

BIDV **R**eview

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**SOLID
FOUNDATIONS
FOR
STRONG
GROWTH**

Happy Tet

2021



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BIDV REVIEW



BIDV headquarters seen from Hoan Kiem Lake, Hanoi

ABOUT BIDV

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. BIDV has a network of more than 1,060 branches and transaction offices as well as presence in six countries and territories. BIDV has been among Top 2000 largest public companies since 2015 (Forbes); Top 500 most valuable bank brands (Brand Finance). 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).



Dong Ho folk painting of a buffalo boy playing flute



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Editor's Letter


Dear readers,

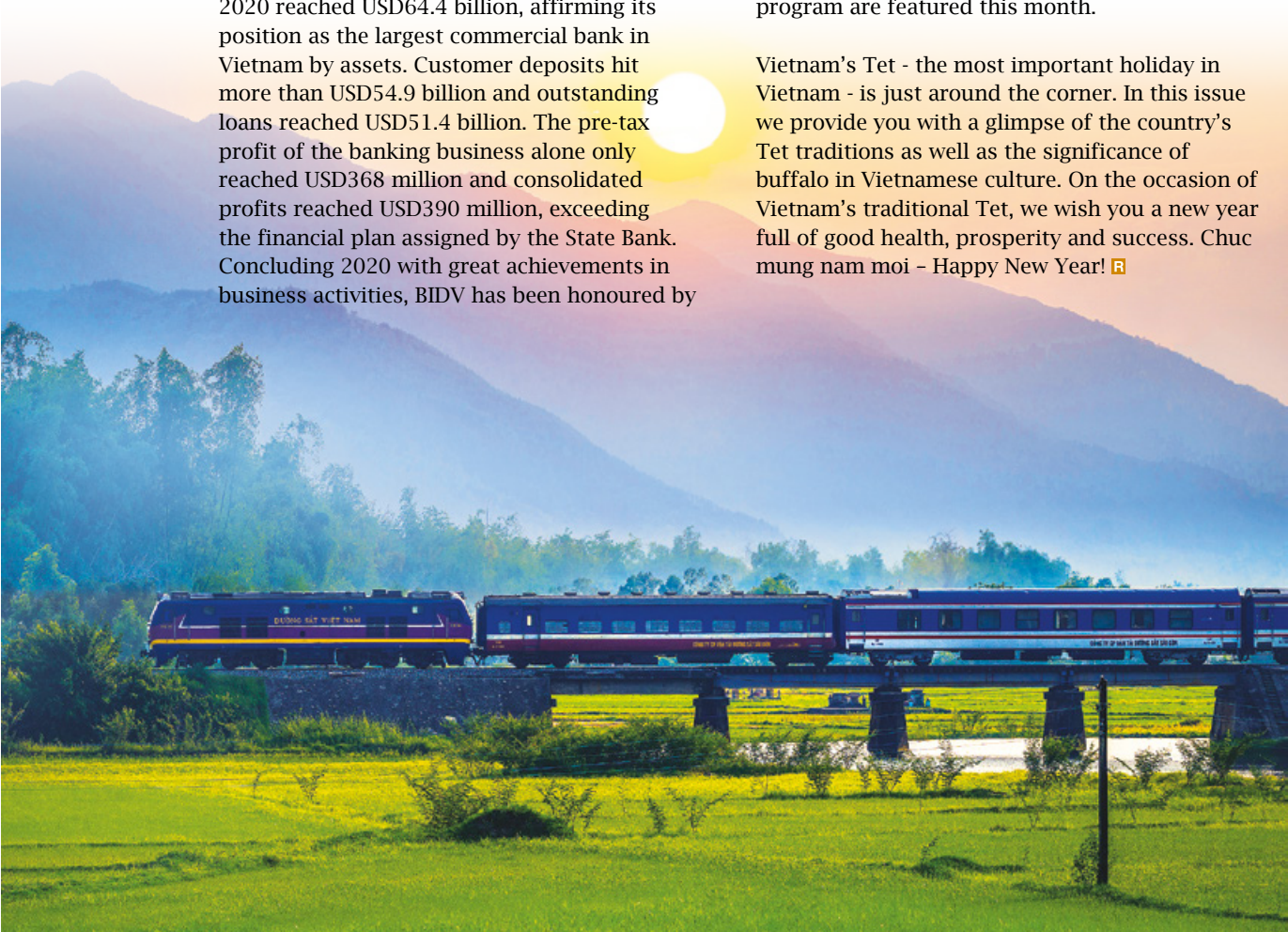
2020 was a turbulent year for the global economy, and Vietnam was impacted along with the rest of the world. Despite this, the country's GDP still increased by 2.91 percent - one of the few countries in the world that saw positive growth in the past year. International agencies forecast the Vietnamese economy will record strong growth in 2021, with GDP growth increasing more than 8 percent.

Given the impact of Covid-19, the BIDV system rendered great efforts to overcome the challenges, ensuring business continuity, fulfilling its business plan targets, contributing positively to the state budget, and ensuring the interests of shareholders and employees. The bank's total assets as of 31 December 2020 reached USD64.4 billion, affirming its position as the largest commercial bank in Vietnam by assets. Customer deposits hit more than USD54.9 billion and outstanding loans reached USD51.4 billion. The pre-tax profit of the banking business alone only reached USD368 million and consolidated profits reached USD390 million, exceeding the financial plan assigned by the State Bank. Concluding 2020 with great achievements in business activities, BIDV has been honoured by

many domestic and international organisations including being named amongst the World's Top 2000 largest public companies, Top 300 global banking brands, and Top 10 largest enterprises in Vietnam, amongst others.

In this month's issue, Mr. Sung Ki Jung, a member of BIDV's Board of Management, talked with BIDV Review about his hopes for the BIDV-Hana partnership as well as his personal story. Mr. Gaurav Sharma, CEO of BIDV MetLife, also talked with BIDV Review about the insurance industry and the company's plans and strategies for 2021. Other information about key customer segments at BIDV such as retail banking, SME banking and FDI banking as well as the operating results of member companies and the new year CRS program are featured this month.

Vietnam's Tet - the most important holiday in Vietnam - is just around the corner. In this issue we provide you with a glimpse of the country's Tet traditions as well as the significance of buffalo in Vietnamese culture. On the occasion of Vietnam's traditional Tet, we wish you a new year full of good health, prosperity and success. Chuc mung nam moi - Happy New Year! 



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NGOC PHAM

BIDV wins double award from VISA



BIDV receives two awards from VISA

At the recent VISA Vietnam Client Forum 2020 themed ‘Proud to Prosper’ held by VISA, BIDV was honoured to receive two awards for its outstanding results in card business.

BIDV was highly appreciated for its excellent business results in card payment and contactless technology. The two awards reaffirm the bank’s leading position in payment and banking solutions.


The Leadership in Merchant Sales Volume 2020 Award honoured the outstanding business results of BIDV in card payment, showing the readiness of BIDV cards in all aspects of life for customers and merchants.

The Leadership in Contactless Active Terminals Penetration 2020 Award recognises the efforts that BIDV has made in the race towards

employing the most modern card technology. Contactless payment is the latest technology in the field and BIDV has promptly applied it to its card products, offering a modern experience to its customers.

In response to the government and State Bank’s policy on chip card issuance and the application of contactless payment technology, BIDV has launched its new BIDV Smart debit card which employs the world’s best advanced technology and promises to bring about a significant change in the card using habits of Vietnamese people.

As one of the leading banks in Vietnam with more than 20 years’ experience in the card business, BIDV has become a prestigious brand and a reliable choice for customers. Over the past several years, BIDV’s business operations as well as card payments in particular have grown strongly, leading the market in Vietnam by the number of cards issued as well as the size and strength of its ATM network.

For years BIDV has been honoured with prestigious card awards such as “Best credit card in Vietnam”, “Best Card Payment Service POS/ATM” by International Finance Magazine; and “Best Merchant Service” by The Asian Banker, to name a few. 

TUE MINH

Creating solid foundations for strong growth

On 06 January BIDV hosted an online business implementation conference in Hanoi, setting new targets for the path ahead.

OVERCOMING CHALLENGES TO COMPLETE TARGETS

Given the general context of the economy, the BIDV system rendered great efforts to overcome difficulties, ensuring business continuity, fulfilling its business plan targets, contributing positively to the state budget, and ensuring the interests of shareholders and employees. The bank also effectively performed its responsibilities to the community, proactively reducing its income in order to share the burden with individuals and businesses across the country affected by natural disasters and the Covid-19 pandemic.

The bank's total assets as of 31 December 2020 reached VND1.49 quadrillion (USD64.4 billion), 1.5 times higher than 2016, with an annual average growth of 10.4 percent in the 2016-2020 period. This helps affirm BIDV's position as the largest commercial bank in Vietnam by assets.

Customer deposits as of 31 December 2020 hit more than VND1.27 quadrillion (USD54.9 billion), twice as much as in 2016, with an annual average growth of 12.5 percent in the 2016-2020 period, accounting for nearly 11 percent of the share of the sector's deposits - the largest among commercial banks.



Mr. Phan Duc Tu, chairman of BIDV's Board of Directors speaks at the business conference in Hanoi

Total outstanding credit and investment reached VND1.43 quadrillion (USD61.8 billion), up 9 percent compared to 2019; in which outstanding loans reached VND1.19 quadrillion (USD51.4 billion), 1.92 times higher than 2016, and up 8.8 percent compared to 2019 in compliance with the credit limit assigned by the State Bank, and accounting for 13.5 percent of the share of credit of the whole sector.

Last year the bank's individual customer base reached 11.6 million, an increase of 14 percent; of which the number of individual customers using digital banking services stood at nearly 4.4 million, 12.6 times higher than in 2016. SME customers stood at 309,000, an increase of 8 percent compared to 2019.

The pre-tax profit of the banking business alone only reached VND8,515

billion (USD368 million) and consolidated profits reached VND9,017 billion (USD390 million), exceeding the financial plan assigned by the State Bank. However this figure was still lower than that of 2019 due to BIDV's proactive income reduction by more than VND6,400 billion (USD276.5 million) for restructuring debt, lowering interest rates and

With the 2021 motto of action "Discipline - Quality - Digital Transformation", BIDV is set to successfully implement its business plans for 2021 – the first year of implementing the strategy to 2025, with a vision to 2030. Specifically, total assets will grow by about 9 percent; credit growth is set to increase by about 12 percent in compliance with the limit assigned by the State Bank, customer deposits will grow by 12-14.8 percent and the NPL ratio will remain below 1.6 percent.



BIDV's collectives and individuals receive Labour Medals

reducing interest and fees to support businesses and people according to the direction of the State Bank.

BIDV paid nearly VND6,200 billion (USD268 million) to the State budget over the year with the cumulative amount paid to the state budget over the past five years reaching VND27,900 billion (USD1.2 billion) – making it stand among the largest taxpayers in Vietnam.

Currently BIDV's charter capital is VND40,220 billion (USD1.74 billion), 20 percent higher than in 2016, making the bank the largest commercial bank by charter capital in Vietnam. Operational safety indicators are always ensured according to the State's regulations, and are close to meeting the standard of international practice.


BOLSTERING A KEY ROLE IN LEADING THE MARKET

Addressing BIDV's business conference, Mr. Nguyen Kim Anh, deputy governor of the State Bank of Vietnam, acknowledged and spoke highly of the achievements BIDV made in 2020. The deputy governor said that the overall success of the banking industry was attributed to the solidarity and efforts of all credit institutions, in particular the BIDV system. As one of the country's four

state-owned commercial banks, BIDV has well-performed its key role in leading the market in accordance with the direction of the government and the State Bank.

According to the deputy governor, despite being affected by the Covid-19 pandemic, BIDV had completed and exceeded all the business targets assigned at the General Meeting of Shareholders and by the State Bank of Vietnam. BIDV met most of the objectives outlined in the restructuring plan in association with the handling of bad debt as approved by the State Bank. In addition, BIDV successfully managed the quality of growth, reduced costs and reduced lending rates as well as offering the lowest lending rates in the market in order to support businesses and people.

"BIDV has actively transformed its business model from dependence on credit activities to a modern, multi-service business; concentrating resources and finance on accelerating digital transformation of operations with breakthrough growth in the number of digital banking services and transactions, helping the bank save operating costs and human resources at branches. The bank also actively implemented payment for public services, especially electronic toll collection," emphasised the deputy governor.

The deputy governor expressed his belief that, with the results achieved in recent years and the efforts and determination of the Board of Directors, the Board of Management and all employees, BIDV will complete and exceed its business plan for 2021, continuing to maintain its role and position as one of the leading banks in Vietnam's credit institution system. 

BIDV has been honoured with many domestic and international awards for its achievements. Recent accolades include World's Top 2000 largest public companies (as voted by Forbes), Top 300 global banking brands (Brand Finance); "Top 10 largest enterprises in Vietnam" for four consecutive years; being honoured with "Best Transaction Bank in Vietnam", "Best Cash Management Bank in Vietnam" (awarded by The Asian Banker); "Outstanding Retail Bank and Digital Transformation Bank in 2020" (awarded by Vietnam Banks Association & IDG); "Best SME Bank and the Best Innovative Corporate Solution in Vietnam" for three consecutive years (awarded by The Asian Banking & Finance Singapore); "Outstanding M&A deal in 2019-2020" (awarded by the Investment Newspaper and AVM Vietnam), to name a few.

Wholesale Banking aims for new successes



BIDV's Leadership and leaders of departments under the Wholesale Banking group join the group's 2021 business kick-off ceremony

Building on the achievements seen in 2020, BIDV's Wholesale Banking Group outlined its plan for gaining greater successes in 2021.

SPOTLIGHTS AGAINST ADVERSITY

2020 was a year of challenge and turbulence for the global economy and every organisation must make efforts to adapt to the new situation. Despite the complicated developments of Covid-19, thanks to timely decisions of BIDV's leadership, the Wholesale Banking Group closely followed the market developments and the needs of businesses in order to issue effective policies, which resulted in impressive growth and good results.

The net income contributed 47 percent to the overall results of the BIDV system. Total outstanding loans of the group reached VND764,000 billion (USD33 billion), up more than 6 percent compared to the beginning of the year. Customer deposits met the target, reaching VND627,000 billion (USD27.1 billion). The customer base improved in both quantity and quality with nearly 28,000 new customers. In particular, net service revenue was a spotlight, hitting over VND2,500 billion (USD108 million) - an increase of nearly 18 percent.

Customers' demand for online payments has increased during the Covid-19 period. In order to adapt to the changing behaviour and needs of customers in the new period, the Wholesale Banking Group identified BIDV iBank as a key channel in the



digitalisation process. The group has implemented uniform solutions from improving product quality to increasing incentive mechanisms for sales staff.

The Wholesale Banking group successfully launched a campaign for transforming its customer base digitally named "BIDV Digi Up - Change to lead", attracting attention and creating strong competition among branches. After five months of implementation, the Digi Up campaign recorded breakthrough growth in terms of the number of customers registering for BIDV iBank with 50,000 users - 2.5 times higher than the expected targets.

In the year, the group also pioneered in creating a digital platform for businesses, developing and launching high-tech products such as virtual accounts, payment banks and sponsoring banks, and joining the implementation of the Automated



Clearing House (ACH) payment system project with Napas.

BIDV has become the first Vietnamese bank to apply blockchain technology in trade finance transactions. With the BIDV - ERP Connection, the bank has connected with Fintech, Bigtech and large corporates, creating a financial ecosystem for customers. BIDV also succeeded in providing centralised cash flow management services to customers including groups and large corporations.

In recognition of its continuous efforts and achievements, the Asian Banker named BIDV as "Best Bank in Vietnam" and "Best Cash Management Bank in Vietnam". BIDV was also honoured by The Asian Banking & Finance Magazine as "SME Bank of the Year, Vietnam 2020" for three consecutive years. BIDV is the first bank selected by the Asian Development Bank for a sustainable credit program for SMEs.

Mr. Le Ngoc Lam, senior executive vice president in charge of the Board of Management spoke highly of the effort the group made in 2020 and assessed that 2021 will be a pivotal year for the group to implement key tasks for the next five years.

LOOKING FORWARD

The developments across the world and in the domestic economic situation bring both challenges and opportunities. The Wholesale Banking Group has set a target of VND838,000 billion (USD36.2 billion) in credit balance for 2021, an increase of 9.7 percent compared to 2020; end-of-period deposits at VND717,000 billion (USD31 billion), up 14.5 percent; for net service income (excluding guarantee) to reach VND2,865 billion (USD124 million), up 12.9 percent, and total net income to hit VND25,630 billion (USD1.1 billion), up 28.4 percent.

According to Mr. Tran Long, senior executive vice president cum head of the Wholesale Banking Group, in order to accomplish the above targets the group needs to strongly and drastically change its mindset, deep-dive into "bottlenecks" that have not been removed in order to establish solutions to overcoming difficulties and challenges, and enhance the competitiveness of BIDV as well as its own performance.

Determining the key element of the application of Industry 4.0 as "speed", the Wholesale Banking Group believes that BIDV needs to be aggressive in allocating maximum resources to speed up the deployment of digital products towards (i) Accelerating the progress of digitalising products; (ii) Reviewing and fine-tuning the current functions of digital channels to improve user experience; (iii) Building mobile apps for corporate customers to ensure full utility; (iv) Building a product ecosystem for corporate customers on digital channels; and (v) Correcting errors that arose in the past.

Mr. Tran Long also outlined directions to improve governance efficiency and business results such as reviewing and fine-tuning the cross-selling mechanism between wholesale banking and retail banking groups to best exploit the corporate customer base and vice versa, continuing to review existing policies and credit packages towards minimising the number of packages; and capturing competitors' movements and market signals to take action in a timely manner. **B**

HAI PHAM

Sustaining leading position against adversity



A customer buying goods at an automated machine via BIDV SmartBanking

2020 was a time of significant socio-economic difficulties due to the impact of the Covid-19 pandemic as well as natural disasters including drought and saltwater intrusion. In the context of this, the entire BIDV system pulled together to accomplish the business plan, seeing great achievements in retail and digital banking.

LEADING AMONGST BANKS

Last year, there was a shift towards increasing the proportion of contribution from retail banking to the overall results of the bank's system, with the bank maintaining the top position in the market in this field. Net retail income reached VND19,716 billion

(USD852 million), accounting for 48 percent of the bank's net income. Retail banking's profit before tax hit VND6,752 billion (USD292 million), contributing almost 65 percent to the whole bank's performance. Individual customer base grew to 11.6 million (equivalent to 10 percent of Vietnam's population), up 14 percent or 1.46 million new customers.

The digital customer base saw significant growth with the number of transactions conducted via digital channels reaching 107.33 million, an increase of 37.6 percent. The proportion of transactions via digital channels increased to 52 percent in 2020 from 39 percent in 2019. The cumulative number of BIDV Smart Banking users was 4.35 million (up 54 percent). The volume of transactions via BIDV Smart Banking was VND1,890 trillion (USD82 billion), double that of 2019. BIDV is also the bank with the greatest connection to Fintech companies (30 out of 39 companies).

BIDV has been continuously innovating all of its retail banking operations towards better serving customers. These include implementing key projects on schedule which have laid solid foundations for strong and long-term development of retail banking activities; strengthening cooperation with Hana Bank secondees to deploy projects; actively reforming and streamlining processes and forms; successfully piloting the RLOS system for unsecured consumer loans, credit cards and quick loans via the Smart Banking channel; and deploying the new card operating model at Head Office.

Customer care and support has been timely implemented on all interactive channels, particularly with the upcoming Tet holidays and the prolonged Covid-19 period. The total number of customer requests reached over 1.9 million, up 6 percent compared to 2019. Sale activity through customer contact channels has been boosted with the total number of products and services directly sold in 2020 reaching 182,000.

With great achievements, BIDV has been honoured with seven awards in retail banking and card business. Amongst these were, being the only bank to be honoured with an "Outstanding Retail Banking" award for the fifth consecutive year; a "Digital Transformation" award in 2020 from VNBA & IDG; Leadership in Merchant Sales Volume, and Leadership in Contactless Active Terminals Penetration (VISA); Best Merchant Service for two consecutive years (The Asian Banker); and the Sao Khue award in IT industry for BIDV E-Zone, among others.

GROWTH IN DIGITALISATION

Regarding digital applications to serve



Customers conducting transactions at a BIDV branch in Hanoi

customers, BIDV has successfully deployed online payment service for national level public services. This is an urgent project that meets the requirements of the Office of Government, allowing citizens to pay for level four services online via the national public service portal. Up to now, the service of paying traffic fines, fees and charges and social insurance payment has been deployed on the portal.

BIDV has also become one of the first four banks to successfully implement the automated clearing house (ACH) project – a key project of Napas and the State Bank of Vietnam; it was one of the first banks to launch the virtual account service and 24/7 online on-behalf payment; furthermore it launched several online unsecured loan products on BIDV SmartBanking app; an integrated bill payment service to iBank; developed an open banking model, and successfully connected API architecture with MISA and Fast.


BIDV launched its B-Smart self-service counters, optimised and improved e-Zone application, and increased the total number of front-end Ezone points to 150. At the same time, BIDV deployed online registration for Smart Banking service for Fintech customers; and applied robotics in process automation.

In data analysis, BIDV has successfully deployed the AI data model to predict service abandonment; as well as building tools to automatically process customer comments on SmartBanking apps on the App Store and Google Play. The bank also employed AI to analyse customer behaviours and trends; and launched its Digi Up application to track performance.

A STRONG VISION

BIDV has been constantly innovating to adapt to new retail and digital trends in the market. Accordingly, the bank set the goal of maintaining its position as

the best retail bank in Vietnam, leading the market in terms of growth in individual customer base and e-banking users. The bank also stated its vision to be the leading financial institution in Southeast Asia with the best digital platform in Vietnam, striving to be among 100 largest banks in Asia; the bank with most digital banking service users; and increasing the proportion of digital service income to total service income from 15 percent to 20 percent.

With the determination and commitment of leaders at all levels to maintaining the leading position in retail banking and digital transformation and with a specific mechanism in place to encourage employees to improve retail efficiency and digital transformation capacity; as well as building on a strong data management foundation, and data-driven decision-making, BIDV's retail banking and digitalisation is expected to gain even greater success in the future. 

Bank of choice for SMEs



BIDV has been recognised with significant awards from the SME banking segment

As one of the pioneer banks in implementing the government's policies for small and medium enterprises (SMEs), BIDV has gained impressive achievements in this customer segment through applying focused, practical measures.

Statistics from the Ministry of Planning and Investment show that the total number of newly registered enterprises across the country in 2020 decreased by 2.3 percent from the previous year. However, BIDV's SME customer base still achieved an impressive growth of 9 percent p.a., reaching the milestone of 311,000 customers, accounting for nearly 40 percent of the total number of SMEs nationwide. As a result, BIDV continues to affirm its leading position in the SMEs customer market in Vietnam.

By the end of 2020, the total outstanding loans of the SME

customers sector reached VND320,613 billion (USD13.8 billion), an increase of 15 percent compared to the same period in 2019. Income from SME banking contributed 22 percent to the total income of the bank.

To achieve such breakthrough results, BIDV implemented comprehensive solutions that put customers at the core and continues to lead the market.

The bank has developed products and services associated with its digital transformation, promoted digital application, as well as digitised products towards its customers' needs. The bank's cashless hospital fee payment solution has been implemented with SmartPOS, QRcode and the Smart Health Card to integrate the hospitals' HIS system with BIDV system at 29 hospitals under the Ministry of Health in major provinces and cities nationwide including Hanoi, Ho Chi Minh City, Da Nang, Quang Nam and Binh Dinh. The number of fee collection services increased by 220 percent, of which, tuition fees collection skyrocketed by 2.5 times.

BIDV has also promoted an online payment service for public administrative fees to 18 departments nationwide, continuing to promote the government's non-cash payment policy. By the end of December 2020, BIDV has provided BIDV iBank to up to 50,000 SME customers, recording more than 1 million transactions per year, with a total transaction value of over VND1 quadrillion (USD43.2 billion).

In addition, BIDV has boosted the program to receive credit requirements through BIDV’s website.


Over the year, BIDV continued to strengthen its cooperation with the Asian Development Bank (ADB) to implement a credit package for SMEs worth USD1.1 million; participating in the implementation of the USD5 million grant agreement of “Covid-19 relief for women-led small and medium-sized enterprises” project.

In order to support SMEs facing challenges due to the Covid-19 pandemic, BIDV has offered preferential

credit programs of up to VND100 trillion (USD4.3 billion), contributing to the recovery and development of businesses.

With positive business results, BIDV has been recognised by prestigious international organisations with the “Best SME Bank in Vietnam 2020” award for the third consecutive year by The Asian Banking & Finance; “Best SME Bank” award for the third consecutive year by The Alpha Southeast Asia; and “SME Bank of the Year in Vietnam 2020” award by The Global Banking & Finance Review. BIDV has also been honoured with awards from domestic organisations such as the “Trust and Use Vietnam

2019” by Vietnam Economic Times; and “Top 10 Sustainable Developing Enterprises 2019” in Commercial – Service category by Vietnam Business Council for Sustainable Development.

The awards reflect the industry’s recognition for BIDV’s efforts in supporting SMEs in business activities, promoting green sustainable credit, digital banking, moving customers towards digital banking, and accompanying SME customers to overcome the difficulties caused by the Covid-19 pandemic. 



BIDV and Gia Dinh People's Hospital sign an agreement on cashless hospital fee payment in Ho Chi Minh City

FDI: a key customer segment of BIDV

FDI customers continue to be one of the pillars in Vietnam’s economy, contributing more than 20 percent of GDP, and 71.7 percent of total export turnover of the country. At BIDV, the number of FDI customers has reached over 5,500, an annual growth of 20 percent over the past five years.

VIETNAM - AN ATTRACTIVE DESTINATION

The Vietnam’s Politburo’s Resolution 50/NQ-TW dated 20 August 2019 states that the foreign invested sector, an important component of Vietnam’s economy, is encouraged to develop, cooperate and compete equally with other economic sectors. Thoroughly grasping the policy of the Party and State, despite the turbulence of last year, BIDV has effectively accompanied FDI enterprises.

With favourable advantages such as political stability; safety; foreign investment policies that continue to be developed and completed; a favourable geographical location; invested infrastructure; a trained workforce; positive economic growth prospects and strong resilience, Vietnam continues to be an attractive destination for FDI enterprises from many countries and territories.

2020 was a year of turbulence due to the global impact of the Covid-19 pandemic and US-China trade tension, resulting in global FDI decline of about 40 percent compared to 2019. Against that backdrop, thanks to success in containing the pandemic, Vietnam has been recognised by the international

investor community as a safe country and an attractive investment destination. In 2020 Vietnam posted relatively positive FDI results (total capital for investment projects hit USD20 billion, equivalent to 98 percent compared to 2019). The FDI sector continued to maintain its key role in Vietnam’s economy, contributing more than 20 percent of the country’s GDP and 71.7 percent of total exports, creating more than four million direct jobs and six to seven million indirect ones.

ACCOMPANYING THE GROWTH

Over the past five years of establishment and operation, BIDV’s FDI Banking Department (FDI Banking) has advised the bank’s leadership on improving its FDI business model: from shaping mechanisms



and policies, providing training and bolstering sales forces at branches to directly working with branches to market FDI enterprises. To date, the number of BIDV’s FDI customers has reached 5,546 (an annual increase of 20 percent over the past 5 years), end-of-period deposits were VND70,759 billion (USD3.1 billion) (up 574 percent over the past five years), average outstanding loans reached VND21,255 billion (USD918 million), and total net income hit VND1,203 billion (USD52 million). Customer deposits increased sharply in which demand deposits accounted for a high proportion (29 percent of total deposits). Foreign currency deposits saw good growth (net growth of USD 43 million, up 14.7 percent from 2019).

BIDV has built a strong team of FDI customer relationship managers. At the bank’s Head Office, BIDV staff and secondees from Hana Bank, Japanese banks are divided into teams in charge of groups of customers by nationality (International, Japanese, Chinese and



BIDV has effectively accompanied FDI customers on their business development



Korean), Product Development and Branch Support team, Legal Advisory and M&A team. At branch level, the management teams have paid more attention to developing FDI customers, strengthening the staff force and providing training to FDI customer relationship managers.

Accompanying FDI enterprises on their growth, BIDV issued credit packages to help businesses overcome difficulties caused by the Covid-19 pandemic. BIDV issued Regulation No.1539/QyD-BIDV on removing difficulties in accessing short-term credit for large and very large FDI customers. A special note of pride is that many global large-scale and prestigious businesses such as Canon, Suzuki, Yamaha, Samsung, Foxconn, Hyundai, Lotte, VGSI, Hyosung, Formosa, Huawei, Goertek, VSIP and BWID have become customers of BIDV.

In addition to traditional products offered in partnership with major professional banking partners and investors, BIDV has developed conditional guarantee products which have met and effectively connected demands between international lenders and investors, ensuring benefits and protecting risks for BIDV, and

enabling the bank to join hands for the development of Vietnam's renewable energy sector. In 2020, nearly USD70 million worth of guarantees was made to EximBank and Thai investors. Many other partners such as DFC (U.S. International Development Finance Corporation), KfW, Landesbank, ING and JBIC, as well as major investors in the renewable energy sector such as Scatec, SNP, UPC and Super Energy, to name a few, have been working with BIDV on this newly sophisticatedly structured product.

BIDV continues to increase its CASA through policies of attracting foreign direct investment accounts, competitive exchange rates, and its sales policy for collection products through its Virtual Account; improving the features of the iBank program; developing tailor-made products for large customers; and connecting the BIDV system to Enterprise Resource Planning system (ERP Connection).

Taking advantage of the strategic partnership between BIDV and Hana Bank, the FDI Banking Department and the Hana Bank secondees built a working mechanism and actively implemented the strategic cooperation

with a strong focus on direct marketing to major Korean customers.

SEIZING NEW OPPORTUNITIES


The FDI customer segment has been assessed to pose potential and opportunities for development in 2021 and the coming period. With that in mind, BIDV is set to implement the following:

Firstly, expand the vertical FDI model in 2021 with the scale of 10-15 branches in areas with big number of FDI enterprises such as Hanoi, Ho Chi Minh City, Vinh Phuc, Thai Nguyen, Ha Nam, Hai Duong, Binh Duong and Hai Phong while fostering a professional FDI sales team.

Secondly, focus on developing medium, large and very large FDI customers, while getting ahead of the investment waves from international groups from Korea, China, Taiwan, Japan, Europe and America into Vietnam.

Thirdly, pay attention to credit growth, targeting large, reputable customers, and those in supporting industries for leading businesses such as Apple, Samsung, LG, Hyundai, Adidas and Nike, as the foundation for strong increases in net service revenue and demand deposits from the customers.

Last but not least, continue to improve and develop new products and services to better meet the needs of customers.

With a professional team, and quality and prestige in serving customers, BIDV needs to develop the FDI segment rapidly, aiming to successfully realise the 2021-2025 targets regarding positive shift in customer structure, and contributing to the effective and sustainable development of the bank. 

THU HIEN

Bolstering BIDV-Hana synergy in 2021

Mr. Sung Ki Jung, member of BIDV's Board of Management, talked with BIDV Review about his hopes for the BIDV-Hana partnership and culture experience on the occasion of Lunar New Year.

Thank you for taking time out of your busy schedule to talk to us. Could you please introduce yourself to the readers of BIDV Review?

Hello and thanks for inviting me. I began working for Hana in 1993, and for about the first ten years, I moved between five domestic branches where I took charge of various tasks including deposits, credit, imports and exports and foreign exchange. Later, I was in charge of corporate planning at the Head Office, then worked overseas for three years at the bank's branch in Singapore and for four and half years at a representative office in Indonesia. After that, I was in charge of global business and investment at the bank headquarters and Hana Group.

You have been involved in BIDV's management for over a year. What advantages does the bank have and what needs to be improved?

As the longest established bank in Vietnam, BIDV has a very good legacy in various areas such as asset size, number of customers, and market recognition. And when I came here to work, I came to think of it as an organisation of young people with a lot of potential for development. In addition, I think that BIDV's culture that views all employees as one family and places emphasis on CSR activities



Mr. Sung Ki Jung, member of the Board of Management, BIDV

and communication events is of great significance.

In terms of what needs to be improved and developed further, I will only talk about three things. The first is to improve business communication channels. I think that regulations related to operations, management of general information, and approval processes and procedures should be improved to become more efficient. I believe that not only the physical IT system but also the culture of communication and coordination among employees is a very important competitive advantage that the bank has in the long run. I believe that it can speed up work and increase efficiency.

Second, due to the nature of the banking business, I believe that customer marketing must be based on risk management. I understand that BIDV is also making great efforts to

improve the expertise and efficiency of its risk management. We hope that the customer marketing culture based on this risk management will be further improved so that we can take a deeper place in the thoughts and actions of each and every employee.

Finally, the business environment of the banking industry is changing rapidly due to the development of information technology and changes in the era of the fourth revolution. So, all banks are working on digital transformation. Personally, when it comes to digitalisation, I think it should be accessed in an easy and simple way so that users can understand and use it easily, and it should be used in a speedy and smart manner.

As mentioned earlier, BIDV has a very good legacy, so if it can take the lead in digital transformation among other banks, it will develop into a high-

ranking bank not only in Vietnam but also in the world market. I think it's an area where a lot of work is still needed.

In addition to these points, do you have any advice for BIDV staff?

To our young BIDV employees, I would like to first tell you the adage “If you are repeating the same thoughts and same things as yesterday, then tomorrow will not be much different from yesterday”. Young generations should always have the attitude of wanting challenge and to learn new things. As you are challenged or learn something new, you gain experience, and through it, you will encounter new opportunities. Even if the opportunity is small, you will have the time and experience to grow.

I would like to advise you to invest time and gain experience in the areas you are curious about, what you want to do, and what you want to be challenged in. I think that learning and challenging attitudes in any field is very important, and I believe that the result of this process is the growth of each individual.

I am confident that if many of our employees work for a better tomorrow, they will contribute a great deal to the development of BIDV.

What are your expectations for the BIDV-Hana partnership in 2021?

I am worried that Covid-19 won't be contained soon. The exchange of human resources is most effective when people meet face to face. It is very regrettable that we could not do this last year. If the coronavirus is contained this year, I hope that employees of the two banks can have more opportunities to experience the strengths and

cultures of the two banks through frequent exchanges with each other.

The purpose and meaning of Hana Bank employees dispatched to BIDV is to create synergy for the development of the bank. Looking back to 2020, I think progress was slow in terms of the speed of synergy. I hope that this year's synergy will be carried out faster and more effectively than last year.

For 2021, 41 synergy plans have been selected by BIDV-Hana strategic cooperation committee. I know that BIDV departments/centers and Hana Bank secondees have had many meetings over a long period of time working to select these plans. As the two sides have spent a lot of time on discussions, I think that the plans will be implemented more quickly and achieve good results.

What do you think of Vietnam's culture and people?

There are many similarities in the history of Vietnam and Korea, such as historical relations with China and defense against foreign invasion. So I think there are many similarities in the custom of the two countries. However, Korea is a country that has been evaluated as being considerably successful, starting modern economic development plan before Vietnam and being referred to as “the miracle of the Han River”.

I think that Vietnam is also a country that successfully achieved economic development when the war ended in 1975 and the open innovation policy started in 1986. It is good to come to Vietnam and feel the kindness and diligence similar to that found amongst Koreans.

Have you faced any difficulties living in Vietnam?

The biggest challenge I've faced living in Vietnam is that the language is very difficult. When I worked in Indonesia, my daily conversation was in Indonesian, but it seems that it is very difficult to achieve that level in Vietnam. If you know the language, you can understand the way of thinking and culture a little deeper. I can't speak like a Vietnamese, but I'm trying to reach a level where I can talk about everyday life, however it's really difficult.

What about Vietnam's New Year (Tet)? What is your plan for this Tet?

Korean New Year (Seollal) is also one of the biggest holidays in Korea. The holidays with a long three-day break are Seollal and Chuseok. Like Vietnam, this is a big holiday where families get together and share family love. I can't go to Korea due to the coronavirus so I have to stay in Vietnam, and this will be the first time I won't be spending the Lunar New Year with my family.

I don't have any special plans for the New Year holiday. Last year I walked around West Lake (in Hanoi) once on foot, and went twice by bike, without taking a break. This lunar New Year, I have more leisure time and I am going to walk around West Lake for two rounds and play golf with my friends.

I hope that this year I can study Vietnamese a little deeper and communicate with my staff and colleagues in Vietnamese. But I don't think it will be easy. Also, I hope that Covid-19 will be contained so that my family in Korea will be able to come to Vietnam. 🇰🇷

NGUYET MINH

Insurance sector adapts to new challenges to grow



Mr. Gaurav Sharma, CEO, BIDV MetLife

Mr. Gaurav Sharma, CEO of BIDV MetLife talked to BIDV Review about the insurance industry and the company's plans and strategies for 2021.

Do you think the biggest success of the insurance industry in 2020 was that of insurance businesses promptly adapting to new challenges?

2020 was indeed a tough year for all economic sectors, however, insurance businesses still “swam upstream” with a growth rate of approximately 20 percent (according to preliminary statistics from the Insurance Association). Moreover, the insurance industry is also one that is attracting considerable human resources. The Covid-19 pandemic has had a negative impact on most industries. Fortunately, Vietnam's life insurance industry has not been severely affected, mainly due to the pandemic making people more

concerned about health and insurance, and also partly due to the rapid adaptation of insurance businesses to new challenges. The most positive changes are that insurance companies have accelerated their digital transformation and changed their methods of doing business and dealing with customers to online platforms.

How was BIDV MetLife's 2020? Did the company's business strategy have to change a lot to adapt to the new situation?

Covid-19 has forced the insurance industry to rapidly change to adapt. BIDV MetLife is no exception. However, thanks to the significant investments

in technology platforms from the very beginning, BIDV MetLife's operation and training activities were not interrupted, even during the social distancing period. Remote working and training were timely implemented. We trained 7,000 LBSs in more than 1,000 transaction offices, and our agency channel also achieved a solid start.

Despite this year's difficulties, our total revenue still increased by 28 percent, reaching over VND1.5 trillion (USD65 million). BIDV MetLife issued 26,000 new contracts, an increase of 30 percent compared to 2019. Furthermore, the total number of customers surpassed 66,000 and total assets reached a new height of over VND3.6 trillion (USD155 million).

We paid insurance benefits to customers of up to 5,790 cases at a value of VND24.2 billion (USD1.1 million), successfully shifted from our main product structure to UL 'Gift of Happiness' at 100 percent, with the supplemental products almost tripling to 12 percent from 4.5 percent.

In October 2020, BIDV MetLife was honored with the “Corporate Excellence Award” by Enterprise Asia - the leading non-governmental organization in entrepreneurship in Asia. The theme of the 2020 award was “Accelerating Growth Beyond Borders” amid the Covid-19 pandemic. BIDV MetLife has operated well during the pandemic, strictly complying with social distancing as regulated, ensuring 100 percent of customer services fully functional thanks to the digitalization strategy, while not many companies in the insurance market were able to, thus maintaining business growth.

In your opinion, will the positive growth rate of Vietnam in 2020 be maintained in 2021?

As I have shared above, Covid-19 has significantly changed the perception on life, finance and health insurance of many people. People have paid more attention to protection solutions, and they also actively seek protection against pandemics. This is an opportunity for insurance companies to develop health insurance products with more options and meet more of the needs of customers. In addition, the demand for life insurance products will also continue to sustain growth thanks to newly signed exclusive bancassurance contracts, insurance companies can approach a larger group of potential customers. In case the Covid-19 pandemic is well controlled and social distancing is lifted, sales activities (such as meetings and customer conferences) will likely be maintained at pre-Covid levels, further boosting sales.

In fact, Vietnam has always been an attractive market for insurers due to the variety of opportunities for growth. Currently, the proportion of Vietnamese who subscribe to an insurance package is still low, at a meager 10 percent. Meanwhile, local authorities are also promoting the role, meaning and necessity of insurance in hopes of successfully boosting this figure to 15 percent by 2025.

What are BIDV MetLife's plans and strategies in the new year for product development, operation and distribution channels?

BIDV MetLife has been in the Vietnamese market since 2014, and




is a joint venture between BIDV and MetLife Inc. (a leading US insurance group), thus having the opportunity to reach 11 million retail customers and 400,000 SMEs through more than 1,000 transaction points of BIDV. Combining BIDV's understanding of the domestic market and the financial stability and global experience of MetLife, over the years, BIDV MetLife has brought outstanding financial and insurance solutions, offering the market 15 life insurance products and achieving a growth rate of more than 33 percent in new insurance premiums annually.

On the very first days of the New Year 2021, BIDV MetLife launched its 'Serve Happy' program with the aim of improving customer experience and support to enhance the expertise of the consulting team. This program represents the integration of digital solutions and an optimized automation process with a superior set of features: Happy Door and Happy Library.

Happy Door is an automatic system to record, resolve and report all service requests from customers (which are created via its call center) and sales team, through which it can manage service requests flexibly and conveniently anytime, anywhere. Happy Library is designed as an easy-to-use,

easy-to-share and easy-to-search 24/7 online encyclopedia for the sales team which centrally provides official information about products, procedures and regulations of BIDV MetLife.

BIDV MetLife's insurance products align with the latest trend, comprehensively combining elements of protection and investment to help customers feel secure. They not only aim to build a firm foundation for health but also provide a flexible investment channel that minimizes financial risks, helping customers to achieve short-term and long-term goals. BIDV MetLife's vision is to become a trusted partner of employees and customers, to be in the top 3 of bancassurance and digital life insurance providers in the Vietnamese market. 

"Covid-19 has forced the insurance industry to rapidly change to adapt. BIDV MetLife is no exception. However, thanks to the significant investments in technology platforms from the establishment, despite the pandemic and social distancing regulations, BIDV MetLife's operation and training activities were not interrupted, even during the social distancing period."

Mr. Gaurav Sharma, CEO, BIDV MetLife.

BIDV Yangon and Hana Microfinance forge cooperation

BIDV Yangon Branch and Hana Microfinance Co., Ltd. recently signed a comprehensive cooperation agreement on mutual support in the Myanmar market.

The agreement is a further step towards the strategic cooperation between BIDV and Hana Bank, a member of Hana Financial Group. BIDV and Hana Financial Group have gradually concretised the initial goals of the two parties in the Southeast Asian market.

According to the agreement, BIDV Yangon will provide a comprehensive range of banking products and services including loans, guarantees, deposits, payment services, and e-banking for Hana Microfinance’s investment activities. Hana Microfinance will give priority to using the services BIDV Yangon provides. The two will collaborate on the basis of cross-product use and knowledge sharing.

As part of this ceremony, the two parties signed a short-term credit contract of USD5 million, marking a good start for both of them in such a potential market. Myanmar, with its population of nearly 55 million people, a land of vast distances and rich natural resources, is considered the last unexplored gold mine in Asia. Thanks to these advantages many foreign banks have set up subsidiaries or opened branches and representative offices in Myanmar. In 2020 only seven foreign banks were licensed to establish a subsidiary or branch in Myanmar, making a total of 20 foreign



Representatives of Hana Microfinance and BIDV Yangon shake hands at the signing ceremony

banks with a subsidiary or branch in the country.

Having been established and in operation for about seven years, by the end of 2020, Hana Microfinance had total assets of over MMK200 billion, roughly USD154 million, making it the second largest microfinance company in Myanmar. Hana Microfinance's network spans 13 states and regions with more than 70 branches and nearly 1,400 employees. The company has gained good business results with ROE estimated at 20.3 percent as of 30 September 2020 and ROA stable at around 8 percent. Credit growth rate has been relatively high, averaged at 63 percent; with good credit quality and NPL ratio at 0.6 percent.

After nearly five years of operation, BIDV Yangon has built a good reputation in Myanmar’s market, especially among the Vietnamese community in the country. By the end of 2020, this BIDV branch’s total assets reached

USD125.4 million; outstanding loans increased by 11 percent y-o-y to USD25.6 million; deposits hit USD39.2 million with a growth rate of 10 percent; and the number of customers was at 227, increasing by 16 percent y-o-y. In 2020, although the economy of Myanmar in particular and the world in general has been negatively affected by the Covid-19 pandemic, BIDV Yangon managed to grow 23 percent in EBT, exceeding the business plan assigned by the bank’s head office.

With the close and extensive cooperation between BIDV and Hana Financial Group, as well as the support of the two groups to its subsidiaries, BIDV Yangon believes that the signing of this short-term credit contract with Hana Microfinance is only the first step of the collaboration between the two. By promoting each other’s strengths, BIDV Yangon and Hana Microfinance together will thrive and succeed in the Myanmar market. **B**



Leaders of BIDV Insurance Corporation show strong determination for new success in 2021

BIC: significant growth in profit

BIDV Insurance Corporation (BIC) recently held a business plan conference for 2021, aiming to speed up its business development as well as to create breakthroughs.

At the conference BIC announced that consolidated pre-tax profit for the whole system hit VND375.6 billion (USD16.2 million) in 2020, a figure 39 percent higher than that of 2019, meaning 156 percent of the year plan was completed.

According to BIC's chief executive officer Mr. Tran Hoai An, in 2020, the non-life insurance market maintained its uptrend; however, due to the impact of the Covid-19 pandemic, the growth rate of this market was estimated at only about 8 percent (statistics from the Ministry of Finance). Thanks to the effort of the whole system and effective solutions being put in place, 2020 proved to be a successful year for BIC, with all planned targets completed.

Total premium revenue of the BIC parent company was VND2,529 billion (USD109.2 million), up by 13.8 percent

compared to 2019, and equating to 104.3 percent of the year plan. In particular, the revenue of the original premium was VND2,363 billion (USD102 million), up by 17.4 percent year-on-year.

BIC's consolidated pre-tax profit for the whole system reached VND375.6 billion, 39 percent higher than 2019's result, completing 156 percent of the year plan. The pre-tax profit of the parent company alone was VND363.5 billion (USD15.7 million), up by 38.8 percent, completing 158 percent of the assigned plan. In 2020, BIC continued to record high profit in the insurance business. The combined cost rate rose to the best level in 15 years of operations.

BIC's retail activities also achieved impressive results. In particular, its bancassurance channel grew by nearly 70 percent, the highest growth rate ever.

In addition to these positive business results, in 2020, BIC was recognised in other aspects, including having its B++ credit rating reaffirmed by A.M. Best; and being honoured with many prestigious titles and awards including Top 10 most prestigious non-life insurance companies in Vietnam and Top 500 most profitable

enterprises in Vietnam.

Mr. Tran Xuan Hoang, a board member of BIDV and chairman of BIC's Board of Directors, spoke of his high appreciation of the results that the company achieved in 2020, then gave instructions to BIC's activities in the coming year.

Specifically, he said BIC needed a specific roadmap to achieve its goals; ensuring efficiency in developing the network of member companies; renovating the institutional governance; accelerating digital transformation; and building an effective cost management project associated with the 2021 - 2025. He also required BIC to maintain the motto of "Innovation, creativity, sustainable development" to successfully implement the targets for 2021, strategy to 2025 and vision to 2030.

In 2021, as the Covid-19 pandemic continues to impact nations across the globe including Vietnam, BIC confirmed it would stay consistent with the development orientation associated with its operational efficiency. With great determination the whole system of BIC is gearing up to see even more success in 2021. **B**



Leaders of BSC award units with outstanding performance in 2020

BSC gears up for new challenges

BIDV Securities Joint Stock Company (BSC) just announced its business results, with pre-tax profit reaching VND161.54 billion (USD7 million), exceeding 88 percent of the business plan, and up 92 percent compared to 2019.


In a recent report, BSC said its fourth quarter business results saw strong pre-tax profit growth of VND47.6 billion (USD2.1 million), up 440 percent compared to during the same period last year. Revenue in the fourth quarter reached VND243.9 billion (USD10.5 million), up 64.7 percent year-on-year. Brokerage's revenue was VND83.3 billion (USD3.6 million), up 141 percent year-on-year. BSC's operating revenue for the whole year reached more than VND912.5 billion (USD39.4 million), up 50 percent compared to 2019.

BSC has affirmed its leading position by share of government bond brokerage on the Hanoi Stock Exchange (HNX). The company's stock brokerage market share in 2020 reached 3.42 percent, completing 95 percent of the business plan yet up 10 percent from 2019. According to the Ho Chi Minh City Stock Exchange (HoSE), in 2020, BSC maintained its position among the Top 10 securities companies with the largest market share of stock brokerage, fund certificates and covered warrants on HoSE; and Top 10 securities companies with the largest brokerage

market share in derivatives market.

In December last year, BSC successfully underwrote the issuance of Ho Chi Minh municipal bonds with its volume up to VND2,000 billion (USD86.4 million). The securities company was honoured to receive the Best Investment Bank Vietnam Award 2020 from Global Banking and Finance Review – the UK's leading prestigious financial magazine.

In 2021, BSC is set to improve the quality of its operations and maintain a high ranking among securities companies in Vietnam. In particular, BSC focuses on increasing its financial capacity, promoting advisory and lending activities, improving the quality of its IT infrastructure to meet the growth of the market, and focusing on developing both structured and systematic products to bring the best service experience to customers.

As a member of the BIDV system, BSC continues to work closely with BIDV to boost cross-selling of securities products and services. 

NHAT NAM

New regulations on foreign employees working in Vietnam

On 30 December last year the government issued Decree 152/2020/ND-CP ("Decree 152") on foreign employees working in Vietnam and recruiting and managing Vietnamese employees working for foreign organisations and individuals within the country.



Decree 152 will take effect from 15 February 2021 and replace Decree 11/2016/ND-CP, Decree 140/2018/ND-CP. Below are some additional cases outlined in the new Decree that were not in the previous one.

ADDITIONAL CASES OF FOREIGN EMPLOYEES EXEMPT FROM WORK PERMITS

In addition to the cases where a foreign employee is not required to be granted a work permit as prescribed before and in Article 154 of the Labour Code 2019, Article 7 of Decree 152 supplements the following cases:

- Being an owner or capital contributor of a limited liability company with a capital contribution of VND3 billion (USD130,000) or more.
- Being the chairman of the Board of Directors or a member of the Board of Directors of a joint stock company with a capital contribution of VND3 billion or more.
- Being the person responsible for

establishing a commercial presence.

- Foreign employees entering Vietnam certified by the Ministry of Education and Training to teach and study.

TWO ADDITIONAL CASES OF WORK PERMIT TERM

Compared with the previous regulations, Article 10 of Decree 152 adds two cases of determining the work permit term:


- The term that has been determined in the operation license of an agency, organisation or enterprise.
- The term that has been recorded in the written approval for the employment of foreign employees, except for cases in which the report on the demand for foreign employees is not required according to Article 4 of this Decree.

RE-ISSUANCE, EXTENSION AND REVOCATION OF WORK PERMITS

Re-issuance of work permit: in case (i) the current valid work permit is lost;

(ii) the current valid work permit is damaged; and (iii) change of full name, nationality, passport number or work location indicated in the current valid work permit.

Extension of work permit: in order to have a work permit extended, the foreign employee must satisfy the following conditions: (i) the issued work permit is valid for at least five days but not exceeding 45 days; (ii) the demand for foreign employees is approved by a competent authority as stipulated in Article 4 or 5 hereof; and (iii) documents proving that the foreign employee continues to work for the employer according to the contents of the issued work permit. The employee is only extended once with a maximum of two years.

Revocation of work permit: A work permit is revoked when (i) it expires; (ii) the employer or foreign employee fails to comply with this Decree; and (iii) Foreign employees working in Vietnam fail to comply with Vietnamese laws, affecting social security, order and safety. 

QUANG LIEM

Noteworthy points in Decree 155 on securities



On 31 December 2020, the government issued Decree 155/2020/ND-CP (“Decree 155”) detailing the implementation of a number of articles of the Law on securities.

Decree 155 took effect on 01 January 2021 and replaces Decree 86/2016/ND-CP and Decree 71/2017/ND-CP, and at the same time abolishes Articles 13 and 14 of Decree 151/2018/ND-CP. Here are some noteworthy points:

CONDITIONS FOR STOCK LISTING

According to Article 109 of Decree 155, the conditions for stock listing are specified as follows:

- Being a joint-stock company with

contributed charter capital at the time of registration for listing of VND30 billion (USD1.3 million) or more based on the most recent audited financial statements, and the capitalisation value reaches at least VND30 billion.

- The listing has been approved by the General Meeting of Shareholders; stocks have been traded on the UpCom trading system for at least two years, except where the organisation has offered stocks to the public or equitised enterprises.
- The rate of profit after tax on equity (ROE) of the year immediately preceding the year of registration for listing is at least 5 percent and the business operation of two years immediately preceding the year of registration for listing must be profitable; no debts are overdue for more than one year by the time of registration; no accumulated loss based on the most recent audited financial

statements or the semi-annual financial statements in case of registration for listing after the end of the semi-annual financial statement period.

- Except for the case of an equitised enterprise, organisations registering for listing must have at least 15 percent of the voting stocks held by at least 100 non-major stockholders. In cases where the charter capital of the listing organisation is VND1,000 billion (USD43.2 million) or more, the minimum rate is 10 percent of the voting stocks.
- Individual and institutional shareholders whose ownership representatives are chairman of the Board of Directors, members of the Board of Directors, head of the Supervisory Board, members of the Supervisory Board, general director (director), deputy general directors (deputy directors), chief accountant, chief financial officer and similar managerial positions elected by the General Meeting of Stockholders or appointed by the Board of Directors and major stockholders who are related persons of the said subjects must commit to hold 100 percent of the stocks owned by them for six months from the first trading date of the stocks on the stock exchange and 50 percent of these stocks within the subsequent six months, excluding the state-owned stocks that have been held by the said individuals as representatives.
- The company and its legal representative have not been handled for violations for two years up to the time of registration for listing due to committing prohibited acts in the activities related to securities and the securities market.

- Hiring a securities company to advise on listing registration documents, except for the case where the organisation registering for stock listing is a securities company.

CONDITIONS FOR A PUBLIC COMPANY TO OFFER STOCKS OVERSEAS

Article 71 of the Decree stipulates that public companies are allowed to offer stocks overseas after receiving an approval from the State Securities Commission allowing the oversea offering of stocks and meeting the regulations in the host country.

CONDITIONS FOR APPROVING THE OVERSEA OFFERING OF STOCKS INCLUDE:

- The issuance of stocks must meet the regulations on foreign ownership ratio as prescribed by law.
- There is a decision of the General Meeting of Stockholders approving the oversea offering of stocks and the plan to use capital raised from the offering.
- Compliance with the legal regulations on foreign exchange management.
- Being approved by the State Bank of Vietnam to issue stocks overseas in accordance with the law on credit institutions with respect to the issuance of stocks by credit institutions; Being approved by the Ministry of Finance to issue stocks overseas in accordance with the law on insurance business regarding the issuance of stocks by insurance business organisations.

PUBLIC COMPANIES ARE ALLOWED TO DECIDE THE MAXIMUM FOREIGN OWNERSHIP RATIO



The maximum foreign ownership ratio is stipulated in Article 139 of the Decree.

Public companies operating in investment and business sectors on the list of industries and sectors restricting foreign investors from market access must comply with the provisions on foreign ownership prescribed in the list. If the industry or sector therein is subject to conditional market access and does not specify conditions on the charter capital ownership ratio of foreign investors in a business organisation, then the maximum foreign ownership ratio of the company is 50 percent of the charter capital.

For public companies not subject to the cases stipulated in points a, b and c of clause 1 of this Article, the foreign ownership ratio is unlimited.

If a public company decides to choose

the maximum foreign ownership ratio that is lower than the prescribed one, the specific ratio must be approved by the General Meeting of Stockholders and stipulated in the company's Charter.

In case a public company has a foreign ownership ratio exceeding the prescribed one as stipulated in clause 1 of this Article, the public company must ensure that it will not increase the foreign ownership ratio in the company. Unless otherwise provided by the relevant law, stockholders of a public company that are foreign investors and economic organisations in which foreign investors own more than 50 percent of the charter capital may only sell stocks until the foreign ownership ratio meets the regulations in clause 1 of this Article, except for receiving stocks in the form of dividends or buying shares issued additionally to existing stockholders. **B**

Spring brings gifts galore

Plentiful gifts and incentives will be offered to all customers making transactions at BIDV during New Year.

To welcome the new year 2021, BIDV is delivering plenty of attractive offers to customers to show its deep gratitude and commitment to support customers on their life journey, including the following:

E-BANKING SERVICES

Super easy - Super gift with BIDV Smart Hunting including various offers when making transactions on E-banking channels

With an impressive number of 6.5 million plays for two months, BIDV continues to launch its BIDV Smart Hunting game, integrated to the BIDV SmartBanking app. Upon any qualified transfer, deposit or online transfer transactions on BIDV SmartBanking, customers can play the SmartHunting game once. Customers can play the game to find treasures including: one prize of VND100 million (USD4,300), five prizes of VND30 million, 60 prizes of VND3 million and 240,000 prizes of VND10,000. With total value of VND2.8 billion, the program will be applicable until 25 February 2021.

In addition, other various offers are available, including a maintenance fee waiver and annual fee waiver for BIDV Online and BIDV SmartBanking.



DEPOSIT OFFERS

Great prizes including a Mazda CX5 car, Honda PCX scooter, iPhone 12 Pro Max and iPad Pro, amongst others will be offered to customers making saving deposits from 25 January to 25 March 2021.

From 25 January to 25 March 2021, BIDV is launching the program Spring Savings - Fortune Offering, under which customers who make savings deposit of 1-3 month terms at BIDV will immediately receive lucky money from VND50,000 or more and have the chance to win various attractive prizes under the lucky draw, including: 1 Mazda CX5 2.0L Car, 2 Honda PCX

Hybrid 150 Scooters, 10 Asama Solano Factory Sport Bikes and 188 Sharp FP-J40E-W Air Purifiers. These gifts are offered as a wish from BIDV to its customers for a green and healthy life on the occasion of New Year.

In addition, 3 iPhones 12 Pro Max 256GB, 5 iPad Pro 12.9 in Wifi 128GB Tablets, 9 S6 LTE 40mm Apple Watches, 16 AirPods Pro Headsets and Apple wireless chargers are up for grabs as lucky draw gifts exclusively offered to accumulative savings depositors who deposit at least VND1 million (USD43)/month during the period from 17 February to 2 March 2021. [B](#)

HUY HOANG

Vietnam's GDP set to grow by over 8 percent this year

Fitch Solutions, a subsidiary of Fitch Group, expects the Vietnamese economy to record strong growth in 2021 and will raise its real GDP growth forecast to 8.6 percent, from a previous 8.2 percent.

With a global vaccine roll-out underway, Fitch Solutions expects 2021 to herald a year of economic recovery around the world, which should support external demand for Vietnamese exports. Meanwhile, the world is set to witness an increase in inbound leisure travel with the creation of regional travel bubbles.

Fitch Solutions expects strong growth momentum in manufacturing to continue into 2021, supported by growing external demand from trade deals such as the EVFTA, UK-Vietnam Free Trade Agreement (UKVFTA), and the Regional Comprehensive Economic Partnership (RCEP).

According to the latest economic outlook report from Oxford Economics commissioned by chartered accountancy body ICAEW, Southeast Asia's economic growth will rebound to 6.2 percent in 2021 with Vietnam achieving growth of 8 percent.

GDP across the region contracted by 4.1 percent in 2020, with countries that had been successful in controlling the pandemic such as Vietnam and Singapore leading the recovery.



Ho Chi Minh City, Vietnam

Vietnam was one of few economies to record positive growth in 2020. The rebound was in part due to the low-base effect of 2020, however policies were also set to remain very accommodative with extensive fiscal support and low interest rates.

In Southeast Asia, growth would likely be constrained by social distancing measures, but restrictions would continue to be eased over this year, especially in economies that would be able to roll out vaccines relatively quickly.

An economic rebound in 2021 remained contingent on the easing of lockdown restrictions, global recovery momentum and the successful roll-out of vaccines.

Progress on vaccination would be an important barometer for growth, with

services likely to catch up faster in economies better placed with regard to vaccine procurement and distribution.

Southeast Asia experienced a three-speed recovery, with differences primarily driven by the varying success of countries' ability to contain fresh waves of infection and implement lockdown exit strategies to safely reopen their economies and fiscal and monetary policy support.

Despite the predictions of an economic rebound in 2021, there remain major uncertainties that could affect post-pandemic recovery, such as slow progress in the roll-out of mass vaccination programmes, a global second wave resulting in another global lockdown and a financial crisis leading to major economic damage. **B**

LE KIM

The buffalo in Vietnamese culture



Buffaloes are integral to the work of Vietnamese farmers and as such are a traditional symbol of Vietnam. Buffaloes play a very important role in Vietnamese culture.

The Vietnamese were traditionally agricultural people living mainly off wet rice, which needs consistently soft soil in which to grow. Since time immemorial, the water buffalo has helped farmers with their most physically demanding tasks: tilling the land and towing the harvest. For this reason, buffaloes have come to represent rural Vietnam and are an important symbol throughout the culture.

The buffalo symbolises industriousness, kindness, patience and loyalty. Farmers often use the animals to pull plows

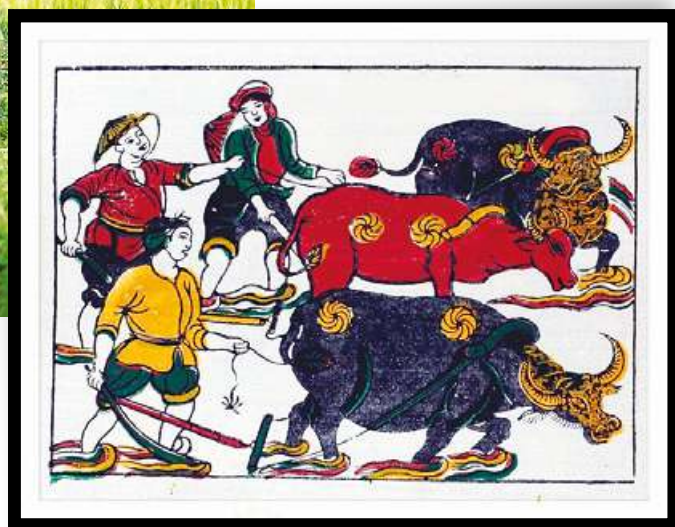


Buffalo fighting in Do Son, Hai Phong City

in the rice fields. While many other countries utilise modern technology for more efficient plowing, it is difficult to apply such automation in some parts of Vietnam. For example, in the northern region of Vietnam most fields are located on hills or mountains and the

field size is quite small, meaning only buffaloes can work these fields. Here farmers also use buffalo as pack animals to carry crops and heavy loads for them.

While these days savings have become based in finance and property – for



example securities, real estate and the like -- in the past people used to save in the form of buffaloes.

Rich families stocked healthy buffaloes for trading and tilling. The Vietnamese proverb "con trau la dau co nghiep" (Having a buffalo allows one to start a business) stems from this practice, suggesting this animal was the cornerstone for a prosperous society.


It is not known exactly when the creature was first domesticated but buffalo fossils dating back tens of thousands of years have been found in caves in Lang Son, Hoa Binh Provinces in the north and Ha Tinh in the central region. Bovine bones have also been unearthed in Hai Phong, Hanoi, and Phu Tho. Archeologists think the Vietnamese started to domesticate buffaloes 5,000-6,000 years ago.

Clay statues of buffaloes are among the

earliest artworks ever found in Vietnam, with many sculpted before the Common Era.

Today, well-off families like to hang buffalo heads and horns on walls as mementos of days past when their ancestors depended so much on these noble animals for survival.

Buffaloes have also appeared in Vietnamese literature, fairy tales, photography, paintings and movies. One cultural activity related to buffalo is the annual "Buffalo Fighting Festival" held in Do Son, Hai Phong province. It forms the intersection between farming and fishing culture and is attached to a water worshipping ceremony, in which fishermen state their hope to be successful and safe during their forthcoming trips at sea.

The Buffalo is the second animal in the Vietnamese Zodiac animal system. People born in the year of the buffalo are deemed diligent, trustworthy, strong, and decisive. They have a strong sense of patriotism for their country, ambition for life, and emphasise the significance of family and career. Because they tend to be ambitious and patient, they often reach their goals through steady effort. Factors such as the environment or other people cannot influence them as they always stick to their ideas and use their competence. However, people born in the year of the buffalo may face some challenges due to their relatively poor communication skills. 

MAI HOA

Traditions of Tet

Vietnam Lunar New Year (Tet) bears a strong national identity as it is the most important holiday in the Vietnamese culture.

The dates of Lunar New Year differ every year but it generally takes place around late January or February. On the occasion of the Lunar New Year, many traditional customs with deep meaning for Vietnamese people take place, with people wishing for a peaceful, lucky, well-being and prosperous New Year.

BUYING FLOWERS

People in the north of Vietnam often choose peach blossom branches to place on altars or indoor peach trees and kumquat trees to decorate the living room while those in Central and Southern Vietnam buy yellow apricot branches. In addition to the two typical flowers for Tet, almost every home has more flowers for worship and decoration. Flowers chosen for worship flowers include marigolds, daisies, gladiolus, and lilies. Flowers brought to adorn houses at Tet include colourful roses, daffodils, dahlia, and violets.



MAKING "CHUNG" CAKE

Making "Chung" cake is a custom from the glutinous rice civilisation and is more than simply 'wet rice'. Glutinous rice can be traced back to ancient times in the Red River Delta and is associated with the story of "Chung" cake and "Day" cake from the 18th Hung King at the time of selecting his son-in-law. These days, making and eating Chung cake is a common

custom and families often make Chung cake a couple of days before Tet.

Chung cakes are meaningful gifts and an indispensable offering on the ancestral altars during Vietnam's biggest festival of the year. In Southern Vietnam, a variation of the cake is made using the same ingredients but with a different appearance.

THE FIVE-FRUIT TRAY

The preparation of the five-fruit tray is an essential Tet tradition in every



Vietnamese home. The tray symbolises the family's respect for their ancestors and their wishes for the New Year. Each fruit represents a different prayer for the future. Due to regional differences in climate and customs, people display the Tet fruit in different ways.

In Northern Vietnam, people believe that the basic elements in oriental philosophy are represented by colours. Metal, wood, water, fire, and earth (the five basic elements) correlate with white, blue, black, red and yellow respectively, so the northern five-fruit tray often includes banana, pomelo, peach, mandarin and persimmon. The five-fruit tray in the South is themed around the traditional southern wish for a wealthy New Year. Normally, in all regions, the tray will be put on the altar in the home, though sometimes people set it up on the table next to a box of candied fruit.

KITCHEN GOD'S FAREWELL

Every year, on the 23rd day of December according to the lunar calendar, Vietnamese people worship the Kitchen God (Ong Tao) in a special Farewell Ceremony.

One week before Tet, people clean and organise their kitchen, and buy food, paper cloths and living carp to offer at the farewell ceremony for Ong Tao. It is said that the Kitchen God's task is to report to the King of Heaven about the family's affairs throughout the year and to wish for a lucky and prosperous new year. After the ceremony, the carp will be set free in the nearby lake or river and paper cloths will be burned.

NEW YEAR'S EVE OFFERINGS

New Year's Eve (Giao Thua) is a sacred tradition of saying good-bye to last year and welcoming the New Year. At midnight, people offer both indoor and outdoor ceremonies.

An open-air ceremony takes place to send thanks to the gods. The offering simply includes a boiled chicken or a pig head, cooked rice, flowers (usually roses), fruit, beverages and Joss paper. Immediately afterwards, the indoor ceremony takes place. People light incense on the altar and whisper to invite the spirit of their ancestors to come back home, celebrating the Tet holiday with the whole family and wishing for a wonderful new year. After Tet Holiday, another ceremony is held to ensure the ancestors' safe departure to Heaven. 📺





BIDV launches a Tet CSR programme, donating 60,000 gifts to the poor

BIDV donates Tet gifts to disadvantaged people

This Tet BIDV will present 60,000 gifts to people in need, including those affected by natural disasters across the country.

In 2020, fierce natural disasters from droughts and serious floods in the Central region, to severe cold in the Northern mountainous region, as well as the impact of the Covid-19 pandemic, have significantly affected the lives of people in remote and isolated areas.

BIDV Trade Union continues to support people in need, particularly as Tet approaches. The union has called for tens of thousands of Tet gifts to be donated by its employees. A community running competition "Warm Tet for the poor - Love for the Central region", generated VND13.8 billion (USD600,000)

converted from the recorded results of participants, contributing thousands more gifts this Tet.

On 21 January, BIDV officially announced its Tet gifts for the poor program. Each Tet gift is worth VND500,000 (USD22). This amount can buy 1kg of meat, two chung cakes (Banh Chung), one box of jam, one pack of cake, one bottle of wine, one bottle of cooking oil, and one pack of MSG. These gifts will be given to people in remote areas and areas affected by natural disasters including floods, extreme cold and drought; families of war invalids and martyrs; families having given meritorious services to the revolution; families struggling financially, patients, elderly people living alone and children.

Trade unions at various BIDV branches will cooperate with local organisations

including the provincial confederation of labour, social protection funds, care centres for wounded and sick soldiers, as well as the press to hand gifts to the people in need.

Mr. Tran Xuan Hoang - member of the Board of Directors and president of BIDV trade unions said: "BIDV would like to coordinate with the localities to take care of the poor with the new year coming. To distribute the gifts, the Trade Union at BIDV branches will actively coordinate with the provincial confederation of labour to directly deliver gifts to the people in need. The distribution process in localities will be completed before the 23rd day of the last month of the year of the Rat. Gifts for wounded and sick soldiers at nursing centres and poor patients in hospitals will be delivered before the 28th".

BIDV 리뷰



번역감수: 박성재 전략부 2 부장

성기정 부행장: '2021년 BIDV-Hana시너지 창출 위한 속도를 좀 더 낼 필요'

설날을 앞두고 'BIDV 리뷰'가 성기정 부행장님의 인터뷰를 통해, BIDV-Hana 협력관계 및 새해의 희망을 나누었습니다.

바쁘신데 불구하고 이렇게 시간을 내주셔서 감사드립니다. 우선, BIDV 리뷰 독자들에게 간단하게 본인 소개 부탁드립니다.

안녕하십니까. 저는 1993년에 입행을 해서 약 10년 정도는 국내 5개 영업점을 이동하면서 수신, 대출, 수출입, 외환 등 전반적인 실무 업무를 담당하였습니다. 이후 본점에서 기업부문 기획/평가를 담당하다가 싱가포르 지점으로 3년, 인도네시아 법인에서 4.5년동안 해외 근무를 하게 되었고 이후에는 본점과 지주에서 글로벌 사업 및 투자 업무를 담당 하였습니다. 본점과 국내영업점 및 해외영업점을 골고루 경험했다고 할 수 있습니다.

1년이 넘게 BIDV의 경영 활동에 참여하셨는데, BIDV가 가진 장점과 개선해야 될 점은 무엇일까요?

BIDV는 베트남내에서 업력이 오래된 은행이므로 자산 규모, 고객 수, 시장 인지도 등 여러 부문에서 아주 좋은 Legacy를 갖고 있다고 생각합니다. 그리고 여기 와서 직접 일을 해 보니, BIDV는 젊은 인원 구성의 조직이며 발전 가능성이 많은 조직이라는 생각을 하게 되었습니다. 또한 BIDV는 CSR 활동 및 소통 행사 등을 통해 모든 직원들이 가족이라는 생각으로 감성적인 소통을 하는 것은 매우 큰 장점이라고 생각이 됩니다.

개선해야되고 더 발전시켜야 하는 점이 있다면 개인적인 생각 3가지만 얘기를 해 보겠습니다. 첫번째는 업무 소통 채널의 개선입니다. 업무관련 규정 및 일반적인 정보의 통합관리와 공문 및 결재 절차가 좀더 효율적으로 개선되어야 한다고 생각이 됩니다. 저는 물리적인 시



성기정 부행장

스템뿐만 아니라 직원의 소통 문화가 장기적으로 매우 중요한 은행의 경쟁력이라는 생각을 가지고 있습니다. 이를 통해 업무 추진 속도를 높이고 효율성을 제고 할 수 있다고 생각합니다.

두 번째로 은행업 특성상 마케팅은 반드시 리스크 관리를 기반이 된 마케팅이 이루어져야 한다고 생각합니다. 현재 BIDV에서도 리스크 관리의 전문성과 효율성을 제고하기 위해 많은 노력을 하고 있는 것으로 알고 있습니다. 이러한 리스크관리를 기반으로 하는 마케팅 문화가 좀더 개선되어서 각 모든 직원들의 생각과 행동에 깊게 자리를 잡았으면 합니다.

마지막으로 정보통신의 발전 및 4차혁명의 시대변화로 은행업의 경영 환경이 많이 변하고 있습니다. 그래서 모든 은행들은 Digital Transformation을 위해 노력을 하고 있습니다. 개인적으로 Digitalization이라 하면, 사용자들이 쉽게 이해하고 활용할 수 있도록 Easy

& Simple하게 접근을 해야 하고 Speedy & Smart하게 활용되어야 한다고 생각합니다.

아까도 얘기 했듯이 BIDV는 아주 좋은 Legacy를 갖고 있기 때문에, 타 은행보다 선도적으로 Digital Transformation완수한다면 당연히 베트남뿐만 아니라 세계시장에서도 위상 높은 은행으로 큰 발전을 할 것입니다. 정말 아주 할 일이 많은 부문이라고 생각이 됩니다.

위에 대담 해주셨던 내용이 외에 BIDV 직원들이 발전할 수 있는 조언을 부탁드립니다.

우리 BIDV젊고 어린 직원들에게 '오늘도 어제와 같은 생각과 같은 일을 반복하고 있다면 다가오는 내일은 어제와 크게 다르지 않을 것입니다. 라는 격언을 먼저 얘기하고 싶습니다. 젊은 친구들은 항상 새로운 것에 대한 도전과 새로운 것을 배우는 자세가 필요합니다. 새로운 것을 도전하거나 배우다 보면 경험이 쌓이고 이를 통해 새로운 기회를 만나게 됩니다. 그 기회가 작은 것일지라도 자신이 성장할 수 있는 시간과 경험을 얻게 됩니다.

호기심이 있는 부문, 해 보고 싶고, 도전하고 싶은 일에 시간을 투자하고 경험을 쌓으라는 조언을 하고 싶습니다. 어떤 분야이든 배우고 도전하는 자세가 매우 중요하며 이를 통해 자신 개개인이 성장하는 결과를 만들어 낼 수 있다고 생각합니다.

이렇게 많은 직원들이 보더 나은 내일을 위해 노력을 하게 된다면, 이들은 BIDV가 발전하는데 많은 기여를 할 것이라고 확신합니다.

2021 BIDV-Hana 협력관계에 대해 어떻게 전망하십니까?

코로나-19가 빨리 해결이 되어야 되는데, 조만간 해결이 안 될 것 같아 걱정입니다. 인력 교류

는 사람이 직접 얼굴을 맞대고 만나는 게 가장 효과적입니다. 작년에는 이를 하지 못 해서 굉장히 아쉽습니다. 올해 코로나가 해결 되면, 각 은행의 직원들이 서로 자주 왕래하며 완성한 인적교류를 통해 두 은행의 장점과 문화를 서로 체험하는 기회가 많아지길 기대해 봅니다.

하나은행 직원들이 BIDV에 파견된 주된 목적과 의미는 BIDV 발전 위한 시너지 창출이라고 할 수 있습니다. 2020년을 돌아보면, 시너지 추진 속도 측면에서 느리게 진행되지 않았나 싶습니다. 작년보다 올해는 시너지 과제가 좀 더 빠르고 효과적으로 진행 되기를 희망합니다.

2021년은 41개의 시너지 아젠다를 선정했습니다. 과제 선정을 위해 BIDV 각 부서 직원들과 하나 직원들은 오랜 시간 동안 많은 회의를 한 것으로 알고 있습니다. 많은 시간들을 협의한 만큼, 좀더 속도감 있게 추진 될 것이고 좋은 성과를 달성 하리라 생각합니다.

베트남의 문화와 사람에 대해 어떻게 생각하십니까? 혹시 베트남에서 생활하는데 어려움은 없으신지요?

중국과의 역사적인 관계, 외세 침략 등 양국의 역사를 보면 비슷한 점이 상당히 많습니다. 그래서 두 나라의 국민 정서도 비슷한 점이 많지 않나 생각이 됩니다. 다만 한국은 경제발전 근대사업을 베트남보다 먼저 시작을 하였고 “한강의 기적”이라고 언급되는 등 상당히 성공적으로 수행한 것으로 평가받는 나라입니다. 베트남도 1975년에 전쟁 끝나고, 1986년 개방 혁신정책을 시작하면서 성공적으로 경제발전을 이루어 내는 있는 나라인 점도 비슷하다는 생각을 하고 있습니다. 베트남에서 와서 한국 사람들과 비슷한 점, 근면성 등 느낄수 있어 좋습니다.

베트남에서 생활하는데 가장 큰 어려움은 베트남 말이 너무 어렵습니다. 제가 인도네시아에



성기장 부행장 및 가족

서 근무할 때는, 일상적인 대화는 인도네시아어로 했는데 베트남은 그 정도의 수준을 가기가 너무 어려운 것 같습니다. 언어를 알면 사고 방식과 문화를 좀 더 깊게 이해할 수 있는데, 베트남인처럼 말할 수는 없겠으나, 일상적인 얘기를 나눌 수 있는 정도의 수준으로 하려고 하는데 정말 어렵네요.

베트남 설날에 대해서는 어떻게 생각하십니까? 이번 설날은 어떻게 보낼 계획을 하고 있으십니까?

한국에서도 설날은 가장 큰 명절 중 하나입니다. 3일을 길게 쉬는 공휴일은 설날과 추석입니다. 베트남과 마찬가지로 가족이 같이 모여서 가족애를 나누는 큰 명절입니다. 코로나로 인해 한국에 못 가고 베트남에 있어야 하는데 가족들과 같이 설을 안 보내는 것은 처음인 것 같습니다.

설날에 특별한 계획은 없습니다. 지금 생각하는 것은 작년에 걸어서 한번 1번, 자전거로 2번, 쉬지않고 서호 전체를 돌아 봤는데 이번 설 연휴 기간 중에는 조금 더 여유를 가지고 걸어서 두번 정도 서호를 완주할 생각입니다. 그리고 지인들과 골프도 치고 여유 있는 시간을 즐기고 싶습니다.

새해를 맞이하여 부행장님의 올해 개인적인 계획을 나눠주시면 감사하겠습니다

올해는 조금 더 깊게 베트남어를 공부해서 직원들과 베트남어로 소통을 했으면 좋겠다는 희망이 있습니다. 하지만 쉬워 보이지는 않네요 ㅎㅎㅎ. 그리고 코로나19가 해결되어 한국에 있는 가족들과 왕래가 가능하게 되는 것을 바랍니다. 📺

Thu Hien 기자



BIDV 직원 및 부서 정부 표창장 수령

날아가기 위한 준비하다

2021년 1월 6일, BIDV은행은 2020년 업무 성과 및 2021년 사업 운영전략 수립에 관한 온라인 회의를 개최하였다.

2020년 BIDV은행은 최선의 노력과 단결정신으로 여러 어려움을 극복하였다. 특히, 거래 업무를 원활히 추진하고 시장의 추이에 맞춘 성장규모를 달성하였다. 또한 NPL 비율은 규정된 한도안에서 관리되었고, 연초 수립한 목표도 달성하였다. 게다가 BIDV 은행은 사회 관련 책임을 철저히 준수하고, 코로나-19로 많은 어려움을 겪는 시민과 기업들에 적극적으로 지원하였다. BIDV의 구체적인 경영 성과는 다음과 같다.

2020년 기준, 총자산 1,490조 동을 달성하였다. 이는 2016년 대비 1.5배 증가한 수치이다. 2016 ~ 2020년 평균 성장률 10.4%을 달성함으로써 베트남에서 가장 큰 자산 규모를 지닌 은행의 지위를 유지하였다.

예수금은 1,270조 동으로 2016년 대비 2배로 증가하였다. 또한, 2016 ~ 2020년 평균 성장


률 12.5%을 달성하였다. 예수금 비중은 베트남 은행 M/S 11%를 차지하며 상업은행들 중에서 가장 높은 M/S를 가지고 있다.

총 신용부채와 투자자본 부채가 1,430조 동에 달하고 2019년 대비 9%로 성장했다. 신용부채는 1,190조 동으로, 2016년 대비 1.92배, 2019년 대비 8.8% 성장하였다. 이는 베트남 은행 M/S 13.5%를 차지하며, 신용부문 1위를 점유하고 있다.

2020년에 개인고객 수는 1,160만명으로 전년 대비 14%로 성장하였다. 특히, 디지털 뱅킹 서비스 등록 고객 수는 약 440만 명으로 2016년 대비 12.6배 증가하였다. SME 고객은 30만9천명으로, 전년 대비 8% 성장하였다.

세전이익 9조 17억 동을 달성했으며 이는 SBV로부터 승인받은 목표를 초과한 수치이다. 그러나 코로나 19 사태로 기업의 부채와 대출이자 등을 지원해 주는 프로그램으로 인해 BIDV은행의 세전이익은 2019년 대비 감소하였다.

BIDV의 자본은 40조 2,200억 동에 달성하고 2016년 대비 20%로 성장함으로써 베트남 상업은행업계에서 자본을 가장 많이 보유한 은행이 되었다.

응웬 김 아잉 SBV 부총재는 그 동안 거뒀은 성과와 끊임없는 노력으로 BIDV 은행의 이사회와 전체 요원이 2021년의 사업계획의 초과 달성을 기대한다고 하였다. 이를 통해 베트남 금융시장의 선두 은행으로서의 위상을 유지해 줄 것을 강조하였다. 

Tue Minh 기자

2021년 《근무기강-품질중시-디지털 도입》라는 방침으로 BIDV은행은 2021년의 사업운영계획을 전개하여 좋은 성과를 달성하도록 다짐하였다. BIDV가 수립한 2030년 중장기 경영 전략은 총자산 9% 성장, 신용대출 12% 증가, 자본금 12~14% 성장, NPL Ratio 1.6% 이하 유지이다.

하나 마이크로 파이낸스 - BIDV 양곤지점, 미얀마 시장 개발을 위한 MOU 체결

최근 미얀마의 양곤 시에서 BIDV 양곤지점은 하나 마이크로 파이낸스 (Hana Microfinance)와 미얀마 금융시장에서 상호 발전을 지원하는 포괄적 파트너십을 맺고자 MOU를 체결하였다.

이는 BIDV은행과 하나은행 간의 전략적 협력에 따른 활동인 것이다.

이번 MOU에 따르면 BIDV 양곤지점은 하나 마이크로 파이낸스의 다양한 개발 투자 활동을 부응하도록 금융, 담보, 저금, 전자결제 등의 재정 관련 서비스를 전면적으로 제공할 것이다. 또한, 하나 마이크로파이낸스도 BIDV 양곤지점의 서비스를 우선적으로 도입할 것이라고 밝혔다. 양사는 서로의 강점을 활용하고 정보를 공유하여 상호 협력할 것을 약속하였다.

또한 양사는 500만 달러의 단기 금융 계약을 체결함으로써 포괄적 협력을 구체화하였다. 이를 통해 성장 잠재력이 풍부한 미얀마 시장에서 순조로운 협력을 시작하게 된 것이다. 미얀마는 5천5백만명의 인구, 넓은 땅, 풍부한 천연자원을 보유하고 있는 국가이다. 또한, 미얀마는 동남아시아에서 미개척된 마지막 국가이다. 이러한 미얀마에 각국 은행들이 진출하여 지점이나 법인으로 영업을 하고 있다. 2020년에 7개의 외국계 신설 은행 법인 및 지점이 생겼고, 현지 법인이나 지점을 가진 은행은 현재 20곳에 달한다.

설립기간 포함 7년 동안 운영함에도 불구하고 하나 마이크로 파이낸스는 1억 5400만 달



BIDV 양곤 대표자 - 하나마이크로파이낸스 대표자 협력 MOU 체결

리의 총자산으로 미얀마에 서민 금융회사 중 2위를 차지하고 있다. 하나 마이크로 파이낸스의 네트워크는 70 지점, 1,400명의 종업원, 13 지역을 담당하고 있다. 하나 마이크로 파이낸스는 2020년 9월 기준 ROE 약 20.3%, ROA 8%를 달성하였다. 또한, 분기 성장률은 약 63%에 달하고 NPL Ratio는 0.6%에 불과하다.

2016년 7월 1일 개업한 BIDV 양곤지점은 미얀마 금융시장에서 만족할 만한 성과를 달성하였다. 2020년 총자산 1억 2,540만 달러, 대출금 2,560만 달러를 달성하여 전년 대비 11%

성장하였다. 자본금은 2019년 대비 10% 성장한 3,920만 달러에 달하였다. BIDV 양곤지점은 2020년 사업계획 목표치를 초과 달성하였고, 특히 NPL을 발생시키지 않았다.

BIDV은행과 하나은행의 포괄적 파트너십을 바탕으로 BIDV은행의 양곤지점은 하나 마이크로 파이낸스와 장기 협력을 시작하였다. 앞으로도, 양사는 상호 강점을 바탕으로 미얀마 시장에서 협력하고 발전을 추진할 것이다.

Trung Hieu 기자

한국-베트남 설날 차이점?

베트남과 한국은 동일하게 음력 설날을 명절로 즐긴다. 두 나라의 같으면서도 다른 설날 풍습에 대해 알아 보았다.

설날 휴일

다른 아시아 국가들과 같이 한국과 베트남은 설날 공휴일이 있다. 다만, 한국은 설날 공휴일이 3일 (음력 1월 1~3일)인 반면, 베트남은 설날 공휴일이 7일 (음력 12월 28일~1월 5일)에 달해 한국에 비해 좀 더 길게 설날을 즐긴다.

베트남 설날은 '땃 응웬 단' (Tet Nguyen dan)으로 부르며 일년중 가장 긴 공휴일이다. 한국 사람이나 베트남 사람에게 설날은 새해의 시작일 뿐만 아니라 조상을 기억하고 가족을 모이는 특별한 기회이기도 하다.

설날의 활동

한국에서는 설맞이 꽃을 구매하거나, 설맞이 집안 대청소를 하지는 않는다. 반면, 베트남은 설날 전 북부는 복숭아꽃 (Hoa dao) 남부는 매화 (Hoa mai)을 반드시 구매해 집안 내에



바인쥑

장식을 한다. 또한, 조상을 모시기 위해 깔끔하게 집안 청소를 하는 것이 일반적이다.

한국과 베트남 모두 유교의 영향으로 조상을 모시며 차례를 지내는 특징을 지니고 있다.

한국은 설 당일에만 차례를 지내는 것이 일반적이다. 보통 설날 전날 차례음식을 만들어 두었다가 1월1일 새벽에 제사를 지낸다. 베트남의 경우 일반적으로 1월1일부터 3일간 계속해서 제사를 지낸다. 또한, 제사는 남녀 모두 공평하게 지낼 수 있다.

한국은 설날에 가족들이 다같이 모여 음식을 준비한다. 또한, 윷놀이 등 다양한 활동들을 집안에서 즐기는 편이다. 베트남은 윷놀이 같은 특별한 놀이문화를 즐기지 않는다. 대신, 근처의 이웃, 친지 집을 방문하여 새해 인사를 나누는 편이다. 베트남에는 토착 불교문화가 있



복숭아꽃



윷놀이



떡국

어, 많은 베트남 사람들이 설날을 맞이하여 절을 방문한다.

특히, 베트남에는 설 날에 자기 집을 처음 방문하는 손님은 1년의 행운을 가져다 준다는 풍습이 있다. 그래서 보통 자기 집과 가장 맞는 사람을 초대하는 풍습이 있다. 또한, 1월1일은 1년의 첫 시작의 날로 인식한다. 따라서, 집안에서 큰소리를 내거나 그릇 등이 깨지지 않도록 조용히 지내는 편이다.

설날의 음식

한국과 베트남 설음식의 공통점은 기름진 음식을 먹는다는 점이다.

한국은 하얀색 쌀 떡을 사용한 떡국을 먹는 것이 일반적이다. 설 차례상의 경우에도 불운을 가져다 준다고 믿는 빨간색, 검정색 등 어두운 색의 음식을 준비하지 않는다. 대신 흰색, 파란색, 초록색 등 밝은 색상의 음식을 준비하여 나누어 먹는다.

특히, 설날의 대표적인 음식으로는 동그랑땡, 고추전 등 전류와 갈비찜, 생선찜 같은 찜류 등 기름진 음식이 있다. 이와 같이 기름진 음식을 소화하기 위해 식혜, 오미자차, 수정과 같은 부드러운 음료를 곁들여 마시는 편이다.

베트남은 바잉쫁(Banh Trung), 바잉땃(Banh Tet)을 먹으며, 제사상에 제사 음식과




베트남 가족 모임

닭 한마리의 모양을 보전한 음식과 총 5종류의 과일을 같이 올리는 것이 일반적이다. 5종류를 올리는 이유는 사람의 오행에 따라 행운을 가져다 준다고 믿기 때문이다.

현재의 설날

근대화에 따라, 간소한 차례를 지내거나, 종교적이념 등의 이유로 차례를 지내지 않는 집이 늘어나고 있다. 현대 사람들은 설날의 의미에 대해 특별한 생각을 가지고 있지 않으며, 공휴일로써 편히 쉬거나 평소에 해보지 못한 것들을 하는 날로 점차 인식되고 있다.

제사 음식의 경우에도 과거처럼 일일이 만들어서 준비하는 것이 아니라, HMR같은 가정간편식으로 대체하는 경우가 늘어나고 있다. 또한, 다양한 패스트푸드도 제사상에 올리는 집이 늘어나면서 이전의 제사 의미가 퇴색되고 있다.

이전에는 한국과 베트남 모두 복잡한 차례를 지냈으나, 현대에 접어들면서 옛 유교문화가 깃든 차례가 점점 사라지고 있는 현실이다. 이러한 현상이 옛 차례가 지닌 여러가지 의미들이 없어지고 있는 것 같아서 아쉽게 느껴진다. 

Minh Vu 기자



BIDV베트남 노동 총연맹을 통해 불우한 노동에게 10억 동 상당의 설날 선물 수여

BIDV, 불우한 이웃 돕기 성금 300억동 상당 지원

BIDV는 불우이웃과 수재민들에게 60,000개의 설날 (Tet) 선물을 증정한다고 발표했다.

2020년 베트남 서부 지역의 장기 가뭄, 중부 지역의 심각한 홍수, 북부 산악 지역의 한파, 그리고 코로나-19로 인해 농촌 및 산간 지역에 있는 시민들의 생활에 심각한 영향을 미쳤다.

이런 상황에서 다가오는 설날 축하하고, 불우한 이웃들을 지원하기 위해, BIDV 노동 조합은 직원들 대상 설날 선물 모금 운동을 진행하였다. 특히, '빈곤층 및 중부 지역을 위한' 기금 모금 러닝 레이스를 통해, BIDV는 138억동의 금액으로 불우한 사람들 위한 수천 개의 선물을 지원할 예정이다.

2021년 1월 21일, BIDV의 불우이웃 돕기 설날 선물 프로젝트가 정식으로 발표되었다. 한 세트의 설날 선물은 50만동(USD22)에 달한다. 설날 선물은 고기 1kg, 바잉쫀 (Ban

Chung) 2개, 뭇땃 (Mut tet) 1박스, 과자 1팩, 술 1병, 식용유 1병, 조미료 1팩으로 구성되어 있다. 이 선물들은 홍수, 한파, 가뭄 등으로 고통을 받고 있는 농촌 및 산간 지역의 이웃들에게 지원될 예정이다. BIDV 노동 조합은 지방 노동 연합, 사회봉사 기금, 부상자와 병사 지원 센터, 언론 기관 등과 함께 도움이 필요한 사람들에게 직접 선물을 전달할 예정이다.

Tran Xuan Hoang이사회 겸 BIDV 노동 조합 위원장은 다음과 같이 발표했다: 'BIDV는 다가오는 새해를 맞이하여, 가난한 이웃을 지원하기 위해 지방 정부와 협력할 예정입니다. BIDV 각 지점의 노동 조합이 지역 사회봉사 조직과 협력해서 불우이웃에게 선물을 직접 전달할 예정입니다. 선물은 음력 12월 23일 까지 완료될 것이며, 요양원, 부상병, 가난한 환자를 위한 선물은 28일 까지 전달될 예정입니다.'

Hoa Quynh기자

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