





CORPORATE PRESENTATION

Reshaping Vietnam's Alternative Finance Market:
Stellar Operational Momentum, Asset Quality Control & Strategic Growth Roadmap to 2030

 Presented by Ms. Thao Tran, CFO, F88 Investment Jsc

 5 Aug - Bangkok, Thailand

 Ticker: F88.VN

1H2026 Investor Presentation Agenda



01

F88 Ecosystem & Model

Vietnam's #1 alternative lender with nearly 1,000 branches, Phygital O2O model, Title-backed lending, NNX Insurance Hub & Agent Banking.

02

Performance Review & Outlook

Exceptional 1H2026 performance with \$106M revenue, \$26M PBT, 40.6% ROE, resilient loan book, and strict credit risk discipline.

03

2030 Vision & Business Strategy

Long-term growth drivers targeting \$654M revenue by 2030

EXECUTIVE HIGHLIGHT

Delivering Scalable Profitability in Mass Market Lending

"F88's disciplined cost control and robust business strategy delivered a 113.5% surge in 1H26 PBT, demonstrating high operational leverage as store productivity deepens."



Ms. Thao Tran | CFO
F88 Investment JSC



Session 01

F88: Reshaping Vietnam's Alternative Finance Market

An integrated financial service ecosystem delivered through a seamless Phygital O2O distribution model across nearly 1,000 nationwide branches.

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Modern Pawnshops on the Cusp of Major Expansion

Regulatory Purging of Informal Players Creates a Straight Path for Scaled Leaders Like F88



Among alternative lenders, pawnshops benefit most from regulatory clarity

Alternative lending includes **financial models** operating **outside the traditional financial institution system**, leveraging technology and innovation to provide flexible financial solutions.



Clear Standards

Governed by Civil Code 2015, Enterprise Law 2020, **Decree 96/2016** & **Decree 282/2025/NĐ-CP**.



Strict Supervision

Directly regulated and monitored by **PC06** (Ministry of Public Security).



Modern Chains vs. Traditional Pawnshop Capabilities

Model	Secured Loans	Organized Chains	Tech & Apps	Compliant Process	Scalable
Modern (F88)	✓	✓	✓	✓	✓
Traditional	✓	—	—	—	—



Fast Liquidity

Broad Inclusivity

Tailored Flexibility



Key industry figures

ESTIMATED MARKET SIZE

Pawnshop loan balances (2025)

10.3 USD Bn

F88 MARKET SIZE

Amongst total pawnshop market (2025)

2.5 %

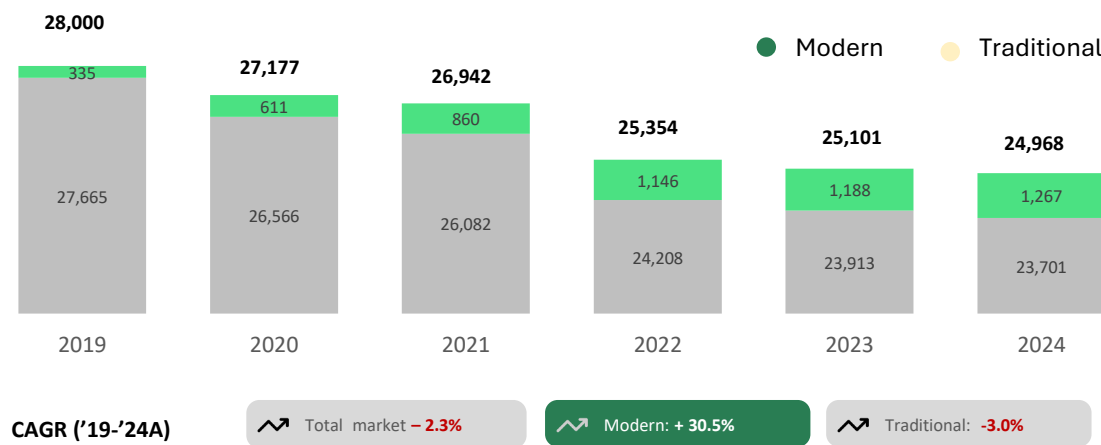
Alternative Lending Models Revenue Share (2025)

Pawnshop		67.9%
Payday		22.7%
BNPL		17.0%
P2P		2.6%



Transition from traditional operators toward organized, compliant chains

Traditional vs modern store count during 2019-2024



Source: FiinGroup, company compilation

Vietnam's Demographics: A Powerful Runway for F88's Growth

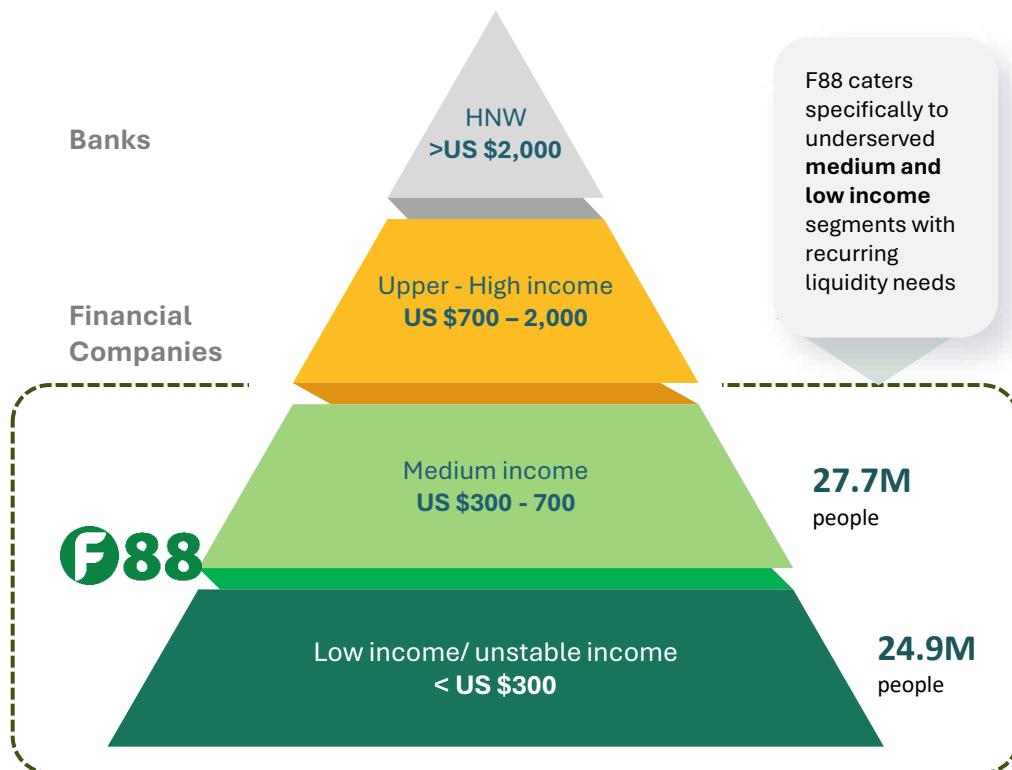
Targeting ~52.6 Million Medium to Low-Income Vietnamese with High Collateral Availability and Limited Formal Credit Access



Target Customer Pyramid

52.6

Mn Working Mass Market
Population aged 15-64



High personal vehicle ownership



- More than **77 million registered motorcycles**, and **89%** of households in Vietnam own at least 1 motorcycle



- Vietnam **has 6.8 million registered cars**. Car ownership in Vietnam surged by **17%** from 2015 to 2020, one of the fastest paces globally

Nascent adoption of financial services despite a fast-growing economy



- Close to **80%** of the population in Vietnam are unbanked or underbanked.
- **62%** of the population in non-urban areas have experienced difficulty in accessing formal credit
- Low adoption of financial services:
 - **8%** credit card adoption
 - **2%** insurance penetration¹

Note: 1. Proxied by Total revenue from insurance premium in Vietnam/ GDP (2025)

Source: FiinGroup, World Bank, AusTrade, PwC, GSO, company analysis

Vietnam's #1 Alternative Finance Provider

Integrated Product Ecosystem Deployed Through a Seamless O2O Distribution Model



CUMULATIVE CUSTOMERS

1.6M

↑ + 57.7% CAGR²

LOAN CONTRACTS ISSUED

3.6M

↑ + 35.4% CAGR

INSURANCE POLICIES SOLD

7.6M

↑ + 46.6% CAGR



Diverse Product Ecosystem

Omnichannel:



976 Branches



Digital/APP



Partnership



Motorbike Title

Flexible short-term micro liquidity

46% Disbursement share



Car Title

Higher ticket size secured loans

54% Disbursement share



NNX Insurance

Property, life & micro-health policies

+43% Revenue CAGR '21-'25



Agent Banking

MB Bank & CIMB cash drawdown hub

Fee Income



Add-on Services

MoMo & Shopee collection points

High Traffic, Cross-Sales

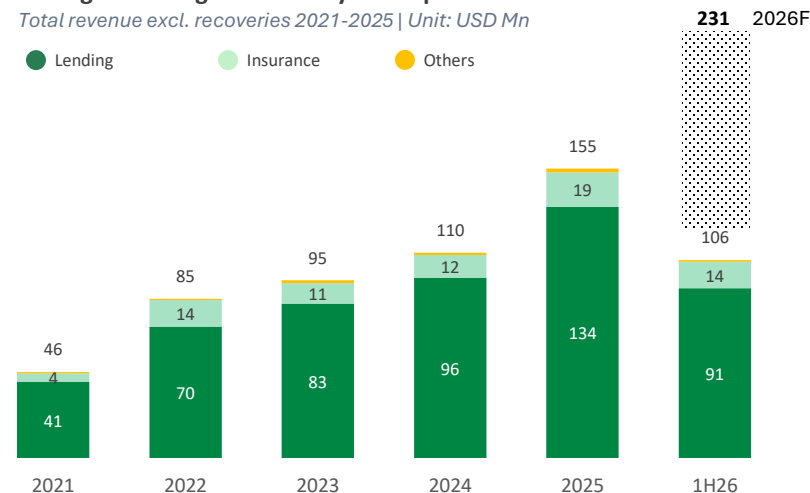
Strong revenue growth led by core operations

Total revenue excl. recoveries 2021-2025 | Unit: USD Mn

● Lending

● Insurance

● Others



Revenue
CAGR '21-'25A

Total: +35.4%

Lending: +34.6%

Insurance: +43%

Others: +31.5%

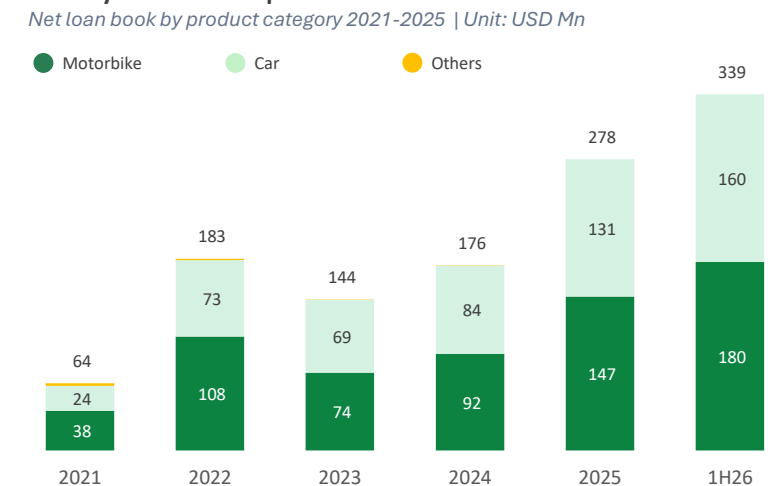
Healthy Loan Book Expansion

Net loan book by product category 2021-2025 | Unit: USD Mn

● Motorbike

● Car

● Others



Loan Book
CAGR '21-'25A

Total: +44.3%

Motorbike: +40.3%

Car: +53%

Note: 1. Data updated as of 30 June 2026, unless stated otherwise. 2. 2019-2025 CAGR; 3. USD/VND 26,000

Comprehensive Financial Solutions for Mass Customers in Vietnam

Evolving from traditional asset-backed lending into a diversified financial hub to maximize customer outreach and sales volume.



LENDING PRODUCT LINE

Core Revenue Drivers



Motorbike-Title Product

AVG. TICKET SIZE¹

573 USD

AVG. LOAN TENOR

8.3 Months



High accessibility for daily commuters



Car-Title Product

AVG. TICKET SIZE¹

5,815 USD

AVG. LOAN TENOR

5.4 Months



Higher ticket size for premium segments



Flexible & Extendable: Customers keep using their assets for daily activities throughout the loan tenor



INSURANCE & ADD-ON PRODUCTS

Fee Income & Retention



Insurance Distribution

TICKET SIZE FROM

10 USD

COMMISSION RANGE

17-88 %



Various non-life protection



Partnering with **17** leading insurers & **nearly 2,000** active agents



Agent Banking & Add-on Services

Core Offerings

Agent banking, phone top-up, bill payments



Fintech partners: Momo, Payoo, Zalo



Strategic partnership with MB Bank for agent banking

Note: 1. Ticket size is calculated as total of first disbursement of contracts; 2. Data updated as of 30 June 2026, unless stated otherwise. 3. USD/VND 26,000



Session 02

1H2026 Performance Review

Healthy asset expansion, cost discipline and controlled risk profile drives ROE to over **40%** level, well-positioned to **scale profitably** in the next phase of growth

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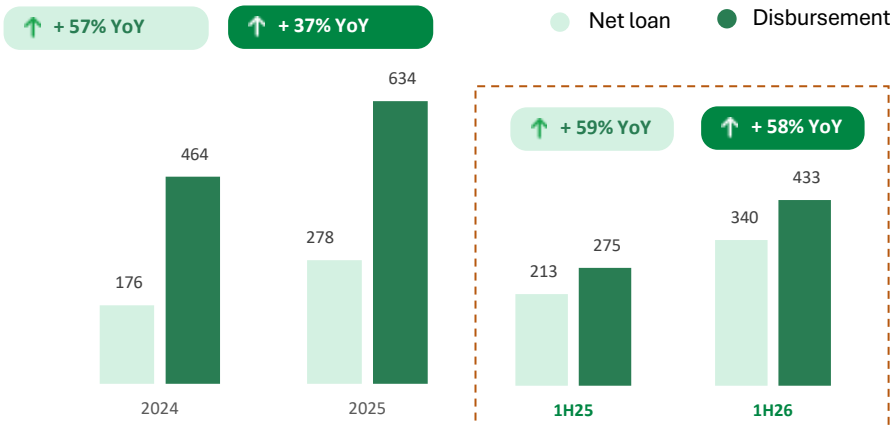
Continued momentum into 2026, underpinning growth and capital needs

Positive results in FY 2025 and H1.2026 across scale of operations, business performance, and profitability



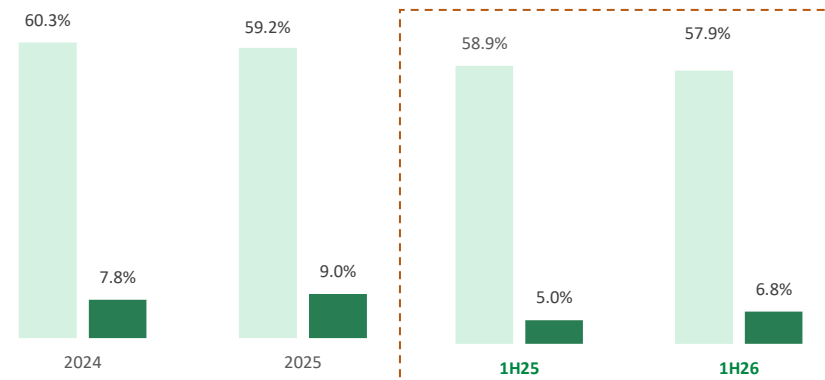
Net loan & Disbursement value¹

USD Mn



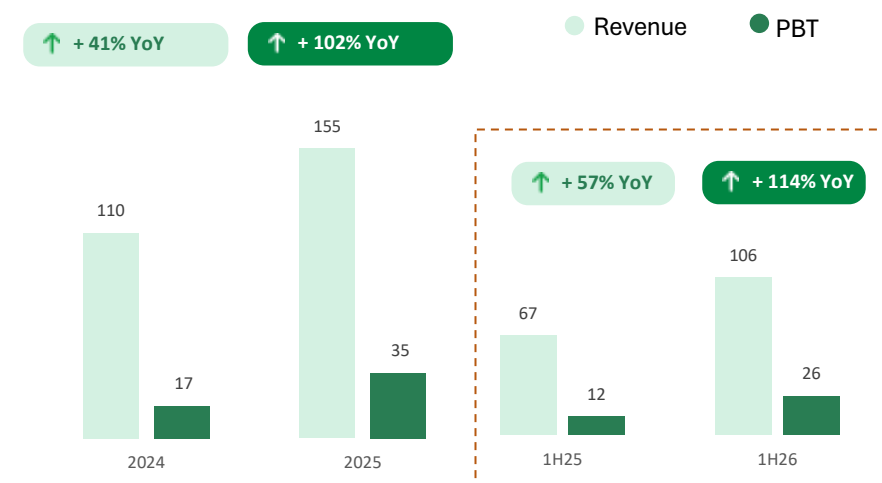
Lending yield & Net WO ratio

%



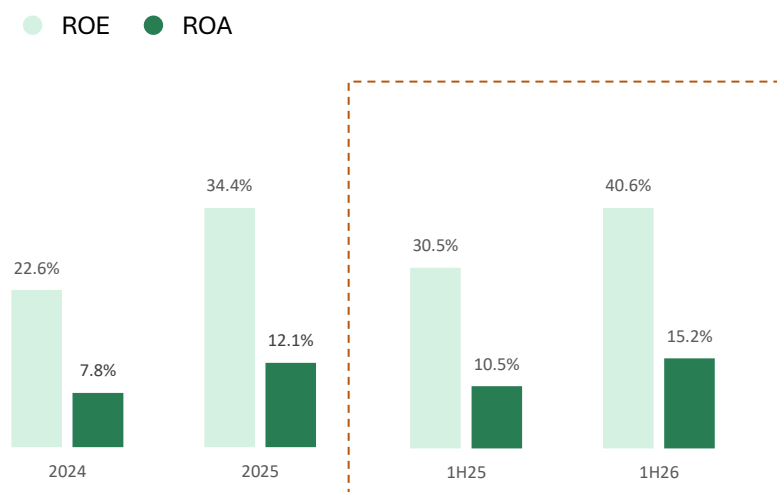
Revenue & Profit Before Tax²

USD Mn



ROE and ROA

%



Solid Customer Growth & High Retention Across All Channels

Driving customer expansion to 1.45M while maintaining a high 69% repeat rate across physical and digital channels



TOTAL LENDING CUSTOMERS

1,454,761



+89,201 New Borrowers added in 2Q26 alone

Proportion of Repeat Customer

69%



F88's customer base comprises of **primarily working-age individuals**, MSMEs and service workers who has recurring short-term liquidity needs

We segment our customer base into **06 categories** to support differentiated product development, targeted customer engagement, and **segment-specific risk management**.

Omnichannel Reach (2Q26)

Store Branch Network
Physical store network

+ 65k New Customers

Digital App Downloads
My F88 app adoption

195k Downloads

Partnership Channels
Retail & banking affiliates

+ 24k New Customers

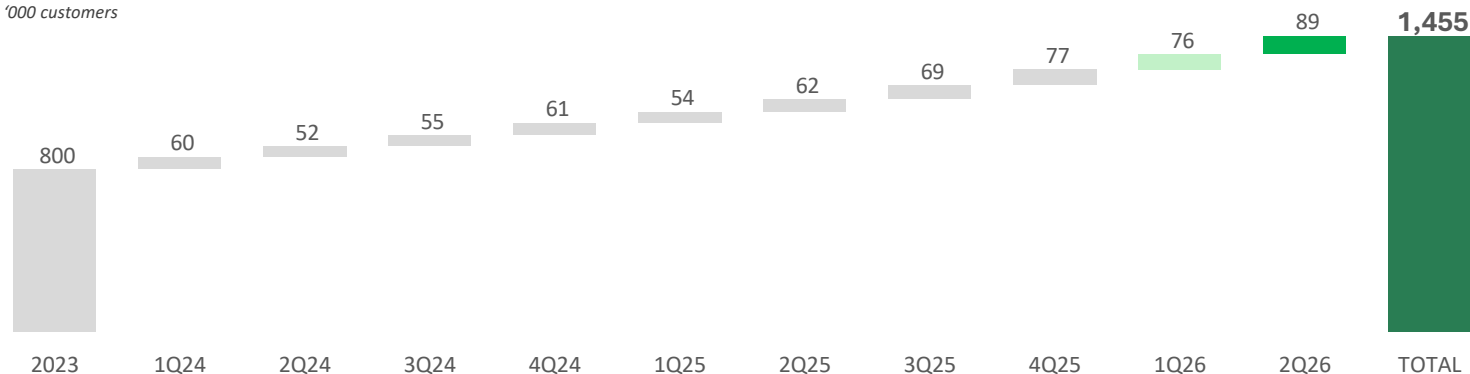
Occupational Segments

Freelancers	34.60%
Workers	20.00%
Service Staff	19.90%
MSMEs	14.20%
Officers	11.20%
Others	0.10%

72.7% of customers fall into core **working age** brackets (23-40 y.o)

Lending Customer Growth

'000 customers



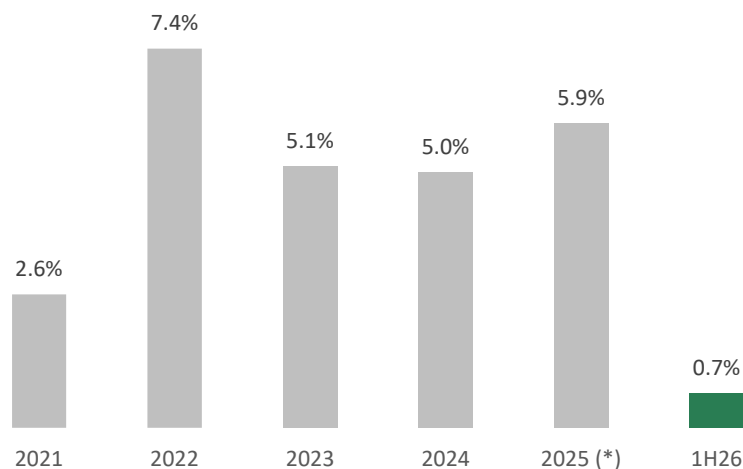
Asset Quality Remained **Resilient** & Within The Company's Risk **Appetite**

All internal processes are governed by defined risk appetite and corresponding thresholds



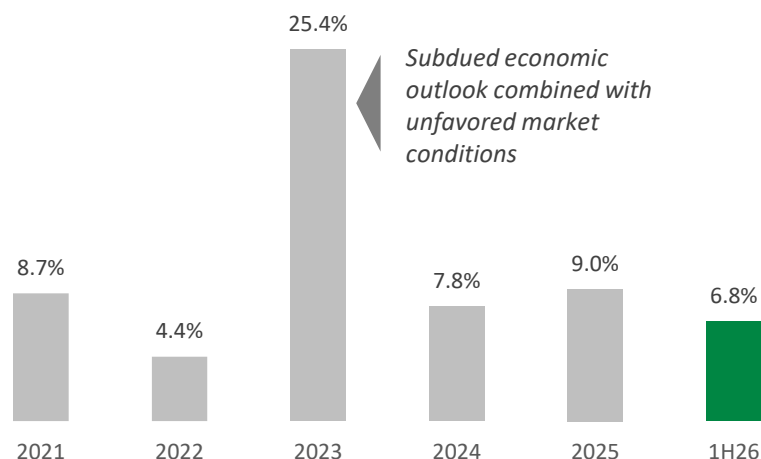
Net Write-off by disbursement cohort¹

%



Net Write-off ratio by Loan Book (Net WO)²

%



F88 applies stricter provisioning policy than that of credit institutions

100%

WO for loans > 90 DPD

Total Exposure

We do not deduct value of collateral

ON-SCHEDULED PAYMENT

83.6%

Risk Appetite Target: >80.0%

B0-B1 ROLL RATE

3.2%

Risk Appetite Target: <3.5%

AVERAGE LTV RATIO

54.0%

Motorbike: 56.4% | Car: 49.3%

1H26 NET WRITE-OFF RATIO

6.8%

Note: 1. Net Write-off by disbursement cohort: (Write-off expenses – Recoveries) / Total disbursement value in the period; 2. Net WO ratio by lending balance: (Write-off expenses – Recoveries) / Average gross loans. Unannualized 1H26 Net WO ratio (*) The 2025 cohort is peaking and will mature its 24-month cycle by year-end 2026, with expected Net WOs remaining well below 5.5%.

NNX Insurance: Stand-Alone Solutions Scale Rapidly

2Q26 insurance revenue grew +80% YoY to VND 202Bn, powered by a massive +778% YoY surge in Stand-Alone products.



2Q26 Insurance Performance Highlights

Total Insurance Revenue (2Q26)

202 VND Bn

+80% YoY

Bundled: 182 Bn (+66% YoY) | Stand-alone: 20 Bn (+778% YoY)

Total Insurance Contracts Disbursed (2Q26)

526k Contracts

+56% YoY

Bundled: 429k (+32% YoY) | Stand-alone: 97k (+778% YoY)

BRAND POSITIONING

Nationwide Microinsurance Hub

- Established **NNX** as an independent, standalone brand beyond an internal add-on loan service.
- First dedicated nationwide Insurance Hub providing end-to-end claim support and fast processing.
- Strategic partnerships with top insurers to offer tailored, affordable microinsurance solutions.

Easy to Understand

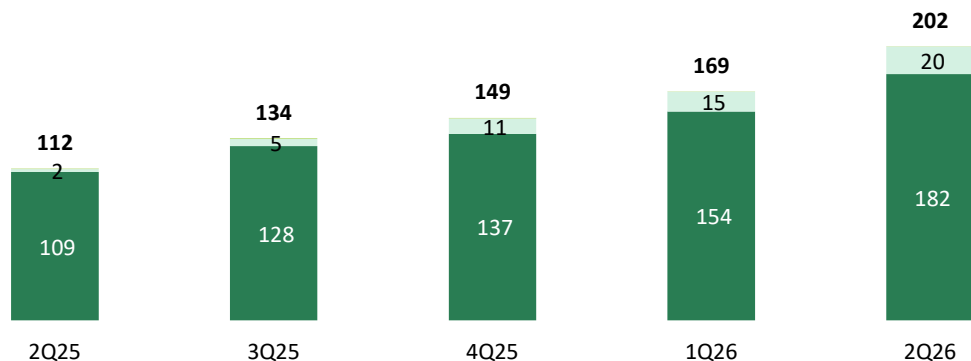
Easy to Buy

Easy to Claim

Insurance Revenue Breakdown

● Bundled +66% YoY
● Stand-Alone +778% YoY
● Others +80% YoY

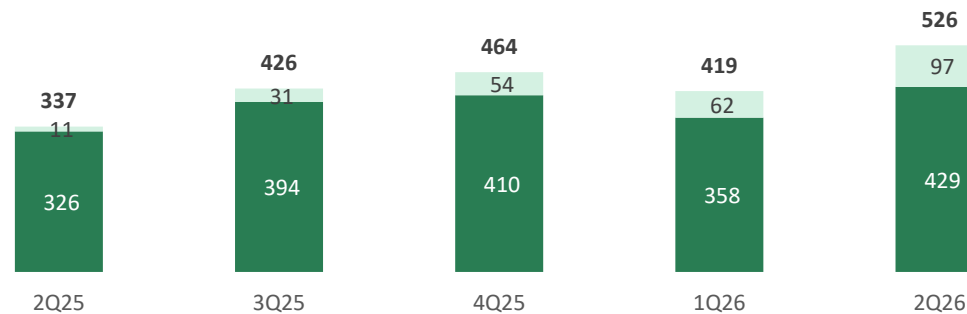
Unit: VND Bn



Number of Insurance Policy

● Bundled +32% YoY
● Stand-Alone +778% YoY

Unit: '000



Robust liquidity & capital position

F88 is on-track to list on the main bourse within 2026



Diversified Funding Structure

Onshore Funding

67%

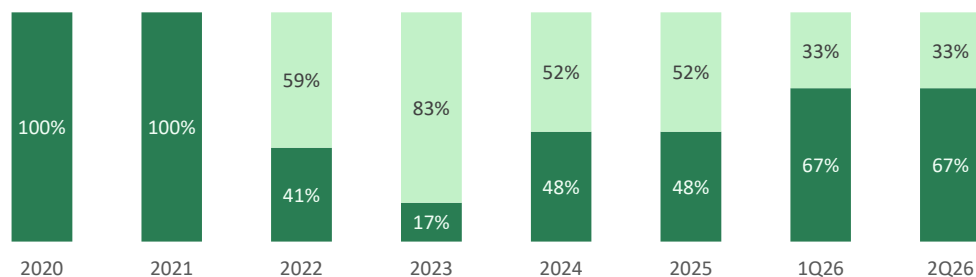
Offshore Funding

33%

Balanced international debt facilities combined with onshore bond issuances.

● Onshore

● Offshore



Conservative Financial Leverage

F88 Leverage Ratio (Debt / Equity)

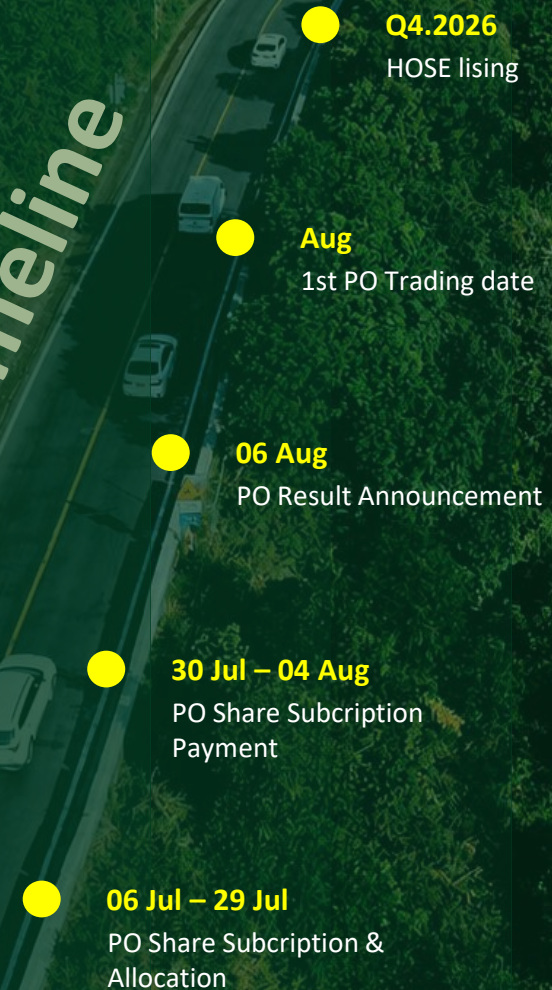
1.6x (2Q26)

NBFI Industry Median (2024)

4.2x

Significantly lower leverage than industry peers provides immense solvency headroom.

HOSE Listing Timeline



Robust 1H Performance Positions F88 to Raise FY2026 Guidance

61% of AGM-approved FY2026 PBT target delivered in 1H26, despite seasonality typically favoring stronger earnings in H2



Metric (VND Bn)	FY2025 Actual	2026 AGM Target	1H2026 Actual	Revised FY2026 Forecast
On-Balance Sheet Net Loan	5,632	+33% YoY	+6.4% YTD	40%+ YoY ↑
Service Revenue ¹	3,840	+42% YoY	48% of AGM Target	50%+ YoY ↑
Profit Before Tax (PBT)	908	+25% YoY	61% of AGM Target	65%+ YoY ↑
Total Net Loan Book	7,216		+22.3% YTD	50%+ YoY ↑
Lending Yields ² (%)	58.4%		57.9%	58.0% (Stable)
Cost of Funds ² (CoF) (%)	14.3%		13.6%	14%
Cost-Income Ratio (CIR) (%)	50.9%		43.9%	<49% (Improved)
Net Write-Off Ratio ³ (Net WO) (%)	9.03%		6.8%	<11% (Controlled)



Session 03

2030 Business Vision & Strategy

Driving toward **\$654M** revenue by 2030 via diversified offerings and a Phygital O2O2O network anchored by physical branches

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2026 - 2030

F88 continues to develop our business model with a comprehensive vision and ambitious targets

Vision

F88 is a **comprehensive** and **trusted financial platform** for Vietnamese people, where mass-market customers turn **first** for **all financial needs** in life.



Potential

The lending segment still has ample room for growth, while F88 also sees opportunities across other financial segments.



Growth Drivers

- Revenue diversification
- Customer retention
- Serving customers' full financial lifecycle

Business Scale

5M

Number of customers

Diversification

20%

Non-lending revenue

Business Efficiency

30%

Average ROE '26-'30

Sustainability

E + S + G



04 Key Growth Drivers For The Next Cycle

Putting customers' comprehensive financial needs at the heart of what we do



The branch network is the backbone of the distribution channel

F88's extensive nationwide branch network serves as a solid physical touchpoint. It is a direct bridge to build customer trust and acts as a connection point across diverse sales channels within the ecosystem.

Phygital & O2O2O Model

The combination of physical customer touchpoints and digital capabilities. The seamless **Online – Offline – Online** model optimizes the product ecosystem and comprehensively addresses the financial needs of mass-market customers.

1

LENDING

- Extensive nationwide network
- Diversified product portfolio
- Controlled risk
- Reducing borrowing costs for customers
- Partner ecosystem

2

INSURANCE

- Leading partners
- Tailor-made products
- Distribution channels
- TPA services

3

AGENT BANKING & VALUE-ADDED SERVICES

- Payments
- Savings
- Integration of utilities & partners

4

INVESTMENT

- Proprietary solutions
- Collaboration with financial institutions



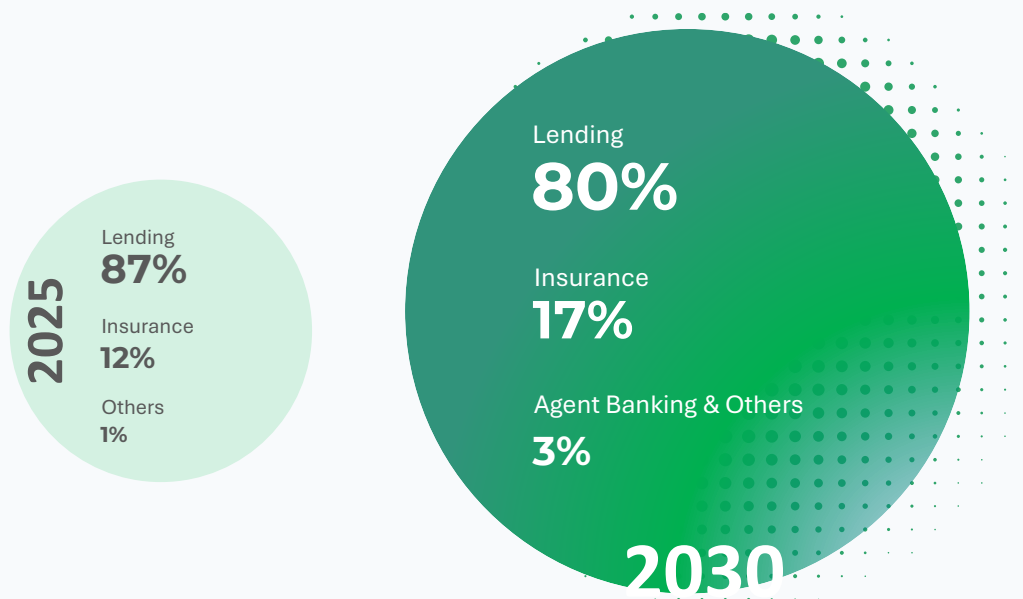
Key enablers: People + Technology Platform

2030 Business Model: Diversified, Sustainable Growth Across Core Pillars

Scaling revenue **4.2x** from USD 155Mn (2025) to USD 654Mn (2030F) while shifting toward high-margin insurance and financial services.

REVENUE BREAKDOWN BY ACTIVITY

2025 vs 2030 Shift



REVENUE GROWTH

155 USD Mn $\xrightarrow{4.2x}$ **654** USD Mn

2025 – 2030 CAGRS

Growth Drivers



Total Revenue CAGR

Overall business expansion rate

33%



Lending CAGR

Core asset-backed loan portfolio

34%



Insurance CAGR

Life & Non-life product distribution

43%



Other Services CAGR

Banking agency, top-up & bill pay

100+%



Hyper-growth Pillar: Non-lending & agent banking services act as primary catalysts for cross-selling and margin expansion.

Core Lending Strategy: Network Expansion, Product Tailoring & Cross-Selling

Scaling total loan book to VND 31.7tn by 2030F through strengthened distribution channels, risk-based pricing, and expanding customer funnels



1 STRENGTHEN THE OMNICHANNEL DISTRIBUTION NETWORK



Physical Branches

New customers ¹ / year	285K
Loan Book growth	27%
Disbursement / year (VND tn)	26.8



My F88 App

New customers / year	18K
Loan Book growth	42%
Disbursement / year (VND tn)	6.0



Agents & Partners

New customers / year	202K
Loan Book growth	35%
Disbursement / year (VND tn)	4.6

2 PERSONALIZE PRODUCTS BY CUSTOMERS SEGMENT



Optimize lending rates by risk segment

Smart pricing and underwriting based on customers' credit scores.



Automatically recommend products based on customer needs

Design loan packages with tailored tenors and repayment cycles for each customer segment.

3 EXPAND THE CUSTOMER FUNNEL & CROSS-SELLING



Gateway products

Offer products and services as entry points to attract new customers.



Expand the range of accepted collateral assets

Convert customers using other financial services into borrowers, with credit ratings gradually increasing over time.

TOTAL LOAN BOOK

2025

7.2 VND tn

2030F

31.7 VND tn

LENDING REVENUE

2025

3.5 VND tn

2030F

13.8 VND tn

NET WRITE-OFF / AVG. LOAN BOOK

2025

9.0 %

2030F

11.0 %

NET WRITE-OFF (BY DISBURSEMENT COHORT)

2025

5.5 %

2030F

6.5 %





88

THANK YOU



Appendix

Sustainable loan book growth

Motorbike and car title lending underpin fast loan book and revenue growth, while sustaining attractive yields and strong recovery metrics

2025A key metric snapshot

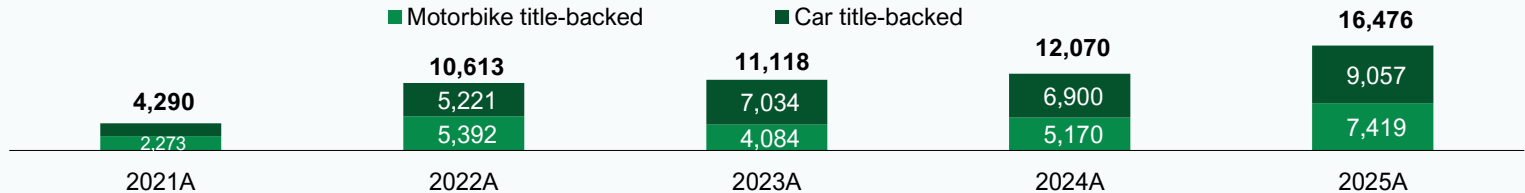
VND16,476bn

FY25 total disbursement
(+40% CAGR '21-25A)

Title-backed performance

Total disbursement amount from title-backed lending

Unit: VNDbn



Motorbike title-backed '25A

VND13.7mn⁽¹⁾

Avg. ticket size

6.0%⁽²⁾

Avg. monthly yield

1.4%⁽³⁾

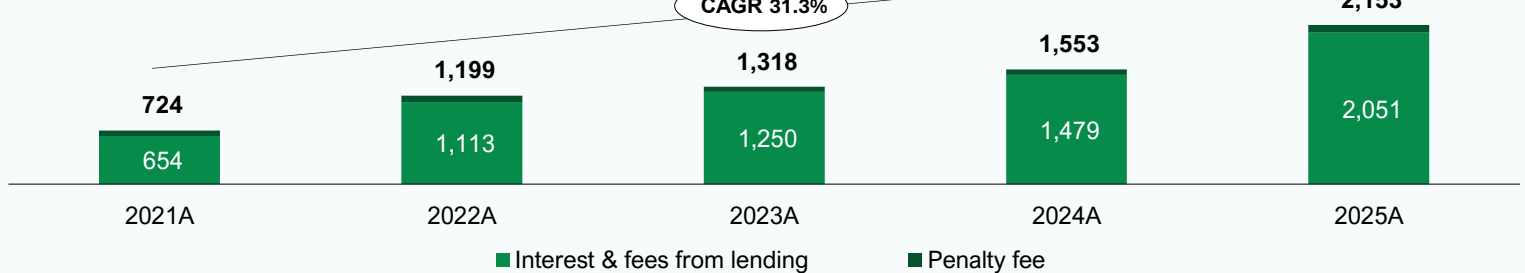
Avg. monthly net write-off

28.9%⁽⁴⁾

Avg. recovery rate

Revenue⁽⁵⁾ from motorbike title-backed lending

Unit: VNDbn



Car title-backed '25A

VND154.5mn⁽¹⁾

Avg. ticket size

4.2%⁽²⁾

Avg. monthly yield

0.3%⁽³⁾

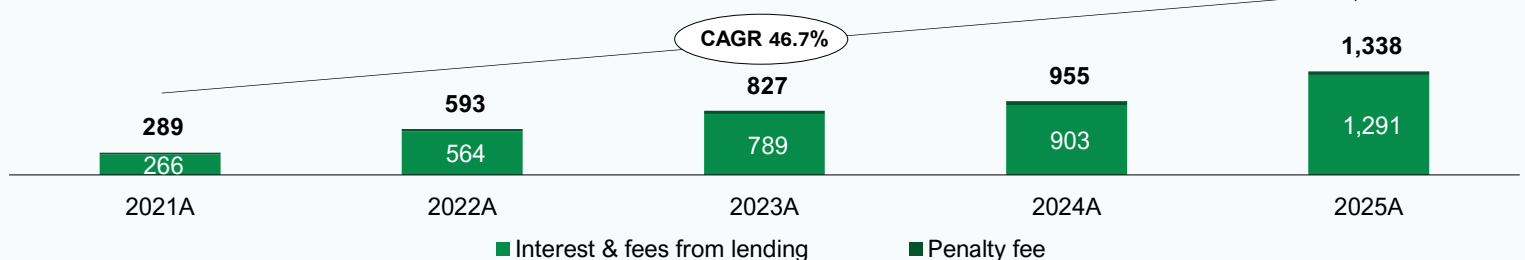
Avg. monthly net write-off

57.9%⁽⁴⁾

Avg. recovery rate

Revenue⁽⁵⁾ from car title-backed lending

Unit: VNDbn

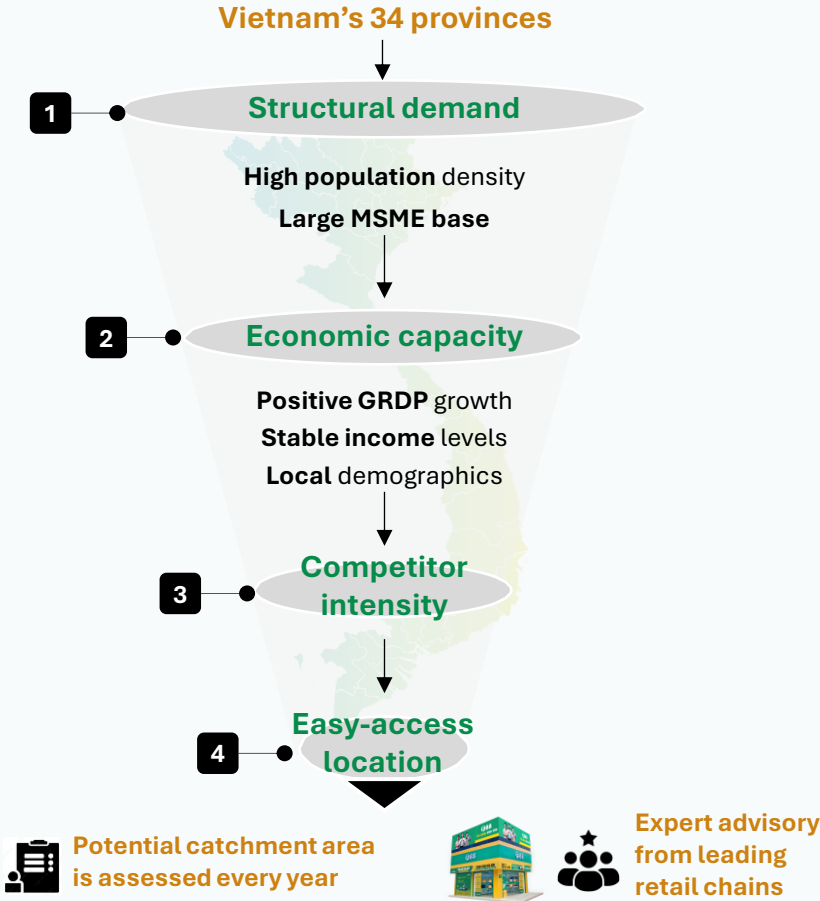


Note: (1) Ticket size is calculated as total of first disbursement of contracts (2) Including lending interest, fees and penalty; Write-off loans include >90 days overdue loans. (3) Net write-off rate is calculated as net write-off loan balance (minus the recovery amount) in the month, divided by average gross loan book; (4) WO Recovery Rate is calculated as % of the write-off amount recovered within the first 12 months after write-off, (5) Including interest, mgt. fees and penalty fees only.

Scalable store model

F88 applies a data-driven site selection funnel and matches it with flexible, low-capex store formats - enabling rapid expansion with short payback periods and sustained cost efficiency

A data-driven approach for store expansion



F88 expands where demand is strong and returns are attractive, supporting cost-efficient and predictable growth

Attractive store economics

2025A store economics by cohort (annual basis)

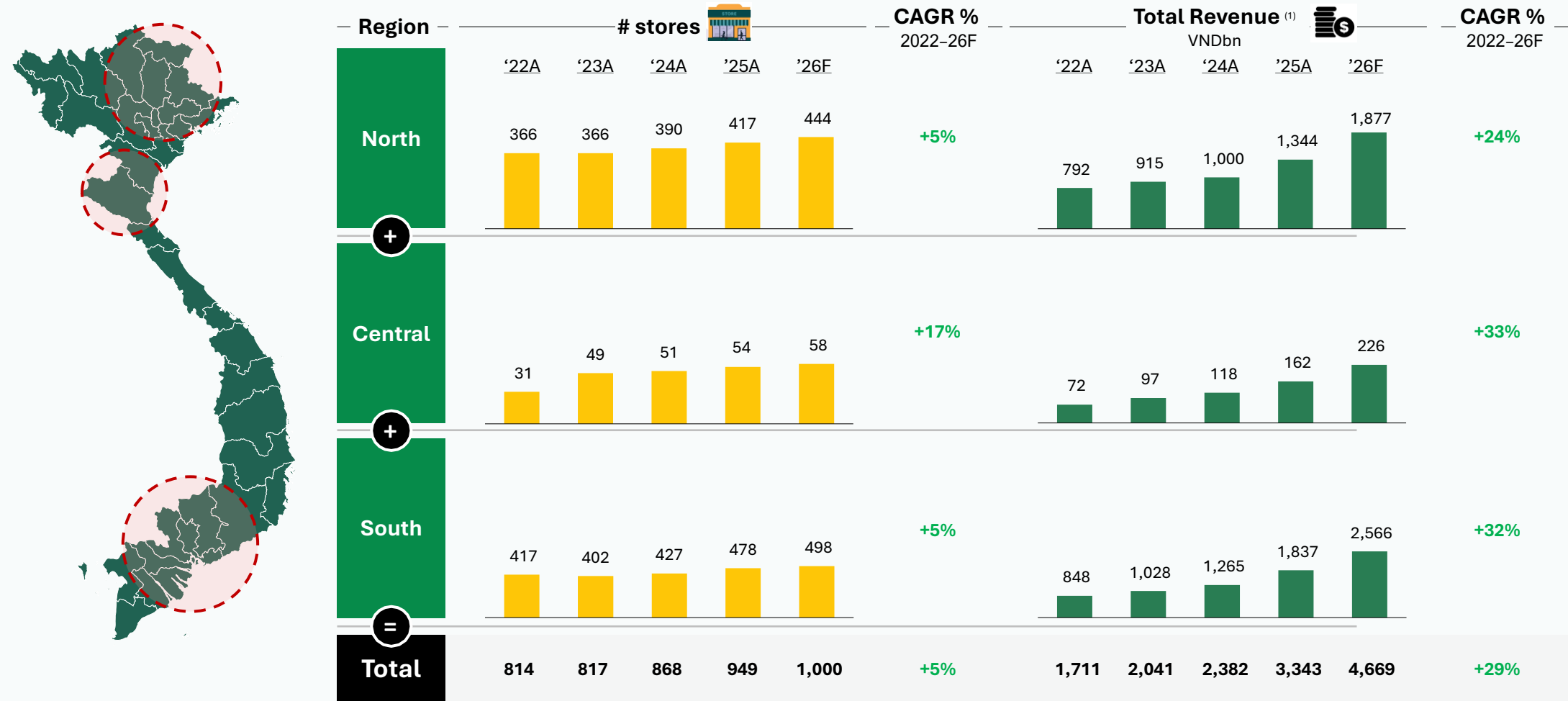
	Cohort	# stores	Revenue/store <i>Unit: VNDmn</i>	Direct profit/ store ¹ <i>Unit: VNDmn</i>	
Under 1 year	<3M	58	113	(66)	
	<6M	8	229	(147)	
	<9M	9	740	(94)	
Over 1 year	<1Y	17	1,140	161	9-12M to breakeven
	<2Y	61	2,587	849	~15 months payback
	<3Y	68	3,534	1,335	
	<4Y	391	4,596	2,235	
	>4Y	337	5,129	2,682	

Stores typically reach breakeven within 9–12 months as revenue per store accelerates. The majority of the network sits in profitable cohorts

Store network and regional density

F88 has accelerated network expansion over the last two years, with density concentrated in the North and South where mass-market and MSME demand is strongest

F88 nationwide network '22-26F

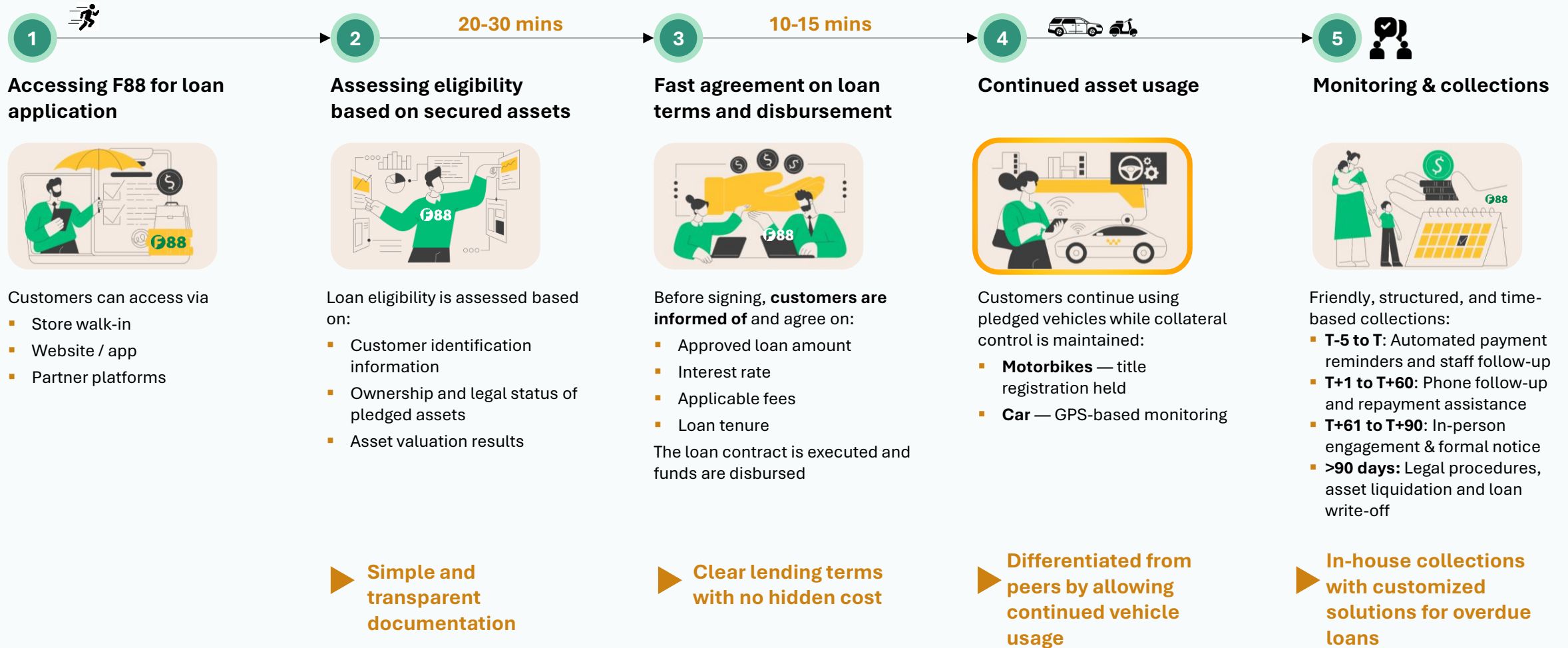


○ Bubble size indicates outlet numbers

Note: (1) Lending revenue including interest and fees recognized at store-level

Seamless customer journey for title-backed lending

Customers can access liquidity within 30–60 minutes of arriving at a store through a simple process with streamlined documentation, while continuing to use their vehicles for daily mobility post-lending



Title-backed lending solution designed for everyday liquidity

F88 delivers fast, transparent and flexible title-backed lending, providing everyday liquidity while preserving asset usage and maintaining strong downside control

Title-backed lending

Motorbike title



Small-to-large ticket size
(loan size)

VND3mn→ 50mn

Loan tenure

9—18 months

Total lending yield
(% avg. monthly, '25A)

3.6% - 7.5%

Asset-secured interest
(% monthly, '25A)

1.25%

Service fees
(% monthly, '25A)

2.35% - 6.25%

Car title



VND23mn→ 2.0bn

1—24 months

3.6% - 6.0%

1.25%

2.35% - 4.75%

Designed for speed, clarity and everyday use



Fast access to liquidity

Loans are approved and disbursed within **~30–45 minutes**, requiring **only motorbike/car title**



Transparent and standardized process

Loan amount, fees, and repayment terms are **clear and standardized across stores** for customer clarity



Flexible loan size and tenure

A wide range of loan amounts and repayment tenors that **match customer's cash-flow needs**



Continued asset usage

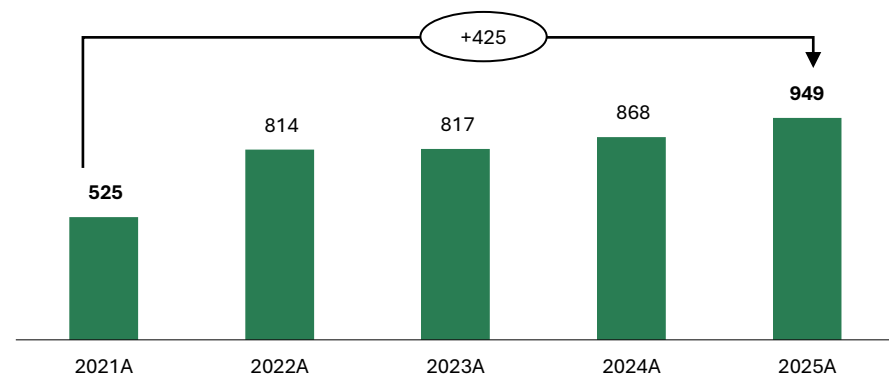
Customers retain the right to use their vehicles

Stellar financial performance

Scale and efficiency as structural drivers of growth and profitability

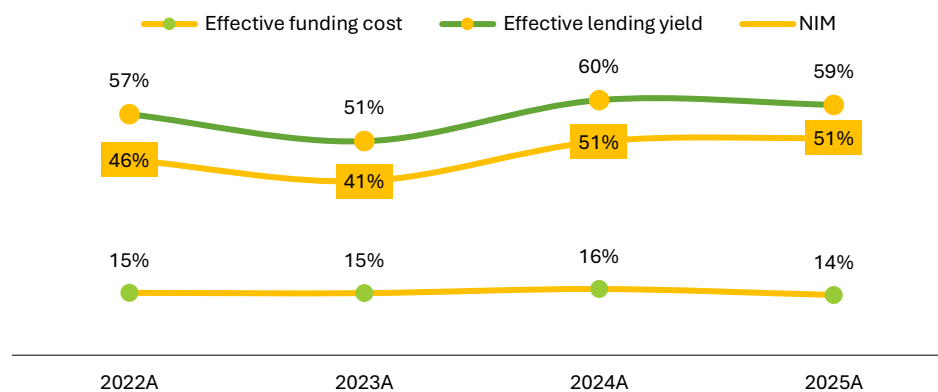
No. of branches

Stores



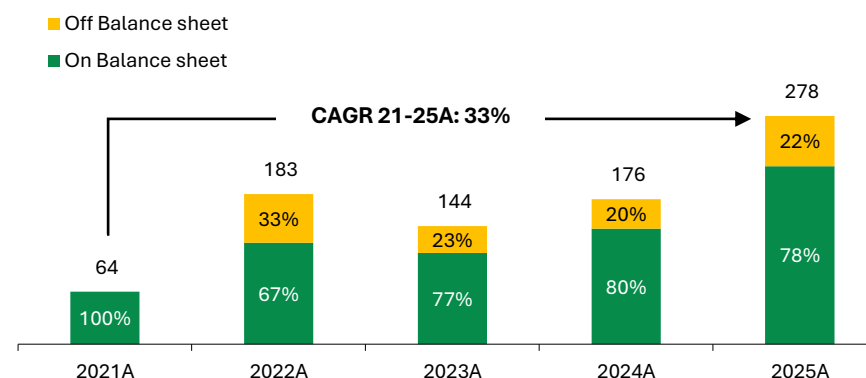
Effective funding cost and lending yield

%



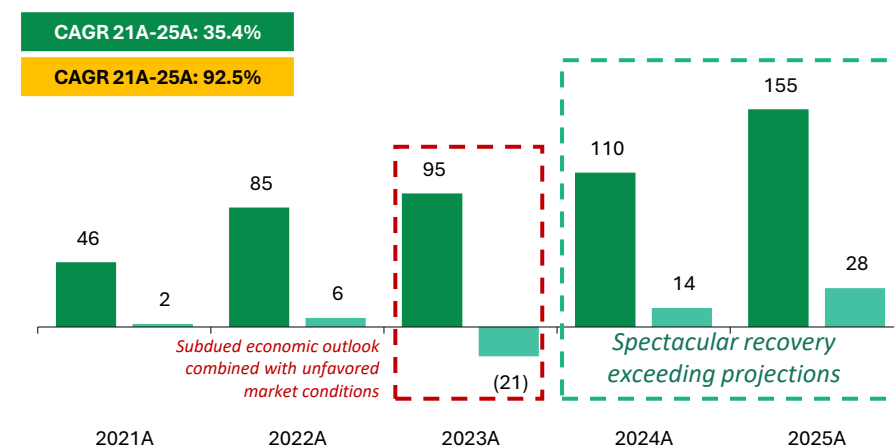
Net loan book

USD Mil



Total revenue and NPAT

USD Mil



Note: Effective lending yield is calculated by (Interest & fee from lending + Penalty)/ Average Net loan book, Effective funding cost is calculated by Financial expense/ Average Debt balance.

A diversified partnership ecosystem across funding and financial services

Support sustainable, diversified funding while expanding financial services for F88's customers

Diversified funding channel

Funding channel	Funding start year	Cumulative funds raised
Off-shore loans	1 Debt private funds	2021 USD209.4mn Active FX Hedging
	2 Impact funds	2024 USD3.5mn
	3 International banks & financial institutions	2025 USD1.4mn
On-shore loans	1 Private bonds	2019 USD204.8mn
	2 Public bonds	2025 ⁽¹⁾ USD11.4mn
	3 Local banks	2022 USD10.3mn
	4 Others	2018 USD10.6mn

➤ **USD80mn** secured **NEW** financing facilities for 2026

Ecosystem & Capability partners

Customer referral & asset custody

 **MB bank**

F88:



- Receives and holds secured assets on behalf of bank partners
- Purchases non-performing loans from customers

➤ Leverage banks' customer base and balance sheet

Agent banking development

 **MB bank**

- Deliver banking services via F88 platform

➤ Transform F88 into a banking service platform

Customer acquisition partners



Zalopay



Fiza

- End-to-end services
- Customer acquisition via partners' app

➤ Scalable customer acquisition beyond F88 stores

Value-added service partners



baekim
thanh toán giản đơn

- Payments, bill collection, phone services

➤ Expand everyday financial touchpoints

Insurance product distribution



BSH
An toàn để phát triển

MIRAE ASSET PRÉVOIR
Life Insurance

➤ Ancillary fee income engine