

BIDV **R**eview

BIDV  A Newsletter of Bank for Investment and Development of Vietnam JSC • Issue **No.82** | May 2022

PROMOTING **GREEN** FINANCE

**BIDV MAKES
FORBES
GLOBAL 2000**



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BIDV REVIEW



BIDV AT A GLANCE

The Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV), founded on 26 April 1957, is the longest-established commercial bank in Vietnam. The bank's operations cover banking, insurance, securities, and financial investment, boasting a network of nearly 1,100 branches and transaction offices as well as presence in six countries and territories. BIDV is headquartered in Hanoi, the capital of Vietnam. The bank's stock (ticker: BID) is listed on Ho Chi Minh City Stock Exchange (HOSE).



Photo: Thai Van Hoa

PILLARS OF DEVELOPMENT

- ◆ Customer centricity
- ◆ Human resources and corporate culture
- ◆ Technology and digital banking

PRIORITIES 2021 - 2025

- ◆ Sustainable operations
- ◆ Sound financial capacity
- ◆ Transparent and effective governance
- ◆ Positive shift in the structure of customer base
- ◆ People development, fostering corporate culture
- ◆ Leading in IT application and digital banking in Vietnam

VISION 2030

- ◆ To become a leading financial institution in Southeast Asia, have the best digital platform in Vietnam, and be among Top 100 largest banks in Asia.

MISSION

- ◆ To deliver the best interests and conveniences to customers, shareholders, employees and society.

CORE VALUES

- ◆ Customer orientation
- ◆ Professionalism and trustworthiness
- ◆ Innovation
- ◆ Social responsibility



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Editor's Letter

Dear readers,

On 27 April 2022, in Hanoi, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) solemnly held a ceremony on receiving the noble awards on its 65th anniversary. Over 65 years of establishment and development, with different names and tasks, BIDV has always successfully completed the tasks assigned by the Party and State. BIDV has maintained its position as the largest commercial bank in Vietnam by assets and charter capital. On the occasion of its 65th anniversary, BIDV continues to be awarded with noble awards including Third- Class Labor Medal of the Socialist Republic of Vietnam; Second- Class Development Medal of the Lao PDR; Moha Sena- Class Sahametrei Order of the King of Cambodia. Building on the achievements and traditions fostered over the past 65 years, BIDV is determined to continue operating effectively, contributing to the socio-economic development and international integration of the country.

BIDV has been named in Forbes Global 2000 – the world's 2000 largest public companies - for eight consecutive years. Forbes recently released its annual Global 2000 list which is based on an analysis of four metrics: sales, profits, assets and market value. Vietnam has 5 representatives on this list, the most ever, including BIDV, Vietcombank, Vietinbank, Hoa Phat, and Techcombank. BIDV's continuous presence in the Forbes Global 2000 is evidence that affirms the position and strength of the bank both locally and internationally.

In the month, BIDV and Hoa Binh Construction Group (HBC) signed a comprehensive cooperation agreement for the period 2022 - 2026. Accordingly, BIDV and HBC will

jointly strengthen the cooperation towards the goal of becoming comprehensive partners. The comprehensive cooperation agreement is a clear testament to the two sides' determination to realizing their business strategies, creating synergy and sustainable values to each party, community and society.

BIDV and the Asian Development Bank (ADB) co-organized a conference on launching a report on Vietnam's financial market in 2021 and outlook for 2022. This was the first time a Vietnamese financial institution has collaborated with ADB to conduct a comprehensive assessment report on the Vietnamese financial market, covering the fields of banking, securities, and insurance. The report states that in 2021 the world economy recovered quickly (up 6.1 percent) along with a rapid increase in global inflation, commodity and service prices. For the banking market, profit of the whole industry is expected to grow by an average of 20-25 percent compared to 2021 and credit growth expected at 14- 15 percent.

BIDV and the Ministry of Natural Resources and Environment (MONRE) entered into a Memorandum of Understanding (MOU) on cooperation on promoting green finance, sustainable development, environmental protection and response to climate change. The MOU will give businesses access to funds from banks, thereby attracting investment flows in climate change response, economic model transition towards low-carbon and energy conversion projects for the nation's sustainable development.

And many other attractive stories on BIDV's activities, market movements and lifestyle are available on this issue. **R**



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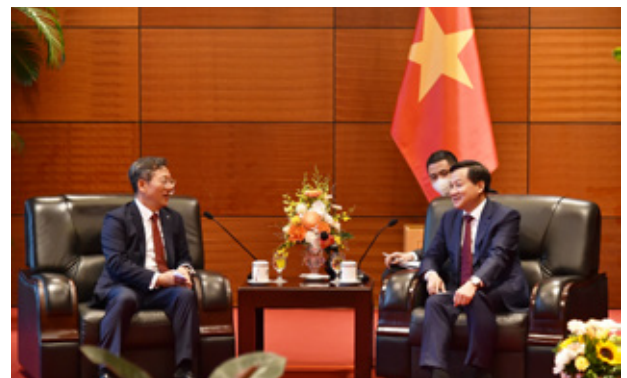
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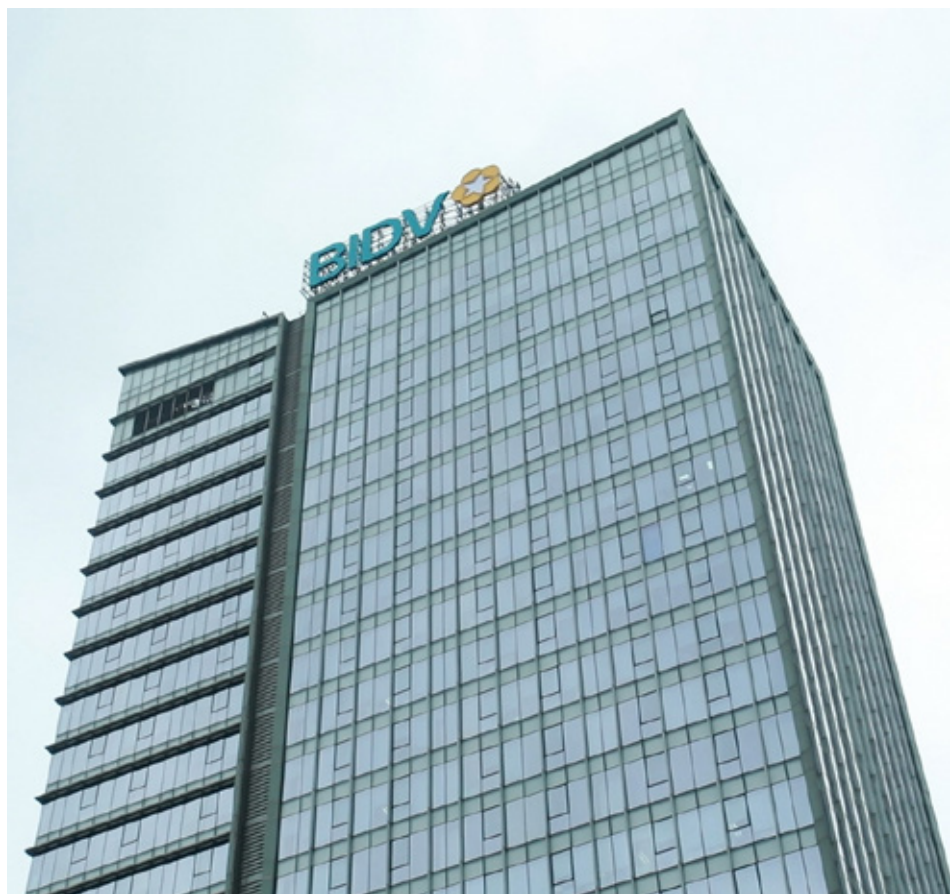
BIDV continues to make Forbes Global 2000

BIDV has been named in Forbes Global 2000 – the world’s 2000 largest public companies - for eight consecutive years.

Forbes recently released its annual Global 2000 list which is based on an analysis of four metrics: sales, profits, assets and market value. Vietnam has 5 representatives on this list, the most ever, including BIDV, Vietcombank, Vietinbank, Hoa Phat, and Techcombank. Notably, 4/5 of Vietnamese enterprises in Global 2000 are in the banking sector.

Forbes Global 2000 ranks the largest companies in the world using four metrics: sales, profits, assets, and market value. Market turbulence has pushed down the minimum market value to be considered for the 2022 list to USD7.6 billion compared to USD8.26 billion in 2021, but the minimum for all other metrics is up over last year. Forbes used the latest- 12- months’ financial data available to us as of 22 April 2022 to calculate the metrics used for its ranking.

This is the eight consecutive year BIDV has made the Forbes Global 2000. The annual Global 2000 ranking from the Forbes is regarded as one of the most authoritative rankings of the world’s biggest and most valuable companies. According to the list, BIDV ranks 1605th with revenues of USD5.37 billion, profits of USD463.2 million, assets of USD77.3 billion and market capitalization of USD8.48 billion. In Vietnam’s banking system, BIDV is the largest commercial bank by revenues and total assets.



BIDV logo seen on BIDV Tower building in the centre of Hanoi

BIDV’s continuous presence in the Forbes Global 2000 is evidence that affirms the position and strength of the bank both locally and internationally. The bank is also highly regarded by some of the world’s best known organizations. The world’s leading valuation consultancy firm Brand Finance, based in the UK, included BIDV in the list of the world’s 500 most valuable banking brands for years, ranking 216th. The Asian Banker honoured BIDV as the Best retail bank in Vietnam for the seventh year.

According to Forbes, despite challenges brought on by the pandemic and unpredictable markets, the world’s largest public companies managed to boost sales and profits in the last year. As a group, the companies on the 2022 Global 2000 account for USD47.6 trillion in revenues, USD5.0 trillion in profits, USD233.7 trillion in assets and USD76.5 trillion in market cap. There are 58 countries represented on the 2022 list. [📄](#)

BIDV receives noble awards on its 65th anniversary



Mrs. Vo Thi Anh Xuan, Vice President of Vietnam, awards the Third-class Labour Medal to BIDV

On 27 April 2022, in Hanoi, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) solemnly held a ceremony on receiving the noble awards on its 65th anniversary.

The ceremony were attended by Leaders of the Socialist Republic of Vietnam, the Lao PDR, and the Royal Government of Cambodia; and leaders of central and local

departments, ministries of Vietnam and Laos, Cambodia, and the Russian Federation; domestic and foreign customers, partners.

BIDV was established on 26 April 1957. Over 65 years of establishment and development, with different names and tasks suitable to the requirements in each national development phase: Bank for Construction of Vietnam (1957- 1981); Bank for Investment and Construction of Vietnam (1981- 1990); Bank for Investment and Development of Vietnam (1990- 2012); Joint Stock Commercial Bank for Investment and Development of Vietnam (since 1 May

2012), BIDV has always successfully completed the tasks assigned by the Party and State.

After 65 years of development with more than 27 years of commercial operation, until now, BIDV has become a modern multi- owned financial institution, with open and transparent operation following international governance standards and practices... BIDV currently has a comprehensive ecosystem of banking - insurance - securities - financial investment and a wide network of 1,085 branches and transaction offices domestically and overseas, 10 subsidiaries and commercial presences

in Laos, Cambodia, Myanmar, Russia, Taiwan (China); more than 27,000 well- trained employees and more than 15 million individual customers, 500,000 corporate customers and has established relationships with 2,300 financial institutions worldwide. BIDV's total assets reaches over VND1.76 quadrillion (USD77 billion), earning No.1 position among Vietnam's commercial banking system. BIDV has a charter capital of VND50,585 billion (USD2.2 billion) - the highest among joint stock commercial banks in Vietnam. The State capital in BIDV has been secured

and constantly developed. Over the past 5 years, BIDV has contributed over VND28 trillion (USD1.2 billion) to the State budget, making it one of the largest contributors to state budget in Vietnam.

Recognizing great efforts of many generations of BIDV employees during its 65-year history, the Party and State of Vietnam have awarded BIDV many noble titles and awards such as the Labor Hero, Ho Chi Minh Medal, Independence Medal, Labor Medals of all classes; the Lao PDR has awarded BIDV the Order of Independence, the Order of Labor, the Order of Friendship; The King of Cambodia awards the Royal Order, the Order of Merit... On the occasion of its 65th anniversary, BIDV continues to be awarded with noble awards including Third- Class Labor Medal of the Socialist Republic of Vietnam; Second-Class Development Medal of the Lao PDR; Moha Sena- Class Sahametrei Order of the King of Cambodia.

Speaking at the Ceremony, Mr. Le Minh Khai – Vietnam’s Deputy Prime Minister - praised BIDV’s great efforts, excellent achievements and great contributions. BIDV has always been a pioneer in credit and banking operation, well implementing the guidelines and orientations of the Party and State. In particular, when the economy was heavily affected by the Covid- 19 pandemic, BIDV performed its leading role to implement many solutions to ensure smooth operation and seamlessly provide banking and

financial services to the economy; actively support businesses and people to overcome difficulties, maintain and develop production and business operation, and stabilize their life...



Mr. Le Minh Khai, Deputy Prime Minister of Vietnam

“The presence of the Vice President of the Lao PDR and the Deputy Prime Minister of the Royal Government of Cambodia is a clear testament to the trust and acknowledgement of BIDV’s important contributions by the Governments, business community and people of the countries”, the Deputy Prime Minister emphasized.

Mrs. Nguyen Thi Hong - Governor of the State Bank of Vietnam - acknowledged and spoke highly of the proud achievements that BIDV’s generations have built together. The Governor specified the tasks that BIDV must focus on in the coming time, including: Continuing to develop strongly, safely, effectively

and sustainably, maintaining the role as the leading commercial bank in the Vietnamese banking system; Utilizing resources to comprehensively restructure operations towards improving quality, efficiency and promoting digital transformation, striving to be among Top 100 largest banks in terms of total assets in Asia and list shares on foreign stock markets; Continuing to promote the corporate social responsibility.



SBV governor Nguyen Thi Hong

Building on the achievements and traditions fostered over the past 65 years, and the solidarity, creativity, financial capacity, high- quality human resources, and opportunities from the Industry 4.0, BIDV is determined to successfully fulfill the tasks entrusted by the government and the banking sector, contributing to the innovation, socio- economic development and international integration of the country.

Promoting green finance

On 26 May 2022, BIDV and the Ministry of Natural Resources and Environment (MONRE) entered into a Memorandum of Understanding (MOU) on cooperation on promoting green finance, sustainable development, environmental protection and response to climate change.

Mr. Le Cong Thanh - Deputy Minister of MONRE and Mr. Le Ngoc Lam - Chief Executive Officer of the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV), represented the two parties to sign the MOU.

Addressing the signing ceremony, Mr. Tran Hong Ha - Minister of MONRE emphasized that the cooperation between MONRE and BIDV in the fields of natural resources, environment and climate change will promote the formation and development of green bonds, green credit, and carbon market; facilitate businesses' participation in activities aimed at protecting the environment, responding to climate change, energy conversion, and economic development towards low-carbon; as well as communication activities, capacity building in the management of land, environment, and mineral resources...



Mr. Le Ngoc Lam, CEO of BIDV (left) and Mr. Le Cong Thanh, Deputy Minister of MONRE sign the MOU

The MOU between MONRE and BIDV will give businesses access to funds from banks, thereby attracting investment flows in climate change response, economic model transition towards low-carbon and energy conversion projects for the nation's sustainable development, while strengthening the role of the financial-banking sector in attracting, encouraging and supporting domestic economic sectors to participate in activities towards reducing environmental pollution, responding to climate change, and sustainable business development.

Under the MOU, MONRE will also

support BIDV to strengthen its capability in environmental risk assessment and to develop criteria for environmental risk assessment on projects – the prerequisite for the development of sustainable financial products following international practices and suitable for the Vietnamese market.

Mr. Phan Duc Tu, Chairman of the Board of Directors of BIDV, shared: “BIDV is a State-owned commercial bank that always pursues a sustainable development strategy with a high social responsibility. BIDV has actively been implementing important transition plans for itself and for

customers, towards a sustainable future. The MOU between MONRE and BIDV will send out positive signals about opportunities for companionship and partnership between regulators, commercial banks and the business community in shaping the market development direction, formulating solutions and actions to tackle issues of environmental protection and climate change response, which will be strategic priorities in the fields of business, finance and banking, contributing to the effective delivery of the green strategy in Vietnam as well as the international commitments that Vietnam has signed.”

In recent years, climate change is considered a serious challenge on a global scale, particularly for developing countries, which are vulnerable to and heavily affected by climate change, such as Vietnam. At the COP26 held in November 2021 in the UK, the Prime Minister of Vietnam made a commitment on achieving net-zero emissions by 2050; while making several initiatives that showed Vietnam’s determination and responsibility to work alongside the international communities in efforts to respond to global climate change. The timely implementation of Vietnam’s commitments at COP26 will bring great and long-term benefits to the country’s sustainable development; nevertheless, it also requires large financial resources and efficient coordination between the regulators and the business community. Against that backdrop, the role of the



Mr. Phan Duc Tu, Board chairman of BIDV speaks at the MOU signing ceremony

financial - banking sector should be promoted as a lever and catalyst in the development of actions and projects to address climate and sustainability challenges.

The Ministry of Natural Resources and Environment (MONRE) performs the function of state management in 09 fields: Land; Water resources; Mineral and Geological resources; Environment; Hydrometeorology; Climate change; Surveying and Mapping; Integrated natural resources management and sea and islands environment protection; and Remote sensing. Currently, MONRE is assigned by the Prime Minister to be the standing body of the National Steering Committee for implementing Vietnam’s commitments at the 26th UN Climate Change Conference of the Parties (COP26).

Established in 1957, BIDV is the largest commercial bank in Vietnam with total assets reaching more than VND1.76 quadrillion (USD77 billion), boasting an extensive network of more than 1,100 domestic and foreign branches and transaction offices, and partnerships with more than 2,300 financial institutions globally as at 31 December 2021. BIDV has achieved various positive results in the green finance, particularly being the market leader in renewable energy financing with a credit size of more than USD1.7 billion by the end of 2021, accounting for 36% of outstanding credit for renewable energy in Vietnam. At the same time, BIDV has wide experience and high capacity in receiving and implementing international credit projects from international financial institutions with regard to programs and projects for sustainable goals. 

QUYNH HOA

BIDV announces social security programs

BIDV announces a large-scale social security program “BIDV - For a green life” and donates 65 ambulances at a ceremony which took place on 25 April 2022 in Hanoi, ahead of its 65th anniversary.

“BIDV- FOR A GREEN LIFE” PROGRAM

“One million trees”: In response to the “One billion trees” program initiated by the Prime Minister, BIDV will plant one million trees in the 2022 - 2026 period. The program expense is estimated at about VND50 billion (USD2.2 million).

BIDV’s tree planting program targets areas which are frequently vulnerable to natural disasters, storms, floods, droughts, and saltwater intrusion, helping minimize the adverse effects of forest degradation, saltwater intrusion, droughts and floods in those localities. The program prioritizes planting indigenous, multi- purpose trees to cover bare land/hills/ mountains, protect the environment, and enhance protection.

This program will be implemented nationwide, with a focus on 45 provinces in 04 regions which are frequently affected by natural



BIDV presents ambulances to health clinics across Vietnam

disasters, including Northern highlands region, Central region, Central Highlands, and Mekong Delta. In 2022, BIDV will plant about 300,000 trees in localities.

“Flood proof community house”: In the 2022- 2023 period, BIDV will donate to build 10 flood- proof community houses totaling VND25 billion (USD1.1 million) in some localities which frequently suffer from natural disasters including Nghe An, Ha Tinh, Quang Binh, Quang Tri, and Quang Nam provinces (02 houses each).

Flood- proof community houses in localities have 2 main functions: a local community house for cultural

activities and a shelter for local people in case of flooding. This project is of great significance for localities that often suffer from natural disasters, supporting the local authorities to take care of local people in normal conditions and to protect their lives and properties in case of flooding.

In 2021, BIDV sponsored the pilot construction of a flood- proof community house in Trung Thanh village, Cam Due commune, Cam Xuyen district, Ha Tinh province. The flood- proof community house has two stories and a floor area of 500m². It can accommodate about 250 people with essential living space during flooding.



Senior leaders of BIDV present ambulances at the announcement ceremony of social security programs in Hanoi

“Fresh water for a green life”: BIDV continues to carry out “Fresh water for a green life” program in the Mekong Delta provinces with total budget of VND5 billion (USD220,000) each year. Under the program, BIDV will coordinate with local authorities to promptly support local people to overcome the consequences of natural disasters such as drought, saltwater intrusion, helping them maintain a stable life and develop production.

The “Fresh water for a green life” program has been implemented by BIDV since 2020, donating 13,300 water tanks and 39 water purifiers to people in 5 provinces of the Mekong Delta severely affected by droughts and saltwater intrusion, including Long An, Tien Giang, Ben Tre, Kien Giang, and Ca Mau. The program supports people in flooded and drought areas to store fresh water for daily life and production.

Mr. Tran Xuan Hoang – BOD member, Chairman of BIDV Trade Union stated: “On the occasion of 65th anniversary, BIDV continues to implement meaningful social security programs with a tagline “For a Green Life”. BIDV has implemented a series of social security programs aimed at protecting environment, improving people’s lives, stabilizing production, overcoming adverse impact of natural disasters, etc., towards sustainable development goal. Every year, part of BIDV’s social

security budget will be spent for these meaningful social security activities”.

DONATION OF 65 AMBULANCES

Also at the event, BIDV donated 65 ambulances to medical facilities in 63 provinces and cities across the country. High quality ambulances funded by BIDV meet technical regulations on environment, quality and medical standards. This type of vehicle is also used for medical examination and treatment during the recent outbreaks of Covid- 19 in localities. These ambulances will help local medical centers, especially those in remote and disadvantaged areas take care of local people’s health.

Mr. Le Tan Can, Standing Vice Chairman of Bac Lieu Provincial People’s Committee, representing localities to receive BIDV’s ambulances, said: “BIDV’s donation of 65 ambulances on its 65th anniversary to provinces and cities across the country, including Bac Lieu province, is a meaningful and useful gift with humanistic significance to medical centers nationwide”.

Mr. Dao Khac Hung - Director of Bac Ninh Obstetrics and Children’s Hospital said: “The ambulances are extremely useful and essential for the operation of our hospital, meeting the needs of timely emergency and protecting people’s health. We are

committed to using the ambulances efficiently and properly. On behalf of Bac Ninh Obstetrics and Children’s Hospital, I would like to express our sincere thanks to BIDV’s senior management and employees for carrying out such a meaningful social security program which supports the operation of hospitals and medical centers in general and Bac Ninh Obstetrics and Children’s in particular”.

In addition to carrying out financial and monetary tasks to serve the country’s economic development, BIDV has been active in social security activities. Over the past 5 years, BIDV has donated nearly VND1,500 billion (USD65.2 million) for implementing social security programs.

BIDV has taken many innovative ways to spread the compassion and sharing to customers and communities. Through programs such as: ‘Warm Tet for the poor’, “Sharing love in every transaction”, BIDV has encouraged customers and the public to join hands in making contributions to the communities. BIDV has also successfully implemented BIDV Run race since 2019. The program has spread widely, attracting more than 150,000 athletes, contributing to enhance the sports and fitness movement among BIDV staff, customers and communities.

Aiming high for 2022



Members of the BOD and Supervisory Board of BIDV for the term 2022-2027

On 29 April 2022, in Hanoi, BIDV held an Annual General Meeting of Shareholders (AGM) 2022, setting out positive targets for the year.

According to reports at the meeting, BIDV's total assets have grown steadily over the years with CARG of 11.85 percent in the 2017-2021 period. As of 31 December 2021, the bank's total assets reached over VND1.76 quadrillion (USD77 billion), 1.75 times higher than that of 2016, earning No.1 position among Vietnam's banks by total assets.

BIDV's deposits meet the needs of capital use, ensuring the system liquidity. As of 31 December 2021, total deposits had reached over VND1.64 quadrillion (USD72 billion), in which customer deposits reached VND1.51 quadrillion (USD66 billion), marking CARG of 13.61 percent during 2017-2021 and an average market share of 11 percent.

Credit has grown quite well, complying with the credit growth limit assigned by the State Bank of Vietnam (SBV), focusing on manufacturing and priority areas following the Government's policy and SBV's direction. As of 31 December 2021, total credit and investment had reached VND1.68 quadrillion (USD73

billion), in which, customer credit reached VND1.37 quadrillion (USD60 billion), marking CARG of 12.73 percent for the 5 year period and No.1 market share in the market with over 13 percent.

Credit quality is strictly controlled: NPL ratio as of 31 December 2021 was 0.82 percent, meeting the target assigned by SBV and AGM. Provision has been fully made following regulations. In 2021, provision was fully made for the restructured loans under Circulars 01, 03 and 14 of SBV, 2 years earlier than the timeline required. Bad debt coverage ratio of the banking business reached 235 percent as of 31 December 2021.

The average growth of consolidated income and expense difference in the 2017-2021 period was 20.5 percent, reaching VND43,029 billion (USD1.9 billion) in 2021, 2.54 times higher than 2016. Consolidated pre-tax profit grew by 11.9 percent/year on average, reaching VND13,548 billion (USD592 million) in 2021, increasing by 50.1 percent compared to 2020 and 1.76 times higher than 2016. BIDV was also an active contributor to the State Budget with more than VND28 trillion (USD1.2 billion) in the 2017-2021 period (tax payment in 2021 was VND5,169 billion or USD226 million). State capital at BIDV was preserved and developed, reaching VND69,918 billion (USD3.1 billion) as of 31 December 2021, increasing by 66.4 percent compared to 2016. During 2017-2021, BIDV had paid more than VND11,200 billion (USD490 million) as cash dividends to shareholders. BIDV's

market cap in 2021 reached VND187.2 trillion (USD8.2 billion), ranking sixth in the Vietnamese stock market.

In the 2017- 2021 period, the Board of Directors closely directed the implementation of capital raising measures. In 2019, BIDV successfully issued shares in the form of private placement to Hana Bank - the strategic shareholder, raising its charter capital to VND40,220 billion from VND34,187 billion. In 2021, BIDV raised charter capital through stock dividend payment, bringing its charter capital to VND50,585 billion (USD22 billion). During the term 2017- 2022, BIDV's Board of Directors led the whole system to strictly follow the Party's and State's policies, the direction and orientation by the government and SBV, contributing to maintaining macroeconomic stability, controlling inflation, and stabilizing the money market, making a significant contribution to the overall achievements of the country.

The AGM unanimously elected BIDV's Board of Directors for the term 2022- 2027 including 10 members: Mr. Phan Duc Tu, Mr. Le Ngoc Lam, Mrs. Nguyen Thi Thu Huong, Mr. Tran Xuan Hoang, Mrs. Phan Thi Chinh, Mr. Ngo Van Dung, Mr. Pham Quang Tung, Mr. Le Kim Hoa, Mr. Yoo Je Bong (representative of Hana Bank), and Mr. Nguyen Van Thanh (independent member).

At the first meeting of BIDV's Board of Directors of the term 2022 - 2027, Mr. Phan Duc Tu has been reelected as Chairman of BIDV's Board of Directors




Mr. Phan Duc Tu, Board chairman of BIDV

and Mr. Le Ngoc Lam - BOD member continues to be CEO of the bank.

With the motto "Discipline - Efficiency - Digital Transformation", BIDV strives to complete the business plan 2022 with the main targets including: Credit growth in line with the limit assigned by SBV; Deposit in line with credit growth, ensuring LDR 85 percent as prescribed, deposit growth is expected at 10 percent; profit before tax of the banking business alone is VND20 trillion, and consolidated PBT at VND20,600 billion (USD900 million).

BIDV also strongly determines to direct the entire system to complete the key tasks in 2022 such as: Anticipating the development of Covid- 19 pandemic to take appropriate, safe, flexible and creative prevention measures; Continuing to improve financial capacity; Ensuring safe and effective credit growth; Ensuring a reasonable structure of assets and liabilities; Promoting the implementation of comprehensive

digital transformation; Strengthening credit quality control; Improving and promoting the operation of subsidiaries and affiliated; Improving the quality of human resources; Strengthening inspection, supervision, internal audit and warning; Implementing the plan on changing BIDV's brand identity following the roadmap...

By the end of the first quarter of 2022, BIDV's business performance was positive, particularly: Total assets reached over VND1.85 quadrillion (USD80 billion), increasing by 5 percent year to date; Credit reached VND1.43 quadrillion, up 4.7 percent; Deposit reached VND1.53 quadrillion, up 1.3 percent; NPL ratio was controlled at 0.8 percent; bad debt coverage ratio was over 277 percent; profit before tax reached VND4,513 billion (USD197 million), increasing by 33 percent year on year.

THU HUONG

BIDV wins Sao Khue awards for 6 IT products



BIDV is honoured for ODS app

Recently at Sao Khue Awards Ceremony 2022, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) was honored for 6 IT products.

2022 is the 10th consecutive year that BIDV has participated in Sao Khue Award which is organized by Vietnam Software and IT Services Association (VINASA) and won the Award every year with a total of 30 products honored. Particularly, this year, 4 out of 6 BIDV's awarded products are excellent IT apps to serve BIDV customers.

The digital banking sector recognizes the contributions of BIDV products,

including: SmartBanking new generation digital banking service - officially launched on 20 March 2021, replacing BIDV's previous mobile banking and Internet banking platforms. This application has contributed to bringing customers many outstanding updates and a consistent and seamless experience in all transaction channels: mobile app, website, tablet, Apple Watch and Smart Keyboard on chat applications. SmartBanking provides customers with a full range of non-financial and financial features with a diverse and comprehensive ecosystem through 88 features: online debit/credit card issuance; money transfer (intrabank, interbank); bill payment of electricity/water/tuition/taxes/fees, etc. - with connections to Fintech, and more than 1000 suppliers with 2,500 services.

BIDV iBank - Digital banking for corporate customers is an omni-channel digital banking system application for all corporate customers using digital banking products and services with a consistent and seamless experience on both platforms: website and mobile app. For the website channel, BIDV iBank provides comprehensive digital banking solutions with more than 18 functions/groups of function, fully meeting the transaction needs of customers. For the mobile app channel: for the convenience of customers, in the 4th quarter of 2021, BIDV launched a brand-new mobile version with a professional and user-friendly interface, providing consistent experience on both platforms.

The 24/7 bilateral international money transfer service is a cooperation product between BIDV and Hana Bank, providing customers with an international money transfer channel with outstanding advantages over traditional money transfer. Through BIDV's 24/7 international money transfer system, customers in Korea can transfer money to Vietnam to beneficiaries who have accounts at BIDV or other banks in Vietnam. As soon as the sender makes a successful transaction, the recipient in Vietnam will receive the money immediately without any fees. The system operates 24/7 at any time of the day, including holidays.

AI application in eKYC on SmartBanking of BIDV also brought it Sao Khue 2022 Award in Pioneering Technology Solutions category. The product enables online KYC



BIDV is honoured at Sao Khue awards for Online quality assessment for staff and recruitment exam

based on technologies such as face authentication, AI-powered customer identification, thereby supporting customers to open new accounts and make transactions online right on SmartBanking anytime, anywhere without having to visit the Bank's counter nor filling application forms.

In addition, with the online quality assessment system for staff and recruitment exam for new staff product, BIDV won Management award. This is the software that supports organizing all BIDV's exams from recruitment, professional capacity testing, management capacity testing and system-wide movement contests, ensuring safety, transparency and fairness. In Digitalization Transformation

Platform: ODS (Operational Data Store) system won a well-deserved award. This is a comprehensive and highly customizable operational reporting platform that utilizes intelligent reporting engine that includes both historical data and centralized real-time data. The system is designed and applies synchronous solutions according to standard and advanced IBM model with leading technologies including Flash Memory, Database Columnar, supporting units to control transactions, make business decisions in line with actual circumstances, as well as building warning reports, timely detecting abnormal transactions throughout the system. ODS contributes to improving Business Intelligent Self-service, and has effectively supported the Bank's digital

transformation process.

Speaking at the Award Ceremony, Deputy Prime Minister Vu Duc Dam appreciated that the information technology and communications industry has made very practical, effective and indispensable contributions to the pandemic prevention and fighting. In the meantime, the pandemic has caused both challenges and opportunities for the development of information technology and communication. The Deputy Prime Minister also said that he had just signed the Prime Minister's decision to take 10 October every year as the National Digital Transformation Day.

With 6 Sao Khue Awards in 2022, BIDV has affirmed its position as a commercial bank with the leading ICT index in Vietnam. At the same time, BIDV maintains its pioneering role in promoting the creation of digital ecosystems, taking the lead in digital transformation, applying achievements of the Industry 4.0 into its operation, in accordance with the targets set out in Resolution 22/NQ- BIDV on BIDV business strategy to 2025, vision to 2030. 

-
- 6 excellent IT products and services honored with Sao Khue Awards include:
- + Custodian Bank
 - + Virtual Account
 - + BIDV Home
 - + Online registration system/centralized service registration
 - + Bond Trading
 - + Charitable sports app - BIDV RUN
-

BIDV, ADB release report on Vietnam's financial market

The Bank for Investment and Development of Vietnam JSC (BIDV) and the Asian Development Bank (ADB) on 25 May co-organized a conference on launching a report on Vietnam's financial market in 2021 and outlook for 2022.

According to Mr. Tran Phuong, Senior Executive Vice President of BIDV, said that this was the first time a Vietnamese financial institution has collaborated with ADB to conduct a comprehensive assessment report on the Vietnamese financial market, covering the fields of banking, securities, and insurance.

The report states that in 2021 the world economy recovered quickly (up 6.1 percent) along with a rapid increase in global inflation, commodity and service prices. Against that backdrop, the global financial market still operated safely, recovered and grew positively.

Given the international context and complicated developments of Covid-19, Vietnam's economy in 2020 – 2021 faced difficulty, growing at a low level. However, the country's



Experts at the launching conference

economy recovered quite quickly thanks to changes in pandemic prevention and fighting strategy, which allowed reopening from the beginning of the fourth quarter of 2021. As a result, growth in the quarter reached 5.22 percent from -6.02 percent in the third quarter, helping the economy expand by 2.58 percent for the entire year. Meanwhile, inflation was curbed at a low level of 1.84 percent last year.

Vietnam's financial market maintained a positive growth momentum thanks to stable macroeconomy and the implementation of fiscal and monetary policies in support of people and businesses. However the banking

market posed risks such as potential bad debt, and increased financial crimes. However, the report points to emerging risks on the banking market such as rising potential bad debts, an increase in financial crimes, the downward adjustments on the stock market, and market manipulation. These risks have been identified by the regulators and policies and solutions have been developed to stabilize the market.

In the banking sector, combined pre-tax profit of 29 commercial banks that account for 80 percent of the market share surged nearly 32 percent in 2021, while their operational costs

reduced by 15 percent. Digital banking grew strongly with mobile banking service increasing by 75 percent in number of transactions and by 87 percent in transaction values. Bad debt coverage ratio increased to 152 percent from 105 percent in 2020. The banking sector continued with programs on debt restructuring and supporting pandemic-affected customers with total value of VND52 trillion (USD2.3 billion) in 2021 and VND20-25 trillion in 2022 (USD1.1 billion).

The stock market saw the benchmark VNIndex increased by 35.7 percent, and the market capitalization increased by 48.4 percent in 2021. The number of new trading accounts reached a record of 1.5 million. The insurance market maintained a growth trend, with revenues reaching VND217 trillion (USD9.6 billion) in 2021, up nearly 19 percent from the previous year. Net income of listed insurance companies increased by 19 percent.

The world economy is forecast to continue to recover in 2022 but at a slower pace (up 3.2-3.6 percent) due to the complicated pandemic developments, continued disruption of supply chains, high prices of goods and services, and high global inflation. Vietnam's economy is forecast to recover better in 2022, with growth to reach 5.5-6 percent (base scenario) and higher in 2023. However, inflation



is likely to increase quite strongly, reaching 3.8-4.2 percent in 2022 and 4 percent in 2023.

In that context, Vietnam's financial market in 2022 will also benefit from this recovery, but there will also be downward corrections along with the general momentum of the world stock market, and the impact of policies by the Government and the authorities, the market is expected to develop in more healthy and sustainable manner.

For the banking market, profit of the whole industry is expected to grow by an average of 20-25 percent compared to 2021 and credit growth expected at 14-15 percent. The stock market is forecast to have necessary adjustments to become more stable and healthier,

with the VNIndex possibly increasing slightly (+8 percent to 1,610 points in the positive scenario) or decreasing slightly (-4 percent to 1,440 points, in the negative scenario). Meanwhile, the insurance market is forecast to maintain its growth momentum, with premium revenue increasing by about 18-20 percent, of which life insurance acts as the main driver of growth.

Recommendations made in the report focus on completing a legal framework and policies on handling bad debts and making the stock and bond markets healthier, improving risk control in the financial system and accelerating the building of institutions and a legal corridor for the management and development of the digital economy, digital finance and digital banking. [B](#)

MINH ANH

Interest rate support for business activities

On 20 May 2022, the Government has officially issued Decree 31/2022/ND-CP on interest rate support from the State budget for loans of enterprises, cooperatives and business households.

The interest rate support for customers is 2 percent per year, calculated on the loan balance.

The decree provides for interest rate support for loans denominated in Vietnamese dong arising from lending activities of commercial banks to customers that are enterprises, cooperatives and business households according to Resolution 43/2022/QH15 dated 11 January 2022 by the National Assembly and Resolution 11/NQ-CP dated 30 January 2022 by the Government.

The State budget shall fully and promptly allocate funds for interest rate support for commercial banks to provide interest rate support to customers. Commercial banks providing interest rate support must ensure compliance with regulations, create favourable conditions for customers.

The interest rate support applies to interest payment obligations at interest payment terms that arise during the period from the effective date of this decree to 31 December 2023.



Commercial banks will stop supporting interest rates after 31 December 2023 or when the funding source runs out, whichever comes first.

Loans eligible for interest rate support are those denominated in Vietnamese dong, with loan agreement signed and disbursed in the period from 1 January this year to 31 December 2023, are used for the right purpose under the provisions of Clause 2, Article 2 of this decree and have not yet received interest rate support from the State budget according to other policies.

The duration for interest rate support is from the date of loan disbursement to the time when the customer repays off the loan principal and/or interest as agreed between the commercial banks and the customers, in line with the funding source for interest support rates announced, but not exceeding 31 December 2023.

Upon periodical loan repayment, commercial banks will reduce interest amount equal to the supported interest amount in the period according to the guidance by the State Bank of Vietnam. [B](#)

TIEN MANH

S&P raises Vietnam's sovereign credit rating

S&P Global Ratings on 26 May 2022 upgraded its long-term sovereign credit rating on Vietnam to BB+ from BB with a "stable" outlook.

The move comes on the back of the country's strong economic recovery prospects following the progressive lift of domestic and cross-border mobility restrictions, outstanding improvement in vaccination rates, and flexible shift in virus control policy.

The stable outlook reflects S&P's expectations that over the next 12 - 24 months, Vietnam's economy will continue to recover from the challenges posed by the pandemic over the past two years, which will support the external position and contain fiscal deficits.

S&P forecast that Vietnam's GDP growth will reach 6.9 percent this year and maintain a long-term trend of growing 6.5 - 7 percent from 2023 onward.

Against the backdrop of challenging global developments and deep scarring effects of the pandemic leading to more than 30 downgrades by credit rating agencies in the year to date, Vietnam is one of the only two sovereigns in the Asia-Pacific region to have been upgraded this year.

According to S&P, the significant improvements in government administrative processes, in particular




Ho Chi Minh City, Vietnam

the governance quality of government guaranteed debt obligations, robust economic growth prospects, strong external position and resilient FDI flows despite pandemic disruptions were also factored in to S&P's decision to upgrade Vietnam's ratings.

In S&P's view, Vietnam's GDP per capita has risen quickly in the past few years and is expected to reach a 10-year weighted average growth of real GDP per capita of approximately 4.8 percent, significantly higher than the average of Vietnam's peers at a similar income level.

Vietnam's macroeconomic stability combined with advantages in competitive labour, improved education standards and favourable demographics have been key growth drivers in strengthening Vietnam's attractiveness as a favourable destination for global enterprises in manufacturing sector, creating

momentum for exports and consumption growth, according to the rating agency.

In addition, S&P also recognized that Vietnam's public finances have been stable despite pressures posed by the pandemic and it expected the fiscal deficit to be temporarily widened due to the implementation of the social-economic recovery program. 

Disbursement of foreign direct investment (FDI) saw a positive yearly increase of 7.8 percent to USD7.71 billion in the first five months of this year, according to the Foreign Investment Agency (FIA) under the Ministry of Planning and Investment. Among countries and territories investing in Vietnam in the reviewed period, Singapore took the lead with nearly USD3 billion, followed by the Republic of Korea with USD2.06 billion, and Denmark, with USD1.32 billion.

OANH PHAN

Using chip-based ID for banking transactions

BIDV is the first bank to cooperate with the Research and Application Center for Residents Data (RAR) under the Ministry of Public Security to successfully use chip-based ID cards for transactions at self-service points of BIDV such as ATMs, E-Zones.

Recently, in the series of events to celebrate BIDV's 65th anniversary held at the National Convention Center (Hanoi), many customers enjoyed new experience such as money transfer, ATM deposit/withdrawal using chip-based ID cards quickly, safely and securely at BIDV's ATMs and E-Zones.

Mr. Do Manh Hung, who had the chance to experience this new amazing feature, said: "How convenient it is! Previously, I had to present my ID card every time I made a transaction at the bank counter and fill manually in the form, which took me about 10- 15 minutes on average or even longer when information was written incorrectly. However, today, when I used chip-based citizen ID cards for authentication on BIDV's ATM, all information on my citizen ID card was automatically and accurately recognized and verified by the bank's system, transaction was done very quickly, simply and conveniently.




Customers experience chip-based ID transaction

Cardless deposit, withdrawal and transfer in just 2 minutes".

Authentication and information collation via chip-based citizen ID card makes financial transactions more simple, convenient, safe, fast and fully automatic. Chip-based citizen ID card supports customer authentication, reducing staff's operating time, eliminating risks of forgery and errors in the operation process compared to ID card manual checking.

Currently, BIDV is launching this service at 09 transaction points in Hanoi City and Quang Ninh province. In the coming time, BIDV will continue

to coordinate with RAR to expand the service across the system as well as on BIDV SmartBanking app to improve customer experience when using chip-based citizen ID cards for banking transactions. 

Amid the robust digital transformation, building a roadmap to launch products using chip-based citizen ID cards in banking transactions will help leverage National Database on Residents Data and eKYC. BIDV is also a pioneer in accompanying ministries and authorities to disseminate great benefits of chip-based citizen ID cards to customers.

PHAM THUY

NA Chairman pays a working visit to LaoViet Bank

On 15 May, National Assembly (NA) Chairman Vuong Dinh Hue visited LaoVietBank, a subsidiary of the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) in Laos.

LaoVietBank was established in 1999 as a joint venture between the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) and the Banque Pour Le Commerce Extérieur Lao Public (BCEL) in order to implement the policy between leaders of the two countries and the Comprehensive Cooperation Agreement between the two governments. Lao Viet Bank is a special joint venture, both doing business and acting as a "bridge" to connect the two economies of Vietnam and Laos.

Present in nine out of 18 provinces and cities in Laos, LaoVietBank is one of the three largest commercial banks in Laos, with total assets currently approximating USD1.1 billion - ranking third in the local banking system.

The NA chairman acknowledged and spoke highly of the results of LaoViet Bank over the past 23 years. With the support from BIDV, LaoVietBank has



Mr. Vuong Dinh Hue, Politburo member, Chairman of National Assembly in a photo with leaders of BIDV and LaoVietBank

operated effectively, providing credit and modern banking products and services in Laos, extending loans to Vietnamese businesses investing in Laos and Laotian businesses investing in Vietnam.

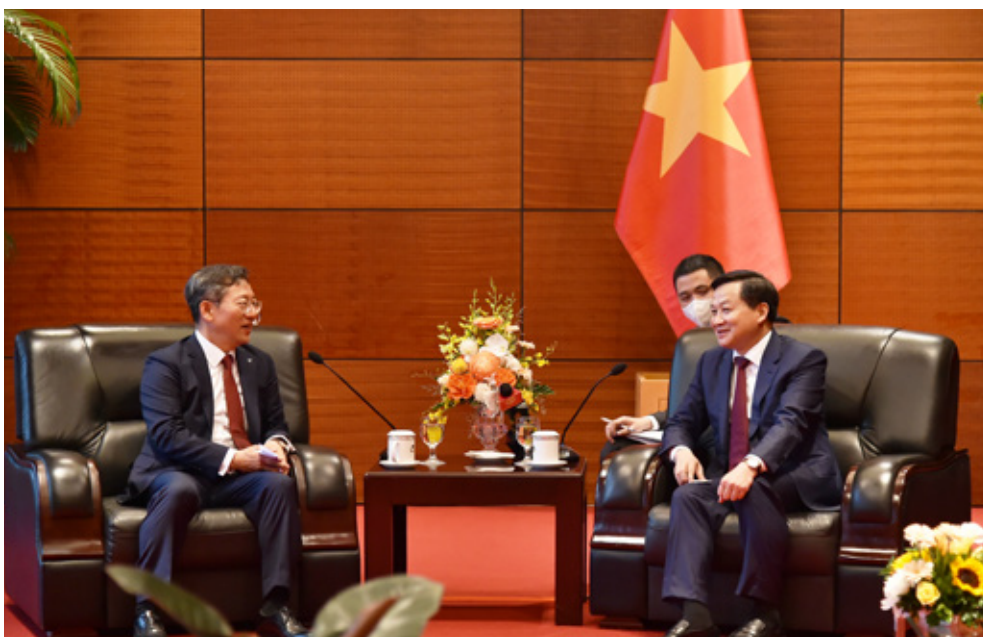
The NA chairman stressed that the great friendship, special solidarity, and comprehensive cooperation between Vietnam and Laos are an exemplary and rare relationship in the world and LaoVietBank is an ambassador to preserve and develop this special relationship. He suggested LaoVietBank capitalize on its knowledge about local customs to make development breakthroughs, thereby helping

make bilateral economic, trade, and investment partnerships on par with the sound political ties.

The NA chairman also expressed his hope that BIDV and LaoVietBank will continue fulfilling their social responsibility and contributing to agriculture, rural development, and poverty reduction in Laos. As bilateral trade stands at only USD1.3 billion at present, much lower than the target of USD2 billion, enterprises should make use of the Lao market, which is in close proximity to Vietnam. Aside from credit services, BIDV and LaoVietBank need to develop non-credit ones so as to help achieve that target, he said. **B**

MANH TRAN

Deputy Prime Minister receives CEO of Hana Bank



Mr. Le Minh Khai, Deputy Prime Minister of Vietnam meets with Mr. Park Sung-ho, CEO of Hana Bank in Hanoi

The Vietnamese Government is always willing to create favourable conditions for Korean businesses, including Hana Financial Group and Hana Bank, to invest and do long-term business in Vietnam in the spirit of harmonious benefit and risk sharing, Deputy Prime Minister Le Minh Khai has said.

Deputy Prime Minister Le Minh Khai made the statement while receiving CEO of Hana Bank Mr. Park Sung-ho in Hanoi on 27 April 2022, adding that the bank is a key strategic partner of the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV).

The Deputy Prime Minister stated that Vietnam wants to enhance cooperation with the Republic of Korea (RoK) – its top partner in many fields – to extensively and practically deepen the bilateral ties across sectors, particularly economy, trade, and investment.

According to the Deputy PM, Vietnam's economic achievements despite impacts of the Covid-19 pandemic were partly contributed by the domestic and foreign business communities, including Hana Bank – a key partner of BIDV – one of the four largest state-owned commercial banks in Vietnam.


Mr. Park Sung Ho informed the Deputy Prime Minister on the Hana Bank's successful strategic alliance with BIDV as well as the donation of VND40 billion (USD1.75 million USD) to join hands with the BIDV to carry out social security programs in Vietnam.

He hoped that the relationship between the two banks is not merely a partnership between investors but will become a model in the Vietnam-Korea economic cooperation and contribute to the development of the bilateral relations.

Thanking the bank for its significant contribution to social security activities in Vietnam, the Deputy Prime Minister expected that Hana

Bank will expand its investment in Vietnam, not only in banking but also in other sectors.

He suggested Hana Bank frankly discuss with Vietnamese partners and authorities, such as the State Bank of Vietnam, to find out solutions to deal with difficulties and obstacles if any.

As the year 2022 marks the 30th founding anniversary of Vietnam-RoK diplomatic ties, the Deputy Prime Minister hoped that Hana Financial Group and Hana Bank, together with BIDV, would hold meaningful activities to contribute to the deepening of relations between the two nations. 

HONG HANH

Strengthening comprehensive cooperation

On 16 May 2022 in Ho Chi Minh City, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) and Hoa Binh Construction Group (HBC) have signed a comprehensive cooperation agreement for the period 2022 - 2026.

Accordingly, BIDV and HBC will jointly strengthen the cooperation towards the goal of becoming comprehensive partners, ensuring long-term and sustainable cooperation based on each side's advantages to exploit their potential, diversify business activities, thereby improving business efficiency and competitiveness in the market.

In particular, BIDV will provide comprehensive financial solutions for HBC such as banking, securities, insurance, financial restructuring, bond insurance advisory, centralized cash flow management, electronic banking, supply chain financing. Especially, BIDV will be the bank to arrange short-, medium- and long-term capital up to thousands of billion VND for HBC in fields such as construction, investment in property and production projects.

Speaking at the ceremony, Mr. Le Viet Hai, board chairman of HBC, said: "Over the two decades of partnership, BIDV has always provided effective financial support to Hoa




BIDV and HBC sign an MOU on comprehensive cooperation in Ho Chi Minh City

Binh. This year is also the first year of the company's Decade Strategy (2022 - 2032) with the slogan "Strong Breakthroughs". With such challenging goal, Hoa Binh is pleased that BIDV is committed to continue providing comprehensive financial support for Hoa Binh to strengthen its internal resources, improve competitiveness, and expand market share locally and abroad".

Mr. Le Ngoc Lam, BIDV's Chief Executive Officer, said that since the establishment of the credit relationship, BIDV has always been a reliable partner and accompanied HBC

on every development stage, providing short-term loans worth thousands of billion VND for large and important construction projects of Hoa Binh. He believed that with the active support of BIDV, Hoa Binh will continue to operate effectively and grow stronger.

The comprehensive cooperation agreement between BIDV and HBC contributes to bolster the cooperation relationship between the two parties. It is a clear testament to the two sides' determination to realize their business strategies, creating synergy and sustainable values to each party, community and society. 

PHUONG HUYEN

Maximizing enterprise value from deal with HFI

BIDV Securities Company (BSC) is expected to transform into a digital focused firm.

BIDV Securities Company (BSC) and Hana Financial Investment (HFI) announced that they had signed a share subscription agreement. Accordingly, HFI acquired 35 percent stake of BIDV Securities Company (BSC) in the form of private placement with the total subscription amount near USD117 million. After the execution of the agreement, it is told that the two parties have pitched in by initiating projects to increase the enterprise value of BIDV Securities.

According to an official at Hana Financial Investment, the company as the second largest shareholder is to take charge of the digital transformation and new business initiatives. Specifically, Hana Financial Investment is planning to improve the brokerage service quality and increase customer base by upgrading the digital trading platform as well as expanding business to the fund management industry. This would eventually lead to building the financial services environment, enhance sustainability, and to maximize the value of the company.

BSC, established in November 1999 and headquartered in Hanoi with the majority stake held by the state-owned commercial bank BIDV (79.94 percent). The main business is brokerage, underwriting, investment advisory,



derivate trading, proprietary trading, and investment banking (IB). As for the most recent financial year, the company is ranked 26th in terms of owners' equity, 11th in terms of stock brokerage market share, and profit of USD15 million, ROE at 22.2 percent. With the capital injection from the strategic investor Hana Financial Investment, BIDV Securities is expected to make a leap forward to become the Top 10 securities companies in Vietnam in terms of owners' equity.

Hana Financial Investment Co., Ltd (HFI), established in 1968, is a member of Hana Financial Group - one of three largest financial groups in South Korea, ranking 71st in the list of Top 1000 largest banks and financial groups in the world by The Banker in 2021. HFI is growing into Asia's top IB gaining the attention of global investment circles through leveraging the Group's network. As of 31 December 2020, HFI

had total assets of USD28.5 billion and equity of nearly USD3.61 billion.

Vietnamese stock market has grown noticeably with the massive inflow of capital from individual investors and considering the fact that there are not many branches nationwide, the importance of eKYC technology and user-friendly digital platform to profit generation is increasing. By the end of 2021, the total number of trading accounts held by individuals was near 4.3 million which is an increase of 1.5 million compared to the previous year (2.7 million). Based on the fact that Vietnam has near 64 percent of smart phone penetration, strengthening competitiveness in the digital area is now becoming a key driver for success in the market.

Thus, the relevant departments within Hana Financial Investment jointly with the help from Hana Financial

Group's digital forces, are to examine the current IT infrastructure and trading platform, analyze the main participants of the Vietnamese stock market and to come up with a customized strategic solution to reinforce the digital platform of BIDV Securities. Also, the economic growth of Vietnam would result in the number of middle class to grow even more dramatically so BIDV Securities and Hana Financial Investment are to elaborate business plans to expand the strategic cooperation to the field of fund management which is still at an early stage in Vietnam.

Hana Financial Group, throughout the years, has proved many successful track records of acting as a pioneer in the form of strategic partnership. For instance, Hana Bank China and local partners including platforms such as Alibaba have successfully launched

untact loan products in the market which accumulated approximately USD1 billion loan disbursement. PT KEB Hana Bank Indonesia, an Indonesia subsidiary of Hana Bank, has launched mobile based digital bank called 'LINE Bank' by forming a strategic partnership with global ICT company LINE and currently provides deposit and loan services to many users. By utilizing the expertise and know-how that Hana Financial Group has achieved in the field of global mobile, digital business, BSC aims to become Top 7 securities companies in Vietnam by 2026.

In 2019 Hana Bank and BIDV completed a strategic deal which is a key trigger for both sides to expand the strategic partnership for the second time. With the success story of Hana Bank's investment into BIDV still continuing, it is the

intention of Hana Financial Group to extend the achievement to securities business and to lay the foundation to strengthen non-banking business which is relatively low. Moreover, Hana Financial Investment plans to continuously engage in subsequent strategic investment as such and to build a non-traditional model of global expansion compared to the traditional method of establishing a fully owned subsidiary.

BSC is to use the proceeds from the private placement to enhance brokerage, margin lending, proprietary trading business and for IT development, digital transformation, and comprehensive financial services product development, striving to become a leading digital securities company in Vietnam. [B](#)



BIDV and BIC Bank sign MOU



BIDV and BIC Bank sign an MOU in Hanoi

On 26 April 2022, in Hanoi, the Bank for Investment and Commerce Lao Ltd (BIC Bank) and BIDV signed an interbank Memorandum of Understanding (MOU) for the 2022-2023 period.

BIC Bank is a dynamic, fast-growing commercial bank in Laos with good asset management. Under the MOU, BIDV and BIC Bank will establish a correspondent banking relationship and promote cooperation on areas such as international payments; trade finance between


Vietnam and Laos, lending and project financing in the two countries in fields such as renewable energy, hydropower, mining, real estate, etc. In addition, the two banks will strengthen exchange and bolster the relationship in other fields of mutual interest.

Addressing at the signing ceremony, Mr. Le Ngoc Lam, Chief Executive Officer of BIDV, said: “2022 marked the 60th anniversary of the bilateral diplomatic relations between Vietnam and Laos and the 45th anniversary of the Vietnam-Laos Treaty of Amity and Cooperation (1977- 2022). Thanks to the special relations, the two governments have diversely developed political, economic and

social cooperation relationships. The meeting and signing ceremony of the cooperation agreement between BIDV and BIC Bank have contributed to fostering the special Vietnam- Laos relationship”.

Mr. Rithikone Phoummasack, Chairman of BIC Bank, said: “The special friendship between Vietnam and Laos is always cherished by our people. We are grateful for the sacrifice and contributions by the Vietnamese people to Laos during the war and also at the current

economic development stage. We hope that this MOU will contribute to promoting the bilateral relationship between the two banks in particular and the special friendship between Vietnam and Laos in general”.

The signing of MOU between BIDV and BIC Bank marks the first milestone in the two banks’ partnership. Along with the economic and trade development between the two countries, the leaders of the two banks expressed their hope that this partnership will be strengthened extensively and effectively on the basis of safe and effective operations, mutual development and creating economic and social benefits for both nations. 

THUY QUYNH

20 years of partnership between BIDV and FPT

BIDV and FPT have fostered a solid partnership for over 20 years with great results.

Formerly a State-owned company, FPT Joint Stock Company (FPT) was equitized according to Prime Minister's Decision No.17/QĐ-TTg on 28 February 2002 and has quickly grown to be a leading IT corporation in Vietnam. FPT has been a pioneer in the market in the fields of technology, telecommunications and education. The corporation has built an ecosystem of world-class "Made by FPT" platform services, products and solutions, promoting the sustainable growth of organizations and businesses as well as bringing new and different experiences to users. Over the 20 years of FPT's establishment and development since its equitization, BIDV has stood side by side, financed, and provided products and services for FPT to grow strongly.

Until now, BIDV has established relationships with 11 member companies of FPT. BIDV has been providing FPT's ecosystem with diversified, rich and high quality products and services that meet the strict requirements of a leading IT corporation in Vietnam. Typical products and services include: BSMS, working capital financing, domestic and international money transfers, trade finance, BIDV iBank, account management, collection services, among others.

As of end-2021, BIDV's credit scale extend to FPT was VND4,200 billion (USD185 million) and is expected to reach VND5,400 billion (USD238 million) by the end of 2022, which demonstrates the increasingly close connection in the relationship between BIDV and FPT. In early

2022, BIDV successfully deployed the API connection of BIDV's data system with the accounting systems of 2 subsidiaries of the corporation, FPT Retail Company (FRT) and Long Chau Pharmaceutical Company. Data transfer time is significantly shortened to less than 30 seconds, helping FPT save time, human and material resources, as well as increase sales productivity.

In 2021, although the Covid-19 pandemic had a negative impact on the production and business activities in general and Vietnam in particular, FPT, with the companion of BIDV, continued to grow with positive results in terms of scale and operating efficiency. In particular, consolidated net revenue reached VND35,657 billion (USD1.6 billion), an increase of VND5,837 billion or 19.5 percent compared to 2020. Consolidated profit



An office building of FPT

after tax hit VND5,349 billion (USD236 million), up VND925 billion or 20.9 percent compared to 2020.

The cooperation between BIDV and FPT is a bilateral relationship as the two parties are both customers and reliable partners. In addition to providing products and services, BIDV is also FPT's customer in technology projects such as: ERP internal accounting management system in 2016, Oracle PeopleSoft Human Capital Management in 2017. The successful cooperation results between BIDV and FPT over the past 20 years has once again reaffirmed the solid partnership as well as sustainable development strategy between BIDV and FPT, for the country's sustainable development goals. 📌

THU HOAI

Love without boundaries

Khau Vai love market, the largest of its kind, is held on a hill in Khau Vai village in Vietnam's northernmost province Ha Giang. The market opens for only one day every year - on the 27th day of the third lunar month.



Over the past one hundred years, the annual market has been a popular meeting point for ethnic groups in the area, particularly those who are in love or seeking love. Though given the moniker 'market', Khau Vai is more like a festival, featuring food and drink culture, song performances and folk games. Ethnic costumes, cultural and art publications, ethnic musical instruments and folk dance performances are all on display.

According to legend, Khau Vai love market came about due to the

poignant love story of a man named Chang Ba and his lover Nang Ut. Ba was from the Nung ethnic group, born to a poor household in Khau Vai. Ut was from a rich and noble family. Despite their different backgrounds, the two fell deeply in love with each other, but their marriage was forbidden by Ut's family. Ba and Ut escaped their homes and fled up a mountain in order to live together. Ut's family organised a search party to find her and ask her to return home. A violent conflict later occurred between the two families. To stop the fierce battle, the couple sorrowfully decided to abandon




their union with broken hearts. They promised that one day their souls would meet and live happily together. The date they parted was the 27th day of the third lunar month, and so to honour their love, the people of Khau Vai chose that date for the annual love market.

Married couples can attend the market together, individually seeking out their ex-lovers. If the wife or the husband

cannot go to the market, she or he will not be angry or jealous because they respect the other and the temporary meeting does not influence their normal life. The market also attracts those who are looking to find a partner for the first time.

In recent years, Khau Vai love market has become a popular tourist attraction for both domestic and foreign visitors. Activities at the

market include a performance of the ritual of rain-worship of the Lo Lo ethnic people, folk games such as shuttlecock and tug of war, ethnic trumpet playing and cock-fighting. Local cuisine and the beautiful highland girls in their traditional costumes are an added beauty. 

Feeling Hanoi on night tours



The night tours, which include Thang Long Imperial Citadel, Hoa Lo Prison Relic and a double-decker bus tour, aim to popularize images of the 1,000-year-old capital and Viet Nam to international guests.

THANG LONG IMPERIAL CITADEL

The Thang Long Imperial Citadel, which was placed on the UNESCO list in August 2010, was built in the 11th century during the Ly Dynasty. The Imperial Citadel buildings and the remains at the 18 Hoang Dieu archaeological site reflect a unique Southeast Asian culture specific to the lower Red River Delta.

The tour, named Decoding the Imperial Citadel of Thang Long, was launched by the Thang Long-Ha Noi Heritage Conservation Centre and the Hanoitourist travel company. It is

available every weekend.

Travellers begin the 1.5-hour tour at Doan Mon (Main Gate), the entrance to Cam Thanh (Forbidden area) - the king's residence, and learn about the site's history, architecture, and functions there.

They can later enjoy an old dance right on the glass covering the archaeological excavation area and gain an insight into this dig. They will also visit an exhibition hall of rare antiquities, some of which date back over 1,000 years.



DOUBLE-DECKER BUS

The double-decker bus night tour is an unforgettable experience for every tourist when visiting the capital city. The roofless 80-seat double-decker buses have 13 stops at over 30 famous attractions, such as the Hanoi Opera House, St. Joseph's Cathedral and Ha Noi Flag Tower, allowing travellers to explore the city without the need for tour guides.

The bus is accessible to the elderly, children, and the handicapped. It is equipped with voice-over and multi-language auto-translation systems capable of introducing the landmarks, which tourists can use to decide whether to get off the bus for sightseeing or leave that stop.

HOA LO PRISON RELIC

Hoa Lo Prison, which was dubbed "Hell on Earth", is a historical site located at 1 Hoa Lo Street. The prison was built by the French in 1896 to detain thousands of Vietnamese revolutionary soldiers and activists.

In the 80-minute journey backwards in time, visitors will witness the harshness of the colonial prison during the wars in Viet Nam, the noble sacrifice of the national heroes and see the special spiritual space dedicated to the gratitude for the predecessors.

The space within the relic at night will utilize both light and sound effects to awaken visitors' emotions and senses. R



Run for a green life



Runners at BIDV Run 2022

On 17 April 2022 in Hanoi, BIDV launched the 2nd online running race “BIDV Run - For a green life” via BIDVRUN app or website <http://bidvrun.com>. The race attracted nearly 47,000 athletes and donated VND8.2 billion (USD361,000).

BIDV Run is open for everyone, aimed at raising community awareness of healthcare, encouraging BIDV staff, customers and public to join hands for environment protection, contributing to the national sustainable development. All kilometers achieved will be converted into cash which is donated by BIDV to build flood-proof community houses as well as plant “One million trees” in response to the “One billion-tree program in the

2021 – 2025 period” as initiated by the Prime Minister.

The race is among meaningful activities to celebrate the 65th anniversary of BIDV (26 April 1957 - 26 April 2022) and the 71st anniversary of the Vietnam’s banking sector.

Speaking at the launching ceremony, Mr. Tran Xuan Hoang, member of BIDV’s Board of Directors, Chairman of Trade Union, and Head of the Race Organizing Committee emphasized: “In the new pandemic situation, doing exercise for health improvement is of great significance for each individual. The race helps athletes not only build and maintain a healthy lifestyle, but

also join BIDV to build flood-proof community houses in flood-prone provinces and contribute to planting 1 million trees in response to the Prime Minister’s 1 billion-tree program”.

In 2021, the “BIDV Run - For a green life” attracted 28,400 runners with total achievement of 1.4 million km. More than VND5.6 billion (USD247,000) was donated to build flood-proof community houses and plant 64,000 trees in the BIDV’s program “One million trees”. As of 30 March 2022, BIDV had planted 72,252 trees in many localities across the country such as Phu Tho, Yen Bai, Dak Lak, Nghe An, Ha Tinh, etc. At the same time, the first flood-proof community house funded by BIDV was inaugurated in Cam Due commune, Cam Xuyen district, Ha Tinh province. 🇻🇳





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