



Niềm tin và thịnh vượng

PERFORMANCE ANNOUNCEMENT

• 9M2022 •

HCMC, 10 NOVEMBER 2022



English

AGENDA

1. Financial Update

2. Risk Management

3. Business Outlook

4. Appendix

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FINANCIAL UPDATE

9M.2022



(VND billion except for where stated)

Credit Growth
↑ 13.1% ytd

Total Assets
VND193tn

NIM
3.85%

Core TOI
VND6,140 (↑ 25% yoy)

Banca FYP
VND324bn (↑ 51%yoy)

CAR
12.5%

LRR
18.95%

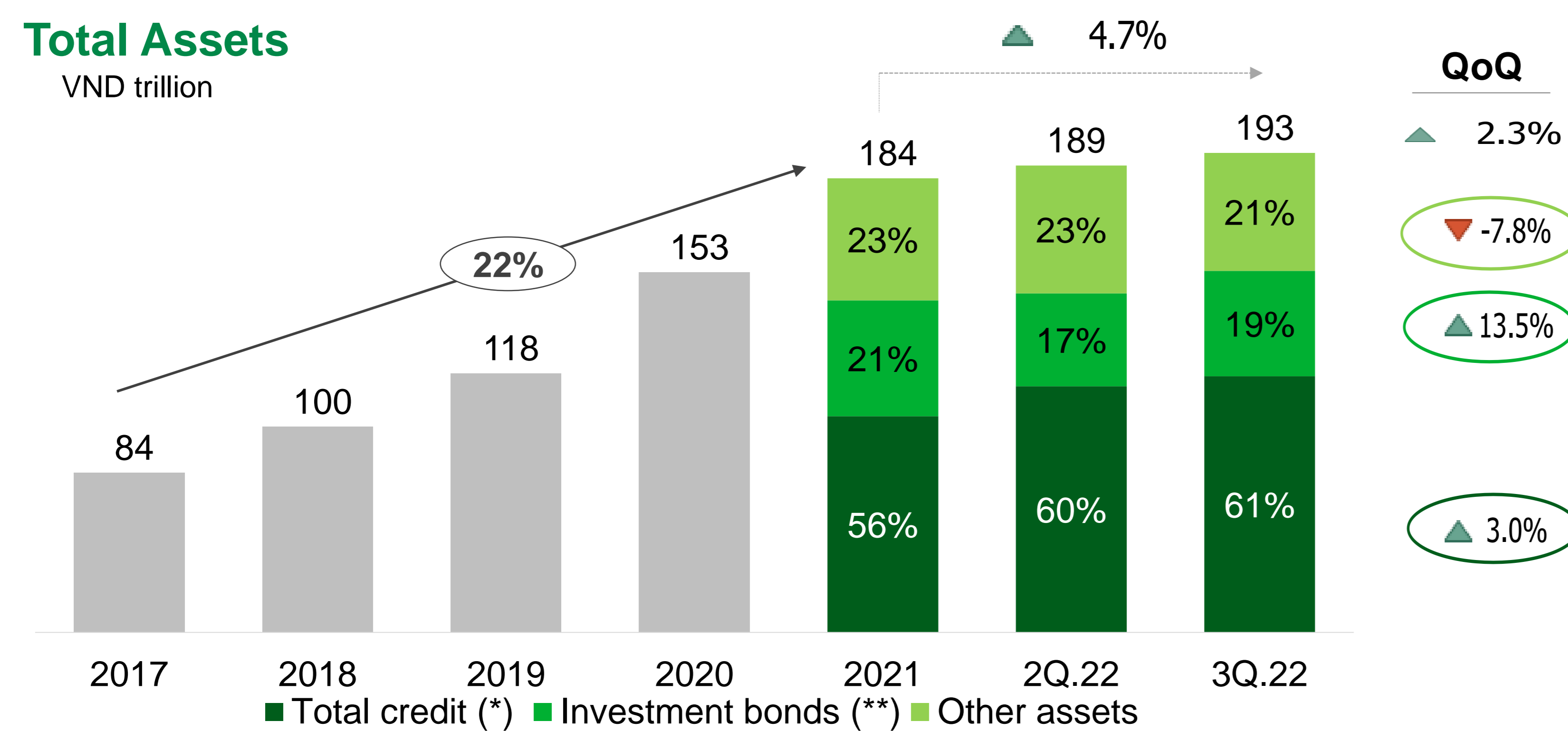
PBT
VND2,649 (↓ 30%yoy)

		9M.2022	YoY	Ytd
Assets & Liabilities	Total Assets	193,150	15.3%	4.7%
	Total Credit (M1)	117,163	18.3%	13.1%
	Total mobilization (M1)	129,568	8.2%	2.5%
	Total equity	23,882	16.9%	9.5%
	CAR	12.5%	-	-
		9M.2022	1H.2022	2021
Assets quality & Liquidity	NPL ratio*	2.08%	1.78%	0.97%
	Covid-19 restructuring	0.6%	2.0%	3.0%
		9M.2022	Limit	
Assets quality & Liquidity	LDR (SBV)	71.08%	≤85%	✓
	ST-funding for MLT lending	31.03%	≤34%	✓
	LRR	18.95%	≥10%	✓
		9M.2022	YoY	
P&L	TOI	5,885	-5.8%	
	NII	5,121	23.2%	
	NFI	626	33.6%	
	Other Non-NII	138	-91.5%	
	Operating expenses	2,317	27.5%	
	Credit provision	920	39.2%	
Profitability	EBT	2,649	-29.7%	
		9M.2022	2021	
	NIM	3.9%	3.7%	
	CIR	39.4%	26.9%	
	ROAE	15.4%	22.0%	
ROAA	1.9%	2.6%		

- Improved NIM due to reduction in proportion of low-yield assets and increase in RB contribution (+11.3% YTD).
- Mild recovery in total mobilization, increasing by 4.7% QoQ in 3Q.2022 to achieve VND130 trillion.

Total Assets

VND trillion



QoQ

▲ 2.3%

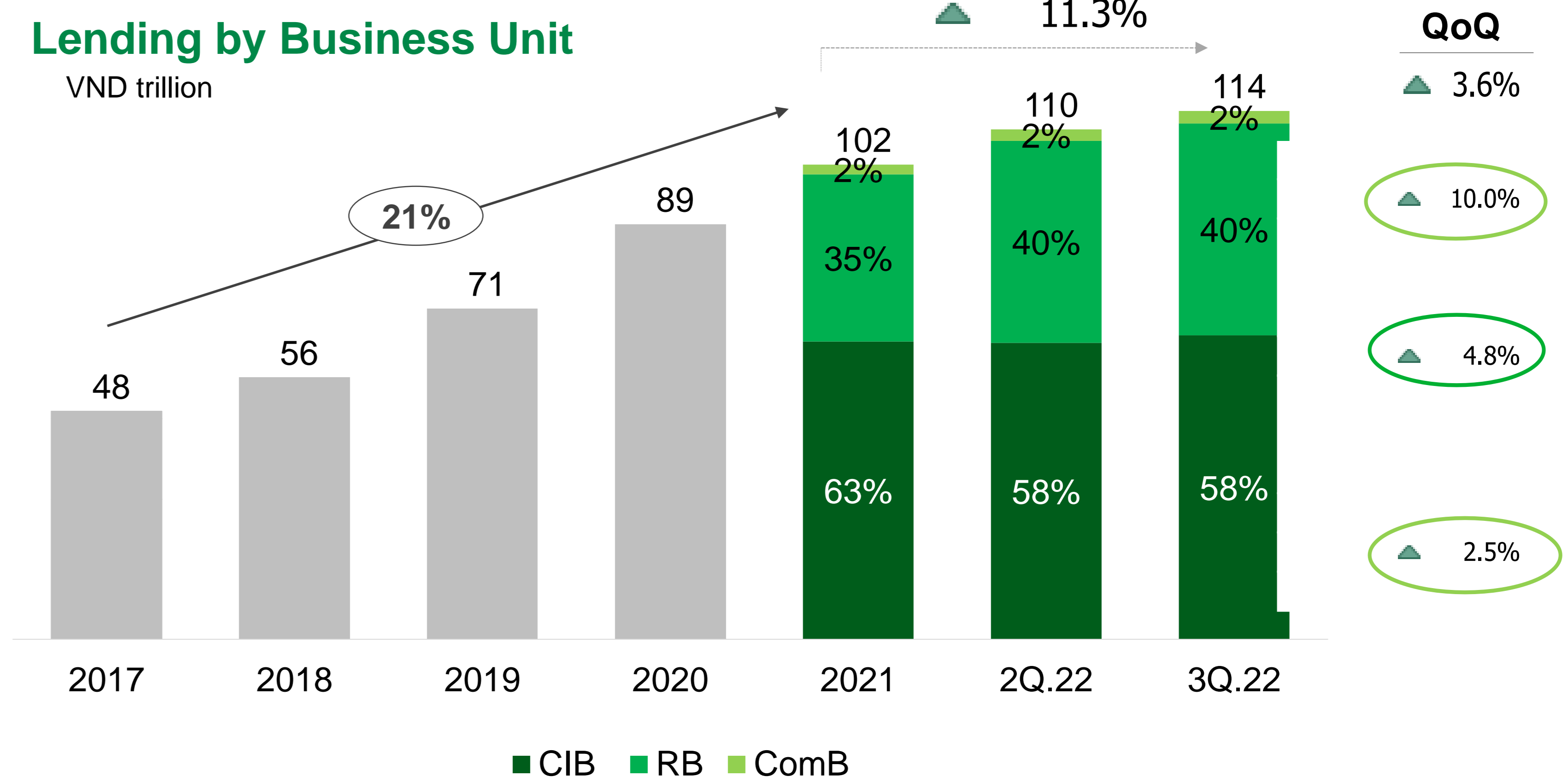
▼ -7.8%

▲ 13.5%

▲ 3.0%

Lending by Business Unit

VND trillion



QoQ

▲ 3.6%

▲ 10.0%

▲ 4.8%

▲ 2.5%

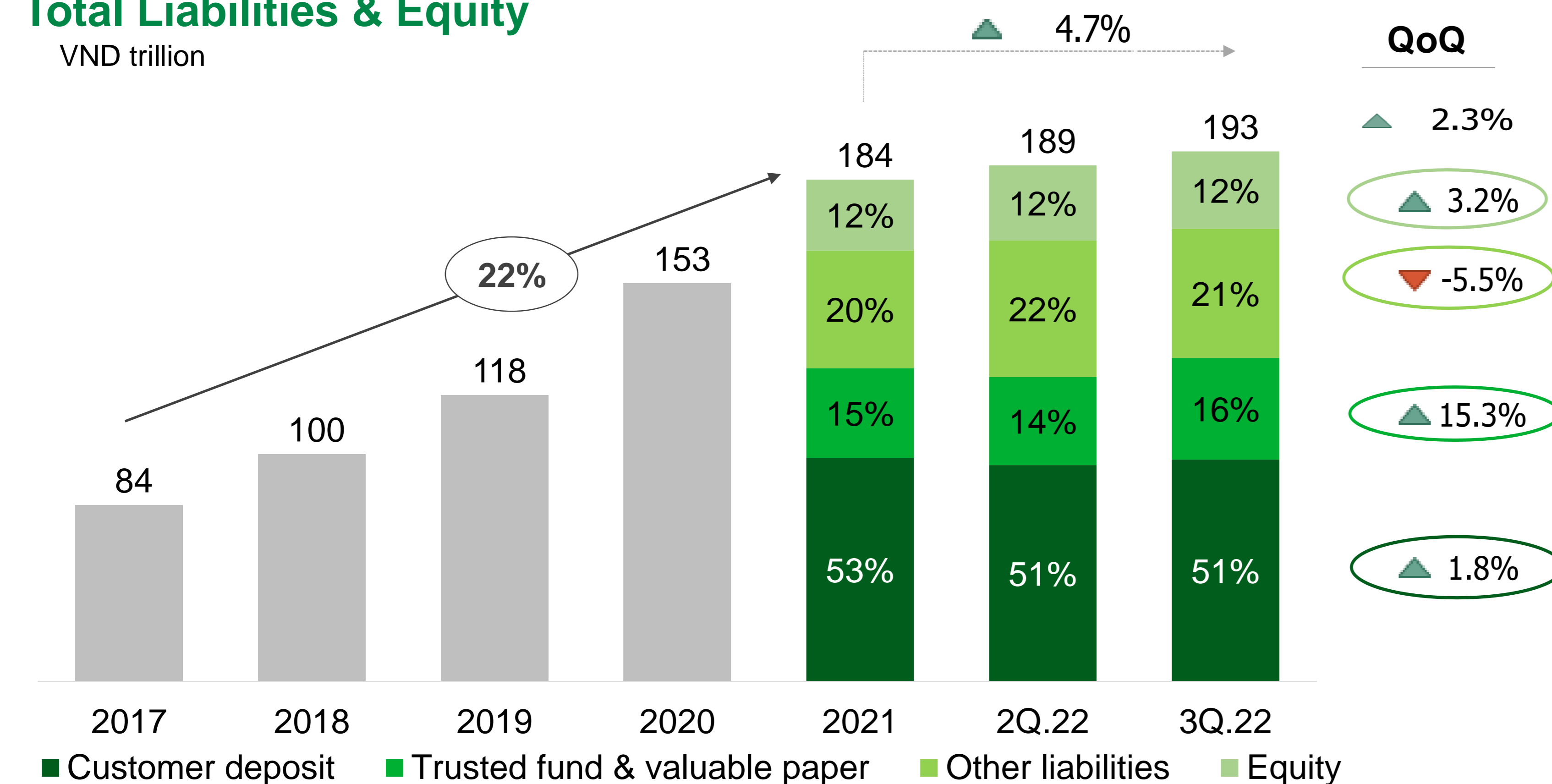
■ CIB ■ RB ■ ComB

* As at 30 Sep 22, total credit included ~96.9% customer lending (~ VND 113.6 trillion) & 3.1% corporate bond (~ 3,6 trillion)

** Investment bonds included 52% Gov. bond (~ VND 18.5 trillion) & 48% institution bond (~ VND 17.3 trillion).

Total Liabilities & Equity

VND trillion



QoQ

▲ 2.3%

▲ 3.2%

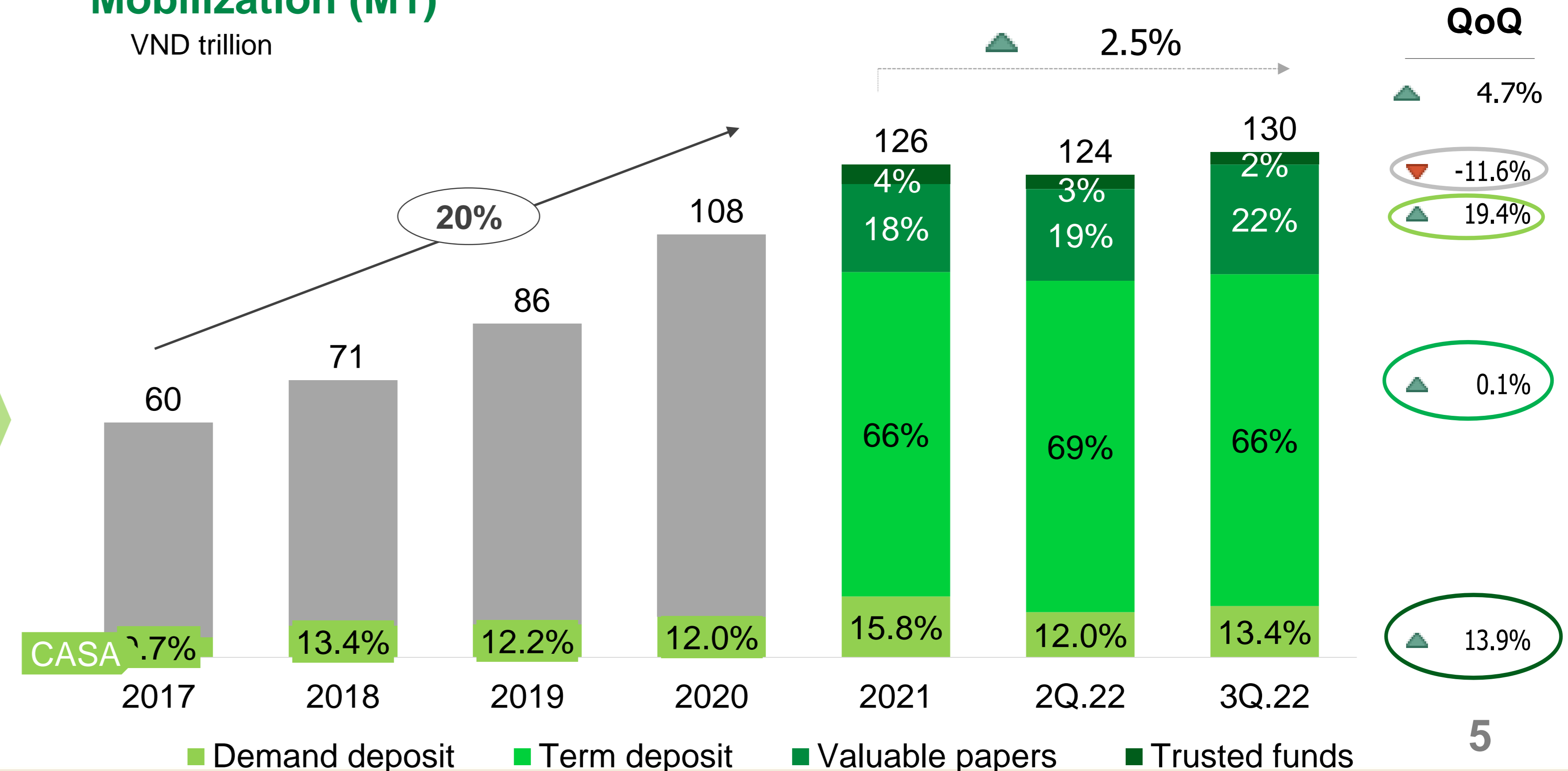
▼ -5.5%

▲ 15.3%

▲ 1.8%

Mobilization (M1)

VND trillion



QoQ

▲ 4.7%

▼ -11.6%

▲ 19.4%

▲ 0.1%

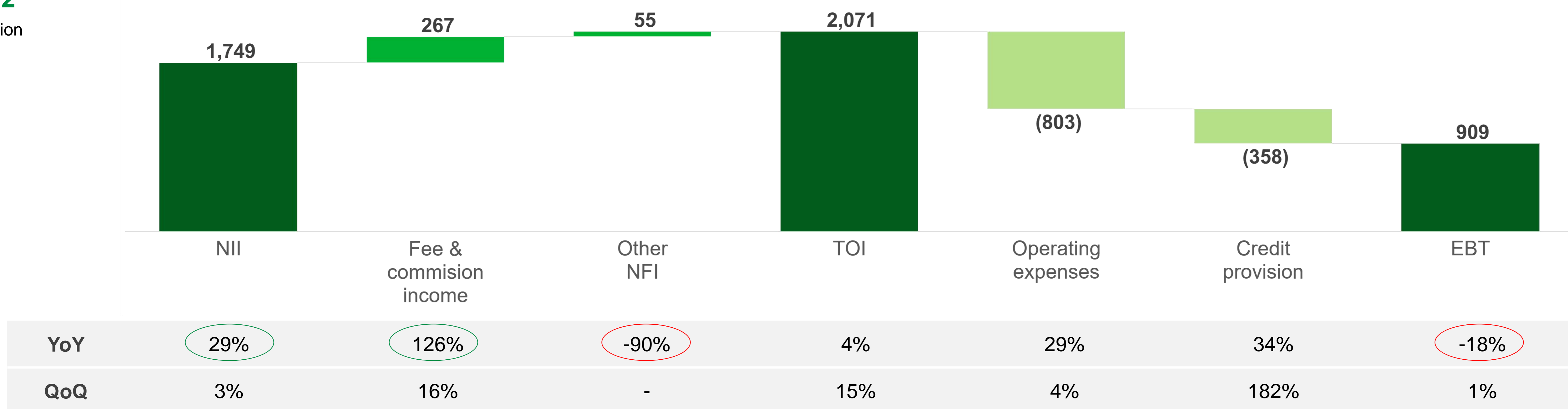
▲ 13.9%

■ Demand deposit ■ Term deposit ■ Valuable papers ■ Trusted funds

- TOI in 3Q.2022 and in 9M.2022 was impacted by other non-NFI categories while NII and NFI posted strong growth.
- Core earnings from interest income continued to increase by 23% yoy to VND5,121bn in 9M.2022 with positive NIM trajectory. EBT decreased by 30% yoy in 9M.2022 due to weak result from securities investment (Government bonds) and the rise in credit provisioning.

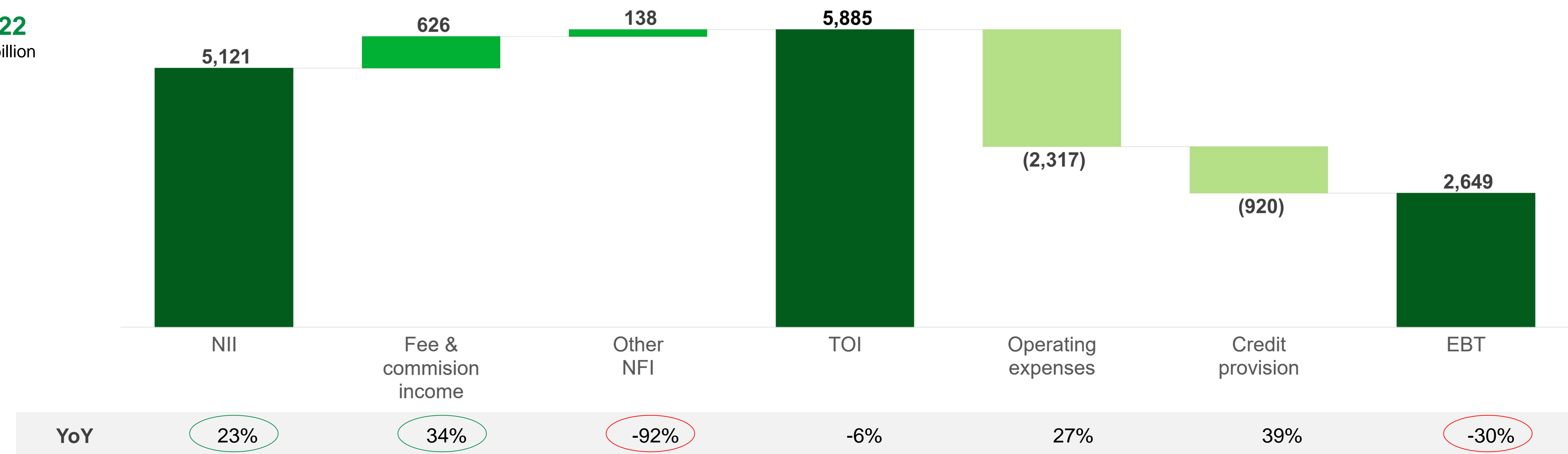
3Q.2022

VND billion



9M.2022

VND billion

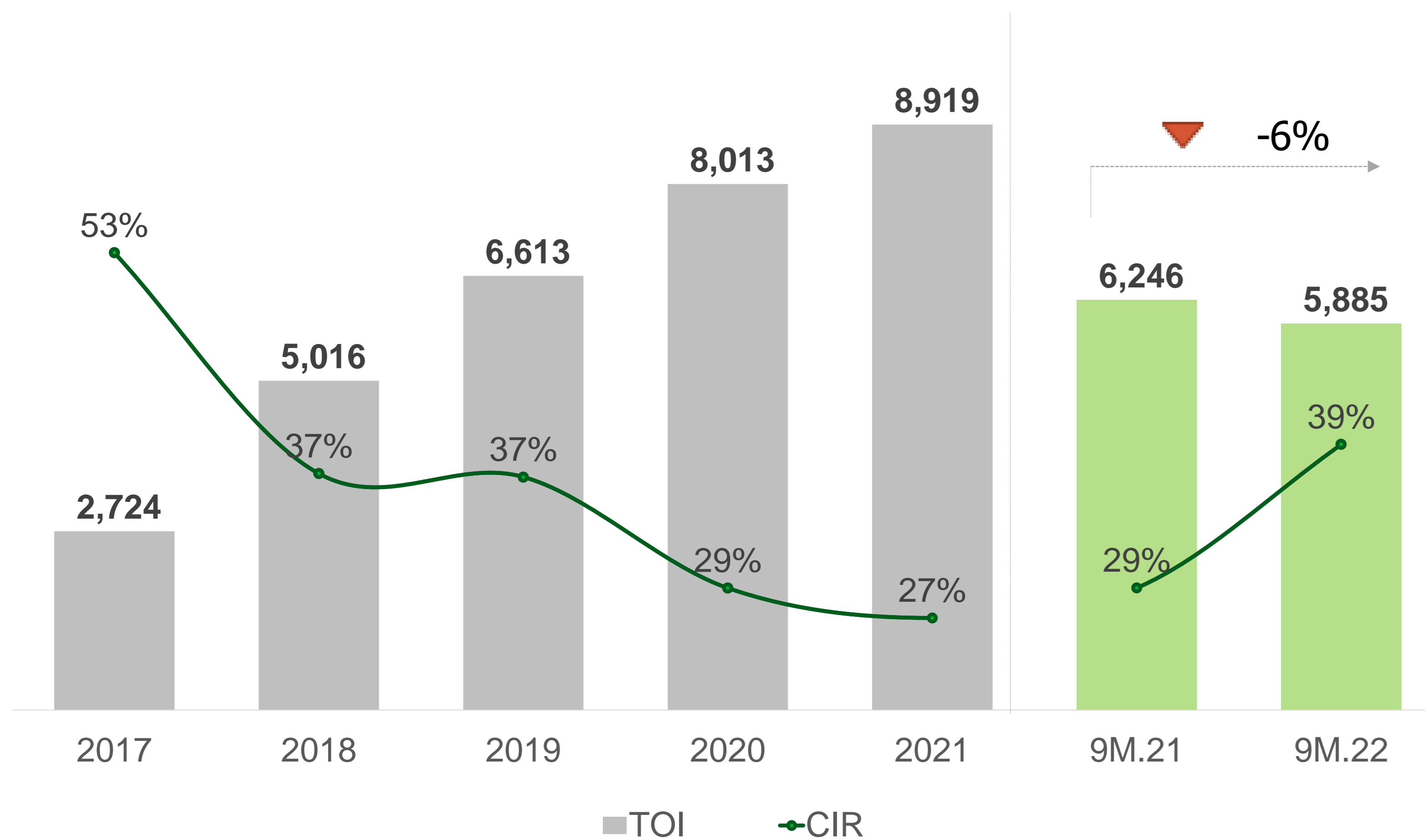


STRONG INCOME CONTRIBUTION FROM STRATEGIC BUSINESS UNITS

- RB - the bank's strategic BU maintains good trajectory with 25% yoy growth in total operating income. Specifically, the non-NII of RB increased by 52% yoy to VND400bn, making 19% of RB's TOI, thanks to comprehensive initiatives in realizing OCB's Retail Banking strategy.

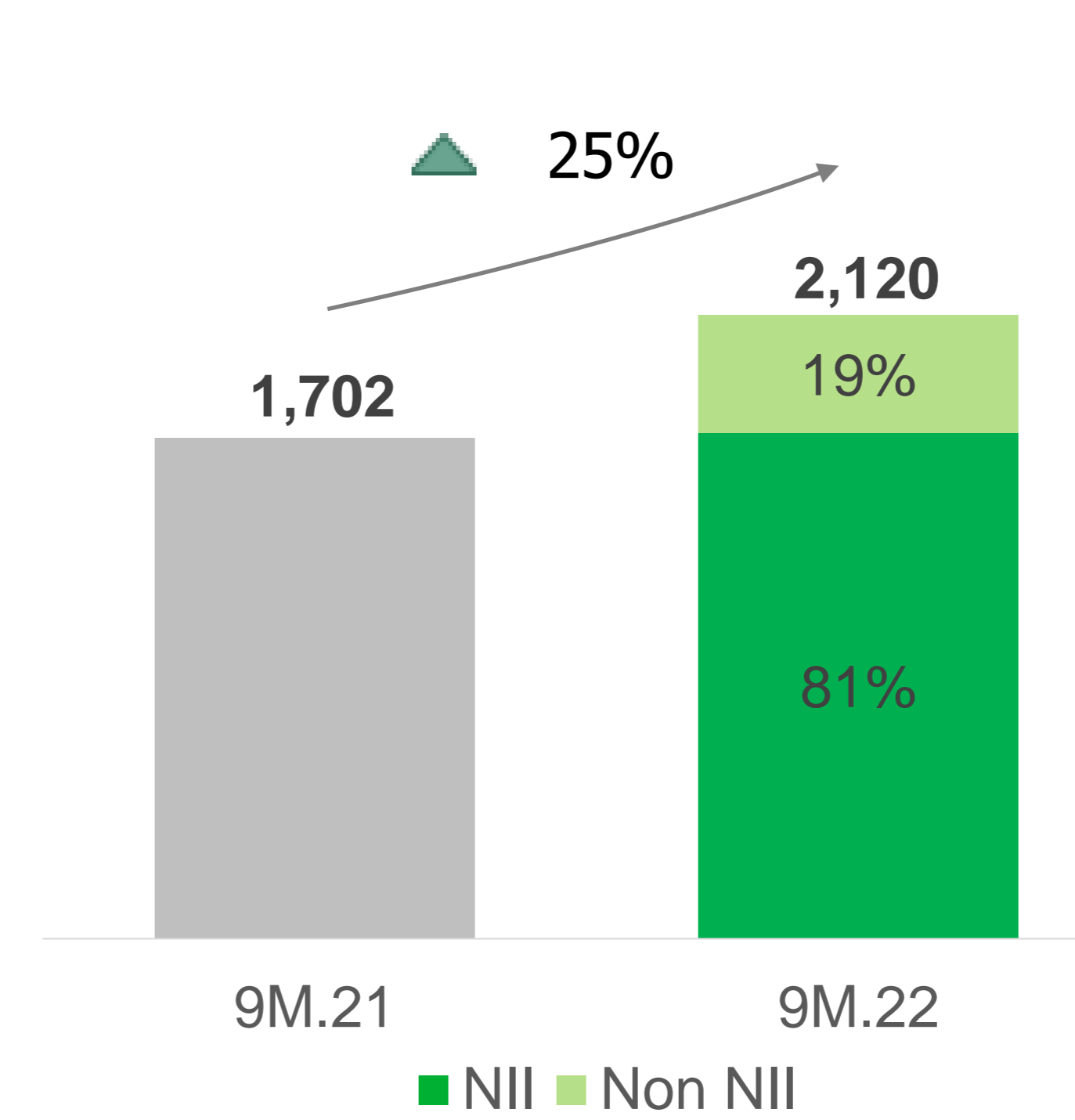
TOI & CIR

VND billion



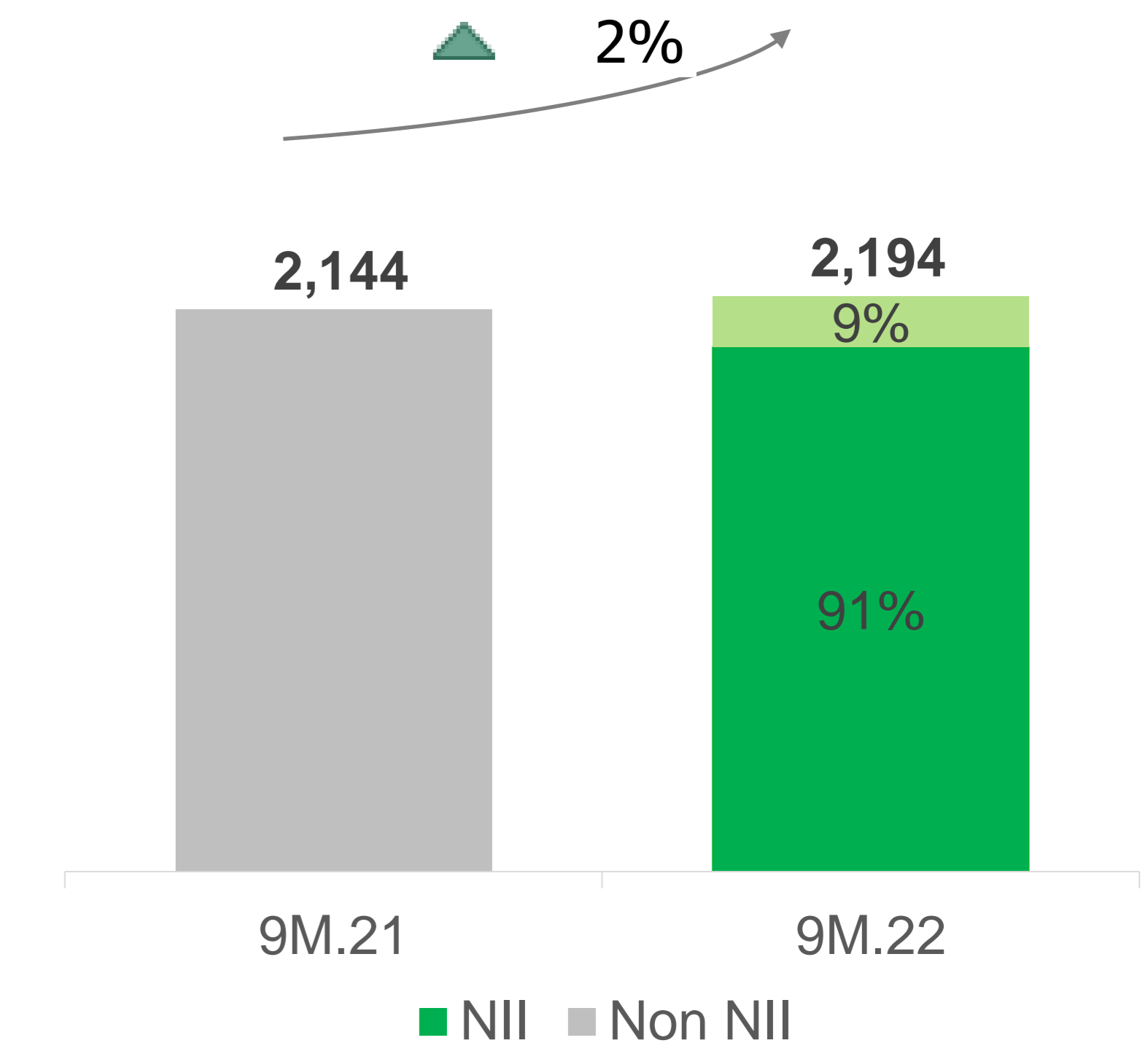
TOI RB

VND billion



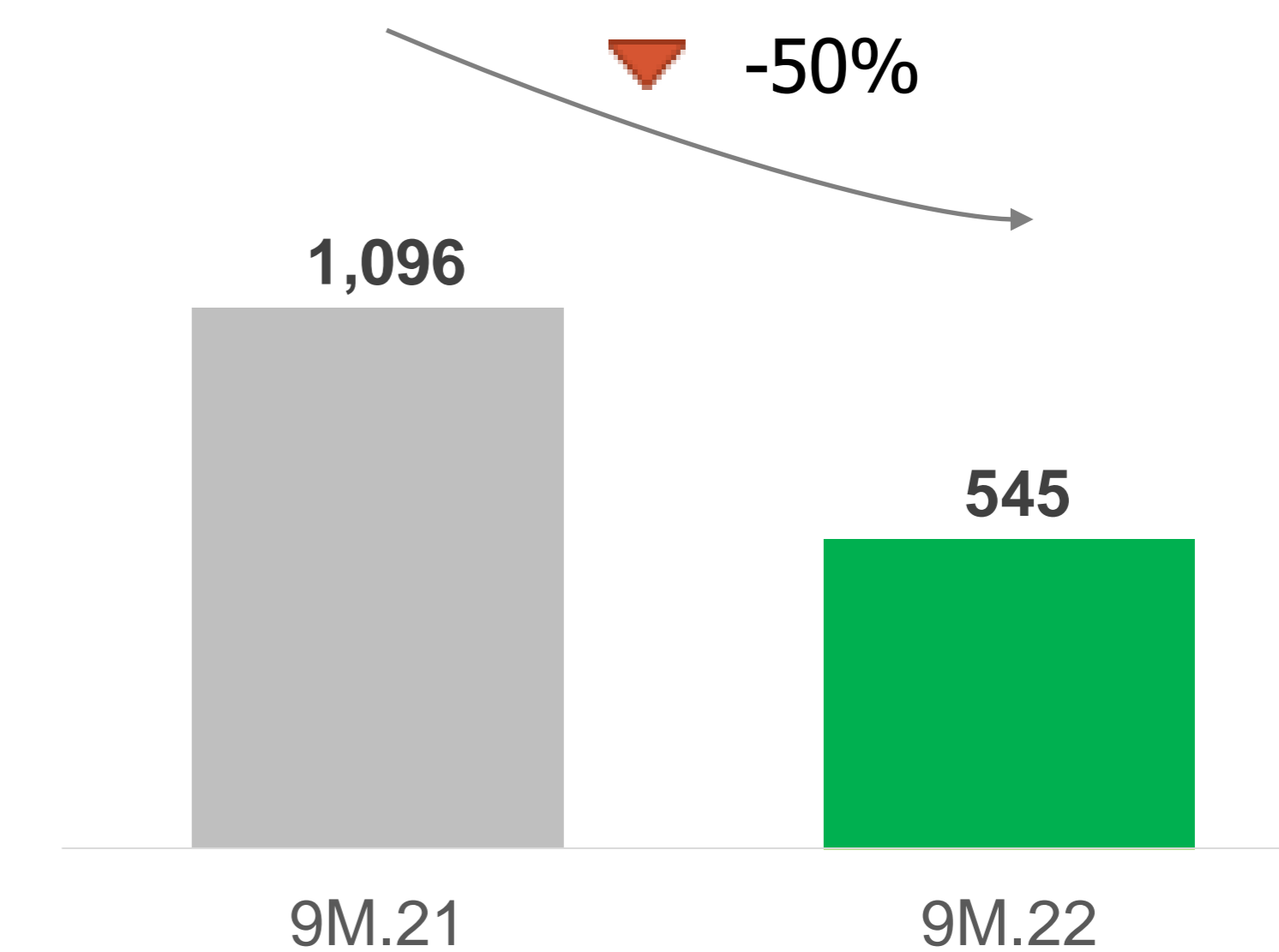
TOI CIB

VND billion



TOI Treasury

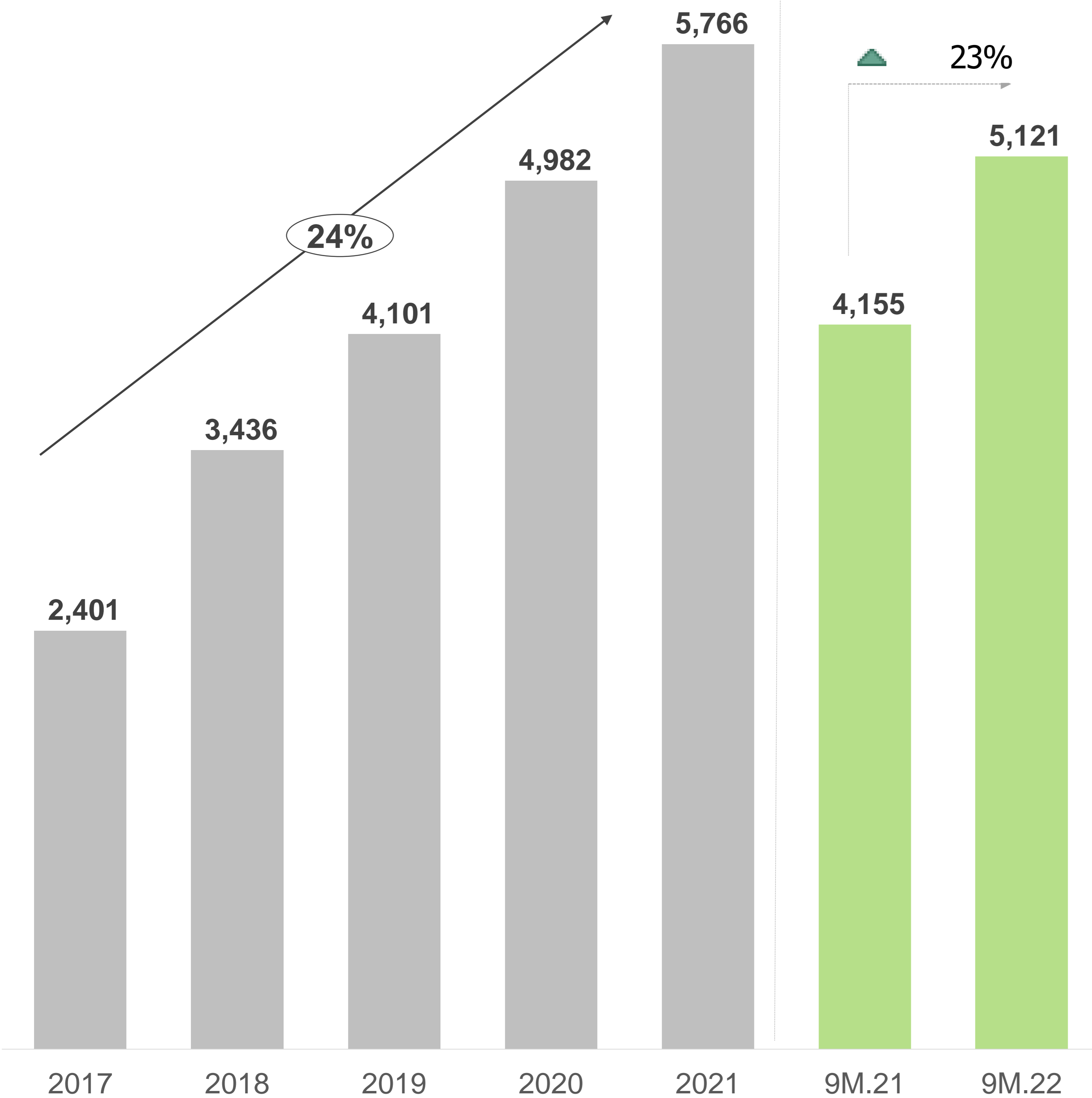
VND billion



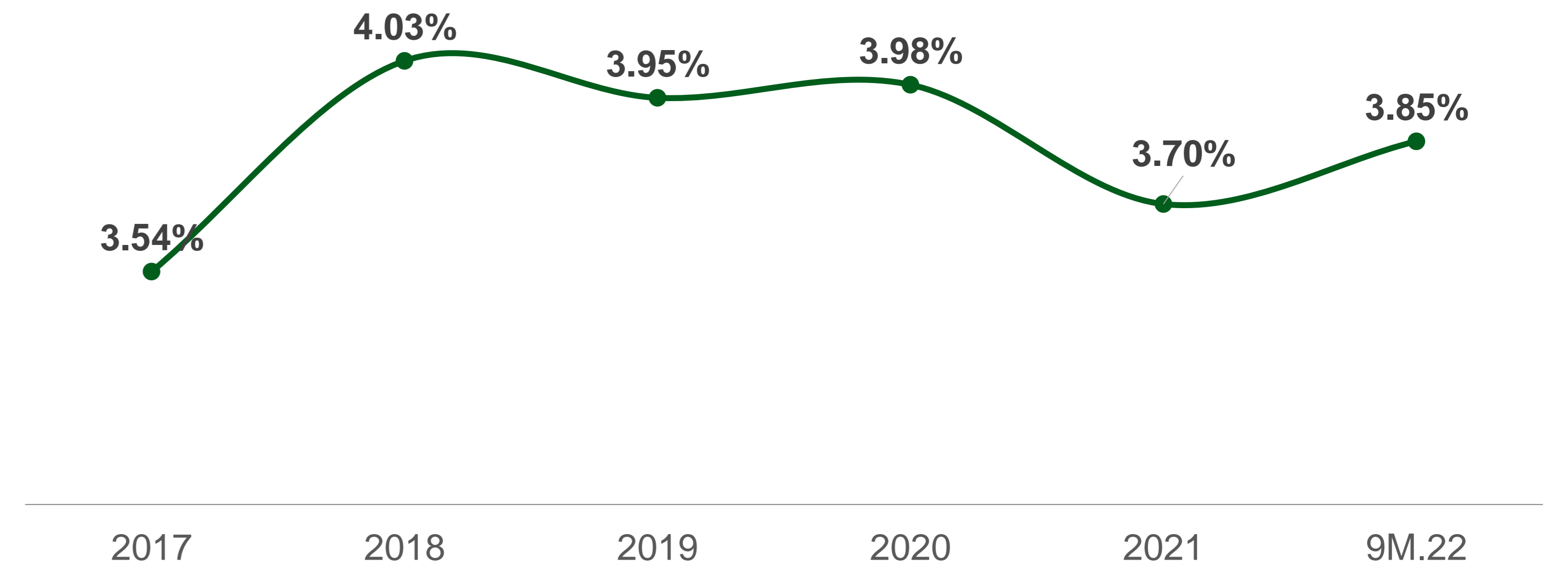
- NII sustained steady growth pace of 23% yoy to VND5.1tn.
- NIM increased from 3.7% in 2021 to 3.85% in 9M.2022 given our efforts to optimize funding mix amid M1 spread compression.

Net Interest Income

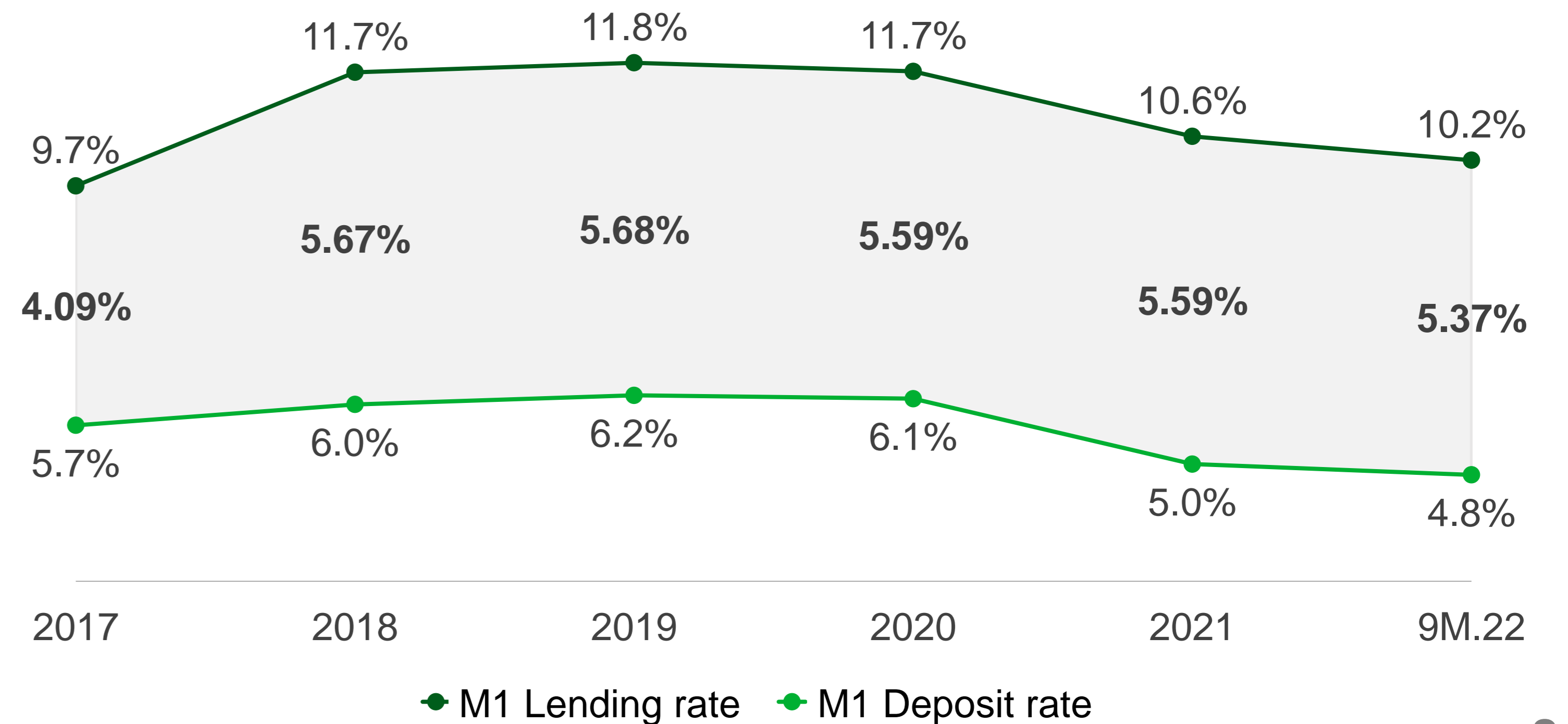
VND billion



NIM



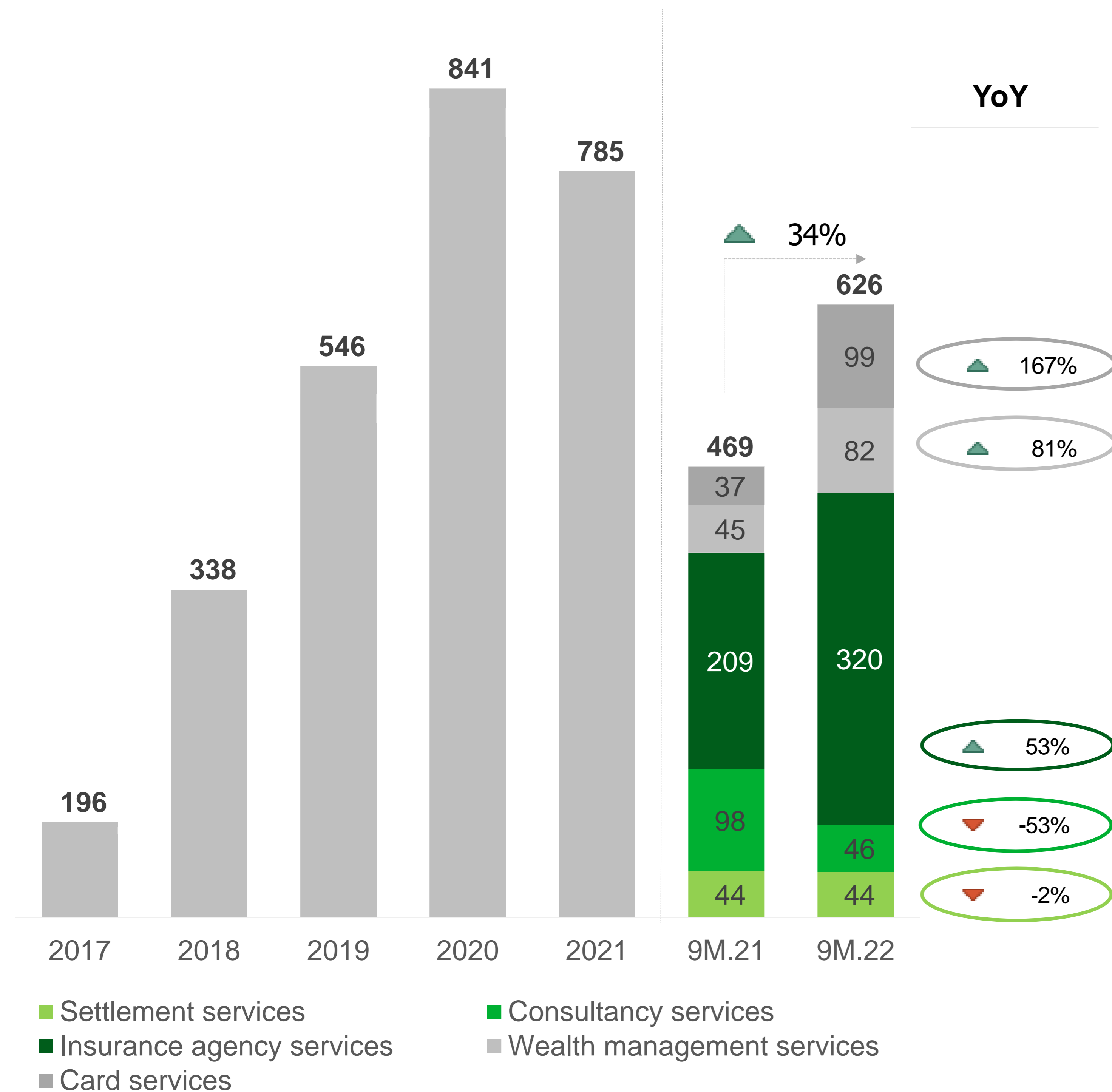
Spread between M1 lending & M1 deposit rate



- Strong income from insurance (+15%), cards (+167%) and wealth management (+81%) offset the decrease in consultancy fees.

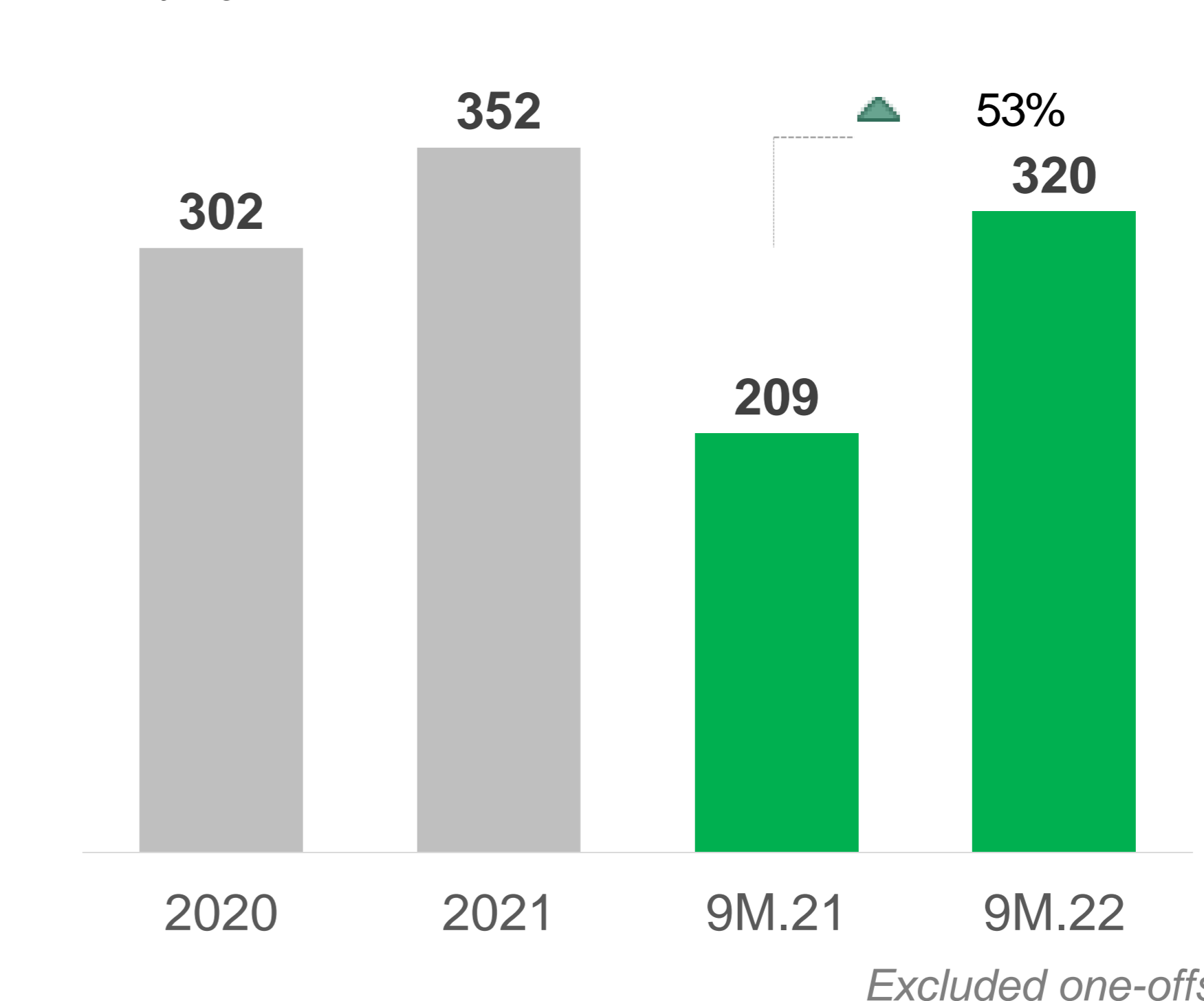
Fees income by Types

VND billion



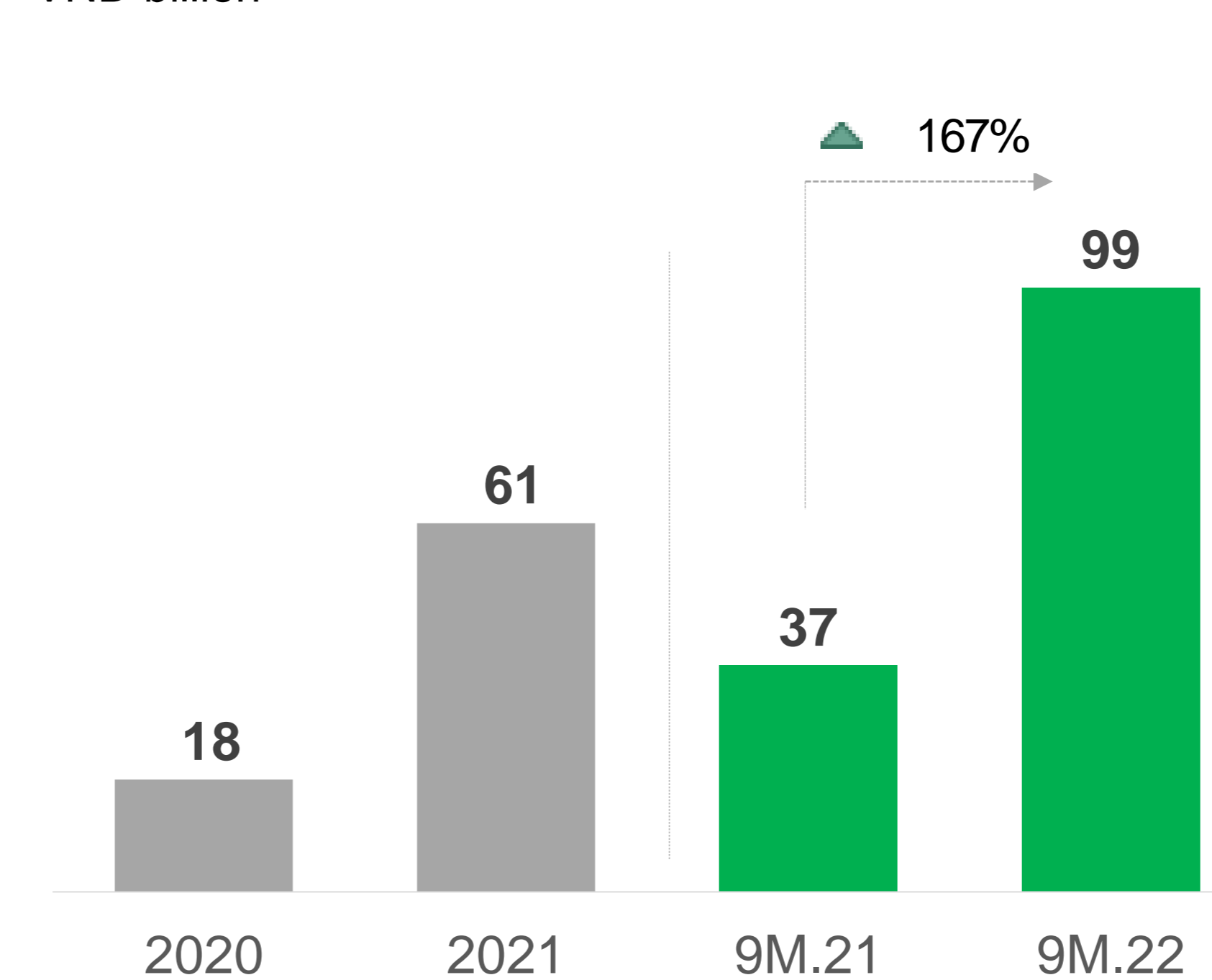
Insurance income

VND billion



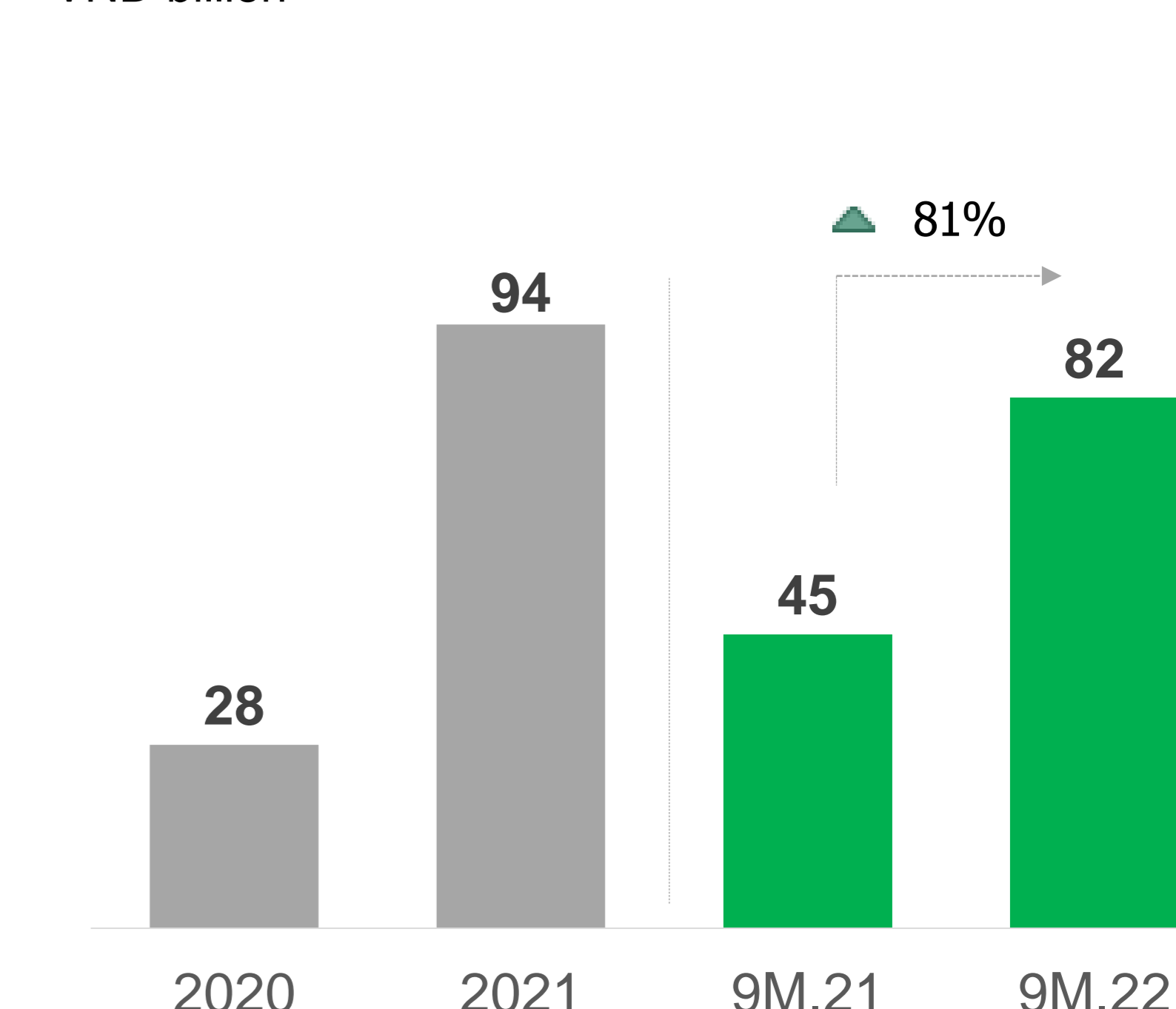
Card income

VND billion



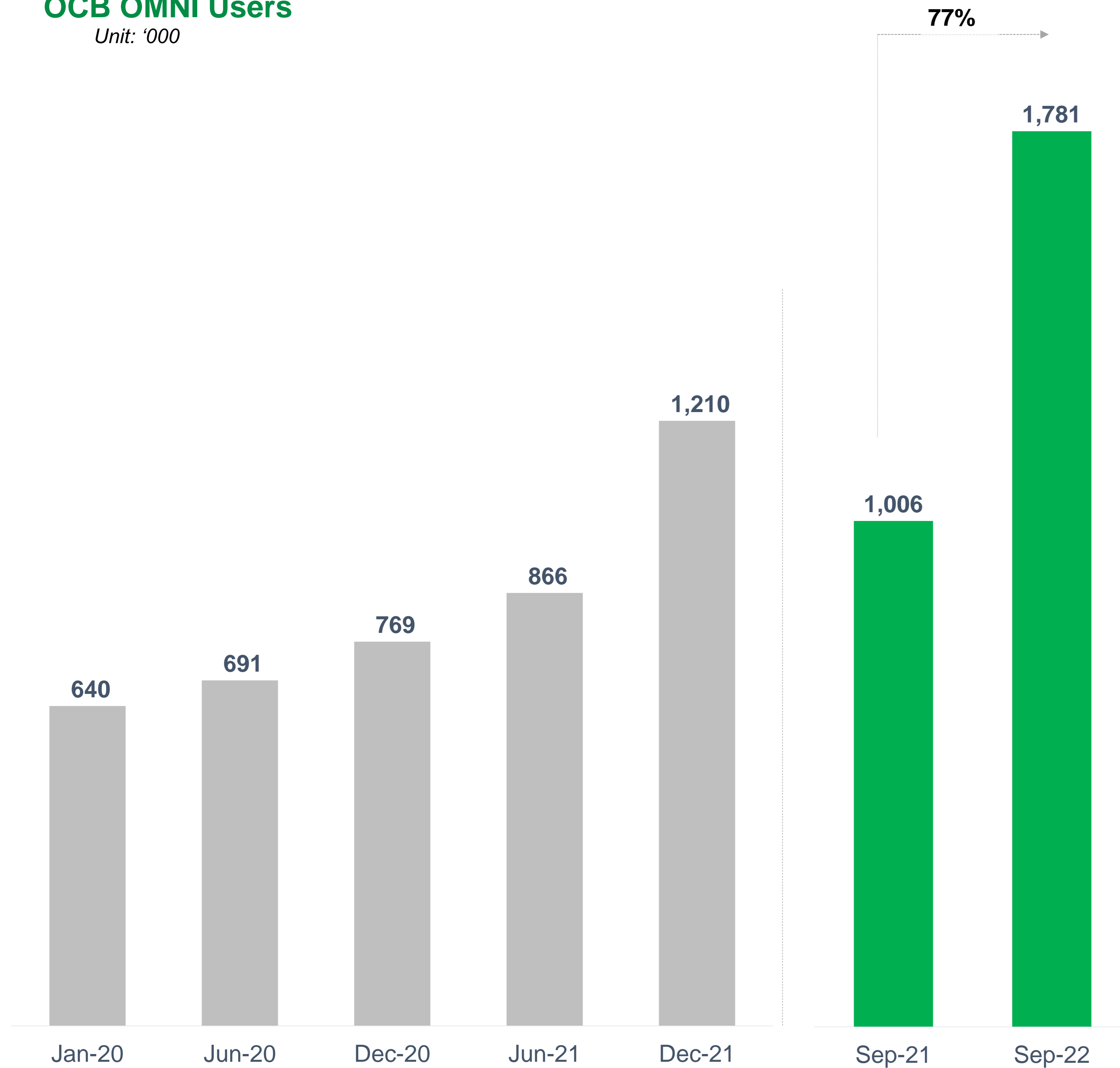
Wealth management

VND billion



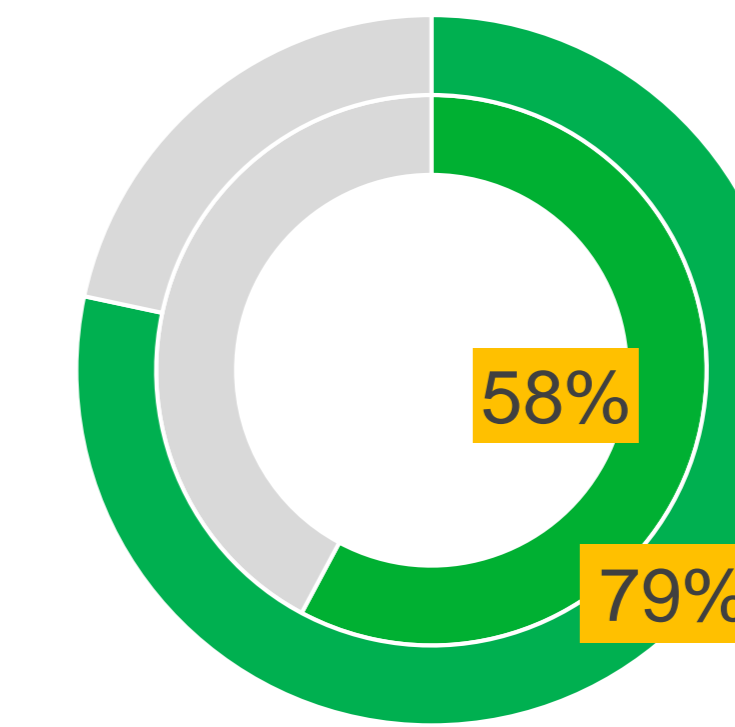
OCB OMNI Users

Unit: '000



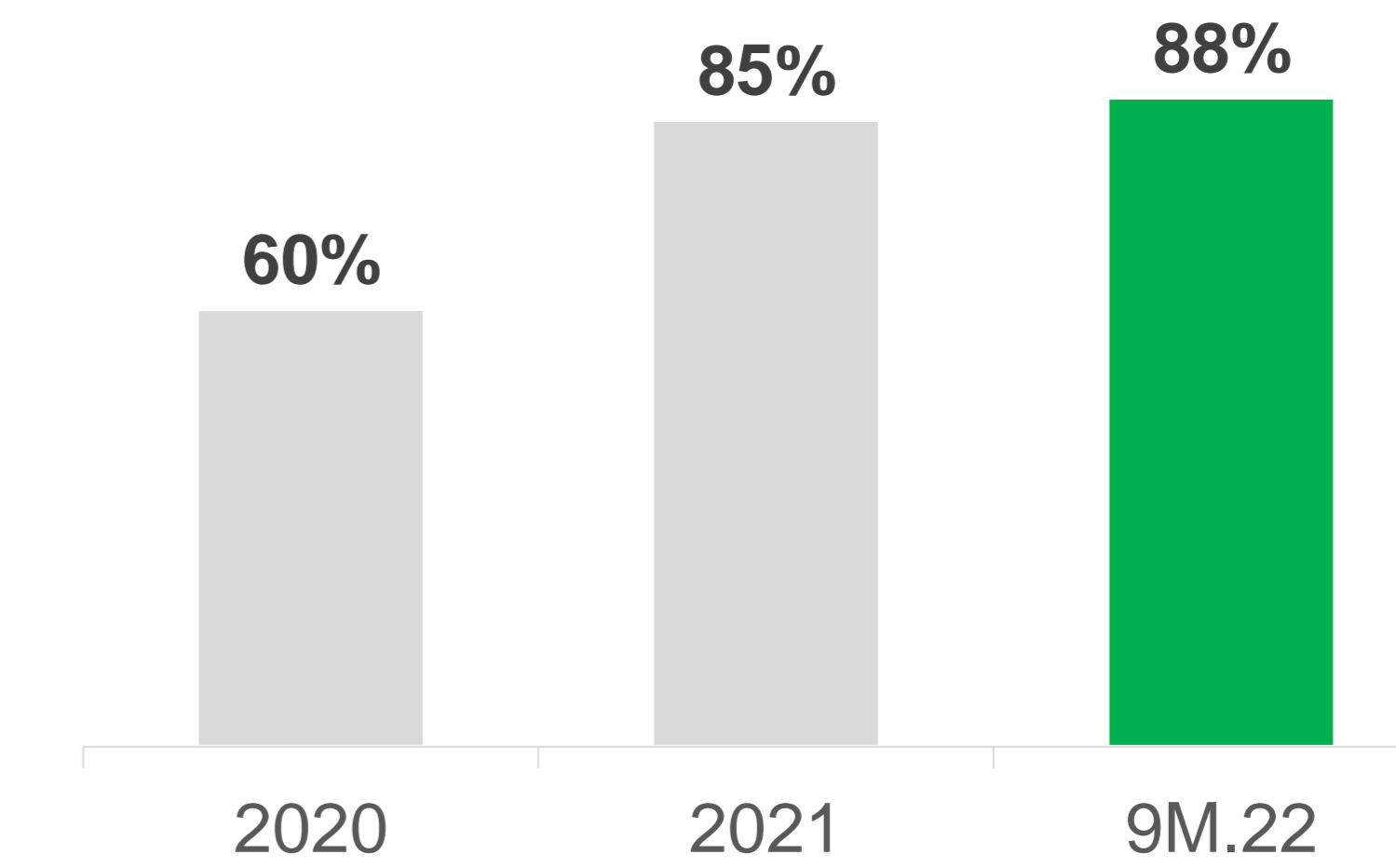
New Customer Acquisition Rate

■ Digital ■ Physical



(*) inner circle for 2021, outer circle for 9M.22

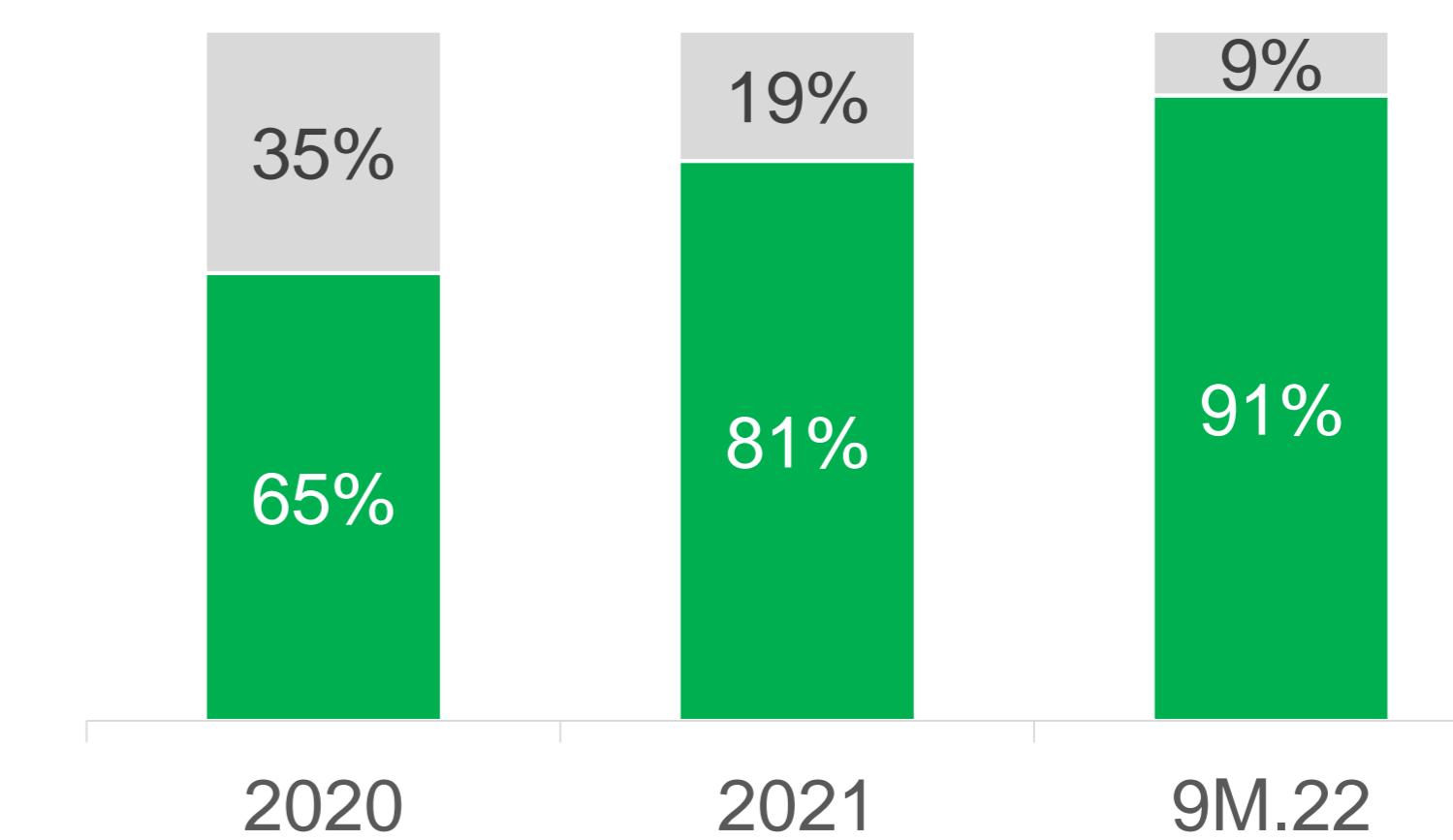
OCB OMNI penetration rate*



(*) Based on no. of new customers

Transaction volume by channel

■ Digital ■ Physical



Credit Growth
↑ 13.1% ytd

Total Assets
VND193tn

NIM
3.85%

Core TOI
VND6,140 (↑ 25% yoy)

Banca FYP
VND324bn (↑ 51%yoy)

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2

RISK MANAGEMENT



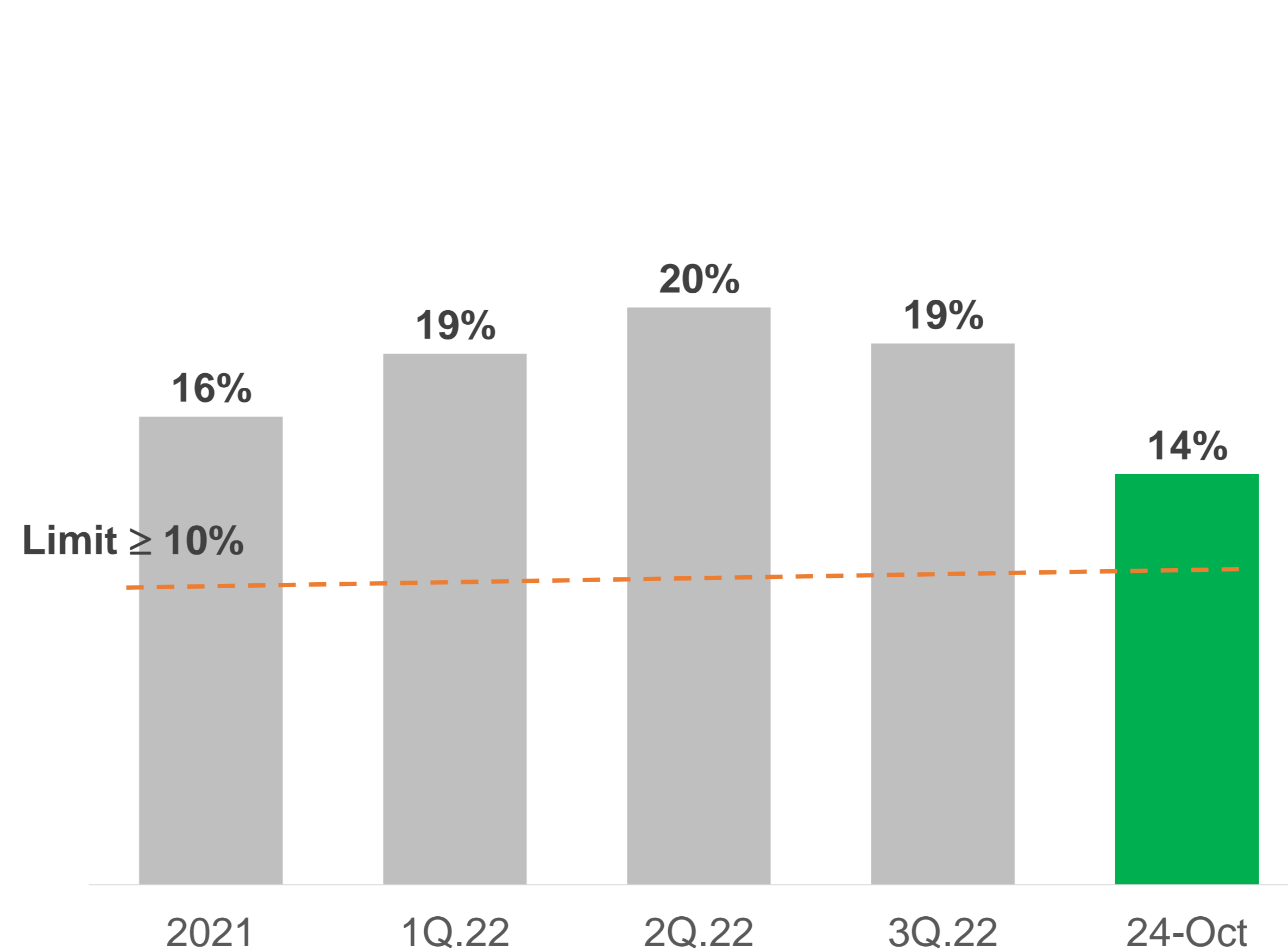
MOODY'S
CREDIT RATINGS

Upgraded from B1 to Ba3

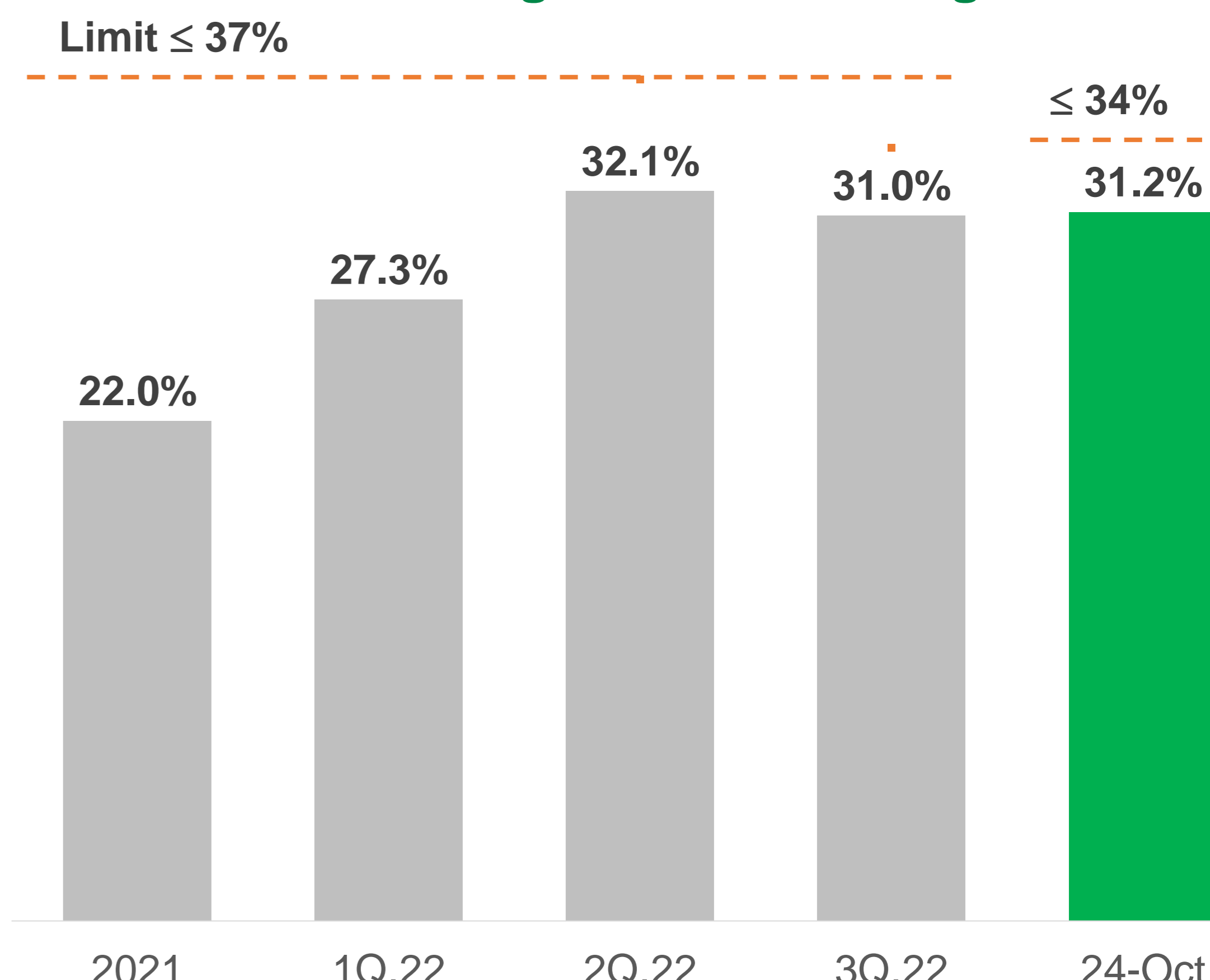
Counterparty Risk Rating	Ba3
Bank Deposits	Ba3
BCA	B1
Issuer Rating	Ba3
Outlook	Stable

*Upgraded by Moody's from Sep 2022

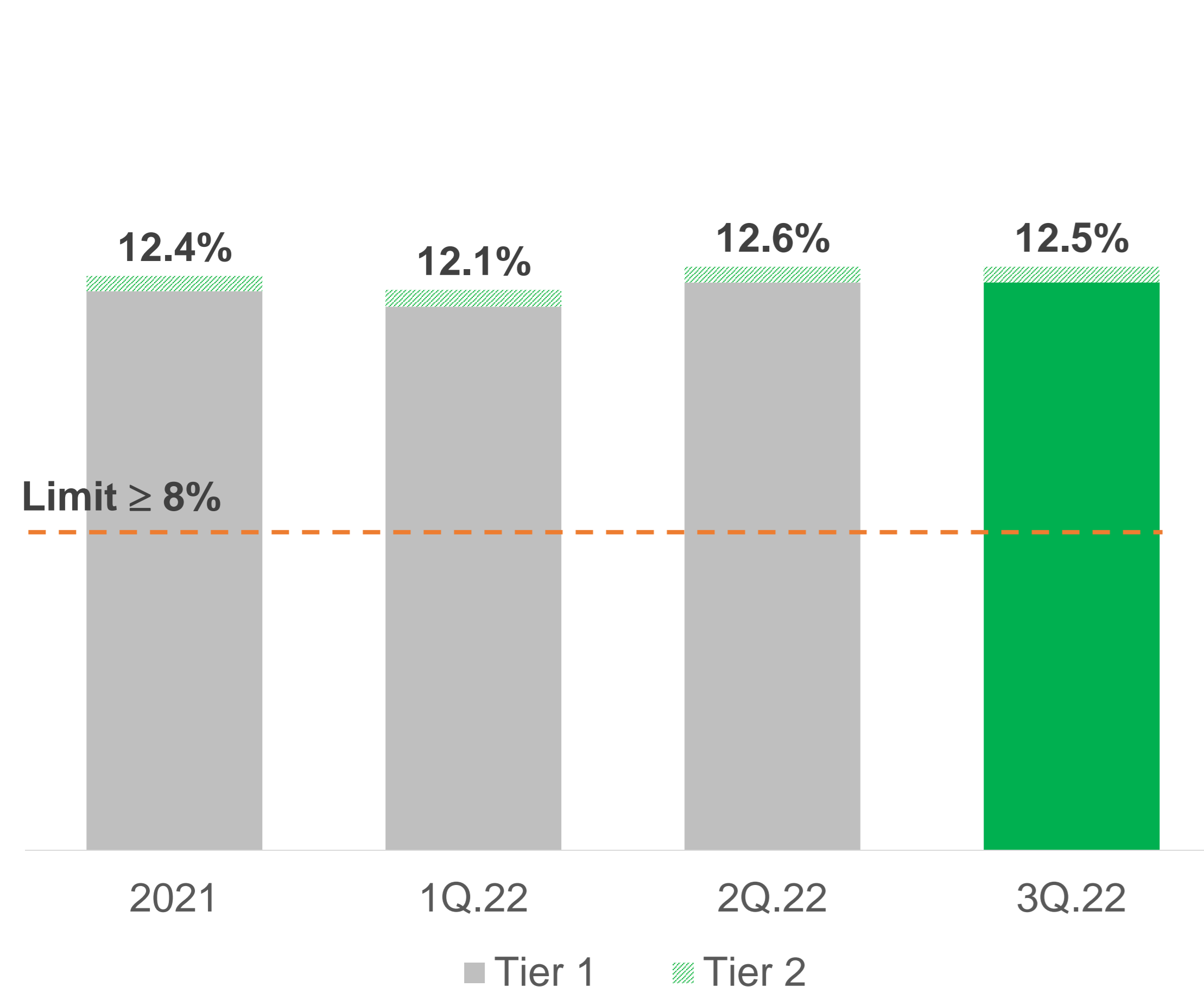
LRR



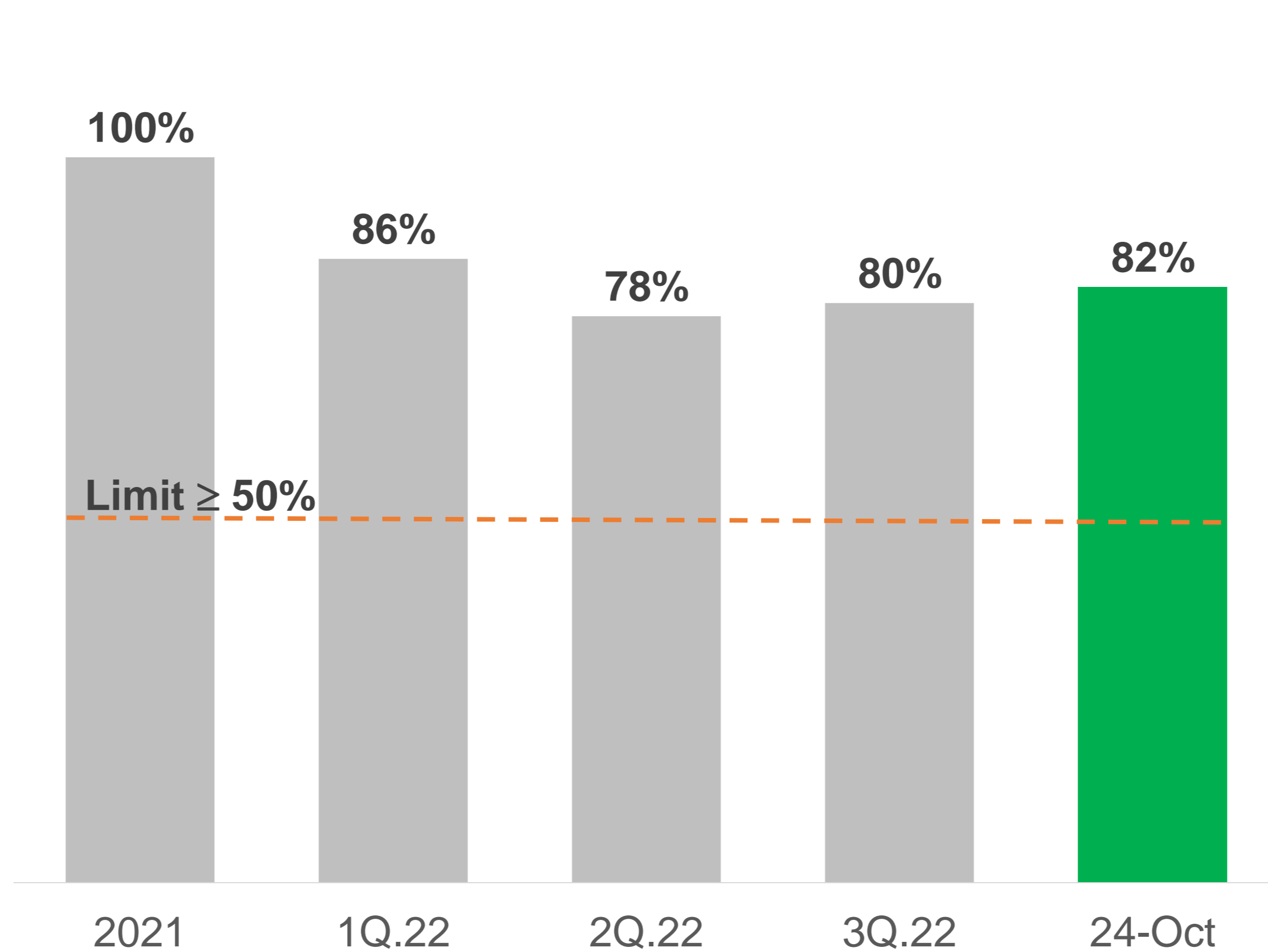
ST Funding for MLT Lending



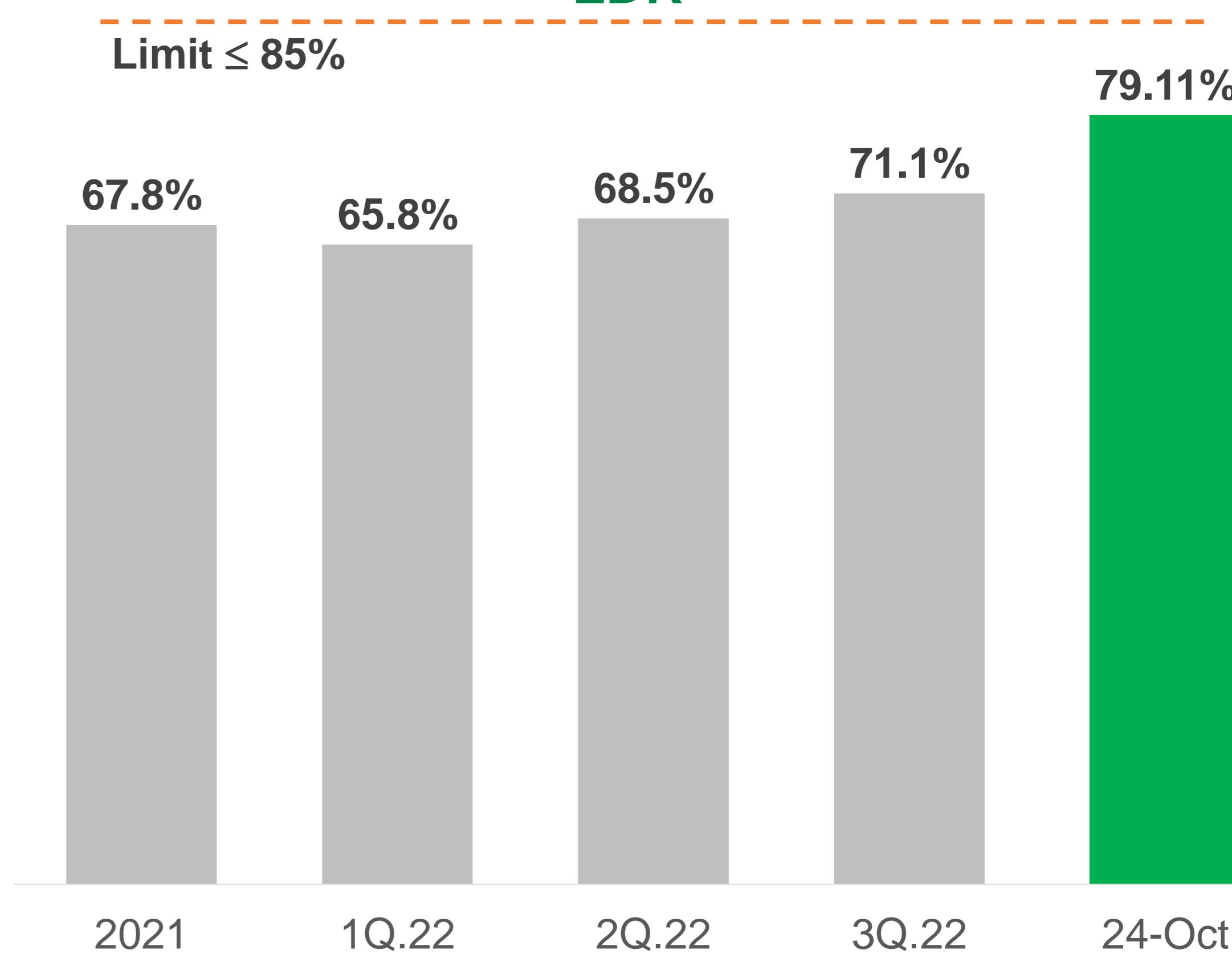
CAR



LCR

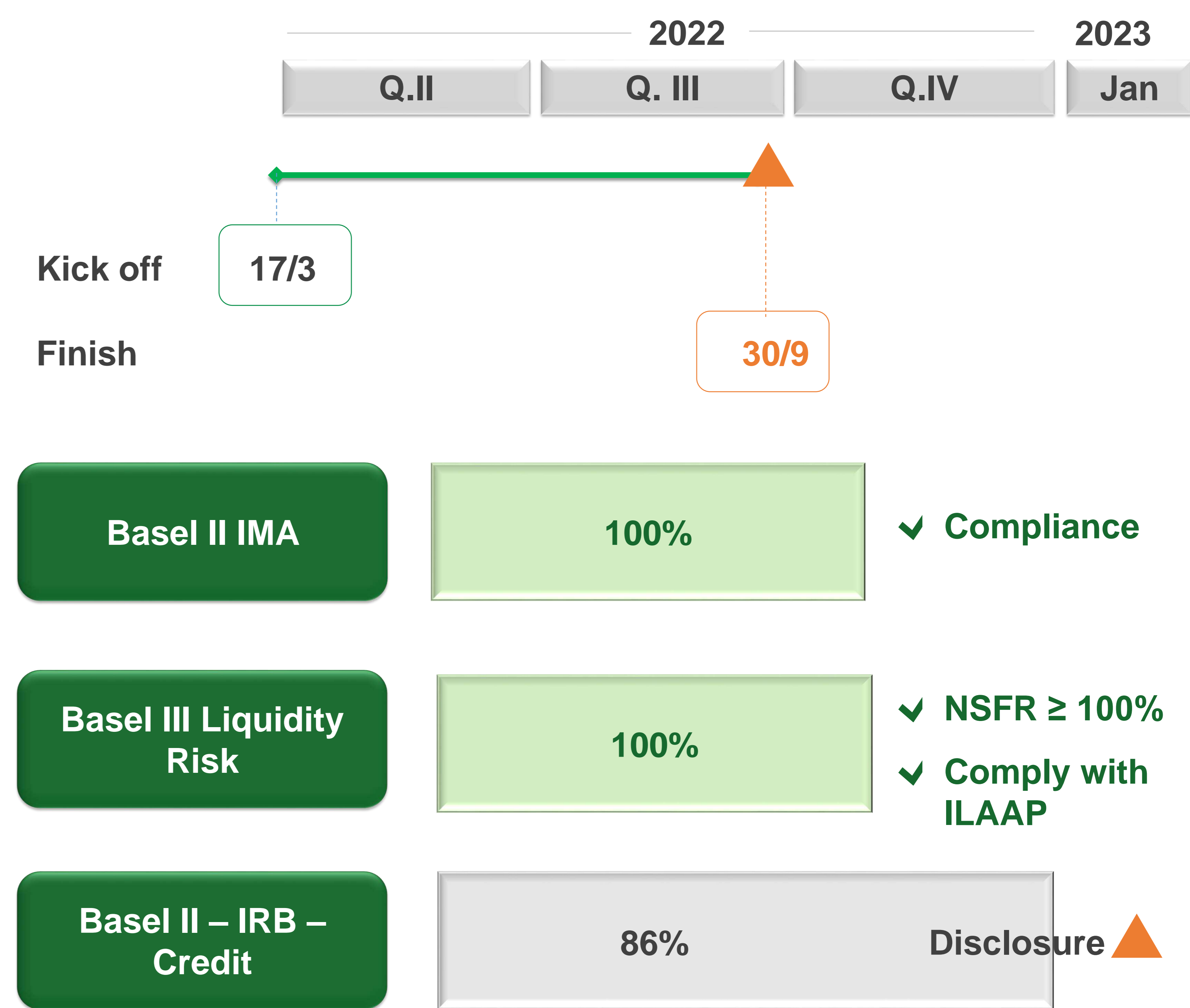
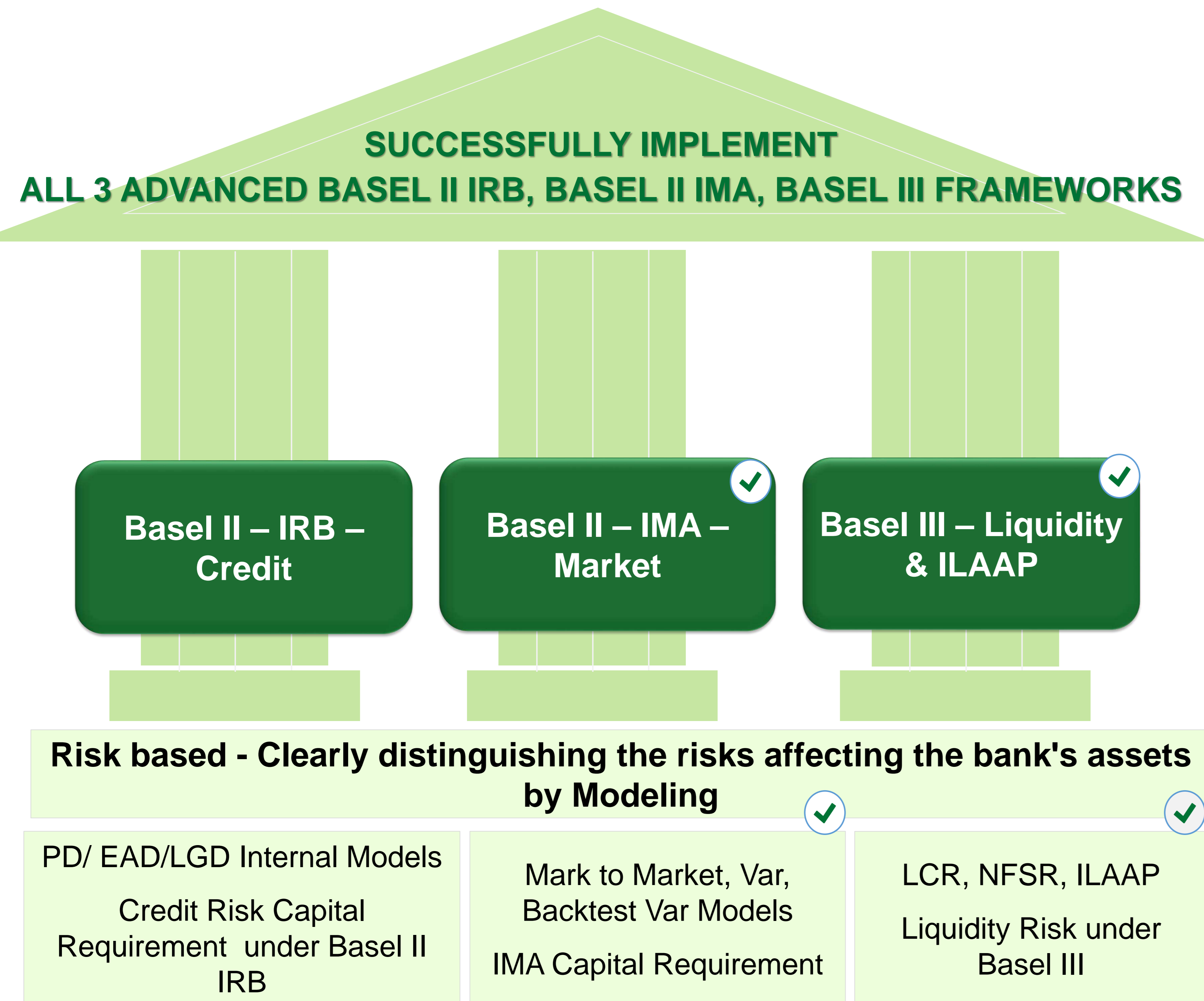


LDR



TARGET

TIMELINE



3

BUSINESS OUTLOOK



BANKING SECTOR



Decree 65/2022/NĐCP
stricter regulations on corporate bond

Investigations
increasing transparency for local financial market

Liquidity Tightening

Interest Rate Hike

OCB'S OBJECTIVES



Focusing on Maintaining A Healthy Balance Sheet

Strengthening Risk Framework

Sticking To Retail & SME Strategy

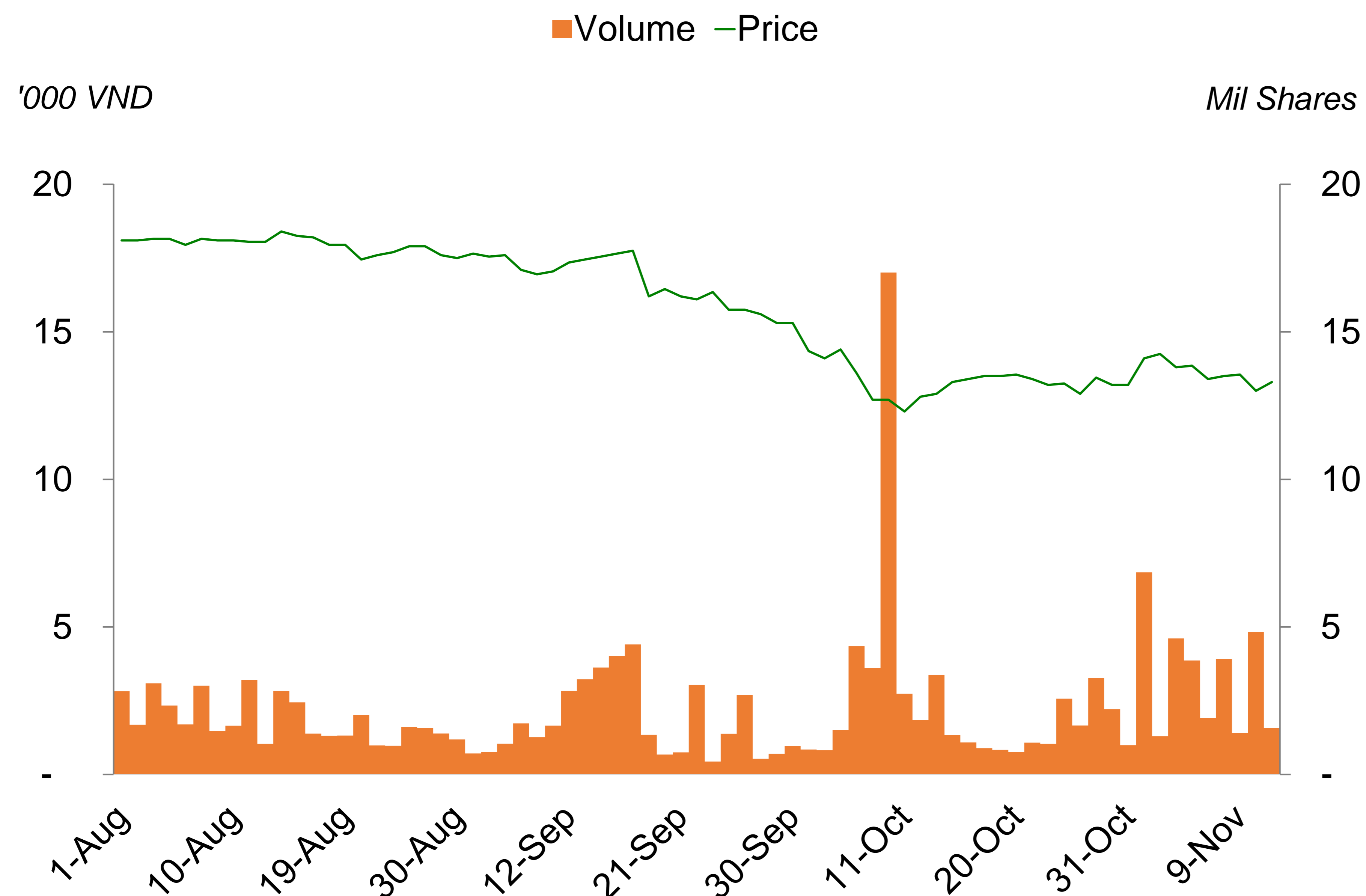
Promoting Digitalization

4

APPENDIX



PRICE PERFORMANCE IN THE LAST 3 MONTHS



TRADING STATISTICS	11/11/2022
Closing price (VND)	13,300
52-weeks highest price (VND)	30,500
52-weeks lowest price (VND)	12,300
Outstanding shares (million shares)	1,370
10D.Average trading volume (million shares)	1.68
Market cap (VND billion)	18,221
EPS (TTM) (VND)	2,567
Book value per share (VND)	17,432
P/E	5.18
P/B	0.76

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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THANK YOU

