



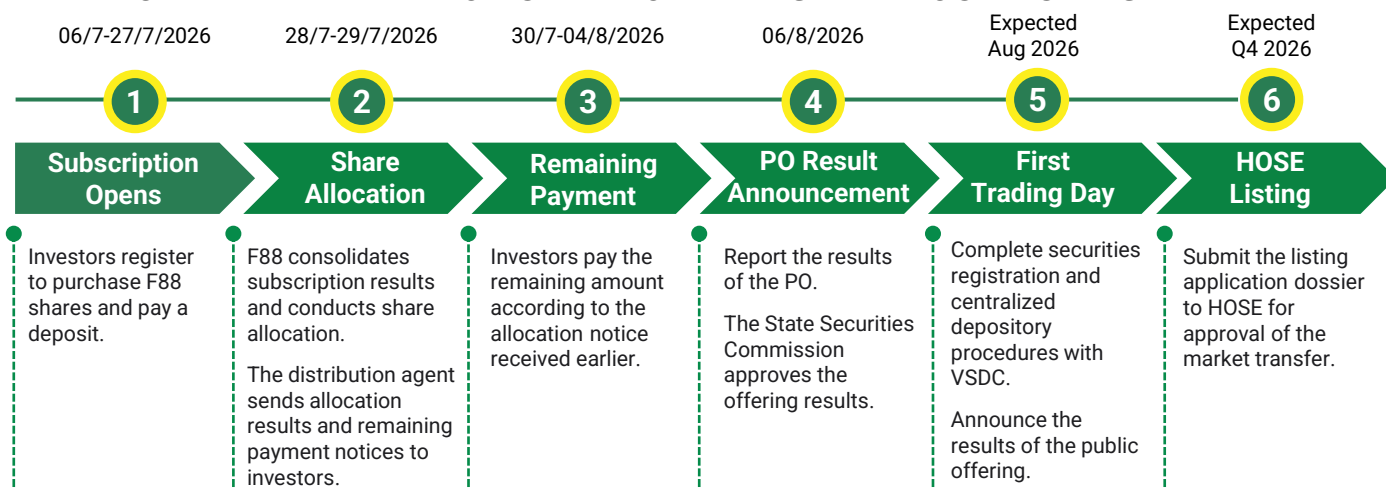
## F88 - INFORMATION ON THE PUBLIC OFFERING OF ADDITIONAL SHARES (PO)

➤ INDICATIVE OFFERING PRICE	VND 71,000/share <sup>(1)</sup>
➤ NUMBER OF SHARES OFFERED	22,025,190 shares
➤ INDICATIVE OFFERING SIZE	VND 1,564 billion ~ USD 60 million
➤ INDICATIVE VALUATION	USD 600 million <sup>(2)</sup> (Pre-offering)

## VALUATION AT THE OFFERING PRICE

	LTM 2026 <sup>(3)</sup>	2026 Forecast <sup>(4)</sup>	
		Pre-offering	Post-offering
MARKET CAPITALIZATION	15,638	15,638	17,202
PROFIT AFTER TAX	856	1,178	1,200
EQUITY	2,691	3,627	5,213
IMPLIED P/E	18.3x	13.3x	14.3x
IMPLIED P/B	5.8x	4.3x	3.3x

## INDICATIVE TIMELINE FOR SHARE OFFERING AND HOSE LISTING<sup>(5)</sup>



### Notes:

(1) The official offering price will be updated once the State Securities Commission approves the Company's offering dossier. (2) Exchange rate: VND 26,063/USD

(3) Based on business results for the 12-month period ended 31 March 2026.

(4) Based on the Company's 2026 business plan forecast, incorporating actual results for the first five months of the year.

(5) The official offering timeline will be announced when the State Securities Commission approves the Company's offering dossier, on the website: [nhadautu.f88.vn](http://nhadautu.f88.vn).

## BUSINESS ACTIVITIES



### Motorbike Pledge Loans

45% of total loan disbursement



### Car Pledge Loans

55% of total loan disbursement



### Insurance Distribution Agency

Asset and health insurance



### Other Services

Banking agency services and utility payment services

## KEY ACHIEVEMENTS

- 972 branches nationwide as of May 2026, with 4,000+ sales consultants
- ~1.6 million customers, with 3.5 million loan contracts and 7 million insurance contracts
- Backed by reputable private equity funds including **Mekong Capital**, **Granite Oak**, and **Vietnam Oman Investment**
- Strategic partnerships with **MB**, **CIMB**, **PTI**, **Bao Minh Insurance**, **BSH**, and various other partners.

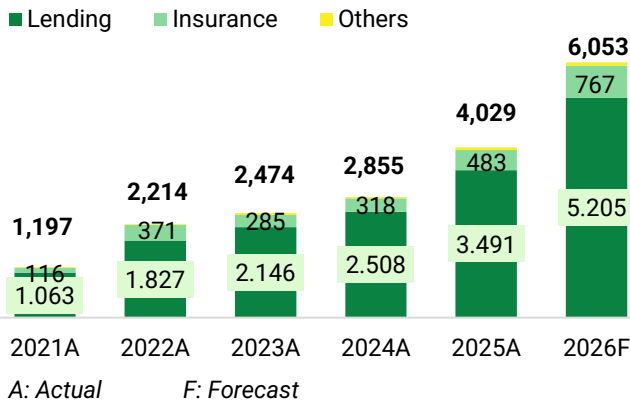
## HIGHLIGHTS



- Market-leading alternative finance platform** – Accounts for >70% market share of modern pawnshop chains and 2.5% of the overall pawn market, serving a potential customer base of 53 million through a standardized and transparent model.
- Proven and scalable “phygital” business model** – Delivers a seamless offline-to-online experience across 972 stores, with 99% of stores becoming profitable after the first year, underscoring operational efficiency.
- Comprehensive financial ecosystem** – Expands into insurance, payments, and investment through partnerships with financial institutions and utility service providers, transforming each store into a comprehensive financial service point for millions of Vietnamese customers.
- Technology as a core competitive advantage** – Proprietary technology systems enable F88 to operate efficiently, manage risks effectively, and deliver a superior customer experience.
- Management team with deep market understanding and long-term vision** – Deep understanding of Vietnamese customers’ practical financial needs, especially the mass market, helping build F88 into a leading comprehensive financial platform in Vietnam.
- Strong financial capability and sustainable growth** – Strong funding capacity supported 44% loan book CAGR in 2021–2025A; optimization and automation reduced CIR to 51% and drove 93% PAT CAGR, with ROE reaching 34.4% at 2025.

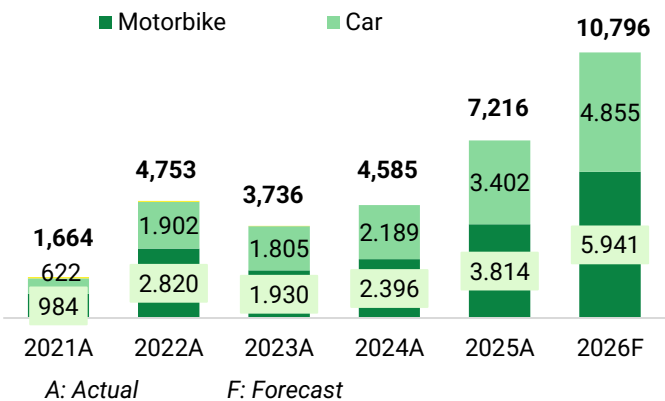
### Revenue Performance 2021 – 2026F<sup>(6)</sup>

Revenue (including financial income and others), Unit: VND billion



### Loan Book 2021 – 2026F<sup>(7)</sup>

Loan book (including motorbike, car, and other loans), Unit: VND billion



**2026 Forecast**  
**Revenue** VND 6,053bn  
**PAT** VND 1,200bn

**Revenue 2021-26F**  
**CAGR (F) 38.3%**

**Loan Book 2021-26F**  
**CAGR (F) 45.3%**

**PAT 2021-26F**  
**CAGR (F) 87.1%**

#### Notes

(6) Revenue excludes recoveries from written-off overdue loans by more than 90 days and is based on the Company’s internal forecast.

(7) Loan book includes on-balance-sheet and off-balance-sheet loans disbursed by partners, from performing loans to loans overdue by less than 90 days.

## DEVELOPMENT STRATEGY 2026 - 2030

### COMPREHENSIVE FINANCIAL PLATFORM



#### Expand omnichannel distribution

Selectively expand, optimize the efficiency of each store, and develop digital channels



#### Complete core products

Diversify lending products micro-insurance for the mass-market segment



#### Develop new business segments

Expand into unsecured lending, agency banking, and retail investment products



#### Build a large-scale fintech platform

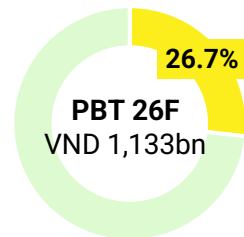
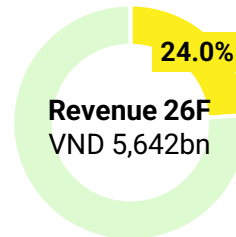
Invest in digitalized operations and centralized risk management, and expand comprehensive financial ecosystem

#### Q1/2026 business results vs. 2026 plan<sup>(8)</sup>

Net revenue and profit before tax, Unit: %

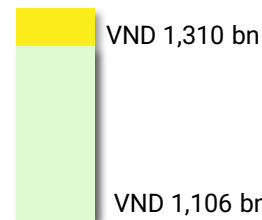
<sup>(8)</sup> Based on the business plan approved at the Company's 2026 AGM. The Company expects its 2026 financial results to exceed the approved plan.

■ Q1/2026 ■ 2026

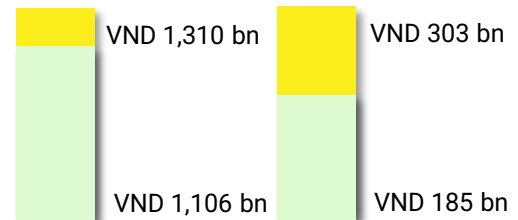


#### Revenue Q1.26

■ Actual ■ Plan



#### PBT Q1.26



## PLAN FOR USE OF PROCEEDS FROM THE PO

### Capital contribution to F88 Business JSC – a 99.99%-owned subsidiary

1

#### Expand distribution network & partner ecosystem

Expand the nationwide store network and strategic partnerships with financial institutions, fintechs, and insurers, helping increase coverage among segments underserved by mainstream banks

2

#### Scale up the product portfolio

Add capital to expand the core pledged-asset lending business, which delivers stable profit margins and meets the credit needs of low- and middle-income customers. Continue developing insurance packages and other services.

3

#### Strengthen financial capacity & improve capital adequacy ratio

Increase charter capital to improve D/E, enhance borrowing capacity, and establish a balance sheet structure suitable for the next growth phase.