



Company Report: F88 Investment JSC

Research Department

04/06/2025

COMMENCE TRADING ON THE UPCOM IN JULY 2025

COMPETITIVE ADVANTAGES OF F88

- **Market Leadership and Dominant Scale:** F88 is Vietnam's largest pawnshop chain, far surpassing competitors in its segment in terms of scale and number of stores. According to F88's statistics, as of December 2024, its network of transaction offices has served over 1 million pawn loan customers, with more than 360,000 customers in 2024 alone. The customer return rate is 55%. As of December 2024, the total outstanding pawn loan balance reached VND 4,585 billion. The company's network spans 63 provinces and cities, supported by a workforce of over 4,000 employees.
- **Expertise in Business Model Development and Product Design:** F88 exhibits extensive experience in building scalable business models and designing financial products, with rapid network expansion and stringent risk management policies. The brand enjoys high recognition. Founded by Mr. Phùng Anh Tuấn, who has a proven track record in developing chain-based business models and a strong technological foundation, F88 has effectively scaled its operations.
- **Strategic Shareholder Support and Financial Backing:** F88 benefits from advisory support and backing from strategic shareholder Mekong Capital and other foreign investment funds. This support enables F88 to effectively address capital allocation challenges for its business operations and maintain a strong credit history, with its bond issuances secured by guaranteed obligations.
- **Significant Growth Potential in Consumer and Alternative Finance**
- **Superior Credit Growth and Operational Efficiency:** Compared to competitors in the consumer and pawn loan segments, F88 demonstrates exceptional credit growth and operational performance. Company leadership has outlined targets of over 40% annual revenue and profit growth, with a minimum sustained growth rate of 30% over the next five years. In 2024, F88's loan portfolio growth reached 22.7%, significantly outperforming the consumer finance industry average of 3.84%. The company's profitability from lending activities (including interest and fees) is notably impressive (*see Appendix 4 for details*).

F88 is slated to commence trading on the UPCoM exchange in July 2025, with an ambition to list on the Ho Chi Minh Stock Exchange (HoSE) in 2027, targeting a market capitalization of USD 1 billion.

As of the end of 2024, F88's equity stood at VND 1,727.8 billion, with 8.4 million shares outstanding (post a projected 2.5% ESOP issuance), resulting in a book value per share (BVPS) of VND 205,690. Currently, F88's shareholder structure is highly concentrated, with major shareholders holding over 84% of the company's total shares. Share liquidity is expected to improve following the UPCoM listing, particularly after a planned stock split scheduled for late 2025 (*details of the stock dividend plan are outlined in the report*).

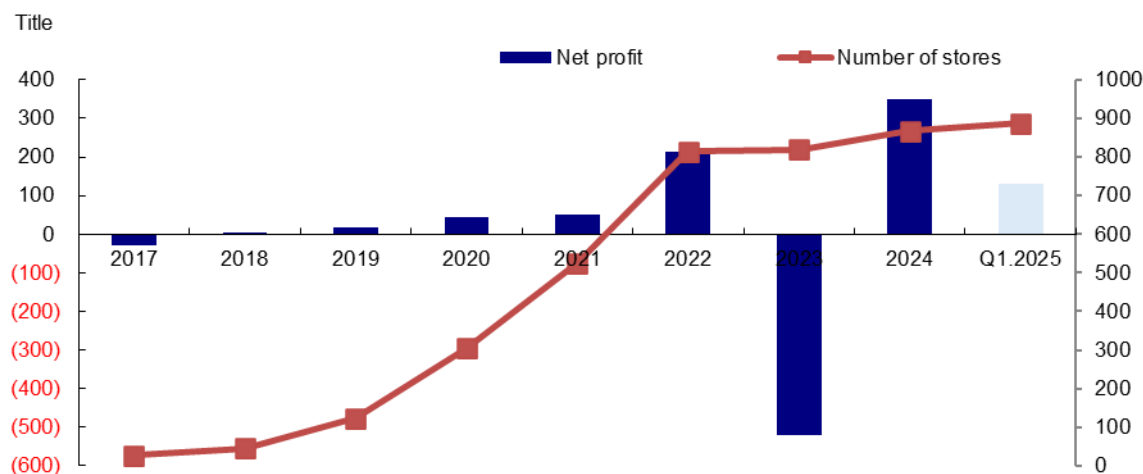
Backed by Mekong Capital, F88's distinctive business model in the consumer finance sector positions it as a notable new entrant in the stock market. However, we highlight potential risks, including the business model's vulnerability to economic downturns, which could lead to elevated non-performing loan ratios, as well as latent legal risks associated with the pawnshop business model.

Item	Unit	2023	2024	2025	Growth compared to 2024
Number of stores		817	868	888	2.30%
Net outstanding loans	VND bn	2,883.98	3,657.366	5,237.893	43.21%
Total revenue	VND bn	2,333.207	2,704.275	3,600.9	33.16%
PBT	VND bn	-545.402	449.284	673.245	49.85%

Sources: the Company, Guotai Junan (VN).

I/ COMPANY OVERVIEW

F88 is the leading pawnshop chain in Vietnam's alternative finance sector. The company specializes in providing secured loans backed by assets such as vehicle registrations, alongside distributing insurance products and offering various utility services (e.g., bill payments and collections). F88 primarily serves customers in the mass-market segment who lack access to traditional banking services or other financial institutions. At the end of April 2025, F88 operates a network of 888 stores nationwide.



Sources: F88, GTJASVN RS

As of the end of 2024, F88 reported that 170,960 motorcycles and 13,149 cars were used as collateral for secured loans. Cumulatively, by December 2024, F88 had processed 2.15 million pledged assets, comprising 1.68 million motorcycles and 159,000 cars. The average loan value for motorcycle-backed loans is VND 12 million, while for car-backed loans, it is VND 150 million.

Legal Framework

F88 is registered under the Hanoi Department of Planning and Investment, operating in the “**pawn service**” business. It is classified as a non-bank financial institution, not a credit institution, and thus is not subject to oversight by the State Bank of Vietnam (SBV). F88's operations are primarily governed by the 2015 Civil Code and Decree No. 96/2016/ND-CP. **Key provisions include the classification of pawn activities as a form of secured lending, where assets are held as collateral for loans.** The legal framework caps the **maximum interest rate at 20% per annum**, equivalent to a maximum lending rate of 2% per month.

F88's Product Development History

Year	2018	2019-2020	2021	2022-2024
Services	Traditional pawn lending operations involve providing secured loans backed by conventional tangible assets, including mobile phones, computers, laptops, jewelry, motorcycles, and cars.	New Insurance Products	New Services: Online Lending (Pilot) and Tailored Insurance Products	New Services: Online Lending, Customer Segmentation, CIMB Bank Financial Service Referrals, Value-Added Services, Zalo Pay top-ups, Micro-Insurance, and My F88 Application

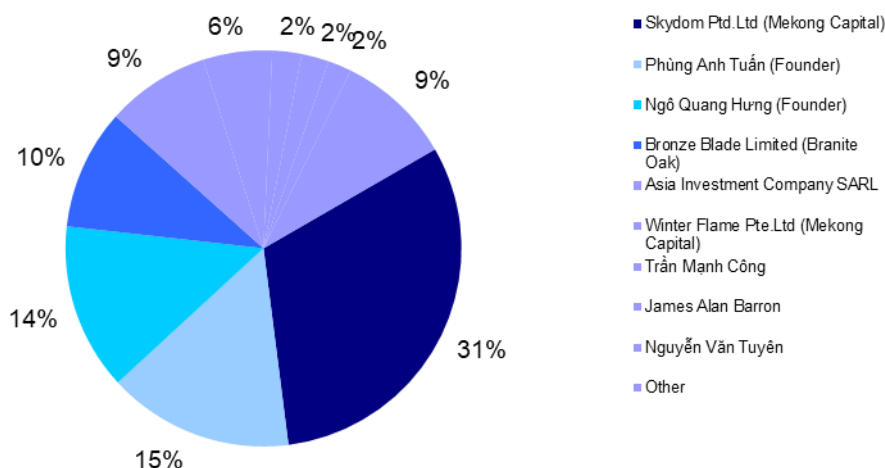
Sources: F88

Business partnership

- Financial partners: CIMB (2021), MBB (12/2024)
- Insurance partnership: PTI, Map Life, Bảo Minh, MSIG Việt Nam, BSH.

Ownership structure and BOD

Ownership structure 2024



- 2024 ownership structure by nationality: domestic 42.53%, foreign 57.47%
- Ownership structure classification: major shareholder 84.04%, others 15.96%

Sources: F88, GTJASVN RS

BOD	Title	Note
Phùng Anh Tuấn	Chairman of Board	Founder
Ngô Quang Hưng	Non-Executive Board Member	Founder
Christopher E.Freund	Non-Executive Board Member	Mekong Capital
Simon Wagner	Non-Executive Board Member	Granite Oak
Nguyễn Xuân Giao	Non-Executive Board Member	VOI
Nguyễn Quốc Trung	Independent Board Member	PGBank
Hamed Shayannasr	Non-Executive Board Member	Mekong Capital
Nguyễn Đức Đại	CEO	

As of the end of 2024, six major shareholders collectively hold 84.04% of F88's equity. These include: Skydom (an entity under Mekong Capital) with a 31.3% stake; Winter Flame (also under Mekong Capital) with 5.6%; Granite Oak (Bronze Blade Limited) with 9.8%; and Oman Investment Authority with 8.1% of the share capital. Additionally, individual shareholders, Mr. Phùng Anh Tuấn (Chairman of the Board) and Mr. Ngô Quang Hưng (Non-Executive Board Member), hold 15.2% and 13.6% of the share capital, respectively.

Corporate Structure

F88 operates under a parent-subsidiary model, with three direct subsidiaries:

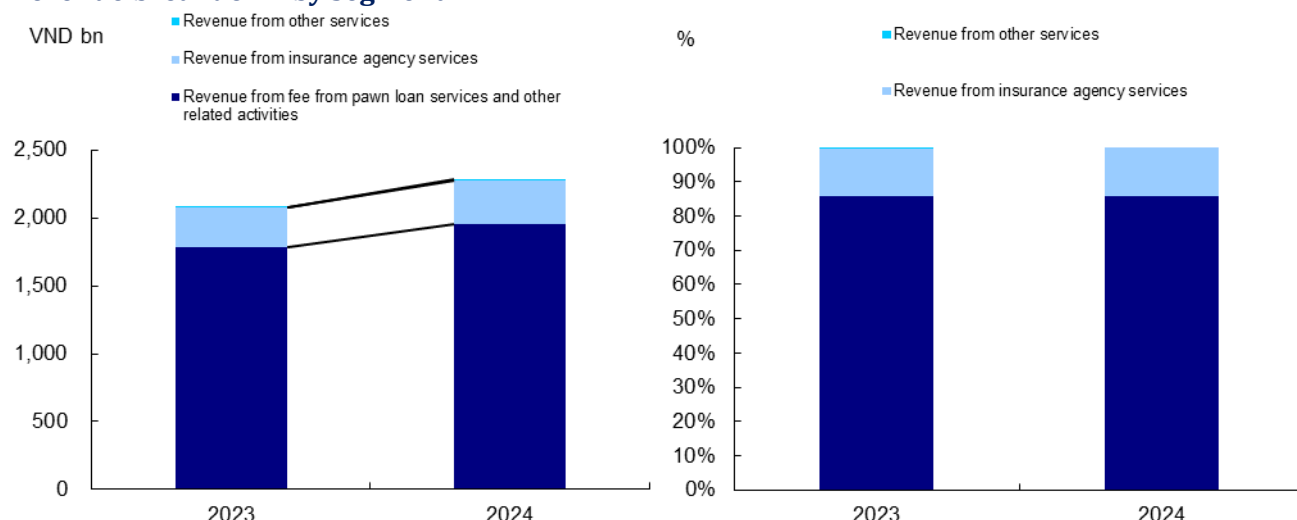
- F88 Business JSC, which directly manages pawn services targeting subprime customers, acts as an insurance agent, and provides ancillary services.
- FFintech JSC, responsible for delivering IT services, data management, and computer-related operations to support the F88 ecosystem.
- Green House Technology JSC, tasked with providing insurance solutions and brokerage services, as well as distributing insurance products through F88 Business JSC.

Company Name	Business	% Ownership
F88 Business JSC	Pawn Services, Secured Asset Management, and Insurance Agency Operations	99.99%
Ffintech JSC	Information Technology and Other Computer-Related Services	99.99%
F88 Trading Limited Company	Trading and Distribution of SIM Cards	99.99%
Green House Technology JSC	Insurance Agency and Brokerage Activities	99.99%

Sources: F88

II/ BUSINESS PERFORMANCE ANALYSIS

Revenue breakdown by segment



Sources: F88, GTJASVN Research

In 2024, fee-based revenue from pawn lending activities accounted for approximately 85% of F88's total revenue. Revenue from insurance agency services contributed 13% to the total revenue for the year, averaging over 10% annually.

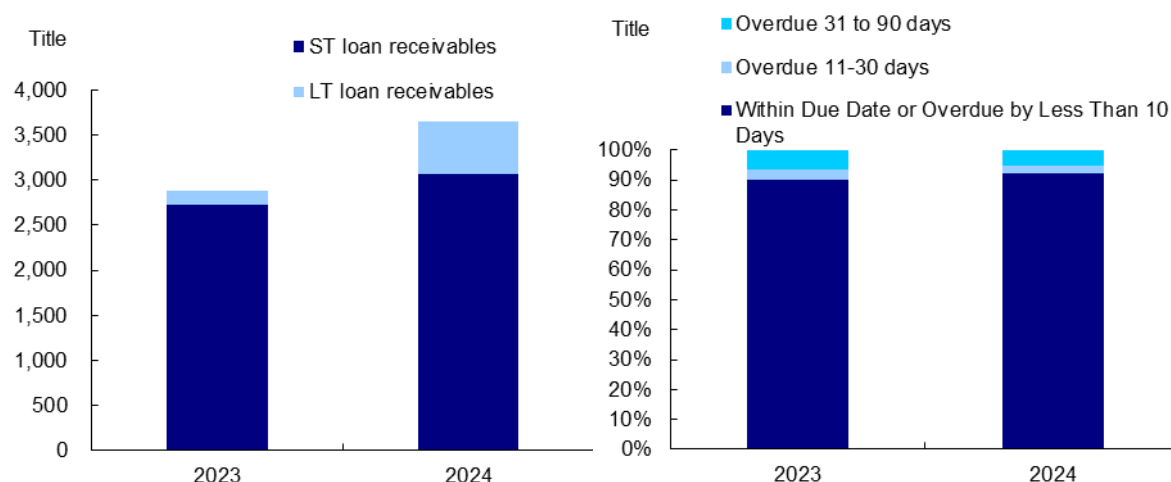
2.1 Detailed Analysis of F88's Pawn Lending Operations

F88's pawn service business primarily involves loans with tenors of less than one year, resulting in short-term loan receivables comprising the largest portion of F88's receivables structure.

In 2024, F88's total outstanding loan balance (principal and interest) reached over VND 4,585 billion, reflecting a year-on-year (yoy) growth of 22.7%. Total loan disbursements for the year amounted to VND 12,069 billion, up 8.5% compared to 2023.

Meanwhile, the total receivables from lending activities (both short-term and long-term) as of the end of 2024 stood at VND 3,657 billion, marking a significant yoy increase of 26.8%.

The proportion of performing loans or those overdue by less than 10 days accounted for over 90% of total receivables



Sources: F88, GTJASVN Research

(*) The total loan receivables exclude overdue loans requiring 100% provisioning as per Company's regulatory requirements.

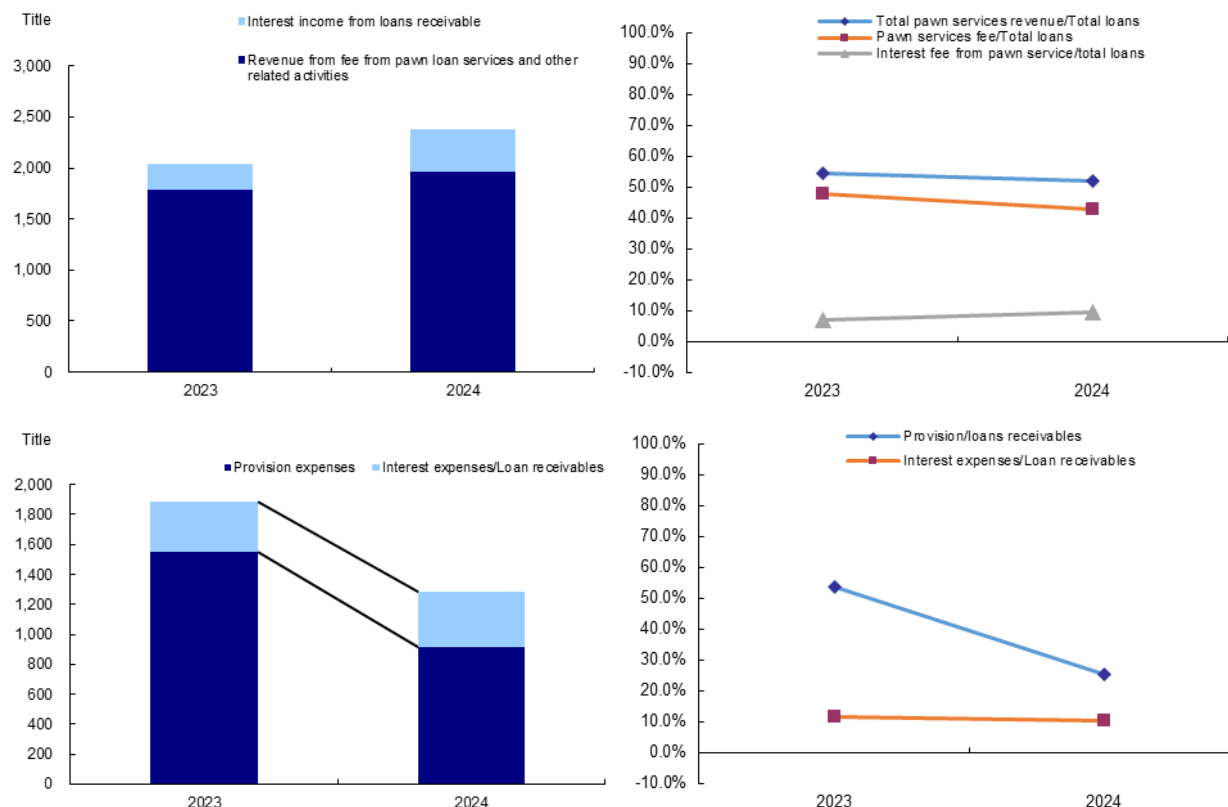
Unlike the accounting practices of banks, F88's revenue from pawn lending activities is recorded in two components: **revenue from fees associated with pawn lending, recognized under general revenue; and interest income from pawn lending, recorded under financial activity revenue.**

Notably, revenue from "pawn lending fees" constitutes the predominant share of income from F88's pawn lending operations (refer to the fee and interest schedule for F88's services in Appendix 1).

Driven by robust loan portfolio growth, F88's fee-based income and total revenue in 2024 increased by 9.56% compared to 2023. A significant highlight is the substantial reduction in provisioning expenses (reflecting lower overdue loan ratios), which enabled F88 to achieve a positive profit turnaround in 2024.

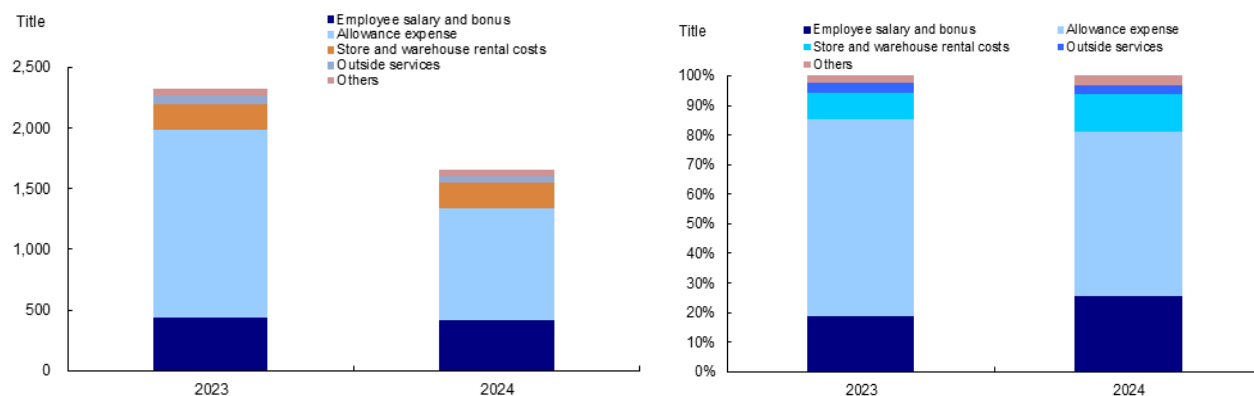
F88's return on loan portfolio (calculated as total revenue from pawn lending fees and interest

divided by total outstanding loans) reached an impressive 55%, primarily driven by the significant contribution from pawn service fees, underscoring the company's superior profitability in the sector.

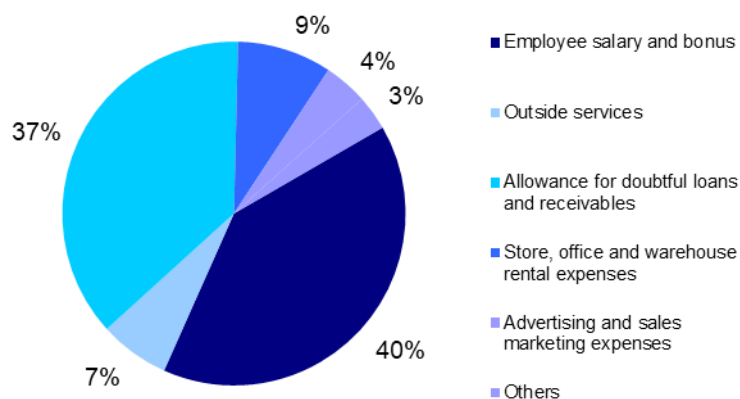


Regarding the cost structure, provisions for non-performing loans are directly recorded under the “cost of goods sold” component, alongside employee compensation expenses and store rental costs.

F88's COGS breakdown



Cost and expenses by element



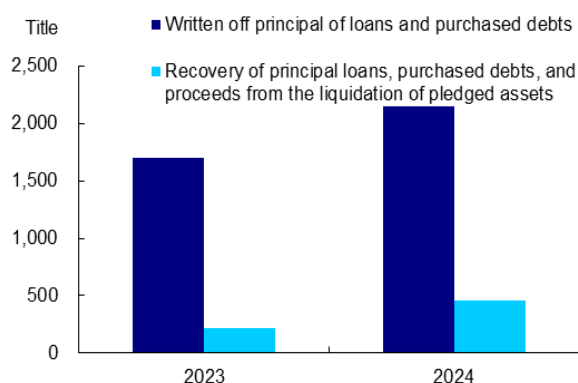
Sources: F88, GTJASVN Research

In 2023, F88 experienced a significant surge in provisioning expenses for non-performing loans, which was the primary driver of the company's reported loss for the year. This period coincided with challenging macroeconomic conditions, likely contributing to an elevated overdue loan ratio and necessitating higher provisioning levels.

According to the notes to F88's financial statements, due to the nature of its short-term lending operations, the company utilizes the entire provision amount within the year to address risks associated with loan receivables overdue for more than 90 days. Consequently, F88's year-end provision balance remains relatively stable, hovering around VND 48 billion as of December 2024, reflecting a modest loan coverage ratio. However, as previously explained, this low coverage ratio is not a significant concern given F88's approach to provisioning and risk management.

Accelerated Bad Debt Resolution Cycle in 2024

Movements in the allowance for doubtful debts during the year	2023	2024
Opening balance	48.4	48.5
Allowance made during the year	1,549.7	907.9
Allowance used during the year	(1,549.5)	(907.4)
Closing balance	48.5	48.9
Coverage ratio	1.68%	1.34%



Sources: F88, GTJASVN Research

F88's Risk Management and Provisioning Policies Aligned with Pawn Lending Risks

Given the specific characteristics of its pawn lending operations, which involve short-term loans and a focus on the subprime lending market, F88's risk management and provisioning policies are distinctly tailored.

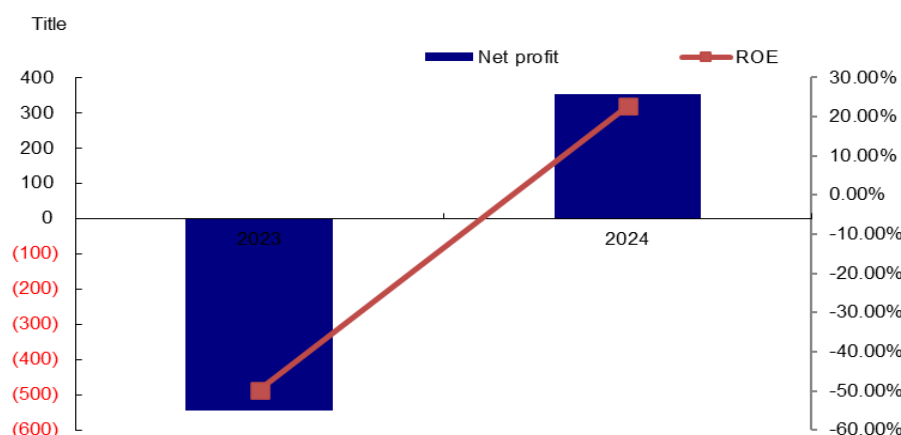
Per F88's policy, bad debts encompass loans overdue for more than 90 days and loans deemed likely to result in a loss, which are subject to 100% provisioning and tracked off-balance-sheet for continued recovery efforts post-write-off (refer to Appendix 2).

Additionally, F88 adopts a prudent lending policy with a **more conservative loan-to-value** (LTV) ratio compared to other consumer finance companies.

	F88	Bank	Consumer Finance Companies
LTV	50%-70%	40%-50%	70%-80%

Sources: GTJASVN Research tổng hợp

Net profit and ROE



Sources: F88, GTJASVN RS

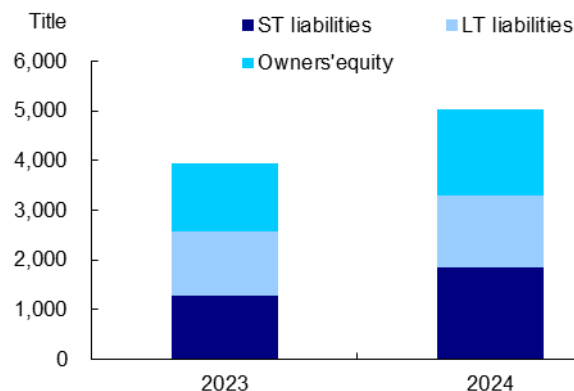
In 2024, F88 achieved a positive profit turnaround, primarily attributable to income generated from the processing of pledged collateral assets.

2.2 F88's Flexible Capital Structure

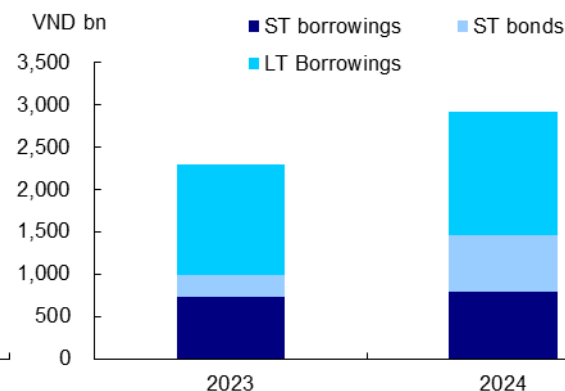
F88 maintains a well-balanced and adaptable capital structure, sourcing funds through three primary channels:

- Borrowings from international organizations
- Bond issuances
- Equity capital increases

Funding sources breakdown



Debt breakdown (including bond)



Sources: F88, GTJASVN Research

Borrowings from international organizations

F88's loans which vary by partners such as Lendable SPC, Luon Asia, Puma Asia V, and others are primarily secured by customer loan receivables.

As of May 20, 2025, F88 announced it had secured an agreement to raise USD 30 million (approximately VND 780 billion) from Lendable. This three-year loan represents the largest facility Lendable has ever extended to a financial institution in Vietnam.

Previously, Lendable provided funding to F88 in 2022 and 2023 with credit lines ranging from USD 5 million to USD 10 million. With this latest USD 30 million loan, the total funding support from Lendable to F88 to date amounts to nearly USD 70 million. The continued provision of capital at a significantly higher credit limit underscores the growing confidence in F88's creditworthiness, risk management capabilities, and long-term growth prospects in the eyes of international funds.

Bond issuance

F88 issues bonds with an average interest rate of 11%-12% per annum, typically with short tenors of one year. These one-year bonds are regularly issued to secure funding for F88's lending operations. In 2024, F88 successfully issued 10 bond tranches with one-year tenors and interest rates ranging from 10.5% to 11.5%.

For 2025, F88 aims to raise over VND 700 billion (approximately USD 27 million) through bond issuances. As of Q1 2025, F88 has successfully issued a bond tranche valued at VND 150 billion. All bond tranches issued by F88 have met their repayment obligations on schedule.

The interest rates on bond tranches issued in 2024 and early 2025 have slightly decreased, ranging from 10.5% to 11%, compared to 12% in previous years.

Equity capital increases

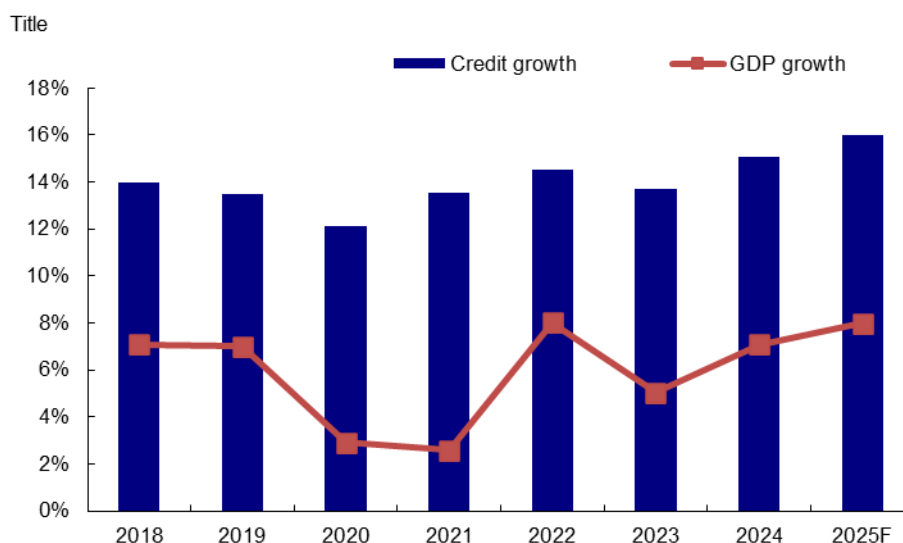
Since its establishment, F88 has undergone 20 rounds of capital increases through various methods, raising its total charter capital to VND 82.6 billion from an initial VND 25.51 billion. Key highlights include several rounds of foreign investment:

- 2017–2018: Capital injections from Mekong Enterprise Fund III and Granite Oak.
- 2022: USD 70 million from CLSA Capital Partners (HK) Limited (Lending Ark) and Lendable.
- 2023: USD 50 million from VOI and Mekong Enterprise Fund IV (MEF IV).

At the end of 2024, F88's debt-to-equity (D/E) ratio stood at 1.91. The company's flexible capital allocation strategies have enabled it to maintain a loan-**to-deposit ratio (LDR) above 100%**. Favorable macroeconomic monetary conditions, characterized by a slight decline in interest rates and a recovering bond market, have allowed F88 to issue bonds at **lower interest rates** (10.5%–11.5% compared to approximately 12% previously). This development is expected to modestly alleviate F88's interest expense pressures in 2025.

III/ POTENTIAL OF VIETNAM'S CONSUMER FINANCE AND SUBPRIME LENDING MARKET

Vietnam ranks among the top three markets in the Asia-Pacific (APAC) region for the fastest consumer credit growth, achieving over 30% growth from 2015 to 2019 and 14.7% from 2019 to 2023 (during the Covid period). The consumer finance market is projected to sustain robust growth, driven by Vietnam's resilient economic expansion, which supports rising household incomes and increasing demand for consumer financial services. In 2025, Vietnam's credit growth is targeted at 16%, aligning with the expanding demand for credit.



Sources: GSO, GTJASVN Research

According to FiinGroup, Vietnam's consumer finance market holds significant growth potential, with consumer credit currently accounting for only 10% of GDP, notably lower than countries like South Korea (over 40% of GDP) and Hong Kong (over 20% of GDP). As of September 30, 2024, total credit outstanding in the economy reached VND 14.7 trillion, of which consumer lending accounted for approximately VND 3 trillion, representing 20.4% of total credit outstanding (data from the State Bank of Vietnam - SBV). Consumer finance companies contributed around VND 150 trillion to consumer credit, equivalent to 5% of the total consumer lending portfolio. Despite efforts by credit institutions to enhance digitalization and develop solutions to expand services to lower-income and informal labor segments, the substantial market potential creates significant opportunities for providers of alternative financial services.

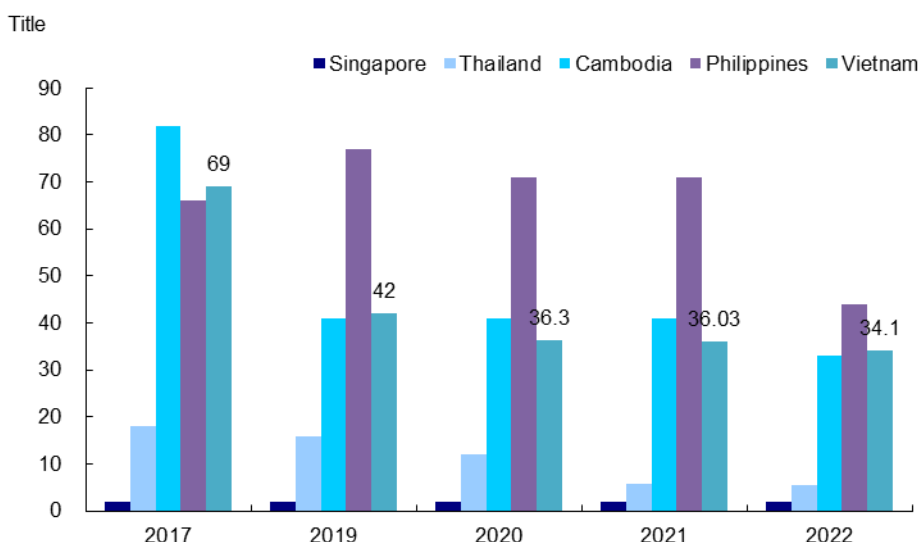
Low Financial Inclusion and Significant Subprime Lending Potential

Vietnam's financial inclusion rate remains low, particularly in the subprime lending segment, presenting considerable growth opportunities. The consumer lending market in Vietnam is estimated to encompass nearly 50 million working-age customers, predominantly comprising low- to middle-income individuals, with approximately 60% engaged in informal labor.

According to 2022 SBV data, 52% of Vietnam's population holds bank accounts, rising to 68% when considering adults (aged over 15), equivalent to roughly 50% of the population with banking access. Of these 50 million individuals, only half have a credit relationship with banks through loans or credit cards. The majority of those yet to access such credit services are blue-collar workers, low-income individuals, and the economically disadvantaged.

Data from EY Vietnam indicates that, in terms of "financial exclusion" within ASEAN (comparing Singapore, Thailand, Cambodia, the Philippines, and Vietnam across 2017, 2019, 2020, 2021, and 2022), Vietnam **ranks third**, behind Singapore and Thailand.

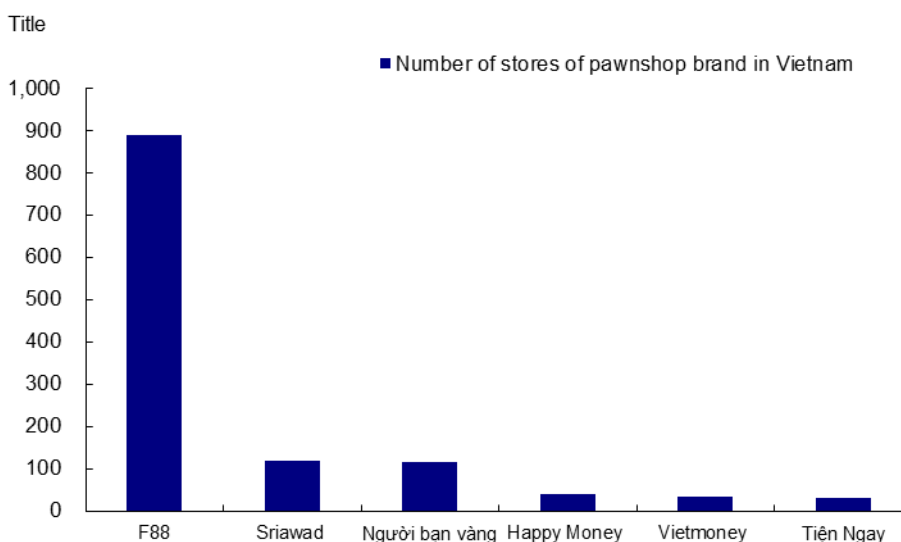
Financial Exclusion in ASEAN



Sources: EY, GTJASVN Research

According to EY, as of 2023, over 62% of Vietnam's rural population faced challenges in accessing credit from formal financial and banking services. Additionally, a survey by EY targeting the "underbanked" subprime segment revealed that 42% of respondents had utilized informal financial services, such as borrowing from acquaintances, accessing high-interest loans, or participating in informal savings groups (e.g., "hụi").

The alternative finance sector presents significant growth potential, as traditional banks and consumer finance companies struggle to fully address the needs of this market. The appraisal process for small-scale loans to subprime customers is time-consuming, costly, and resource-intensive, while complex lending requirements often make it difficult for these customers to qualify. This creates a substantial market opportunity for companies like F88, which provide tailored personal financial services to the underbanked and subprime customer segment.



Sources: Vietdata, GTJASVN Research

According to data from the Ministry of Public Security, approximately 27,000 pawnshops are currently operating in Vietnam. The majority of these pawnshops function on a small-scale, fragmented basis, with limited focus on brand development, compliance with existing legal regulations, or access to sufficient capital and competitive capabilities. This fragmentation and lack of transparency present a significant opportunity for F88, with its standardized systems and services, to capture substantial market share. Furthermore, supportive government policies aimed at promoting consumer finance, advancing digital transformation in the financial and banking sectors, and curbing informal pawnshop operations create a favorable environment for the growth of professional pawnshop chains like F88.

IV/ COMPETITIVE ADVANTAGES AND STOCK OUTLOOK

- **Market Leadership and Dominant Scale:** F88 is Vietnam's largest pawnshop chain, far surpassing competitors in its segment in terms of scale and number of stores. According to F88's statistics, as of December 2024, its network of transaction offices has served over 1 million pawn loan customers, with more than 360,000 customers in 2024 alone. The customer return rate is 55%. As of December 2024, the total outstanding pawn loan balance reached VND 4,585 billion. The company's network spans 63 provinces and cities, supported by a workforce of over 4,000 employees.
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Q1 2025 Financial Results

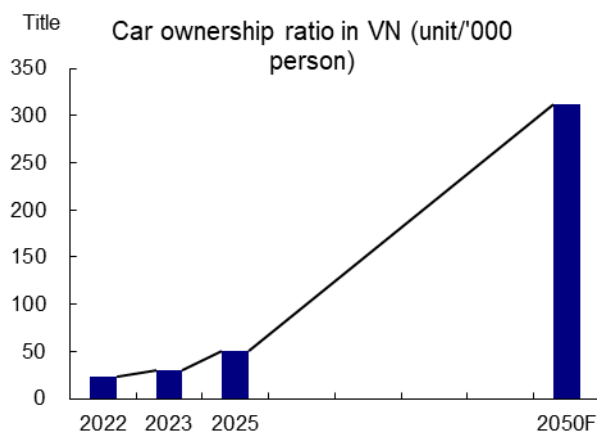
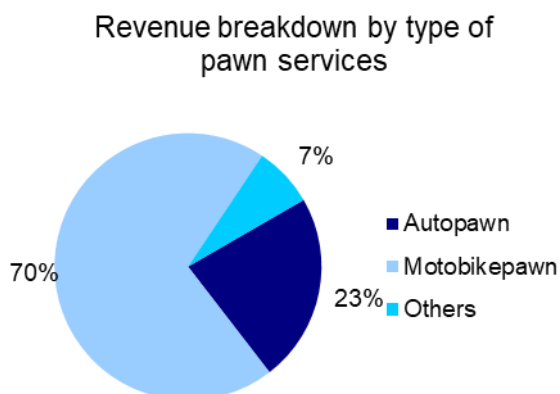
F88's Q1 2025 business performance report demonstrates sustained high growth momentum for five consecutive quarters. In the first three months of 2025, F88 disbursed VND 3,284 billion in loans (a 25% year-on-year increase), recorded revenue of VND 820 billion (up 21.5%), and achieved a pre-tax profit of VND 132 billion (surging 204.2%yoy). In Q2 2025, F88 projects a 5%–10% increase in outstanding loan balances and disbursements, with pre-tax profit expected to rise by 20% compared to Q1.

Leverage from Strategic Partnerships

Currently, F88 operates 888 stores nationwide. The company has established a strategic partnership with Military Commercial Joint Stock Bank (MB Bank) to diversify its financial products and services. Additionally, F88 previously signed a cooperation agreement with Vietnam Post (VNPost) to expand its customer reach through VNPost's network of over 10,000 transaction points. These partnerships enable F88 to enhance brand visibility and deliver financial products to mass-market customers, particularly those underserved by traditional banking services.

Strategic Focus on Car-Backed Pawn Lending

F88's strategy to increase car-backed pawn lending aligns with the rising trend of car ownership in Vietnam, driving higher outstanding loan balances while maintaining profitability comparable to motorcycle-backed loans.



Sources: MOIT, OICA, WB, GTJASVN Research estimate

Enhanced Multi-Channel and Flexible Capital Mobilization

In early April 2025, FiiRatings upgraded F88's credit rating outlook from "Stable" to "Positive," driven by improvements in asset quality, flexible capital-raising capabilities, and its market-leading position in alternative lending. FiiRatings acknowledged F88's effective diversification of funding sources and its plans to increase charter capital in 2026, alongside a reduction in average funding costs. The recent loan from Lendable reinforces FiiRatings' assessment of F88's financial strength. In addition to Lendable, F88 collaborates with several international financial partners, including Lending Ark Asia Secured Private Debt Holdings Limited and GreenArc Capital, securing total credit facilities exceeding USD 170 million.

2025 Business Plan

Item	Unit	2023	2024	2025	Growth compared to 2024
Number of stores		817	868	888	2.30%
Net outstanding loans	VND bn	2,883.98	3,657.366	5,237.893	43.21%
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PBT	VND bn	-545.402	449.284	673.245	49.85%

Sources: F88

Dividend plan

F88 has no plans to distribute cash dividends in the short term. However, according to the proposal submitted to the 2025 Annual General Meeting of Shareholders (AGM), F88 intends to issue a stock dividend to existing shareholders at a ratio of 1:1,200, whereby shareholders holding one share will receive 12 new shares. Subject to AGM approval, the stock dividend distribution is scheduled to take place in late 2025 or early 2026.

V/ INVESTMENT RISKS

5.1 Legal Risk: Changes in the Regulatory Framework for Lending Models

F88's business model operates within a *"legal gray area,"* exposing it to risks associated with potential changes in regulations.

Recently, Decree No. 94/2025/ND-CP presents both opportunities and challenges for F88's operations. Specifically, this decree establishes a regulatory sandbox for fintech solutions in the banking sector, with a pilot implementation scheduled by the State Bank of Vietnam (SBV) to commence in July 2025. The sandbox includes limited peer-to-peer (P2P) lending models, applicable only to loans secured by assets pledged at pawnshops, marking a significant step toward enhanced regulatory oversight of alternative lending models. This decree may bolster the emerging P2P lending sector, potentially impacting F88's business operations. Conversely, the sandbox provides a critical opportunity for F88 and other fintech companies to adapt to a more stringent regulatory framework. Should F88 successfully navigate this pilot phase and demonstrate the safety and efficacy of its pawnshop model, the company could enhance its credibility and unlock opportunities for collaboration with traditional banks seeking fintech partnerships to expand their service offerings.

5.2 Risk of Bad Debts

In practice, both the pawnshop and consumer lending sectors in Vietnam face significant challenges in managing and recovering bad debts. During the post-Covid period, the average NPL ratio for consumer finance companies surged, resulting in losses for most of these firms in 2023. This was primarily driven by customers' diminished repayment capacity amid economic difficulties. Additionally, a significant yet unaddressed issue is intentional non-repayment by borrowers, for which effective legal remedies remain limited.

Following the challenges of 2023, F88 implemented stricter policies for bad debt control and provisioning, mitigating the adverse impact of unpredictable macroeconomic conditions on its operations. These measures have enhanced the company's resilience against credit risks.



APPENDIX

Appendix 1: Key lending products of F88

	Motorcycle Registration (Cavet) Loan	Car Registration (Cavet) Loan	Payroll-Based Lending	Invoice-Based Lending
Fee and interest rate	2.6%-4.6%/month (32%-55%/year)	2.6%-4.6%/month (32%-55%/year)	từ 4.6%/month (55.5%/year)	4.3%/month (51.6%/year)
Interest rate	0.9%/month	0.9%/month	1.125%/month	0.89%/month
Lending fee	1.6%-3.4%/month	1.6%-3.4%/month	3.5%/month (consignment Service Fees)	3.41%/month

Sources: Website F88, GTJASVN RS

Appendix 2: F88's Debt Classification and Provisioning Policies

F88		Bank and consumer finance company	
Overdue Period	Provisioning Ratio	Overdue Period	Provisioning Ratio
Up to 10 days	0%	Up to 10 days	0%
11 to 30 days	2%	10 to 90 days	5%
31 to 90 days	25%	91 to 180 days	20%
91 to 360 days	100%	181 to 360 days	50%
Over 361 days	100%	Over 360 days	100%

(*) Per F88's Decision 163A, loans overdue for 91 days or more, or those deemed uncollectible, are removed from on-balance-sheet accounting and transferred to off-balance-sheet tracking. Amounts recovered from these off-balance-sheet loan receivables are recorded as other income in the consolidated business performance report upon collection.

Appendix 3: F88's income statement and financial ratio

VND bn	2024	2023 (adjusted)
Revenue from sale of goods and services	2,280.51	2,081.60
COGS	1,653.54	2,322.66
Gross profit	626.97	(241.06)
Financial income	447.81	285.00
Interest revenue from pawn services	423.77	251.61
Financial expenses	406.02	398.87
Interest expenses	369.35	336.65
Selling expenses	163.16	138.18
General and administration expenses	660.79	496.60
Net operating gain/loss	(155.19)	(989.70)
Other income	612.85	349.44
Other expenses	8.38	32.05
Other profit	604.43	317.39
Accounting profit/loss before tax	449.25	(824.68)
Income tax expenses-current	41.29	110.24
Income tax expenses/benefit -deferred	56.70	(237.14)
Net profit/loss after tax	351.29	(545.40)

FINANCIAL RATIO

	2024	2023
Current ratio	2.2	2.59
Quick ratio	2.2	2.59
Liabilities/Total assets	0.66	0.65
Liabilities/Owners' equity	1.91	1.87
PBT/Net Revenue	15.4	-26.2
ROE	23.63	-49.79
ROA	7.82	-13.7
Operating profit/Net Revenue	-6.81	-47.54

Sources: F88

Appendix 4: F88 and peers

	F88 (2024)	Median of consumer finance company (1H2024)	Median of pawn firms (2023)
Operation year	8	8	7.5
Number of stores	868	-	-
Outstanding loans (VND bn)	4,584.80	8,785.10	223
Equity/Total assets	34.40%	20%	12.80%
Net interest margin (NIM)	49%	40.70%	43.60%
ROA	7.82%	-3.80%	-1.70%
ROE	23.63%	3.02%	-3.50%
CIR Ratio	53.40%	80.90%	129%
Credit cost/Average loan	22.80%	58.50%	-

Sources: FiinRatings, F88

(*) The ratios provided are for reference purposes and may vary across different data providers due to differences in methodologies or sources.

STOCK RATING

Benchmark index: **VN – Index.**

Investment horizon: **6 to 18 months**

SUGGESION	DEFINITION
Buy	Expected rate of return $\geq 15\%$ Or firm/major with a positive outlook
Accumulation	Expected rate of return from 5% to 15% Or firm/major with a positive outlook
Neutral	Expected rate of return from -5% to 5% Or Company/with a neutral outlook
Underweight	Expected rate of return from -15% to -5% Or firm/major with a negative outlook
Sell	Expected rate of return $< -15\%$ Or firm/major with a negative outlook

MAJOR RATING

Benchmark index: **VN – Index**

Investment horizon: **6 to 18 months**

Rating	Definition
Outstanding	The industry 's average rate of return exceeds the VN-index by more than 5% Or positive industry outlook
Neutral	The industry's average rate of return relative to the VN-index ranges from -5% to 5% Or neutral industry outlook
Inefficient	The industry's average rate of return smaller than the VN-index by about -5% Or negative industry outlook

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04 June 2025



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