

BIDV **R**evue



A Newsletter of Bank for Investment and Development of Vietnam JSC

Issue No. 19 | Aug 2016

Business
ON THE MOVE

STP
EXCELLENCE AWARD



Ha Long Bay, Quang Ninh province, Vietnam

ABOUT BIDV

Established in 1957, BIDV has grown to become one of the leading commercial banks in Vietnam. The bank boasts subsidiaries in finance, banking, securities and insurance. BIDV has expanded its business to the international markets including Lao PDR, Cambodia, Myanmar, Czech Republic, Russia Federation and Taiwan (China). BIDV stock (BID) is listed on the Ho Chi Minh City Stock Exchange (HOSE). For more information, please visit www.bidv.com.vn



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Editor's Letter

Dear readers,

The month of August began with numerous investment conferences and events co-organised by BIDV.

On 6 August, BIDV collaborated with Ha Nam Province to organise the largest scale conference to date on investment into Ha Nam. The conference provided opportunities for the province to introduce its preferential policies, potential and investment opportunities to investors. Two days later, the bank worked with Thua Thien Hue Province to hold a conference on investment and tourism. These conferences saw many commitments being made that will benefit both provinces, boosting their socio-economic development.

As the leading financial institution in Vietnam, BIDV has been pioneering in connecting Vietnam and Thailand. On 17 August BIDV co-organised a workshop to celebrate the 40th anniversary of diplomatic relations between Vietnam and Thailand.

In the run up to the 60th anniversary of BIDV, the bank organised events including

Sports Festival and Best Cashiers contest, providing opportunities for the bank employees to show their talents and enhance the bank's corporate culture.

In addition to many prestigious awards and accolades received in the year, BIDV has been awarded the STP Excellence in International Payments for 2015 by the Bank of New York Mellon for the eighth consecutive year. The award demonstrates the recognition of a major international financial institution for BIDV's endeavours in improving the quality of its services towards a bank of international standards.

This issue also provides a picture of banking profit, the highlights being an increase in both total assets and profit.

This issue's lifestyle corner features Ca Mau Province, the southernmost point of Vietnam, where humans and nature coexist in harmony amid picturesque islands and lush forests. The corner also introduces Quan Ho Bac Ninh folk singing, the most melodious of any of Vietnam's folk songs. ♦



Hoan Kiem Lake in the centre of Hanoi

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PHAN ANH



BIDV headquarters in Hanoi, Vietnam

Business on the move

On 30 August 2016, BIDV organized a meeting to review the business performance and is set to fulfil the business plan of 2016.

As of 30 August 2016, BIDV's total assets saw a good growth and maintained its leading position among commercial banks with the figure being VND934,162 billion (USD41.9 billion), up 22% year on year and up 9% year to date.

The bank's mobilized deposits reached VND866,916 billion (USD38.8 billion), up 9.4% from the previous year. Retail deposits reached VND421,645 billion (USD18.9 billion), up 18.8% from a year earlier. Short-term deposits increased by 25%, and demand deposits increased by 7.5%. The capital adequacy ratio has been ensured

according to regulation.

Credit growth of the bank in the past 8 years closely followed the goal assigned by the central bank. Total size of the credit and investment reached VND888,829 billion (USD39.8 billion), an increase of 11.2% year to date. Credit structure continued to focus on retail and small and medium-sized enterprises.

Difference between revenue and expenditure increased by 26% over the same period last year. Net service income saw an increase of 14.5% year on year, representing 13.2% of the total net income of the BIDV system.

In the first 8 months of the year, BIDV's network expansion was highlighted with 22 new branches and 16 transaction offices established, increasing the network size to 190 branches and 815 transaction offices,

1,823 ATMs and 31,390 POS. In foreign countries, BIDV opened a representative office in the Russian Federation and a branch in Myanmar and takes steps for the establishment of a representative office in Japan. ♦

In the past 8 months, BIDV earned recognition from prestigious organizations, among them are:

- Top 2000 world's largest companies 2016 (from Forbes);
- Vietnam Excellent Brand (from Vietnam Economic Times)
- 11 Fixed Income Poll awards (from Asiamoney);
- Best Retail Bank of Vietnam 2016" (from The Asian Banker);
- Highly commended award: Excellence in Social Media – Customer relations & Brand engagement (from Retail Banker International)

BIDV rated 'strong and stable'

Standard & Poor's (S&P) has affirmed its 'B+' long-term and 'B' short-term issuer credit ratings for BIDV. The outlook for the long-term rating is stable.

Published on 11 August, S&P also affirmed its 'axBB' long-term and 'axB' short-term ASEAN regional scale ratings for the bank.

"We affirmed the ratings primarily because we expect BIDV to maintain its strong franchise and profitability as compared to its peers in Vietnam," S&P Global Ratings credit analyst Amit Pandey said. "We expect BIDV will maintain its market position and business stability over the next 12 months."

S&P also expects BIDV's risk-adjusted capital (RAC) ratio to remain at 2 - 2.2% over the next 12 to 18 months, and the bank's loan growth to be 18 to 20% over the next few years. S&P also anticipates stable profitability with the ratio of core earnings to average assets of about 0.7%.



"The stable outlook on BIDV reflects our expectation that it will maintain measured growth and capital management policies over the next 12 months," Pandey said.

The bank's asset quality is comparable to the industry average, with a gross non-performing loan (NPL) ratio of 1.7% at end-2015 versus the industry average of 2.6%. ♦

NGUYEN TRAN



Phu Ly City, Ha Nam

Ha Nam anticipates investment influx

The People's Committee of Ha Nam Province collaborated with the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) to organise the largest-scale conference to date on investment into Ha Nam which took place on 6 August.

Vietnamese Prime Minister Nguyen Xuan Phuc and leaders of ministries, agencies and provinces; economists and experts; representatives from diplomatic missions, international organisations, financial institutions and media agencies and more than 400 delegates attended the conference.

POTENTIAL

The conference was organised with the aim of introducing preferential policies, mechanisms, potential, projects and investment opportunities of Ha Nam Province to investors.

Ha Nam Province holds an important geographical position in the Red River Delta region, 50km away from Hanoi. The province has a diverse transportation network with nearly 50km of railroad, more than 4,000 km of roads, and 200km of waterways.

GDP growth in the province averaged at 13.05% annually for the period 2011-2015, reaching 15.1% in 2015 - the highest growth rate over the past six years. In 2015, industry and construction accounted for 58.3%

of GDP, services for 29.1%, and agriculture, forestry and fisheries for 12.6%. The industrial sector saw high growth with total industrial output value of the past five years increasing by 21.3% per year, significantly higher than the overall growth of the country, which is roughly 10%. Production in the industrial zones saw an average growth rate of 28.1% annually.

Ha Nam was among the top 15 highest FDI attracting provinces. By the end of June 2016, the province had nearly 600 active investment projects, with registered capital of USD4.95 billion, 170 of which were FDI projects with total registered capital of over USD1.78 billion. According to the Provincial Competitiveness Index (PCI) 2015 rankings, Ha Nam ranked 31st, up 14 places from 2014.

COMMITMENTS

Ha Nam has demonstrated its increased competitiveness in the business climate. Mr. Nguyen Xuan Dong, Chairman of Ha Nam Province confirmed: “Ha Nam is creating favourable conditions for investors through preferential policies on land rental, infrastructure, administrative procedures, the handing over of cleared land without fees to enterprises for building houses for workers, and supporting enterprises in the training and recruitment of workers. The province maintains a consistent policy on investment, promptly handling obstacles and difficulties encountered by investors; ensuring security and social order and creating a favourable and liberal investment environment; thereby strengthening the province’s competitiveness to make Ha Nam an attractive destination for investors, workers and visitors.”

Priority areas for investment include supporting and manufacturing industries; products which employ cutting-edge and advanced technology, energy efficiency and reduced environment pollution; promoting mechanised and sustainable agriculture, and supporting enterprises in investing in high-tech and sustainable agricultural production. The province has reserved an area of nearly 1,000 hectares for planting and processing clean, high-value fruit and vegetables and aspires to become a high-quality hub for medical treatment, human resource training and tourism by 2020.

Addressing the conference, the Prime Minister Nguyen Xuan Phuc lauded Ha Nam Province for their efforts in administrative reform and the ten commitments made by the province’s

leaders. The Prime Minister affirmed: “I appreciate that Ha Nam Province and BIDV have successfully cooperated for many years in organising investment promotion events which were attended by hundreds of investors both local and foreign. This is a good cooperation between a leading commercial bank and a province wishing to develop. I recommend that other provinces study this cooperation model to gain mutual development benefits.”

At the conference BIDV committed to providing VND20 trillion loans (USD897 million) for key projects in the province, with priority given to infrastructure projects in industrial zones, mechanical engineering, supporting industries, high-tech industries, processing industries, amongst others.

In the framework of the conference, Ha Nam Province signed a cooperation agreement on socio-economic development for the period 2016 - 2020 with BIDV and awarded investment registration certificates and investment approval to ten enterprises with total investment value of over

VND17 billion (USD762 million), including a semiconductor, LED project of Seoul Semiconductor Group (South Korea) in Dong Van 1 with total investment of USD300 million.

BIDV Ha Nam signed four memoranda of understanding on providing credit worth nearly VND4,000 billion (USD180 million). The bank said in the period 2016-2020 it would continue collaborating with Ha Nam Province on its socio-economic development, focusing on two main areas namely the planning of Phu Ly city and the planning of Ha Nam’s tourism.

In addition to the support for socio-economic development, BIDV has contributed to social security in the province. At the conference BIDV awarded three ambulances to district hospitals, namely Ly Nhan, Binh Luc and Duy Tien, totaling VND3 billion (USD135,000), increasing its social security donation to the province to date to VND35 billion (USD1.6 million), focusing on health, education, rural development, and sustainable poverty reduction. ♦



Representatives of BIDV and Ha Nam province signed agreement on socio-economic development

THI HUONG

Creating optimum business climate for investors



On 8 August the People's Committee of Thua Thien Hue Province collaborated with BIDV to hold a conference on investment promotion and tourism development in the province.

Deputy Prime Minister Vuong Dinh Hue, representatives from ministries, agencies and nearly 500 delegates from media agencies, business associations and other organisations attended the event.

The conference aims included introducing the potential opportunities for investment promotion and tourism development in Thua Thien Hue Province as well as the goals of the socio-economic development plan in the period 2016-2020. The conference also provided a forum for organisations, businesses, and investors both local and foreign to meet and talk with the government and enterprises of the province.

Mr. Le Truong Luu, Secretary of the Party Committee of Thua Thien Hue



BIDV Senior Executive Vice President Nguyen Thien Hoang (L) signs financing agreement with Thua Thien Hue authority

Province, said: "In recent years, with BIDV's support, the province has seen positive changes regarding calling for investment. Resolutions on investment promotion and investment support have been made."

Mr. Nguyen Van Cao, Chairman of

the province made the following commitment: "The provincial government is committed to creating a liberal, convenient and efficient investment environment for investors; and is willing to meet with businesses and investors to listen, discuss and solve problems as well as giving timely



Angsana Lang Co Hotel & Resort, Hue

direction to support investors in their investment in the province.”

In order to attract more investors, the province has developed preferential policies; made overall improvements to the business environment and delivered commitments to investors including supporting infrastructure development to project fences; providing labour resources; supporting the training of local workers; holding dialogues with and supporting investors to complete administrative procedures in accordance with law.

Since the end of 2015, a number of large enterprises have expressed their interest in and implemented many projects in the province, including the construction of Phong Dien Industrial Zone infrastructure and the establishment of Hue – Bangkok, Hue – Da Lat, Hue - Nha Trang flight routes. Potential large-scale projects such as resorts, production factories, upgrading of airports, and the construction of harbours are currently being studied.

Addressing the conference,

Deputy Prime Minister Vuong Dinh Hue welcomed and spoke of his appreciation of the initiative and efforts of Thua Thien Hue Province and BIDV in organising the conference. The Deputy Prime Minister encouraged the province to focus on developing healthcare and education, and promoting the strengths of the province, considering tourism as a key sector and ensuring the harmony between cultural conservation and development.

BIDV played four roles in the conference, namely the initiator and co-organiser; crowd-funder, sponsor and credit provider.

The bank committed to provide credit to support the development of socio-economic development programmes and projects in the period 2016-2018, focusing on three potential areas - industry; trade and services; and high-tech agriculture. BIDV said it would consider supporting and coordinating with the province to organise programmes and events to promote and attract domestic and

foreign investment into the province while introducing potential investors, especially those from the Chan May Economic Zone.

BIDV Chairman Tran Bac Ha confirmed: “BIDV is committed to accompanying enterprises on their investment in the province. The bank not only provides capital and services to businesses in their early stages but also supports them throughout their business and investment activities with the most favourable interest rates, longest tenor and best service quality.”

At the conference, the province awarded 16 investment certificates totaling VND7,744.5 billion (USD247.3 million) and signed six cooperation agreements with partners and investors.

BIDV signed a grant agreement totaling VND7 billion (USD314,000) on the planning of Thua Thien Hue Province. The Bank also signed master credit agreements to finance seven projects with total investment of VND4,558 billion (USD204.4 million). ♦



Bangkok, Thailand

40 years of successful relations

On 17 August, in Udon Thani, Thailand, BIDV co-organised a workshop celebrating the 40th anniversary of diplomatic relations between Vietnam and Thailand in collaboration with Udon Thani Rajabhat University and the Vietnamese People's Association in Udon Thani Province.

According to BIDV board member Nguyen Huy Tua, 2016 marks the 40th anniversary of diplomatic relations between Vietnam and Thailand. The governments and embassies of the two countries organised many cultural and economic events to commemorate the occasion. These provided opportunities for representatives of the two countries to meet, interact and exchange information about each country's socio-economic situation and seek opportunities for cooperation and investment. Particular attention was given to helping overseas

Vietnamese better understand the policies and achievements of Vietnam over the past 30 years.

In June 2013, Vietnam and Thailand were the first two ASEAN countries to establish a strategic partnership with five main pillars, namely, political relations; defense and security cooperation; economic cooperation; socio-cultural cooperation; and regional and international cooperation.

Currently, Thailand is Vietnam's major trade partner in the ASEAN Bloc, with two-way trade turnover reaching nearly

USD11 billion in 2015, and expected to reach USD20 billion by 2020. Thailand is the 11th largest investor in Vietnam with a total registered capital of USD7.3 billion.

As the leading financial institution in Vietnam, BIDV has been pioneering in establishing business relations in Thailand, especially in Udon Thani Province. The bank funded the construction of Ho Chi Minh Educational and Tourism Historical Site in Noong village as well as chairing the Vietnam - Thailand Economic Cooperation seminar. The bank helped establish the Vietnam - Thailand Business Association and assists in connecting the overseas Vietnamese community in Thailand.

Vietnamese Minister Counsellor Pham Thanh Nam voiced his appreciation of the practical contributions BIDV has made over the years to the development of relations between localities of the two countries, especially Udon Thani Province. ♦



Nong Prajak Lake in Udon Thani, Thailand

TUE MINH

BIDV inks contract with VNPT Vinaphone Hanoi

BIDV and VNPT Vinaphone Hanoi signed a contract on provision of services on 5 August, further cementing the strategic partnership between BIDV and VNPT.

Aiming to further the partnership as well as creating convenient products and services, BIDV Transaction Centre 3 - authorised by BIDV - signed the contract with VNPT Vinaphone Hanoi.

Under the contract, BIDV will provide financial and banking services to VNPT Vinaphone Hanoi and Vinaphone Corporation. In the interim, BIDV and VNPT Vinaphone Hanoi will cooperate

in card services, charge collection via the banking service as well as payroll services. BIDV will facilitate Vinaphone as well as its VNPT Vinaphone Hanoi in using the bank's services to optimise economic benefits.

Addressing the signing ceremony, Mr. Le Trung Thanh, Senior Executive Vice President of BIDV, said: "We believe that with BIDV's support, Vinaphone and its member units will continue operating effectively, affirming their position as one of the leading enterprises in Vietnam's telecommunication sector."

The signing reaffirms BIDV's long-term commitment to Vinaphone and to the development of Vietnam's

telecommunications in general. The memorandum of understanding on comprehensive cooperation signed between the lender and the telecommunications giant VNPT, of which Vinaphone is a member, marks an important step in the relationship between the two.

In March 2016 BIDV signed a comprehensive co-operation agreement for the period of 2016-2020 with the Vietnam Post and Telecommunication Group (VNPT). The two sides pledged to prioritise the use of mutual services to create products and services for customers. BIDV committed to funding VNPT's and its member units' projects with total budget of up to VND25,000 billion (USD1.12 billion). ♦



BIDV and VNPT Vinaphone Hanoi representatives sign contract on provision of services



Participants in a photo with BIDV Management

Contest inspires employees

On 26 August in Hanoi, BIDV organised the final of the Best Cashiers Contest for 2016

The contest takes place every three years, aiming to incentivise cashiers and bank tellers to learn from one another and improve their skills by sharing experiences. The contest includes three parts: theory, practice and response to cases. Before attending the final system-wide contest, participants had to successfully compete at branch level and regional level across the country. The 28 best participants won a place in the final contest.

The contest was successfully concluded with one special prize, two first prizes, three second prizes, four third prizes and 18 encouraging prizes. The organising committee also awarded three additional prizes to the contestants.



Judges at the contest

Mr. Tran Xuan Hoang, Senior Executive Vice President, BIDV, Head of the Contest Steering Committee said, “The BIDV Best Cashiers Contest creates momentum for the cashiers and tellers

to learn, and improve their knowledge, processes, understanding of policies and skills. In addition, the contest provides a level playing field that motivates cashiers and tellers in their work.” ♦



QUOC TOAN

Hoai Duc Branch inaugurated

BIDV Hoai Duc Branch was officially inaugurated at the beginning of August this year. The new branch is located at CT1A Building, Tan Tay Do Urban area, Dan Phuong District, Hanoi. On the same day, the branch signed a credit contract worth VND300 billion (USD13.4 million) with Son Ha Group.

The branch currently employs 60 staff and is well-equipped to function as a modern branch offering full services and benefits to customers. According to Mr. Pham Trung Hieu, Director of BIDV Hoai Duc, the branch's main customers at the outset include individuals, small and medium enterprises, and micro enterprises. The branch offers a diverse range of products including deposits, guarantees, remittance, and retail banking services.

At the opening ceremony, BIDV Hoai Duc signed a credit contract worth VND300 billion (USD13.4 million) with Son Ha Group.

In the terms of the contract, the two



BIDV Hoai Duc branch on the opening day

parties will support each other in their banking and financial services as well as brand promotion activities. BIDV will arrange capital as well as provide services and financial solutions to Son Ha. The contract confirmed the long-term and important partnership that exists between the two companies.

Son Ha has partnered with BIDV for

more than 11 years. The signing marks a milestone in the two sides' cooperation and business development.

With the enthusiasm and dedication of the bank's staff and management, Hoai Duc branch is striving to become one of the driving branches of the BIDV system by 2018. ♦

PHAM HUYEN

Festival encourages athleticism amongst employees



Winners at BIDV Sports Festival - Northern Delta region

Looking forward to the 60th anniversary of BIDV, BIDV organized Sports Festival at Ninh Binh Sports venue and stadium, Ninh Binh Province.

The festival provided an opportunity for employees of the bank to participate in physical contests and enhance the bank's corporate culture. Nearly 600 athletes from 22 BIDV branches in the region competed in five sporting events: badminton, table tennis, tug of war, tennis and seven-a-side football.

To prepare for the sports festival, each branch organised time for the athletes to train. The branches constructed

strong teams, devoting time and effort to creating a high-quality tournament with dedicated competitors and fiercely dramatic matches.

Enthusiastic fans and cheerleaders brought a lively and exciting atmosphere to the event, cheering and inspiring athletes for their outstanding athletic displays and sportsmanship.

After two days, the festivals came to an end, with 73 prizes being awarded. The most notable winners were BIDV Hai Duong, BIDV Thanh Dong, and BIDV Quang Ninh. The organising board selected the most outstanding athletes to attend the final Sports Festival of BIDV, scheduled to take place in September this year in Da Nang City. ♦

THANH HUYEN

Remark upon contributions to stock market

In the 16th anniversary of Ho Chi Minh City Stock Exchange (HSX), BIDV was awarded a medal for its contributions to the development of HSX.

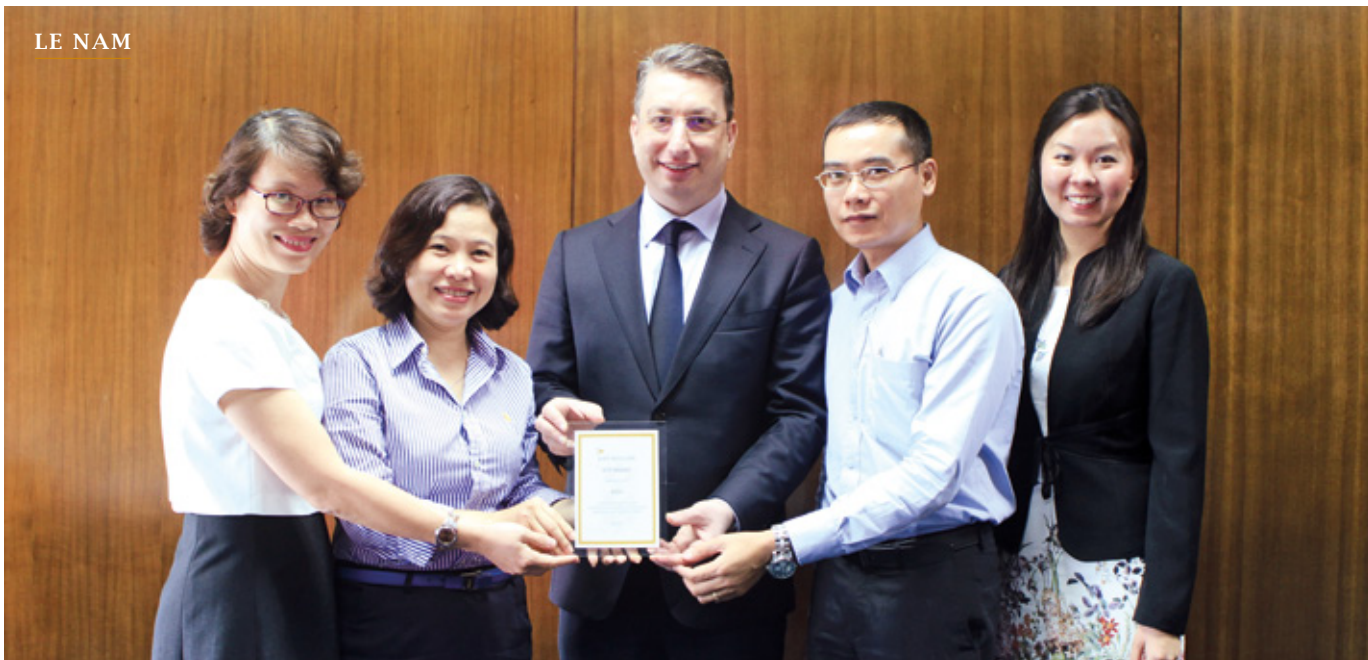
BIDV is the first bank to take part in Vietnam stock market as the nominated payment bank. BIDV is also the first bank to establish a securities company (in November 1999) and the first one to issue and list bonds on stock market (2010). In 2014, the bank officially listed its shares on HSX.

On this occasion, HSX – the organizing board of “Best 2016 Annual Report” award honored BIDV in top annual reports over nearly 600 reports in consideration. ♦



BIDV representative (L) receives the award

LE NAM



BIDV representatives receive the STP award from The Bank of New York Mellon on August 16

BIDV awarded by BNY Mellon for STP Excellence

BIDV has been awarded the STP for 2015 by the Bank of New York Mellon (BNY Mellon) for the eighth consecutive year.

STP (Straight-Through-Processing) is one of the most important criteria for assessing the quality of a bank's automatic payment. With a high STP rate, customers' international payment transactions can be processed in a quick and accurate manner; while banks can save time and costs and minimise risks. The award asserts and demonstrates the quality of the technology platform as well as the professionalism of BIDV's international payment officers.

Mr. Arnon Goldstein - Head of Sales & Relationship Management, Treasury Services for Asia Pacific,

BNY Mellon, said: "BNY Mellon appreciates the STP rates that BIDV has achieved over the years. BIDV is amongst banks in Vietnam with the highest quality of international payment transactions."

In 2015, BIDV's international payment volume through BNY Mellon reached USD975 million, up more than 90% compared with 2014. The STP award granted by BNY Mellon to BIDV has

confirmed the recognition of a major international financial institution for BIDV's endeavours in improving the quality of its services towards a bank of international standards.

As well as BNY Mellon, other leading international correspondent banks including Wells Fargo Bank, Standard Chartered Bank, JP Morgan Chase and Citibank also granted STP awards to BIDV in recognition of the bank's efforts and excellence in the field of international payment.

BNY Mellon, established in 1784 with headquarters in New York, USA, is an investments company. The company provides investment management, investment services and wealth management that help institutions and individuals succeed in markets all over the world. ♦



LaoVietBank receives double awards

LaoVietBank recently won big at the Asian Banking and Finance (ABF) Awards 2016, receiving the double awards of Laos Domestic Technology & Operations Bank of the Year and Core Banking System Initiative of the Year - Laos. This is the third consecutive year LaoVietBank has received the IT awards.

The nominations were judged by Mohit Mehrotra, Regional Head of Financial Services, Strategy & Operation, Deloitte; Liew Nam Soon, ASEAN Managing Partner, Ernst and Young; Karen Loon, Partner - Assurance, Financial Services, PwC; and Egidio Zarrella, ASPAC Head of Banking and Capital Markets, KPMG.

This year's Asian Banking and Finance Awards honoured a record number of organisations, with over 230 attendees from more than 80 companies. Running for its 11th consecutive year, the ABF Awards have earned a reputation in the region for having integrity. This year's ABF Awards recognised 65 winning banks from 24 countries. In its fifth year the Wholesale Banking Awards acknowledged



LaoVietBank representatives receive the award from ABF

40 winning banks from 22 countries.

Commenting on the receipt of the awards, Deputy CEO of LaoVietBank Bui Thanh Hoai emphasised the role of IT development in the bank's operation and expressed his gratitude to the bank's employees for their efforts and performance, particularly the IT team. The bank representative also affirmed that LaoVietBank would continue IT improvements and develop modern

banking products and services to deliver best value to customers.

Asian Banking and Finance magazine is one of the Asia's most prestigious magazines for banking and finance. Since 2006, the magazine has run polls to honour the best financial institutions in Asia, with 15 categories for retail banking and 5 categories for wholesale banking. ♦

Experience services, enjoy incentives



From July 27 until the end of September, new premier customers can join BIDV's promotional programme "Experience Services, Enjoy Incentives" and take advantage of a range of attractive gifts.

New customers who are eligible to be BIDV's premier customers and use at least one of BIDV's products and services including BSMS, BIDV Online, Online bill payment, domestic and international debit cards, and international credit cards can take part in the lucky draw programme.

The lucky draw has 800 prizes available with total value of VND600 million, including two special prizes worth VND50 million each; 300 first prizes worth VND1 million each; and 500 second prizes worth VND500,000 each.

The lucky draw will take place in October. BIDV once again commits to providing modern products and services to benefit its customers. ♦

Gifts for new cardholders



From 15 August until 6 November customers opening new BIDV debit cards and making card transactions will be in the running for a range of gifts with total prizes up to VND1 billion (USD44,800).

Three offers are available for customers, including a weekly lucky draw; cashback and cash bonuses for customers making the highest transaction volume per week.

Customers using the debit card to purchase goods or withdraw a minimum of VND200,000 cash from ATMs will be given a code. BIDV will run a lucky draw each week during the effective period. Lucky winners will receive plethora of prizes with 12 first prizes of Honda Vision worth VND30

million each, 12 second prizes of Samsung LED 40 inch TV worth VND8 million each or 24 third cash prizes of VND1 million each.

In addition, the first 300 new customers making card transactions will receive cashback worth 100% of the transaction value up to a maximum of VND100,000. Each customer can receive a maximum of three cashbacks to their account.

Furthermore, each week the customers with the highest transaction volume worth at least VND10 million will receive cashback directly into their accounts, with one first prize of VND5 million, one second prize of VND3 million and one third prize of VND2 million.

For more information, visit BIDV's website at www.bidv.com.vn or call the bank's hotline 19009247. ♦

Business loans for Mekong River Delta

From August 15 to the end of this year BIDV is offering credit packages worth VND1 trillion (USD44.8 million) with a range of incentives to individual customers, households and small businesses in the Mekong River Delta region.

Different credit options with preferential rates are available. Customers applying for loans of less than 12-month tenor can enjoy an introductory rate of 6.8% per year. A rate of 8.8% per year is applied for loans of over two years. The packages aim to support customers financially, enabling them to actively prepare their business plan.

Upon successful application, customers can enjoy promotions on other products and services such as BIDV Online and BIDV Smart Banking. ♦



Assisting micro-businesses and start-ups

From 11 August to 31 December 2016 BIDV is running two credit packages with attractive offers for micro-businesses and start-ups. The package details are as follows:

The VND3-trillion credit package entitled Accompanying Micro-businesses offers a lending rate from 6.8%/p.a. applicable to loans with tenor of less than 6 months and from 7.0%/p.a. for loans with tenors from 6 to 12 months (*).

The VND500 billion credit package entitled 'Successful start-ups' offers introductory lending rates from 6.5%/p.a. applicable to loans with tenor of less than 6 months and from 6.8%/p.a. to loans with tenors from 6 to 12 months (*).

The credit packages are expected to help ease capital difficulties encountered by thousands of customers across the country, and facilitate micro-businesses and start-ups to expand their business and production.



Contact BIDV's nearest branch nationwide or call the bank's 24/7 hotline on 19009247.

() Actual lending rates are subject to the individual bank branches' discretion ♦*

MAI TAM



Nui Chua National Park, Ninh Thuan Province

Investment flow to Ninh Thuan

The investment promotion conference in Ninh Thuan held at the end of August has brought the province new investment agreements.

Prime Minister Nguyen Xuan Phuc, leaders of the central ministries, agencies, local authorities and representatives of enterprises were in attendance.

The conference introduced 57 projects calling for investment in the period 2016-2020, concentrating on six key sectors including tourism, services, trade, industry, construction and real estate. The investment methods included domestic sources, joint ventures or wholly foreign investment.

At the conference, leaders of the People's Committee of Ninh Thuan Province signed strategic agreements with enterprises and granted investment licenses for eight wind

energy projects, as well as commercial centres, hotel constructions, cattle farm and raw material areas, urban areas and resorts.

BIDV Ninh Thuan branch signed two credit memoranda of understanding to provide funds totaling VND380 billion (USD17 million) to the province. At the conference, BIDV also granted VND10 billion (USD448,000) for the construction of Vinh Thuan kindergarten in Ninh Phuoc district, VND6.2 billion (USD278,000) for the construction of Dinh Bo Linh boarding school in Bac Ai district, and VND7.5 billion (USD336,000) to purchase healthcare equipment and cover medical expenses for local disadvantaged communities. ♦

NGUYEN QUANG

Variation in banking profit

In contrast with the first quarter of this year, the second quarter revealed more humble results; however, highlights can be seen with an increase in both total assets and profit.

SIGNIFICANT GROWTH

In the first half of 2016, BIDV's total assets reached VND930 trillion (USD41.7 billion), a 9.2 percent increase compared with the start of the year. BIDV now owns the most assets in the whole banking system. The bank's total outstanding loans hit VND680 trillion (USD30.5 billion), a growth of 8.3 percent. Of particular note, deposits from organisations and residents jumped to VND747 trillion (USD33.5 billion), up 13 percent from the beginning of the year. This growth is much higher than the banking average of 8.23 percent and helps raise the BIDV's deposit market share by 1.2 percent year-on-year, to 12.8 percent.

BIDV's business result improved significantly compared to the same period last year. Its Q2 pre-tax profit increased 46 percent year-on-year and its consolidated pre-tax profit rose to more than VND3.3 trillion (USD148 million), up 6.2 percent year-on-year. The bank's subsidiaries also reported positive results with total pre-tax profit of over VND140 billion (USD6.3 million), in line with the year-plan. Of these, BIDV Insurance Corporation and BIDV Securities Company earned

VND94 billion (USD4.2 million) and VND43 billion (USD1.9 million) respectively in pre-tax profits.

The bank opened 22 new branches and 16 transaction offices in the first six months of this year, increasing the total network to 190 branches and 815 transaction offices.

Vietcombank also had a successful start to the year, with pre-tax profit for the first two quarters increasing 35 percent year-on-year. The bank's total assets hit VND678 trillion (USD30.4 billion), a slight increase compared to the end of last year. Deposits and credit climbed 6.8 percent and 10.3 percent respectively.

Techcombank announced an increase in Q2/2016 pre-tax profit of 53.8 percent to VND1,587 billion (USD71 million). The profit was attributed to net interest income growth of 17.3 percent. Maritime Bank reaped a Q2/2016 profit growth of 140 percent to VND151 billion (USD6.8 million). Whilst these profits are small compared to other banks, the growth is significant compared with the previous period.



A CHALLENGING PERIOD

Although many banks reported profits, others are showing a slowdown. Eximbank's accumulated profit for the first six months of this year only reached only VND79 billion (USD3.5 million), a reduction of 86 percent year-on-year. This profit is much smaller than its target of VND400 billion (USD18 million) for 2016, which was already adjusted from an initial target of VND720 billion (USD32.2 million).

In the same period, Sacombank earned a pre-tax profit of VND363 billion,



BIDV's business result improved significantly compared to the same period last year

down 76 percent year-on-year. ABBank and TPBank's profits also reduced 40 percent year-on-year to VND104 billion (USD4.7 million) and VND205 billion respectively (USD9.2 million).

Non-performing loans (NPL) continue to be the burden of the banking system. NPL ratio of Sacombank climbed to 2.83 percent at the end of June from 1.85 percent at the end of 2015. Sacombank's loan loss provision increased to VND1,038 billion, eroding 92 percent of the bank's Q2 profit. A surge of 25 percent in operation costs and of 52 percent in loan loss

provision negatively created a decrease of 19 percent in Vietinbank's QII profit.

Based on the State Bank's figures, as of May, 2016, Vietnam's NPLs remained at 2.78 percent. While NPLs are on an upward trend at some local banks, the State Bank has required banks to strictly observe and control NPLs within the allowed limit - under 3 percent.

According to banking experts, high NPLs could be a consequence of high credit growth at the end of last year. In addition, the unfavourable macro-economy in the first two quarters

of this year could result in business operations failing to meet expectations thus triggering bad debts.

The worst drought in three decades has wreaked havoc on agricultural output, and at the same time the global economy is full of uncertainty. As a result, Q2/2016 GDP was lower than expected. However, the medium-term outlook for the Vietnamese economy is positive. Other key sectors such as manufacturing and services are still performing robustly, and there are signs they will continue to hold up in the coming quarters. ♦

THU TRANG

Momentum for Q3 growth

Vietnam's annual economic growth slowed to an estimated 5.55 percent during the second quarter; however, it was still higher than the previous quarter, creating momentum for the coming one. Other catalysts exist that point to a more positive outlook for the country's GDP growth.



Long Thanh Bridge, Dong Nai province

FIRST HALF BELOW EXPECTATIONS

After an impressive breakthrough in 2015, Vietnam's economy showed a clear slowdown in the first half of 2016. GDP grew 5.52 percent compared to last year, with a growth rate of 5.48 percent in the first quarter and 5.55 percent in the second quarter. Although GDP growth in the first six months of this year was higher than in the period 2012-2014, there has been a drop-off compared to the growth of 6.32 percent in the first half of 2015.

According to the General Statistics Office of Vietnam, the industrial production index increased by 6.82 percent year-on-year, much lower than 2015's outstanding figure of 9.66 percent. This reduction has been attributed to a 2.2 percent decrease in the mining industry (while this figure increased 8.2 percent in the first half of 2015). The processing and manufacturing industry increased 10.1 percent, roughly equal to 1H/2015. Of significance, the agriculture, forestry and fisheries sector decreased slightly by 0.18 percent, causing a reduction of 0.03 percent in general growth.

POSITIVE FORECAST

Comparing the first and the second quarters, macroeconomic highlights can be seen. According to Markit's PMI survey, Vietnam's manufacturing sector continued to expand beyond the second quarter of 2016. The PMI came to 51.9, above the neutral 50.0 mark and indicating the eighth consecutive monthly improvement in business conditions for the sector.

In addition, in the year-to-July, exports rose 5.3 percent year-on-year. Against a 0.9 percent year-on-year decline in imports, the trade surplus for the first seven months came to USD1.8 billion, a marked turnaround from the USD3.9 billion shortfall registered over the same period last year.

As growth in the Vietnamese economy continues to outpace much of the region, foreign direct investment flows (FDI) have been strong, in turn helping the economy capture a greater share of the global export market even as global demand slows. New FDI pledges in the January-July period surged 47 percent year-on-year to USD12.9 billion, with most of the funds going to manufacturing, processing and real estate projects.

So far this year, Vietnam has attracted 1,408 FDI projects with total registered capital of USD8.7 billion, year-on-year increases of 32 percent and 25.5 percent respectively. At a regional level, Vietnam's manufacturing sector activity continues to hold up well.



According to HSBC, the expansion seen in its manufacturing sector in July was still the strongest among the emerging Asian economies, with India a very close second (expansions were also seen in Taiwan, China and to a much smaller extent, Korea). Vietnam is one of just a handful of economies still enjoying increasing new orders.

Vietnam Central Institute for Economic Management (CIEM) put a positive expectation on the Q3 macroeconomy, in which Q3 GDP growth is set to hit 6.14 percent, higher than the average growth of 5.52 percent in the first half. Catalysts for this growth include the improve industry and construction sector, the growth of the service sector by 6.6 percent in Q2 and 6.35 percent in the first half - the highest rate since 2012.

BIDV Securities Company's forecast for GDP 2016 is 6.3 - 6.5 percent. Although lower than its initial expectation of 6.7-6.9 percent, the growth rate is still much higher than that of the first half. "The growth in the second

half of 2016 is expected to be more positive, however, due to low GDP in Q1, the general growth will be lower than in 2015", the company reported. In the first quarter, economic growth was severely affected by unfavourable weather conditions including drought and salinisation. Though these factors will continue in the third quarter, they will be less serious and the agricultural

sector will have the conditions to recover.

With a similar forecast, Vietcombank Securities Company said economic growth could continue to accelerate each quarter. "We forecast that GDP growth will reach 5.8 - 6 percent by the end of this year." ♦

Main indicators in the first eight months of 2016	Change vs. 2015 (%)
Total increase of IIP	+6.9
Total increased retail sales of goods and services	+9.3
Increased rate of total export turnover	+5.5
Increased rate of total import turnover	-0.3
Increased rate of foreign visitors	+25.4
Increased rate realized investment capital from the State budget	+12.9
Increased rate in the eight first months of 2016 compared with same period in 2015	+1.91
Core inflation in the eight first months of 2016 compared with same period in 2015	+1.81

Source: General Statistics Office of Vietnam

QUYNH CHI

Binh Dinh – a burgeoning tourism hub

Binh Dinh is fast becoming a bustling hub of tourism following a sleepy start. Its smokeless industry is not only keeping pace with the development of that of the central region, but is also attracting investments from top regional projects.

SPILOVER EFFECTS FROM INVESTMENT PROJECTS

Binh Dinh has made significant progress since three tourism and investment promotion conferences were held in the province from 2014-2016. The province attracted 33 projects, of which six were foreign investments with total capital of VND6 trillion (USD269 million). Tourist arrivals to Binh Dinh reached 2.6 million in 2015, increased 2.2-fold compared to 2011, pushing the province to position 18 out of 63 provinces in terms of foreign tourist numbers. The average revenue growth of Binh Dinh's tourism in the period 2011-2015 hit nearly 30 percent per year. This increase is the result of efforts by local authorities to develop tourism, as well as investment endeavours by inbound and outbound tourism enterprises.

The presence and companionship of leading enterprises in tourism sectors has contributed significantly to the province's tourism acceleration. These include Vingroup, FLC Group, BMC Limited Company, Becamex IDC and Truong Thanh Quy Nhon JSC.

The most worthy of note is FLC Quy Nhon project which began operating seven months after its construction and FLC Quy Nhon Golf links - the newly operated 36-hole golf course which was ranked third amongst Asia's modern golf courses. In addition, other giant projects are being implemented such as Nhon Ly resort, villa and luxury entertainment complex, Eo Gio eco-resort and luxury tourism-service project, Vinpearl Quy Nhon and Cu Lao Xanh eco-tourism project.

Binh Dinh has developed a unique culture and science tourism with the opening of a science complex – the first to be launched in Vietnam. The 3.8-hectare complex is located inside the precinct of the International Centre for Interdisciplinary Science and Education (ICISE) in Ghenh Rang Ward. Construction of the complex began in July 2016 and is designed to be in complete harmony with the area's natural landscape and space. This is a place for top scientists and professors who have won Nobel and Field awards and other science students and researchers to explore the latest models in science.

Tourists to Binh Dinh can enjoy stunning natural landscapes and beautiful beaches. The province is home to 234 cultural and historic relics including over 60 monuments rated at national and provincial level and 12 natural tourism areas.

AIMING HIGH FOR REGIONAL TOURISM

Binh Dinh has set targets to develop

tourism fast and sustainably to become the key economic sector of the province by 2020, contributing 4-4.5 percent GDP and is the driver of the province's economic structure change toward industrialisation and modernisation. By 2030, Binh Dinh strives to become the key tourism centre of the central coastal region and the whole country.

To achieve this, Binh Dinh aims to



increase the acknowledgement and capability of local authority agencies, ministries and local communities about the position and role of tourism; complete mechanisms and policies to improve the investment environment; hire foreign consultants to execute important planning of the province such as a master plan for socio-economic development of Binh Dinh Province towards 2030; and continue to promote the tourism brand of Binh Dinh through investment conferences as well as the annual Binh Dinh summer tourism festival.

BIDV has accompanied the province since the first phase, helping stimulate

the province's tourism potential. The bank co-hosted the tourism promotion conference in Binh Dinh for three consecutive years (2014-2016), as well as other seminars, and conferences between local authorities, enterprises and investors. After the events, many agreements on tourism development were signed.

In the next phase, BIDV will continue to accompany the province as adviser on tourism planning and development of Binh Dinh. The bank pledged to provide VND15-20 trillion (USD671-896 million) medium and long-term capital at a reasonable rate for the period 2016-2020. Priority for the

capital would be given to key socio-economic and tourism infrastructure for Binh Dinh such as a golf course, amusement area, and science park, and to developing a national tourism zone in the province. ♦

By 2020, Binh Dinh targets to attract 5.5 million tourists. The average length of stay is expected to reach 2.2-2.4 days per guest and spending to hit USD140-150/people/day and tourism revenue to reach VND5 trillion (USD224 million). The number of accommodation is set to reach 7,500 rooms, including 2,500-3,000 rooms of 3-5 star standard.



FLC Quy Nhon Beach & Golf Resort



Vietnam leads the field in FDI

For the second year in a row Vietnam is top of the emerging markets in the FDI performance index.

The statistics come from FDI Intelligence – a data division of Financial Times Magazine – and are based on inbound green field investment in 2015 relative to the size of each country's economy.

Vietnam scored 6.45 on the index, punching almost 6.5 times above its economic weight and far ahead of next placed Hungary and Romania and its regional competitors Malaysia and Thailand. Vietnam is attracting more than six times the amount of green field FDI than might be expected given the size of its economy.

Vietnam's performance follows several years of efforts towards making its

economy more receptive to investment.

According to the World Bank's latest business report, improvements in Vietnam's business climate include a reduction in the time taken to register companies and to connect them to electricity supplies, better access to credit information and cuts in the rate of corporate income tax, as well as easier payment systems.

Vietnam's share of global gross domestic product increased slightly, from 0.23% to 0.24%, as the economy grew almost 10 % in nominal terms in 2015.

Just under half of the projects Vietnam attracted last year (47.8%) were in

manufacturing. Financial services were the top sector, followed by electronic components. ♦

Green field FDI performance index, emerging markets

Country	2015 score	2014 score*	Change
Vietnam	6.45	7.87	-1.41
Hungary	4.32	3.67	0.65
Romania	3.48	3.81	-0.33
Malaysia	2.86	3.41	-0.56
Thailand	2.43	2.41	0.02
Poland	2.39	1.99	0.4
India	1.78	1.89	-0.11
Mexico	1.68	1.74	-0.06
Indonesia	1.09	1.05	0.04
Egypt	1.07	1.09	-0.02
Russia	0.97	0.44	0.53
Brazil	0.83	0.83	-0.01
Saudi Arabia	0.71	0.61	0.09
China	0.41	0.55	-0.13

Source: FDI Intelligence *revised

Local exchanges to launch common index

The Ho Chi Minh City Stock Exchange (HoSE) has confirmed that a common index for Vietnam's stock market will be launched in October this year, a move that will mark the initial step towards merging the two exchanges and standardising local stock indices in the future.

The move forms part of the restructuring process in line with a government strategy related to stock market development until 2020.

In April, the two exchanges signed a memorandum of understanding on developing the common index and other forms of cooperation including data sharing, developing the corporate bond market and organising company management programmes.

Stock market regulators are focusing on efforts to improve the above aspects to help local bourses work towards international standards.

According to HoSE, the Vietnamese stock market continued to attract international investors this year, with



Ho Chi Minh City Stock Exchange

the benchmark VN-Index reaching an eight-year high last July.

Until July 20 this year, transaction values on the HoSE alone averaged some VND2.37 trillion (USD105.3 million) per day, an increase of 25% over the same period last year.

The market capitalisation value of the HoSE hit VND1.3 quadrillion on July

20, up 16% over the end of last year and equivalent to 32% of the country's gross domestic product (GDP).

HoSE accounts for nearly 90% of capitalisation values and 70% of transaction values of Vietnam's listed stock market. Major leading companies that are operating effectively and stably are listed on HoSE. ♦

GIA HUNG

Beauty of the southern land

Lying at the southernmost point of Vietnam, Ca Mau is a tranquil province of outstanding natural beauty where humans and nature co-exist in harmony amid picturesque islands, bird gardens and lush forests.



HON KHOAI ISLAND

Hon Khoai island is located in Ngoc Hien District of Ca Mau Province. The stony island remains relatively untouched, where countless species of trees, animals, and plants make their home in the hills and forests, and a sense of wilderness prevails. Three hours cruising from Rach Goc will take you to the spectacular Hon Khoai island, arguably one of the most

beautiful islands in the southernmost part of the country.

Tourists arriving here will be enchanted by the poetic beauty, from the pebble stones as round as goose eggs scattered over the shores to the ancient primary forest where many types of precious trees and rare animals reside. Over 1,000 species of plants and hundreds of species of birds and animals still exist in Hon Khoai.



On the highest peak of Hon Khoai island stands a majestic lighthouse built by the French at the end of the 19th century. From here visitors can use the telescopes to look out towards the Cape of Ca Mau, admiring the beauty of the cape from afar.

THE CAPE OF CA MAU

The Cape of Ca Mau lies 118km away from the centre of Ca Mau City. The



Cape is a place that every Vietnamese aspires to travel to at least once in their life. As well as its symbolic significance, the attraction of the Cape of Ca Mau lies in its sheer beauty. This is the only place in Vietnam where one can see the sun both rise in the east and set in the west.

The natural landscape of mangrove forests featuring a plethora of birds, wild animals, and fish lends Ca Mau

a distinctive air of a newly discovered land - at once mysterious and fresh.

The cape lures a great number of domestic travelers on pilgrimages and sightseeing tours, each of which is seen as “the return to the ancestral land.”

CA MAU FLOATING MARKET

Ca Mau floating market opens on Ganh Hao river at dawn, where hundreds of sellers in boats of all sizes gather to sell their wares. The market is used to exchange a variety of products including food and household tools, however, the main deals are made with fresh agricultural products, with the Mekong Delta orchard owners selling fruit to merchandisers. The beauty and traditions of the Mekong Delta rivers draw tourists to Ca Mau floating market to enjoy a unique experience.

Unlike inland markets, boats are not concentrated according to their commodities, meaning buyers must peruse the goods hanging from the

poles at the boat's prow. Sellers will never solicit for their customers but sit drinking tea and smoking in their boats.

U MINH HA FOREST

With largely intact natural features, U Minh Ha National Park has become a popular destination, attracting a large number of visitors. The park has more than 8,000 hectares of indigo and 25,000 hectares of buffer zone and is home to a rich diversity of fauna and flora. Tourists can visit the 24 metre high observatory to view the vast expanse of forest and endless waterways from the observation deck.

U Minh Ha National Park is one of three core zones of the Ca Mau Cape World Biosphere Reserve. Visitors to the park can rent a boat to journey along the interlacing canals or hike through pristine forest. The national park is also home to various wildlife species, including deer, wild boars, monkeys, weasels, snakes, turtles and pangolins. ♦

QUYNH CHI

Modernising a traditional artform

Quan Ho Bac Ninh folk songs are recognised as world heritage by UNESCO as they form an integral part of Vietnam's culture. The songs have been passed from generation to generation and contain the most melodies of any of Vietnam's folk songs. Quan Ho has managed to retain its appeal for both Vietnamese locals and foreign tourists, and is now being updated for the younger generations.

Kinh Bac area (now Bac Ninh Province) is located in the Red River Delta in Northern Vietnam. Bac Ninh is home to Quan Ho, traditional folk music originating in the region. Since it began, Quan Ho has been a cultural activity popular with the people of Bac Ninh and the surrounding areas, who share their passion through their voices.

Quan Ho folk songs are performed as alternating verses, with women from one village singing in harmony, and men from another village responding with similar melodies but different lyrics. Traditionally, the women wear distinctive large round hats and scarves and the men wear turbans, umbrellas and tunics.

There are more than 400 songs, sung with 213 different melody variations, which express the emotional states of longing and sadness upon separation, and the happiness of lovers. Custom forbids singing partners from marrying one another, and this is reflected in

many of the songs. Quan Ho singing is commonly performed at rituals, festivals, competitions and informal gatherings, where guests will perform a variety of songs for their hosts, concluding with a special farewell verse.

During U.S. President Barack Obama's visit to Vietnam in May, Quan Ho folk

songs were performed at Vietnam Contemporary Song, Dance and Music Theatre's show to welcome the President. According to Do Xuan Anh, one of the artists performing in the show, the President expressed his delight for the traditional Vietnamese music, including the Quan Ho folk songs, applauding after every song.





Bac Ninh Province

These days, many young artists are finding ways to develop this kind of traditional music. Musicians are working with composers and producers to find ways to make the music appeal to the younger generations. Several artists have pioneered mixing traditional music with electronic dance music, which is being well received by young audiences and composers in Vietnam. ♦



Quan Ho Bac Ninh folk singing in Bac Ninh Province

New classrooms to enhance education

On August 2, BIDV Ha Giang Branch and the People's Committee of Dong Van District held an opening ceremony for the new classroom building of Primary School B in Dong Van, Ha Giang Province.

The building consists of two floors with six classrooms, with a total area of 550 square metres. The total investment into the building was

VND4,248 billion, of which BIDV contributed VND2,000 billion, with the remainder coming from the State budget.

Construction of the new building began in June 2015, with the project being completed after just one year. The new classrooms provide an additional space for facilitating education in the local area. ♦



PHUONG LE

Land of heroic mothers

Staff from BIDV's Transaction Centre 2 Branch recently visited Vietnamese heroic mothers Dang Thi Chi and Nguyen Thi Che and Cu Chi Tunnels.

Visiting Mothers Chi and Che, we could see visible signs of their advancing age. The revered ladies spoke of her happiness when descendants such as us visited her. We lit incense to pray and show respect for their sons, feeling mixed emotions for the young people who devoted their life to the peace of the country.

Cu Chi Tunnels was the final stop on our trip. The Cu Chi tunnels were the location of several military campaigns during the Vietnam War. The 121 km long complex of tunnels at Cu Chi has been preserved by the Vietnamese government and turned into a war memorial park. ♦



Children and relatives of the CASA 212 crew received the scholarships

Scholarships for children of CASA 212 crew

The State Bank of Vietnam (SBV) has collaborated with the Vietnam Heart Foundation of Vietnam Television (VTV) to award scholarships to the children of the crashed CASA 212 crew who suffered fatal injuries whilst on duty.

The scholarship programme entitled 'Together with you to go to school', was organised to support the families of the deceased army pilots. Mr. Le Minh Hung, Governor of SBV and Mr. Tran Binh Minh, VTV General Director and banks attended the scholarship awarding ceremony.

On 16 June 2016, nine soldiers onboard the CASA 212 aircraft 8983 perished while on a search mission for a missing pilot from the aircraft Su-30 MK2. The CASA 12 crew members leave dependent family members behind including small children and elderly parents facing ill-health.

The scholarships were awarded to 13 children of the deceased soldiers and are to the value of VND1 million per month for each child until they reach

18 years old. A savings book worth 50 million (USD2,230) was also granted to the family of the pilot Nguyen Duc Hao. The total amount of scholarship money awarded to the children was VND2,102,000,000 (USD94,300). BIDV funded scholarships with a total value of VND482 million (USD21,500).

The gifts demonstrate both the compassion of the banking sector in general and BIDV towards people losing beloved family members. The spiritual and financial support provided by BIDV and the other organisations will help the children to continue their education.

As a pioneering bank in social security activities, BIDV regularly supports disadvantaged people, vulnerable groups and devotees of the country. ♦

KIM PHUONG



Healthcare provision for deprived community

Lang Son Province has welcomed the opening of Thien Long Healthcare Centre in Thien Long, an extremely impoverished commune of the province's Binh Gia District.

The project was constructed to meet the standards required by the Vietnam Ministry of Health with a total area of 400 square metres. The total construction cost was over VND3 billion (USD135,000), VND2.5 billion of which was donated by BIDV. Taking nine months to complete, the centre is well-equipped to meet the healthcare demands of the local community.

On July 31 at Bac Hoa village in Lang Son, BIDV Lang Son Branch coordinated with the People's Committee of Binh Gia District to inaugurate the healthcare centre.

Thien Long is a highland area in Binh Gia District and is one of the most economically deprived places in the

region with a lack of basic healthcare services. A well-equipped and fully functioning healthcare centre will be of great significance to the local communities, greatly improving the level of medical provision in the district. According to Mr. Dang Hoa Lim, Director

of Thien Long Healthcare Centre, the centre's medical team are positive about the impact it will have and would like to thank BIDV for their support. With the improved facilities, they will be better able to serve the local communities and meet their healthcare needs. ♦



Lang Son Province, Vietnam



The companion I choose



> Gifts for new customers from July 13 to December 31, 2016

- 200 customers with the highest average deposit amount per quarter VND500,000 each
- The next 5,000 customers with the highest average deposit amount per quarter VND50,000 each

> Gifts for customers being freshman students from August 1 to October 31, 2016



1 Dell Inspiron
Laptop



10 Samsung
Galaxy J5



100 gifts
worth VND500,000 each



ABUNDANCE OF GIFTS

for new cardholders

15 August – 6 November 2016

**WEEKLY
LUCKY DRAW**

Total Prizes
**VND
1 billion**



**12
First Prizes**
Honda Vision



**12
Second
Prizes**

Samsung LED TV 40 inches

**24
Third Prizes**
VND 1,000,000

Cash bonus paid into account

**3,600
cashbacks**
VND 100,000

Cash bonus paid into account

**Cash Bonuses
up to
VND 5,000,000**
weekly rewards for
customers with high
transaction volume

Cash bonus paid into account

Big incentives for debit cardholders

- Issuance fee waiver and first-year annual fee waiver
- Prizes and bonuses up for grabs

