



BANK FOR INVESTMENT AND DEVELOPMENT OF VIETNAM JSC



SOLID FOUNDATION FOR FUTURE VALUE

January 2024

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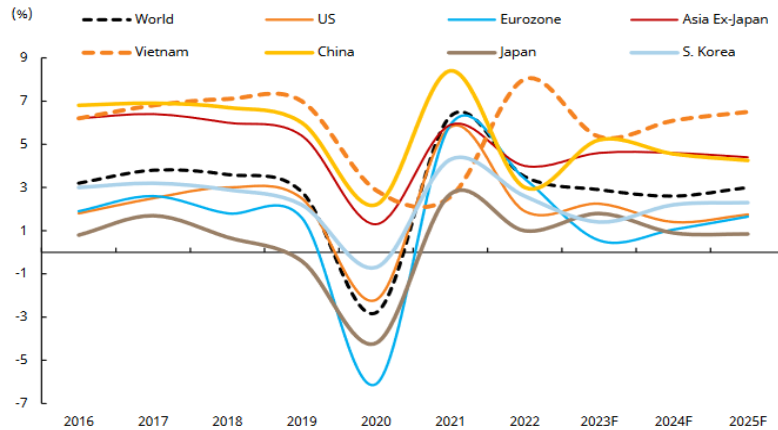
VIETNAM MACRO ECONOMY

Macroeconomic Highlights

Macroeconomic Environment

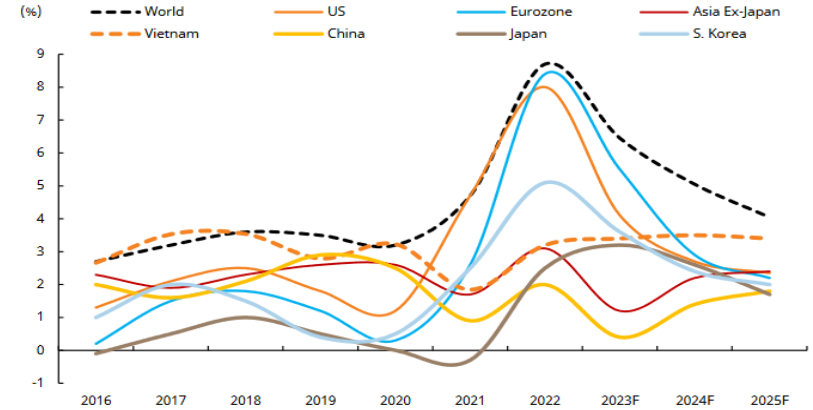
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Vietnam's GDP growth reached 5.05% YoY in 2023



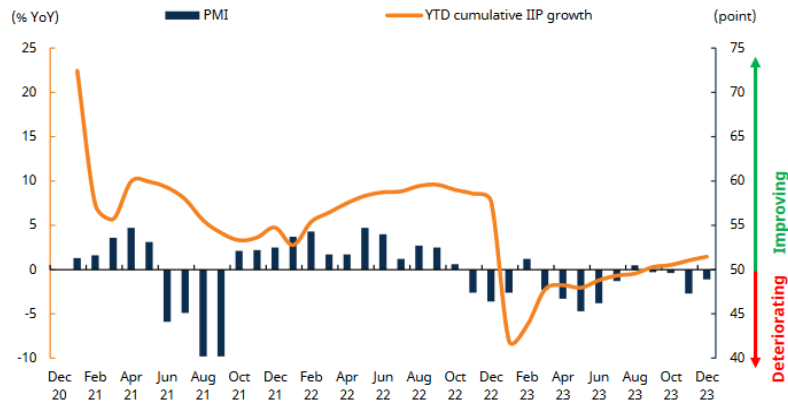
Source: Mirae Asset Securities (Vietnam) Research; compiled from Bloomberg on Dec. 29, 2023

2024 GDP growth target at 6-6.5% YoY and 2024 CPI at 4-4.5%



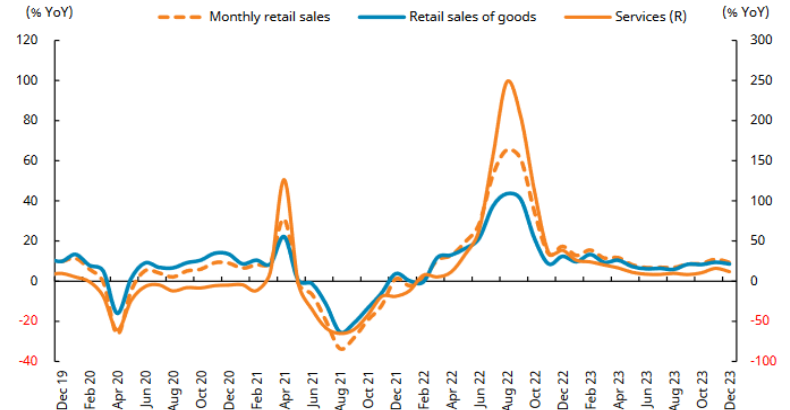
Source: Mirae Asset Securities (Vietnam) Research; compiled from Bloomberg on Dec. 29, 2023

Industrial production: Improving



Source: Mirae Asset Securities (Vietnam) Research; compiled from GSO and S&P Global

Private consumption is expected to maintain recovery momentum

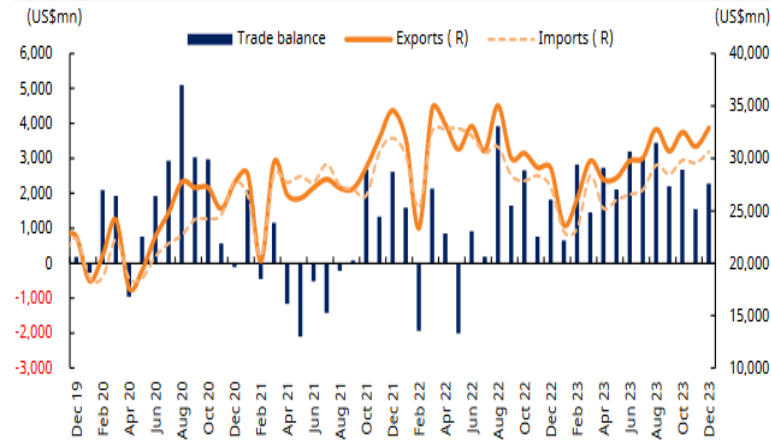


Source: Mirae Asset Securities (Vietnam) Research; compiled from GSO

Macroeconomic Environment

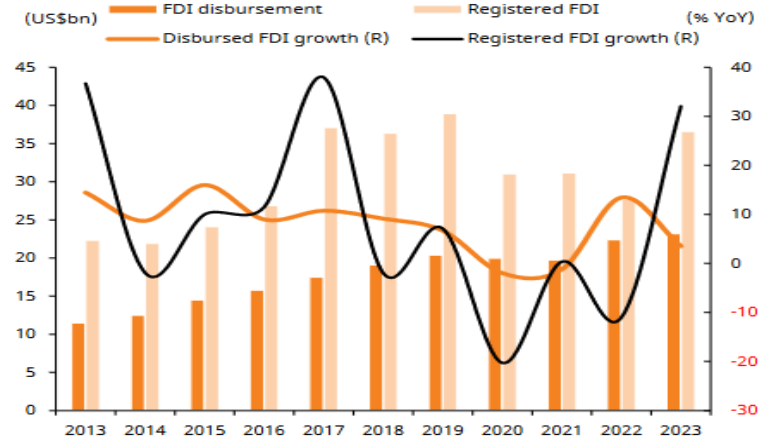
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Exports: To recover further in 2024



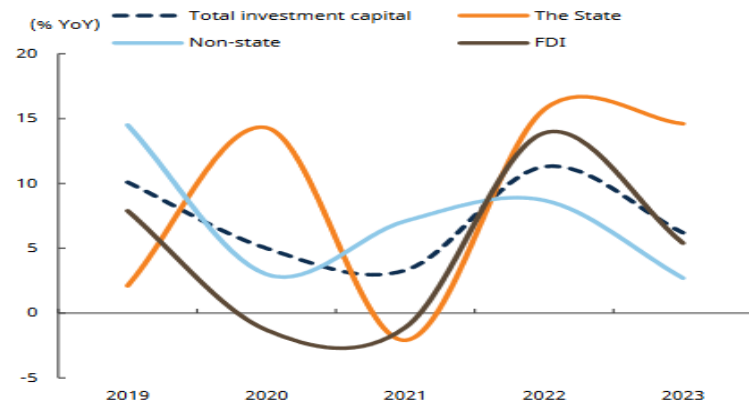
Source: Mirae Asset Securities (Vietnam) Research, compiled from GSO and Customs

Vietnam remains an attractive destination for FDI



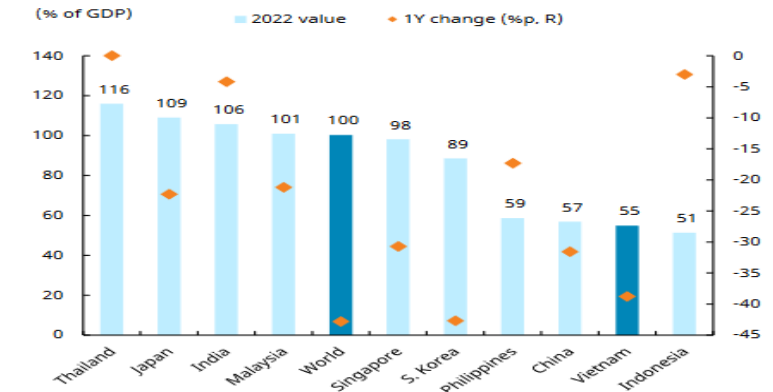
Source: Mirae Asset Securities (Vietnam) Research, compiled from MPI

Public investment is expected to be the key driver



Source: Mirae Asset Securities (Vietnam) Research, compiled from GSO

Vietnam's stock market has made considerable progress



Source: Mirae Asset Securities (Vietnam) Research, compiled from Bloomberg

1

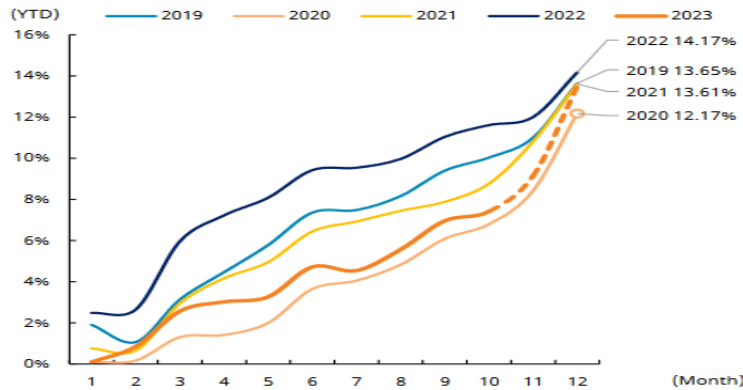
VIETNAM MACRO ECONOMY

Banking Industry Review

Monetary policies

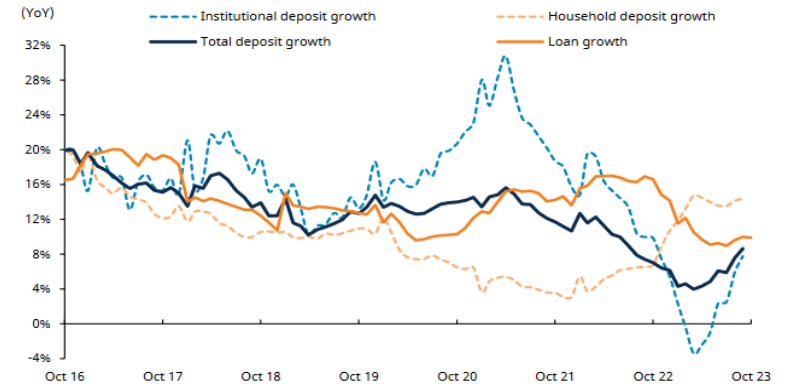
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Credit growth will accelerate in 2024



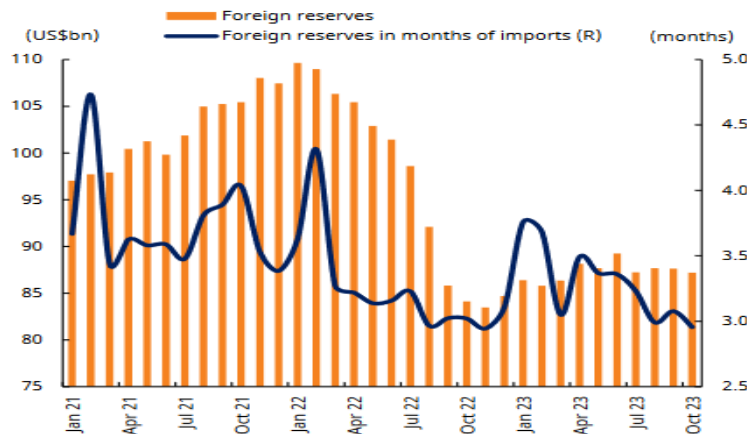
Source: Mirae Asset Securities (Vietnam) Research; compiled from SBV

Total deposit growth has recovered sharply since August



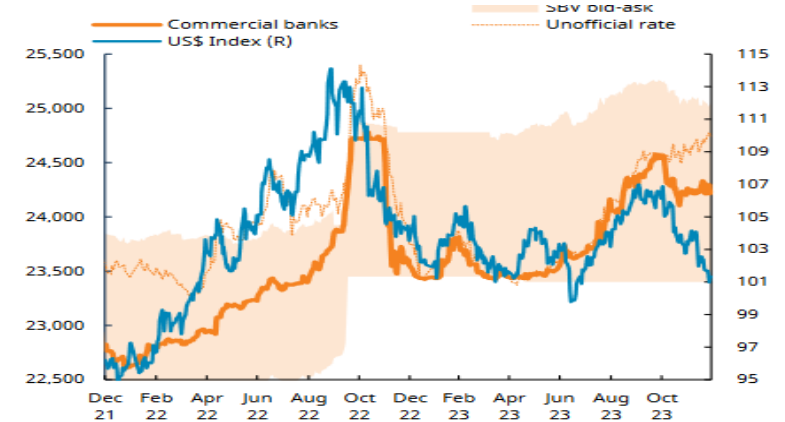
Source: Mirae Asset Securities (Vietnam) Research; compiled from SBV

Vietnam maintains FX reserves of around 3 months of imports



Source: Mirae Asset Securities (Vietnam) Research; compiled from Bloomberg and CEIC

Easing pressure on US\$/VND exchange rate



Source: Mirae Asset Securities (Vietnam) Research; compiled from Bloomberg, SBV data

Banking industry

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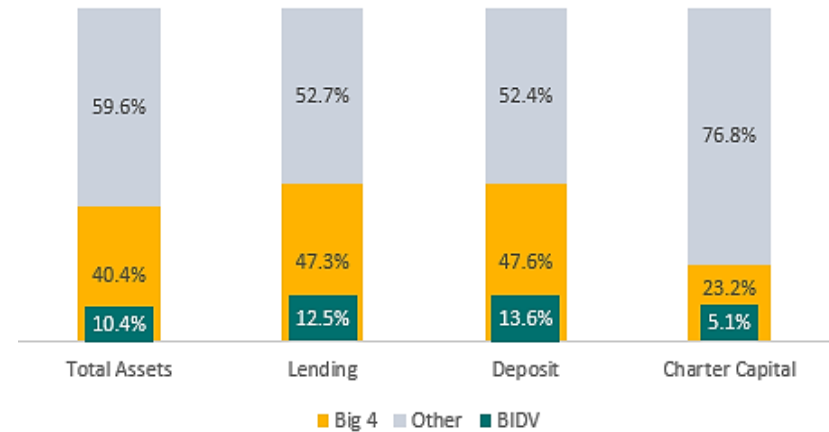
2012



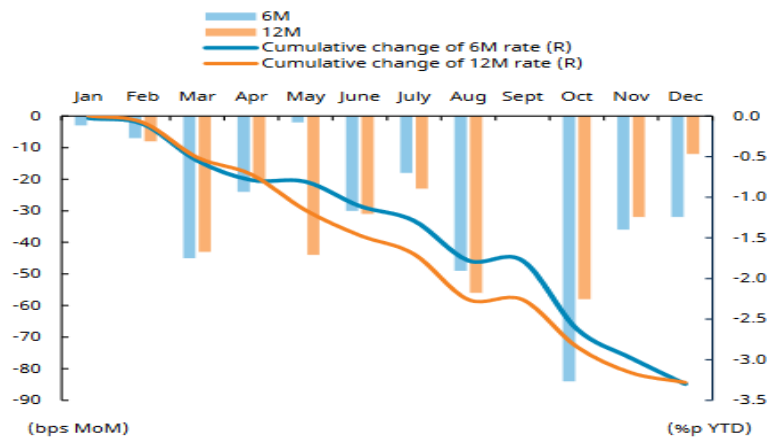
2023



Market share 2022

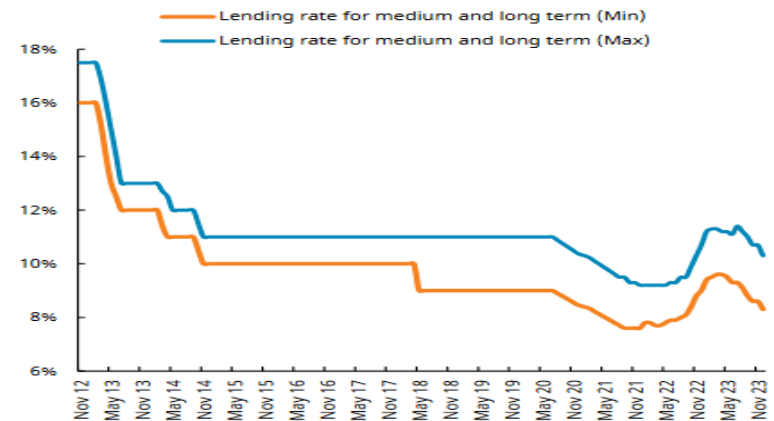


Commercial banks continuously cut deposit rates in 2023



Source: Mirae Asset Securities (Vietnam) Research; compiled from commercial banks

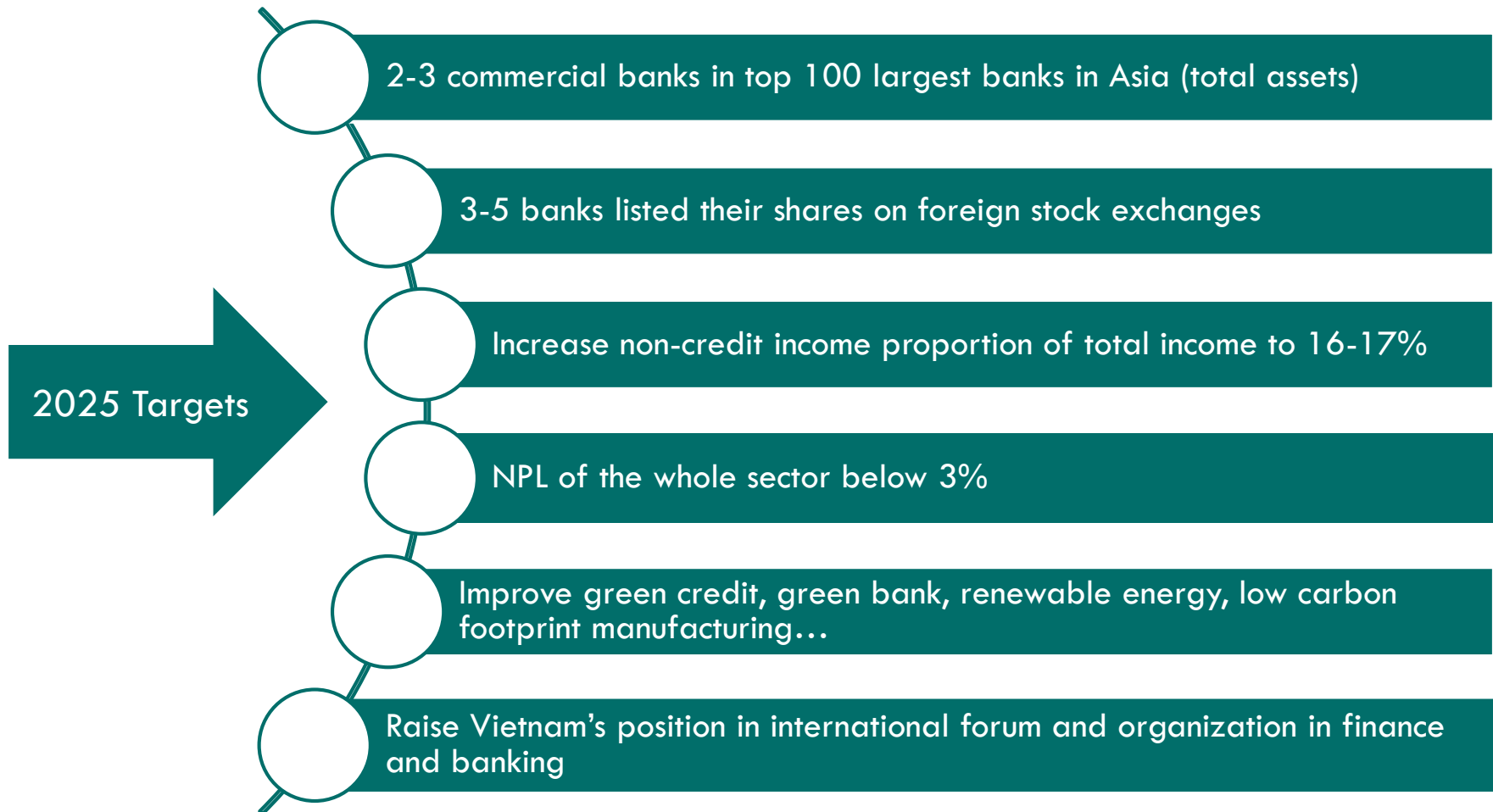
Continued decline in lending rates on lower deposit rate



Source: Mirae Asset Securities (Vietnam) Research; compiled from Filipro

Vietnam banking development strategy

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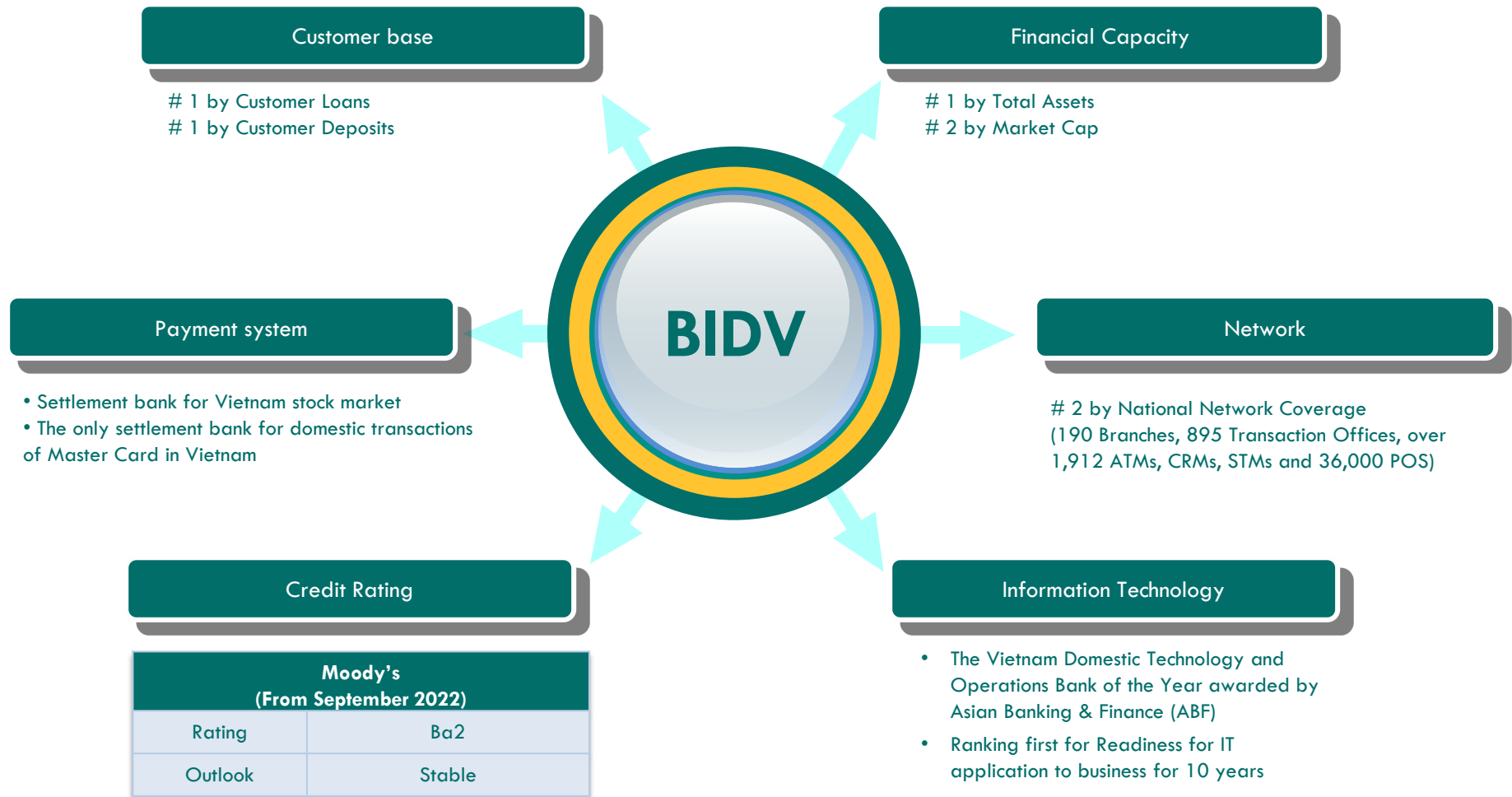
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BIDV OVERVIEW

BIDV Profile

Differentiating BIDV

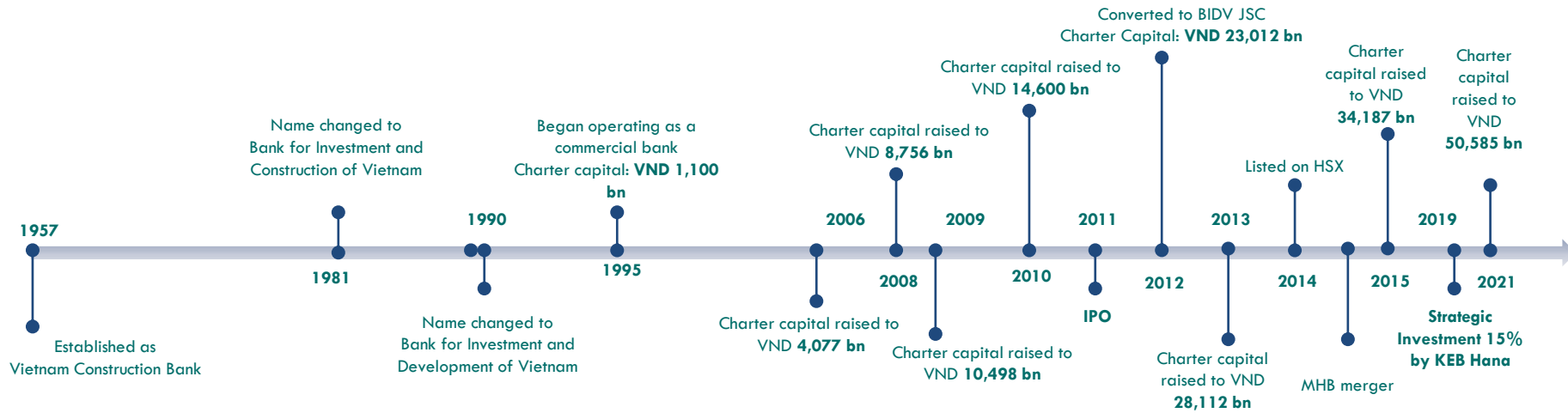
11



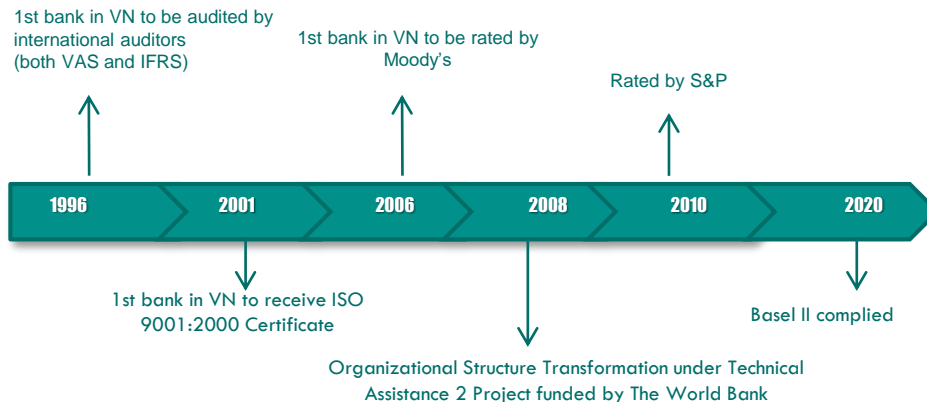
Milestones

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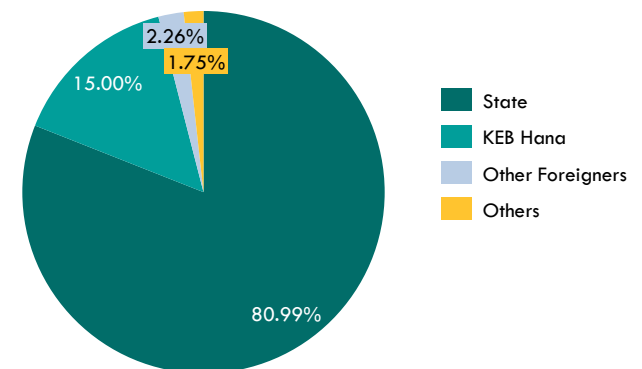
66 year of steady growth



The Pioneer Bank in applying International Practice and Information Transparency






Shareholding Structure (December 31st 2023)



BIDV's Market Position

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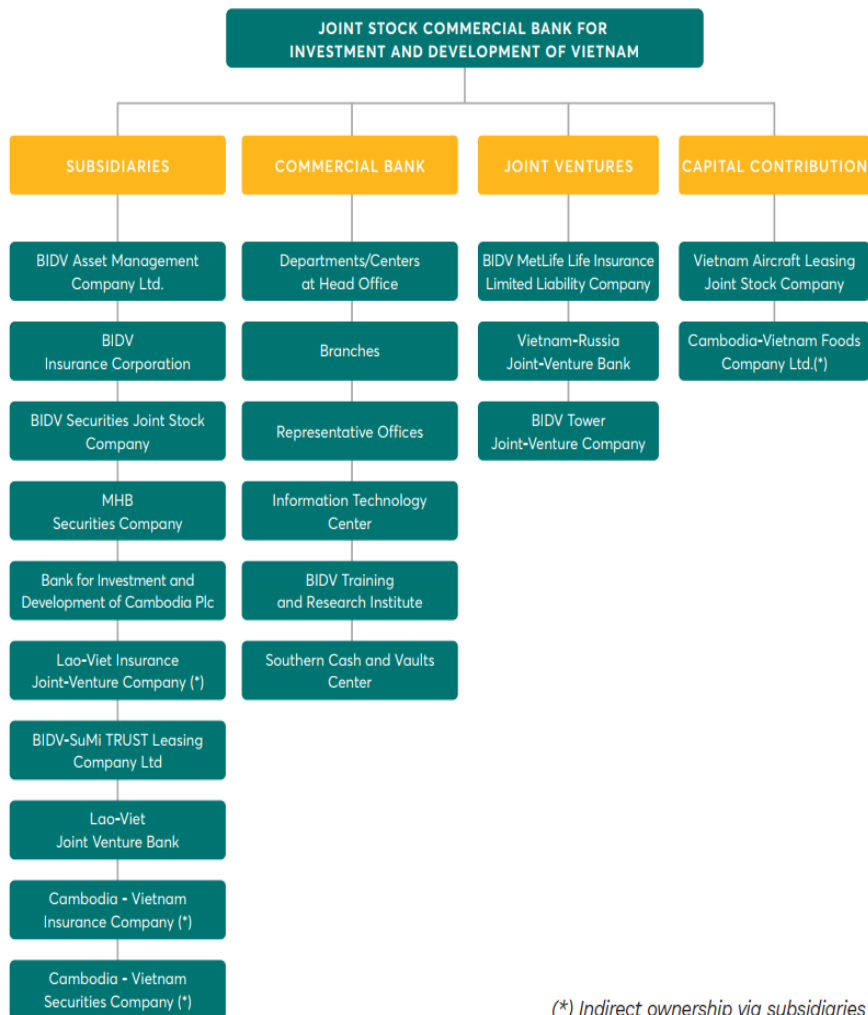
										Unit: USD mm
		Total Assets	Loans	Deposits	Equity	Profit before Provision and Tax	Profit before Tax	Market Cap	Network	NPL ratio
SOCBs		94,840	73,276	70,250	5,067	1,976	1,140	10,511	1,085	1.25%
		83,788	60,731	58,157	5,258	2,070	1,035	5,586	1,114	1.13%
		75,813	52,364	57,531	6,947	1,888	1,700	20,020	572	0.98%
JSCBs		3,895	25,188	23,394	3,986	1,335	1,084	3,783	299	1.60%
		35,016	21,378	18,741	5,426	1,105	943	4,219	300	1.16%
		33,706	23,342	18,234	5,769	1,477	453	6,573	250	5.01%
		2,780	19,898	21,053	1,885	548	396	2,215	561	2.28%
		29,629	20,099	19,897	2,925	902	827	3,490	384	1.21%
		8,302	5,789	6,444	925	141	112	1,259	208	2.65%
		24,827	14,155	15,284	1,913	712	537	2,063	344	1.79%
		14,701	8,461	8,585	1,350	393	230	1,475	65	2.05%

Organization Chart

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ORGANIZATIONAL STRUCTURE

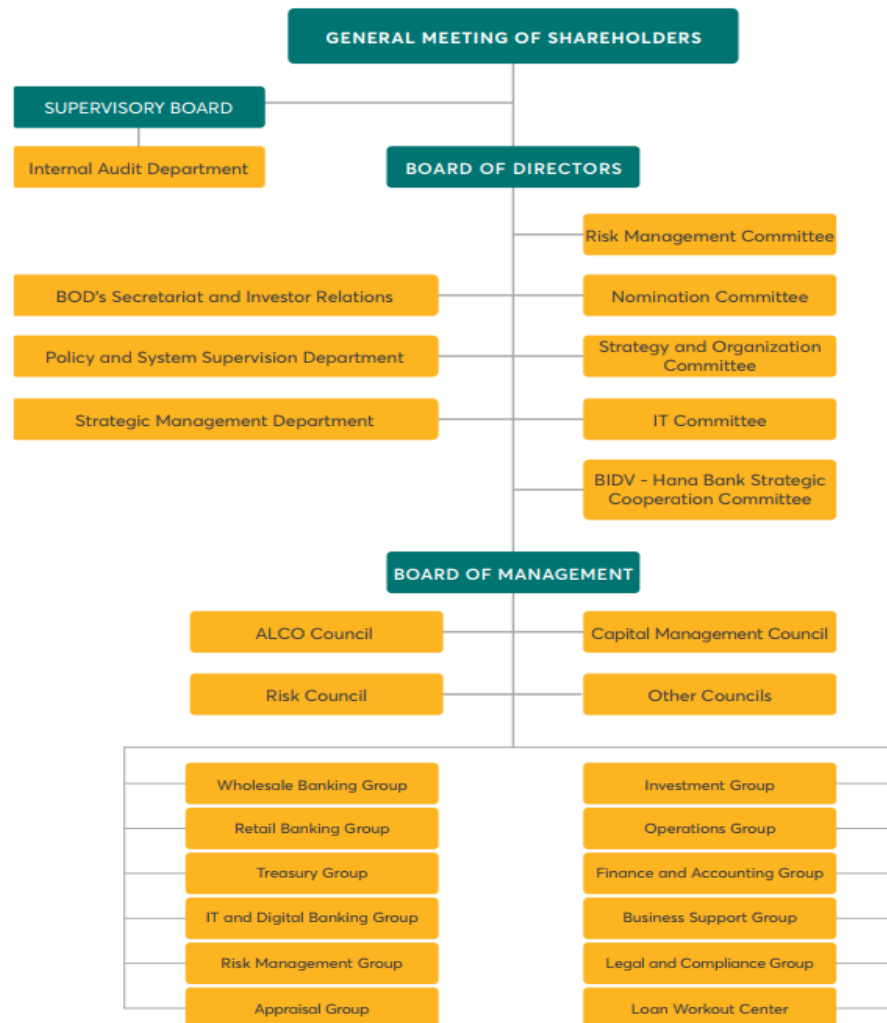
As of September 30th 2023



(*) Indirect ownership via subsidiaries

GOVERNANCE CHART

As of September 30th 2023





01 HEAD OFFICE

194 Tran Quang Khai Street, Ly Thai To Ward,
Hoan Kiem District, Ha Noi

189 BRANCHES IN VIET NAM

895 TRANSACTION OFFICES

02 DOMESTIC REPRESENTATIVE OFFICES

Ho Chi Minh City and Da Nang City

03 DIRECT NON-BUSINESS UNITS

- BIDV Training and Research Institute
- Information Technology Center
- Southern Cash and Vaults Center

01 OVERSEAS BRANCH

In Myanmar

04 OVERSEAS REPRESENTATIVE OFFICES

Cambodia, Lao PDR, Taiwan (China),
Russian Federation

11 SUBSIDIARIES, AFFILIATES DIRECTLY OWNED BY BIDV

- BIDV-SuMi TRUST Leasing Company Ltd. (BSL)
- BIDV Asset Management Company Ltd. (BAMC)
- BIDV Securities Joint Stock Company (BSC)
- BIDV Insurance Corporation (BIC)
- MHB Securities Company (MHBS)
- Bank for Investment and Development of Cambodia Plc (BIDC)
- Lao-Viet Joint Venture Bank (LVB)
- Vietnam - Russia Joint Venture Bank (VRB)
- BIDV Tower Joint Venture Company (BIDV Tower)
- BIDV-MetLife Life Insurance Limited Liability Company (BML)
- Vietnam Aircraft Leasing Joint Stock Company (VALC)

Awards and Accolades

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- ✓ Top 2000 World's Largest Public Companies
- ✓ Top 25 Leading Financial Brands in Vietnam
- ✓ Top 50 Best Listed Companies in Vietnam



- ✓ Best Supply Chain Finance Provider
- ✓ Most Innovative Digital Banking Application in Vietnam
- ✓ Best SME Bank Southeast Asia



- ✓ The best retail bank in Vietnam
- ✓ The Best Custodian Bank in Vietnam
- ✓ The Best FX Bank in Vietnam



- ✓ Best SME Bank in Vietnam
- ✓ Vietnam Domestic FDI Bank of the Year 2022
- ✓ Vietnam Domestic Derivatives Initiative of the Year 2022



- ✓ Best Trade Finance Bank
- ✓ Best Supply Chain Finance Bank



- ✓ Most innovative risk management bank of Vietnam



- ✓ Leadership in Acquiring Volume
- ✓ Leadership in Cross Border Ecommerce Volume



Top 10 sustainable companies in Vietnam



- ✓ Outstanding Retail Bank
- ✓ Outstanding Digital Transformation Bank
- ✓ Outstanding Innovative Products and Services
- ✓ Outstanding Bank for Community



09 IT awards at Sao Khue awards:

(1) Virtual Account System; (2) BIDV iConnect; (3) 24/7 multi-channel international money transfer system; (4) Automated Online Deposit Mortgage on SmartBanking; (5) QR withdrawal on BIDV ATM for Korean customers; (6) BIDV Notification Hub; (7) Commodity Derivatives Trading system; (8) BIDV Smart Loyalty; (9) Application of chip-based ID in digital transactions



Outstanding Products, Solutions, Technology Award for Solution for online chip card conversion on BIDV SmartBanking



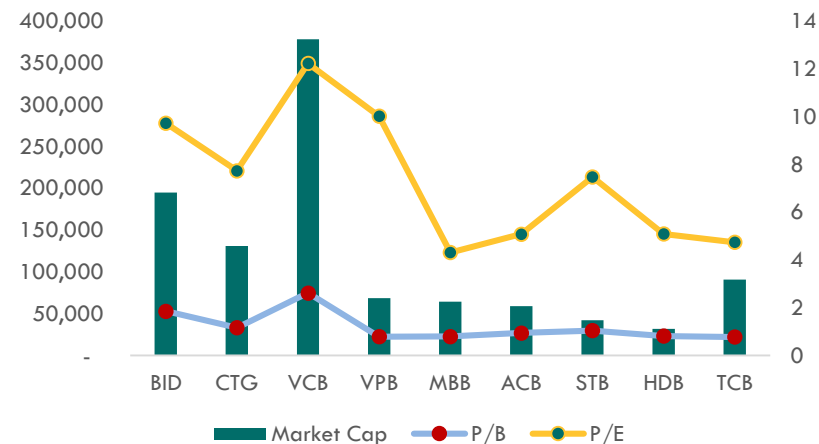
- ✓ Top 10 most prestigious commercial banks in Vietnam
- ✓ Top 10 largest companies in Vietnam
- ✓ Top 5 Vietnam the best

BIDV Shares

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Ticker	BID
Outstanding Volume (shares)	5,700,435,900
Free-floating ratio	4.01%
Foreign ownership	17.26% (15% by Hana)
Market Cap (VND tn)	VND 247 trillion (USD 10.5 billion) Rank the 2nd in Vietnam Stock Market
Last closed price (December 29 th 2023)	43,400 VND
52-week high/low	34,246 / 43,917 VND
EPS	3,781 VND
P/B	2.1x
P/E	12.4x

Peer Comparison



Share Price Performancer



2

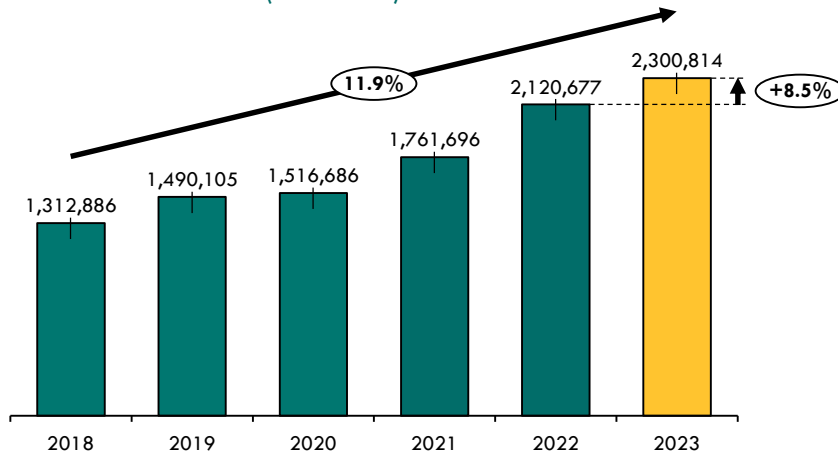
BIDV OVERVIEW

Business Performance

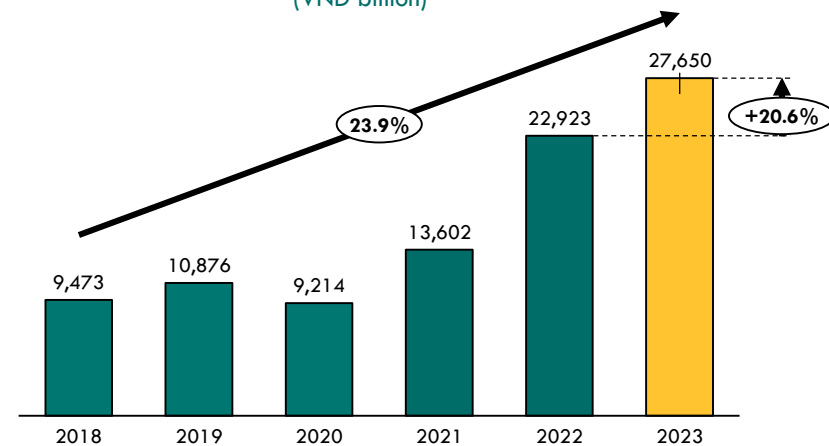
Steady balance sheet growth

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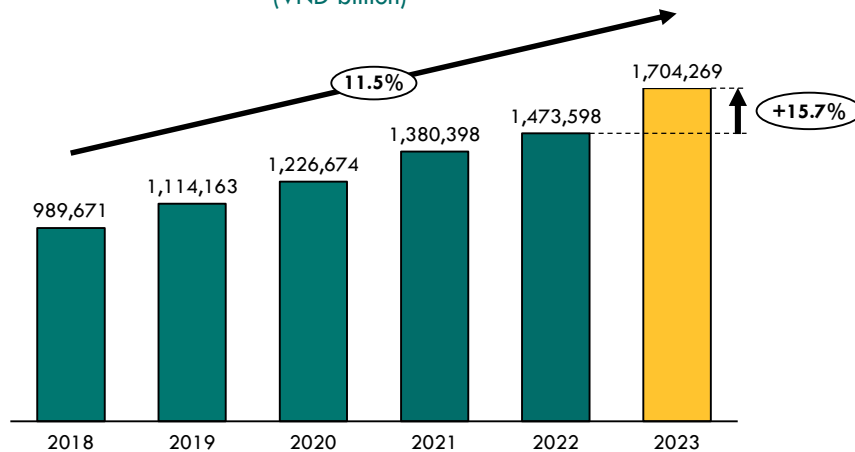
Total Assets
(VND billion)



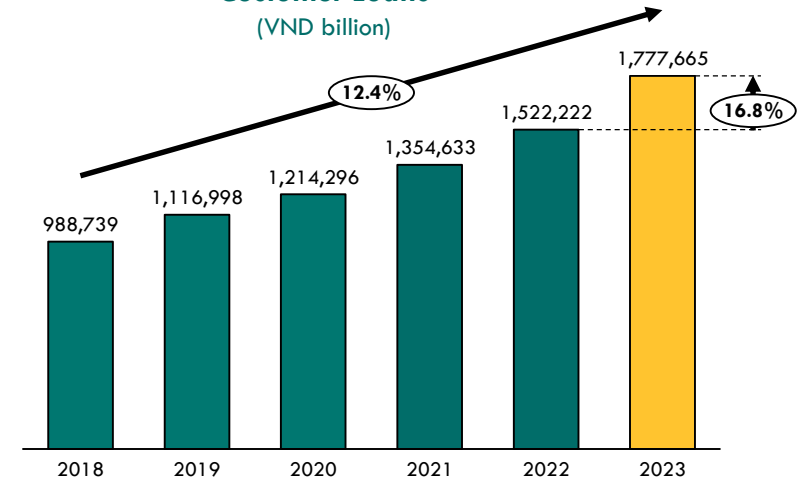
Profit Before Tax
(VND billion)



Customer Deposits
(VND billion)



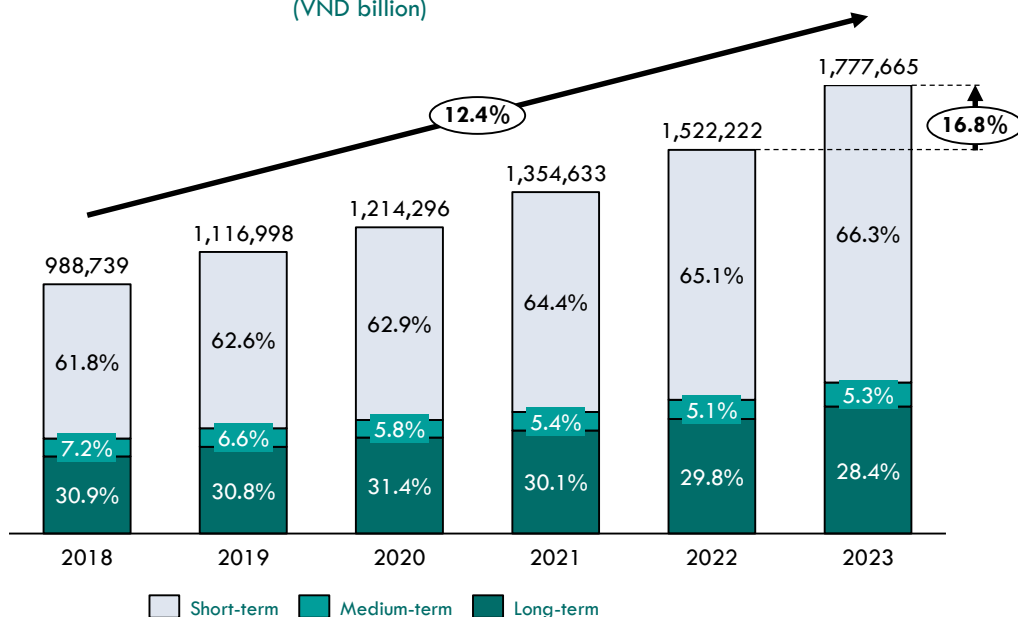
Customer Loans
(VND billion)



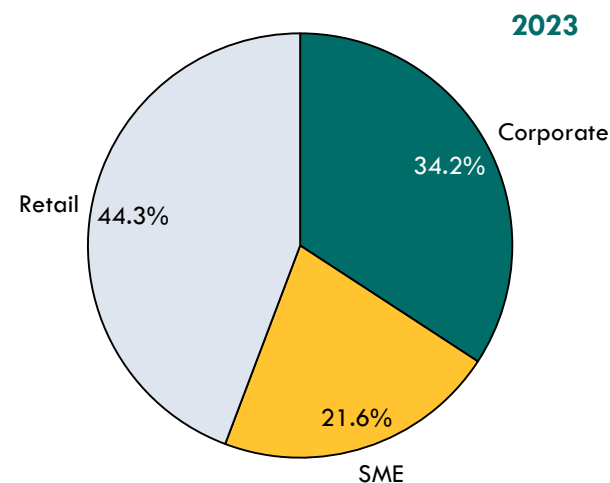
Loan portfolio focusing on Retail and SME components

20

Trend in Gross Customer Loans
(VND billion)



Loan portfolio by customers



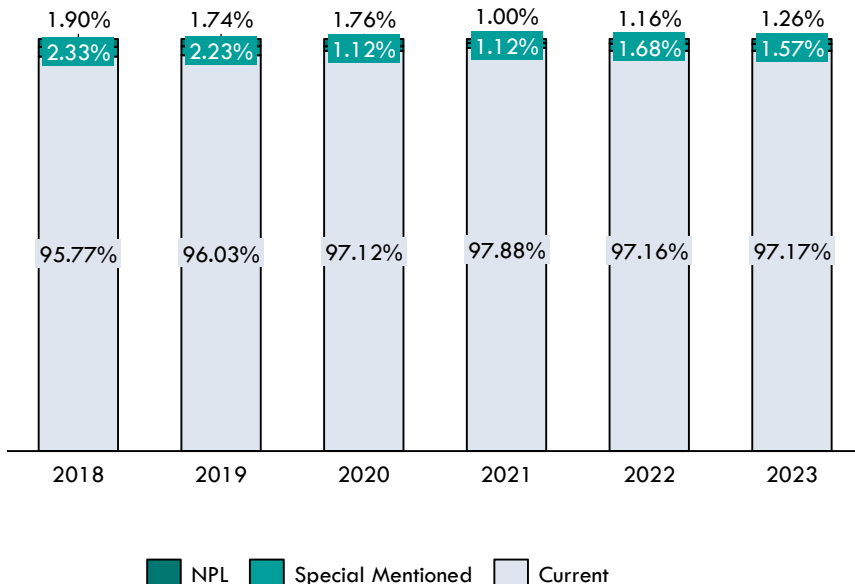
- **Market share: 13%**
- The Bank's lending increased by 16.8% from end of 2022 to VND 1,777,665 billion as of 31/12/2023
- Loan portfolio:
 - Focusing on retail and SME components (44% and 22% respectively).
 - Short term loans increased proportion and accounted for 66.3% of the portfolio.

Diversified focusing on high-growth sector and good credit quality

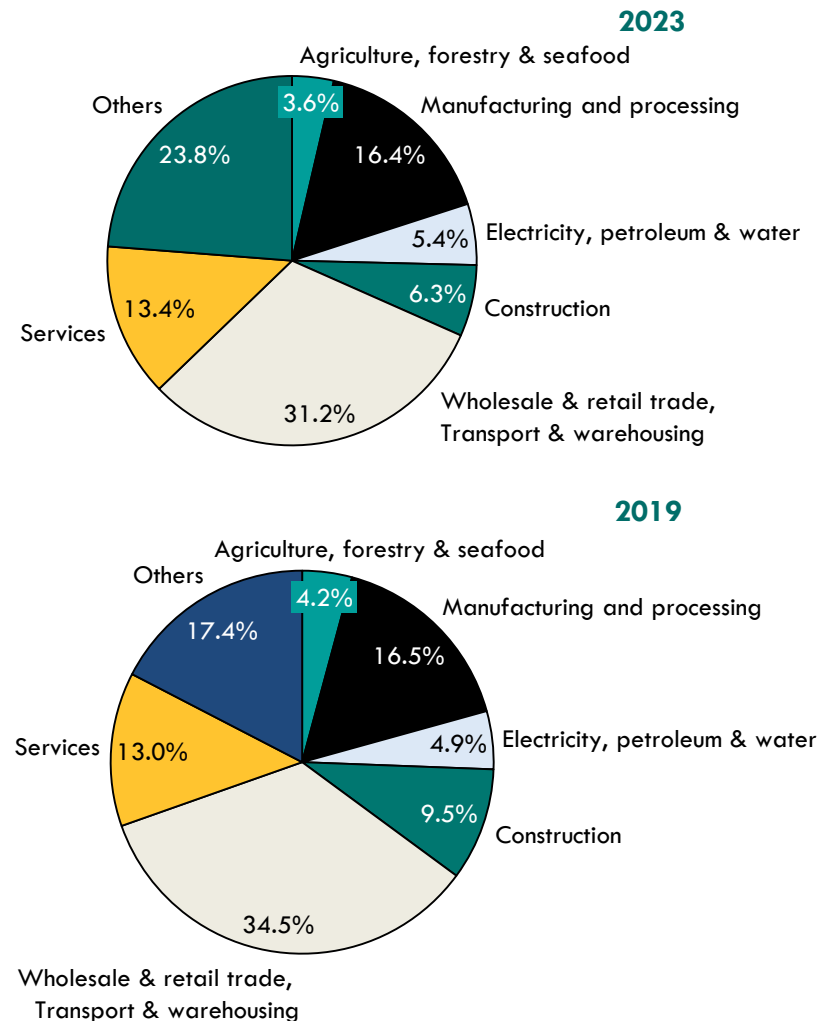
21

- NPL ratio according to Circular No.11 was at 1.1% (within the target control level: $\leq 1.4\%$).
- Loan portfolio by industry improved positively by increasing loans for high-growth industries (such as services, wholesale & retail) and decreasing loans for high-risk industries (such as real estate, construction,...).

Loan portfolio by group (%)

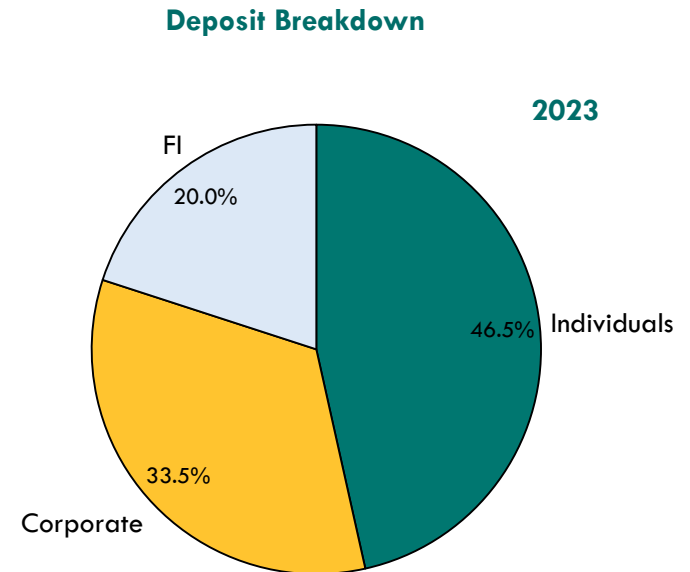
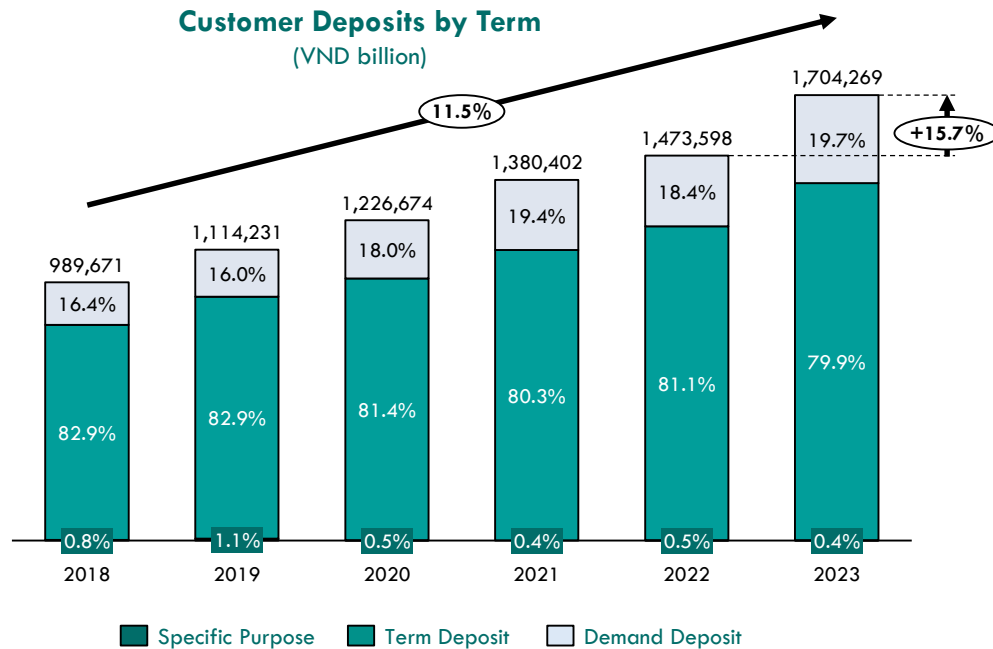


Loan portfolio by industry



Deposits

22

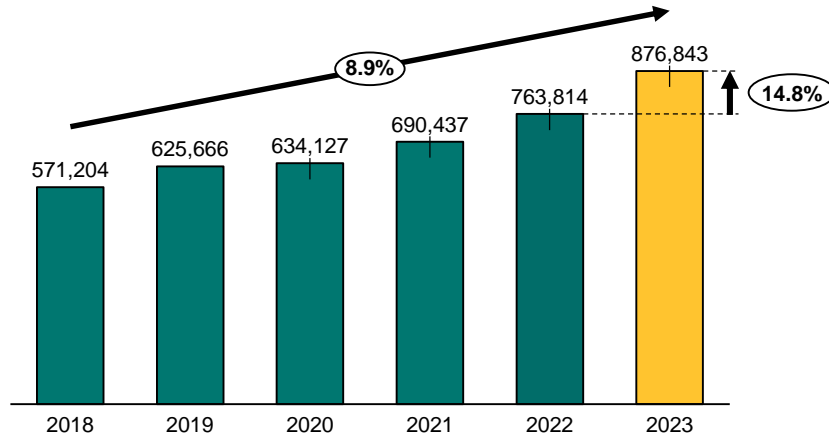


- **Market share: 14%**
- Customer deposits increased by 15.7% from end of 2022 to VND 1,704,269 billion as of 31/12/2023 thanks to nationwide network and strong brand name.
- Deposit structure: Individuals deposit accounted for 47% of total mobilized funds, ensuring the stable deposit growth.

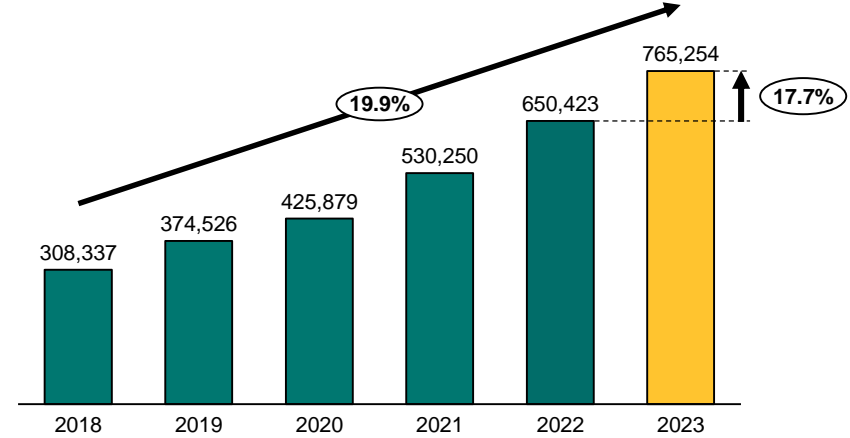
Retail Banking

23

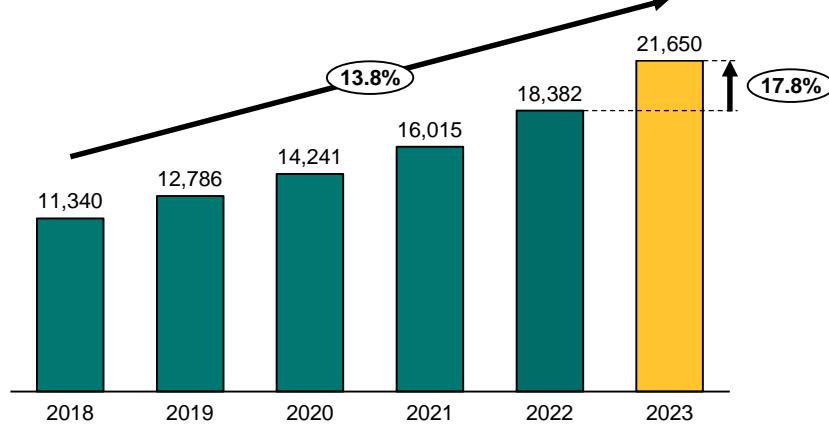
Retail Deposits (VND billion)



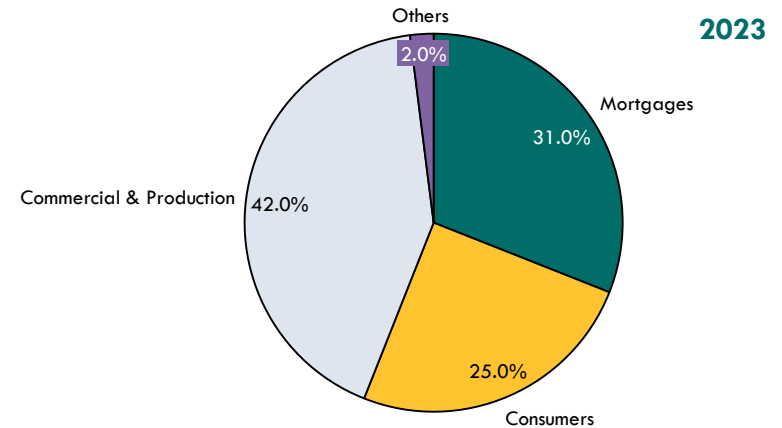
Retail Loans (VND billion)



Customer Base (thousand people)



Retail Loans Breakdown



Digital Banking

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BIDV's digital banking vision 2030 - Become the leading financial institution in Southeast Asia with the best digital platform in Vietnam, and strive to be among the 100 largest banks in Asia.

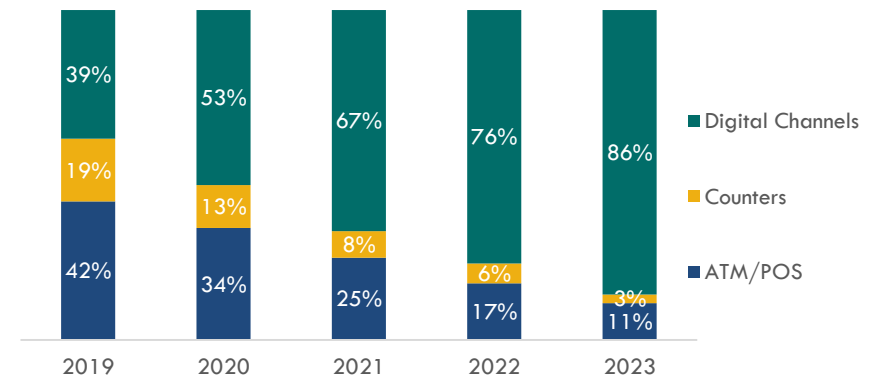
Digital Channels: Internet banking, Mobile banking and other channels for online transactions.

Innovation products: Apple Watch, Smart Keyboard for fund transfer, Notification for transaction (OTT messages), Quickloan, Cumulative Deposits, Financial Management, Lucky account, eKYC, Insurance, Securities, v.v in Smart Banking; FX trading, Online deposit in iBank, Mobile app in iBank 1.5 (Omni version), v.v.

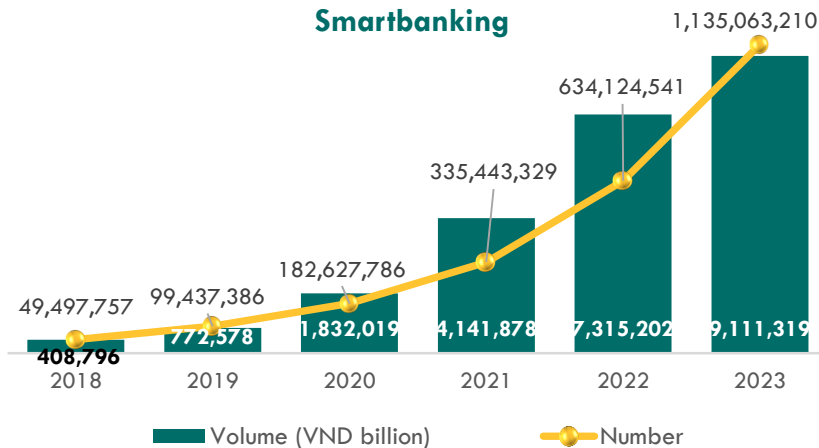
Number of Digital customers: 8,621,070 in 2023 (newly opened during the period and with transactions occurring)

Transaction Volume (in 2 major channels: Smartbanking and iBank): ~ VND 16,227,918 billion in 2023

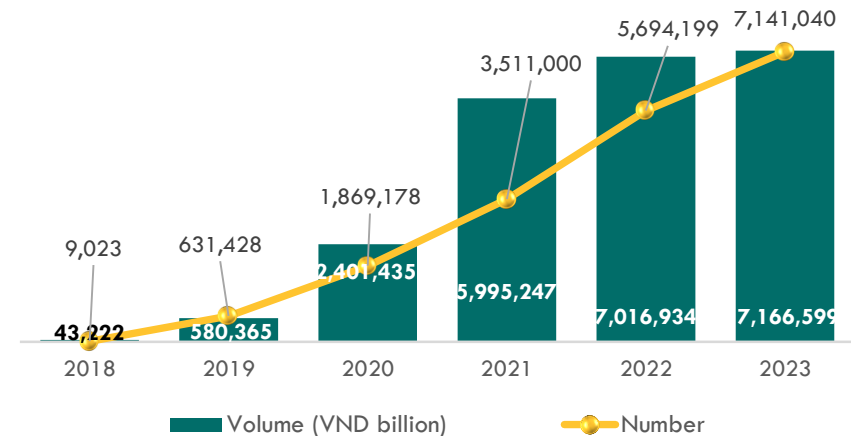
Ratio of digital transactions to total transactions (%)



Number and volume of transactions on Smartbanking



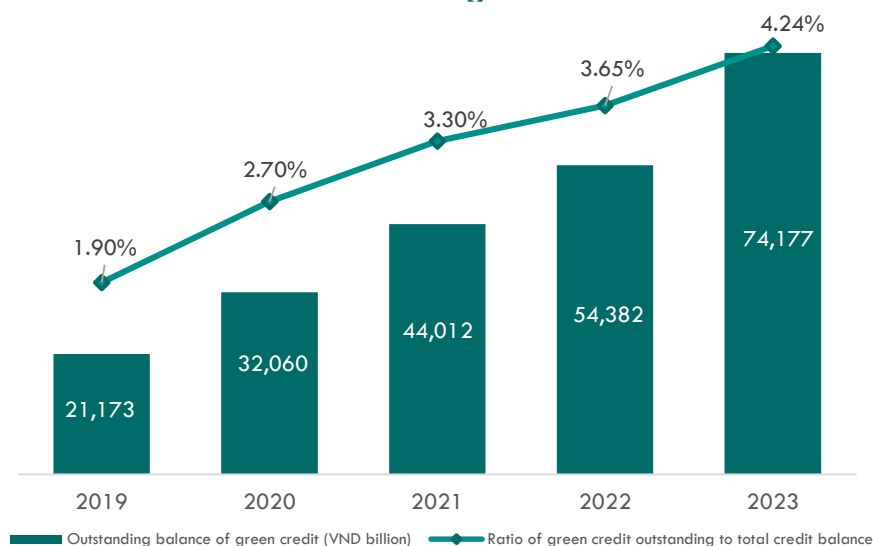
Number and volume of transactions on iBank



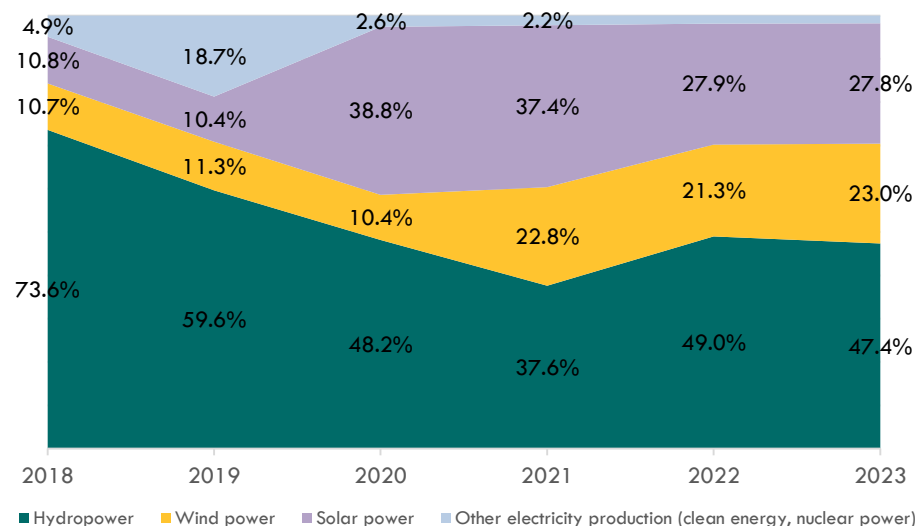
ESG and Green Finance

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Green credit growth



Structure of renewable power loans

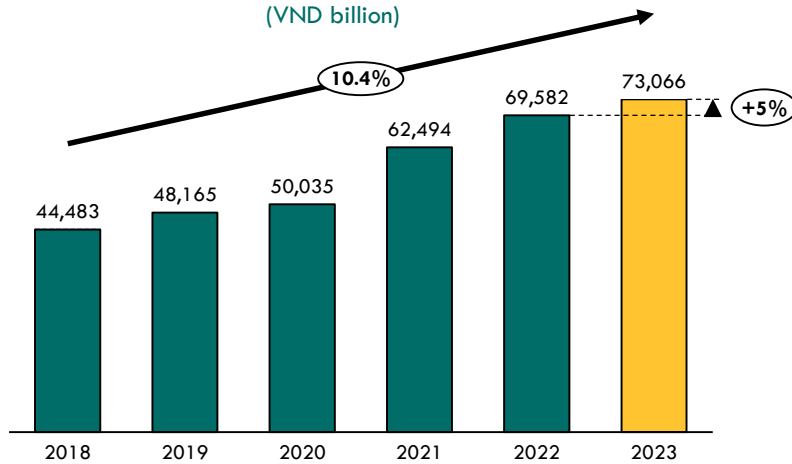


- ✓ BIDV has promoted sustainable and green growth as a goal in the Bank's strategy. BIDV is first Vietnamese bank to issue Sustainable Loan Framework.
- ✓ BIDV is the only partner of MONRE in promoting green finance, sustainable development, environmental protection and response to climate change
- ✓ BIDV is the market leader in green financing with the total outstanding loan reached VND 74,177 billion as of 31/12/2023 (accounted for 4.24% of total outstanding loans).
- ✓ BIDV has decided to stop considering financing coal-fired power projects and those having negative impacts on the environment since 2018.

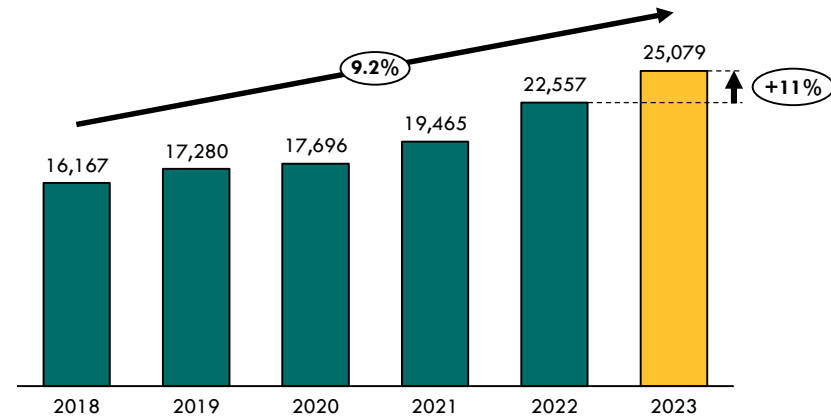
Financial Performance

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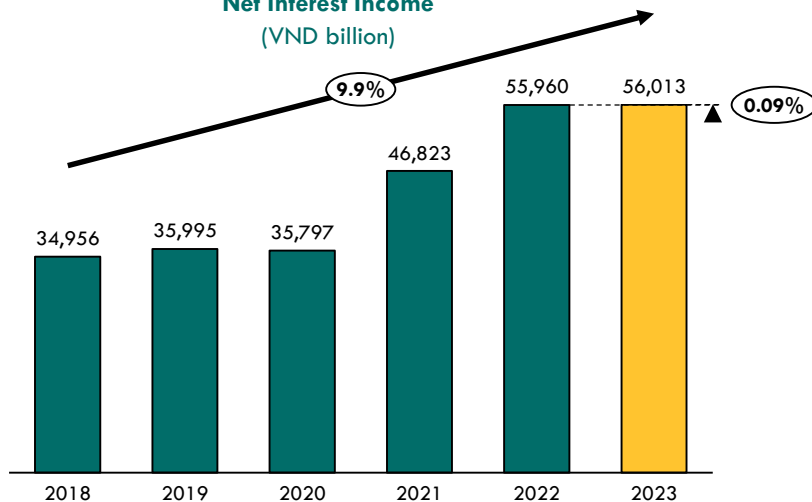
Total Operating Income
(VND billion)



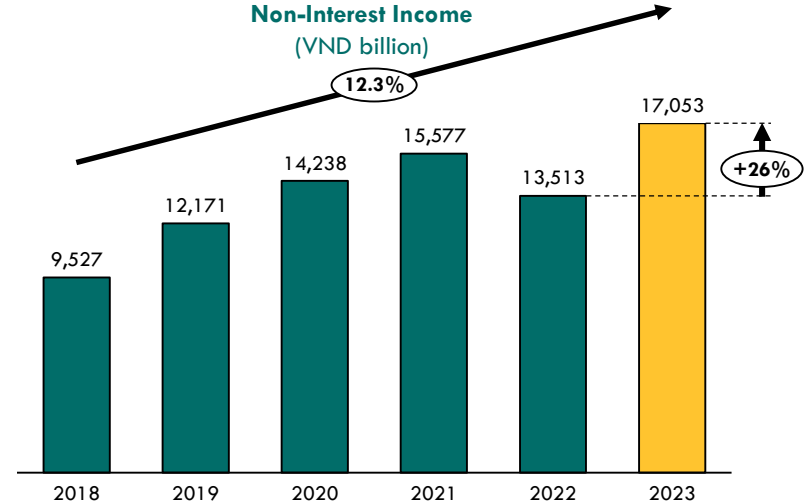
Total Operating Expense
(VND billion)



Net Interest Income
(VND billion)



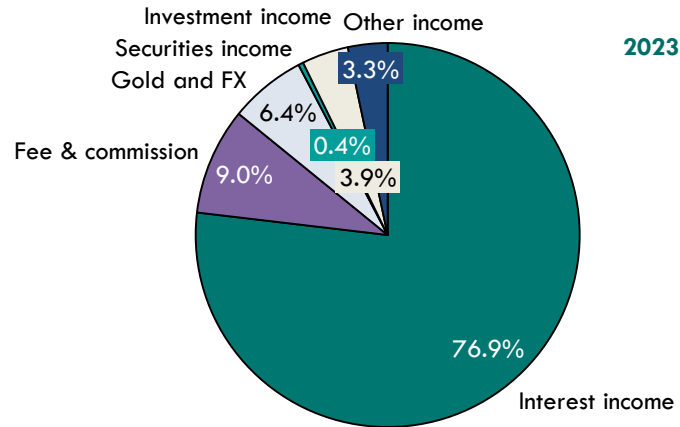
Non-Interest Income
(VND billion)



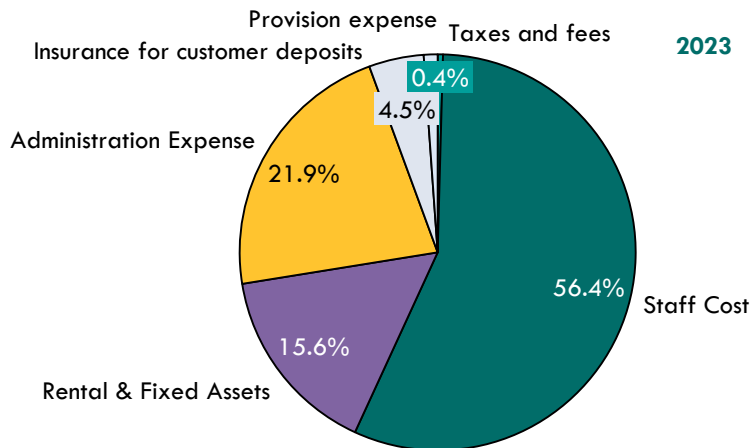
Financial Performance

27

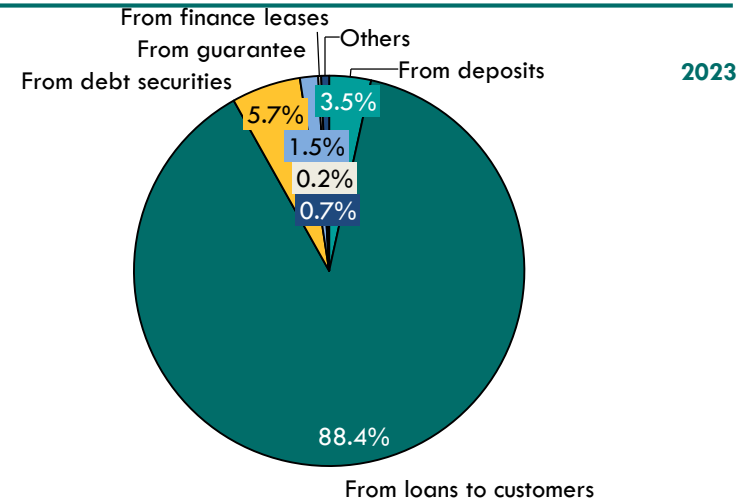
Interest income accounted for bigger proportion in TOI



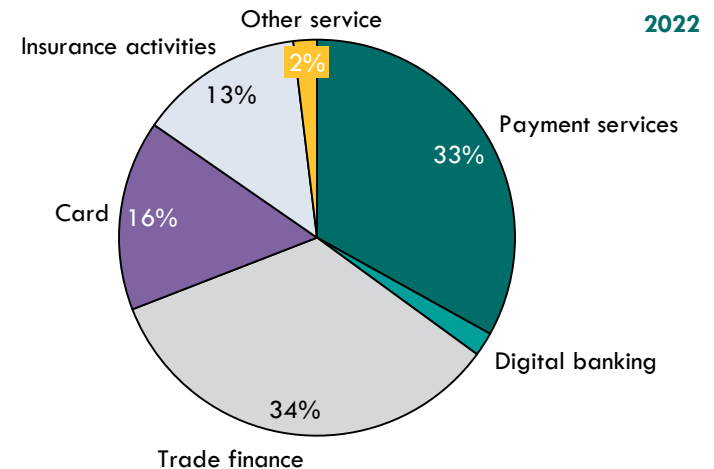
Well-managed operating expense



Interest income from loans to customers is driven factor in NII



Leading banking service focusing on settlement and trade finance



Key Ratios

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Asset quality	2018	2019	2020	2021	2022	2023
Loans to deposits	86.00%	87.95%	86.98%	83.36%	83.05%	83.85%
Loan loss reserve coverage (Provision/NPL)	66.00%	74.20%	88.38%	214.49%	216.76%	181.83%
NPL ratio	1.90%	1.74%	1.76%	1.00%	1.16%	1.26%
Credit Cost	2.04%	1.91%	2.00%	2.30%	1.67%	1.23%
CAR	10.34%	8.74%	8.61%	8.97%	9.34%	9.18%

Profitability	2018	2019	2020	2021	2022	2023
Net interest margin	2.94%	2.82%	2.61%	2.86%	2.98%	2.57%
Non-interest income/Operating Income	21.40%	25.27%	28.46%	25.08%	19.58%	23.13%
ROAA	0.60%	0.62%	0.49%	0.64%	0.95%	1.00%
ROAE	14.6%	13.1%	9.4%	13.11%	19.26%	19.40%
CIR	36.2%	35.9%	35.4%	31.1%	32.6%	34.3%

Source: BIDV Financial Reports

Historical Income Statement and Balance Sheet

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Income Statement (VND billion)	2018	2019	2020	2021	2022	2023	CAGR 2019-2023
Net interest income	34,956	35,995	35,797	46,823	55,960	56,013	9.9%
Net fee & commission income	3,551	4,283	4,266	6,614	5,651	6,572	13.1%
Total operating income	44,483	48,165	50,035	62,494	69,582	73,066	10.4%
Operating expense	16,117	17,280	17,696	19,465	22,557	25,079	9.2%
Profit before provision	28,366	30,885	32,339	43,029	46,765	47,987	11.1%
Provision expenses	18,894	20,009	23,125	29,481	23,842	20,337	1.5%
Profit before tax	9,473	10,876	9,214	13,548	22,923	27,650	23.9%
Taxation charge	1,931	2,211	1,851	2,706	4,589	5,627	23.9%
Net profit	7,542	8,665	7,363	10,540	18,086	22,027	23.9%

Balance Sheet (VND billion)	2018	2019	2020	2021	2022	2023	CAGR 2019-2023
Total assets	1,313,038	1,490,105	1,516,870	1,761,696	2,120,677	2,300,814	11.9%
Customer loans	988,739	1,116,925	1,214,296	1,354,633	1,522,222	1,777,665	12.4%
Customer deposits	989,671	1,114,231	1,226,674	1,380,402	1,473,598	1,704,269	11.5%
NPL ratio	1.90%	1.75%	1.76%	1.00%	1.16%	1.25%	

Source: BIDV Financial Reports

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STRATEGY AND BUSINESS PLAN

Strategy and 2023 Business Plan

Mission, Vision & Core Value

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Committed to delivering the best value

MISSION

To **DELIVER THE BEST INTERESTS AND CONVENIENCES** to customers, shareholders, employees and society

VISION



To become the leading financial institution
in the Southeast Asia



Have the best digital platform
in Vietnam



Top 100 largest banks
in Asia

Mission, Vision & Core Value

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Committed to delivering the best value

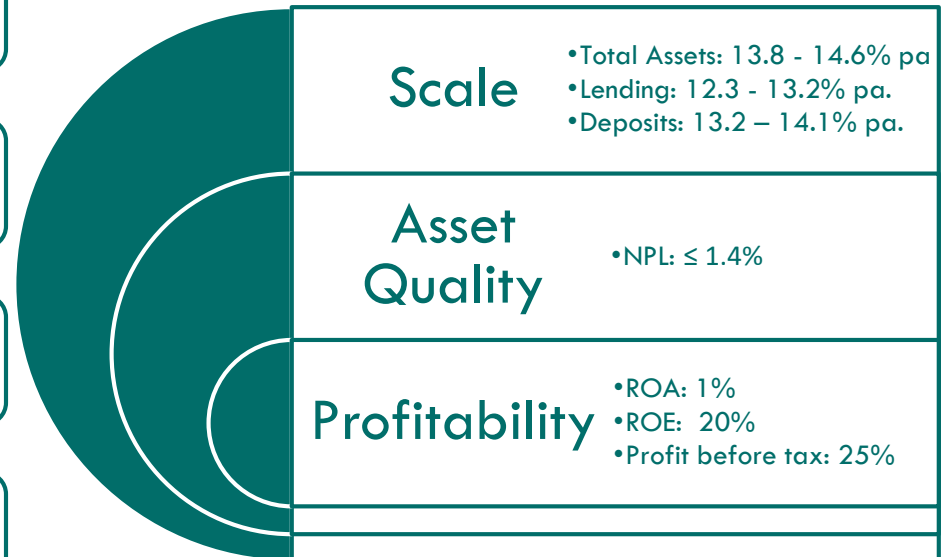
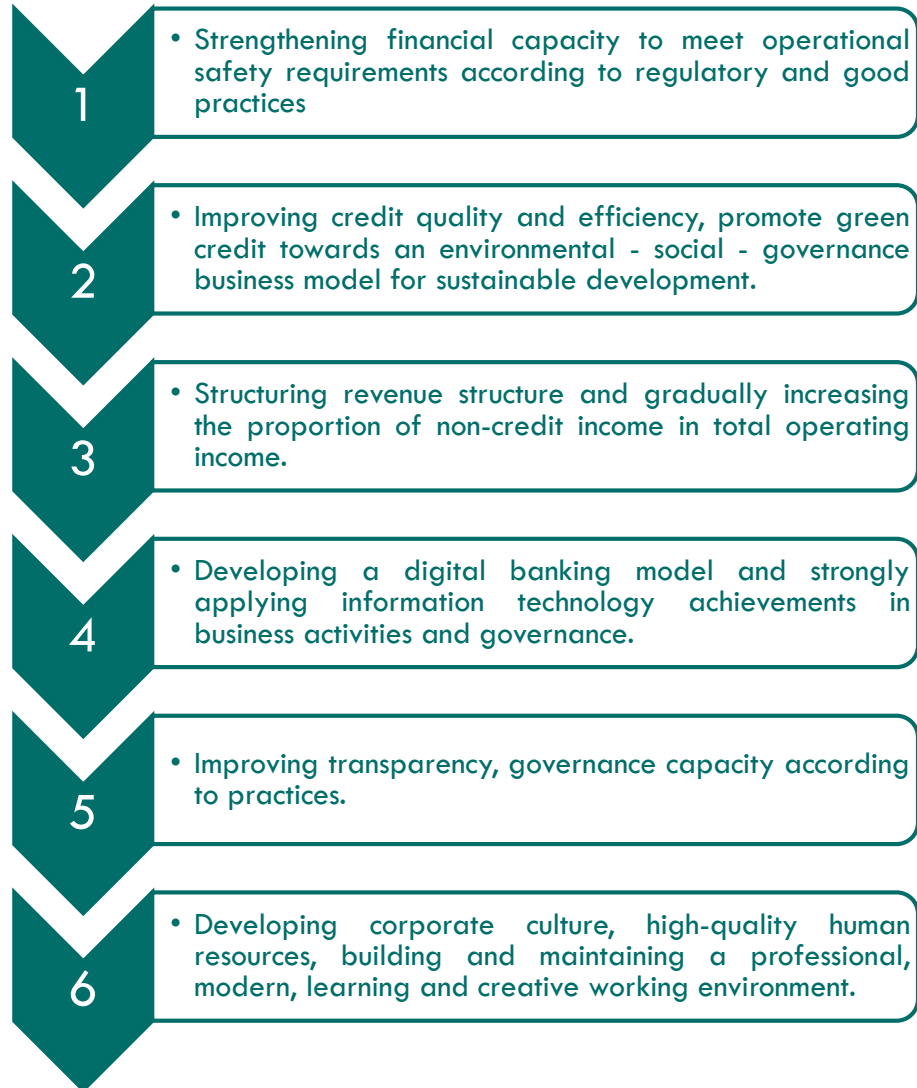


5 CORE VALUES

Intelligence
Belief
Integrity
Detail Orientation
Vitality

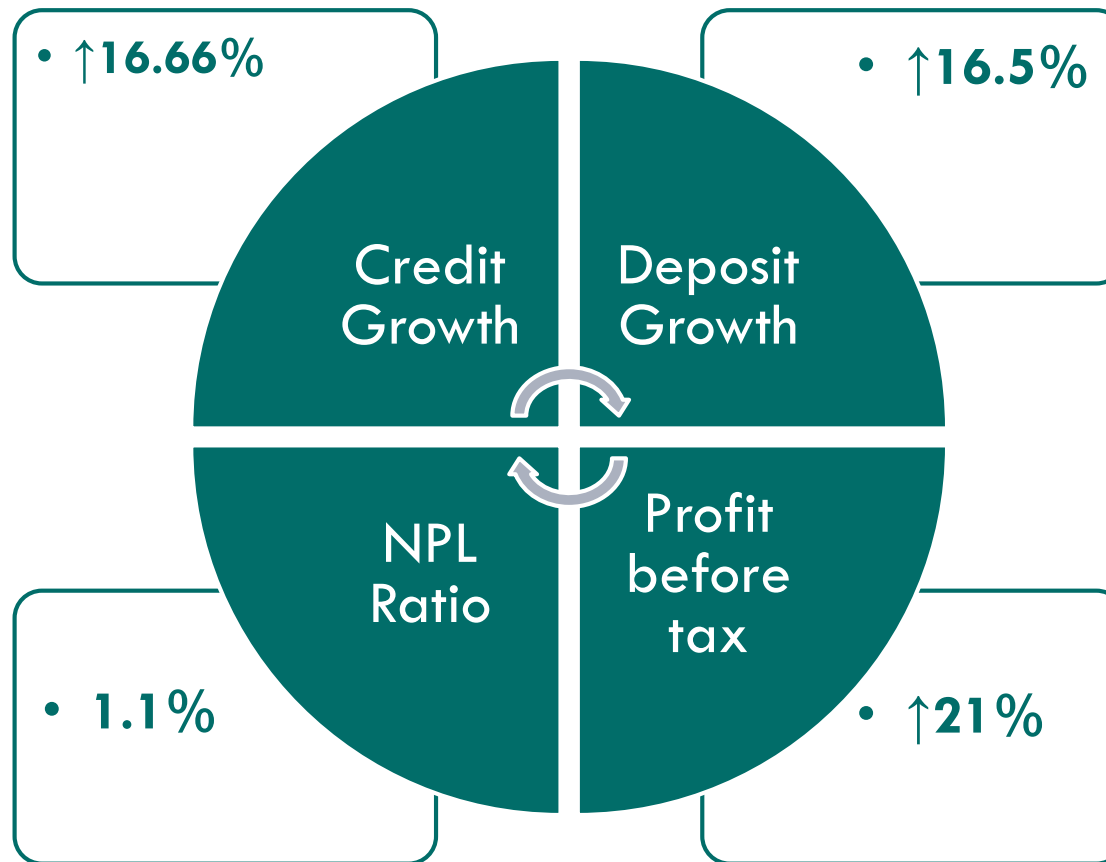
2021 – 2025 Strategy

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2023 Business Performance

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STRATEGY AND PLAN

Capital raising plan

Projected Shareholding Structure

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STAGE 1: To 2022

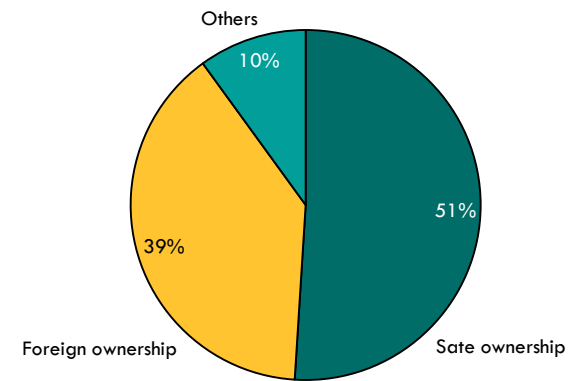
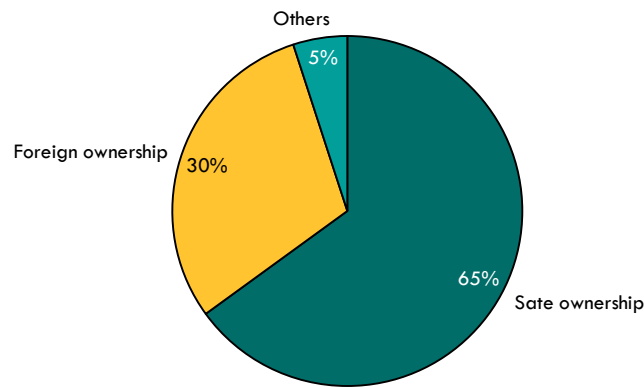
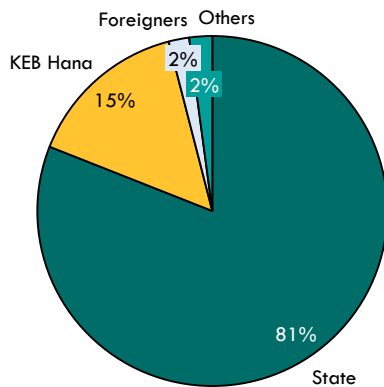
- IPO finished on December, 2011
- Transforming to Joint Stock Commercial Bank in April 2012
- State ownership: 80.99%
- KEB Hana: 15%
- Other Foreigner ownership: 3%

STAGE 2: To 2025

- Issuing shares to foreign investors (total up to 30%):
 - Strategic Investor (KEB Hana): 15%
 - Financial investor: up to 12%
- State ownership $\geq 65\%$

STAGE 3: From 2030

- Additional public offering
- Issuing additional shares to foreign
- Foreign Investors (may hold $>30\%$ in total)
- State ownership decrease to $\geq 51\%$



Important Notice

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