



ANALYST MEETING

Q4- 2024



ANALYST MEETING

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Digitalization & ESG

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ANALYST MEETING

INTRODUCTION

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ACB THE LEADING RETAIL BANKING IN VIETNAM

Market share



Lending
3.65% **#1** private bank in retail lending



Deposit
3.70% **#2** private bank in retail deposit

Branches and sub-branches

388

Number of staff

13,290

Number of customers

7.7 mm

Charter Capital

\$1.8 bn



ANALYST MEETING

BALANCE SHEET

1

CREDIT

2

DEPOSIT

3

INVESTMENT
PORTFOLIO

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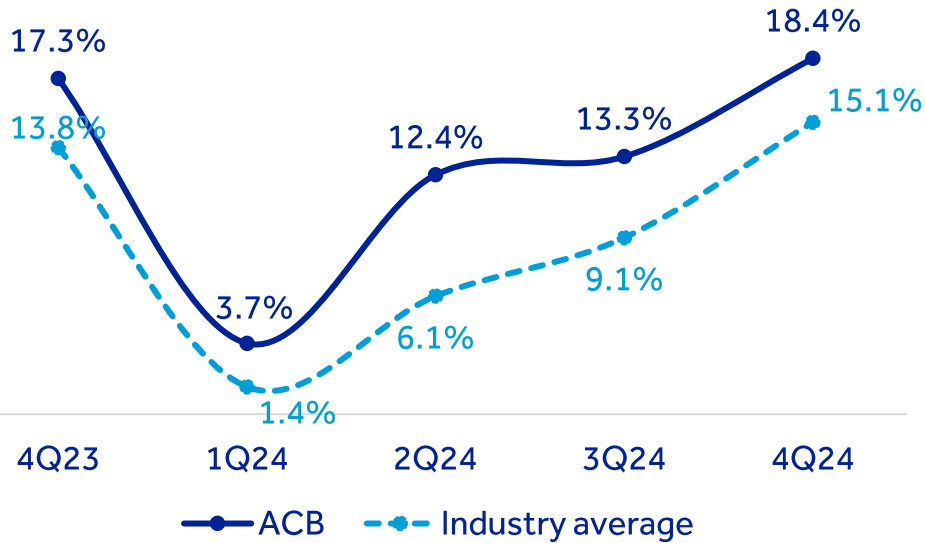
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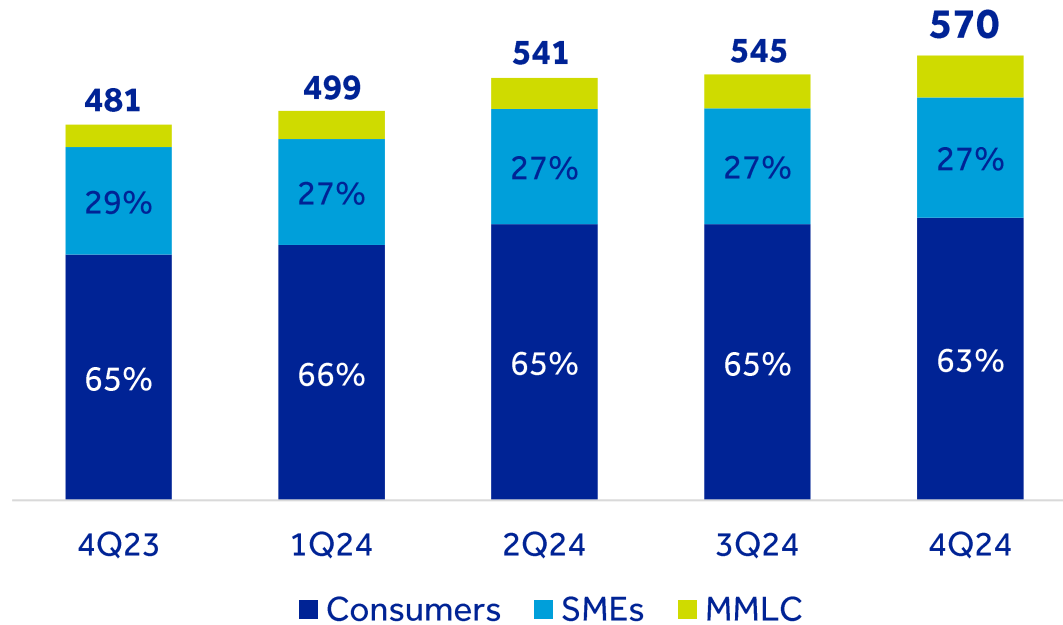
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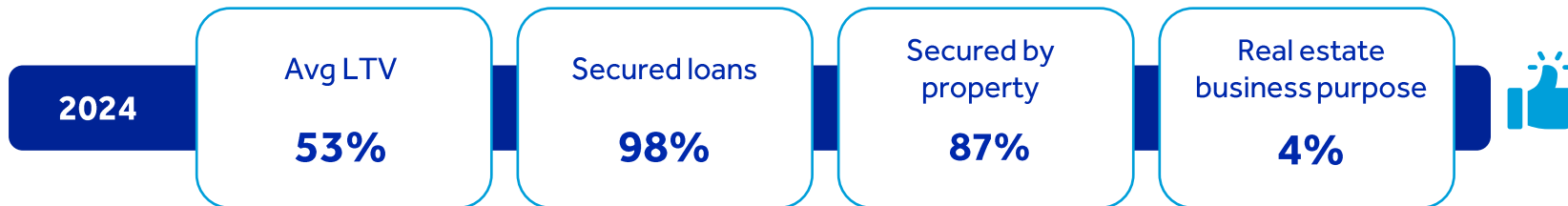
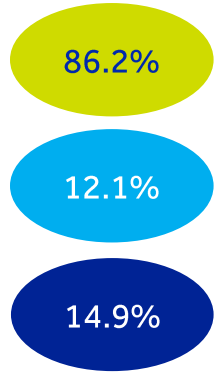
Credit growth (ytd)
ACB vs Industry average



Loan segments



YTD growth



(Parent)

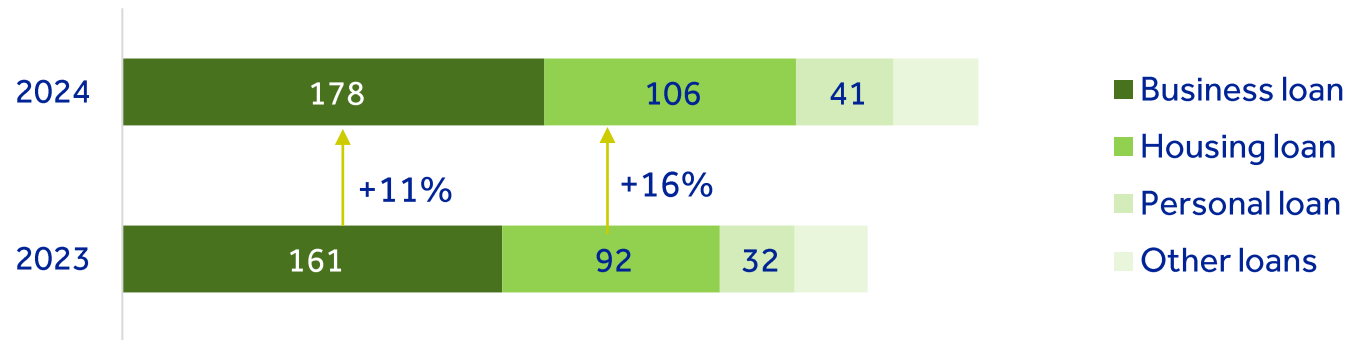
Key takeaway

The businesses segment was the main growth driver in 2024, especially for MMLC.



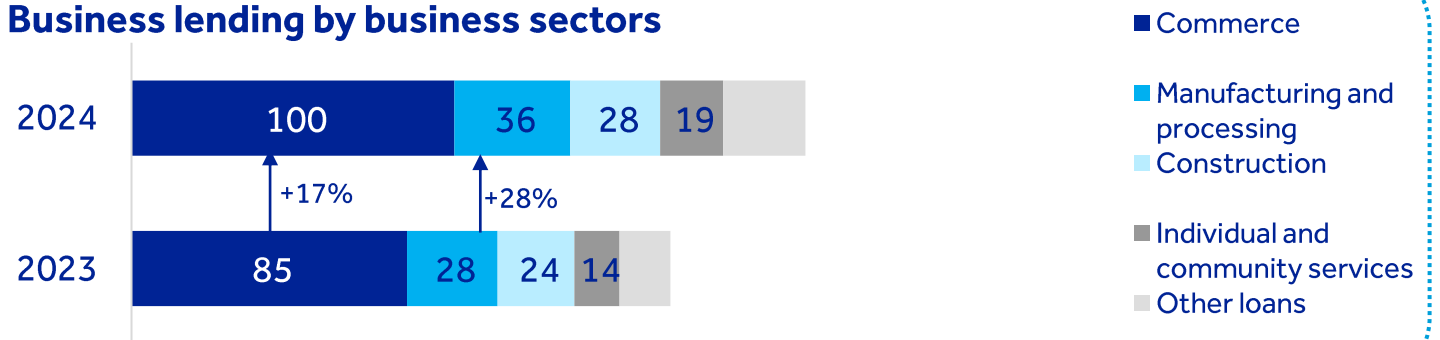
Retail lending ▲ 15%

Retail lending by products



Business lending ▲ 25%

Business lending by business sectors



VND trillion

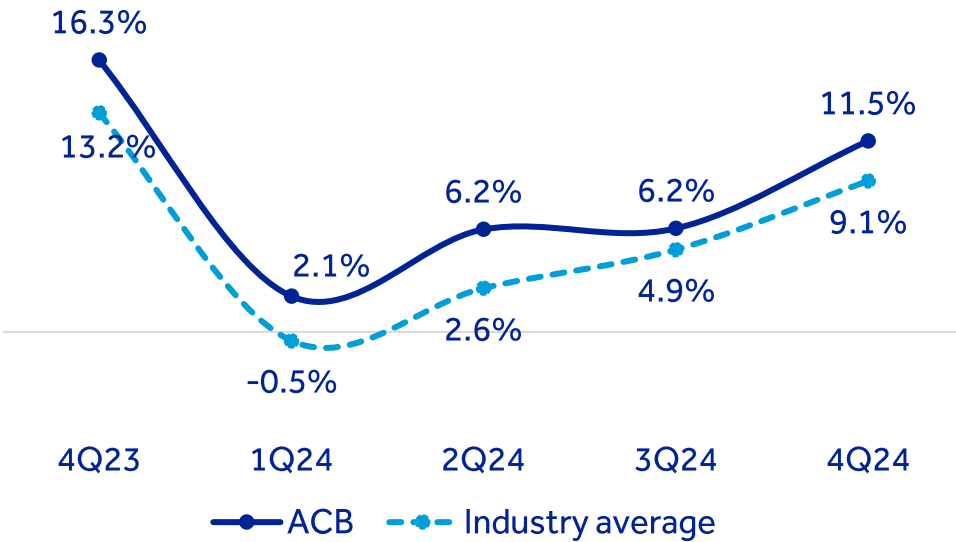
(Parent)

Key takeaway

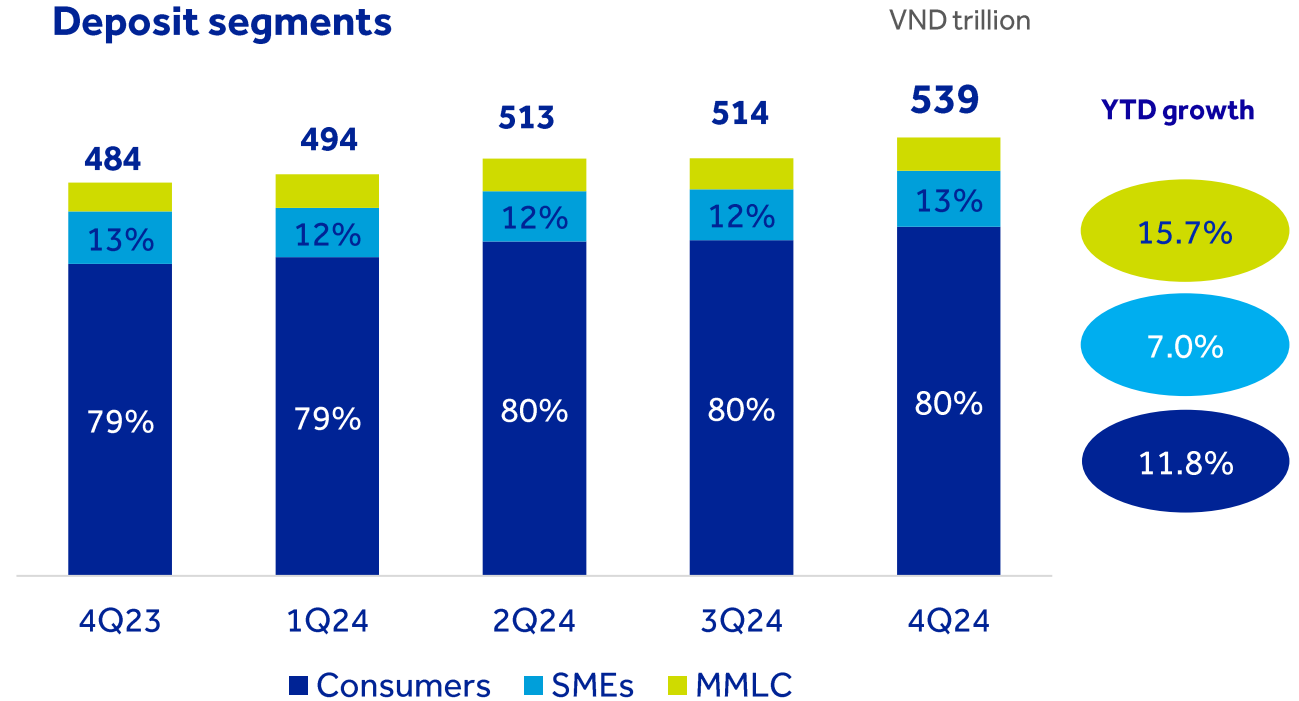
Prioritized sectors like commerce and business were growth drivers.



Deposit Growth (ytd)
ACB vs Industry average



Deposit segments

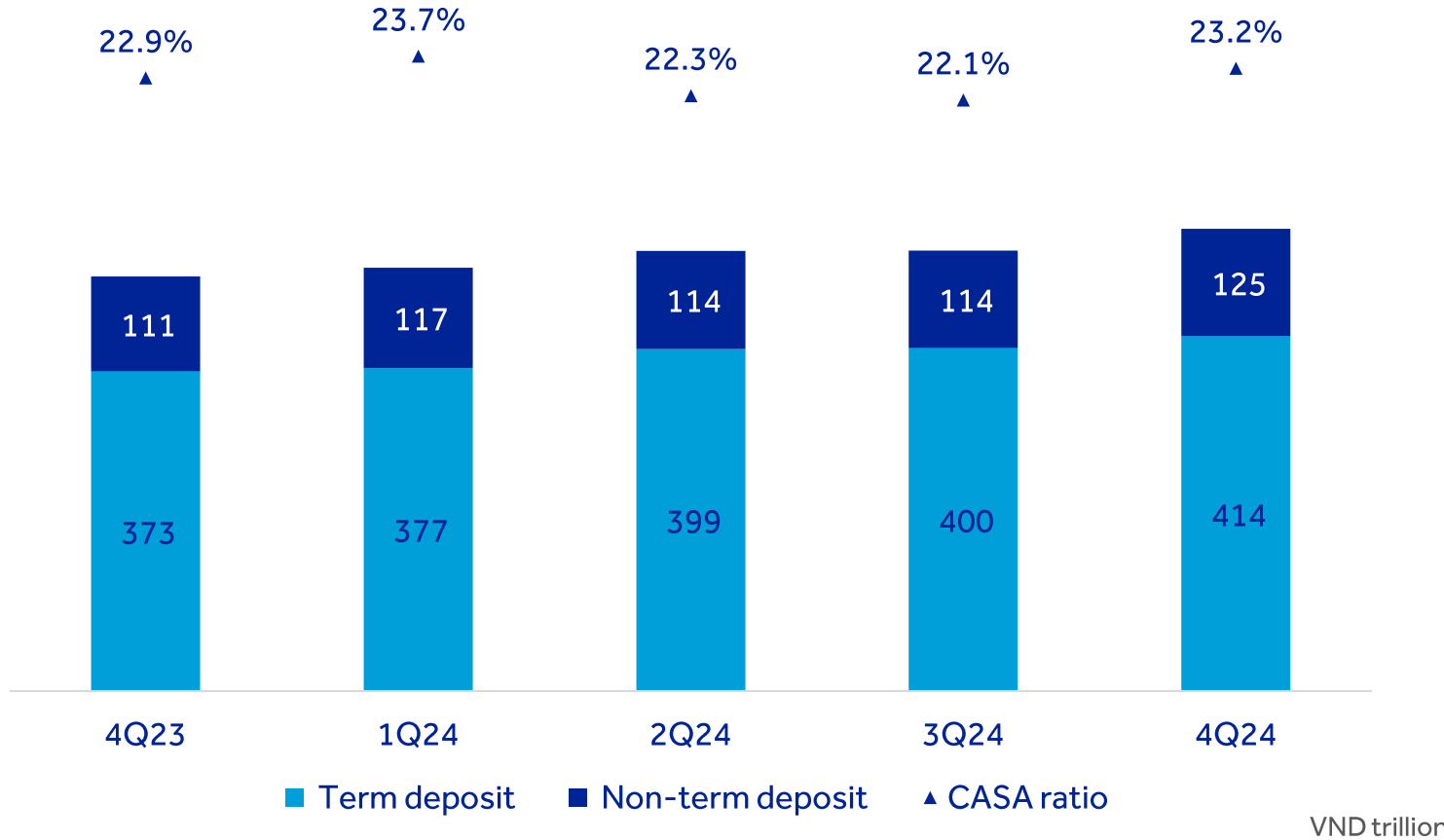


(Parent)

Key takeaway

Deposit continued to show strong growth from strategic retail customer segments .

CASA RATIO WAS IMPROVED



Consumers
CASA ratio: **17.8%**

Businesses
CASA ratio: **44.4%**

(Parent)

Key takeaway

ACB continued to be the leading retail bank in terms of CASA ratio (or 5th overall).

“ĐỒNG MINH THÔNG THÁI” CAMPAIGN DIGITAL STORE MANAGEMENT SOLUTION ON ACB ONE



Giving product QR codes according to shop's element, using anti-counterfeiting technology

Automatically track revenue through accounts and LỘC PHÁT QR codes

Share transaction notifications in real-time, avoiding balance errors

Integrate with sales management software



234,000

Number of customers

↑ 70,700 new customers



251,000

Number of QR account



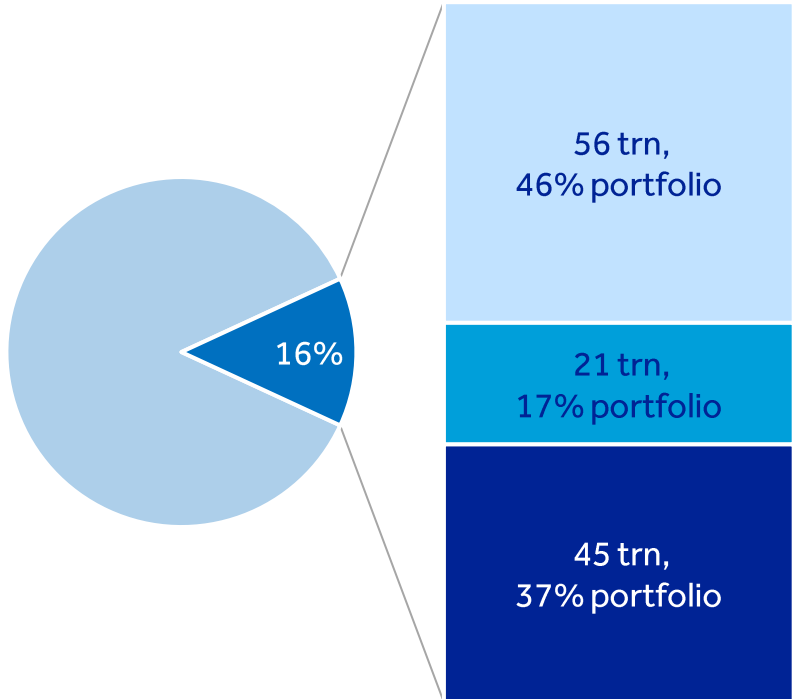
7,750 bn

CASA balance

SAFE AND EFFICIENT INVESTMENT PORTFOLIO



INVESTMENT PORTFOLIO accounted for 16% in total assets



No

investment in corporate bonds

37%

The proportion of **Government bond** in the investment portfolio

- Total assets
- Bank CDs
- Financial institution bonds
- Government bonds

(Parent)
Key takeaway

ACB restructured the investment portfolio into higher-yield assets to boost interest income while maintaining liquidity compliance.

PERFORMANCE RESULTS



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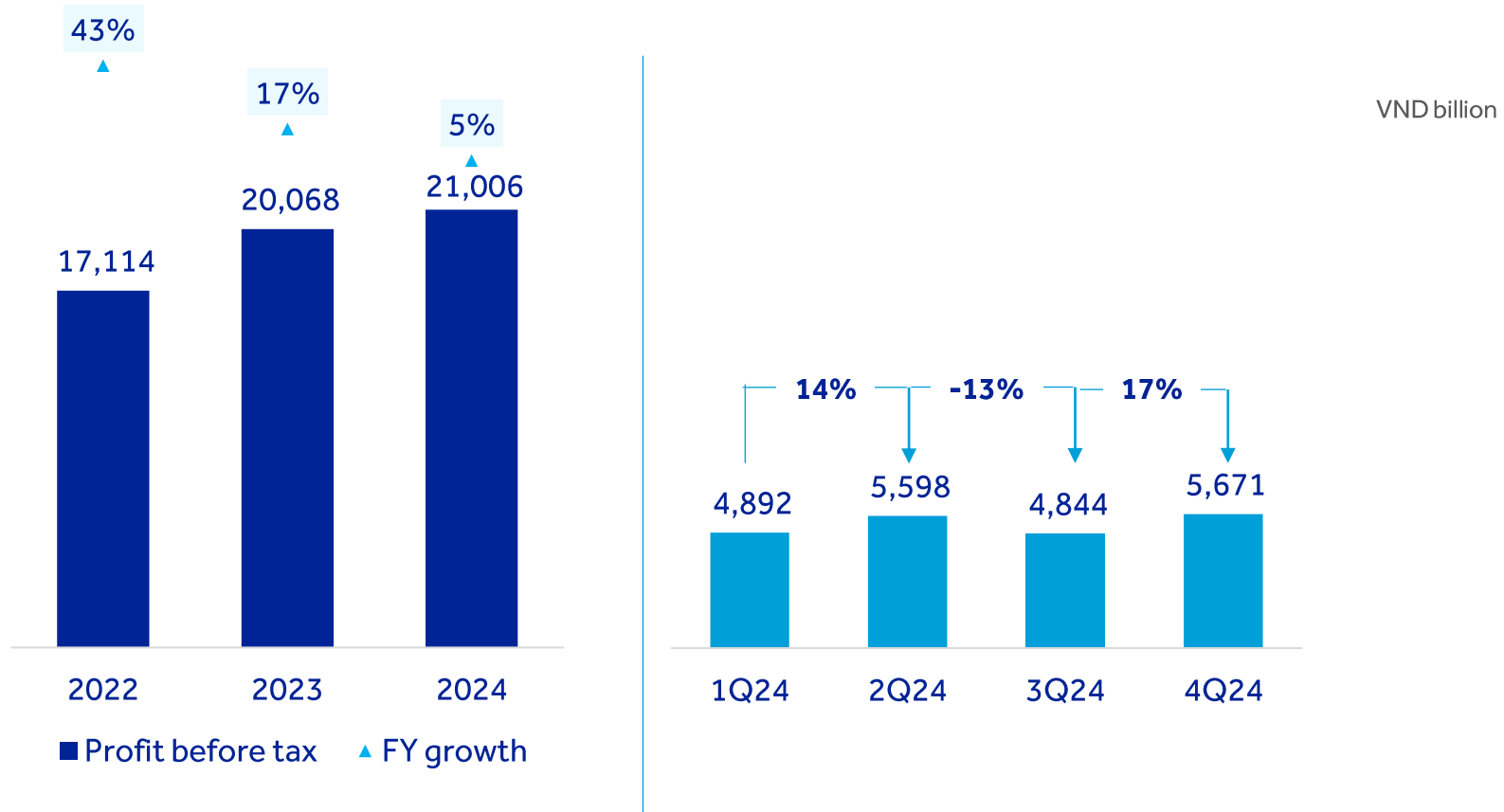
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2024 PBT CONTINUED TO GROWTH AMID NIM COMPRESSION

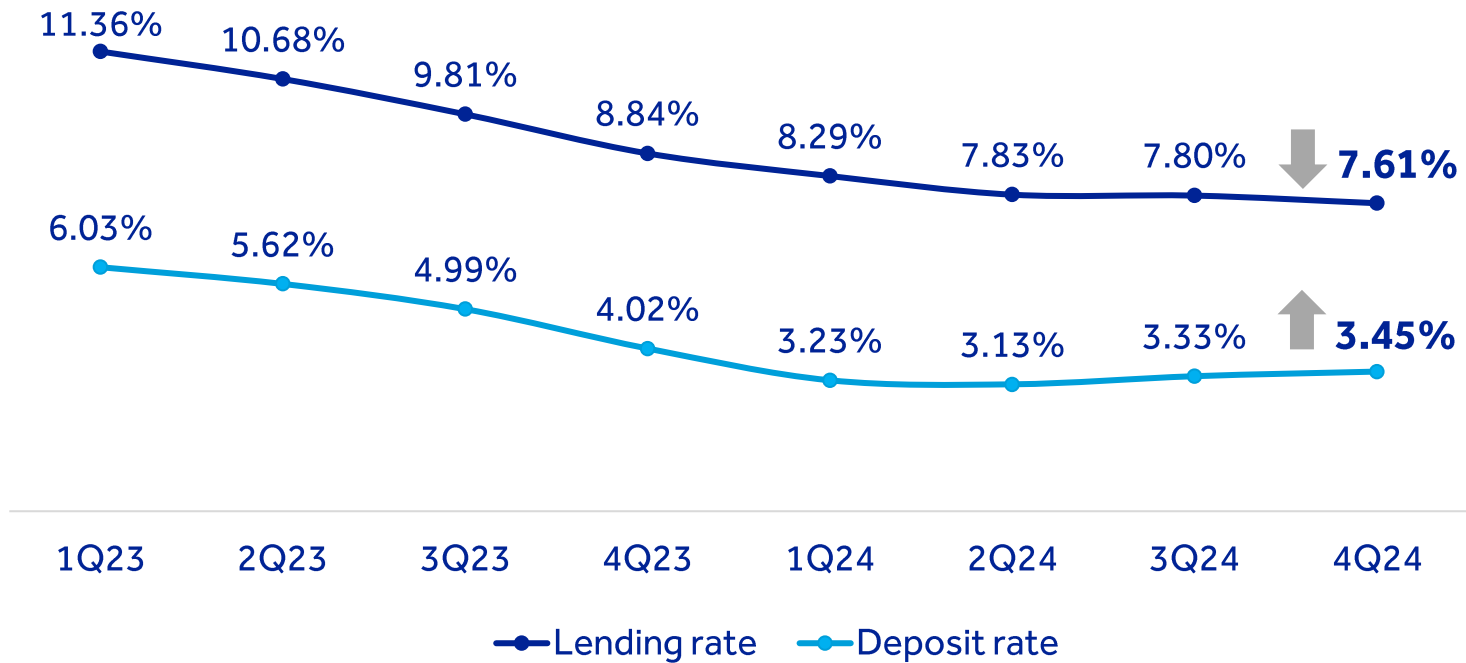


(Consolidated)

Key takeaway

PBT achieved a positive CAGR (2019-2024) of 23%.

NIM NARROWED AMID INTENSE INTEREST RATE COMPETITION



(Parent)

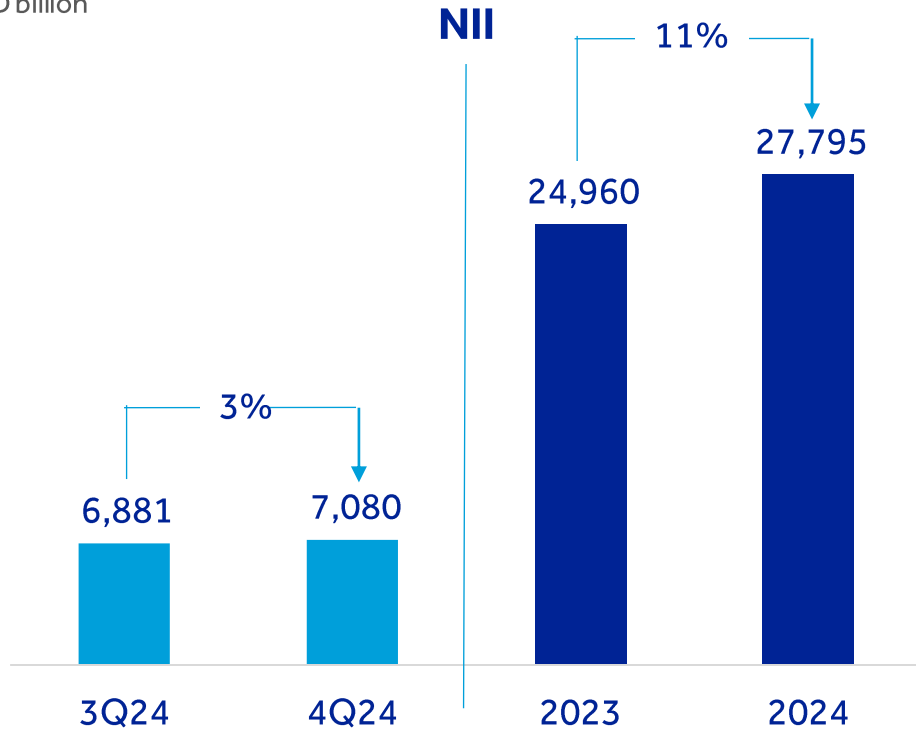
Key takeaway

Lending rate continued to decline amid fierce competition, while deposit rate edged up.

NII CONTINUES TO GROWTH AMID NIM COMPRESSION



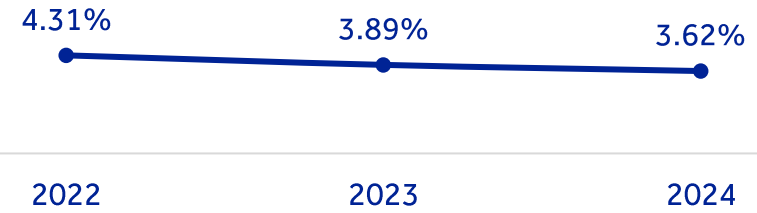
VND billion



(Consolidated)

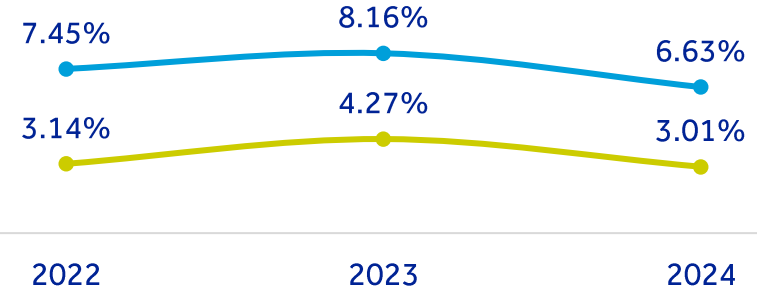
Key takeaway

NIM | -27bps vs 2023



NIM= Net interest income / average total earning assets for 2 latest years

Asset yield & Cost of funds

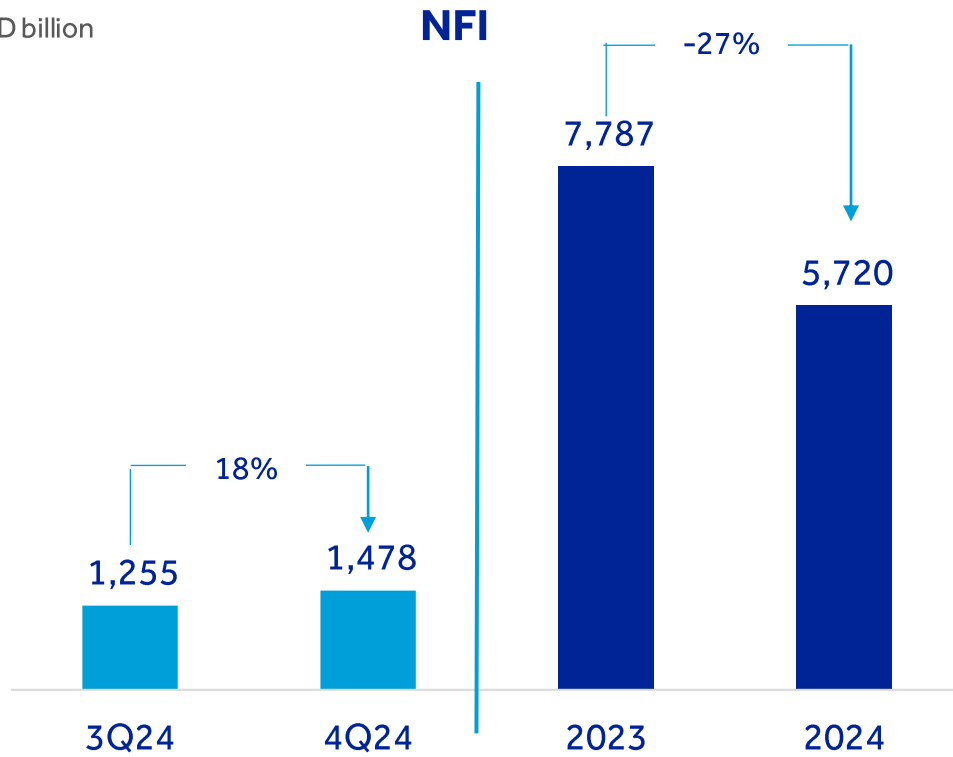


Asset yield= Interest income / average total earning assets for 2 latest years
CoF= Interest expense / average total earning assets for 2 latest years

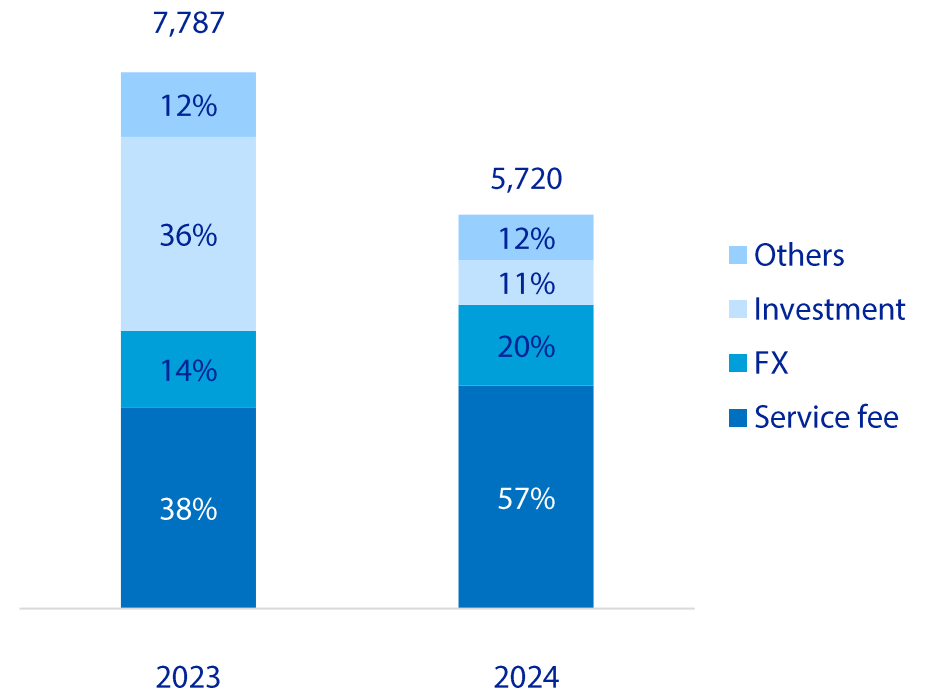
NIM continued declining amid intense competition.



VND billion



NFI Structure

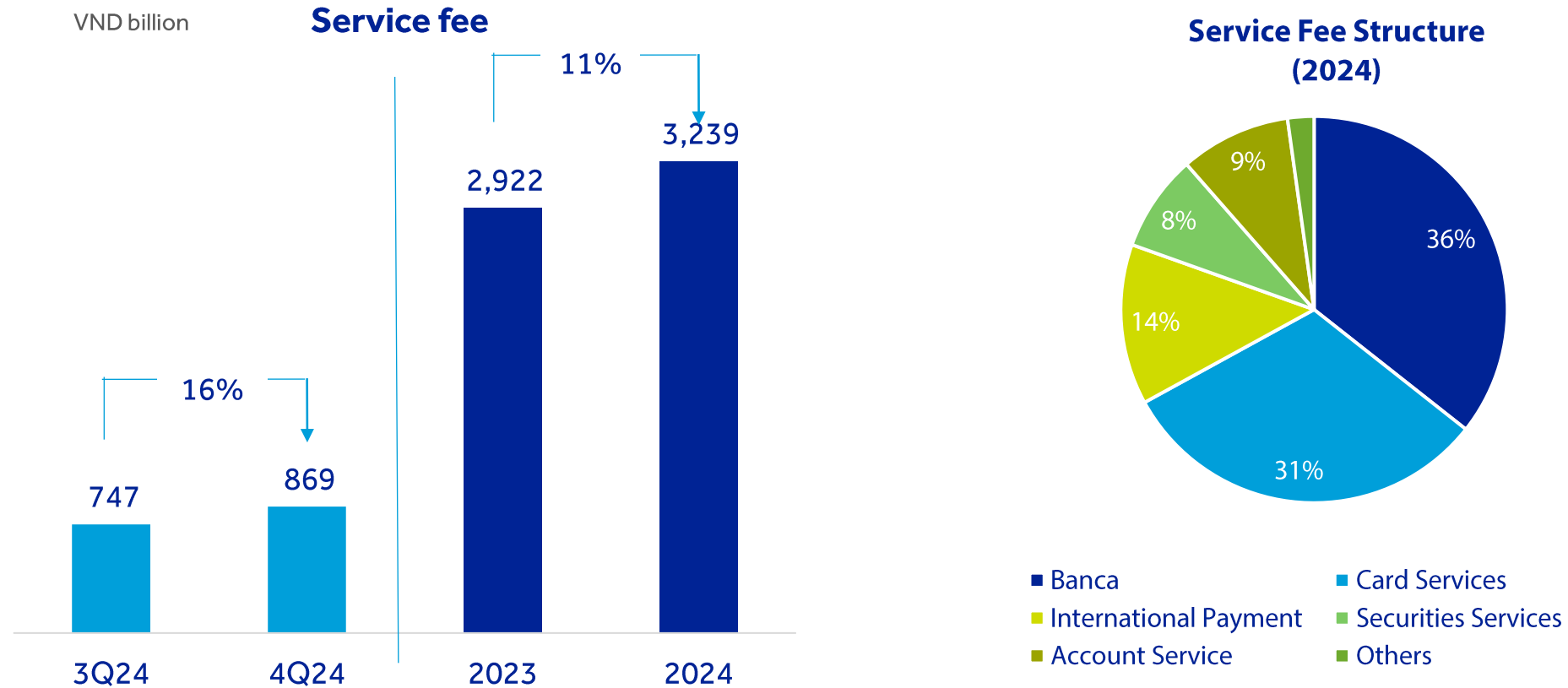


(Consolidated)

Key takeaway

NFI declined YoY due to one-off incomes in 2023.

SERVICE FEE CONTINUOUSLY INCREASED POSITIVELY



(Consolidated)

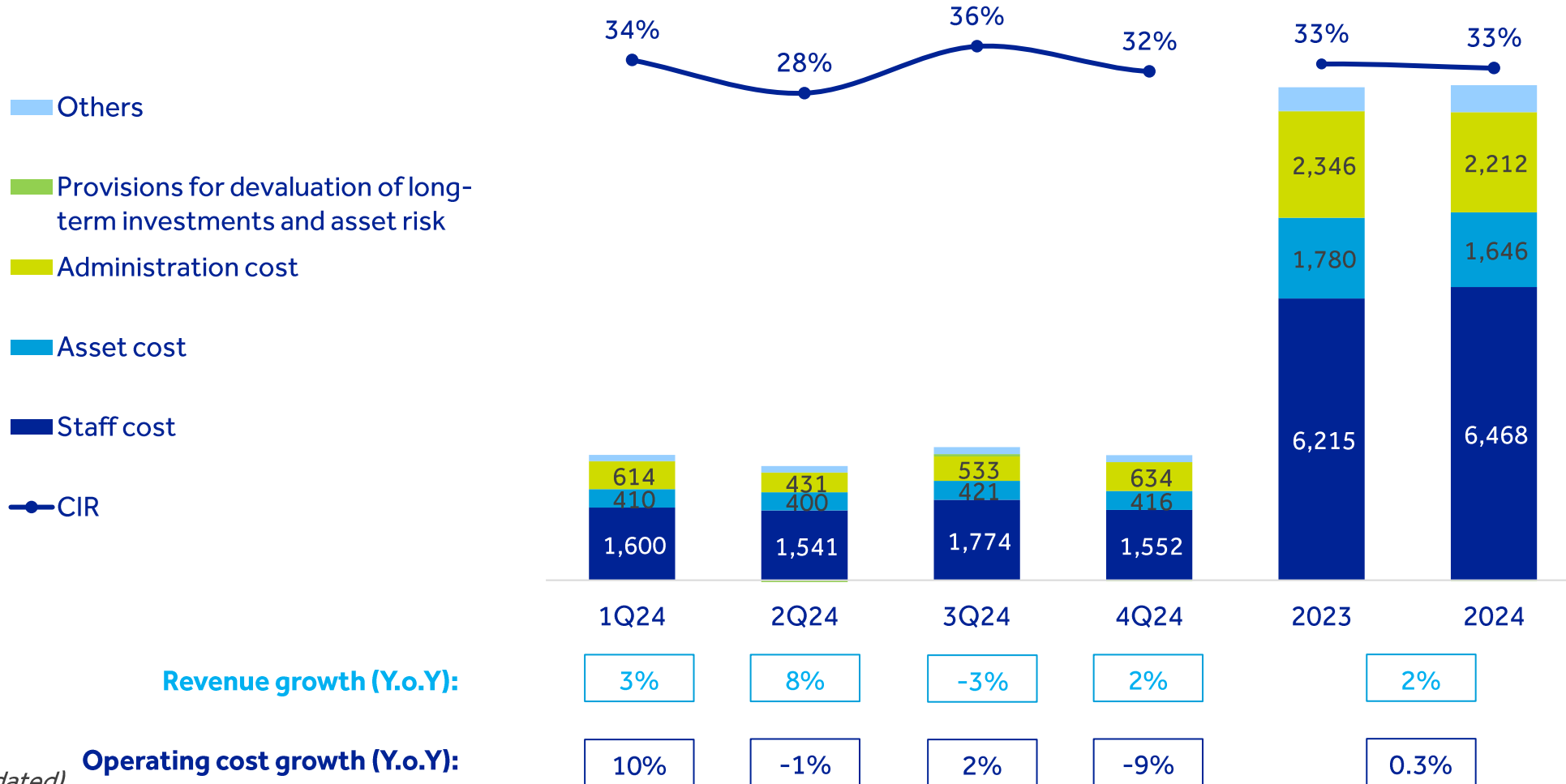
Key takeaway

Total fee income increased strongly despite a decline in the largest fee (Banca).

EFFECTIVE COST MANAGEMENT



VND billion



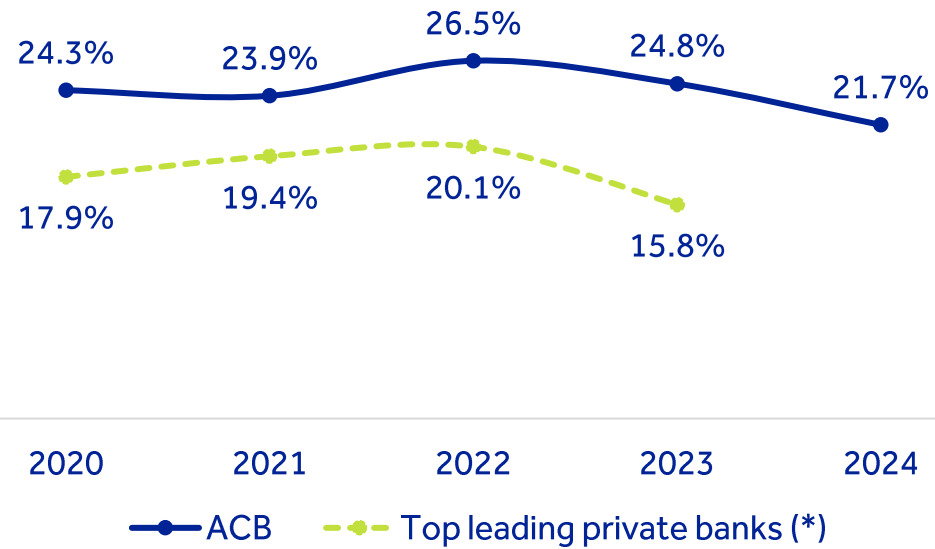
(Consolidated)

Key takeaway

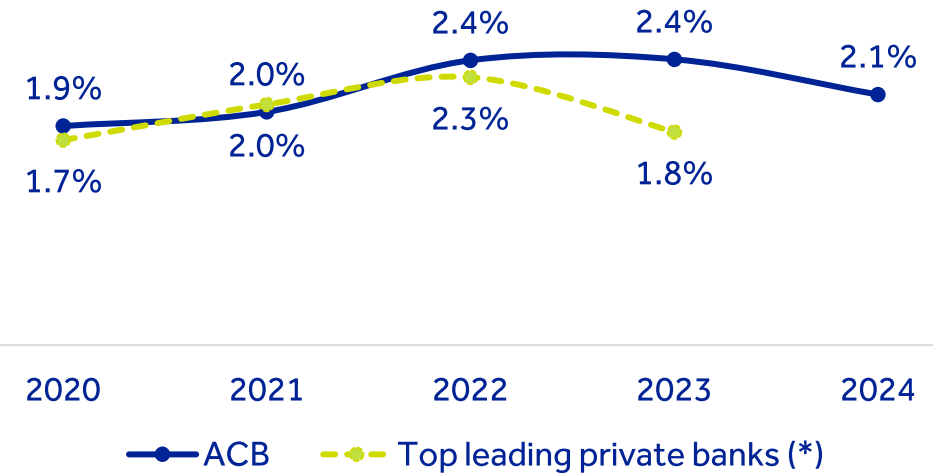
Operating cost has been well controlled and optimized for business growth.



ROE



ROA



(*) Top leading private banks including MBB, TCB, VPB, HDB, STB, SHB
(Consolidated)

Key takeaway

ACB continued to be one of the highest ROE bank in the market and higher than Top leading private banks.

ASSET QUALITY

1 NON-PERFORMING LOAN

2 LOAN LOSS RESERVE

3 CAR (BASEL II)

4 LIQUIDITY RATIOS

5 CREDIT RATINGS

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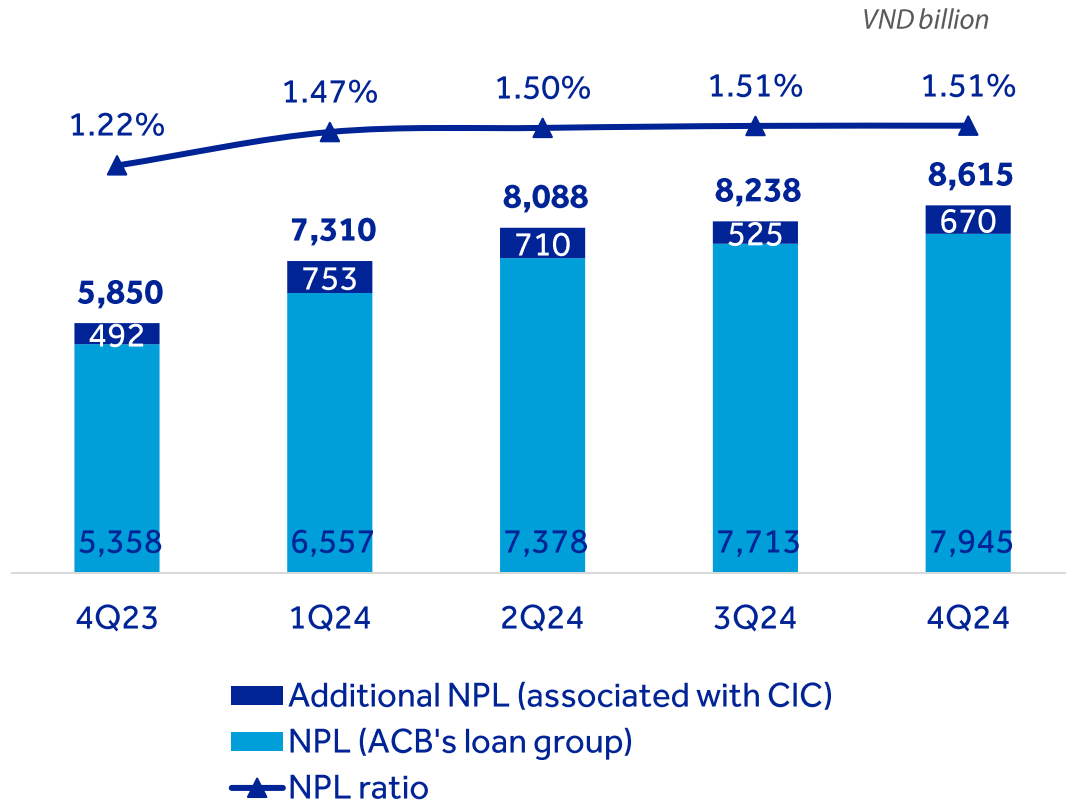
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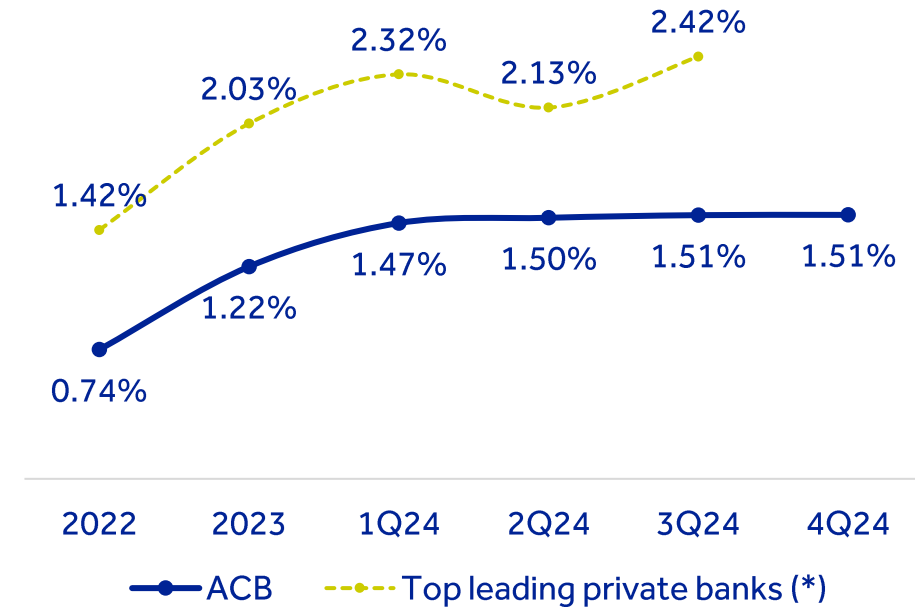
NPL RATIO WAS UNDER CONTROL



Non-performing loan



NPL ratio



(*) Top leading private banks including MBB, TCB, VPB, HDB, STB, SHB

(Parent)

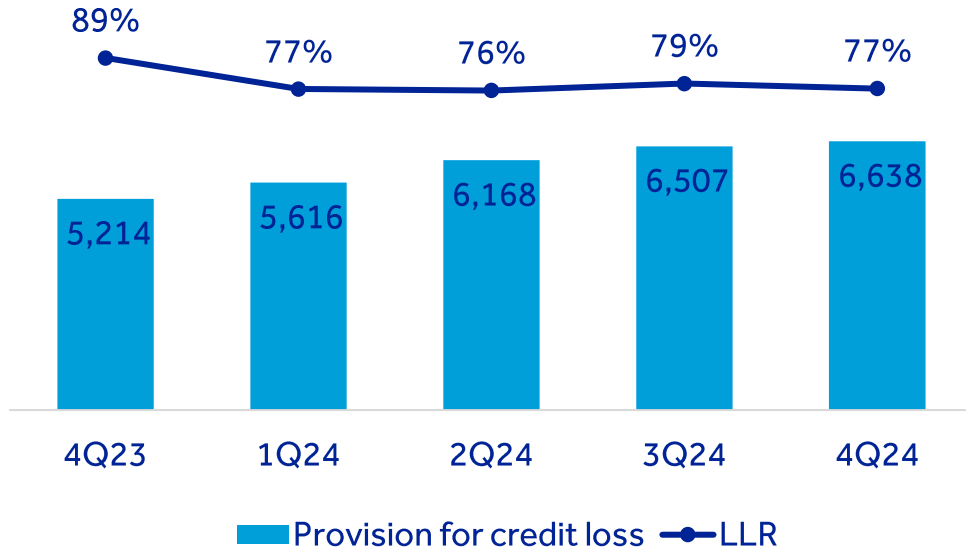
Key takeaway

ACB's NPL remained among the lowest in the market.

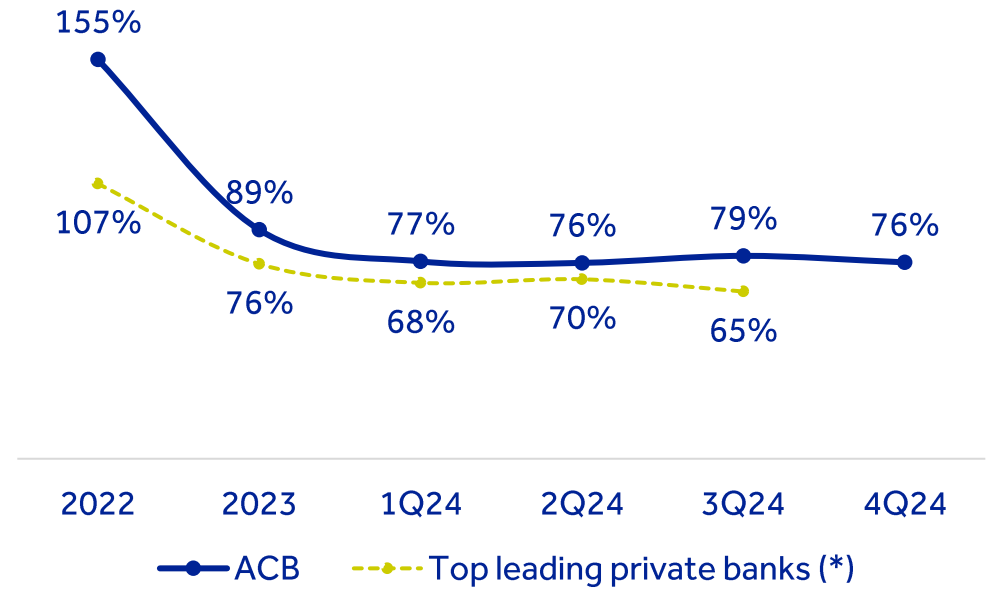
LLR WAS HIGHER THAN TOP LEADING PRIVATE BANKS



Loan loss reserve VND billion



LLR ratio



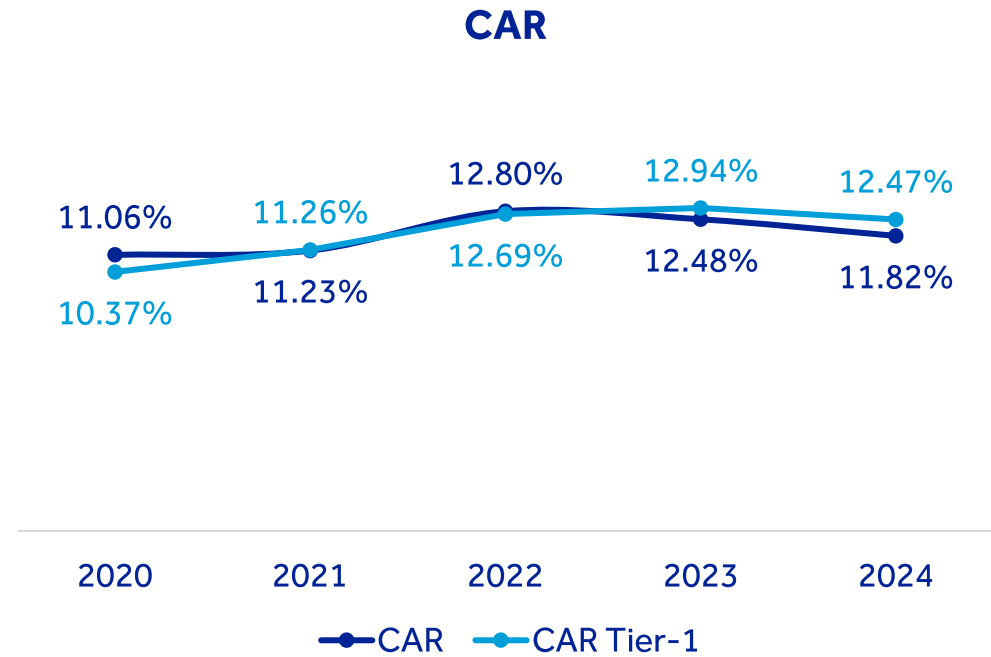
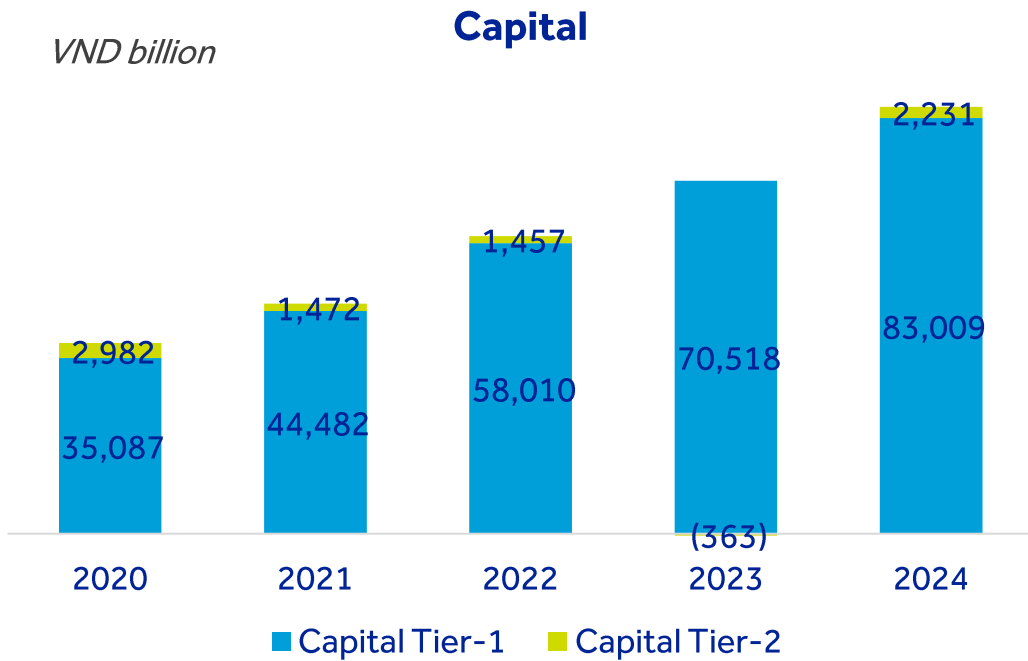
(*) Top leading private banks including MBB, TCB, VPB, HDB, STB, SHB

(Parent)

Key takeaway

LLR continued leading the market.

CAR REMAINED WELL ABOVE MINIMUM REQUIREMENT



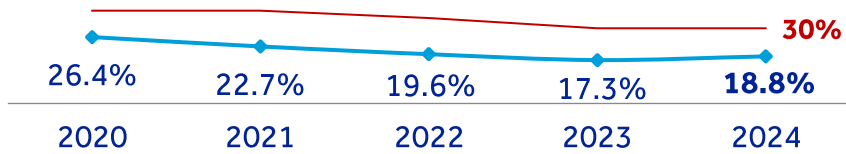
(Consolidated)

Key takeaway

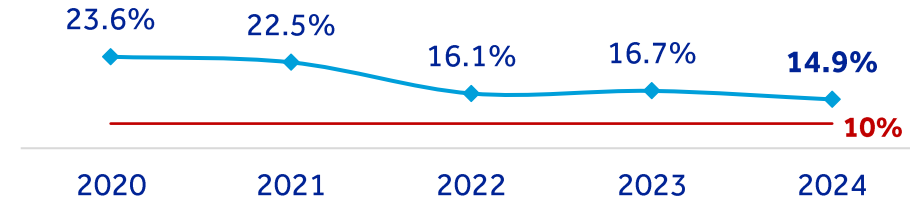
CAR is still well adequate after paying cash dividend.



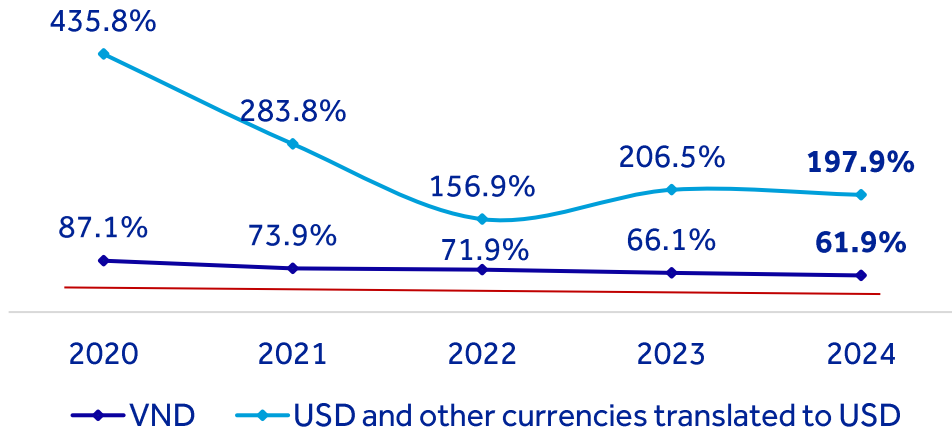
Short-term funds for medium and long-term loans



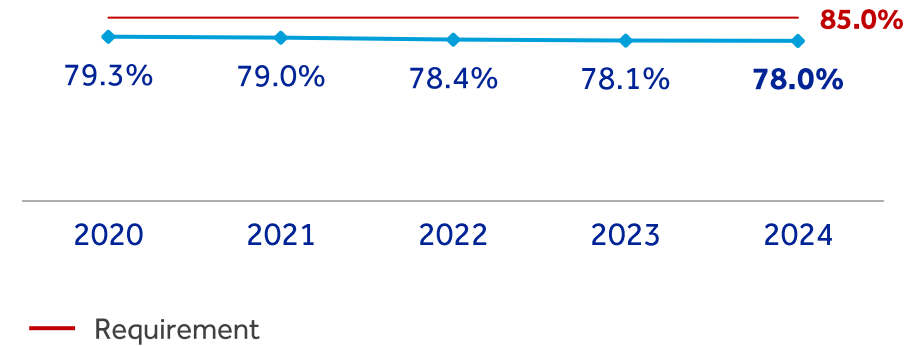
Liquidity reserve ratio (in VND)



Solvency ratios within 30 days



LDR



Key takeaway

ACB always maintains a large buffer compared to requirements.

ACB'S CREDIT RATINGS ARE THE HIGHEST AMONG PRIVATE BANKS IN VIETNAM



MOODY'S

Rating

FitchRatings

Rating

FiinRatings®
ENLIGHTEN THE MARKET

Rating

Outlook	Stable	Outlook	Positive	Outlook	Stable
Issuer Rating	Ba3	Long Term Issuer Default Rating	BB-	Issuer Rating	AA+
Counterparty Risk Ratings	Ba2	Viability Rating	bb-		
Bank Deposits	Ba3	Government Support Rating	bb-		
Baseline Credit Assessment (BCA)	ba3				
<i>Rating date (Oct-2024)</i>		<i>Rating date (Nov-2024)</i>		Rating date (first time)	Sep-2024

Key takeaway

ACB is highly ranked by credit rating agencies : effective risk management & strong asset quality.

ANALYST MEETING

DIGITALIZATION & ESG

1 DIGITALIZATION

2 ESG



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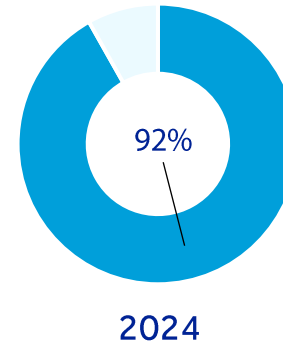
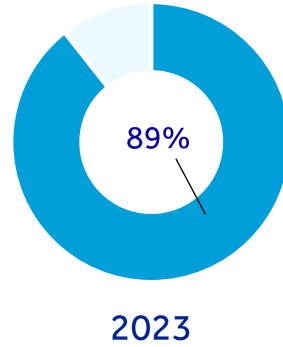
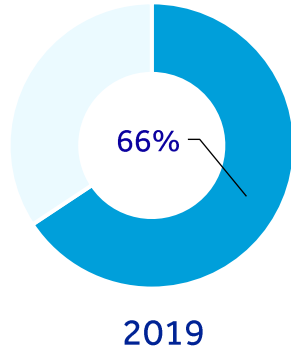
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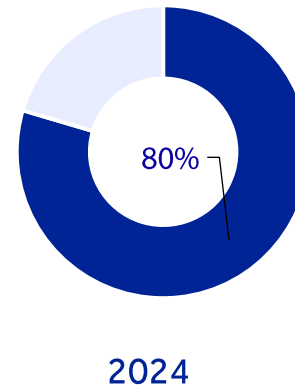
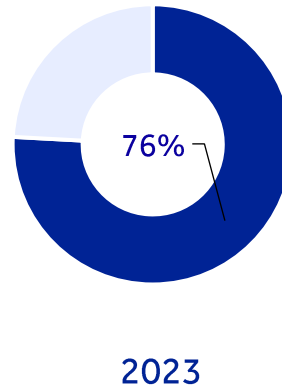
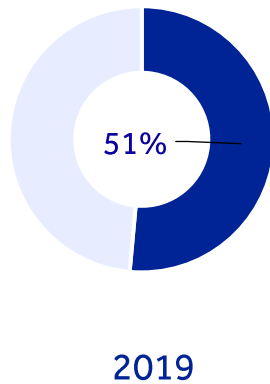
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The proportion of consumers using digital channels



The proportion of businesses using digital channels

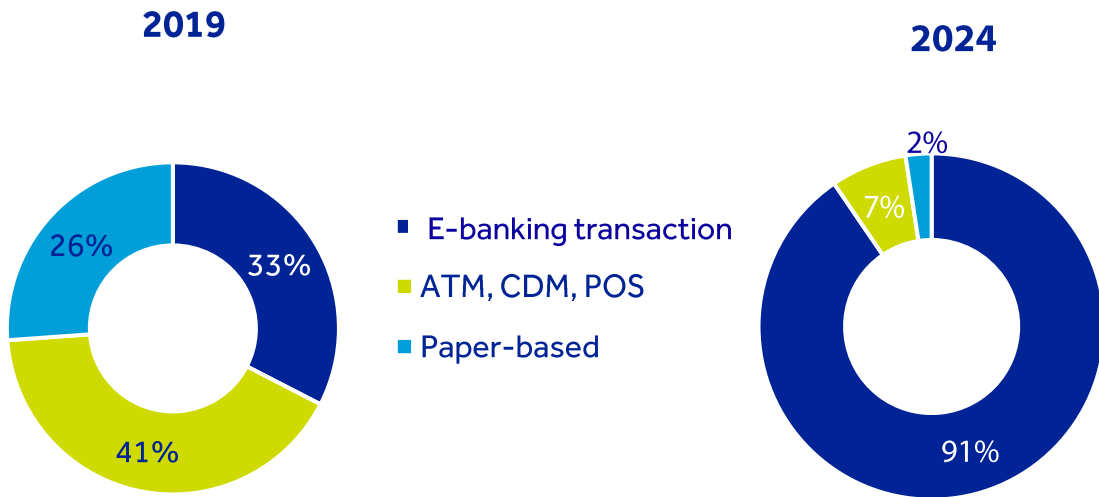


Key takeaway

Significant changes as the result of digital transformation journey

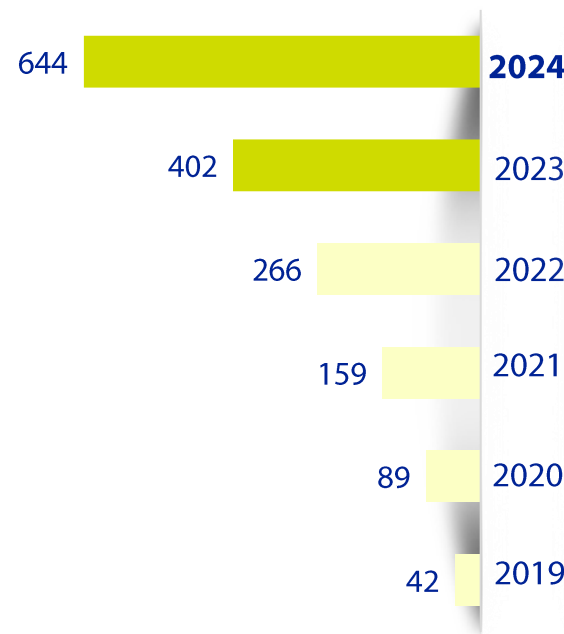


Transaction channels



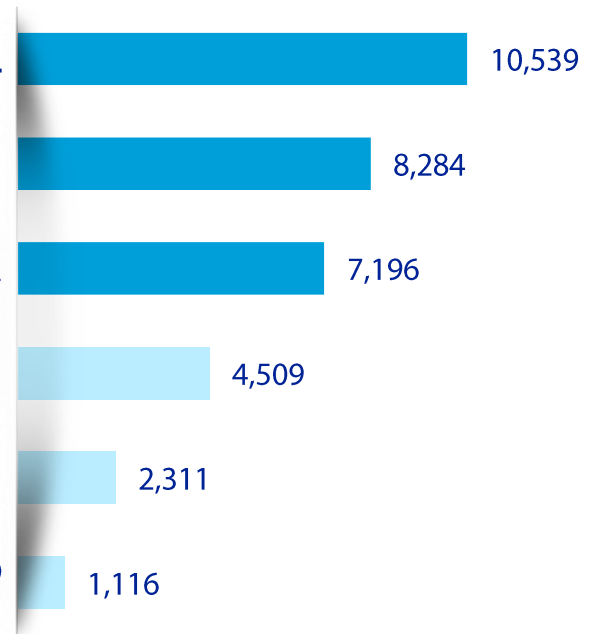
CAGR 19-24
Number of online transactions

98%



CAGR 19-24
Value of online transactions

75%



Transactions million

VND trillion

Key takeaway

Succeed in moving low value transactions to low-cost channels.



Distinguished utilities on digital channels



Apple Pay



Biometric authentication



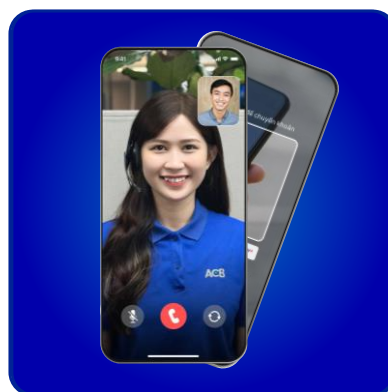
ACB ONE Connect



Open securities account on ACBO



AI ChatBot



Video Call Face Identity



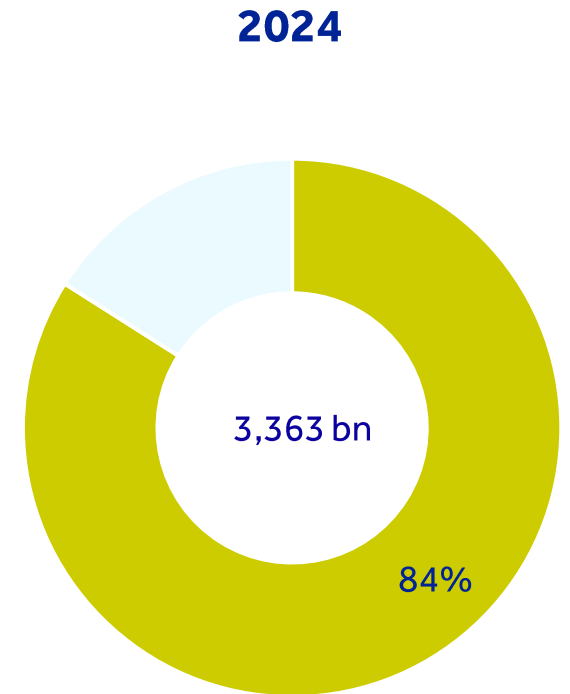
Purchase and sale of foreign currencies



0 fee



- Renewable Energy
- Energy efficiency
- Green Buildings
- Pollution prevention and control
- Clean Transportation
- Sustainable Water and Wastewater Management
- Environmentally sustainable management of living, natural resources and land use
- Socioeconomic Advancement and Empowerment



Key takeaway

Support projects having positive impact on the environment and society



93%
ACB Staff committed to practicing ESG

282
tons saved & recycled paper in 2023

99
tons plastic reduced from "Close to O" journey



- ❑ 2nd year published sustainability report with 22 assured indicators
- ❑ 1st bank in VN assured environmental and social indicators



5
consecutive years voted by HR Asia as the best place to work in Asia

8.39/10
customer satisfaction in 2023

Best
CSR Bank Vietnam 2024



25%
Dividend payout ratio in 2023

Top 50
Best Listed Companies in Vietnam 2024

Top 3
Listed Companies with the Best IR Activities 2024

ANALYST MEETING

KEY TAKEAWAYS & EXPECTATION FOR FY2025

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2024

HIGHLIGHTS (Consolidated)

PBT ~ 21 trn ▲ 5% YoY
95% of annual target



ROE ~ 21.7%
#2 highest among banks



Lending ~581 trn ▲ 19.1% vs 2023
Highest in last decade



NPL ~1.5% ▲ 0.3% vs 2023
#4 lowest among banks



Deposit ~537 trn ▲ 11% vs 2023



CASA ~123 trn ▲ 12% vs 2023
CASA ratio ~23%



NIM ~3.62% ▼ 27bps vs 2023



CAR ~ 12%
Basel II



2025 Expectation

EXPECTED PERFORMANCE FOR FY2025

Profit growth will be published
in AGM 2025

Utilizing **full credit quota**
(16%)

Interest rate might increase
slightly

NIM will be broadly stable
compared to 2024

NPL ratio < 1.5%

ROE will remain at high level,
above 20%

