

IR NEWS

3rd Quarter of 2024

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Continually expanding scale, creating foundation for sustainable development.



Total Assets
265 VND trillion
▲ 10.6% ytd



Total M1 Credit
163 VND trillion
▲ 10.4% ytd



Total M1 Mobilization
176 VND trillion
▲ 4.9% ytd



CASA ratio
16.5%
▲ 4.2% ytd

OCB reported an YTD credit growth of 10.4% for the first 9 month of 2024, surpassing the industry average. Of this, credit of individual segment grew by 5.1% ytd while that of corporate segment grew by 13.3% YTD. Notably, SME segment was in spotlight with an YTD credit growth of 25.9% thanks to OCB's focus on strategic segments, along with its digital transformation and transition to becoming a green bank. The bank has also adapted its competitive products, moving beyond individual offerings to provide comprehensive financial solutions. These solutions range from loans and products/services that assist businesses in cash flow management to connecting them with digital ecosystems and offering consultancy services. In particular, following the Yagi typhoon, OCB swiftly implemented various support policies and solutions tailored to help customers recover and resume business activities, based on the extent of damage each customer faced.

Total M1 mobilization was 176,287 billion VND, remarkably recovered 4.9% ytd growth compared with the beginning of the year as OCB has been proactively restructuring funding structure in order to optimize funding cost. Valuable papers decreased 5.2% ytd while customer deposits increased 8.4% ytd with improvement in CASA ratio by 4.2% to reach 16.5% at the end of Sep 2024.

Strong liquidity, NPL ratio in compliance with SBV regulations, ensuring safety operation amidst the ongoing rise in NPLs in the broader market quality



NPL ratio (SBV)
2.3%
Compliant



LDR
70.9%
Compliant



ST-Fund for MLT loans ratios
26.8%
Compliant



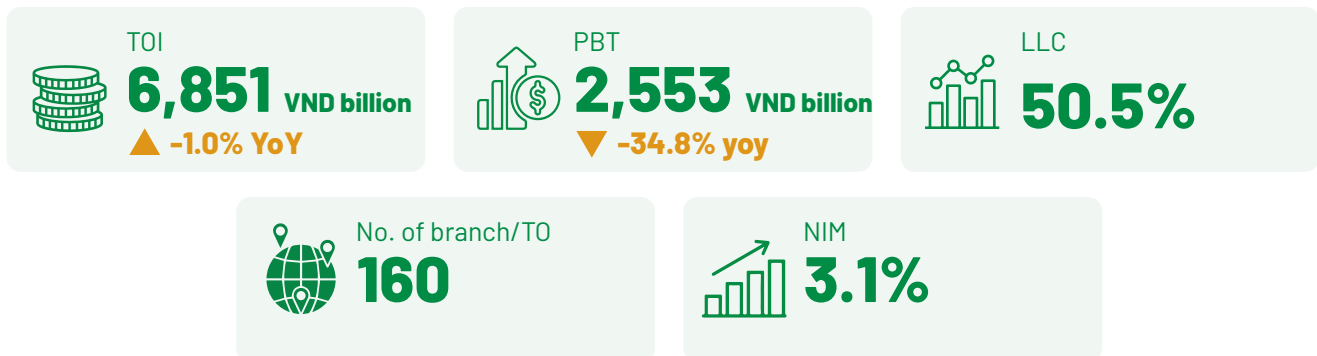
CAR
12.9%
Compliant

OCB maintains a resilient balance sheet with an NPL ratio (SBV) of 2.3% in Q3/2024, which slightly increased in line with the same trends in the whole banking industry; however, this is still within the SBV's prescribed limit. The bank also maintains strong liquidity, with ample liquidity reserves, and complies with all operational limits and prudential ratios. The CAR ratio is recorded at 12.9%, well above the 8% minimum threshold required by the SBV. These results are attributed to the bank's proactive management of non-performing loans and a diversified borrower profile so that the bank is mitigated from the risk of adverse economic conditions.



1 | FINANCIAL NEWS

🔗 Proactively raising credit buffer; making more digital and human investments for the long run.



OCB reported a TOI of VND 6,851 billion in 9M2024, a slight decrease compared to the same period last year. In which, NII increased by 9.5% yoy to VND5,952bn despite a squeezed NIM to support for customers' interest expense burden and intense competition. Card fees and BANCA gains remain healthy with YoY growth of 9% and 408% respectively, reaching VND151bn and VND149bn. However, the Non-NII was down 39.5% yoy due to unfavorable conditions for Government Bond trading and consulting services. Currently, OCB is restructuring its government bond portfolio, which is expected to positively impact the bank's Non-NII in the coming period.

During the period, OCB implemented several key projects for its long-term development including:

- The launch of OCB OMNI 4.0 – a most modern digital platform;
- Acquiring new Liobank customers – The new generation digital bank
- Updating biometric information for its entire customer base under SBV regulations;
- Transforming OCB to be the “leading green bank” in Vietnam advised by IFC, which is a foundation for sustainable growth of customers, the bank and society;
- Preparing facilities and human resources for 17 new branches/transaction offices, bring the bank's physical network up to 176 transaction points by the end of 2024.

These investments drove the bank's OPEX up 23.3% yoy to VND2,742 bn. Furthermore, OCB also raised its credit loss buffer to VND1,556bn in 9M2024 to build up its provisioning reserve, ensuring the bank's stability amid the rising trend of NPLs, which continue to be influenced by broader market conditions.



2 | ACTIVITY NEWS

MOODY'S MAINTAINS OCB'S CREDIT RATING AT BA3 AND UPGRADES OUTLOOK TO 'STABLE'



On September 5, Moody's announced that it has maintained OCB's long-term bank deposit rating (LT) at Ba3 for both local currency (LC) and foreign currency (FC). Additionally, the baseline credit assessment (BCA) and adjusted BCA were also kept at B1. The counterparty risk assessments (CRRs) and long-term counterparty risk (LT CR) remained at Ba3. Furthermore, Moody's upgraded OCB's outlook to 'stable'. In the context of a volatile market, these assessments indicate that OCB continues to operate stably and has good resilience against potential risks.

OCB ANNOUNCES INDEPENDENT SUSTAINABLE DEVELOPMENT REPORT 2023



On September 20, OCB announced its 2023 Sustainable Development Report, becoming one of the pioneering banks to issue such a report. With the theme "The Journey of Transforming into a Green Bank," OCB aims to convey its commitments and efforts through specific action programs, helping stakeholders understand the journey of sustainable development in the bank's operations.

OCB ACHIEVES MULTIPLE AWARDS IN 2024



In the first nine months of 2024, OCB proudly received several prestigious awards, including recognition as the Top Private Enterprise Contributing the Most to the National Budget, announced by CafeF. The bank was also honored with the "Outstanding Bank in Green Credit" and "Bank Accompanying Exemplary Small and Medium Enterprises" awards from IDG Vietnam and the Vietnam Banking Association. Additionally, OCB earned the "Top Sustainable Development Enterprise 2024" award in the "ESG Leadership Spirit" category, initiated by the Investment Bridge Magazine. The bank was recognized as the "Leading Bank for New Card Issuance in 2023" by the international card organization JCB, and received the "Inspirational Brand Award" at the Asia Pacific Enterprise Awards (APEA) 2024.

These awards reflect OCB's persistent efforts and reinforce the bank's commitment to becoming a pioneering Green Bank in Vietnam.

OCB SUPPORT COMMUNITIES IN RECOVERING FROM TYPHOON NO. 3



At the end of September, OCB took significant action to assist communities affected by Typhoon No. 3. Specifically, the bank donated 1 billion VND through the Vietnam Fatherland Front Committee to help localities recover from the disaster. Additionally, OCB employees in these regions actively participated in support activities, providing essential food, drinking water, and necessities to residents.

In alignment with the guidelines from the State Bank of Vietnam, OCB also launched loan packages to help businesses, households, and individuals quickly stabilize their lives and resume production activities. The short-term loans for business operations feature an interest rate starting at just 5.1% per year, while the medium and long-term loans offer various preferential interest rates, starting at 6.2% per year with flexible terms of up to 12 months.

3 | EVENT HIGHLIGHTS

OCB SIGNS STRATEGIC PARTNERSHIP WITH GENESIA VENTURES



On September 19, 2024, OCB and Genesia Ventures signed a strategic partnership aimed at financially supporting the growth of technology startups in Vietnam. Under this agreement, Genesia Ventures will introduce the startups in Vietnam that are in its investment portfolio to OCB, enabling them to assess and offer financial products and services tailored to meet the unique needs of startups. This collaboration is regarded as a significant step forward in promoting the comprehensive development of the startup ecosystem in Vietnam, paving the way for rapid and sustainable growth.

ORGANIZATION OF VIETNAM - JAPAN BUSINESS COOPERATION CONFERENCE FOR SMEs



On September 16, 2024, OCB hosted the Vietnam-Japan Business Cooperation Conference for Small and Medium Enterprises (SMEs), attended by representatives from Aozora Bank, Dream Incubator, Daiwa Corporate Investment, and over 60 SME CEOs. The conference provided insights into the macroeconomic landscape and monetary market, while sharing financial solutions that OCB offers to support SMEs. Additionally, it opened up opportunities for mergers and acquisitions between Vietnamese and Japanese businesses.

OCB OPENS THE FIRST BRANCH IN NINH THUẬN PROVINCE

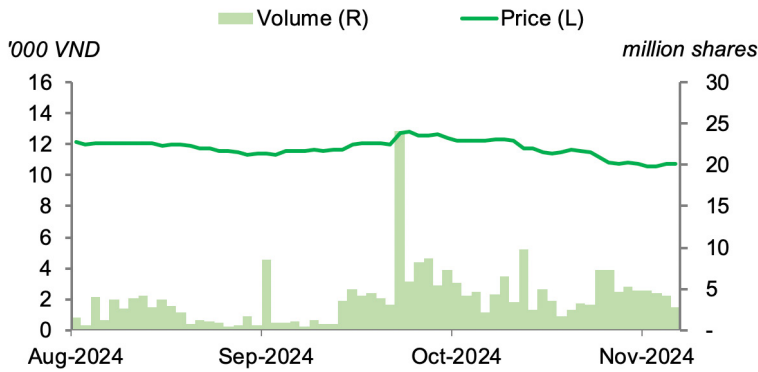


On September 26, 2024, OCB officially opens its new branch in Phan Rang - Tháp Chàm, Ninh Thuận Province, bringing the total number of transaction points in the Southeast region to 19, which includes 7 branches and 12 transaction offices. In the fourth quarter of 2024, OCB plans to open an additional 4 branches in Đắk Nông, Quảng Bình, Phú Thọ, and Lào Cai, along with 12 transaction offices, raising the total number of transaction points to 176. It is anticipated that in 2025, OCB will establish 5 more branches in Hà Nội, Hải Phòng, Kon Tum, and Đồng Nai, as well as 6 transaction offices in Vĩnh Phúc, Long Biên, Hà Nam, Đà Lạt, and Bình Thuận, pending approval from the State Bank of Vietnam.



4 | STOCK STATISTIC

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

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