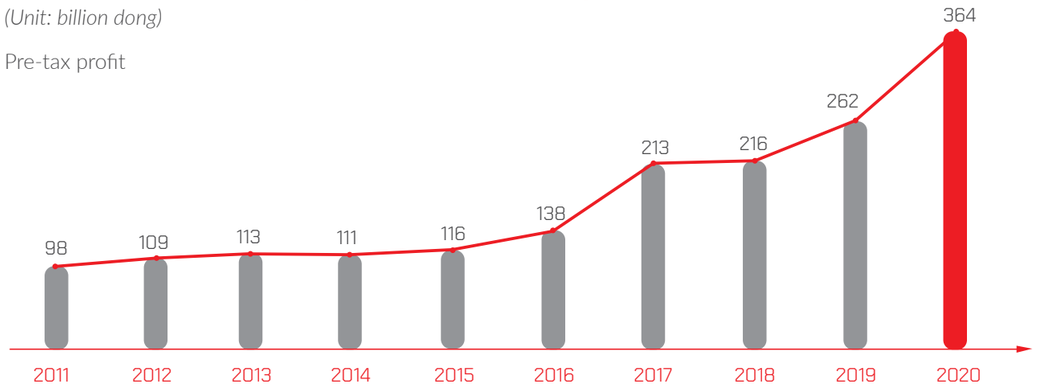
(Unit: billion dong)

NO	ITEMS	2018	2019	2020
1	Total assets	5,138.341	5,495.640	5,811.113
2	Equity	2,142.315	2,241.285	2,417.618
3	Gross written premium	2,280.835	2,436.860	2,751.683
	Direct written premium	2,075.611	2,332.076	2,659.479
	Reinsurance	205.224	104.784	92.204
4	Investment income	263.773	282.986	295.177
5	Net Claim ratio	44.40%	42.48%	33.91%
6	Profit before tax	215.807	270.212	375.349
7	Total reservations	2,246.052	2,483.996	2,581.991
8	ROE	7.46%	9.64%	12.63%
9	ROA	3.21%	3.97%	5.21%
10	Consolidated profit after tax	158.124	211.317	294.276

BIC BUSINESS INDICATORS (ON A STANDALONE BASIS)

(Unit: billion dong)

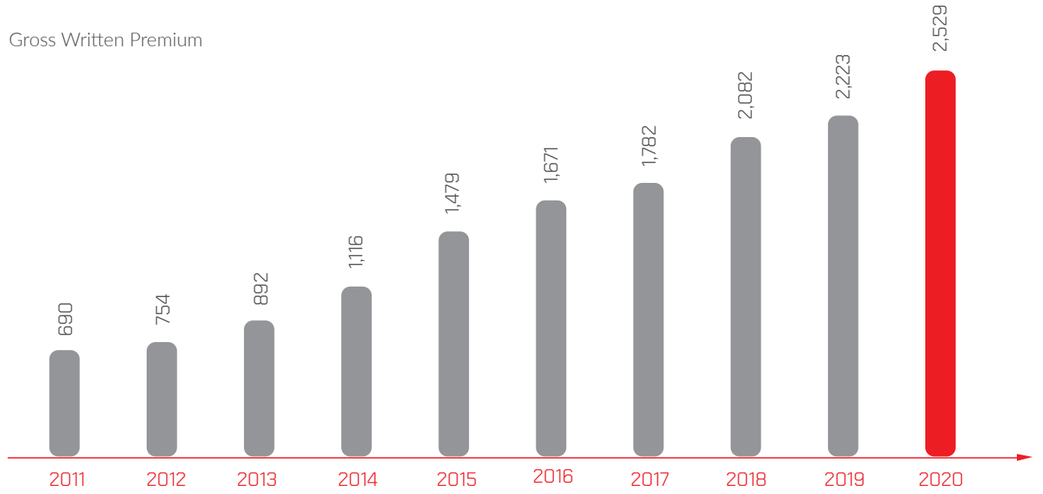
Pre-tax profit

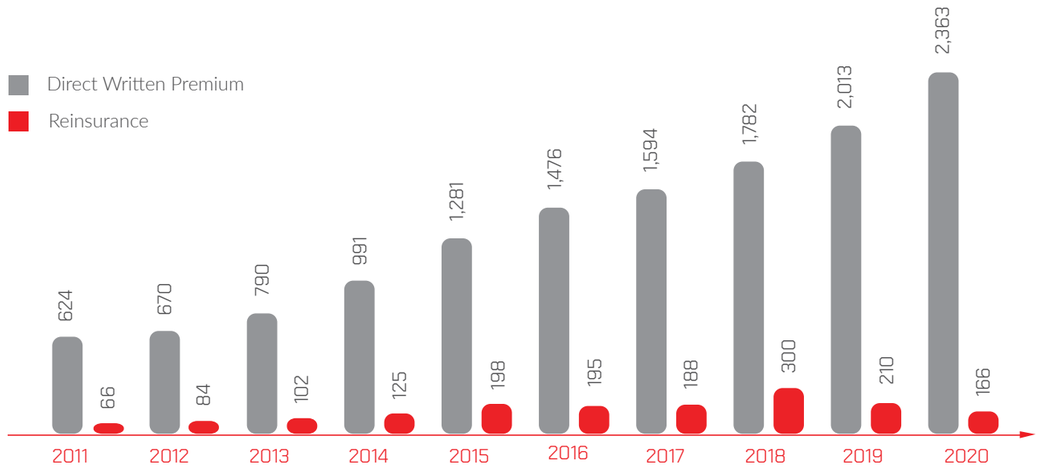


GROSS WRITTEN PREMIUM

(Unit: billion dong)

Gross Written Premium



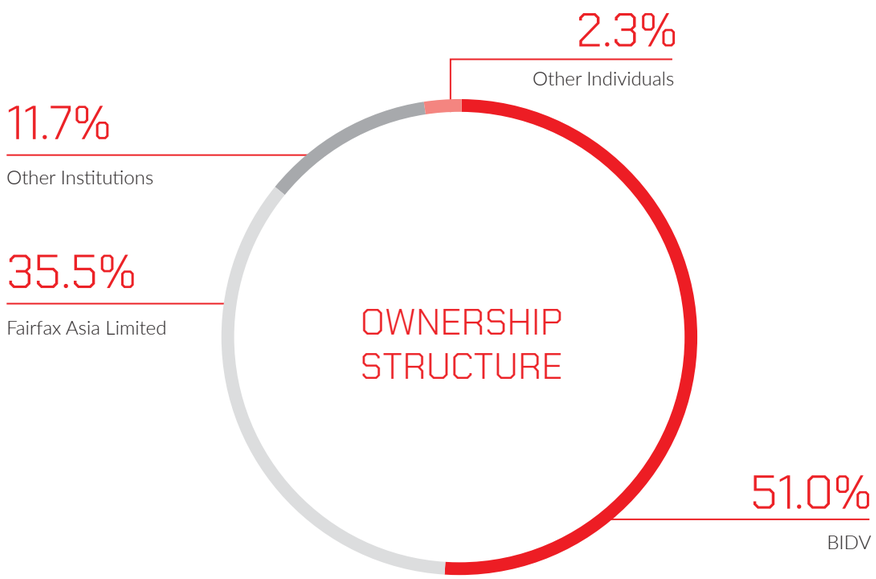


STOCK INFORMATION, SHAREHOLDER STRUCTURE AND CHANGE IN OWNER'S EQUITY

INFORMATION ON BIC'S STOCK
AS AT DECEMBER 31ST, 2020

CHARTER CAPITAL
1,172,768,950,000
VND

Charter capital	1,172,768,950,000 dong
Number of listed shares	117,276,895 shares
Stock type	Common stock
The number of outstanding shares	117,276,895 shares
Treasury stock	0 stock
Par value	10,000 dong/share



INVESTMENT INFORMATION OF THE OWNERS

	Common share (VND)	Preferred Share (VND)	Total (VND)
Shareholder capital	1,172,768,950,000	-	1,172,768,950,000
Share premium	655,565,033,362	-	655,565,033,362
Total	1,828,333,983,362	-	1,828,333,983,362

NUMBER OF SHARES
117,276,895

SHAREHOLDER STRUCTURE
Ownership structure
(Basing on List of shareholders as at 29/10/2020)

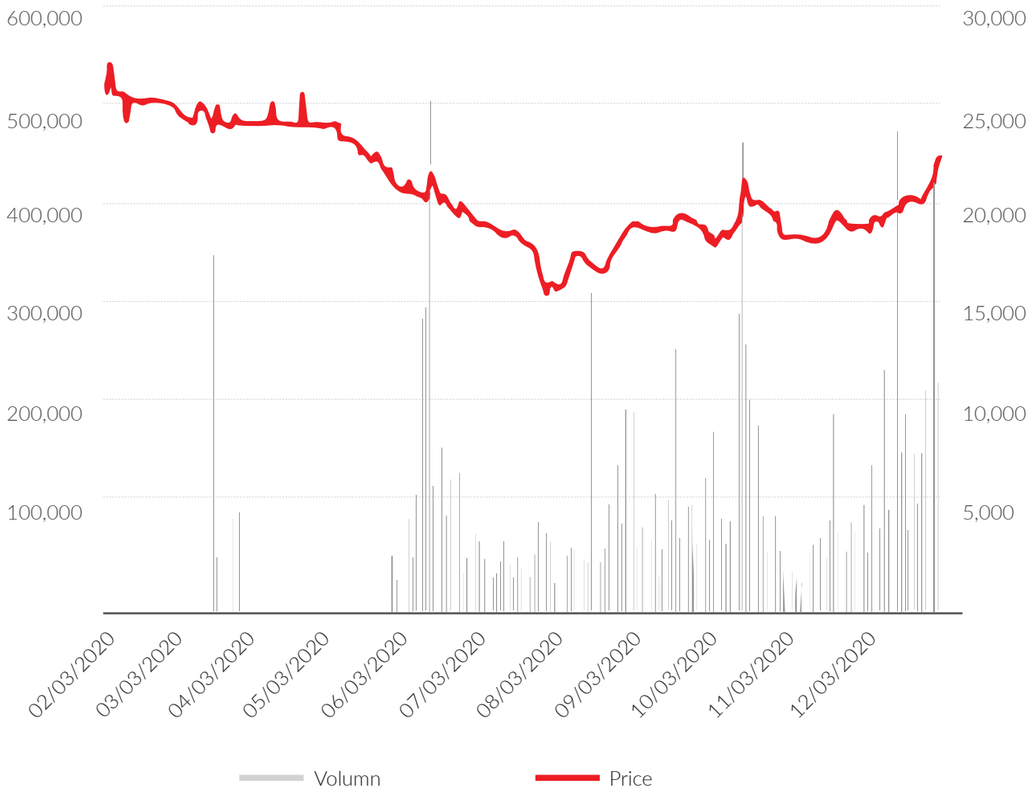
No.	Subject	Number of shares	Ownership rate (%)	Number of shareholders	Shareholder structure (*)	
					Institution	Individual
1	State shareholder	59,819,259	51.01%	1	1	
2	Founding shareholder					
	- Vietnam:					
	- Foreign:					
3	Large shareholder (owns from 5%)					
	- Vietnam:					
	- Foreign: Fairfax Asia Limited	41,046,913	35.00%	1	1	
4	Union					
	- Vietnam:					
	- Foreign:					
5	Treasury share					
6	Shareholder with preferred shares (if any)					
7	Others	16,410,723	13.99%	1,334	41	1,293
	- Vietnam:	2,575,671	2.20%	1,256	11	1,245
	- Foreign:	13,835,052	11.80%	78	30	48
	TOTAL	**117,276,895**	**100%**	**1,336**	**43**	**1,293**
	- Vietnam:	***62,394,930***	***53.20%***	***1,257***	***14***	***1,243***
	- Foreign:	***54,881,965***	***46.80%***	***79***	***31***	***48***

BIC STOCK PRICE IN 2020

In 2020, BIC's share price has a strong volatility, the highest at VND 28,000 per share at the beginning of the year, down deeply to VND 16,300 per share on July 27, 2020 due to Covid-19 pandemic impact. It recovered slightly by the end of 2020.

Liquidity of BIC's shares had improved significantly compared to 2019. The average traded share per session was 7,000 shares in 2019. By 2020, the average trading volume reached 78,000 shares/session, BIC is the non-life insurance stock code with the highest liquidity in the market.

BIC stock movement in 2020



CORPORATE RESPONSIBILITY



PROTECTING THE ENVIRONMENT

As a business operating in the field of financial services, however, BIC is keenly aware of its responsibility to protect the environment and promote green business and strategy of sustainable development. In addition to ensuring business efficiency, BIC prioritizes the following initiatives:

- Establishing a friendly and fresh working environment: we work to ensure a green, healthy, and safe working environment for employees with proper arrangement of natural amenities and ample natural light in work spaces.

- Energy conservation: reduce the use of energy-consuming equipment by applying green initiatives that seek to reduce paper usage, reduce electricity consumption, and promote responsible recycling practices.

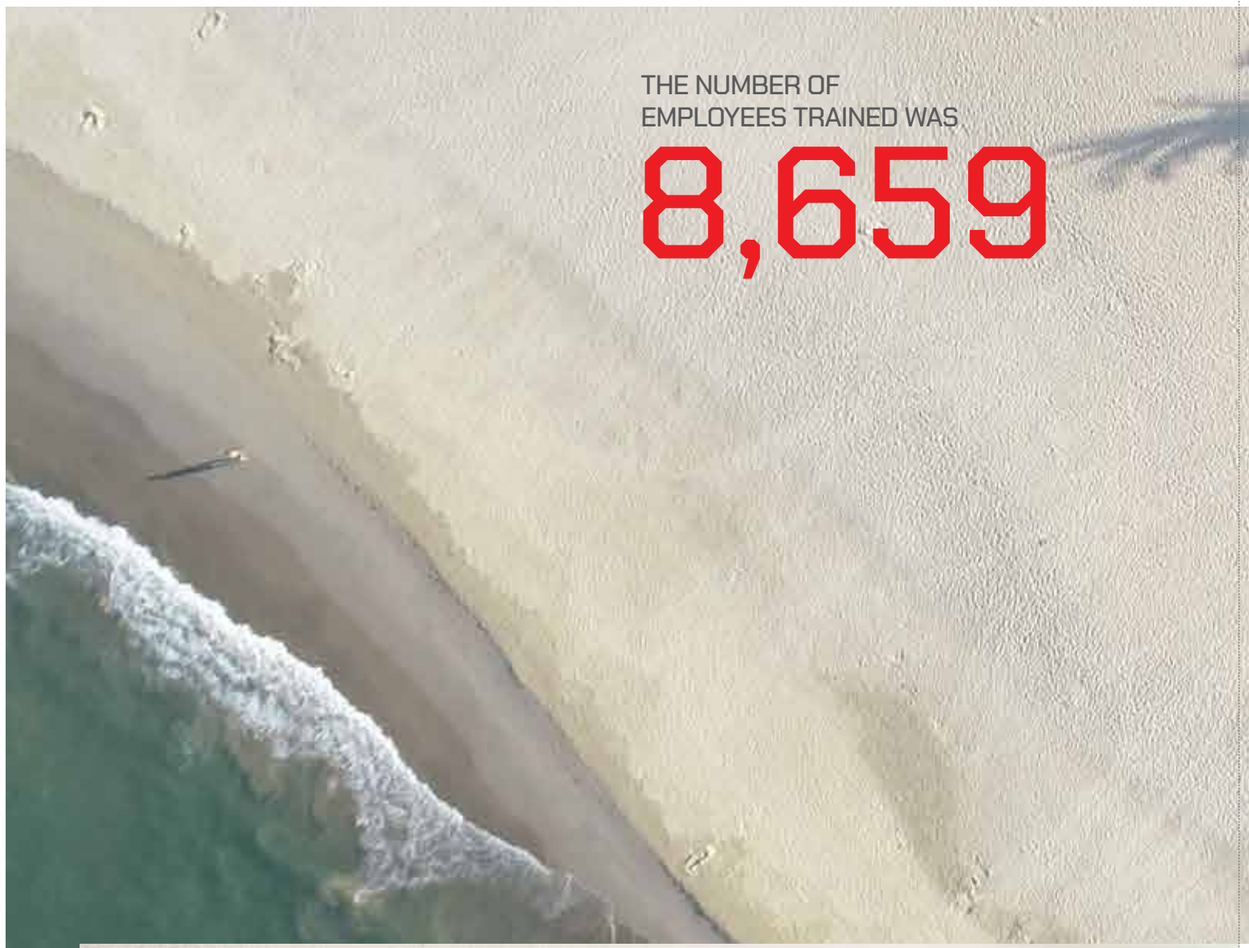
- "Green" work processes: application of advanced software in management, operation and products and services has saved considerable resources for BIC. Some of these initiatives are as follows:

- The meeting mode between the Head Office and the branches is deployed online with a modern and advanced technology system, speeding up the "operation machine", actively supporting business activities.
- Online document management software allows employees to keep up to date with Head Office documents and regulations while saving printing and postage.
- Digital signatures for electronic insurance policies (at www.baohiemtructuyen.com.vn) has saved printing and postage costs.
- Online insurance software at banking counters (BIDV and other Bancassurance channels) provides prompt servicing helping to provide greater convenience to our customers.
- Building BIC Online mobile application on smart devices (phones, tablets) to help customers submit claims file directly by the application in order to save time and resources during the process of claim handling and insurance claim payment.

- Ensuring clean, fair, and transparent business practices: Over the past 15 years of operation, BIC has always emphasized "trust" and fair competition. BIC has become one of the recognized enterprises for its sustainable strategy and efficiency. Despite a very competitive non-life insurance market, BIC still strives to promote healthy competition with prestige and quality through product improvement efforts and quality of customer service. Information transparency is an important factor in the business operations of BIC. Since its foundation, BIC's business results have always been audited by reputable and leading auditing firms. BIC strives to fully disclose information in a timely manner while strictly complying with regulations.

THE NUMBER OF
EMPLOYEES TRAINED WAS

8,659







EMPLOYEE POLICY

BIC acknowledges that employees are the most important resource for sustainable development. BIC always strives to ensure a good working environment for our employees, including:

- Ensuring a proper salary, bonus and material treatment for workers. Income funds are allocated transparently and fairly, in line with the capacity and contribution of each employee. Besides fully implementing the regime policies for employees, BIC continues to maintain a comprehensive package of accident insurance and employee health insurance.

- Organizing professional training courses for new staff, retraining and upgrading professional skills for cadres. BIC also encourages and creates conditions for all staff to train themselves to improve their knowledge. In 2020, the number of employees trained was 8,659.

- Ensuring proper discipline, rules, and labor safety. All staff are equipped with the necessary tools and working environment to ensure the best conditions. There is also a regime of convalescence and health promotion for employees to create peace of mind.

- Well-organized visits, staff recognition and gifts to staff and their families on birthdays, weddings and while suffering from illness, disease. BIC also celebrates national holidays on March 8th, April 30th, May 1st, July 27th, September 2nd and October 20th. Organizing gifts and awards for children of staff with outstanding academic achievements, gifts on the occasion of June 1, Mid-Autumn Festival for staff's children.

- In order to encourage and promote company departments and their staff in 2020, BIC has set up many business incentive programs for staff/branches, Sao Kim 2020 program, incentive program for outstanding Bancassurance staff. These programs have contributed significantly to the fulfillment of BIC's business plan for 2020.

- Continuous education for staff regarding corruption, work place negativity, and harmful behavior. All of employees has committed not to use drugs.

SOCIAL WELFARE:

In 15 years of operation, BIC is a community leader and responsible business to society. In 2020, BIC continuously put its efforts in community development and contributed to social welfare:

- Development of responsible insurance products:

In parallel with the construction of insurance products for business activities, BIC also developed responsible insurance products. Outstanding among those is borrower insurance product - BIC Binh An. BIC Binh An is a product designed to reduce the burden of debt for relatives and families of the insured in case of sudden accident. This product also helps the bank to recover all or part of the loan when customers lose their ability to pay, thereby reducing the risk of bad debt. In 2020, many big cases of BIC Binh An were recorded as follows:





- Paying more than VND 2.6 billion for loan borrowers who unfortunately had a car accidently in Quang Binh. On July 26, 2020, at Km21 + 735 on Ho Chi Minh Road, the western of Tan Trach commune, Bo Trach district, Quang Binh province, a car with 40 passengers who were alumni participating in the class meeting had rollover. The tragic incident left 15 people dead and many others injured. Among the unfortunate victims of death, there were 4 borrowers at BIDV Quang Binh including Thai Hong Ngoc, Doan Trung Thanh, Nguyen Thanh Hoa and Le Thi Tuyet Le. The above customers also participate in BIC Binh An insurance product for borrowers at BIDV. Immediately after receiving information about the accident, BIC Bac Trung Bo cooperated with BIC Quang Binh to visit and send condolences the customer's family. At the same time, BIC branches actively coordinated with related parties to quickly complete required documents in order to make full payment of insurance benefits for relatives of 4 customers with the amount of more than VND 2.6 billion.
- Paying more than VND 2 billion to a loan borrower in Quang Nam: Mr. Dinh Van Ban is a longtime customer of BIDV Quang Nam. At the end of 2019, he borrowed VND 2 billion at Huong An Transaction Office - BIDV Quang Nam Branch to buy a new agricultural product and was advised by BIDV staff to participate in the BIC Binh An insurance product at BIDV Da Nang for the entire principal and interest. Mr. Ban unfortunately had an accident while reinforcing the damaged roof after the storm and passed away after a period of intensive treatment. Immediately after receiving the information, BIC Da Nang cooperated with BIDV Quang Nam and the client's family to complete required documents, made full payment of insurance benefits for Mr. Ban's relatives with the amount of VND 2,125 billion.
- Paying nearly 700 million dong for a borrower in Lam Dong: The customer received insurance claim is the family of Mr. Tran Van On. Mr. On takes a loan at Don Duong Transaction Office, BIDV Lam Dong Branch for agricultural production and BIC Binh An insurance for a loan with insurance amount of 685 million dong. On February 22, 2020, Mr. On unfortunately suffered burns from the exploding drum. Although he was treated at medical facilities in Lam Dong and Cho Ray Hospital (HCMC), he did not survive due to severe burns. After receiving the notification from the customer's family, BIC and BIDV Lam Dong Branch sent a visit and quickly coordinated as well as instructed the family to collect related documents to get insurance claim in accordance with regulations. The total amount paid to customer Tran Van On's family is 685 million VND





DEPLOYMENT OF SOCIAL WELFARE:

Social welfare program is enthusiastically supported by all BIC's staff. In 2020, BIC has implemented many activities of social security, charity for disadvantaged and poor people across the country such as gift giving program for disabled children, charity programs in collaboration with Social Department at Bach Mai Hospital; Gift giving programs for Covid-19 affected people nationwide, etc. In particular, all BIC staff have donated and supported to the people affected and lost by the historic storm and flood in the Central region in 2020. The total amount of money and kind to be donated is up to nearly VND 800 million. Along with that, many other social security programs are also held at branches across the country throughout the year, contributing significantly to help difficult situations in society.







03 ASSESSMENT REPORT OF BOARD OF MANAGEMENT

50 Business performance
51 Achievements
55 Focus for 2021

BUSINESS PERFORMANCE

Despite difficulties in insurance business in 2020 due to the negative effects from Covid-19 epidemic and floods as well as natural disasters, BIC still successfully completed its business targets in 2020:

In terms of revenue, gross written premium of BIC (on a standalone basis) reached VND 2,529 billion, completed 105% of revenue plan, grew by 13,8%. In which, written premium reached VND 2,363 billion.

In terms of profit, BIC fulfilled the consolidated pre-tax profit plan (BIC and LVI) in 2020 with VND 375 billion.

Unit: billion VND

No	ITEM	Plan 2020	Actual 2020	%
1	Gross written premium	2,425	2,529	104.3%
2	Consolidated profit before tax	241	375	155.6%



ACHIEVEMENTS

GROSS WRITTEN PREMIUM OF BIC (ON A STANDALONE BASIS)

2,529 BILLION DONG

GREW 13.8 %

WRITTEN PREMIUM

2,363 BILLION DONG

GREW 17.4 %

TOTAL CONSOLIDATED PROFIT BEFORE TAX

375,3 BILLION DONG

GREW 38.9 %

PROFIT BEFORE TAX OF BIC STAND-ALONE

363,7 BILLION DONG

GREW 38.9 %

BEST BUSINESS RESULTS IN 15 YEARS OF OPERATION

Despite being negatively affected by the Covid-19 epidemic, with the efforts of the whole system and effective business solutions, BIC had an outstanding 2020 year, successfully completing all planned targets. Specifically, Gross written premium of BIC (on a standalone basis) archived VND 2,529 billion, grew by 13.8% compared to 2019, competed 104.3% of assigned plan. In which, written premium reached VND 2,363 billion, grew by 17.4% compared to last year. Total consolidated profit before tax reached VND 375,3 billion, up 38.9% compared to last year, completed 156% of the assigned plan. In 2020, BIC continued to achieve high profits in the insurance business, the combined operating ratio at the best level in 15 years of operation.

In overseas markets, BIC's business activities also recorded positive results. In Laos, LVI's profit before tax grew by 578% compared to 2019. It helps the company continue to maintain its leading position in profitability. In the Cambodian market, CVI ranked 5th out of 17 leading non-life insurance companies in terms of market share and continued to maintain its leading position in aviation insurance.

IMPRESSIVE GROWTH OF BANCASSURANCE CHANNEL AT 70%

70%

GREW

Following the growth momentum of the past years, in 2020, BIC's banking insurance distribution channel (Bancassurance) continues to make great progresses. The Bancassurance revenue grew nearly 70% compared to 2019, the channel's highest growth rate ever. Currently, BIC is one of the top 3 non-life insurance companies in terms of banking insurance revenue. In addition to the BIDV system, Bancassurance activities at other banks and credit institutions have also been initially achieving positive results.

One of the highlights in the past year of BIC Bancassurance channel is the launch of combined personal accident and health insurance package for organizations - BIC Binh An Doanh Nghiep. With practical benefits for business managers, the product has received very positive signals from customers and banks, greatly contributing to the growth of Bancassurance channel revenue of BIC in the past year.

B++ RATING IS RECONFIRMED BY A.M. BEST

AM BEST SINCE 1899

NĂNG LỰC TÀI CHÍNH (FSR) B++

NĂNG LỰC TÍN DỤNG DÀI HẠN CỦA TỔ CHỨC PHÁT HÀNH (ICR) bbb+

In 2020, A.M. Best reconfirmed BIC's Financial Strength Rating at B++ and its Long-Term Issuer Credit Rating at bbb. The outlook of these Credit Ratings was stable.

The ranking result is recognized by A.M. Best on the basis of a comprehensive assessment of BIC's activities over the years, including: financial capacity, business results, operational efficiency, and risk management system.

Specifically, the financial strength shown by the risk-based capitalization capacity of BIC continues to be maintained at the highest level. Underwriting performance continuously achieved good results with the average of 5-year combined ratio at 99%. BIC's risk management framework is considered by A.M. Best to be appropriate for its size and operational practice. At the same time, it was continuously strengthened with the support of BIDV - the parent bank and its strategic partner Fairfax.

AM. Best especially values the support brand name and distribution channel of BIDV Parent Bank for BIC's business activities. This organization expects that BIC's revenue will grow stronger in the coming time with a significant contribution from the PA insurance through Bancassurance.


A.M. Best Company

certifies that

BIDV Insurance Corporation

has a

Best's Financial Strength Rating

of

B++ (Good)

Certificate Publication Date: August 8, 2018

THE 5TH CONSECUTIVE TIME TO BE RECOGNIZED AS ONE OF THE TOP 10 MOST PRESTIGIOUS NON-LIFE INSURANCE COMPANIES IN VIETNAM

TOP 500 MOST PROFITABLE ENTERPRISES IN VIETNAM

COMMUNITY RECOGNITION

In 2020, BIC is honored for the 5th consecutive time to be recognized as one of the top 10 most prestigious non-life insurance companies in Vietnam according to the assessment of Vietnam Report. In particular, for the first time, BIC rose to the 5th position among 10 insurance companies announced on the rankings (1 level up compared to 2019). The top 10 most prestigious non-life insurance companies in Vietnam are the independent research results of Vietnam Report, built according to objective and scientific principles. The company's reputation is evaluated based on 3 main criteria including: Firstly, the quantitative analysis model of the media reputation of the research subjects. Secondly, the business performance and financial capacity of research subjects in the period of 2019 - 2020, comparing and evaluating with industry standards. Thirdly, the judgment of industry experts, the results of customer surveys and the results of surveying research subjects.

In addition to the Top 10 most prestigious non-life insurance companies in Vietnam, by 2020, BIC is also ranked in the Top 500 most profitable enterprises in Vietnam by Vietnam Report for the 4th time in a row.

HEAD OFFICE RELOCATION

Meeting the development of operational scale, approved by Department of the Insurance Supervisory Authority - Ministry of Finance, from November 2, 2020, BIC has moved its Head Office from 16th, Tower A, Vincom Building, No. 191 Ba Trieu, Le Dai Hanh Ward, Hai Ba Trung District, Hanoi City to 11th , No. 263 Cau Giay Street Building, Dich Vong Ward, Cau Giay District, Hanoi City.

BIC's new headquarters has a large area with modern designed, applying many advanced technologies, which enhances teamwork more effective. This is also the basis for BIC to continue to develop its activities and better serve the needs of customers.

FOCUS FOR 2021





04 ASSESSMENT OF BOARD OF DIRECTORS ON BIC'S PERFORMANCE

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59 Assessment on the operation of Board of Management
59 2021 Board of Directors Plan

ASSESSMENT OF OPERATIONS

In 2020, BIC continued to pursue sustainable growth and had outstanding results.

In terms of business results, BIC achieved a growth rate of 17.4% in direct written premium, higher than Vietnam's non-life insurance market growth rate and continued to maintain its 7th position in market share by GWP. In terms of profit, BIC was still one of the most profitable insurance companies in the market. In 2020, A.M. Best reconfirmed the Financial Strength of BIC at B++. The outlook of these Ratings was Stable.

BIC continued to be the leading unit among BIDV's member companies and was ranked as exceeding fulfillment of 2020 business targets.

Other activities:

Risk management: In 2020, an Internal Audit Division was established under BIC Board of Directors, operating independently of the internal inspection team under the Risk Management Division. During the initial operation of the Internal Audit Division, it had brought many valid recommendations from the review and evaluation of the activities of the BIC. It helped the Board of Directors and the Board of Management to have a basis understanding to adjust the governance and administration towards a stricter and safer direction for BIC. In addition, in 2020, a bright spot in BIC's risk management is the review and construction of a three-line defensive model. It was set up to control risks at BIC, optimize the assignment of tasks related to risk management among BIC units, contribute to improve efficiency as well as develop a professional and methodical risk management culture.

Technical Assistance program from Fairfax: From July 2020, BIC's strategic shareholder, Fairfax Asia, has assigned staff to work at BIC to coordinate the implementation of technical assistance agreement for BIC. Teams were divided by field including Information Technology, Distribution, New Product Development, Risk Management, Human Resources, Bancassurance, Investment Management, Reinsurance, Marketing and other that had the specific goals and roadmap to stick with.

Providing input to state agencies: BIC has actively contributed comment and input to documents as well as drafted regulations to related management agencies such as the Ministry of Finance and the Vietnam Insurance Association.

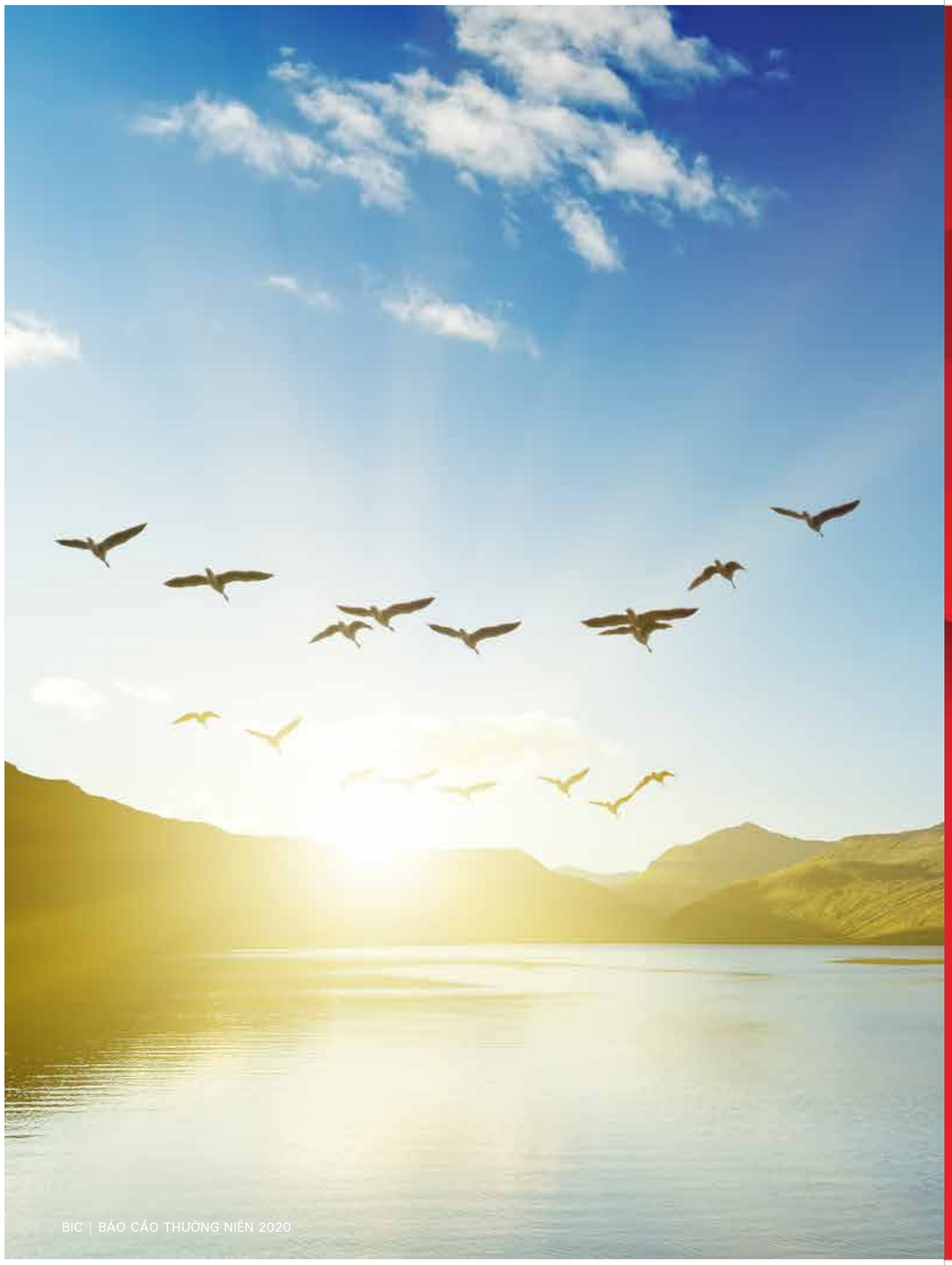
ASSESSMENT ON THE OPERATION OF BOARD OF MANAGEMENT

Following the resolutions of the Board of Directors, The Board of Management has complied with the regulations on governance, management and fulfilled duties assigned by the General Shareholders Meeting and the Board of Directors such as:

- Execution of the business plan, strengthening financial management and claims management to achieve Board of Directors goals for safe, effective and sustainable growth, prioritization of the retail market segment, particularly focusing on development of the Bancassurance with BIDV and other banks. Overall, in 2020, the Board of Management has implemented and completed all the targets assigned by the General Meeting of Shareholders, in which the profit target exceeded 55.6% of the plan and BIC also had profit from insurance business.
- During the monthly meeting, the General Director periodically carried out the evaluation of the implementation in accordance with the orientation of the Board of Directors at the meetings. The General Director regularly evaluated business results in terms of premium revenue, loss ratio, combined ratio, debt ratio, results according to lines of businesses and branches, considered request/proposals of branches to provide work focus and specific instructions for each member of the Board of Management, Divisions at HO and branches.
- Continued to improve the organizational structure, governance, decentralized authority increasing autonomy for branches, regularly adjusted/supplemented authority levels for underwriting, claims settlement, and financial management in accordance with the management capabilities of Branch Directors.

2021 BOARD OF DIRECTORS PLAN

- To direct the CEO/Corporation to achieve targets for 2021 as approved by the AGM;
- To direct implementation of the Technical Assistance project with the strategic investor to improve competitiveness and service quality;
- To push the pace of the the digital insurance system transformation (formerly known as the Core transformation Insurance project);
- To complete the change of the operation structure and improve the operation mechanism, governance of the Corporation to encourage initiative, increase accountability, enhance competency of all management levels in order to promote the business and improve competitiveness;
- To enhance risk management for securing sustainable, comprehensive development and meeting requirements on general practice of safety ratio by the law;
- To enhance the internal inspection throughout all operations.
- To carry out the overall plan of training, human resources development in order to meet requirements for further development.
- To strive to achieve all targets to help BIC to continue enhancing sustainable development to ensure the interests of shareholders and all stakeholders.



05 GOVERNANCE STRUCTURE

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BOARD OF DIRECTORS



Mr. **TRAN XUAN HOANG**
Chairman

Mr Tran Xuan Hoang has many years of experience in finance and Banking. Currently, he is Deputy General Director of BIDV. He held many important positions at BIDV such as Deputy Director of Gia Lai Branch, Deputy Director of Transaction Center 2 Branch, Director of Personnel Division, and Deputy General Director. He was also Vice Chairman of BIC's Board of Directors in the period from September 9, 2010 to November 4th, 2013.

Mr. Tran Xuan Hoang was elected to be Chairman of BIC's Board of Directors from April 19th, 2019.



Mr. **RAMASWAMY ATHAPPAN**
Vice Chairman

Mr. Ramaswamy Athappan is a highly respected figure in the insurance industry with more than 40 years of experience in the fields of insurance and finance. Mr. Athappan is Chairman & Chief Executive Officer of Fairfax Asia Ltd., Chief Executive Officer of MSFCIL (formerly First Capital Insurance Ltd.), Chairman of Singapore Reinsurance Corporation Limited and President Commissioner of P.T. Asuransi Multi Artha Guna Tbk in Indonesia.

Mr. Athappan has served as the Deputy Chairman of BIC since January 29th, 2016.



Mr. **TRAN HOAI AN**
Member

Prior to joining BIC in 2009 Mr. Tran Hoai An was a leading official in the Customs sector. With BIC Mr. An has successfully led and managed both the BIC Binh Dinh and BIC Ho Chi Minh branches before becoming Deputy General Director in BIC on April 1st, 2013 overseeing customer development in the Southern region cum Director of the BIC Ho Chi Minh Branch.

On October 31st, 2014, BIC's Board of Directors issued Decision No. 189/QD-HDQT appointing Mr. An, CEO of BIC from November 1st, 2014. At BIC's Annual General Meeting of Shareholders on April 20th, 2015, Mr. Tran Hoai An was elected Member of the BOD. In an effort to manage BIC's operation successfully for the third term 2014-2017, the Board of Directors issued Decision no. 099/QD-HĐQT re-appointing Mr. Tran Hoai An as Chief Executive Officer of BIC with the term of 5 years.



Ms. **PHAM THI VAN KHANH**
Member

Ms. Pham Thi Van Khanh has held many important positions since joining BIDV in 1999. Ms. Khanh has served in BIDV as Manager of the Investment Division, CEO of BIDV Real Estate Company and Deputy Director of BIDV's Corporate Division.

Currently, Ms. Khanh is Director of BIDV's Small and Medium Enterprise Division.

Ms. Khanh has been a Member of BIC's BOD since January 29th, 2016.



Ms. **NGUYEN THI NGOC TU**
Member

Ms. Tu as held many important positions since joining BIDV in 2001. Ms. Tu has served in BIDV as Manager of Customer Service Division at - BIDV Transaction 1 Branch, Director of Transaction Office 10 - BIDV Transaction 1 Branch, Head of Human Resources Division - BIDV Transaction 1 Branch, Head of Retail Banking Development Department of BIDV

From March 2018, Ms. Tu was appointed as Deputy Director of Retail Banking Development Division of BIDV.

Ms. Tu has been a Member of BIC's BOD since June 24th, 2020.



Mr. **GOBINATH ARVIND ATHAPPAN**

Member

Mr. Gobinath Athappan is the Chief Executive Officer of The Pacific Insurance Berhad in Malaysia and Chief Operating Officer of Fairfax Asia. Gobi has been with various Fairfax Financial Holdings companies for over 17 years including OdysseyRe in the United States.

Gobi also serves as Regional Director of MS First Capital Insurance Ltd. (formerly, First Capital Insurance Limited) and Vice Chairman of Falcon Insurance Company (Hong Kong) Limited.

Gobi holds an MBA from Massachusetts Institute of Technology and a bachelor's degree in Electrical Engineering from the National University of Singapore.

He has been a Member of BIC's BOD since January 29th, 2016.



Mr. **NGUYEN HUY TUA**

Independent member

Mr. Nguyen Huy Tua has over 30 years of experience in finance and banking. Mr. Tua held many important positions at BIDV such as: Deputy Director of Thang Long Branch, Deputy Director of Transaction Center I Branch, Director of Credit Management Division, Director of Transaction Center III Branch, Member of Board of Directors, Member of Board of Directors and Head of Supervisory Board. He retired in 2017.

Mr. Nguyen Huy Tua was elected by shareholders to be an independent member of BIC' BOD from April 19th, 2019



Mr. **DANG THE VINH**

Independent member

Mr. Dang The Vinh has over 30 years of experience in insurance and held important positions in many insurance companies such as: Vietnam Insurance Corporation, UIC, Bao Minh, PTI, VinaRe.

Mr. Dang The Vinh was elected by shareholders to be an independent member of BIC's BOD from April 19th, 2019

COMMITTEES

INVESTMENT COMMITTEE

No.	MEMBER	POSITION
1	Mr. Tran Xuan Hoang	Chairman
2	Mr. Yi Sang	Vice Chairman
3	Mr. Tran Hoai An	Member
4	Mr. Nguyen Huy Tua	Member
5	Mr. Sam Chan	Member

OPERATION OF THE INVESTMENT COMMITTEE IN 2020

The Investment Committee held one meeting on September 30, 2020 to evaluate BIC's investment performance in the first 8 months of 2020 and orientation plan for rest of 2020.



REPORT ON BOARD OF DIRECTORS

- In 2020, the Board of Directors held regular meetings in the form of online. Meetings of the Board of Directors were chaired by the Chairman of the Board of Directors; Members of the Board of Directors participate fully and have a high sense of responsibility when commenting on the meeting contents.

- The Board of Directors always closely follows the orientation of the Resolution of the General Meeting of Shareholders, is consistent with the goal of effective operation, implementing the resolutions. In 2020, the Board of Directors held 4 meetings, 37 times to collect written opinions from members, issued 8 Resolutions and 107 Decisions to decide the contents of the responsibilities and duties of the Board of Directors in directing, managing and monitoring BIC's activities.

In 2020, BIC's Board of Directors had 04 official meetings, summarizing the attendance of the members as follows:

No.	BOD Member	Position	Number of Meetings Attended	Attendance Rate	Reason for Absence
1	Tran Xuan Hoang	Chairman	04	75%	
2	Ramaswamy Athappan	Vice Chairman	04	100%	
3	Tran Hoai An	Member	04	100%	
4	Gobinath Athappan	Member	04	100%	
5	Nguyen Thi Ngoc Tu	Member	03	75%	Not yet appointed
6	Pham Thi Van Khanh	Member	04	100%	
7	Nguyen Huy Tua	Member	04	100%	
8	Dang The Vinh	Member	04	100%	

Issues arising between BOD meetings are exchanged, discussed, and decided in writing or by email and confirmed at the next meeting.

Activities of the independent members of the Board of Directors: BIC's Board of Directors has 02 independent members, namely Mr. Nguyen Huy Tua and Mr. Dang The Vinh, both of them are has years of experience working in the finance - insurance sector. In 2020, these independent members of the Board of Directors worked full-time at BIC and regularly gave prompt and reasonable comments on the proposals to be consulted by the Board of Directors. In addition, Mr. Nguyen Huy Tua is an active member of the Investment Committee under the Board of Directors.

BOARD OF SUPERVISORS OPERATION REPORT

BOARD OF SUPERVISORS



Ms. **LAI NGAN GIANG**

Head

Mrs. Giang has many years of experience working in insurance. Before joining BIC, Mrs. Giang held several positions in notable non-life insurance companies such as: Deputy Manager of Finance and Accounting Department of Post-Telecommunication Joint Stock Insurance Corporation, Deputy Director of Finance and Accounting Division of PVI Insurance Corporation. While with BIC, Mrs. Giang has served in the following positions: Deputy Manager of Internal Audit Department, Deputy Manager of Finance and Accounting Department; Deputy Director & Director of Finance and Accounting Division and Chief Accountant.

On April 10th, 2018, Mrs. Lai Ngan Giang was elected by shareholders to be a Member of BIC's Board of Supervisors and is currently the Head of the BOS.



Ms. **NGUYEN THI THU THUY**

Member

Mr. Thuy has many years of experience in the banking and insurance sectors. Before joining BIC, Ms Thuy had many years of legal practice at BIDV. At BIC, Ms. Thuy has held important positions such as manager of claims division, manager of Internal Audit division of BIDV Insurance Company, Director of Risk Management division of BIDV Insurance Corporation.

Ms. Thuy joined the Board of supervisor of BIC from June 24th, 2020.



Mr. **DO VIET DUNG**

Member

Mr. Dung has worked at BIDV Bank since 2008 and has many experiences in inspection and supervision. Currently, Mr. Dung is the Deputy manager of Inspection and Supervision Division of BIDV.

Ms. Dung joined the Board of supervisor of BIC from June 24th, 2020.



Mr. **RAVISHANKAR WICKNESWARAN**

Member

Mr. Ravishankar has many years of experience in the field of finance and accounting, also holds an MBA, ACCA, ACMA certificates from the UK. Mr. Ravishankar is currently the Chief Financial Officer at Fairfirst Insurance Limited, a subsidiary of Fairfax Asia in Sri Lanka.

Mr. Ravishankar Wickneswaran joined the Board of supervisor of BIC from June 24th, 2020.



Mr. **OSITH RAMANATHAN**

Member

Mr. Osith Ramanathan has more than 25 years working experience in various organizations which includes an advisory firm that focuses on start-up transportation-related ventures, a trade and investment promotion consultancy and a private investment holding company focusing on managing a portfolio of listed equity, fixed income and other investment assets.

Mr. Osith Ramanathan was elected by the shareholders as a Member of BIC's Board of Supervisors on January 29th, 2016.

BOARD OF SUPERVISORS OPERATIONS

The Board of Supervisors fully completed their responsibilities and tasks as assigned by the General Shareholders in 2020, including monitoring, checking and supervising the governance, management and business performance of BIC as follows:

- Assigned specific tasks to all members annually, appointed representatives to participate in Board of Directors meetings;
- Supervised the governance and management of the Board of Directors and Board of Management;
- Supervised the implementation of Resolutions of the General Shareholders, the Board of Directors and the Board of Management;
- Independently verified 6-month and annual financial statements;
- Evaluated on a quarterly basis the relevance, legality, honesty and prudence of financial management, investment, business management and accounting to propose recommendations to the Board of Directors and the Board of Management;
- In addition to discussing via email, the Board of Supervisors held meetings twice in 2020. Members of the Board of Supervisors fully implemented, completed assigned tasks, attended all periodic meetings, participated in discussions, and voted on issues and content under the functions and tasks of the Board of Supervisors.

TRANSACTION AND REMUNERATION OF THE BOARD OF DIRECTORS AND THE BOARD OF SUPERVISORS

Based on the Decision No. 02/2020/NQ-DHDCD dated 24/06/2020 by the General Meeting of Shareholders of BIC, the approved 2020 budget of remuneration is as follows:

REMUNERATION OF THE BOARD OF DIRECTORS AND THE BOARD OF SUPERVISORS

- For part-time members: The total budget for payment of remuneration and allowances in 2020 is VND 1,470,000 million.

- For full-time members: according to BIC's salary scale and is approved by the Board of Directors.

+ Head of BOS: The maximum salary level does not exceed 63,000,000 VND/month.

+ Head of IAD: The maximum salary is not more than 45,600,000 VND/month.

+ Members of the IAD: The maximum salary is not more than 26,400,000 VND/person/month

MEETING ALLOWANCE FOR SECRETARIAT

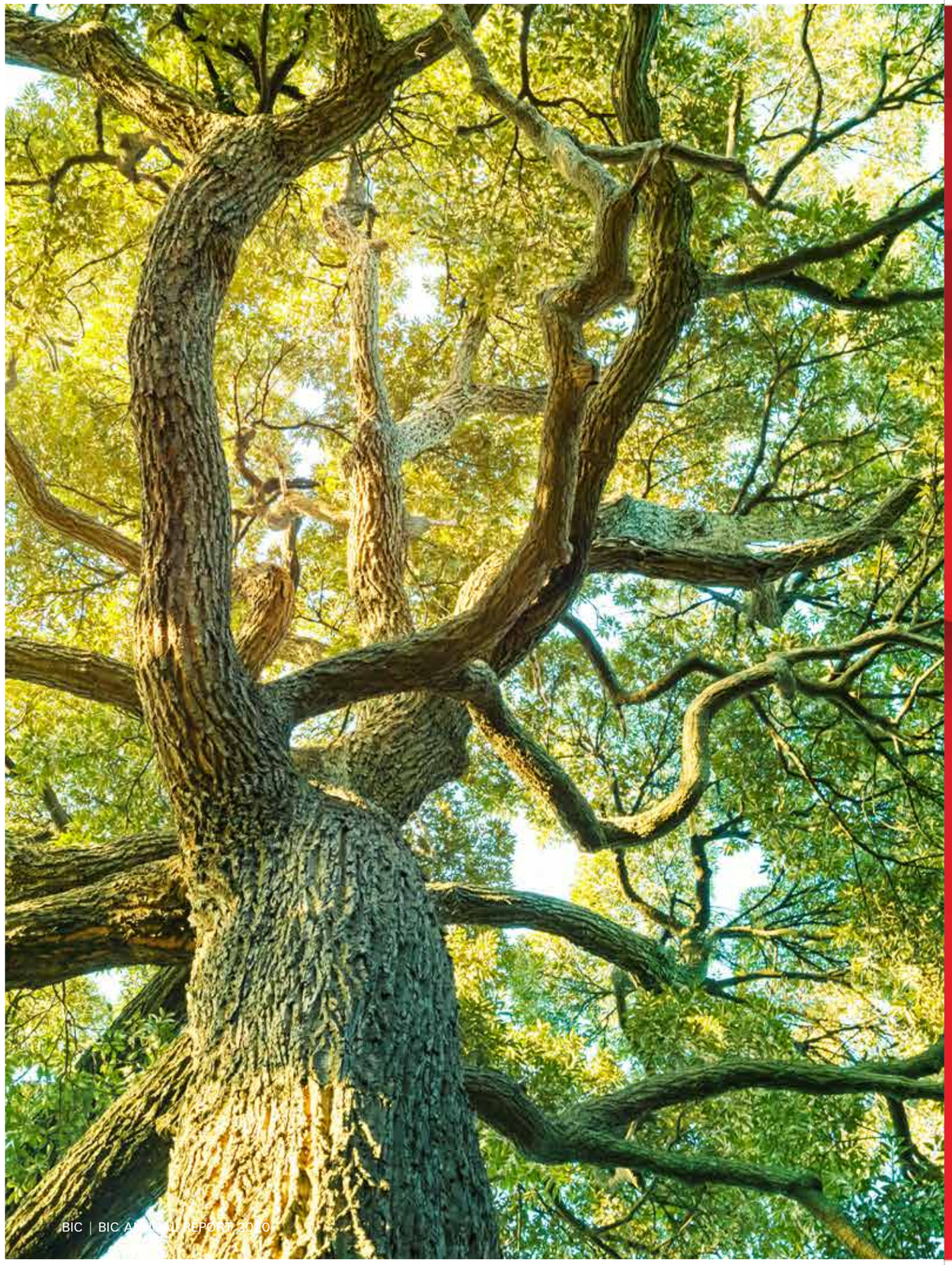
- According to each regular or irregular meeting due to work requirements, the Secretariat will receive an additional fixed rate of attendance at the meeting;

- Fixed allowance for Secretariat members is VND 3 million for each BOD/BOS meeting.

INTERNAL SHAREHOLDER TRANSACTIONS

No internal shareholder transactions were recorded in 2020.





06 FINANCIAL STATEMENT

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CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 December 2020

Independent auditors' report

Consolidated balance sheet

Consolidated income statement

Consolidated cash flow statement

Notes to the consolidated financial statements

INDEPENDENT AUDITORS' REPORT

Reference: 60755012/22068478-HN

TO: THE SHAREHOLDERS
BIDV INSURANCE JOINT STOCK CORPORATION

We have audited the accompanying consolidated financial statements of BIDV Insurance Joint Stock Corporation and its subsidiary (collectively referred to as "the Corporation") as prepared on 17 February 2021 and set out on pages 6 to 67, which comprise the consolidated balance sheet as at 31 December 2020, the consolidated income statement and the consolidated cash flow statement for the year then ended and the notes thereto.

MANAGEMENT'S RESPONSIBILITY

Management of the Corporation is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, accounting guidance applicable to insurance companies and the statutory requirements relevant to preparation and presentation of consolidated financial statements, and for such internal control as management determines is necessary to enable the preparation and presentation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

AUDITORS' RESPONSIBILITY

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Corporation's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

OPINION

In our opinion, the consolidated financial statements give a true and fair view, in all material respects, of the consolidated financial position of the Corporation and its subsidiary as at 31 December 2020 and of the consolidated results of their operations and their consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, accounting guidance applicable to insurance companies and the statutory requirements relevant to preparation and presentation of consolidated financial statements.

Ernst & Young Vietnam Limited

Dang Phuong Ha
Deputy General Director
Audit Practising Registration
Certificate No.: 2400-2018-004-1

Hoang Thi Hong Minh
Auditor
Audit Practising Registration
Certificate No.: 0761-2018-004-1

Hanoi, Vietnam 17 February 2021

CONSOLIDATED BALANCE SHEET

As at 31 December 2020

Currency: VND

Code	ITEMS	Notes	Ending balance	Beginning balance
100	**A. CURRENT ASSETS**		**4,820,545,530,673**	**4,222,605,120,708**
110	**I. Cash and cash equivalents**	4	**98,047,858,360**	**119,341,101,387**
111	1. Cash		98,047,858,360	119,341,101,387
120	**II. Short-term investments**		**3,029,813,001,766**	**2,397,542,766,222**
121	1. Trading securities	5.1	351,090,546,949	173,269,998,094
122	2. Provision for trading securities	5.1	-	(2,223,992,662)
123	3. Held-to-maturity investments	5.2	2,678,722,454,817	2,226,496,760,790
130	**III. Short-term receivables**	6	**545,312,455,032**	**421,236,925,076**
131	1. Short-term trade receivables		414,975,744,601	299,092,883,762
131.1	1.1 Insurance receivables		414,831,192,575	297,664,577,140
131.2	1.2 Other trade receivables		144,552,026	1,428,306,622
132	2. Short-term advances to suppliers		189,241,029	415,132,233
136	3. Other receivables		175,795,376,230	170,607,133,739
137	4. Allowance for doubtful debts		(45,647,906,828)	(48,878,224,658)
140	**IV. Inventories**		**143,292,371**	**178,967,915**
141	1. Inventories		143,292,371	178,967,915
150	**V. Other short-term assets**		**161,652,784,759**	**137,694,069,865**
151	1. P repaid expenses		161,214,771,059	137,457,830,510
151.1	1.1 Unallocated commission expense	7	157,335,387,372	134,772,159,808
151.2	1.2 Other prepaid expenses		3,879,383,687	2,685,670,702
152	2. Deductible VAT		438,013,700	236,239,355
190	**VI. Reinsurance assets**	18.1	**985,576,138,385**	**1,146,611,290,243**
191	1. Reinsurance assets from unearned premium reserve		328,461,924,772	379,082,993,551
192	2 Reinsurance assets from claim reserve		657,114,213,613	767,528,296,692

CONSOLIDATED BALANCE SHEET (continued)

As at 31 December 2020

Currency: VND

Code	ITEMS	Notes	Ending balance	Beginning balance
200	**B. NON-CURRENT ASSETS**		**990,567,841,469**	**1,273,034,453,023**
210	**I. Long-term receivables**		**34,341,555,491**	**35,308,659,703**
216	1. Other long-term receivables		34,341,555,491	35,308,659,703
216.1	1.1. Statutory deposit	8	30,899,623,406	32,576,427,210
216.2	1.2. Other long-term receivables		3,441,932,085	2,732,232,493
220	**II. Fixed assets**		**19,031,148,957**	**18,187,604,518**
221	1. Tangible fixed assets	9	12,518,719,053	11,642,730,518
222	Costs		80,413,793,103	75,221,259,683
223	Accumulated depreciation		(67,895,074,050)	(63,578,529,165)
227	2. Intangible assets	10	6,512,429,904	6,544,874,000
228	Costs		6,881,742,436	6,884,622,203
229	Accumulated amortisation		(369,312,532)	(339,748,203)
250	**III. Long-term investments**	5	**887,526,307,164**	**1,219,320,754,370**
253	1. Other long-term investments	5.3	75,907,370,000	75,907,370,000
254	2. Provision for impairment of long-term investments	5.3	(49,135,926,903)	(48,472,440,591)
255	3. Held-to-maturity investments	5.2	860,754,864,067	1,191,885,824,961
260	**IV. Other long-term assets**		**49,668,829,857**	**217,434,432**
261	1. Long-term prepaid expenses	11	49,668,829,857	62,392,679
262	2. Deferred income tax assets	31.3	-	155,041,753
270	**TOTAL ASSETS**		**5,811,113,372,142**	**5,495,639,573,731**

CONSOLIDATED BALANCE SHEET (continued)

As at 31 December 2020

Code	ITEMS	Notes	Ending balance	Beginning balance
300	**C. LIABILITIES**		**3,393,495,394,383**	**3,254,354,777,149**
310	**I. Current liabilities**		**3,391,039,529,179**	**3,253,471,513,199**
311	1. Trade payables	12	494,254,779,977	464,518,308,280
311.1	1.1. Insurance payables		467,751,953,569	455,702,430,349
311.2	1.2. Other payables		26,502,826,408	8,815,877,931
312	1. Short-term advance from customers		4,296,415,341	14,545,875,377
313	2. Tax and other statutory obligations	13	39,568,862,432	27,499,120,387
314	3. Payables to employees		93,316,802,312	75,050,325,375
315	4. Short-term accrued expenses	14	35,459,983,163	60,923,155,598
318	5. Short-term deferred revenue		7,308,745,960	6,733,081,597
318.1	6. Un-earned commission revenue	15	64,682,158,624	78,423,568,876
319	7. Other short-term payables	16	10,427,726,057	10,121,546,712
320	8. Short-term borrowings		-	17,910,873,317
321	9. Short-term provisions	17	38,809,232,553	-
322	10. Bonus and welfare funds		20,923,944,691	13,749,738,807
329	11. Technical reserves		2,581,990,878,069	2,483,995,918,873
329.1	12.1. Gross un-earned premium reserve	18.1	1,477,996,269,481	1,350,290,922,859
329.2	12.2. Gross claim reserve	18.1	952,955,012,969	1,000,855,219,216
329.3	12.3. Catastrophe reserve	18.2	151,039,595,619	132,849,776,798
330	**II. Non-current liabilities**		2,455,865,204	883,263,950
337	1. Other long-term liabilities	16	663,416,284	883,263,950
341	2. Deferred tax liabilities		1,792,448,920	-

CONSOLIDATED BALANCE SHEET (continued)

As at 31 December 2020

Code	ITEMS	Notes	Ending balance	Beginning balance
400	**D. OWNERS' EQUITY**		**2,417,617,977,759**	**2,241,284,796,582**
410	**I. Owners' equity**	**19**	**2,417,617,977,759**	**2,241,284,796,582**
411	1. Charter capital		1,172,768,950,000	1,172,768,950,000
411a	1.1. Common shares with voting rights		1,172,768,950,000	1,172,768,950,000
412	2. Share premium		655,565,033,362	655,565,033,362
417	3. Foreign exchange differences		14,241,703,026	5,445,075,699
418	4. Investment and development fund		141,650,242,709	87,052,897,663
419	5. Statutory reserves		76,036,986,348	62,101,796,413
421	6. Undistributed earnings		330,497,250,012	233,270,939,417
421a	6.1. Accumulated undistributed earnings of previous years		50,548,480,966	40,271,489,223
421b	6.2. Undistributed earnings of current year		279,948,769,046	192,999,450,194
429	7. Non-controlling interest		26,857,812,302	25,080,104,028
440	**TOTAL LIABILITIES AND OWNERS' EQUITY**		**5,811,113,372,142**	**5,495,639,573,731**

Ms. Kieu Thi Hong Nhung	Ms. Nguyen Thanh Mai	Mr. Tran Hoai An
Accountant	Deputy Director in - charge	General Director
Accounting Division	Accounting Division	

Hanoi, Vietnam 17 February 2021

PART 1: CONSOLIDATED SUMMARY INCOME STATEMENT

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Current year	Previous year
10	1. Total operating income	1,887,816,084,145	1,663,918,650,448
12	2. Finance income	295,176,689,142	282,985,591,555
13	3. Other income	683,135,165	905,591,628
20	4. Total direct operating expenses	(1,368,840,898,262)	(1,282,815,006,635)
22	5. Finance expenses	(17,042,496,139)	(18,770,780,358)
23	6. General and administrative expenses	(422,340,503,372)	(375,727,013,187)
24	7. Other expenses	(102,620,516)	(284,573,595)
50	**8. Profit before corporate income tax (50=10+12+13+20+22+23+24)**	**375,349,390,163**	**270,212,459,856**
51	9. Current corporate income tax expense	(75,748,994,579)	(57,557,759,334)
52	10. Deferred corporate income tax expense	(1,947,490,673)	(1,337,848,536)
60	**11. Net profit for this period after corporate income tax (60=50+51+52)**	**297,652,904,911**	**211,316,851,986**
61	**12. Net profit after tax attributable to non-controlling interests**	**3,377,071,987**	**229,255,152**
62	**13. Net profit after tax attributable to equity owners of the parent**	**294,275,832,924**	**211,087,596,834**
70	**14. Basic earnings per share**	**2,214**	**1,587**

PART 2: CONSOLIDATED OPERATIONAL INCOME STATEMENT

for the year ended 31 December 2020

Currency: VND

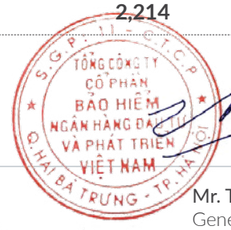
Code	ITEMS	Notes	Current year	Previous year
01	**1. Insurance revenue (01 = 01.1 + 01.2 + 01.3)**	**20**	**2,595,732,192,807**	**2,359,484,052,897**
	In which:			
01.1	- Direct written premiums		2,659,478,785,807	2,332,075,672,073
01.2	- Reinsurance premium assumed		92,203,739,201	104,784,449,421
01.3	- Increase in un-earned premium reserve		(155,950,332,201)	(77,376,068,597)
02	**2. Reinsurance premium ceded (02 = 02.1 + 02.2)**	**21**	**(908,309,831,786)**	**(900,604,623,730)**
	In which:			
02.1	- Reinsurance premium ceded		(883,829,489,318)	(871,514,030,561)
02.2	- Decrease in ceded premium reserve		(24,480,342,468)	(29,090,593,169)
03	**3. Net insurance premiums (03 = 01 + 02)**		**1,687,422,361,021**	**1,458,879,429,167**
04	**4. Commission on reinsurance ceded and other insurance incomes (04 = 04.1 + 04.2)**		**200,393,723,124**	**205,039,221,281**
	In which:			
04.1	- Commission on reinsurance ceded	22	166,814,721,102	174,219,839,009
04.2	- Other income from insurance activities	23	33,579,002,022	30,819,382,272
10	**5. Total net revenue from insurance business (10 = 03 + 04)**		**1,887,816,084,145**	**1,663,918,650,448**
11	**6. Claim expenses (11 = 11.1 + 11.2)**		**(1,077,011,779,383)**	**(953,507,585,097)**
	In which:			
11.1	- Claim expenses		(1,081,989,822,203)	(964,667,969,448)
11.2	- Claim expense reductions		4,978,042,820	11,160,384,351
12	**7. Recoveries from reinsurance ceded**		**573,245,947,375**	**358,465,342,348**
13	**8. Decrease/(Increase) in direct and assumed claim reserve**		**37,600,470,968**	**(156,935,074,509)**
14	**9. (Decrease)/Increase in ceded claim reserve**		**(106,071,440,304)**	**132,286,112,006**
15	**10. Net claim expenses (15 = 11 + 12 + 13 + 14)**	**24**	**(572,236,801,344)**	**(619,691,205,252)**
16	**11. Increase in catastrophe reserve**	**17.2**	**(18,683,418,796)**	**(15,644,275,230)**

PART 2: CONSOLIDATED OPERATIONAL INCOME STATEMENT (continued)

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Notes	Current year	Previous year
17	**12. Other operating expenses (17 = 17.1 + 17.2)**	**25**	**(777,920,678,122)**	**(647,479,526,153)**
	In which:			
17.1	- Commission expense		(228,636,744,309)	(201,144,256,440)
17.2	- Other underwriting expenses		(549,283,933,813)	(446,335,269,713)
18	**13. Total direct operating expenses (18 = 15 + 16 + 17)**		**(1,368,840,898,262)**	**(1,282,815,006,635)**
19	**14. Gross insurance operating profit (19 = 10 + 18)**		**518,975,185,883**	**381,103,643,813**
23	15. Finance income	26	295,176,689,142	282,985,591,555
24	16. Finance expenses	27	(17,042,496,139)	(18,770,780,358)
25	**17. Profit from financial activities (25 = 23 + 24)**		**278,134,193,003**	**264,214,811,197**
26	**18. General and administrative expenses**	**28**	**(422,340,503,372)**	**(375,727,013,187)**
30	**19. Net operating income (30 = 19 + 25 + 26)**		**374,768,875,514**	**269,591,441,823**
31	20. Other income	29	683,135,165	905,591,628
32	21. Other expenses	30	(102,620,516)	(284,573,595)
40	**22. Net other profit (40 = 31 + 32)**		**580,514,649**	**621,018,033**
50	**23. Profit before corporate income tax (50 = 30 + 40)**		**375,349,390,163**	**270,212,459,856**
51	24. Current corporate income tax expense	31.1	(75,748,994,579)	(57,557,759,334)
52	25. Deferred corporate income tax expense	31.3	(1,947,490,673)	(1,337,848,536)
60	26. Net profit for the year after corporate income tax (60 = 50 + 51 + 52)		**297,652,904,911**	**211,316,851,986**
61	27. Net profit after tax attributable to non-controlling interests		**3,377,071,987**	**229,255,152**
62	28. Net profit after tax attributable to equity owners of the parent		**294,275,832,924**	**211,087,596,834**
70	29. Basic earnings per share		**2,214**	**1,587**



Ms. Kieu Thi Hong Nhung
Accountant
Accounting Division

Ms. Nguyen Thanh Mai
Deputy Director in - charge
Accounting Division

Mr. Tran Hoai An
General Director

Hanoi, Vietnam 17 February 2021

CONSOLIDATED CASH FLOW STATEMENT

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Notes	Current year	Previous year
	CASH FLOWS FROM OPERATING ACTIVITIES			
01	**Net profit before tax**		**375,349,390,163**	**270,212,459,856**
	Adjustments for:			
02	Depreciation and amortisation		5,275,973,747	6,900,947,675
03	Insurance reserves and provision for diminution in investment value and doubtful debts		254,239,286,874	160,259,786,673
04	Losses from revaluation of foreign currencies		9,254,164,382	2,467,041,141
05	Profits from investing activities		(266,021,817,762)	(257,924,351,443)
06	Interest expense		51,979,494	6,787,441
08	**Operating profit before changes in working capital**		**378,148,976,898**	**181,922,671,343**
09	(Increase)/Decrease in receivables		(105,008,943,799)	59,712,111,869
10	Decrease in inventory		35,675,544	314,095,245
11	Increase in payables		33,650,385,394	5,837,010,784
12	Increase in prepaid expense		(73,565,152,072)	(11,291,386,266)
13	Increase in held-for-trading securities		(177,820,548,855)	(64,392,624,150)
14	Interest paid		(51,979,494)	(6,787,441)
15	Corporate income tax paid	13	(63,418,798,589)	(59,023,511,613)
17	Other cash outflows from operating activities		(27,485,794,116)	(25,593,110,777)
20	**Net cash flow from operating activities**		**(35,516,179,089)**	**87,478,468,994**

CONSOLIDATED CASH FLOW STATEMENT (continued)

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Notes	Current year	Previous year
	II. CASH FLOWS FROM INVESTING ACTIVITIES			
21	Purchase of fixed assets and other long-term assets		(502,342,573)	(1,242,600,000)
22	Disposal of fixed assets and other long-term assets		19,086,520	23,393,283
23	Payments for investments in other entities		(3,292,165,192,456)	(4,883,690,054,522)
24	Collections from borrowers and proceeds from sale of debt instruments of other entities		3,162,678,923,400	4,640,121,964,464
27	Interest and dividend received		255,311,016,985	242,973,179,724
30	**Net cash flows from/(used in) in investing activities**		**125,341,491,876**	**(1,814,117,051)**

CONSOLIDATED CASH FLOW STATEMENT (continued)

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Notes	Current year	Previous year
	III. CASH FLOWS FROM FINANCING ACTIVITIES			
33	Drawdown of borrowings		-	17,910,873,317
34	Repayment of borrowings		(17,910,873,317)	-
36	Dividends paid		(94,010,580,506)	(85,051,154,064)
40	**Net cash flow used in financing activities**		**(111,921,453,823)**	**(67,140,280,747)**
50	**Net change in cash and cash equivalents**		**(22,096,141,036)**	**18,524,071,196**
60	**Cash and cash equivalents at the beginning of the year**		**119,341,101,387**	**99,928,524,532**
61	Impact of exchange rate fluctuation		802,898,009	888,505,659
70	**Cash and cash equivalents at the end of the year**	**4**	**98,047,858,360**	**119,341,101,387**

Ms. Kieu Thi Hong Nhung
Accountant
Accounting Division

Ms. Nguyen Thanh Mai
Deputy Director in - charge
Accounting Division

Mr. Tran Hoai An
General Director

Hanoi, Vietnam 17 February 2021

SEPARATE
FINANCIAL STATEMENTS

For the year ended 31 December 2020

General information

Report of Management

Independent auditors' report

Separate balance sheet

Separate income statement

Separate cash flow statement



INDEPENDENT AUDITORS' REPORT

Reference: 60755012/22068478

TO: THE SHAREHOLDERS
BIDV INSURANCE JOINT STOCK CORPORATION

We have audited the accompanying separate financial statements of BIDV Insurance Joint Stock Corporation ("the Corporation") as prepared on 17 February 2021 and set out on pages 6 to 67, which comprise the separate balance sheet as at 31 December 2020, the separate income statement and the separate cash flow statement for the year then ended and the notes thereto.

MANAGEMENT'S RESPONSIBILITY

Management of the Corporation is responsible for the preparation and fair presentation of these separate financial statements in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, accounting guidance applicable to insurance companies and the statutory requirements relevant to preparation and presentation of separate financial statements, and for such internal control as management determines is necessary to enable the preparation and presentation of the separate financial statements that are free from material misstatement, whether due to fraud or error.

AUDITORS' RESPONSIBILITY

Our responsibility is to express an opinion on these separate financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the separate financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the separate financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Corporation's preparation and fair presentation of the separate financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the separate financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

OPINION

In our opinion, the separate financial statements give a true and fair view, in all material respects, of the separate financial position of the Corporation as at 31 December 2020 and of the separate results of its operations and its separate cash flows for the year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System, accounting guidance applicable to insurance companies and the statutory requirements relevant to preparation and presentation of separate financial statements.

Ernst & Young Vietnam Limited

Dang Phuong Ha
Deputy General Director
Audit Practising Registration
Certificate No.: 2400-2018-004-1

Hoang Thi Hong Minh
Auditor
Audit Practising Registration
Certificate No.: 0761-2018-004-1

Hanoi, Vietnam 17 February 2021

SEPARATE BALANCE SHEET

as at 31 December 2020

Currency: VND

Code	ITEMS	Notes	Ending balance	Beginning balance
100	**A. CURRENT ASSETS**		**4,648,148,067,589**	**3,980,183,086,814**
110	I. Cash and cash equivalents	4	**95,821,711,569**	**105,692,923,157**
111	1. Cash		95,821,711,569	105,692,923,157
120	**II. Short-term investments**		**3,007,606,416,604**	**2,313,523,032,684**
121	1. Trading securities	5.1	350,606,416,604	172,747,025,346
122	2. Provision for trading securities	5.1	-	(2,223,992,662)
123	3. Held-to-maturity investments	5.2	2,657,000,000,000	2,143,000,000,000
130	**III. Current accounts receivables**	6	**509,628,447,424**	**447,498,739,683**
131	1. Short-term trade receivables		400,733,322,672	355,871,591,548
131.1	1.1 Insurance receivables		400,733,322,672	355,871,591,548
132	2. Short-term advances to suppliers		189,241,029	415,132,233
136	3. Other short-term receivables		154,789,713,221	143,386,197,633
137	4. Provision for doubtful short-term receivables		(46,083,829,498)	(52,174,181,731)
150	**IV. Other current assets**		**160,402,934,930**	**134,239,679,604**
151	1. Short-term prepaid expenses		160,282,553,180	134,086,542,097
151.1	1.1 Unallocated commission expense	7	156,946,075,745	132,160,431,106
151.2	1.2 Other prepaid expenses		3,336,477,435	1,926,110,991
152	2. Value-added tax deductible		120,381,750	153,137,507
190	**V. Reinsurance assets**	18.1	**874,688,557,062**	**979,228,711,686**
191	1. Reinsurance assets from unearned premium reserve		269,556,932,841	296,423,877,119
192	2. Reinsurance assets from claim reserve		605,131,624,221	682,804,834,567

SEPARATE BALANCE SHEET (continued)

As at 31 December 2020

Currency: VND

Code	ITEMS	Notes	Ending balance	Beginning balance
200	**B. NON-CURRENT ASSETS**		**923,975,486,226**	**1,254,383,553,837**
210	**I. Long-term receivables**		**13,441,932,085**	**12,732,232,493**
216	1. Other long-term receivables		13,441,932,085	12,732,232,493
216.1	1.1. Statutory deposit	8	10,000,000,000	10,000,000,000
216.2	1.2. Other long-term receivables		3,441,932,085	2,732,232,493
220	**II. Fixed assets**		**18,363,387,790**	**16,939,695,150**
221	1. angible fixed assets	9	11,863,387,790	10,433,594,228
222	Costs		67,908,794,489	61,736,226,489
223	Accumulated depreciation		(56,045,406,699)	(51,302,632,261)
227	2. Intangible assets	10	6,500,000,000	6,506,100,922
228	Costs		6,845,849,125	6,845,849,125
229	Accumulated amortisation		(345,849,125)	(339,748,203)
250	**III. Long-term investments**		**842,501,336,494**	**1,224,494,191,762**
251	1. Investment in subsidiaries	5.3	34,660,020,000	34,660,020,000
253	2. Investment in other entities	5.3	75,907,370,000	75,907,370,000
254	3. Provision for diminution in value of long-term investments	5.3	(49,135,926,903)	(48,472,440,591)
255	4. Held-to-maturity investments	5.2	781,069,873,397	1,162,399,242,353
260	**IV. Other long-term assets**		**49,668,829,857**	**217,434,432**
261	1. Long-term prepaid expenses	11	49,668,829,857	62,392,679
262	2. Deferred tax assets	31.3	-	155,041,753
270	**TOTAL ASSETS**		**5,572,123,553,815**	**5,234,566,640,651**

SEPARATE BALANCE SHEET (continued)

As at 31 December 2020

Currency: VND

Code	ITEMS	Notes	Ending balance	Beginning balance
300	**C. LIABILITIES**		**3,213,814,817,719**	**3,036,226,224,358**
310	**I. Current liabilities**		**3,211,358,952,515**	**3,035,342,960,408**
311	1. Short-term trade payables	12	478,816,439,827	481,173,201,689
311.1	1.1. Insurance payables		452,313,613,419	472,357,323,758
311.2	1.2. Other payables		26,502,826,408	8,815,877,931
312	2. Short-term advance from customers		1,149,480,393	1,367,221,954
313	3. Statutory obligations	13	35,310,150,487	27,589,250,188
314	4. Payables to employees		92,861,943,745	74,427,362,162
315	5. Short-term accrued expenses	14	34,756,051,959	59,300,154,347
318	6. Short-term unearned revenues		7,308,745,960	6,733,081,597
318.1	7. Un-earned commission revenue	15	62,201,439,383	73,978,709,612
319	8. Other short-term payables	16	10,421,831,125	10,106,535,833
320	9. Short-term borrowings		-	10,000,000,000
321	10. Short-term provisions	17	38,809,232,553	-
322	11. Bonus and welfare funds		20,923,944,691	13,749,738,807
329	12. Technical reserves		2,428,799,692,392	2,276,917,704,219
329.1	12.1. Gross un-earned premium reserve	18.1	1,387,879,339,204	1,240,970,454,937
329.2	12.2. Gross claim reserve	18.1	898,144,997,348	911,318,938,685
329.3	12.3. Catastrophe reserve	18.2	142,775,355,840	124,628,310,597
330	**II. Non-current liabilities**		**2,455,865,204**	883,263,950
337	1. Other long-term liabilities	16	663,416,284	883,263,950
341	2. Deferred tax liabilities	31.3	1,792,448,920	-

SEPARATE BALANCE SHEET (continued)

As at 31 December 2020

Currency: VND

Code	ITEMS	Notes	Ending balance	Beginning balance
400	**D. OWNERS' EQUITY**		**2,358,308,736,096**	**2,198,340,416,293**
410	**I. Capital**	**19**	**2,358,308,736,096**	**2,198,340,416,293**
411	1. Contributed charter capital		1,172,768,950,000	1,172,768,950,000
411a	1.1. Shares with voting rights		1,172,768,950,000	1,172,768,950,000
412	2. Share premium		655,565,033,362	655,565,033,362
418	3. Investment and development fund		141,650,242,709	87,052,897,663
419	4. Statutory reserves		69,435,165,084	55,012,673,294
421	5. Undistributed earnings		318,889,344,941	227,940,861,974
421a	5.1. Accumulated undistributed earnings by the end of prior year		44,862,000,928	41,241,520,317
421b	5.2. Undistributed earnings of current year		274,027,344,013	186,699,341,657
440	**TOTAL LIABILITIES AND OWNERS' EQUITY**		**5,572,123,553,815**	**5,234,566,640,651**

Ms. Kieu Thi Hong Nhung
Accountant
Accounting Division

Ms. Nguyen Thanh Mai
Deputy Director in - charge
Accounting Division

Mr. Tran Hoai An
General Director

Hanoi, Vietnam 17 February 2021

PART 1: SEPARATE SUMMARY INCOME STATEMENT

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Current Year	Previous Year
10	1. Total operating income	1,828,061,579,277	1,606,975,238,999
12	2. Finance income	276,255,341,529	258,943,189,407
13	3. Other income	450,373,555	655,679,193
20	4. Total direct operating expenses	(1,334,117,548,301)	(1,241,004,719,323)
22	5. Finance expenses	(7,688,136,916)	(4,950,920,409)
23	6. General and administrative expenses	(399,156,568,574)	(358,435,558,678)
24	7. Other expenses	(70,991,959)	(261,357,978)
50	**8. Accounting profit before tax (50=10+12+13+20+22+23+24)**	**363,734,048,611**	**261,921,551,211**
51	9. Current corporate income tax expense	(73,336,722,135)	(56,290,833,494)
52	10. Deferred corporate income tax expense	(1,947,490,673)	(1,337,848,536)
60	**11. Net profit after tax (60=50+51+52)**	**288,449,835,803**	**204,292,869,181**

PART 2: SEPARATE OPERATIONAL INCOME STATEMENT

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Notes	Current Year	Previous Year
01	**1.1. Insurance revenue (01 = 01.1 + 01.2 + 01.3)**	**20**	**2,381,933,438,791**	2,139,177,998,041
	In which:			
01.1	- Direct written premiums		2,362,704,958,000	2,013,138,230,408
01.2	- Reinsurance premium assumed		166,137,365,058	209,697,417,783
01.3	- Increase in un-earned premium reserve		(146,908,884,267)	(83,657,650,150)
02	**2. Reinsurance premium ceded (02 = 02.1 + 02.2)**	**21**	**(741,004,743,072)**	**(723,652,876,289)**
	In which:			
02.1	- Reinsurance premium ceded		(714,137,798,794)	(699,400,696,823)
02.2	- Decrease in ceded premium reserve		(26,866,944,278)	(24,252,179,466)
03	**3. Net insurance premiums (03 = 01 + 02)**		**1,640,928,695,719**	**1,415,525,121,752**
04	**4. Commission on reinsurance ceded and other insurance incomes (04 = 04.1 + 04.2)**		**187,132,883,558**	**191,450,117,247**
	In which:			
04.1	- Commission on reinsurance ceded	22	154,251,653,080	162,823,323,733
04.2	- Other income from insurance activities	23	32,881,230,478	28,626,793,514
10	**5. Total net revenue from insurance business (10 = 03 + 04)**		**1,828,061,579,277**	**1,606,975,238,999**
11	**6. Claim expenses (11 = 11.1 + 11.2)**		**(1,048,360,133,535)**	**(937,803,248,940)**
	In which:			
11.1	- Claim expenses		(1,053,338,176,355)	(948,963,633,291)
11.2	- Claim expense reductions		4,978,042,820	11,160,384,351
12	**7. Recoveries from reinsurance ceded**		553,797,823,684	357,568,231,784
13	**8. Decrease/(Increase) in direct and assumed claim reserve**		13,173,941,337	(67,701,949,601)
14	**9. (Decrease)/Increase in ceded claim reserve**		(77,673,210,346)	47,859,552,718
15	**10. Net claim expenses (15 = 11 + 12 + 13 + 14)**	**24**	**(559,061,578,860)**	**(600,077,414,039)**
16	**11. Increase in catastrophe reserve**	**18.2**	**(18,147,045,243)**	**(15,234,349,514)**

PART 2: SEPARATE OPERATIONAL INCOME STATEMENT

for the year ended 31 December 2020 (continued)

Currency: VND

Code	ITEMS	Notes	Current Year	Previous Year
17	**12. Other operating expenses (17 = 17.1 + 17.2)**	**25**	**(756,908,924,198)**	**(625,692,955,770)**
	In which:			
17.1	- Commission expense		(222,325,148,859)	(198,110,717,401)
17.2	- Other underwriting expenses		(534,583,775,339)	(427,582,238,369)
18	**13. Total direct operating expenses (18 = 15 + 16 + 17)**		**(1,334,117,548,301)**	**(1,241,004,719,323)**
19	**14. Gross insurance operating profit (19 = 10 + 18)**		**493,944,030,976**	**365,970,519,676**
23	15. Finance income	26	276,255,341,529	258,943,189,407
24	16. Finance expenses	27	(7,688,136,916)	(4,950,920,409)
25	**17. Profit from financial activities (25 = 23 + 24)**		**268,567,204,613**	**253,992,268,998**
26	**18. General and administrative expenses**	**28**	**(399,156,568,574)**	**(358,435,558,678)**
30	**19. Net operating income (30 = 19 + 25 + 26)**		**363,354,667,015**	**261,527,229,996**
31	20. Other income	29	450,373,555	655,679,193
32	21. Other expenses	30	(70,991,959)	(261,357,978)
40	**22. Net other (loss)/profit (40 = 31 + 32)**		**379,381,596**	**394,321,215**
50	**23. Accounting profit before tax (50 = 30 + 40)**		**363,734,048,611**	**261,921,551,211**
51	24. Current corporate income tax expense	31.1	(73,336,722,135)	(56,290,833,494)
52	25. Deferred corporate income tax expense	31.3	(1,947,490,673)	(1,337,848,536)
60	**26. Net profit for the year after corporate income tax (60 = 50 + 51 + 52)**		**288,449,835,803**	**204,292,869,181**

Ms. Kieu Thi Hong Nhung
Accountant
Accounting Division

Ms. Nguyen Thanh Mai
Deputy Director in - charge
Accounting Division

Mr. Tran Hoai An
General Director

Hanoi, Vietnam 17 February 2021

SEPARATE CASH FLOW STATEMENT

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Notes	Current Year	Previous Year
	I. CASH FLOWS FROM OPERATING ACTIVITIES			
01	**Net profit before tax**		**363,734,048,611**	**261,921,551,211**
	Adjustments for:			
02	Depreciation of tangible fixed assets and amortisation of intangible fixed assets		4,748,875,360	5,805,279,146
03	Insurance reserves and provision for diminution in investment value and doubtful debts		248,771,284,214	156,412,416,446
04	Foreign exchange losses/(gains) arising from revaluation of monetary accounts denominated in foreign currency		(3,583,270,076)	2,430,070,411
05	Profits from investing activities		(257,350,105,718)	(252,541,336,220)
06	Interest expense		4,438,356	1,198,356
08	**Operating profit before changes in working capital**		**356,325,270,747**	**174,029,179,350**
09	(Increase)/Decrease in receivables		(40,314,537,989)	26,399,852,338
10	Decrease in inventories		-	146,828,992
11	Increase in payables		9,819,633,747	56,113,429,855
12	Increase in prepaid expense		(75,769,692,504)	(12,095,788,642)
13	Increase in held-for-trading securities		(177,859,391,258)	(64,360,717,002)
14	Interest paid		(4,438,356)	(1,198,356)
15	Corporate income tax paid	13	(61,444,426,124)	(56,758,745,805)
17	Other cash outflows from operating activities		(27,485,794,116)	(25,593,110,777)
20	**Net cash flow from operating activities**		**(16,733,375,853)**	**97,879,729,953**

SEPARATE CASH FLOW STATEMENT (continued)

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Notes	Current Year	Previous Year
	II. CASH FLOWS FROM INVESTING ACTIVITIES			
21	Purchase and construction of fixed assets and other long-term assets		(467,857,500)	(1,242,600,000)
22	Proceeds from disposals of fixed assets and other long-term assets		15,460,502	23,393,283
23	Loans to other entities and payments for purchase of debt instruments of other entities		(3,120,543,581,864)	(4,765,510,719,639)
24	Collections from borrowers and proceeds from sale of debt instruments of other entities		2,987,872,950,820	4,545,490,507,705
27	Interest and dividends received		242,967,544,502	241,862,309,869
30	**Net cash flow used in investing activities**		**109,844,516,460**	**20,622,891,218**

SEPARATE CASH FLOW STATEMENT (continued)

for the year ended 31 December 2020

Currency: VND

Code	ITEMS	Notes	Current Year	Previous Year
	III. CASH FLOWS FROM FINANCING ACTIVITIES			
33	Drawdown of borrowings		-	10,000,000,000
34	Repayment of Borrowings		(10,000,000,000)	-
36	Dividends paid		(93,784,109,600)	(82,090,983,900)
40	**Net cash flow used in financing activities**		**(103,784,109,600)**	**(72,090,983,900)**
50	**Net increase in cash for the year**		**(10,672,968,993)**	**46,411,637,271**
60	**Cash and cash equivalents at the beginning of the year**		**105,692,923,157**	**58,406,605,294**
61	Impact of exchange rate fluctuation		801,757,405	874,680,592
70	**Cash and cash equivalents at the end of the year**	**4**	**95,821,711,569**	**105,692,923,157**



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