



*Niềm tin và thịnh vượng*

# PERFORMANCE ANNOUNCEMENT

1H2022

HCMC, 11 AUG 2022





## AGENDA

1. Financial Update – 1H.2022

2. Risk Management

3. Financial Targets - 2022

4. Appendix



1

# FINANCIAL UPDATE 1H.2022





Credit Growth  
**↑ 9.8% ytd**

Total Assets  
**VND189 tn**

NIM  
**3.76%**

Core TOI  
**VND4,002 bn (↑17% yoy)**

Banca FYP  
**VND216 bn (↑31%yoy)**

CAR  
**12.6%**

OMNI users  
**1.55 million (↑79%yoy)**

PBT  
**VND1,739 bn (↓ 35%yoy)**

(VND billion except for where stated)

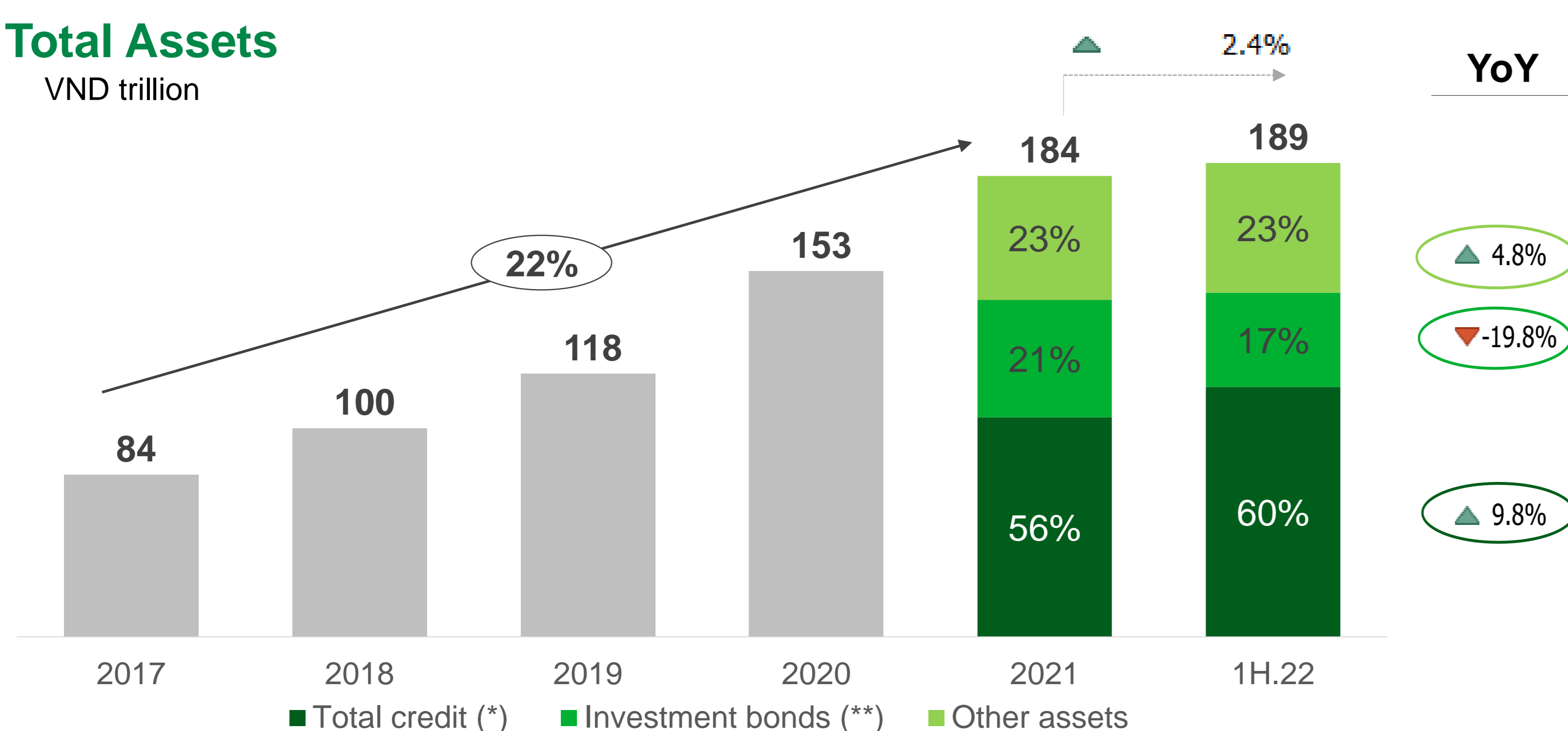
		1H.2022	YoY	Ytd
<b>Assets &amp; Liabilities</b>	Total Assets	188,857	13.0%	2.40%
	Total Credit M1	113,753	18.1%	9.80%
	Total deposit M1	123,698	4.5%	-2.20%
	Total equity	23,147	18.5%	6.20%
	CAR	12.6%	-	-
		1H.2022	1Q.2022	2021
<b>Assets quality</b>	NPL ratio*	1.78%	1.52%	0.97%
	NPL coverage ratio	61.4%	61.0%	82.7%
	Covid-19 restructuring	2.0%	2.8%	3.0%
	LDR	68.5%	65.8%	67.8%
		1H.2022	YoY	
<b>P&amp;L</b>	TOI	3,814	-10.2%	
	NII	3,372	20.4%	
	Non – NII	442	-69.5%	
	Operating expenses	1,513	26.7%	
	Credit provision	562	42.8%	
	EBT	1,739	-34.6%	
		1H.2022	2021	
<b>Profitability</b>	NIM	3.76%	3.70%	
	CIR	39.7%	26.9%	
	ROAE	16.7%	22.0%	
	ROAA	2.0%	2.6%	

\*Note: SBV report

- Reducing the proportion of low-yield assets
- Focusing on retail, MSME, and SME segments with high-yielded products.
- Expanding the weight of retail to total loans (RB +ComB) to 42% as of 2Q.2022-end from 37% a year ago.

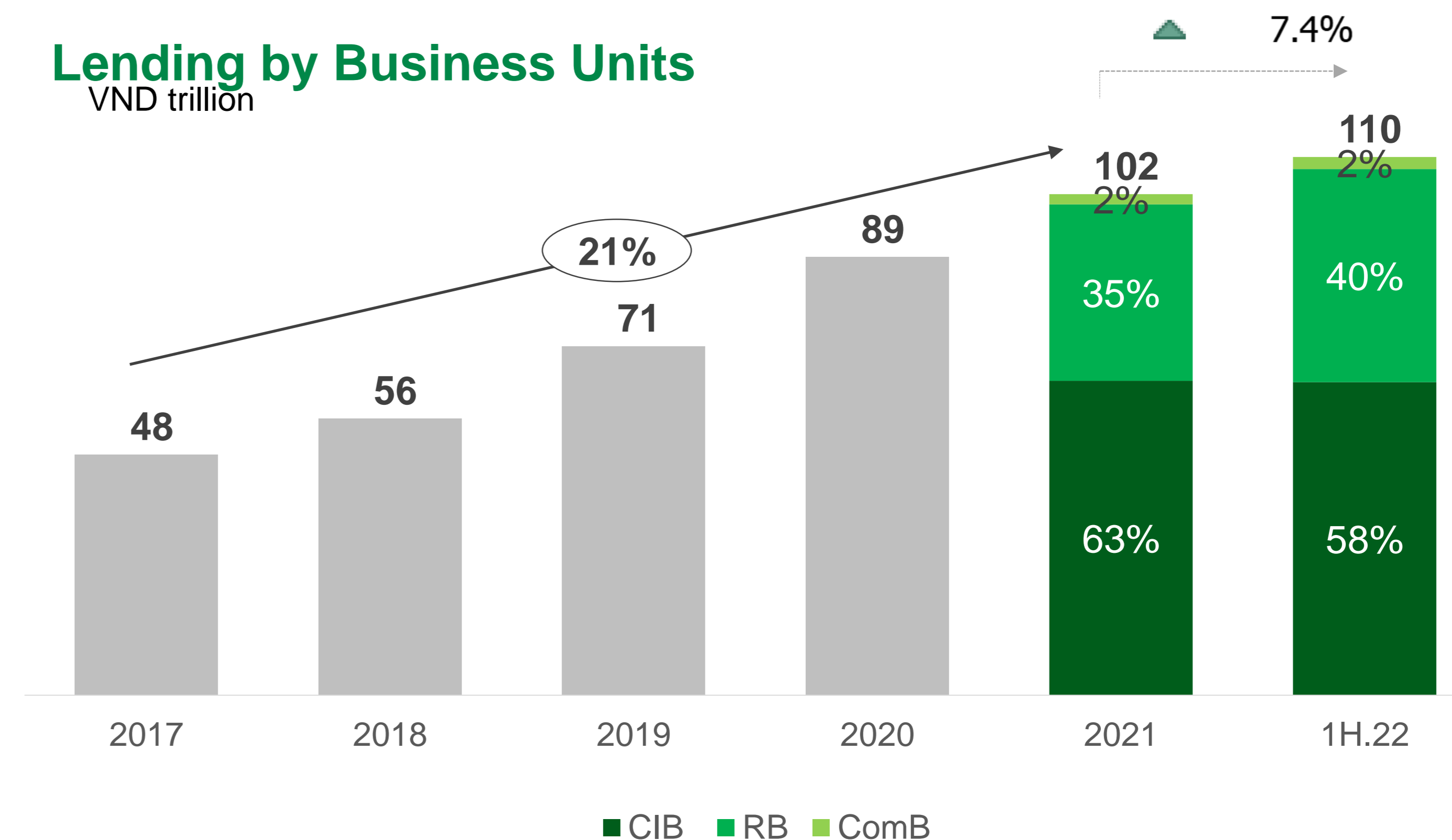
## Total Assets

VND trillion



## Lending by Business Units

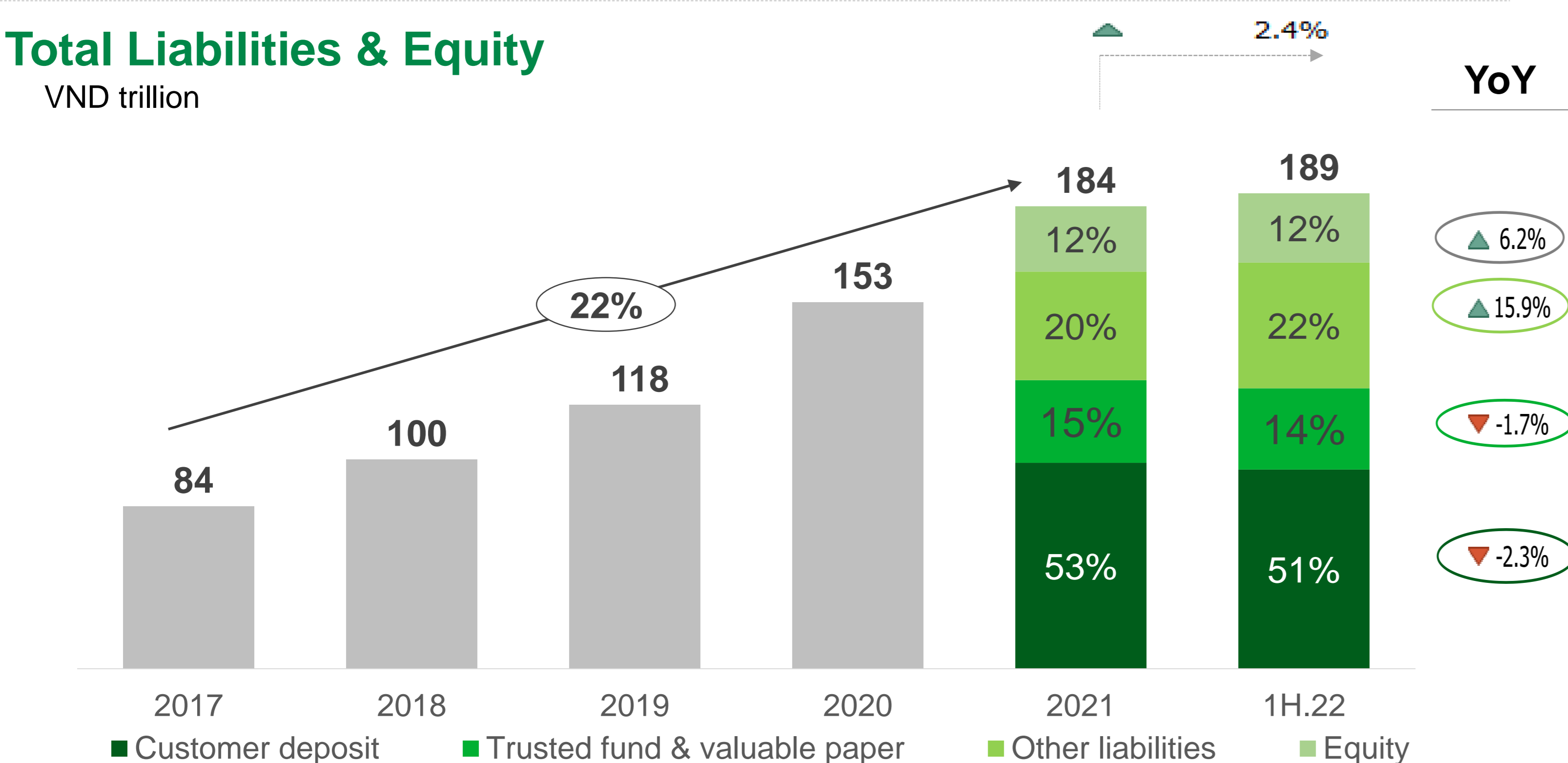
VND trillion



\* As at 30 June 22, total credit included ~96.4% customer lending (~ VND 109.6 trillion) & 3.6% corporate bond (~ 4 trillion VND)  
 \*\* Investment bonds included 58% Gov. bond (~ VND 18.4 trillion) & 42% institution bond (~ VND 13.2 trillion).

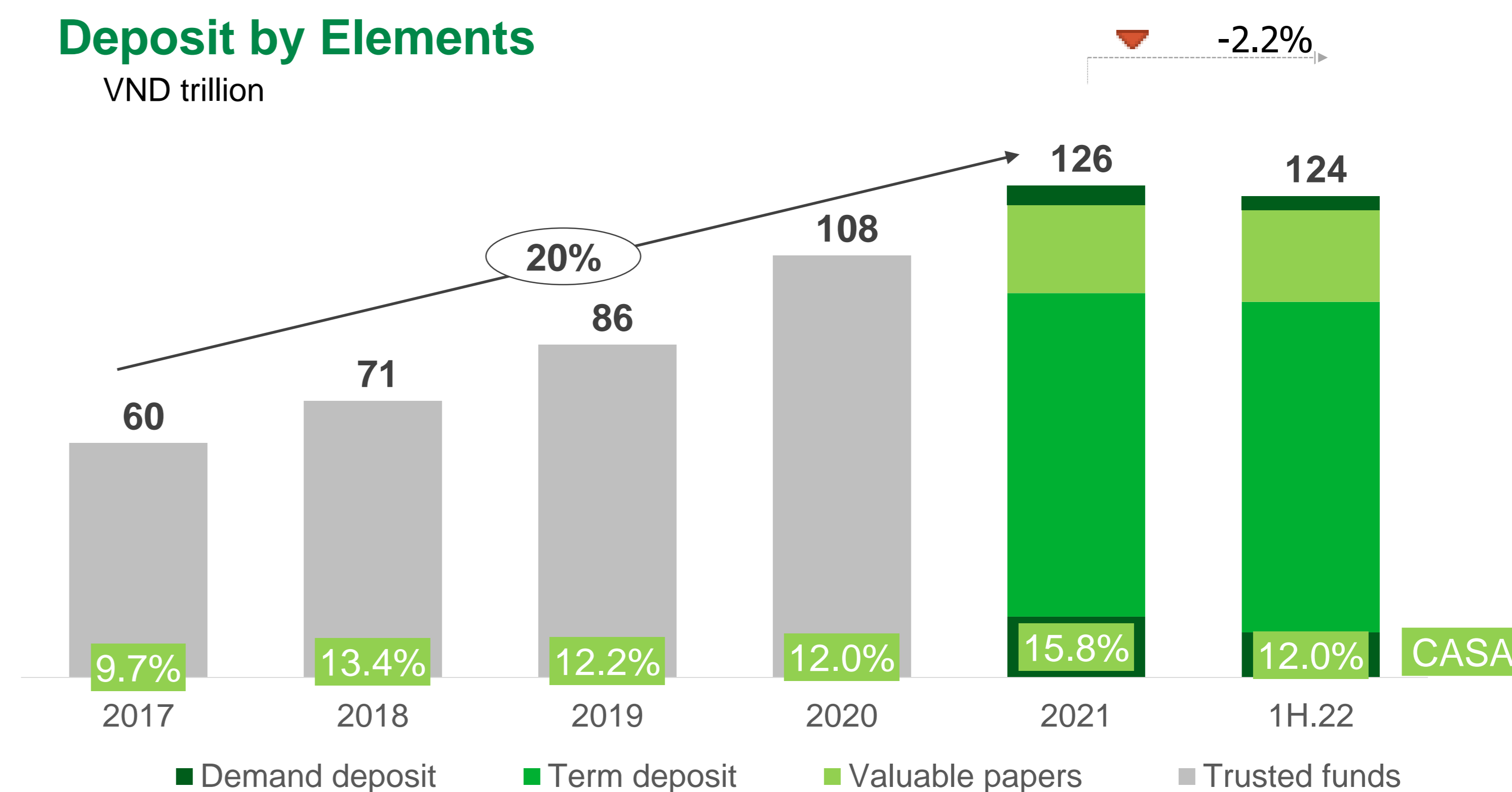
## Total Liabilities & Equity

VND trillion



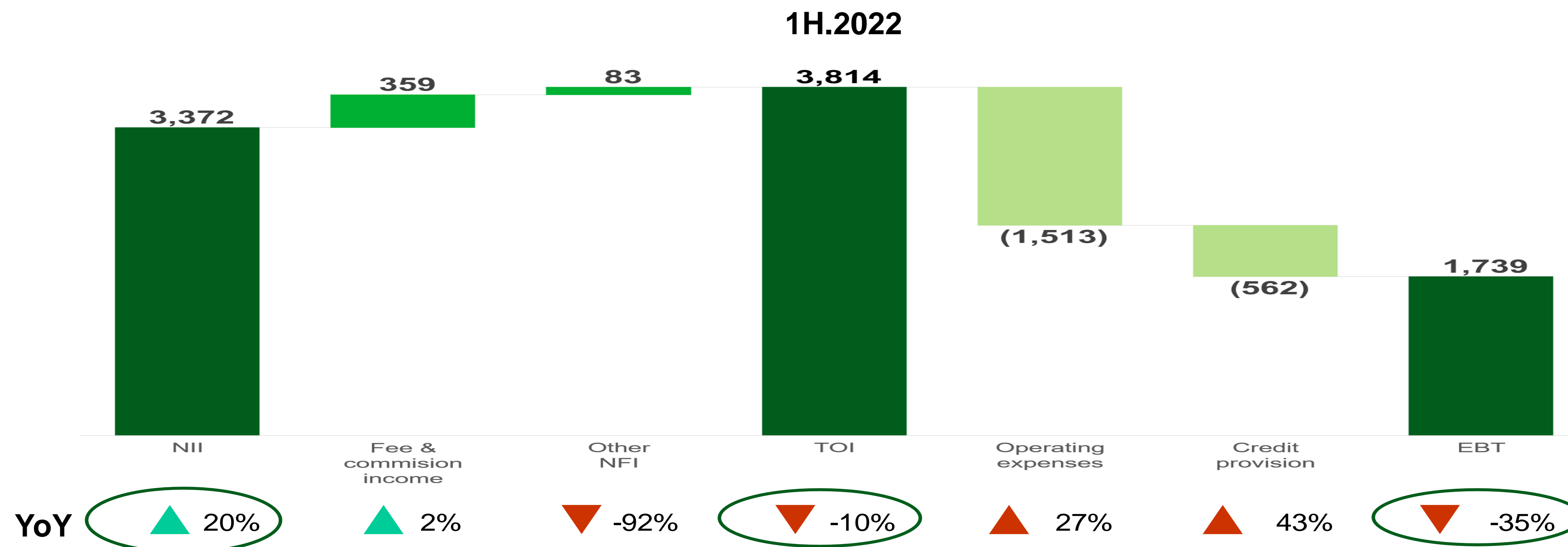
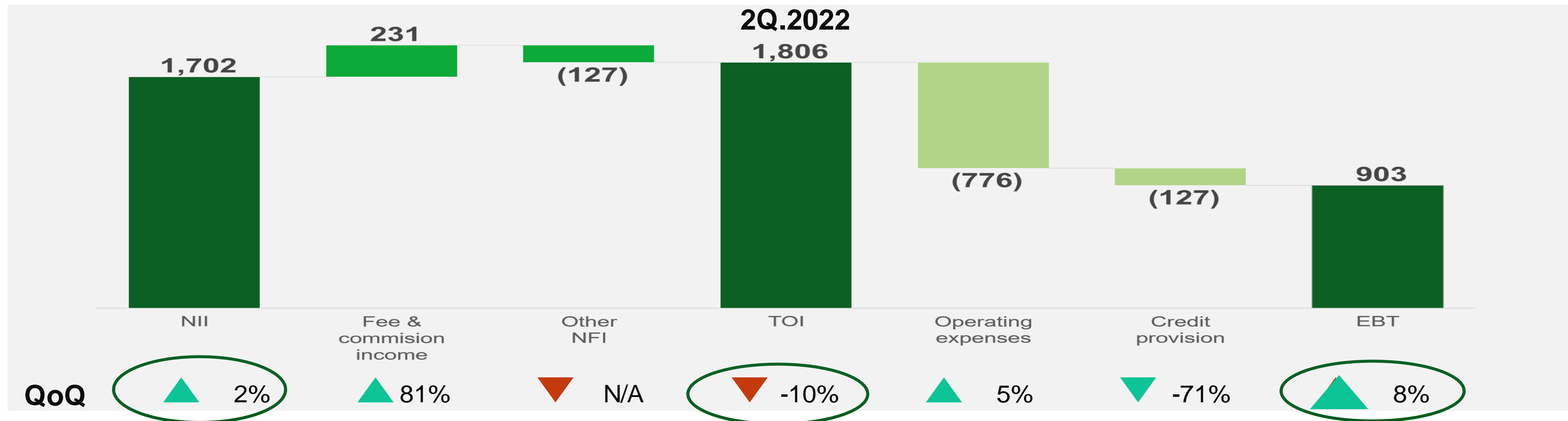
## Deposit by Elements

VND trillion





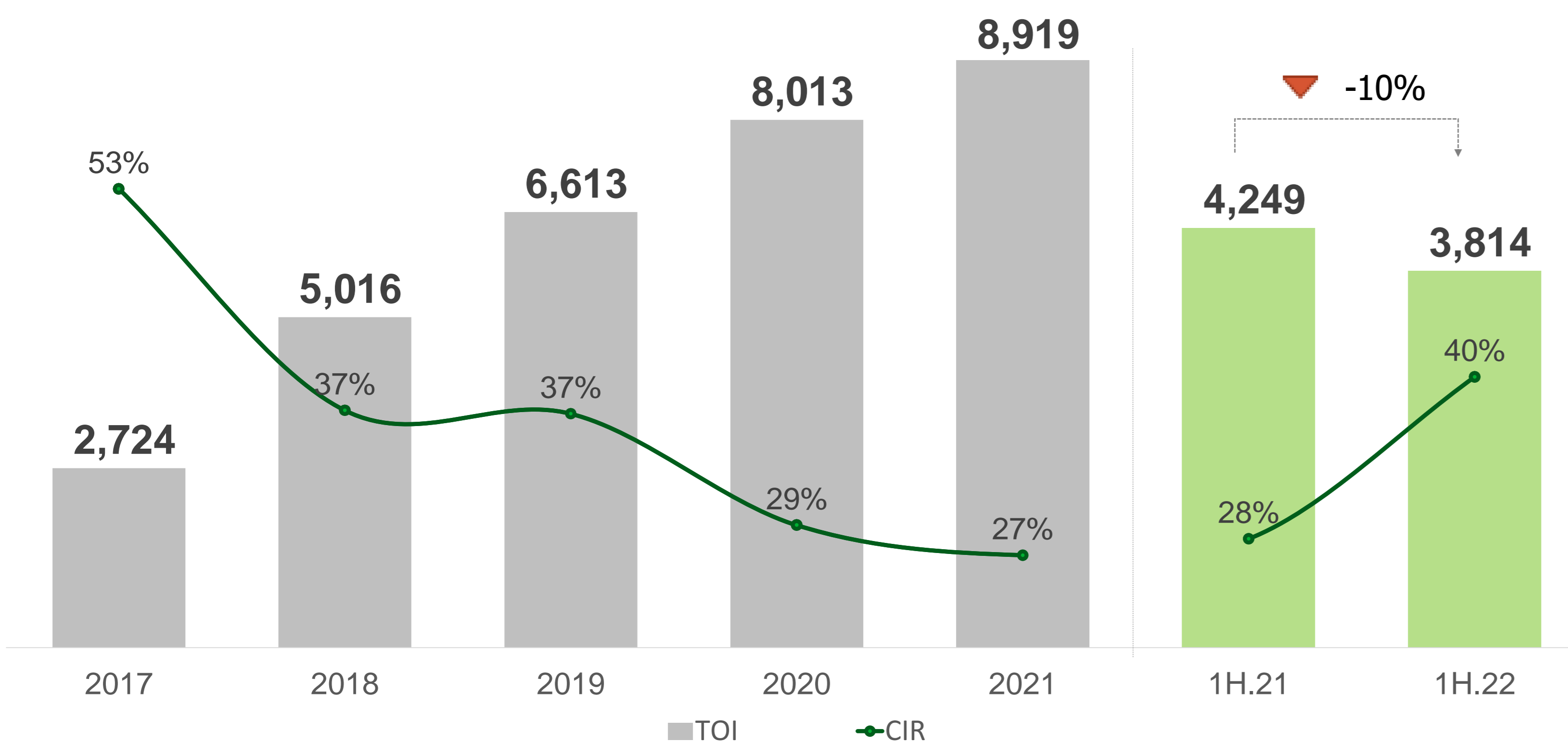
- Credit provision decreased 71% QoQ to VND127bn in 2Q22.
- EBT decreased by 35% yoy in 1H.2022 given weak gain from securities investment and the surge of credit provision in 1Q.2022.
- Core earnings from interest income kept increasing by 20% yoy to VND3,372bn in 1H.2022 with positive NIM trend.



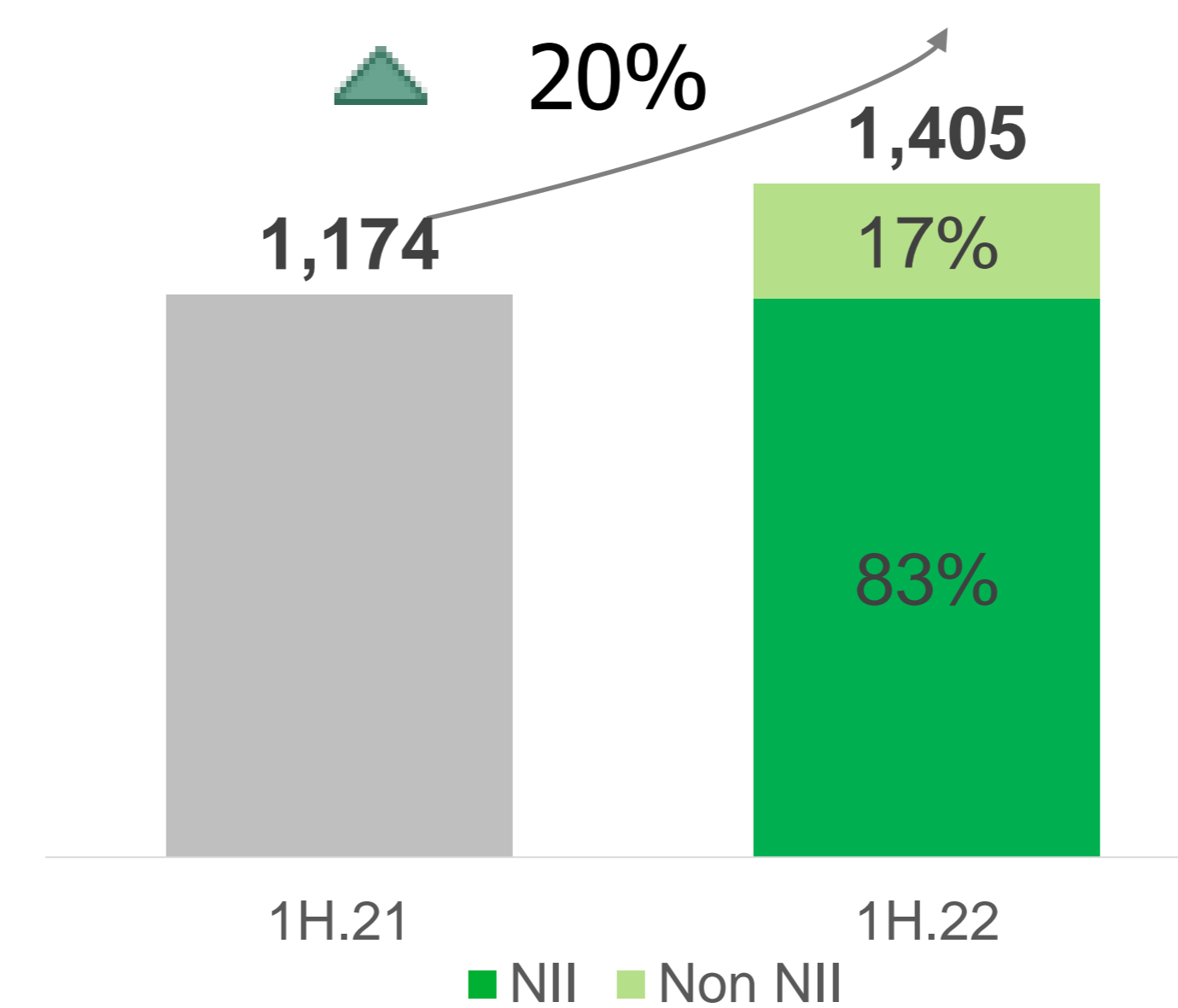
- TOI was down 10% yoy but RB, the bank's strategic BU, maintains good trajectory with 20% yoy growth in income.
- Income from Treasury decreased from high base last year.

## TOI & CIR

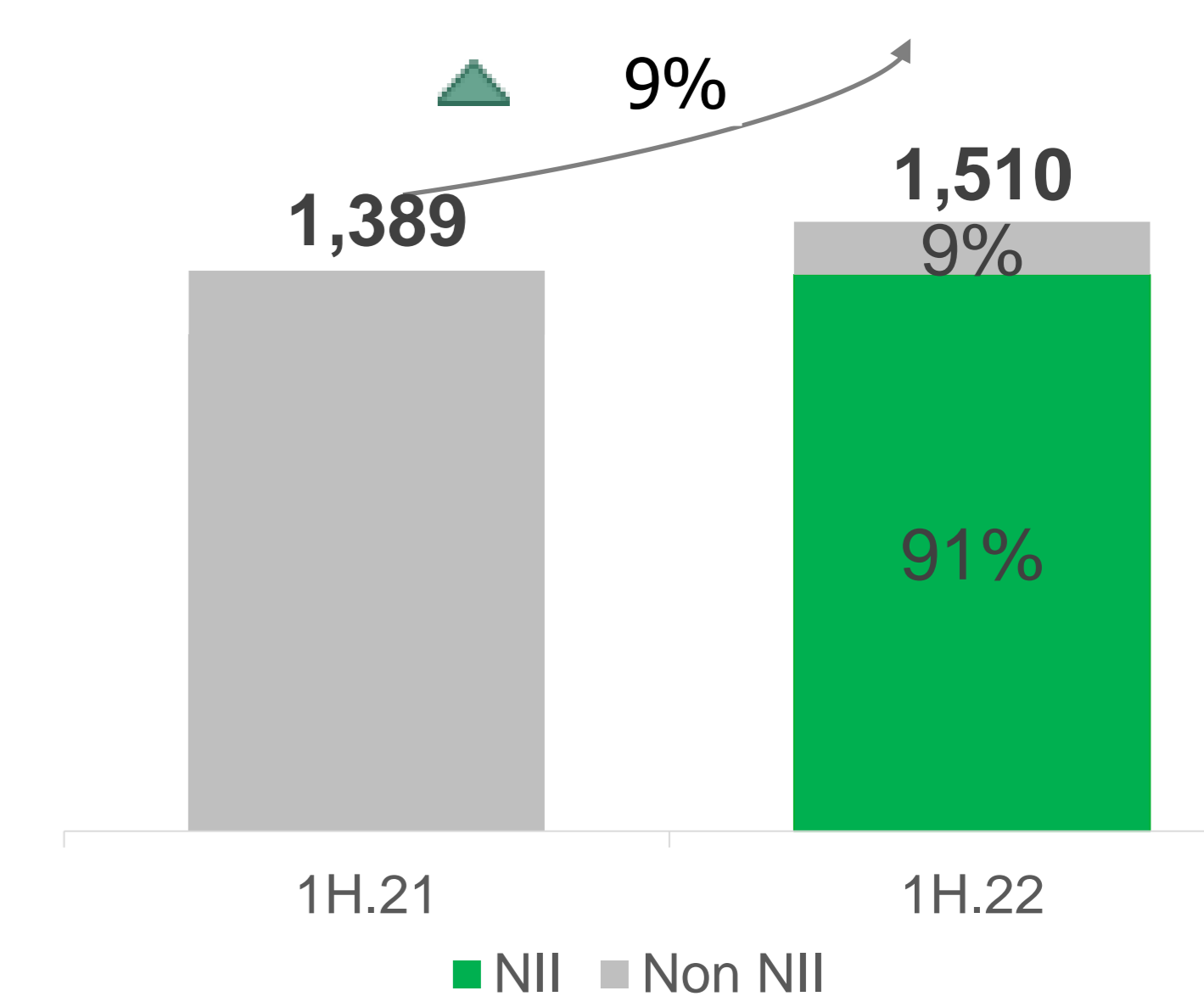
VND billion



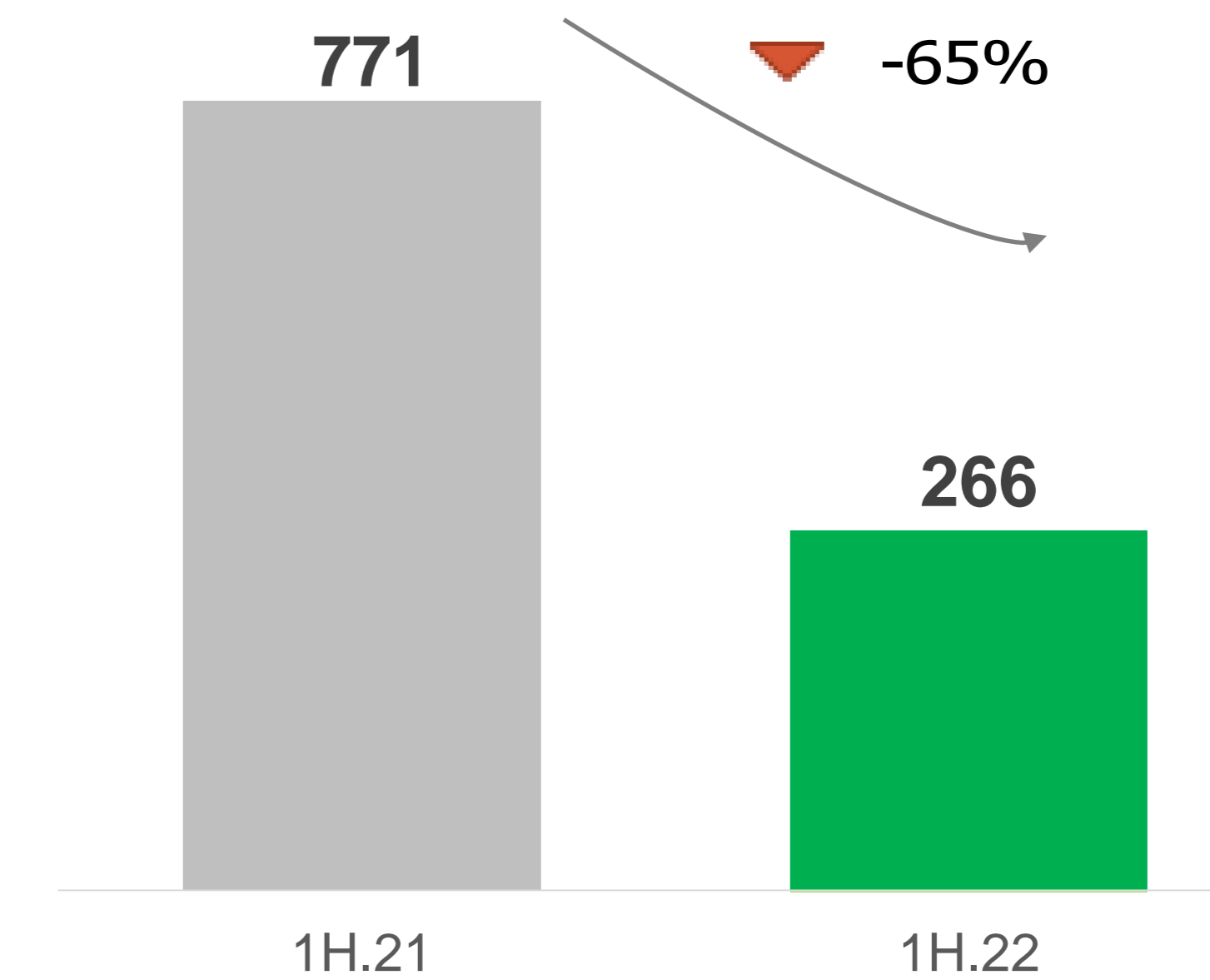
## TOI RB



## TOI CIB



## TOI Treasury

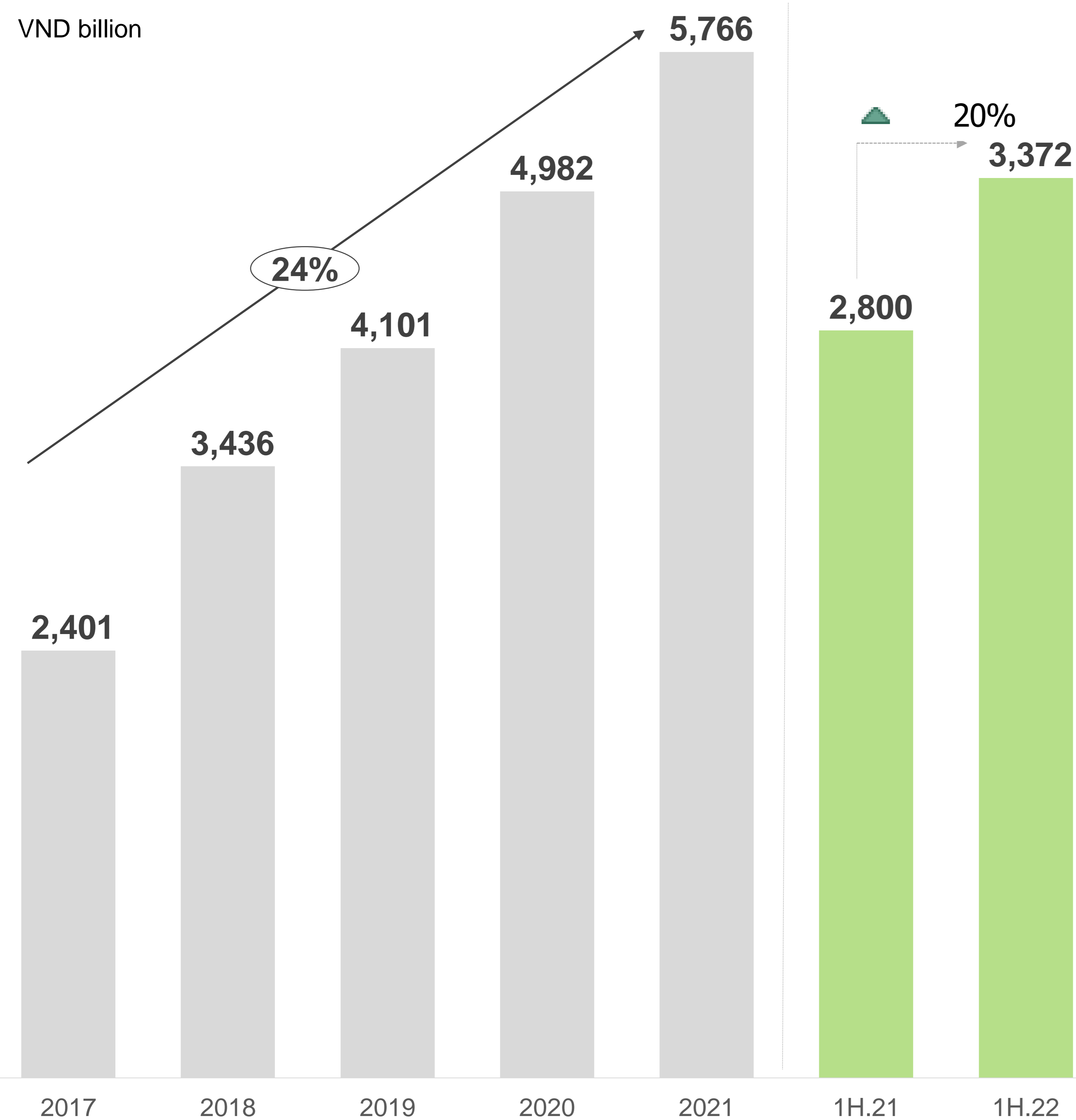




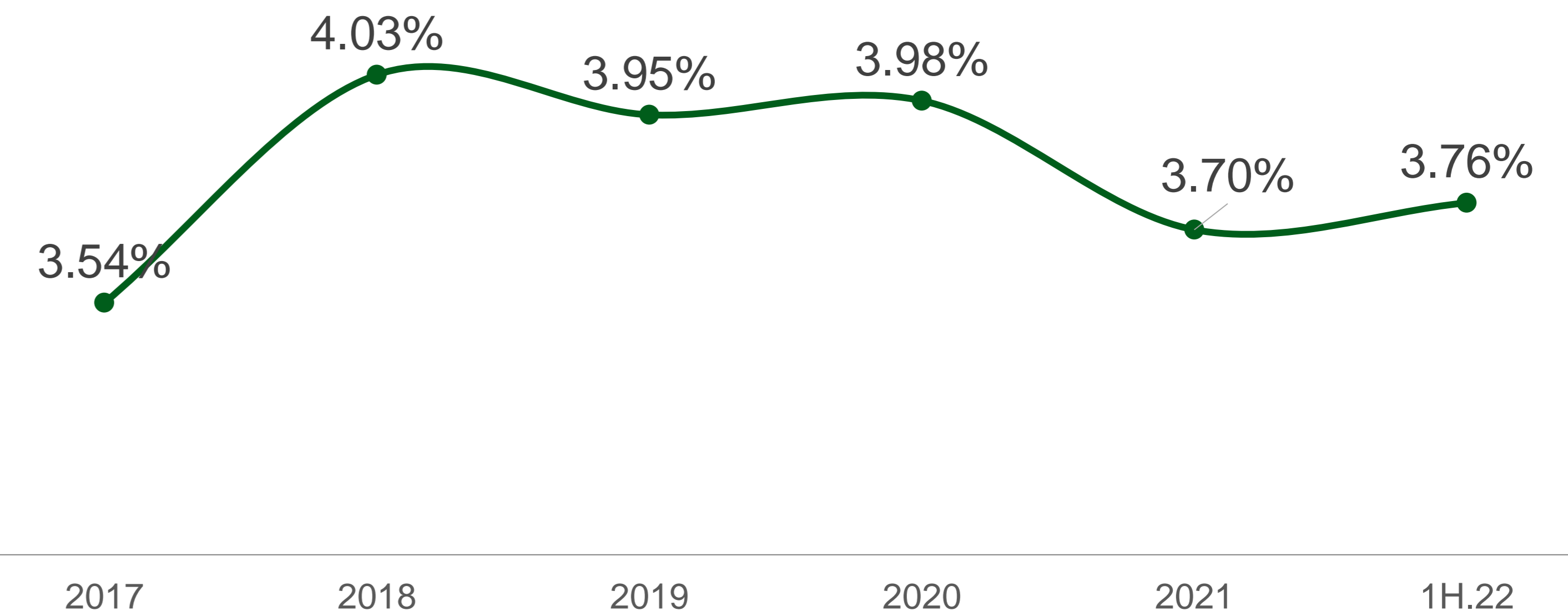
- NII sustained rapid growth pace of 20% yoy to VND3.4tn.
- NIM increased from 3.7% in 2021 to 3.76% in 1H.2022 given our efforts to optimize funding mix amid assets yield compression on M1.

## Net Interest Income

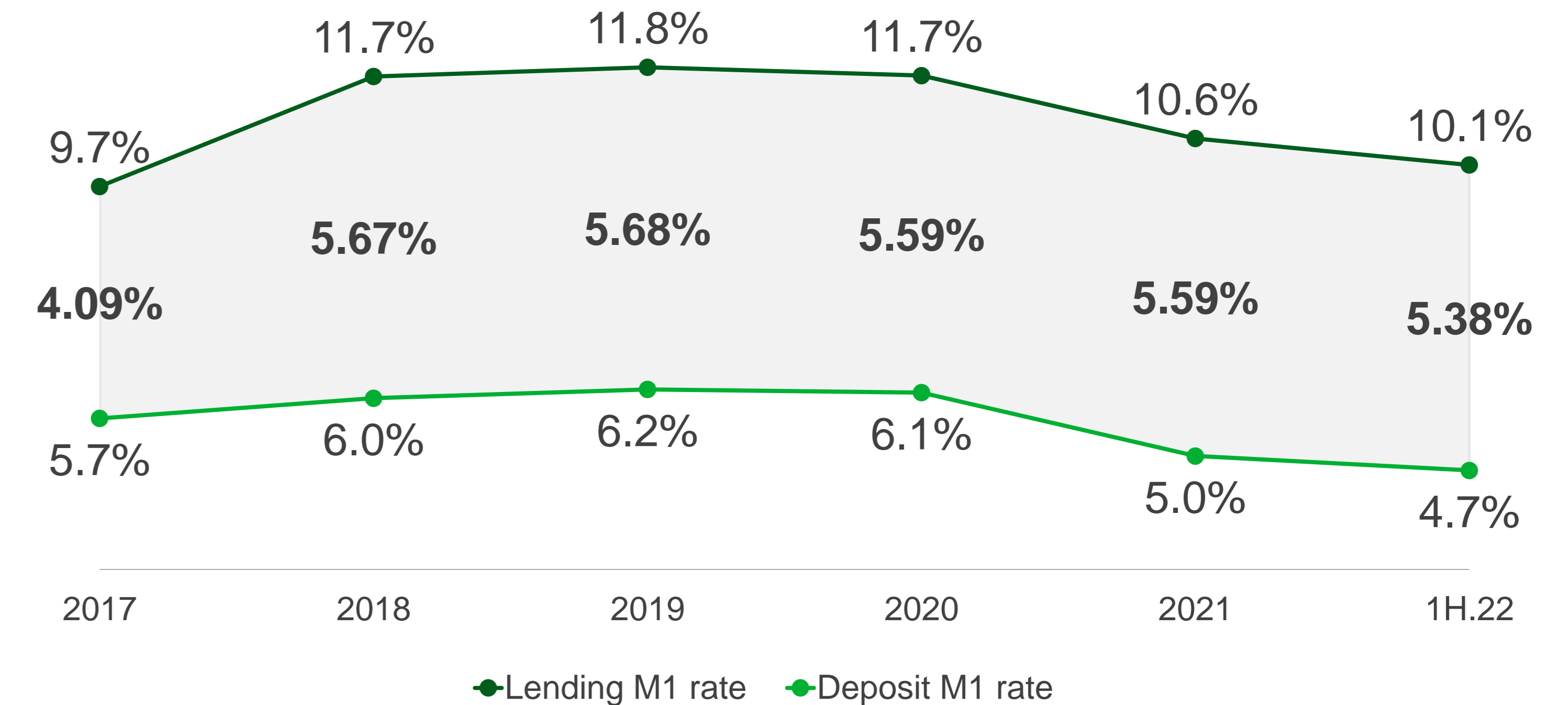
VND billion



## NIM



## Margin between lending M1 & deposit M1 rate

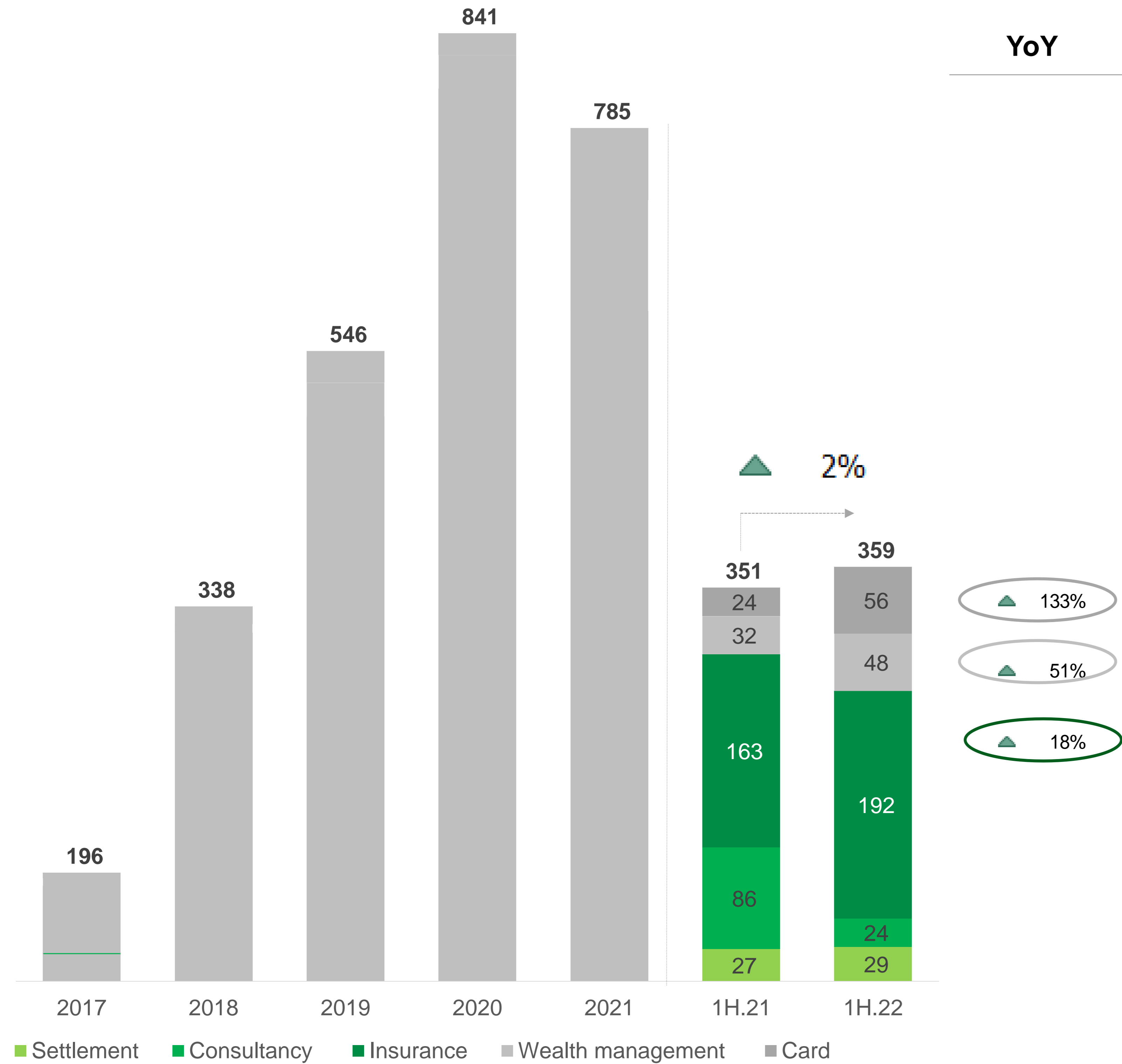




- Strong incomes from insurance (+18%), cards (+133%) and wealth management (+51%) offset the decrease in consultancy fees.

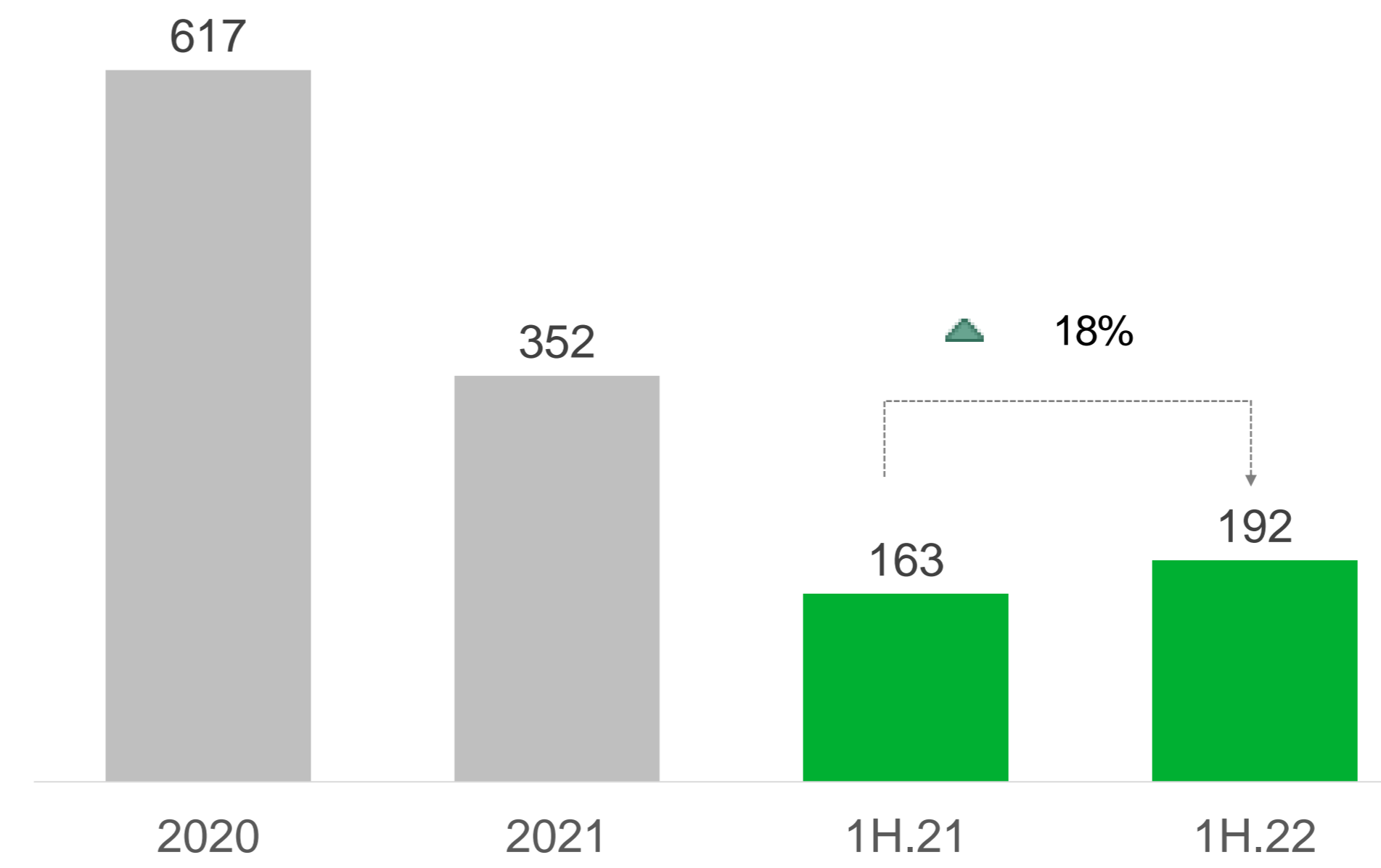
## Fees income by Types

VND billion



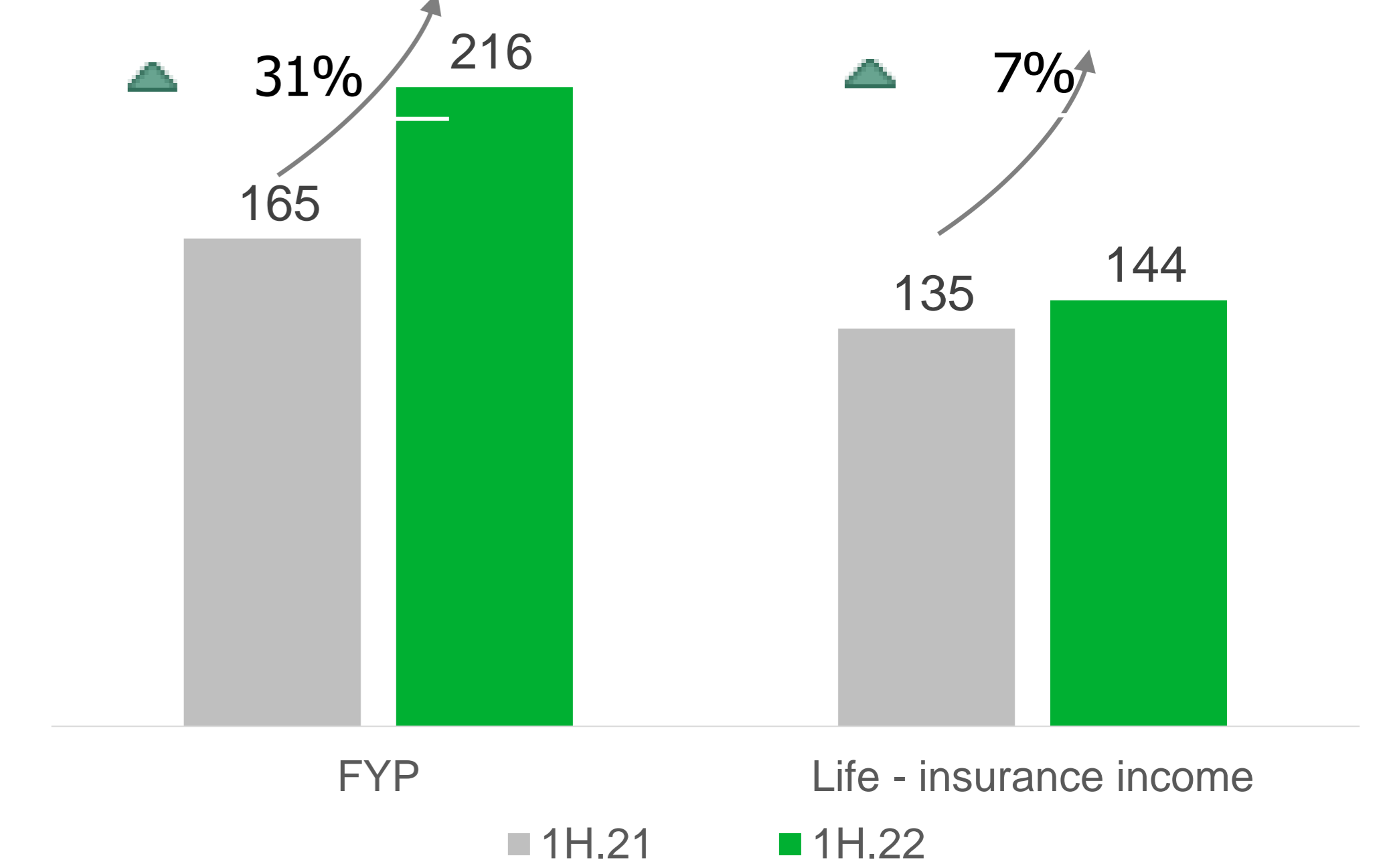
## Insurance income

VND billion



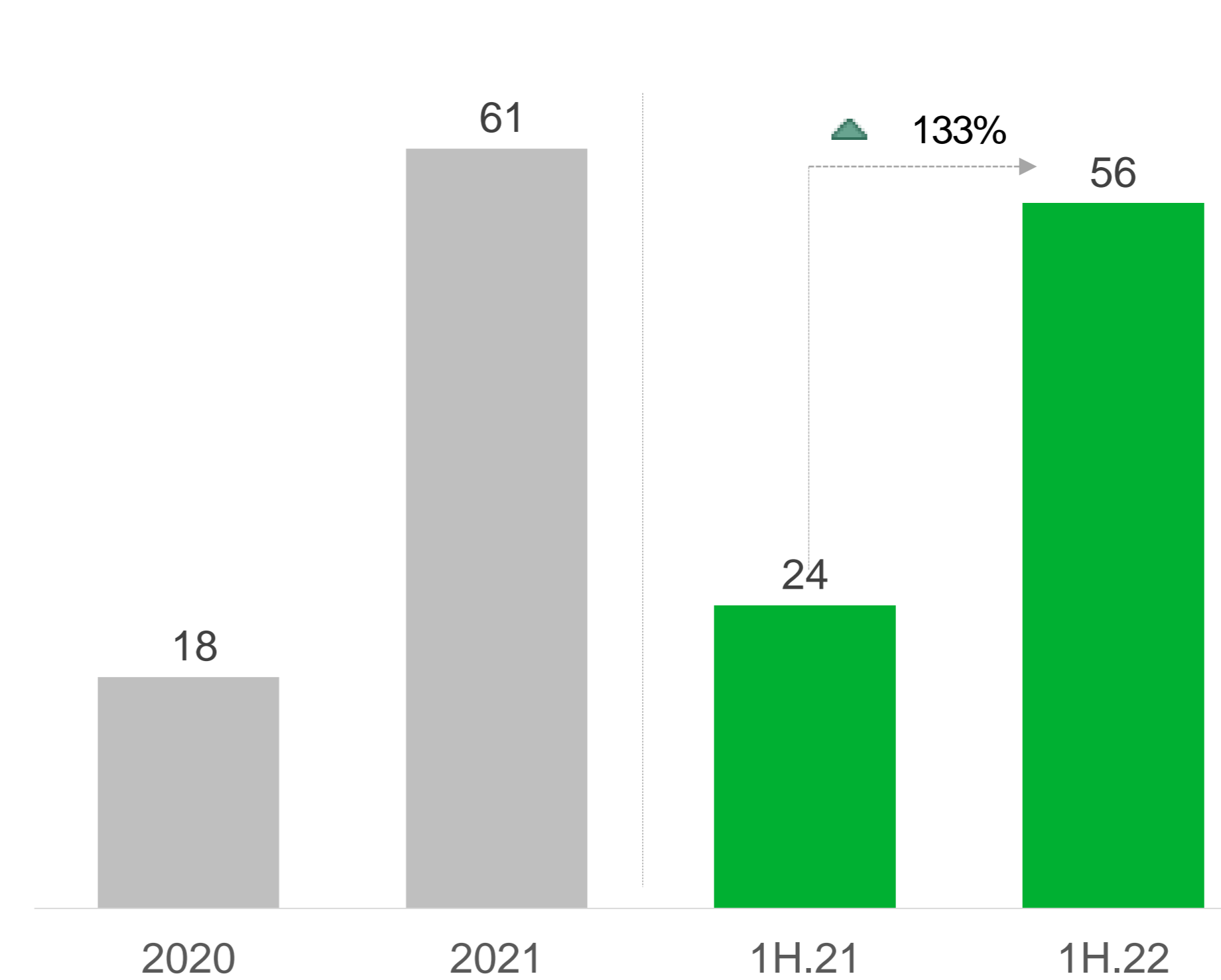
## Bancassurance - Life insurance

VND billion



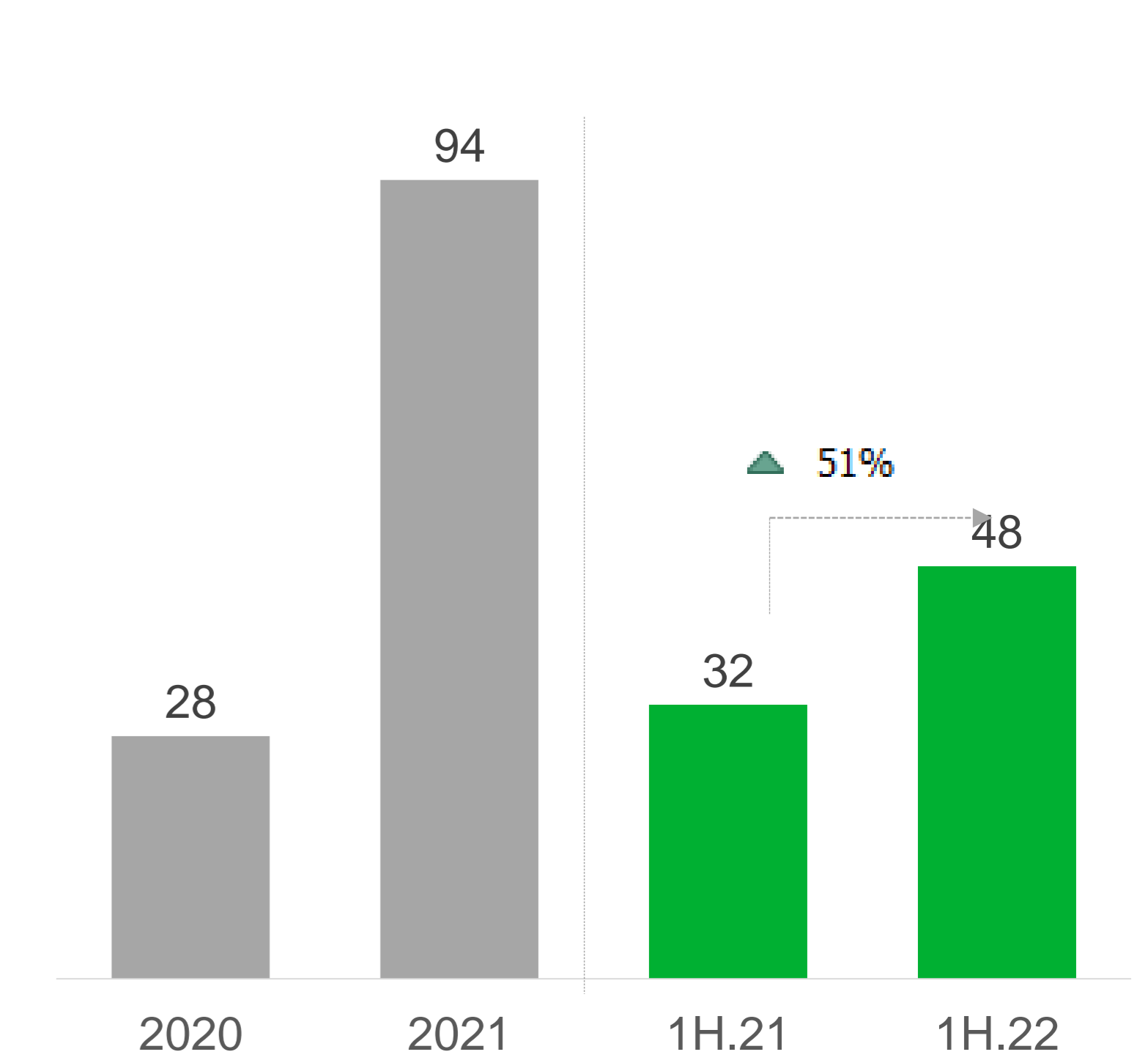
## Card income

VND billion



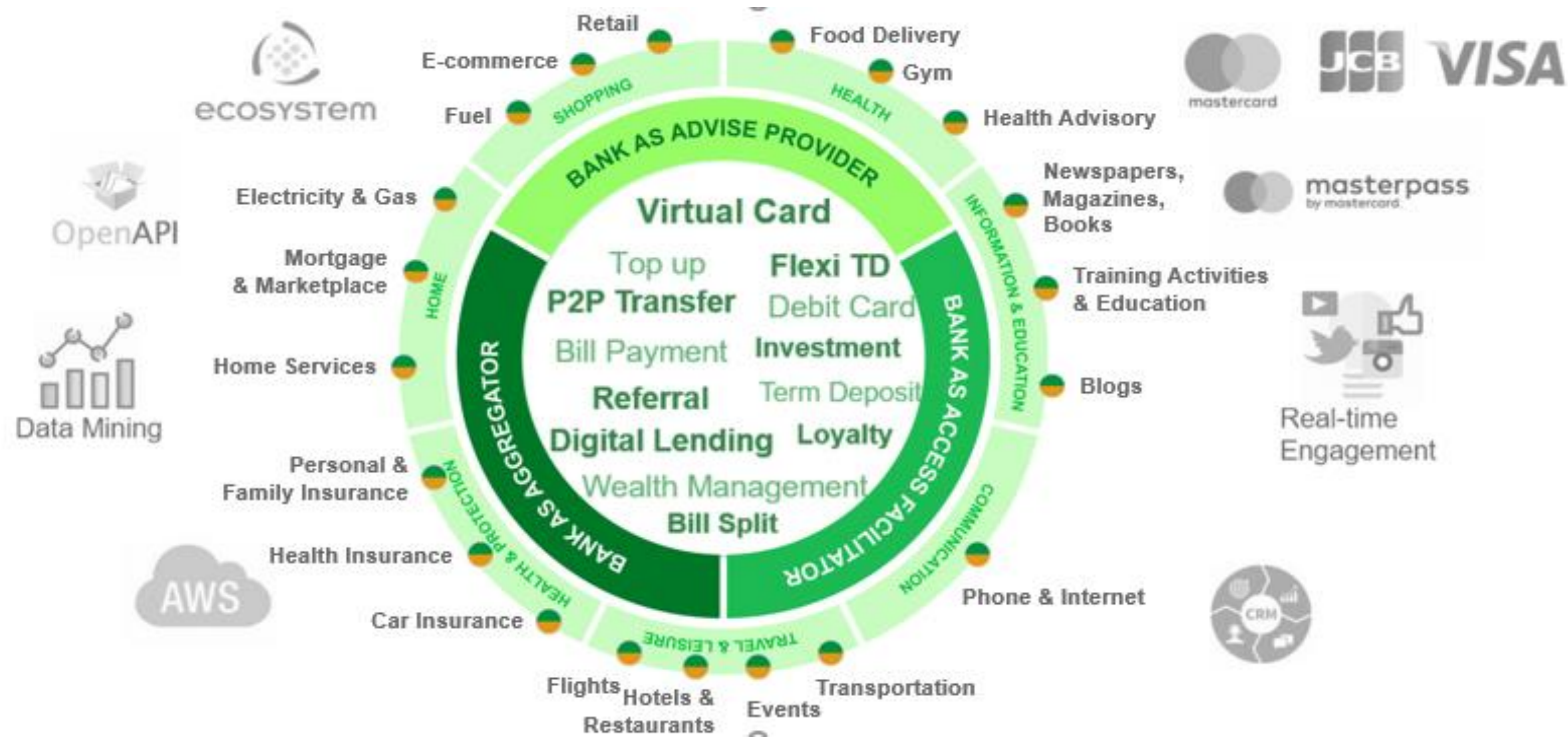
## Wealth management

VND billion





## To Build A Super APP



### CARDS



**OCB iGen**

### MORTGAGE JOURNEY



**UNLOCK DREAM HOME**

### OCB PROPAY



THỰC HIỆN GIAO DỊCH NGÂN HÀNG TRÊN ERP DOANH NGHIỆP

### OCB INVEST

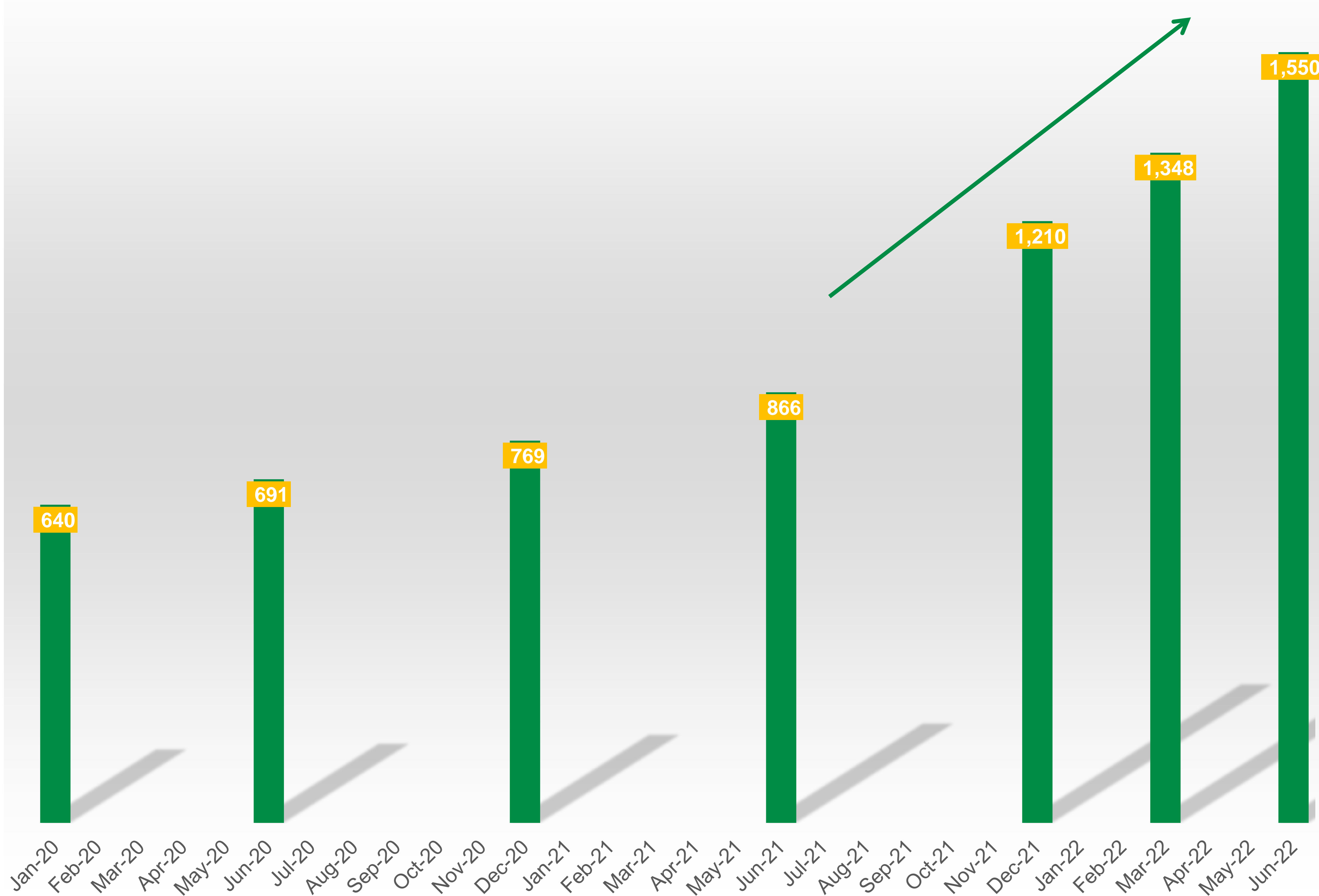


**OCB DAILY BANKING**



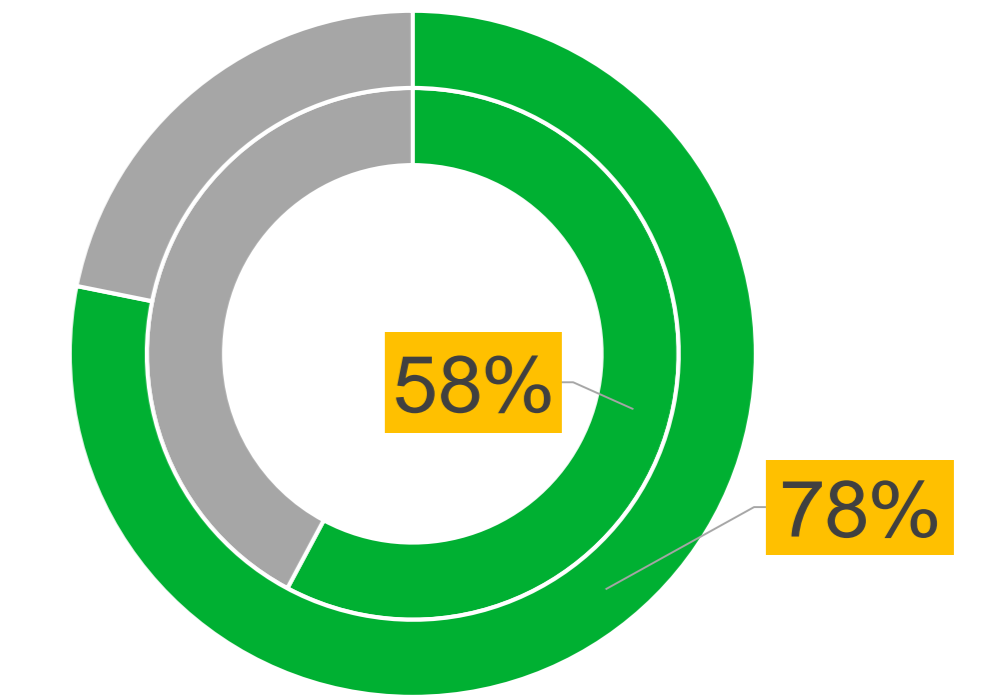
## OCB OMNI Users

(Unit: '000)



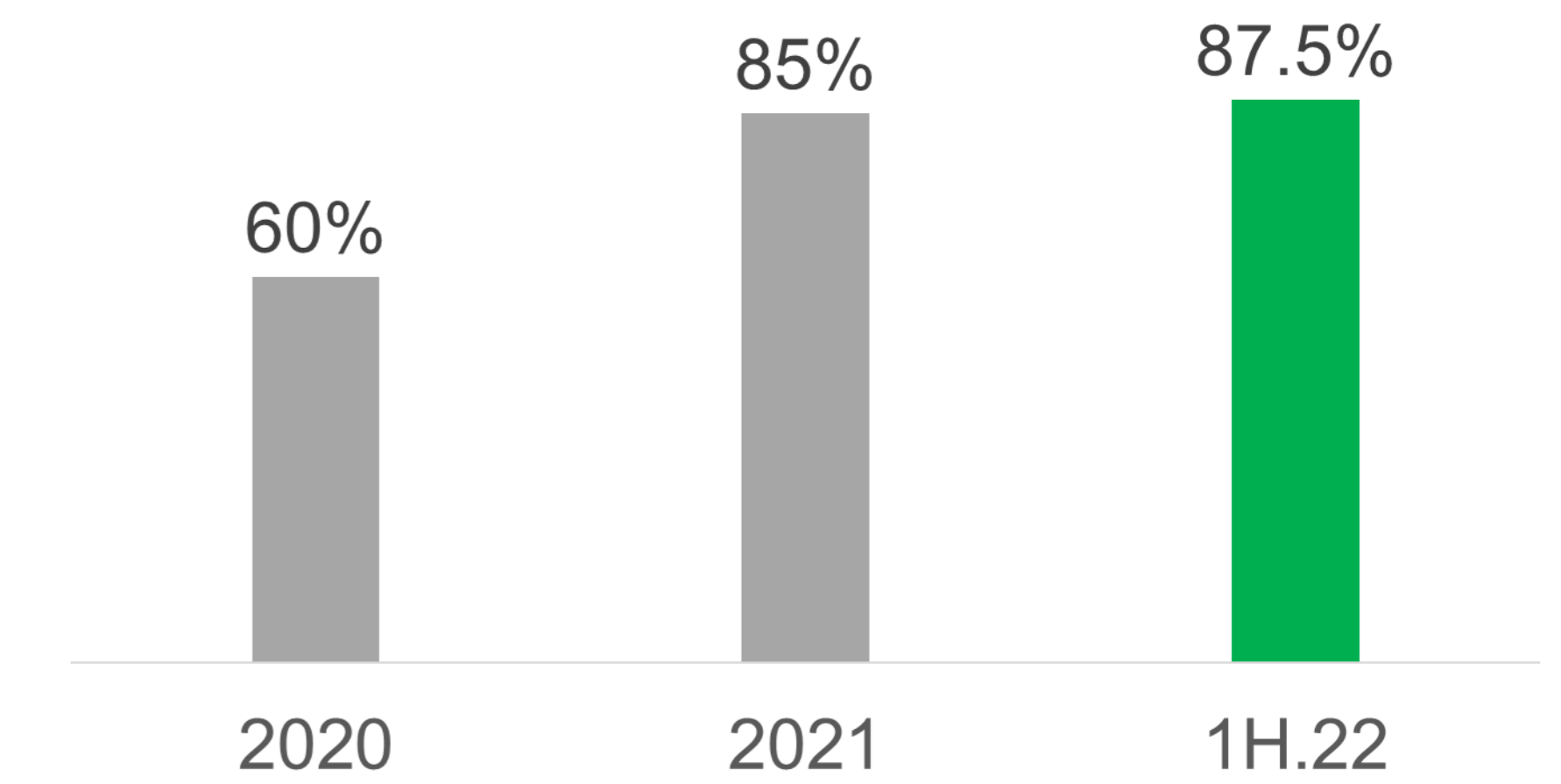
## New Customer Acquisition Rate

■ Digital ■ Physical



(\*) inner circle for 2021, outer circle for 1H.22

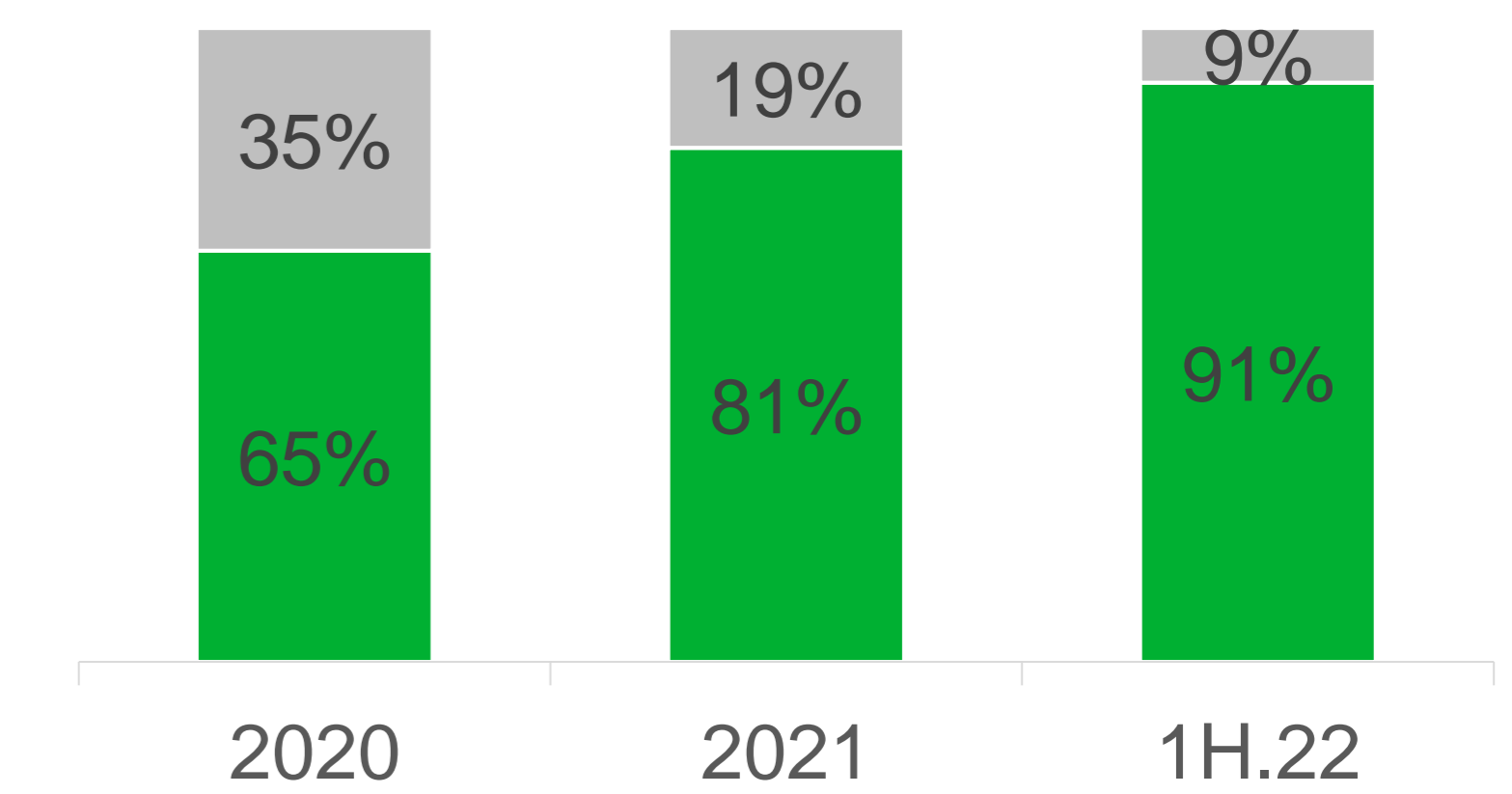
## OCB OMNI penetration rate\*



(\*) Based on no. of new customers

## Volume transaction by type

■ Digital ■ Physical







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



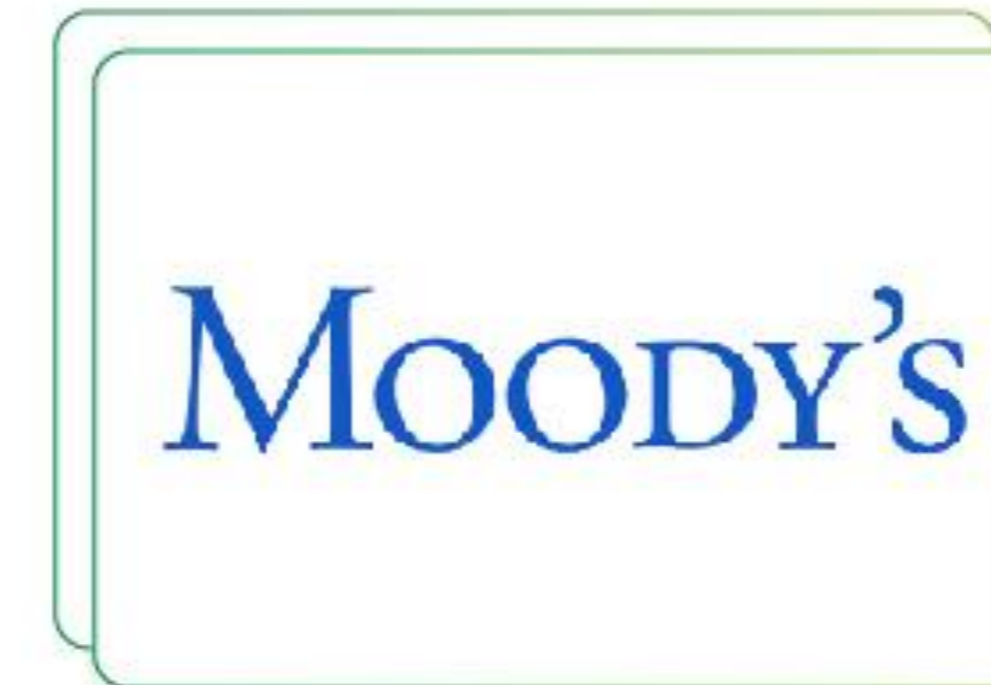
"Best Green Deal" award from Asian Development Bank (ADB)



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**

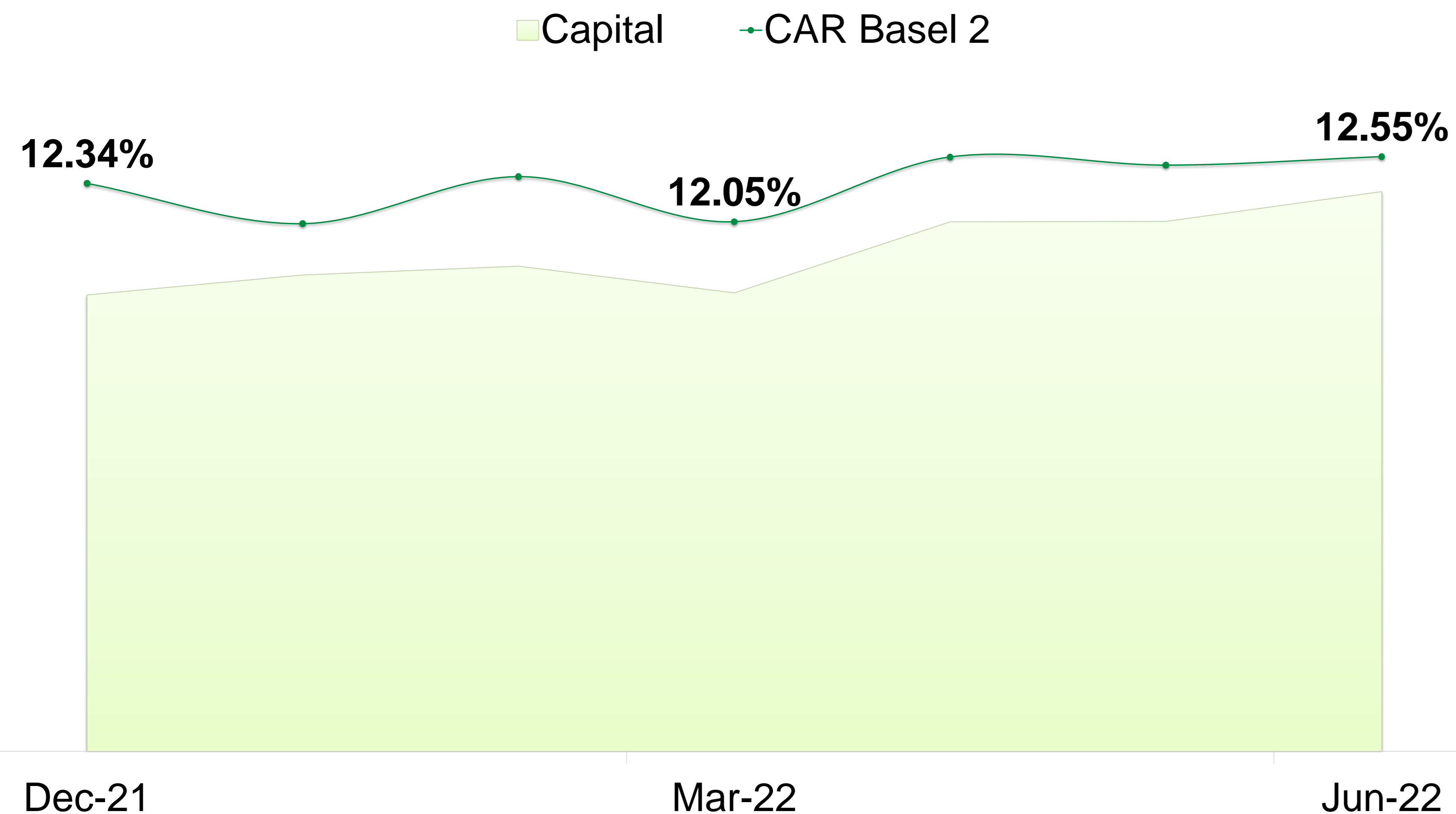


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# **RISK MANAGEMENT**







**Moody's Rating – Positive**

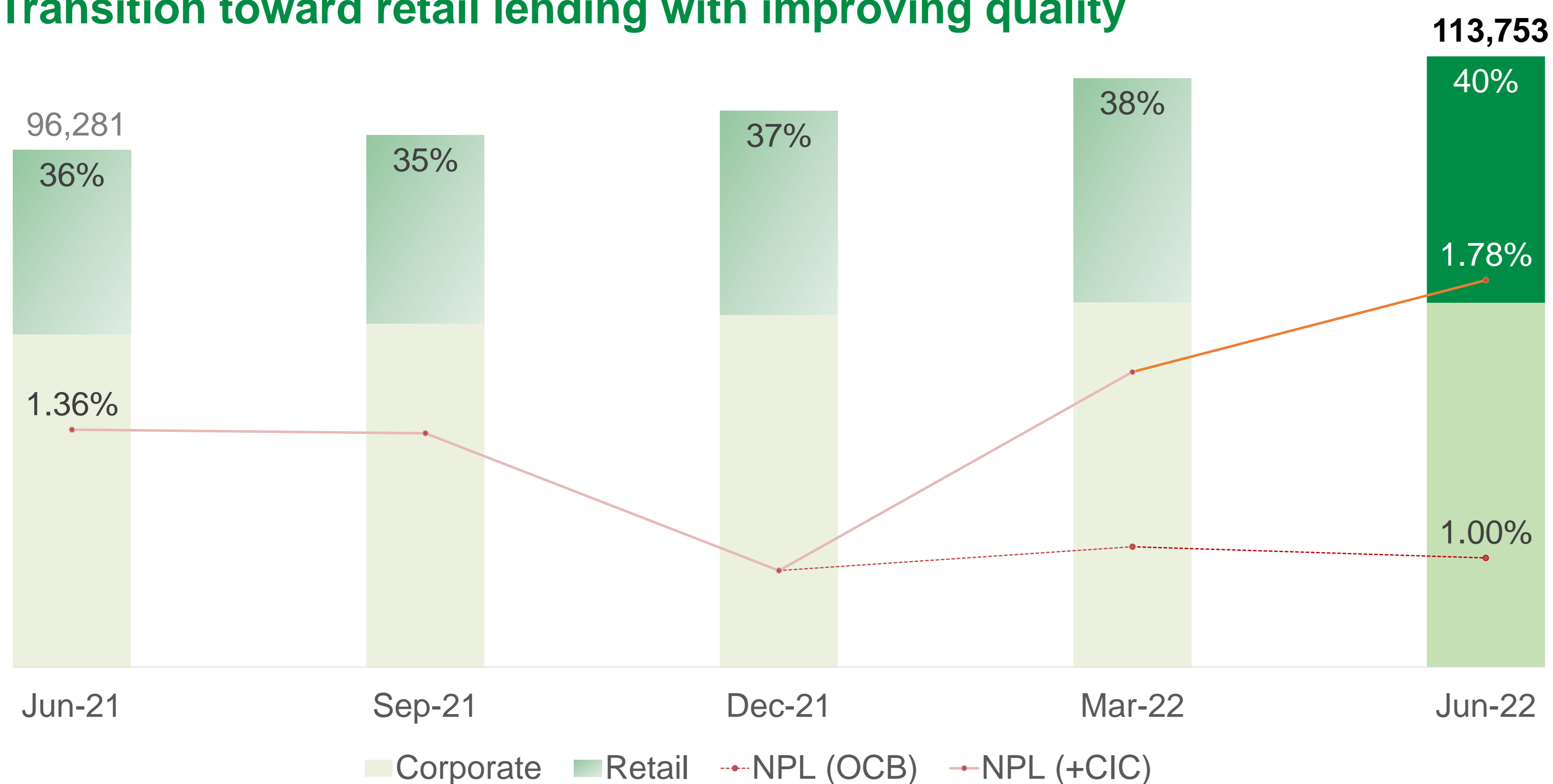


Counterparty Risk Rating	Ba3
Bank Deposits	B1
Baseline Credit Assessment	B1
Issuer Rating	B1
Outlook	Positive

- Stably strengthened capital base with supports from strategic foreign investor Aozora Bank.
- Effective control and monitoring of different risk assets class in lieu of strong growth momentum.
- Comply with international standard on reporting standard and capital adequacy.

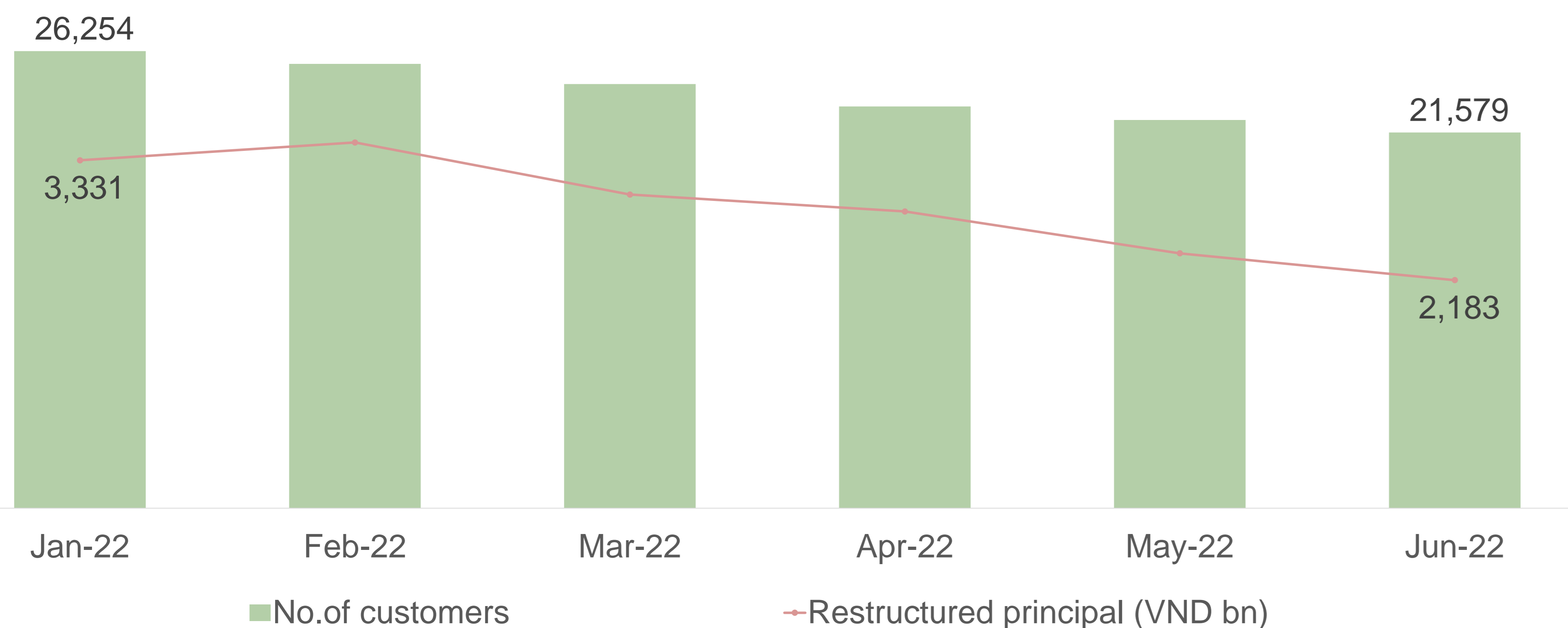


**Transition toward retail lending with improving quality**

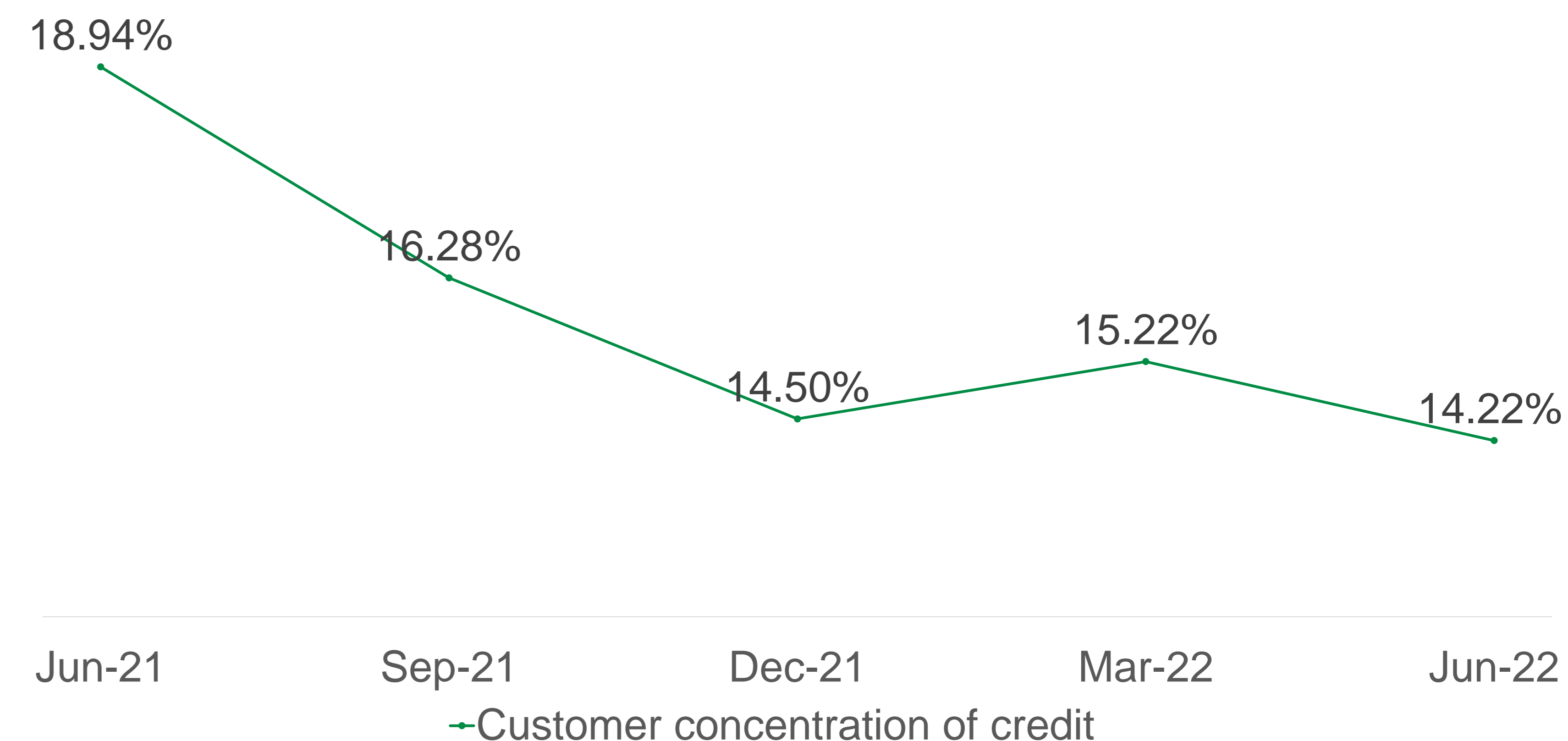


- Lending transitioning toward retail segments with non-performing loans gradually improving
- Portfolio concentration reduced significantly
- Covid-19 impacted loan constantly drop in both loan balance and number of customers

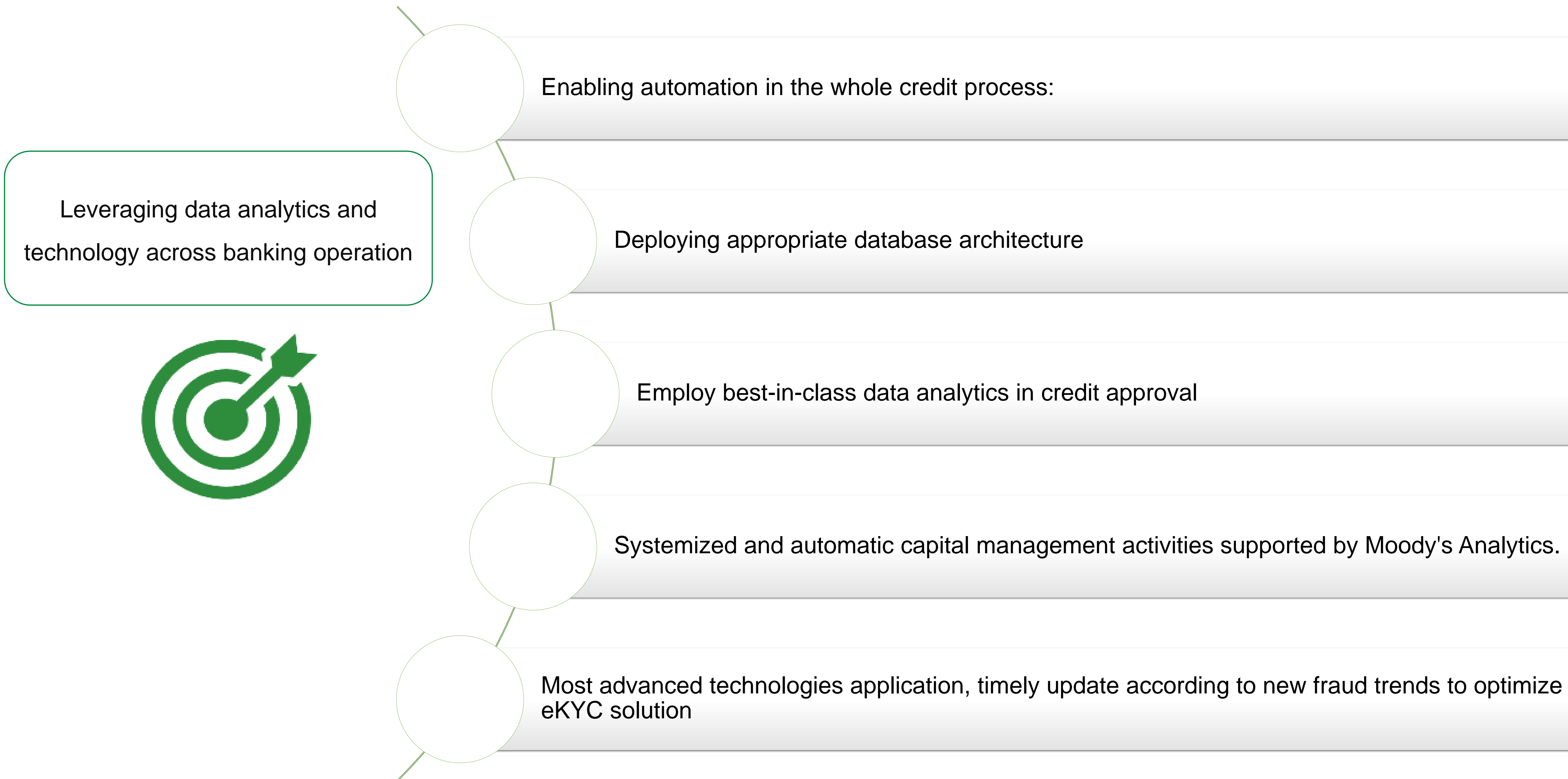
**Covid-19 Restructured Loans**



**Credit Concentration**

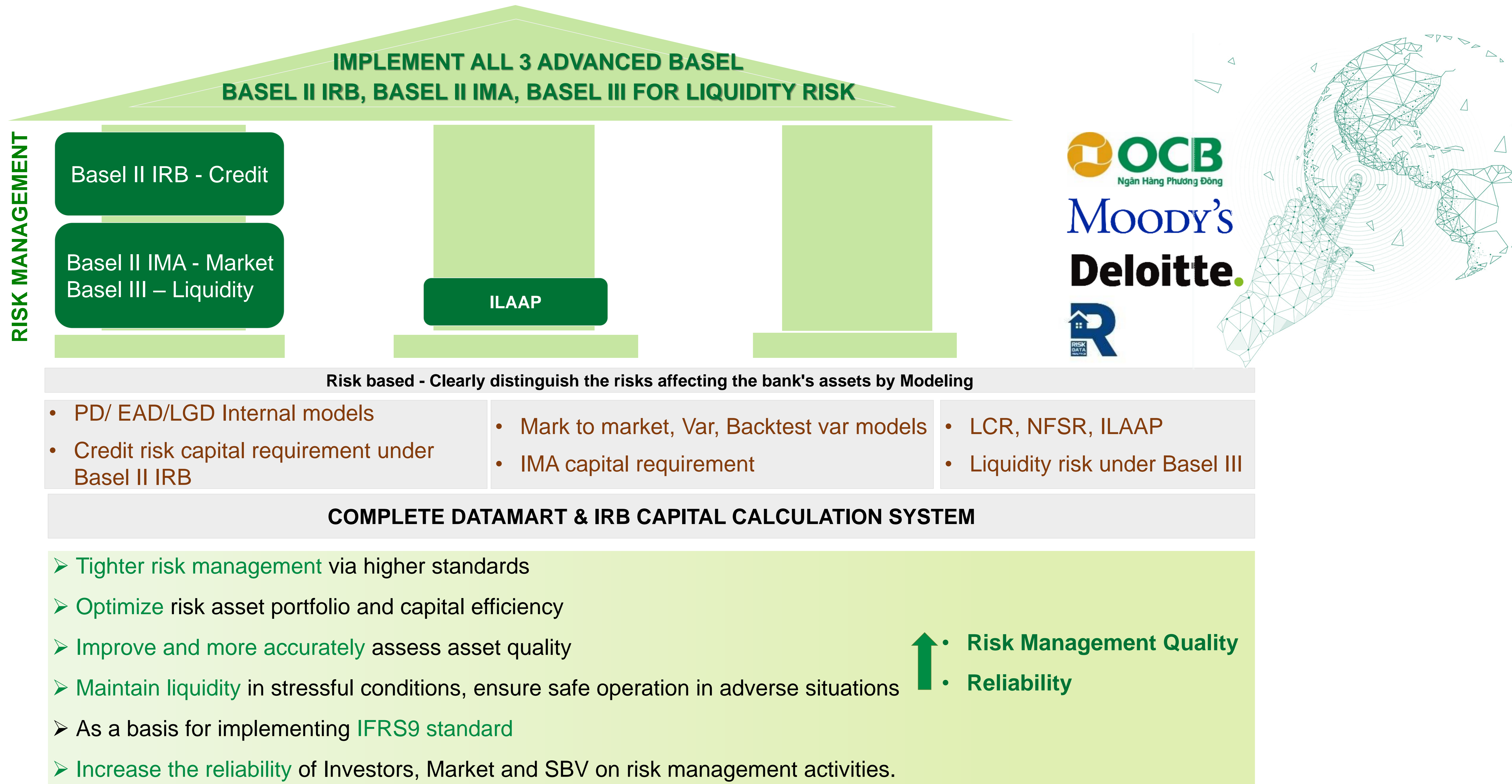








## ADVANCED BASEL PROJECT OVERVIEW at OCB in 2022



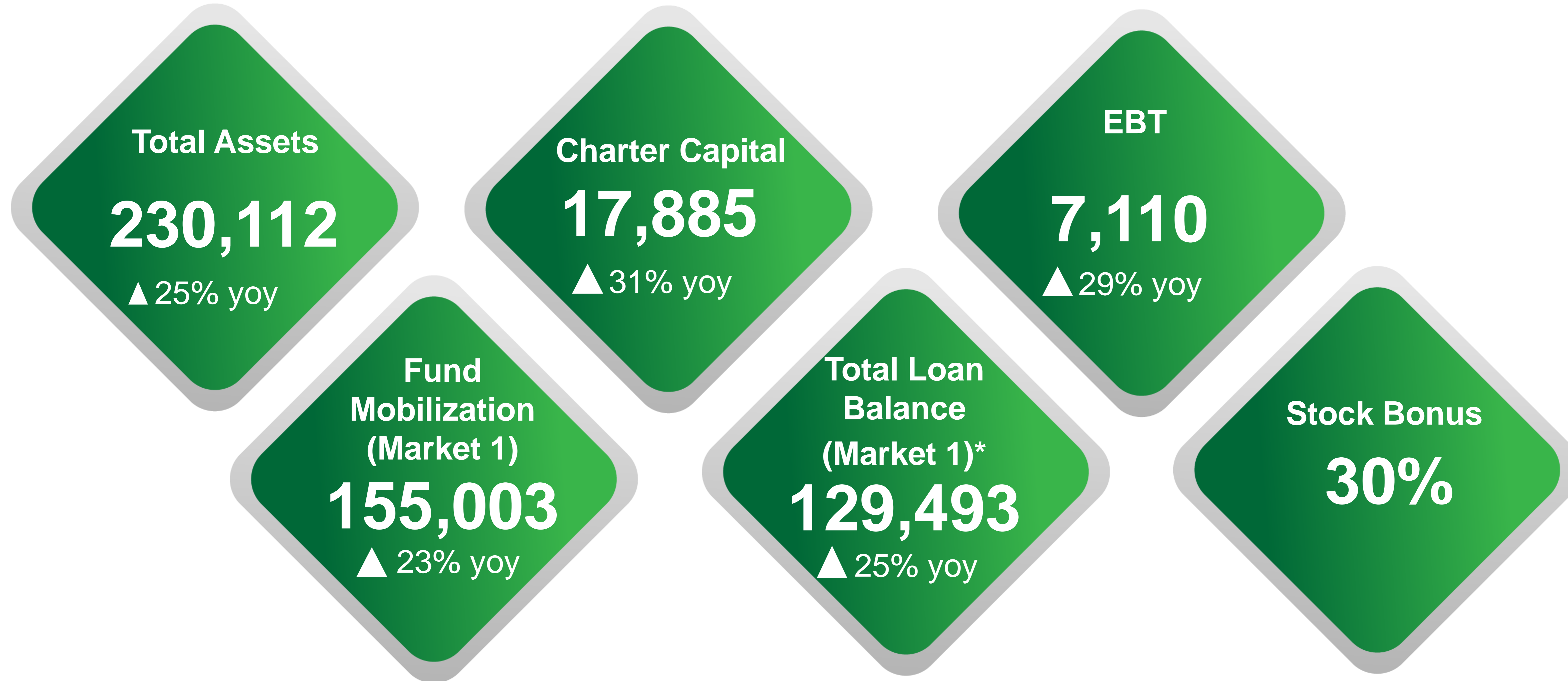


**3**

# **FINANCIAL TARGETS 2022**







Unit: VND billion, %

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



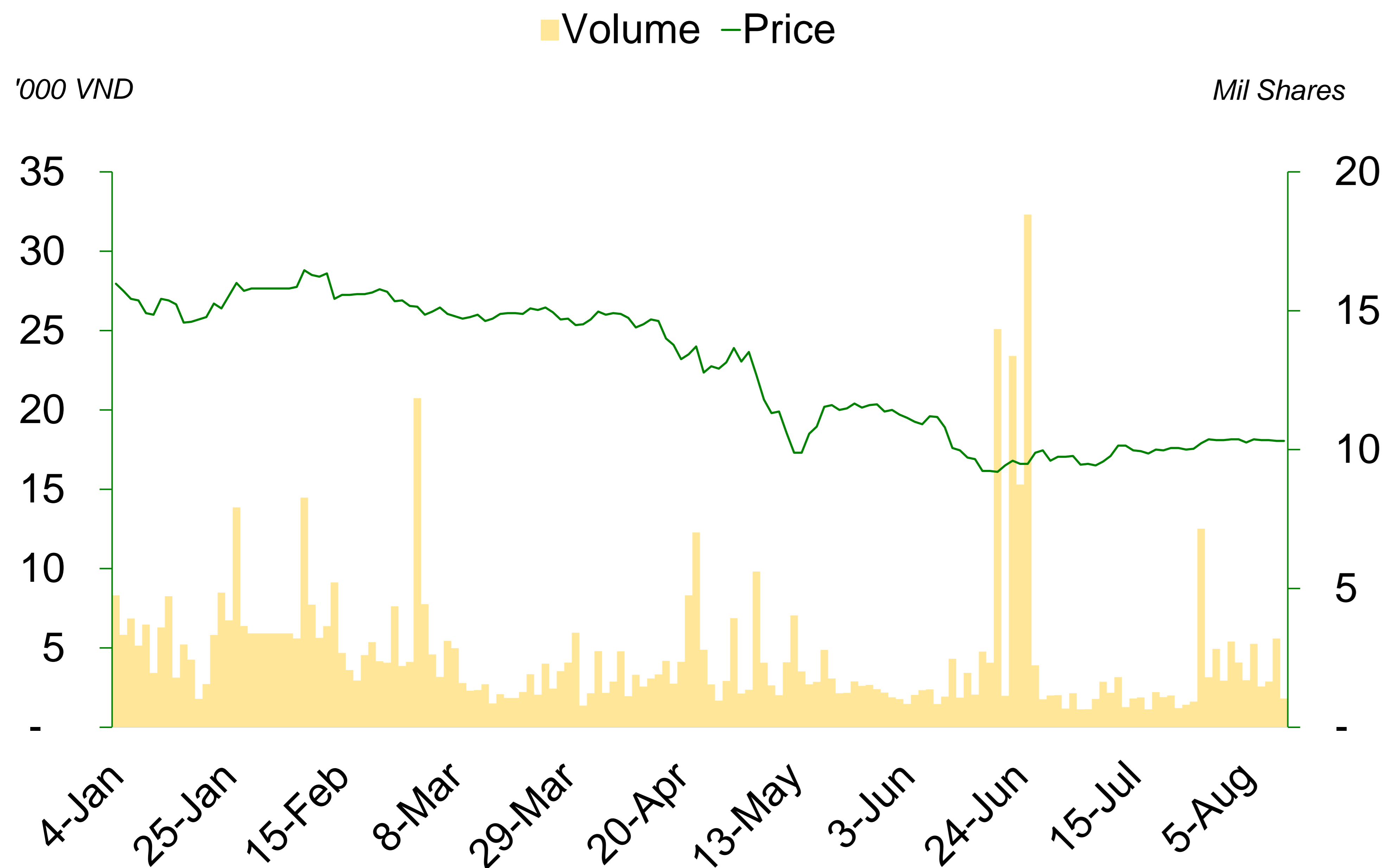
**4**

# APPENDIX





**PRICE PERFORMANCE in 2022**



OCB share on 12/08/2022	
Closing price (VND)	18,050
52-weeks highest price (VND)	30,500
52-weeks lowest price (VND)	16,100
Outstanding shares (million shares)	1,370
10D.Average trading volume (million shares)	1.90
Market cap (VND billion)	24,729
EPS (TTM) (VND)	2,682
Book value per share (VND)	16,896
P/E	6.73
P/B	1.07



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



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