

BIDV **R** eview

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NEW CORE BANKING SYSTEM GOES LIVE



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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).



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

- ✦ Intelligence
- ✦ Belief
- ✦ Integrity
- ✦ Detail orientation
- ✦ Vitality



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Editor's Letter

Dear readers,

BIDV marked September with a historical milestone in its core banking system. The bank successfully implemented a core banking system transformation which started on 31 August and was completed on 3 September 2023 during Vietnam's National Day break. The new state-of-the-art core banking system offers numerous advanced features to enhance customers' banking experience. The new core banking system transformation is a key strategic project to meet important goals in the bank's business development strategy, governance, and improving labor productivity in line with international practices. This project is of special importance and plays a key role in determining the effectiveness of all aspects of the BIDV's operations in the years to come.


BIDV became the first bank in Vietnam to serve the project of transferring emission reduction results for forest environmental services. Vietnam Forest Protection and Development Fund (VNFF) under the Ministry of Agriculture and Rural Development selected BIDV as the bank to serve the World Bank-funded greenhouse gas emission reduction payment project worth USD51.5 million in the North Central Region.

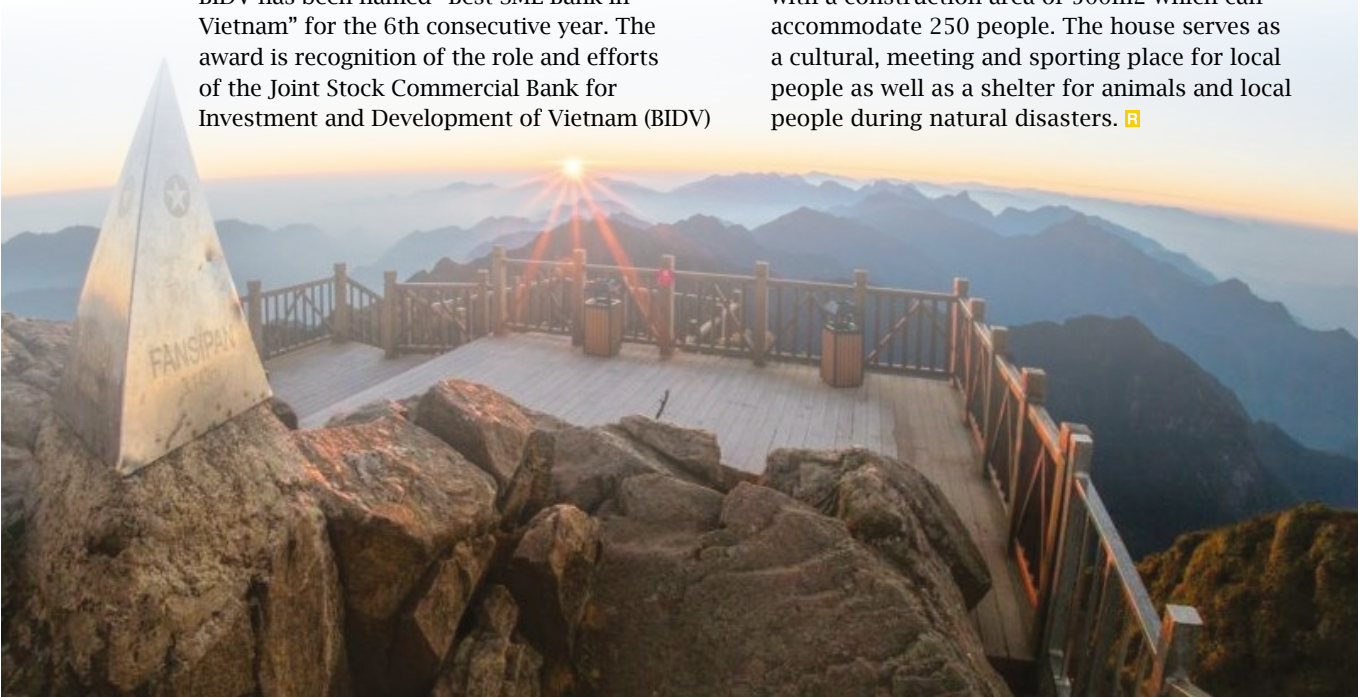
BIDV has been named "Best SME Bank in Vietnam" for the 6th consecutive year. The award is recognition of the role and efforts of the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV)

in accompanying the development of the business community and small and medium-sized enterprises (SMEs) in particular.

BIDV announced its selection of IBM API Connect as the platform to build a new application programming interface (API) management system to maximize the digital banking experience for its customers. Using IBM API Connect, BIDV can implement an integrated network from which the bank can offer API services to Fintech companies and quickly establish connectivity to provide new services to its customers.

BIDV and Sumitomo Mitsui Trust Group (SuMi TRUST) signed a comprehensive cooperation agreement to bolster cooperation in the fields of trust and asset management, equity investment, sustainable finance and custodial services. 2023 marks the 10th anniversary of the first comprehensive cooperation agreement between BIDV and SuMi TRUST. In recent years, the two sides have held regular high-level meetings to strengthen the partnership.

In the month BIDV and Hana Bank handed over 04 flood-resilient community houses in Quang Binh and Thua Thien Hue provinces. Each house costs around USD110,000, consisting of 2 floors with a construction area of 500m² which can accommodate 250 people. The house serves as a cultural, meeting and sporting place for local people as well as a shelter for animals and local people during natural disasters. 



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MINH THAO

BIDV completes core banking system transformation

BIDV successfully implemented a core banking system transformation to further improve the quality of products and services and better meet the needs of customers.

The system transformation started on 31 August and was completed on 3 September 2023 during Vietnam's National Day break.

BIDV said it has elaborately developed a plan to ensure smooth operations with minimal impact on customers' banking transactions and service use. The new state-of-the-art core banking system offers numerous advanced features to enhance customers' banking experience.

The new core banking system (Core Banking Profile) transformation is a key strategic project to meet important goals in the bank's business development strategy, governance, improving labor productivity in line with international practices in the era of Industry 4.0. This project is of special importance and plays a key role in determining the effectiveness of all aspects of the BIDV's operations in the years to come.

Given the rapid development of technology in the banking and finance sector, BIDV's old core banking system in recent years has revealed some inadequacies that need to be changed. Therefore, over the past time, BIDV has rendered great efforts, overcoming all difficulties and challenges to deploy and ensure the Core Banking Profile project is implemented on schedule.

The new core banking system boasts advantages in improving and streamlining operational processes.



Leaders of BIDV and contractor celebrate the go-live of the new core banking system

The changes in operational processes will lead to changes in organizational models where units can be rearranged accordingly. The bank's management and governance patterns will also be adjusted towards maximizing resource efficiency.

The bank's core banking system integrates many external application systems. For the transformation, BIDV has been well-prepared, starting with implementing procurement and leasing of infrastructure to serve the project implementation. This core banking transformation project was implemented in a new way, unlike the previous projects, in which system integration testing (SIT), user acceptance testing (UAT), and pilot stages had been carried out simultaneously to optimize resources and accelerate the project progress. In addition, demand for resources to

serve the concurrent environments was huge and unprecedented at BIDV. In particular, there were about 20 different environments to serve the core banking system, besides environments for nearly 100 non-core applications for system integration testing and go-live.

The successful transformation of the core banking system is a significant milestone and a turning point in BIDV's development history, establishing a new technology platform to support the master strategy and business development plan based on digital platforms in the future. "BIDV would like to thank you for your continued trust in our banking services. We remain committed to providing you with the highest quality of our products and services", the bank said. 

HONG HAI

Unity makes success

The successful transformation of the Core Banking system at BIDV is a testament to the saying "Where there is unity there is always victory".

FIRST THINGS

According to Mr. Phan Thanh Hai, Senior Executive Vice President of BIDV, Head of Core Banking Project Management Unit, after a careful preparation and solution selection process, on 16 January 2021, BIDV and Fidelity USA (FIS) signed a contract to implement Core Banking Profile system transformation in 30 months. This is a very short time for moving to a completely new Core Banking system, with the integration of more than 100 related applications. The project has applied many special implementation methods, with many "firsts" being done.

Firstly, for the first time, almost the entire process of analyzing user requirements (GAP) was done online and successful, there were no change requests (CR) that increased costs for the project.

Secondly, the Core Banking was implemented according to an Agile method for the first time. The Agile method was thoroughly applied in the user acceptance test (UAT) phase and has brought positive results, contributing to the go-live on schedule in September 2023.

Thirdly, with the decision on the money transfer architecture following international practices, the money transfer function was decided to be outside the core banking and for the first time, BIDV built, developed and deployed the Payment Hub system with 100 percent of its own resources (human and technology).



Mr. Phan Thanh Hai, BIDV Senior Executive Vice President, head of core banking transformation PMU

Fourthly, Core Banking is the first project to have an in-depth technical training course on solutions for a team of 21 programmers to master the new Core Banking system.

Fifthly, regarding data migration, BIDV maintained the operation of the old Core SIBS system in parallel with the process of transformation to the new core system. BIDV still provided services to customers during most of the transformation period. The actual interruption time of online applications such as SmartBanking, Cards... was no more than 16 hours - a record short time, thereby minimizing the impact on BIDV's service provision to customers.

Sixthly, regarding integration, contractors and application suppliers, technical members of the Project Management Unit and Digital Banking Development Center made great efforts to complete a huge amount of work, successfully integrating 102

applications with new Core Banking in a period of 30 months.

Seventhly, regarding the organization of pilot runs and rehearsals, the pilot run was carried out very early, from 15 May 2023 and lasted until the day before the go-live, divided into 3 phases: phase 1 with the main goal of training to use the new system, phase 2 and phase 3 for training and preparing for the go-live. Regarding the Core Banking transformation process rehearsal, the project management unit organized 4 rounds, from June to August, with different scopes and scales. The dress rehearsal was almost 100 percent similar to the official transformation with all 102 applications.

Eighthly, Core Banking is the first project to develop a Project Definition Document (PDD) and Regulations issued by the Board of Directors and Chief Executive Officer that clearly

stipulate the organizational model and processes such as control of change requirements, periodic meeting and reporting mechanisms... According to the agreed regulations, the two sides maintained weekly meetings at the Project Director level continuously for 30 months; held high-level meetings (Steering Committee) quarterly - and monthly high-level meetings from April 2023. Thereby, the bank's leadership fully and promptly grasped the project's situation to make decisions. This is an important factor that contributes to promoting the project go-live on schedule while ensuring safety and quality.

Last but not least, the successful transformation of the Core Banking system is a testament to the saying "Where there is unity there is always victory".

SIGNIFICANT CHANGES

The Core Banking Profile system is expected to create many innovations and breakthroughs in BIDV's operations and development, especially in providing products and services to customers, and in mastering the system, with an open architecture that easily connects and integrates with other systems.

In the context of the Industry 4.0 and digital transformation, banks are required to quickly introduce new products and services, especially IT ones to meet customer requirements, maintaining a competitive position in the market. Switching to the Core Banking Profile system, BIDV negotiated to request FIS contractor to provide source code, and trained 21 technical staffs to master the new Core Banking system right from the



BIDV leaders at the go-live of the Core Banking Profile system in Hanoi


first days of project implementation. Therefore, in the coming time, BIDV will be completely proactive in upgrading and bringing new features and new products to the market quickly, without being dependent on contractors. On the other hand, the Core Banking Profile system with a modern architecture, open connections, and APIs that provide the ability to easily and quickly integrate with other systems will bring advantages in creating a service ecosystem to enhance customer experience.

Deploying the Core Banking Profile system brings major and comprehensive changes to BIDV, not only in terms of technology and ability to master the system, but also in orientation and business development strategy, product and service development mindset, organizational model, management and governance pattern, and operational processes. The successful transformation of the Core Profile system marked a new milestone in BIDV's development history. The bank is confident to master the technology, innovations, improve product and service quality and strengthen its position in the future.

LOOKING AHEAD

The successful transformation to the Core Banking Profile system is the first step in the journey of mastering the system for development and innovation, bringing major changes to BIDV's operations.

In the coming time, BIDV will restructure the Core Banking Project Management Unit to become a focal point for managing, upgrading and developing features of the Core Banking Profile system. This unit will be built as a fusion team, including both technical and professional, applying the Agile working method to the maximum. BIDV will work with FIS contractor to equip infrastructure, management and programming tools to proactively modify and develop new features on the Core system based on the codes that have been provided by the contractor, hiring FIS's source code review service to ensure the quality of contents modified and developed by BIDV on the Core Profile system. Based on experience and project implementation results, the new model is expected to contribute to quickly bring products and services to market.

In the first phase after the go-live, BIDV will focus on correcting existing errors, fine-tuning the features of the new Core system, ensuring the system operates stably. Next, after being restructured, the Project Management Unit will continue to optimize and increase the performance of the Core Banking system, upgrade and adjust the Core Banking system to become a transaction recording system (System of Records), which is capable of ensuring continuous, stable operations and easy to connect to external systems even when the number of transactions continues to increase. 



MILESTONES IN THE CORE BANKING TRANSFORMATION

17 FEBRUARY 2014:

Establishing core banking system transformation Project Steering Committee, Project Management Unit at BIDV.

22 SEPTEMBER 2014:

The Board of Directors approved the scope of implementation of the project.

2015 TO 2020:

Developing and approving project legal documents, reporting to the State Bank of Vietnam, selecting contractors.

16 JANUARY 2021:

Signing project implementation contract with FIS contractor.

15 MARCH 2021: PROJECT KICK-OFF.

APRIL 2021 TO APRIL 2022:

Conducting workshops on requirements analysis, completing 127 functional specification documents (FSD), 42 integration requirement documents (IRD) and related documents.

15H07 ON 3 SEPTEMBER 2023:

Mr. Phan Duc Tu - Chairman of BIDV's Board of Directors officially announced the GO-LIVE OF THE CORE BANKING PROFILE SYSTEM.

01 SEPTEMBER - 3 SEPTEMBER 2023:

Officially transforming the core banking system at BIDV.

17 JUNE - 13 AUGUST 2023:

Deploying 4 rehearsals for core banking transformation and more than 200 integration applications.

01 JUNE - 31 AUGUST 2023:

Deploying testing of contractor's deliverables (Regression Test and Pilot Test).

15 MAY 2023 - 31 AUGUST 2023:

Deploying 3 system pilot runs for all units across the bank's system.

11 MAY 2022 - 19 MAY 2023:

Performing 11 trial runs.

01 SEPTEMBER 2022 - 31 MAY 2023:

Deploying user acceptance testing (UAT) with a total of 95,000 test cases.

THUY LINH

BIDV serves emission reduction payment project

BIDV became the first bank in Vietnam to serve the project of transferring emission reduction results for forest environmental services.

Vietnam Forest Protection and Development Fund (VNFF) under the Ministry of Agriculture and Rural Development selected BIDV as the bank to serve the World Bank-funded greenhouse gas emission reduction payment project worth USD51.5 million in the North Central Region.

The emission reduction payment agreement (ERPA) was signed by Vietnam Ministry of Agriculture and Rural Development and the International Bank for Reconstruction and Development (IBRD), a member of the World Bank Group, following the mandate of Forestry Carbon Partnership Facility (FCPF). This is the result of cooperation between Vietnam, the FCPF and the World Bank to achieve the climate goals set out in the Paris Agreement, which is important for investing in forests, reducing forest loss, and improving livelihoods.


Vietnam is the first country in Asia Pacific and the fifth in the world to reach this important agreement with the FCPF. Accordingly, Vietnam will transfer the results of reducing 10.3 million tons of CO2 emissions in 06 provinces in the North Central region including Thanh Hoa, Nghe An, Ha Tinh, Quang Binh, Quang Tri, and Thua Thien Hue and receive USD51.5 million from the FCPF.

BIDV is a leading commercial bank in Vietnam with extensive experience in managing foreign entrusted funds and providing comprehensive, modern



banking products and services to customers. The bank has become a strategic partner of international donors such as the World Bank (WB), French Development Agency (AFD), Asian Development Bank (ADB) in implementing foreign entrusted capital to finance green growth, climate change adaptation in Vietnam.

The provision of financial and banking services for this special project continues to cement BIDV's reputation and leading position in foreign entrusted fund operation in Vietnam. BIDV is the pioneering bank that accompanies the government on the country's socio-economic development, contributing to the implementation of national strategies on sustainable development, green growth, response to climate change and commitment to "net zero" emission.

Green growth is one of the important goals in BIDV's business strategy for the period 2021-2025 with a vision to 2030. As of 30 June 2023, BIDV has led commercial banks in financing green projects with a total outstanding loan of more than VND66 trillion (USD2.8 billion), accounting for 4.1 percent of BIDV's total outstanding loans. It is expected that by 2025, BIDV's outstanding loans to green fields and sustainable development will reach USD3 billion, accounting for about 5 percent of BIDV's total outstanding loans. The bank has actively implemented activities to promote green financial development, environmental protection and response to climate change, supporting the government in implementing tasks on green growth and sustainable development. 

HUYEN TRUC

BIDV named “Best SME Bank in Vietnam” for 6th consecutive year

The award is recognition of the role and efforts of the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) in accompanying the development of the business community and small and medium-sized enterprises (SMEs) in particular.

- ✦ This is the 6th consecutive year BIDV has been honored with the “Best SME Bank in Vietnam” award from Alpha Southeast Asia.
- ✦ By pushing the envelope in innovation and focusing on its key differentiators through fast, convenient and personalized solutions, BIDV has become the preferred banking partner for the growing number of SMEs in Vietnam.
- ✦ By 31 August 2023, BIDV had more than 371,000 SME customers with outstanding loans to this segment accounting for 42 percent of the bank’s total corporate loans.



BIDV representative receives the “Best SME Bank in Vietnam” award for the 6th consecutive year.

On 7 September 2023 in Singapore, within the 17th “Best Financial Institution Awards” program organized by Alpha Southeast Asia, BIDV was honored as the “Best SME Bank in Vietnam”. This is the 6th consecutive year BIDV has been honored with the award from Alpha Southeast Asia.

At the award ceremony, Mr. Siddiq Bazarwala - Publisher of the Alpha

Southeast Asia - said: “In recent years, BIDV has embarked on implementing diverse digital solutions, supporting SMEs to reduce cost and increase business efficiency. BIDV’s relentless efforts for the SMEs continue to affirm the bank’s position as the best bank in Vietnam”.

“By pushing the envelope in innovation and focusing on its key differentiators through fast, convenient and personalized solutions, BIDV has become the preferred banking partner for the

growing number of SMEs in Vietnam”.

Mrs. Pham Thi Van Khanh - Head of BIDV Corporate Banking Department - said: “The award is recognition of BIDV’s efforts and outstanding achievements in accompanying SMEs through the provision of a comprehensive and flexible ecosystem of digital products and services which fully meet the needs of customers”. BIDV defines SMEs as an important customer segment in its business strategy. Therefore, the bank always prioritizes resources to

support and facilitate SMEs' business development, competitiveness and product quality improvement. Since the early days of 2023, BIDV has actively launched credit packages totaling over VND280 trillion (USD12 billion) with interest rate lowered by 0.5-2 percent/year, to support businesses in recovering, maintaining and developing business activities.

In addition, businesses have enjoyed service fee waiver and reduction under the bank's preferential programs such as: DigiUp program; Trade Booming program with support in exchange rates, international money transfer fee waiver for import-export businesses, etc. BIDV also actively promotes digitalization of the supply chain financing, launching the online SCF platform which helps increase processing speed, improve experience, and promptly meet customers' capital demand. At the same time, BIDV has launched credit products by sector and field with streamlined processes and competitive mechanisms to promote industry credit development such as loan packages for businesses in the pharmaceutical industry, electrical equipment manufacturing, construction and assembly.

With a "customer-centric, technology-driven" approach, BIDV always pioneers innovation to lead the digital transformation in the financial sector, providing a comprehensive digital banking ecosystem with outstanding features and utilities. The Bank has implemented various outstanding digitalization programs to help improve customer experience such as: Online lending, BIDV iBank, BIDV iConnect... BIDV SMEasy digital platform (at the address <https://smeasy.bidv.com.vn>) is designed as a one-stop shop that provides consistent financial and non-financial solutions

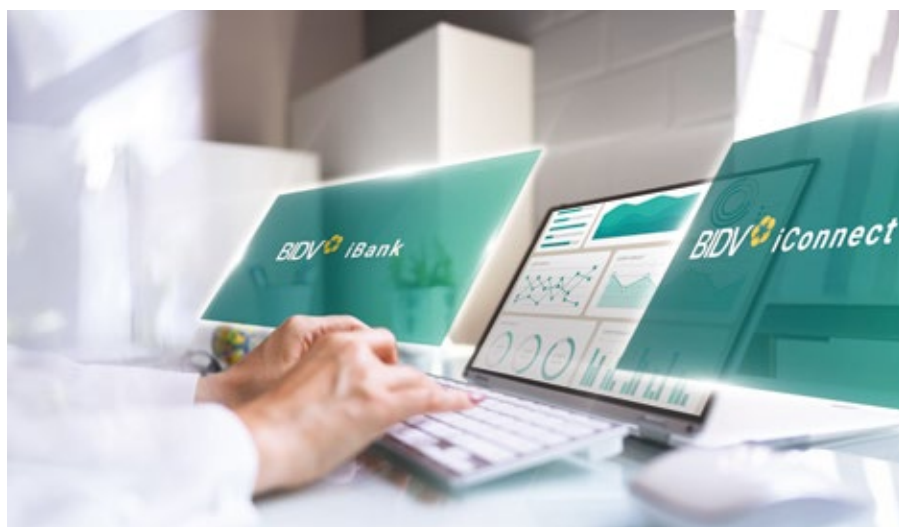


for customers, increasing internal resources, and improving financial health and competitiveness for SMEs. The platform also offers an interface designed specifically for female entrepreneurs with the message "Shining with women-owned SMEs".

With comprehensive solutions, BIDV has achieved many impressive results in accompanying SMEs on their development journey. By 31 August 2023, BIDV had more than 371,000 SME customers with outstanding loans to this segment accounting for 42 percent of the bank's total corporate loans, an increase of

7.5 percent year-on-year. These achievements continue to affirm the bank's leading position in the SME segment in the Vietnam market.




VietQR standard was first introduced by NAPAS in June 2021. VietQR is built upon the fundamental QR Code standards issued by the State Bank of Vietnam (SBV) for universal application across the market. The program aims to interconnect and facilitate seamless QR Code-based payment and transfer transactions among banks and payment intermediaries through the NAPAS system.



VU MINH

BIDV, SuMi TRUST bolster partnership

BIDV and Sumitomo Mitsui Trust Group (SuMi TRUST) signed a comprehensive cooperation agreement to bolster cooperation in the fields of trust and asset management, equity investment, sustainable finance and custodial services.

-  2023 marks the 10th anniversary of the first comprehensive cooperation agreement between BIDV and SuMi TRUST.
-  BIDV and SuMi TRUST signed the agreement to bolster cooperation in the fields of trust and asset management, equity investment, sustainable finance and custodial services.
-  The cooperation between the two sides is expected to continue prospering and achieve new heights.



Leaders of BIDV and SuMi TRUST at the signing of a comprehensive cooperation agreement

2023 marks the 10th anniversary of the first comprehensive cooperation agreement between BIDV and SuMi TRUST. BIDV has always appreciated the partnership with SuMi TRUST. The two sides have worked effectively to realize cooperation opportunities in the signed comprehensive cooperation agreement. Notably, the successful investment in BSL company since 2017 is a testament to the effective cooperation between the two parties.

In recent years, the two sides have held regular high-level meetings to strengthen the partnership. In addition to the cooperation in the BSL joint venture, the partnership continues to cover fields of M&A

referral, capital trading and information sharing.

Mr. Phan Duc Tu - chairman of the Board of Directors of BIDV - affirmed that BIDV and SuMi TRUST have successfully implemented the comprehensive cooperation in all fields. Especially, as both sides have developed green development strategies, he believes that the cooperation between the two sides will continue to prosper and achieve new heights.

On the same page, Mr. Toru Takakura - President of SuMi TRUST Group - expected the cooperation between BIDV and SuMi TRUST will contribute more to global sustainable

development. The re-signing of the agreement and expansion of cooperation will open a new chapter with a further vision in the relationship between the two sides.

Mr. Ohkubo Tetsuo - chairman of the Board of Directors of SuMi TRUST Group - emphasized: "In the coming time, our Group will continue to share experience in operations with BIDV and we hope that the two sides will continue to foster the cooperation for mutual development in support of BSL to develop further in the future".

Enhancing open banking service

- ✦ By applying open banking services, BIDV can easily exchange information with its partners and offer improved services to customers.
- ✦ The choice of IBM API Connect is an important part of cooperation in support of the successful implementation of the digital transformation strategy at BIDV and to deliver higher quality experiences to customers.



The Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) announced its selection of IBM API Connect as the platform to build a new application programming interface (API) management system to maximize the digital banking experience for its customers.

IBM API Connect is an API platform that is complete, modern and intuitive, allowing one to securely create, view, manage, and develop businesses from APIs on cloud types that will deliver digital applications and drive innovation for customers.

Using IBM API Connect, BIDV can implement an integrated network from which the bank can offer API services to Fintech companies and quickly establish connectivity to provide new services to its customers. The API-supported architecture

enables BIDV to expand its ecosystem for different types of customers, such as retail consumers, large businesses, or small and medium enterprises, through the open API system. By applying open banking services, BIDV can easily exchange information with its partners and offer improved services to its customers.

"BIDV has selected IBM API Connect for its stability and high reliability, which has been successfully applied at many banks across the globe. IBM has been a trusted partner of BIDV for years and the choice of IBM API Connect is an important part of cooperation in support of the

successful implementation of the digital transformation strategy at BIDV and to deliver higher quality experiences to our customers", said Mr. Nguyen Chien Thang, head of Digital Banking Development Center, BIDV.

"API is the heart of digital banking services. The IBM APIs architecture helps BIDV to connect, automate, and digitally transform businesses, and enables the sharing of business data between applications and services securely with the ecosystem," said Mr. Nguyen Tuan Khang, Country Manager, Software Group, IBM Vietnam.

XUAN DUONG

Strengthening operational risk management

BIDV's Risk Management Committee (RMC) held a conference between Risk Management Committees of Vietnam commercial banks with the theme "Operational Risk Management and the coordination, connection of credit institutions in operational risk management".

Mr. Ngo Van Dung, BIDV's Board member, chairman of Risk Management Committee chaired the conference. Mr. Tran Phuong, Senior Executive Vice President, member of Risk Management Committee moderated the discussion.

The conference was attended by leaders and representatives of RMCs of 11 commercial banks including BIDV, Vietcombank, Vietinbank, Agribank, MBBank, Techcombank, Shinhan Vietnam, VIB, MSB, TPB, ACB and representatives of the State Bank of Vietnam (SBV), Vietnam Banks Association (VNBA) and PwC Vietnam.

We are living in a world of VUCA (Volatility, Uncertainty, Complexity, and Ambiguity). The Covid-19 pandemic, the Russia - Ukraine conflict, and the collapse of the long-standing Credit Suisse, etc. are typical examples. Accordingly, the banking industry has been facing unpredictable risks and unprecedented common challenges that are difficult for individual banks to effectively address.

To deal with such challenges, coordination among commercial banks is needed, especially between RMCs of banks, as well as the orientation of the SBV and the coordinating role of the VNBA. For that reason, BIDV's RMC has chosen the theme for this conference which is "Operative risk management and




Risk experts and delegates in a group photo at the conference.

the coordination and connection of credit institutions in operational risk management".

At the conference, representatives of commercial banks, the SBV and PwC Vietnam shared experiences in implementing operational risk management (ORM) in the following aspects: current situation of ORM; risk management tools; digital transformation in ORM; fraud risks and fraud prevention; coordination between commercial banks and State regulators; solutions to improve the effectiveness of ORM; and proposals to the SBV. Representatives of banks' RMCs proposed proposals to the SBV, VNBA to create a forum for Vietnam commercial banks to enhance connection, exchange and sharing of experiences in risk management.

The commercial banks discussed three important issues: firstly, the need to build a common database on operational risk between commercial banks; secondly, building a culture risk control in the bank to create a sound environment for ORM; and thirdly, investing in information technology to improve ORM efficiency.

The discussion helped strengthen the connection and experience sharing as well as learning from each other among the commercial banks about ORM in particular and risk management in general. It contributed to improving the capacity to respond to common challenges of the banking industry, helping enhance BIDV's position in the Vietnam banking community. 

VIET LINH

Big steps in realizing business vision

Mr. Arnoud Kuiper, FIS project director, shares with BIDV Review about BIDV's core banking transformation journey.

FIS Profile Core Banking system is highly functional and highly scalable, this high-performance system is implemented in financial organizations of many sizes around the globe.

We can safely say that with the successful delivery of this Core Banking Transformation Project, BIDV has made big steps in building the foundation for realizing their challenging business vision: "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".

And although of course there was already an existing relationship between BIDV and FIS in place before this Core Banking Transformation Project - given BIDV was already using the FIS IST-system for processing their BIDV cards payments - we believe with this successful collaboration BIDV and FIS have forged a strong partnership and look forward to a long and successful cooperation and to exploring other business opportunities together in the future.

In March 2021, BIDV and FIS jointly embarked on a Core Banking Transformation Project with a highly ambitious overall delivery schedule. The Project was set up and executed in a hybrid model, mixing classic waterfall and agile methods, to blend into a collaborative delivery style that the Bank and FIS initially gave the name of 'One-Team Approach', later to be renamed to 'Fusion Teams Model'.



Mr. Arnoud Kuiper

Starting in 2021, in the midst of the Covid-19 pandemic, the Project was initially done mostly remote and fully online, and it actually took until December 2021 for the first FIS Teams to set foot onsite at the Bank. Working in these circumstances, across different time zones; multiple continents and countries and with virtually no project member speaking

their native language, the 'One-Team Approach' worked wonders for initially breaking the ice, then building the trust and confidence and for working effectively together to jointly successfully deliver this highly complex and critical Core Banking Project on time, as planned exactly 30 months after the project kick-off.

It is very rare, perhaps even unique, that a big Core Banking Transformation Project is successfully delivered on time and in good harmony between the partners collaborating in the project. Key to this successful delivery has been that both BIDV and FIS have realized right from the start that such a Project can only be delivered successfully if all parties not only work closely together but also collectively take ownership of the joint goals and end-results. Achieving this would not have been possible without this belief and the efforts from the joint Project Organization as well as the direction and unfaltering support from the executive management from both BIDV and FIS. 



VAN HAI

BIDV, LSP sign USD200 million credit agreement

The Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) and Long Son Petrochemicals Company Limited (LSP) signed a USD200-million facility agreement.

- ✦ The collaboration between BIDV's financial expertise and LSP's industry know-how will strengthen the ecosystem of the petrochemical value chain from LSP's suppliers and customers.
- ✦ The agreement marks the beginning of a strategic alliance between BIDV and LSP which is built on trust, shared values, and commitment.



Representatives of BIDV and LSP sign a USD200 million credit agreement.

The Petrochemicals Complex project in the southern region of Vietnam, with a total investment of more than USD5 billion, is invested by Long Son Petrochemicals Company Limited (LSP), a subsidiary of SCG Chemicals (SCGC), a leading integrated chemical player in ASEAN.

The project applies modern technologies, high levels of digitization, and automation, and is of significant economic and social importance. It serves as a prominent example of economic cooperation between Vietnam and Thailand. Since 2021, BIDV and LSP have actively engaged in effective collaboration across various areas. BIDV has not only provided short-term working capital, but also offered numerous modern and diverse banking products and services which employ advanced technology and digitization, such as virtual account collection, ERP connection.

Mr. Tran Long, Senior Executive Vice President of BIDV, said: "Today's

signing ceremony reaffirms the determination of BIDV and LSP to realize the goal that LSP will become a leading producer and distributor of plastic resins in Vietnam and the region."

"With the market position and experience of the oldest commercial bank in Vietnam, BIDV will accompany LSP and the SCG Group in Vietnam to implement current and upcoming projects; strengthen and bolster the effective partnership between BIDV and LSP".

Mr. Kulachet Dharachandra - General Director of LSP, shared: LSP is the first integrated petrochemical complex in Vietnam which can contribute significantly to Vietnam's economy by reducing plastic imports and strengthening the domestic value chain with sustainable development. LSP believes that with the shared goal, the collaboration between BIDV's financial expertise and LSP's industry know-how will strengthen the ecosystem of

petrochemical value chain from LSP's suppliers and customers.

"This short-term credit agreement marks the beginning of a strategic alliance between BIDV and LSP which is built on trust, shared values, and commitment to foster the values, explore more opportunities, overcome challenges and nurture sustainable growth and success for both entities", said Mr. Kulachet Dharachandra, partner with the Ministry of Natural Resources and Environment to develop solutions and initiatives to tackle environmental challenges. It is also currently the market leader for investing in green projects, mainly renewable energy. According to Brand Finance report, the banking sector in Vietnam experienced significant growth in 2022, gaining over approximately USD11.5 billion in combined profits across its brands. However, growth is expected to slow down in 2023 due to economic headwinds arising from lower import and export demands. 

MANH HAI

BIC, Pacific Airlines ink comprehensive agreement

On 20 September 2023, in Hanoi, BIDV Insurance Corporation (BIC) and Pacific Airlines Joint Stock Company signed a comprehensive cooperation agreement to promote the two's strengths.

Under the cooperation agreement, BIC and Pacific Airlines will prioritize the use of each other's products and services; support each other to reach and meet the needs of their respective customers. The cooperation program is expected to bring new business opportunities, promote the development of the two companies.

Speaking at the signing ceremony, Mr. Tran Hoai An - Member of the Board of Directors and Chief Executive Officer of BIC, said: BIC wishes to fully accompany Pacific Airlines in the coming time in the spirit of mutual development. With a strong financial capacity, diverse products and services that meet all non-life insurance needs of the market (especially strengths in insurance including property, liability, aviation, people, motor vehicles, cyber security, cancer...), BIC expects to provide Pacific Airlines with comprehensive and effective risk management solutions. BIC also hopes that the two sides will increase the referral of each other's products and services to their partners.

Mr. Nguyen Anh Dung - Member of the Board of Directors, Acting General Director of Pacific Airlines, said: The cooperation agreement will help the two units reach more to



Representatives of BIC and Pacific Airlines sign the comprehensive agreement in Hanoi

their customers and partners. With a history of safe flight operations of more than 32 years, and continuous efforts with Vietnam Airlines - the parent company, to contribute to the long-term development of Vietnam's aviation industry, Pacific Airlines believes it can meet the needs of BIC for flight services as well as the latter's partners.

The Pacific Airlines Joint Stock Company (Pacific Airlines) is the first low-cost airline in Vietnam, based at Tan Son Nhat International Airport, Ho Chi Minh City, Vietnam. With the operating criterion of providing cheap air tickets every day, Pacific Airlines currently operates passenger and cargo services to domestic destinations of Vietnam and some

international destinations by fleet modern Airbus. Vietnam Airlines currently holds 98 percent stake in Pacific Airlines.

BIC is a subsidiary of BIDV which owns 51 percent of the insurance company's charter capital. BIC's total consolidated pre-tax profit in the first 6 months of 2023 was VND262 billion (USD11 million), an increase of 61 percent year on year. 📈

THY HUONG

Cementing cooperation with Japanese businesses

On 14 September 2023 in Hanoi, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) in collaboration with 13 Japanese partner banks organized a Japanese customer conference. The conference is part of events celebrating the 50th anniversary of diplomatic relations between Vietnam and Japan (21 September 1973 – 21 September 2023).

The conference was attended by Mr. Keisuke Kobayashi - Deputy Chief Representative of the Japan External Trade Organization (JETRO) in Vietnam; Mr. Aguin Toru - Chief Representative of Japan Bank for International Cooperation (JBIC) in Vietnam; Mr. Le Ngoc Lam - CEO of BIDV, experts and leaders of 200 Japanese businesses operating in Vietnam.

At the conference, experts and business representatives shared and discussed the world economic situation and its impact on Vietnam; Vietnam government's business support policies; Vietnam's strong commitments to reducing greenhouse gas emissions, towards the goal of net zero by 2050...

The conference also discussed coordination mechanisms between JBIC and BIDV in providing sustainable financial solutions for businesses, helping them consider appropriate directions to adapt to the movements of the economy; join hands to promote a green and sustainable economy in Vietnam and the world at large. On the sidelines of the conference, BIDV and the 13 Japanese banks also arranged 110 networking sessions between the participating Japanese customers.



Mr. Le Ngoc Lam, BIDV CEO speaks at the conference.

Speaking at the conference, Mr. Le Ngoc Lam - CEO of BIDV, emphasized: "With the goal of accompanying and supporting Japanese investors in Vietnam, BIDV always strives to coordinate with Japanese partner banks to provide good quality and competitive banking products and services. Besides, BIDV is ready to support customers with information about the business investment environment in Vietnam; organize and participate in tourism, trade and investment promotion activities between the two countries; connect

relationships between Vietnamese and Japanese businesses...

"Given the trend of sustainable development, green finance has become a clear and strong direction globally. Recognizing that, BIDV is committed to creating the most favorable conditions and is ready to be an effective bridge between regulators, domestic and international financial institutions and businesses, thereby opening up opportunities for cooperation in green growth, environmental protection, response to climate change, contributing to the development of a sustainable financial ecosystem in Vietnam."

As the longest-established financial institution in Vietnam, BIDV has been well aware of its role and mission in contributing to the development of the relationship between Vietnam and Japan. Identifying Japanese businesses as important partners, since 2013 BIDV has pioneered the establishment of a unit specialized in serving Japanese business customers (Japan Desk). After 10 years of implementation, the Japanese customer base at BIDV has continuously increased in both size and quality. With a team of staff knowledgeable in Japanese language and culture, BIDV always strives to



Delegates at the conference.

fine-tune specialized and flexible products and services to fully meet the needs of the customers.

So far, BIDV has signed cooperation agreements with 33 Japanese regional banks. 11 officers dispatched from the partner banks are working at BIDV to coordinate and comprehensively provide effective and sustainable financial solutions to serve Japanese customers doing business in Vietnam.

The Japanese customer conference held on the occasion of the 50th anniversary of diplomatic relations between Vietnam and Japan was of great significance and was highly appreciated by the Japanese customers. The program contributes to connecting and creating practical business opportunities for businesses that have trusted BIDV.

Founded in 1957, BIDV is the longest-established and largest commercial bank in Vietnam by total assets. As of 30 June 2023, BIDV's total assets had reached USD88.06 billion, total outstanding loans reached USD67.34 billion, and mobilized capital reached USD71.14 billion. Boasting a wide network of more than 1,000 branches and transaction offices

across 63 provinces and cities in Vietnam, BIDV is currently serving more than 17 million individual customers and about 500,000 businesses. In addition, BIDV has subsidiaries operating in the fields of insurance, securities, and financial leasing, with commercial presence in many countries around the world. BIDV has established partnerships with 2,300 financial institutions globally. With unwavering efforts, BIDV has been highly appreciated by prestigious domestic and international



organizations. Moody's upgraded the bank's long-term issuer and deposit ratings (local/foreign currency) from Ba3 to Ba2 with outlook changed from Stable to Positive; Forbes magazine (USA) included BIDV in the list of the world's 2,000 largest public businesses; Brand Finance (UK) named BIDV in the list of Top 500 most valuable banking brands in the world for many consecutive years. BIDV was also honored by the Asian Banking & Finance magazine as the "Best FDI bank in Vietnam in 2022-2023".



BIDV and Japanese banks organize a Japanese customer conference in Hanoi

Fostering green growth

Many Vietnamese banks and credit institutions have issued internal regulations on environmental risks and social impacts. 80 – 90 percent of the banks have partially or fully applied ESG in their business operations.

-  **BIDV has pursued the goal of becoming a "green bank" in its business strategy for the period of 2021-2025 and a vision to 2030.**
-  **BIDV's green credit balance in the 2019 - 2022 period grew by an average of 45 percent per year.**
-  **BIDV's loan portfolio for green fields and sustainable development is expected to reach USD3 billion by 2025, accounting for about 5 percent of BIDV's total outstanding loans.**

businesses to overcome difficulties in business and production activities, thereby contributing to the economic recovery and stability. In particular, the banking sector has been proactive towards the goals set by the Government in the National Green Growth Strategy for the period 2021-2030, with a vision to 2050 and has achieved important results.

In the period of 2017-2022, the banking system's outstanding loans to green fields saw an average growth rate of more than 23 percent per year. By 30 June 2023, outstanding green loans had reached nearly VND528.3 trillion (USD22.5 billion), accounting for about 4.2 percent of the total outstanding loans to the entire economy, mainly in renewable energy, clean energy (45 percent) and green agriculture (31 percent). Credit institutions have enhanced the assessment of environmental and social risks in credit extension.

Vietnam is considered one of 38 developing markets that have made significant steps to promote the banking and finance industry towards sustainable development.

Green credit for green banking has grown over the years. It accounted for 3.33 percent only of the total credit of the economy in 2018 but that figure increased to 4.2 percent in 2022. Many Vietnamese banks and credit institutions have issued internal regulations on environmental risks and social impacts. 80 – 90

percent of the banks have partially or fully applied ESG in their business operations. Nearly 50 percent of the banks and credit institutions have established an environmental risk management unit.

Mr. Nguyen Quoc Hung - head of BIDV Project Financing Department said that BIDV's green credit balance in the 2019 - 2022 period grew by an average of 45 percent per year. By 30 June 2023, BIDV had provided green credit to thousands of projects with outstanding loans of over VND66 trillion (equivalent to USD2.8 billion), accounting for about 4 percent of BIDV's total outstanding loans and 13 percent of total outstanding loans to the green sector of the entire economy. BIDV's loan portfolio for green fields and sustainable development is expected to reach USD3 billion by 2025, accounting for about 5 percent of BIDV's total outstanding loans.

FINALIZING LEGAL FRAMEWORK

Standing Deputy Governor of the State Bank of Vietnam Mr. Dao Minh Tu emphasized that green credit is a topical issue given the requirements of society on environmental protection. Businesses themselves and all sectors, including banking, must consider this as one of the opportunities and urgent requirements for implementation.

Government agencies have promptly issued documents to improve the

EFFORTS TO PROMOTE GREEN CREDIT

One of the countries most vulnerable to climate change, Vietnam has actively implemented many activities in response to climate change and towards green growth and sustainable development. At the 26th United Nations Climate Change Conference of the Parties (COP26), Vietnam made a commitment to bring net emissions to "zero" by 2050 which has been highly appreciated by the international community.

The Vietnam's banking sector has been active and creative in implementing monetary and credit solutions to support people and



general legal environment in order to move towards the 2050 net zero goal according to the COP26 commitment. The National Assembly promulgated the Law on Environmental Protection in 2020. The Government promulgated many decrees detailing the provisions of the Law on Environmental Protection, issuing a decree stipulating the reduction of greenhouse gas emissions, protecting the Ozone, particularly the decree on green classification list, green credit, green bonds... On the above basis, the National Assembly, government and the State Bank of Vietnam have developed action plans and issued a number of documents to create a legal framework for banks to move towards a green economy.

Besides the achievements, there remain some limitations in green credit. The proportion of total

outstanding green loans to the total outstanding loans of the economy is very small. The average growth rate of outstanding green credit is positive at about 26 percent/year with; however to move towards the net zero goal by 2050, this speed certainly does not meet the requirements set out.

Commercial banks are aware of their rights and responsibilities in improving the quality of credit management, however the banks are facing difficulties as mobilized capital is mainly short-term but loans to green and environmental projects are often long-term.

In order to promote green credit, the State Bank Deputy Governor said that it is necessary to implement uniform solutions with long-term goals. For the banking sector, the State Bank will continue to work with ministries and

agencies to consult the Government to continue finalizing the legal framework for sustainable economic development and green economy, including green credit to attract financial sources for green growth.

BIDV has pursued the goal of becoming a “green bank” in its business strategy for the period of 2021-2025 and a vision to 2030. The bank has comprehensively and effectively implemented solutions to realize this goal. BIDV was the first joint stock commercial bank in Vietnam to launch the "Sustainable Loan Framework", which created a foundation for providing customers with sustainable financial products according to international standards. BIDV leads the market in green financing. 

Greening the financial sector

Green growth and sustainable development have become an inevitable trend and a goal that every country is aiming for. Vietnam is one of the countries facing many environmental problems, and is heavily affected by climate change. That has had negative impacts on economic development and the people's livelihoods. Over the past time, Vietnam has actively participated in implementing the international commitments focusing on reducing greenhouse gas emissions, mitigating the impacts of climate change, aiming for the attainment of the sustainable development goals.

Vietnam's banking sector is an important channel for providing capital to the economy, and the SBV always recognizes its role and responsibilities for "greening" the investment capital flows for sustainable development. Together with the whole country, the banking industry has been proactive and creative towards achieving the goals as set by the Government in the National Green Growth Strategy for the 2021-2030 period, vision to 2050.

It is expected that from now until 2030, these markets would need to attract USD 23 trillion of climate finance, focusing on construction projects, transportation and renewable energy. In Vietnam, according to the World Bank's estimates, from now until 2040, the country would need an additional investment of USD 368 billion, equivalent to about 6.8 percent of Vietnam's GDP per year, for the



roadmap of increasing resilience and achieving "net-zero" emissions. The statistics also shows that climate finance in Vietnam is still at an early stage (in 2020, climate finance only accounted for about 0.5 percent of the total credit of Vietnamese banks, or about 0.2 percent of the GDP), and thus there are still many opportunities for the credit institutions to explore and exploit in the field of climate financial products.

A leading state-owned commercial bank, BIDV is always a pioneer in implementing the Government's and State Bank's policies and directions towards promoting green credit growth and green banking, ready to

accompany the business community, contributing to the implementation of the national green transition strategy.

BIDV was the first commercial bank in Vietnam to announce a sustainable loan framework for its customers, creating opportunities for the bank to develop and introduce sustainable financial products to the customers, which follow international standards. BIDV is also the only domestic financial institution that has signed an MOU with the Ministry of Natural Resources and Environment on promoting sustainable and green financing development, environmental protection and response to climate change. [R](#)

HAI MINH

Resilient despite weak external environment

Despite the weak external environment, the Vietnamese economy remains resilient, and recovery is expected to pick up in the near term.

On 27 September, the Asian Development Bank (ADB) released its Asian Development Outlook (ADO) September 2023 report, stating that Vietnam’s economic growth is expected to slow down to 5.8 percent in 2023 and 6.0 percent in 2024, compared to the April 2023 forecast of 6.5 percent and 6.8 percent respectively, mainly due to weak external demand.

Inflation forecasts are revised down to 3.8 percent from 4.5 percent for 2023 and 4.0 percent from 4.2 percent for 2024.

The ADO September 2023 noted that the main forces impacting the economy have been the global economic slowdown, monetary tightening in some advanced countries, and the disruption caused by exacerbated geopolitical tensions.

The weak external environment, including from a subdued recovery in China, has hampered export-led manufacturing, thus shrinking industrial production in Vietnam.

“However, the economy remains resilient, and recovery is expected to pick up in the near term, driven by strong domestic consumption, which is supported by moderate inflation, an acceleration of public investment, and improved trade activities,” said Mr. Shantanu Chakraborty, ADB Country Director for Vietnam.




Hanoi, Vietnam

While Vietnam’s industrial production is shrinking due to falling global demand, other sectors are forecast to display healthy growth. Services are expected to continue expanding, supported by a revival in tourism and the recovery of associated services. Agriculture will benefit from rising food prices, and it is expected to expand by 3.2 percent in 2023 and the next year. Besides, public investment will be the key driver for economic recovery and growth in 2023, the ADB noted.

The report also highlighted significant risks to the outlook. Internally, slow disbursements of public investment and structural weaknesses in the real

economy are the main downside risks to the economy.

Externally, a substantial slowdown in global growth and weak recovery in China remain risks to the economic outlook. Sustained high interest rates in the US and Europe and a stronger US dollar may lead to further challenges to the recovery of external demand, and weaknesses in the Vietnamese dong exchange rate, according to the ADB.

According to the General Statistics Office of Vietnam, Vietnam’s GDP in the first 9 months of 2023 increased by 4.24 percent year-on-year. 

THANH TRAN

Continuing resolution on pilot disposal of bad debts

On 20 September 2023, the Government issued Resolution 148/NQ-CP regarding continuing to implement Resolution 42/2017/QH14 on pilot disposal of bad debts of credit institutions.

To continue to propagate and disseminate the pilot disposal of bad debts of credit institutions in Vietnam to ensure the effective implementation of Resolution No. 42/2017/QH14 (which was promulgated in 2017) during the extended period of the Resolution, the Government requests Ministers, Heads of ministerial-level agencies, Heads of Governmental agencies, Presidents of People's Committees of provinces and centrally-governed cities (hereinafter referred to as provinces) to direct and perform the following tasks:

(i) The State Bank of Vietnam shall require credit institutions, Vietnam Asset Management Company (VAMC), and relevant entities of the State Bank of Vietnam to be fully aware of the extended period of Resolution No. 42/2017/QH14.

(ii) Ministries, ministerial-level agencies, People's Committees of provinces shall require agencies, units, officials and public employees who perform tasks related to disposal of bad debts and collateral of bad debts of credit institutions and VAMC to be fully aware of the extended period of Resolution No. 42/2017/QH14 .

(iii) The Ministry of Information and Communications shall publicize and disseminate the contents of




Resolution No. 42/2017/QH14 and the extension of its period, particularly:

- Direct news agencies, newspapers from central to local levels, grassroots information systems, and Departments of Information and Communications to strengthen their propagation and dissemination to raise awareness of bad debt disposal among all people, so that customers and related parties in debt disposal can consciously and proactively implement it.

- Direct and guide media agencies to regularly hold seminars so that credit institutions can exchange information

and experience in dealing with bad debts and disposal of collateral, in order to improve their risk management, collateral disposal, and debt recovery capabilities.

The propagation and dissemination of the contents mentioned above must be completed by 30 September 2023.

Regarding document finalization, the State Bank of Vietnam shall be responsible for coordinating with relevant ministries and agencies to propose legalization of provisions on handling bad debts and collateral along with reviewing, amending and supplementing the Law on Credit Institutions. 

THANH HUYEN

Plethora of benefits with BIDV JCB Ultimate card

Customers can have the chance of winning a VND80 million (USD3,300) excursion to Japan or domestic travel opportunities.

With the BIDV JCB Ultimate card, customers are afforded a plethora of benefits. For each financial transaction conducted, cardholders earn points, the accumulation of which extends to 20 percent of expenditures made at restaurants within Vietnam and 15 percent at restaurants in Japan. Within a single statement cycle, cardholders may amass up to VND800,000 (USD33) per month.

Furthermore, customers are eligible to receive a refund of VND300,000 (USD12.5) when making purchases of VND1.5 million (USD63) or more at Uniqlo. Additionally, they can receive a voucher valued at VND300,000 when expending VND1.5 million or more at AEON Vietnam supermarket system. The card also presents an array of enticing offers from esteemed Japanese brands, allowing cardholders to exercise their choices judiciously.

When embarking on journeys to Japan, the BIDV JCB Ultimate card seamlessly transforms into an all-encompassing benefit card. Promotions pertaining to flight reservations, tour packages, and hotel accommodations are systematically updated in accordance with each season, simplifying the selection process for customers. Travel enthusiasts especially those interested in Japanese culture will undoubtedly find solace in the card's 15 percent



point accumulation feature when dining at Japanese restaurants, along with the full reimbursement of foreign currency conversion fees incurred while utilizing the BIDV JCB Ultimate card in Japan.

In addition to these features, BIDV JCB Ultimate cardholders luxuriate in a spectrum of privileges, including access to airport lounges both domestically and internationally, exclusive advantages at premier golf courses within Vietnam and Japan, complimentary overnight stays at leading hotels and resorts throughout Vietnam, and the opportunity to savor premium dining experiences within the Diamond Dining JCB restaurant system.

Moreover, customers have the convenience of opting for a 0 percent installment plan through the BIDV SmartBanking application for card expenditures commencing at VND3 million, thus affording them greater flexibility in the management of their financial affairs.

In order to augment the overall customer experience, from now until 1 November 2023, for every VND1 million spent on the BIDV JCB Ultimate card, cardholders will accumulate additional lottery codes, thereby increasing their chances of winning a VND80 million excursion to Japan or domestic travel opportunities. [📄](#)

MINH THUY

Explore sea paths

Islands in the provinces of Phu Yen, Ba Ria - Vung Tau and Khanh Hoa are the places with the most famous poetic sea paths in Vietnam.

HON BA ISLAND

Hon Ba is a small island of 5000 sqm located near Nghinh Phong Cape, Vung Tau City, Ba Ria - Vung Tau province. When the tide recedes, a 200m rocky sea path connecting Hon Ba will appear. Visitors can walk across this rocky path to go to the island; if the water level is high, they can choose to take a boat.



Hon Ba island



Nhat Tu Son island

Hon Ba is most beautiful at dawn and dusk, especially in the afternoon, the path connecting the sea and the mainland will be clearly visible. Visitors who want to walk on this path should come to this place on the 14th and 15th day of the lunar month.

NHAT TU SON ISLAND

Nhat Tu Son is one of the most beautiful islands, located in Xuan Tho 1 Commune, Song Cau Town, 50 km from Tuy Hoa City, Phu Yen province. The beautiful path connecting the mainland to Nhat Tu Son island is a check-in point that tourists wish to find when visiting the land of Phu Yen.

To experience walking to the island through a 300m-long path below sea level, visitors should know the rules of the tide. The tide will recede in the afternoon from the 1st to the 15th day of the lunar month, and from the 15th day of the lunar month to the end of the month the tide will recede in the morning. At noon, visitors will see a path hidden under the clear sea water. Visitors can freely take photos and admire the sea.

YEN ISLAND

Yen island belongs to Nha Trang Bay, Khanh Hoa Province, 25 km from the mainland. This place is known



Yen island

as a poetic and beautiful island that captivates visitors' hearts. The opening time to visit Yen island is from April to August, when the weather is dry, suitable for sightseeing and swimming. Visitors can also explore the residence and living space of thousands of swiftlets on the island.

While on Yen island, don't miss the chance to relax on a unique twin beach. Looking down from above, the road in the middle of the sea stands out with shiny golden sand, dividing the water surface into two banks. A special feature is that the temperature on both sides of the beach is completely opposite, one side is warm and the other is cool.


DIEP SON ISLAND

Diep Son island belongs to Van Phong Bay, Khanh Hoa province, 60km from Nha Trang City, Khanh Hoa province.

The island is a famous tourist attraction, boasting a unique walking path in the middle of the sea. At high tide, this path is about half a meter below sea level, at low tide, the path gradually appears poetic.

The sandy path is nearly 1km long in the middle of the sea, connecting 3

islands of Bip (Coucal), Qua (Crow) and O (hawk) islands. Visitors can easily walk from one island to another and take hundreds of photos in the middle of the majestic sea.

The best time to visit the island is from December to June, when the climate is cool, with little rain and calm sea. 



Diep Son island

HUONG GIANG

Traditional craft villages in Hanoi

Hanoi, the capital of Vietnam, is not only known for its historical landmarks and bustling streets but also for its remarkable traditional craft villages.

Hanoi, the capital of Vietnam, is not only known for its historical landmarks and bustling streets but also for its remarkable traditional craft villages.

Villages, scattered within a 30-kilometer radius of the city, offer a glimpse into the rich cultural and artistic heritage of the region, making them a must-visit for every traveler

seeking to immerse themselves in the local culture.

BAT TRANG POTTERY VILLAGE

Bat Trang Pottery Village (Gia Lam district, 15km from Hanoi city center) is a renowned tourist destination celebrated for its centuries-old pottery craftsmanship. As you wander through the village, you'll be captivated by ceramic vases and pots adorning the streets and intricate clay wall patterns.

These pottery products are not just about quality materials but also embody meticulous techniques like enamel glazing and exquisite pattern painting. Whether you're looking for

flower vases, plant pots, wind chimes, teapots, or wall paintings, Bat Trang Pottery Village has it all.

Prices for these exquisite pieces vary from affordable options to more luxurious ones, depending on size and intricacy. There's even the opportunity to try your hand at pottery-making.

THACH XA FIREFLY VILLAGE



Thach Xa Village (Thach That district, 30km from Hanoi city center), nestled at the foot of Tay Phuong mountain, is a hidden gem known for its specialty - "che Lam", and the unique craft of crafting firefly lanterns.

Visiting this village, you'll be enchanted by handcrafted bamboo firefly lanterns, available in various sizes and adorned with intricate designs. The process of creating these lanterns involves meticulous attention to detail, ensuring they stand gracefully in your hands. The village also offers other bamboo products, such as dragonflies, night lamps, and decorative lights.



Bat Trang Pottery Village



Van Phuc Silk Village

VAN PHUC SILK VILLAGE

Van Phuc Silk Village (about 10km from Hanoi center), also known as Ha Dong Silk Village, boasts a legacy of silk weaving that spans centuries. This picturesque village sits on the banks of the Nhue River and is home to ancient banyan trees, rustic water wells, and charming village courtyards. The silk products here, including silk, brocade, satin, and more, are woven from natural silk materials, rendering them soft, smooth, and utterly exquisite.

CHUONG VILLAGE

Chuong Village in Thanh Oai district, 30km from the city center, located



along the Da River, is famous for its Vietnamese hat products. These include long hats worn by countryside girls, conical hats worn by men, and bell-shaped hats used for ceremonial purposes.


Crafting these is a labor-intensive process that demands exceptional skill and artistry. Artisans carefully select materials like palm leaves, bamboo, and rattan, which are then meticulously shaped and woven into the iconic conical form. The result is a masterpiece of functional art, known for its durability, lightweight design, and natural ventilation - a testament to the ingenuity of Vietnamese craftsmanship. The village retains its traditional charm and is known for its regular market gatherings.

DAO THUC WATER PUPPET VILLAGE

Water puppetry has long been a cherished traditional folk art passed down through generations. The craft's ancestor in Dao Thuc Village (Thuy Lam Commune, Dong Anh District, Hanoi) was Nguyen Dang Vinh under the Le Dynasty. During his time as a court official, he was introduced to water puppetry, originally

performed exclusively for the royal court. Later, he brought this art form back to the village with the intention of preserving and passing it on to future generations.

Each water puppet used in performances is meticulously crafted by hand in the village. Standing at around 30-40cm tall, these wooden puppets are coated with a layer of paint to make them waterproof. Each puppet is intricately carved to represent characters from Vietnamese folk tales.

Dao Thuc Water Puppetry includes over 20 traditional acts, ranging from scenes depicting agricultural activities like plowing, buffalo herding, and rice planting, to popular folk games such as swings and traditional songs and dances. 



HUONG NGUYEN

Safe places for locals

On 8 September 2023, BIDV and Hana Bank handed over 04 flood-resilient community houses in Quang Binh and Thua Thien Hue provinces.

In particular, BIDV built 03 flood-resilient community houses in An Thuy commune (Le Thuy district) and Phong Son, Phong Binh (Phong Dien district), and Hana Bank built 01 house in Phong Thuy commune (Le Thuy district).

Each house costs around VND2.6 billion (USD110,000), applying BIDV's uniform design, consisting of 2 floors with a construction area of 500m² which can accommodate 250 people. Under normal conditions, a house serves as a cultural, meeting and sporting place for local people. In case of natural disasters, storms and floods, the first floor will be a shelter for animals, while the second floor will be used for local people, helping minimize damages caused by natural disasters.

On behalf of BIDV and Hana Bank, Mr. Dang Van Tuyen - BIDV's BOD member - congratulated people of An Thuy and Phong Thuy communes on the inauguration of the two solid flood-resilient community houses. According to Mr. Dang Van Tuyen, besides business activities, BIDV has always paid great attention to implementing social security programs, such as building schools, medical clinics, houses for the poor, and disaster relief.

At the inauguration ceremony of two flood-resilient community houses in Thua Thien Hue province, Mr. Tran Phuong - Senior Executive Vice



The inaugural ceremony of a flood-resilient community house in Le Thuy district, Quang Binh province.

President, Chairman of BIDV Trade Union - said: BIDV's program of building 13 flood-resilient community houses in 06 central flood-prone provinces has been implemented since 2022. So far, BIDV has inaugurated and handed over 7 houses in Ha Tinh, Quang Binh, and Thua Thien Hue provinces. It is expected the remaining houses will be put into use before this year's rainy season.

On behalf of the local government, Mr. Hoang Hai Minh - Vice Chairman of Thua Thien Hue People's Committee expressed his deep gratitude for BIDV's support to local people. He hoped that BIDV will continue supporting Phong Dien district in improving local people's standard of living.

At the events, BIDV Head Office's Trade Union awarded 03 libraries totaling VND150 million (USD6,400) to the flood-resilient community houses in Le Thuy and Phong Dien districts. BIDV also presented 80 sets of gifts totaling VND80 million (USD3,400) to support disadvantaged students in the two districts.


The program of building 13 flood-resilient community houses was announced by BIDV on the occasion of its 65th anniversary in 2022. Hana Bank - BIDV's strategic shareholder - also announced to build 8 houses, making the total number to 21, totaling VND53 billion (USD2.3 million). [\[1\]](#)

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