



PERFORMANCE ANNOUNCEMENT 9M2024

HCMC, 14th November 2024

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- 02. FINANCIAL PERFORMANCE 9M2024
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- 04. GREEN BANK STRATEGY
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Above-Industry Growth with Quality

- Total Assets: 265.5T VND (+10.6% YTD)
- Credit Growth: 10.4% vs Industry 9.0%
- Deposit Growth: 8.4% vs Industry 5.3%



Prudent Balance Sheet Management

- NPL: 2.3% vs Industry 5.0%
- CAR: 12.9% (vs 8.0% requirement)
- CASA: 16.5% (from 12.2% in Q2/2024)



Strategic Transformation Progress

- Digital capabilities enhancement
- Strong bancassurance momentum (+407.8% YoY)
- Moody's outlook upgraded to 'Stable'

MACRO UPDATE

01



The U.S. economy has experienced positive growth:

- Q3/2024 GDP increased by 2.8% QoQ.
- The PCE index is trending toward the Fed's target of 2%.

With robust economic growth and inflation gradually aligning with long-term goals, the Federal Reserve has confidently implemented a 0.5% interest rate cut for the first time.



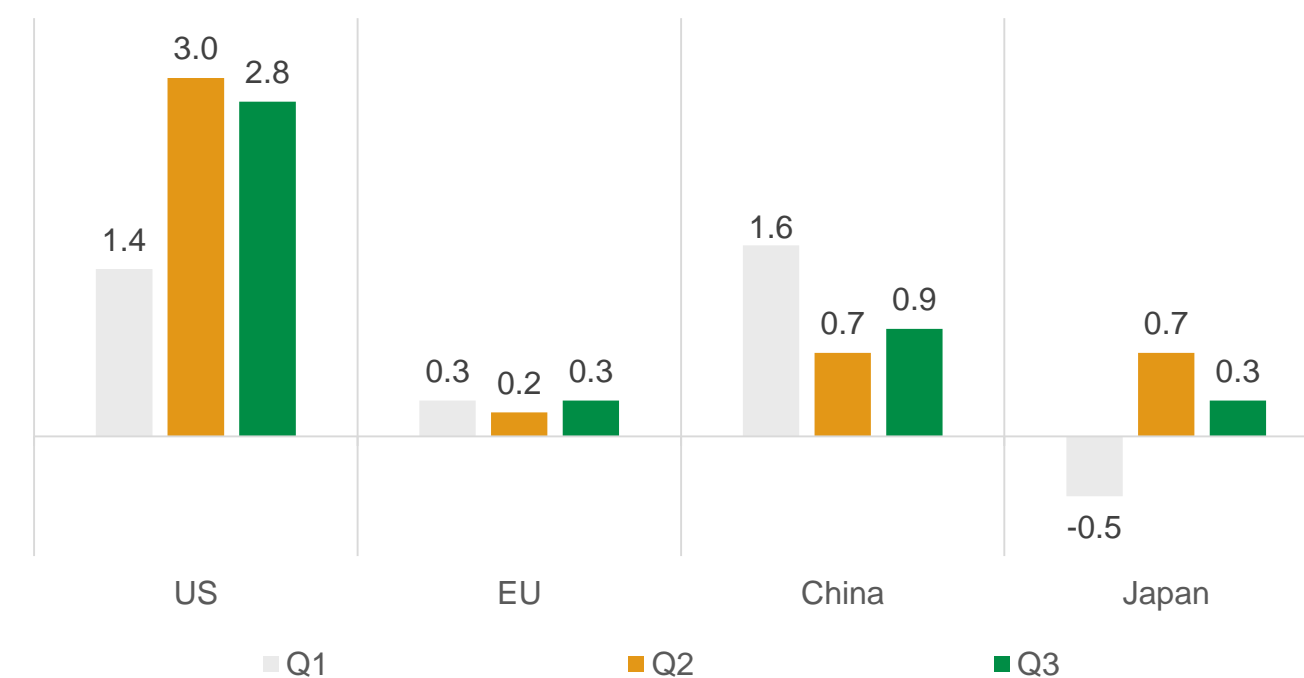
The Eurozone is facing a severe economic downturn, despite inflation having declined rapidly in the earlier period. ECB is making significant efforts to revive the region's economy. This year, the ECB has cut interest rates three times, bringing them down from 4.50% to 3.40%.



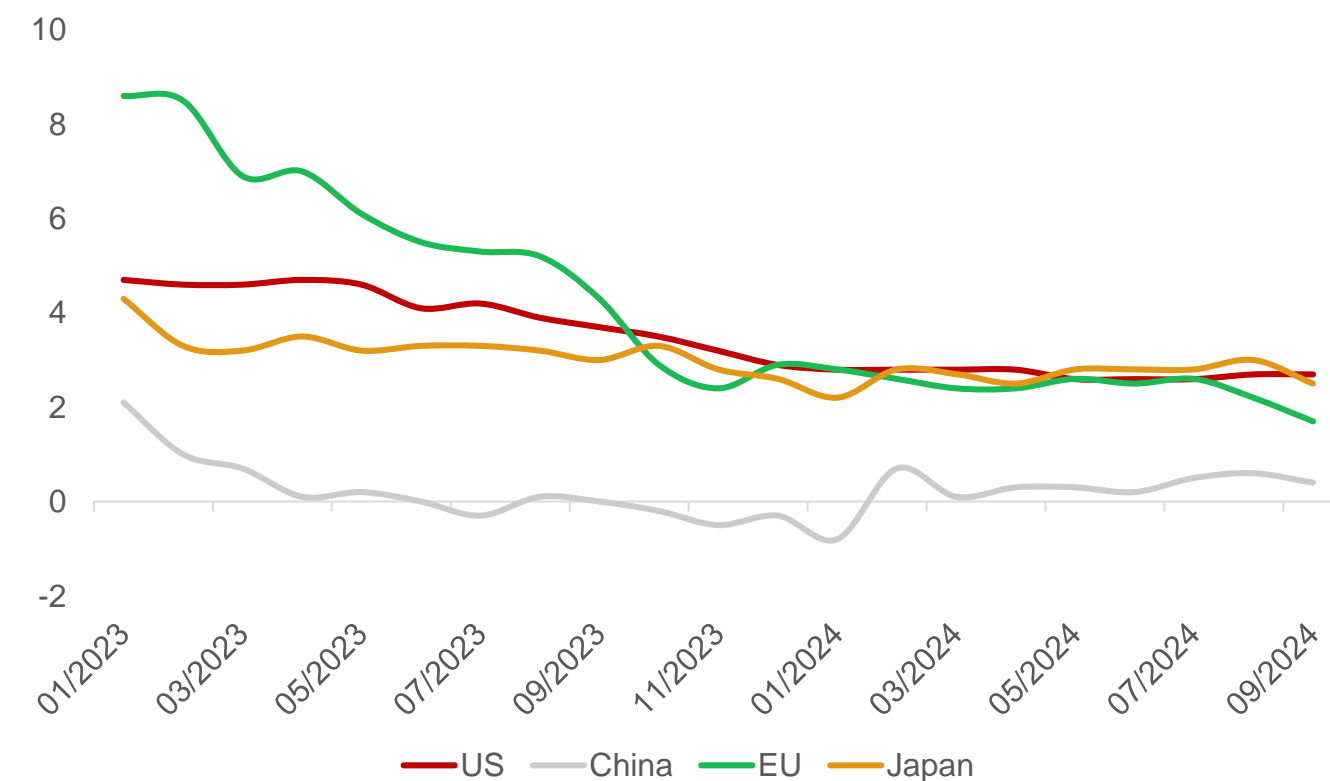
China's economic growth has slowed to its weakest pace in decades, as the government continues to struggle with reviving consumer activity amid the ongoing real estate crisis. In response, the authorities have rolled out several "large-scale stimulus programs" aimed at boosting the economy.

Source: Bloomberg

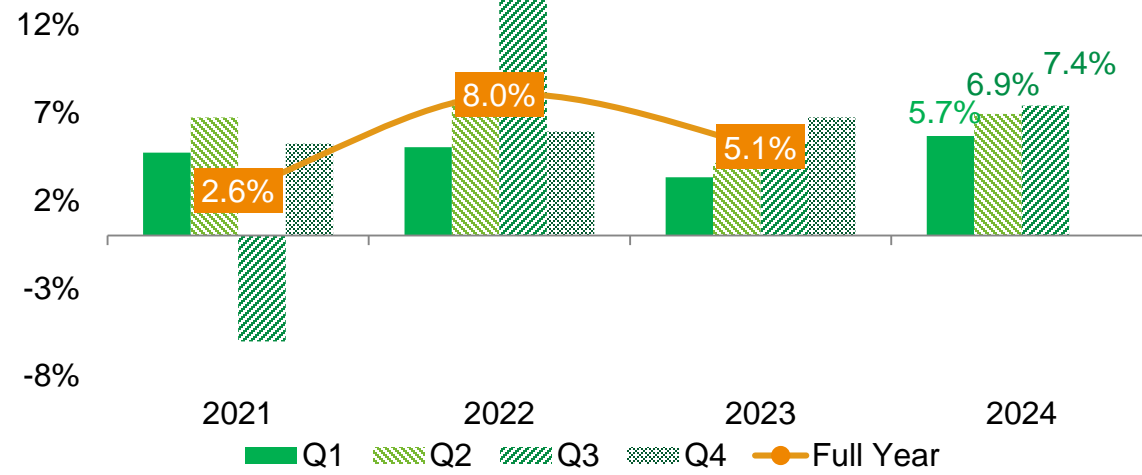
GDP Growth for Major Economies (%)



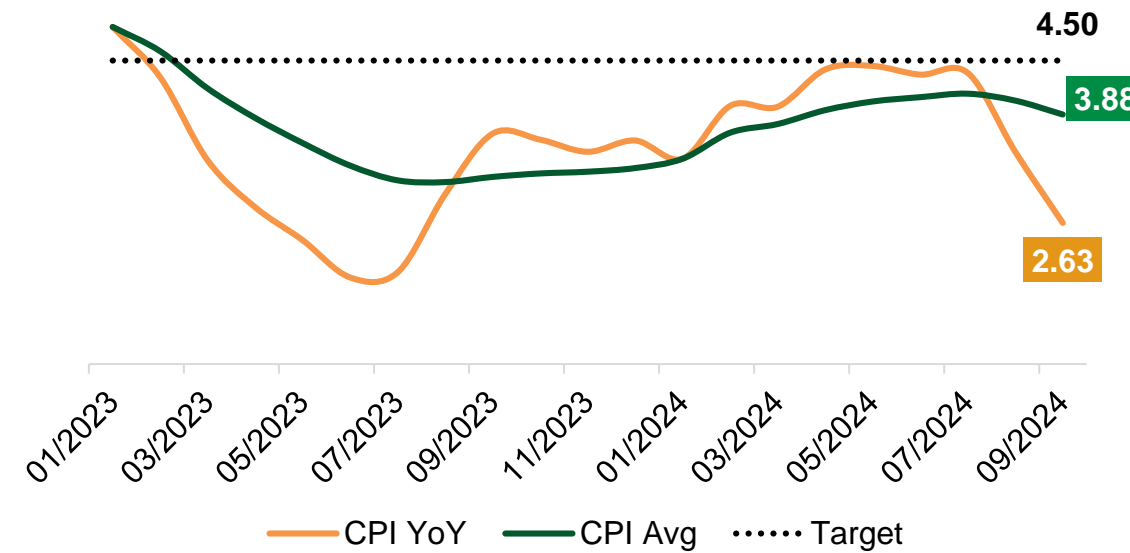
U.S PCE and CPI for Major Economies (%)



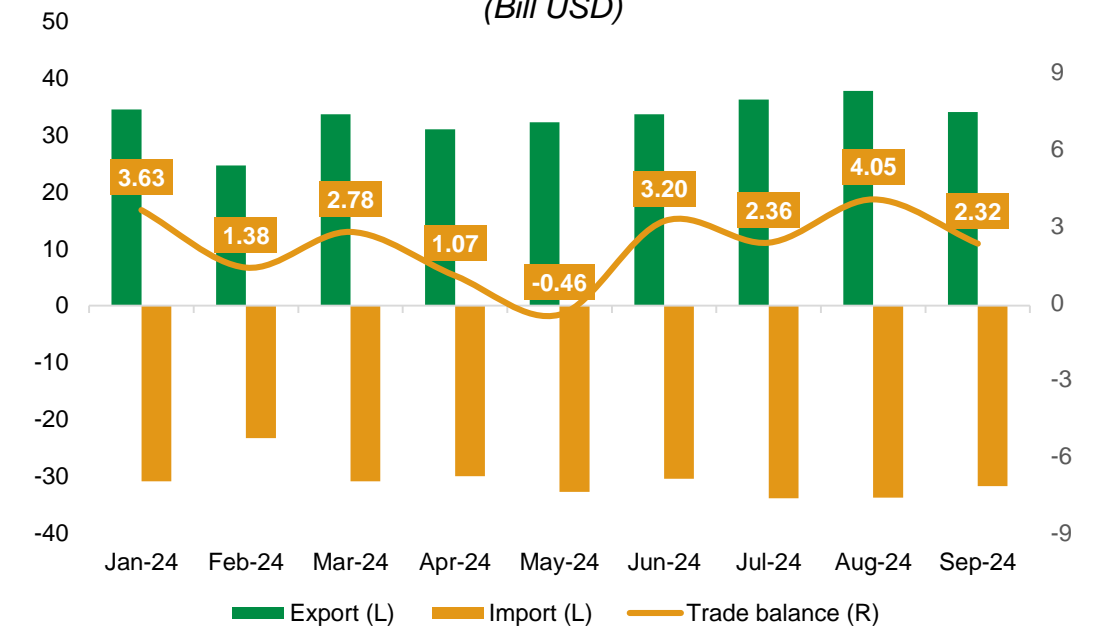
GDP Growth Is Better Than Expected (%)



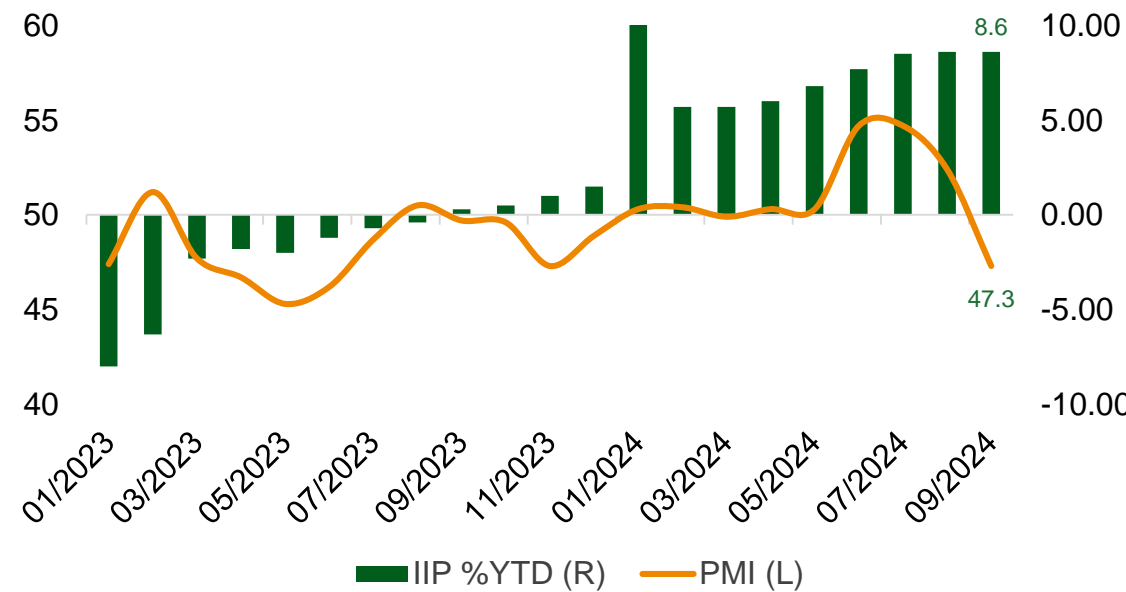
CPI Cools Rapidly (%)



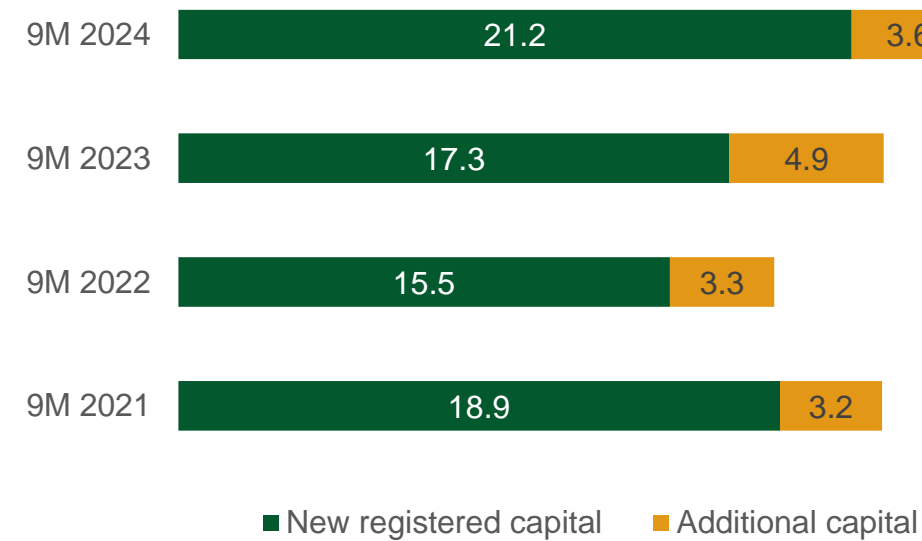
The trade balance recorded a surplus of \$20.79bil in 9M2024 (Bill USD)



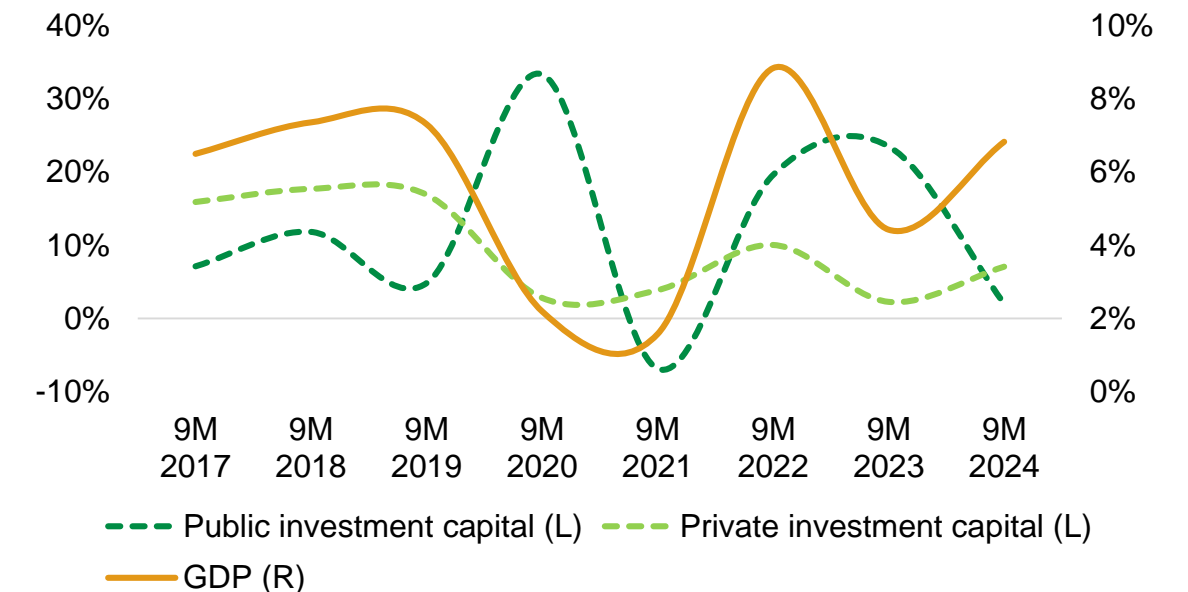
PMI Declines Sharply in September Due to Storm Impact (%YoY, Point)



Newly Registered FDI and Capital Contributions for 9M of Each Year (Bill USD)

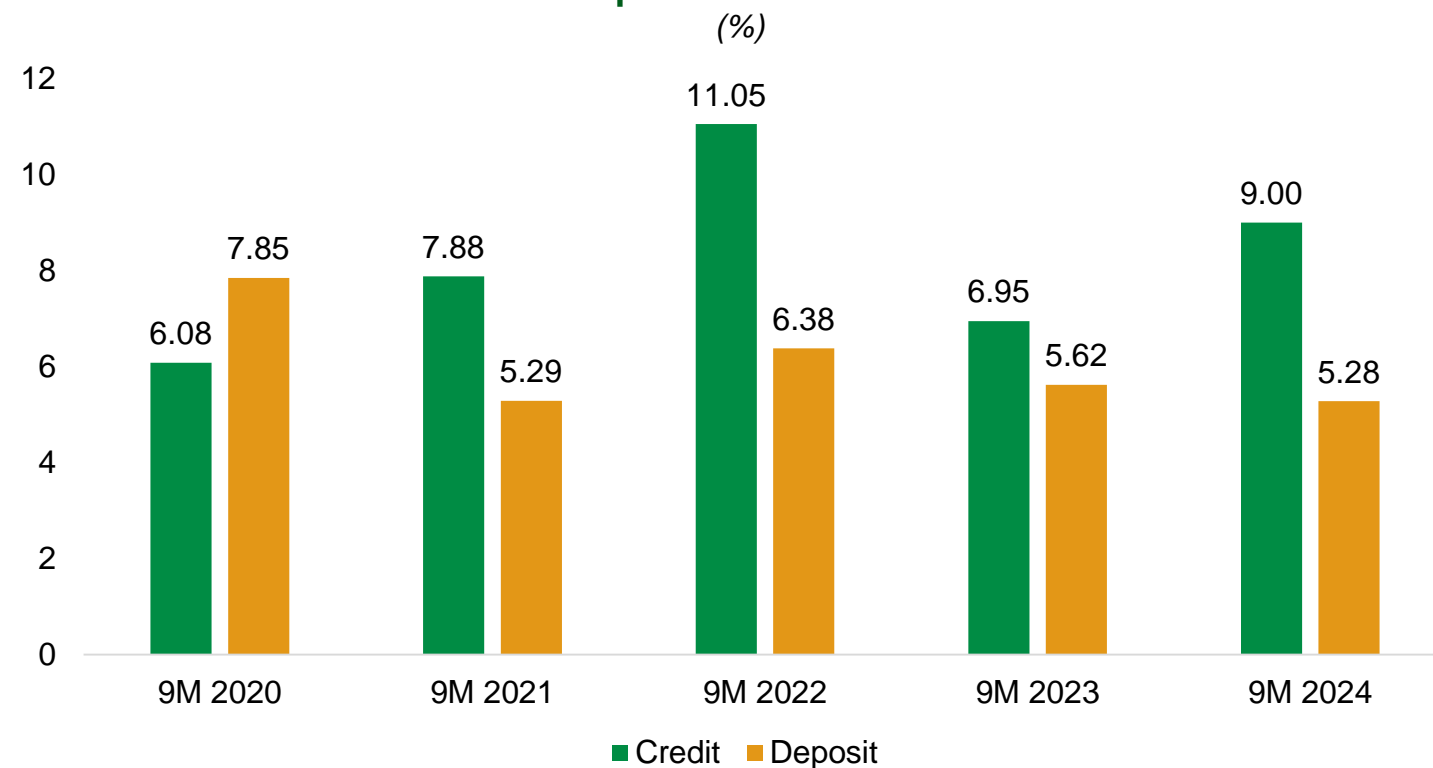


Public investment remains weak and has not contributed significantly to GDP growth (%YoY)

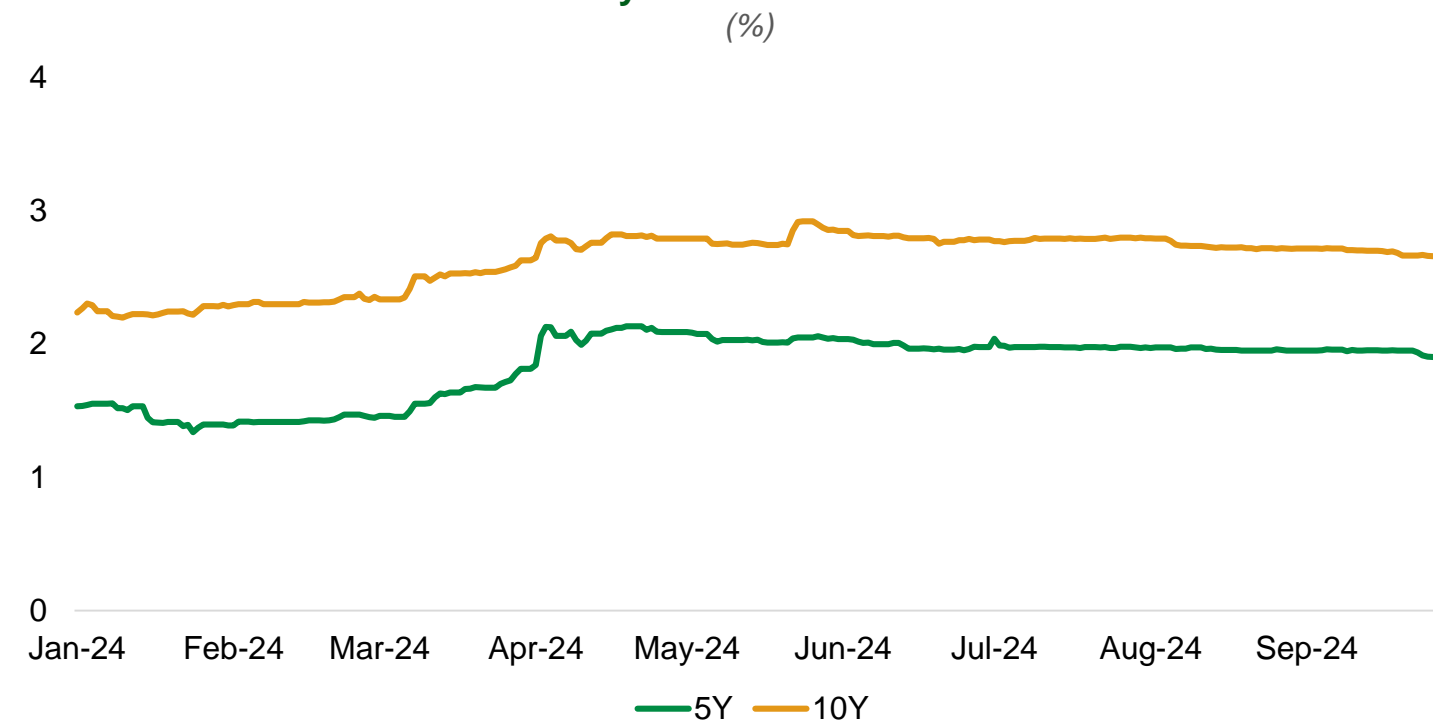


Source: GSO

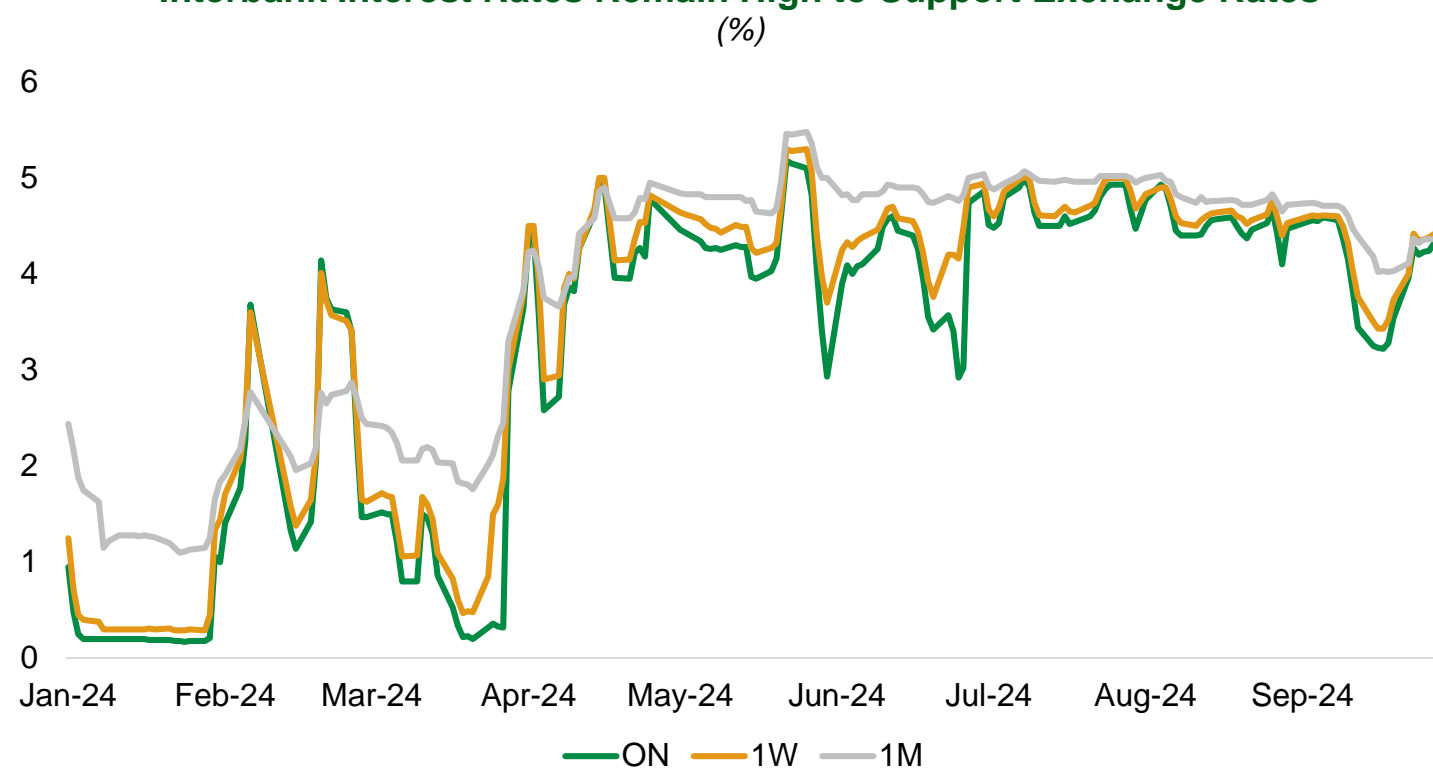
Credit Growth and Capital Mobilization Across the Sector



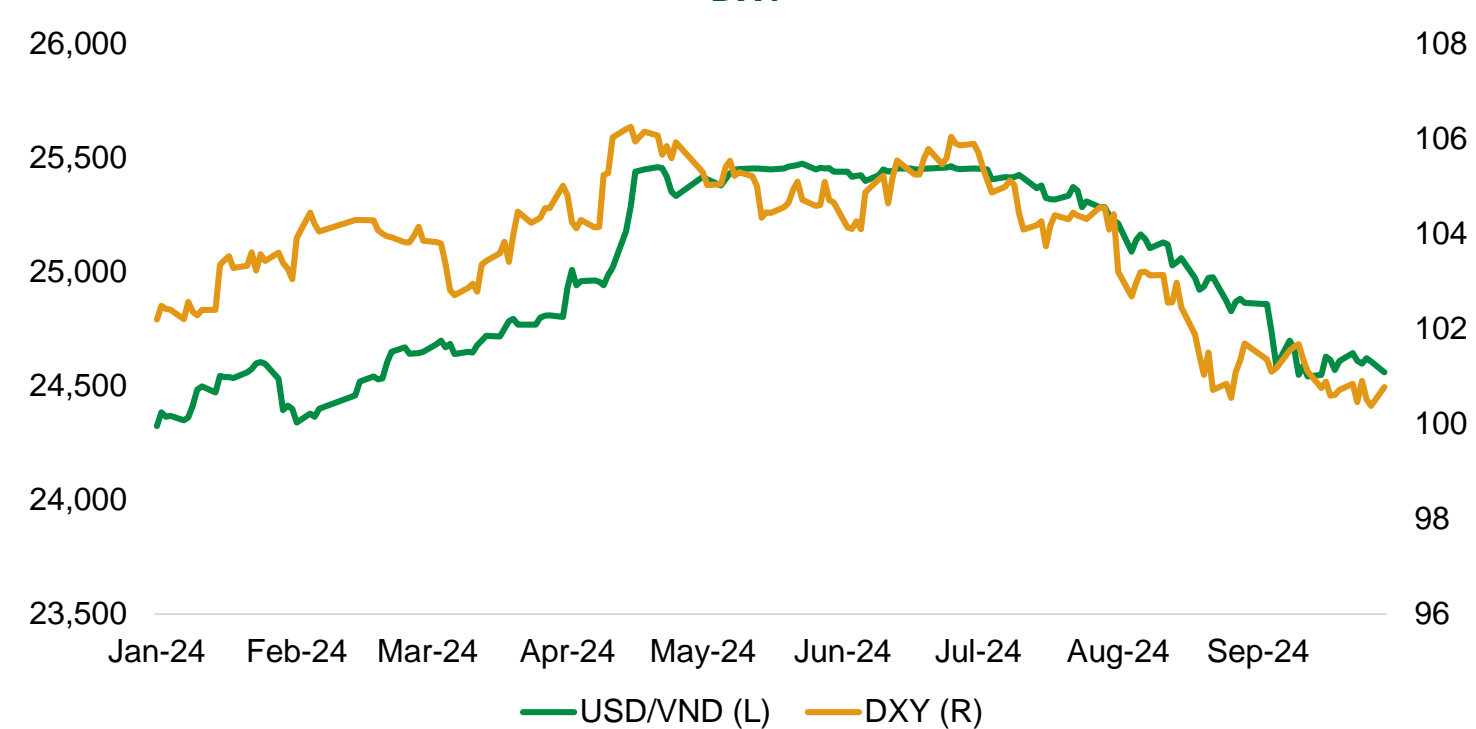
Government Bond Yields Increased in the First Half of the Year and Mostly Remained Stable in Q3



Interbank Interest Rates Remain High to Support Exchange Rates



Exchange Rates Experience Significant Fluctuations Driven by DXY



Source: GSO, Refinitiv

FINANCIAL PERFORMANCE

9M2024

02

TOTAL ASSETS

265,502 bn

▲ 10.6% ytd

M1 CREDIT

163,406 bn

▲ 10.4% ytd

CASA

16.5%

▲ 4.2% ytd

DEPOSIT

136,535 bn

▲ 8.4% ytd

NPL RATIO (SBV)

2.3%

Compliant

TOI

6,851 bn

▼ -1.0% yoy

PBT

2,553 bn

▼ -34.8% yoy

CAR

12.9%

Compliant

MOODY'S RATING

UPGRADE FROM "NEGATIVE" TO "STABLE" OUTLOOK



Source: OCB's Q3/2024 consolidated financial statements

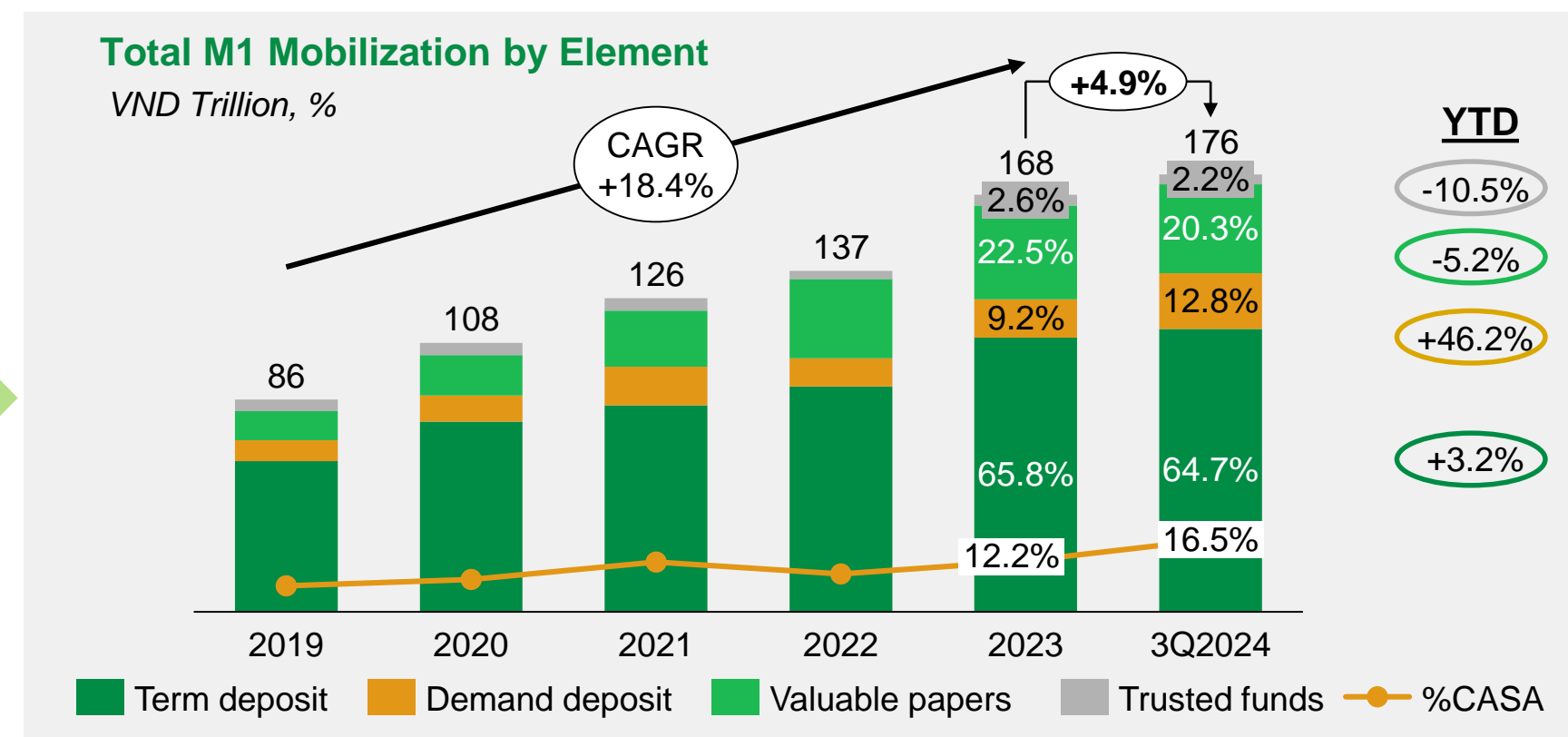
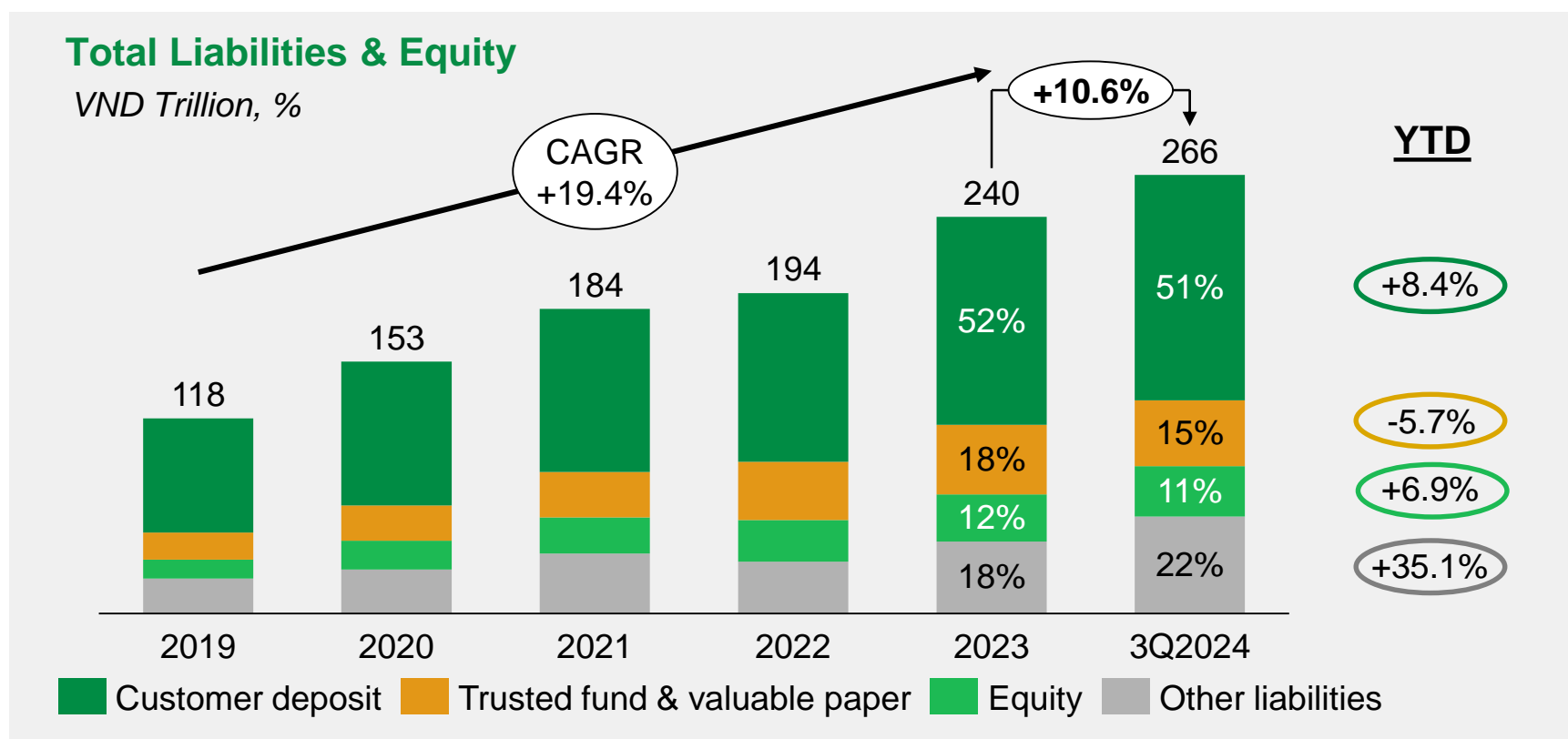
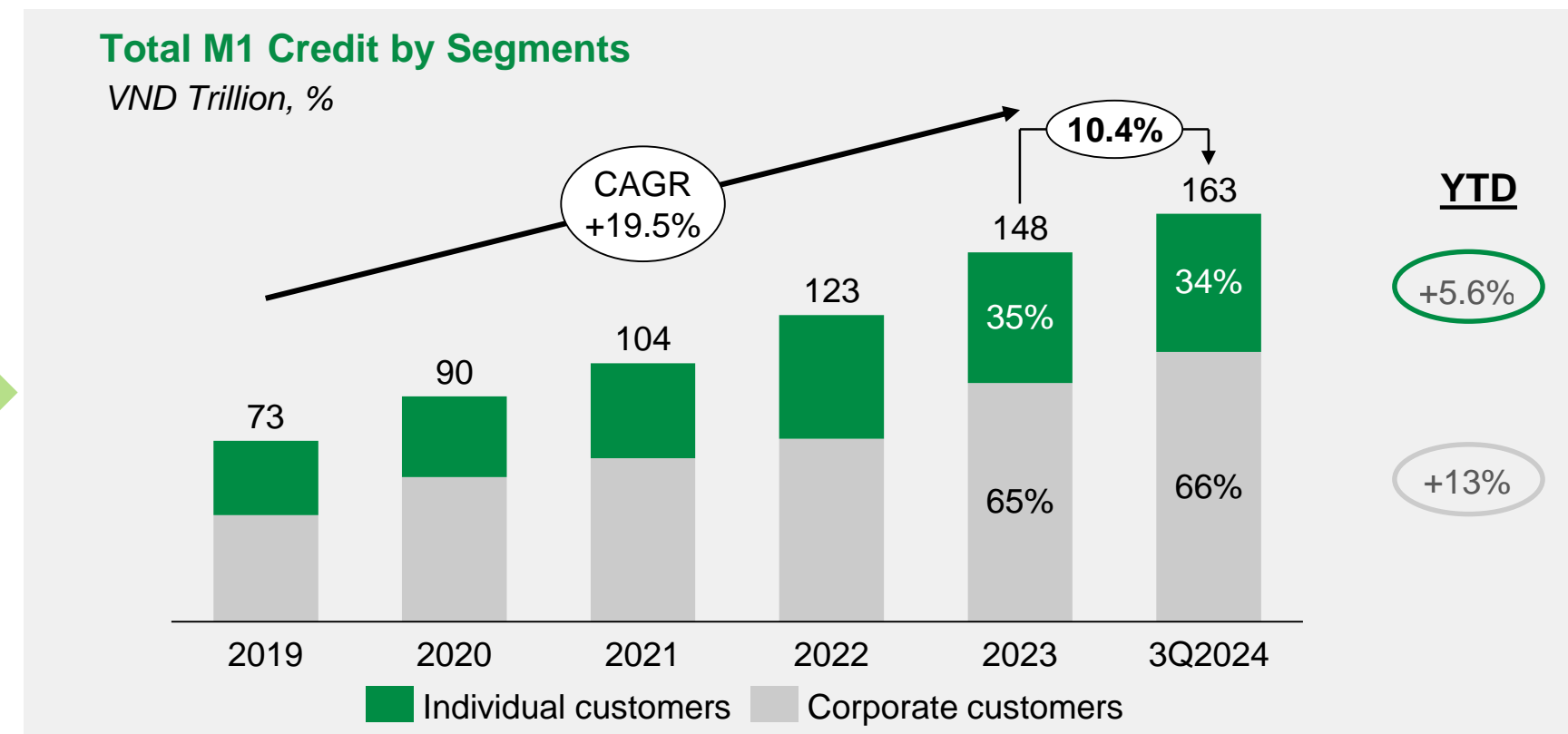
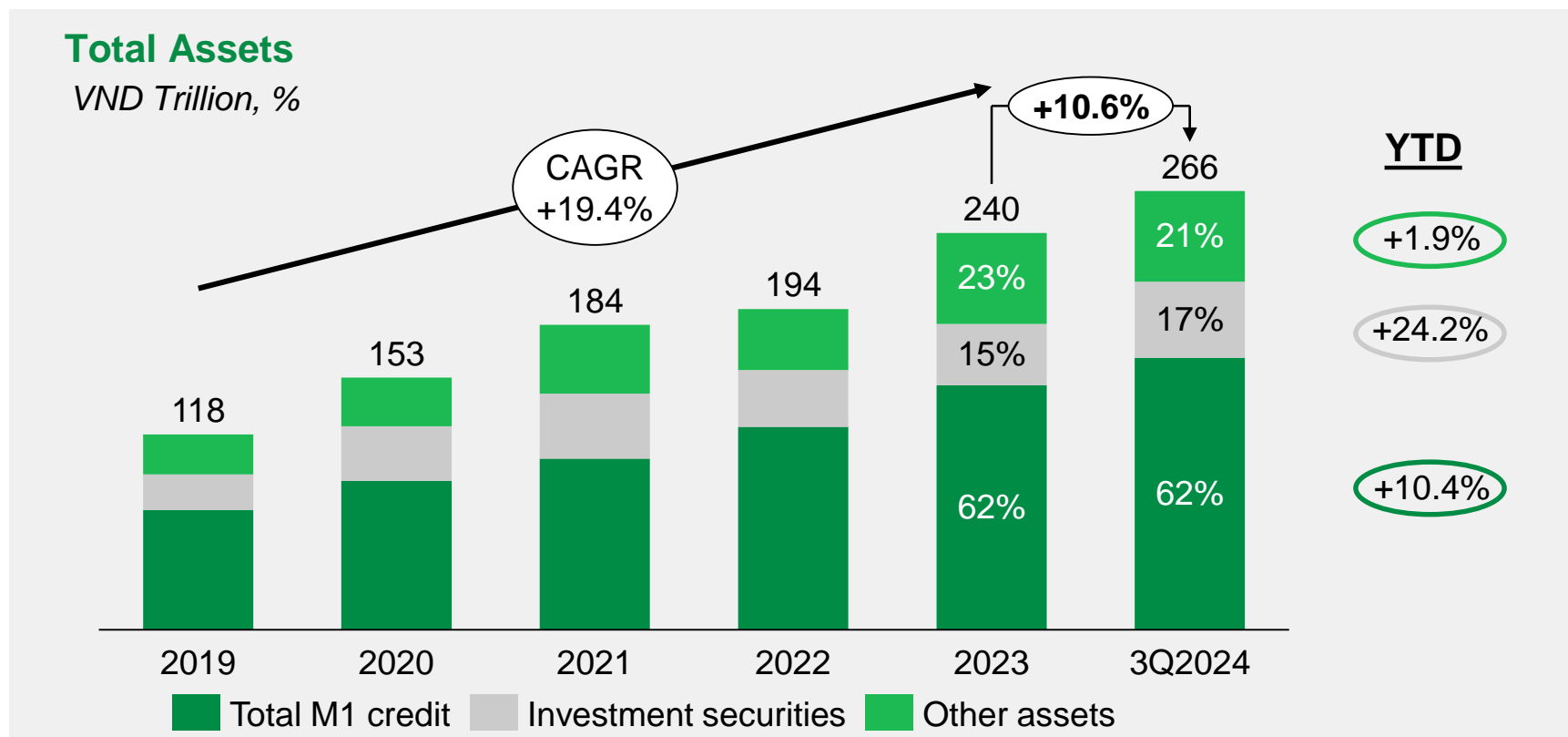
2024 DIVIDEND – 20%



YAGI TYPHOON SUPPORT

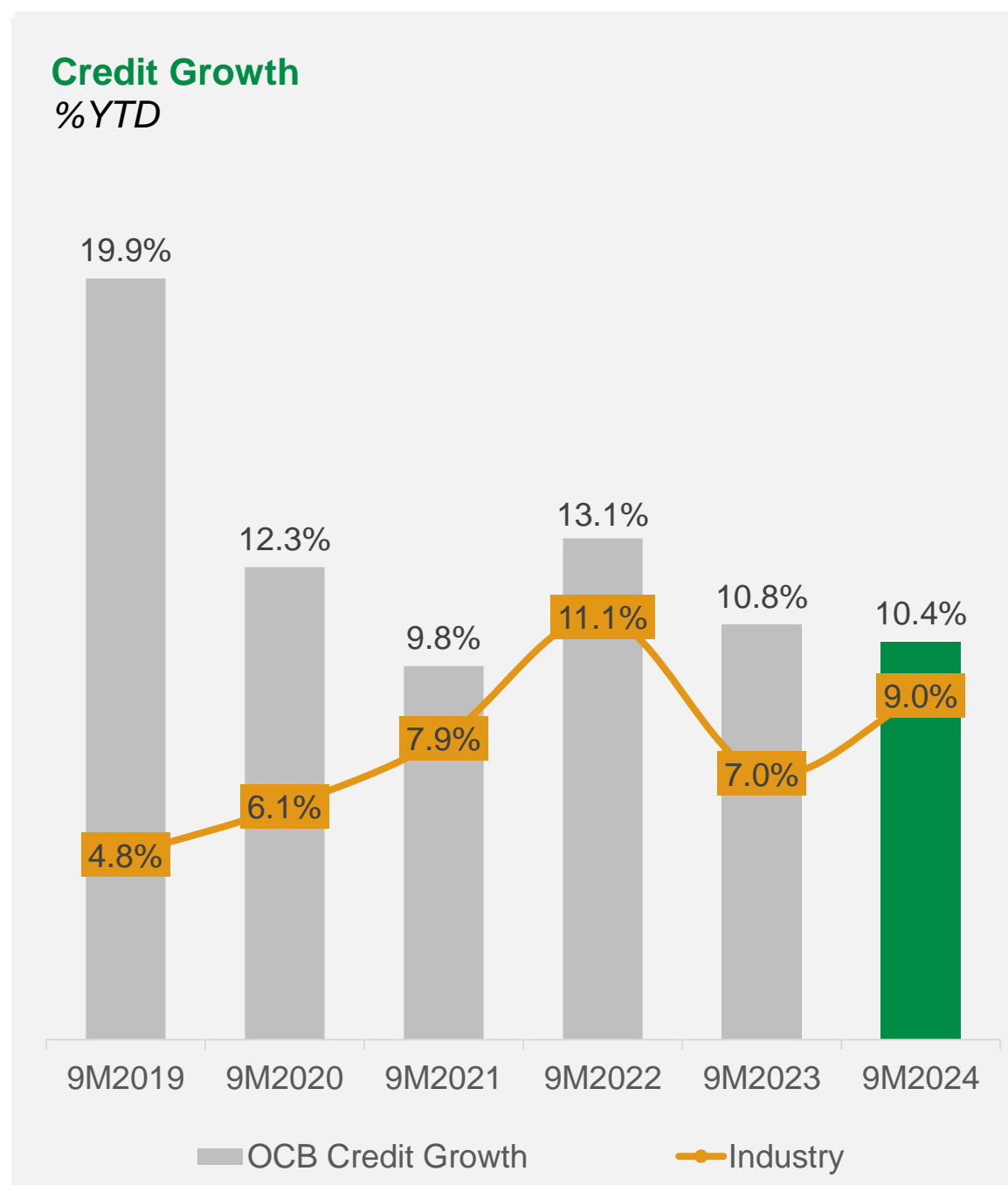


- OCB has optimized its Balance Sheet toward high-yield assets with a credit growth of 10.4% ytd, the higher run rate than the whole industry's. The funding structure is well-diversified with a pro-active ALM strategy to attain better funding cost.



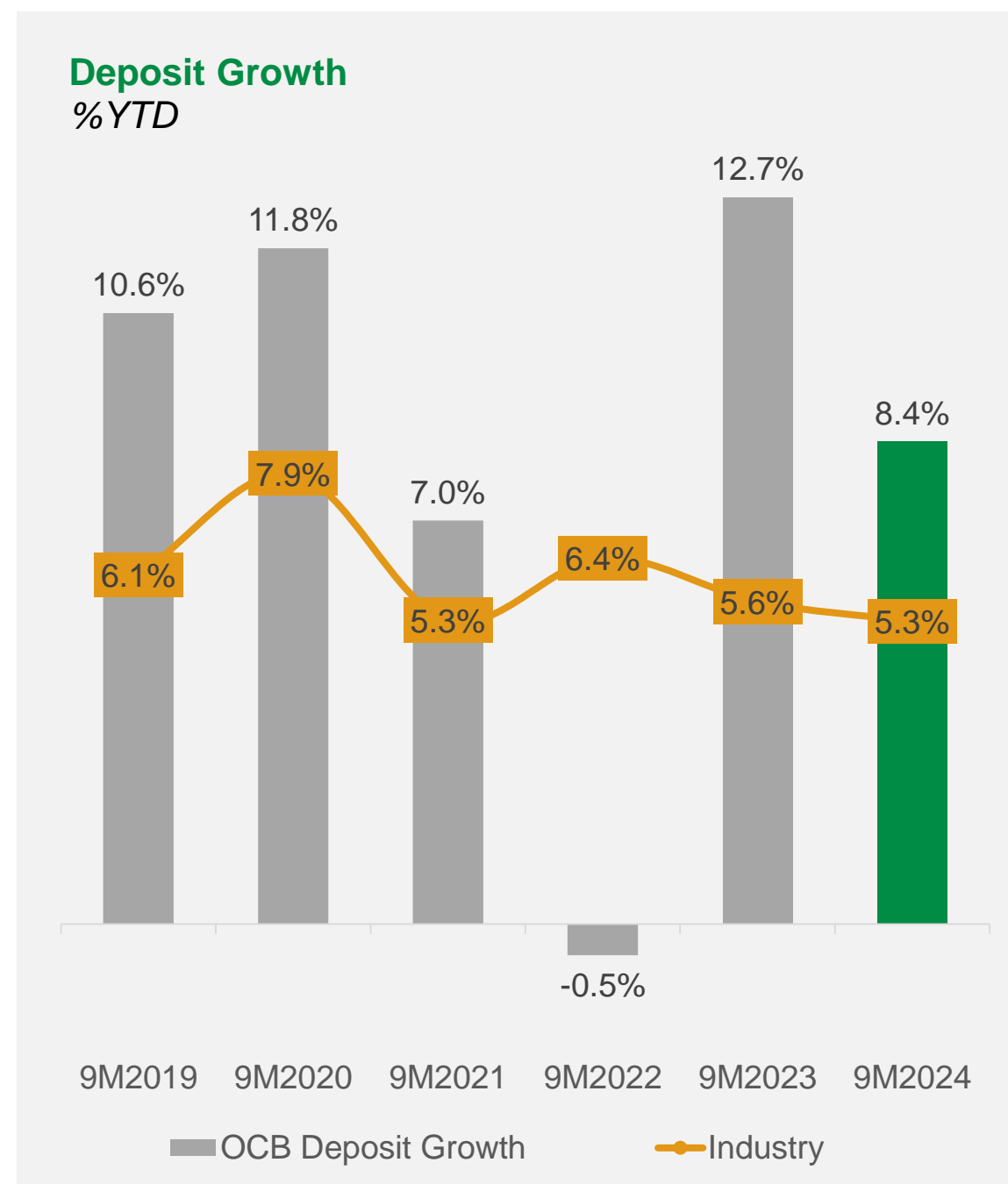
Source: OCB's Q3/2024 consolidated financial statements

- OCB has maintained positive credit growth amid the weak market demand, thanks to its focus on appropriate segments.
- NPL ratio was up in the first 9 months in line with the whole industry, but still kept flat QoQ. Asset risk is well-controlled by proactively managing problematic loans and diversifying borrower profiles, in which supports to mitigate downside risks from adverse economic conditions.

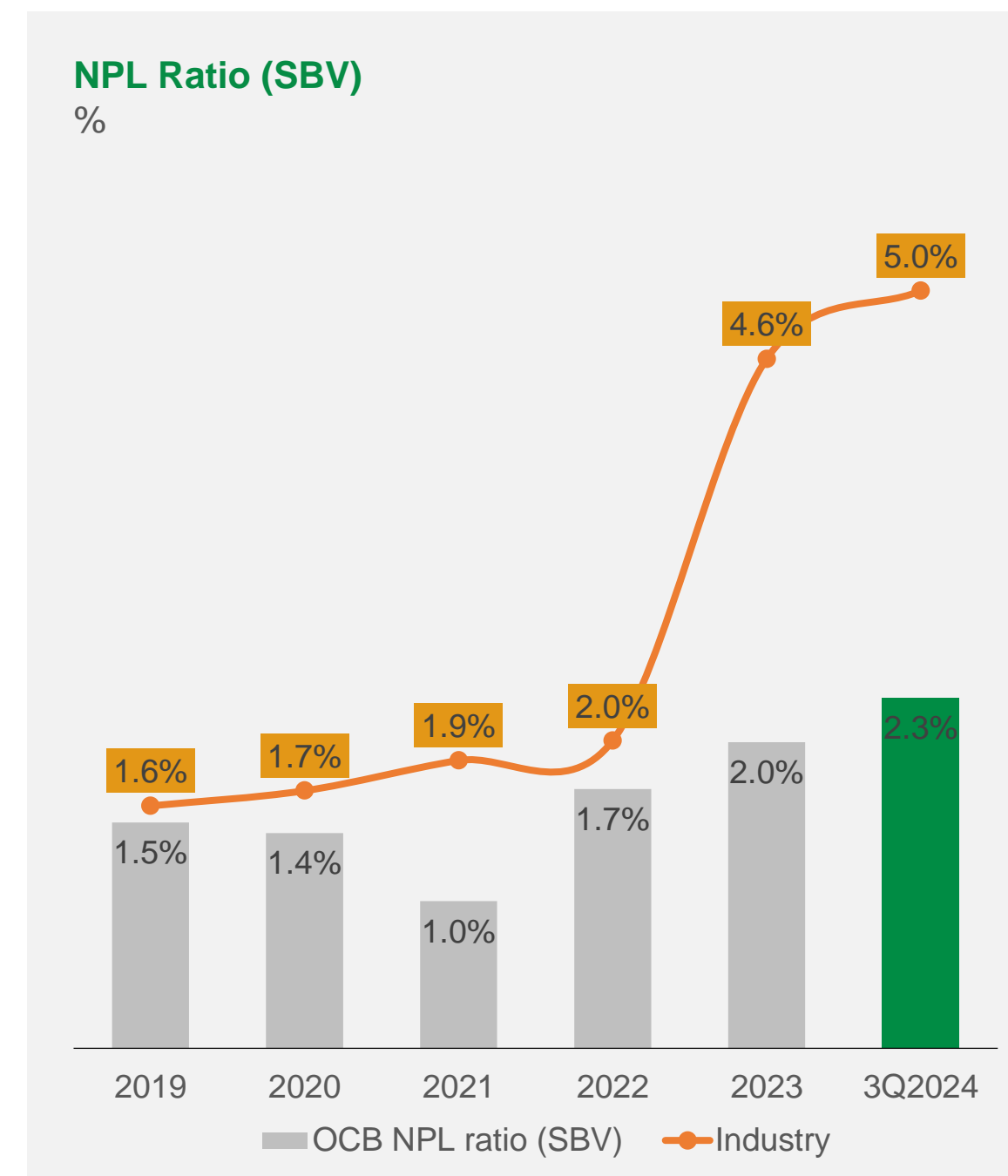


Note: Industry's credit growth as at 30 September 2024

Source: SBV, OCB's Q3/2024 consolidated financial statements

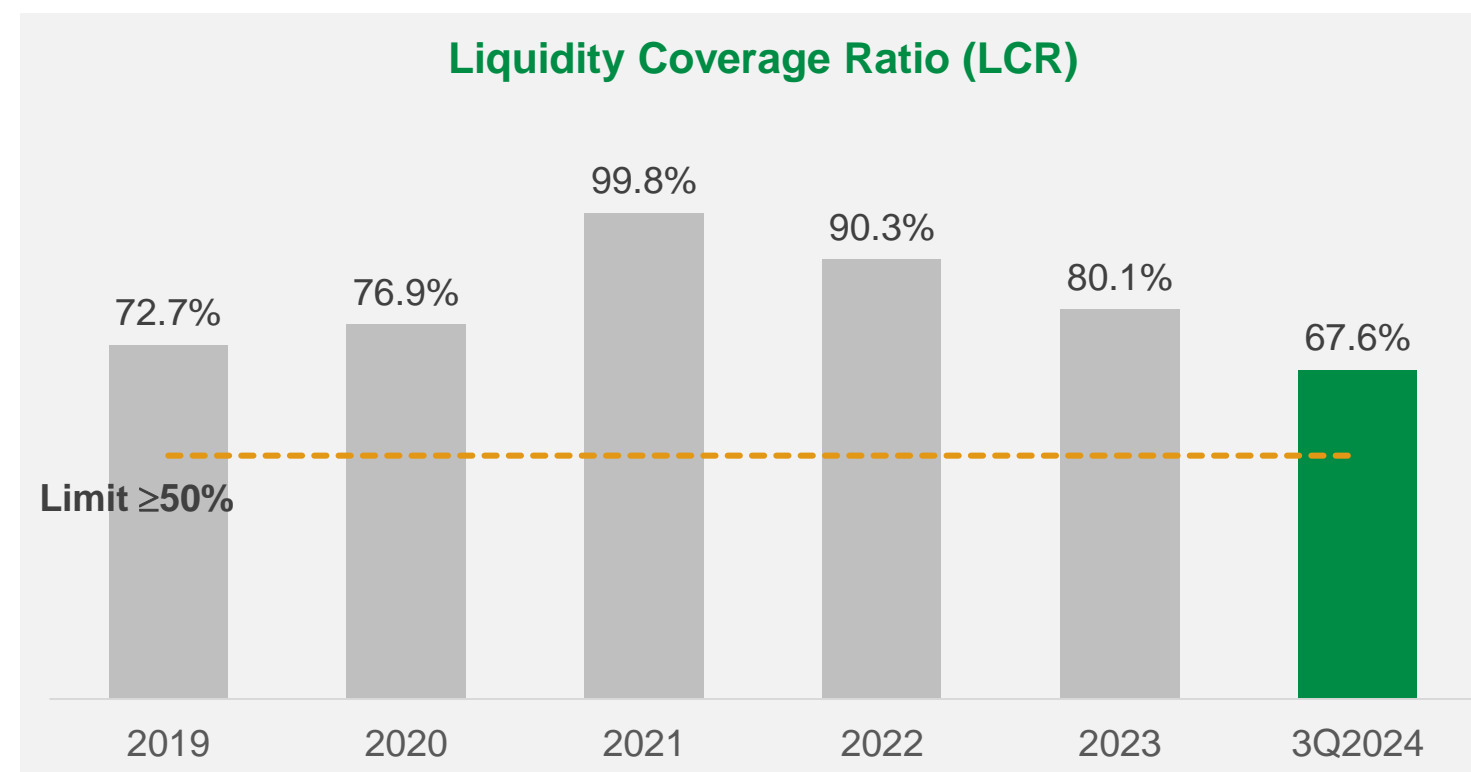
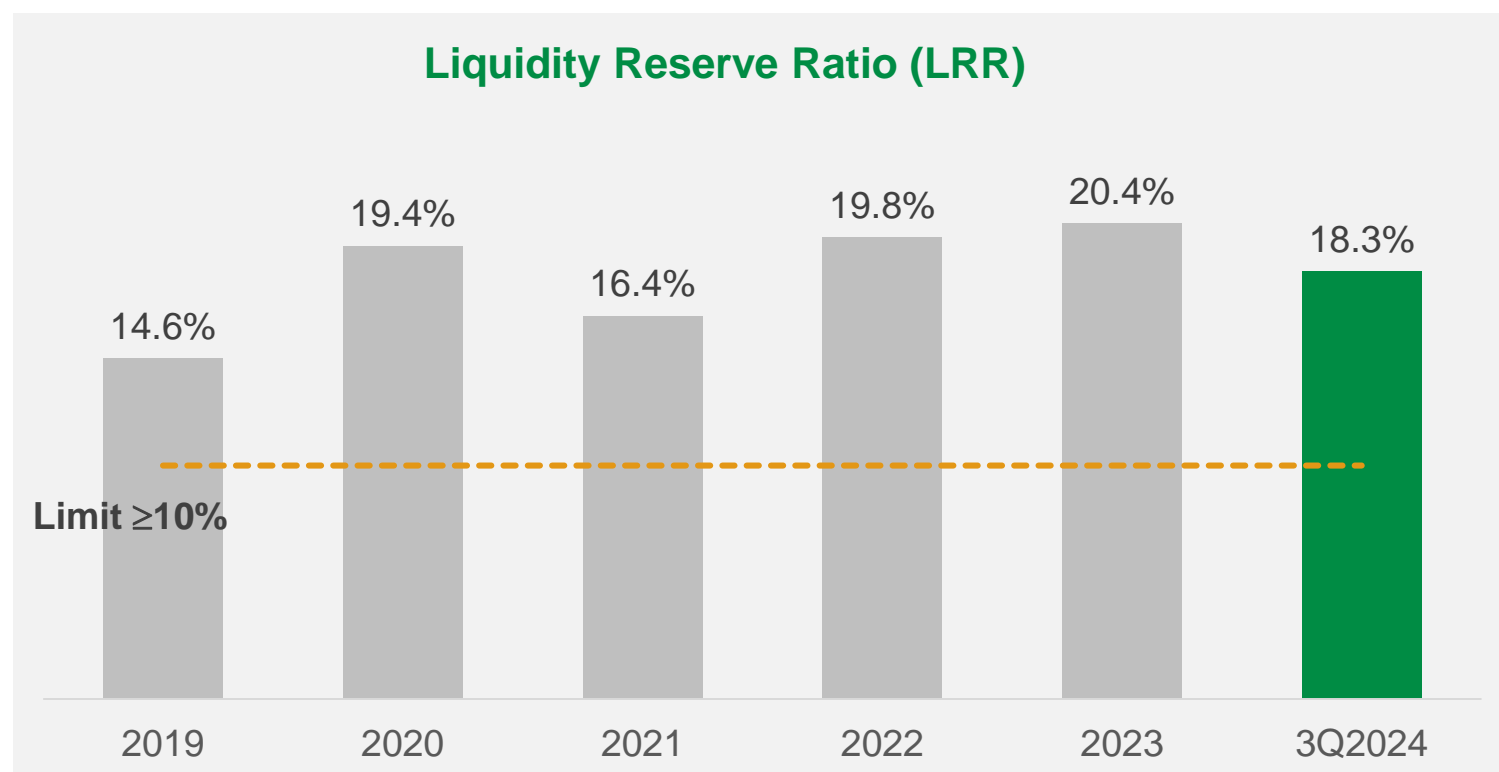
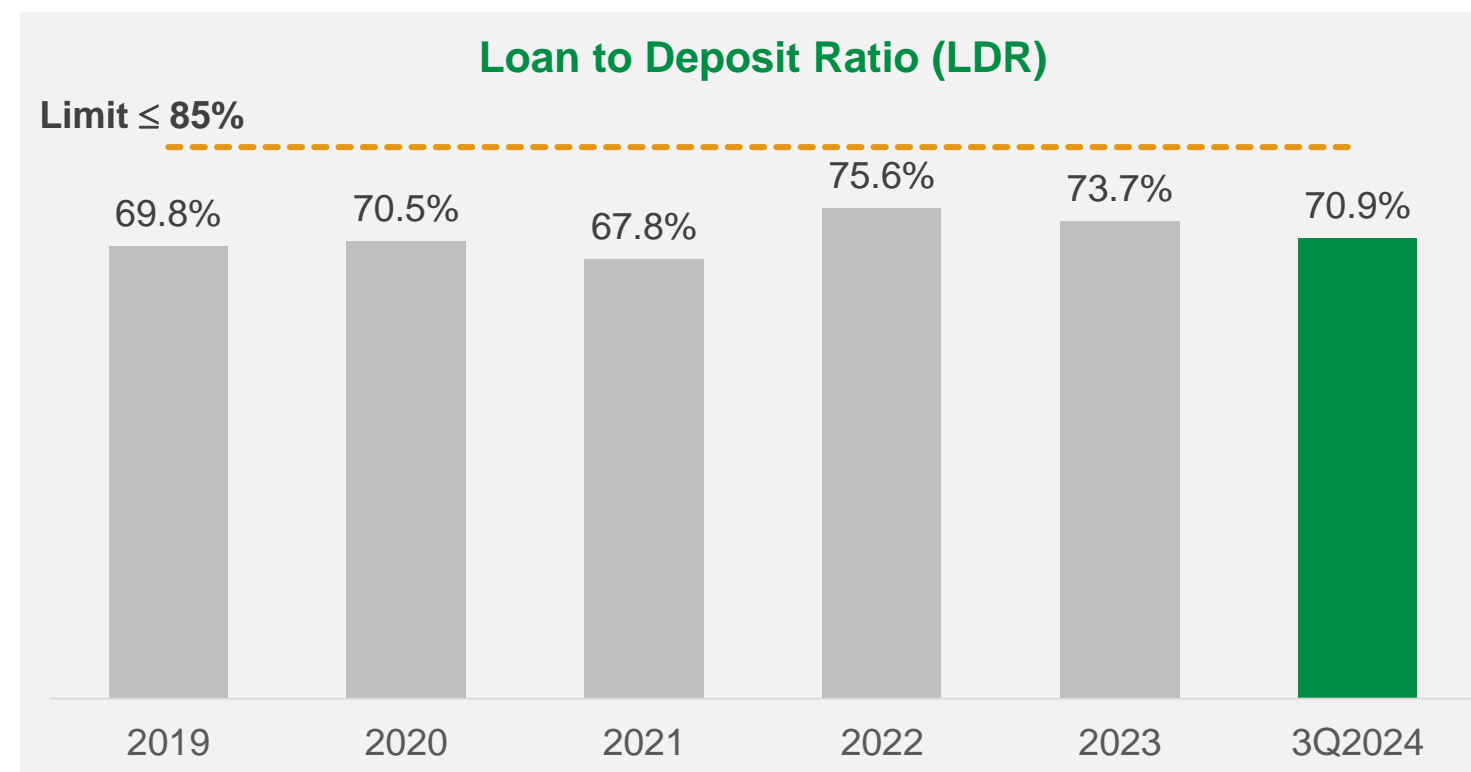
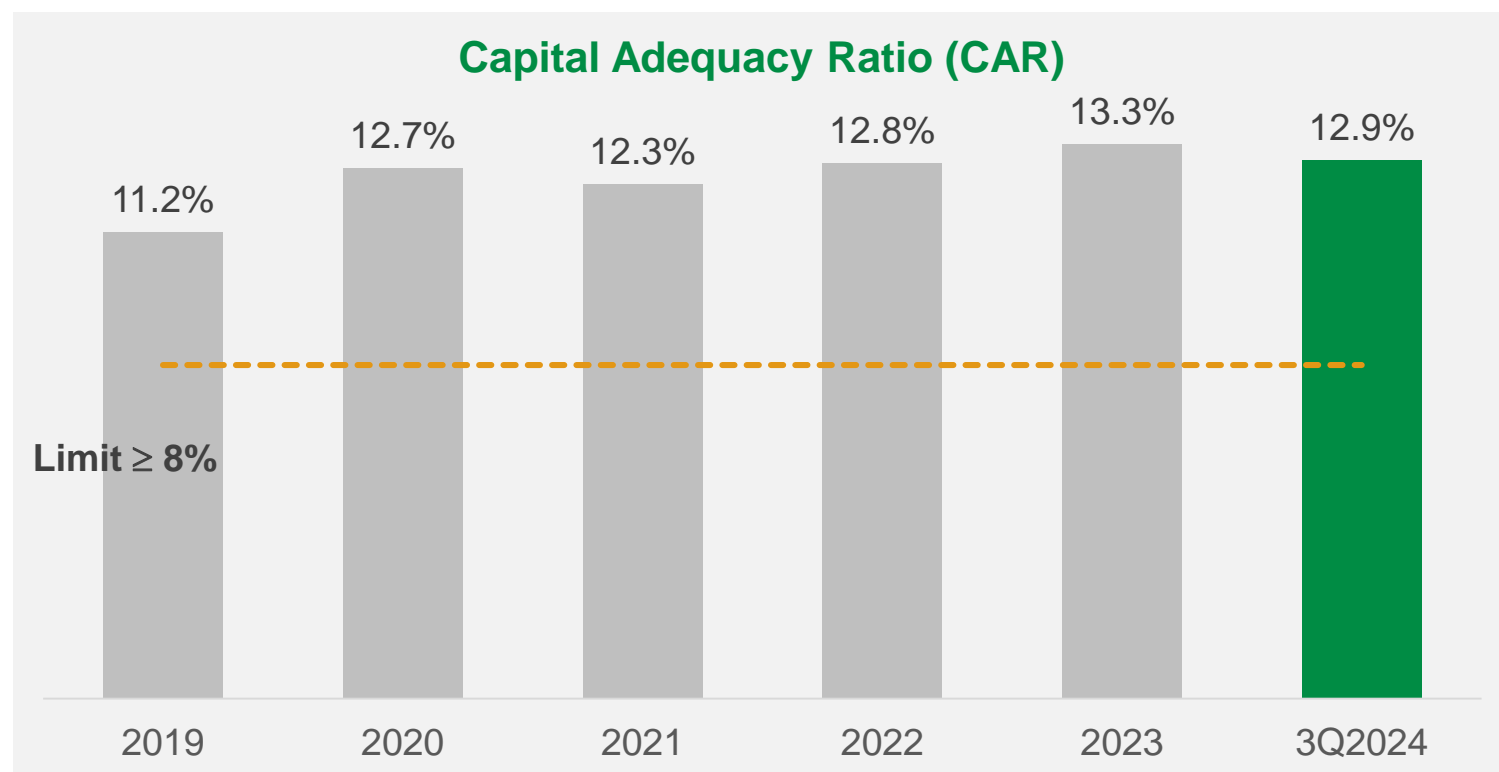


Note: Industry's deposit growth as at 30 September 2024



Note: Industry's NPL as of July 2024

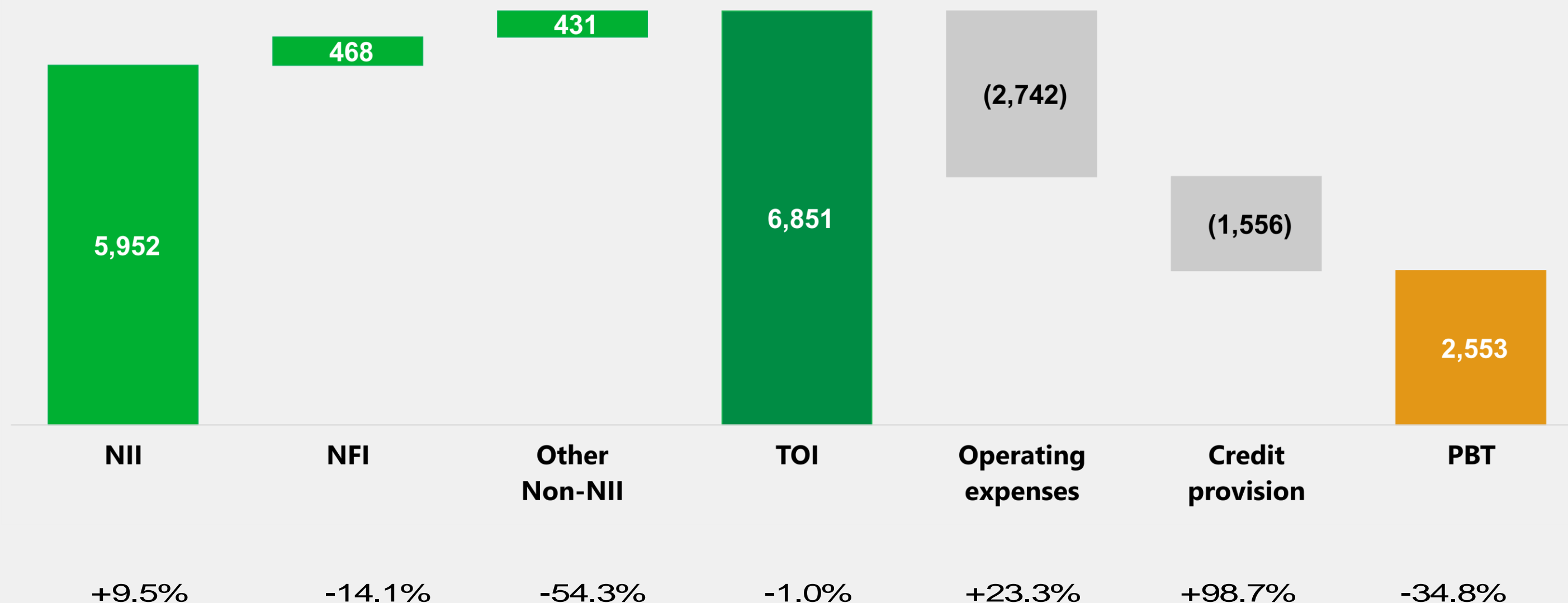
- Stably strong capital adequacy and steadily high liquidity ratios, which are supported by sufficient liquid assets.



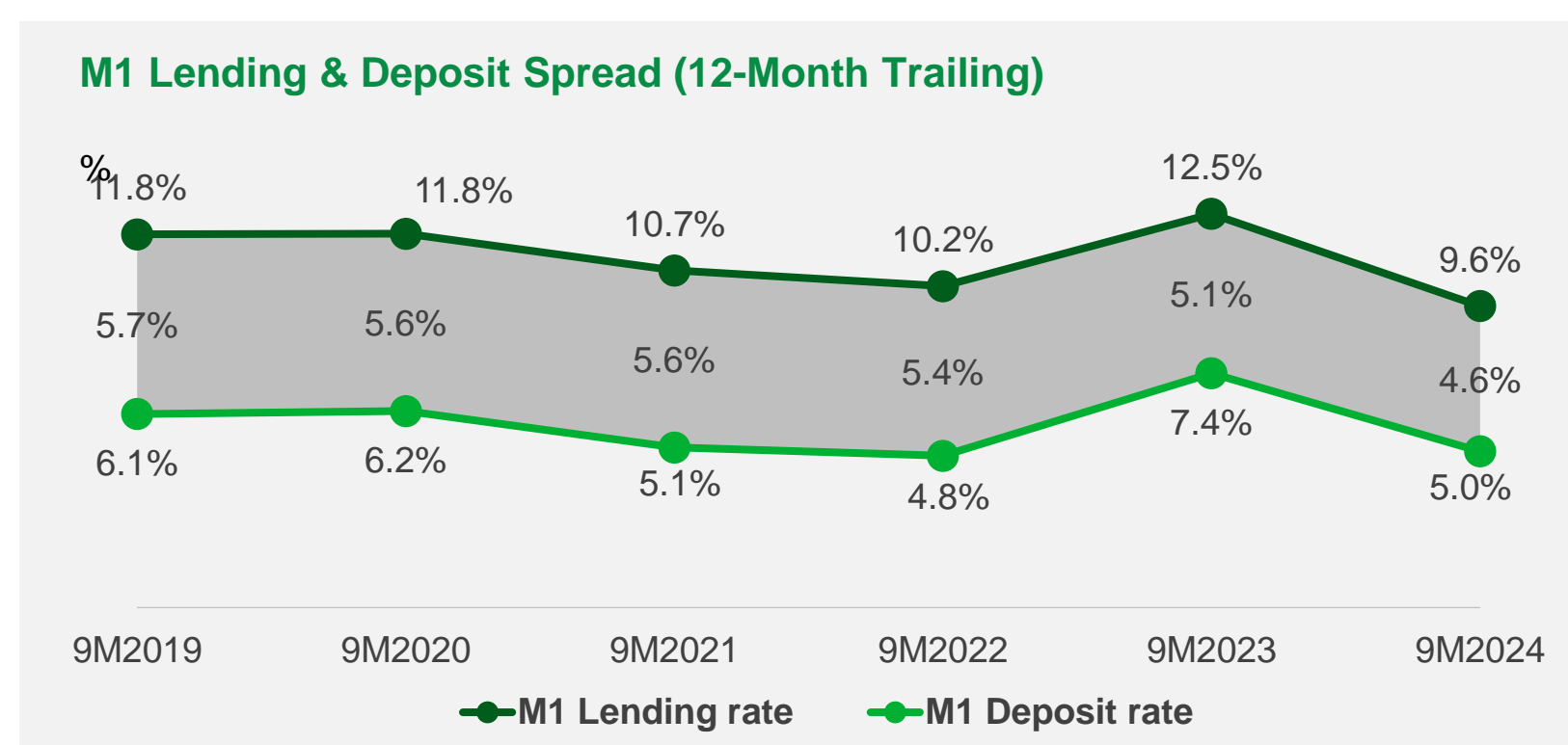
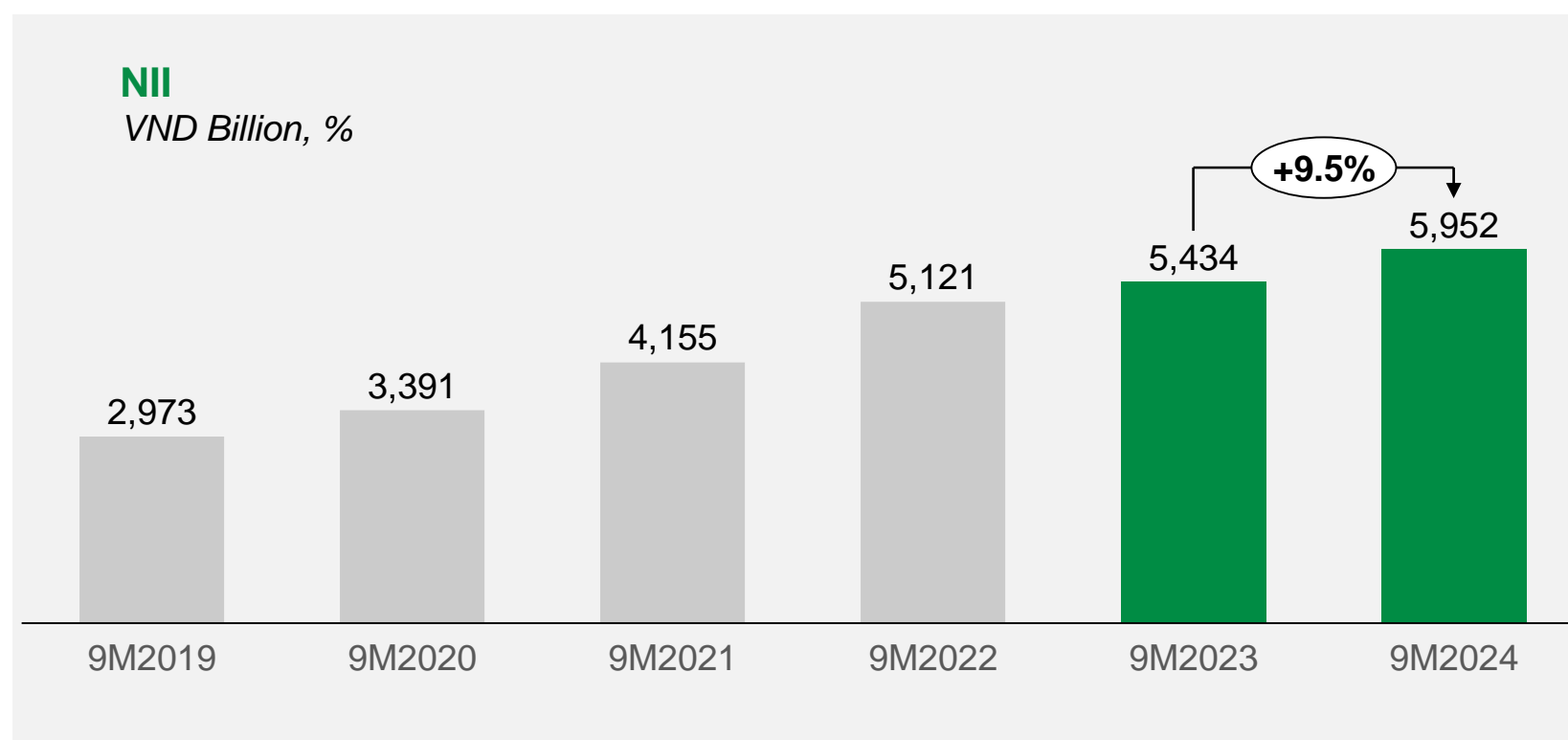
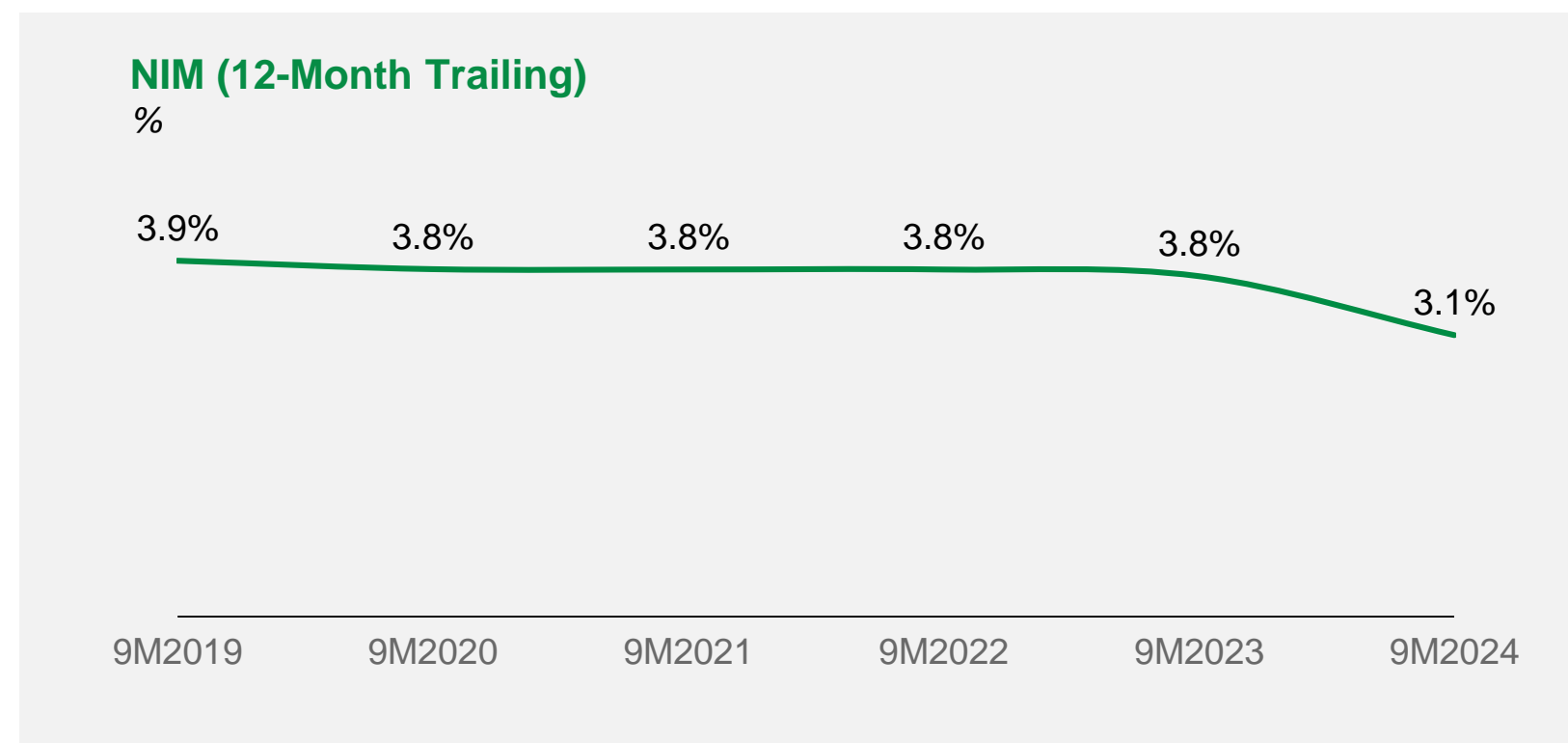
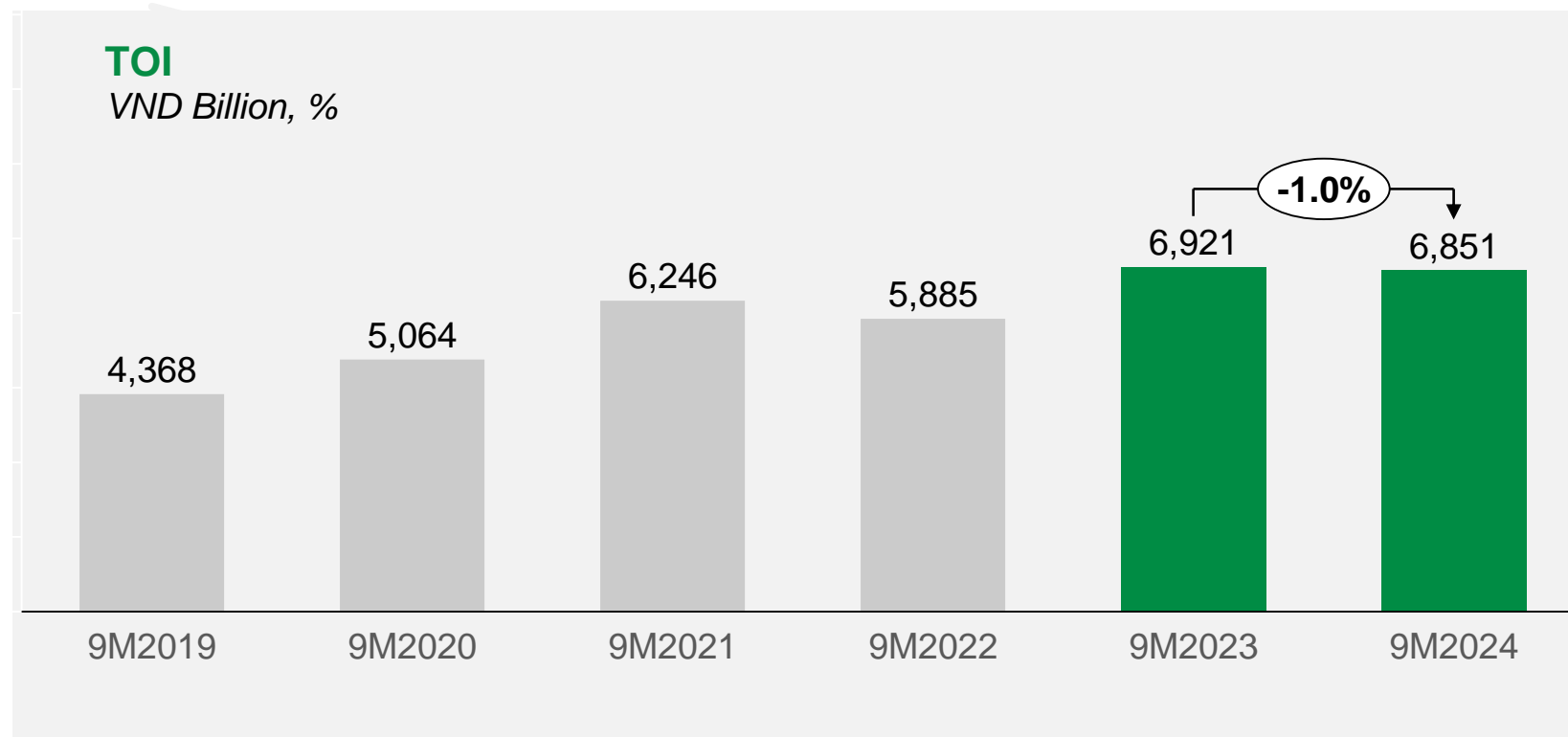
- TOI slightly decreased by 1% yoy, mostly driven by unfavorable conditions for investment portfolio but partially made up by NII growth (9.5%) amid the squeezed NIM to support for customers' interest expense burden.
- PBT witnessed a negative growth of 35% due to unfavorable conditions for government bond investment portfolio, more digital banking and human investments for the long run, as well as additional credit provision for a better credit loss reserve.

9M2024 PBT, compared to 9M2023

VND billion, %

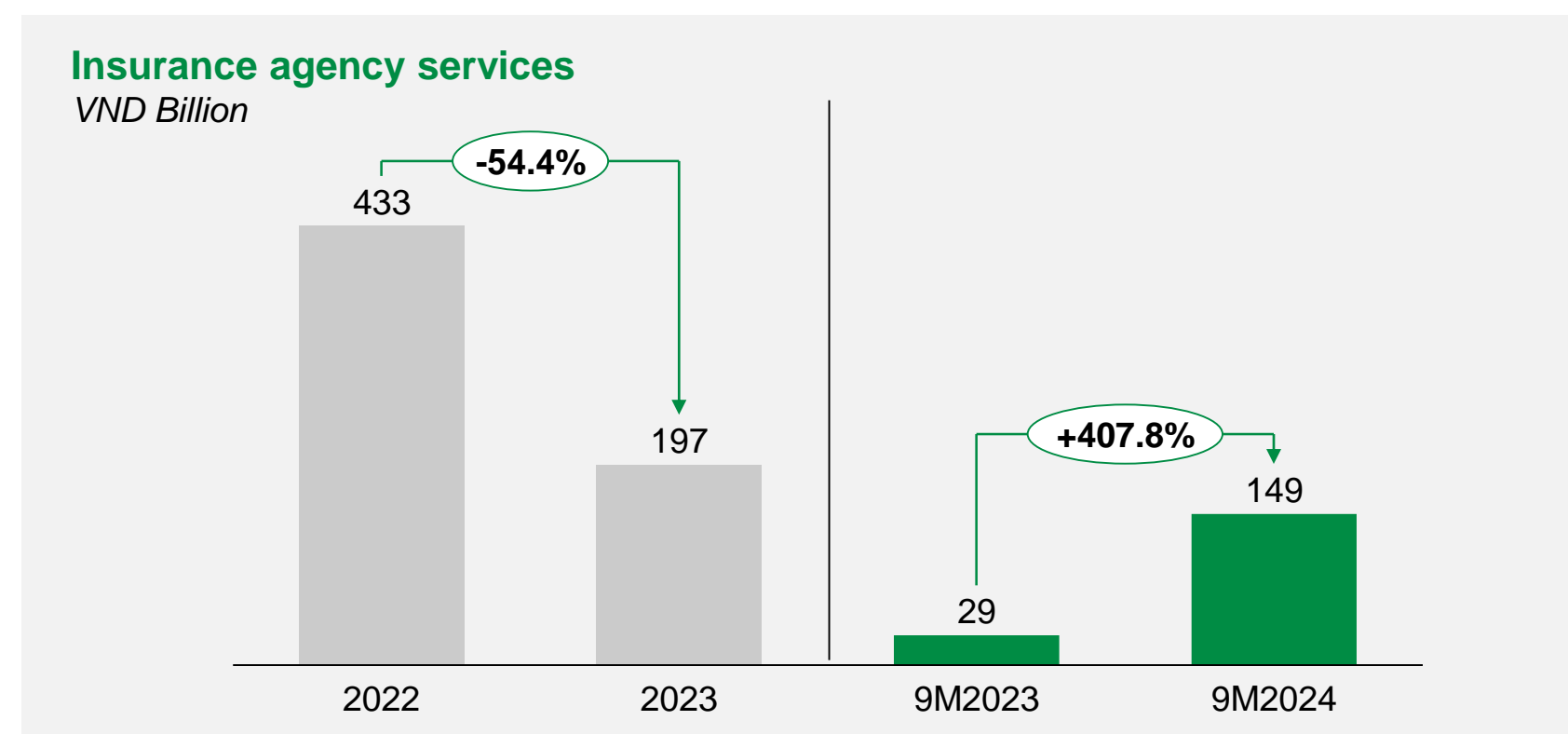
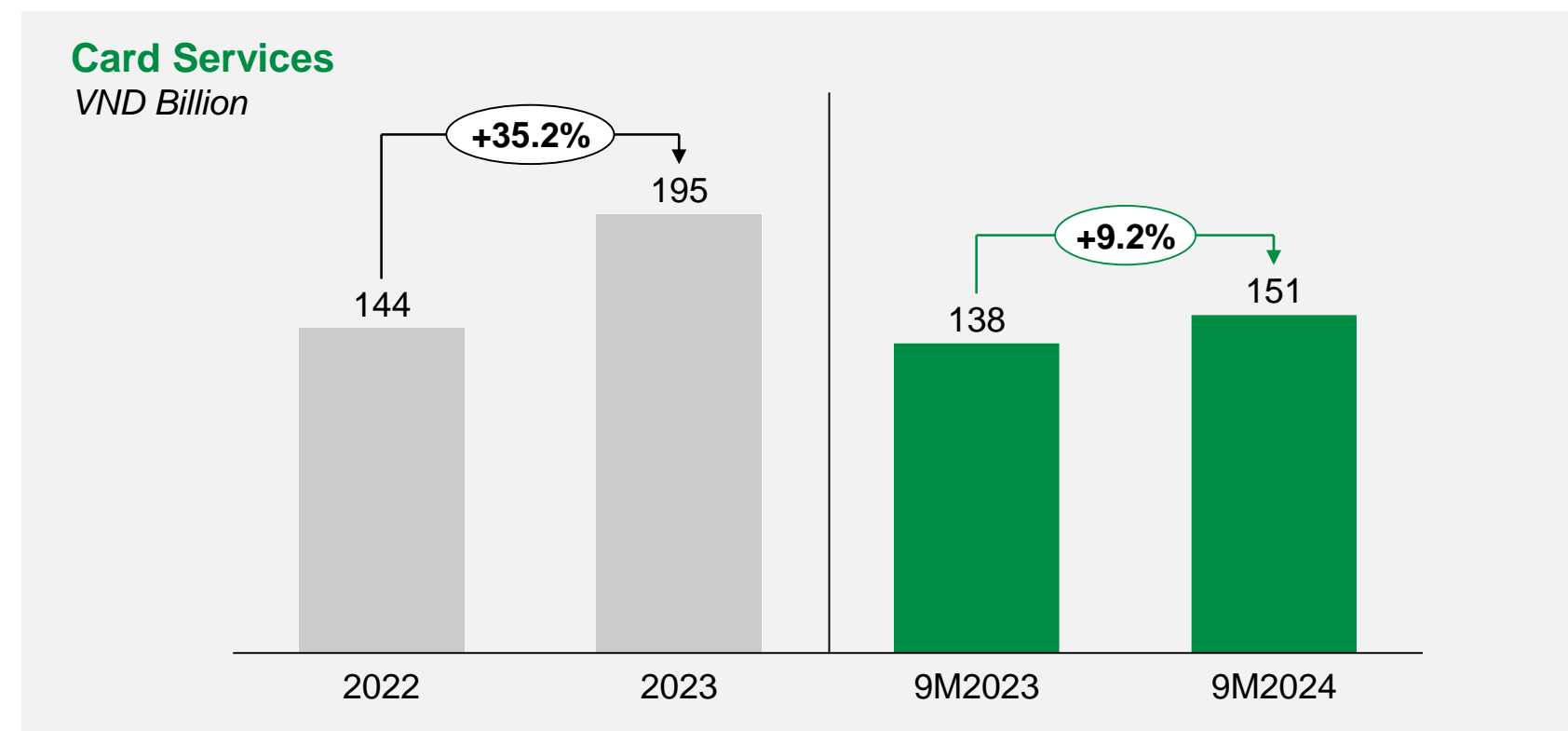
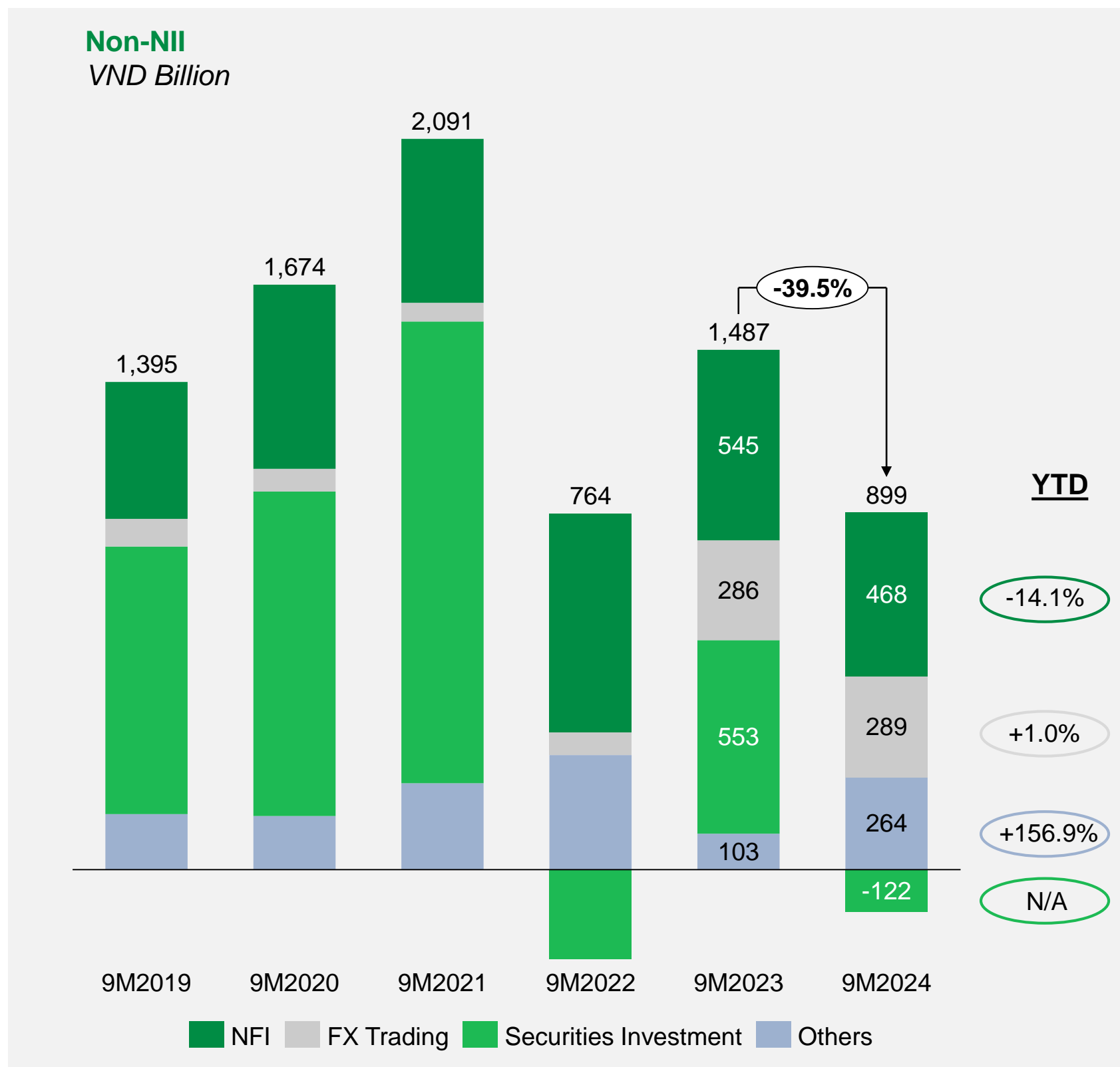


- Net interest income advanced by 9.5%yoy, reaching VND 5,952 billion amid the squeezed NIM



Source: OCB's Q3/2024 consolidated financial statements

- Healthy Non Interest Incomes from card services (+9%), Banca (+408%), and solid FX trading income (+1%) offset by the weak results of Gain from securities investment. OCB is restructuring the investment portfolio (mostly occupied by government bonds) to take a better chance of recovery.



Source: OCB's Q3/2024 consolidated financial statements

9M2024 ACHIEVEMENT & FY2024 OUTLOOK

03






Transaction Banking Department Establishment

Providing a full range of products and services covering from traditional vanilla Trade (Letter of Credit, Collection etc.) to Supply Chain Finance, Structured Trade Finance and Bank Guarantees



+40% YoY
LC volume

ACTION PLAN

	Positioning and sustainability	Top banks in transaction banking with ESG-linked products and services
	Target client segmentation	Small and medium enterprises (SMEs), FDI, customers being distributors or suppliers to MNC anchors, customers in agricultural industry supplying “green” products, manufacturers, importers and exporters in key economic sector
	For Cash management	To promote e-channel, Open Banking and other complex cash optimization solutions
	For Trade and Supply Chain	To commercialize Distributor Finance, Supply Chain Finance, Structured Trade Finance and other Working Capital optimization solutions in both Account Payables and Account Receivable side
	Target markets	Vietnam and Asian corridors

OPEN API SERVICES

170+

Partners since 2019

150+

OPEN APIs

90+

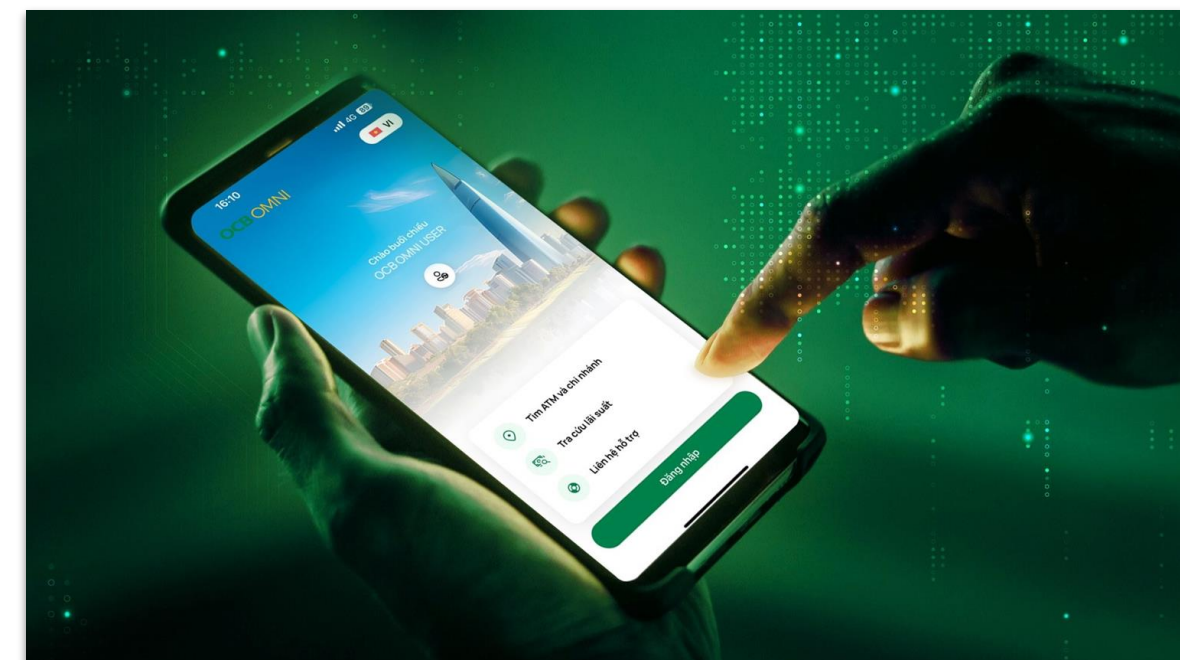
New partners in 2024

6M+

Transaction numbers /
month

6000+ Bil

Transaction amount /
month



Launching **OMNI 4.0**:

Transaction rate per active user has **increased by 50%** since the beginning of 2024

TAILORED SOLUTIONS FOR VARIOUS SEGMENTS



A useful assistant for sellers – instant transaction notifications



Automated School Fee Collection and Management Solution for Schools

CAPACITY FOR DIGITAL PRODUCTS FOR INDIVIDUALS AND ENTERPRISES

01

Digital solutions:

- Leveraging the entire enterprise ecosystem
- Offering cash and trade management solutions
- Enhancing management efficiency

02

Payment solution: upgrading QR Payment 2.0, POS, E-com gateway connecting directly to card networks, Cross Border Payments via Visa Direct and Swift, QR Cross Border Payment with Laos, Cambodia, Thailand,... for enterprises and individuals

03

Merchants solution: household businesses, MSMEs to SMEs merchants: Store Management App for individual business owners, OCB Soundbox 2.0, and Merchant Portal for Multi-location Merchants

04

Financial solutions such as Buy Now Pay Later, Auto Earnings, etc.

LIOBANK's achievement in 9 months



Great App

4.7+

App Store rating



Transaction/ customer

▲ 10%

Number of transactions
per month



Customer No.

▲ x2 so với đầu năm



**Credit limit granted
Per month**

VND 50bn

Keep maintaining key growth momentum, Liobank targets on five key actions:

Customer acquisition

In Quarter 4:

- Issuing 1,000 physical cards
- Growth rate of 20% thereafter.

Credit growth

- Increasing approval rate up 50% vs. Q3 2024
- Implementing distinct credit scoring models without credit history, virtual card users utilized educational spending limits.

New card launching

Initiating the commercial launch of exclusive Visa cards by late December 2024.

Partnership

Launching the Liobank Mini app to boost customer acquisition and conversion through digital channels.

Product diversify

Strengthening partnerships with e-commerce and e-wallet platforms to launch BNPL (Buy Now, Pay Later) and Cash Loan products

SME ACHIEVEMENTS



Loan
↑25% YTD



%CASA
33%
(Q3/2024)

ACTION PLAN

1. Growing business by diversification of segments and sectors

- Segments including: MSME, SME; Mid. Corp and FDI;
- Sectors including: Start-ups, local enterprises, FDI (focusing on international subsidiary business), trade & supply chain.

2. Speed is our unique value for competition

- Rationalized operation as an end to end model;
- Technology application is a foundation for business management and operation.

3. Agile risk management model

- ❑ Different credit approach for different segments: MSME (plain vanilla credit products); SME (program lending); Mid. Corp (Judgemental lending, supported by dedicated credit policy for trade & supply chain financing)
- ❑ FDI: approach and select customers by investment country (including Korea, Japan, Chinese...). Focus on non-credit products and use consulting services as competitive capabilities. Supply chain financing is the foundation for credit development.
- ❑ Risk management at portfolio level.

Metrics	FY2023A	9M2024	FY2024 Outlook
Credit growth	20.5%	10.4%	Above industry's average; by focusing on Retail banking and SMEs
NIM (Trailing 12months)	3.3%	3.1%	Improve to 3.5%; thanks to optimizing cost of funds
Funding cost (Trailing 12months)	7.2%	5.0%	Drop to 4.5%, by optimizing and diversifying the funds
NPL ratio (SBV)	2.0%	2.3%	To be in compliance with regulations (<3%)
Credit cost	1.2%	1.6%	To be under control with 1.5%; by controlling asset quality
TOI growth (YoY)	4.7%	-1.0%	Increase 8-10%; by improving NFI, FX trading, bad debt recovery

GREEN BANK STRATEGY

04

THE LEADING GREEN BANK in VIETNAM

VISION



THE LEADING GREEN BANK IN VIETNAM

MISSION



**FOR A BETTER LIFE,
BY A SUSTAINABLE DEVELOPMENT**



VISION



THE LEADING GREEN BANK IN VIETNAM

MISSION



**FOR A BETTER LIFE,
BY A SUSTAINABLE DEVELOPMENT**

Committed to consistently pursuing the journey of sustainable development, integrating the sustainable development principles into business activities, operations and governance within the bank

Governance according to **best practices and standards**; conducting banking operations based on the **principles of transparency**, emphasizing **accountability and ethics** in the workplace

Contribute to the **creation** of a **modern and civilized society** through **practical and valuable products and services** that provide a **high level of customer experience** as well as **actively contributing to the community and society**

Stable and sustainable growth through efficient business operations; contributing economic value to the nation, organizations, shareholders, and customers

Making a positive impact on the environment through actions that **conserve natural resources, mitigate climate change, and green the economy**



ENVIROMENT



Nearly 9 megaliters

of water input in 2023 decreased compared to 2022



12.3%

The energy intensity ratio per employee in 2023 to decrease compared to 2022.



Reduce 188 tons of CO2e

greenhouse gas emissions in 2023 compared to 2022



100% compliance

environmental protection laws in 2023



Nearly 9%

the proportion of green credit outstanding in the total credit outstanding for the year 2023



More than 4.1 trillion VND

provided by credit institutions to OCB with the aim of financing sustainable development projects in 2023

SOCIAL



3.91 points

the overall employee engagement level in 2023 is in the second quartile compared to Southeast Asian banks



55%

the percentage of female employees out of the total number of employees in 2023



98.56%

overall Customer Satisfaction Index (CSAT) regarding OCB's employees



None

cases of poor health, injuries, or fatalities related to work that have occurred at OCB over the years



Increase 277%

employees received an average of 27.8 training hours in 2023



100%

total outstanding loans for rural agricultural products in 2023 compared to 2022



59.2%

the increase rate of employees participating in financial capacity-building training compared to 2022

GOVERNANCE



50%

the dividend payout ratio to shareholders in shares for 2023



TOP 30

the dividend payout rathe largest tax-paying enterprise in Viet Nam



None

cases of corruption have arisen at OCB to date



Enhanced Basel II

OCB is the first bank to complete the implementation and apply the capital management framework according to this standard



100%

Procurement activities are conducted fairly and transparently in accordance with procurement regulations



11,578 instances

of employees participating in training sessions on laws regarding anti-corruption and anti-money laundering



International certification

ISO 27001:2022 certification (2018-2027) for information security management, PCI DSS (2019-2024), and PCI DSS PIN (2021-2025) for card payment security.

Renewable Energy

Solar, wind, hydro
electricity

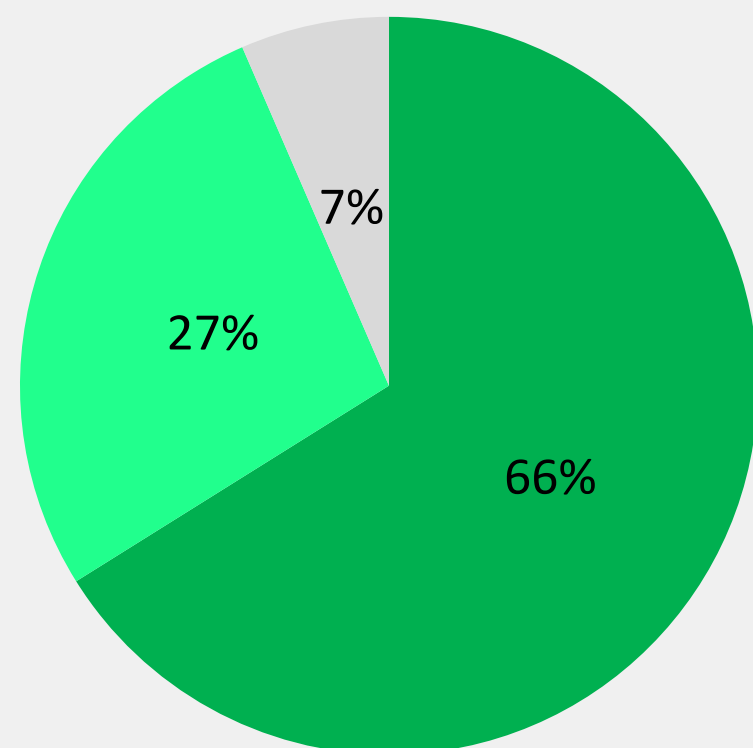
Green Building

A+ class building in
HCMC

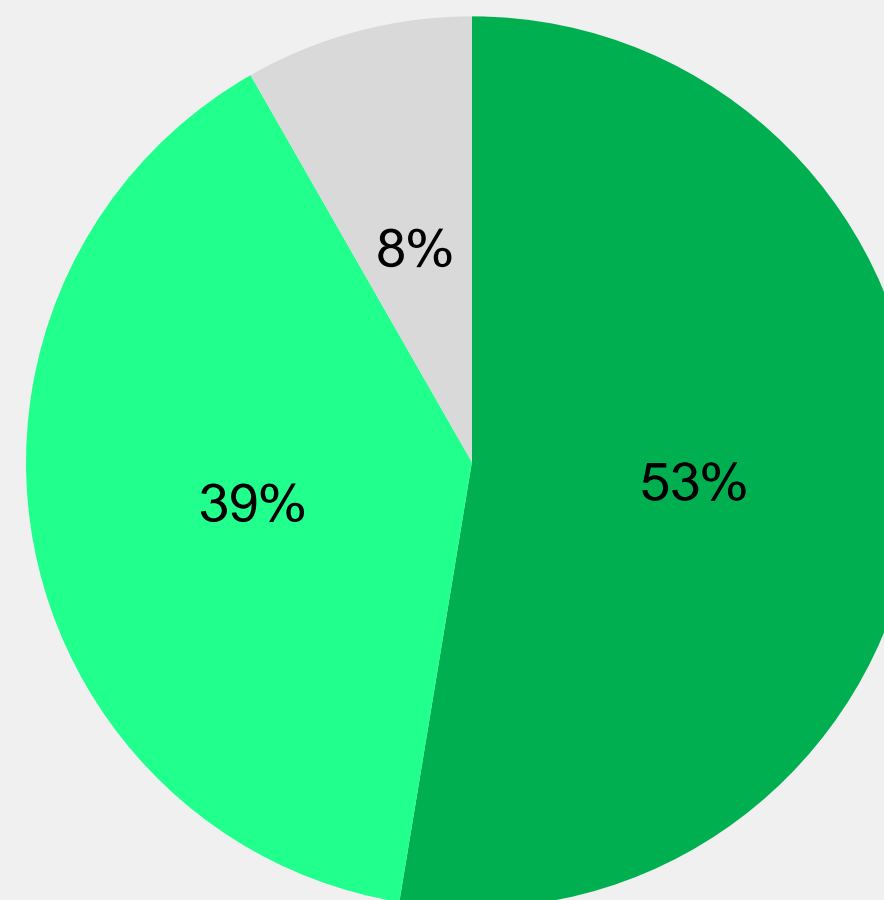
Water Supply

Water supply companies
in 2 big cities

Total green loan portfolio - Dec 2023
(8.8% of total loans)



Total green loan portfolio - Jun 2024
(16.7% of total loans)



■ Renewable energy

■ Green buildings

■ Others (waste treatment, water supply, etc.)



VIETNAM VALUE 2024

Voted by the Ministry of Industry and Trade



VIETNAM LISTED COMPANY AWARDS (VLCA)

Voted by HoSE



TOP 100 SUSTAINABLE BUSINESSES IN VIETNAM 2024

Voted by VCCI



TOP 50 CORPORATE SUSTAINABILITY AWARDS 2024

Voted by the Nhip cau Dau tu Magazine



INSPIRATIONAL BRAND AWARD 2024

Voted by APEA



OUTSTANDING BANK FOR GREEN CREDIT AWARD

Voted by IDG Vietnam



TOP 6 FASTEST-GROWING BANKS IN VIETNAM

Voted by Brand Finance



VIETNAM EXCELLENT BRAND 2024

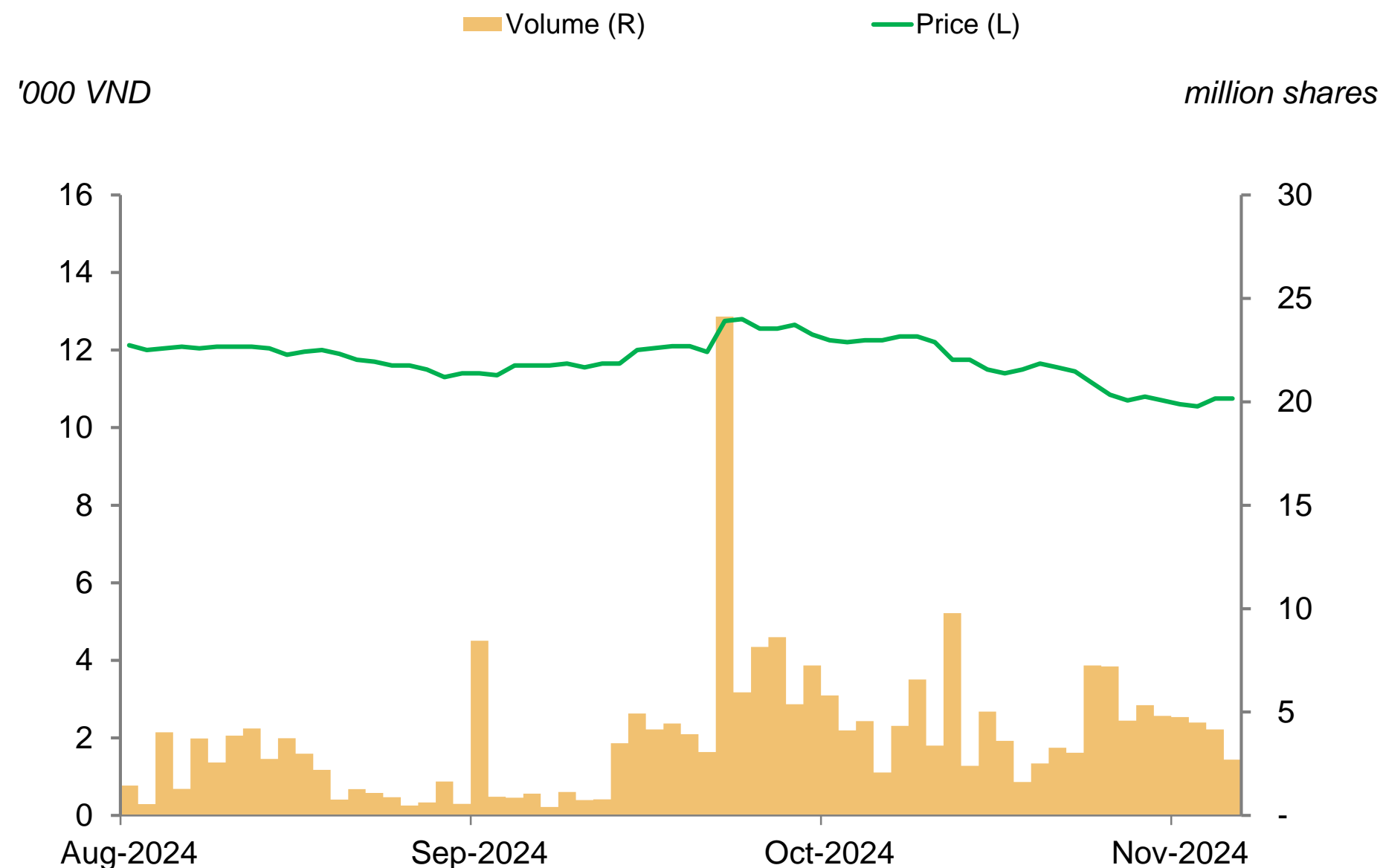
Voted by Vietnam Economic Times

APPENDIX

05



STOCK PERFORMANCE IN THE LATEST 3 MONTHS



TRADING STATISTICS	14/11/2024
Closing price (VND)	10,500
3M Highest closing price (VND)	12,800
3M Lowest closing price (VND)	10,500
Outstanding shares (million shares)	2,465
3M Average trading volume (million shares)	4,368
Market cap (VND billion)	25,891
EPS (TTM) (VND)	982
Book value per share (VND)	12,367
P/E	10.7
P/B	0.85

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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