



# PERFORMANCE ANNOUNCEMENT FY2024

HCMC, 14<sup>th</sup> February 2025

# Agenda

- 01. 2024 FINANCIAL PERFORMANCE
- 02. 2024 ACHIEVEMENT
- 03. 2025 OUTLOOK AND STRATEGY
- 04. APPENDIX



# FINANCIAL PERFORMANCE 2024

01



### Above-Industry Scale Growth

- Total Assets: 280.7T VND (+16.9% YoY)
- Credit Growth: 19.6% vs Industry 15.1%
- Deposit Growth: 13.1% vs Industry 9.1%



### Prudent Balance Sheet Management

- NPL: 2.4% vs Industry 4.6% (reported by SBV in 09/2024)
- CAR: 12.5% (vs 8.0% requirement)
- CASA: 14.9% (from 12.2% in 2023)



### Strategic Transformation Progress

- Digital capabilities enhancement
  - *Digital transactions: 96.2%*
  - *New Open API partners: 110+*
- Green financing: 11.1% of loan portfolio vs Industry 4.5%

Unit: VND billion, %

		2024	2023	YoY
<b>Assets &amp; Liabilities</b>	Total Assets	280,712	240,114	16.9%
	M1 Credit	180,443	150,913	19.6%
	Deposit	142,460	125,946	13.1%
	Total Equity	31,672	28,536	11.0%
<b>Risk Ratios</b>		<b>2024</b>	<b>2023</b>	<b>YoY</b>
	NPL ratio (SBV)	2.4%	2.0%	Compliant
	LDR (SBV)	73.6%	73.7%	Compliant
	ST-funding for MLT lending	27.8%	23.9%	Compliant
	LRR	16.7%	20.4%	Compliant
<b>Profit &amp; Loss</b>		<b>2024</b>	<b>2023</b>	<b>YoY</b>
	TOI	10,069	8,938	12.7%
	Operating expenses	3,804	3,171	19.9%
	Credit provision	2,259	1,627	38.8%
<b>Efficiency Ratios</b>		<b>2024</b>	<b>2023</b>	<b>YoY</b>
	NIM	3.5%	3.3%	▲
	CIR	37.8%	35.5%	▲
	ROAE	10.4%	12.3%	▼
	ROAA	1.2%	1.5%	▼

#### Steady asset & liability growth

- Total Assets rose by 16.9% YoY to VND 280.7 trillion.
- Credit grew by 19.6% YoY; deposits increased by 13.1% YoY.
- Total Equity up by 11.0%, supporting growth plans.

#### All regulatory ratios compliant

- NPL ratio at 2.4%, comfortably below the industry's 4.6%.
- LDR, ST-funding for MLT lending, LRR, and CAR remain within SBV requirements.

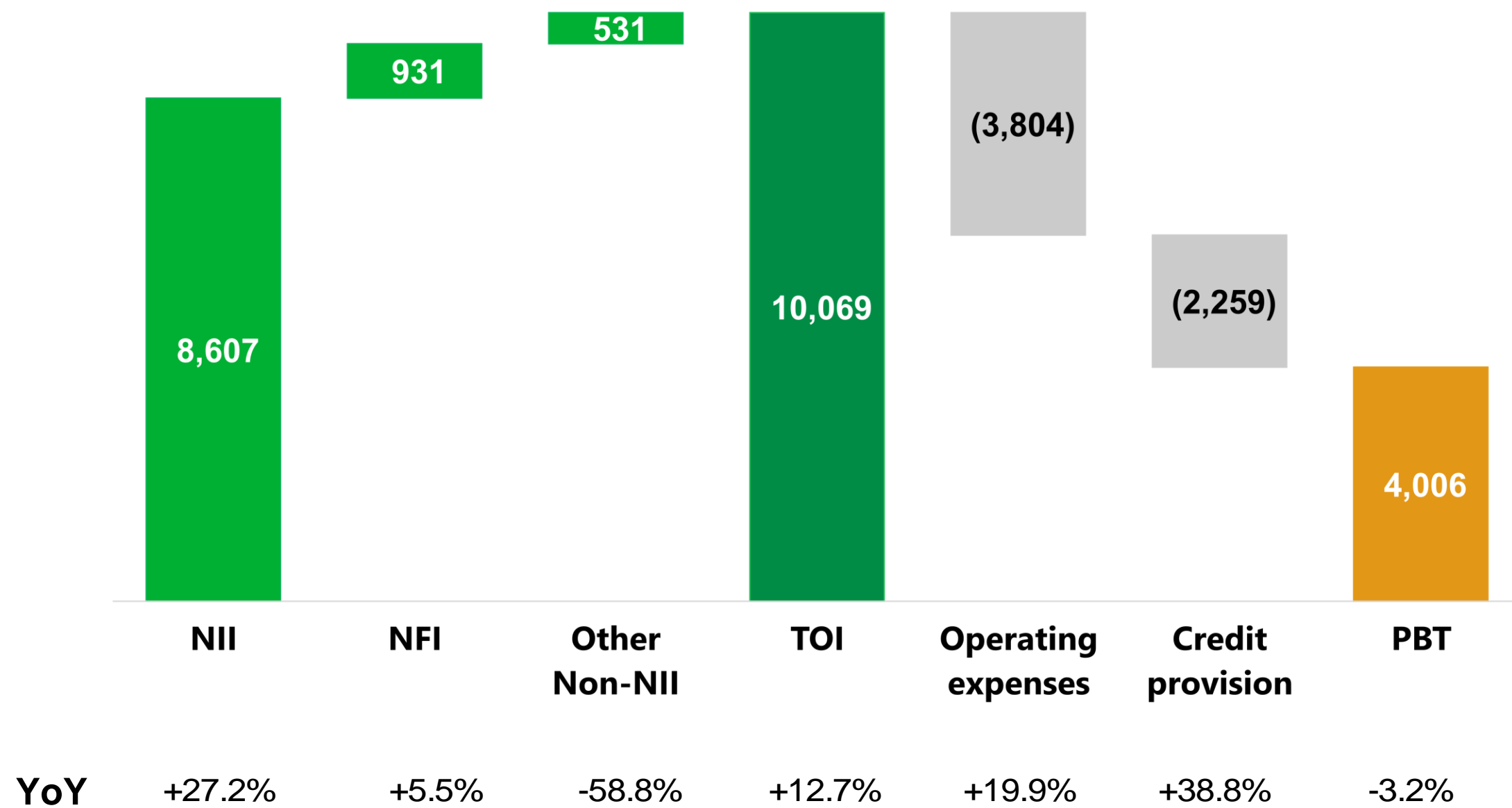
#### Profit & Loss overview

- Total Operating Income (TOI) increased by 12.7% YoY to VND 10,069 billion, driven by core business expansion.
- Operating expenses rose 19.9% YoY, reflecting strategic investments in digital capabilities and human capital.
- PBT reached VND 4,006 billion, a slight decrease of 3.2% YoY, mainly due to higher credit provisions and long-term strategic investments.

#### Efficiency ratios

- NIM improved to 3.5% on well-managed cost of funds.
- CIR slightly higher at 37.8% due to ongoing investments.
- ROAE and ROAA moderated to 10.4% and 1.2%, respectively, reflecting short-term impacts of strategic spending and prudent risk management.

**2024 PBT**  
VND billion, %



#### TOI growth components

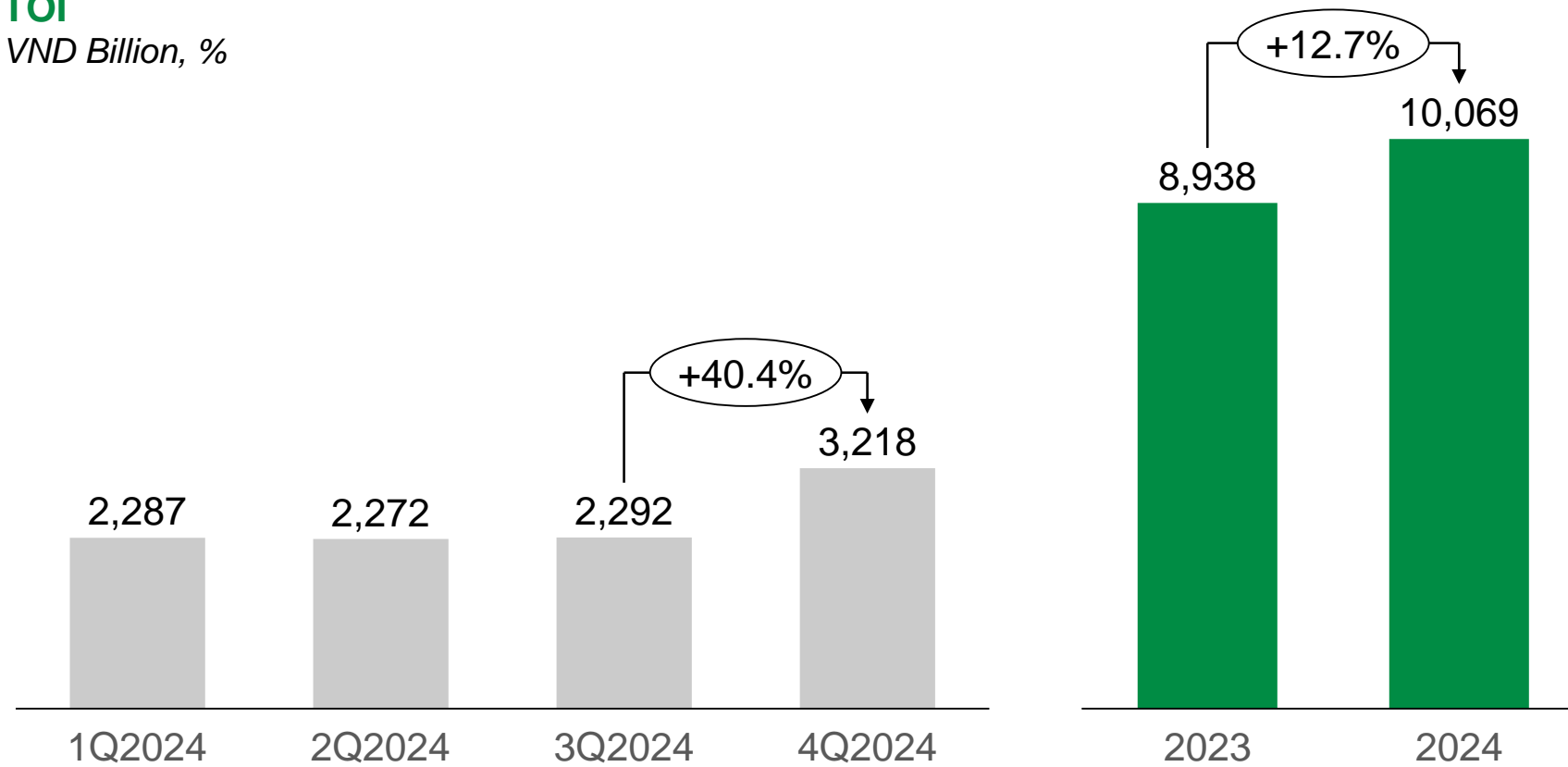
- NII soared by 27.2% YoY, supported by credit expansion and improved NIM.
- NFI rose by 5.5% YoY, reflecting higher fee-based services, especially in advisory and settlements.
- Other Non-NII dropped due to unfavorable investment performance, primarily in government bonds.

#### PBT trend

- PBT decreased by 3.2% YoY, mainly affected by investment portfolio headwinds, increased digital and human resource investments, and higher credit provisions for prudent risk coverage.

#### TOI

VND Billion, %



#### TOI

- Q4 TOI surged by 40.4% QoQ, reaching VND 3,218 billion.
- Annual TOI stood at VND 10,069 billion (+12.7% YoY), driven by core lending and fees.

#### NII

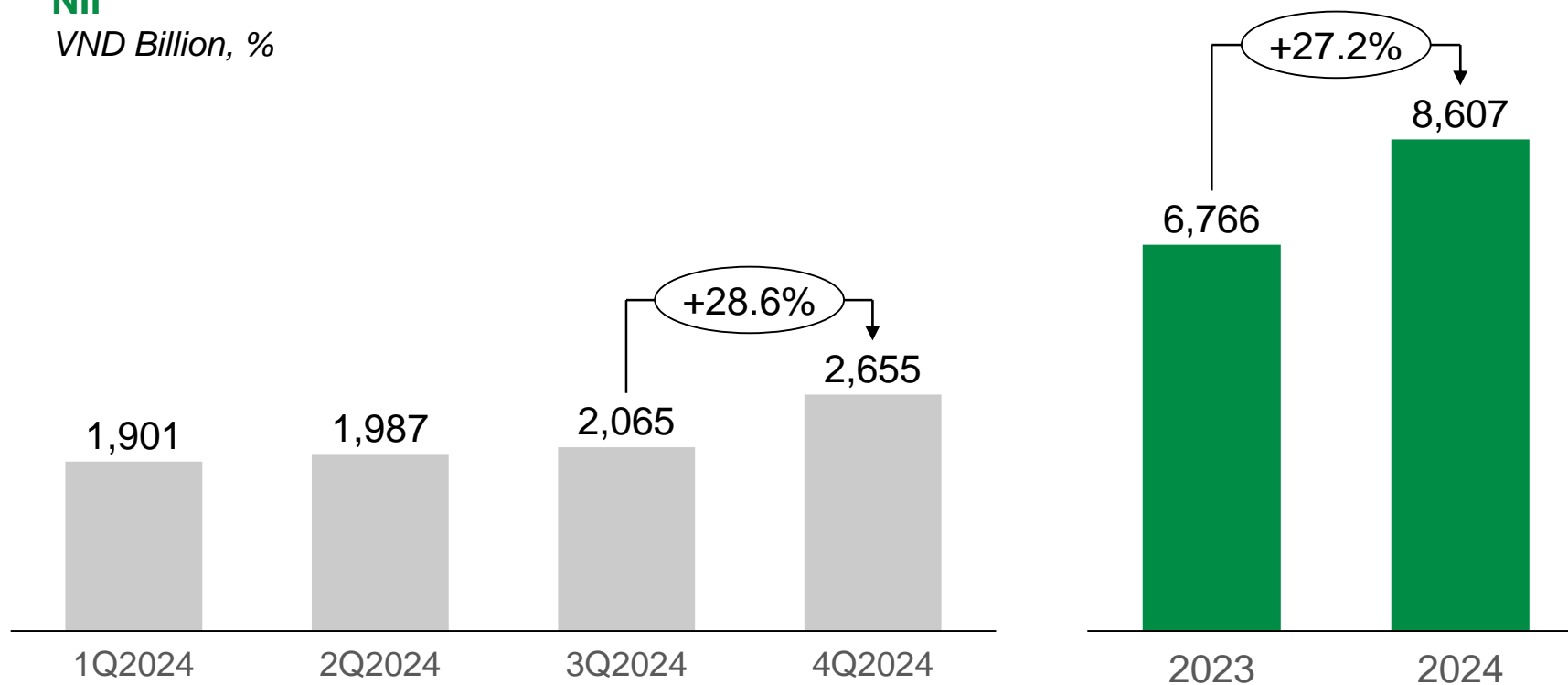
- Q4 NII rose by 28.6% QoQ to VND 2,655 billion, reflecting robust credit expansion and improved interest margins.
- Full-year NII reached VND 8,607 billion (+27.2% YoY).

#### NIM

- NIM rebounded to 3.5% in Q4, aided by disciplined cost-of-funds management and operational efficiencies.

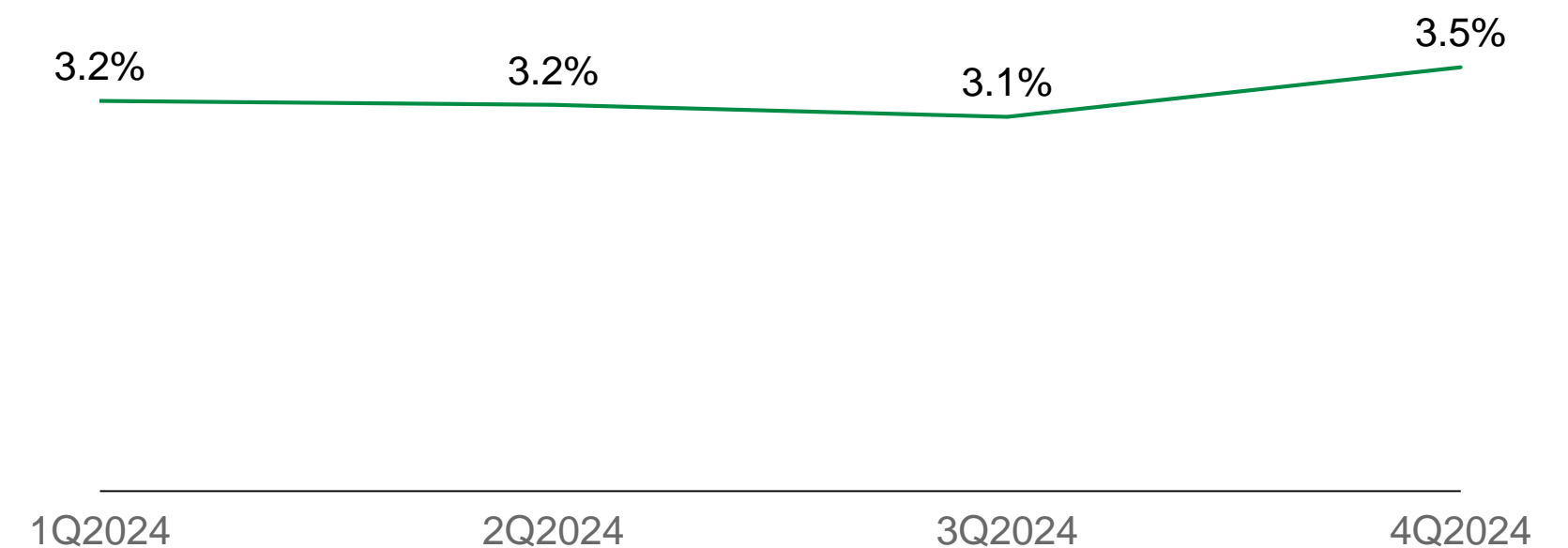
#### NII

VND Billion, %



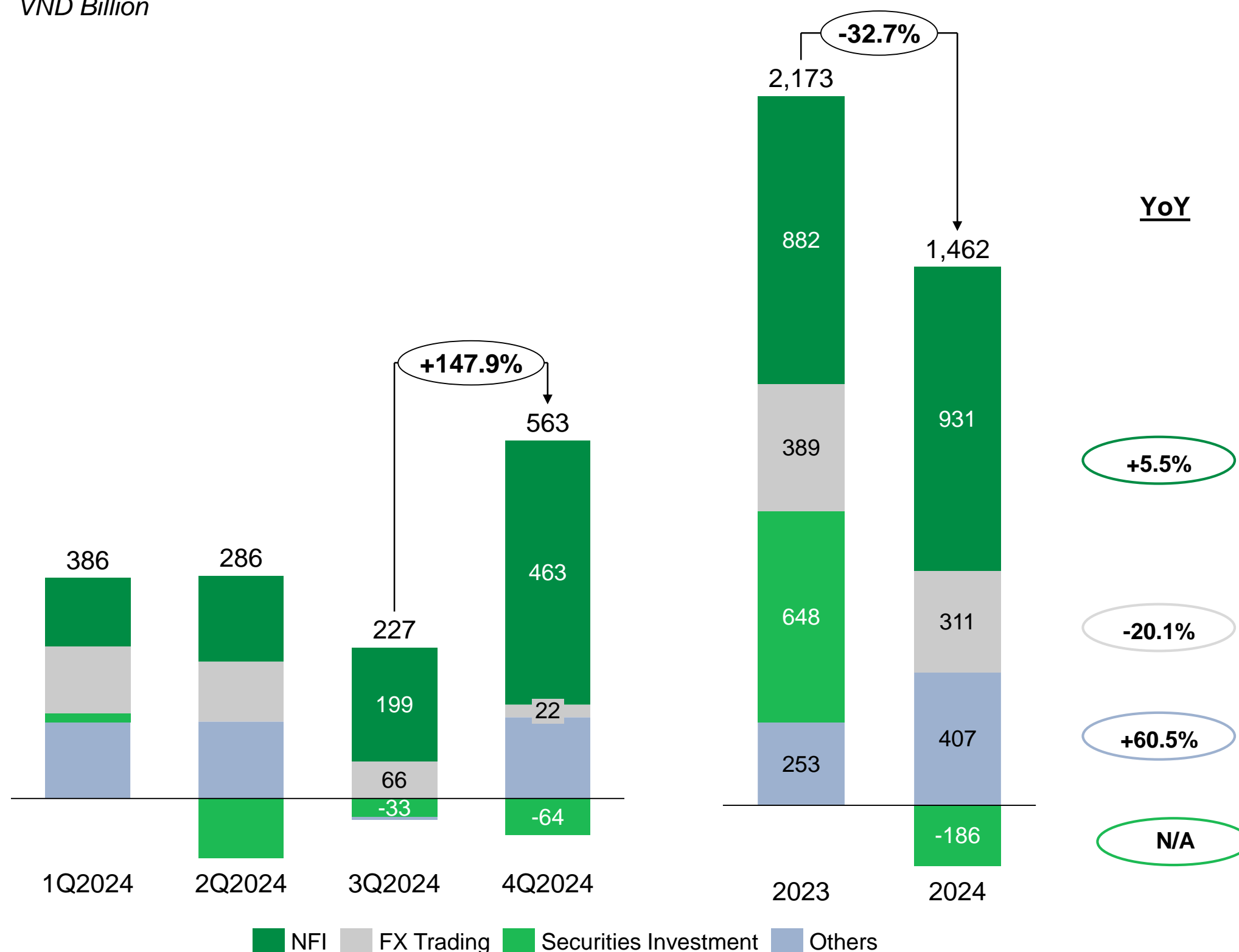
#### NIM (12-Month Trailing)

%



#### Non-NII

VND Billion



#### Overall Non-NII

- Declined by 32.7% YoY to VND 1,463 billion, primarily due to adverse bond market conditions.
- Q4 Non-NII saw a 147.9% QoQ jump, driven by higher advisory fees and one-off recoveries.

#### NFI & Other Income

- NFI grew 5.5% YoY, propelled by stronger settlement services and consultancy fees.
- Other income included gains from asset disposals and recoveries, partially offset by losses from restructured securities.

#### Bond investment impact

- Losses stemmed from an unfavorable environment for government bonds, prompting OCB to proactively rebalance its investment portfolio for potential future gains.

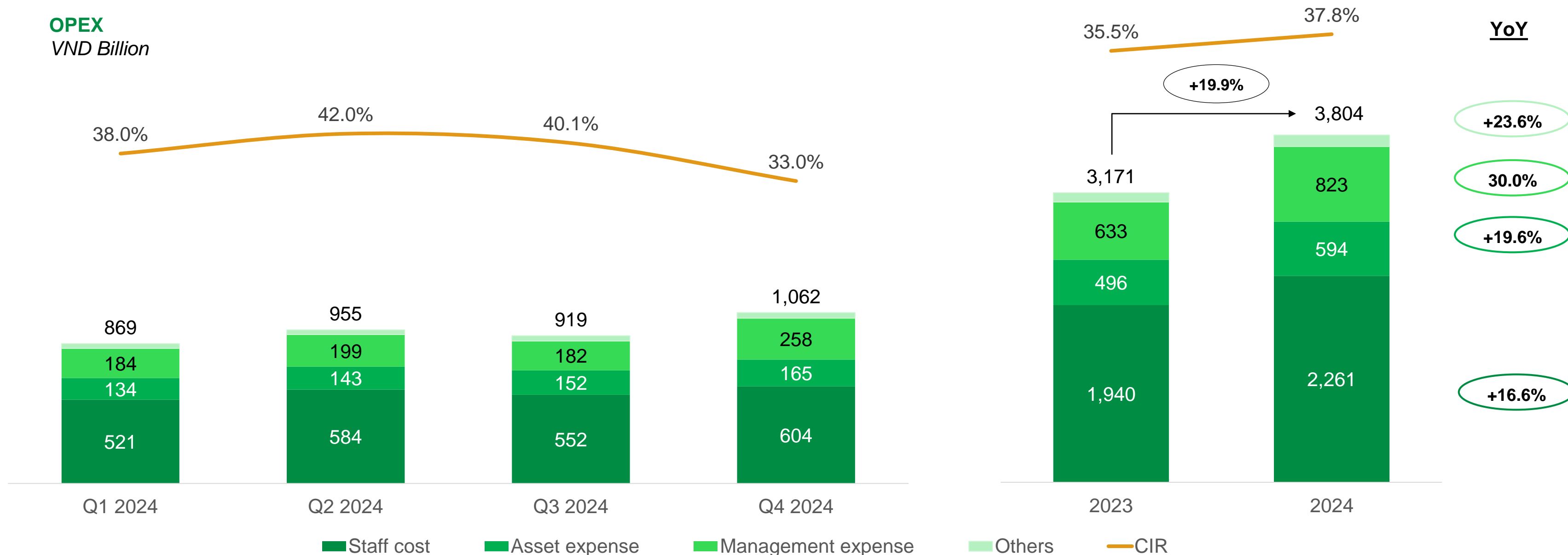


#### OPEX growth

- OPEX rose by 19.9% YoY to VND 3,804 billion, influenced by staff costs, digital transformation initiatives, and brand-building efforts.
- CIR rose to 37.8%, reflecting ongoing investments that lay the groundwork for long-term efficiency gains.

#### Key spending areas

- Higher staff costs for talent retention and capacity building.
- Increased asset and technology expenditure to modernize infrastructure and support digital channels.



#### Asset Allocation

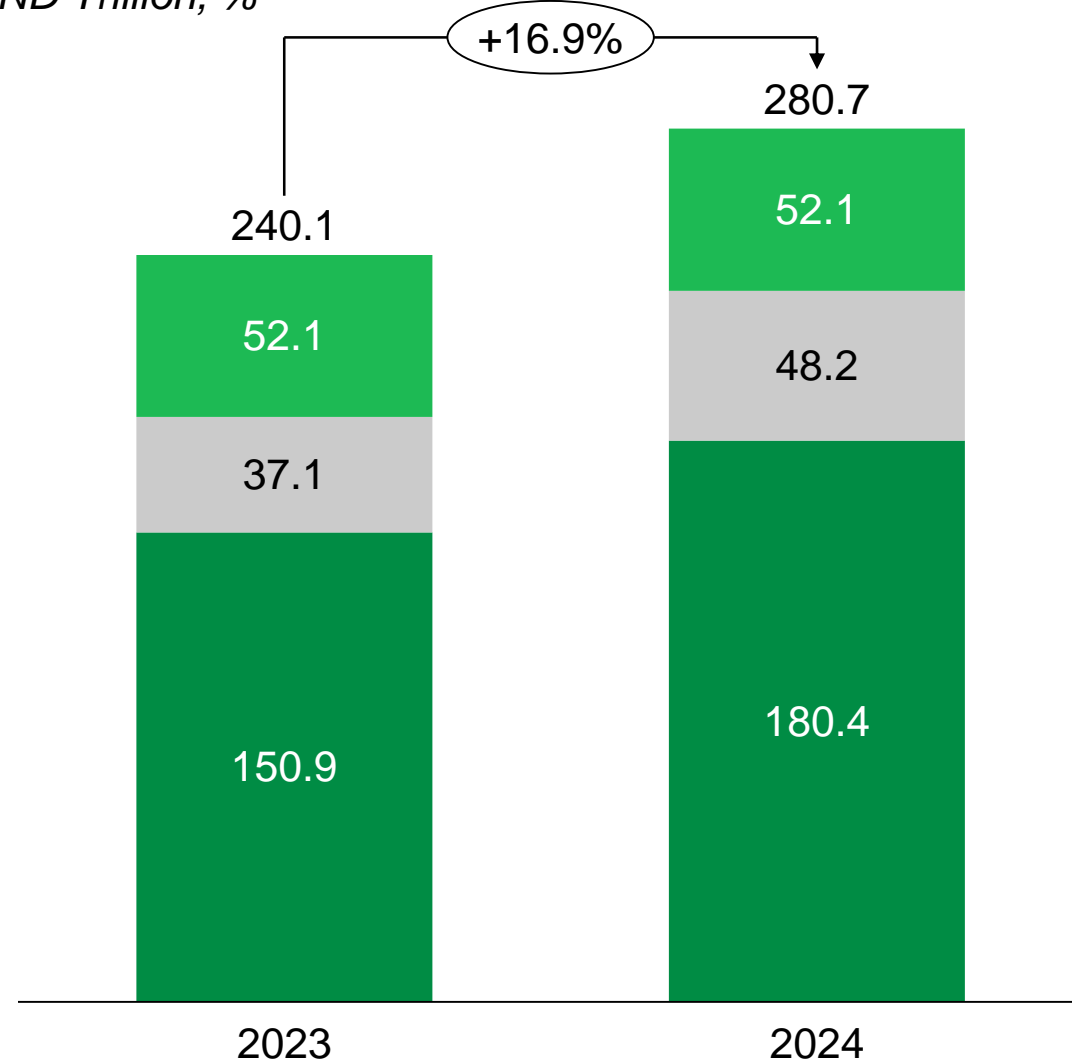
- Total Assets grew 16.9% YoY to VND 280.7 trillion.
- M1 credit (core lending portfolio) increased to 64% of total assets, with investment securities rising to 17%.
- Other assets remained stable, preserving liquidity while focusing on higher-yield opportunities.

#### Credit by Segment

Corporate lending continued to contribute to the bank's credit growth with +26.7% YoY, while individual customers' credit was expanded by +7.3% YoY.

#### Total Assets

VND Trillion, %



■ Total M1 credit ■ Investment securities ■ Other assets

YoY

0.0%

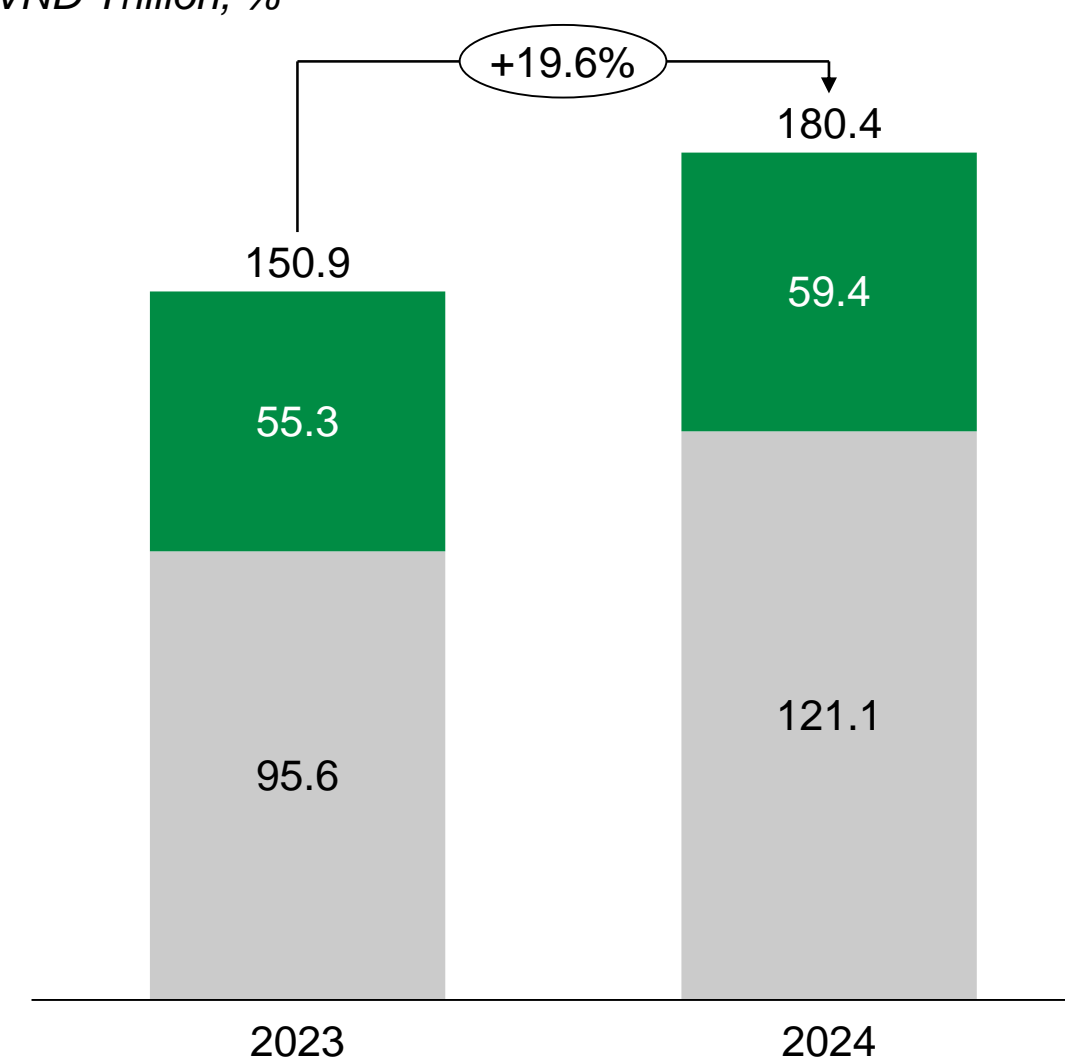
+29.8%

+19.6%



#### Total M1 Credit by Segments

VND Trillion, %



■ Individual customers ■ Corporate customers

YoY

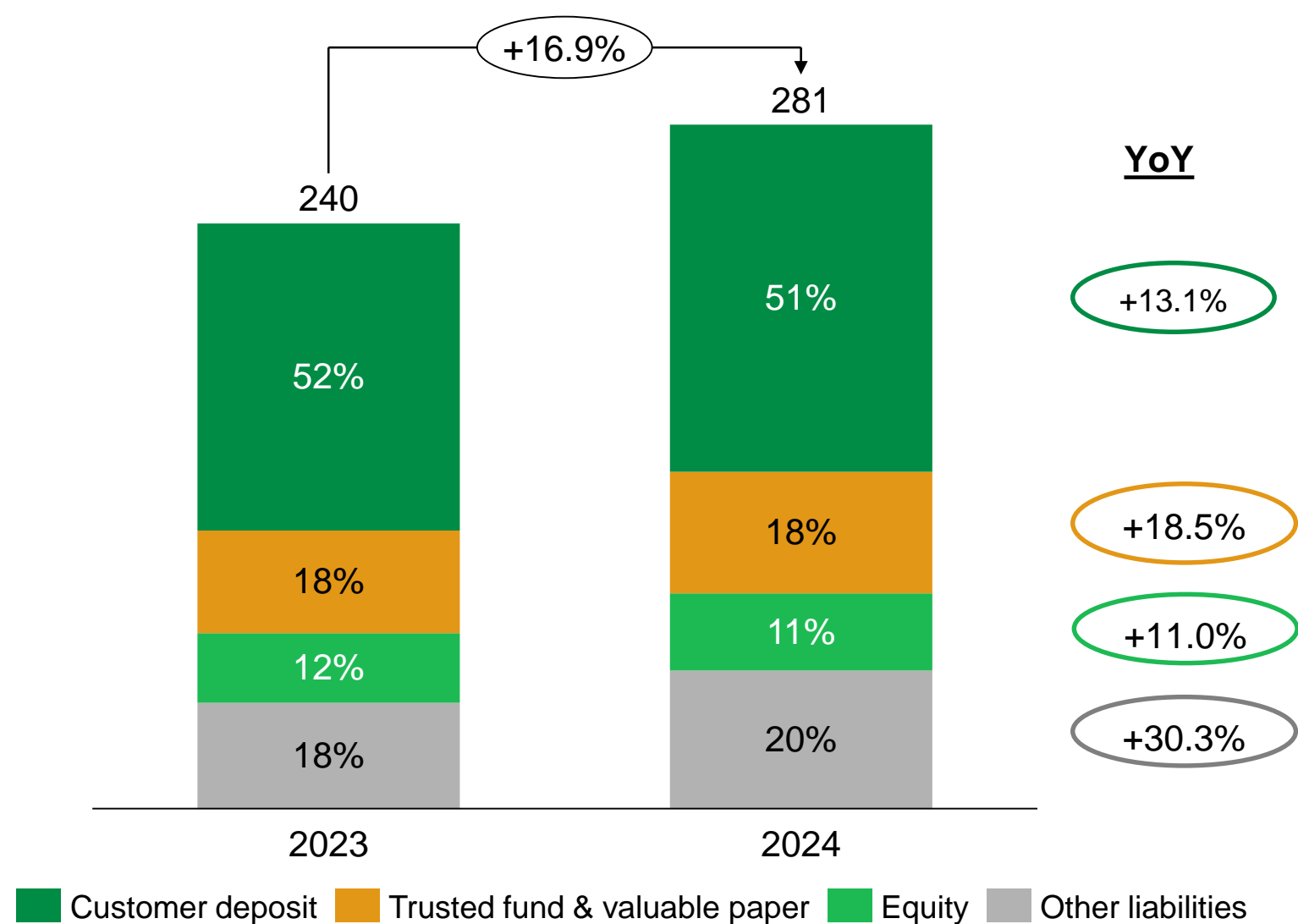
+7.3%

+26.7%

- The funding structure was well-diversified with a pro-active ALM strategy to attain better funding cost.
- CASA significantly improved from 12.2% at the beginning of the year to 14.9% at year end.

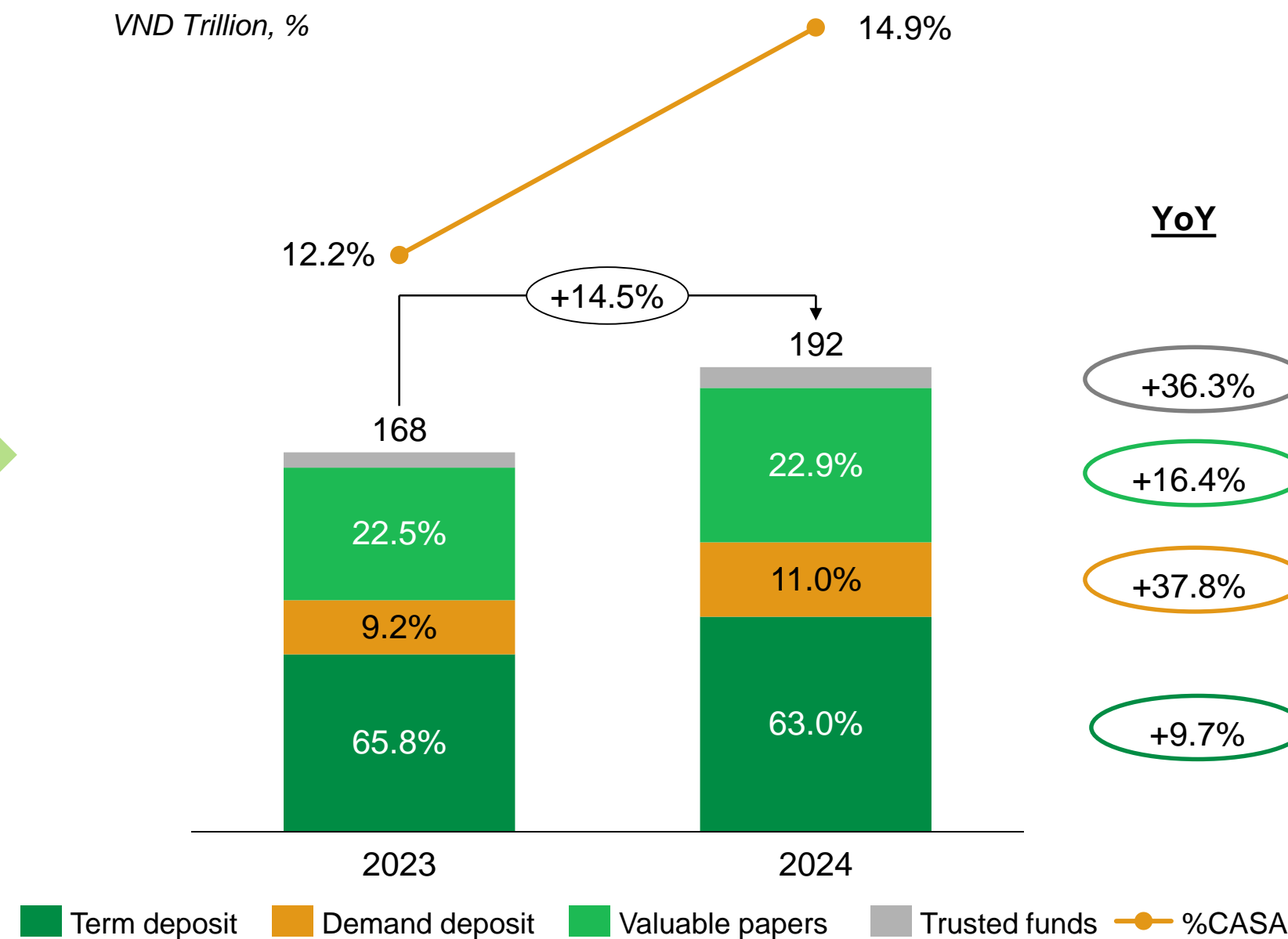
### Total Liabilities & Equity

VND Trillion, %



### Total M1 Mobilization by Element

VND Trillion, %



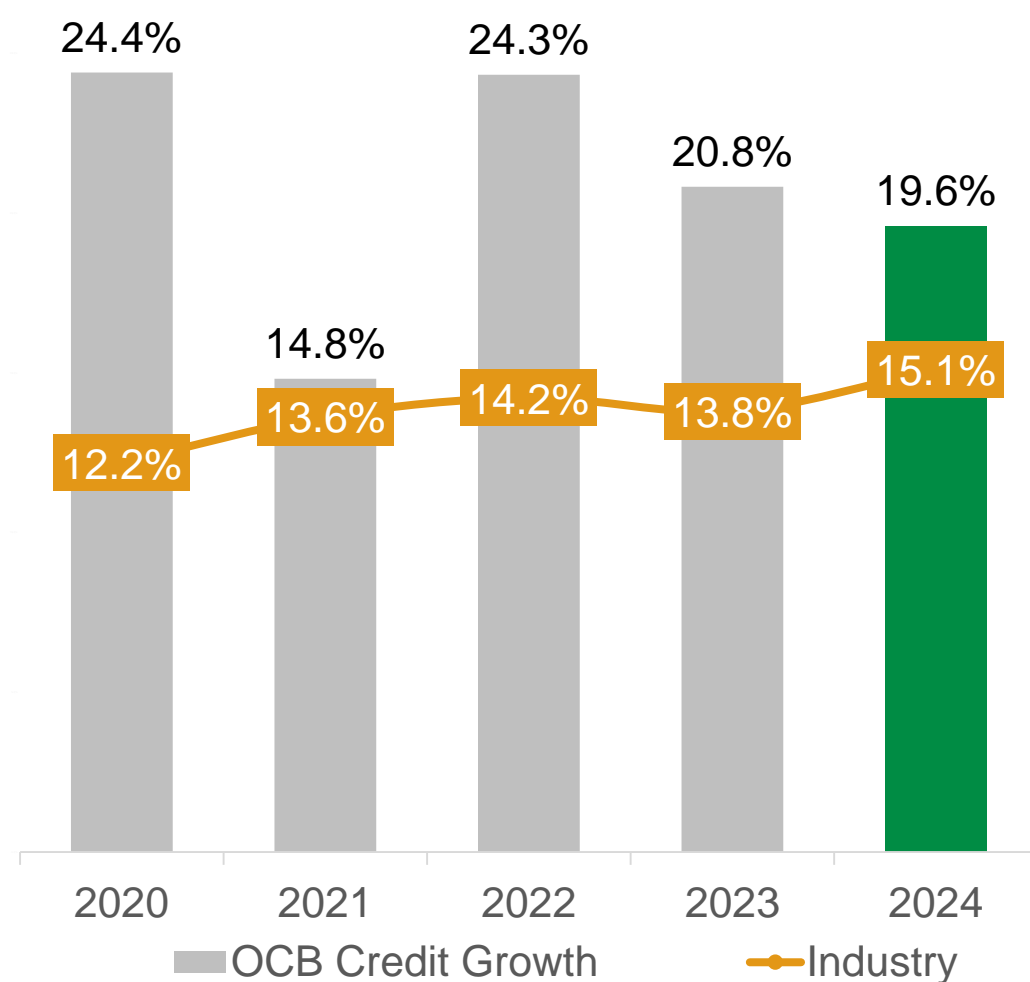
#### Credit & deposit growth

- Credit advanced by 19.6% in 2024, exceeding the industry's 15.1%.
- Deposit growth maintained a healthy trajectory at 13.1%, higher than the 9.1% industry benchmark.

#### NPL management

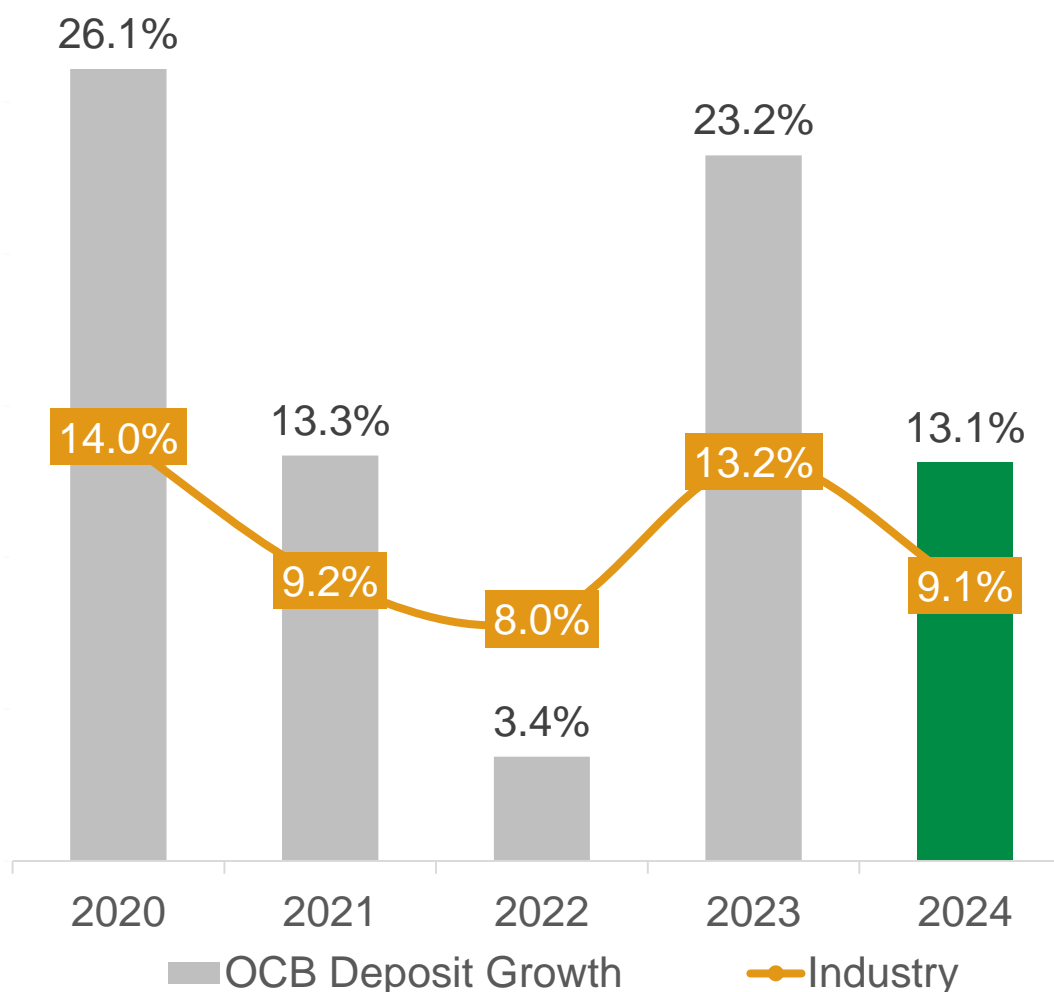
- NPL ratio rose to 2.4% (from 2.0%) amid broad economic challenges but remains significantly below the 4.6% industry average.
- OCB continued proactive measures in loan restructuring and monitoring to mitigate credit risks.

**Credit growth**  
%YoY



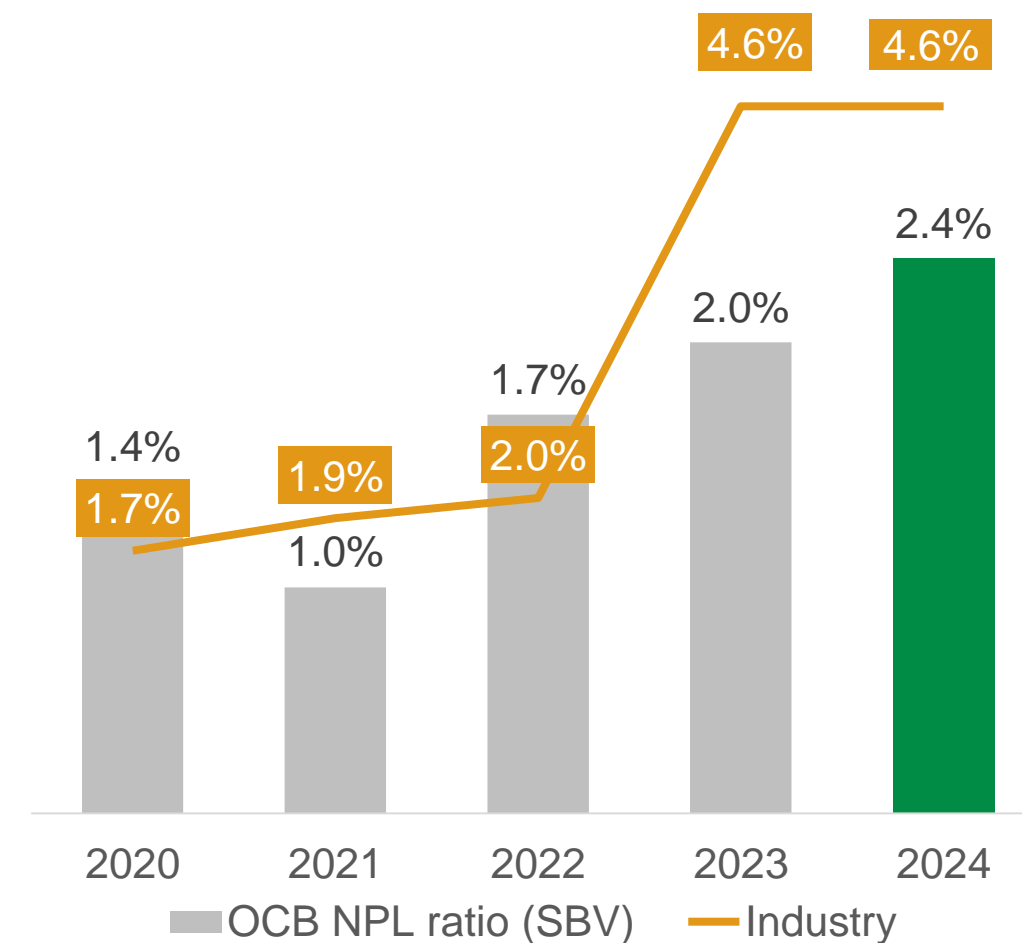
Note: Industry's credit growth as at 31 December 2024

**Deposit Growth**  
%YoY



Note: Industry's deposit growth as at 25 December 2024

**NPL Ratio (SBV)**  
%

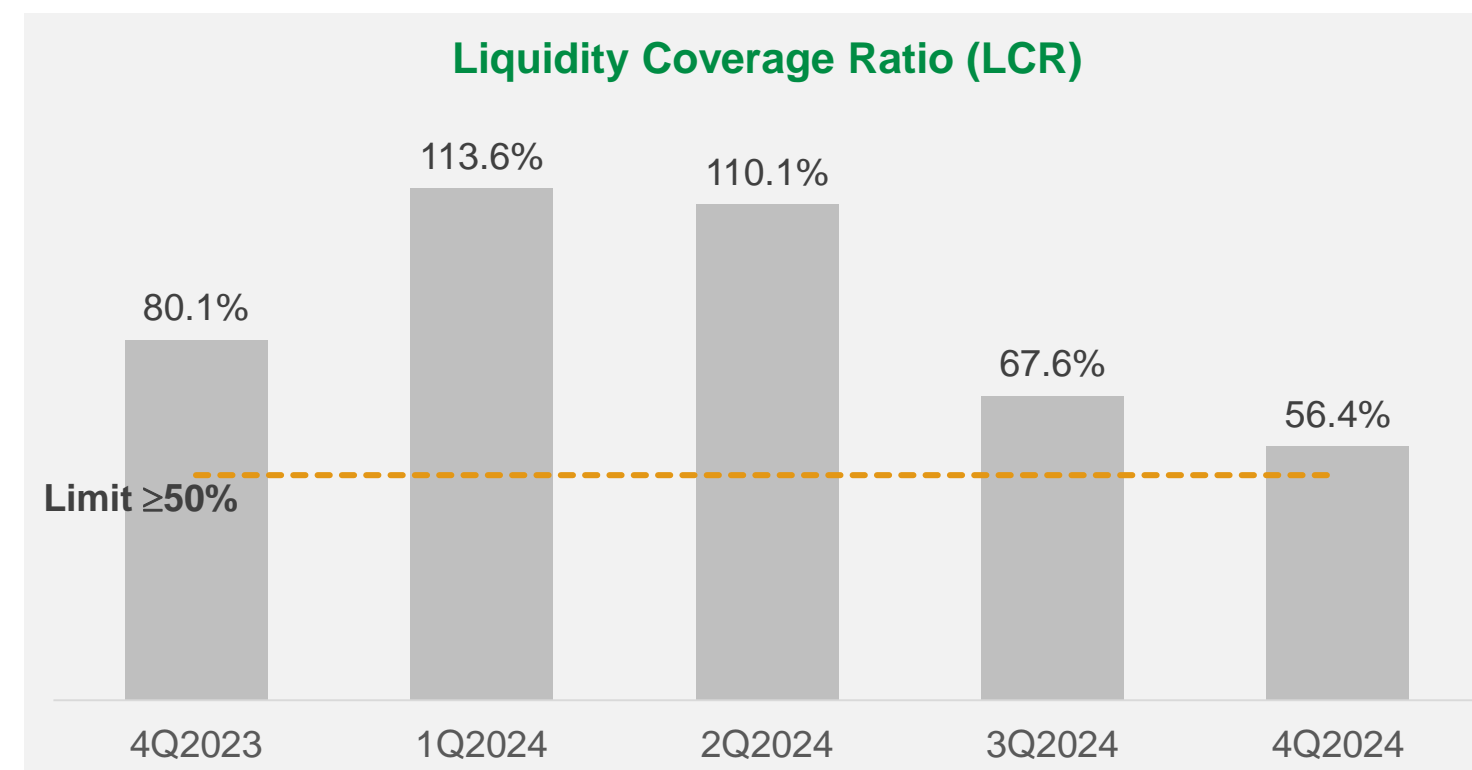
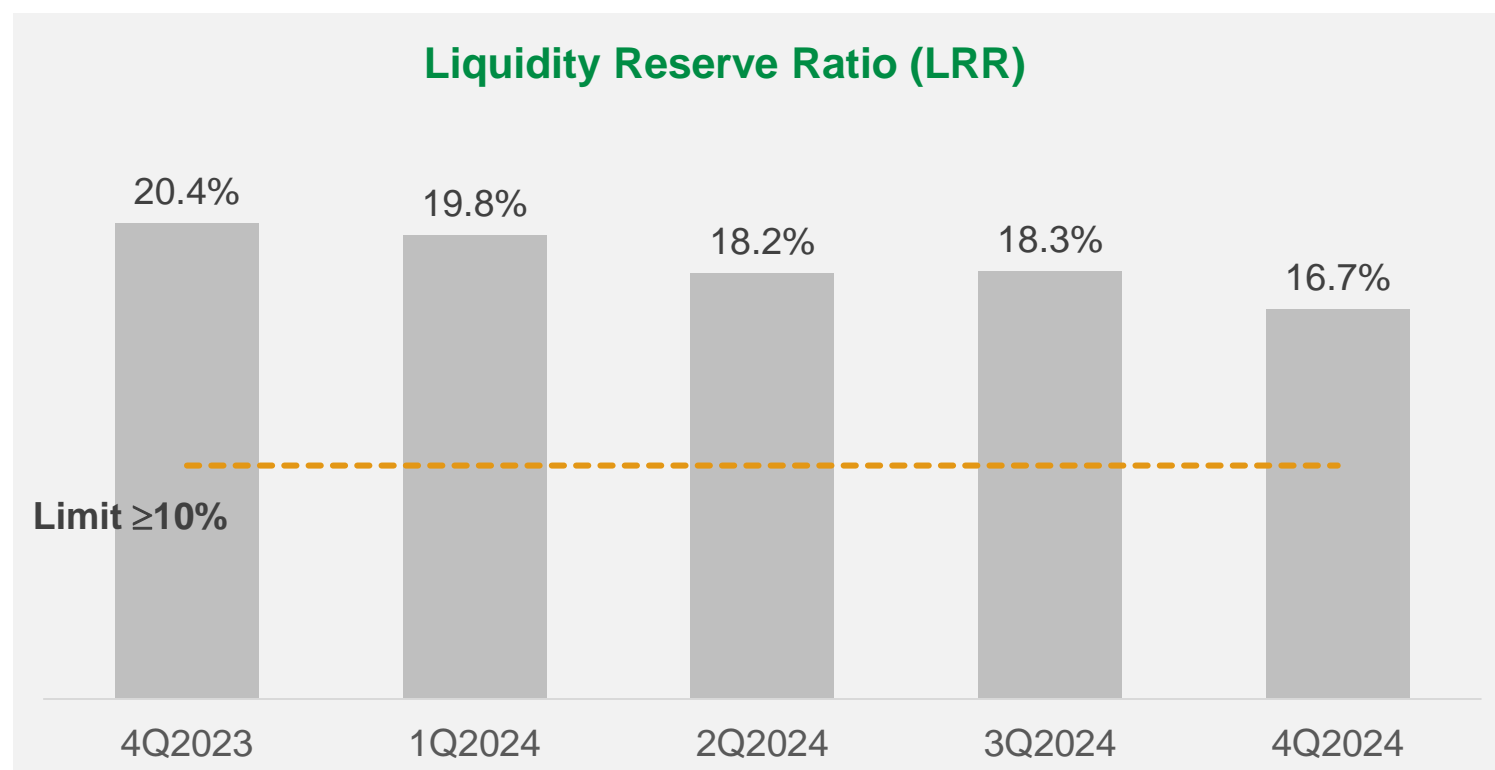
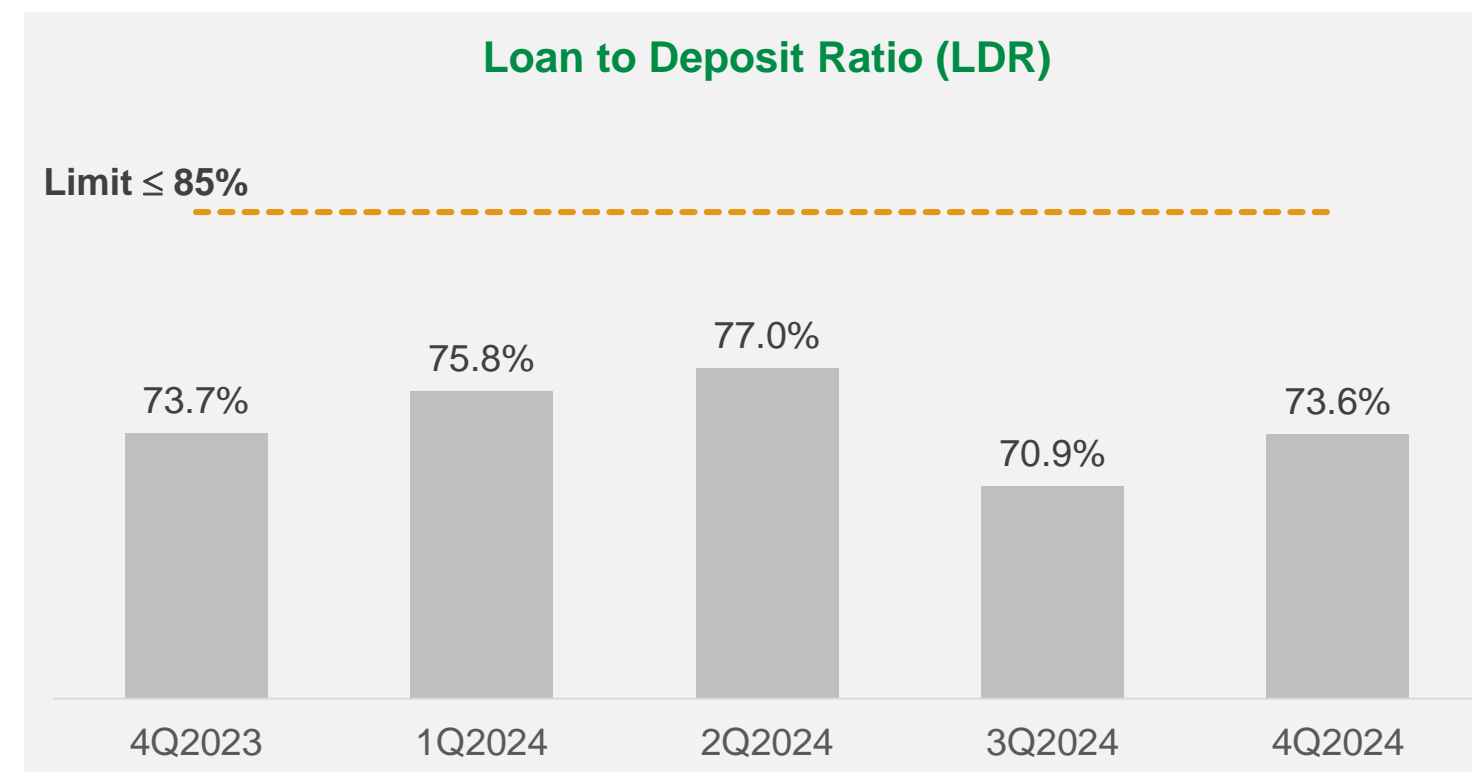
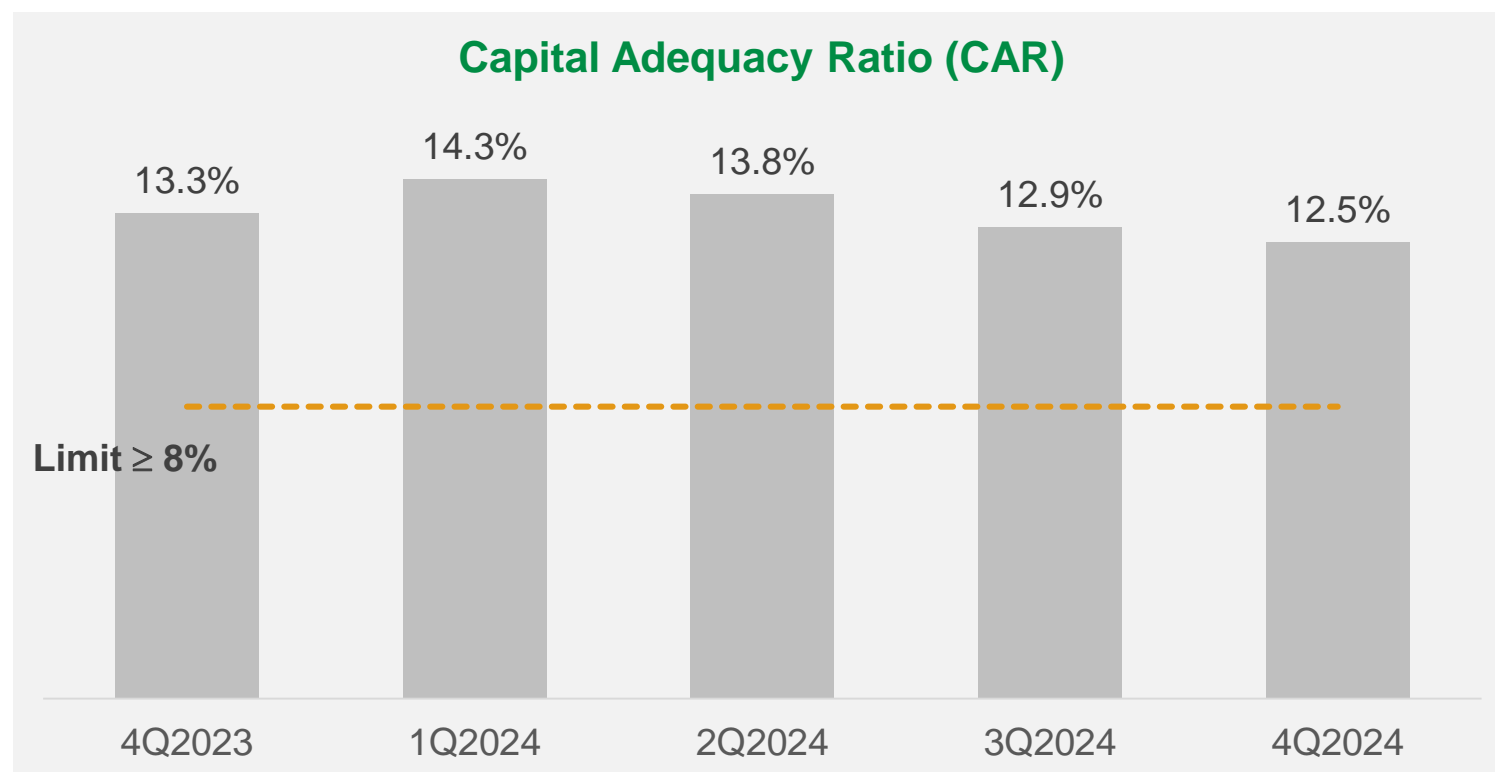


Note: Industry's NPL as of 30 September 2024

Source: SBV, OCB's Q4/2024 consolidated financial statements

### Strong capital, ample liquidity

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



# FY2024 ACHIEVEMENT

# 02

## OPEN BANKING SERVICES

**190+**

Partners since 2019

**150+**

OPEN APIs

**110+**

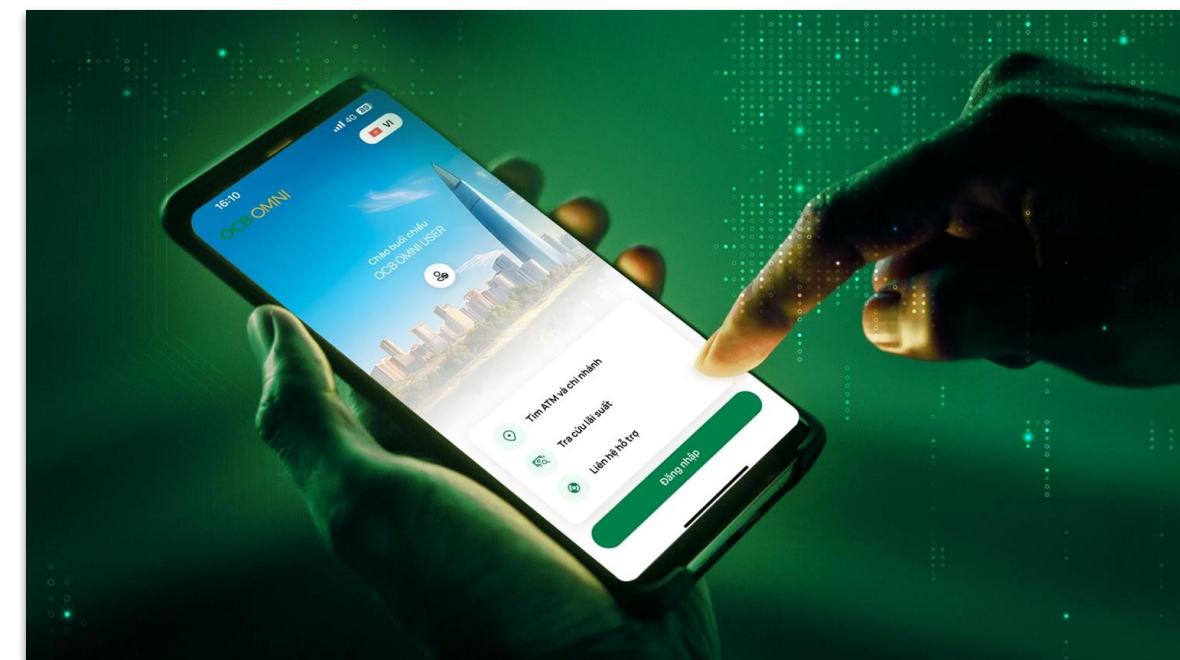
New partners in 2024

**6000B+**

Transaction amount /  
month

**96.2%**

Digital transactions  
in 2024



### Launching **OMNI 4.0**:

Transaction per active user has **increased by 70%** 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



## Customer No.

**▲ 135% YoY**  
Number of customers



## Credit Limit Granted

**▲ 114% YoY**  
Credit Limit Granted to customers



## Deposit

**▲ 153% YoY**  
CASA, PigG, Flexible Saving



## Customer Spending P2P Volume Processing (NAPAS)

**▲ 169%**  
From Liobank to Other Banks  
**▲ 153%**  
From Other Banks to Liobank



# THE LEADING GREEN BANK in VIETNAM

## Renewable Energy

Solar, wind, hydro electricity

## Green Building

A+ class building

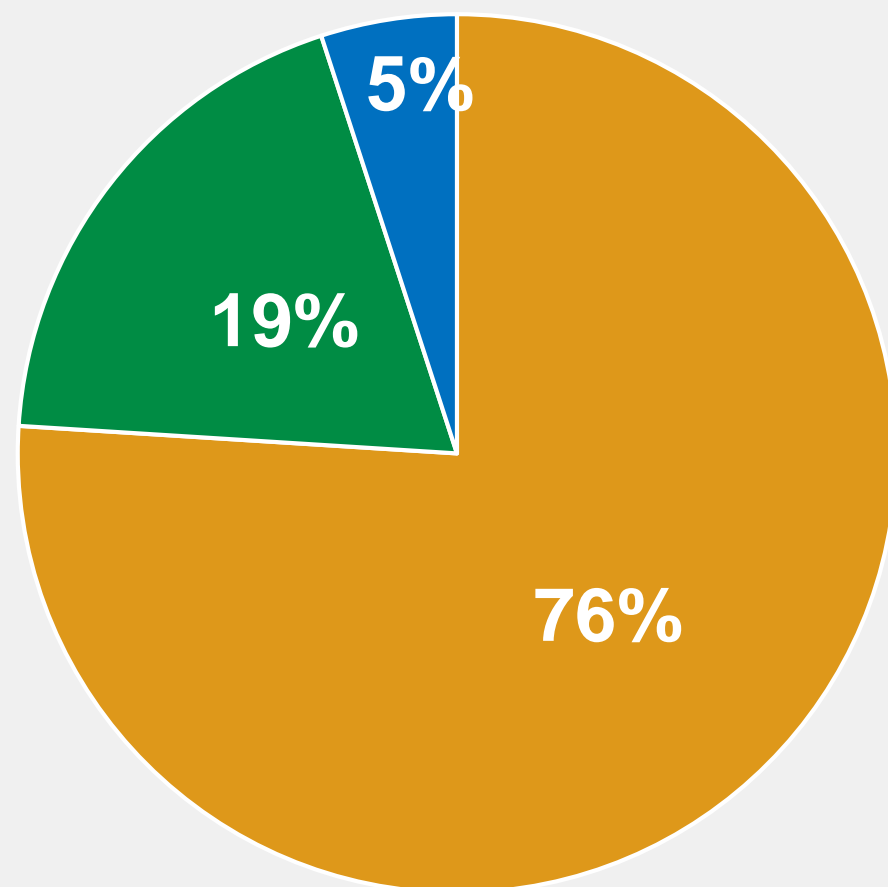
## Waste treatment, water supply

Waste treatment, clean water supply

## Smart Agriculture

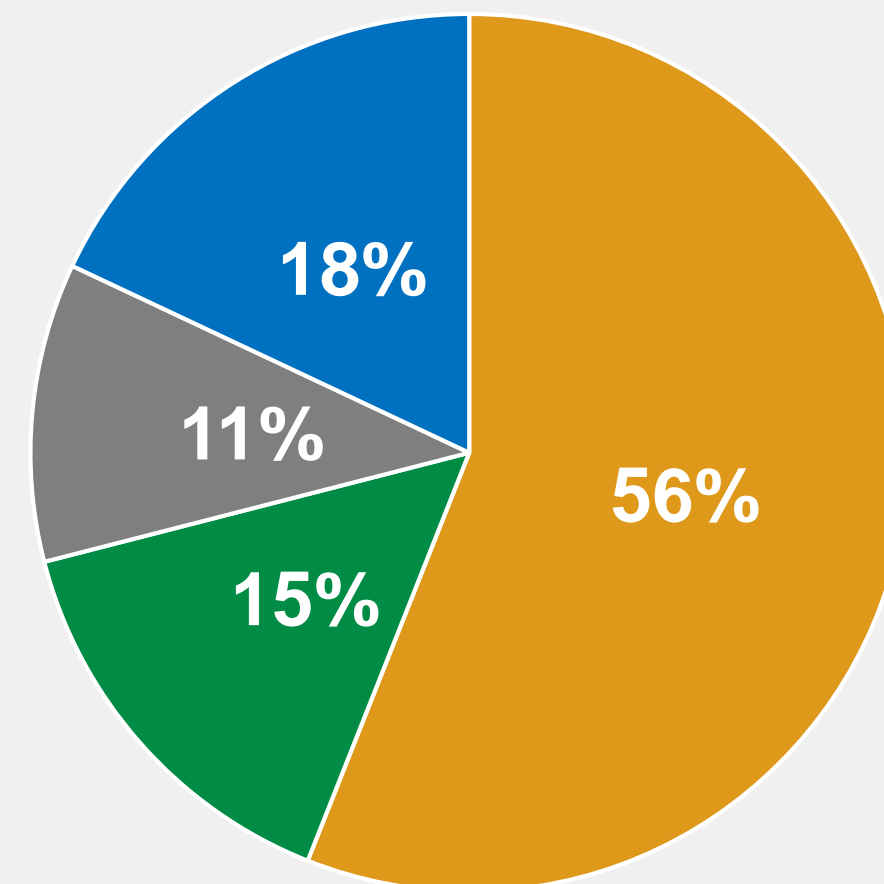
Sustainable planation, drip irrigation, water storage

### GREEN LOAN PORTFOLIO BY CATEGORIES



**2023**

**10.3%** total outstanding loan\*



**2024**

**11.1%** total outstanding loan\*

(\* ) The figures have been adjusted compared to the Q3 2024 meeting due to a change in the calculation method, where the Green Outstanding Loan Ratio = Total Green Outstanding Loans / Total Outstanding Loans.



04/2024

## STRATEGIC PARTNERSHIP SIGNED WITH IFC, AIMING TO BECOME A LEADING GREEN BANK IN VIETNAM

Focusing On Green Bank Transformation And Enhancing Digital Banking Services For SMEs And Retail Customers

## STRATEGIC PARTNERSHIP WITH GENESIA VENTURES

Aiming To Support And Promote The Development Of Technology Startups In Vietnam

09/2024



## UNSECURED LOAN PRODUCT FOR STARTUP BUSINESSES

To address the challenges faced by startups during the "funding winter," OCB offers a tailored loan solution for startups operating for at least one year, with more "accessible" conditions:

- Unsecured loans (no collateral required)
- Loan limits of up to VND 3 billion
- Flexible loan terms (up to 12 months)



10/2024

## PARTNERSHIP SIGNED WITH SMEDF THROUGH A FRAMEWORK AGREEMENT FOR INDIRECT LENDING

Creating Opportunities For SMEs in Vietnam To Access Preferential Capital And Optimal Financial Solutions

## 4 AWARDS

### RELATED TO SUSTAINABLE DEVELOPMENT



**TOP 50 SUSTAINABLE ENTERPRISES ESG LEADERSHIP AWARD**  
The Business Review  
In 08/2024

TOP 50 DOANH NGHIỆP PHÁT TRIỂN BỀN VỮNG  
Do Tạp chí Nhip cầu Đầu tư bình chọn



**SUSTAINABLE DEVELOPMENT REPORT OUTSTANDING PROGRESS AWARD**  
VN Listed Company Awards (VLCA)  
In 11/2024



**TOP 100 SUSTAINABLE ENTERPRISES (TRADE - SERVICES FIELD)**  
Center for Sustainable Infrastructure (CSI)  
In 11/2024

CSi 100 DOANH NGHIỆP BỀN VỮNG 2024  
TOP 100 DOANH NGHIỆP BỀN VỮNG TẠI VIỆT NAM NĂM 2024



**TOP 25 LEADING LISTED BRANDS IN 2024**  
Forbes Vietnam  
In 12/2024

## STRENGTHEN THE IMPLEMENTATION OF COMMUNITY PROJECTS

### Supporting the Community in Adapting to Climate Change

- Post-typhoon recovery support (Yagi)

### Enhancing the Education Quality

- Partnership with Kien Giang Education Fund
- Scholarship sponsorship for Yersin University, Da Lat
- Funding Minh Thanh Secondary School construction in Tuyen Quang



### Community Contribution Activities

- Gratitude activities for War Invalids and Martyrs Day
- Temporary housing elimination initiative

### Environmental Projects and Emission Reduction

**1.065** trees  
from the Christmas Market & Auctioned Gifts

**392 kg**  
of donated items sent to GAIA

## FIRST PUBLICATION OF INDEPENDENT SUSTAINABILITY REPORT



## ISSUE INTERNAL ESG POLICIES

**OCB**  
Upgrading & issuing new regulations on environmental & social risk management in credit

**OCB**  
Implementing environmental & social standards for supplier assessment

**OCB**  
Understand correctly about protecting customer personal data

## DEVELOP BANK-WIDE GREEN ACADEMY FRAMEWORK

Some highlighted ESG courses

Investment Management and E&S Risk Management

Code of Conduct and Professional Ethics

Personal Data Protection Policy  
(According to Decree No. 13/CP)

Green Foundation



### 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*

# **FY2025 OUTLOOK AND LONG-TERM STRATEGY**

03

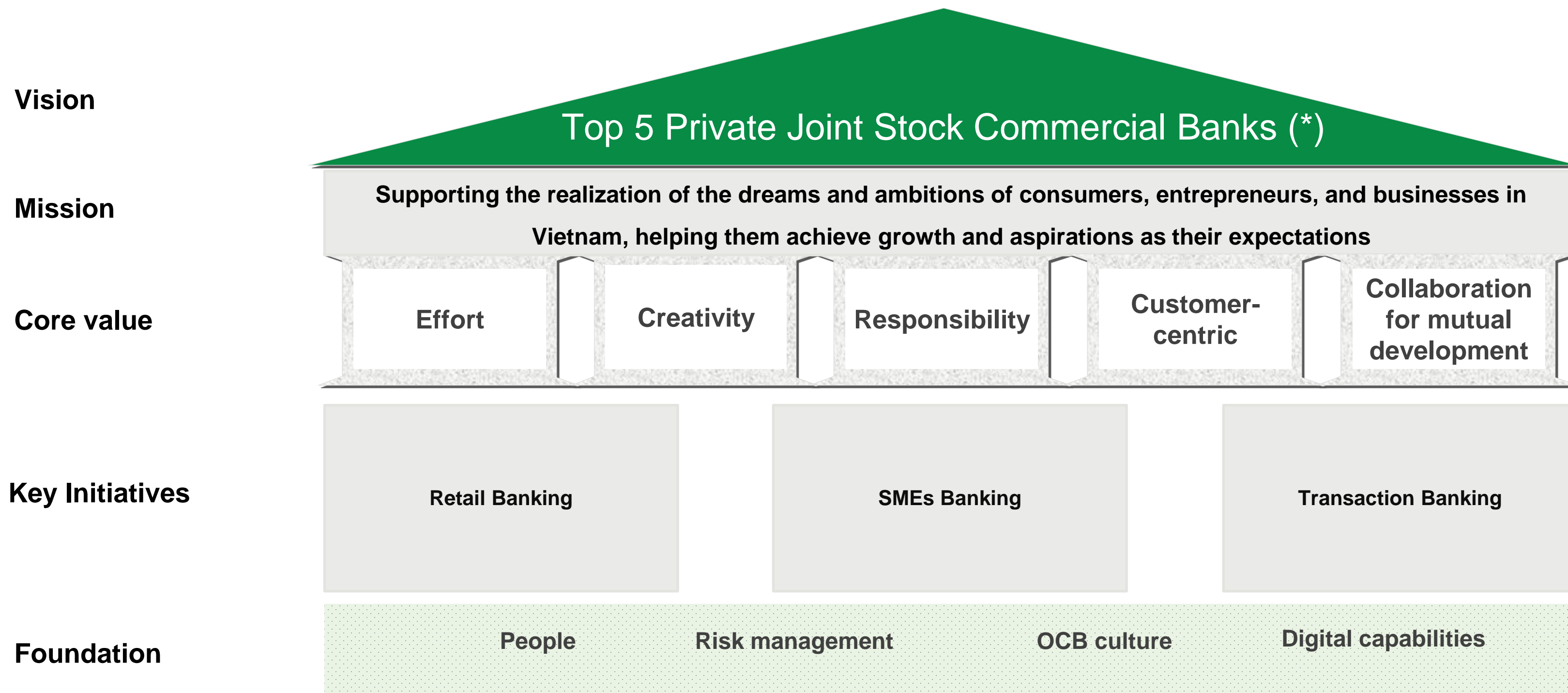
## Macro environment

- The global economy is entering a new phase following President Trump's victory, accompanied by commitments to deliver robust economic growth for the U.S. and strong tariff policies that have raised concerns about **a potential Trade War 2.0 in 2025**.
- Expectations for the **Fed's interest rate cuts will halt at a neutral rate of 3.5%**, and **other central banks will also need to consider cutting rates** if their currencies depreciate significantly against the USD.
- **Interest rates remain stable, creating favorable conditions for economic growth target of at least 8% in 2025**, as efforts to combat inflation broadly successfully.
- **2025 Credit growth target is 16%**. Non-performing loan pressure persists in the banking sector amid economic volatility and a slow recovery in the real estate market.

## 2025 Business Outlook (\*)

Metrics	FY2024A	FY2025F	Note
Credit growth	19.6%	SBV Quota	Above industry's average; by focusing on Retail banking and SMEs
NIM (Trailing 12months)	3.5%	↑	To be improved thanks to optimizing cost of funds
NPL ratio (SBV)	2.4%	Compliant	To be in compliance with regulations (<3%)
TOI growth (YoY)	12.7%	↑	To increase with higher growth rate than 2024; by credit expansion, improving NFI, FX trading, and bad debt recovery.
PBT growth (YoY)	-3.2%	↑	To increase at least 30%

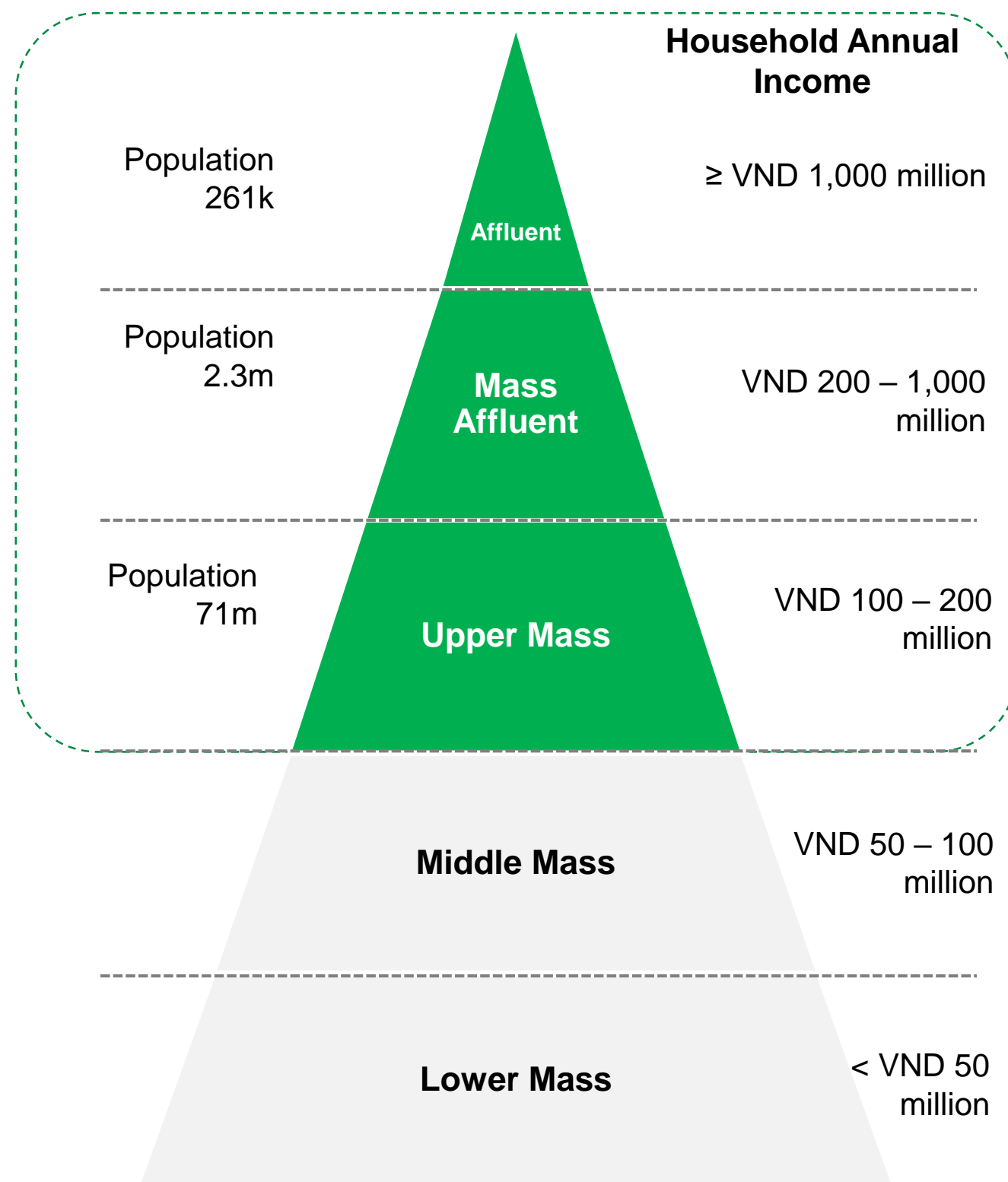
(\*) Detailed 2025 Plan will be disclosed after 2025 AGM



(\*) ROE, Digital, ESG



## Retail Banking Segment Focus



## Product Focus

- Banking products
- Insurance, investments
- Privileges, exclusives

- Payments
- Loans
- Credit cards
- Insurance: health, life insurance
- Investments

- Payments
- Loans
- Credit cards
- Insurance: health, life insurance

- Basic banking products

## Liobank Action Plan



### Product Development

1. Deploy new top-in-class onboarding and payment features: Onboarding via VNeID, Cash Withdraw by QR.
2. Launch new products: Term deposits, Cash loans, BNPL with merchant partners, Premium Cards, Insurance, 2<sup>nd</sup> debit card, Investments, and SME financing.
3. Improve proprietary credit scoring models, allowing Liobank to grant credit access to mass market, including segment that has little-to-no credit history



### Marketing

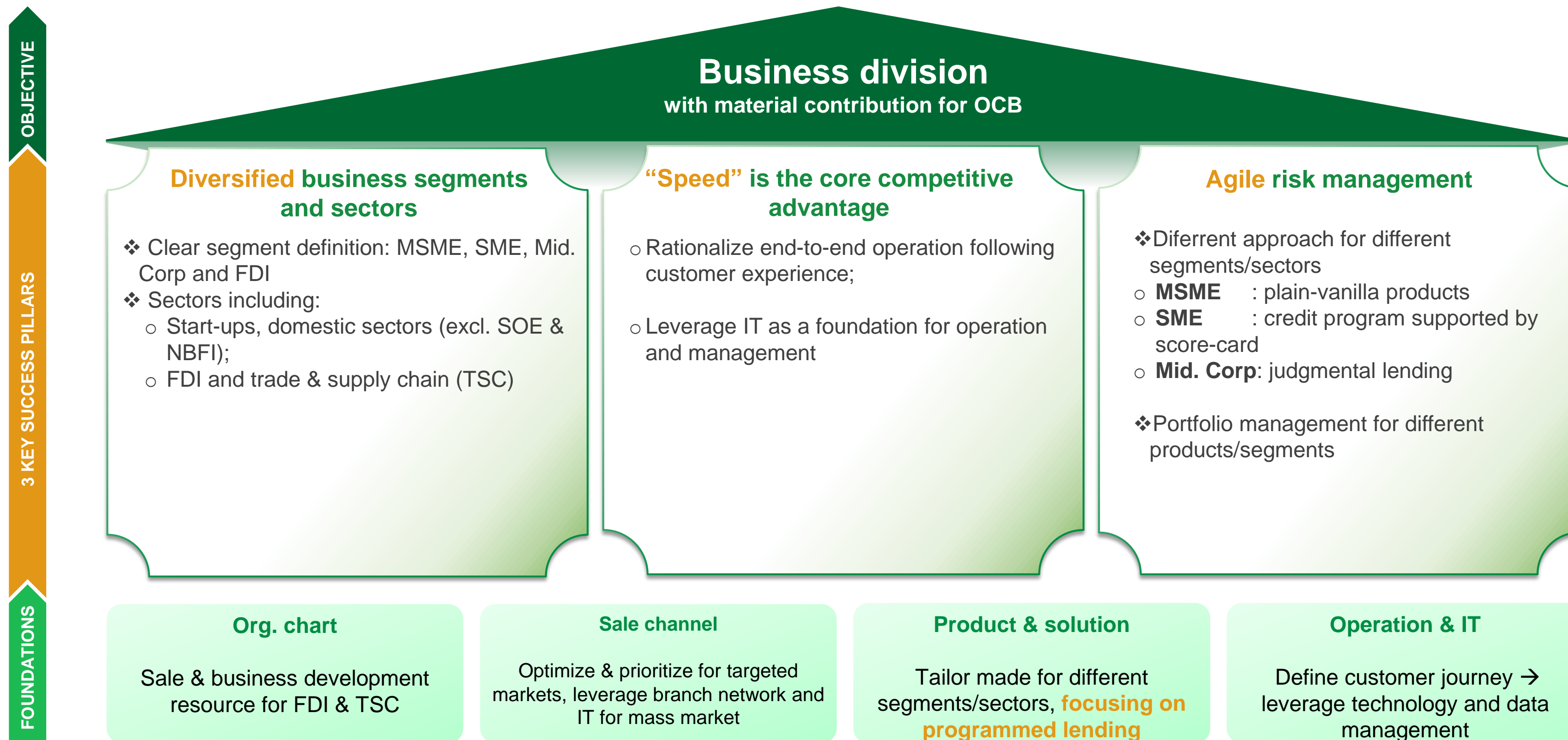
1. Cooperate with VISA to Launch VISA cards as VISA's New Digital Partner
2. Deploy Marketing channels with KOLs on social media, focusing on educating Liobank clients on financial literacy and solutions
3. Issue attractive cashback program for Utilities & Metro customers.



### Operations

1. Deploy top-in-class Customer Service Level and programs with 5-Star Rating on App Stores
2. Deploy the AI model to grade Customer Service Quality, targeting a hybrid AI/agent model to enhance customer experience

**VISION: Become the preferred financial partner for corporate client's sustainable growth**








## Transaction Banking Department Establishment in 2024

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

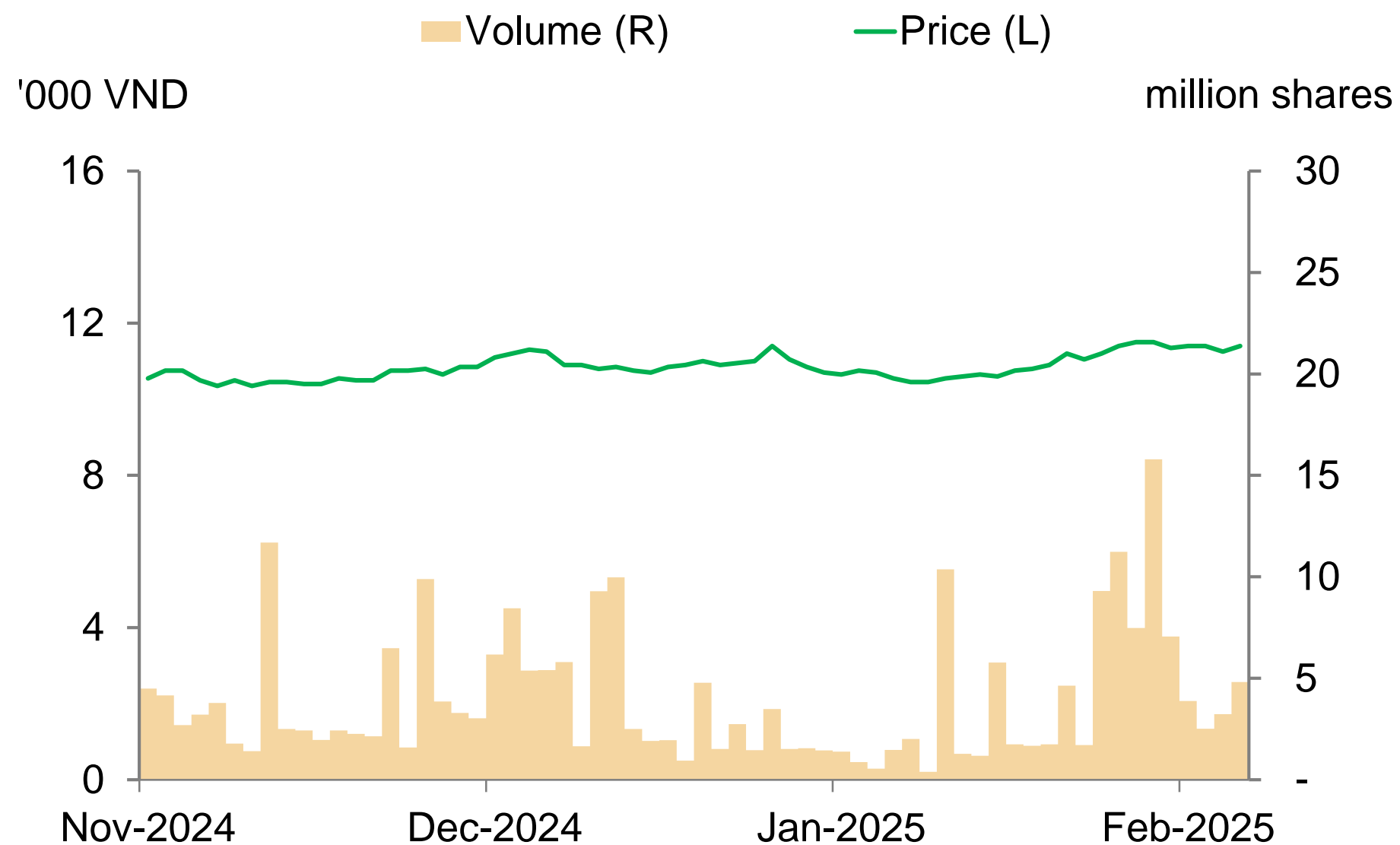
	<b>Positioning and sustainability</b>	Top banks in transaction banking with ESG-linked products and services
	<b>Target client segmentation</b>	Small and medium enterprises (SMEs), FDI, customers being distributors or suppliers to MNC anchors, customers in agricultural industry supplying “green” products,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

# APPENDIX

# 04



### STOCK PERFORMANCE IN THE LATEST 3 MONTHS



TRADING STATISTICS	14/02/2025
Closing price (VND)	11,400
3M Highest closing price (VND)	11,500
3M Lowest closing price (VND)	10,350
Outstanding shares (million shares)	2,465
3M Average trading volume (million shares)	3.99
Market cap (VND billion)	28,110
EPS (TTM) (VND)	1,287
Book value per share (VND)	12,844
P/E	8.86
P/B	0.89

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

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