

RESULTS ANNOUNCEMENT

1Q.2022



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1 OCB OVERVIEW



At-A-Glance

- Established in 1996, OCB underwent organizational and shareholder restructuring in 2010.
- In 2020, OCB welcomed a Japanese bank as its new strategic shareholder and launched its next phase of growth and institutional development.
- In line with its prudent risk management philosophy, OCB was one of the first banks in the country to adopt Basel II.
- OCB Bank was first bank to introduce a Digital / Omni-Channel banking platform.
- In 2021, OCB strengthened financial capacity and raised the chartered capital to VND13,670tn. OCB is amongst the top banks in Vietnam in terms of growth, safety, and profitability:
 - One of the fastest growing banks with **PBT growing at ~52% CAGR** over 2017 to 2021
 - One of banks with **highest profitability with ROAA 2021 of 2.6%**.
 - Top efficient banks with **lowest CIR 2021 of 26.9%**.

Basel II Compliant and Moody's B1 Rating

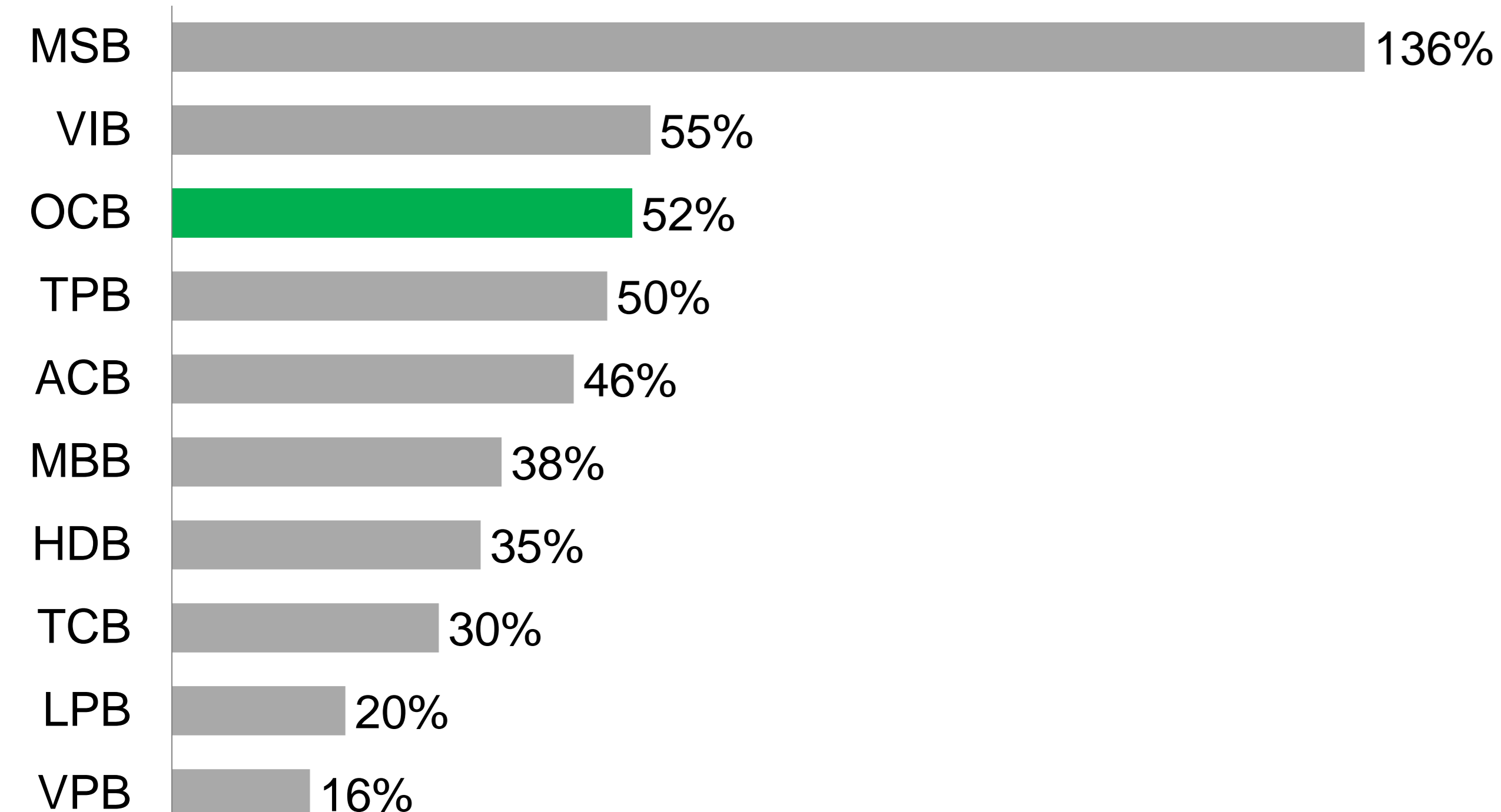






Fully compliant with **Basel II** risk management initiatives (certified by SBV).

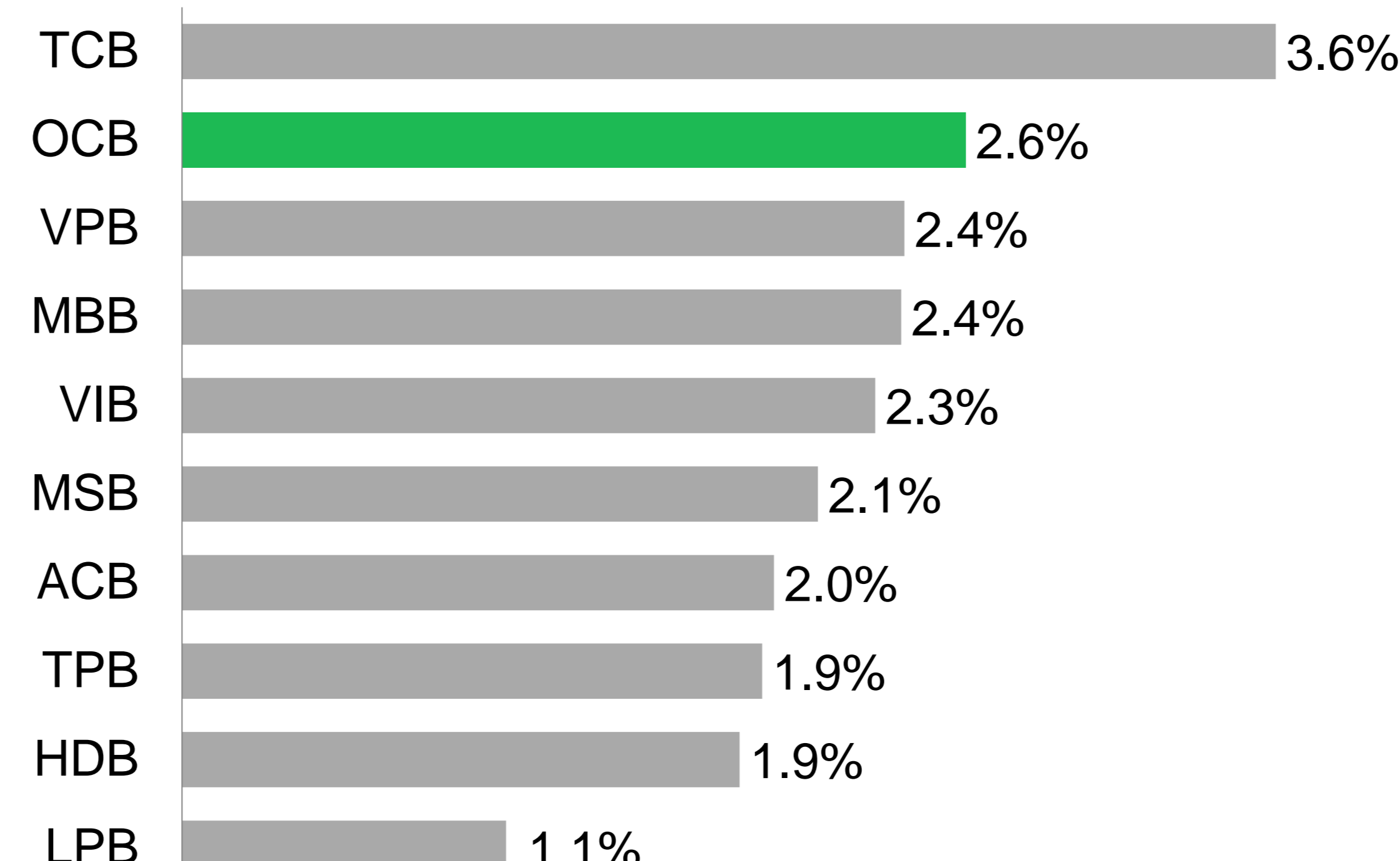
Upgraded from Stable to Positive for issuer Rating and Long-term Deposit Rating.

Our partners include prestigious organizations, including **IFC, ADB, and JICA, among others.**

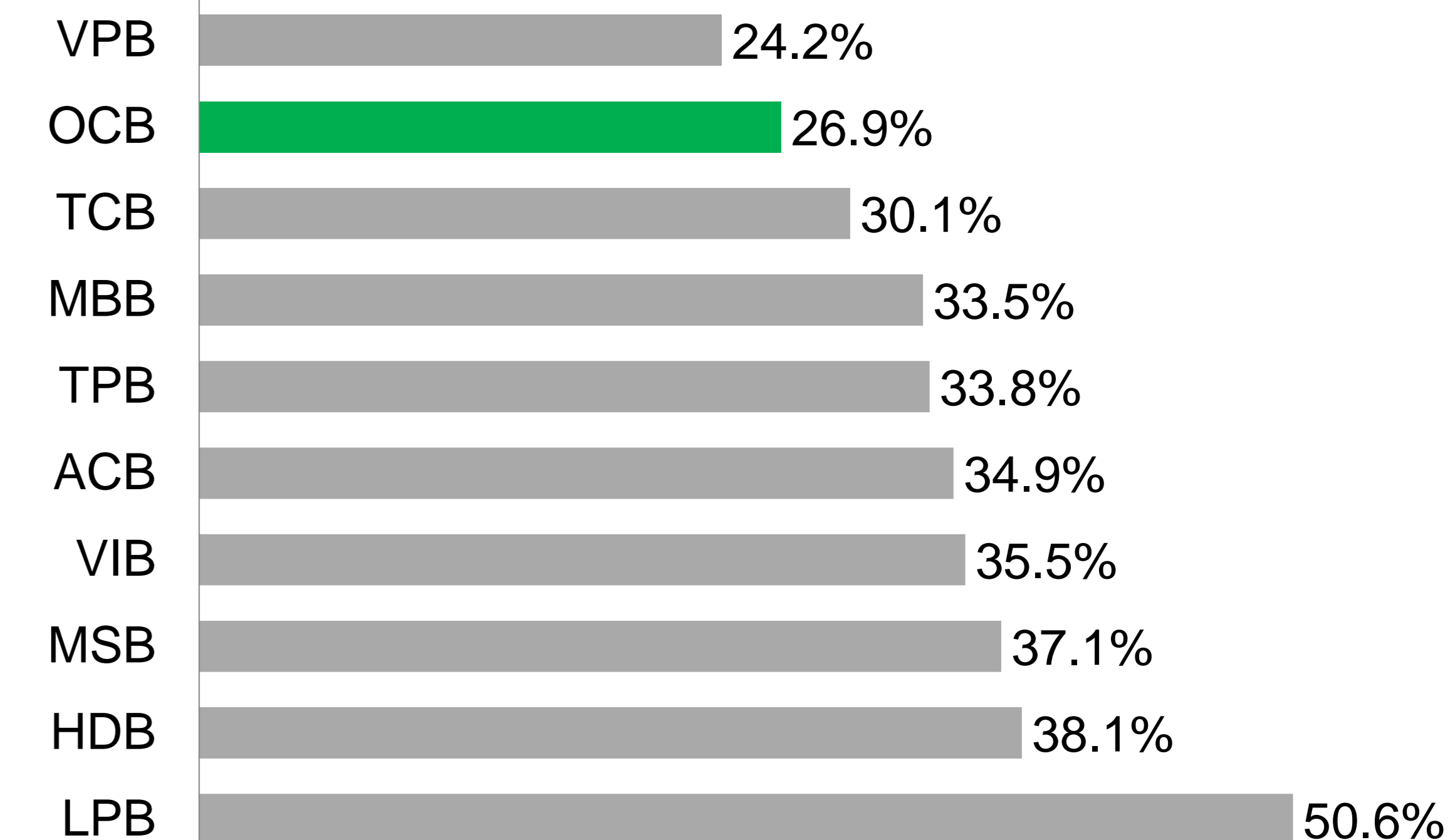
Top PBT Growth (CAGR 2017-2021)



Top ROAA 2021

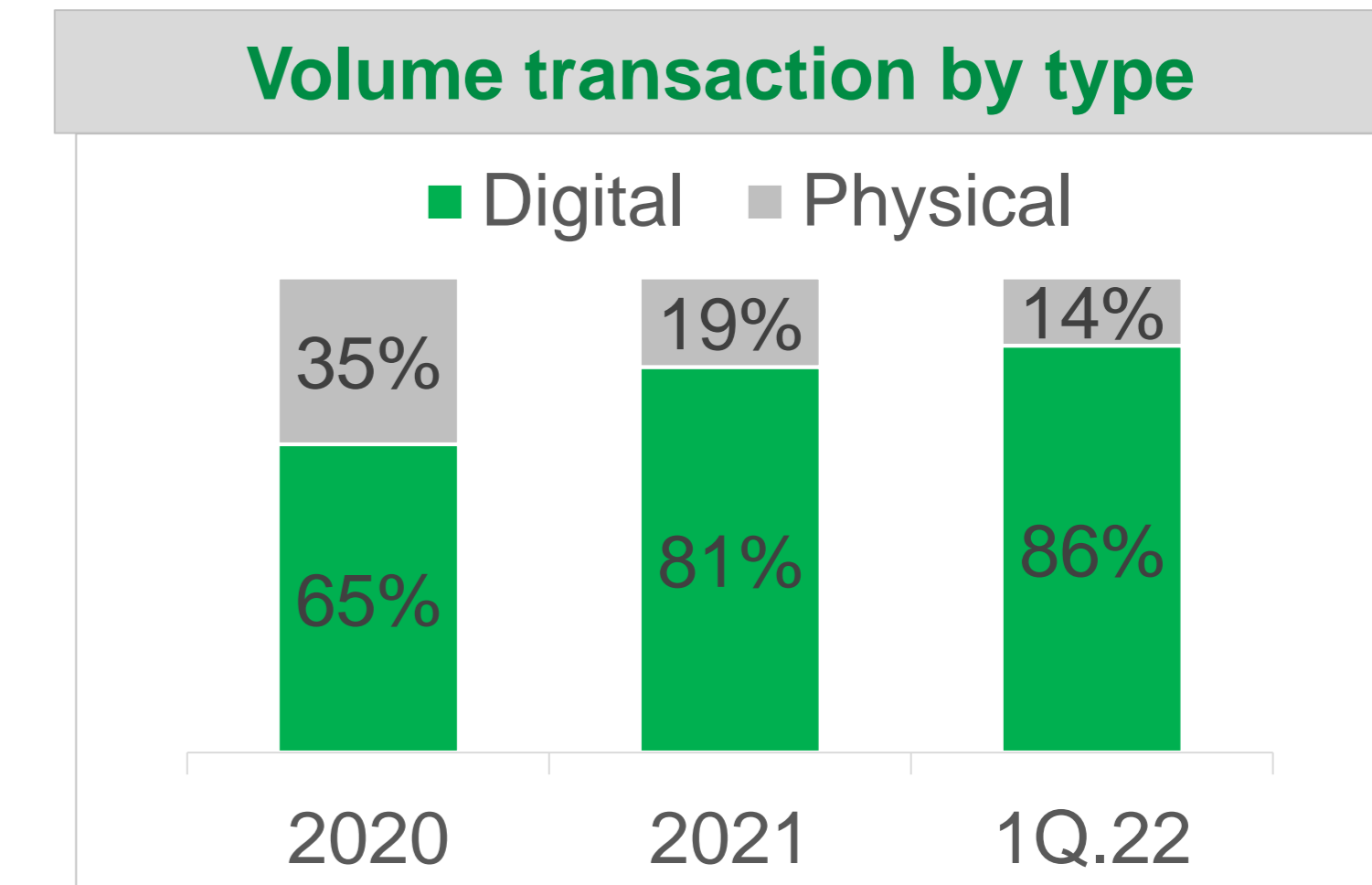
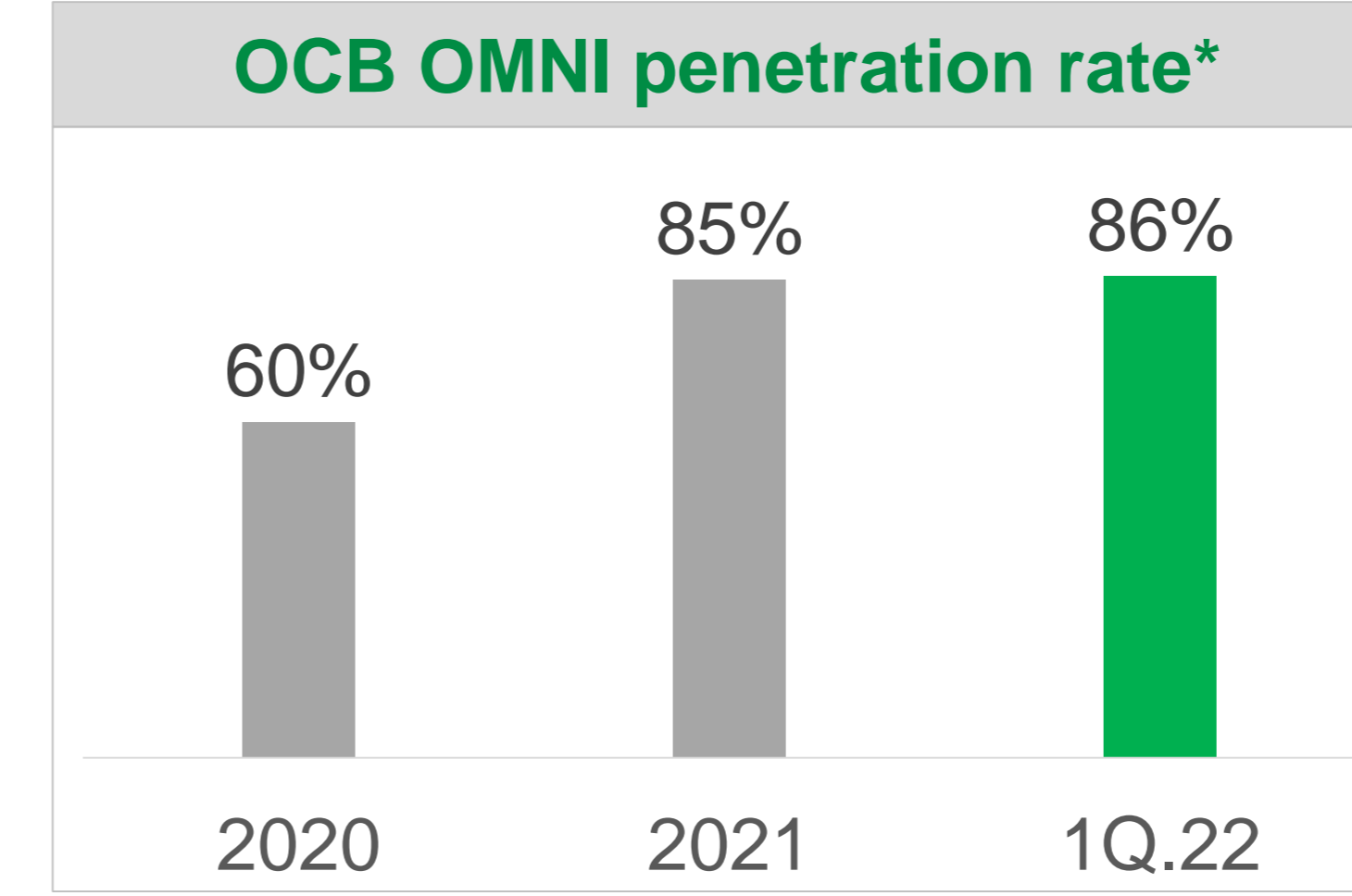
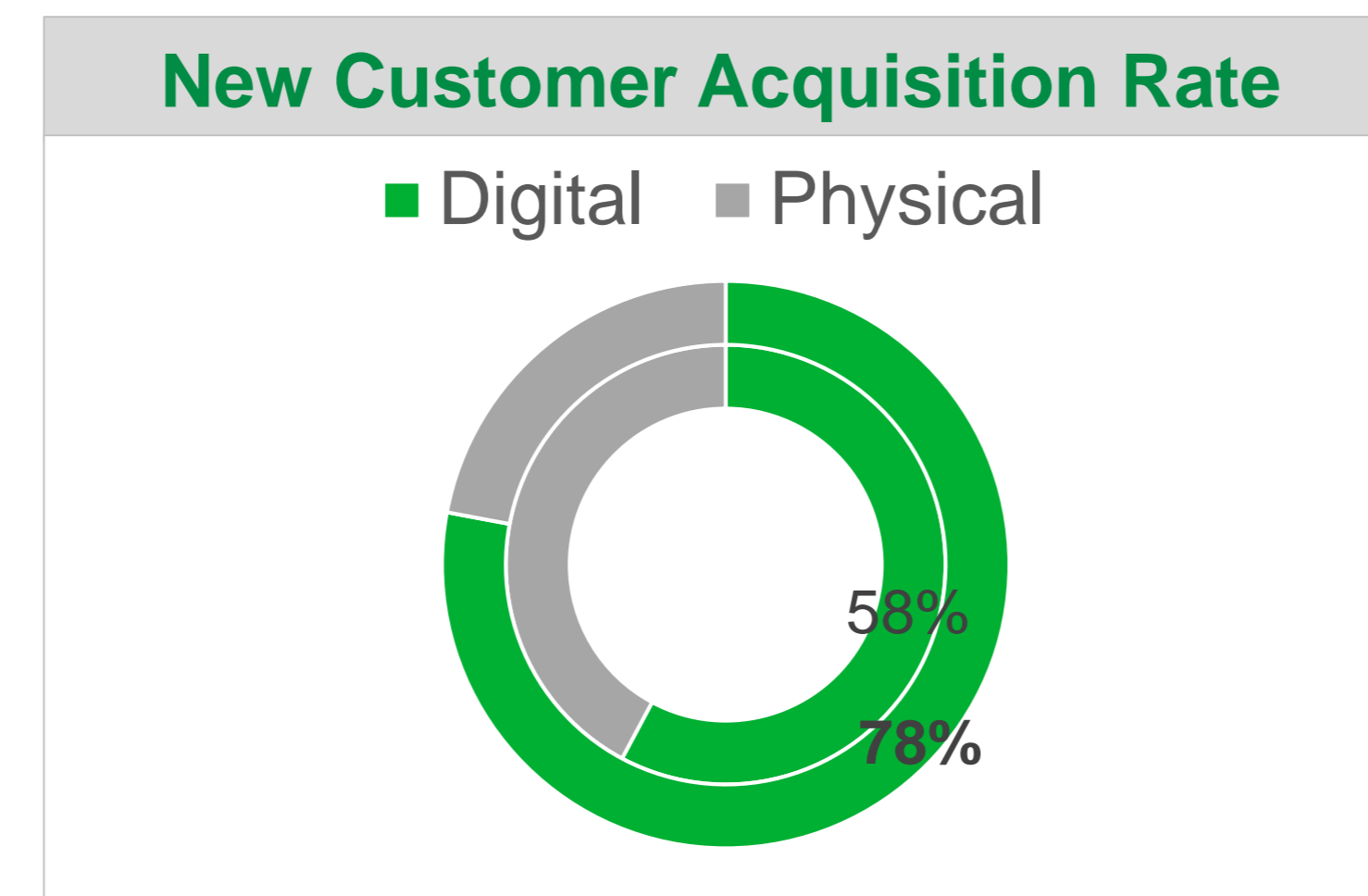
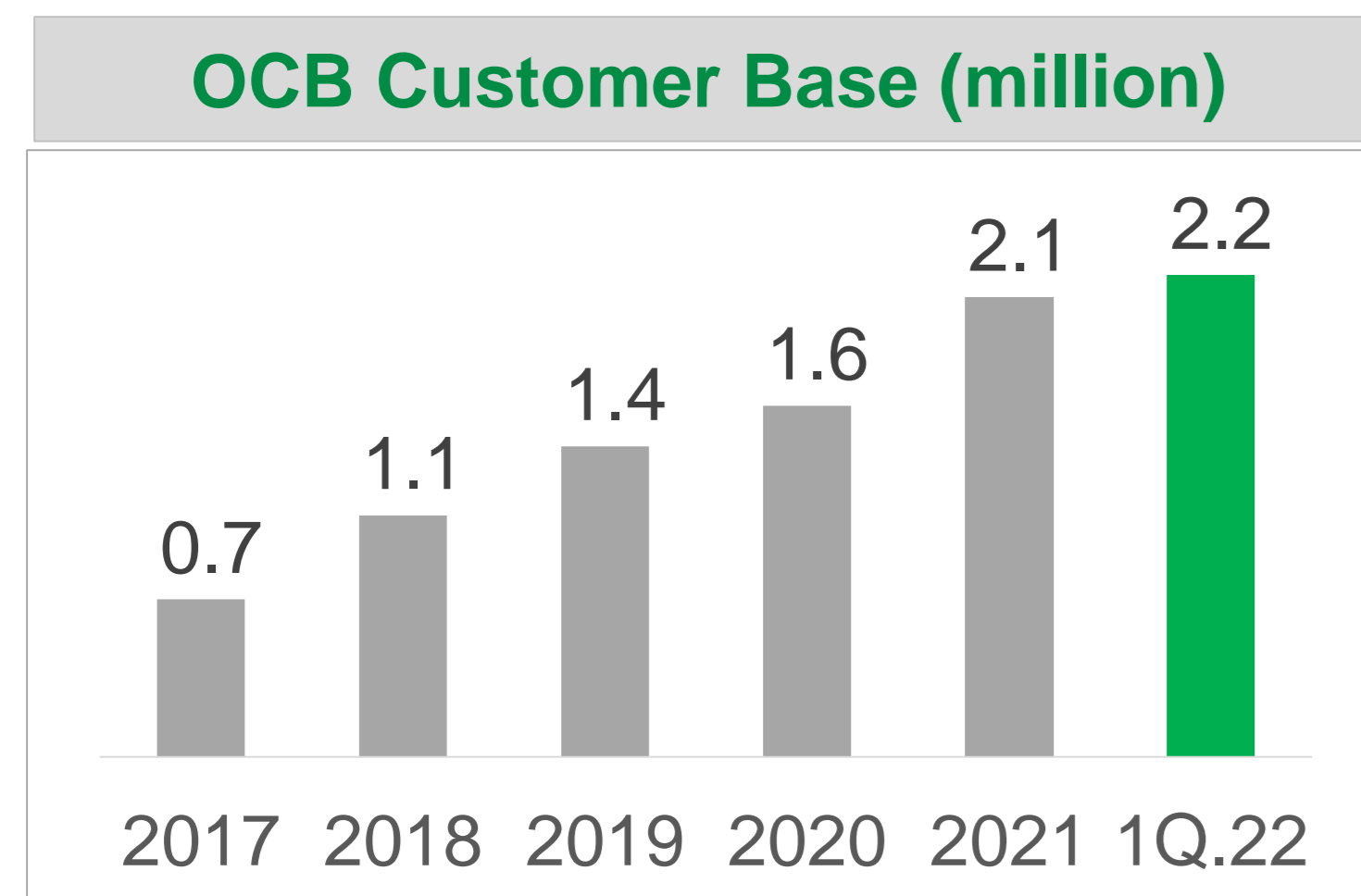
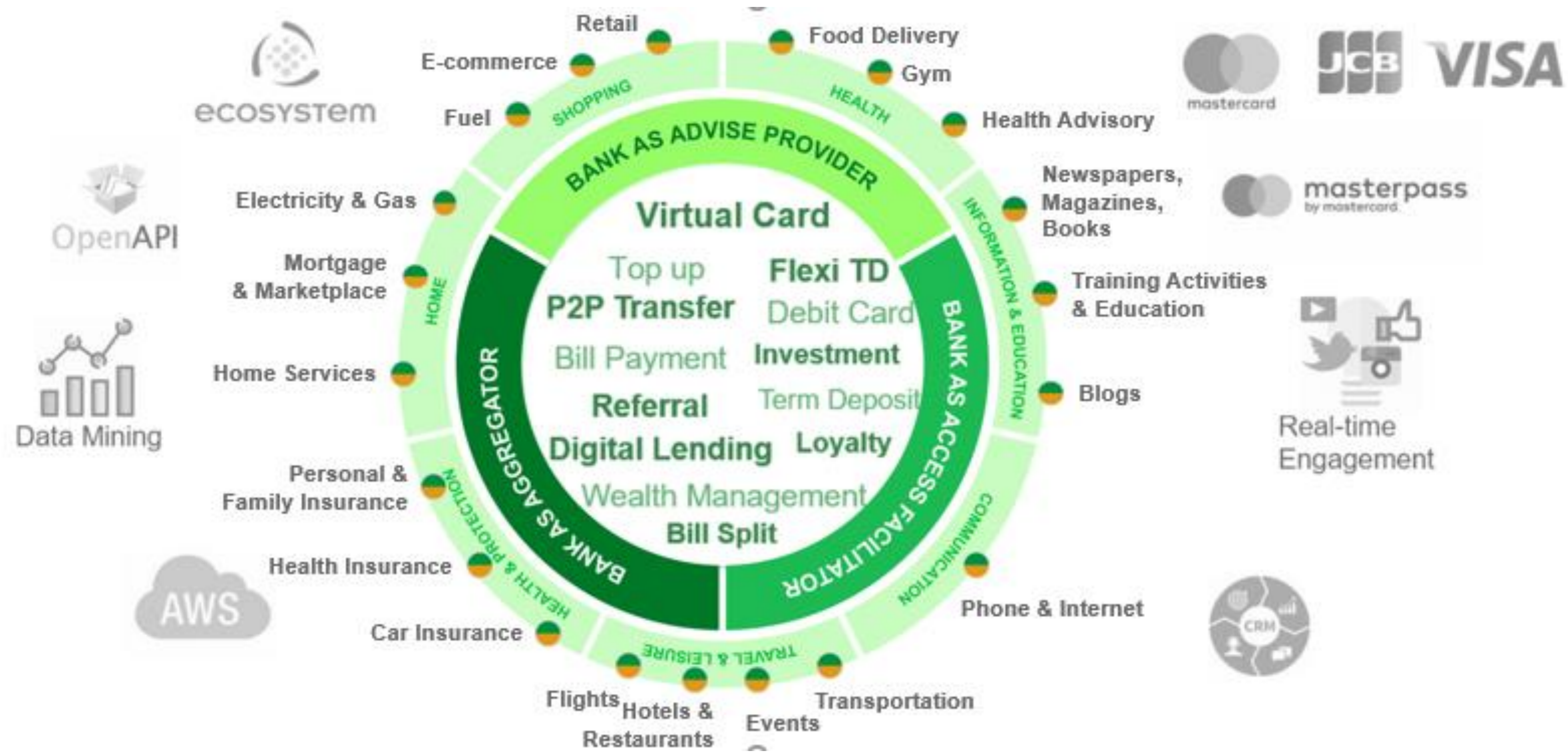


Top Efficient Bank with Lowest CIR (2021)



Source: Bank's financial statements

Supper APP – OMNI 2.0





Top 25 leading financial brands in Vietnam voted by Forbes



The best digital banking application in Vietnam voted by IFM for digital bank OCB OMNI



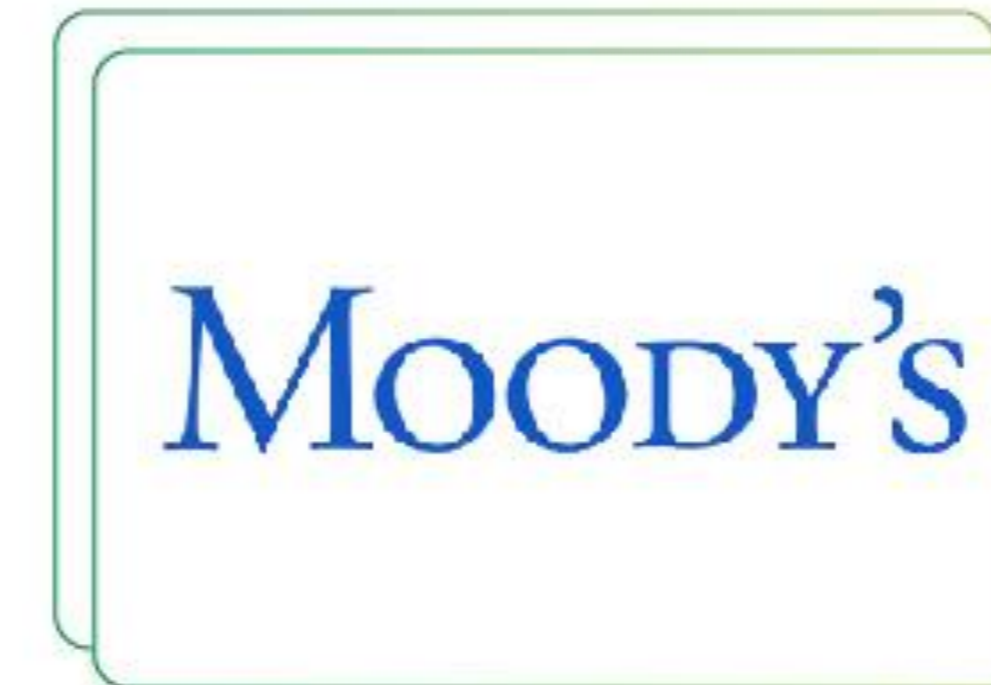
"Best Green Deal" award from Asian Development Bank (ADB)



2021 Asia Excellence Entrepreneur Award for Mr. Trinh Van Tuan, Chairman of the Board of Directors of OCB



Top 10 prestigious private joint stock commercial banks & Top 50 best growth enterprises in Vietnam in 2021 announced by Vietnam Report



Moody's has upgraded its credit rating from "stable" to "positive," keeping the Counterparty Risk Assessment (CRA) and Counterparty Risk Ratings (CRR) at Ba3, the highest rating in Vietnam today.

**ỨNG DỤNG
NGÂN HÀNG SỐ
TỐT NHẤT VIỆT NAM**

**BEST DIGITAL BANKING APP
VIETNAM 2021**

CHUNG NHẬN BỞI
INTERNATIONAL FINANCE AWARDS

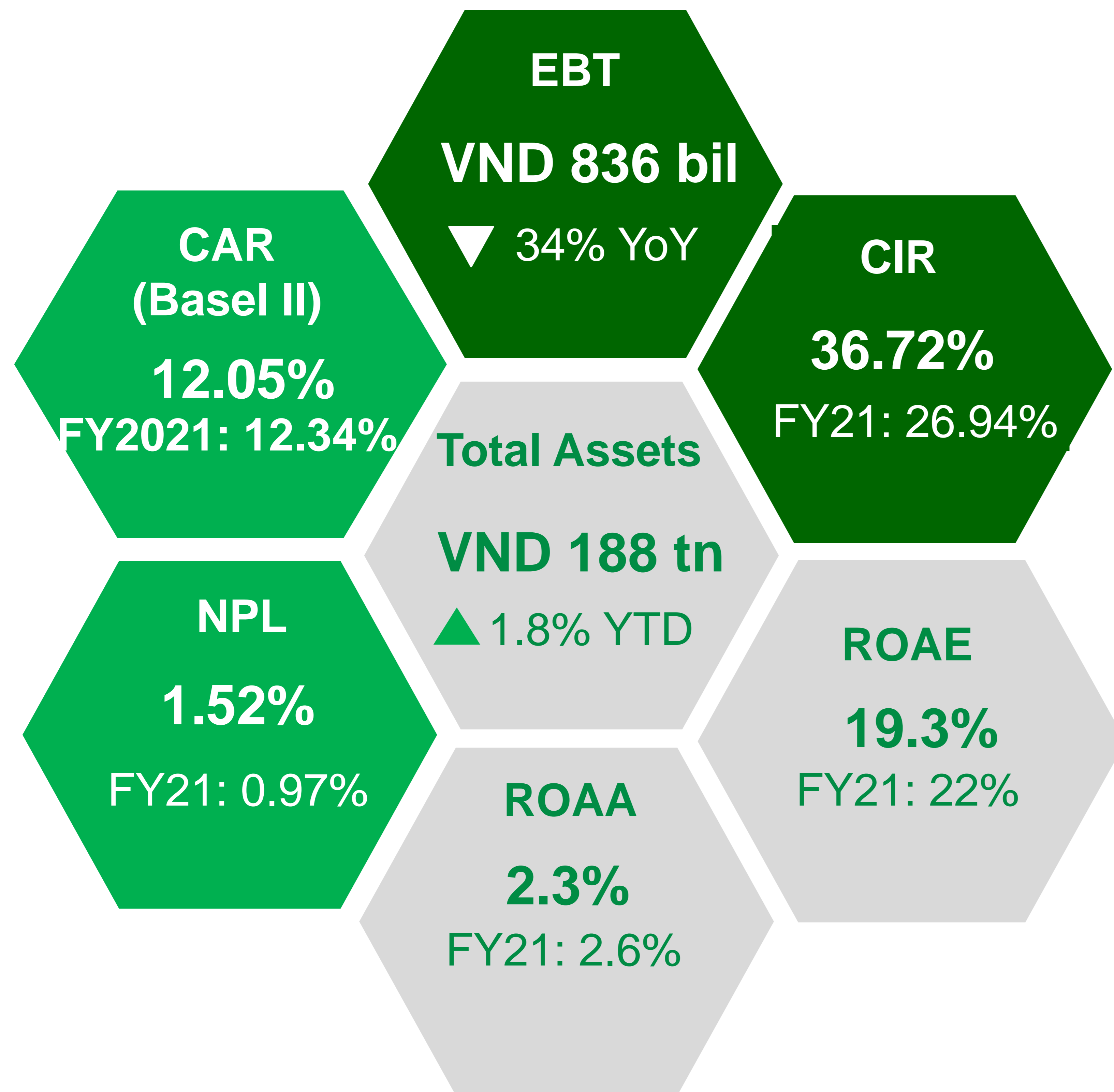
OCB OMNI

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FINANCIAL RESULTS

1Q.2022

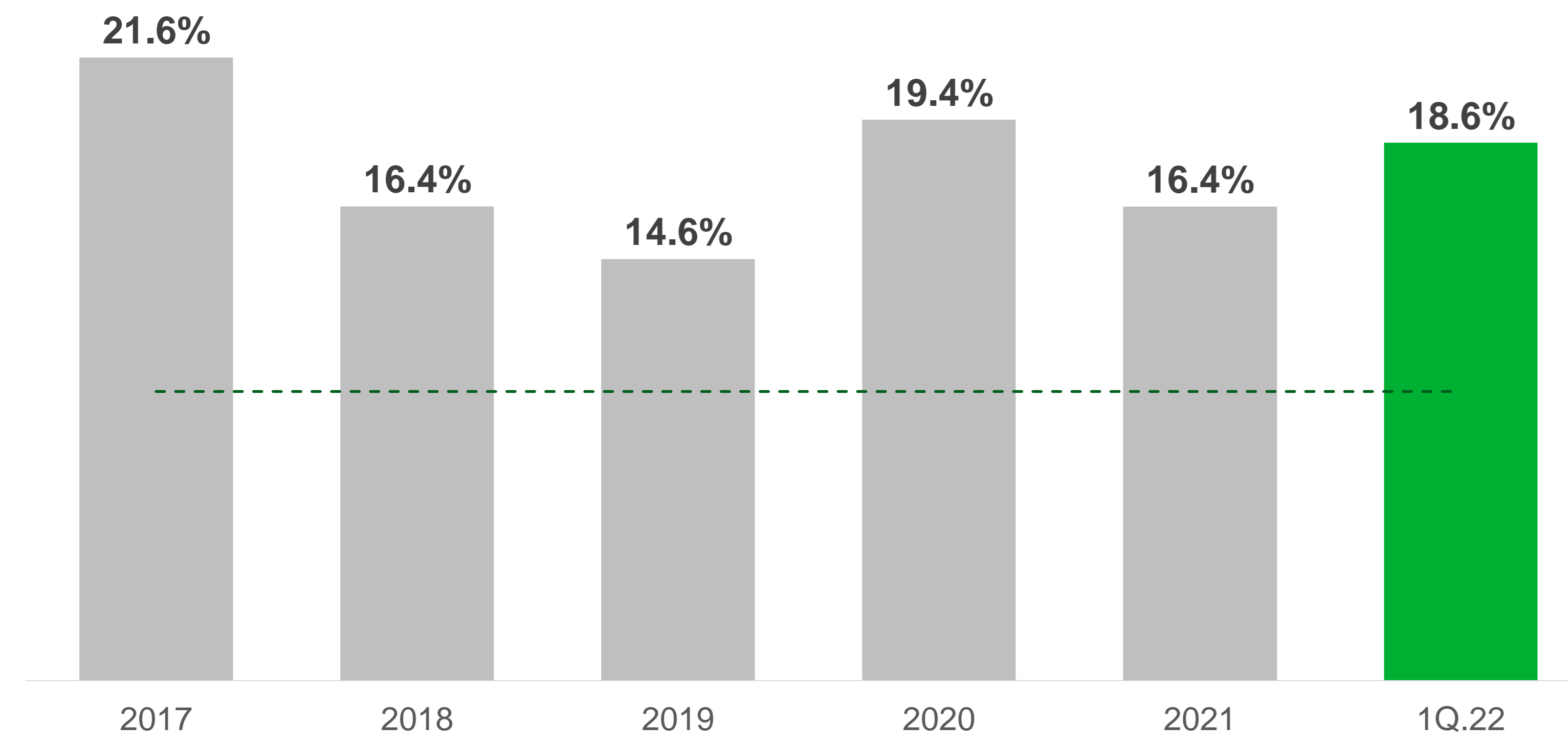




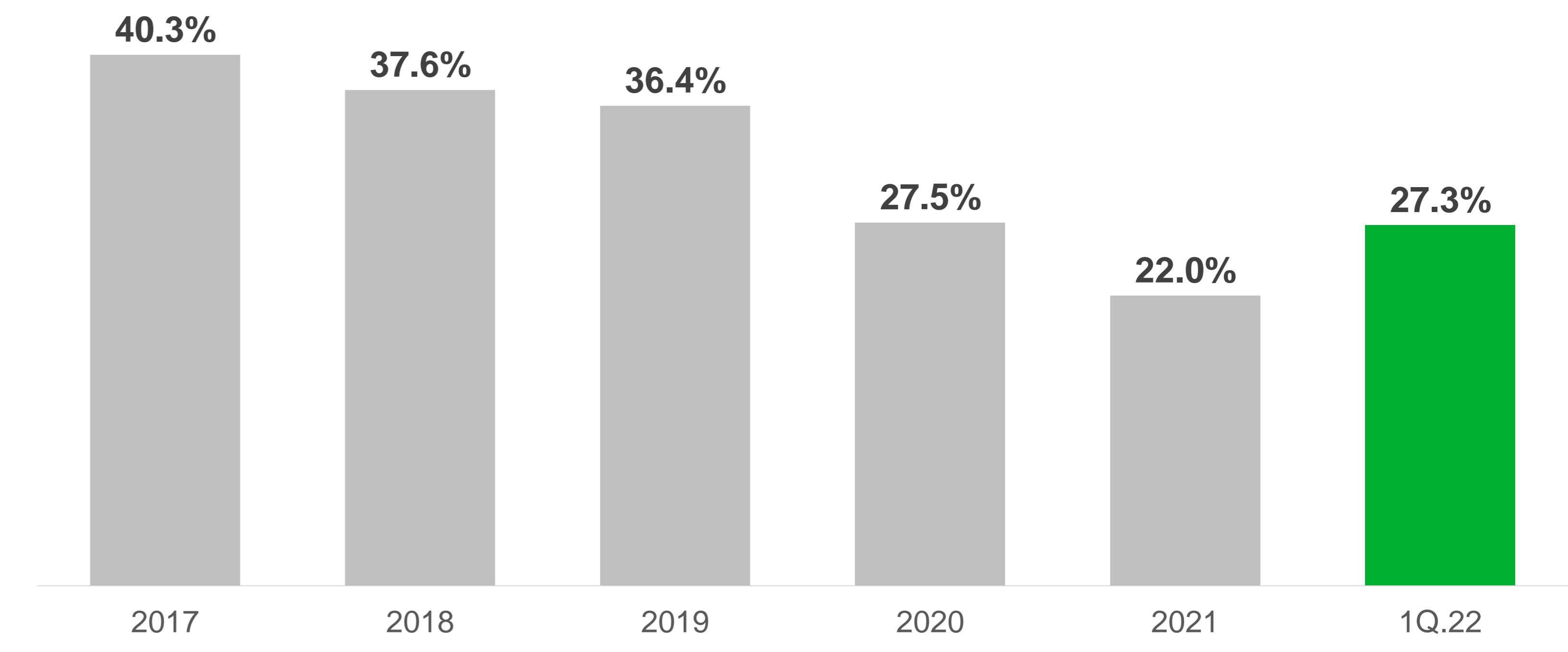
- ❖ Rigorous risk management practices and various covid-19 supportive measures.
- ❖ Prudent liquidity ratios.
- ❖ Credit and funding portfolio gravitate towards strategic mix.
- ❖ Optimized interest-earning assets.
- ❖ EBT decreased by 34% yoy due to additional provision for loans under Cir 11.
- ❖ Meanwhile core earnings from interest income keep increasing and key service incomes are robust.

- Current LDR and liquidity ratios were strengthened, buffering spacious room for credit growth.

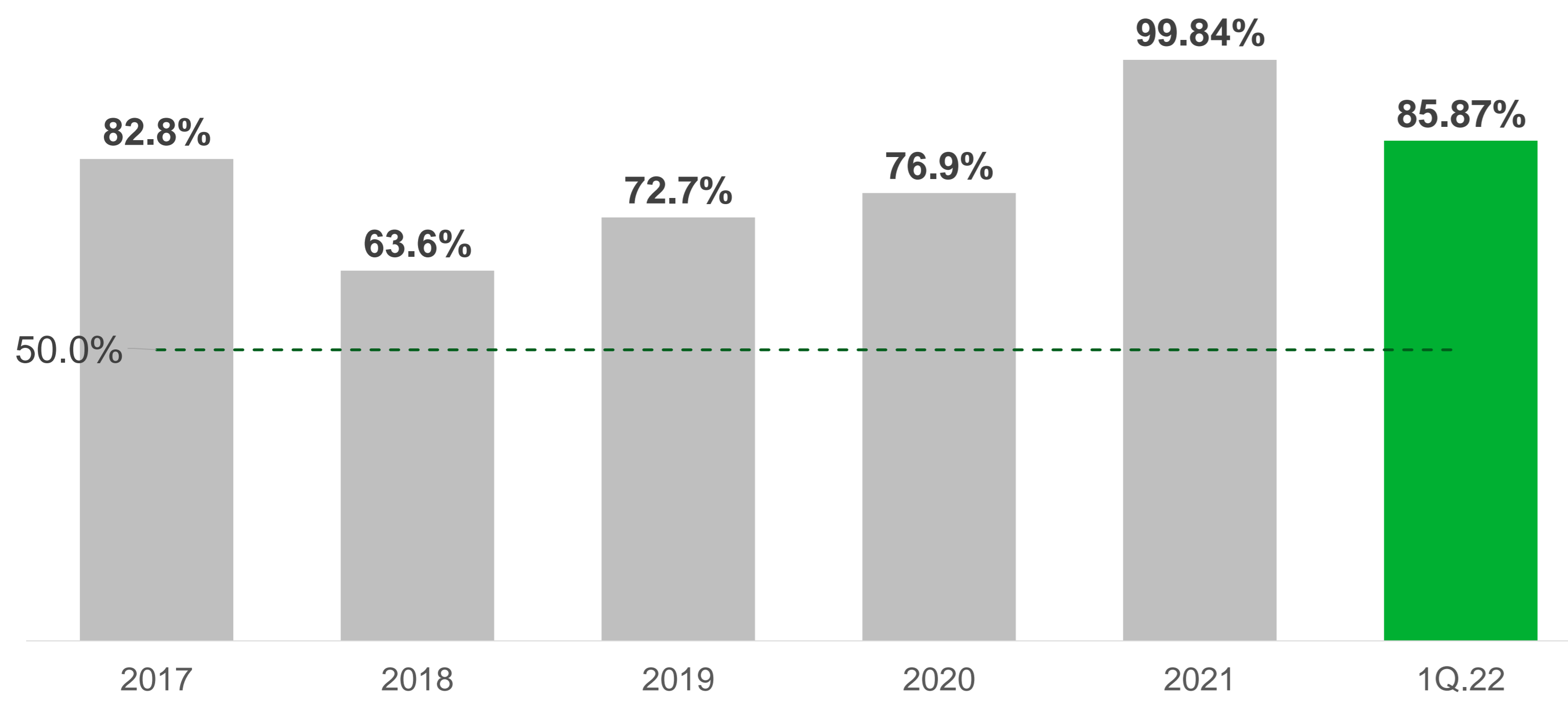
LRR



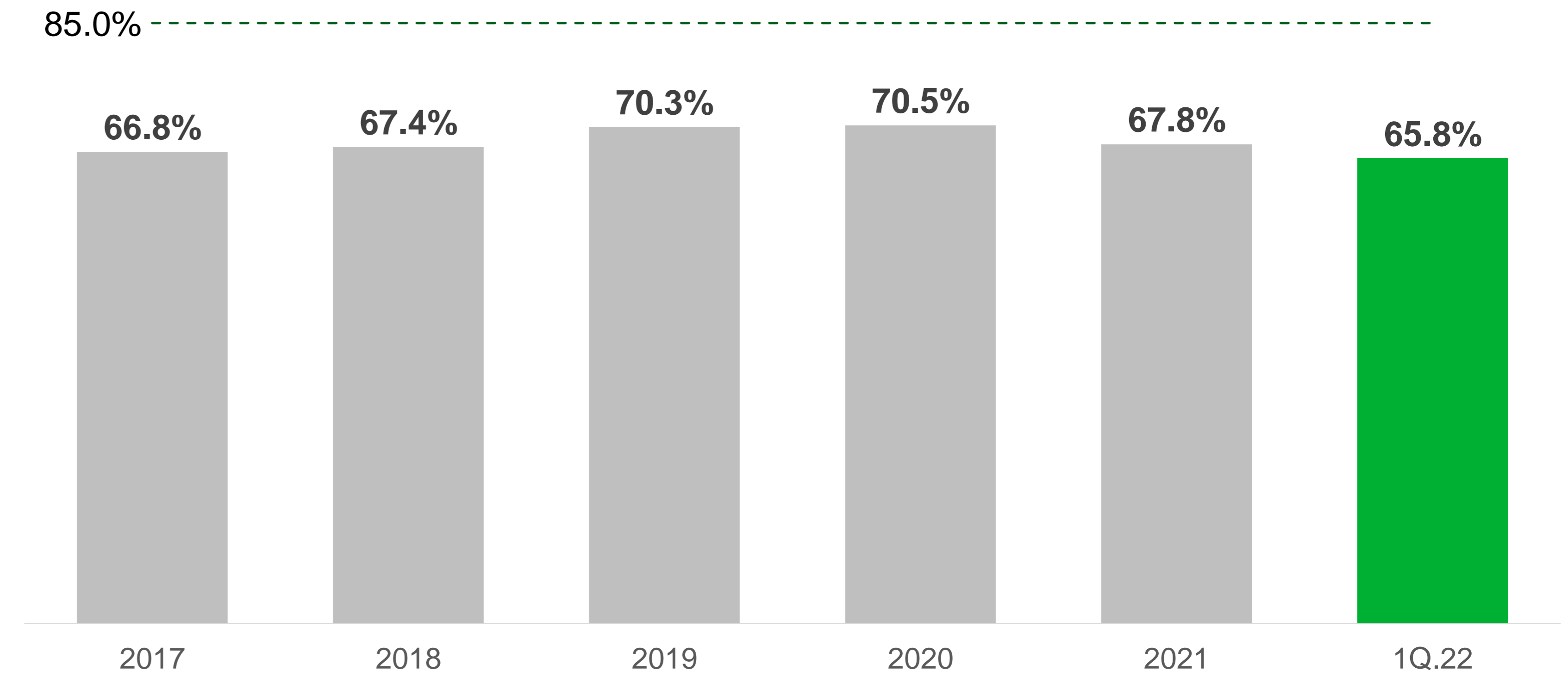
ST Funding for MLT Lending



LCR



LDR



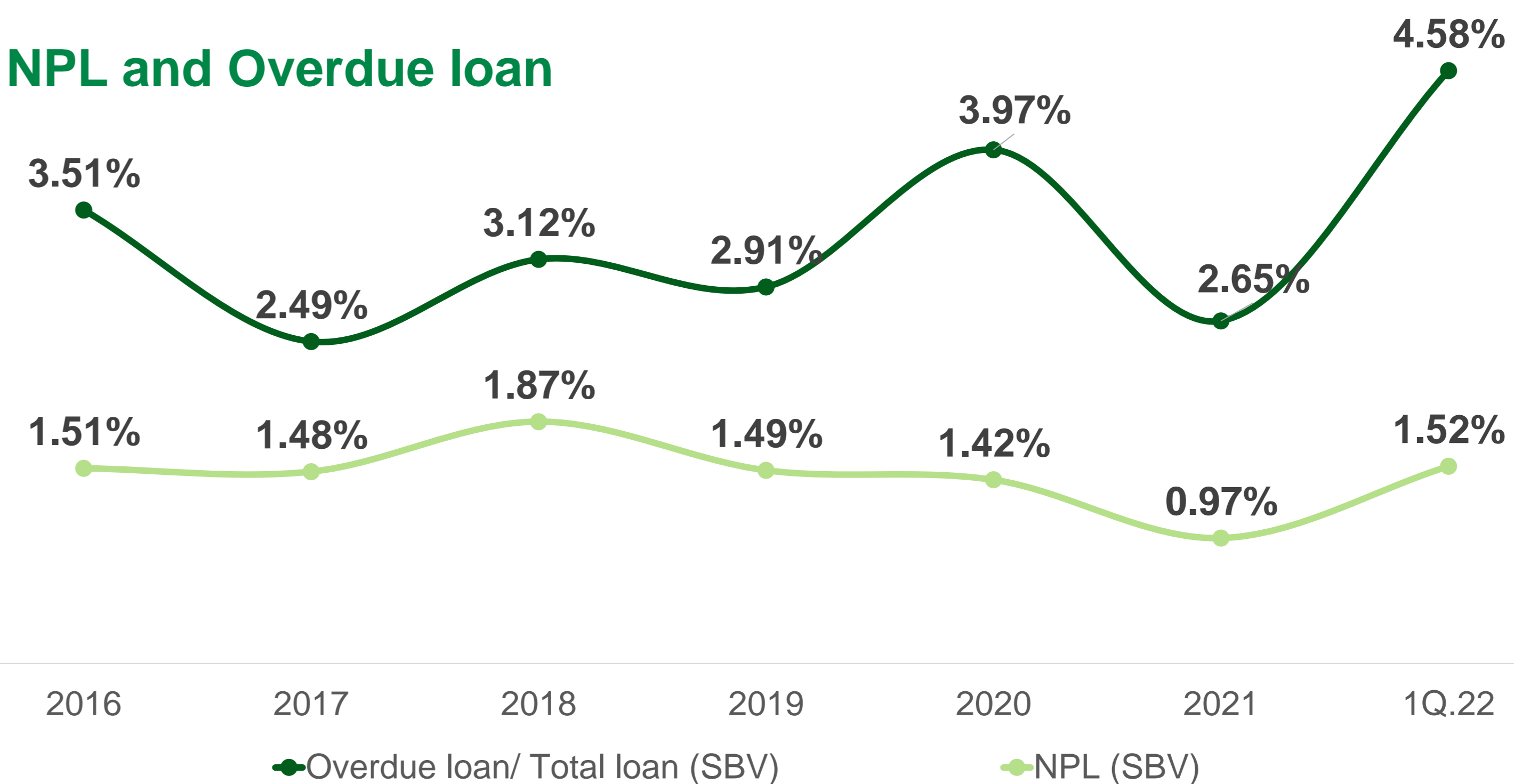
- The majority of the lending portfolio were secured loan, still buttressing NPL ratio at low rate
- CAR goes up far above SBV limit and among top level in the industry.

Moody's credit rating –OUTLOOK POSITIVE

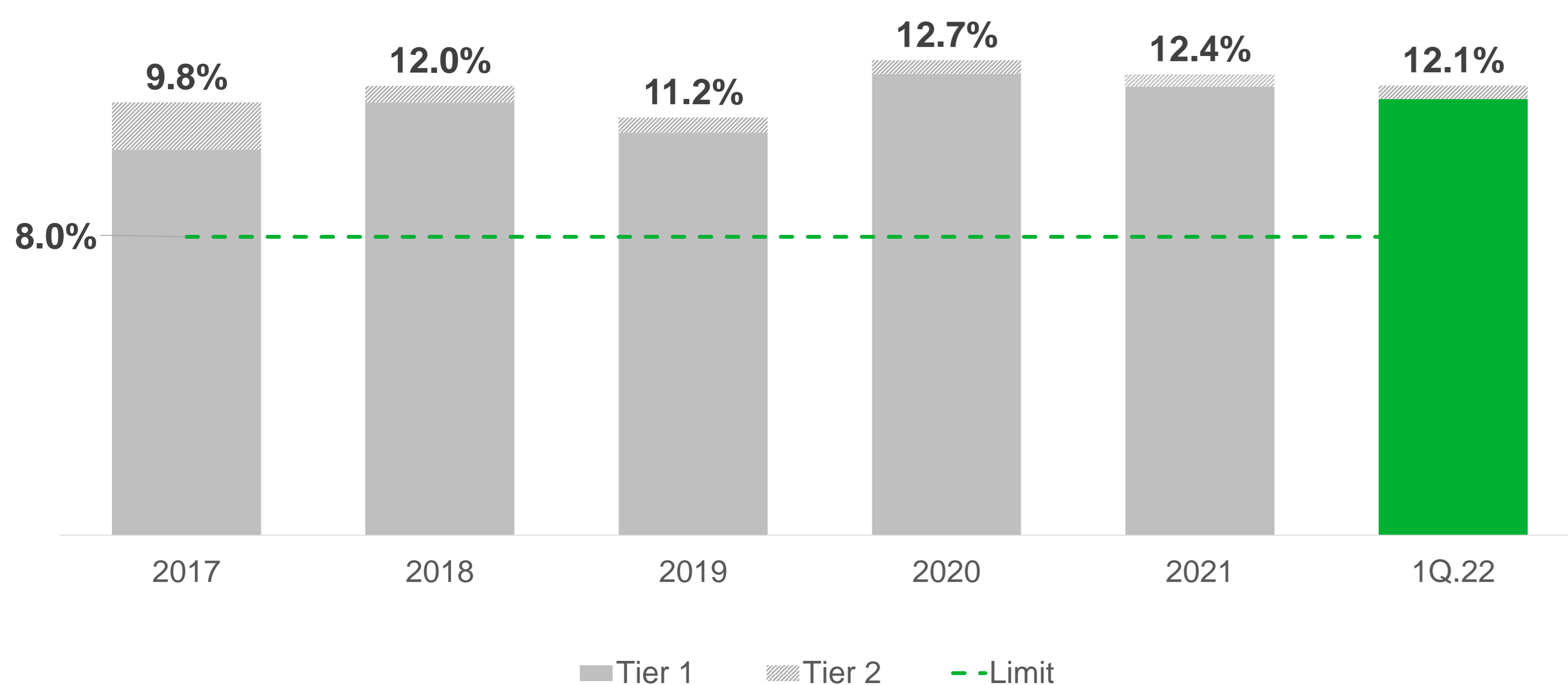
Counterparty Risk Rating (CRR)	Ba3
Counterparty Risk Assessment (CRA)	Ba3 (cr)
Baseline Credit Assessment	B1
Issuer Rating	B1, outlook positive
Long-term Deposit Rating	B1, outlook positive (*)

(*) Upgraded by Moody's from March, 2021

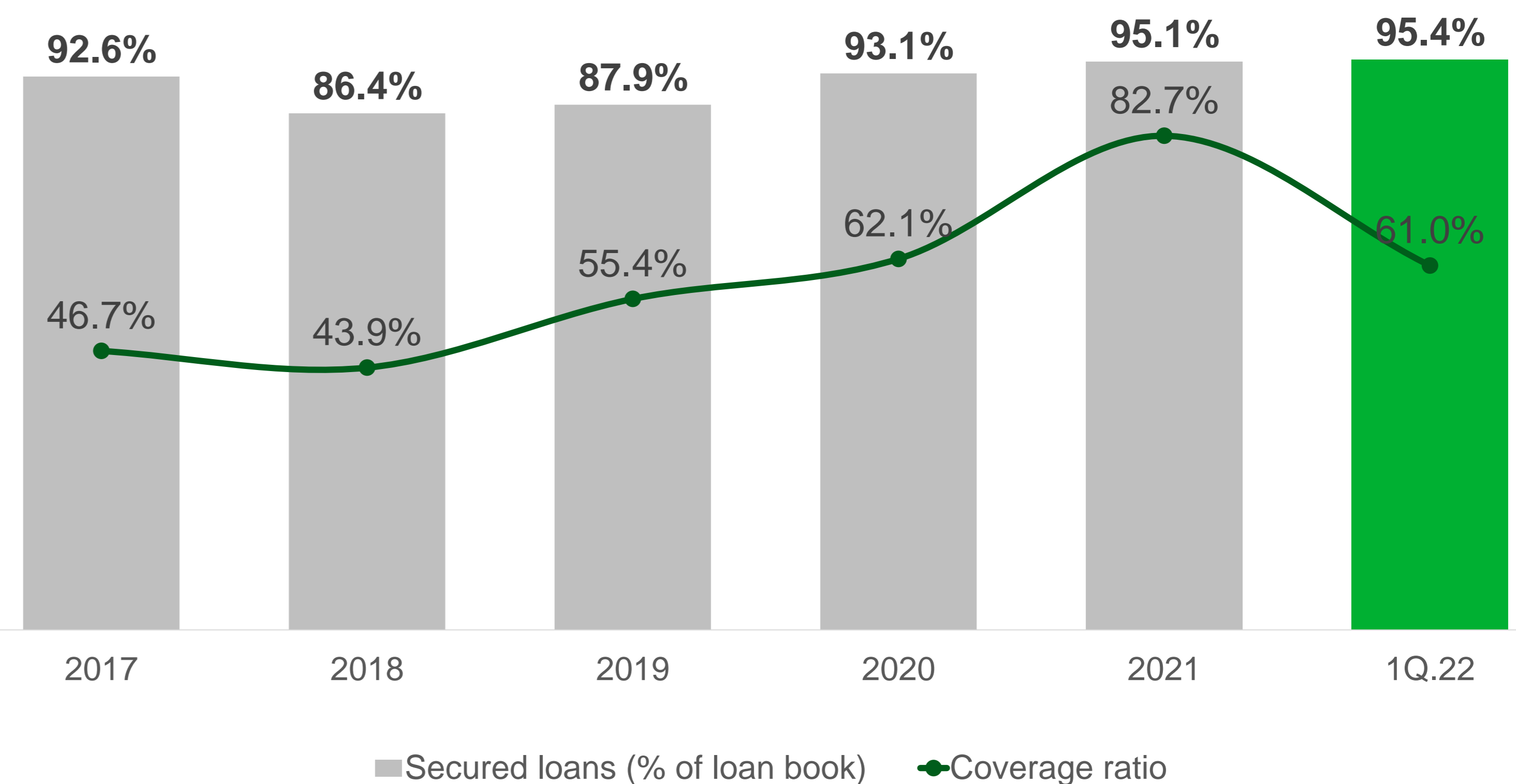
NPL and Overdue loan



Capital Adequacy Ratio



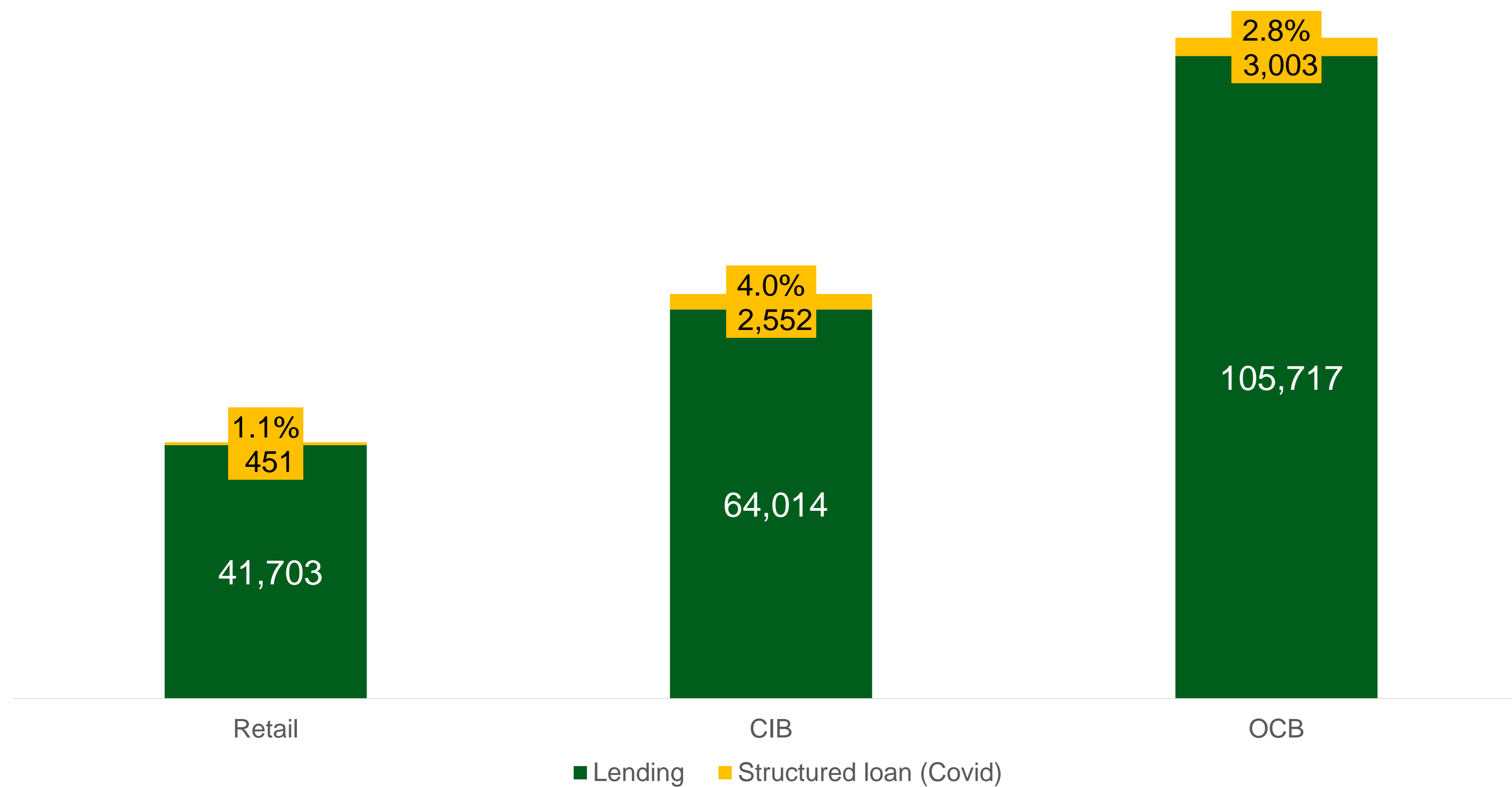
Secured Loan and Coverage Ratio



- OCB actively valuated and rescheduled debts and reduced interest rate appropriately to the targeted customers under Circular 14/2021/NHNN.
- Yet, principal and interest rescheduled are well controlled and consist of a small proportion (2.8%) in our lending portfolio.

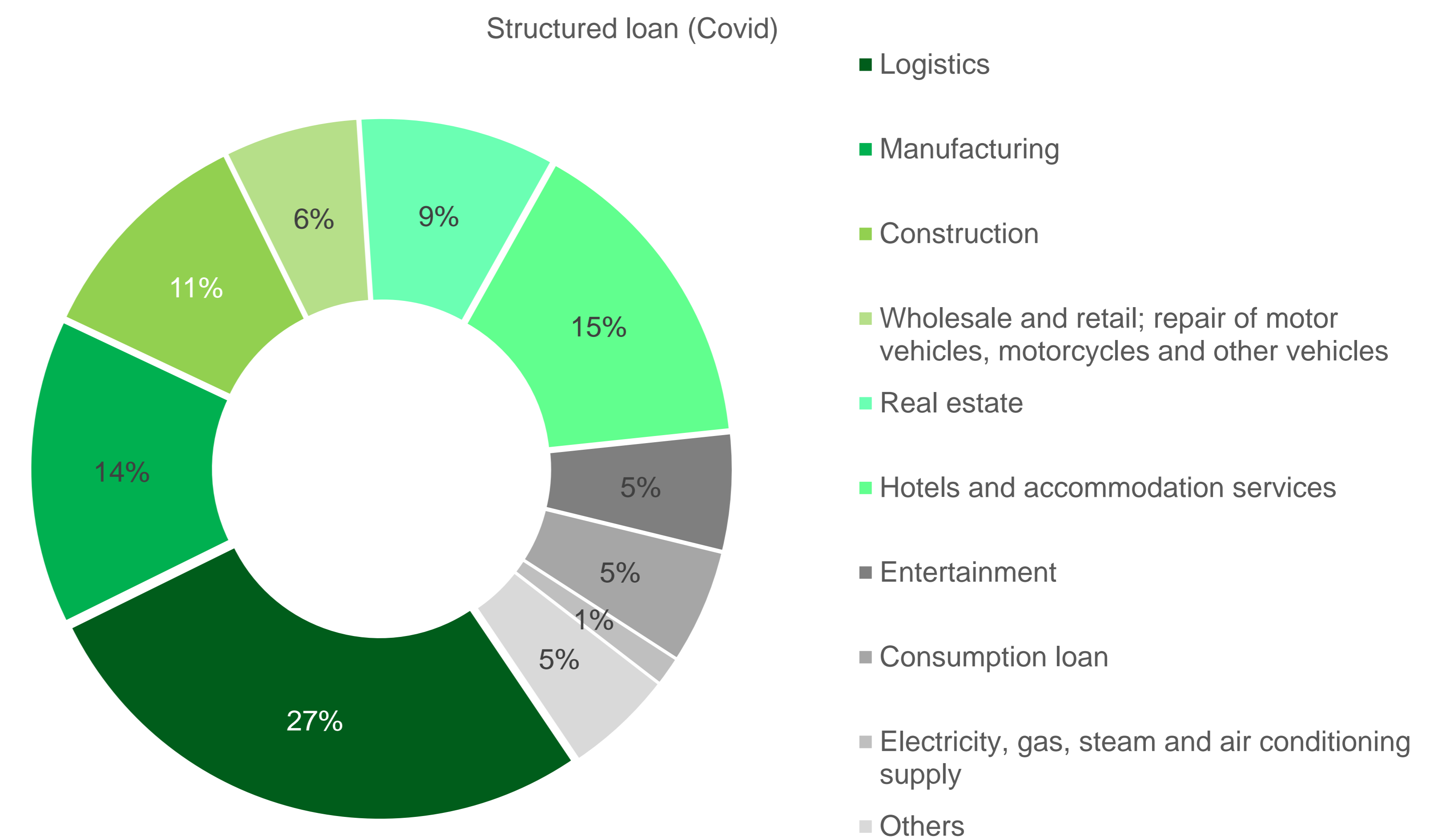
Restructured loan to total lending

VND Billion



Restructured loan by industries

% of total structured loan (not incl. interest restructured)

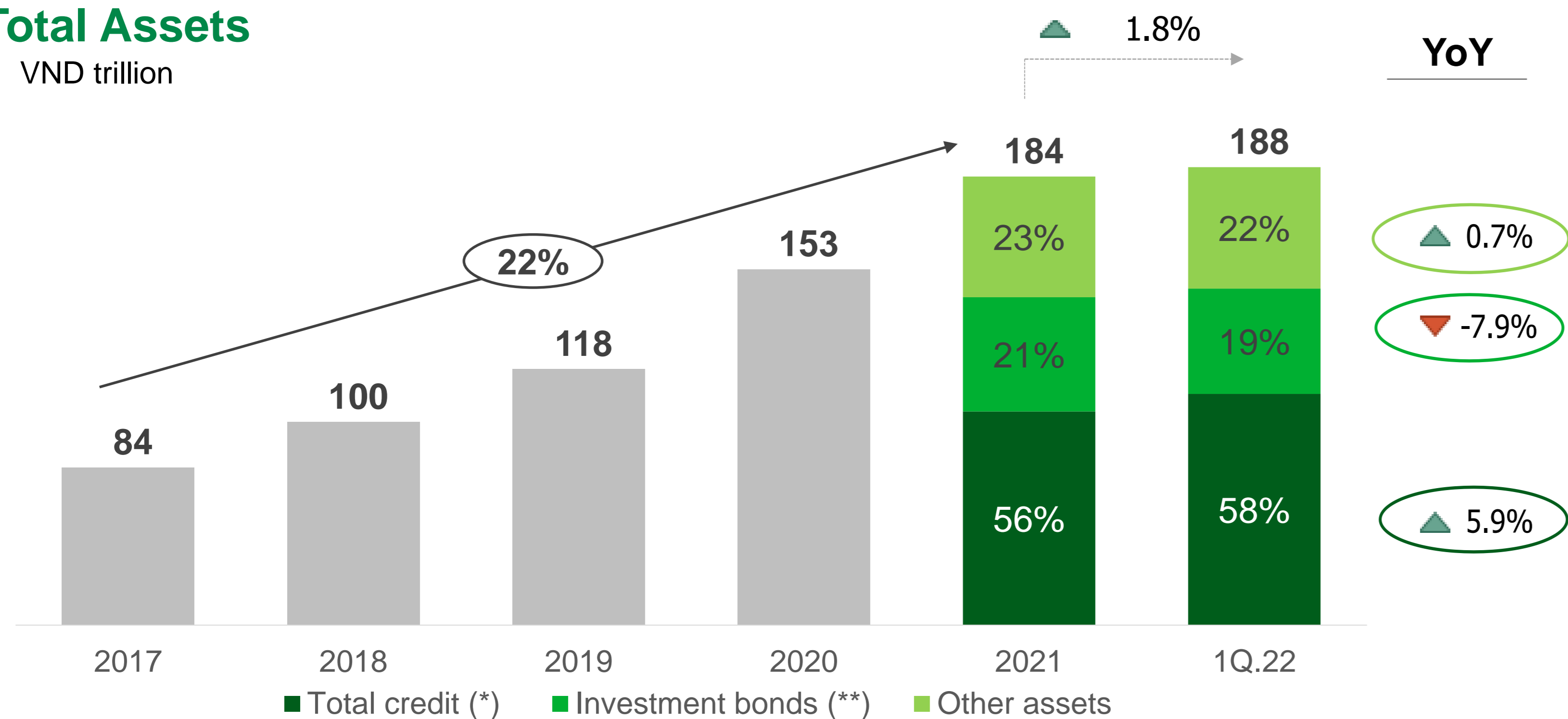


(*) Outstanding interest receivable relating to restructured loan due to Covid-19: VND 337 bn

- Reduce the proportion of low-yield assets.
- Focused retail, MSME, and SME segments with high-yielded products (mortgage, auto loans) dominantly drove lending growth from Market 1 by 5.9% vs. YE 2021.

Total Assets

VND trillion

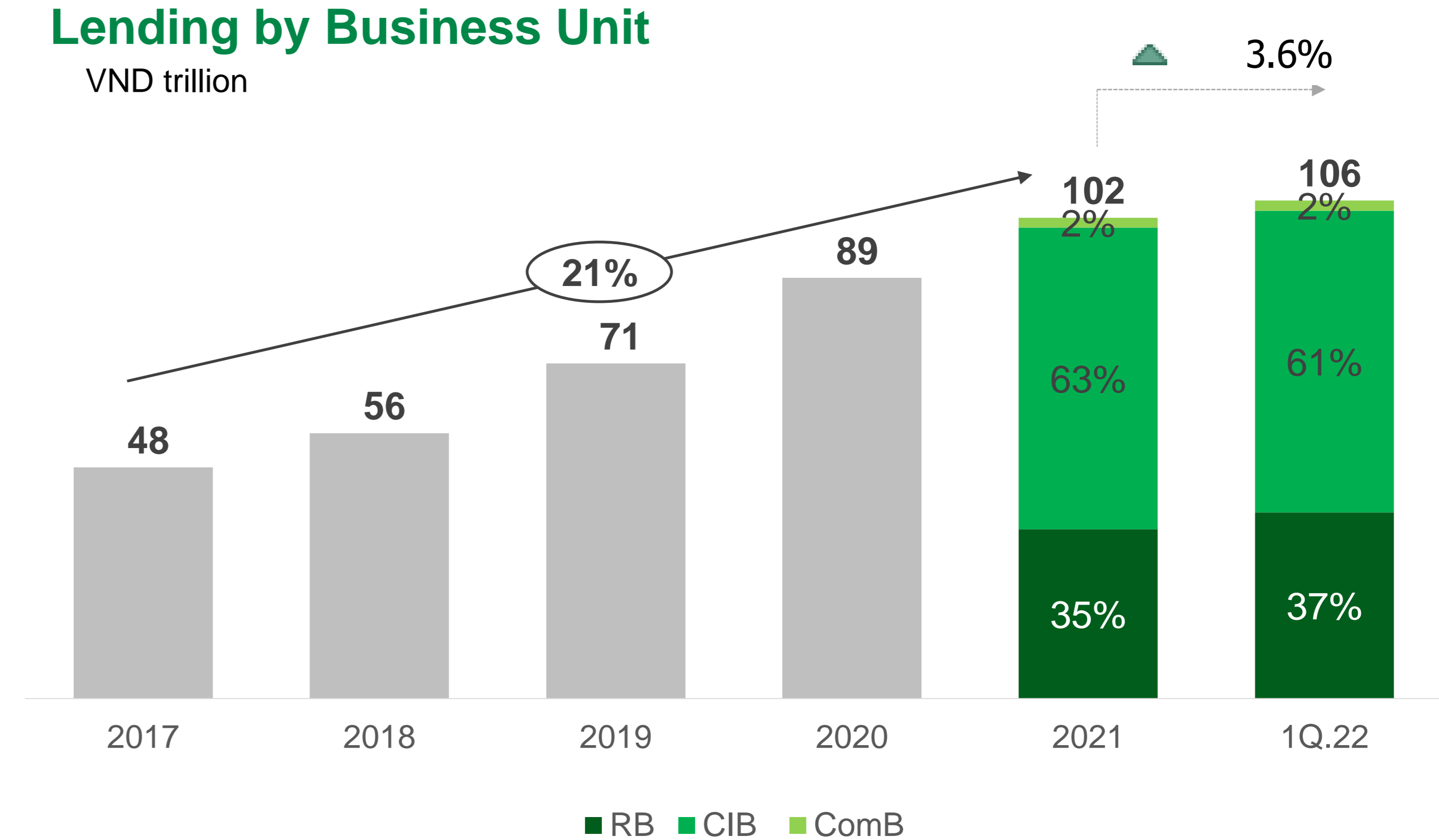


* As at 31 Mar.22, total credit included ~96.4% customer lending (~ VND 105.7 trillion) & 3.6% corporate bond (~ 4 trillion VND)

** Investment bonds included 65% Gov. bond (~ VND 22.35 trillion) & 35% institution bond (~ VND 13.9 trillion).

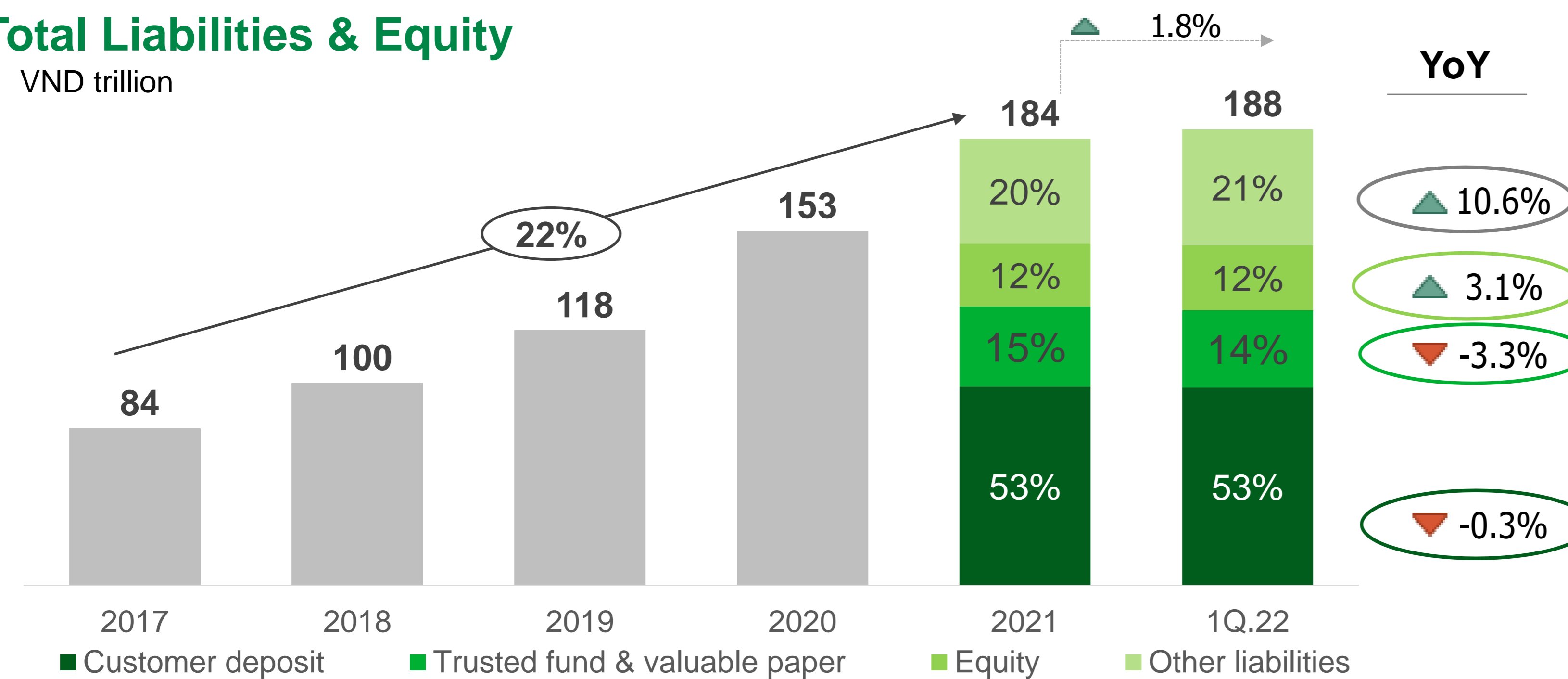
Lending by Business Unit

VND trillion



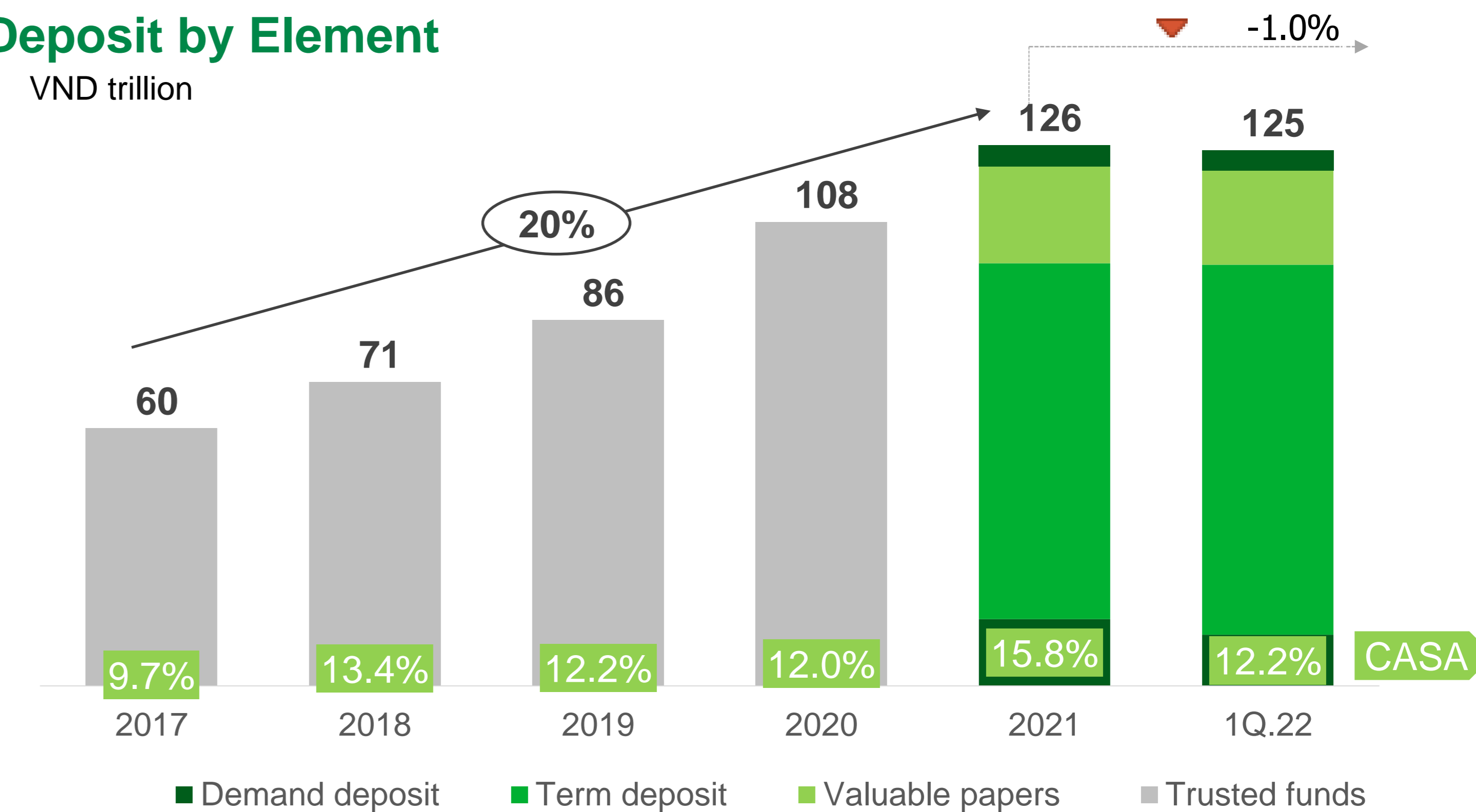
Total Liabilities & Equity

VND trillion



Deposit by Element

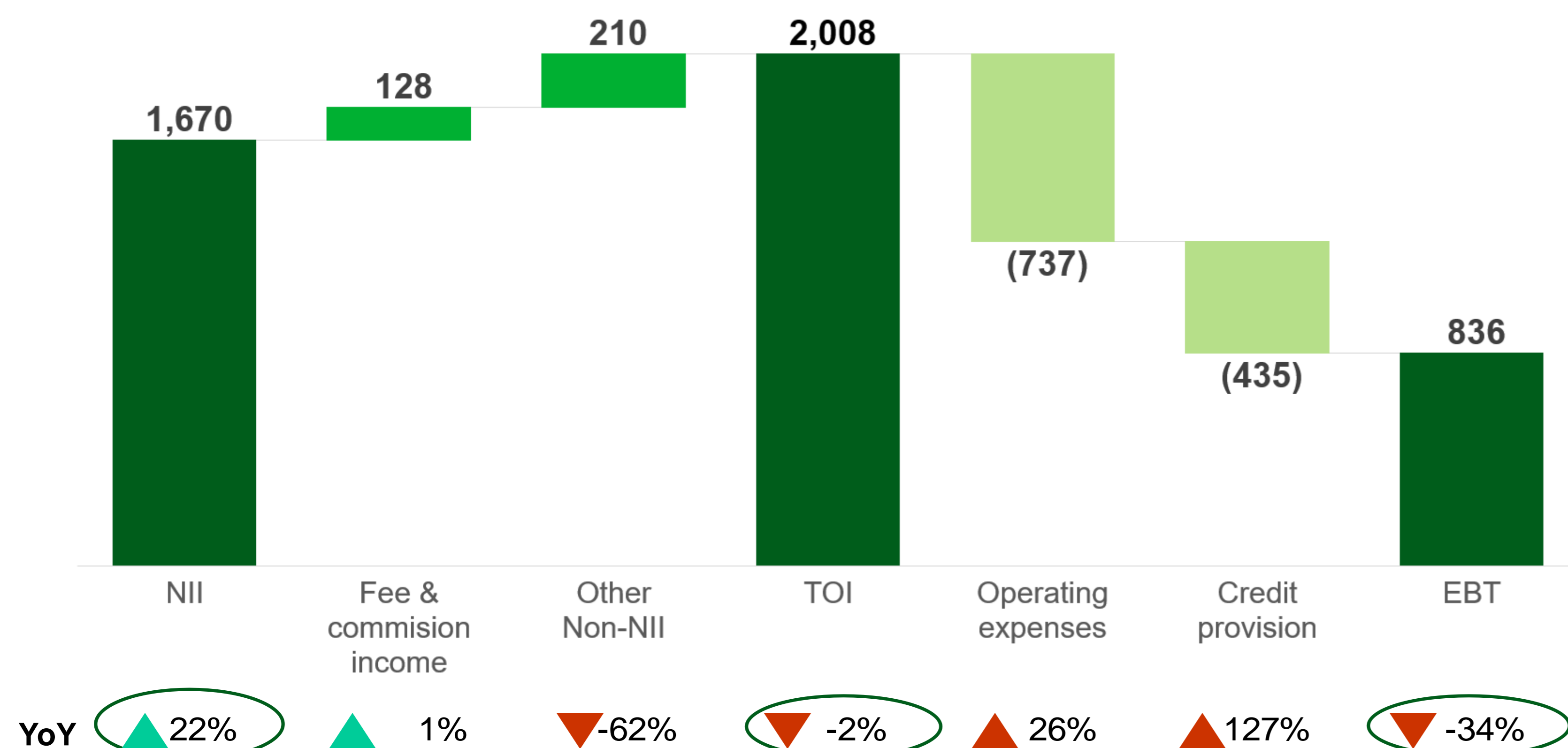
VND trillion



- EBT decreased by 34% YoY in 1Q.22 due to the decrease in other non-NII (-62%) and the surge in credit provision given additional provision for loans under Cir 11 (+127%). Core earnings from interest income kept increasing by 22% YoY.

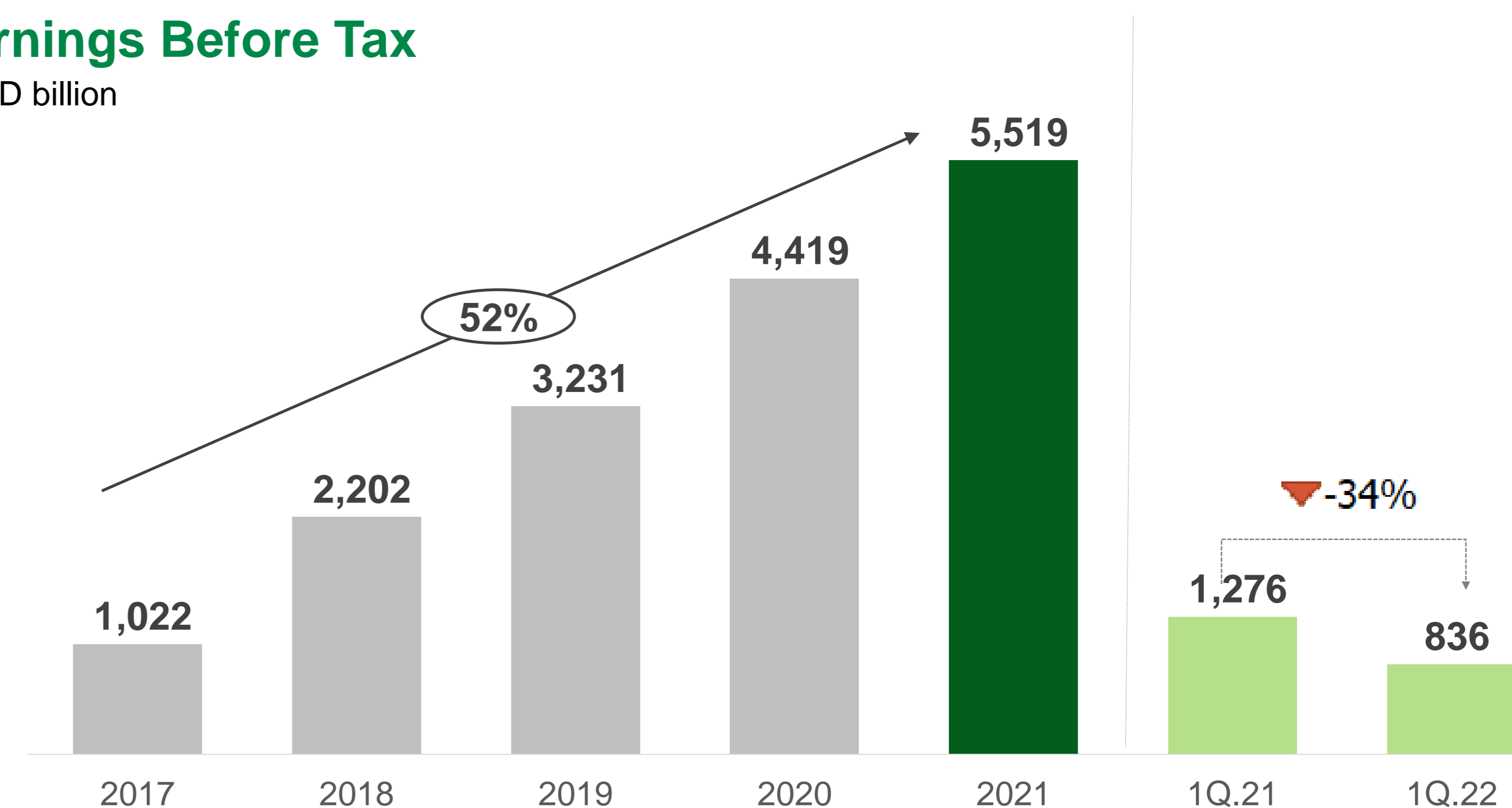
Earnings in 1Q.2022

VND billion

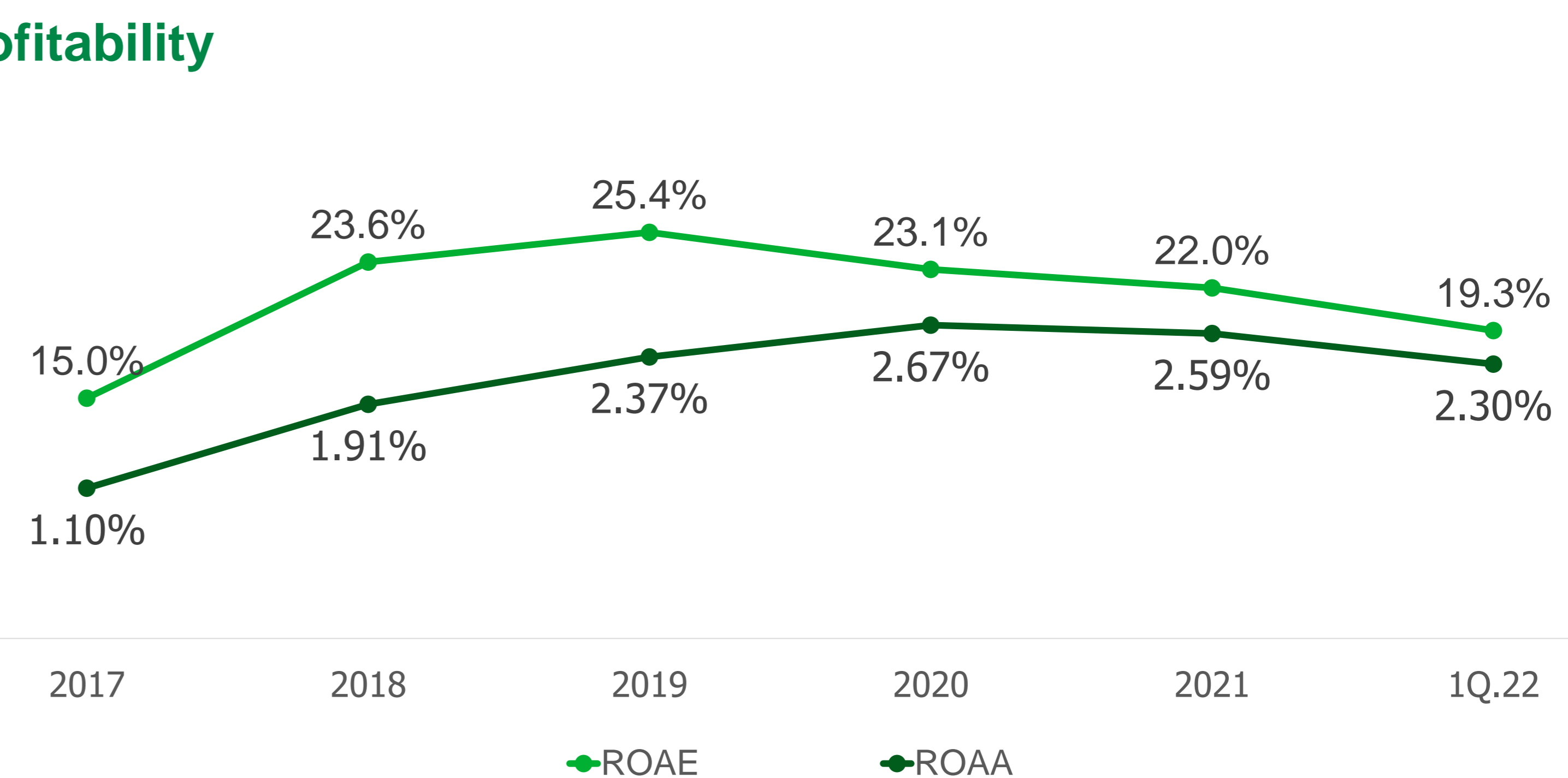


Earnings Before Tax

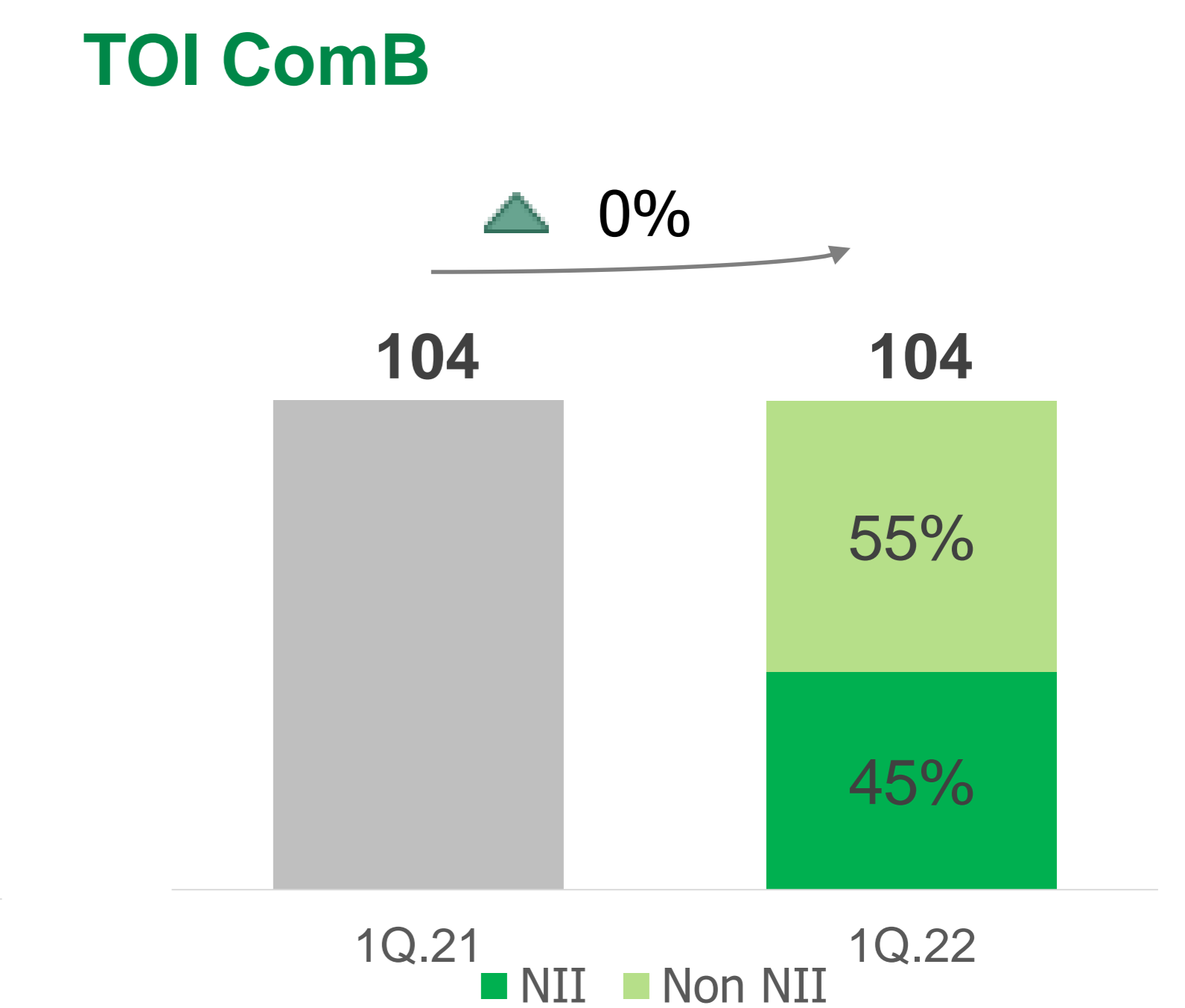
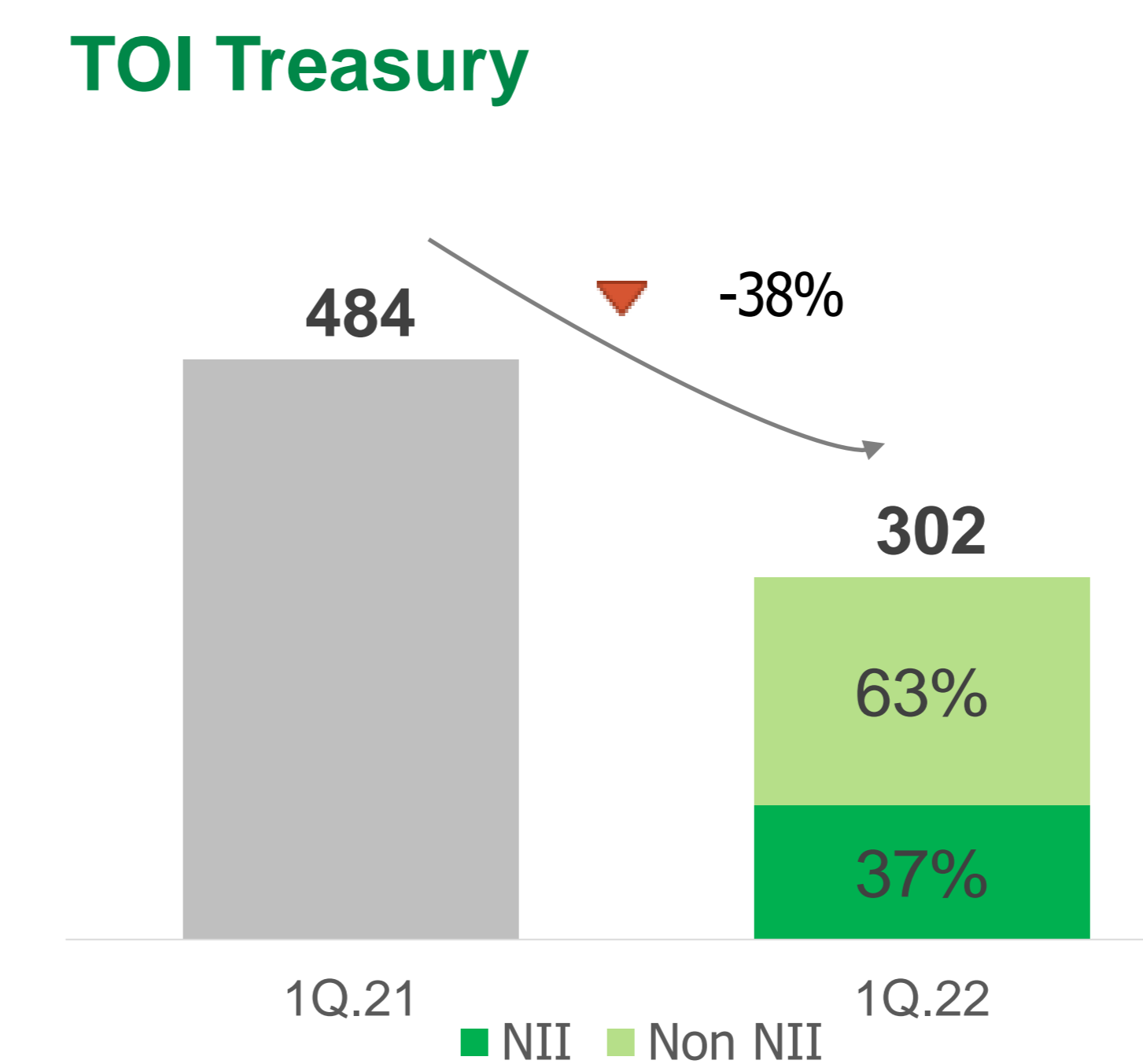
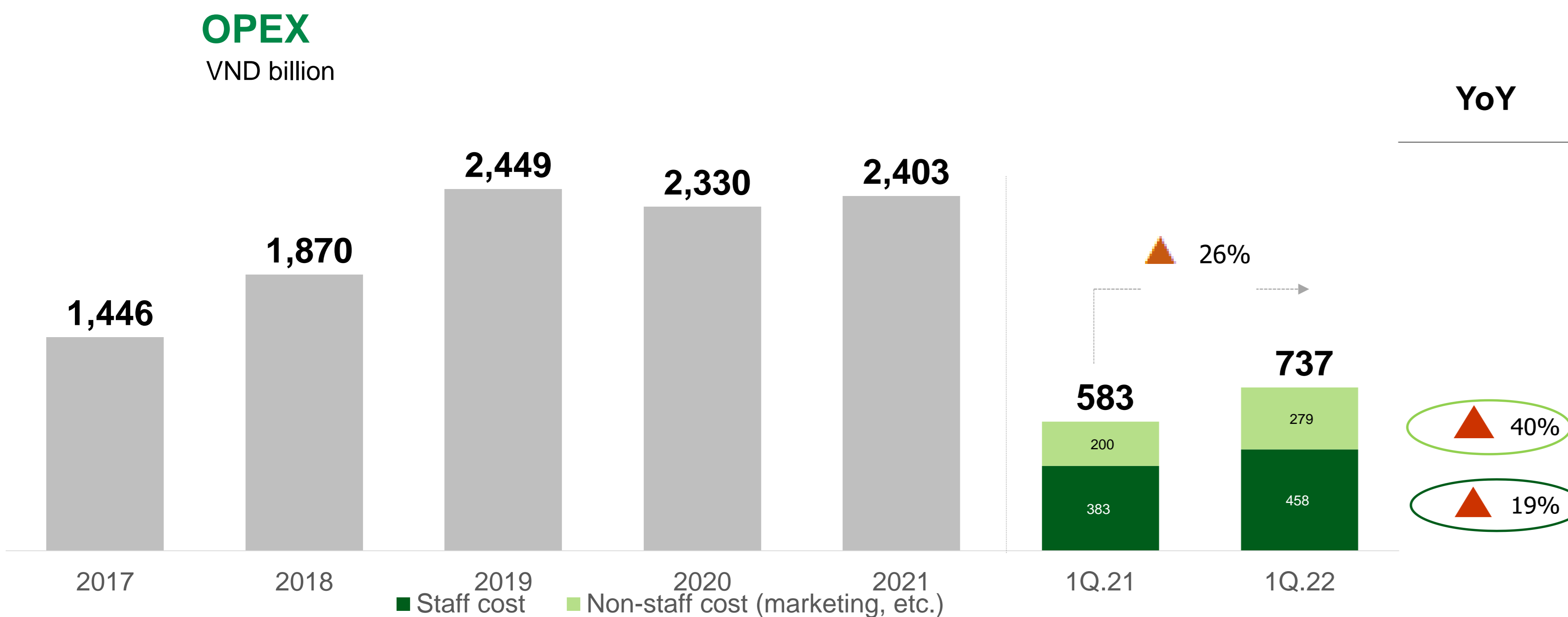
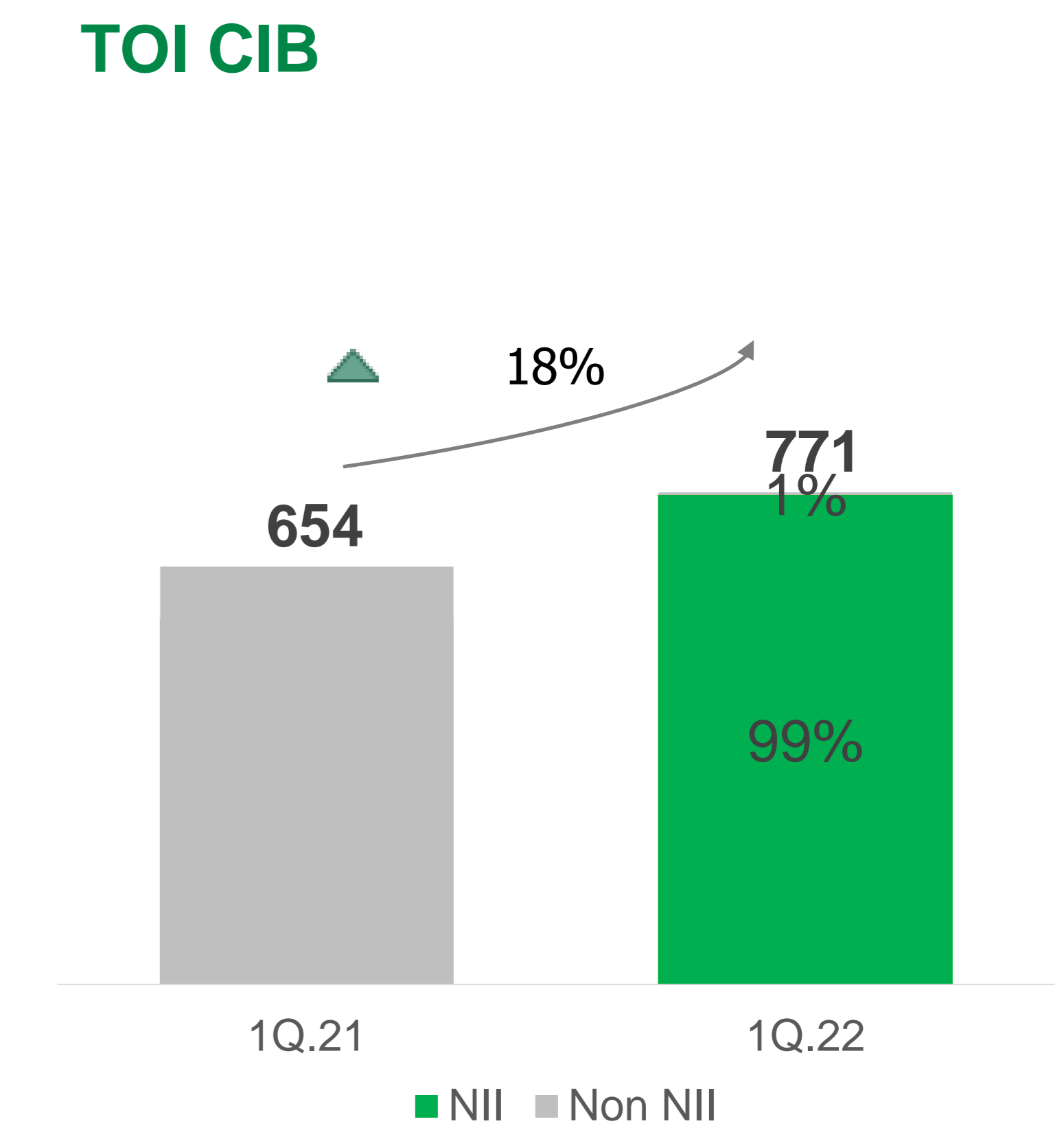
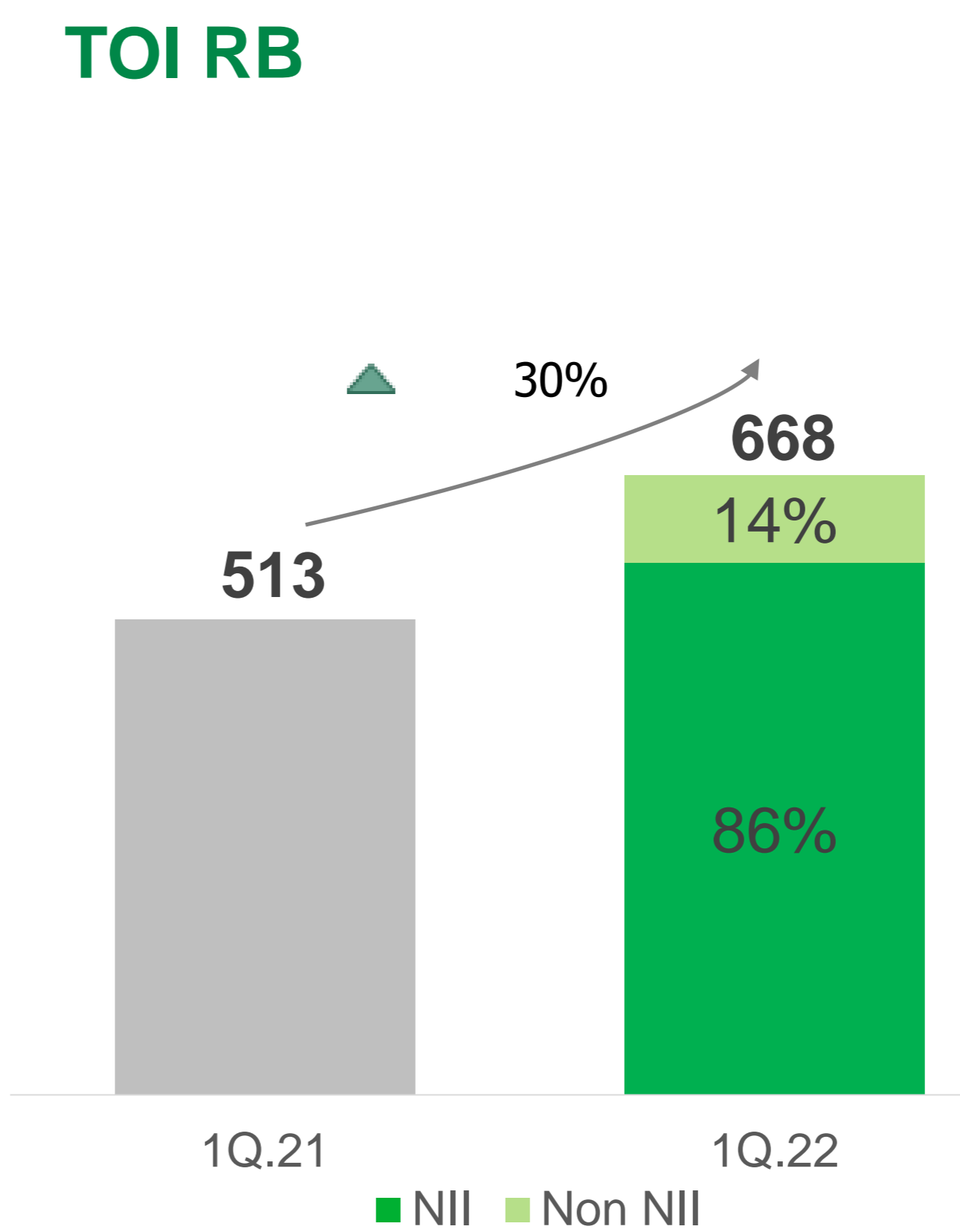
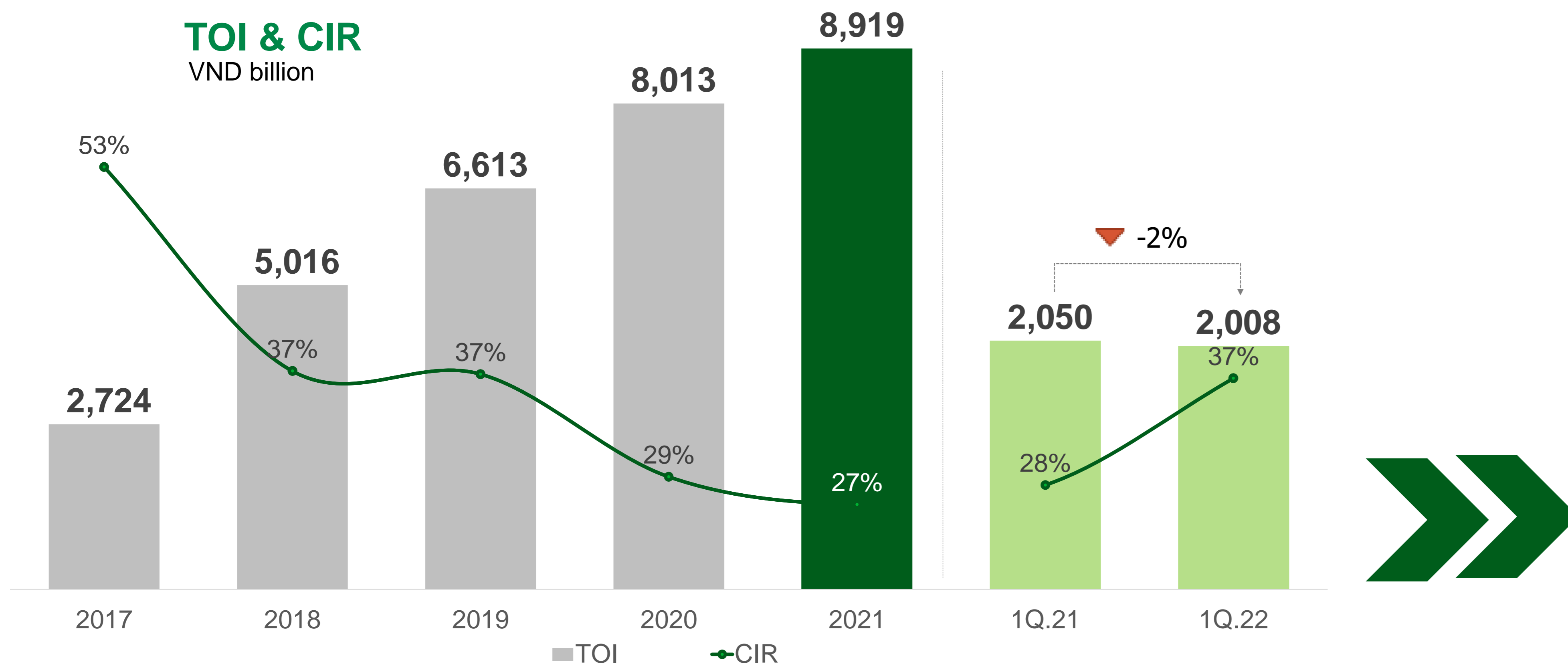
VND billion



Profitability



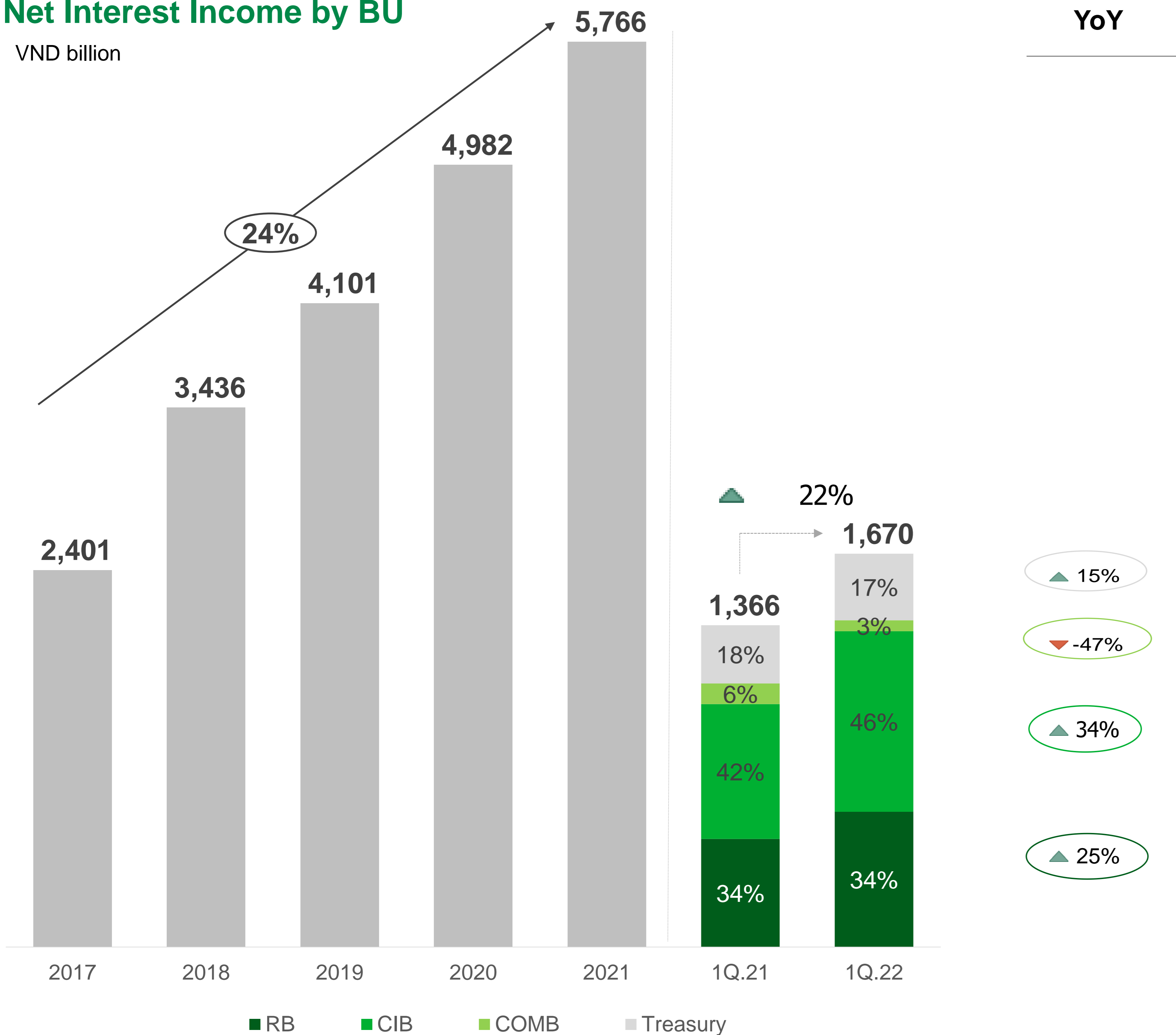
- TOI growth was driven by strategic businesses, in which retail and corporate respectively increased by 30% and 18%
- Income from treasury decreased from high base last year but remained high vs. industry.



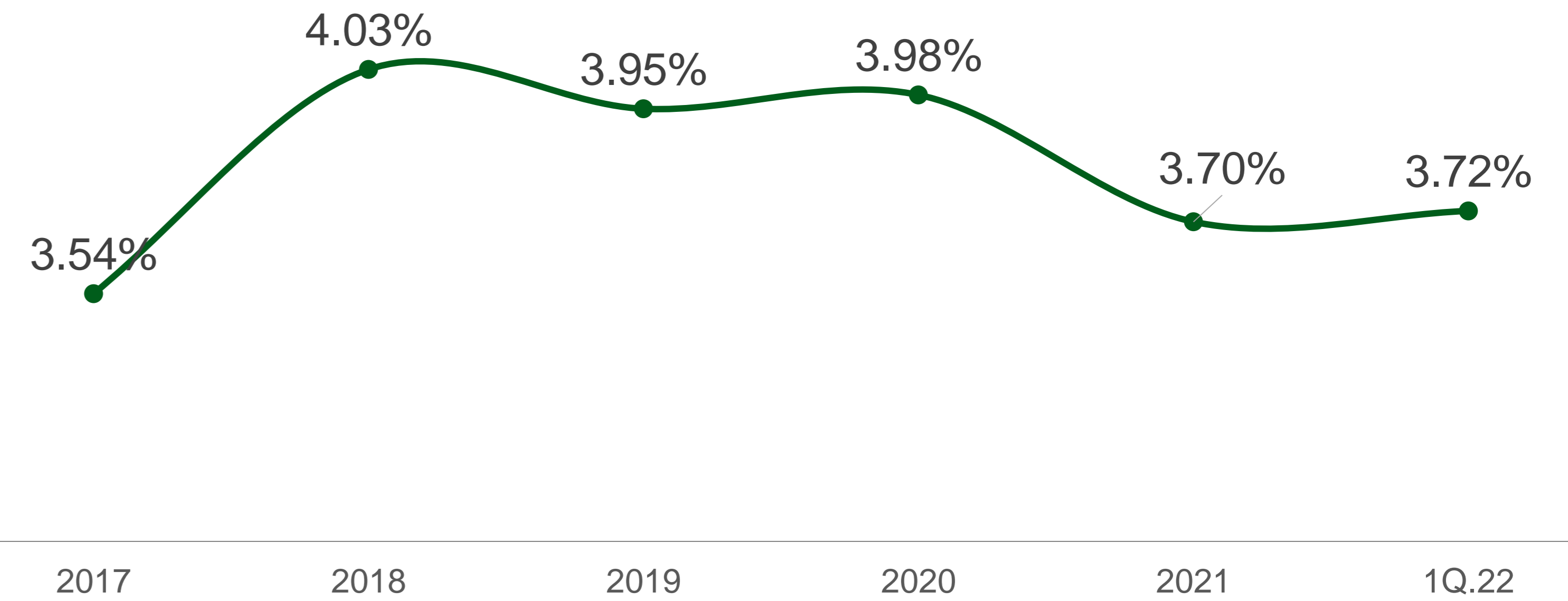
- Lending rate still decreased in line with deposit rate and policy to support customers affected by the COVID-19.
- NII increased thanks to appropriate lending products and optimized funding structure.

Net Interest Income by BU

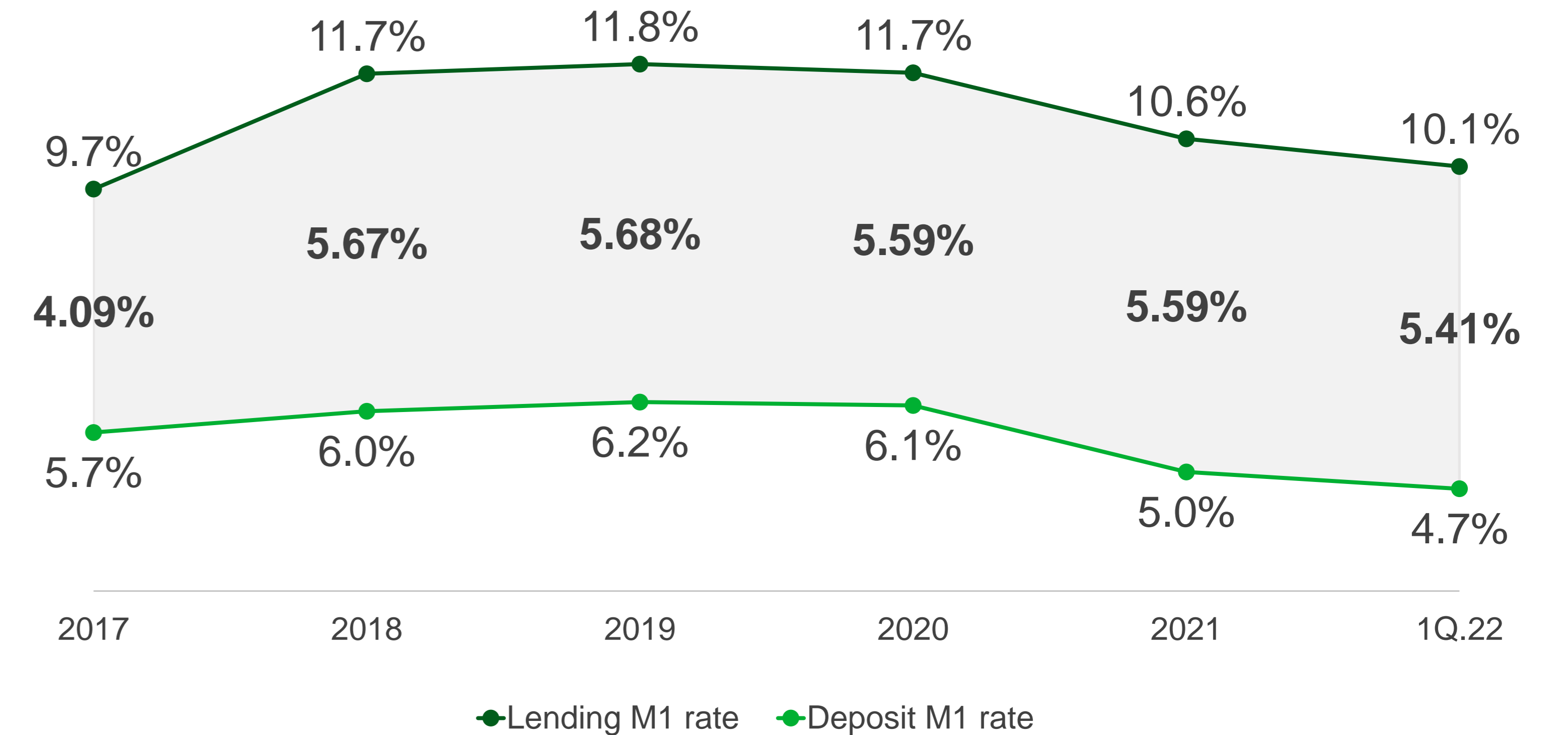
VND billion



NIM



Margin between lending M1 & deposit M1 rate

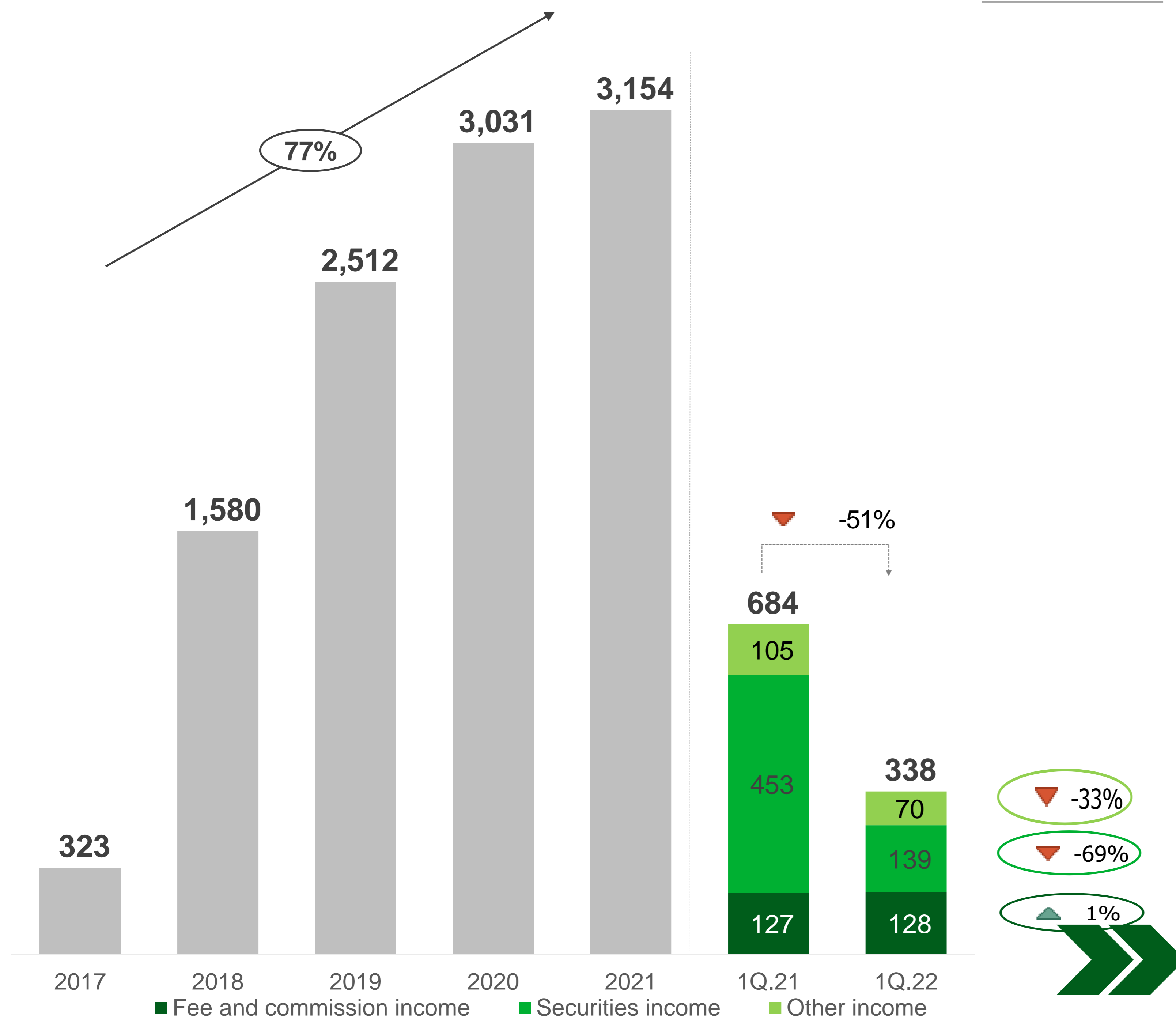


- Fee incomes from Card (+195% yoy) and Insurance (incl. non-life) (+74% yoy) were rosy amid the decrease in Consultancy (-86%)
- Income from securities trading decreased from high base in previous years but still maintained at a high level in industry, which was bolstered by appropriate strategy

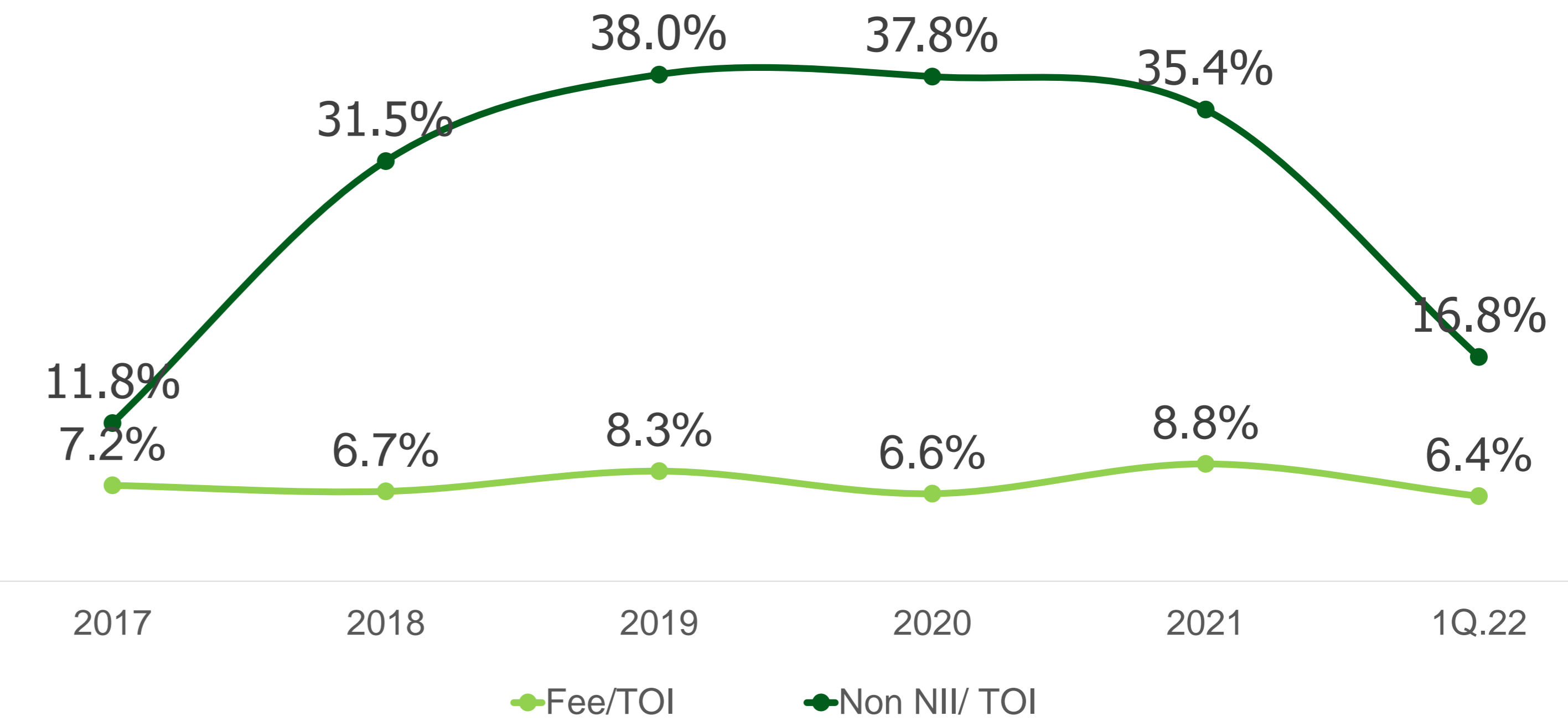
Non- NII by Types

VND billion

YoY



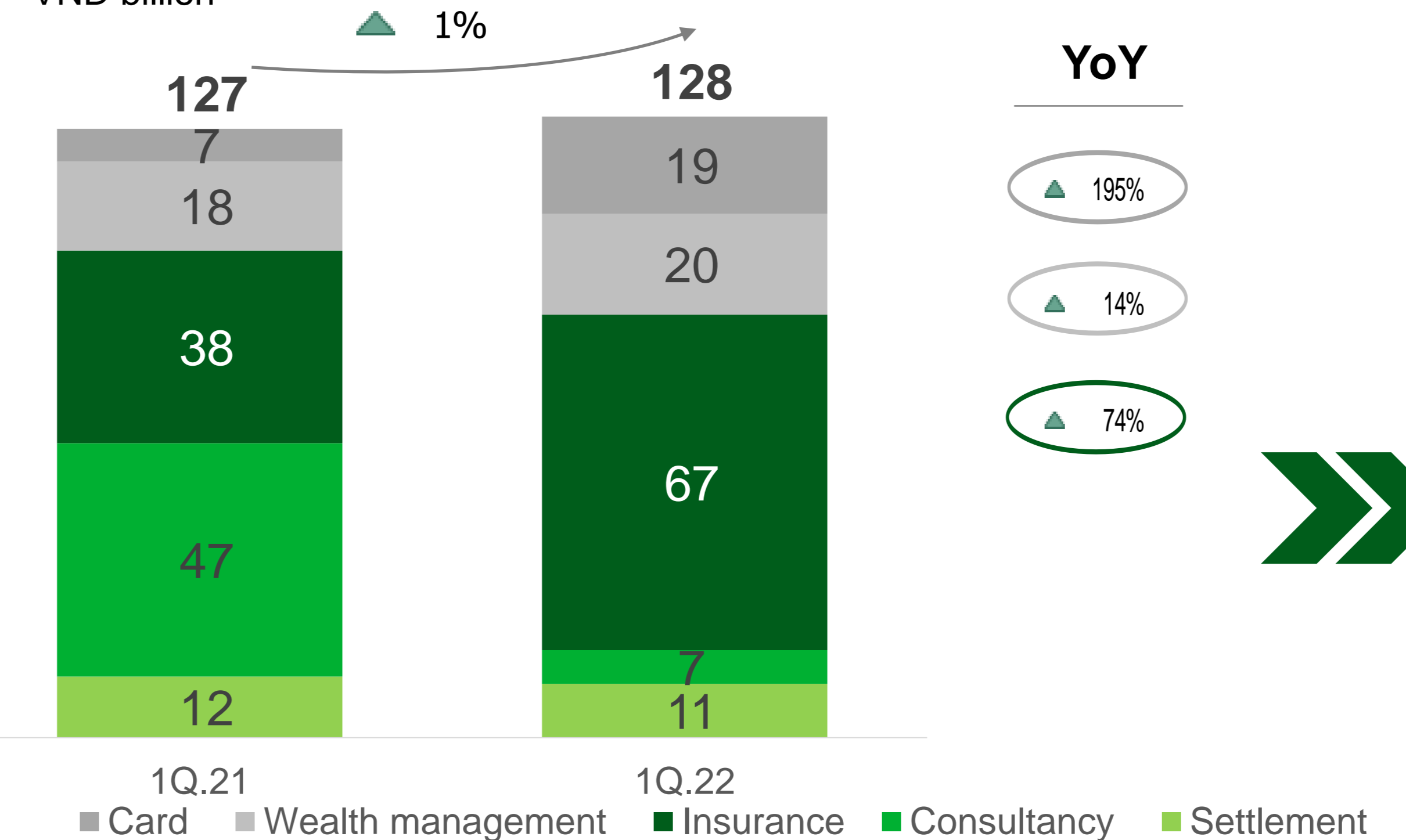
Contribution over TOI



Key Service Incomes

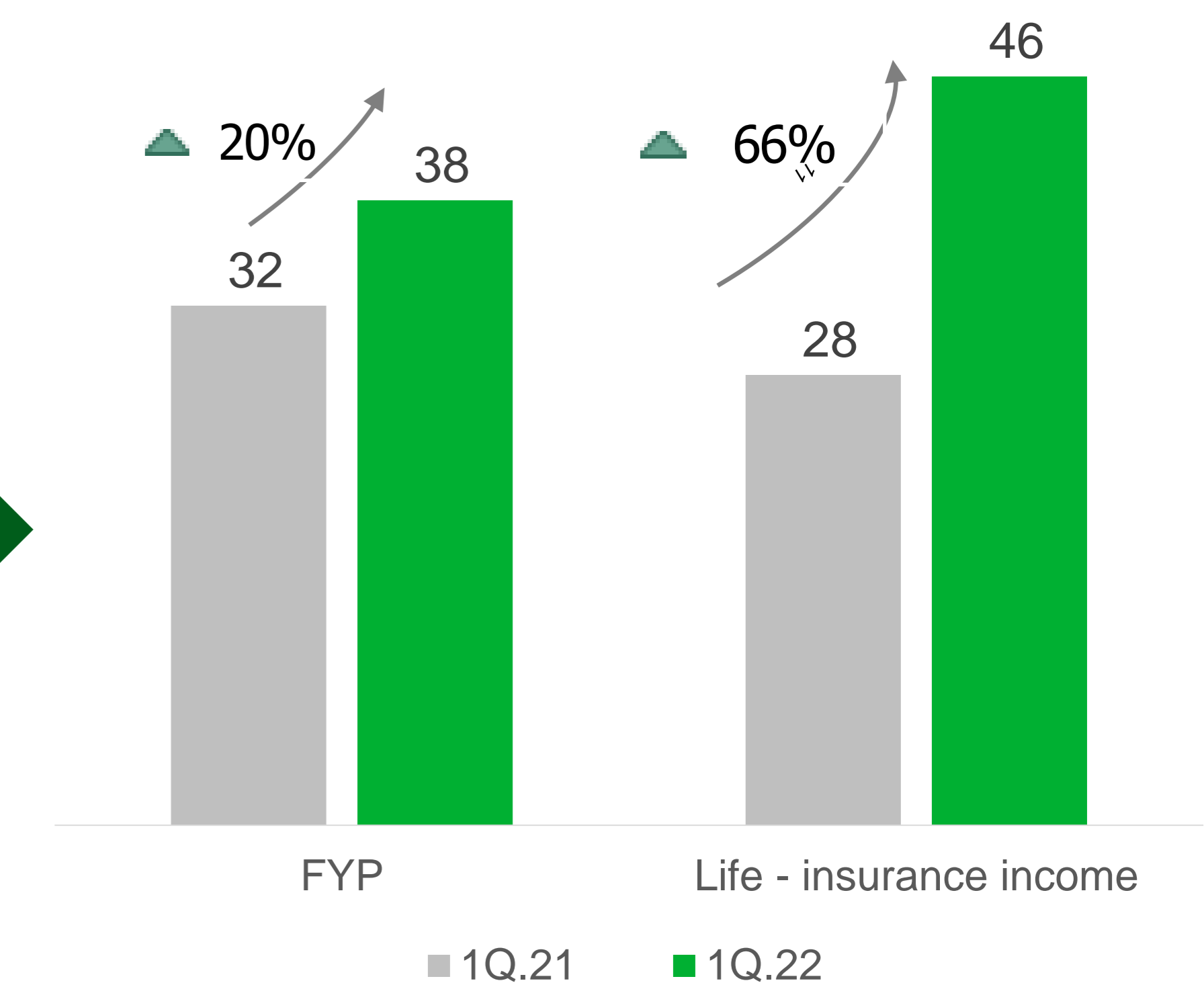
VND billion

YoY



Bancassurance - Life insurance

VND billion

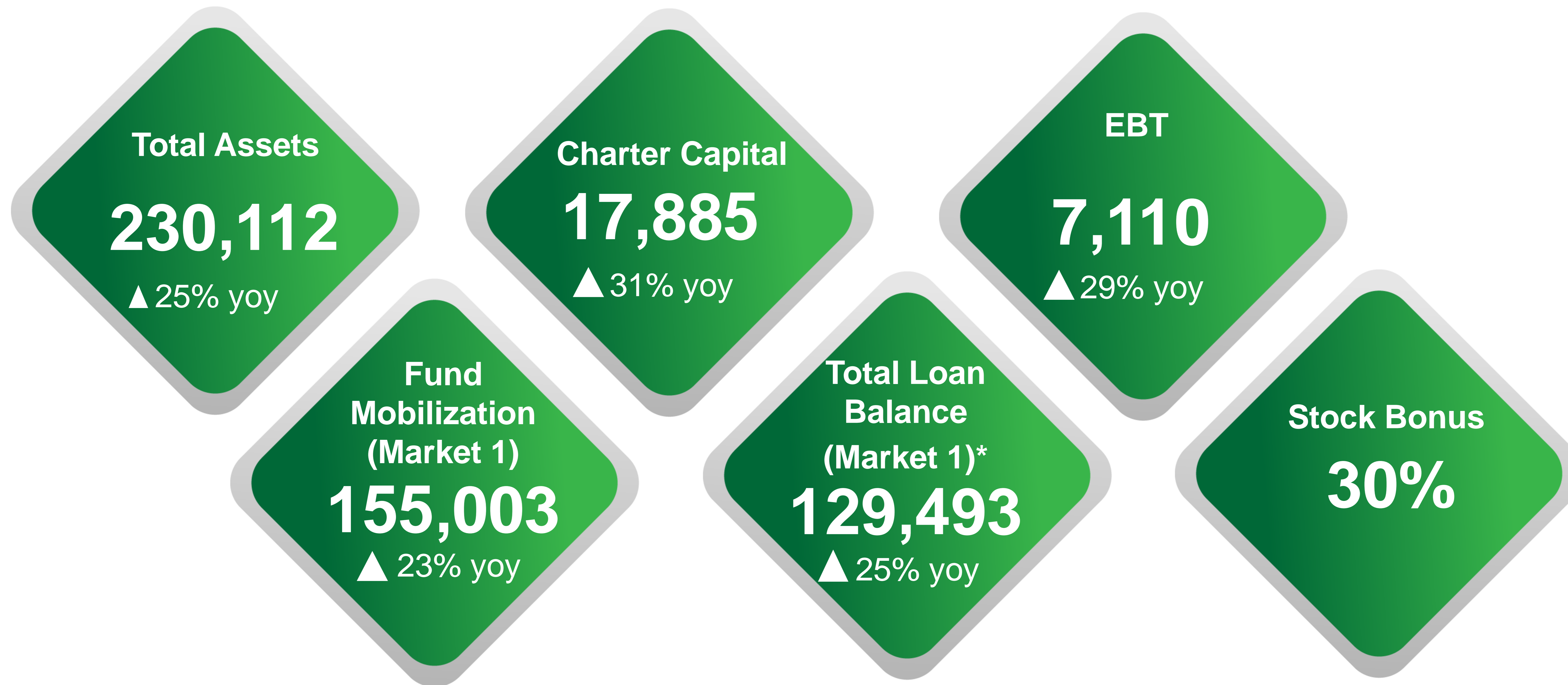


Note: service income in 2021 were excluded insurance and other one-offs.

3

FINANCIAL TARGETS 2022





Unit: VND billion, %

* Credit growth rate depends on the SBV' approval during the operating year

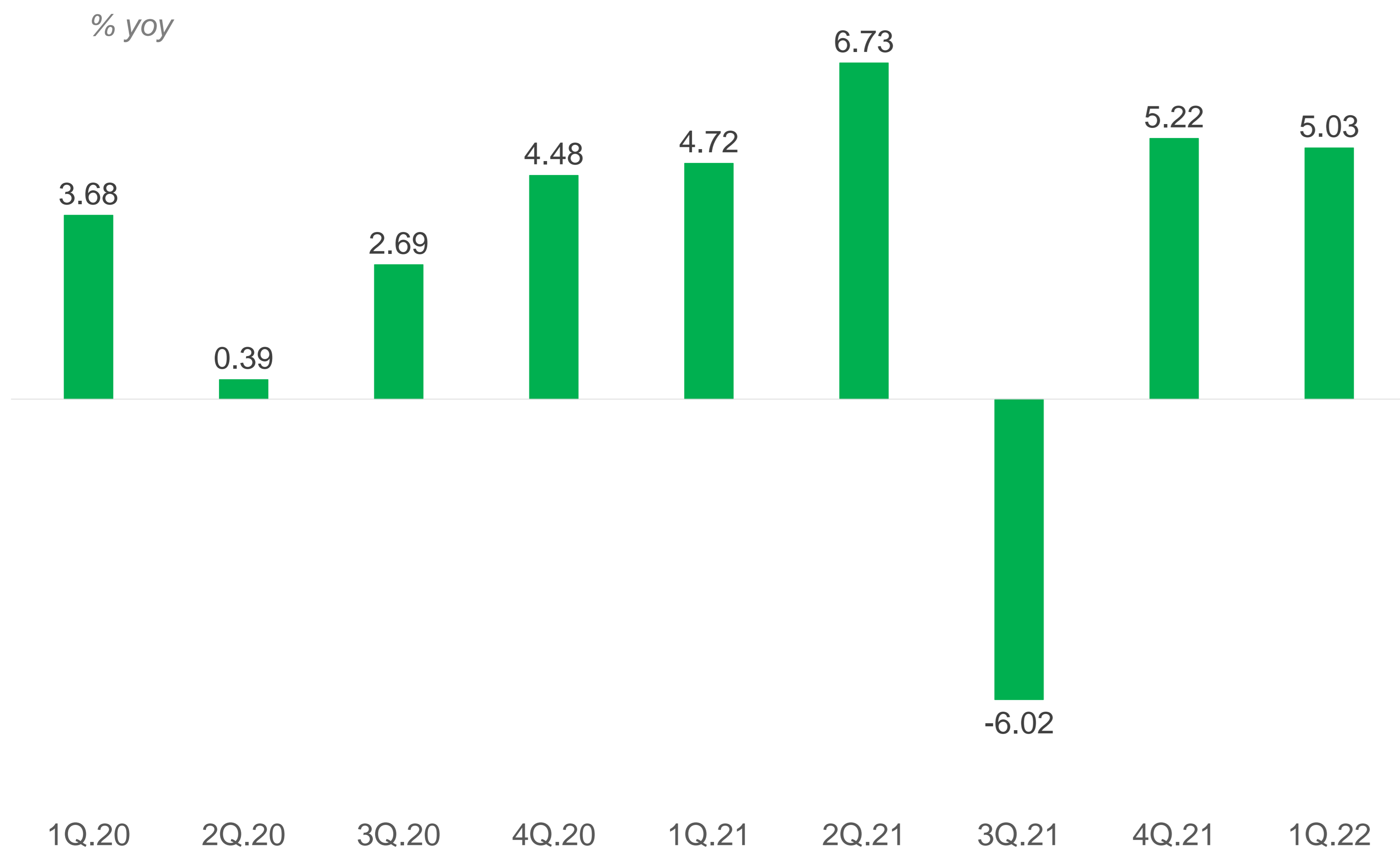
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VIETNAM MACRO UPDATE

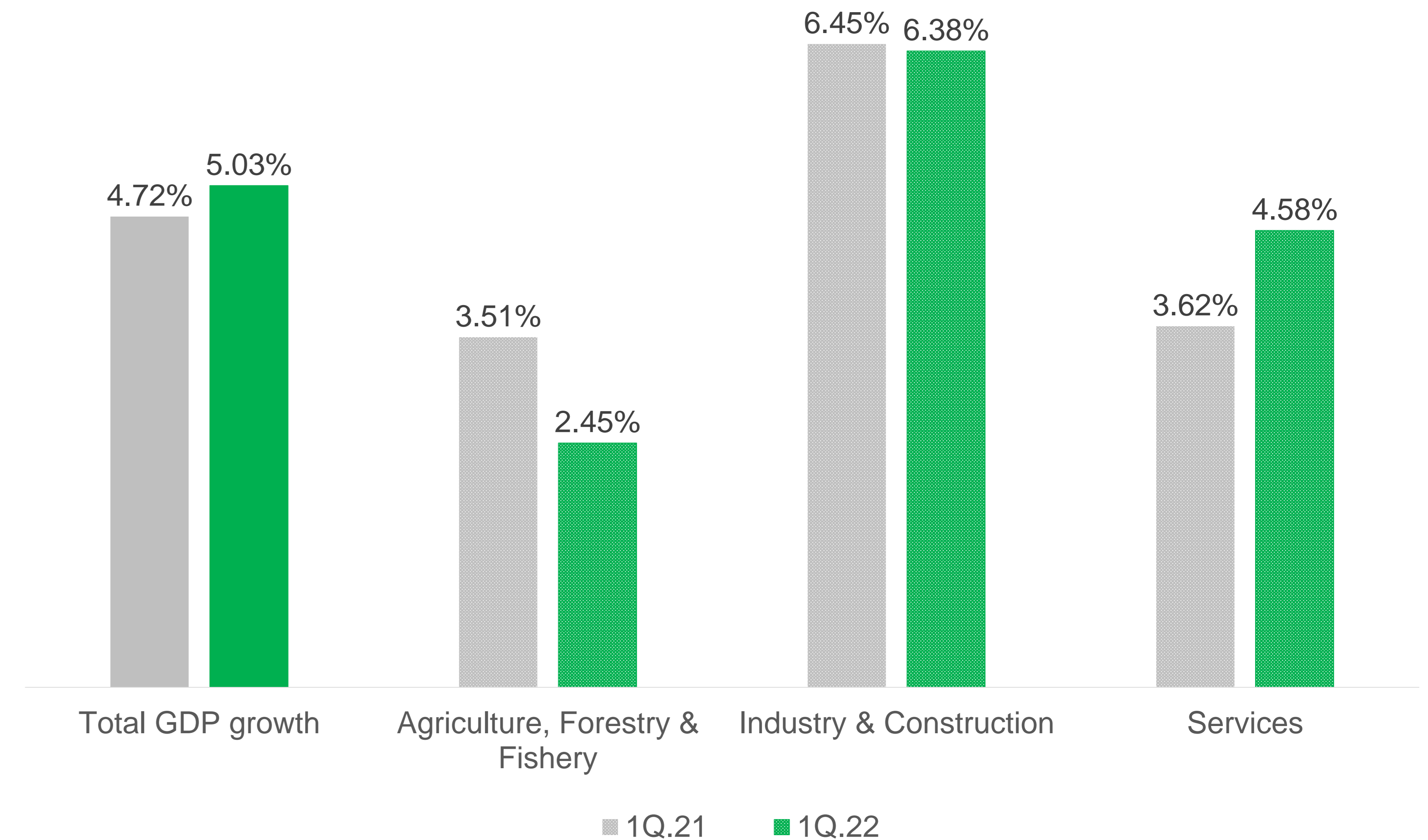


- Vietnam sustained the recovery momentum with a GDP growth rate of 5.03% in the first quarter of 2022, compared to 4.72% in 1Q21 and 3.68% in 1Q20. Industry & Construction were the key drivers, growing 6.38% while Services rallied to achieve a growth of 4.58% from 3.62% in 1Q21.

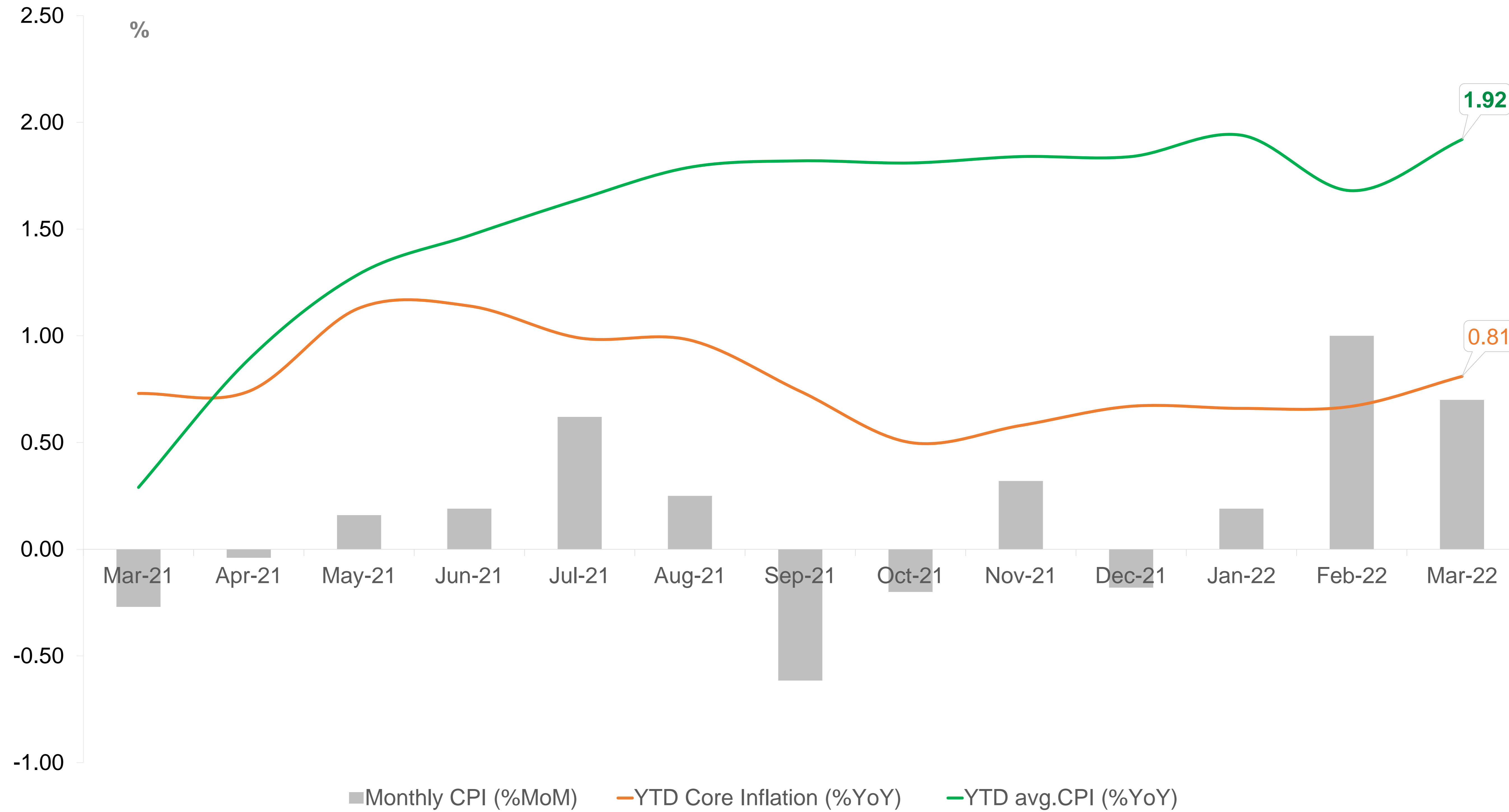
Quarterly GDP Growth



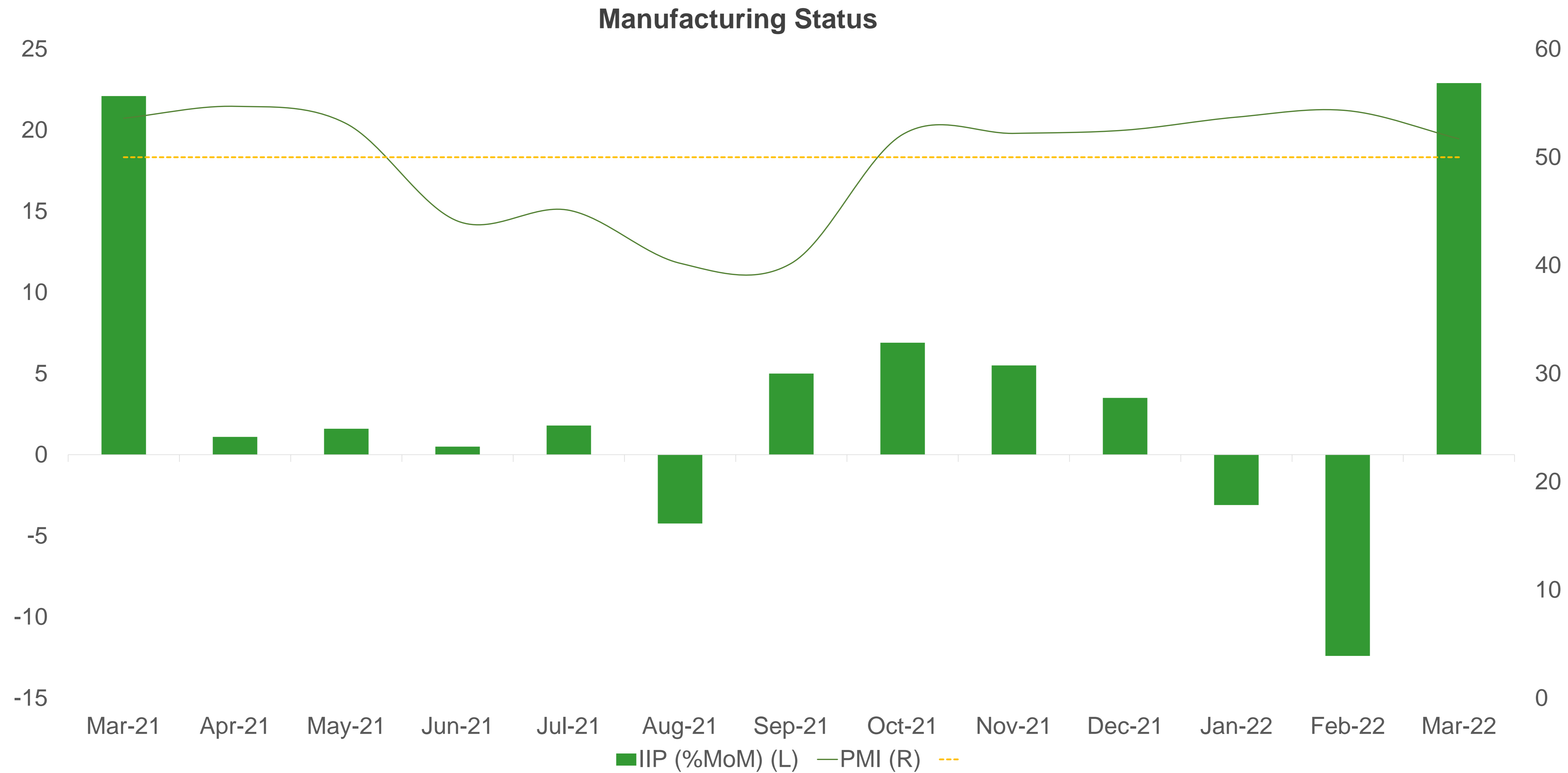
Growth By Sectors



- Inflation was manageable in the quarter. Average CPI ticked up to 1.92% at the end of March 2022 given rising prices of Transportation and Housing & materials groups, Core inflation was modest at 0.81% in 1Q.2022.



- The IHS Market Vietnam Manufacturing PMI reached 51.7 as of March 2022, registering the sixth straight month of expansion.
- The Vietnam's industrial production recovered strongly in March 2022 (+23% MoM) after weak MoM performance in the first two months due to seasonal effect.

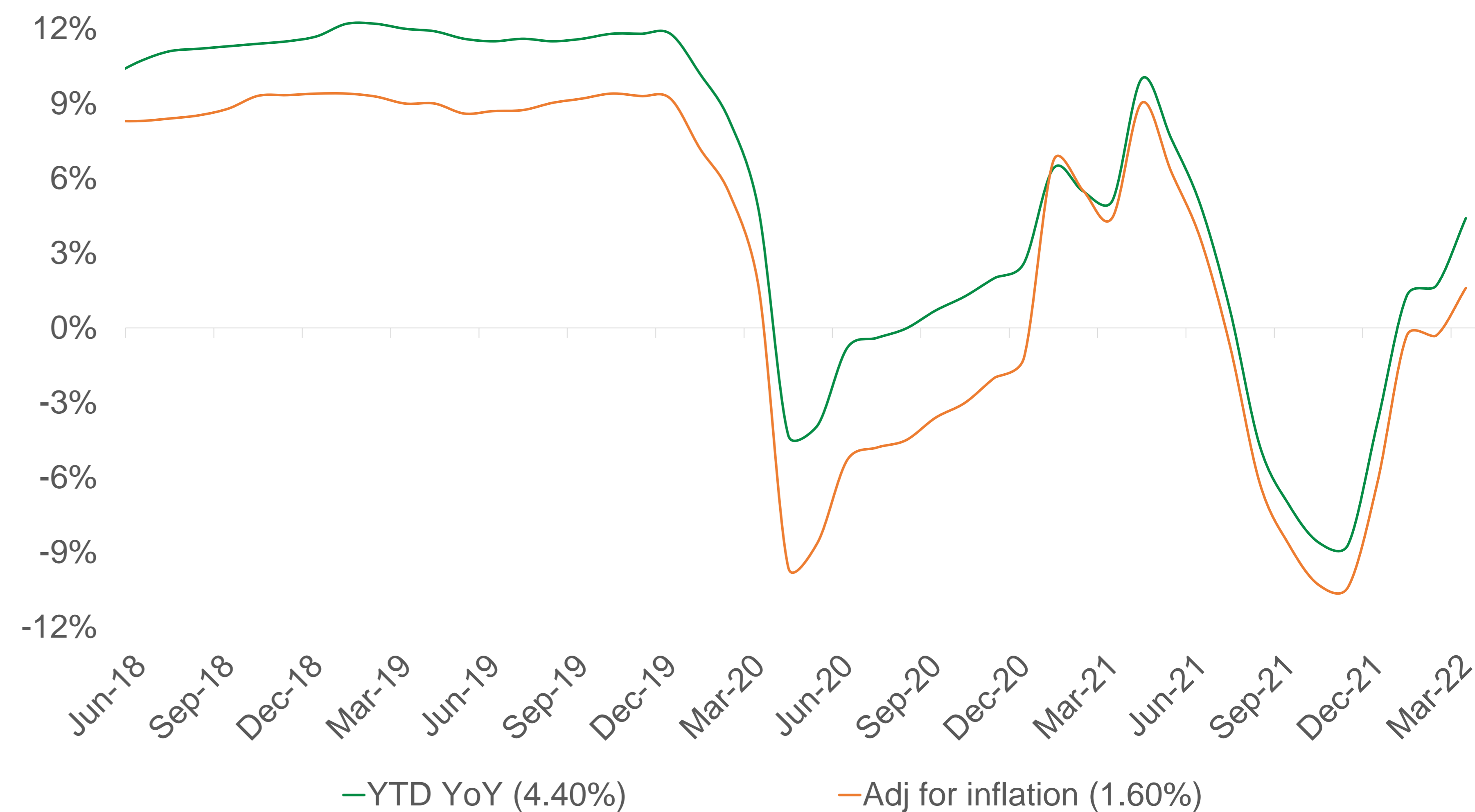


- Total retail sales of consumer goods & services accelerated by 2.86% MoM and 9.4% YoY in March 2022, driving the accumulated retail sales in the first quarter to increase by 4.4% YoY. Retail sales adjusted for inflation recorded a growth of 1.6% after the eight months of negative growth.

Retail Sales Components



YTD Retail Sales Growth

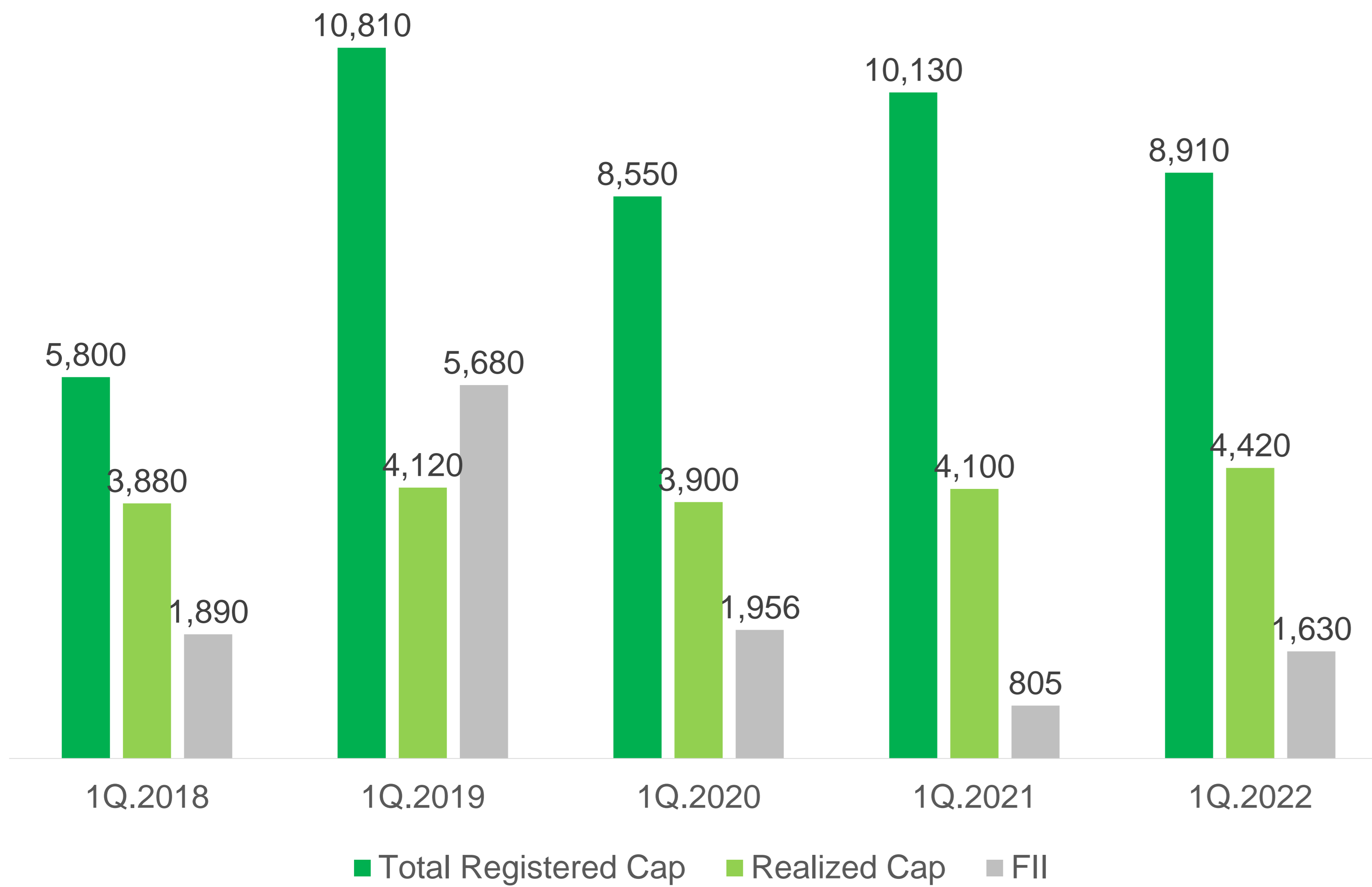


Sources: GSO, OCB

- Total registered FDI capital into Vietnam decreased by 12% yoy to USD 8.9 billion in 1Q.2022, yet realized FDI and FII remained positive, growing by 7.8% and 102% YoY respectively.

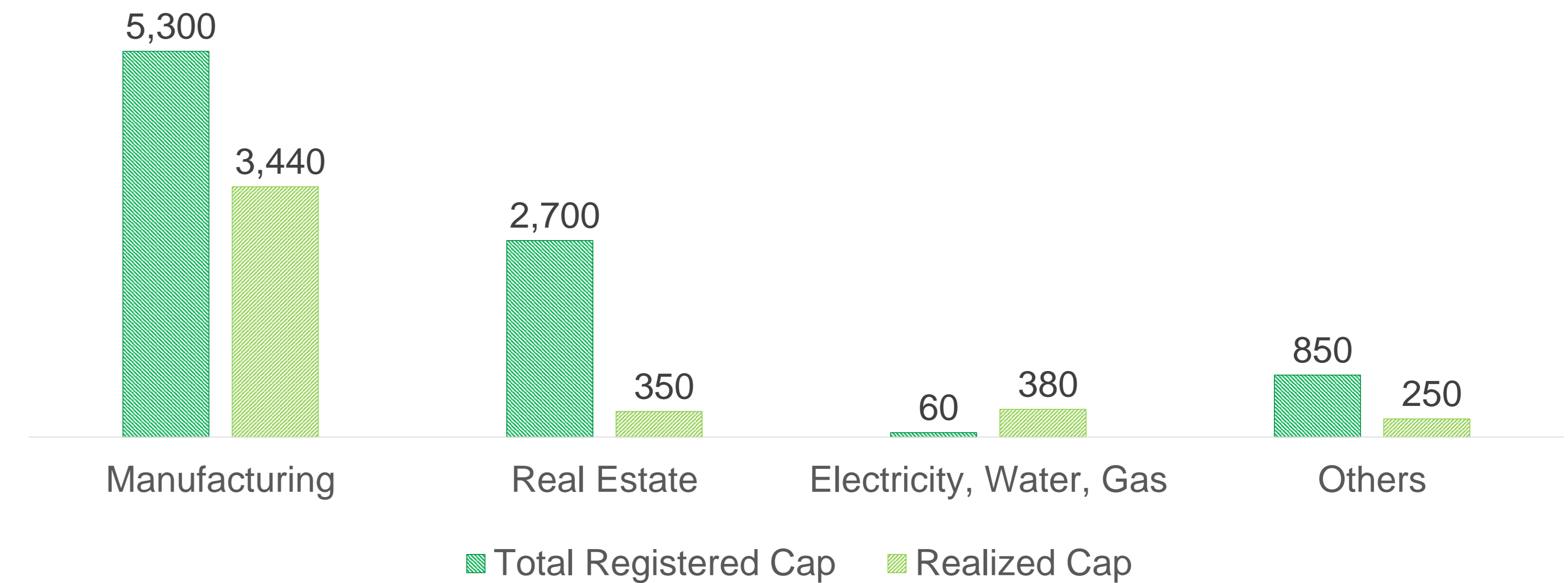
Quarterly FDI

USD million



1Q.2022 FDI by Sectors

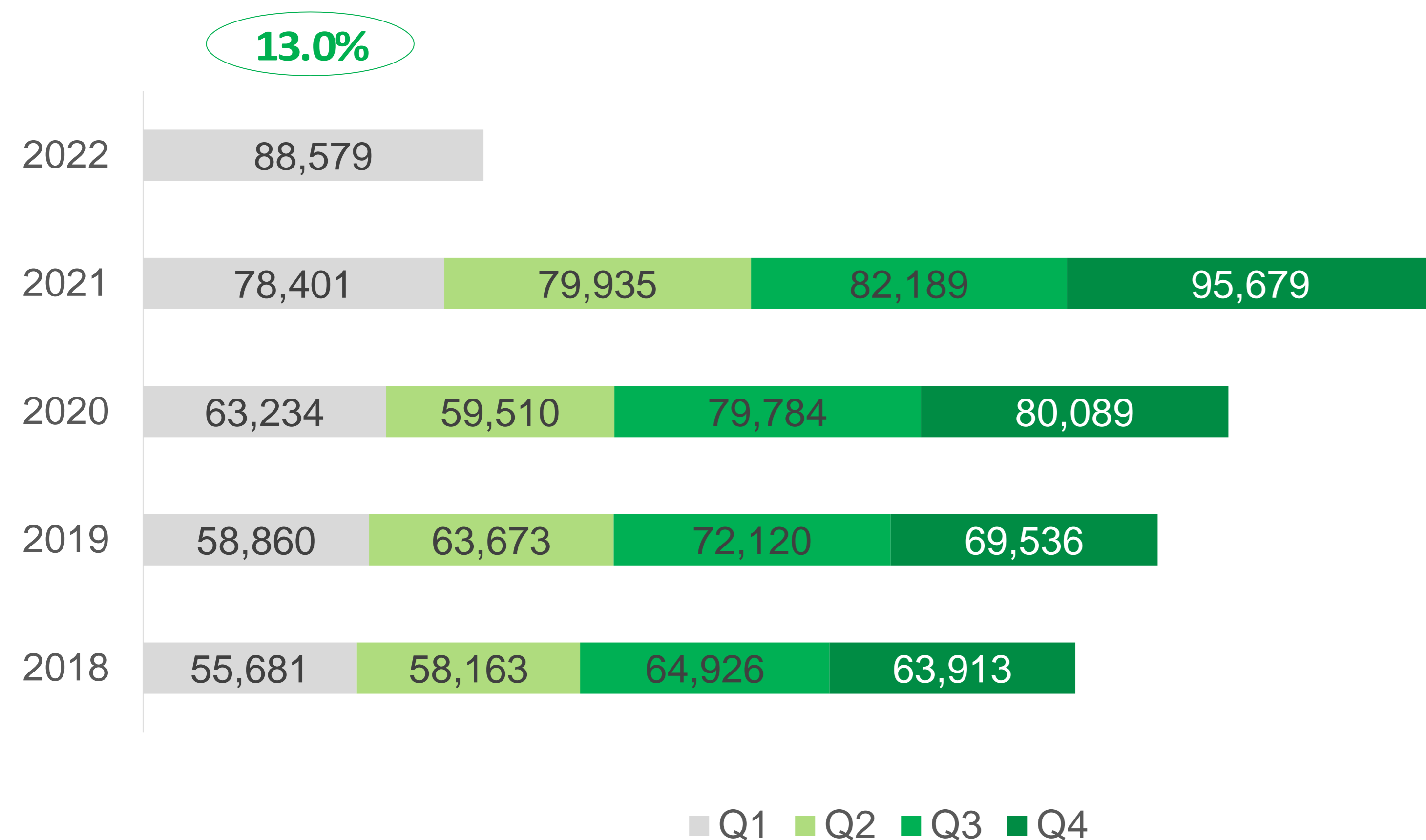
USD million



Sources: GSO, MPI, OCB

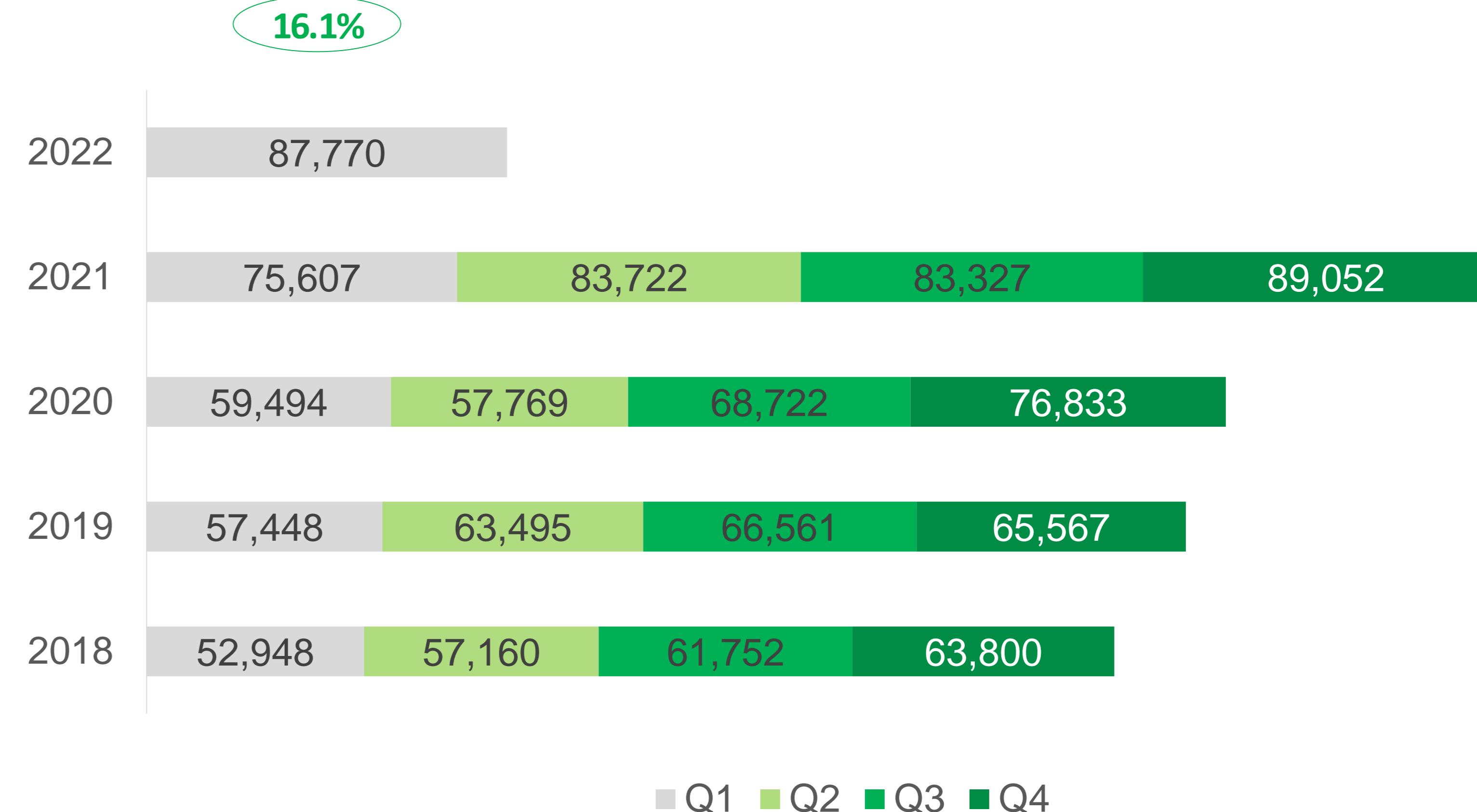
USD million

Quarterly Export Value



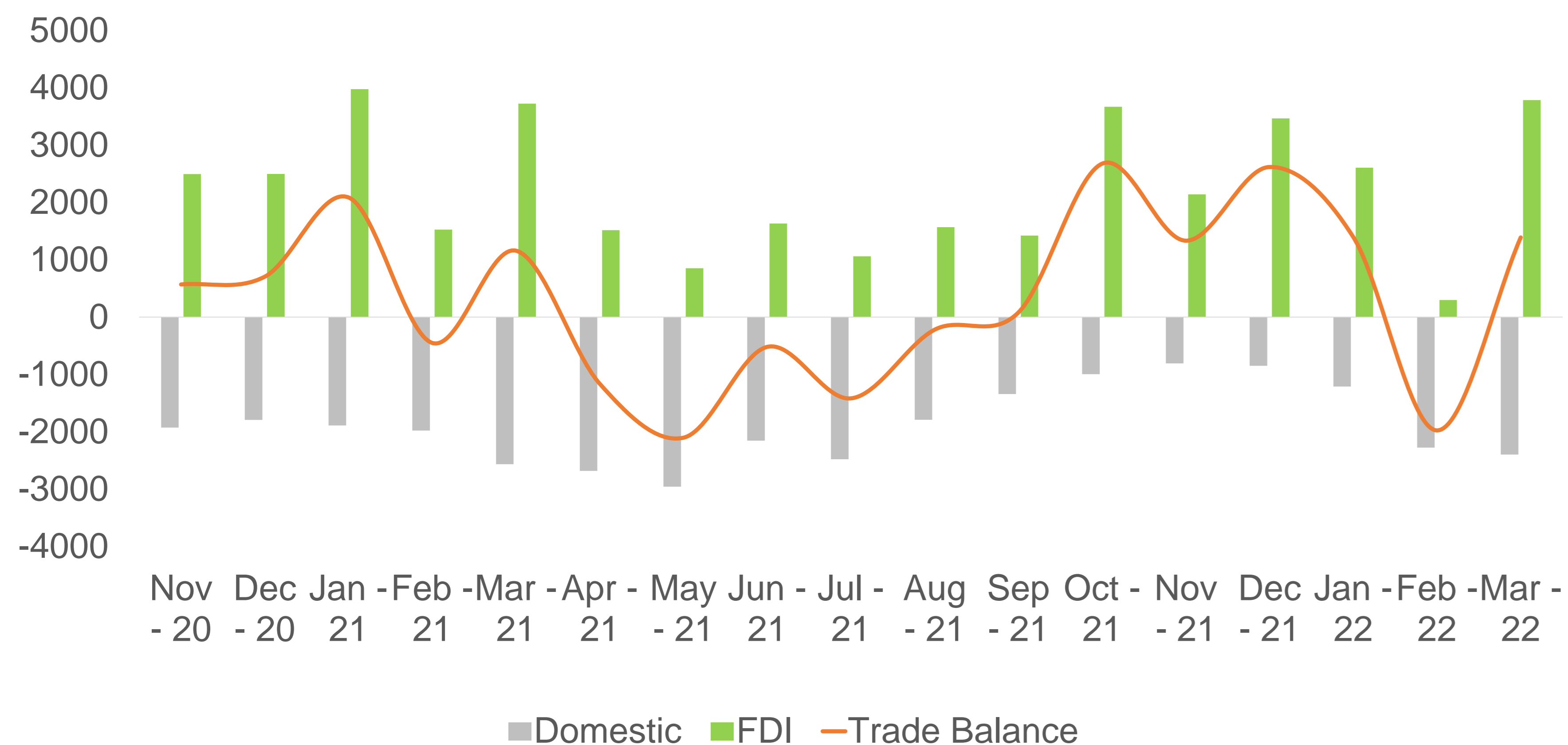
USD million

Quarterly Import Value



USD million

Monthly Trade Balance



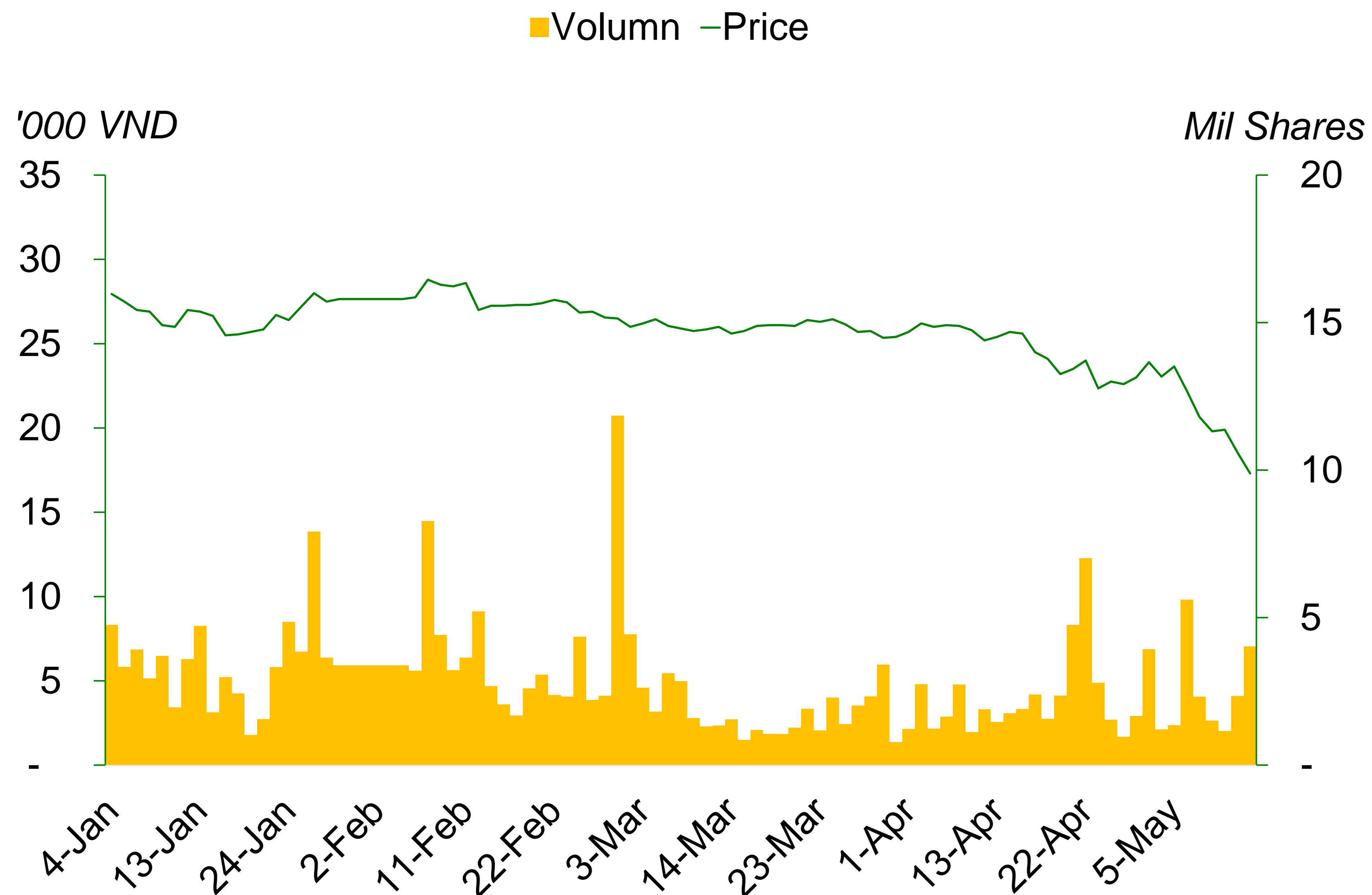
- Export resumed strongly in March 2022, forcing the total export value to reach USD88.5 billion (+13% YoY) in 1Q.2022, supported by phone and computer categories. Trade balance turned to surplus of USD1.4 billion in March and USD808 million in 1Q.2022

5

APPENDIX



OCB'S SHARE PRICE PERFORMANCE in 2022



OCB share on 13/05/2022	
Closing price (VND)	17,300
52-weeks highest price (VND)	30,500
52-weeks lowest price (VND)	17,300
Outstanding shares (million shares)	1,370
10D.Average trading volume (million shares)	1.84
Market cap (VND billion)	23,701
EPS (TTM) (VND)	2,964
Book value per share (VND)	16,403
P/E	5.84
P/B	1.05

CAGR	: Compounded Annual Growth Rate	NII	: Net Interest Income
CAR	: Capital Adequacy Ratio	NIM	: Net Interest Margin
CASA	: Current Accounts and Saving Accounts	NoII	: Non-interest income
CB	: Corporate Banking	NPL	: Non-performing Loan
CIR	: Cost-to-income ratio	OCB	: Orient Commercial Bank
EBT	: Earnings Before Tax	OPEX	: Operating expenses
ESOP	: Employee Stock Option Plan	RB	: Retail Banking
FDI	: Foreign direct investment	ROAA	: Return on Average Assets
GDP	: Gross Domestic Product	ROAE	: Return on Average Equity
LCR	: Liquidity coverage ratio	SBV	: The State Bank of Vietnam
LDR	: Loan-to-deposit ratio	SME	: Small and Medium Enterprise
LLR	: Loan-loss-reserve ratio	TOI	: Total Operating Income
MLT	: Medium and long-term	TTM	: Trailing 12 Months
MSME	: Micro Small and Medium Enterprise	VAMC	: Vietnam Asset Management Company
NFI	: Net fee income	VND	: Vietnam Dong

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