



PERFORMANCE ANNOUNCEMENT 1H2024

HCMC, 15th August 2024

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MACRO UPDATE

01



The US economy continues to maintain positive growth:

- GDP growth reached 2% QoQ in Q2/2024.
- The PCE inflation index in the US has shown a trend towards the 2% target

► **With these signals, the Fed is confident enough to cut interest rates this year, with the first cut is expected in September.**



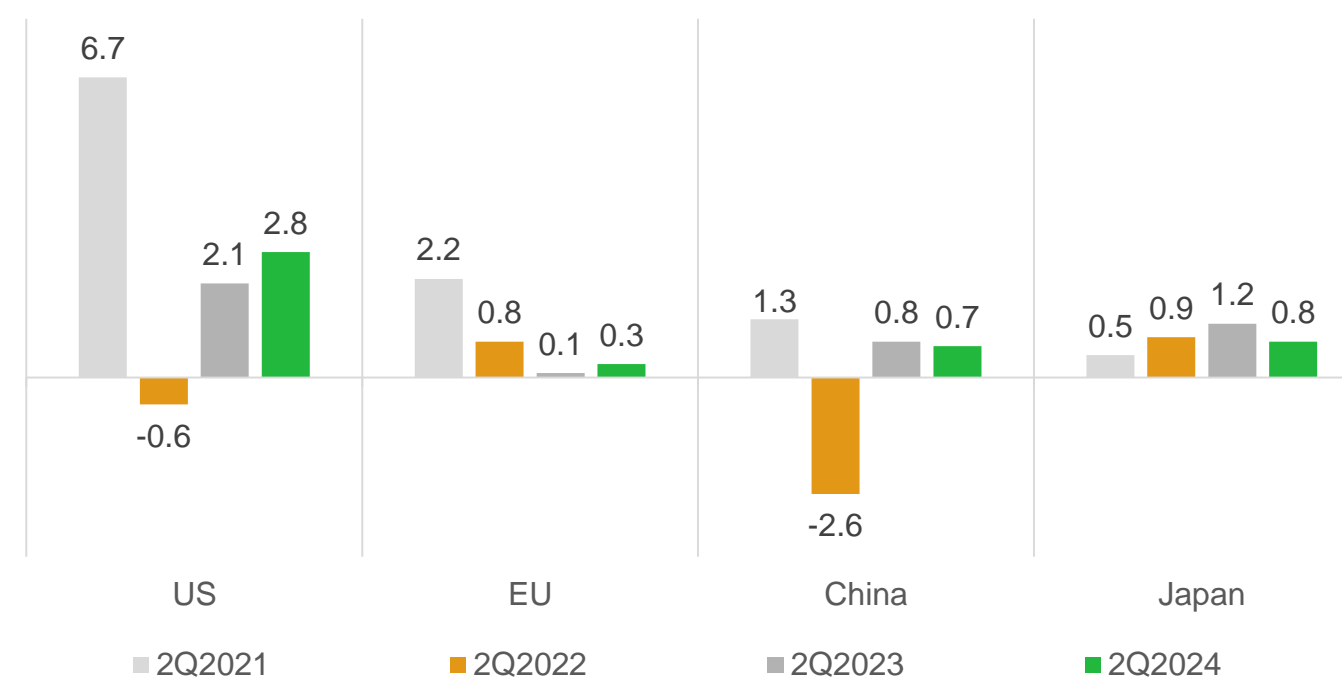
The ECB officially cut interest rates for the first time last June. However, concerns about inflation persist due to ongoing geopolitical tensions and rapidly increasing transportation costs, there may be no immediate plans for further rate cuts and will continue to monitor macroeconomic data developments.



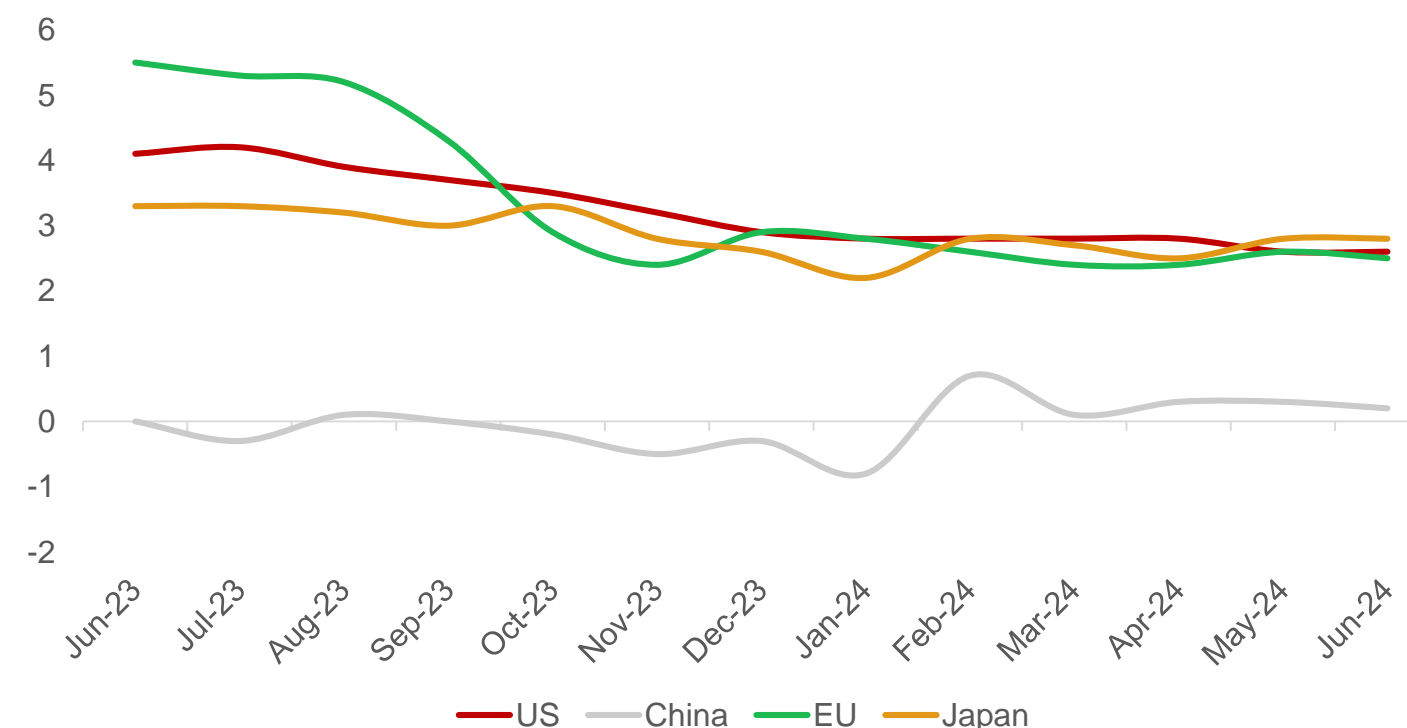
Economic growth in China remains weak despite various stimulus measures, while the economy continues to face the brink of deflation and a prolonged real estate crisis.

Source: Refinitiv

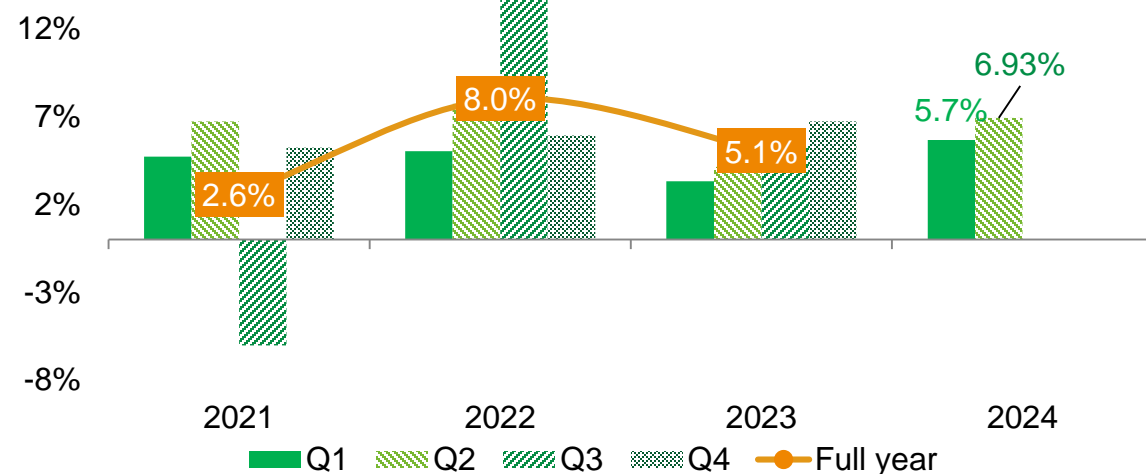
Quarterly GDP Of Major Economies For Q2 (QoQ%)



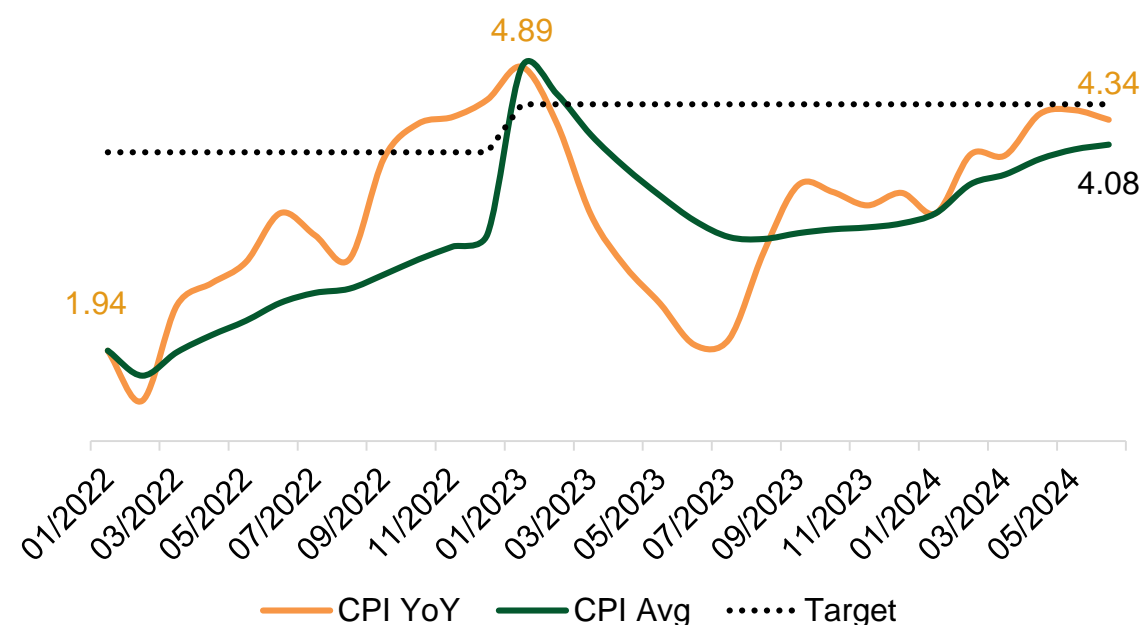
US PCE and CPI of Major Economies (%)



GDP Growth on Track Towards Government's 2024 Target 6.5%
(%)



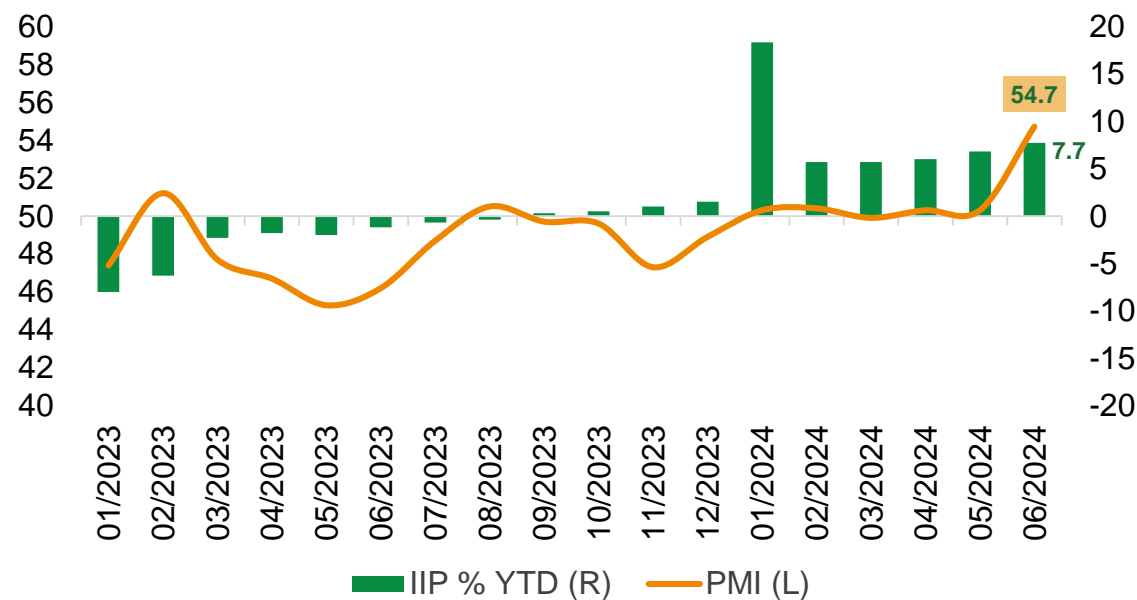
CPI Maintained Below Government's Target 4.5%
(%)



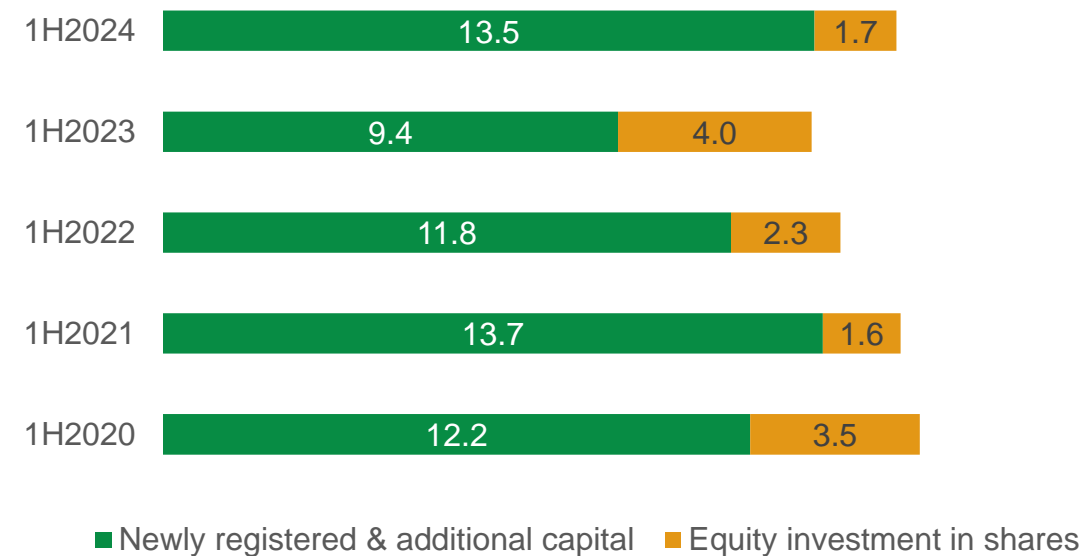
Trade Balance Continues to Surplus
(billion USD)



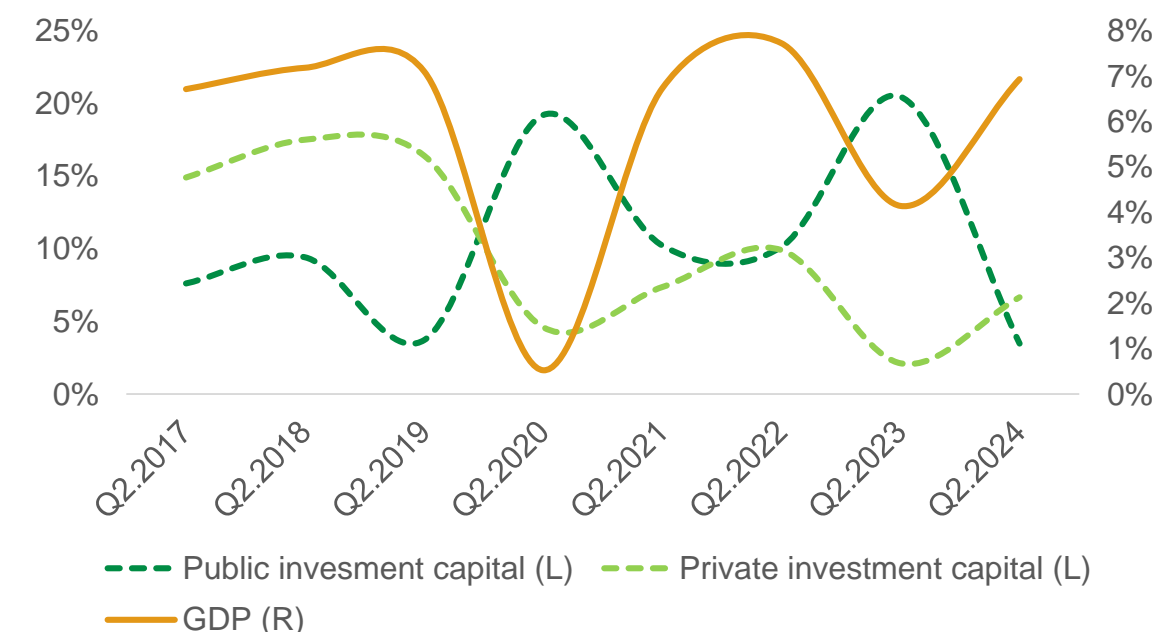
Strong IIP & PMI growth since the beginning of the year
(%YoY)



Newly Registered FDI and Capital Contributions for Two Quarters Annually
(Bill USD)



Public Investment Weak Compared to Most Previous Years (%YoY)

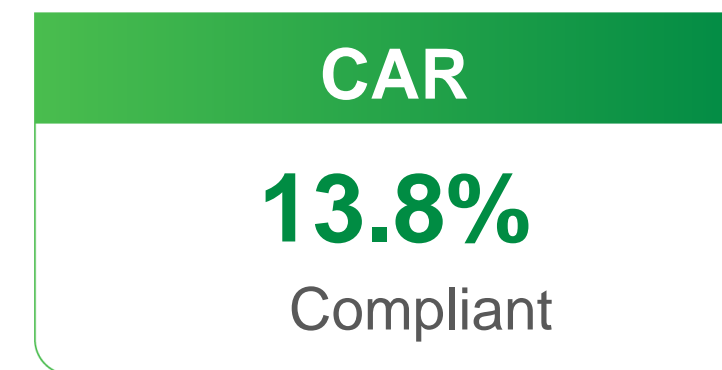
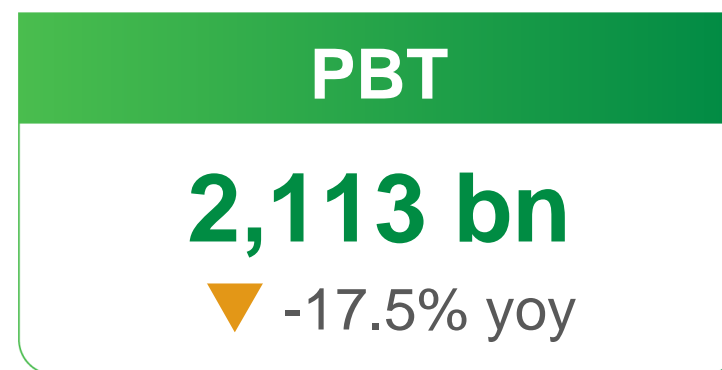
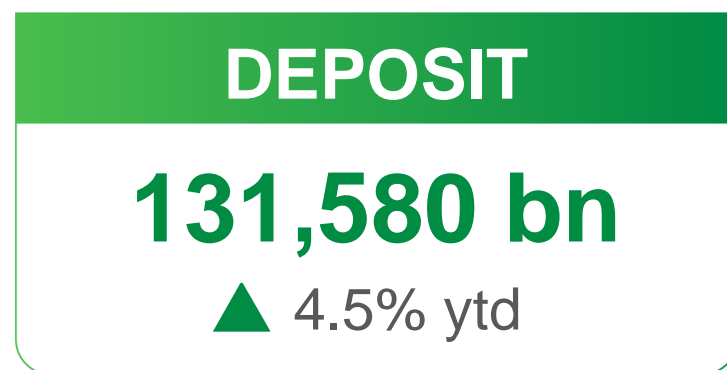
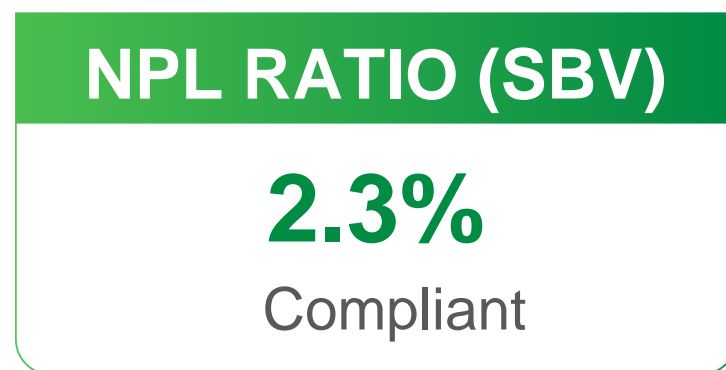
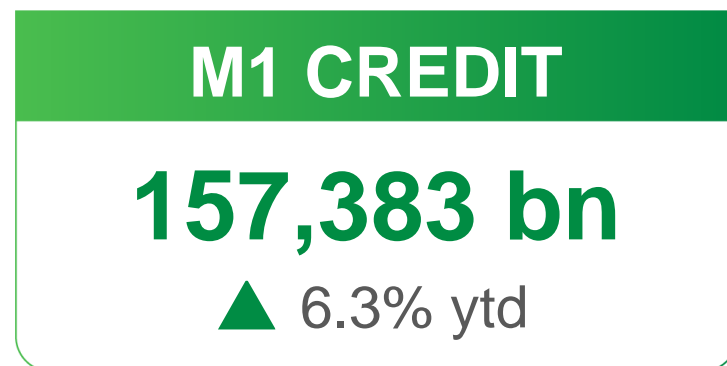
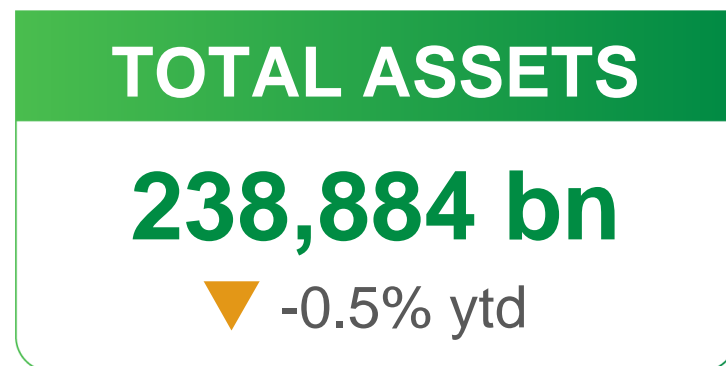


Source: GSO, Refinitiv

FINANCIAL PERFORMANCE

H1/2024

02



Unit: VND billion, %

LAUNCHING OCB OMNI 4.0



GREEN BANK

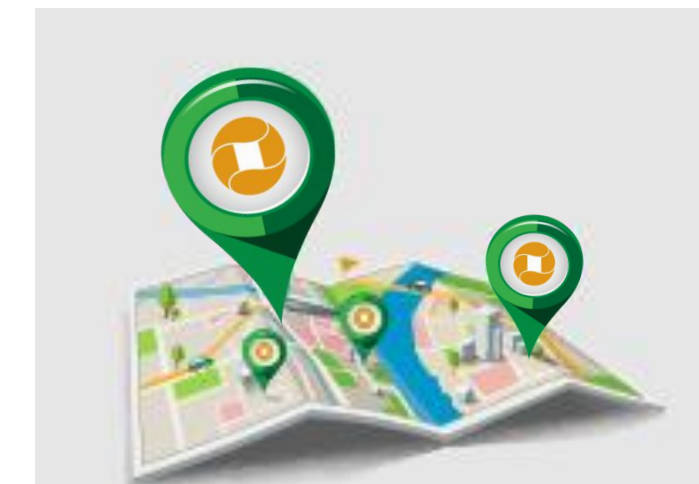


Green Financing (2023-End)
OCB 9% vs. Industry 4.5%

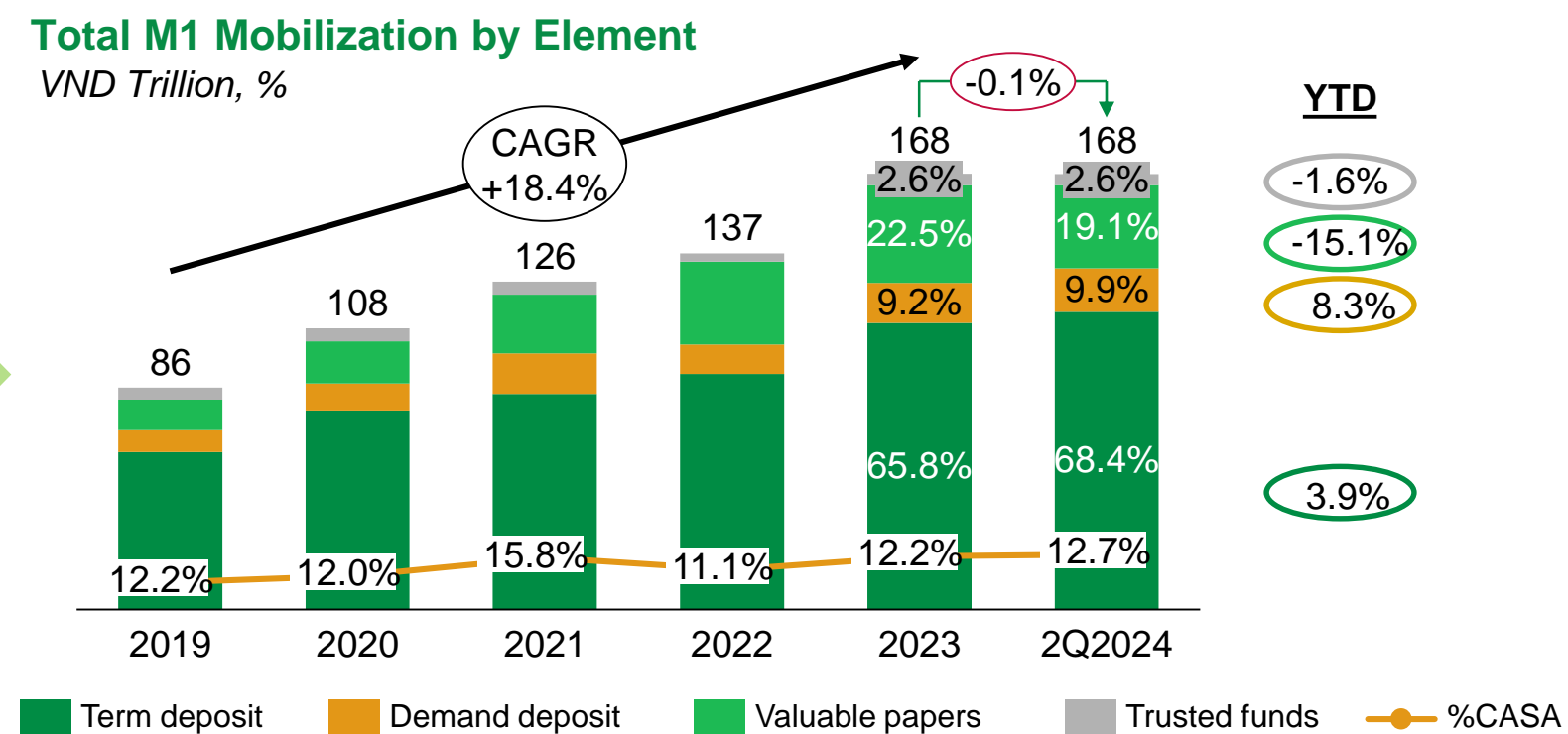
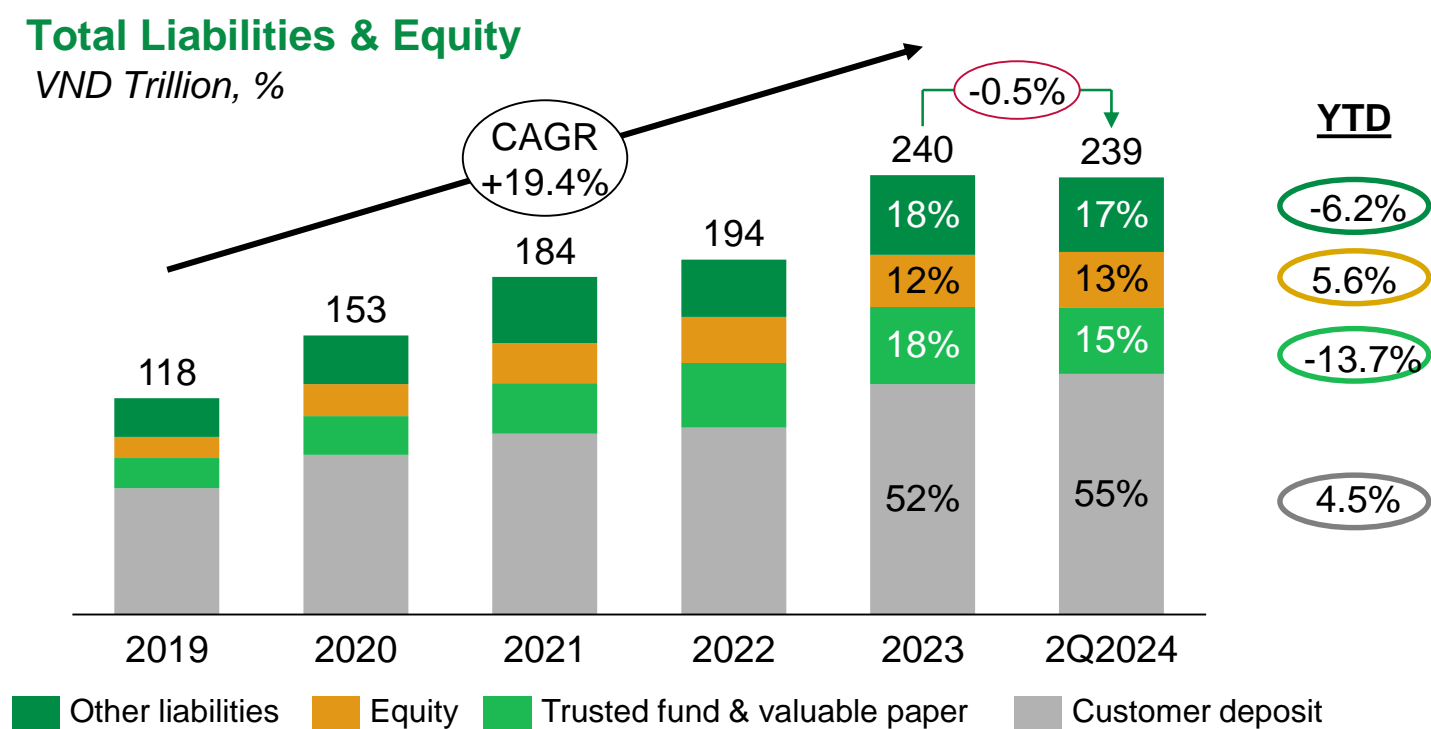
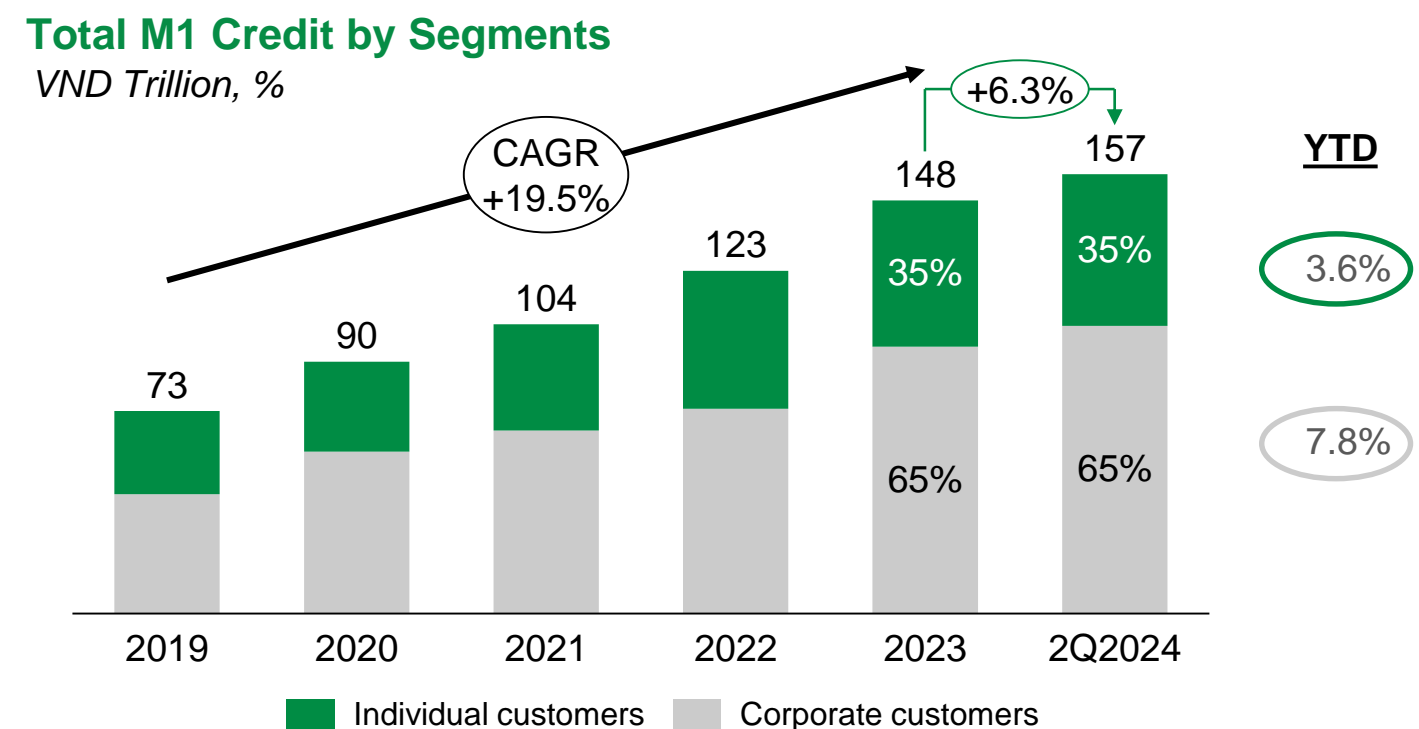
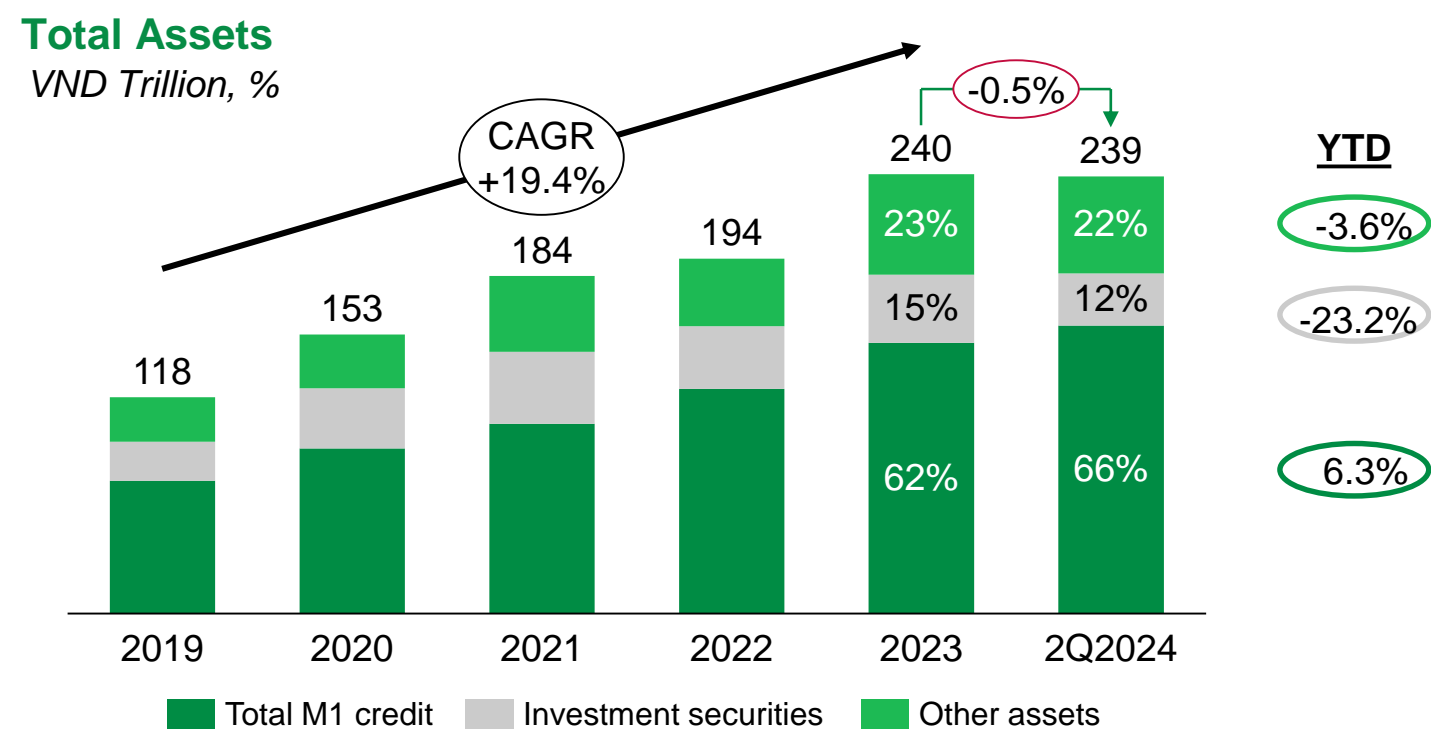
Outstanding Projects (VND bn)

Wind Electricity	Solar Electricity	Hydro Electricity
1,530	2,354	5,886

17 NEW BRANCHES



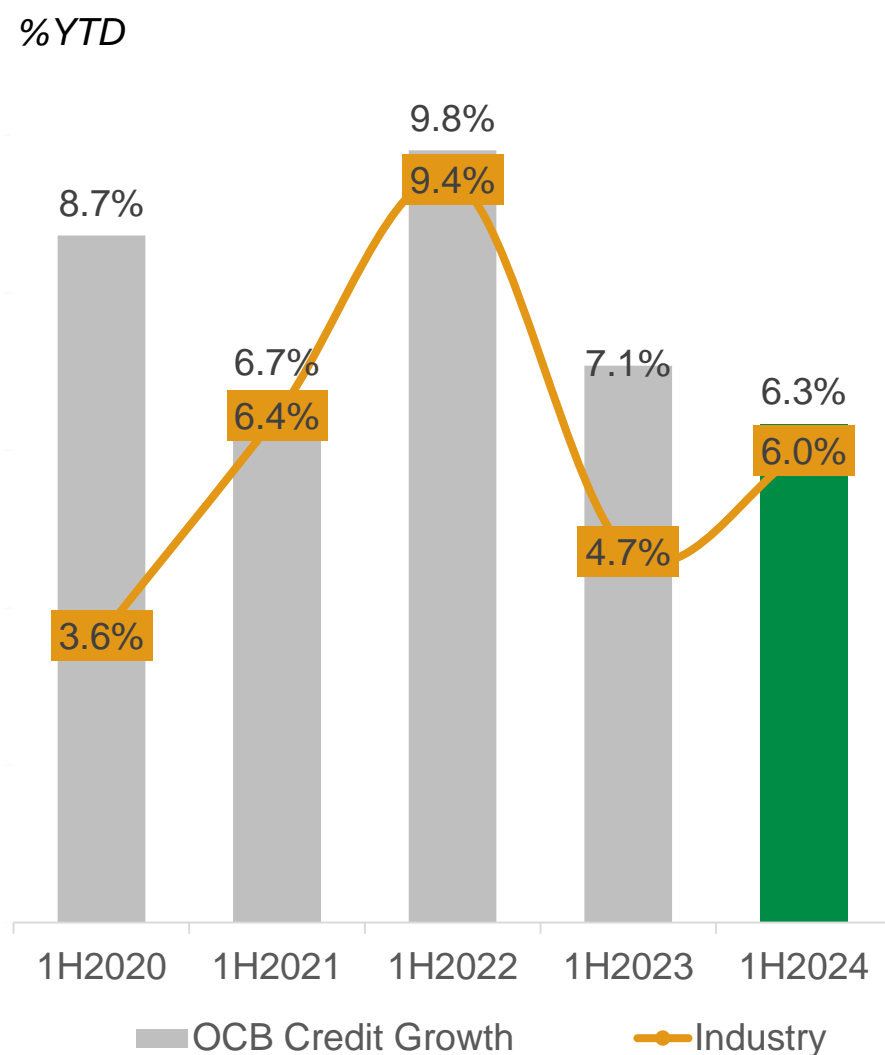
- OCB has optimized its Balance Sheet toward high-yield assets with a credit growth of 6.3% ytd and scaled down its Investment Securities given unfavorable condition for Government Bond trading. The funding structure is well-diversified with a pro-active ALM strategy to attain better funding cost.



Source: OCB's 2Q/2024 consolidated financial statements

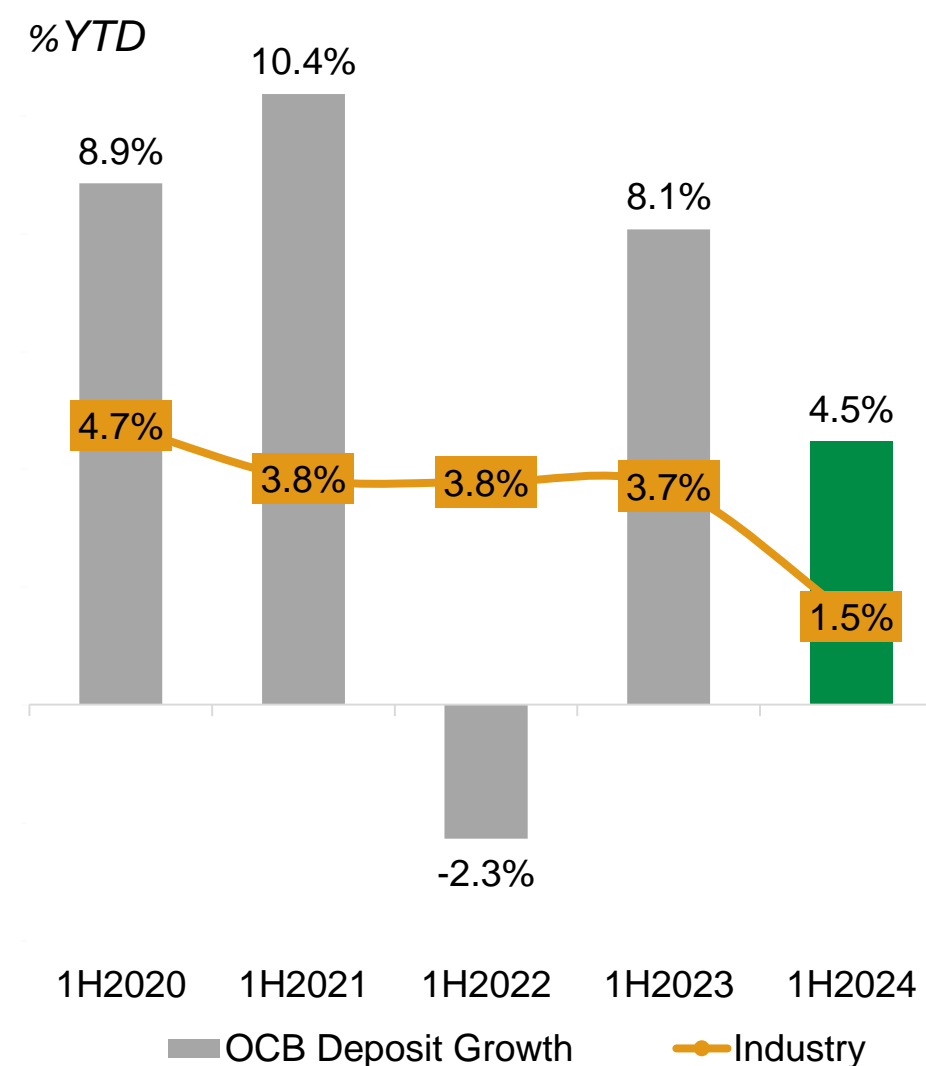
- OCB has maintained positive credit growth amid weak demand on the market, thanks to its focus on appropriate segments.
- NPL ratio was slightly up QoQ, in line with the whole industry. Asset risk is well-controlled by proactively managing problematic loans and diversifying borrower profiles, in which supports to mitigate downside risks from adverse economic condition.

Credit Growth



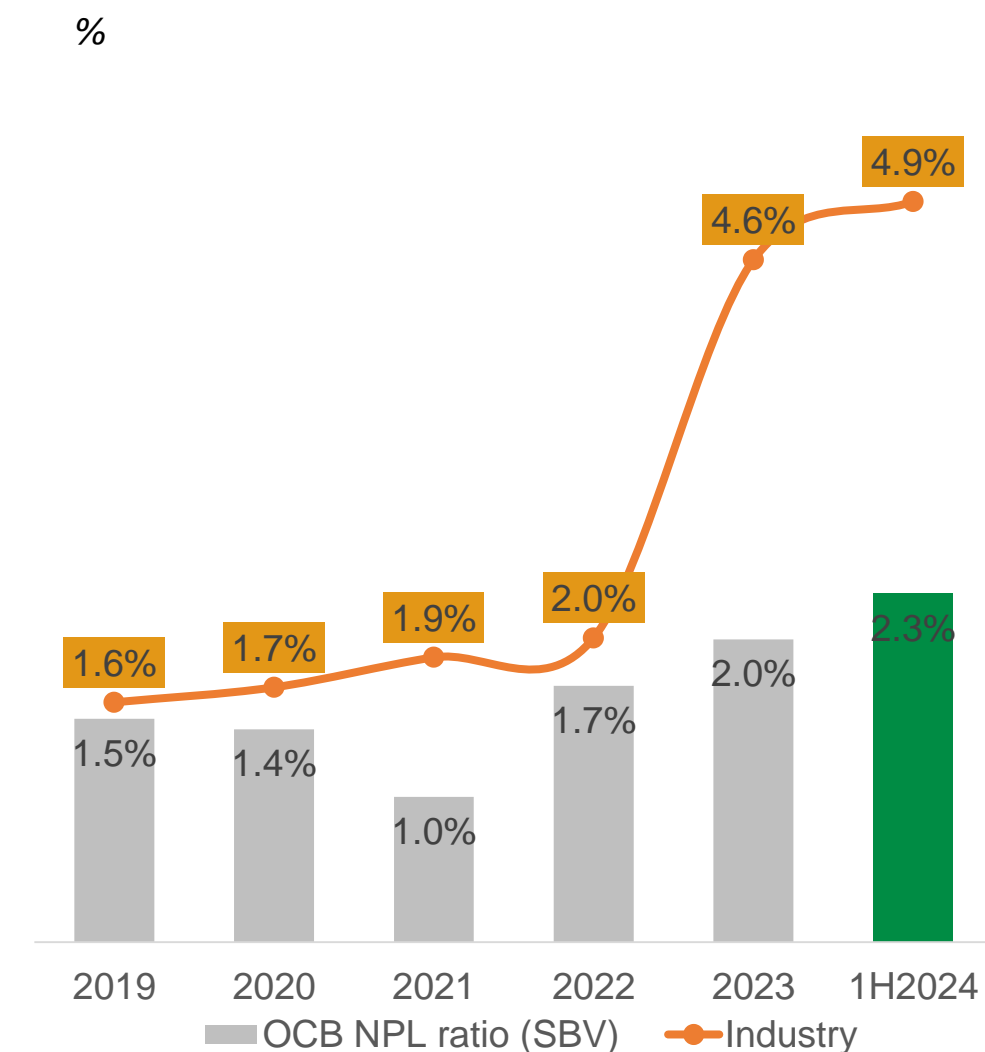
Note: Industry's credit growth as at 30 June 2024

Deposit Growth



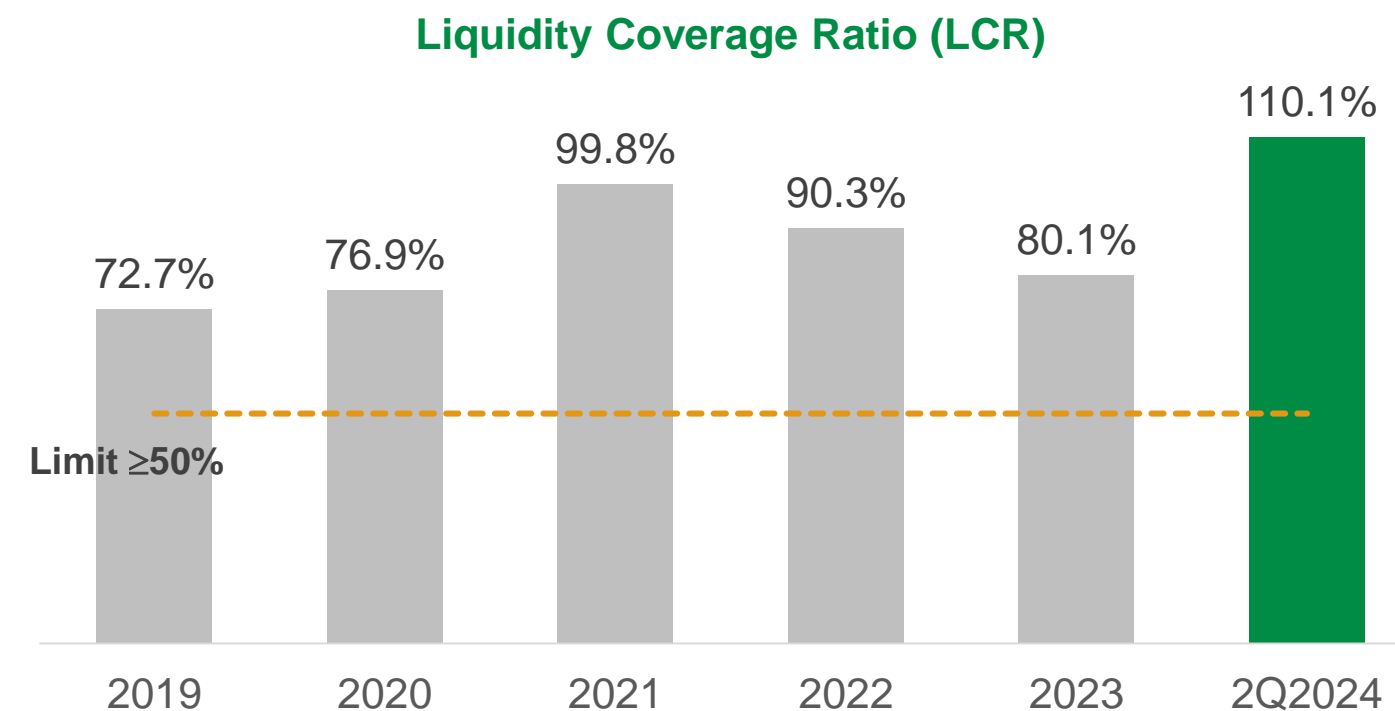
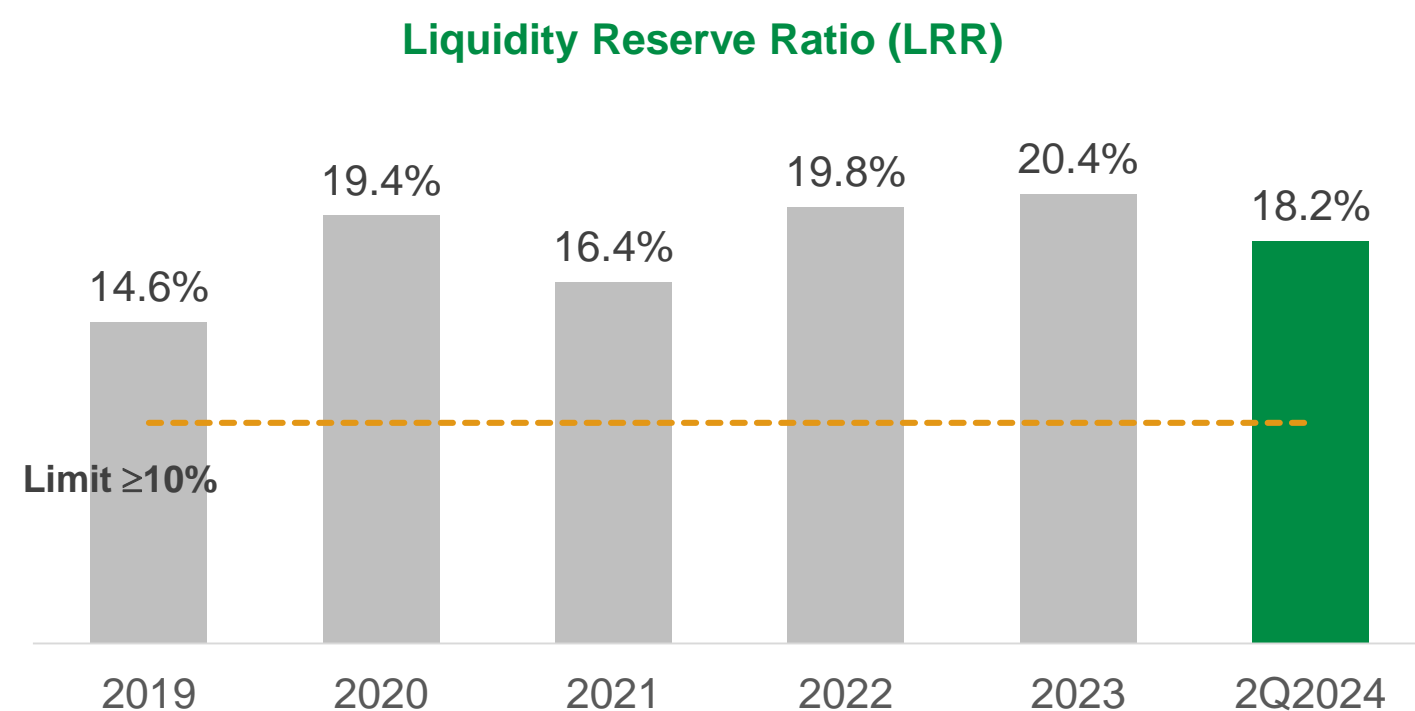
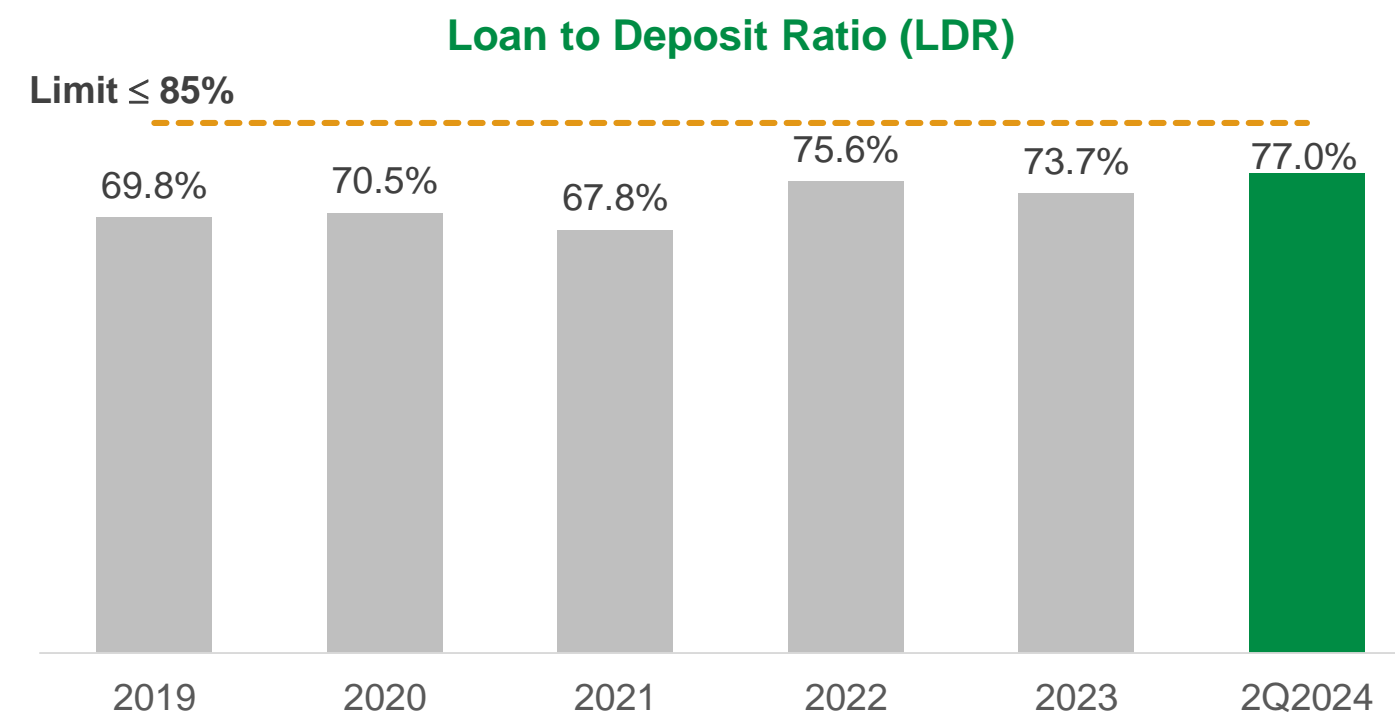
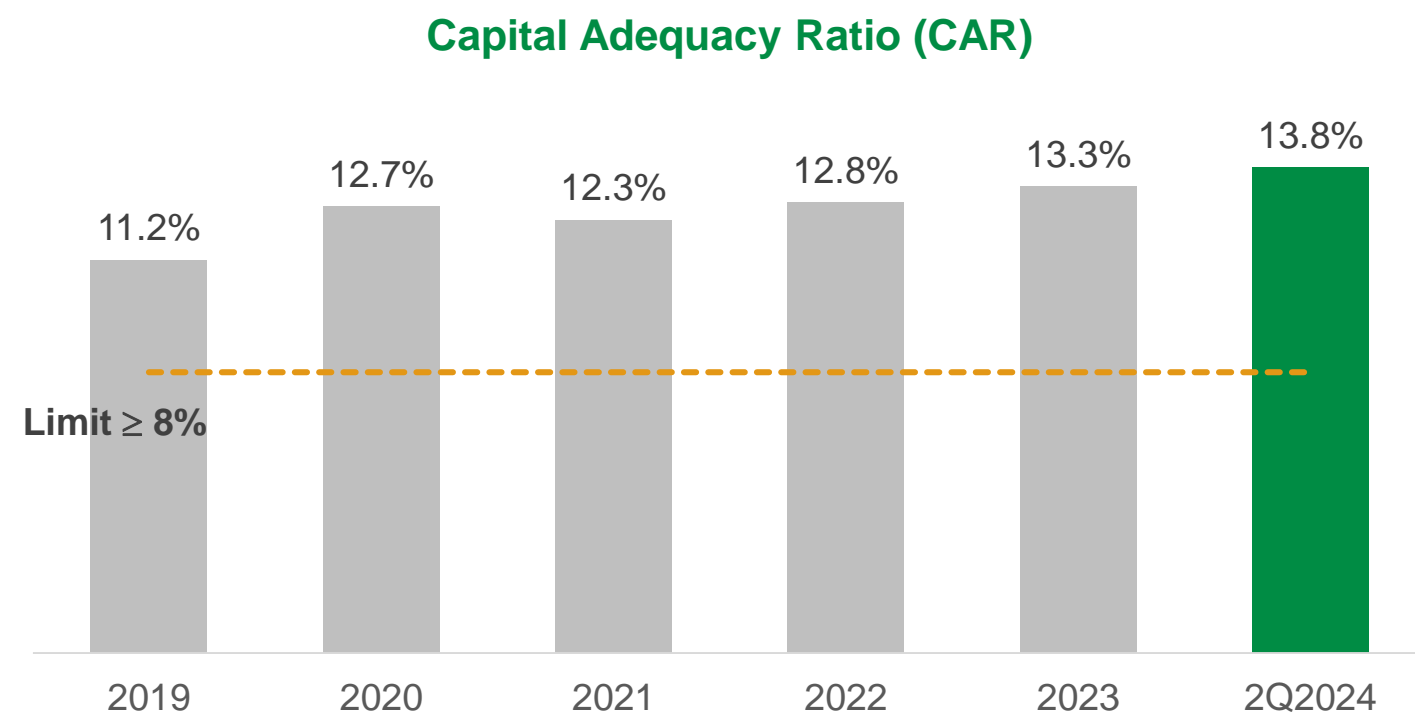
Note: Industry's deposit growth as at 24 June 2024

NPL Ratio (SBV)



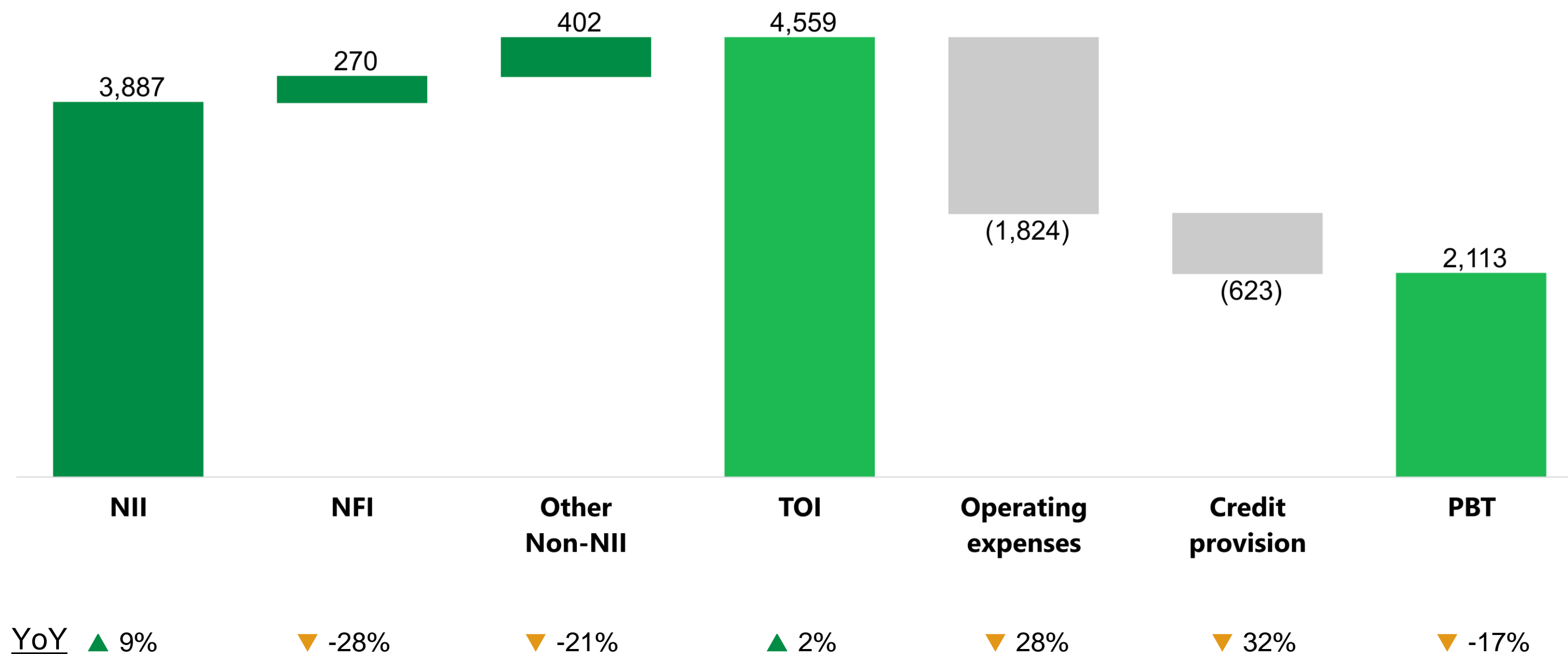
Note: Industry's NPL as of May 2024

- Stably strong capital adequacy and steadily high liquidity ratios, which are supported by sufficient liquid assets.



- TOI increased by 2% yoy, mostly driven by NII growth (9%) amid the squeezed NIM to support for customers' interest expense burden.
- PBT witnessed a negative growth of 17% due to unfavorable conditions for investment portfolio, more digital banking and human investments for the long run, as well as additional credit provision for a better credit loss reserve.

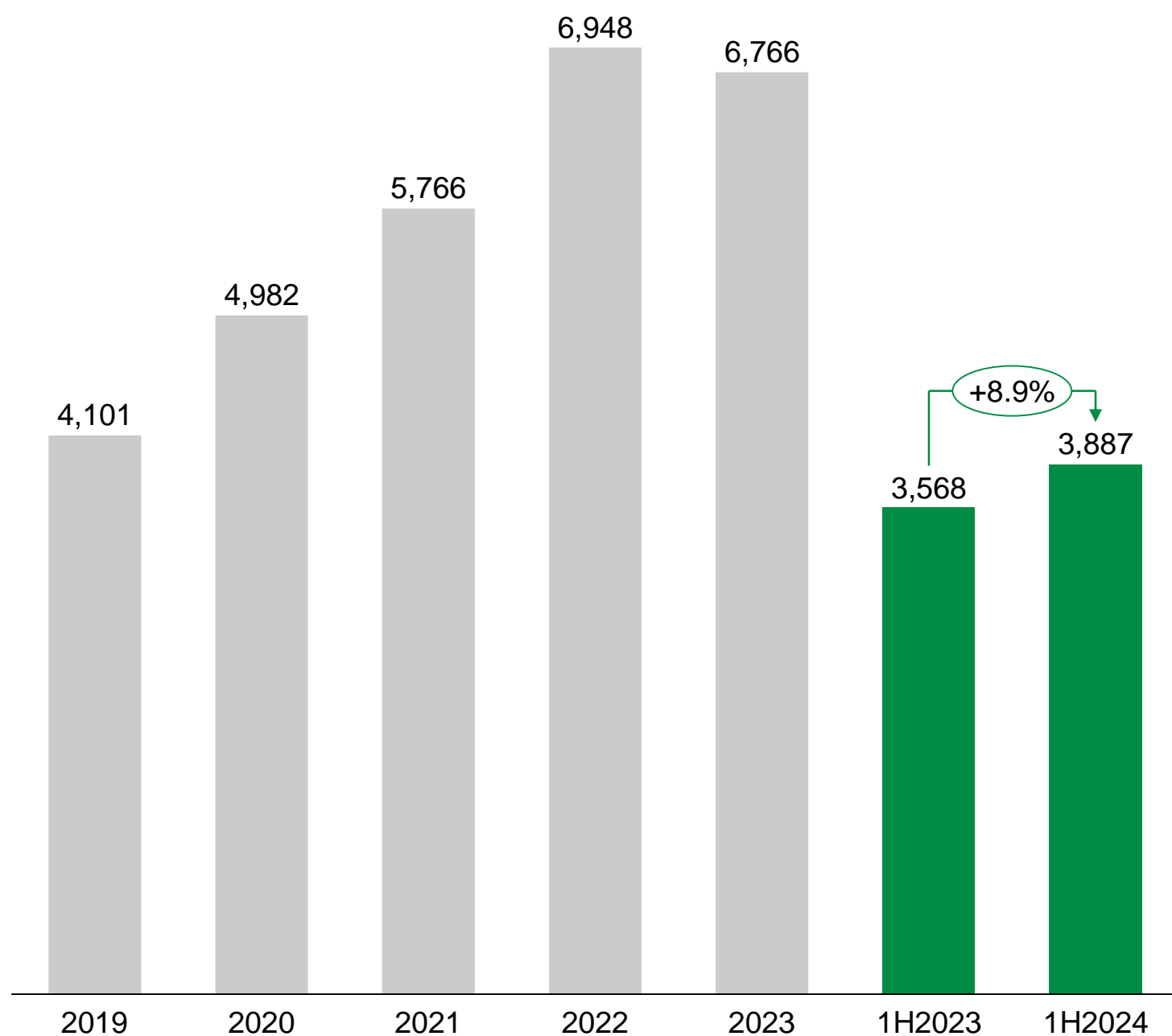
H1/2024 PBT, compared to H1/2023
VND billion, %



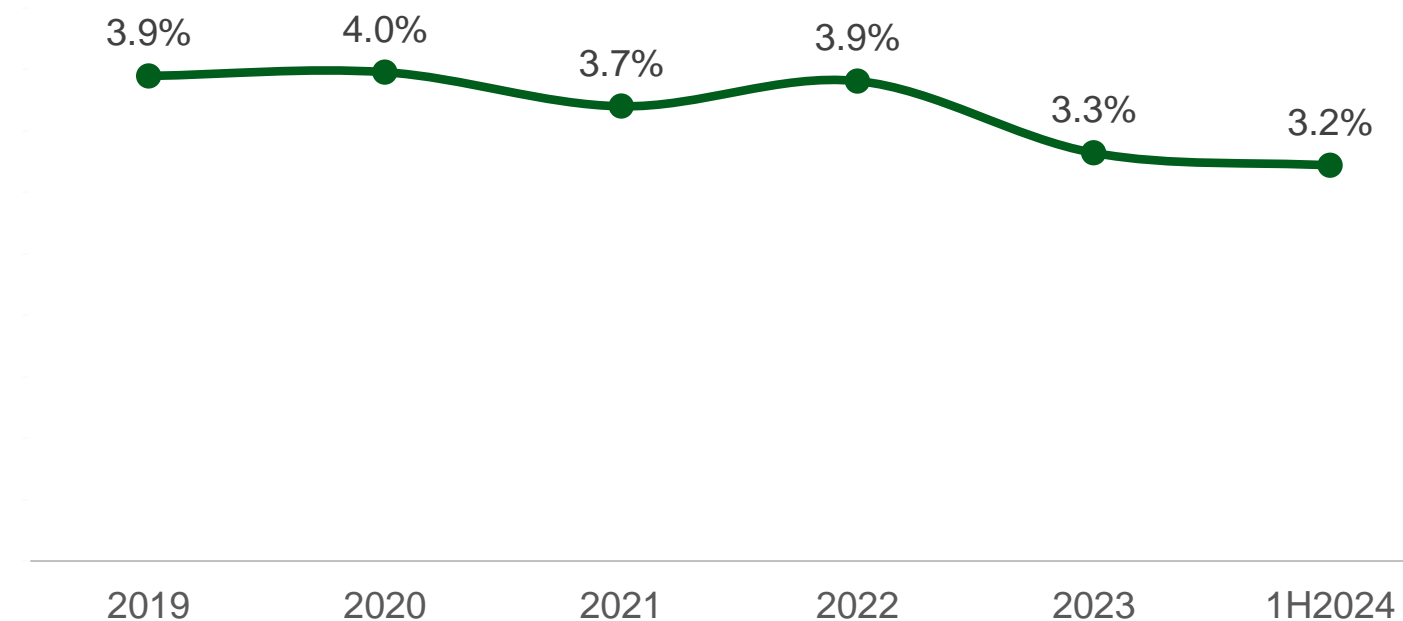
Source: OCB's 2Q/2024 consolidated financial statements

- Net interest income advanced by 8.9%yoy, reaching VND 3,887 billion amid the squeezed NIM

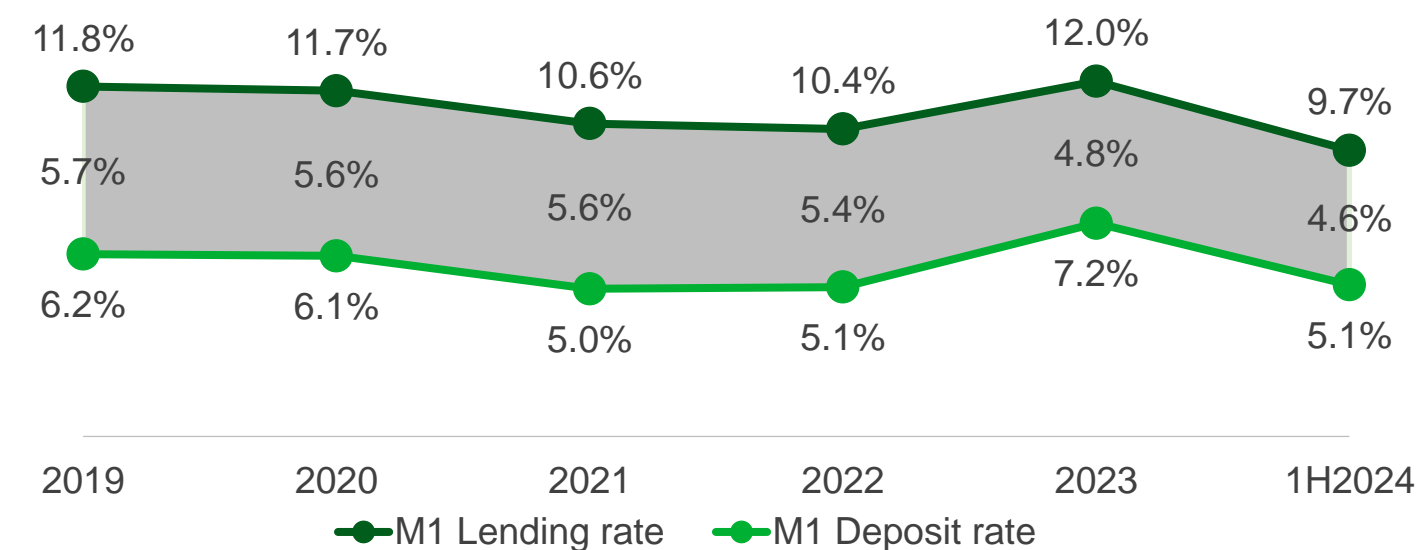
NII
VND Billion, %



NIM (LTM)



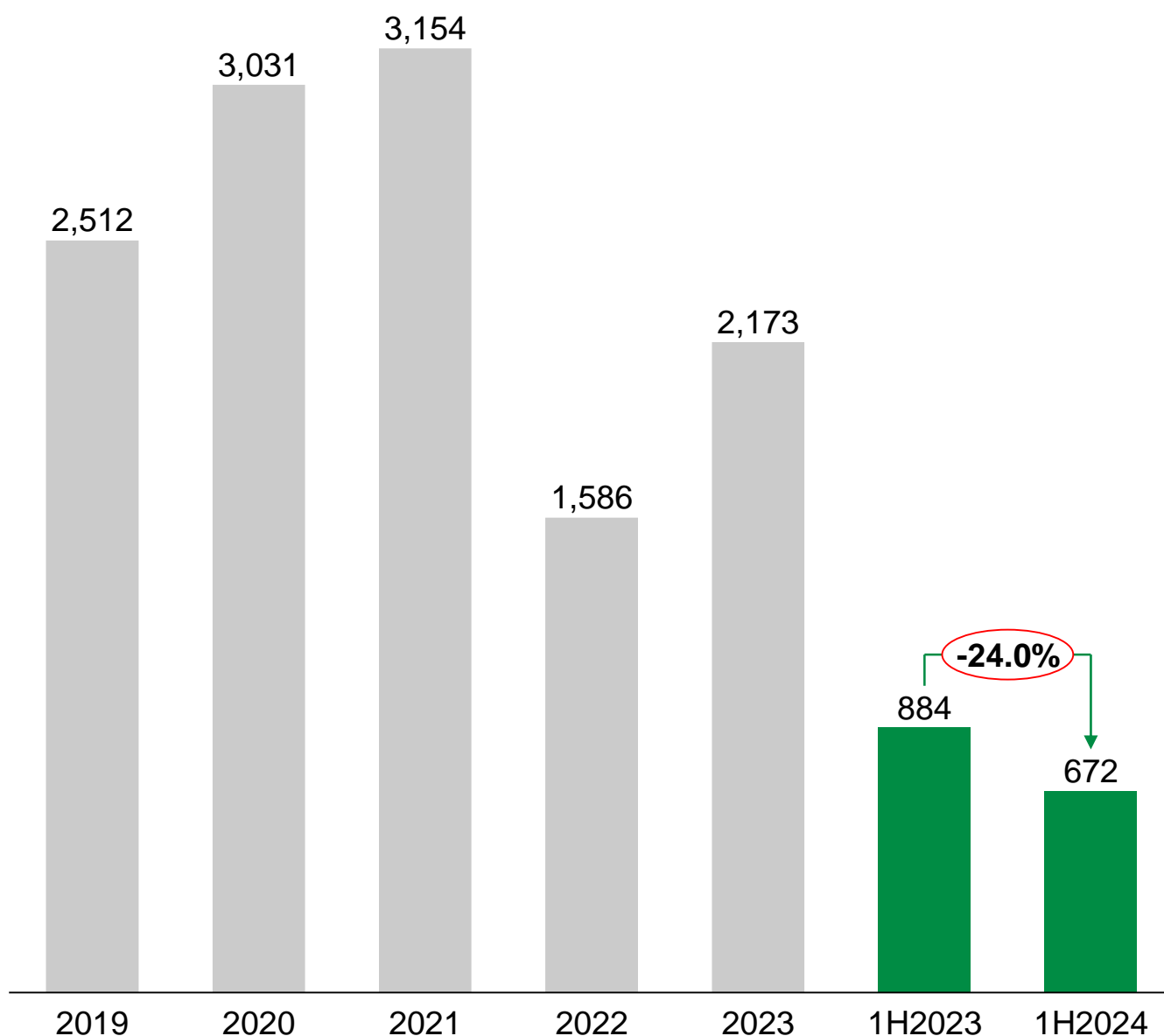
M1 Lending & Deposit Spread



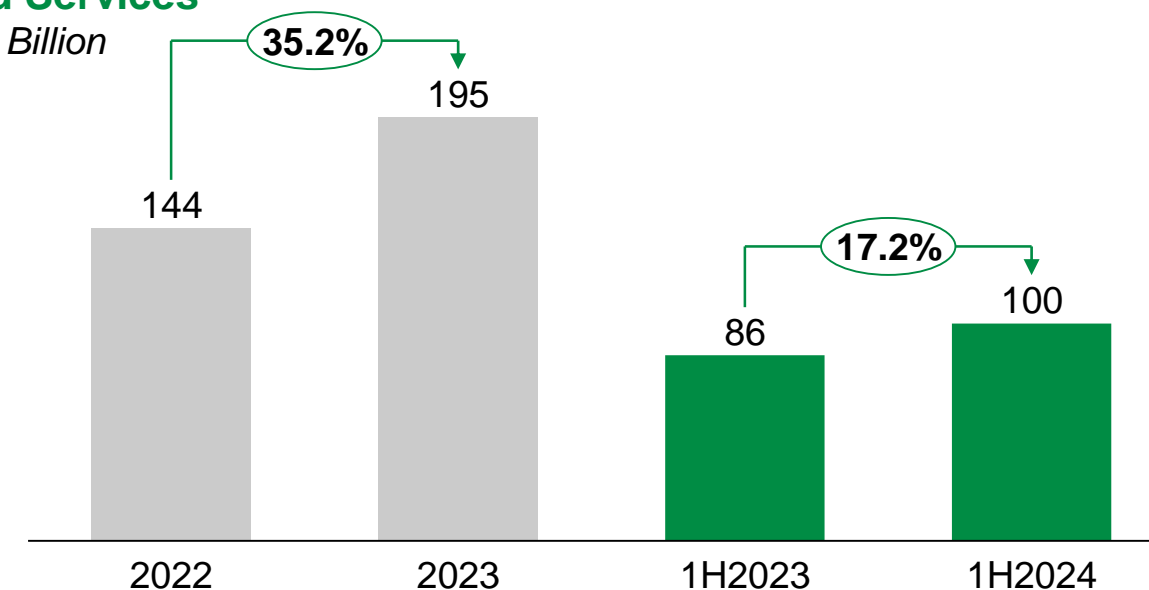
Source: OCB's 2Q/2024 consolidated financial statements

- Healthy Non Interest Incomes from card services (+17%), FX gains (+101%) offset by the weak results of Gain from securities investment.

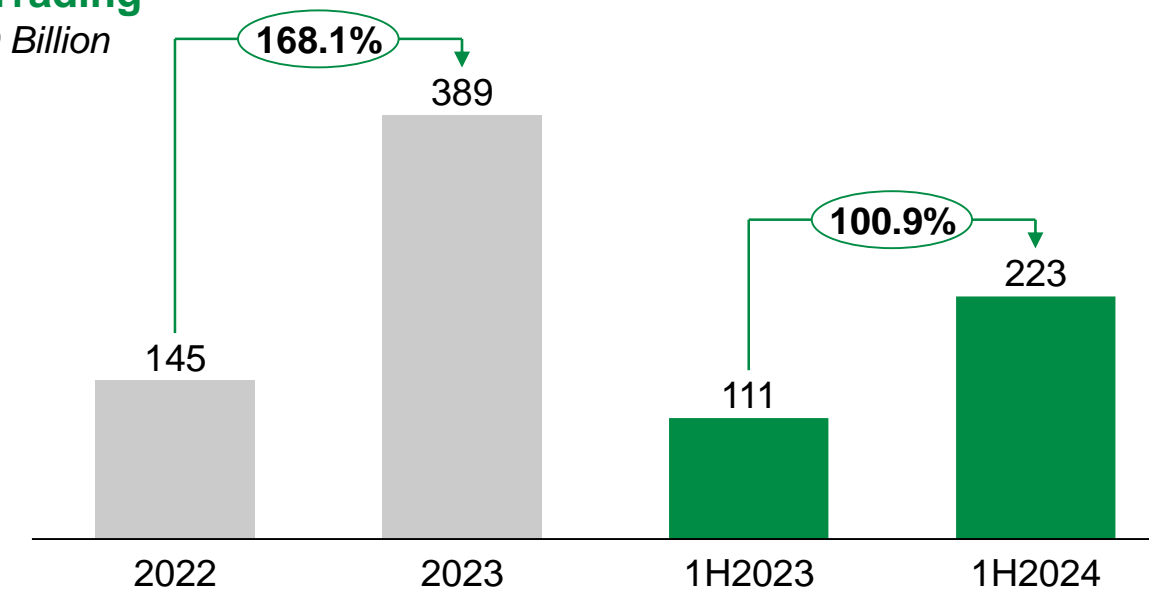
Non-NII
VND Billion, %



Card Services
VND Billion



FX Trading
VND Billion



OUTLOOK AND KEY INITIATIVES FOR 2024

03



THE LEADING GREEN BANK in VIETNAM



TOTAL ASSETS

▲ 19%

TOTAL M1 CREDIT

Subject to
SBV's Approval

TOTAL M1 MOBILIZATION

▲ 17%

PROFIT BEFORE TAX

▲ 65%

NPL RATIO (SBV)

< 3%

CIR

< 35%



OPPORTUNITIES



ECONOMIC DEVELOPMENT FOCUS

- **2024F GDP 6-6.5%**
- GDP **6.93% YoY** in Q2/24; **6.42% YoY** in H1/24
- CPI H1/2024: 4.08%



MONETARY POLICY FOR ECONOMIC GROWTH FACILITATION

- **CREDIT +6% H1/2024**
- The global economic recovery trend will boost consumer demand. Credit growth target of 15% for the entire year



ACTIVE TRADE

- Trade surplus of **\$11.85 billion** in H1/2024.
- The active import-export activities reflect Vietnam's role and position in international trade



CHALLENGES



GLOBAL MACROECONOMICS

- **Persistent geopolitical tensions.**
- The Fed's next move on rate cut.



EXCHANGE RATE AND NPL PRESSURE

- **The USD maintain its position and put pressure on other currencies.**
- NPL is still a big concern amid economic uncertainty and weak real estate recovery



WEAK REAL ESTATE RECOVERY

- The process of resolving legal issues for these projects is still ongoing

KEY INITIATIVES FOR RETAIL IN 2024



- Focus on upper mass, mass affluent and affluent segments with tailored solutions for each segment

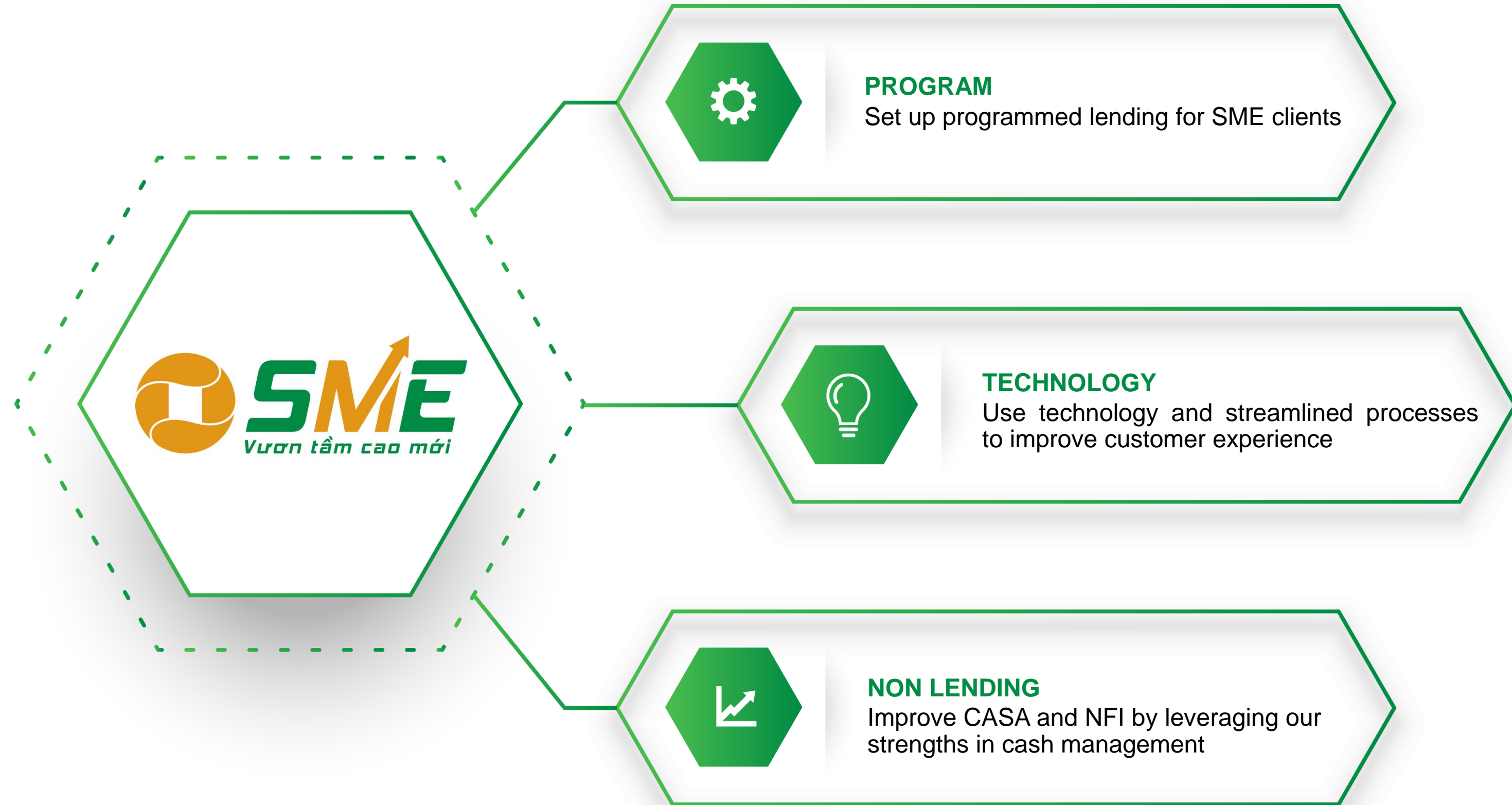


- Implement good book bad book policy to improve efficiencies of bad debt settlement

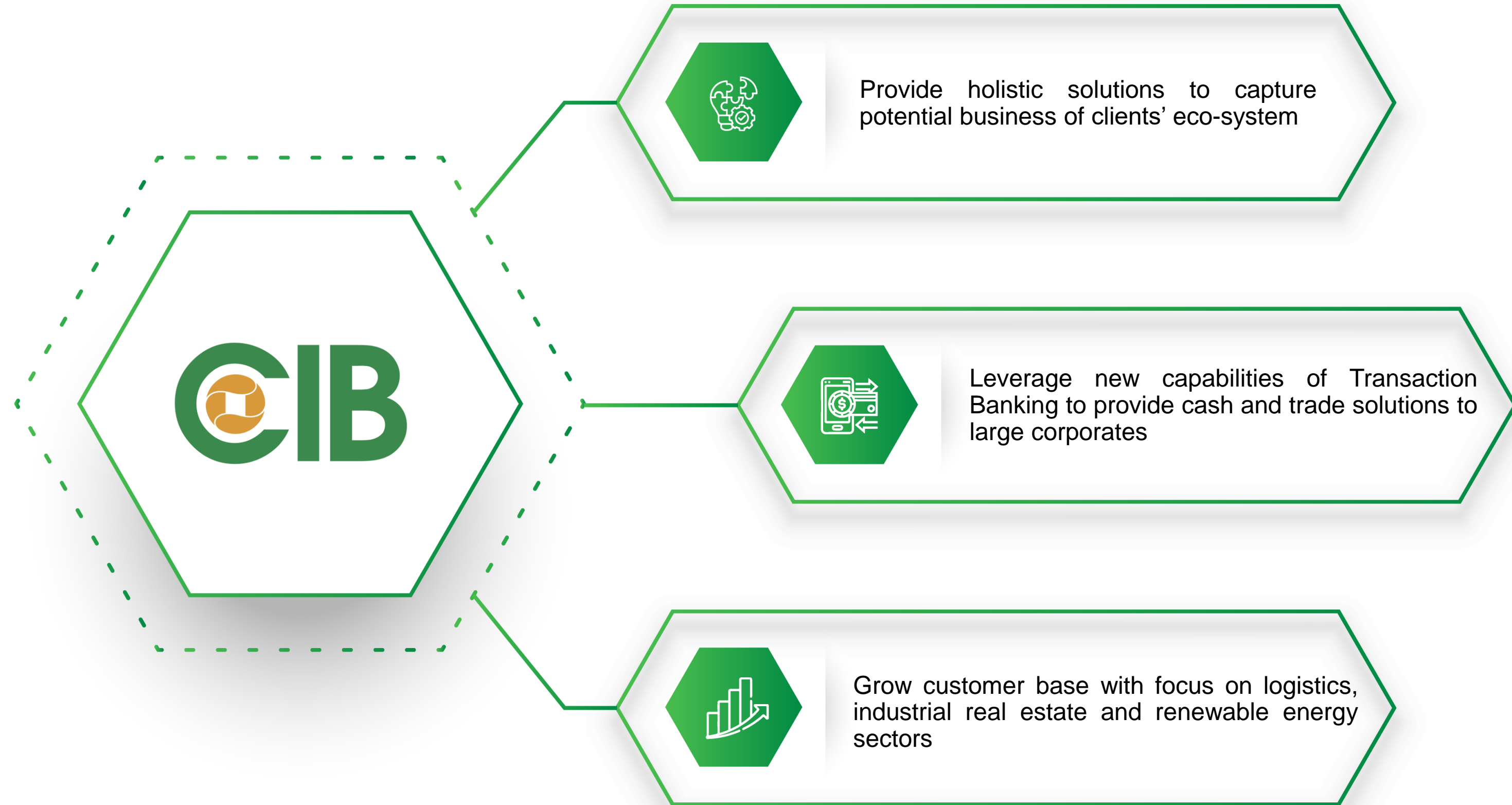


- Leverage our strength in large corporate segment to capture retail business in eco-system of those large corporates.

KEY INITIATIVES FOR SME IN 2024



KEY INITIATIVES FOR CIB IN 2024



KEY INITIATIVES FOR FDI SEGMENT



1

Leverage partnership with Aozora Bank strategic partner to cover Japanese clients



2

Set up dedicated FDI desk to support FDI clients in Vietnam



3

Set up suitable credit policies and procedures to better support FDI clients

KEY INITIATIVES FOR CAPACITY BUILDING

Build transaction banking business to provide cash management and trade finance solutions for CIB and SME clients

01

Strengthen Treasury capabilities to cross sell FEX and derivatives solutions for retail and corporate clients

02

Build data analytic capabilities to enable RB and SME's business development and risk management

03

04

Train, develop and retain key talents

KEY ESG INITIATIVES FOR 2024



Develop green financing capabilities



Develop ESG risk management framework



Develop ESG capabilities by setting up ESG academy to train and develop ESG skill set



VIETNAM VALUE 2020 - 2022
Voted by the Ministry of Industry and Trade



TOP 30 LARGEST TAX PAYING ENTERPRISES IN VIETNAM



TOP 500 STRONGEST BANKS IN ASIA - PACIFIC
Voted by The Asian Banker



TOP 50 ENTERPRISES WITH SUSTAINABLE DEVELOPMENT
Voted by the Nhip cau Dau tu Magazine



TOP 25 LEADING FINANCIAL BRANDS 2021
Voted by the Forbes magazine



TOP 8 MOST POWERFUL PRIVATE BANK BRAND & TOP MOBILE BANKING APP WITH THE BEST UI/UX 2023
Voted by Mibrand



TOP 50 MOST VALUABLE VIETNAM BRAND
Voted by Brand Finance



TOP 10 STRONG BANKING BRANDS IN VIETNAM
Voted by Vietnam Economic Times

OCB DIGITAL BANKING

04

OCB – A PIONEER IN DIGITAL TRANSFORMATION, STRONGLY SUPPORTING SUSTAINABLE DEVELOPMENT STRATEGIES



OCB OMNI 4.0 - A digital banking platform that optimally meets user needs and personalizes customer experiences through both interface and transaction support features.



Liobank - A next-generation digital bank that leads the technology trend, offering highly personalized services to meet all the needs of young customers.



OCB iGen Mastercard Platinum - A digital credit card that is 100% online, eliminating the need for a physical card.



SME GreenBiz - The first green digital solution package on the market, helping businesses optimize operational efficiency.



OCB ProPay - A digital payment solution that enables businesses to manage finances effectively, optimize costs, and stay ahead in the digitalization trend.



OCB OMNI Corp - A digital banking app that helps businesses manage finances securely and efficiently, ensuring smooth and effective operations.

2018

OMNI 1.0

Leading the Omnichannel Banking trend

2020

OMNI 2.0

- Super App
- 100+ services (QR, Esaving, OMNI Coins)
- Open API Challenge 2020

2022

OMNI 3.0

- FaceOTP, FacePay
- 200+services & products
- 2.5X user, 2x transactions vs 2021

2018

2019

2020

2021

2022

2023

2019

- Open API
- IBM BPM

2021

Pioneering eKYC application

2023

- Transactions increased by 61% (55 million transactions)
 - eSaving increased by 55%
 - Casa balance increased by 44%
 - Increased demand for both customers and transactions, personalized experiences, AI, ML...
- => Prepare for OMNI 4.0

03.2023

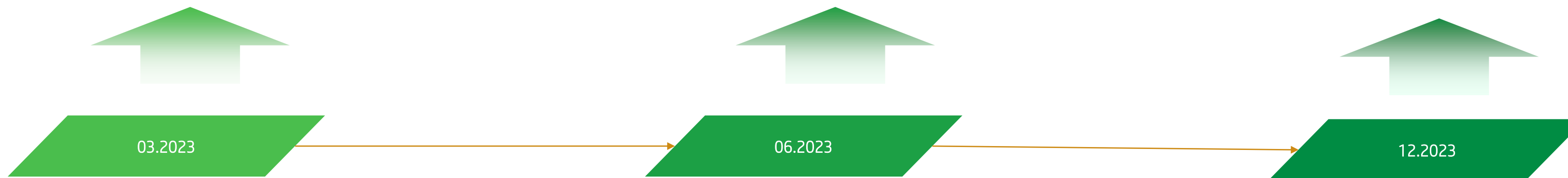
Best-in-Class Digital Banking Platform

06.2023

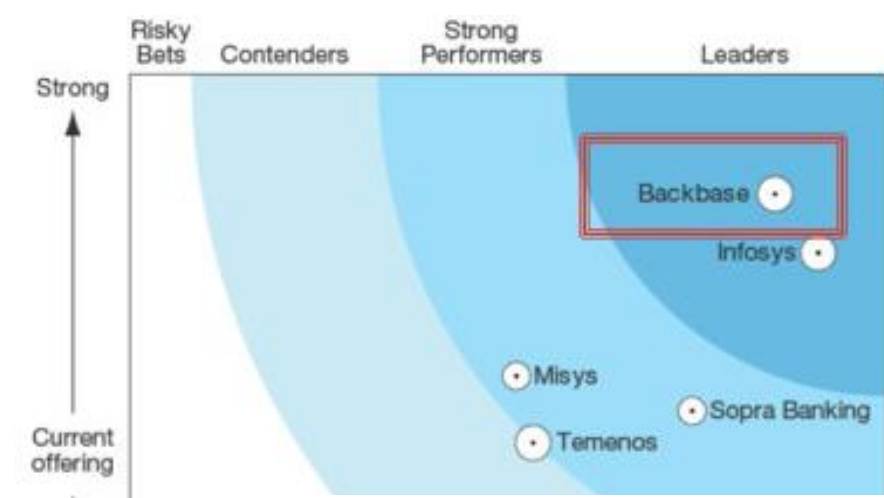
- Started project
- Goal: launching within 6 months.
- Best digital banking acceleration 2023 from Backbase
- Convert 90% of customers, complete 100% Decision 2345

15.12.2023

- Golive OMNI 4.0 (50% features, 85% needs)
- X6 deployment speed compared to industry average



smartosc



Backbase



SMOOTH

- Digital Onboard
- Digital Assist
- Digital Engage



SPEED

- Login 0-click
- Payment 2-click
- Transfer 3-step



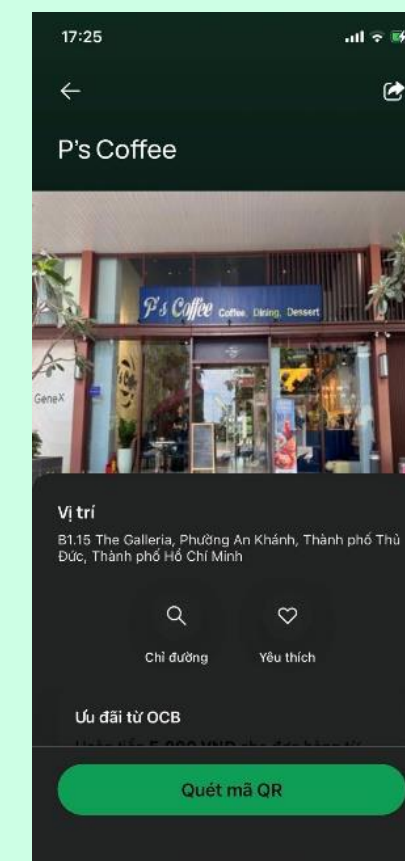
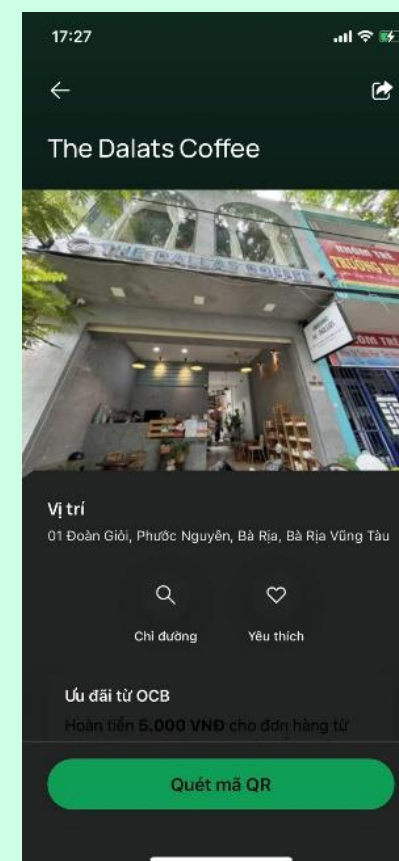
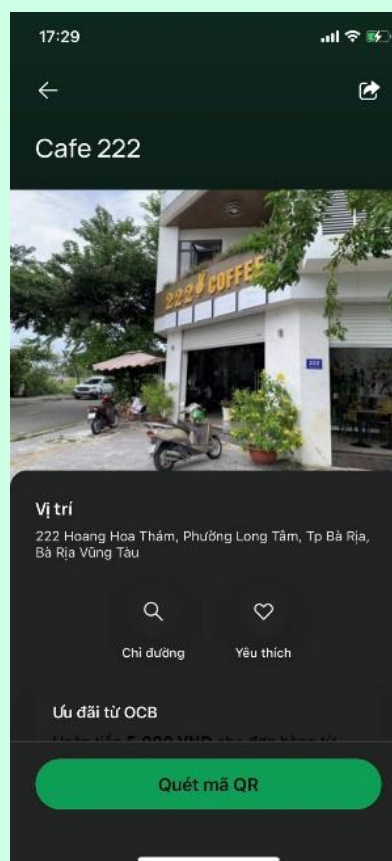
SECURITY

- Fido
- FaceOTP
- FaceMatching
- 2345



EXCLUSIVE

- OCB Café – “Đặc quyền quán quen”



Liobank

by OCB

The Orient Commercial Joint Stock Bank (OCB) officially introduced Liobank on March 2, 2023. Liobank is a new generation digital bank for tech-savvy and digital natives with outstanding features.

Liobank's goal is to lead the technology trend, be highly personalized, and meet all needs of young tech-savvy customers.

Our mission is “make banking in Vietnam affordable, easy, and fun”.

Official launching

Mar, 2023



200K customers

Dec, 2023



Target 1 Million customers

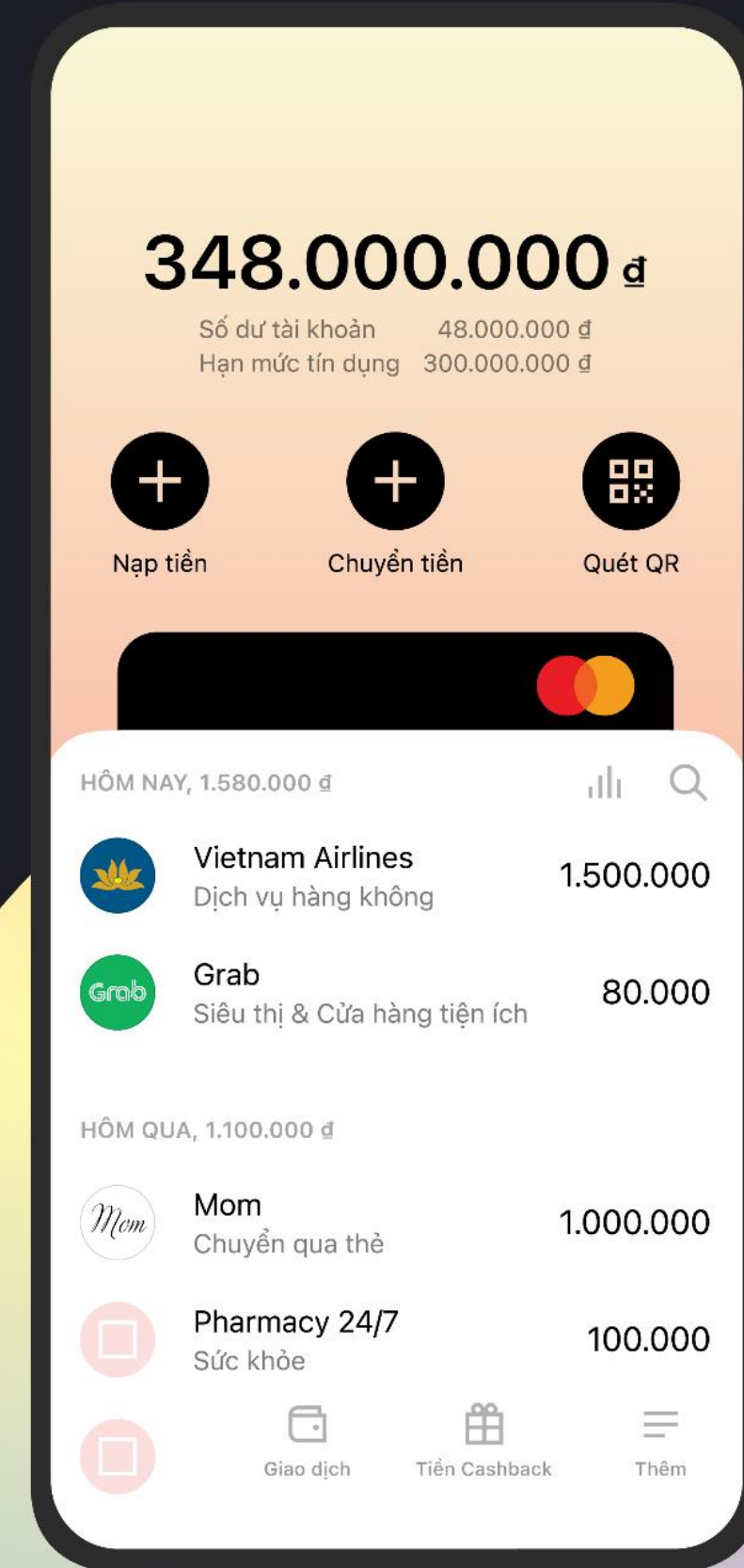
Dec 2024



Aug 2, 2023

100K Customers achieved

App store rating 4.7/5.0



**2-in-1 cards | Credit limit up to VND300 million
62-days grace period | Zero fee**

Miễn phí dịch vụ! Còn gì tuyệt vời hơn

Thoải mái chi tiêu và thanh toán theo cách riêng của bạn. Từ gửi tiền cho gia đình và bạn bè, mua vé xem phim đến thanh toán hóa đơn điện nước, mọi nhu cầu thanh toán của bạn đều được miễn phí!



Virtual card – active immediately

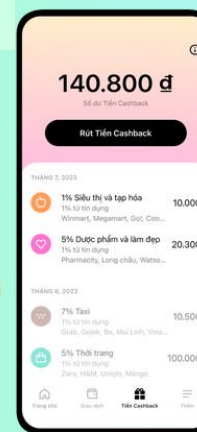
**CUSTOMER SERVICE 24/7
NO CHATBOT**



INSTANT CASHBACK UP TO 10%

Nhận hoàn tiền lên đến 10% với Liobank

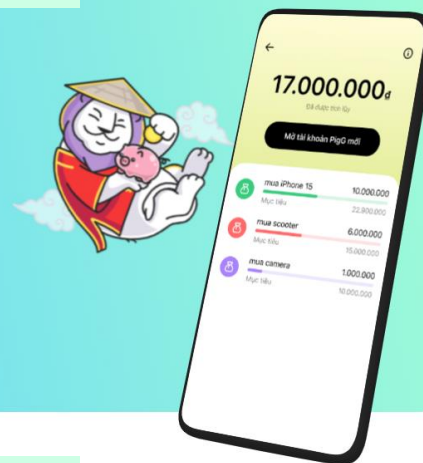
Thanh toán và nhận hoàn tiền ngay tức thì cho các thanh toán trên thẻ ghi nợ hay tín dụng của Liobank. Mỗi tháng bạn có thể chọn 2 danh mục hoàn tiền từ danh sách mà Liobank cung cấp



JOYFUL SAVING WITH PIGG

Nhanh chóng đạt được giấc mơ của bạn với “PigG”

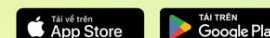
Tiết kiệm tự động và nhanh chóng với lãi suất năm 3%



FLEXIBLE SAVING

Tiết kiệm tự động

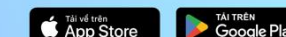
Nhận lãi suất tự động từ số dư tài khoản của chính bạn với tính năng Tiết kiệm tự động



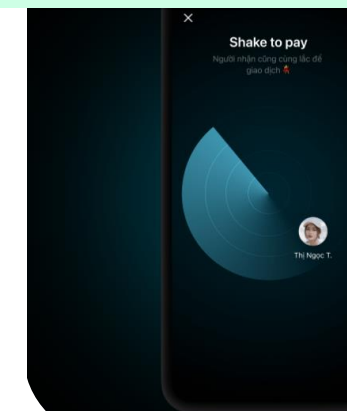
INSTALLMENT

Chuyển đổi trả góp cho bất kỳ thanh toán nào của bạn

Chỉ trả cho việc mua sắm theo cách của bạn. Bạn có thể chia nhỏ thanh toán của bạn thành nhiều phần lên đến 12 tháng với phí trả góp chỉ 1.7%/ tháng



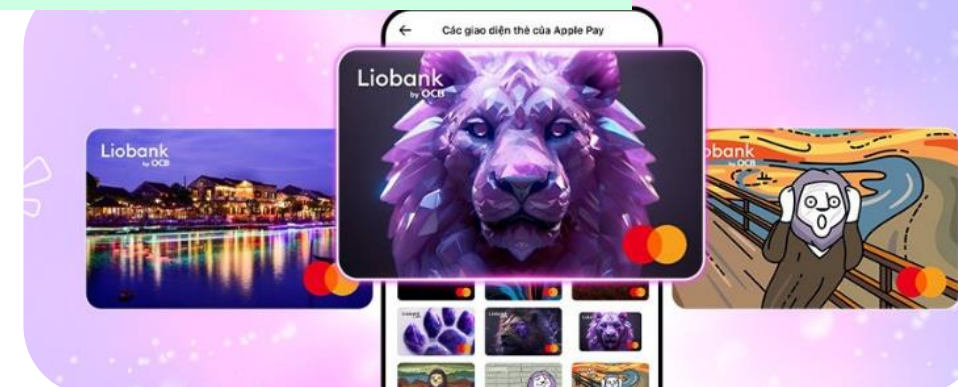
SHAKE TO PAY EASILY



Lắc điện thoại để chuyển tiền

Chuyển tiền chưa bao giờ vui và tiện lợi đến thế! Cùng bạn bè mở ứng dụng Liobank và cùng lắc điện thoại để chuyển tiền nào

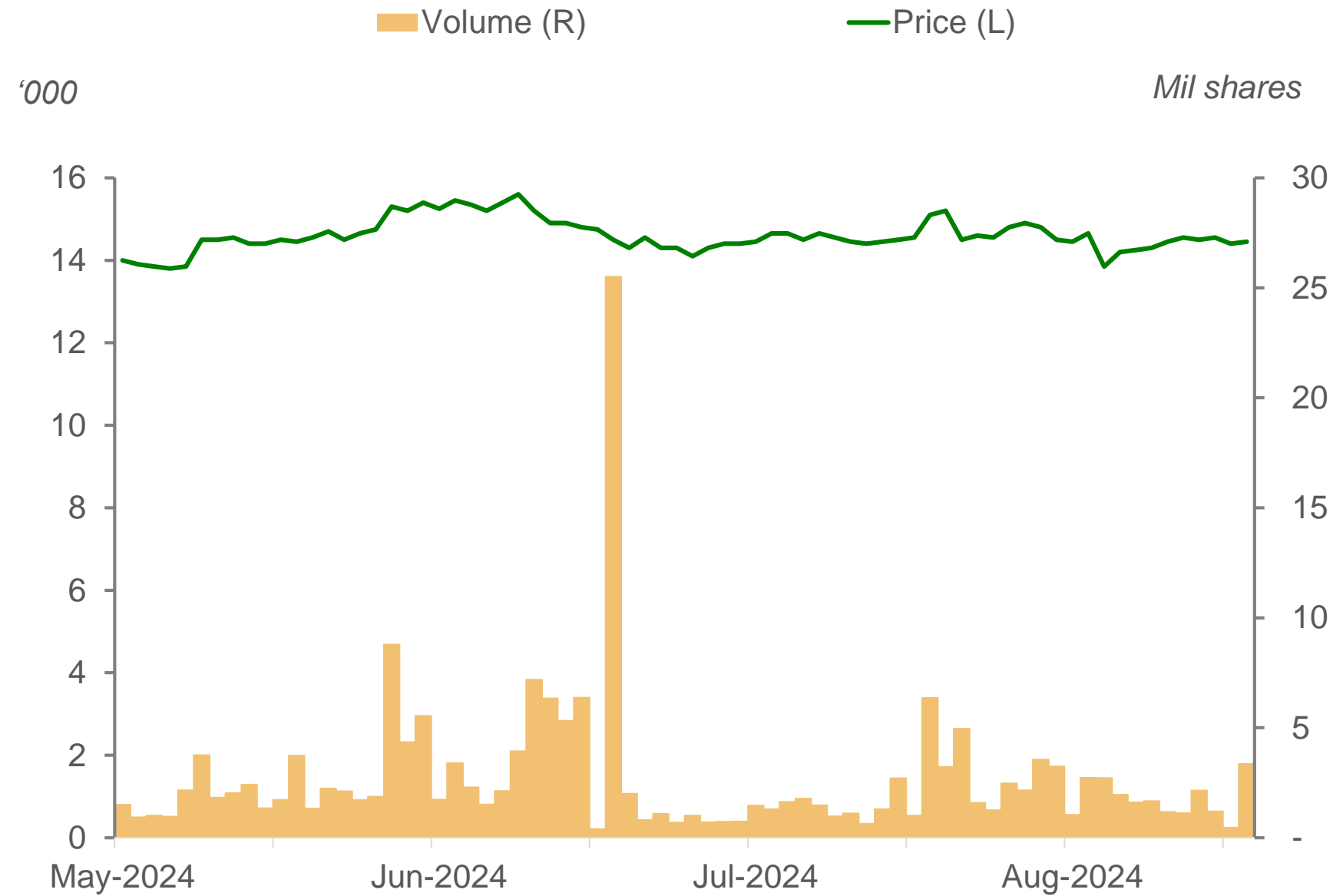
PERSONALIZE CARD SKIN



APPENDIX

05

PRICE PERFORMANCE IN THE LAST 3 MONTHS



TRADING STATISTICS	16/08/2024
Closing price (VND)	14,450
3M. Highest price (VND)	15,600
3M. Lowest price (VND)	13,850
Outstanding shares (million shares)	2,055
3M.Average trading volume (million shares)	2.1
Market cap (VND billion)	29,692
EPS (TTM) (VND)	1,424
Book value per share (VND)	14,669
P/E	10.1
P/B	1.01

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

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For further information, please contact:

Investor Relations Department

- Address: The Hallmark, 15 Tran Bach Dang street, Thu Thiem Ward, Thu Duc city, HCMC
Tel: (84-28) 38 220 960 (ext: 60246)
- Fax: (+84 28) 3822 0963
- Email: ir@ocb.com.vn

