



*“Resilient Leader, Trusted Partner”*

# VIETNAM ACCESS DAY CORPORATE PRESENTATION

*February 2025*

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## Current situation

## Vietnam's macroeconomic stability continues to improve

### Gross Domestic Product | Beyond expectation with robust growth

- ▶ The GDP growth rate in Q4 is estimated at 7.55%, while the full-year GDP growth reaches 7.09% compared to 2023, exceeding the target set by the National Assembly. This raises the economy's scale to approximately 476.3 billion US dollars (USD), ranking 33rd in the world, with per capita income reaching 4,700 USD."

### Purchasing Managers' Index | Weaken due to severe impact from Typhoon Yagi

- ▶ The Vietnam Manufacturing Purchasing Managers' Index (PMI) in December fell below the 50-point threshold for the first time in three months, reaching 49.8 points compared to 50.8 points in November. As a result, output and new orders increased at a slower pace, while companies reduced employment and inventories. Concerns about global market instability and uncertainty have diminished confidence in the production outlook for the coming year.

### Inflation | Slightly increased

- ▶ The CPI in December 2024 increased by 0.29% compared to the previous month. Compared to December 2023, the CPI in December 2024 increased by 2.94%. The average CPI for 2024 increased by 3.63% compared to 2023, below the target set by the National Assembly. The main reason is the 4.03% increase in the price index of food and food services compared to the previous year, contributing to a 1.35 percentage point increase in the overall CPI

### Trade | Witness strong recovery

- ▶ In December 2024, the total import-export turnover reached 70.53 billion USD, an increase of 6.2% compared to the previous month and up 15.9% compared to the same period last year. For the whole year of 2024, the total import-export turnover reached 786.29 billion USD, up 15.4% compared to the previous year, with exports increasing by 14.3% and imports rising by 16.7%

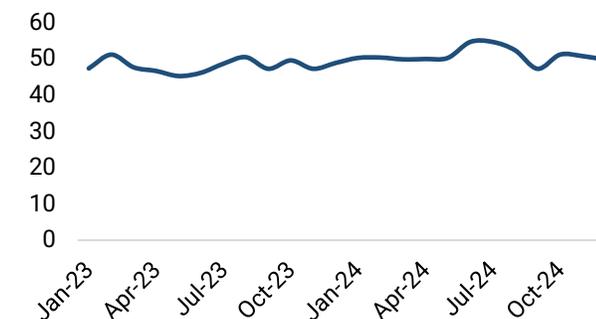
### Foreign Direct Investment | Record steady inflows and remain an attractive destination

- ▶ According to the latest data from the Ministry of Finance, it is estimated that by the end of December 2024, the country will have disbursed over 529.632 trillion VND, achieving 77.55% of the plan set by the Prime Minister, lower than the 81.87% in the same period of 2023. Of this, it is estimated that 12-month disbursement of central government budget capital will reach over 72% of the Prime Minister's plan, higher than the 70% in the same period of 2023, but disbursement of local government budget capital is estimated to reach over 80% of the Prime Minister's plan, lower than the 94% in the same period of 2023

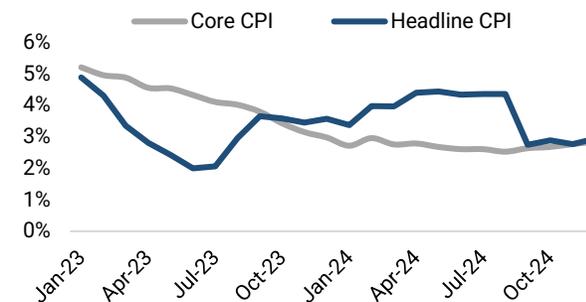
### Vietnam's GDP YoY growth (1Q19-4Q24)



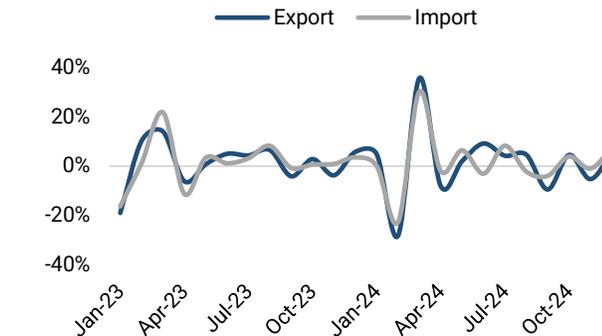
### Vietnam's PMI (Jan 23-Dec 24)



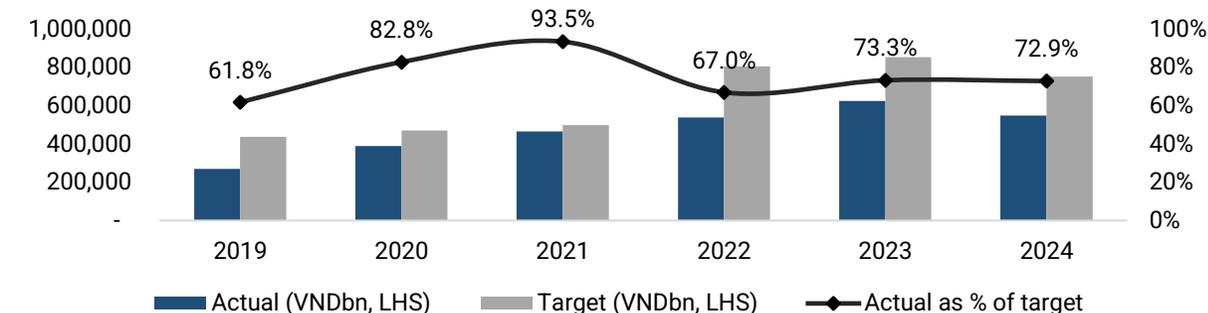
### Vietnam's CPI (Jan 23 - Dec 24)



### Vietnam's trade growth (Jan 23 - Dec 24)



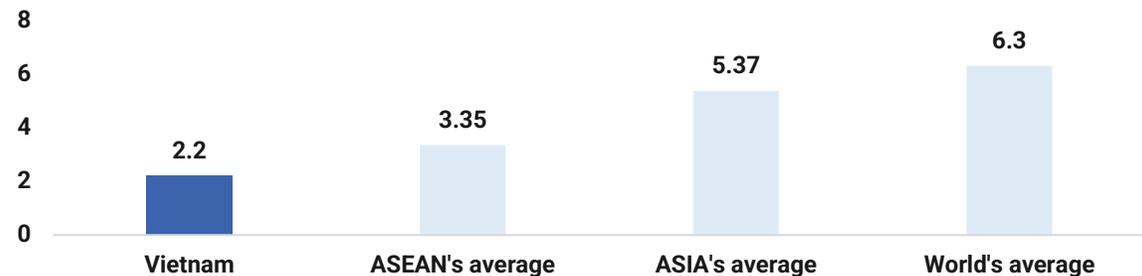
### Vietnam's Public Investment Disbursement (2019 - 2024)



## Current situation & Outlook

Low penetration with impressive forecasted growth, with health & personal accident, motor vehicle and property being the driving forces

### Insurance penetration rate 2024 (Life & Non-life) (%)

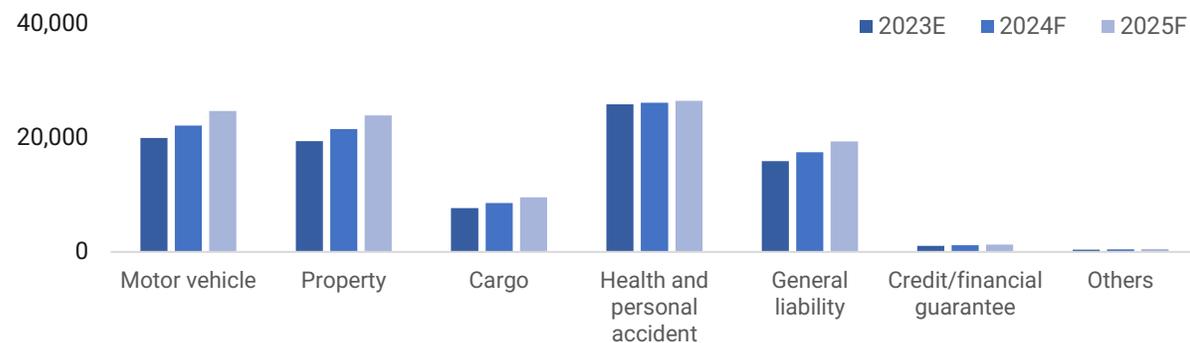


	2018A	2019A	2020A	2021A	2022A	2023A	2024
Non-life Direct premiums (VND bil)	46,652	52,842	55,806	57,878	69,161	71,038	78,291
Growth (% yoy)	12.8	13.3	5.6	3.7	19.5	2.7	10.2
No. of market players	31	31	32	32	32	32	32

Source: Annual report of Vietnam Insurance market

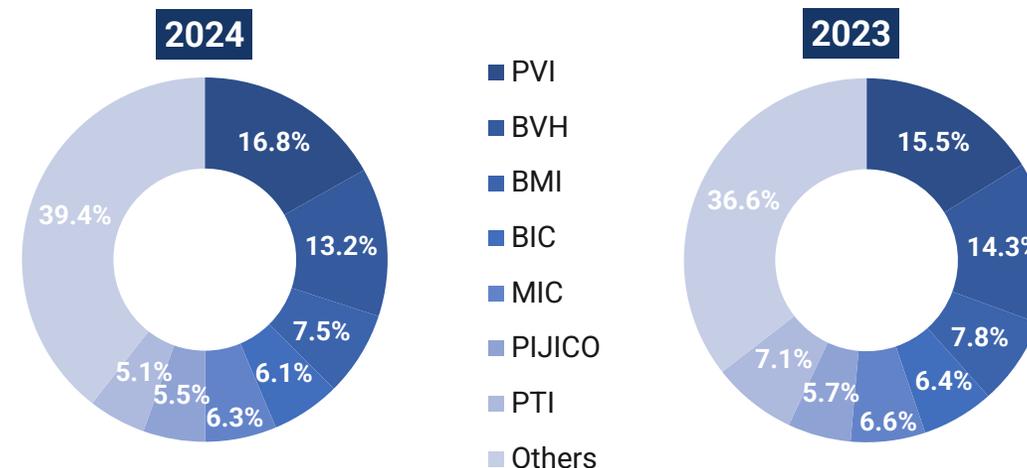
### Non-insurance premiums by product line

bn. VND

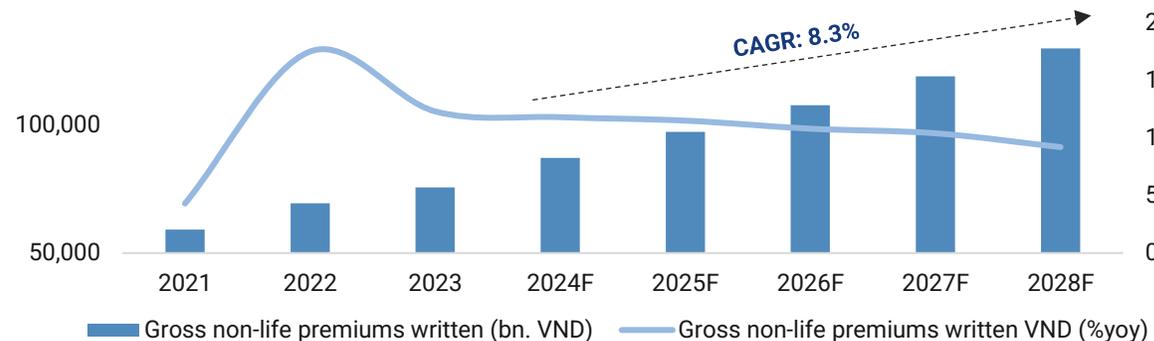


Source: BMI Insurance Report, Q1/2025

### Vietnam's non-life insurance market share: PVI further expands the gaps with peers



### Forecasted growth of non-life premiums



# MARKET OVERVIEW – Money and Bond Market



## Exchange Rate | Cooled down, giving the SBV more room to expand monetary policy

- ▶ As of December 31, 2024, the USD/VND exchange rate had increased by 4.31% compared to the beginning of the year. The depreciation of the VND against the USD was lower than some other currencies, such as USD/KRW (+12.51%), USD/PHP (+4.74%), and USD/IDR (+4.85%). In the final trading session of 2024, the free market exchange rate remained stable after a sharp increase of 90 VND in both buying and selling rates on December 30. The exchange rate was quoted at 25,750 VND/USD (buying) and 25,850 VND/USD (selling). Commercial banks listed the USD/VND exchange rate at 25,221 – 25,551 VND/USD (buying/selling), marking the highest level in 2024.

## Interest Rate | Remain at a historic low level

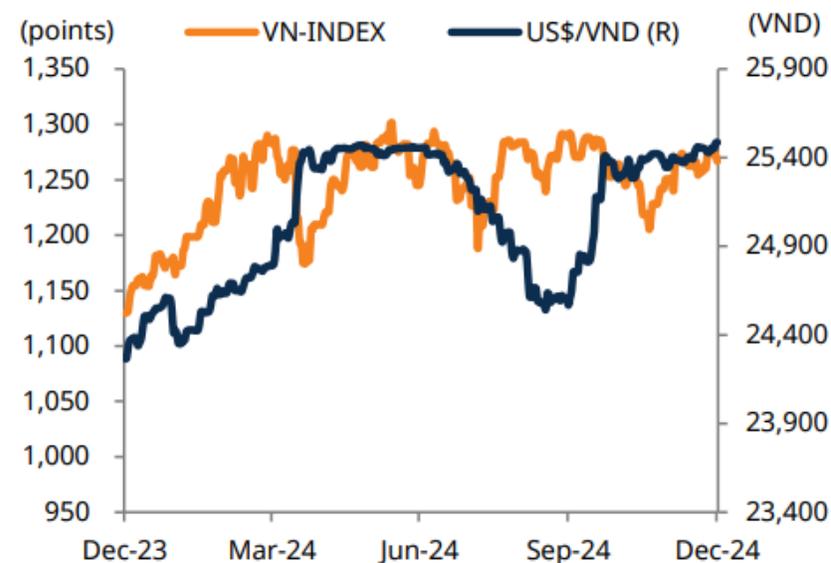
- ▶ At the end of the first month of 2025, deposit interest rates for a 3-month term ranged from 1.9% to 4.6% per year, for a 6-month term from 2.9% to 5.9% per year, and for a 12-month term from 3.7% to 6.1% per year. Some forecasts suggest that banks will need to continue raising capital in 2025 to meet the higher demand for lending. The reason is that, in the context of rising credit growth, banks may continue to adjust and increase deposit interest rates to attract new capital and ensure liquidity in Q2/2025. However, the increase will not be significant, around 0.2%-0.4%, to remain aligned with lending rates.

## Scarcity of Quality Investment Opportunities | Low supply of bonds with bank guarantee and bonds with real-estate collaterals

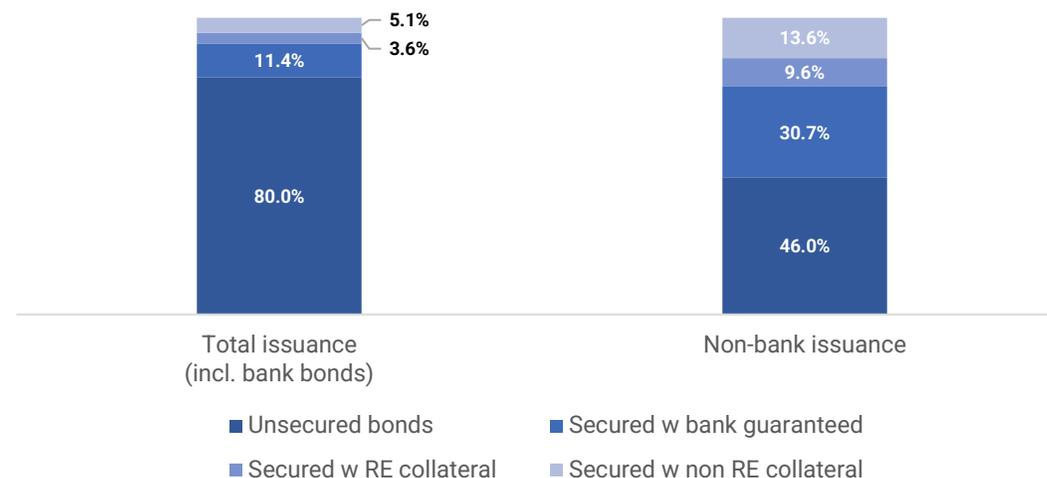
- ▶ Due to challenges in the corporate bond market, quality investment opportunities that meet the risk and return appetite of the PVI system are scarce (mainly i) Bonds with bank guarantee and ii) Bonds with real-estate collaterals).
- ▶ As businesses are still in the process of recovering from the crisis, credit demand remains low, leading to weak credit growth and excess liquidity in many banks. In addition, the new Law on Credit Institutions (effective from July 1, 2024) and current guiding documents do not allow banks to continue to act as collateral management agents for bonds, which has caused a shortage in the supply of corporate bonds with collaterals.

Source: SBV, BVSC, Fiin-X, Investing.com, PVI AM compiled

USD/VND exchange rate and DXY index (Jan 24 - Dec 24)



Corporate bond issuance by secure method (2024)



## Estimated economic impacts

Severely impacted 1.6 million people across 26 provinces, destroying homes, cutting off essential resources and resulting in economic losses

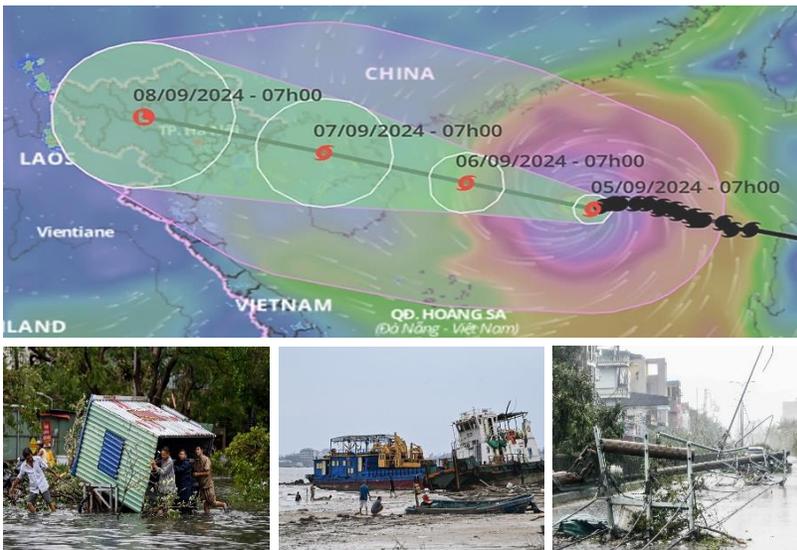
Strongest Typhoon in  
**30 years**

**VND 81.5tn**

Estimated economic damage

**0.15%**

Estimated decrease in GDP in 2024



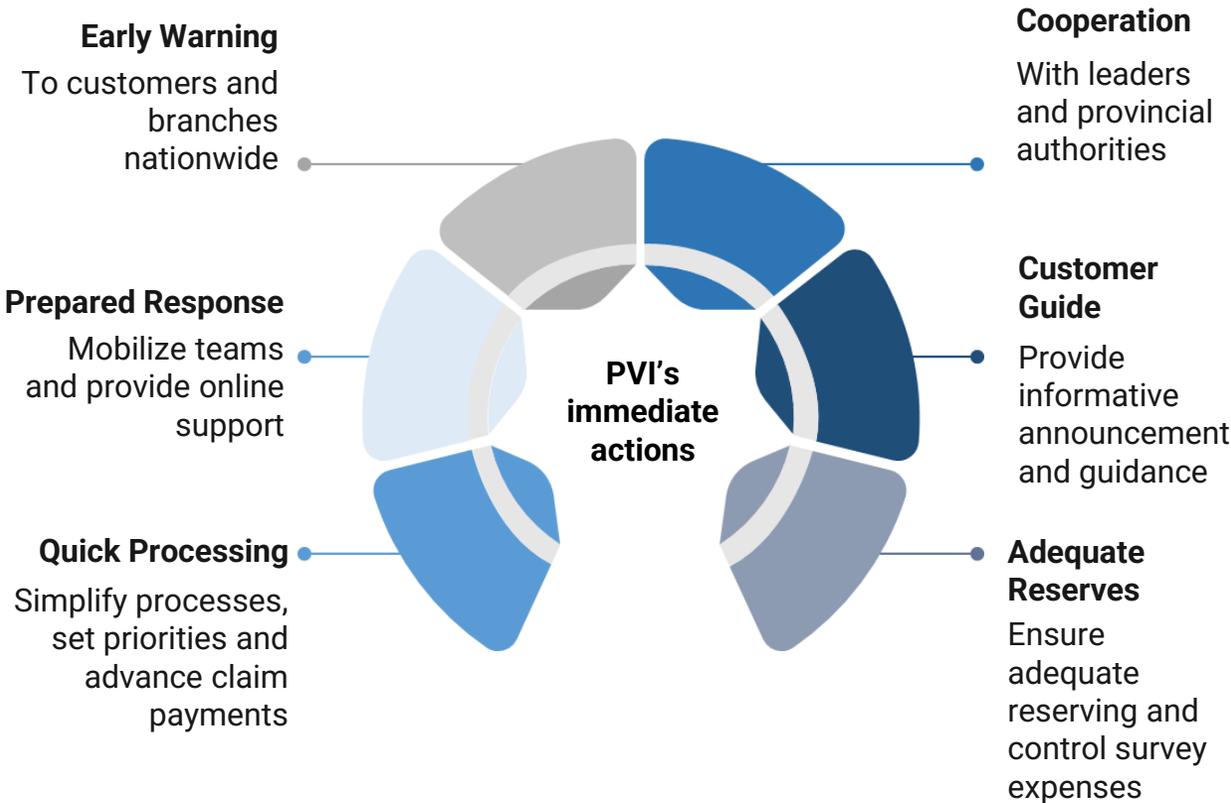
## Estimated impacts on insurance market and PVI System

	Market (*)	PVI Insurance (**)
Number of claim cases (cases)	14,783	950
Estimated insured claim amount (bn. VND)	10,874	1,841
Claim advance payment (bn. VND)	957	124

(\*) Ministry of Finance (as of January 9, 2025)

(\*\*) PVI's statistics excluding co-insurance (as of 31 December 2024)

## PVI's claim management solutions





## VISION & MISSION

Building PVI to become a professional Financial - Insurance institution, international brand, sustainable development based on knowledge and technology, thoroughly grasping the principles: transparent governance, efficient business, sustainable development, harmoniously combining the interests of shareholders, customers and employees.



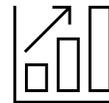
## CORE VALUES

- Growth
- Quality
- Unite
- Authenticity
- Responsibility



## Resilient market leader

Remain No. 1 in non-life insurance market despite unfavorable market conditions



## Impressive growth - Outstanding profitability

Direct premium growth doubled market average; profit remained on track



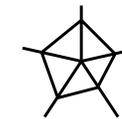
## High and stable cash dividends

Maintain high cash dividend payment for 2023 at 32%.



## Secured international ratings

Maintain Financial Strength Rating A- (Excellent) for non-life insurance and B++ (Good) for reinsurance



## Prudent asset allocation

95% of Group's portfolio being allocated into fixed-income and liquid assets to support solvency margins and international ratings



## Strong corporate governance

Strong shareholding structure, solid synergy among Group's entities and strengthened roles of Parent Company

## Insurance Activities



### Major driving forces:

- Positive macro-outlook
- Currently low penetration
- Secured rating
- Market leadership

## Reinsurance Activities



### Major driving forces:

- Inward reinsurance expansion
- Secured rating

## Investment Activities



### Major driving forces:

- Stable and expanding internal cash flows
- Sustainable asset allocation

**FSR**

Financial Strength Ratings

**LICR**

Long-Term Issuer Credit Rating



**A-**

Stable

**a-**

Stable



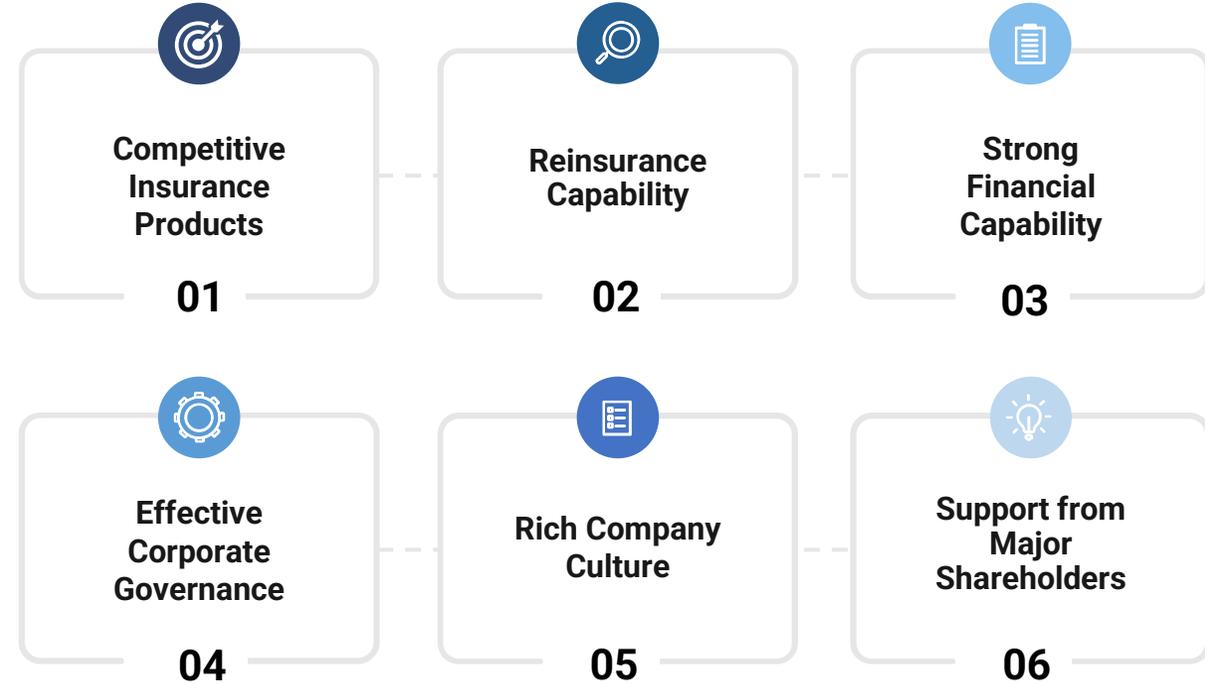
**B++**

Stable

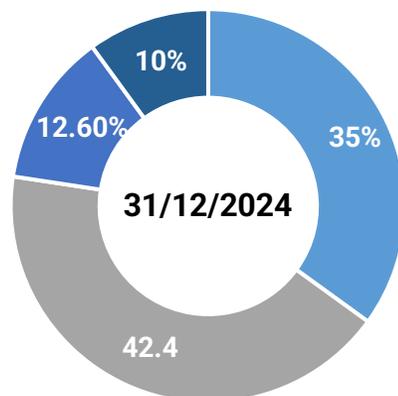
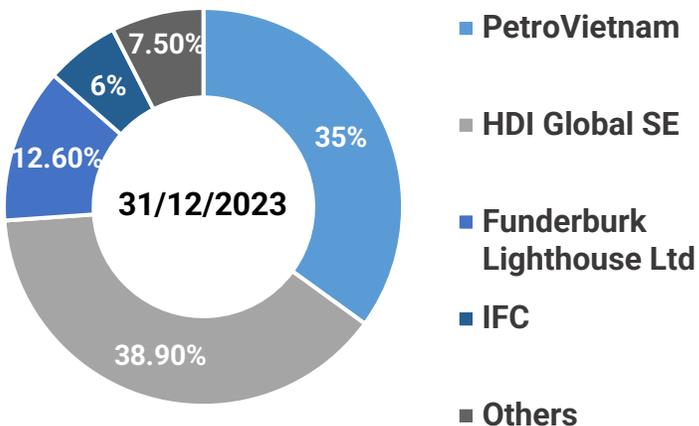
**bbb**

Positive (upgraded)

## Competitive Advantages



## CHANGE IN SHAREHOLDING STRUCTURE



## CHANGE IN KEY MANAGEMENT PERSONNEL

Ms. Christine Nagel



Independent Director

Mr. Nguyen Tuan Tu



Vice Chairman cum. CEO

## AWARDS AND ACHIEVEMENTS



## CORPORATE SOCIAL RESPONSIBILITIES (CSR) PROGRAMS



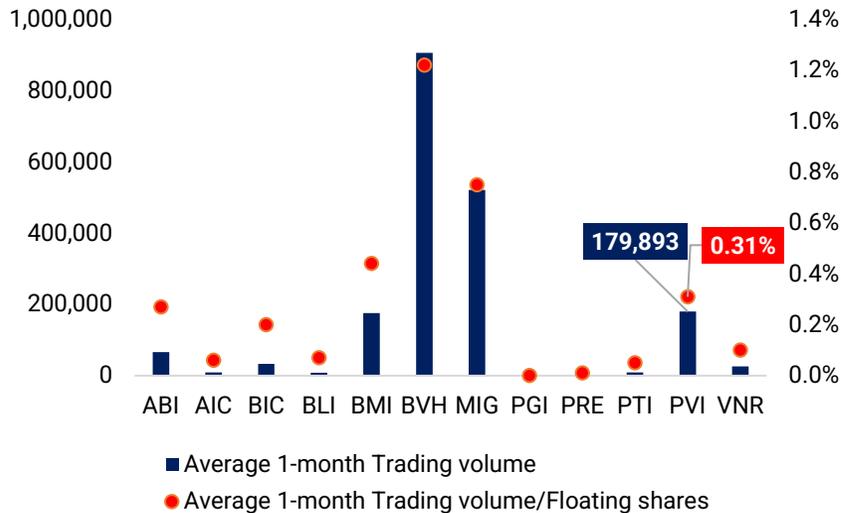
## STOCK LIQUIDITY WELL IMPROVED FOLLOWING MAJOR SHAREHOLDER'S DIVESTMENT AND EFFECTIVE IR ACTIVITIES

- ▶ The number of **domestic individual investors** is **3,791** while of **foreign individual investors** is **197** in December 2024, indicating a **stable and expanding investor base**.
- ▶ Compared to earlier years, PVI received a significantly wider press coverage, covered by top research institution like TCBS, VDSC, MBS, HSC, MAS, etc.
- ▶ The company's **strong position in the non-life insurance sector**, combined with this increased investor interest, is expected to drive further growth in stock liquidity and reinforce PVI's market presence in the future.

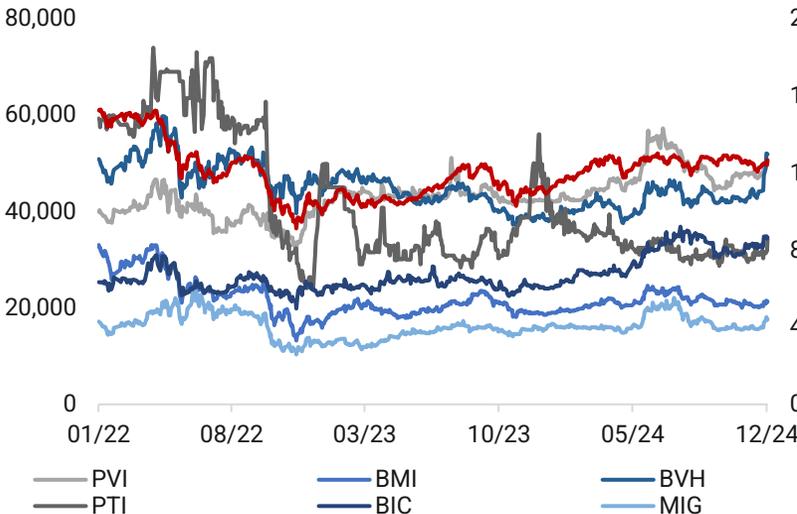


Reputable funds and securities companies from domestic and international markets that invested in PVI in 2024.

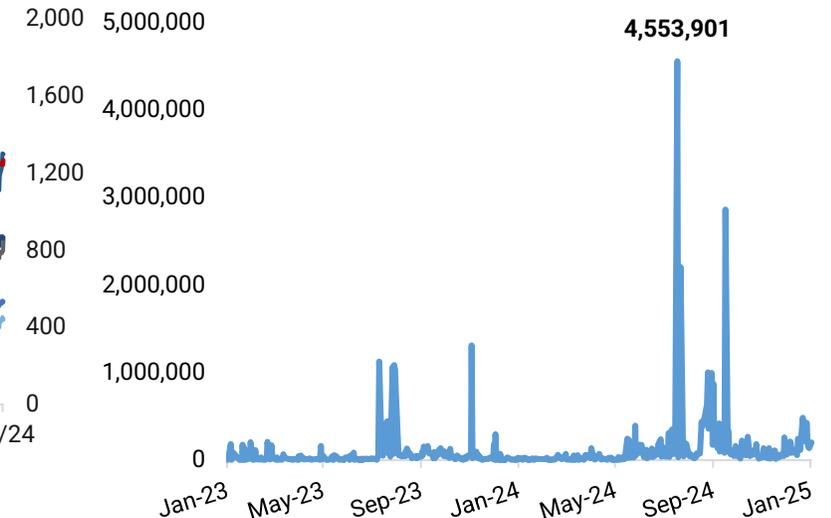
Average 1-month Trading volume in 12/2024



VND Compare stock price fluctuations

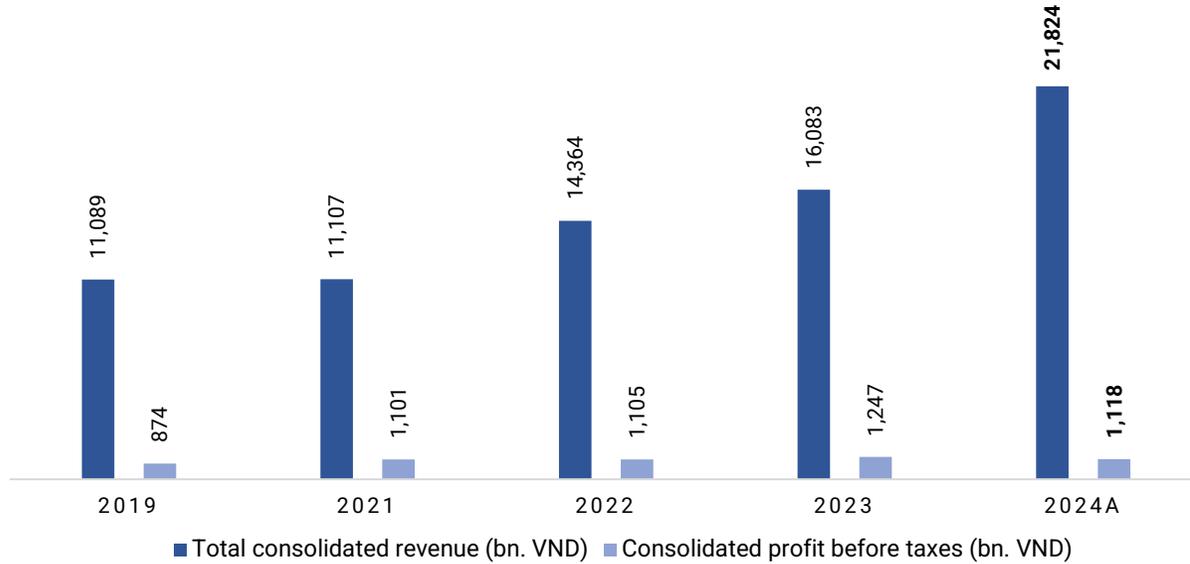


Trading volume of shares 2023 – 2024

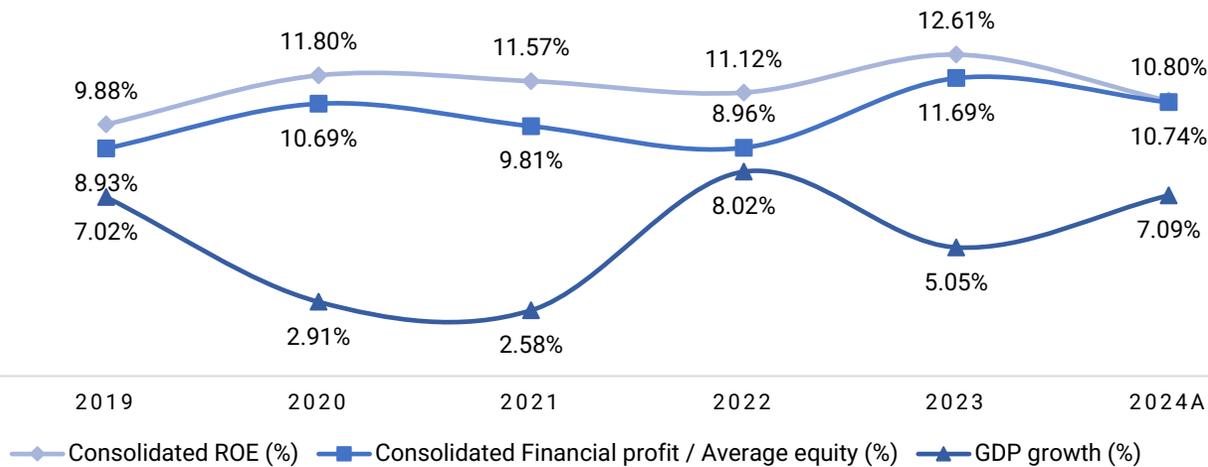


## Consolidated Profitability

Continuous growth even in the face of unfavorable market conditions



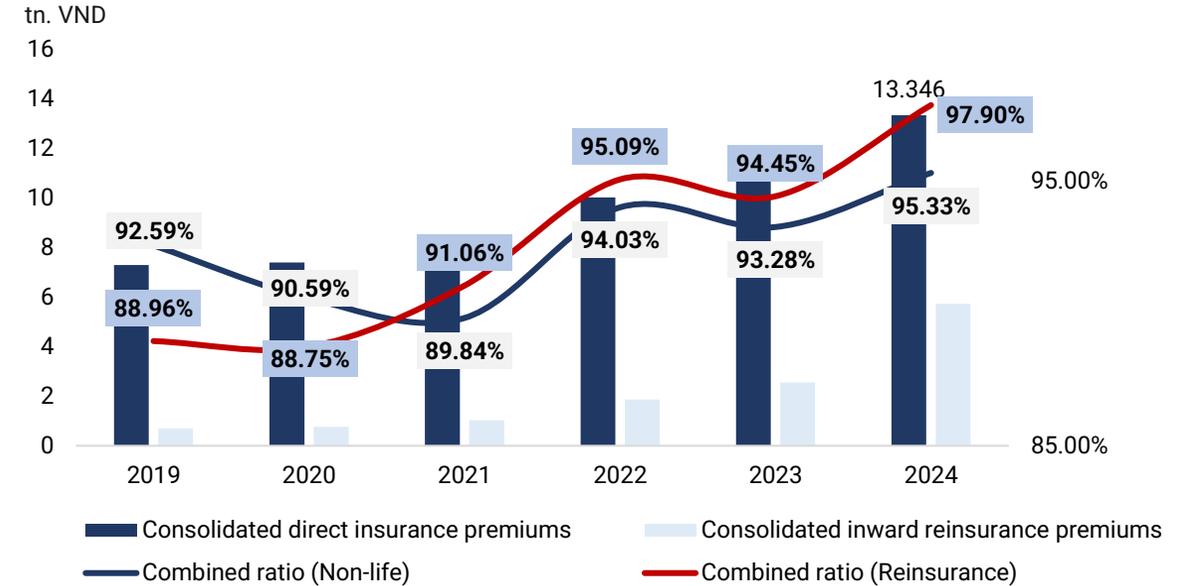
\*Consolidated revenue = Sales revenue + Financial revenue + Other revenue



Source: PVI's consolidated financial statements

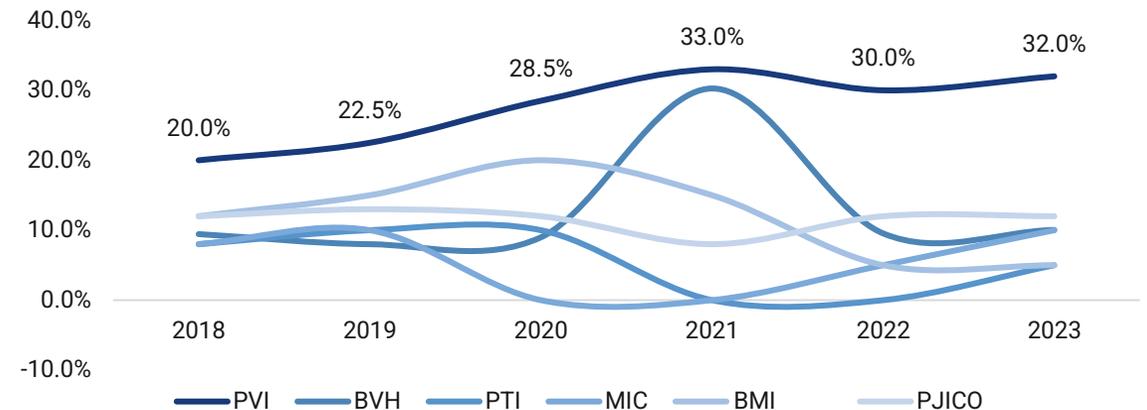
## Underwriting profitability

Revenue growth yet profitability remained



## Cash Dividend

High and stable cash dividends over the years



Sources: PVI's audited consolidated FSS

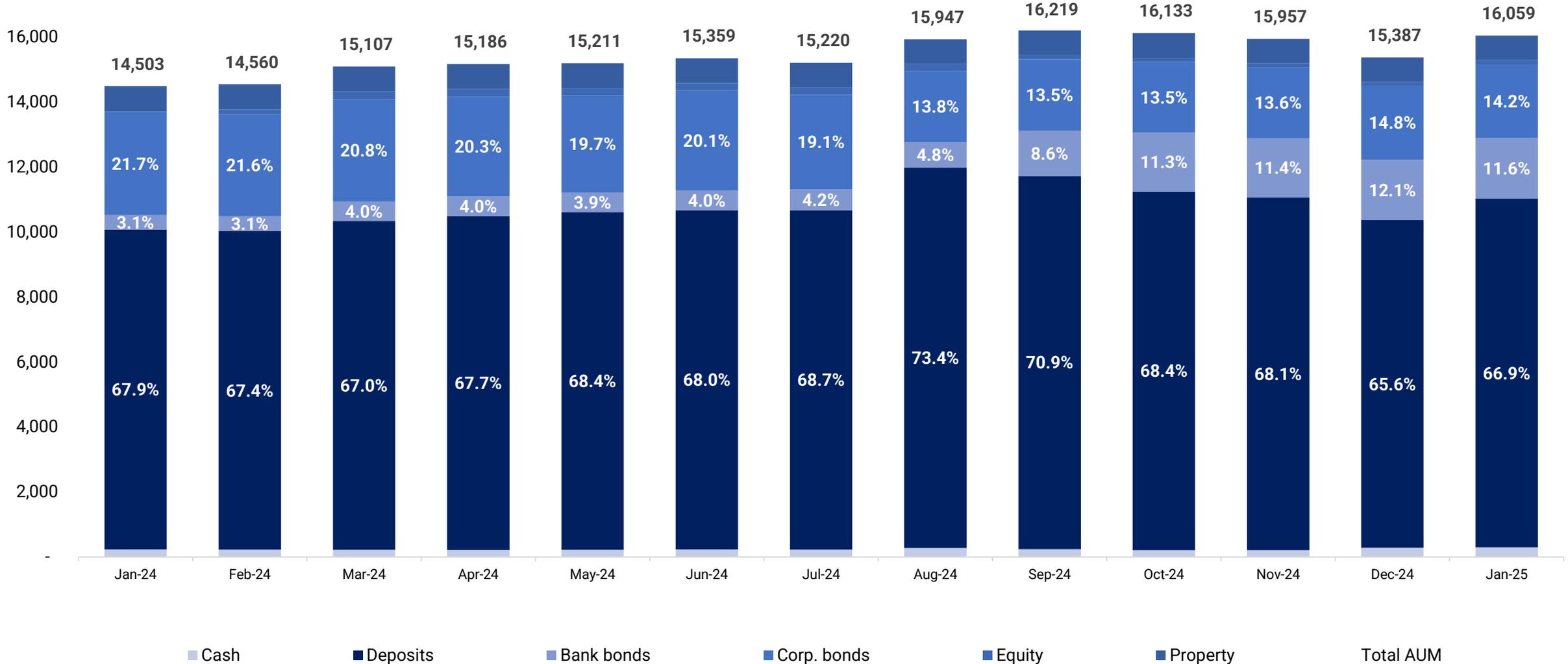
# PERFORMANCE UPDATE – Consolidated number



## AUM and Portfolio Composition 01/2024 – 01/2025

Grows steadily & adapts proactive strategy amid the low coupon rates and absence of secured bonds market environment

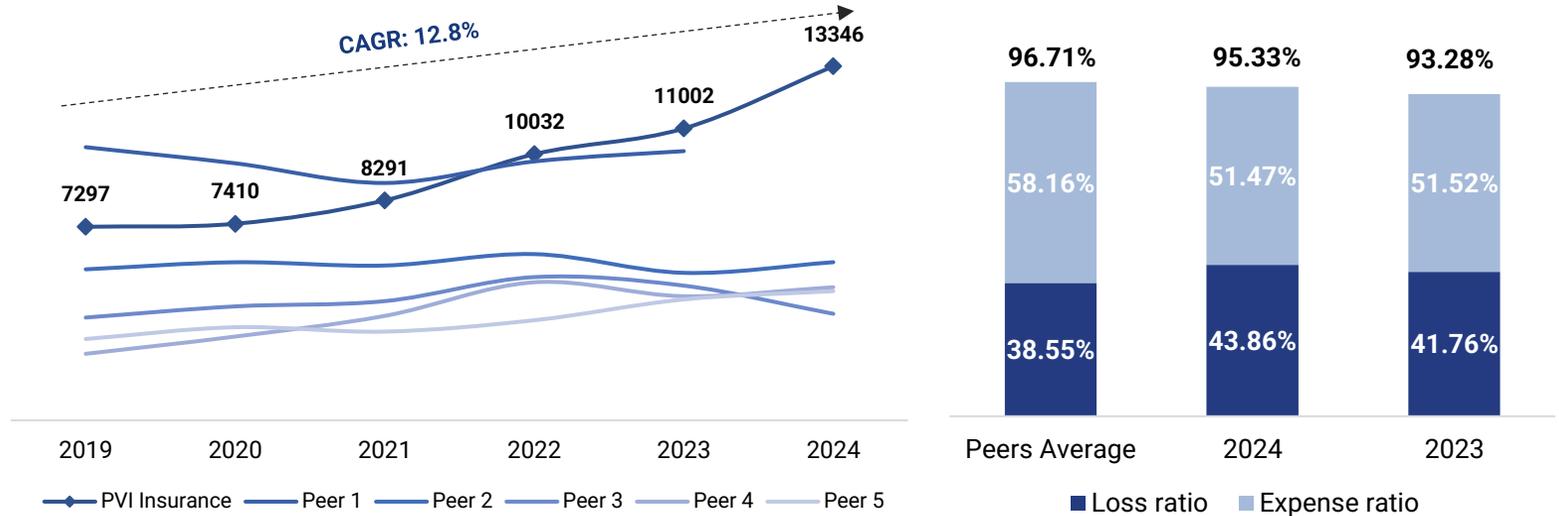
bn. VND



## KEY HIGHLIGHTS

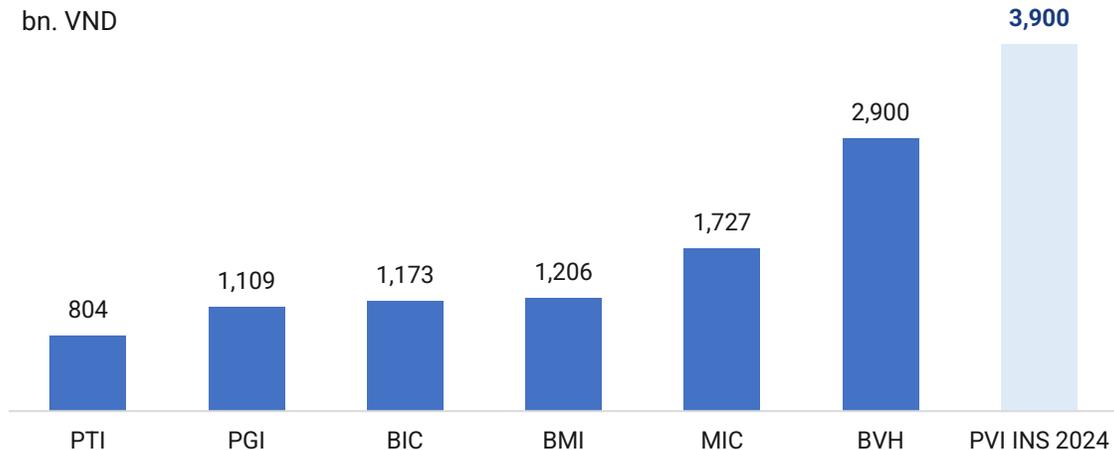
- ▶ **Exceeds its 12-month 2024 financial targets**
- ▶ Achieves **impressive growth in scale** (direct premium accounts for up to 1/6 of the total revenue of the entire non-life insurance sector, charter capital up by 18%)
- ▶ **Leads the market** in terms of scale, charter capital, market share, and underwriting profitability
- ▶ Maintains **A- credit rating**
- ▶ **Responds promptly and effectively** to the losses from Typhoon Yagi
- ▶ **Exploits** new international customers and boosts inward reinsurance revenue

## Direct Insurance premiums comparison (2019 – 9M2024) & Underwriting profitability



## Charter Capital

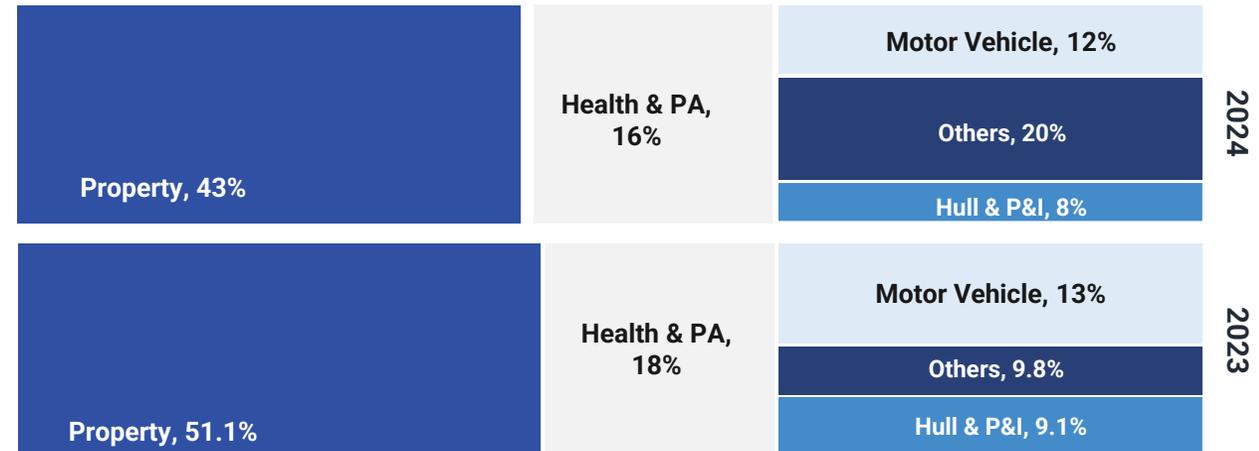
bn. VND



Source: PVI

**PVI Insurance increased its charter capital twice within five months to support strong revenue growth**

## Direct premiums by lines

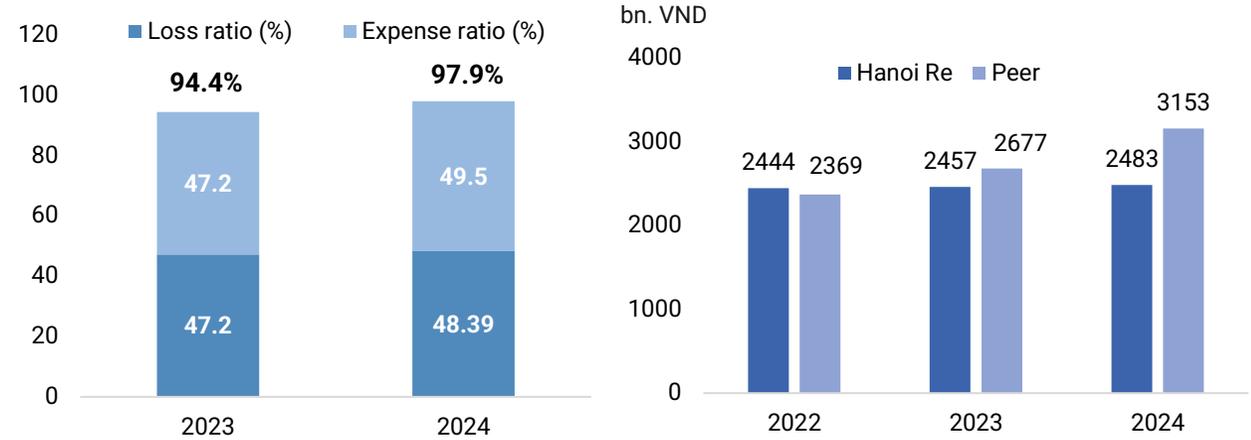


Sources: PVI

## KEY HIGHLIGHTS

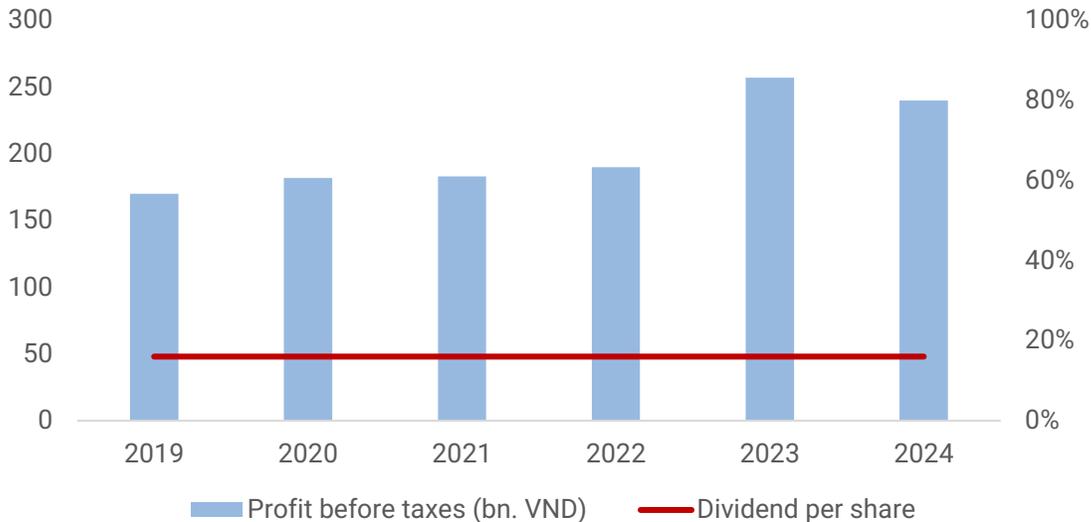
- ▶ **Quickly responds to Typhoon Yagi's aftermath**, supporting claims and reconstruction efforts, while still **meeting the assigned business targets**
- ▶ Maintains **stable performance** post-capital increase and post-Yagi storm losses
- ▶ Maintains Financial Strength Rating of **B++ (Good)**
- ▶ Transparent and effective governance

## UNDERWRITING PROFITABILITY & INWARD RI PREMIUMS



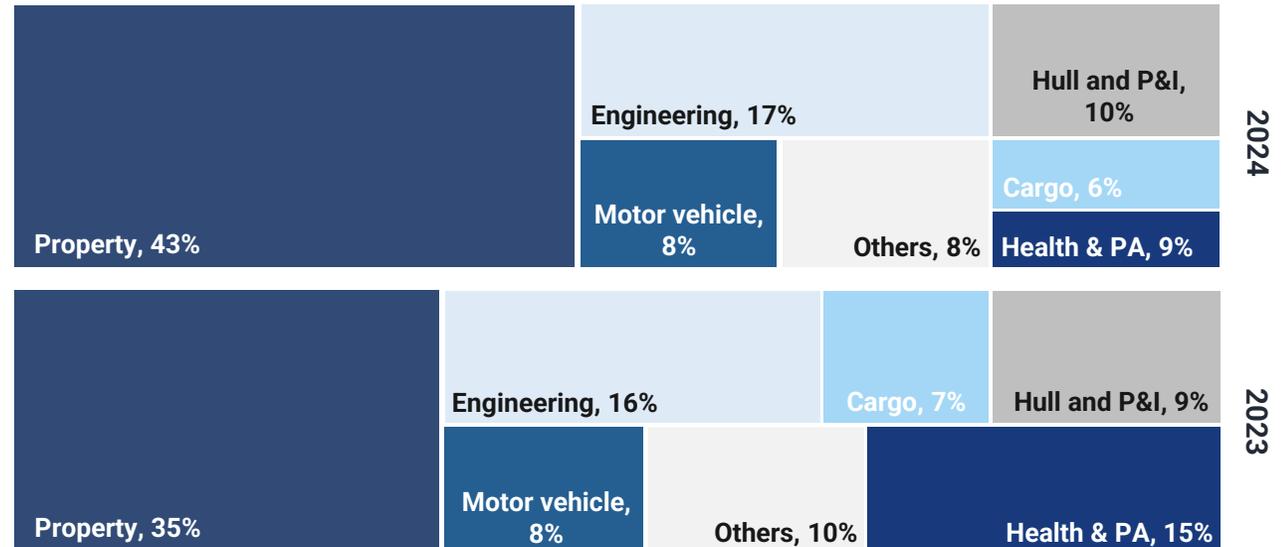
## PROFITABILITY

### 2024 Reinsurance performance



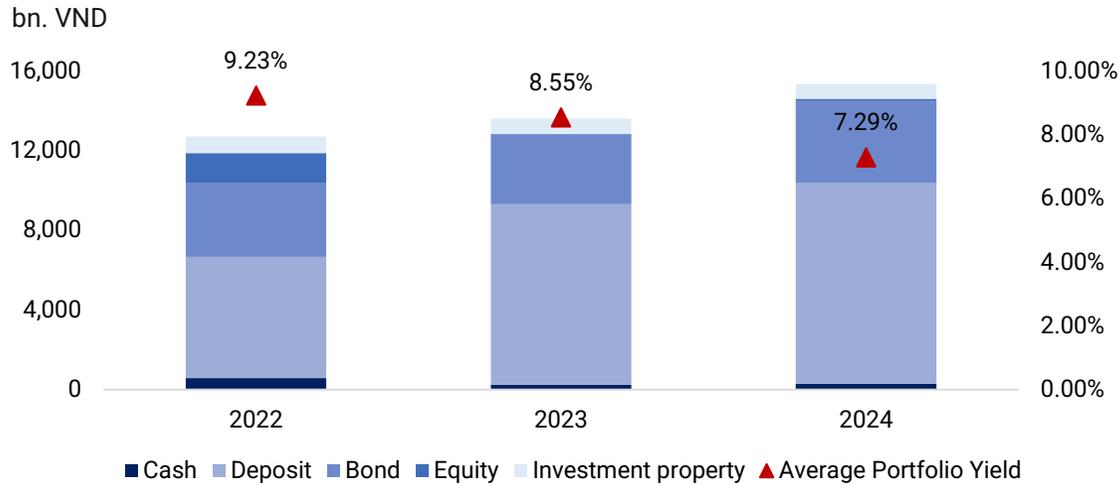
## RI PREMIUM'S STRUCTURE

### Inward Reinsurance premiums structure by lines



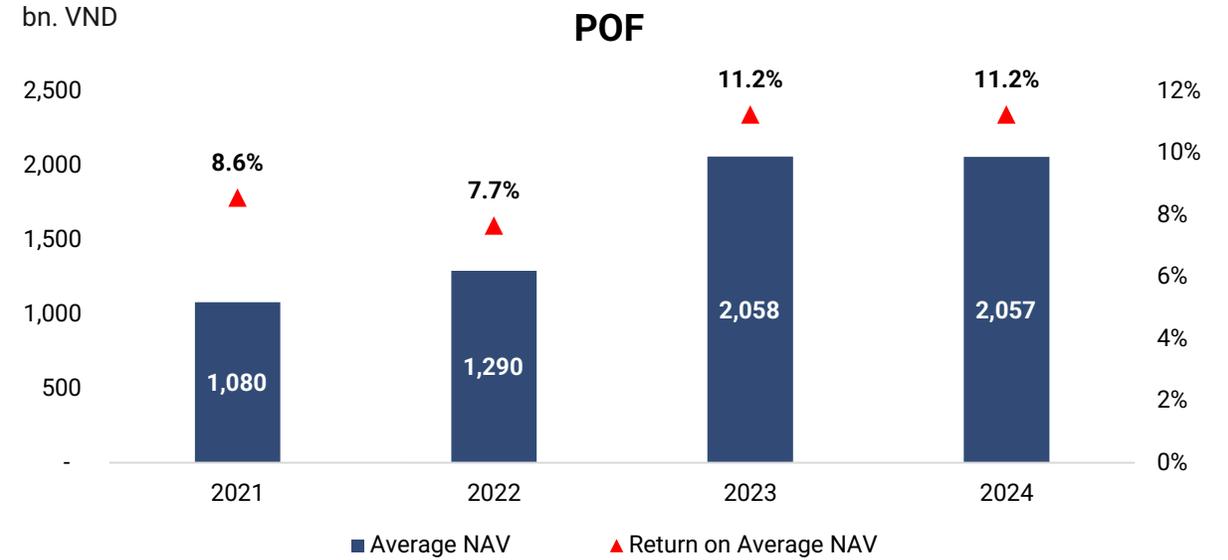
## AUM

Sustainable AUM growth is driven by consistent, strong cash inflows from the insurance business



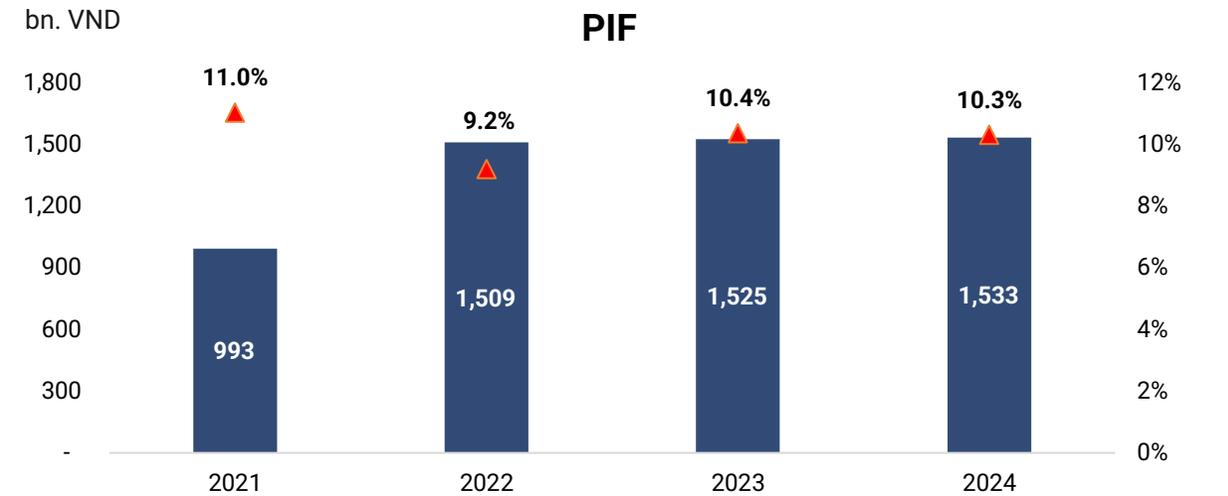
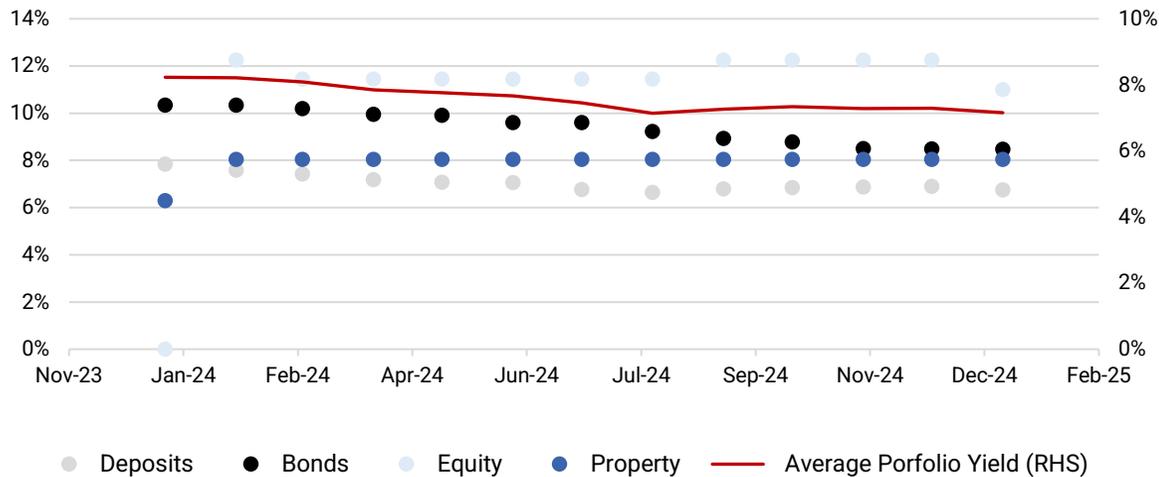
## FUND'S PERFORMANCE

Two fixed-income funds managed by PVI AM consistently outperform the market

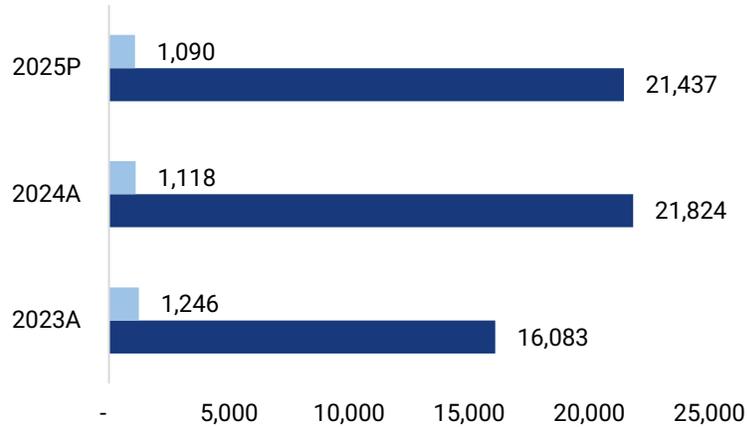


## Average Return by Product

Sustainable and resilient investment return even in the market difficulty

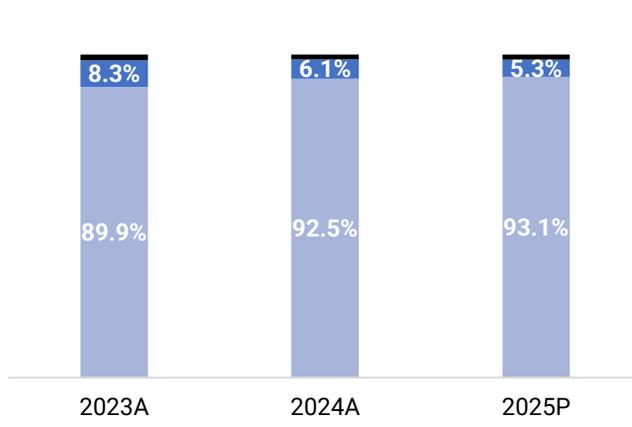


## Revenue & PBT



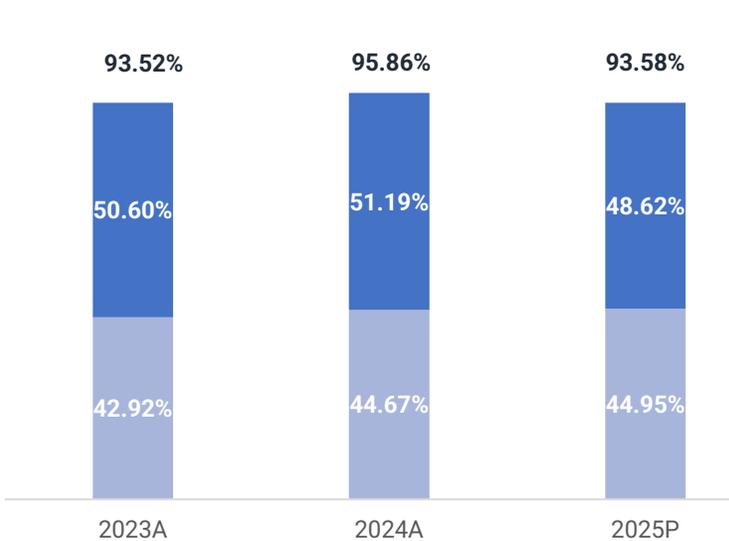
■ Total consolidated PBT (bn. VND)  
■ Total consolidated revenue (bn. VND)

## Revenue Structure



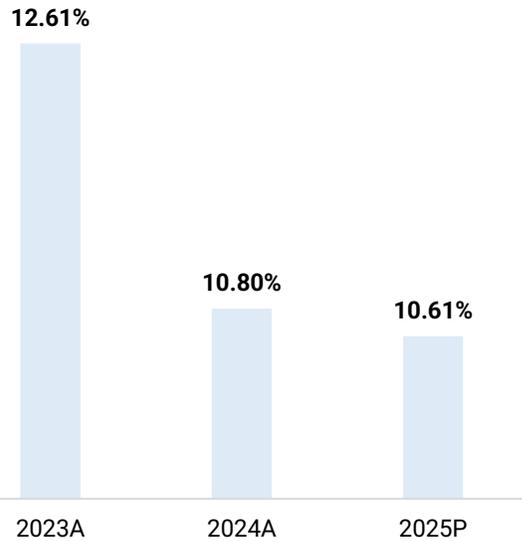
■ Non-insurance revenue and other income (bn. VND)  
■ Financial revenue (bn. VND)  
■ Insurance revenue (bn. VND)

## Combined Ratio



■ Loss ratio (%) ■ Expenses ratio (%)

## ROE (annualized)



### Corporate governance

- ▶ Affirm the Group Governance role of the Parent Company by creating initiatives and implementing on a groupwide basis.
- ▶ Continue to implement effective ESG/CSR programs for sustainable development.

### (Re)-Insurance businesses

- ▶ **For non-life sector:** Maintain the No. 1 position in terms of both Market share and U/W profitability. Plan to execute the capital increase roadmap for the 2025–2029 period to support growth and to maintain/ upgrade ratings.
- ▶ **For reinsurance sector:** Continue to further develop domestic markets while prudently expanding businesses overseas.

### Investment

- ▶ Maintain safe and liquid investment portfolios
- ▶ Develop treasury products to better utilize the idle capital of two insurance subsidiaries.



*Thank you for your attention!*